DISCOVER MIAMI BOATING BOAT SHOW

FEBRUARY 12-16 • MIAMIBOATSHOW.COM

HERALD PLAZA







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SHOW LOCATIONS AND SCHEDULE

Miami Beach Convention Center/Pride Park 1901 Convention Center Dr, Miami Beach, FL 33139

One Herald Plaza

*New and Broker Boats One Herald Plaza (Biscayne Bay & 14th Street), Miami, FL 33132

IGY Marinas Yacht Haven Grande Miami at Island Gardens

838 MacArthur Causeway, Miami, FL 33132

Venetian Marina & Yacht Club

1635 N Bayshore Dr, Miami, FL 33132

Museum Park Marina 801 Biscayne Blvd, Miami, FL 33132

Note: Complimentary transportation between all locations and designated parking garages. Please refer to *Parking and Transportation* for details.

SHOW HOURS:

ADDITIONAL SHOW INFORMATION VISIT: https://www.miamiboatshow.com/

TICKETS AND CREDENTIALS

SHOW TICKETS:			
		Exhibitor Price	Regular Price
Preview (Opening Day: We	dnesday, February 12)		
Wednesday Preview Tic	ket 1-day	\$38.00*	\$ 66.00
	ren Grande Miami at Island s admissions to all locations)		\$166.00
5-Day Exhibitor Ticket		\$150.00	
<u>Show Days</u> (Thursday – Su	nday)		
General Admission	1-Day	\$28.00*	\$ 45.00
General Admission • 2-day Combo Ticket	2-Day (1-day Preview + 1-day GA)		\$ 78.00 \$ 105.00
Child General Admission	n (6-12)		\$ 17.00
IGY Marinas Yacht Have Miami at Island Garden		**See note below	\$ 140.00

Children 5 & Under are Free

* If utilizing our Post-Paid service, Exhibitor ticket purchase requires an initial order minimum of 10 tickets. Upon invoice a \$100 activation fee will be applied in addition to the 10-ticket minimum.

** Exhibitor discounted show day ticket includes IGY Marinas Yacht Haven Grande Miami at Island Gardens admission.

IMPORTANT:

- Due to new safety standards, paper tickets are no longer issued and there is no Will Call on show site.
- Exhibitor credentials and Post-Paid/Pay Now tickets are primarily digital and distributed through **EventsPass**.
- All exhibitors will receive a welcome letter with a link to create a password & account for EventsPass. Once completed, credentials and tickets orders can be placed and sent out to the appropriate person.
- Tickets/credentials can be managed on the vendor dashboard as well, including changing or editing the registration details and resending the tickets.
- If you would like printed badges, you may request them at the Credentials office(s) on show site.

CREDENTIALS & PASSES:

Set-up and Breakdown Pass

A Set-up/Breakdown Pass or your Exhibitor Credential must be worn to gain admittance to the show grounds during the Set-up/Breakdown period.

- Set-up and breakdown passes must be picked up on show site at staging, credentials or with security.
- The Set-up/Breakdown pass will NOT be honored during the show.
- You MUST have your credential and photo I.D. to gain entrance to the show. Credentials must be ordered by the Exhibit Representative listed on the space contract.

Credentials

Exhibitors will receive a set number of credentials based on their space size (Credential Policy is in the Exhibitor Kit Section).

• Booth, Land, Bulk & Open Floor Exhibitor:

Company executives and employees engaged in the presentation of your exhibit.

• In-Water Exhibitor:

Company executives and employees engaged in your in-water exhibit.

• Crew Members:

Captains and crew members staying aboard during the show.

• Participating Exhibitor:

Dealers working a manufacturer's exhibit or manufacturers or reps working a dealer's exhibit.

• Restricted Service Contractor:

For employees and outside contractors providing cleaning or servicing of your exhibit. Access to the show grounds is from 6:00 AM until the show opening each day. **(Not valid during show hours)**

IMPORTANT:

- Any credentials ordered outside of your allotment incur an additional cost. Beginning ON February 8th, a <u>\$44.00</u> late fee will be applied to each individual credential ordered after the deadline (replacement credentials included).
- Credentials are non- transferable and will be confiscated if misused.
- Please wear your credential or have the digital version ready to be scanned. We reserve the right to request I.D.
- All credential holders MUST have a valid picture I.D. with their credential to gain admittance to the show grounds.
- Credential orders will only be released to the Exhibit Representative listed on the space contract, the designated Alternate Representative or to the individual whose name appears on the badge.
- Credentials will not be released until all balances and proof of insurance with Informa Markets have been cleared and approved.

Credentials are NON-Refundable even if the registrant does not come to the show. NO EXCEPTIONS

HOTEL AND TRAVEL ACCOMODATIONS

HOTEL SERVICES:

onPeak is the only official hotel provider for the Discover Boating Miami International Boat Show 2025.



Booking within this block not only offers you exclusive discounted rates at a variety of Miami and Miami Beach hotels, it also helps us ensure our continued partnership with the Miami Beach Convention Center. Hotel room blocks are an important factor in securing a long-term commitment to host our boat show at the Convention Center so we appreciate your support when you book through onPeak.

Benefits of booking with onPeak:

- Pay Delay
- No Fees
- Flexible Change and Cancellation Policies.
- Group Reservations
- Hotel Rewards Points
- Support

We encourage you to book through onPeak for the best selection of hotels, availability, and price as soon as possible. Don't wait, rooms will run out!

Making your reservation is easy:

- Online at OnPeak https://compass.onpeak.com/e/012607146/0
- By phone:

US: (855) 742 9183 Toll-Free

International: (312) 527 7300

AIRPORT TRAVEL:

Air Canada: Discount available Delta Airlines: Discount Available United Airlines: Discount available Southwest Airlines: Discount available

LOCAL AIRPORTS

Miami International Airport 5200 NW 21st Street Miami, FL 33122 Phone: 876-7000

RENTAL CAR:

Hertz: Discount available

Use code: HJY96GY1 at <u>www.aircanada.com</u> Use code: NM2Y8 at <u>www.delta.com</u> Use code: ZPXA111422 at <u>www.united.com</u> Use code: 99542015 at <u>www.swabiz.com</u>

Fort Lauderdale/Hollywood International Airport 320 Terminal Drive Fort Lauderdale, Fl 33315 Phone: 954/359-1200

Use code: **TBD** at www.hertz.com

EXHIBITOR ADD-ON OPPORTUNITIES

RECEPTIONS AND AFTER PARTIES

All cocktail parties or receptions must be scheduled in advance and notification must be provide to Informa prior to **February 7th, 2025**. ALL parties must end by 10:00 PM as per the City of Miami (NO EXCEPTIONS).

