Dear Industry Friends,

We know that everyone is looking for an edge to win in today’s market. Margins are getting tighter, products are becoming more complicated, and customers expect your business to be as quick and easy as an everyday online purchase. At some point, something has to give.

The truth is there should be an easier way to grow your business.

We know what it’s like to be caught in the whirlwind with no time to think about anything except for the next fire that you are putting out. That’s why HPBExpo 2020 in New Orleans is set up to help you grow every department of your company – from sales to installation to accounting (and yes, even getting your company ready to sell).

HPBExpo 2020 will help you take control of your business:

• Get your sales teams training that can really move the needle (some companies have seen over $500,000 growth from this education).
• Learn what’s working for the best dealers in the nation (seriously, they’re sharing their secrets).
• Network with other dealers who share your struggle (it’s amazing what you can learn).
• Learn from one of the best architects in North America how to win more fireplace specs (this is a huge moneymaker).
• Connect with your manufacturers face-to-face (these relationships are critical to growing your business) and see the latest products coming to market.
• Learn what your competitors are doing (this is the only time of year you can do this).
• Watch a live episode of “The Fire Time Podcast” (I’ll be hosting a conversation with Napoleon’s Stephen Schroeter and Grant Falco).

Don’t make the mistake of thinking that HPBExpo is “the same old trade show” and miss learning what could save your business long term.

Rather, you can take control of your business, standout from online competition, grow a team that moves the needle, and sell more fireplaces than ever.
Gain unexpected insights and grow your business with help from the most successful professionals in indoor-outdoor living. Evolving consumer demands, a rapidly changing marketplace, and emerging regulations in our industry are creating new challenges for growing your business. There’s never been a more crucial time for you AND your team to be at HPBExpo. Connect with manufacturers who can help you make more money. Learn what your fellow retailers and dealers are doing to win. See what your competition is up to. Get the education that could save your business in the long term. Real, actionable solutions are here, including how to revamp your sales tactics, create a better show room experience, and leverage cutting-edge marketing strategies. It all happens in New Orleans—a city that celebrates full-sensory experiences and new discoveries.

REGISTER AT HPBEXPO.COM!

SEE & HEAR
WHY YOU HAVE TO BE HERE:

View the Attendee Video at hpbexpo.com/attend.

“You never know what you’re going to see and this is the only place you can see it in person... and see everybody at the same time.”

—MICHELLE BERGEN
B.C. FIREPLACE SERVICE
Presentation is everything. The way a product is showcased, the salesroom layout, and the customer experience are all deciding factors in closing a deal. In an effort to show retailers how to increase sales, this year’s Keynote Address, “Hot Profit: Optimizing Retail Space to Spark Growth in Your Sales,” will be delivered by Wayne Visbeen of Visbeen Architects. As the interior designer and architect behind an iconic list of ground-breaking and effective retail environments, Visbeen will share his unique insight backed by examples of previous successes. As comfortable on a construction site as he is designing a store layout, Visbeen has a deep understanding of custom residential design and the current trends shaping the indoor-outdoor living industry. His architectural practice, Visbeen Architects (www.visbeen.com), continues to utilize products found at HPBExpo and reimagines spaces with breathtaking beauty and functionality.

Generously sponsored by Napoleon Products, the HPBExpo 2020 Keynote Address aims to provide unique retail insights and highlight the key concepts you will be able to use for better sales and better customer experiences.

Bonus Topic: How to Win Hearth & Outdoor Architectural Specs
By popular demand, Wayne will also be sharing his tips on what dealers need to do to win fireplace specs; Q&A to follow!

*The Keynote Address is FREE to all registered HPBExpo 2020 participants.
Special speakers and the very best in our industry are headed to HPBExpo 2020 in New Orleans with value-packed education sessions just for you. From Technical and Safety/Health/Liability sessions to elective courses that will help you increase sales, you can come away with strategies and insights to move your business forward. For those looking to renew NFI and CSIA Certifications, all 30+ sessions have been awarded Continuing Education Units (CEUs).

Your best bet to get in on as many of these business building sessions is with the 3-Day Education Passport, which gives you access to all general sessions. Or purchase a Single Course Ticket for each that you’re interested in. Either can be purchased during the badge registration process at hpbexpo.com/register or onsite in New Orleans.

