

ARIZONA EXPOSITION AND STATE FAIR

Exhibit Building

This 50,000 sq. ft. facility is ideally suited for trade and consumer shows. Over 300 booths can be accommodated for exhibition events. Five patron entrances allow show layouts in numerous configurations. The 14' high roll-up doors at the north and south ends of the building make set-up of shows efficient. Restrooms are located at the north and south ends of the building. This facility is heated and evaporative cooled.

EXHIBIT BUILDING SPECIFICATIONS:

Building dimensions: 100' x 500' x 14' (50,000 sq. ft.)

Electricity: 220V outlets (110V-220V hookups) equipped with overhead trusses for electrical drops

Water: Outlets available

Illumination: Mercury Vapor Lighting

Drain: Outlets available

Gas: Outlets available

Climate control: Evaporative cooling and gas heat

Agriculture Center

The Center consists of 2 buildings, Agriculture Building I and II. The Agriculture Buildings are designed to accommodate the needs of larger trade shows. Given their versatile layout, the Agriculture Buildings I & II are perfect for boxing events, auctions, trade shows, exhibit shows, and meetings. Each building may be rented separately.

AGRICULTURE BUILDINGS I AND II SPECIFICATIONS:

Building Dimensions: 61,000 sq. ft.

Electric: Electrical trusses for dropped electricity

Ceiling Height: 24'

Climate Control: Evaporative cooling, Electric heating

Refrigerated display area

Animal wash racks outside building

Restrooms are A.D.A. accessible

AGRICULTURE BUILDING I:

Building Dimensions: 29,000 sq. ft.

4 roll-up doors

Restrooms

One double sink

AGRICULTURE BUILDING II:

Building Dimensions: 32,000 sq. ft.

4 roll-up doors

Show office

First-aid center

Portable animal pens and wash racks

2 sinks, 4 water spigots and fountain. Separate office area with in-house phone.

Additional Building Options

Ranging in size from 11,000 to 19,000 sq. ft., the following buildings and the **Hacienda de Mexico** offer a wide variety of space options, providing facilities that fit large or small events. The **Wesley Bolin Building** and **Arizona Plaza Building** include overhead trusses for electrical drops. The **Homemaking Arts Building** has 110v electrical receptacles along walls and overhead electrical drops. The **Wesley Bolin Building**, the **Arizona Plaza Building**, and the **Homemaking Arts Building** are evaporative cooled. The **Wesley Bolin Building** is equipped with gas heat and restrooms. The **Hacienda de Mexico** is an airy covered mall located between the **Wesley Bolin Building** and the **Homemaking Arts Center**.

WESLEY BOLIN BUILDING SPECIFICATIONS:

Building Dimensions: Inside building 78' x 248' x 14' (19,344 sq. ft. under roof)

Electricity: Electrical overhead trusses for electric drops

Water

Restrooms attached

20' canopy overhang

rev. 07/19/10

Rates effective July 1, 2009

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Climate control: Evaporative cooling and gas heat

HACIENDA DE MEXICO SPECIFICATIONS:

Dimensions: 51' x 246' (12,546 sq. ft.)

Electric: 220/110V

Water: Outlets available

Floor: 244' x 51' covered asphalt

HOMEMAKING ARTS CENTER SPECIFICATIONS:

Dimensions: 56.6' x 240' x 12' (10,716 sq. ft.)

Electric: 220/110V

Water: Outlets available

Climate control: Evaporative cooling

ARIZONA PLAZA BUILDING SPECIFICATIONS:

Dimensions: 179' x 96' (17,184 sq. ft.)

Electric: Electrical overhead Buss trusses for electrical drops

Water available inside

Climate control: Evaporative cooling

Three 16' slide doors

Grandstand & Arena

The site of the Fair's horse and dirt track events, the Grandstand Arena is the ideal setting for big outdoor excitement. It's a natural location for mud bog spectaculars, races, rodeos, tractor pulls, demolition derby's, and other open-air events. The Grandstand seats 4,000 in covered comfort year-round. The facility is lighted and restroom equipped. Office space and in-house concessions are also available.

GRANDSTAND & ARENA SPECIFICATIONS:

Seating Capacity: 4,000

Grandstand Dimensions: 550' x 70' (38,500 sq. ft.)

Arena Dimensions: 500' x 210' (85,000 sq. ft.)

Electricity: 208V, 3 Phase, 600 Amp x 2

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Water: Outlets available

CATTLE BARN SPECIFICATIONS:

The Cattle Barns include four interlocking barns and feature a milking room and show ring.

