



August 1, 2022

Dear Prospective Vendor and Exhibitor:

The 2022 Cynosport® World Games will be held November 30 – December 4, 2022, at WestWorld of Scottsdale. Scottsdale's ample lodging, restaurants, and entertainment make this an attractive destination for competitors, spectators, and vendors, alike.

The festivities kick off for competitors on Tuesday afternoon with check-in, and the event will begin on Wednesday and continue throughout the weekend. Features include world-class agility competition rings, as well as additional canine sports demonstrations and activities for competitors and spectators.

Cynosport is an amazing canine sporting event that is spectator friendly, providing vendors and exhibitors an excellent opportunity to reach their niche market. It is our goal to provide an overall good mix of products and services that keep the shoppers shopping throughout the five-day event!

Key features available to our vendors and exhibitors for 2022 include:

- **High Exposure Vending/Exhibition Space** – Vendors have the option to be housed under canopy tents and two open side exposures, or to provide their own tent. We will be placing vendors by a priority system which considers when your contract is received, space size, and the date your reservation is paid in full.
- **Public Address Announcements** – Your business name will be announced once daily by our grounds announcer.
- **Program Advertisement** – Your name and a description of your business (limit of 150 characters and spaces) will be listed on the event website and on the grounds map at no additional charge (a \$100 value), provided it is received by the **September 30th deadline.**
- **Preferred Parking** – As an exhibitor/vendor, you will have designated 2 parking credentials for your representatives. City of Scottsdale parking passes are allocated per contract. We are pleased to make additional passes available for a nominal fee.
- **RV Parking with Hook-ups** is available for a fee on site. Please contact WestWorld at (480) 312-6802 and select option 1 if you are interested in acquiring a space.
- **Concierge** – I will be on site as your coordinator throughout the weekend to assist you with your needs.

Please know that all vendors are responsible for sales taxes and will need to submit application for a Sales Tax License with the State of Arizona. Please contact the State of Arizona Department of Revenue at: [https://www.azdor.gov/TransactionPrivilegeTax\(TPT\).aspx](https://www.azdor.gov/TransactionPrivilegeTax(TPT).aspx).

Please review the enclosed Trade Fair/Exhibit Contract and contact me via email at ahartman@usdaa.com or telephone at (972) 487-2200 ext. 107 if you have any questions. We hope that you will find this to be a beneficial opportunity and we will make every effort to accommodate your needs. Please check our website periodically at www.cynosport.com for updates regarding the event and also to print additional documents if needed. We look forward to you joining us for the 2022 Cynosport World Games!

Sincerely,

Andy Hartman

USDAA Trade Fair/Exhibit Sales Coordinator
Email: ahartman@usdaa.com
Phone: 972-487-2200 x107



2022 CYNOSPORT® WORLD GAMES
at the West World of Scottsdale, Arizona
TRADE FAIR/EXHIBIT CONTRACT

November 30 – December 4, 2022 (Reservation deadline: September 30, 2022)

THIS CONTRACT is made on the date executed by and between the United States Dog Agility Association, Inc. (“LESSOR”) and the “LESSEE” named below for purposes of lease of vending/exhibit space and optional services for the sale or solicitation for sale of merchandise and/or services, or the distribution or collection of information as indicated below, subject to the Terms & Conditions as set forth herein (including on the reverse side).

LESSEE (Company Name): _____ **CONTACT PERSON:** _____

ADDRESS: _____

CITY: _____ **STATE:** _____ **POSTAL CODE:** _____ **PHONE:**(_____) _____

EMAIL: _____

DESCRIPTION OF MERCHANDISE/SERVICES* (200 characters; may be published on grounds map or other promotions for the Event)

***STILL PHOTOGRAPHERS – SPECIAL PROVISIONS:**

If you are a photographer/ including those who are providing imaging services, please provide the following information below (check all that apply):

Activity being photographed: Dog Agility Other Exhibitions or Events

Use of photographs: Sell photos Apply to gift items **Where Sold:** Sell on site Sell on web

Photographer licensees are extended a limited license to take photographs of activities at this Event for commercial purposes. Photographer assumes all liability for any claim or cause of action for invasion of the rights of privacy, right of publicity, right of personality, or any similar right of competitors or other subjects included in photographs.

