

2023
MARCH
10-12

ORCHIDS- THE ADVENTURE RETURNS

75TH
SANTA BARBARA
INTERNATIONAL
ORCHID SHOW

VENDORS & EXHIBITORS ♣ We are delighted to announce the return of in-person showing at the Santa Barbara International Orchid Show, popular with local, regional and international visitors. In recognition of our hiatus due to the pandemic, our March 2023 theme is "Orchids - the Adventure Returns." You are invited to submit an application to participate as a vendor and/or exhibitor this spring.

VENDOR APPLICATIONS ♣ Submit online at www.sborchidshow.com by Monday, November 14, 2022. Acceptance of applications and assignment of sales booths is at the discretion of the SBIOS Board of Directors. All applications must include a valid Sellers Permit number issued by the California Department of Tax and Fee Administration and a signed copy of the Waiver of Liability (see attached form below). Participants are required to maintain appropriate insurance and provide a Certificate of Insurance with their application.

EXHIBITOR-ONLY APPLICATIONS ♣ submit online at www.sborchidshow.com by January 31, 2023. Acceptance of applications and assignment of display locations is at the discretion of the SBIOS Board of Directors. All applications must include a signed copy of the Waiver of Liability (see attached form below) and a Certificate of Insurance.

DISPLAYS ♣ The Show arranges for ribbon and American Orchid Society judging, held this year on Thursday, March 9, 2023. All exhibit installation must be completed by 9 PM on Wednesday, March 8, 2023. ALL ORCHID PLANTS MUST BE PROPERLY LABELED AND UNDYED. The 2023 Exhibitor's Guide will be available online prior to the Show.

AOS & RIBBON JUDGING ♣ Exhibitors are responsible for AOS judging fees or must exhibit a "Do Not Judge" sign to decline AOS judging. There is no cost for ribbon judging.

COVID PREPARATION ♣ Current SB County regulations recommend but do not require that masks be worn indoors by all individuals. The Board encourages all vendors and exhibitors to be vaccinated for a safe and healthy event. Currently the US requires proof of vaccination for non-US air travelers; please keep abreast of changes in travel requirements.

We look forward to your participation in our return to in-person shows.

PRESIDENT ♣ Lauris Rose **VICE PRESIDENT** ♣ John Ernest **TREASURER** ♣ Don Burkey
DIRECTORS ♣ Joal Clayton, Jr., Lesley Cunningham, Michael DeRousse, Wayne Ferrell, Gary Gallup,
Parry Gripp, Paul Gripp, Nancy Melekian, Jim Sloniker
SHOW MANAGER ♣ George Horning **PLANT REGISTRAR** ♣ Heidi Kirkpatrick

P.O. BOX 1223 • CARPINTERIA, CA • 93014-1223 • SBORCHIDSHOW.COM • INFO@SBORCHIDSHOW.COM

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2023
VENDOR
APPLICATION

75TH
SANTA BARBARA
INTERNATIONAL
ORCHID SHOW

COMPANY NAME _____

CA RESALE NUMBER (REQUIRED) _____

WEBSITE _____

CONTACT NAME _____ EMAIL _____

ADDRESS _____ PHONE _____

CITY/STATE/ZIP _____ CELL PHONE _____

VENDOR BOOTH FEES

- **\$1100 per booth.** A non-refundable deposit of \$550 is required by November 14, 2022.
- Vendor booths are 9' x 10'. Plant vendors are required to install a display exhibit of at least 25 square feet of a quality commensurate with Show standards; remember that the quality of your display will reflect on your nursery. Vendors purchasing two or more booths must install a 100 square foot exhibit.
- **Payment in full is required by January 16, 2023. VENDOR BOOTH FEES ARE NON-REFUNDABLE.**
- Send checks to the Show P.O. Box below or pay conveniently by credit card on our website.

NUMBER OF BOOTHS: _____ (× \$550 DEPOSIT PER BOOTH =) TOTAL DEPOSIT: \$ _____

☐ Certificate of Insurance Enclosed

☐ Signed Liability Waiver Enclosed

I/We have read the attached Exhibitor and Vendor rules and the agricultural commissioner regulations and standards, and agree to abide by them.

I/We agree to abide by all CITES regulations. Any violations may result in the vendor being prohibited from participating in the current and future Santa Barbara International Orchid Shows.

