

# EAA® AIRVENTURE® OSHKOSH™ EXHIBITOR APPLICATION CONTRACT

## TERMS & CONDITIONS

### 1. BINDING AGREEMENT.

- a. These *Terms and Conditions*, and the *Operational Rules and Regulations* (collectively, the "**Contract Terms**") are available as part of the **Exhibitors' Guide** at <http://www.eaa.org/en/airventure/airventure-exhibitors/how-to-exhibit>). The Contract Terms are part of the *Exhibitor Application* ("**Application**"). The company or individual ("**Exhibitor**") whose name appears on this Application understands and agrees that this Application, when accepted in writing by Experimental Aircraft Association, Inc. ("**EAA**"), will be a binding contract between Exhibitor and EAA. (References herein to the Application shall include the legal meaning of "contract" only if and when EAA has explicitly accepted the Application in writing, and not upon mere EAA acknowledgement of receipt. See also Section 2.g of these Terms and Conditions). The Contract Terms will govern the parties' rights and obligations and Exhibitor's use of the space covered hereunder and its activity on the EAA® AirVenture® Oshkosh™ ("**AirVenture**") grounds. EAA will consider all requests for modification or termination of this Application in its sole discretion. Exhibitor's right to terminate or cancel this Application is also limited by Section 4.f of these Terms and Conditions.
- b. Any failure by Exhibitor to abide by the Contract Terms may result in Exhibitor's immediate dismissal from AirVenture and any subsequent or future EAA events. The Operational Rules and Regulations may be amended by EAA for all Exhibitors (by additions, deletions, or changes) through **Exhibitor Bulletins**.
- c. Exhibitor acknowledges that it has read, understands, and will abide by the Exhibitor's Guide. References herein to the "**Exhibitor Documents**" shall include the Application, the Exhibitors' Guide, and Exhibitor Bulletins, as amended and updated from time to time by EAA. Exhibitor may obtain a copy of Exhibitor Documents upon written request to EAA.
- d. The Application contains the entire understanding and the full and complete agreement of the parties and supersedes and replaces any prior understandings and agreements between the parties with respect to the subject matter hereof. Except for amendments and updates through Exhibitor Bulletins, which may be issued from time to time by EAA, and subject to EAA's right of cancellation set forth in Section 2.b of these Terms and Conditions, the Application may be altered, amended or modified only in writing, signed by both of the parties hereto.
- e. EAA shall have no obligation to provide any equipment or supplies to Exhibitor other than as set forth in this Application. Exhibitor shall use only EAA's official suppliers for the rental, drayage and set-up of chairs, tables, incidental equipment, canopies, tents, and structures. A list of the official suppliers is contained in "How to Exhibit/Service Contractors" in the Exhibitors' Guide, and is subject to amendment by EAA through Exhibitor Bulletins.

### 2. EXHIBITOR APPLICATION.

- a. EAA reserves the right to refuse or deny space to any Applicant or Exhibitor whose products or services are not directly related to aviation, or for any other reason, in EAA's sole discretion.

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- b. EAA reserves the right to cancel this Application at any time, for any reason.
- c. Exhibitor may not assign or sub-license this Application nor sublet any space provided hereunder in whole or in part. In no event may Exhibitor grant permission to share its exhibit area to any person or company, or to occupy adjacent areas, without prior written approval of EAA.
- d. Applications that are incomplete or not signed will not be accepted and will be returned to sender.
- e. Applications may be filed with EAA only by U.S. Mail, courier, fax, or e-mail. Applications will not be accepted by telephone or by text or other social media.
- f. Application and payment acknowledgment will be e-mailed or mailed to Exhibitor upon receipt of a properly completed and signed Application and payment in good funds in the correct amount.
- g. Exhibitor is not automatically assured of acceptance by EAA or of being assigned a space upon submitting a completed Application and making payment. EAA's written acceptance of the Application, and space assignments, will be sent approximately October 15, 2020, or later for Applications and payments received after that date.

### 3. BOOTH/SITE LOCATION.

- a. Exhibitor shall conform to all space sizes on the floor plan/layouts that have been provided.
- b. Outdoor display Exhibitors must submit a diagram of exhibit layout with Application. See Site Design Layout form at "How to Exhibit/Additional Forms" in the online Exhibitors' Guide.
- c. All standard indoor booths provided by EAA are furnished with an 8-foot backdrop of drapery material and two side dividers 36" high. EAA shall provide Exhibitor a 7" x 44" sign containing the Exhibitor's name.