Building Dimensions: 60,000 sq. ft.

Ceiling Height: 26'

Show Ring: Approximately 600 permanent seats

Restrooms

Animal wash racks outside

Milking room

Large office

Ample lighting

Large doors for loading and unloading cattle

Holds 450 head of dairy/beef cattle

Party Gras

The Party Gras building represents an integral part of Arizona's history. With mining a foundation of the State's economy, the structure was built in 1917 to showcase minerals. With its vaulted beamed ceiling, giant skylights, and interior walk-around balcony, the building has been a State Fair landmark for over 75 years.

PARTY GRAS SPECIFICATIONS:

Dimensions: Total area in the Lower level is 4,176 sq. ft.,

Bar service

Maximum occupancy is 175 for this facility

GROUND'S LEASING INFORMATION

RENTAL APPLICATION

Prospective promoters are required to complete a rental application. This form is included with this rental packet. All prospective promoters will need to submit the completed application for approval by the Arizona Exposition and State Fair Board.

The Arizona Exposition and State Fair (A.E.S.F.) assesses applications based on the following criteria:

- Event feasibility
- Applicant's previous event experience and capabilities
- Applicant's financial capabilities
- Availability of requested dates
- Conflict with pre-existing events

Submittal of an event application does not guarantee award of dates. Date(s) are held if the rental application is approved.

INSURANCE

A.E.S.F. requires the Lessee to furnish insurance coverage (public liability insurance) in full force and effect naming the Lessee as insured. This policy must be submitted to A.E.S.F. at least 30 days before the event. A minimum combined single limit of \$1,000,000.00 General Liability and \$2,000,000 General Aggregate is required per each occurrence. The following must be named as additional insured:

The State of Arizona, individual members of the Arizona Exposition & State Fair Board and the agents, servants and employees of the Board and State, are all named as insured or named as additional insureds with minimum policy limits of \$2,000,000.

This certificate of insurance must specify move-in, move-out, and show dates. Complete insurance requirements may be found in the body of the License-to-Use agreement. If the insurance certificate does not meet these specifications, A.E.S.F. will restrict access to rented facility until the required certificate has been received.

Event Coordinator

An A.E.S.F. Event Coordinator will contact the Lessee once the License-to-Use agreement has been signed and show deposit and insurance have been received. The Event Coordinator will act as a liaison among A.E.S.F. departments, the State Fire Marshal Office, and the Lessee to determine event specifics.

State Fire Marshal

Three copies of the floor plan shall be submitted to the Special Events Department four weeks prior to the event. The special events coordinators will review the floor plan with the State Fire Marshal's Office for approval of the floor plan submitted. This floor plan must specify aisle widths (8' - 10' depending upon building layout). The width of all exit doors must be kept clear of obstructions to a distance of 20'. The Fire Marshal may inspect a show set-up prior to its opening. All safety requirements as determined by the Event Coordinator must also be followed.

Any use of pyrotechnic devices, lasers or other special effects must contact the State Fire Marshal's Office to apply for the required permits. Use of these effects may require an on-site inspection by the State Fire Marshal or the State Radiation Regulatory Agency (in the case of lasers). Please contact AESF Event Coordinator to make arrangements.

Box Office/Financial Settlement

The A.E.S.F. Box Office will be utilized for all ticketed events. Cash advances from the sale of tickets prior to the night of closeout are not permitted. Lessees may be issued consignment tickets. Lessee assumes all responsibility. All tickets and monies must be returned to the Fairgrounds Box Office one week prior to show or before the first show of a run. Lessees may be issued consignment tickets. Unreturned tickets will be assumed to have been sold and will be deducted from settlement at full face value. Complimentary tickets are 2% of the manifested house unless otherwise specified by contract. All roll tickets incur a per ticket charge. Three working days are required to put a Ticketmaster ticketing system event on sale with all information finalized. Whether ticketing is handled with "hard" tickets or through Ticketmaster's computerized ticketing system, every detail from printing and verification to distribution (if necessary) and reconciliation will be supervised by A.E.S.F.'s Box Office Manager.

SETTLEMENT

For all ticketed events, a settlement shall occur through a remote wire transfer. The promoter is responsible for getting all banking information to A.E.S.F Accounting Department prior to show opening.

The Box Office Manager or designee will present sales figures and box office charges to the Lessee through facsimile for wire transfer settlement.

