

Exhibition & Event Industry Labor Rates Survey

Event Labor and Material Handling Cost Averages in Over 40 North American Cities

Special Report Produced by



in Association with



Table of Contents

| | |
|----------------------------------------------------|----|
| Introduction & Methodology | 3 |
| Executive Summary | 4 |
| U.S. Labor Rates by City | 5 |
| 2013 & 2015 U.S. National Average Comparison | 18 |
| Canadian Labor Rates by City | 19 |
| Important Notes | 20 |

Introduction & Methodology

The Labor Rate Survey tracks the advance order rates charged to corporate exhibitors in major U.S. and Canadian cities. The rate sources are general service contractors, show producers and venue order forms.

The report is broken out in three sections:

- U.S. Labor Rates by City
- U.S. Labor Rate National Averages 2013 to 2015 Comparisons
- Canadian Labor Rates by City

Methodology & Data Sources: The survey data provides averages from multiple events often in the main municipal convention centers as well as large hotel event facilities. The data should not be seen as the rates changed only in the main convention centers in each city. The primary data sources are convention and exhibition Exhibitor Manuals and Rate Forms hosted on general service contractor websites. These manuals and forms have been randomly accessed with a focus on leading events held in major convention centers, although some shows held in hotel facilities have also be used.



Executive Summary

- The Labor Rate Survey tracks the advance order rates charged to corporate exhibitors in over 40 U.S. and Canadian cities at exhibitions, conventions and corporate events. The sources are Exhibitor Service Manuals and Rate Forms provided on general service contractor, show producer and venue websites.
- The pricing for a grouping of common labor, service and material handling rates charged to exhibitors at events held in the U.S. has increased at a compound annual growth rate of 8.7% between 2013 and 2015.
- The 2015 Labor Rates Survey of rates charged to exhibitors at exhibitions and events has found the average hourly rate in the U.S. for General Display Labor increased by 5.6% annually over the past two years. The average hourly rate has increased from \$91.28 in 2013 to \$101.75 this year. Advance order, regular time hourly rates for Riggers increased by 8.5% over the same two-year period, according to the survey data.
- Material handling costs for advance shipments to the official service contractor warehouse have increased by 7.0% annually over the past two years on average in the U.S. The cost of crated shipments sent directly to exhibit halls has increased by an average of 7.1% annually from 2013 to 2015.

It is important to note that the labor and material handling rate data should only be used to develop general ballpark estimates. It is common for exhibition and event labor and service rates to vary widely, even for similar types of events held in the same facilities at the same time of year. The size of the event, the move-in and move-out periods, and if shows fall over or near holiday periods can impact these rates significantly. Convention center design and functionality issues, labor union rules, and the manpower and time required to fulfill services can also impact rates and final charges to exhibitors. Additionally, the number and capacity of loading docks and freight elevators in venues, for example, can also impact rates and overall costs.

U.S. Labor Rates by City 2015

| | U.S. Average | Anaheim | Atlanta | Atlantic City |
|----------------------------------------------------------------------------|--------------|----------|----------|---------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$121.25 | \$80.88 | \$135.75 |
| Overtime | \$162.02 | \$218.00 | \$121.38 | \$196.00 |
| Sunday/Holiday/Other | \$192.97 | \$278.50 | \$162.25 | \$251.75 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$145.00 | na | \$135.75 |
| Overtime | \$177.05 | \$217.50 | na | \$196.00 |
| Sunday/Holiday/Other | \$211.24 | \$269.00 | na | \$251.75 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$111.50 | \$75.00 | \$107.00 |
| Overtime | \$164.40 | \$223.00 | \$75.00 | \$215.00 |
| Sunday/Holiday/Other | \$175.23 | \$223.00 | \$75.00 | \$215.00 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$119.50 | \$75.00 | na |
| Overtime | \$154.45 | \$239.00 | \$75.00 | na |
| Sunday/Holiday/Other | \$166.98 | \$239.00 | \$75.00 | na |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$179.50 | \$219.50 | \$576.75 |
| Overtime | \$332.75 | \$244.00 | \$307.00 | \$788.00 |
| Sunday/Holiday/Other | \$386.39 | \$280.50 | \$395.00 | \$959.75 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$96.00 | \$62.75 | \$143.00 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$91.25 | \$60.70 | \$117.75 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$118.75 | \$78.51 | \$153.00 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$125.00 | \$91.12 | \$176.50 |