SIGNATURE _____

TITLE _____ DATE _____

**SANTA BARBARA
INTERNATIONAL
ORCHID SHOW
MARCH 10-12, 2023**

**2023
VENDOR
RULES**

**P.O. BOX 1223
CARPINTERIA, CA
93014-1223
INFO@SBORCHIDSHOW.COM**

**SHOW LOCATION: EARL WARREN SHOWGROUNDS AT LAS POSITAS AND HIGHWAY 101
3400 CALLE REAL, SANTA BARBARA, CA 93105**

PLANT EXHIBIT SET-UP: **TUESDAY, MARCH 7, 2023** **10:00 AM - 6:00 PM**
 WEDNESDAY, MARCH 8, 2023 **8:00 AM - 9:00 PM (DOORS LOCKED AT 9PM)**
 THURSDAY, MARCH 9, 2023 **7:00 AM - 8:00 AM**

VENDOR SET-UP: **WEDNESDAY, MARCH 8, 2023** **8:00 AM - 9:00 PM (DOORS LOCKED AT 9PM)**
 THURSDAY, MARCH 9, 2023 **8:00 AM - 8:00 PM**
 FRIDAY, MARCH 10, 2023 **7:00 AM - 9:00 AM**

SHOW HOURS: **FRIDAY - SUNDAY, MARCH 10 - 12, 2023** **9:00 AM - 5:00 PM**

VENDOR/EXHIBITOR TAKE-DOWN: SUNDAY, MARCH 12, 2023 **~5:15 PM - 8:00 PM**
EXHIBITORS MUST WEAR EXHIBITOR RIBBONS DURING TAKE-DOWN

BOOTH:

- Each vendor booth is 9' x 10'. A booth includes three tables (two 6' x 30" and one 8' x 30"), two chairs and three table coverings. Additional supplies from the Show are billed at cost.
- An electrical outlet is included as part of the booth fee but must be requested in advance.
- Final assignment of vendor spaces is at discretion of Show Management and subject to approval by Show Board. Priority is given to returning vendors and vendors supplying early payment..
- Vendor booth must be staffed during the Show open hours from 9 AM to 5 PM, Friday through Sunday. Vendors should bring sufficient stock for sales all three days of the Show.
- The Show provides after-hours security. Visitors will not be allowed to bring sales plants into the Exhibit Pavilion; the Show will provide a plant hotel free of charge.
- During Show open hours, all doorways and aisles must be kept clear of boxes, plants, carts, etc.
- After the Show, Vendor must leave booth space clear of trash and debris. Show will provide a large trash receptacle outside. Please flatten all cartons.
- Vendor booth space cannot be sold by anyone other than Show Management.
- No helium tanks or aerosol sprays are allowed inside the building.
- Sales materials, flyers, lists, etc., may be distributed in the vendor area, but are NOT allowed in the exhibit area or parking lot.

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RULES
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SELLER'S PERMIT:

A copy of your current and valid Seller's Permit issued by the California Department of Tax and Fee Administration **must** be displayed at your vendor booth. Non-California businesses may obtain a free temporary Seller's Permit online. State agents visit orchid shows to check for permits.

For further information, see the California Department of Tax and Fee Administration website:

<https://www.cdtfa.ca.gov/taxes-and-fees/faqseller.htm>

https://taxes.ca.gov/Sales_and_Use_Tax/SellersPermit.html

<https://www.cdtfa.ca.gov/industry/temporary-sellers.htm>

The CDTFa also may be reached Monday through Friday 8 AM TO 5 PM Pacific Time at 1-800-400-7115 (toll free in the US) or 1-916-445-6362 (outside the US).

PLANT SALES:

- Vendors selling orchids or other plants are asked to install a display of at least 25 square feet (100 square feet for vendors with 2 or more booths) on the Wednesday prior to the Show.
- Exhibitors and vendors must follow **CA Agricultural Commissioner requirements**. All plant material must be free from pests and diseases.
- Owners of imported plant materials must be prepared to provide copies of **phytosanitary** and **CITES** documents on demand. Any violations of CITES regulations will result in the vendor being prohibited from participating in the current and future Santa Barbara International Orchid Show.
- All plants must be **nursery grown** and not obviously collected from the wild. If bare root plants are sold, a culture sheet for the genus should be provided by the vendor.
- All plants must be **properly labeled**. Seller contact information must be available to purchasers either on the plant label, receipt or a business card.
- Per SBIOS policy, colored dot stickers, supplied by the Show, must be fixed on each plant that is sold. Dots will be checked by security at the sales area exits.
- The sales price of all plants and materials must be clearly marked. All sales are final between the seller and buyer. Santa Barbara International Orchid Show accepts NO responsibility for these transactions.
- The Santa Barbara International Orchid Show accepts no liability for shipments shipped directly to the Show. Large shippers **MUST** notify the Show Management to make arrangements for safe delivery.
- All displays are entered automatically in ribbon judging. Exhibitors are responsible for AOS judging award fees. Exhibitors declining AOS judging must display a "Do Not Judge" sign. There is no fee for ribbon judging.