All catering must be ordered through, Proof of the Pudding, the shows' exclusive caterer. For more information and to order please contact <u>switte@proofpudding.com</u>.

SEMINARS AND EDUCATIONAL PROGRAMS:

The Miami International Boat Show is the home for a wide variety of educational and experiential learning experiences. From on-the-water training to engaging classroom style instruction there are learning and presenting opportunities for everyone. A comprehensive educational and seminar program will be developed throughout the year. If your company is interested in presenting or contributing to our educational components in any capacity, please contact Emma Wright at Emma.Wright@informa.com.

SPONSOR AND CORPORATE PARTNERSHIPS:

The opportunities to engage and connect with consumers in a world class setting are almost limitless at the World's Largest Boating and Yachting event. Developing partnerships and creating unique engagements to enhance branding, expand product awareness and launch new sales initiatives are all within reach. To learn more on developing a partnership that creates a next level experience for your consumers please contact Staci Gillingham at staci.gillingham@informa.com.

CONVENTION SERVICES

FORKLIFT SERVICE:

- The exhibitor is responsible for the supervision of all Forklift Service. Informa Services shall not be held liable for any loss or damage to the exhibitor's material(s) during Forklift Service. Exhibitors are not permitted to use their own forklifts.
- If you will require Forklift service, special handling or have unusual equipment, please complete, and return the forklift form located in the Exhibitor Kit with payment at least two weeks prior to your scheduled appointment.
- Please note that empty container storage will not be available for materials that require forklift services. These empties must be taken off the property by the exhibitor, or material handling charges will apply.
- Vehicles that bring materials requiring forklift service must be privately owned.
- Vehicles may NOT remain on property to wait for packing materials. All vehicles are required to have a working driver's phone number and booth location noted on vehicle pass, as they are subject to being towed at owner's expense.
- Material handling rates will apply to all vehicles that require ramp space

MATERIAL HANDLING & CRATE STORAGE: - THIS SERVICE MUST BE REQUESTED IN ADVANCE.

Option 1: Ship materials to Informa Services warehouse: Advance Rate will apply!

• Shipments received at Informa Services warehouse by the advance deadline date of January 17, 2025 will be placed in your exhibit space prior to your setup date and time.

Option 2: Ship materials directly to show site: Standard Rate will apply!

- Shipments received direct to show site must be delivered to show site 2 days prior to your scheduled setup date and time.
- Proof of insurance and appropriate CDL License, Class A or Class B will be required prior to getting your vehicle pass at staging. This is due to the ever-increasing cost of insurance and safety for all concerned.
- All carriers are required to check into staging before allowed on the property.

Important Note:

- Material handling charges apply for both options. Rates include all labor and equipment required to unload shipment, delivery to exhibit space, handling of empty containers to and from booth area, and reloading of shipment onto outbound carrier at the close of the event.
 Option 1 also includes warehouse storage at no charge for 30 days prior to set-up time. For more information, please contact: <u>Claire.VanDyk@informa.com.</u>
- If you choose to bring in your own materials to show site, and not use Informa Services you must plan to remove your crates and packing materials. All vehicles are required to check into staging before allowed on the property.

EMPTY CRATES:

• Empty crate services are not provided for Personally Owned Vehicles (POV's) or self-unloaders. To ensure a smooth break down we will provide an empty crate schedule indicating the estimated window of return delivery of your crates to your booth. This will also include freight carrier's outbound times for access to the show grounds. Should you have any questions or foresee any problems regarding these times contact <u>claire.vandyk@informa.com</u>.

Important information regarding Empty Container Storage and Exhibit Breakdown

To accommodate move-out for the Miami International Boat Show, we ask that you review and adhere to the following:

- An empty sticker must be applied to each container going into storage. These stickers **MUST** be picked up at the Convention Services office.
- Empties will not be stored for exhibitors bringing in their own materials. These empties must be removed from the property by the exhibitor, or a Material Handling charge will apply.
- All empty containers (crates, boxes, fiber cases, etc.) are stored on trailers off the property.
- The return of empty containers will commence from 9:00pm on Sunday, February 16th, 2025.
- NO CARRIERS will be allowed on the property until Tuesday, February 18th, 2025 at which time loading will begin. Please be sure to advise your carrier of this.
- ALL CARRIERS must check in at the Marshalling Yard prior to going on-site. The Marshalling Yard address and directions will be provided with the move-in schedule.
- Bills of lading and labels can be picked up at the Convention Services office. Once completed, the bill of lading must be turned in to the office for proper shipping of your freight.
- While Informa Markets will take every precaution with all crated material, empty or full, each exhibiting company should maintain proper insurance coverage for all exhibit material. As this is an outdoor event, inclement weather is possible
- Show Management is not responsible for any damage caused to your booth and/or its contents due to
 inclement weather conditions. It is solely your responsibility to secure your booth materials for any such
 unexpected occurrence. If it is your preference to use a carrier other than the preferred carrier, AERONET
 WORLDWIDE it is your responsibility to make the necessary pick-up arrangements. A bill of lading must
 be turned in at the Convention Service office for all shipments.
- In the event any shipment must be returned to our warehouse (the specified carrier did not show, paperwork was completed incorrectly or not at all, etc.), there will be a return to warehouse charge per shipment. This charge must be settled before Informa Markets will release the shipment to any carrier.

MOVE IN/MOVE OUT

IN-WATER SET-UP / MOVE-IN:

Information will be available 2 weeks prior to your scheduled move-in day. Exhibitors will be contacted directly by your In-water representative.

- Moving Boats In-Water: A Set-up Official will be on hand in each dock area to assist in finding your location. Set-up Officials will be monitoring VHF Channel 68, should you need to contact us upon arrival
- ALL MATERIALS MUST BE DELIVERED TO THE DOCK AREAS VIA INFORMA MARKETS FLOATING DOCKS. Informa Services will place all crates at the closest Informa Markets floating dock entrance point, for specific information please contact Informa Services.