| | U.S. Average | Austin | Baltimore | Boston |
|----------------------------------------------------------------------------|---------------------|---------------|------------------|---------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$79.00 | \$86.50 | \$138.88 |
| Overtime | \$162.02 | \$138.25 | \$133.25 | \$207.63 |
| Sunday/Holiday/Other | \$192.97 | \$158.00 | \$133.25 | \$262.25 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$150.00 | \$86.50 | \$82.00 |
| Overtime | \$177.05 | \$225.00 | \$133.25 | \$123.00 |
| Sunday/Holiday/Other | \$211.24 | \$300.00 | \$153.00 | \$164.00 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$120.00 | \$80.00 | \$70.00 |
| Overtime | \$164.40 | na | \$120.00 | \$105.00 |
| Sunday/Holiday/Other | \$175.23 | na | \$120.00 | \$105.00 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | na | \$80.00 | \$70.00 |
| Overtime | \$154.45 | na | \$120.00 | \$105.00 |
| Sunday/Holiday/Other | \$166.98 | na | \$120.00 | \$105.00 |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$160.50 | \$252.00 | \$352.38 |
| Overtime | \$332.75 | \$225.00 | \$294.75 | \$492.25 |
| Sunday/Holiday/Other | \$386.39 | \$289.00 | \$353.75 | \$604.13 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$85.95 | \$103.05 | \$132.19 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | na | \$96.75 | \$122.13 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$116.04 | \$126.16 | \$161.55 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | na | \$159.06 | \$183.19 |

| | U.S. Average | Charlotte | Chicago | Cincinnati |
|----------------------------------------------------------------------------|---------------------|------------------|----------------|-------------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$85.75 | \$111.08 | \$108.50 |
| Overtime | \$162.02 | \$128.75 | \$172.78 | \$190.50 |
| Sunday/Holiday/Other | \$192.97 | \$171.50 | \$220.53 | \$217.00 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$88.50 | \$122.70 | \$99.50 |
| Overtime | \$177.05 | \$132.75 | \$184.70 | \$149.00 |
| Sunday/Holiday/Other | \$211.24 | \$177.00 | \$246.73 | \$199.00 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | na | \$101.00 | na |
| Overtime | \$164.40 | na | \$148.50 | na |
| Sunday/Holiday/Other | \$175.23 | na | \$195.50 | na |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$70.00 | \$101.75 | na |
| Overtime | \$154.45 | na | \$149.63 | na |
| Sunday/Holiday/Other | \$166.98 | na | \$197.88 | na |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$147.00 | \$346.82 | \$253.00 |
| Overtime | \$332.75 | \$190.50 | \$482.92 | \$354.00 |
| Sunday/Holiday/Other | \$386.39 | \$233.75 | \$610.69 | \$455.00 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$76.00 | \$95.02 | \$97.20 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$77.75 | \$82.08 | \$97.20 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$101.25 | \$104.34 | \$126.36 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$116.75 | \$126.47 | \$155.52 |

| | U.S. Average | Cleveland | Dallas | Denver |
|----------------------------------------------------------------------------|---------------------|------------------|---------------|---------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$90.87 | \$80.25 | \$88.13 |
| Overtime | \$162.02 | \$136.15 | \$120.50 | \$143.63 |
| Sunday/Holiday/Other | \$192.97 | \$181.68 | \$160.63 | \$164.75 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | na | \$79.50 | na |
| Overtime | \$177.05 | na | \$119.50 | na |
| Sunday/Holiday/Other | \$211.24 | na | \$159.25 | na |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$82.00 | \$67.50 | na |
| Overtime | \$164.40 | \$164.00 | \$122.50 | na |
| Sunday/Holiday/Other | \$175.23 | \$164.00 | \$135.00 | na |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$82.00 | \$60.00 | \$75.00 |
| Overtime | \$154.45 | \$164.00 | \$120.00 | na |
| Sunday/Holiday/Other | \$166.98 | \$164.00 | \$120.00 | na |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$255.96 | \$140.00 | na |
| Overtime | \$332.75 | \$350.68 | \$202.75 | na |
| Sunday/Holiday/Other | \$386.39 | \$445.39 | \$281.25 | na |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$107.84 | \$62.83 | \$101.18 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$96.84 | \$62.30 | \$71.00 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$171.41 | \$85.78 | \$127.57 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$154.94 | \$95.88 | \$106.50 |