Exclusive HPBExpo 2020 Education Sessions

The only way to get the following classes is by attending HPBExpo! Register for these exclusive sessions now before they fill up!

WEDNESDAY, MARCH 11

1:00 pm – 2:00 pm

Showroom Design
Debbie Hannig, Hannig Marketing
There are many ways to bring customers to your store, websites, radio and television ads. You spend a great deal of time planning the messages that you send out to them. Do you spend as much time deciding what your showroom says to the consumer when they arrive? This session is to help you be clear and direct about the messages you want to send to the consumer when they come in your front door. Many companies have succeeded in this area, others struggle. We will focus on the ways to best present your business and some mistakes to avoid.

1:00 pm – 2:00 pm

Win More with a Marketing Strategy Design
Tim Reed, Reed Marketing LLC
Most hearth companies today are drowning in the rising costs of advertising with no one to help them. Marketing should be a faucet to your customers that you control, not a blackhole that your dollars go into never to be seen again. This session will show you:
• Why crafting a marketing strategy is easier than you think.
• How to create a message that’s compelling to your audience.
• How to execute on that strategy to see results.

2:15 pm – 3:15 pm

Sales Leadership: Learn to Build a Sales Process That Motivates Your Team and Wins More Business Than Ever
Tim Reed, Reed Marketing LLC
Most hearth companies are losing money every year because of ineffective sales techniques—largely due to lack of training. The result is a team of “great information givers” and “mediocre salespeople”. This session will teach you:
• How to motivate and harness a customer’s momentum with a consistent sales process.
• Why thinking about the sales pipeline is critical to win more jobs.
• How to follow up with customers for higher close rates and repeat business.

3:30 pm – 4:30 pm

HPBA Hearth & BBQ Consumer Research Survey Results
Cameron Downs, HPBA
An overview of the 2019 Barbecue & 2018 Hearth consumer research reports released by HPBA. It will cover how the reports are created, who has access, and summarized content including ownership rates, consumer purchase intent, and product usage behaviors. This session will also address how to take this type of data and incorporate it into your own business plans and strategies and understand the different types of customers.

EDUCATION FEES

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<tr>
<td>UNTIL HELP ARRIVES: YOU ARE THE HELP THURSDAY, MARCH 12; 1:00 PM – 4:00 PM</td>
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*A Three-Day Passport or Single Course Ticket along with the $19 add’l fee is required to attend this session. Space is limited.

“I’ve taken a couple of different education sessions. One was involved with hiring good sales talent. It clarified some of the things that I want to be as a salesperson in the field and implement in my own personal work.”

—ELIZABETH WALKER, LOUISIANA FIREPLACE
NFI Certification

The National Fireplace Institute® (NFI) is the professional certification division of the Hearth, Patio & Barbecue Education Foundation (HPBEF). NFI's objective is to increase public safety by establishing meaningful credentials for professionals involved in planning and installing residential hearth appliances and venting systems.

This is your chance to become NFI Certified at the hearth industry's premier event, with review courses taught by some of the industry's best experts. Benefits of becoming certified include:

- Increased employee confidence and retention – fewer complaints and callbacks.
- A competitive edge over your competition – more customers = more profit!
- A chance to lower insurance premiums.
- Respect from building and code officials.
- Possible recognition by state/local governments.

There are now thousands of NFI Certified professionals in the hearth industry. HPBExpo is your chance to add your name to the list.

How to Participate in the NFI Certification Program at HPBExpo

An NFI Certification package provides access to any one of the scheduled review courses and exams: review courses are offered Wednesday, March 11 and Thursday, March 12. Exams are offered Wednesday through Saturday. Participants are not required to register for a specific day for review courses.

To register for an NFI exam, go to www.nficertified.org, click on the Industry tab and select “Purchase Manuals, Exams and Other Material” or call NFI at 703-524-8030. Be sure to register well in advance of HPBExpo to allow study time before attending the review course and taking the exam. Upon registration, the study manual will be sent to the participant via USPS Priority Mail. The NFI Certification manual mailing cut-off is March 1, 2020. After this date, please pick up a manual at HPBExpo.

New in 2020! Online exams are now available at HPBExpo! You can take the exam when it is convenient for you. Online exams will be offered Wednesday through Saturday. To sign up for online exams call NFI at 703-524-8030. Advanced sign-up is preferred. Onsite sign-up is only available if there are time slots open.