• Dock Preservation:

Informa has made a substantial investment in new docks to provide a better boat show experience for our exhibitors and attendees alike. To be sure these docks last, exhibitors are not allowed under any circumstances to drill or screw into the new plastic/synthetic wood deck boards.

During the show, the docks will be inspected. Any exhibitor to be found non-compliant and to have drilled, screwed, or otherwise secured materials to the new synthetic docks, will be fined \$500 per damaged plank.

There are alternative ways of securing into the docks without causing permanent damage. For flag- pole base alternatives available please contact your sales representative. Use of any alternative method to secure docks must be approved in advance.

• Public Boat Ramps:

Recommended Boat ramp is the Pelican Harbour Boat Ramp on 79 Street located in the Pelican Harbour Marina at 1275 NE 79th St., Miami, FL 33138. For more information call:305.754.9330.

Key Reminders:

- When arriving by boat, please obey posted speed limits and use proper boating safety rules and regulations.
- PLEASE be on time for your scheduled time slot.
- Familiarize all personnel with procedures.
- PLEASE BRING AN ABUNDANT SUPPLY OF LONG LINES AND FENDERS

BOOTH AND LAND SET-UP / MOVE-IN:

The booth and land set-up schedule will be posted in the Exhibitor section of the DBMIBS website approximately four weeks in advance of the show. All exhibitors must adhere to the Move-in schedule.

STAGING

ALL CARRIERS must check in at the Marshalling Yard prior to going on-site. The Marshalling Yard address and directions will be provided with the move-in schedule.

SECURITY DURING BREAKDOWN

Exhibitors will not be permitted to remove items from the Show until 30 minutes following the close of the Show.

If you cannot remove your exhibit during this period, here are a few simple steps that should prevent any problems:

- Pack all exhibit materials at the close of the Show.
- Group all small items together and cover with tarps.
- Dismantle any display cases or signs that could be knocked over and damaged.
- Move all materials and carpet as far back from the aisles as possible.
- Return the following day as early as possible to begin removal of your exhibit.
- Informa Markets assumes no responsibility for materials left in your exhibit areas.

EXHIBITOR GUIDELINES AND INFORMATION

ADMITTANCE TO THE SHOW

Pre-Show: Entrance to the Show grounds will be permitted each morning at 7 AM.

Post Show: In order to maintain security protection, it is requested that all exhibit personnel leave Show site within 30 minutes after the close of the Show each evening. Police and security staff have been instructed that only those with proper authorization (Credential stating overnight access) are allowed to be on Show grounds after that time. **We will request a picture I.D. along with your Overnight Credential.**

BOOTH EXHIBITS - STANDARD EQUIPMENT:

- All booth units are supplied with a standard 8 ft. high backwall drape and 3 ft. high sidewall dividers. Due to COVID Safety Guidelines there is no aisle carpet. All aisles are floored. Carpet is not included in your booth price however carpet may be ordered through Informa Services.
- The aisles are the property of the entire Show and each Exhibitor has the responsibility to assure proper flow of traffic through the entire Show. When large crowds gather to watch a demonstration or for sampling and interfere with the flow of traffic down aisles or create excessive crowds in neighboring booths, it is an infringement on the rights of other Exhibitors. Aisles must not be obstructed at any time.

CASH & CARRY - SALE OF MERCHANDISE:

Exhibitors who would like to sell on-site but do not have a Florida State Sales Tax Certificate must submit a Cash and Carry form. If you plan to participate in this program, the Cash & Carry form must be completed and returned to Show Management, Inc. at least one week prior to show opening. **Please Note:** Sales tax is 7% in Dade County.

CLEANING PERSONNEL (IN-WATER):

If you are planning to use a cleaning service that is not part of your exhibit staff a Restricted Service Contractor Credential will allow them access to your exhibit between 6:00 a.m. and the Show opening each day. We reserve the right to request a picture I.D.

Please note: All outside contractors and cleaning firms must be; licensed, insured, and approved by Informa Markets prior to January 31, 2025.

EXHIBITOR STRUCTURES:

- Any Exhibitor wishing to build their own structure in lieu of using a tent must have such structure inspected by a licensed Florida structural engineer for written certification that such structure can withstand wind gusts of 60 miles per hour.
- Exhibitor shall furnish Informa Markets with such written certification from such structural engineering prior to commencement of the Show. Exhibitor's failure to provide such written certification shall be considered grounds for removal from the Show.
- Exhibitor structures may also require a permit from the Zoning Department and the Fire Department, and Exhibitor must comply with all requirements from such entities.

RECEPTION RULES AND REGULATIONS

- Informa Markets must be notified in writing of date(s) and time(s) of any party or reception.
- All cocktail parties and receptions are limited to 10:00 P.M.
- All exhibiting companies that have a cocktail party or reception are responsible for the charges incurred for the clean-up of debris from the activity.
- In the event any exhibiting company schedules a cocktail party or reception without notification to Informa Markets, rates listed on the After-Hour Reception Form plus a 30% surcharge will be applied.
- It is the sole responsibility of the exhibiting company to notify delivering companies (catering companies, musicians, florists, etc.) with the Rules and Regulations and the drop off points at the Show. (Please refer to the Rules and Regulations located in the Exhibitor Manual and on the Contract for Exhibit Space).
- No vehicles will be allowed on the show property during show hours.
- The drop off point will be decided and announced later. Any vehicle must be unloaded at the designated spot on the street and removed immediately.
- Equipment must be rolled through on a dolly or handcart provided by the caterer or supplier, or hand carried.
- Any musicians, bands, and/or other talents and any equipment to be used by them must abide by the same rules for the delivery of their equipment. Refer to the Rules and Regulations located in the Exhibitor Manual and your Contract for Exhibit Space for detailed information.
- Please be sure that all guests have an admission ticket. To access the show property, each guest must have an admission ticket, either purchased or a guest ticket provided by the exhibiting company. **Invitation alone,** does **not** admit any guest onto the show property during show hours.
- You must provide one of your personnel to be at the gate throughout the event.
- Five (5) copies of the invitation must be sent to Informa Markets prior to February 7th, 2025.

SAFETY PRECAUTIONS:

- All product demonstrations involving any moving and potentially hazardous machines, displays or parts, must have hazard barriers to prevent accidental injury to spectators.
- Demonstrations must always be supervised by exhibit personnel who can stop the demonstration in the event of an emergency and all demonstrations involving potentially hazardous by – products, such as dust, fumes, sparks, or flames, etc., must be approved in writing by Informa Markets thirty (30) days prior to the show opening.