| | U.S. Average | Detroit | Ft Lauderdale | Honolulu |
|----------------------------------------------------------------------------|--------------|----------|---------------|----------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$86.00 | \$80.00 | \$87.25 |
| Overtime | \$162.02 | \$128.75 | \$140.00 | \$141.00 |
| Sunday/Holiday/Other | \$192.97 | \$164.50 | \$140.00 | \$141.00 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$83.75 | na | na |
| Overtime | \$177.05 | \$125.75 | na | na |
| Sunday/Holiday/Other | \$211.24 | \$161.30 | na | na |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$83.00 | \$78.00 | \$105.00 |
| Overtime | \$164.40 | \$119.00 | \$156.00 | \$210.25 |
| Sunday/Holiday/Other | \$175.23 | \$152.00 | \$156.00 | \$210.25 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$83.24 | na | na |
| Overtime | \$154.45 | \$118.57 | na | na |
| Sunday/Holiday/Other | \$166.98 | \$151.81 | na | na |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$425.30 | na | na |
| Overtime | \$332.75 | \$557.50 | na | na |
| Sunday/Holiday/Other | \$386.39 | \$689.50 | na | na |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$81.25 | \$81.00 | na |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$67.50 | \$93.15 | \$104.00 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$87.75 | \$121.10 | \$130.00 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | na | \$149.04 | \$156.00 |

| | U.S. Average | Houston | Indianapolis | Las Vegas |
|----------------------------------------------------------------------------|--------------|----------|--------------|-----------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$80.00 | \$89.50 | \$94.63 |
| Overtime | \$162.02 | \$120.00 | \$134.50 | \$163.06 |
| Sunday/Holiday/Other | \$192.97 | \$160.00 | \$179.00 | \$163.06 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$80.00 | na | \$111.75 |
| Overtime | \$177.05 | \$120.00 | na | \$193.63 |
| Sunday/Holiday/Other | \$211.24 | \$160.00 | na | \$193.63 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$60.00 | \$91.00 | \$102.67 |
| Overtime | \$164.40 | \$120.00 | na | \$197.50 |
| Sunday/Holiday/Other | \$175.23 | \$120.00 | na | \$197.50 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$60.00 | \$91.00 | \$98.13 |
| Overtime | \$154.45 | \$120.00 | na | \$191.88 |
| Sunday/Holiday/Other | \$166.98 | \$120.00 | na | \$191.88 |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$120.00 | \$156.50 | \$187.38 |
| Overtime | \$332.75 | \$160.00 | \$201.50 | \$262.19 |
| Sunday/Holiday/Other | \$386.39 | \$160.00 | \$246.00 | \$262.19 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$67.00 | \$101.00 | \$85.50 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$65.00 | \$89.25 | \$94.04 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$84.50 | \$116.25 | \$129.65 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$97.50 | \$134.00 | \$139.12 |

| | U.S. Average | Long Beach | Los Angeles | Louisville |
|----------------------------------------------------------------------------|--------------|------------|-------------|------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$111.50 | \$134.25 | \$97.75 |
| Overtime | \$162.02 | \$195.25 | \$241.75 | \$147.25 |
| Sunday/Holiday/Other | \$192.97 | \$195.25 | \$308.75 | \$195.75 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$122.50 | \$158.00 | na |
| Overtime | \$177.05 | \$214.00 | \$237.00 | na |
| Sunday/Holiday/Other | \$211.24 | \$214.00 | \$275.00 | na |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$122.50 | \$124.50 | \$70.00 |
| Overtime | \$164.40 | \$245.00 | \$187.00 | \$115.00 |
| Sunday/Holiday/Other | \$175.23 | \$245.00 | \$187.00 | \$115.00 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$122.50 | na | \$75.00 |
| Overtime | \$154.45 | \$245.00 | na | na |
| Sunday/Holiday/Other | \$166.98 | \$245.00 | na | na |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$187.75 | \$190.00 | \$198.75 |
| Overtime | \$332.75 | \$263.25 | \$253.50 | \$264.75 |
| Sunday/Holiday/Other | \$386.39 | \$263.25 | \$291.75 | \$330.75 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$139.50 | \$149.75 | \$100.13 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$153.45 | \$154.75 | \$87.98 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$199.49 | \$201.25 | \$114.37 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$245.52 | \$232.25 | \$140.76 |