**SWAP MEETS, FLEA MARKETS, OR SPECIAL
EVENTS CERTIFICATION TO OPERATOR**

CALIFORNIA DEPARTMENT OF TAX AND FEE ADMINISTRATION

You are required to verify your seller's status by law. Please complete all four sections of this form and submit your completed form to the operator of each event where you are a seller. Partners and additional sellers at your business location should complete a separate copy of this form.

1. EVENT INFORMATION

EVENT NAME AND PLACE

Santa Barbara International Orchid Show, Earl Warren Showgrounds, Santa Barbara, California

EVENT DATE(S)

March 10-12, 2023

TABLE/BOOTH/LOCATION ID NUMBER

to be determined

2. VENDOR/EXHIBITOR INFORMATION

OWNER'S NAME

MAILING ADDRESS (street number or PO box, city, state ZIP code)

TELEPHONE NUMBER

DRIVER LICENSE NUMBER/STATE ID NUMBER AND STATE

TYPE OF BUSINESS AND DESCRIPTION OF ITEMS TO BE SOLD/DISPLAYED

3. STATUS (check the appropriate boxes and provide the requested information)

- ☐ I hold a valid seller's permit. My permit number is: _____
- ☐ I am not making or soliciting sales of tangible personal property at this event.
- ☐ I am not required to hold a seller's permit because:
- ☐ My retail product sales are not subject to tax ☐ My sales are exempt occasional sales (see explanation below)
- ☐ I sell on behalf of a section 6015 retailer _____
(name)

4. CERTIFICATION*The above statements are certified to be correct to the best of my knowledge and belief.*

NAME (type or print)

TITLE

SIGNATURE

DATE

People who sell tangible personal property (merchandise) in California are generally required to hold a seller's permit. You **may not** sell at this event without a seller's permit, unless you are not required to hold one. You are required to have a permit if you are selling, even temporarily, new or used merchandise, including items you purchased for the purpose of reselling to others. You are not required to hold a seller's permit if you are only making "occasional" sales (see below), selling products that are not taxable when sold at retail, or selling on behalf of a section 6015 retailer (see below).

You may register for a seller's permit by visiting our website at www.cdtfa.ca.gov. If you obtain a temporary seller's permit, the business address on that permit should be the address of the temporary selling location and the mailing address should be your permanent place of business or residence.

Occasional and Nontaxable Sales—Due to the number, scope, and character of their selling activities, some sellers are not required to hold a seller's permit. For example, a person who is disposing of unwanted household items, and does this no more than twice in any twelve month period, is generally considered to be an occasional seller. Also, some sellers who make only nontaxable sales are not required to hold a seller's permit. Examples include sellers of fresh produce or other cold food products sold exclusively "to go." Please note, however, some food sales are taxable, including sales of food for consumption in places where admission is charged, including some swap meets or flea markets.

Section 6015 Retailers—Revenue and Taxation Code section 6015 relieves certain individuals of the requirement to obtain a seller's permit when: (1) the product supplier is a CDTFA approved section 6015 retailer, (2) the product supplier reports and pays tax on the actual "retail selling price," (3) the individual is selling only those items purchased from the section 6015 retailer, and (4) the individual provides the name of the product supplier. Typical section 6015 retailers include multi-level marketing retailers that solicit sales through a network of individual salespeople/representatives (for example, Avon, Tupperware, etc.).

IMPORT REQUIREMENTS FOR ORCHIDS

The County Agricultural Commissioner's Office must be notified of the arrival of all plant material from outside the state or country, and the plant material must be held for inspection. Plants should be free of injurious insects and diseases.

FROM HAWAII

All plants must meet the entry requirements of California's Burrowing and Reniform Nematode Quarantine by meeting conditions a, b, or c below.

- a. Invoice/containers stamped with Hawaii Department of Agriculture "Bench grown/Soilfree" certificate.
- b. Invoice/containers stamped with Hawaii Department of Agriculture nematode certificate.
- c. Inspector (county) determines that plants are epiphytic and are grown exclusively in or on soil-free material such as osmunda fiber, tree fern trunk or bark.

FROM FOREIGN COUNTRIES

All plants must satisfy the entry conditions of the USDA and California Department of Food and Agriculture.