FOR MANUFACTURERS*:
Gas and Solid Fuel Hearth Appliance Manufacturer Update Meeting

Wednesday, March 11  |  8:00 am – 10:30 am

The first half of this meeting is a must for all manufacturers of natural gas and propane-fueled hearth products (including outdoor products) while the second half will focus on issues affecting wood-burning products.

Get the latest information on opportunities for the industry as well as regulatory and policy threats to hearth products across North America. For gas appliances, this includes updates on minimum efficiencies in Canada, California, and Washington. The push to ban natural gas in new homes is gaining momentum – find out how HPBA is responding and what you need to know.

For manufacturers of solid fuel-burning appliances, there will be an update on the Environmental Protection Agency’s New Source Performance Standards (NSPS) for New Residential Wood Heaters. HPBA staff and consultants will provide the latest on legislation including legislation that would create a national changeout program and other legislation related to tax credit developments.

FOR RETAILERS, DISTRIBUTORS, AND REPS*:
Government Affairs Review of Solid Fuel and Gas Hearth Products Regulations

Earn one CEU for this education session.

Friday, March 13  |  3:00 pm – 4:30 pm

HPBA's Government Affairs staff will provide you with everything you need to know about the EPA’s NSPS (are you ready for May 15, 2020?). HPBA's pilot light initiative, tax credits, changeout program opportunities, and state and federal issues and their impact on you and your customers will be discussed. Licensing for installers is a hot issue in many states, and may well be in yours next – find out what you need to know. New this year is a discussion of the local bans on natural gas in new homes and what you need to know to help stop these efforts.

STAY CONNECTED: /HPBExp0 /HPBExpo /hpbexpo
JOIN YOUR KREWE!

**WEDNESDAY, MARCH 11**

**HPBA FOCUS CANADA & RECEPTION**
7:00 pm – 10:00 pm | House of Blues

**MID-ATLANTIC HPBA RECEPTION**
5:00 pm – 8:00 pm | Mardi Gras World
To RSVP, go to hpbexpo.com/show-info/events

**MIDSTATES & MIDWEST HPBA**
6:30 pm – 8:00 pm | Location: TBD

**NORTHEAST HPBA RECEPTION**
7:00 pm – 10:00 pm | Mulate’s
To RSVP, go to hpbexpo.com/show-info/events

**SOUTHEAST HPBA RECEPTION**
5:30 pm – 7:30 pm | Convention Center, Room 264

**WESTERN STATES JOINT HPBA RECEPTION**
(Arizona, Northwest, Oregon, Pacific, and Rocky Mountain)
6:00 pm – 8:00 pm | Fulton Alley

**NEW ORLEANS ACTIVITIES**

**WEDNESDAY, MARCH 11**

Sign-up for these exclusive activities, held onsite at the convention center, through the online Badge Registration process (see Meeting & Event Option section). For details and registration go to hpbexpo.com/show-info/events.

**NOMGi Sip & Sew**
1:30 pm – 3:00 pm | $55 per person
This 90-minute hands-on cultural event with the New Orleans’ Mardi Gras Indians is like no other! Learn the art of sewing NOMGi-style and come away with a souvenir of your own creation. The price of activity includes all sewing materials, an adult beverage, and a photo opp with the Mardi Gras Indians.

**Mask Making Madness**
3:00 pm – 4:00 pm | $45 per person
Design your own Mardi Gras mask with direction from certified artists of Mardi Gras World. It’ll be the perfect accessory for the Mardi Gras Parade being held during the Tailgate and Big Green Egg Cook-off Competition on Thursday, March 12th between 5:00 pm and 7:30 pm.

**Cocktail Demo through New Orleans Drink Lab**
4:00 pm – 5:00 pm | $65 per person
Learn how to make the popular Big Easy cocktail, the Hurricane, in this hands-on session with Master Bartender Daniel Victory. The price of activity includes your Hurricane glass, a history lesson of classic New Orleans' drinks, and tips on bartending tricks.
WEDNESDAY, MARCH 11

Operation BBQ Relief Veterans Luncheon
11:00 am – 1:00 pm | NOLA VA Medical Center
As a way to give back to the NOLA community and to kick off the start of HPBExpo, Operation Barbecue Relief and HPBA will be serving a barbecue lunch to the veterans on Wednesday, March 11 from 11:00 am – 1:00 pm at the New Orleans VA Medical Center. Any attendees interested in joining our community service effort can contact Kelly VanDermark at vandermark@hpba.org to learn how you can help.