| | U.S. Average | Miami | Minneapolis | Nashville |
|----------------------------------------------------------------------------|--------------|----------|-------------|-----------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$80.00 | \$113.00 | \$79.75 |
| Overtime | \$162.02 | \$140.00 | \$169.50 | \$119.75 |
| Sunday/Holiday/Other | \$192.97 | \$140.00 | \$226.00 | \$159.50 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$104.00 | \$135.45 | \$84.50 |
| Overtime | \$177.05 | \$208.00 | \$203.25 | \$127.00 |
| Sunday/Holiday/Other | \$211.24 | \$208.00 | \$203.25 | \$169.00 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$88.00 | \$111.00 | \$70.00 |
| Overtime | \$164.40 | \$160.00 | \$167.00 | \$100.00 |
| Sunday/Holiday/Other | \$175.23 | \$160.00 | \$222.00 | \$100.00 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$119.00 | na | \$60.00 |
| Overtime | \$154.45 | \$238.00 | na | \$90.00 |
| Sunday/Holiday/Other | \$166.98 | \$238.00 | na | \$120.00 |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$167.50 | \$166.00 | \$230.50 |
| Overtime | \$332.75 | \$235.00 | \$235.25 | \$322.25 |
| Sunday/Holiday/Other | \$386.39 | \$235.00 | \$235.25 | \$414.75 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$82.80 | \$98.50 | \$93.60 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$103.50 | \$79.75 | \$84.60 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | na | \$103.75 | \$109.98 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | na | \$119.75 | \$131.13 |

| | U.S. Average | New Orleans | New York | Orlando |
|----------------------------------------------------------------------------|---------------------|--------------------|-----------------|----------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$93.00 | \$201.33 | \$66.08 |
| Overtime | \$162.02 | \$139.50 | \$270.83 | \$123.65 |
| Sunday/Holiday/Other | \$192.97 | \$186.00 | \$349.83 | \$123.65 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$79.50 | \$206.25 | \$71.08 |
| Overtime | \$177.05 | \$119.50 | \$277.50 | \$121.15 |
| Sunday/Holiday/Other | \$211.24 | \$158.75 | \$358.50 | \$143.65 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$76.00 | \$133.50 | \$90.00 |
| Overtime | \$164.40 | \$113.00 | \$175.00 | \$135.00 |
| Sunday/Holiday/Other | \$175.23 | \$113.00 | \$175.00 | \$180.00 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$76.00 | \$113.00 | \$90.00 |
| Overtime | \$154.45 | \$113.00 | \$181.00 | \$135.00 |
| Sunday/Holiday/Other | \$166.98 | \$113.00 | \$181.00 | \$180.00 |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$146.50 | \$972.75 | \$145.40 |
| Overtime | \$332.75 | \$186.25 | \$1,095.25 | \$206.78 |
| Sunday/Holiday/Other | \$386.39 | \$225.75 | \$1,216.25 | \$206.78 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$93.00 | \$190.17 | \$57.78 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$93.00 | \$205.67 | \$51.55 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | na | \$267.33 | \$64.29 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | na | \$308.17 | \$71.94 |

| | U.S. Average | Philadelphia | Phoenix | Pittsburgh |
|----------------------------------------------------------------------------|--------------|--------------|----------|------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$137.50 | \$96.25 | \$102.25 |
| Overtime | \$162.02 | \$199.38 | \$144.50 | \$153.25 |
| Sunday/Holiday/Other | \$192.97 | \$263.63 | \$192.50 | \$204.25 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$131.00 | na | \$102.25 |
| Overtime | \$177.05 | \$197.00 | na | \$153.25 |
| Sunday/Holiday/Other | \$211.24 | \$262.00 | na | \$204.25 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$99.00 | \$88.00 | \$78.00 |
| Overtime | \$164.40 | \$149.00 | \$176.00 | \$112.50 |
| Sunday/Holiday/Other | \$175.23 | \$198.00 | \$176.00 | \$144.00 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$90.00 | \$92.40 | \$68.00 |
| Overtime | \$154.45 | \$135.00 | \$138.60 | \$97.00 |
| Sunday/Holiday/Other | \$166.98 | \$180.00 | \$184.80 | \$118.50 |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$309.00 | \$370.75 | \$281.50 |
| Overtime | \$332.75 | \$374.00 | \$482.00 | \$328.25 |
| Sunday/Holiday/Other | \$386.39 | \$438.00 | \$576.75 | \$374.50 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$122.83 | \$78.25 | \$121.50 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$132.45 | \$74.00 | \$114.75 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$172.19 | \$96.25 | \$149.25 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$198.68 | \$111.00 | \$172.25 |