- a. Plant material must be inspected by USDA officials at the US port of entry.
- b. Phytosanitary certificates and import permits may be required.
- c. Shipper must provide valid CITES (Convention on International Trade of Endangered Species) certification from the country of origin. Seedling flasks, tissue cultures, seed pods, and cut flowers are generally exempt from this requirement. Note: Because of CITES regulations, there may be restrictions on returning to your origin country with orchids which you brought into the USA. Contact agriculture officials in your own country for more information.
- d. Plants should be bare root (exception: epiphytic plants mounted on approved materials such as tree fern trunks or coconut husks.)

Telephone numbers which may be of assistance to you:

USDA/APHIS/PPQ Inspection Station in Los Angeles – 310.725.1910
Santa Barbara County Agricultural Commissioner – 805.681.5600

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MARCH 10-12, 2023**

2023 WAIVER OF LIABILITY

**P.O. BOX 1223
CARPINTERIA, CA
93014-1223
INFO@SBORCHIDSHOW.COM**

I, _____, ("Representative") as authorized representative of _____ ("Company/Organization"), acknowledge that our company/organization has voluntarily applied to participate as a vendor and/or exhibitor in the Santa Barbara International Orchid Show.

I, the undersigned, as an authorized representative of the Company/Organization, agree that I and the Company/Organization indemnifies and holds harmless the Santa Barbara International Orchid Show, Inc. and its officers, directors, and employees against any and all claims, liabilities, damages and costs, including attorney's fees, and against any demands, settlements or judgments arising directly or indirectly from or in connection with our participation in the Santa Barbara International Orchid Show and presence at the Earl Warren Showgrounds. Furthermore, I and the Company/Organization hereby waive all claims for any personal or property damage or loss we may sustain as a result of any act, or failure to act, by the Santa Barbara International Orchid Show, Inc., or its officers, directors, or employees or arising directly or indirectly from our participation in this orchid show and exhibition, and we hereby assume all liability for any loss, damage or other liability we may incur from participating in the Show.

Authorized Representative (Please Print)

Company/Organization Name

Authorized Representative Signature

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2023 EXHIBITOR APPLICATION

75TH
SANTA BARBARA
INTERNATIONAL
ORCHID SHOW

EXHIBITOR (COMPANY/ORGANIZATION/INDIVIDUAL) _____

CONTACT NAME _____ EMAIL _____

ADDRESS _____ PHONE _____

CITY/STATE/ZIP _____ WEBSITE _____

- I/We are a: ☐ Commercial Grower ☐ Amateur Grower ☐ Group/Society
- I/We would like to have our display entered into competition: ☐ Yes ☐ No
- I/We will install an Educational Exhibit: ☐ Yes ☐ No
- I/We are a foreign exhibitor: ☐ Yes ☐ No

DISPLAY SIZE

- ☐ Less than 25 sq ft 8 ft wide by 2.5 ft deep
- ☐ 25 to 100 sq ft _____ ft wide by _____ ft deep
- ☐ Over 100 sq ft _____ ft wide by _____ ft deep

*Please attach a diagram
if display shape is not a
rectangle*

DISPLAY LOCATION REQUEST *(While every effort is made to accommodate exhibitors, it may not be possible to fill all display location requests.)*

- ☐ Center Island, edging and sand provided
- ☐ Perimeter Wall (limited availability); exhibitor must provide backdrop, sand/edging optional

PERIMETER WALL DISPLAY SUPPLY REQUEST

- Tables (perimeter wall only): ☐ one (8' x 2.5' or 20 sq ft) ☐ two (8' x 5' or 40 sq ft)
- ☐ Block (exhibitor must place blocks) ☐ Sand (exhibitor must move sand)

ALL DISPLAYS

- ☐ Sod; If yes, _____% coverage or _____sq ft

Special requests: _____

- ☐ Certificate of Insurance Enclosed ☐ Signed Liability Waiver Enclosed

I/We have read the attached Exhibitor rules and the agricultural commissioner regulations and standards, and agree to abide by them. I/we have read and signed the attached Waiver of Liability.

I/We agree to abide by all CITES regulations. Violations may result in the vendor being prohibited from participating in the current and future Santa Barbara International Orchid Shows.

