

2023 Space Draw Guidelines and Priority Points

Space Draw determines the initial assignment of space and is conducted in priority point order. For 2022 exhibiting companies, requesting 1,000 square feet and larger for 2023, **space will be assigned the Week of February 14 – 18 via Microsoft Teams Appointments** with a completed and signed contract. All others will be assigned in a second Space Draw Process in Early May and must return the completed, signed contract and required deposit to our office no later than April 22, 2022.

Who May Participate

Only 2022 World of Concrete Exhibitors may participate in the 2023 Space Draw. Companies not eligible will be assigned on a first-come, first-served basis following Space Draw in May, upon receipt of signed and completed contract with required 50% deposit.

Assignment Based on Priority Points

Companies will be assigned in priority point order based on booth selection and availability. Floor Plan subject to change.

Space is assigned in three size categories and in this order:

- 1) 1,000 square feet and greater (WILL BE ASSIGNED **FEBRUARY 14-18**)
- 2) 400 square feet through 999 square feet (WILL BE ASSIGNED in **MAY**)
- 3) 100 square feet through 399 square feet. (WILL BE ASSIGNED in **MAY**)

The company with the highest priority point total within each size category will be assigned first, and will continue in descending order. In case of a tie, the date the contract is received is used to determine the assignment order.

Earning Priority Points

Priority points are accumulated on a yearly basis using the following factors:

- 1) Booth size at WOC 2022 (1 point for every 100 feet of exhibit space)
- 2) Years Exhibited (2pts for each year participated)
- 3) Sponsorship (1 point for every expenditure of \$5,000 spent at WOC 2022)

Example: A company that has exhibited at WOC for 10 years and had 600sf at WOC 2022 and spent 10,000 on sponsorships:

- 6 pts (2022 booth size) + 20 pts (History with event) + 2pts (Sponsorships) = 28pts

Yearly point totals are added together to determine an exhibitor's priority point total. Any company who misses four consecutive annual shows will forfeit all accumulated historical points. A company participating in the 2022 show for the first time will begin using their priority points in the 2023 show.

Mergers & Acquisitions

In cases of merger or acquisition, the surviving company, or the acquiring company, may elect to receive the higher points from the company that was merged out of existence, or from the sold company, in lieu of its own existing points. There will be no aggregation of points. Show Management must be notified in writing of these mergers, acquisitions and/or divisional blending so that appropriate points may be applied.

Exhibiting with Another Company

If two or more separate companies wish to exhibit together or in contiguous space, space will be assigned according to the priority points of the company with the lowest points. Points of each participating company will not be added together for space assignment. A minimum of 100 square feet per company is required. Subletting of space is not permitted. A separate contract is required from each company.

In the case of companies with multiple divisions who had exhibited independently but now exhibit as one company, there will be no aggregation of points. The surviving division may elect to receive the higher of the two point totals. In doing so, the other division forfeits its existing points.

Floor Plan

At the time of each company's selection, available space is based on existing space configurations as noted on floor plan. Show Management has the sole authority to make changes to the existing configurations, as it deems necessary for the success of the overall exhibition.