**** No Video Is Permitted on the Grounds without Special Video Permit. A Permit Application is available on request. ****

TRADE FAIR/EXHIBIT SPACE AND SERVICES RESERVATION INFORMATION

Vending/exhibit space is available as listed below:

SPACE: Please check the appropriate box below.

Type / Size	10' x 10'	10' x 20'	10' x 40'	20' x 20'	Custom Trailer
Space Only	<input type="checkbox"/> \$350	<input type="checkbox"/> \$650	<input type="checkbox"/> \$1,000	<input type="checkbox"/> \$1,000	Call for pricing
Space with Canopy Tent	<input type="checkbox"/> \$550	<input type="checkbox"/> \$1,050	<input type="checkbox"/> \$1,800	<input type="checkbox"/> \$1,800	

**Each space will accommodate one banner or sign above booth, not to exceed 3' height x 10' length per 20' span. Shark fin style banners may be placed on forward corners of space. All signage is responsibility of Lessee.*

SPACE RENTAL (per chart above) \$ _____

TENT SIDES for “Space under Canopy” (call for quotation) \$ _____

ELECTRICITY @ \$150.00 – Standard 20-amp circuit available. Call for pricing on special needs. \$ _____

Indicate electrical needs & describe machines being used: _____ Amps _____ Watts

Usage Description: _____

CHAIRS Qty: _____ x \$ 8.00 = \$ _____

TABLES (30"x 6'8" banquet style; cover/skirting not included) Qty: _____ x \$ 30.00 = \$ _____

REFUSE PICK-UP (once daily; items must be ready (boxes flattened) \$ 125.00 = \$ _____

SUB-TOTAL \$ _____

State/City Sales Tax @ 7.95% = \$ _____

TOTAL AMOUNT DUE \$ _____*

PAYMENTS: *CREDIT CARD CHARGES WILL BE BILLED ON YOUR STATEMENT UNDER NAME OF USDAA.COM and will include a 3.75% credit card service fee added to the Total Due Amount. Check or money order shall be made payable to **USDAA**. A \$45 Service Charge shall be assessed for NSF check, rejected ACH payments, and credit card chargebacks. Submit payment with two copies of signed contract to USDAA at P.O. Box 850955, Richardson, TX 75085-0955; a counter-signed copy will be returned to you upon acceptance. **A minimum deposit** of 50% of the Space Rental Amount Due above. Remainder of amount due must be received by USDAA at the address above no later than September 30th or deposit and space may be forfeited at Lessor’s discretion. Contracts submitted on or after October 1 must be accompanied by full payment.

SET-UP & EXHIBIT REMOVAL: Grounds will be available for set-up beginning on Tuesday, November 29, at 12:00 pm. Space must be vacated no later than 10:00 am, Monday, December 5th. All booth materials (e.g., inventory, shelving, racks, etc.) must be carted from the designated drop-off area. Booths should remain open until 3:00 pm on Sunday. The Event is planned to conclude by 4:00 pm and all vendors are encouraged to vacate Sunday evening, as no overnight security will be provided on Sunday night. In any case, items left after 10:00 am Monday, December 5, will be considered abandoned and may be disposed of at the discretion of the facility.

Boxes and other items requiring special handling for disposal. Large receptacles will be available on the grounds. Boxes must be broken down (i.e., ‘flattened’) for disposal. Other normal items for the exhibit may be similarly disposed free of charge. Those who wish to procure trash removal services for boxes and other disposables from the booth must purchase the “REFUSE PICK-UP” service above.

TERMS & CONDITIONS

In consideration of the amount payable under this contract, LESSOR agrees to provide space and services as stipulated herein to the LESSEE for the purpose of exhibiting, distributing and/or selling of merchandise and/or services as specified in “Description of Merchandise/Services” (including special provisions for Photographers, if applicable) in the Trade Fair/Exhibit area at the *USDAA Cynosport® World Games* to be held at West World of Scottsdale in in Scottsdale, Arizona, November 30 - December 4, 2022. Additionally, LESSOR shall provide LESSEE with:

- A listing/description on the Event website, with up to 150 characters (includes spaces). Copy must be submitted no later than September 30, to be assured of inclusion.
- One public address announcement of LESSEE’s name each day, timing at sole discretion of the announcer.