| | U.S. Average | Reno | Salt Lake City | San Antonio |
|----------------------------------------------------------------------------|--------------|----------|----------------|-------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$89.75 | \$94.50 | \$78.00 |
| Overtime | \$162.02 | \$156.75 | \$141.50 | \$116.00 |
| Sunday/Holiday/Other | \$192.97 | \$156.75 | \$141.50 | \$116.00 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | na | \$132.50 | na |
| Overtime | \$177.05 | na | \$198.25 | na |
| Sunday/Holiday/Other | \$211.24 | na | \$198.25 | na |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$109.75 | \$106.00 | na |
| Overtime | \$164.40 | \$219.50 | \$211.75 | na |
| Sunday/Holiday/Other | \$175.23 | \$219.50 | \$211.75 | na |
| Plumber/Hour | | | | |
| Regular | \$88.80 | na | na | na |
| Overtime | \$154.45 | na | na | na |
| Sunday/Holiday/Other | \$166.98 | na | na | na |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$165.50 | \$151.75 | na |
| Overtime | \$332.75 | \$231.75 | \$193.25 | na |
| Sunday/Holiday/Other | \$386.39 | \$231.75 | \$193.25 | na |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$79.88 | \$115.50 | \$68.00 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$64.13 | \$118.50 | \$66.00 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$83.37 | \$154.25 | \$86.00 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$102.60 | \$177.75 | \$99.00 |

| | U.S. Average | San Diego | San Francisco | San Jose-Santa Clara |
|----------------------------------------------------------------------------|--------------|-----------|---------------|----------------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$127.50 | \$132.25 | \$98.75 |
| Overtime | \$162.02 | \$226.50 | \$231.50 | \$172.75 |
| Sunday/Holiday/Other | \$192.97 | \$259.00 | \$231.50 | \$172.75 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$95.00 | \$123.10 | \$157.50 |
| Overtime | \$177.05 | \$190.00 | \$216.40 | \$244.00 |
| Sunday/Holiday/Other | \$211.24 | \$190.00 | \$216.40 | \$244.00 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$132.50 | \$135.13 | \$119.50 |
| Overtime | \$164.40 | \$240.00 | \$270.25 | \$239.00 |
| Sunday/Holiday/Other | \$175.23 | \$240.00 | \$270.25 | \$239.00 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$108.00 | \$95.80 | \$140.00 |
| Overtime | \$154.45 | \$216.00 | \$191.60 | \$210.00 |
| Sunday/Holiday/Other | \$166.98 | \$216.00 | \$191.60 | \$210.00 |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$192.00 | \$207.15 | \$238.50 |
| Overtime | \$332.75 | \$269.00 | \$300.55 | \$334.00 |
| Sunday/Holiday/Other | \$386.39 | \$269.00 | \$300.55 | \$334.00 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$115.13 | \$162.30 | \$140.52 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$113.13 | \$120.00 | \$86.85 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$147.12 | \$223.67 | \$174.63 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$174.98 | \$180.00 | \$138.96 |

| | U.S. Average | Seattle | St. Louis | Washington, DC |
|----------------------------------------------------------------------------|---------------------|----------------|------------------|-----------------------|
| General Display Labor/Hour | | | | |
| Regular | \$101.75 | \$97.50 | \$119.00 | \$94.25 |
| Overtime | \$162.02 | \$174.63 | \$179.00 | \$141.38 |
| Sunday/Holiday/Other | \$192.97 | \$174.63 | \$238.00 | \$181.00 |
| Rigger/Hour | | | | |
| Regular | \$113.70 | \$117.63 | \$119.00 | \$93.00 |
| Overtime | \$177.05 | \$189.25 | \$179.00 | \$139.75 |
| Sunday/Holiday/Other | \$211.24 | \$189.25 | \$238.00 | \$219.00 |
| Electrician/Hour | | | | |
| Regular | \$95.74 | \$88.00 | \$81.00 | \$95.00 |
| Overtime | \$164.40 | \$132.00 | \$121.50 | \$181.00 |
| Sunday/Holiday/Other | \$175.23 | \$176.00 | \$162.00 | \$181.00 |
| Plumber/Hour | | | | |
| Regular | \$88.80 | \$88.00 | \$81.00 | \$91.00 |
| Overtime | \$154.45 | \$132.00 | \$162.00 | \$174.00 |
| Sunday/Holiday/Other | \$166.98 | \$176.00 | \$162.00 | \$174.00 |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | \$252.56 | \$159.88 | \$290.00 | \$295.75 |
| Overtime | \$332.75 | \$207.38 | \$406.00 | \$344.75 |
| Sunday/Holiday/Other | \$386.39 | \$205.13 | \$522.00 | \$393.25 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$102.88 | \$88.78 | \$104.13 | \$128.78 |
| Direct Crated Shipments to Exhibit Hall CWT | \$96.96 | \$89.70 | \$92.43 | \$109.75 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | \$132.00 | \$114.85 | \$120.16 | \$161.76 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | \$149.46 | \$156.50 | \$138.65 | \$164.75 |