### 4. PAYMENT INFORMATION.

- a. Full payment must accompany completed and signed Application. If submitting an e-mailed application, payment in the form of a company check, credit card, certified check, or money order must be received within two weeks after receipt of Application.
- b. Applications that are incomplete, not signed or not fully paid as required will not be processed and will be returned to sender.
- c. After April 1, 2021, all booth/site payments must be in the form of certified check, credit card, money order, or ACH (Automated Clearing House) funds transfer.
- d. Partial payments or post-dated checks will not be accepted unless the EAA Exhibits Office has given prior written approval.
- e. EAA shall have a right of offset, and may offset any funds received or amounts that EAA may owe to Exhibitor against any invoices or other amounts owed by Exhibitor, including without limitation Application payments.
- f. Exhibitor cancellation of exhibit space must be made in writing. Exhibitor cancellation notices received by EAA before April 1, 2021, will be processed promptly and paid Exhibitor fees will be refunded (subject to EAA's right of offset). On or after April 1, 2021, cancellation is subject to EAA's approval;

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cancellation will be approved and refund of Exhibitor fees will be made only if and when display area is full and Exhibitor's space has been reassigned (allow 6-8 weeks for refund). **Cancellations made on or after July 1, 2021 will not be issued a refund or credit.**

- 5. INDEPENDENT CONTRACTORS.** It is understood and agreed that the relationship of Exhibitor to EAA as a result of this Application is that of an independent contractor. Nothing in this Application or the activities of the parties shall be deemed or construed by the parties hereto or by any third party as creating a relationship of employment, principal and agent, partnership, joint venture or joint enterprise between EAA and Exhibitor.
- 6. LIMITATION OF LIABILITY.**
- a. Irrespective of any other term or condition of this Application, neither party hereto shall be liable to the other party for any lost profits or consequential, indirect, incidental, punitive, or multiple damages arising from or in any manner connected with AirVenture or the actions or inaction of either party in connection with AirVenture, or in connection with this Application or any activity of either or both parties in connection with this Application, or any breach by the other party or its agents of this Application's terms, or any other cause whatsoever, whether based on contract, tort or any other theory of liability. This limitation of liability is complete and exclusive and shall apply even if the party has been advised of the possibility of such potential claims, losses or damages. If either party is proven to have materially breached this Agreement, the other party shall only be entitled to recover compensatory damages, if any.**
  - b. Under no circumstances shall EAA's aggregate liability to Exhibitor hereunder exceed the total price paid by Exhibitor hereunder.**
- 7. EXCUSABLE EVENTS.** Neither party (the "**Non-Performing Party**") shall be liable to the other party for damages or losses on account of delay or failure of performance by the Non-Performing Party (except for any delay or failure to make payments to the other party under this Agreement) if said delay or failure was caused, whether directly or indirectly and whether in whole or in part, by a "**Force Majeure Event**" (defined for this Agreement as: fire, explosion, flood, earthquake, tornado, or other natural disaster; war or military operations of any kind; civil unrest, terrorism, riots, sabotage, or threats or reasonable expectation of any of the foregoing; labor disorder, embargoes, blockades, or government orders, preventing transportation or timely delivery of supplies or services; government intervention or binding governmental directive; laws and ordinances; serious general danger of disease or infection, including without limitation the then-current circumstances of the ongoing COVID-19 coronavirus pandemic; national or regional emergency; Acts of God; or other circumstances beyond the control of the parties), even though such Force Majeure Event may have been foreseeable. A "Force Majeure Event" under this Agreement may consist of a single occurrence or event, a series of events, and/or an ongoing and continuing circumstance, situation, condition, or state of affairs. The Non-Performing Party must so notify the other party in writing as soon as reasonably possible

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following the occurrence of the Force Majeure Event, or, alternatively, if the Force Majeure Event is ongoing and continuing, then the Non-Performing Party must provide written notice to the other party after the Non-Performing Party has had a reasonable opportunity to fully assess and evaluate the risks, impacts, and effects of the ongoing and continuing Force Majeure Event with respect to AirVenture. Irrespective of the type of Force Majeure Event, the Non-Performing Party shall act in good faith and use reasonable efforts and honest judgment to attempt to avoid the Force Majeure Event and to mitigate the delay or failure of performance under this Agreement resulting from the Force Majeure Event.