A joint checking account will be opened to receive deposit of the gross ticket sales receipts . Funds are wired to the Lessee and one check issued to A.E.S.F. The check issued to A.E.S.F. is the total of all facility charges (rent, box office, labor and equipment.). By law, the Arizona Exposition and State Fair is not allowed to issue checks to a third party.

Disputed charges will be left in the checking account until a resolution is reached. A 60 day hold back of \$1,000.00 will be retained by A.E.S.F. from Lessee's ticket sales to cover any expenses or damages incurred in connection with the contracted event.

EQUIPMENT AND SERVICE RATES

Attached are current rental and labor rates. A.E.S.F. reserves the right to determine the appropriate source and number of all staffing personnel and availability of necessary equipment to properly service an event. Please contact the Special Events Department to determine equipment availability. If the equipment necessary is not available, the Event Coordinator will assist the Lessee in seeking alternate service.

DECORATOR SERVICES

The Arizona Exposition and State Fair does not provide in-house decorating services (i.e. pole and drape, stage skirting, etc.). A list of companies that are familiar with the facilities and that provide these services is attached. A promoter is free to contract with any reputable company providing decorator services.

AUDIO/VISUAL EQUIPMENT

The Arizona Exposition and State Fair does not provide audio/visual equipment. A list of companies that are familiar with the facilities and that provide these services is attached. A promoter is free to contract with any reputable company providing audio/visual services.

TELEPHONE SERVICE

A.E.S.F. telephone lines are available to Lessees. Please contact the Special Events Department regarding the availability of phone lines and any installation or long distance fees that may be applicable. Telephone requests must be made a minimum of two weeks in advance of the event move-in to ensure proper service. Lessee's interested in DSL Service will be directed to contact a local provider. This must be done no later than 3 weeks prior to the start of the event.

CUSTOMER SERVICE REPRESENTATIVE

The Arizona Exposition and State Fair have reliable, experienced personnel to serve as Customer Service Representatives. CSR personnel are cross trained in responsibilities formerly known as security and ushering staff. CSR's are available for overnight protection of show areas as well as crowd control or ticket taking during events. A.E.S.F. reserves the right to determine adequate staffing levels. All CSR needs are available through the Special Events Office. The costs of Customer Service Representatives (CSR) are the sole responsibility of the Lessee.

FIRST-AID

State certified Emergency Medical Technicians (EMT) are available for first-aid services. At least one EMT must be scheduled for all events. A.E.S.F. reserves the right to determine adequate staffing levels. All first-aid personnel are scheduled through the Arizona Exposition and State Fair (no outside first-aid service permitted). The costs of first aid are the sole responsibility of the Lessee.

PARKING

The Arizona Exposition and State Fair provides 6,988 parking spaces on the main grounds with an additional 1,800 parking spaces available on adjacent lots. There are recreational vehicle spaces with hook-ups for power, water, and sewer available on a first come first served basis. Additional recreational vehicle hook-ups on adjacent lots are available on a first come first served basis as well. All parking lots are operated by A.E.S.F. parking attendants. All recreational vehicles are charged additional fees for hook ups on a daily basis. All vehicles will be charged a per car fee based on prevailing rates. All parking revenues are retained by A.E.S.F. Each Lessee is issued 50 free parking passes per event. The Lessee may purchase additional parking passes at a discount rate.

NOVELTY SALES

Novelty sales by the Lessee (i.e. T-shirts, programs and posters) must be approved by the Arizona Exposition and State Fair as part of the show contract. Contact the Special Events Department for novelty contract terms.

CATERING AND CONCESSIONS

A.E.S.F. provides all food and beverages for contracted events. Outside food and beverage service is not permitted. Questions regarding concessions or catering should be directed to the Special Events Department at 602-252-6771.

CANCELLATION

If, after Lessee's application is approved by A.E.S.F., the Lessee cancels its event, A.E.S.F. may withhold any money previously paid by the Lessee to A.E.S.F. A.E.S.F. may retain such money as liquidation damages and not as a penalty and the Lessee agrees to pay additionally any reimbursable expenses including an administration fee of 5% of reimbursable expenses incurred by A.E.S.F. with the Lessee's event.

