

## **We're Off to a GREAT Start - Begin Planning Now for a Successful IBS**

This is the first edition of the **2024 NAHB International Builders' Show® (IBS) Exhibitor Updates** email. As we begin preparations for the show, please be on the lookout for monthly emails from Michael Currier (VP of Exhibition Sales) and/or Kelly Faist (Director of Exposition Operations) so you don't miss important information and updates!

You are receiving this email because you are listed in our database as our primary contact for your company. If this is not correct, please [notify us](#) and we will update our records.

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### **IBS exhibitor portal**

The IBS exhibitor portal is the hub for everything you need to know and do to have a successful show. [Start by logging in to the exhibitor portal](#) to confirm you have access. In August, the link to order services from Freeman (the IBS general services contractor) and other official contractors will become available. Additional information, tasks, deadlines and tools will be posted throughout the year. Don't worry – we will remind you frequently to visit your portal.

Note: you can also view your exhibit space application and make payments through the portal.

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### **Exhibitor hotel information**

The IBS exhibitor housing assignment process is managed by Maritz, our official housing service provider, and will begin in late June. The assignment process is based on each exhibitor's number of priority points. Exhibitors will be grouped according to their priority points totals, and the group of exhibitors with the most points will be able to request their rooms first. The next group will be given access several days later and so on until all exhibitors are assigned. The actual access dates for each group will be dependent upon the number and size of exhibitors in the groups and will be announced in mid-June in the exhibitor portal.

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### **What's your primary reason for exhibiting at IBS?**

After logging in to the exhibitor portal, the first task is to tell us your primary reason for exhibiting at IBS. This allows us to streamline communications and better assist you with opportunities to make your IBS experience a success.

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## Sponsorship and advertising updates

**Need meeting space at the Las Vegas Convention Center during IBS 2024?** Contact your IBS sponsorship & advertising representative to get on the list for rooms—we'll start leasing rooms this month and spaces are limited.

**Want to renew your IBS sponsorship/advertising?** We'll be contacting 2023 IBS sponsors and advertisers in May and June to offer renewals for the 2024 show.

The **updated 2024 IBS Sponsorship & Advertising Online Media kit is coming soon** to BuildersShow.com. Keep an eye out for updates.

**We're making it easier for you to get in front of the right audience.** With more than 132,000 members who build 80% of all new homes in the United States, NAHB offers unparalleled access to different segments and audiences within the residential construction industry. [Tell us which areas interest you](#), and we will help you get in front of the right audience.

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## NAHB is working to protect you from unauthorized solicitors

NAHB along with other trade associations and organizations with business events sent a letter to the Federal Trade Commission (FTC) to urge the agency to finalize its proposed rule targeting government and business imposters. [Learn more.](#)

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## Amendment to the IBS Rules and Regulations regarding music fees

NAHB has music performance licenses from the American Society of Composers, Authors and Publishers (ASCAP) and from Broadcast Music, Inc. (BMI) that during the Exposition will cover live performances of music and uses of recorded music to which ASCAP and/or BMI hold the rights of public performance. Therefore, there is a one-time charge to the Exhibitor of \$100 for the use of recorded music to which ASCAP and/or BMI hold the performance rights and a charge of \$300 per day for the performance of live music to which ASCAP and/or BMI hold the performance rights.

NAHB does not have licenses from [SESAC](#) and [GMR](#), and, if an Exhibitor wishes to perform live music or use recorded music that SESAC, GMR or another performing rights organization holds the public performance rights to, the Exhibitor must have or obtain its own license, or it will not be permitted to perform or use such music at IBS.

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## Questions?

Please feel free to contact our Exhibitor Service Department at 202-266-8109 or email us at [ExpoSales@nahb.org](mailto:ExpoSales@nahb.org). For questions about IBS Sponsorship & Advertising, contact Lynn Margiotta at [lmargiotta@nahb.org](mailto:lmargiotta@nahb.org) or 202-266-8685.