SIGNATURE _____

TITLE _____ DATE _____

**SANTA BARBARA
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ORCHID SHOW
MARCH 10-12, 2023**

2023 EXHIBITOR RULES

**P.O. BOX 1223
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SHOW THEME: ORCHIDS - THE ADVENTURE RETURNS

**SHOW LOCATION: EARL WARREN SHOWGROUNDS AT LAS POSITAS AND HIGHWAY 101
3400 CALLE REAL, SANTA BARBARA, CA 93105**

PLANT EXHIBIT SET-UP:

TUESDAY, MARCH 7, 2023	10:00 AM - 6:00 PM
WEDNESDAY, MARCH 8, 2023	8:00 AM - 9:00 PM (DOORS LOCKED AT 9PM)
THURSDAY, MARCH 9, 2023	7:00 AM - 8:00 AM

PLANT REGISTRATION: **ONLINE UNTIL 7 PM, TUESDAY, MARCH 7, 2023**
AT THE SHOW TUESDAY, MARCH 7, 2023 AND WEDNESDAY, MARCH 8, 2023
REGISTRATION CLOSSES 7:00 PM, WEDNESDAY, MARCH 9, 2023

SHOW HOURS: **FRIDAY - SUNDAY, MARCH 10 - 12, 2023 9:00 AM - 5:00 PM**

PLANT EXHIBIT TAKE-DOWN: **SUNDAY, MARCH 12, 2023 ~5:15 PM - 8:00 PM**
EXHIBITORS MUST WEAR EXHIBITOR RIBBONS DURING TAKE-DOWN

EXHIBIT RULES:

- Setup begins at 10:00 AM on Tuesday, March 7, 2023.
- Final assignment of exhibitor spaces is at the discretion of Show Management and subject to approval by the Show Board.
- Foliage plants are not provided for loan or rent by the Show. Exhibitors must provide their own display foliage. Exhibit Hall foliage plants are for the exclusive use of Show.
- Exhibitors **MUST** provide an **OFFICIAL SIGN** for their display with their company/organization name or logo. The sign shall be placed face down or obscured during judging, but in clear view during Show hours. Name and logo only. No banners or leaflets.
- No flowering plants other than orchids, no dyed orchids, and no artificial plant material may be part of an exhibit. Exhibits must be $\frac{2}{3}$ orchids.
- All orchids must be properly labelled.
- All tabletop exhibits must have a table skirt, supplied by the Exhibitor, extending to the floor.
- Exhibitors may use water, gravel, wood, bark, sod, sand, soil, etc. in their displays. No plants and materials with offensive odors. Exhibitors must use fireproof materials.
- Plastic pots should be covered to enhance the display. Clay pots must be new, or cleaned.

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**2023
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RULES
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-
- Exhibitors are responsible for lighting their display. The Show provides ambient lighting, not individual flood lighting or spotlights.
 - Helium tanks, aerosol sprays, or other explosive materials are **NOT** allowed inside the exhibit building.
 - Exhibitors may NOT distribute flyers or advertising of any kind in the Exhibit Hall or parking lot.
 - All exhibits will be reviewed for quality control, based on criteria used for AOS display judging including: General arrangement; quality of flowers; number of plants; and labeling. Exhibitors not meeting these standards will be notified of deficiencies. Management may exclude or disqualify any display not conforming to Show standards and regulations.
 - The Santa Barbara International Orchid Show accepts no liability for shipments shipped directly to the Show. Large shippers please notify the Show Management to make arrangements.
 - Exhibitors are to restore their display space to its original state (all trash removed) at the end of the Show. Show provides large trash containers outside. Please flatten all cartons, etc.
 - **Plants may NOT be removed from an exhibit before 5:15 PM Sunday, March 12, 2023. No exceptions!**
 - All plants must be nursery grown and not obviously collected from the wild. Exhibitors will follow Agricultural Commissioner requirements. Importers of plant materials must be prepared to provide phytosanitary and CITES documents upon request. If illegal plants are part of a display or offered for sale, the Show Management will require their immediate removal from the Showgrounds.

JUDGING AND PLANT REGISTRATION:

- To be entered for ribbon or AOS judging, plants must be registered either online or at the Show. Exhibitors will receive a sticky label for each registered plant. The label must be attached to a leaf or other prominent spot before 8 AM Thursday, March 9, 2023. Ribbon judging is free. **EXHIBITORS ARE RESPONSIBLE FOR AOS AWARD FEES.** Exhibits not to be AOS judged must have a Do NOT JUDGE sign.
- Plants may be registered online at www.sborchidshow.com. Online registration closes at 7 PM Tuesday, March 7, 2023.
- Plants may be registered at the show until 7 PM Wednesday, March 8, 2023.
- Displays are automatically entered in ribbon judging. You **MUST** notify the Show if your exhibit size changes from your original application.