**ARIZONA EXPOSITION AND STATE FAIR
FACILITIES, EQUIPMENT & LABOR RATES**

| | |
|--|---|
| COLISEUM ARENA..... | \$10,000.00 per day (non-ticketed) \$5,000.00 per day (ticketed event) or 12% after taxes, whichever is greater |
| DIRT SHOW SURCHARGE..... | \$2,000.00 flat fee |
| COLISEUM NORTH HALL..... | Please contact Event Coordinator for rental rates |
| COLISEUM SOUTH HALL..... | Please contact Event Coordinator for rental rates |
| EXHIBIT BUILDING..... | \$1,700 per day or 10% after taxes, whichever is greater |
| WESLEY BOLIN BUILDING..... | \$750 per day or 10% after taxes, whichever is greater |
| AGRICULTURE CENTER I..... | \$950 per day or 10% after taxes, whichever is greater |
| AGRICULTURE CENTER II..... | \$1,200 per day or 10% after taxes, whichever is greater |
| ARIZONA PLAZA BUILDING..... | \$450 per day or 10% after taxes, whichever is greater |
| HOMEMAKING ARTS CENTER..... | \$450 per day or 10% after taxes, whichever is greater |
| NORTH PARKING LOT (3,117 spaces)..... | \$2,000 per day or 10% after taxes, whichever is greater |
| SOUTH PARKING LOT (2,055 spaces)..... | \$2,000 per day or 10% after taxes, whichever is greater |
| GRANDSTAND (Including Arena)..... | \$850 per day or 10% after taxes, whichever is greater. |
| GRANDSTAND ARENA ONLY..... | \$475 per day or 10% after taxes, whichever is greater |
| PARTY GRAS BUILDING..... | \$550 per day or 10% after taxes, whichever is greater |
| HACIENDA DE MEXICO..... | \$250 per day or 10% after taxes, whichever is greater |
| AVENUE OF FLAGS..... | \$550 per day or 10% after taxes, whichever is greater |
| CATTLE BARNS - WEST SIDE (Includes stalls and show ring)..... | \$400 per day or 10% after taxes, whichever is greater |
| CATTLE BARNS - EAST SIDE (Includes stalls and show ring)..... | \$400 per day or 10% after taxes, whichever is greater |
| BARNS - SHOW RING ONLY..... | \$200 per day. |
| HORSE STALLS..... | \$12 per day, per stall, bedding not included. |
| BACKYARD (with W&L Stage)..... | \$550 per day or 10% after taxes, whichever is greater |
| COLISEUM CLUB..... | \$500 per day or 10% after taxes, whichever is greater |
| SIX POINTS AREA..... | \$550 per day or 10% after taxes, whichever is greater. |

| | |
|-------------------------------|------------------------------------|
| FORKLIFT | \$55.00 per hour |
| CASELOADER (TR10)..... | \$60.00 per hour/\$385.00 per day |
| JOHN DEERE TRACTOR | \$40.00 per hour |
| WATER TRUCK..... | \$35.00 per hour/ \$250.00 per day |
| BUCKET TRUCK..... | \$55.00 per hour/ \$385.00 per day |
| SWEeper (Broom Bear) | \$55.00 per hour/ \$375.00 per day |
| ROLL OFF HAULER (RO1)..... | \$35.00 per hour |
| TRASH TRUCK (TT1) | \$35.00 per hour/ \$250.00 per day |
| TRASH COMPACTOR (TC1) | \$60.00 per hour/ \$385.00 per day |
| TEN WHEEL DUMP | \$35.00 per hour/ \$250.00 per day |
| SCISSOR LIFT | \$55.00 per hour/ \$385.00 per day |
| KNUCKLE BOOM..... | \$55.00 per hour/ \$385.00 per day |
| TENANT SWEEPER/SCRUBBER | \$25.00 per hour/ \$175.00 per day |
| BOBCAT LOADER | \$35.00 per hour |
| JOHN DEERE BACKHOE | \$45.00 per hour/ \$325.00 per day |

B. NON-ROLLING STOCK

ELECTRICAL DROPS (up to 20 amps)\$50 hook up plus \$5 per day after first day.

ELECTRICAL PLUG INS (up to 20 amps).....\$40 plug in plus \$5 per day after first day.