- 8. GOVERNING LAW; CONSTRUCTION; FORUM.** This Application shall be governed by the internal laws of the State of Wisconsin, without regard to any rules of construction concerning the drafting hereof and without regard to such State's conflict of laws principles. EAA and Exhibitor hereby irrevocably submit to the exclusive jurisdiction of any United States Federal or Wisconsin State court sitting in Winnebago, Milwaukee or Dane Counties in the State of Wisconsin, in any action or proceeding arising out of or relating to this Application or any other Exhibitor Documents or any related documents, or any action or inaction of the parties. Exhibitor hereby irrevocably waives any objection that Exhibitor may now or hereafter have to the venue of any such suit, action or proceeding brought in such a court, or that such court is an inconvenient forum.
- 9. EXHIBITOR CONDUCT.** Exhibitor shall cause its employees, agents, and volunteers to conduct themselves in an appropriate, courteous, professional, and workmanlike manner when on AirVenture grounds and when interacting with any person or persons as part of any gathering sponsored by EAA. EAA may remove and exclude any person or persons including without limitation Exhibitor employees, agents and contractors if, in EAA's sole and absolute discretion, EAA determines that this provision has been violated.
- 10. INDEMNIFICATION.** Exhibitor covenants and agrees that it will at all times indemnify, release, defend, and hold harmless EAA and the EAA Aviation Foundation, Inc., ("*Foundation*"), and their respective directors, officers, employees, volunteers, agents, affiliates, and divisions, from and against any and all claims, liabilities, demands, loss and expense (including without limitation reasonable attorneys' fees and other costs of litigation) (collectively, "*Claims*") to the extent such Claims arise directly or indirectly from: (i) negligence or other fault of the Exhibitor or its representatives, agents, employees, contractors, suppliers; or (ii) failure of the Exhibitor to fully perform all of its obligations under this Application.
- 11. INSURANCE.**
  - a. Exhibitor shall obtain and maintain from July 1, 2021 through August 15, 2021 occurrence-based insurance policies providing the following coverages, which shall endorse Experimental Aircraft Association, Inc., EAA Aviation Foundation Inc., and each of their respective officers, directors, employees, members, volunteers, agents, affiliates, and divisions as additional insureds; provide that

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such insurance is primary insurance and that any similar insurance in the name of and/or for the benefit of EAA is excess and non-contributory; and waive any right of subrogation of the insurers against EAA:

- i. General Liability Insurance to include coverage for products and completed operations liability, with a combined single limit of bodily injury and property damage in the amount of not less than \$1,000,000 per occurrence.
  - ii. Workers' Compensation insurance that conforms to applicable statutory requirements and employer's liability insurance with a minimum coverage limit of not less than \$500,000.
  - iii. Auto Liability insurance including non-owned liability with a combined single limit of liability for bodily injury and property damage of not less than \$1,000,000.
  - iv. Property insurance sufficient to cover Exhibitor's property and goods while in transit and while at the AirVenture grounds.
- b. All insurance policies shall be provided by insurance carriers acceptable to EAA and shall be evidenced by current certificates of insurance and insurance policy endorsements issued by the insurance company, and shall be provided to EAA Risk Management, Attn: Karen Kryzaniak, at Experimental Aircraft Association, Inc., 3000 Poberezny Road, Oshkosh, WI 54902, [kkryzaniak@eaa.org](mailto:kkryzaniak@eaa.org). Such certificates shall be provided within ten (10) days after EAA's written acceptance of this Application, and thereafter not later than the expiration date of each policy. A 10-day notice of cancellation or modification notice with respect to any insurance policy shall be given to EAA Risk Management by registered mail at the same address.

**12. COMPLIANCE WITH LAW.** Exhibitor covenants and agrees that it will fully perform its duties hereunder and comply with all applicable local, state and federal rules, regulations and statutes including without limitation the Americans with Disabilities Act. Except as may otherwise be specified herein, Exhibitor agrees that, as an independent contractor, it will secure, furnish and maintain all necessary equipment with proper licenses, authorities and permits.