SECURITY RECOMMENDATIONS:

As you acquired insurance coverage to protect your exhibit and product(s) against damage or loss, here are additional tips to keep in mind.

- Unpack product as close to the Show opening as possible. At the close of the Show, we suggest that you stay at your booth until these valuables are repacked.
- Treat especially valuable goods such as prototypes as irreplaceable. If they truly are one-of-akind, hire your own security guard. <u>Under no circumstances</u> should such goods ever be left unattended. Plasma Screens & Flat Screens, televisions, DVD's, laptops, and other electronic devices are particularly vulnerable to theft.
- Remove tapes or discs at night and store them in a safe place. Keep close tabs on personal items (cellphones, purses, laptops, briefcases, etc.)
- Do not put articles of any value in a container marked "Empty Storage" or behind the booth.
- At the close of business each day, cover all display tables.
- Any suspicious activity or the presence of unauthorized visitors should be reported immediately to the Show Office or to security.

SOUND:

No amplifiers or loudspeakers may be operated in individual exhibits. Self-contained, automatic motion picture equipment, slide projectors or other audio/visual equipment may be operated in individual exhibits only with the understanding and signed approval of Informa Markets. No television receivers will be permitted except those designed for marine use and exhibited by the manufacturer. Informa Markets reserves the right to determine at what point sound constitutes interference with others and must be discontinued.

RULES AND REGULATIONS

The "MIAMI INTERNATIONAL BOAT SHOW" is produced and managed by Informa Markets. All decisions regarding space assignments, nature and style of exhibit, floor management before, during and after the Show hours shall be made by Informa Markets. Informa Markets shall have full power in the interpretation and enforcement of these rules and regulations and the power to make amendments thereto and such further rules and regulations as they shall consider necessary for the proper conduct of the Show.

CHARACTER OF EXHIBITS

Only those products or services directly related to the design, construction and use on recreational boating and the marine industry will be eligible for display and only with the written approval of Informa Markets. Exhibitors shall display their products and conduct their business only within their assigned space. No placard, stickers or other signs relating to non- exhibiting firms will be allowed in individual exhibits or anywhere else in the Show. Lotteries, drawings, guessing games, or prize contests of any kind sponsored by individual Exhibitors are subject to Informa Markets prior written approval. No horns or alarms, whether part of the equipment of boats or separate exhibits, will be permitted to be operated. Flashing signs or lights and revolving flasher lights are prohibited. No amplifiers or loudspeakers may be operated in individual exhibits. Self-contained, automatic motion picture equipment, slide projectors or other audio/visual equipment may be operated in individual exhibits only with the understanding and signed approval of Informa Markets. No television receivers will be permitted except those designed for marine use and exhibited by the manufacturer. No advertising or printed matter, which, in the opinion of Informa Markets, is undignified or otherwise objectionable, shall be distributed. Exhibitors have the right to distribute catalogs and other printed matter, approved by Informa Markets, from the space occupied by them, but in no other way. No open-flame devices, welding, cutting or razing equipment; ammunition, radioactive devices; flammable liquids; blasting agents or explosives; aerosol cans with flammable propellant; gas-operated cooking equipment, materials and operations that increase risk to fire and life safety. No liquid propane. Any vehicle displayed in the Show must have the battery cables disconnected. The gas tank must either be taped shut or have a lockable gas cap and may contain no more than a quarter (1/4) tank fuel. Use of glitter and confetti is not permitted. Animals and pets of any kind are not permitted. Any and all unsafe conditions or activities will be terminated immediately upon request. The Show will remove disruptive parties as necessary.

Adhesive backed decals and stickers may not be distributed. Informa Markets reserves the right to decline or prohibit any exhibit or proposed exhibit or to prohibit any activity at an exhibit, which in its opinion, is not suitable for the DISCOVER BOATING MIAMI INTERNATIONAL BOAT SHOW. This reservation concerns persons, things, decorations, conduct, printed matter, souvenirs, catalogs and all other things, which affect the character of the Show.

PAYMENT FOR SPACE

Application for space must be submitted on the official contract application form and must be accompanied by the deposit specified therein. After allocation of space, each applicant must execute a signed contract for space with Informa Markets and make additional payments as provided in said contract. CREDENTIALS WILL NOT BE RELEASED UNTIL ALL PAYMENTS FOR SPACE RENTAL HAVE BEEN MADE AND PROOF OF INSURANCE FOR THE SHOW HAS BEEN RECEIVED.

SUBLEASING

Exhibitors may not sublease, assign, or apportion their space. No more than one firm may exhibit in a single space without the written permission of Informa Markets. No goods or products other than those manufactured or sold in the regular course of business shall be displayed by Exhibitor.

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LAND & BULK EXHIBITS

Boats and trailers must be within the boundaries of their space. Boats or engines that are unloaded must be placed with the proper equipment to assure the safety of the public and your company. Informa Markets shall have no liability regarding this procedure. Individual Electric service is not provided in the Land exhibit area however, service is available at the Exhibitor's expense.

IN-WATER EXHIBITS

Electric service is available at each slip as shown on the enclosed Show Management Electrical Service Order Form. Should your boat(s) require special service not identified on the form, please call our office. It is essential that you fill out the form in this manual and return it along with the deposit required before the deadline. Orders received after the deadline will be charged at the standard rate. Boarding devices, signs and other exhibit materials placed on the floating docks must not protrude more than 24 inches from the edge of the dock. Please submit a drawing showing your proposed signs or displays that would protrude onto our docks. No nailing or anchoring allowed, we need complete access to the side boards on our floating docks that allow us to service the water and Electric which is in the utility track. We reserve the right to remove any obstruction to the side boards of the dock.

LIGHT AND POWER

Sufficient lighting will be provided for general illumination of the entire Show area. Exhibitors requiring special lighting, or an electric outlet should see the Show Management Electrical Service Order Form in this manual.

CARE AND STAFFING OF EXHIBIT

Informa Markets will arrange for cleaning docks, tent, and general Show area. Exhibitors must, at their own expense, keep their exhibit area clean, boats washed, and total exhibit in a first-class condition. No pets will be allowed on the Show grounds at any time. Each Exhibitor is responsible for the space occupied and shall make, at its sole cost and expense, all repairs thereto, made necessary by the negligence of the Exhibitor, its licensees, employees, agents, and visitors.