THURSDAY, MARCH 12

HPBExpo 2020 Keynote Address Featuring Wayne Visbeen
8:30 am – 9:45 am | LaNouvelle Ballroom
Don’t miss this year’s Keynote Address, delivered by one of the best architects in North America. Get insights into how to win more fireplace specs and how showroom design and product display can boost sales. Free to all registered HPBExpo 2020 participants.

FRIDAY, MARCH 13

Effective Barbecue Demo Strategies & Techniques sponsored by Louisiana Grills
1:00 pm – 3:00 pm | Outdoor Burn Area
Join Louisiana Grills as we celebrate the launch of our NEW wood pellet grill collection, The Founders Series!
• Learn trade secrets and expert demo tips
• Enjoy mouthwatering samples from award winning barbecue champions
• Enter to win a free grill, prizes and more!

2020 Vesta Awards Program & Wine Reception
4:45 pm – 6:45 pm | LaNouvelle Ballroom
Join your friends and industry peers at the 20th annual Vesta Awards to honor innovation in product design and/or technology. The celebration begins with a wine reception at 4:45 pm just as HPBExpo is winding down for the day. Winners and finalists will be featured in Hearth & Home’s April issue.

HPBExpo Tailgate & Big Green Egg Cook-off Event
5:00 pm – 7:30 pm | Outdoor Burn Area
Come join the Outdoor Burn Area exhibitors for the 9th annual HPBExpo Tailgate & Big Green Egg Cook-off Event. Sample savory offerings from outdoor exhibitors and watch HPBA member retailer teams vie for the top honors in the EGGstravaganza sponsored by Big Green Egg. Attendees will have the opportunity to sample team submissions and make their own call on who the winner should be. It also wouldn’t be a tailgating event without a New Orleans-style parade and photo opps with the Saints’ cheerleaders.

Drago’s food truck will be serving their famous Charbroiled Oysters during the event. Make sure to stop by and try them!

The Donna H. Myers Barbecue Leadership Award, sponsored by HPBA and Casual Living magazine, will also be presented during the Big Green Egg Cook-off. The award, created in memory of longtime barbecue advocate Donna Myers, honors leadership in the barbecue industry.

Sponsored by

CASUAL LIVING

Sponsored by

HEARTH & HOME
“It’s all about what’s the next big thing you can get into your showroom and have that advantage in your area.”

— JEREMY GOODWIN
UNIVERSITY BRICK & FIREPLACE
The New Product Pavilion

The HPBExpo New Product Pavilion is a one-stop look at what’s new to the industry. The products featured are eligible entries for the 2020 Attendees’ Choice Award. This award honors product marketability in two categories: hearth and outdoor living. Before leaving the pavilion, cast your vote on the best hearth and outdoor product.

First-Time Exhibitors Pavilion

HPBExpo’s First-Time Exhibitors bring excitement and new products to New Orleans. A select number of our first-time exhibiting companies can be found in the pavilion located on the show floor. This pavilion provides a convenient way to meet some of our newest exhibitors and see their products. There is limited space in this pavilion, so be sure to check the printed Show Guide or the HPBExpo Mobile App onsite for a complete list of new exhibitors located throughout the show floor.

“It’s the relationships—and that’s the nice thing about coming back—every time you’re together, every time you’re walking the floor, you’re building those relationships with the reps and manufacturers.”