**13. LIABILITY FOR DAMAGE.** Exhibitor shall be solely responsible for any loss, damage, disappearance or other casualty to any of its (or its employees', agents', or volunteers') personal property, including vehicles, equipment and supplies (collectively "**Exhibitor Personal Property**"), caused by accident, negligence of any person or entity (including that of EAA and individuals acting on its behalf), theft, natural disaster, or otherwise, or other reason, and shall indemnify and hold the EAA Indemnitees harmless from any and all claims arising from the same. Exhibitor shall be solely responsible to protect the Exhibitor Personal Property.

**14. NOTICES.** Any and all notices, consents, documents, or communications provided for in this Application shall be given in writing and shall be personally delivered, sent by U.S. mail, electronic mail with return receipt requested and received, or facsimile, or sent by courier, and addressed to the other party at the address

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listed on the first page of this Application with all information provided by Exhibitor (or to such other address as the receiving party may have substituted by notice pursuant to this Section). Email notices to EAA may be sent to [exhibits@eaa.org](mailto:exhibits@eaa.org). Such notice, consent, document or communication shall be deemed given to a party when actually delivered to such party as evidenced by certified mail return receipt (or statement that delivery was refused), receipt of a recognized national courier service, receipt of a recognized national courier service, normal facsimile machine journal of the sending party, or affidavit of a person that he or she made personal delivery.

**15. OBLIGATIONS OF EXHIBITOR.** If Exhibitor fails to perform any of its obligations hereunder, EAA may, in its sole discretion, do any or all of the following in addition to any specific remedy stated elsewhere in the Contract Terms: (a) terminate this Application; (b) remove Exhibitor (and its employees, agents, and volunteers) from the AirVenture grounds; (c) bar Exhibitor from future EAA events; (d) seek damages or other legal relief against Exhibitor; (e) retain Exhibitor's payment and charge Exhibitor an early termination fee of One Thousand U.S. Dollars (U.S. \$1,000); and (f) take any other actions permitted at law or in equity.

**16. SALES TAX.** Payment of Wisconsin State Sales Tax on Exhibitor transactions is the exclusive responsibility of the Exhibitor. Exhibitors may obtain information on regulations from: Wisconsin Department of Revenue, Temporary Events Program, 265 W. Northland Avenue, Appleton, WI 54911, (920) 832-2910. Additional information is also available at <http://www.revenue.wi.gov/html/temevent.html> or by e-mailing [tempevtprg@revenue.wi.gov](mailto:tempevtprg@revenue.wi.gov)

**17. SEVERABILITY; HEADINGS.** This Application contains several separate provisions. If any court of competent jurisdiction determines that any provision of this Application is invalid or unenforceable, such invalidity or unenforceability shall have no effect on the other provisions hereof, which shall remain valid, binding and enforceable and in full force and effect, and such invalid or unenforceable provision shall be construed in a manner so as to give the maximum valid and enforceable effect to the intent of the parties expressed therein. Section headings contained in this Application are included for convenience only and form no part of the contract between EAA and Exhibitor, and shall not affect the interpretation or construction of the contract.

**18. WAIVER.** No delay or failure by any party to exercise any right or remedy under this Application will constitute a waiver of such right or remedy. All waivers must be in writing and signed by an authorized representative of the party waiving its rights. A waiver by any party of any breach or covenant shall not be construed as a waiver of any succeeding breach of the same or any other covenant.

**19. EAA TRADEMARKS.**

- a. Exhibitor has no right to and will not use any of EAA's trademarks or trade names or those of its affiliates including Foundation; Experimental Aircraft Association Canada Inc. (EAA Canada);

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International Aerobatic Club, Inc.; EAA Vintage Aircraft Association, Incorporated; and EAA Warbirds of America, Inc.; whether registered or unregistered, including without limitation those listed below in these Terms and Conditions, in any manner, shape or form, commercial or private. This applies regardless of the type or form of use, including without limitation: goods or services, whether sold, worn by employees, or distributed free; signage, advertising, website or other promotional use in any media; or any other display of any kind.