EXHIBITS MUST BE ADEQUATELY STAFFED AT ALL TIMES DURING SHOW HOURS AND NOT LEFT UNATTENDED.

INSTALLATION AND REMOVAL OF EXHIBITS

All exhibits must be removed in accordance with the breakdown schedule. Any exhibit or boat not removed on a timely basis will be removed and stored at the Exhibitor's expense. The set-up and breakdown schedules as identified in this Exhibitor's Manual must be strictly adhered to for the safety and convenience of all Exhibitors and the timely presentation of the Show. Please pay particular attention to the schedule as it relates to your exhibit. Installation and removal of exhibits shall be made at the expense of the Exhibitor. Forklift/Crane service will be available upon request in advance. Requests for special services should be made in writing at least fifteen (15) days prior to the Show opening. A service desk will be set up during the installation period to receive orders for any special services required to coordinate the activities of all service personnel. A Set-up Official will be on hand to assist Exhibitors during the installation period.

ORDINANCE COMPLIANCE

All Electrical, Fire and Health Department regulations, and all City, State, and Federal laws shall be complied with by all Exhibitors.

HOURS OF EHIXIBITTION

ABSOLUTELY NO DISMANTLING OF ANY PORTION OF ANY EXHIBIT WILL BE ALLOWED PRIOR TO 30 MINUTES AFTER SHOW CLOSING. Informa Markets reserves the right to alter the Show hours without advance notice to Exhibitors and to require immediate evacuation of the Show site including, people and/or exhibits in the event of a hurricane, tornado, storm or other "Acts of God" or government interference, without liability to the Exhibitors.

INDEMNITY INSURANCE

Neither Informa Markets, the IYBA (International Yacht Brokers Association), NMMA nor their representatives or agents ("indemnified parties") shall be liable or responsible for any injury to Exhibitors, or their employees, or guests, or visitors while within the confines of the Exhibit Space or while on any boat (or boarding device thereto) which the Exhibitor has in the water at the Boat Show; nor shall they be liable for the loss or damage to any goods from any cause whatsoever while the same are in transit to or from the Show, or while they are located in the Exhibit Space. Exhibitor hereby indemnifies and holds the Indemnified Parties harmless from all such claims, liabilities, damages and expenses (including attorneys' fees) arising from the foregoing injuries, losses or damages. The indemnity provisions contained herein shall survive the expiration or earlier termination of this Agreement.

General Liability Insurance Requirement

Exhibitor shall be responsible at its expense for obtaining commercial general liability insurance with minimum limits of \$1,000,000.00 per occurrence and shall provide a certificate of insurance not less than 45 days prior to show opening naming Informa Markets as an additional insured.

GENERAL SHOW POLICIES

Bag/Weapons Check: Random bag checks of Exhibitors and attendees will be performed upon request of security. This will take place at every entrance. In addition, security dogs will be present on show grounds.

Bicycles/Rollerblades/Segway's: The riding of bicycles, Segway's, rollerblades, and "Heelys" (sneakers with embedded wheels) are prohibited at all times inside the Show.

Guide Dogs & Service Animals: Guide Dogs and Service Animals are welcome at the Discover Boating Miami International Boat Show provided they are leashed or under similar control as appropriate. Since questions sometimes arise regarding Service Animals when the need is not obvious, we suggest that patrons have a certificate, license or some other document showing their need for their service animal. The owner takes full responsibility of his/her animal.

Lost & Found: If an item is lost during your visit, lost and found is located at the Show Office. Once the show is over please call Informa Markets at (954) 764-7642 or email <u>YPI@informa.com</u> to inquire about your lost item.

Medical: <u>CALL</u> <u>911</u> <u>IF IT IS AN EMERGENCY</u>. For all other medical issues that occur during your time at the show, please report to an Informa Markets employee, police officer or security guard.

Smoking Policy: It is **prohibited** to smoke with **ALL** tent sites. Smoking is permitted only within the outside designated areas.

Weapons Policy: Please read this policy in its entirety before attending the Discover Boating Miami International Boat Show. Failure to follow this policy may result in your removal from the show facilities. The Discover Boating Miami International Boat Show has a **No Weapons Policy**.

The following items are **forbidden** at the Discover Boating Miami International Boat Show:

- Functional firearms: including handguns, long guns (shotguns and rifles), air soft guns, BB guns, cap guns, paintball guns, and pellet guns
- Functional projectile weapons: including blow guns, crossbows, long bows, silly strings, slingshots, water balloons, and water guns.
- Metal-bladed weapons: including axes, daggers, hatchets, knives, kunai, shuriken, swords, sword canes, and switch blades
- Explosives/Chemical weapons: including firecrackers and fireworks, mace and pepper spray
- Blunt weapons: including brass knuckles, clubs, and nunchaku)
- Instruments which cause excessive noise (including vuvuzelas)

ENVIRONMENTAL RULES & REGULATIONS: CAPTAINS / CREWS

The Department of Environmental Regulation provides the following information. Please follow all regulations so that we may continue to produce this show every year. These regulations will be enforced. Please enter the show area at idle speed.

PLEASE PAY ATTENTION TO THE FOLLOWING:

- NO WAKE ZONE
- MANATEE AREA
- NO FUELING OF VESSELS
- NO SEWAGE DUMPING and VESSEL SEWAGE PUMP OUT IS STRICTLY PROHIBITED
- NO CHEMICAL PRODUCTS FOR CLEANING VESSELS
- NO CONTAMINATED BILGE PUMPING
- NO PROPULSION ENGINE OPERATION
- NO REPAIR OR MAINTENANCE OF ENGINES ON SITE
- NO HULL CLEANING INVOLVING SCRAPING OR JET WASHING

BEST MANAGEMENT PRACTICES

Discharge of Sewage from Vessels (excludes "Gray water"): Marine facility operators shall advise all tenants of the following: It is illegal to discharge sewage from vessels into the waters. Illegal discharge of sewage from vessels is subject to stiff fines and repercussions.

Waste Oil: This includes waste engine oil, transmission fluid, hydraulic oil, and gear oil. Waste oil must be stored in non-leaking container clearly marked "waste oil" on an impermeable surface, and covered in a manner that will prevent rainwater from entering the container. Oil spills must be removed from the site by a permitted waste oil transporter and receipts retained for inspection.

