

Calculating Points

Selection Session Priority Points

Exhibiting Points + Consecutive Points = Total Priority Points

1 point per year earned for exhibiting

2 points per consecutive year for exhibiting

3 points maximum per year

Points return to 0 after company fails to exhibit for two consecutive years

Companies with equal points move up a notch each year, with first company rotating to bottom of grouping

A company that drops down a grouping due to not exhibiting one year goes to bottom of new group

Selection session ranking is determined by points earned from show in progress, i.e., this year's points affect next year's show. So current year points affect the selection session for the next year's exhibiting selection session. This information is not absolute until the current year's booths are finalized -- when no cancellation with refunds are accepted and when no more booths will be sold.

Hospitality Points

2 points earned per consecutive year of hosting a suite

(lost when company loses all points due to not exhibiting two years in a row, or when company fails to host hospitality suite two years in a row)

added to **current** consecutive points earned from exhibiting

4 points maximum per year

Companies with equal points move up a notch each year, with first company rotating to bottom of grouping

A company that drops down a grouping due to not hosting one year goes to bottom of new group

Hospitality ranking is also determined by previous year's points earned.

Remember to look at previous year's score for hospitality ranking and at current year's points for selection session ranking.

EXAMPLES

	Total 2014	Total 2015	Total 2016	Total 2017	Total 2018	Total 2019	Notes
Total Priority	1	4	7	10	13	16	Co steadily earning 1 point each year for exhibiting and 2 pts each consecutive year. Maximum 3 points a year.
Exhibiting Pts.	1	2	3	4	5	6	
Consecutive Pts.	0	2	4	6	8	10	
Hospitality Pts.							
Total Hosp.							
Total Priority	1	4	7	NE	8	11	Co did not exhibit in 07, retained points but did not earn new ones. In 95 got 1 pt for exhibiting, but no consecutive pts because of break. If had not exhibited in 06 also, would have lost all points.
Exhibiting Pts.	1	2	3	3	4	5	
Consecutive Pts.	0	2	4	4	4	6	
Hospitality Pts.							
Total Hosp.							
Total Priority	1	4	7	10	NE	NE	Co steadily earning 1 point each year for exhibiting and 2 pts each consecutive year. They didn't exhibit 2 consecutive years and lost all points. When they return to exhibit the company will start with 1 point the first year returning.
Exhibiting Pts.	1	2	3	4	4	0	
Consecutive Pts.	0	2	4	6	6	0	
Hospitality Pts.							
Total Hosp.							
Total Priority	1	4	7	10	13	16	Co earned 2 consecutive hosp pts in 05. In 06, retained hosp pts. In 07, lost all hosp pts for not hosting 2 yrs in a row, but retained exhib consecutive points. Began to earn hosp pts again in 08, which are added to exhib consec pts for total.
Exhibiting Pts.	1	2	3	4	5	6	
Consecutive Pts.	0	2	4	6	8	10	
Hospitality Pts.	H1	2	NH1	NH2	H1	2	
Total Hosp.	0	4	6	6	8	12	

Additional Guidelines for Calculating Points

1. Points are not given for the number of booths, so small companies are not penalized and larger ones don't gain an unfair advantage in points.
2. There are often acquisitions and mergers among exhibiting companies, and points are affected when this happens. *The "new" company will be given the greatest number of points, **not** the total points for all companies involved in the merger or acquisition.* For example, ABC Corporation (20 points) merges with XYZ Company (30 points) to form Alphabet Inc. Alphabet Inc. will have 30 priority points—not 50.

Sometimes companies that have merged wish to maintain individual identities and recognition. In this case, they may either continue to exhibit separately, or exhibit in a block. If they exhibit separately, each retains its existing number of points. If they choose to exhibit in a block, the points for all of the companies must be averaged, and the companies will be grouped together as they move up in selection order. This averaging occurs after the current show, going into selection session for the following show. The averaging is accomplished by averaging exhibiting points for each company, and then averaging consecutive points for each company. This will in turn average the total points.

For example, ABC Corporation (20 points) merges with XYZ Company (30 points) to form Alphabet Inc. Each corporation wants to maintain its booth, but still be managed by Alphabet Inc. If ABC Corporation and XYZ Company want to exhibit next to each other, they will average their points (25 points) and will move together to the 25-point level. Each year, ABC Corporation and XYZ Company will move together in sort order.

4. **RARE SITUATION:** Sometimes two companies will share the cost of a booth, but only one will be recognized. If that "silent" company wants to get points for that exhibit, it must furnish us proof that it did contribute financially to the cost of the booth. A copy of a canceled check and perhaps correspondence between the two companies is the normal type of proof.

If only one booth is involved, the companies must agree to receive 1/2 the points each. If more than one booth is purchased, each may receive full points.

Alert: This is a dangerous area. Basically, we recognize "marriages" and not "divorces". Normally, we would not credit each entity with full points if they split up. One would have to start at zero as a new exhibitor.