- b. EAA may enforce its rights against any person(s) violating its Copyright/Media and Trademarks Policy ("**Policy**"), available at <http://www.eaa.org/en/airventure/about-eea-airventure-oshkosh/policies> including without limitation those who attempt to sell Recordings (as defined therein) or use EAA trademarks or trade names for commercial purposes without express written permission from EAA. Violators shall be subject to all available remedies of U.S. and International law, including without limitation injunctive relief.
- c. Use of AirVenture-related logos, words, graphics, designs, photographs (film or digital) or any other images that depict or directly or indirectly reference the annual AirVenture convention (including any use that references, denotes, commemorates, or otherwise makes some association with the AirVenture convention/fly-in) is strictly prohibited. This includes, without limitation, commercial uses, giveaways, advertising, promotions, endorsements, sales, rentals, displays, or products or services.
- d. Any use, attempted use, or registration of any trademark or trade name that is the same as or confusingly similar to any of the marks listed below is strictly prohibited. EAA reserves the right to amend and update the Policy and the list below at any time. See <http://www.eaa.org/en/airventure/about-eea-airventure-oshkosh/policies> for a current version of this document.
- e. To confirm Exhibitor's marketing materials are not in violation of the EAA® AirVenture® Oshkosh™ [Copyright, Media and Trademark Policy](#), Exhibitor shall submit all graphics and other art for merchandise sales, not later than May 31, 2021, to Nancy Tribble ([ntribble@eea.org](mailto:ntribble@eea.org)), EAA Director, Retail Operations, for written approval in EAA's sole discretion. Exhibitor may call or e-mail with any questions: (920) 426-4853.
- f. EAA and Foundation and Affiliate Trademarks and Trade Names. Use of any of the following names, logos and designs, or combinations thereof, or any trademark or name that is confusingly similar thereto, is prohibited.

[Trademarks, logos and designs, or combinations thereof, appear on the following page.]

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Aero Club™  
Aerobatics USA™  
AeroEducate™  
Aeronautica™  
AirVenture Today™  
AirVenture®  
Aluminum Overcast®  
Aviators Club™  
Aviore™  
Berlin Express™  
C-Plan™  
EAA®  
EAA® (*Stylized*)  
EAA® AirVenture® Oshkosh™  
EAA AirVenture Museum™  
EAA and Airplane Design® (*Logo*)  
EAA Aviation Foundation and Design™ (*Logo*)  
EAA Aviation Museum™  
EAA Canada™  
EAA Convention™  
EAA Design® (*Logo*)  
EAA Eagle Flights®  
EAA Flight Advisor™  
EAA Heritage™ (*Logo*)  
EAA Homebuilders™  
EAA Lifetime Member™  
EAA Sky Shoppe™  
EAA Sport Pilot™  
EAA Tailwinds™  
EAA The Leader in Recreational Aviation™  
EAA The Spirit of Aviation & Design®  
EAA Ultralights and Design® (*Logo*)  
EAA Vintage™ (*Logo*)  
EAA Virtual Flight Academy™  
EAA Vision of Eagles™  
EAA Wearhouse™  
EAA X-Flyer™  
Experimental Aircraft Association™  
Experimenter® (*Stylized*)  
First Wing™  
Fly Market™  
Fly With The First Team™

Flying Start®  
Founder's Innovation Prize™  
GA Airfoils™  
IAC™/International Aerobatic Club™  
KidVenture EAA and Design™ (*Logo*)  
KidVenture®  
OSH2021™  
#OSH2021™  
#OSH21™  
Oshkosh and Airplane™ (*Logo*)  
Oshkosh Convention™  
Oshkosh Fly-In™  
OSHKOSH2021™  
Oshkosh365™  
Oshkosh™  
Proficiency365™  
Props for Women™  
SkillScore™  
Spirit of Aviation Week™  
Sport Aerobatics™  
Sport Aircraft Association™  
Sport Aviation®  
Sport Pilot Academy™  
Sport Pilot™  
SportAir®  
TG & Design® (*The Gathering Logo*)  
TG The Gathering & Design® (*Logo*)  
The Gathering®  
The Spirit of Aviation®  
Warbirds of America®  
We Put The Fun In Flying™  
Women Soar Society™  
WomenVenture™  
World of Flight®  
World's Greatest Aviation Celebration®  
Young Eagles EAA and Design® (*Logo*)  
Young Eagles®

***Any mark or design that includes an explicit or implied reference to the City of Oshkosh or any location in or near Oshkosh with an aviation theme.***