

2024 Space Draw Guidelines and Priority Points

Space Draw determines the initial assignment of space and is conducted in priority point order. **For 2023 exhibiting companies taking 1,000 square feet and greater at WOC 2024 – ASSIGNMENTS will be starting February 13, 2023 via Prescheduled MS Teams Appointments**. For companies taking less than 1,000 square feet at WOC 2024, space assignments will be starting the Week of May 1 in Priority point order based on submitted booth choices. A completed, signed contract and required deposit must be at our office no later than April 28, 2023, or booths will be removed from the floor plan or not assigned.

Who May Participate

Only 2023 World of Concrete Exhibitors may participate in the 2024 Space Draw. Companies not eligible will be assigned on a first-come, first-served basis following Space Draw, 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 four size categories and in this order:

- 1) 1,000 square feet and greater (WILL BE ASSIGNED **starting February 13 via Prescheduled MS Teams Appointments**)
- 2) 400 square feet through 999 square feet (WILL BE ASSIGNED **starting May 1 based on submitted booth preference choices**)
- 3) 100 square feet through 399 square feet. (WILL BE ASSIGNED **starting May 1 based on submitted booth preference choices**)
- 4) 2023 Non-Exhibiting Companies (WILL BE ASSIGNED **starting at end of space draw based on submitted booth preference choices**)

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 2023 (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 2023)

Example: A company that has exhibited at WOC for 10 years and had 600sf at WOC 2023 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 2023 show for the first time will begin using their priority points in the 2024 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.