—TONIA LAMONTAGNE | DOODLEBUGGERS
## Schedule of Events

### Tuesday, March 10
1:00 pm – 5:00 pm | HPBExpo Registration
1:00 pm – 5:00 pm | Internet Station & Lounge

### Wednesday, March 11
7:30 am – 9:30 am | HPBA Barbecue Section Meeting & Breakfast (section members only)
7:30 am – 5:00 pm | HPBExpo Registration
7:30 am – 5:00 pm | Internet Station & Lounge
7:30 am – 6:00 pm | Coat Check
8:00 am – 9:00 am | HPBA Affiliate Executive Directors Meeting
8:00 am – 10:30 am | HPBA Gas & Solid Fuel Hearth Appliance Manufacturer Update Meeting
8:00 am – 3:00 pm | NFI Certification Review Courses
8:00 am – 5:30 pm | Manufacturer Specific Training Sessions
8:30 am – 11:00 am | HPBA Affiliate Staff & Leaders Meeting
11:00 am – 12 Noon | Exhibitor Indoor/Outdoor Mandatory Burn Meeting
**11:00 am – 1:00 pm** | Operation BBQ Relief Veterans Luncheon
1:30 pm – 3:00 pm | NOMGI Sip & Sew (registration required)
3:00 pm – 4:00 pm | Mask Making Madness (registration required)
3:00 pm – 4:30 pm | South Central HPBA Board Meeting
4:00 pm – 5:00 pm | Cocktail Demo through New Orleans Drink Lab (registration required)
4:00 pm – 6:30 pm | NFI Certification Paper Exams
5:00 pm – 8:00 pm | Southeast HPBA Reception
5:30 pm – 7:30 pm | Mid-Atlantic HPBA Reception
6:00 pm – 8:00 pm | Western States Joint HPBA Reception
6:30 pm – 8:00 pm | MidStates & Midwest HPBA Reception
7:00 pm – 10:00 pm | HPBA Focus Canada & Reception
7:00 pm – 10:00 pm | Northeast HPBA Reception

### Thursday, March 12
7:30 am – 5:00 pm | HPBExpo Registration
7:30 am – 5:00 pm | Internet Station & Lounge
7:30 am – 8:00 pm | Coat Check
8:00 am – 10:00 am | Keynote Address: Wayne Visbeen, Visbeen Architects, Inc.
9:45 am – 10:00 am | HPBA Annual Membership Meeting & HPBExpo Opening Ceremony
10:00 am – 5:00 pm | Indoor Exhibition
10:00 am – 5:00 pm | HPBA/HPB Education/NFI Member Benefits & Services Booth
10:00 am – 5:00 pm | HPBExpo 2021 Housing Selection
10:00 am – 5:00 pm | First-Time Exhibitors Pavilion
10:00 am – 5:00 pm | New Product Pavilion/Attendees’ Choice Voting
10:00 am – 7:30 pm | Outdoor Exhibition
10:30 am – 5:30 pm | Manufacturer Specific Training Sessions
1:00 pm – 4:30 pm | HPBExpo General Education
1:00 pm – 5:00 pm | HPBExpo 2021 Priority Booth Selection
5:00 pm – 7:30 pm | HPBExpo Tailgate & Big Green Egg Cook-off Event

### Friday, March 13
7:30 am – 5:00 pm | HPBExpo Registration
7:30 am – 5:00 pm | Internet Station & Lounge
7:30 am – 7:00 pm | Coat Check
8:00 am – 5:30 pm | NFI Certification Paper Exams
8:00 am – 5:30 pm | Manufacturer Specific Training Sessions
8:30 am – 4:30 pm | HPBExpo General Education
9:00 am – 5:00 pm | Indoor & Outdoor Exhibition
9:00 am – 5:00 pm | HPBExpo 2021 Priority Booth Selection
9:00 am – 5:00 pm | HPBA/HPB Education/NFI Member Benefits & Services Booth
9:00 am – 5:00 pm | HPBExpo 2021 Housing Selection
9:00 am – 5:00 pm | First-Time Exhibitors Pavilion
9:00 am – 5:00 pm | New Product Pavilion/Attendees’ Choice Voting
11:00 am – 1:00 pm | Midwest HPBA Board Meeting
11:30 am – 1:30 pm | South Central HPBA Luncheon (members only)
1:00 pm – 3:00 pm | Effective Barbecue Demo Strategies & Techniques sponsored by Louisiana Grills
3:00 pm – 4:30 pm | HPBA Update for Retailers, Distributors, & Reps
4:45 pm – 6:45 pm | 2020 Vesta Awards & Wine Reception – Presented by Hearth & Home Magazine

### Saturday, March 14
8:00 am – 12:30 pm | NFI Online Exams
8:30 am – 2:00 pm | HPBExpo Registration
8:30 am – 3:00 pm | Internet Station & Lounge
8:30 am – 4:00 pm | Coat Check
9:00 am – 12:30 pm | HPBExpo 2021 Priority Booth Selection
9:00 am – 2:00 pm | HPBExpo 2021 Housing Selection
9:00 am – 3:00 pm | Indoor & Outdoor Exhibition
9:00 am – 3:00 pm | HPBA/HPB Education/NFI Member Benefits & Services Booth
9:00 am – 3:00 pm | First-Time Exhibitors Pavilion
9:00 am – 3:00 pm | New Product Pavilion
3:00 pm – 3:30 pm | General Exhibitors Meeting
3:30 pm – 5:00 pm | HPBA Expo Committee Meeting

Schedule is subject to change; please see the Show Guide onsite for updated information and room locations.

