



Event Price Policy

V.11 – 150321

The following defines the pricing policy for events organised by the Boating Industry Association Ltd, trading as the Boating Industry Association (BIA).

The Boating Industry Association Ltd was formed through the amalgamation of the BIA of NSW, BIA of SA and Marine Queensland. Members are predominately from NSW, SA, Qld and NT, although members may be located in any state of Australia or New Zealand.

Discounts are subject to membership type.

The BIA will apply the Event Price Policy to members of other recognised State Boating Industry Associations and Marine New Zealand members who provide confirmation of year of membership and current financial status.

This policy supersedes the pricing policy V.10 – 010120

Event Price Policy effective 15th March 2021

The pricing structure describes the charges for all events organised by BIA, unless specifically listed within the event Invitation to Exhibit.

PRICING STRUCTURE

List Price = is the price space will be sold at.

This price applies to applicants who are non-members of the BIA.

Level 1 = 10% reduction off the List Price.

This price applies to applicants whose membership is approved by the BIA within the current calendar year of the event.

Level 2 = 20% reduction off the List Price.

This price applies to applicants whose membership was approved in the calendar year prior to the event date. This rate is applicable only if membership is current and continuous.

Level 3 = 30% reduction of the List Price

This price applies to applicants whose membership was approved in the calendar year two years prior to the event date. This rate is applicable only if membership is current and continuous.

Level 4 = 40% reduction off the List Price

This price applies to applicants whose membership was approved in the calendar year three years prior to the event date. This rate is applicable only if membership is current and continuous.

Level 5 = 50% off the List Price

This price applies to applicants whose membership was approved in the calendar year four years or more prior to the event date. This rate is applicable only if membership is current and continuous.

If the membership fees are outstanding at time of application for space, space can only be applied for at the List Price.

Membership	After 5 years of membership	5 th year of membership	4 th year of membership	3 rd year or membership	2 nd year of membership	Year joined
Rate	Level 5	Level 5	Level 4	Level 3	Level 2	Level 1

It should be noted:

- a) Members of the BIA who cancel their membership or default on membership subscriptions return to the List Price.
- b) Past members of the BIA who re-join return to Level 1 rate. Level 5 rate only applies after a further 5 years of continuous new membership.
- c) Membership refers to full membership of the BIA with discounts applying to the following membership levels:
 - Basic Membership, no discounts applicable on any show space
 - Standard Membership, discounts applicable to Schell Scheme only
 - Premium Membership, discounts applicable on any show stand or space
- d) The Board of Directors reserves the right to review this pricing policy at any time without notice.
- e) The Board of Directors reserves the right to set pricing outside of this policy for special or selected events. In doing so, those prices will be advised in the official documentation in advance of the event.

Policy for members of other BIA State / country Associations.

Members of another State BIA (Victoria, Western Australia & Tasmania) or NZ Marine Industry Association are eligible for the pricing levels providing they can comply with the following:

1. They are current financial members.
2. They can provide documentation confirming their membership, current financial status and length of membership.
3. Transferring membership to another State BIA, away from BIA Ltd does not constitute continuation of membership.

The BIA reserves the right to reject any application that does not meet with the terms, conditions and scope of the show.

This policy does not supersede any rules outlined in the "Invitation to Exhibit" and BIA "Terms and Conditions for Shows and Events".

Change of business ownership does not automatically carry over the rights to discounts. Change of business ownership requires a new membership application and BIA Board approval. The Board may at its discretion allow continuity of membership and thus access to discount rates.

Long term membership discounts are only applicable to businesses with continuity of membership. Membership discounts are not transferable to individuals who start new businesses or transfer to a new employer.

Employees of the BIA do not have the authority to make price alternations verbally, either intentionally or implied, and any such instance will not be accepted as binding on either party.

FORCE MAJEURE EVENT (COVID-19)

1. If an event of force majeure (Force Majeure) occurs being a pandemic (including, but not limited to, the Coronavirus (COVID-19) pandemic) or any governmental or public health alert, directive or order (including any restrictions in the nature of a lockdown imposed by any government authority which detrimentally affects the event ("Exhibition") or the venue where the event is held) then BIA agrees to refund all or part of the Price to the Exhibitor as follows:
 - (a) if the exhibitor is a member of BIA (BIA Member), then:
 - (i) the Price shall be refunded in full to the BIA Member if the event of Force Majeure results in the cancellation of the Exhibition prior to the commencement date (opening) of the Exhibition;
 - (ii) an amount equivalent to 75% of the Price will be refunded to the BIA Member if the event of Force Majeure results in the cancellation of the Exhibition after the commencement date (opening) of the Exhibition and prior to the commencement of the scheduled second day of the Exhibition;
 - (iii) an amount equivalent to 50% of the Price will be refunded to the BIA Member if the event of Force Majeure results in the cancellation of the Exhibition after the scheduled second day of the Exhibition and prior to the commencement of the scheduled third day of the Exhibition;

- (iv) an amount equivalent to 25% of the Price will be refunded to the BIA Member if the event of Force Majeure results in the cancellation of the Exhibition after the scheduled third day of the Exhibition and prior to the commencement of the scheduled fourth day of the Exhibition,
- (b) in the event the exhibitor is not a member of BIA (BIA Non-Member), then:
 - (i) an amount equivalent to 75% of the Price will be refunded to the BIA Non-Member if the event of Force Majeure results in the cancellation of the Exhibition prior to the commencement date (opening) of the Exhibition;
 - (ii) an amount equivalent to 50% of the Price will be refunded to the BIA Non-Member if the event of Force Majeure results in the cancellation of the Exhibition after the commencement date (opening) of the Exhibition and prior to the commencement of the scheduled second day of the Exhibition;
 - (iii) an amount equivalent to 25% of the Price will be refunded to the BIA Non-Member if the event of Force Majeure results in the cancellation of the Exhibition after the scheduled second day of the Exhibition and prior to the commencement of the scheduled third day of the Exhibition;
 - (iv) an amount equivalent to 10% of the Price will be refunded to the BIA Non-Member if the event of Force Majeure results in the cancellation of the Exhibition after the scheduled third day of the Exhibition and prior to the commencement of the scheduled fourth day of the Exhibition.