SPECIAL ELECTRICAL

21 - 30 AMPs.....\$60.00 hook up plus \$10.00 per day after first day

31 - 50 AMPs.....\$110.00 hook up plus \$20.00 per day after first day

51 - 100 AMPs

101 - 200 AMPs (Single or 3-phase)

201 - 400 AMPs (Single or 3-phase)

GAS HOOK-UP.....\$27.50 plus \$5.50 per day after first day

TABLES.....\$10 per Show \$1.00 additional for set up

CHAIRS

PARK BENCHES.....\$4.50 per show - delivered and set

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|---|---|
| PICNIC TABLES | \$10.00 per show- delivered and set |
| DISPLAY CASES (Delivered & set) | \$16.50 per show/large cases, \$11.00 per show/small cases |
| POULTRY TABLES | \$4.50 per show |
| TICKET BOOTHS | \$60 per show 2 window \$120 per show 4 window |
| AZTEC STAGING | \$16.00 per 4' x 8' section plus labor & equipment to set and remove. |
| WINGER STAGING | \$8.00 per 4' x 4' section plus labor & equipment to set and remove |
| STAGING RISERS | \$14.00 per 4' x 8' section |
| STAGE BARRICADE | \$275.00 per day |
| BICYCLE BARRICADE..... | \$14.00 each section per show |
| PEGBOARDS (Delivered & picked up) | \$6.00 each per show |
| PRIVACY SCREENS..... | \$14.00 each per show |
| 16' STEPS RISERS..... | \$27.50 each per show |
| 8' STEPS RISERS..... | \$15.00 each per show |
| CLOTHING RACKS (Delivered & picked up) | \$2.25 each per show |
| BLEACHERS | \$50.00 per 50 seat bleachers \$250.00 per 250 seat bleachers |
| TURNSTILES..... | \$12.00 each/per show |
| UMBRELLA | \$30.00 each per show |
| ENTRANCE SIGN | \$200.00 per show |
| TENTS (No Sidewalls)..... | 10' x 10' \$75.00 per show 20' x 20' \$150.00 per show |
| SUNSCREEN PANELS..... | \$880.00 per panel, \$2,640.00 total for all 3 panels |
| A-FRAME SIGNS..... | \$10.00 each per show |
| ANNOUNCER'S STAND | Provided with Grandstand arena rental |
| AUCTION STAND W/STOOLS..... | \$25.00 per show |
| RV HOOK UP/OVERNIGHT PARKING | \$30.00 per day per unit |

MISCELLANEOUS - SUBJECT TO AVAILABILITY OF ITEMS

TELEPHONE (D.I.D.)At prevailing rates and as available

TELEPHONE LINE RELOCATION\$ 75.00 per line

INTERNET AVAILABLE THROUGH QWEST Order must be placed a minimum of 14 days prior to event

ARIZONA EXPOSITION AND STATE FAIR RENTAL APPLICATION

The following information is requested to assist in the review and consideration of your request to lease A.E.S.F. facilities. Please be as detailed and specific as possible. Date(s) will not be held unless rental application is approved. Pending this approval and the execution of a License-to Use Agreement, there is no legal or binding commitment between the Arizona Exposition and State Fair Board and the applicant.

Event Name: _____

Type of Event:

Concert _____ Festival _____ Public Exhibit Show _____
Trade Show _____ Banquet _____ Other (please specify) _____

Event Description: _____

Requested Space:

Estimated Attendance:

Exhibit Building _____ Agriculture I _____ Agriculture II _____ Wesley Bolin _____

Grandstand _____ Home Ec _____ Ave. of Flags _____ Party Gras _____

Plaza _____ Plaza Parking _____ North Lot _____ South Lot _____

Other: _____

Requested Show Dates (Month/Day/Year): _____

Move-in: _____ Move-out: _____

Paid admission event: Yes ___ No _ If yes, ticket prices _____

Banquet/Catering Services: Yes _____ No _____

If yes please specify banquet/catering requirements:

Name of Contracting Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Cellular: _____ Fax: _____

E-Mail _____ Company Website _____

Yes, I would like to be included in the Arizona Exposition and State Fair email newsletter

Person who will sign lease agreement:

Name: _____ Title: _____

Bank and Credit References

1. _____
Name Telephone Number Account Number

2. _____
Name Telephone Number Account Number

3. _____
Name Telephone Number Account Number

References Within Industry

1. _____
Name Company Telephone

2. _____
Name Company Telephone

3. _____
Name Company Telephone

Previous Promotions

1. _____
Name Contact Name Telephone

2. _____
Name Contact Name Telephone

3. _____
Name Contact Name Telephone

Other Comments:

Date: _____ **Signature:** _____

Title: _____

Please return to:

Arizona Exposition and State Fair
Special Events Department
1826 W. McDowell Rd.
Phoenix, AZ 85007
Telephone (602) 252-6771
Fax (602) 495-1302
Please allow 2 weeks for processing.

If you have any questions regarding this application, feel free to contact Cindy Foley at (602) 257-7121 or Stephen King at (602) 257-7118