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**EXHIBITION:** March 12–14, 2020 • **EDUCATION:** March 11–13, 2020 • Ernest N. Morial Convention Center • New Orleans, LA

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“THIS SHOW IS SPECTACULAR!”
— BO JACKSON | SPORTS LEGEND

BO JACKSON ORIGINAL FOODS

**EXHIBITION:** March 12–14, 2020  •  **EDUCATION:** March 11–13, 2020  •  Ernest N. Morial Convention Center  •  New Orleans, LA
HPBExpo

**Housing**

All requests for hotel reservations in the HPBA block must be directed to HPBExpo/onPeak Housing. Reservations can be made:

**Online:** Housing Reservations — [http://hpbexpo.com/register](http://hpbexpo.com/register)

**Phone:** (800) 388-8819 (domestic) or (312) 527-7300 (international)

**Email:** hpbexpo@onpeak.com

**Suite Reservations**

All requests for sleeping/hospitality suites must be approved by HPBA. Please send all suite requests to onPeak. OnPeak will send your suite request to HPBA for approval. Suites are available on a first-come, first-served basis after the requirements of HPBA have been met. Deadline for suite reservations is January 14. Please refer to the HPBExpo website for hotel listings and amenities.

**Travel Discounts**

Available Airline and Car Rental Discounts can be viewed on the Attendee Housing Reservations page [https://hpbexpo.com/attend/attendee-housing-reservations/](https://hpbexpo.com/attend/attendee-housing-reservations/)

**More Info:**

Visit [hpbexpo.com/show-info/about-hpbexpo](http://hpbexpo.com/show-info/about-hpbexpo) for information on:

- **HPBExpo Hotel Shuttle Bus Service**
- **Airport and Ground Shuttle Service**
- **Hertz Rental Car Information**
- **Wheelchair & Scooter Rental**
- **Ernest N. Morial Convention Center Parking**

**New Orleans Information**

**Download the HPBExpo 2020 Quick Guide to New Orleans**

Under “Show Info” on HPBExpo.com. Featuring attractions and events coinciding with HPBExpo 2020, it’s the perfect tool for exploring NOLA!
**General HPBExpo Info**

**HPBExpo Registration**
Registration and travel arrangements, including hotel, airline, and car rental can be completed quickly and easily online at HPBExpo.com.

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<th>Attendee Badges*</th>
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*NOTE: HPBA Member Manufacturers and Non-Member Manufacturers, that are not exhibiting at the show, will pay a higher badge fee. Member and Non-Member Exhibitors receive 2 COMP badges for every 100 sq. ft. purchased.

**Badge Policy**
All badges issued to member and non-member companies are to be used only by that company’s employees or family.

**Children**
In accordance with display rules and regulations and security measures, children under the age of 12 are prohibited from entering the trade show floor and Outdoor Burn Area at any time, including infants. There are no exceptions to this rule. Children 12 and older must have a badge to enter exhibit halls.

For the full list of policies, please go to: https://hpbexpo.com/show-info/policies/.

**Important Dates**
- **January 20, 2020** – Badge registration cancellation/refund deadline.
- **February 18, 2020** – HPBA housing reservations cut-off.
- **March 1, 2020** – NFI Certification manual mailing deadline. After this date, please pick up manuals onsite.
- **March 2, 2020** – Badge pre-registration deadline to register by fax or mail.
- **March 10, 2020** – Onsite badge registration opens.
- **March 14, 2020** – Onsite badge registration closes at 2:00 pm.

**Show Hours**
- **Thursday, March 12**
  - Indoor Exhibition: 10:00 am – 5:00 pm
  - Outdoor Exhibition: 10:00 am – 7:30 pm
- **Friday, March 13**
  - Indoor/Outdoor Exhibition: 9:00 am – 5:00 pm
- **Saturday, March 14**
  - Indoor/Outdoor Exhibition: 9:00 am – 3:00 pm