New Oil: This includes new engine oil, transmission fluid, hydraulic oil, and gear oil. These petroleum products must be kept in non-leaking containers on an impervious surface and covered in a manner that will prevent rainwater from entering the container. Leaking containers must be emptied promptly upon detection, either by transferring the product to a non-leaking container or by disposing of it in the "waste oil" container.

Anti-Freeze Engine Coolant: Anti-freeze is considered a hazardous product and when drained from an engine, it must be stored in a clearly marked container on an impervious surface, under cover. It cannot be disposed of down a storm drain or sanitary sewer. It must be removed from the site by a permitted liquid waste transporter, and receipts must be retained for inspection. Care must be taken in handling these products and spills cleaned up promptly at the time detected.

Bilge Waste water: Bilge wastewater and "gray" water that is not contaminated by oil, fuel or other regulated containment's may be discharged onto surface waters or on land. Federal, state and local regulations prohibit the discharge of bilge wastewater and "gray" water that is contaminated by oil, fuel or other regulated containment's. Boat owners shall be liable for complying with these regulations. "Gray" water shall mean wastewater from galley operations (dishwashing) and from hand basins and showers.

Used Lead-Acid Batteries: These must be stored on an impervious surface, under cover, and sent to or picked up by an approved recycler. Receipts must be retained for inspection.

Pressure Cleaning: The use of high or low-pressure water cleaning equipment for the initial rinse-off of a vessel hauled from the water is acceptable. However, any accumulated algae, oyster or barnacle build-up must be properly collected and disposed of in the regular trash. The use of this equipment to remove bottom paint from hulls shall be restricted to an area with an impervious surface, where the wastewater shall be contained, collected and treated to remove paint solids to meet the sanitary sewer standards. If standards are not met, further treatment will be required prior to discharging to the sanitary sewers.

Washing by Hand Above Waterline: Detergents and cleaning compounds used in washing boats shall be biodegradable. The waste water generated by washing boats by hand shall not be considered an "industrial waste" or "other waste" as defined in chapter 24.

Sanding Hull or Topsides with Power Tools: Permitted facilities shall set and enforce their own rules in regard to the use of power sanding tools. However, the sanding dust generated by this activity must be swept up and disposed of with the regular trash and may not be intentionally discharged into a storm drain or onto surface waters.

Waste Gasoline: Must be stored in a non-leaking container or impervious surface and covered to prevent rain water from entering the container. The container must be clearly labeled "waste gasoline" and the storage location must conform to local Fire Codes. Whenever, possible waste gasoline shall be filtered and used as fuel. Waste gasoline shall not be discharged to the ground, storm sewers, or to surface waters. Waste gasoline must be removed from the site by a waste transporter permitted to handle this waste product and receipts must be retained for inspection.

Waste Diesel, Kerosene, and Mineral Spirits: These must be stored in non-leaking containers on an impervious surface, and covered to prevent rain water from entering the container. Each container must be clearly labeled with its contents. The storage locations shall conform to local Fire Codes. The disposal of these waste products must be by a waste transporter permitted to handle such wastes, and receipts must be retained for inspection. Waste petroleum products shall not be discharge to the ground, storm sewers or to the surface waters.

Grease: Spilled or waste grease shall be collected and put into the waste oil container. Residues remaining on the ground may be absorbed with "spill-dry" or a similar product and disposed of with the regular trash.

FLORIDA TAXATION OF BOAT SHOW EXHIBITORS: SALES/USE TAX

GENERAL RULES

A seven percent sales tax is imposed on every "retail sale" of tangible personal property within Dade County, Florida. Some counties impose additional local optional or discretionary surtaxes: 6.5%,7% etc." Retail sales include sales that take place in Florida and "mail order sales" by companies who are required to register as dealers under Florida's sales tax law.

A "dealer" is any person who, among other activities, does the following:

- 1. sells tangible personal property;
- 2. solicits sales of tangible personal property;
- 3. leases tangible personal property;
- 4. sells, provides, or performs a taxable service; or
- 5. imports tangible personal property for use, consumption, distribution, or storage.

Sales tax is not imposed on "sales for resale," that is, sales to persons or companies who themselves are registered as Florida sales tax dealers and purchase the item for resale. A dealer who makes a "sale for resale" to another dealer must obtain and keep on file a Florida resale certificate from the purchaser to document the exempt status of the sale. If a company makes sales in Florida, including sales at a boat show, it must register as a dealer with the Florida Department of Revenue (DOR) and must collect sales tax on its sales or obtain and keep on file Florida resale certificates. As long as it is required to be registered as a dealer with the DOR, a company must collect sales tax on Florida sales and must submit monthly sales tax returns and remittances to DOR. If an article of tangible personal property is brought into Florida and is subject to use tax, the DOR will allow credit for sales or use taxes paid to another state, U.S. territory or the District of Columbia. Credit cannot be given for taxes paid to another country. Purchasers who cannot show that Florida's or another state's sales tax has been paid at rate equal to or greater than Florida's rate) upon the purchase of tangible personal property must pay use tax on the cost of the item. **Please Note:** The Following examples are bases upon the premise that an out-of-state exhibitor's only presence in Florida is attendance at no more than a few Florida boat shows. Any additional presence or activities conducted by out-of- state exhibitor within Florida may result in different answers to some of the examples.

Sales at Boat Show for Immediate Delivery

Exhibitor Who Makes Only Retail Sales at Boat Show: An out-of-state exhibitor attends a Florida boat show. Boats or accessories are sold or delivered at the show only to retail customers. This exhibitor must register with the DOR as a dealer, collect the sales tax on all retail sales made at the show, and file monthly sales tax returns.

Exhibitor Who Makes Only Wholesale Sales at Boat Show: An out-of-state exhibitor attends a Florida boat show. Boat or accessories are sold or delivered at the show only at wholesale to persons who are registered as sales tax dealers. If the exhibitor has signed an Exhibitor's Agreement, which prohibits it from making retail sales but allows it to make wholesale sales, the exhibitor is not required to register with the DOR as a dealer, or collect tax on the sales, because only sales for resale are made. If the exhibitor has not signed an Exhibitor's Agreement, the exhibitor must register with the DOR as a dealer. In either case, the exhibitor must obtain and keep on file Florida resale certificates from the purchaser to document the exempt status of the sales.