LESSEE AGREES TO THE FOLLOWING TERMS AND CONDITIONS BELOW, AND ACKNOWLEDGES AND WARRANTS THAT LESSEE:

- is only permitted to display or sell goods and/or services as specified herein and only within the exhibit space allocated pursuant to this Contract and shall NOT engage in any other form of solicitation for any purpose, except as stipulated on page one.
- shall not distribute for wear or display any form of promotional branded apparel or items generally known as advertising premiums (e.g. shirts, caps, etc.) to the public or competitors on the show grounds at the Event without written permission of LESSOR.
- accepts the condition that space is allocated by a priority system that considers the date contract is received, space size, and the date the reservation is paid in full. Additionally, the space covered under this Contract may not be exactly the spaces indicated as preferences herein; only that space shall be comparable as to price; LESSEE agrees to accept space as allocated by LESSOR, and LESSOR agrees to make a best effort to provide similar location as requested without guarantee.
- shall NOT infringe upon or otherwise interfere with rights and privileges of other vendors, exhibitors or other persons participating in the Event; “hawking” of goods or other loud sounds from LESSEE’s space shall not be permitted.
- is subject to sales tax at rates in effect and shall be responsible for all sales tax due and payable arising from the sale of merchandise and/or services at this Event and shall be responsible for obtaining a sales tax permit from the State of Arizona and for the City of Scottsdale, and other taxing authorities, unless exempt under state and local law. LESSEE shall be solely responsible for compliance with state and local laws for reporting and remitting all taxes to the appropriate taxing authorities.
- shall NOT assign, sub-lease, subcontract, apportion or share the whole or part of the exhibit space assigned to LESSEE without written permission of LESSOR.
- shall have the exhibit in place by 12:00 pm on Wednesday, 9:00am Thursday through Sunday, unless special approval has been obtained from LESSOR. LESSEE shall minimize the cartage of merchandise to and from LESSEE’s space during Event hours, which may be restricted to certain hours of each day at the sole discretion of LESSOR.
- shall remove exhibit property and inventory by midnight of the last day of the Event; however, no exhibit shall be visibly dismantled earlier than 3:00 pm on Sunday. No vehicles shall be permitted on the grounds in the vending area until one-half hour following the Event’s conclusion or such other time as approved by the Event’s Exhibits/Sales Coordinator to permit spectators to leave the grounds unimpeded.
- agrees to maintain and provide insurance coverage in the amount of no less than \$1,000,000 per occurrence for the dates of the Event, including the date(s) of set-up and removal of the LESSEE exhibit and have proof of insurance at the Event. A standard Certificate of Insurance shall be provided with this contract.
- agrees that LESSEE is solely responsible for shipments to or from the Event grounds and for any moving costs (cartage), including damages incurred while moving. If the exhibit and/or merchandise fails to arrive at the Event, LESSEE is nevertheless responsible for the payment of all exhibit space rental and service fees. No commercial delivery of exhibits or merchandise is permitted prior to Monday, November 28, 2022, and all commercial post-event shipments must be picked up no later than 12:00 noon on Monday, December 5, 2022. Any property left on the premises after 12:00noon on Monday shall be considered abandoned and may be disposed of by the facility.
- shall be responsible for safety and security in its leased area, including overnight storage of valuables, including inventory.
- is liable for and agrees to pay promptly for any and all damage to the Event facility or its equipment caused by LESSEE, or by any of LESSEE’s representatives, agents, or employees.
- agrees that cancellations of exhibit space must be submitted in writing and must be received at the above address no later than September 30, 2022, in order to receive a full refund; no refunds will be made for cancellations received after that date.
- agrees that no motorized vehicles shall be operated on the grounds during event hours without special permit, which is 12:00pm to 6:00pm on Wednesday, 8:00am to 6:00pm daily, Thursday – Saturday, and 8:00am to 5:00pm on Sunday.