2013 & 2015 U.S. National Average Comparison

| U.S. Average | 2015 | 2013 | 2-Yr Compound Annual Growth Rate |
|-------------------------------------------------------------------------------------|-------------|-------------|-----------------------------------------|
| General Display Labor/Hour (Regular Time) | \$101.75 | \$91.28 | 5.6% |
| Rigger/Hour (Regular Time) | \$113.70 | \$96.52 | 8.5% |
| Electrician/Hour (Regular Time) | \$95.74 | \$89.34 | 3.5% |
| Forklift with Operator/Lowest Weight Range/Hour (Regular Time) | \$252.56 | \$196.28 | 13.4% |
| Drayage Per CWT: Advance Shipments to Official Service Contractor Warehouse | \$102.88 | \$89.93 | 7.0% |
| Drayage Per CWT: Direct Crated Shipments to Exhibit Hall | \$96.96 | \$84.46 | 7.1% |
| Drayage Per CWT: Direct Crated Shipments to Exhibit Hall Requiring Special Handling | \$132.00 | \$109.74 | 9.7% |

Canadian Labor Rates 2015

| | Montreal | Toronto | Vancouver | Canadian Ave. |
|----------------------------------------------------------------------------|----------|----------|-----------|---------------|
| General Display Labor/Hour | | | | |
| Regular | \$70.00 | \$104.00 | \$105.00 | \$93.00 |
| Overtime | \$105.00 | \$156.00 | \$135.50 | \$132.17 |
| Sunday/Holiday/Other | \$139.00 | \$203.00 | \$166.00 | \$169.33 |
| Rigger/Hour | | | | |
| Regular | na | \$130.00 | na | \$130.00 |
| Overtime | na | \$191.00 | na | \$191.00 |
| Sunday/Holiday/Other | na | \$191.00 | na | \$191.00 |
| Electrician/Hour | | | | |
| Regular | na | na | \$95.00 | \$95.00 |
| Overtime | na | na | \$127.00 | \$127.00 |
| Sunday/Holiday/Other | na | na | \$127.00 | \$127.00 |
| Plumber/Hour | | | | |
| Regular | na | na | \$96.00 | \$96.00 |
| Overtime | na | na | \$128.00 | \$128.00 |
| Sunday/Holiday/Other | na | na | \$128.00 | \$128.00 |
| Forklift-Operator/Lowest Weight Range/Hour | | | | |
| Regular | na | \$232.00 | \$173.00 | \$202.50 |
| Overtime | na | \$315.50 | \$216.00 | \$265.75 |
| Sunday/Holiday/Other | na | \$340.00 | \$250.00 | \$295.00 |
| Material Handling | | | | |
| Advance Shipments to Official Service Contractor Per CWT | \$70.00 | na | \$100.50 | \$85.25 |
| Direct Crated Shipments to Exhibit Hall CWT | na | na | \$100.50 | \$100.50 |
| Direct Crated Shipments to Exhibit Hall Requiring Special Handling Per CWT | na | na | \$150.00 | \$150.00 |
| Direct Uncrated & Loose Shipments to Exhibit Hall Per CWT | na | na | na | na |

Important Information About the Study

It is important to note that the rate data should only be used to develop general ballpark estimates. It is common for convention, exhibition and event labor and service rates to vary widely, even for similar types of events held in the same facilities at the same time of year. The size of the event, the move-in and move-out periods, and if shows fall over or near holiday periods can impact these rates significantly. Convention center design and functionality issues, labor union rules, and the manpower and time required to fulfill services can also impact rates and final charges to exhibitors. Additionally, the number and capacity of loading docks and freight elevators in venues, for example, can also impact rates and overall costs.

The information contained in this report was collected from sources we believe to be authoritative and reliable. However, we do not and cannot guarantee the accuracy or completeness of any such information. The estimates in this report are made in accordance with our professional judgment based upon available information. We do not guarantee that our assumptions are correct or that actual results will meet our estimates.



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