Exhibitor Who Makes Both Retail and Wholesale Sales at Boat Show: An out-of-state exhibitor attends a Florida boat show. Boats or accessories are sold or delivered at the show both on a retail and wholesale basis. This exhibitor must register with the DOR as a dealer, collect the sales tax on all retail sales made at the show, and file monthly sales tax returns remitting the tax on such sales. Florida resale certificates must be obtained and kept on file from all wholesale purchasers, to document the exempt status of those sales.

Sales at Boat Show for Future Delivery outside Florida

Exhibitor Who Takes Order at Show for Future Delivery Outside Florida: An out-of-state exhibitor attends a Florida boat show. Orders are taken for boats or accessories at the show for future delivery to an address outside of Florida. These orders are subject to acceptance or rejection at the exhibitor's home office following an appropriate credit check, etc. The exhibitor is not required to collect the sales tax on these transactions, whether or not the exhibitor is registered as a Florida dealer.

Sales at Boat Show for Future Delivery In Florida

Exhibitor Who Takes Orders at Show for Future Delivery in Florida but Does Not Receive Full Payment at the Show: An out-of-state exhibitor attends a Florida boat show. Orders are taken for boats and accessories at the show for future delivery to a Florida address.

Case A: The Purchaser makes a deposit or partial payment at the boat show. The balance of the purchase is paid to the exhibitor after the exhibitor returns to the home office, for example, by wire transfer or by check mailed to that office. The exhibitor is not required to collect the sales tax. This transaction is completed outside Florida and is not treated as a Florida sale. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Case B: The purchaser pays for the goods by credit card. The credit card transaction is processed for authorization at the exhibitor's home office after the conclusion of the show. The exhibitor is not required to collect the sales tax. This transaction is completed outside Florida and is not

treated as a Florida sale. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Exhibitor Who Takes Orders for Future Delivery in Florida But Does Receive Full Payment at the Show: An outof-state exhibitor attends a Florida boat show. Orders are taken for boats or accessories at the show for future delivery to a Florida address. The purchaser completes payment for the goods in Florida, either by cash, a check for the full purchase price, or a credit card for which authorization is obtained during the show. This exhibitor is not required to collect the sales tax on these transactions, even if the exhibitor is registered as a dealer. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Sales After the Show to Florida Residents

Exhibitor Receives Post-Show Telephone or Mail Orders from Florida: An out-of-state exhibitor attends a Florida boat show. After the exhibitor returns home, orders are received by telephone and mail for boats or accessories to be shipped to Florida. This exhibitor is not required to collect the sales tax on these transactions, even if the exhibitor registered as a dealer. The purchaser is required to pay a use tax upon receipt of the boats or accessories.

A Florida Resident Visits the Manufacturer's Plant after a Show and Places an Order for Delivery into Florida: An out-of-state exhibitor attends a Florida boat show. After the exhibitor returns home, a Florida resident visits the plant and places an order for delivery into Florida. The exhibitor is not required to collect the sales tax on this transaction, even if the exhibitor has been required to register as a Florida dealer because of the boat show activities. The seller must document that the purchaser was physically present at the plant when the sale was made to avoid any question about the tax status of the transaction. The purchaser is required to pay a use tax upon receipt of the boat or accessories.

Related Issues

In addition to liability for Florida sales tax, exhibiting at a Florida boat show may trigger liability for one or more of the following:

- payment of Florida corporate income tax
- payment of Florida intangible property tax
- qualification as a foreign corporation with the Florida Secretary of State

The following is a general summary of these requirements:

Florida Corporate Income Tax (Chapter 220, Florida Statutes)

An out-of-state corporation whose only activities in Florida during its taxable year consists of attending boat shows and soliciting orders *that are approved or rejected outside Florida* (e.g., are approved at the exhibitor's home office after a credit check) and are filled by shipment or delivery from outside Florida is not subject to the Florida corporate income tax. If an out-of-state corporation sells and delivers boats or boating accessories at a Florida boat show or *solicits and approves orders* at a Florida boat show for future delivery into Florida, may be subject to the Florida corporate income tax. Except in

limited circumstances, an S-Corporation is not subject to the Florida corporate income tax, regardless of the extent of its activities in the state.

Florida Intangible Property Tax (Chapter 199, Florida Statutes)

A person who transacts business in Florida and on January 1 has receivables derived from business in the state, is liable for Florida intangible tax on the value of those receivables. An out-of-state person whose boat show activities are considered to be business regularly conducted with customers in Florida will be subject to this intangible tax. The tax return is due by June 30th. **Qualification with Secretary of State as Foreign Corporation** (Section 607.1501, Florida Statutes) An out-of-state corporation whose only activities in Florida consist of soliciting boat show orders *that are approved or rejected outside Florida before they become contracts* (e.g., are approved at the exhibitor's home office after a credit check) is not required to register with the Florida Department of State as a foreign corporation. If an out-of-state corporation sells and delivers boats or boating accessories at a Florida boat show or *solicits and approves orders* at a Florida boat show for future delivery, then it may be required to register as a foreign corporation.

HOW TO CONTACT THE DEPARTMENT OF REVENUE: The DOR will provide more detailed information on tax matters upon request. For forms and general information, call Monday - Friday, 8 a.m. to 5 p.m. ET, at 1-800-352-3671. For specific questions regarding boats, contact the Boat Enforcement Unit, 5050 W. Tennessee Street, Building H-1, Tallahassee, Florida 32399-0100; (850) 488-3821.To obtain detailed written responses to your questions, write the DOR at Technical Assistance and Dispute Resolution, P.O. Box 7443, Tallahassee, Florida 32314-7443. The Miami service center to contact for additional information or forms is Suite 119, 8175 N.W. 12th St

LOCAL SERVICES AND DINING

Office Supplies and Shipping Services

Staples: 2121 Biscayne Blvd. Miami 33137	Office Depot: 2690 Coral Way, Miami, FL 33145
(305) 573-1680	(305) 860-9484
Hrs: Mon-Sat 8am-9pm; Sun 10am-6pm	Hrs: Mon-Sat 8am-9pm; Sun 10am-6pm
FedEx Print & Ship: 3401 N Miami Ave Miami 33127	The UPS Store: 2045 Biscayne Blvd Miami 33137
(305) 576-1984	(786) 360-4466
Hrs: Mon-Fri 8am-8pm; Sat 9am-6pm; Sun 12pm-6pm	Hrs: Mon-Fri:8:30am-7pm; Sat/Sun 10am-3pm