LESSEE AGREES TO INDEMNIFY UNITED STATES DOG AGILITY ASSOCIATION, INC., WORLD CYNOSPORT LIMITED, THEIR SUBSIDIARIES AND AFFILIATED ENTITIES, AND THEIR RESPECTIVE OFFICERS AND EMPLOYEES, THEIR SPONSORS, AND THE FACILITY OWNER (collectively referred hereafter as “EVENT AFFILIATES” AND TO HOLD THEM HARMLESS FROM ALL CLAIMS FOR PERSONAL INJURY, ILLNESS, DEATH OR PROPERTY DAMAGE AND ANY OTHER LOSSES, DAMAGES, OR EXPENSES, INCLUDING ATTORNEY’S FEES THAT MAY ARISE OUT OF, IN CONNECTION WITH, OR FOR ANY REASON ARISING DURING THE EVENT FROM ANY CAUSE, INCLUDING BUT NOT LIMITED TO CAUSES ARISING FROM THE USE OF SPACE PROVIDED HEREIN. IN THE EVENT OF PANDEMIC OR ACT OF GOD THAT MAY RESULT IN CANCELLATION OF THE EVENT. LESSOR ASSUMES NO LIABILITY FOR REPAYMENT OF FEES COVERED UNDER THIS CONTRACT, EXCEPT TO THE EXTENT EXPENSES ASSOCIATED THEREWITH ARE RECOVERABLE FROM THE FACILITY OWNER AND SUPPLIERS OF GOODS AND SERVICES HEREUNDER.

FURTHER, LESSEE ACKNOWLEDGES AND AGREES THAT LESSOR AND THE EVENT AFFILIATES SHALL NOT BE LIABLE FOR ANY PERSONAL INJURY OR LOSSES INCURRED BY LESSEE, INCLUDING BUT NOT LIMITED TO PERSONAL INJURY TO LESSEE OR ANY OF ITS EMPLOYEES, BROKERS, AGENTS, OR OTHER REPRESENTATIVES, LOSS OF PROPERTY, LOSS OF BUSINESS OR ANY OTHER LOSSES THAT MAY RESULT FROM OR WHILE PARTICIPATING AT THIS EVENT, OR AS MAY BE CAUSED DIRECTLY OR INDIRECTLY BY WAR, ACTS OF TERRORISM, INSURRECTIONS, RIOTS, PANDEMIC, OR ACTS OF GOD. SHOULD THE EVENT BE CANCELLED, UNITED STATES DOG AGILITY ASSOCIATION, INC.’S LIABILITY WILL BE LIMITED ONLY TO THE RETURN OF SPACE RENTAL FEES AND SERVICE FEES MINUS ANY NONREFUNDABLE PAYMENTS TO SECURE SERVICES BY THIRD PARTIES. IN ANY CASE, LESSOR SHALL NOT BE LIABLE FOR ANY DAMAGES OR LOSS BEYOND THE EXTENT OF FEES PAID UNDER THIS CONTRACT.

FURTHER, LESSEE ACKNOWLEDGES AND AGREES THAT THE EVENT AFFILIATES HAVE MADE NO WARRANTIES, EXPRESS OR IMPLIED, WITH REGARD TO SUCCESS OF THE EVENT, AND ANY FINANCIAL RESULT TO LESSEE. ALL REPRESENTATIONS ARE BASED UPON PAST OPERATING RESULTS, AND THERE CAN BE NO ASSURANCE THAT CURRENT RESULTS WILL BE THE SAME.

FURTHER, LESSEE ACKNOWLEDGES THAT THEY HAVE READ THIS CONTRACT, UNDERSTANDS THE PROVISIONS AND CONDITONS HEREIN AND THAT THIS CONTRACT REPRESENTS THE ENTIRE CONTRACT BETWEEN THE PARTIES AND SHALL BE INTERPRETED UNDER THE LAWS OF THE STATE OF ARIZONA.

X _____
Andy Hartman, Trade Fair Coordinator
United States Dog Agility Association, Inc.

X _____
Signature – Owner/Officer of LESSEE
PRINT NAME: _____

Date: _____

