

Exhibits Report for April 2018
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Convention 2018

- o 2018 Exhibits space was 95% sold!
- o Traffic in the hall was slow again year, which was noted by many of our longtime exhibitors. Some comments from delegates were that the sessions were too good and they had less time for the exhibits hall!.

Convention 2019 (as of April 13):

- o Registration will open next week for preregistration.
- o Approximately 20% pre-booked for 2019 (29 of 158 booths)
- o Last year's rates were set at:
 - Rates for regular booth - \$540.00 + 27.00 tax = \$567.00 per booth.
 - Not for profit booth rate is \$440.00 + 22.00 tax = \$462.00 per booth.

Considerations for 2019

- o There will be an increase in our rate from St. George's for next year exhibits space. This is due to staffing increases (new minimum wage) and inflation. We will need to increase booth prices for next year.
- o We will need to re look at exhibit hall viewing times and how we can increase traffic to maintain interest from our exhibitors.
- o We will also need to address the packing up of booths early on Friday by some exhibitors.