Bank

Chase Bank: 295 NE 18th St. Miami 33132	BB&T: 2667 NW 3 rd Ave Miami 33127
(305) 913-5750	(786) 687-3107
Hrs: Mon-Fri 9am-5pm; Sat 9am-2pm; Sun Closed	Hrs: Mon-Thurs 9am-5pm; Fri 9am-6pm Sat/Sun Closed
Citibank: 2001 Biscayne Blvd Miami 33137	
(786) 477-4951	
Hrs: Mon-Fri 10am-4pm; Sat10am-1pm; Sun Closed	

Hardware & Electrics

Budget Hardware: 1644 NE 2nd Ave Miami 33132	Ace Hardware Brickell: 900 SW 2 nd Ave Miami 33130
(305) 379-5444	(786) 409-3100
Hrs: Mon-Fri 7:30am-4pm; Sat 8am-2pm; Sun Closed	Hrs: Mon-Fri 8am-8pm; Sat 8am-6pm; Sun 9am-6pm
Apple Brickell City Ctr: 701 S. Miami Ave Miami 33130	Best Buy: 1131 5 th St. Miami Beach 33139
(305) 843-4350	(305) 535-8539
Hrs: Mon-Sat 10am-9pm; Sun 11pm-7pm	Hrs: Mon-Sun: 10am-8pm

Drug Stores

Walgreens: 1 SE 3 rd Ave Miami 33131	Walgreens: 1 E Flager St Miami 33131
(305) 373-4320	(305) 371-5868
Hrs: Mon-Sun 7am-11pm	Hrs: Mon-Fri 7am-7pm; Sat 8am-6pm; Sun 9am-5pm
CVS: 888 Biscayne Blvd Miami 33132	Rx Pharmacy: 1717 N Bayshore Dr Miami 33132
(305) 372-8144	(786) 777-0344
Hrs: Open 24 Hrs	Hrs: Mon-Fri 9am-8pm; Sat 9am-4pm; Sun Closed

Supermarkets/Convenience Stores

Publix: 18 Biscayne Blvd Miami 33132	Price Choice Food Market: 1851 NE 2 nd Ave Miami 33132
(305) 358-3433	(305) 374-2525
Hrs: Mon-Sun 7am-10pm	Hrs: Mon-Sun 6am-12am
The Fresh Market: 1800 West Ave Miami Beach 33139	Whole Foods Market: 299 SE 3 rd Ave Miami 33131
(305) 532-0377	(305) 995-0600
Hrs: Mon-Sun 8am-9pm	Hrs: Mon-Sun 8am-10pm

Liquor Stores

Publix Liquors 1764 Biscayne Blvd Miami 33132	Wine by the Bay: 888 Biscayne Blvd Miami 33132
(305) 358-3449	(305) 455-9791
Hrs: Mon-Sat 9am-10pm; Sun 1pm-10pm	Hrs: Mon-Sat 12pm-8pm; Sun Closed
The Fresh Market: 1800 West Ave Miami Beach 33139	Whole Foods Market: 299 SE 3 rd Ave Miami 33131
(305) 532-0377	(305) 995-0600
Hrs: Mon-Sun 8am-9pm	Hrs: Mon-Sun 8am-10pm

Restaurants

Sake Room: 275 NE 18 th St Miami 33132	Midori Fresh Juice Bar: 1717 N Bayshore Dr	
(305) 755-0122-3454	Miami 33132	
Hrs: Mon-Sun 12pm-10pm	(786) 352-2578	
	Hrs: Mon-Sat 9am-7pm; Sun Closed	

Information Classification: General

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Mina Bistro: 63 NW 9 th Str Miami 33136 (305) 381-5624 Hrs: Mon-Fri 10am-4pm; Sat/Sun Closed	Mignonette: 210 NE 18 th Str Miami 33132 (305) 374-4635 Hrs: Mon-Sun 5pm-10pm	
New York Pizza & Restaurant: 245 NE 14 th St Miami 33132 (786) 717-5582	CVI.CHE: 105 NE 3 rd Ave Miami 33132 (305) 577-3453 Hrs: Mon-Thurs 11:30am-10pm; Fri 11:30am-	
Hrs: Mon-Fri 11am-8:50pm; Sat 12pm-10pm; Sun Closed	11pm; Sat 12pm-11pm; Sun 12pm-10pm	

Coffee Shops

Vice City Bean: 1657 N Miami Ave Miami 33136	Verde Bistro: 1103 Biscayne Blvd Miami 33130
(305) 728-8031	(305) 375-8282
Hrs: Mon-Sun 7am-6pm	Hrs: Thrus 2pm-8pm; Fri-Sub 11am-5pm
Starbucks: 1776 Biscayne Blvd Miami 33132 (305) 358-3433 Hrs: Mon-Sun 7am-8pm	

Transportation Services

Uber: https://www.uber.com/cities/miami	Lyft: https://www.lyft.com/cities/miami
South Beach Yellow Cab Taxi: (305) 897-2222	Miami Limo Service: (305) 414-1111

Parking Garages

Paradise Parking LLC: 1717 N Bayshore Dr Miami 33132 (305) 523-3326	The Omni Garage: 1601 Biscayne Blvd Miami 33132 (305) 995-5788
Premier Parking: 1415 NE 2 nd Ave Miami 33132	Miami Limo Service: (305) 414-1111
(954) 828-0242	
*MUST MAKE A RESERVATION PRIOR TO PARKING	

Dry Cleaning Services

OXXO Care Cleaners: 2001 Biscayne Blvd 33137	
(305) 576-2003	
Hrs: Mon-Sat: 9am-9pm Sun: Closed	

Hospitals/Medical Centers

Mount Sinai Medical Ctr: 4300 Alton Rd M. Beach 33140 (305) 674-2121	Miami Beach Health Ctr: 710 Alton Rd M. Beach 33139 (305) 538-8835 Hrs: Mon-Fri 7am-5pm; Sat/Sun Closed
Jackson Memorial Hosp.: 1611 NW 12 th Ave Miami 33136 (305) 585-1111	Mercy Hospital: 3663 S Miami Ave Miami 33133 (305) 854-4400
Medi-Station Urgent Care: 9600 NE 2 nd Ave M. Shores 33138 (305) 603-7650 Hrs: Mon-Fri 9am-8:30pm; Sat 10am-7:30pm; Sun 10am-5:30pm	