



INDEPENDENT

The business
event for the
hotel community

HOTEL

SHOW

M I A M I

September 18-19, 2024

Miami Beach Convention Center

PROSPECTIVE EXHIBITOR INFORMATION

[INDEPENDENTHOTELSHOW.US](https://independenthotelshow.us)



Welcome to the Independent Hotel Show 2024



IH.

Welcome to Independent Hotel Show Miami, the most comprehensive, dedicated event for the luxury, boutique, and independent hotel sector which focuses on hotel industry trends and emerging opportunities for today's independent hoteliers to help grow their businesses and enhance the guest experience.

Our mission is to broaden the support of the hotelier community by expanding to serve the North American, Caribbean, and Central American audience of forward-thinking, independently spirited hoteliers.

After the successful launch of Independent Hotel Show Miami in 2023, we are delighted to be returning to Miami in 2024 and invite you to join us September 18-19 at the Miami Beach Convention Center to be a part of this unique and influential event.

Companies from across the supply chain are invited to benefit from the opportunity to sell directly to an engaged audience in search of the highest quality products and services. Don't miss out on the unparalleled opportunity to connect with our high-quality audience of hoteliers.

We look forward to welcoming you!



Miki LaSalle
Sales Manager
Exposition Development Company, Inc.
+1 (678) 381-8494
Miki.LaSalle@ExpoDevCo.com

WHY MIAMI?

IHS MIAMI 2024

In Q1 2023, US hotels exceeded Q1 2019 (pre pandemic) RevPAR levels by 13%. For the remainder of 2023 and into 2024, demand growth from individual business travel and groups is expected to offset a softening in leisure demand. With flattening occupancy levels in 2024, growth is expected to come almost entirely from ADR, with an expected year-over-year increase in RevPAR of 3.5% – approximately 118% of pre-pandemic levels.¹

The North American luxury hotel market generated revenues of USD 2 billion in 2022 and is poised to register a CAGR of 8% for the forecast period (2023-2028). North America continues to be the largest and fastest growing region for this market.²

1. Source: PwC, based on data from STR

2. Source: Mordor Intelligence

With more than 24.2m visitors spending an average \$18 billion a year pre-covid, Miami has become a go-to destination for business expansion, growth, and investment across numerous industries. According to market research agency STR, Greater Miami ranked among the top 10 in the three key metrics use to measure hotel success – occupancy, average daily rate and revenue per available room – and with more than 55 hotels due to open by 2025 the market is buoyant.

This, coupled with close travel connections for hoteliers from the Caribbean and Latin America, Miami is the ideal location for the U.S. edition of the Independent Hotel Show.

Room revenue is estimated to recover to 16.1% ahead of 2019 levels in 2023, reaching 22.0% ahead in 2024.³

The Greater Miami Area alone is home to 576 hotels, consisting of approximately 66,800 hotel rooms.⁴

Miami is easily accessible – 400+ flights daily through Miami International Airport – the first airport in Florida and second in the U.S. to receive health accreditation from ACI World.⁵

Miami International Airport is the largest gateway between the United States and south to Latin America and the Caribbean.

3. Source: US Travel, STR

4. Source: STR/compiled by GMCVB Research Division

5. Source: Miami CVB

WHO SHOULD EXHIBIT?

The Independent Hotel Show will meet the needs of any business operating or wanting to operate within this flourishing sector. This includes businesses from but not limited to:

AUDIO & ENTERTAINMENT

Guest facing technologies - in-room entertainment, smart technology, internet, wifi, door locking, telecommunications and audio-visual systems.

BEDS & BEDDING

Mattresses, comforters, duvets, sheets, and pillows.

BOUTIQUE/GIFT & RESORT WEAR

Bags, gifts, jewelry, sundries, and apparel.

DESIGN & DECOR

Interior design – bed bath and living, furniture, soft furnishings, fabrics, wallcoverings and accessories, lighting, artwork, flooring and carpet. Exterior design – plant and garden, outdoor furniture.

FOOD & DRINK

Bar design and products, beer, wine, spirits, non-alcoholic drinks, coffee and teas, bar snacks, minibar products and equipment.

HOTEL SUPPORT SERVICES

Legal, finance, management and consultancy, insurance, property development, recruitment, staff and training.

HOUSEKEEPING & HOTEL PRODUCTS

Linens, tableware, uniforms, cosmetics, glassware and china, towels, toiletries, promotional and branded gifts.

MARKETING & BRANDING

Creative agencies, website design, print houses, graphic design, social media and marketing software.

SPA & WELLNESS

Spa design, products, gym equipment, pools, spa services, leisure and wellness equipment.

TECHNOLOGY

Back of house technologies – bookings and hotel management software, payment and revenue management systems, and hotel operation programs.



WHY EXHIBIT?



IHS MIAMI 2024

Showcase your products & services to 2,000+ luxury, boutique & independent hoteliers from North America, Canada, Latin America, and the Caribbean over 2 days.

Running a hotel is a time-consuming business, yet hoteliers need to continually evolve, source new products and ideas to increase revenue and create a personalized, distinctive, and enhanced guest experience.

The Independent Hotel Show is the targeted platform to meet hoteliers when they are fully engaged and ready to buy.

THE INDEPENDENT HOTEL SHOW WILL SHOWCASE YOUR BUSINESS TO THE LEADING PROFESSIONALS IN THE INDUSTRY ALLOWING YOU TO:

- Sell face to face to hundreds of potential buyers
- Generate sales leads, make direct sales, and build a qualified database
- Develop relationships with new and existing clients
- Build brand awareness
- Launch new products and educate buyers through product demonstrations
- Develop relationships with media and generate PR for your business
- Identify new distributors and partners

THE GUEST EXPERIENCE

We are dedicated to delivering an incredible guest experience for our attendees at the Independent Hotel Show – similar to what our hotelier audience strive to achieve in their properties each day. We do this for the benefit of hoteliers, exhibitors, and partners alike. Aside from our high-quality exhibition, this manifests across four communal spaces which include:

INNOVATION STAGE

A curated program of inspiring and practical education sessions covering the latest hotel trends and cutting-edge innovation with the goal of developing ground-breaking ideas and engaging conversations relevant to the boutique, lifestyle, and luxury hotel sectors.

THE LOBBY LOUNGE

The Independent Hotel Show's main social space, The Lobby Lounge is a place for visiting guests to work, network, host meetings, and eat and drink in an open communal environment that embodies qualities shared with a modern hotel's lobby space.

BUSINESS CENTER

A relaxed environment on the show floor where knowledge can be gained and shared. These tailored campfire-esque sessions, led by exhibitors, will provide a unique mix of presentations, products, and solutions for hoteliers.

THE SUITE

The Suite is a thoughtfully designed hospitality and networking space to offer VIP hotelier guests, speakers, and carefully selected industry partners, somewhere stylish, luxurious, aesthetically stimulating, and comfortable, a space off the show floor to do business and network.



WHO CHECKED IN?

(A selection of 2023 attendees)

1 Hotels

Abaco Blue Resort
American Hotels Group
American Queen Voyages
Amrit Ocean Resort and Residences
Appellation
Arte Hospitality
At Mine Hospitality
Atypiq Hotel
Auberge Godefroy
Axel Beach Miami
Beach Place Hotel
Biltmore Hotel
Biscayne Lady Yacht Charters
Captain Don's Habitat
Carillon Miami Wellness Resort
Casa Hotels
Casa San Bartolome
Casa Tua
Catalina Hotel and Beach Club
Choice Hotels
Circa 39 Hotel
Colina Secreta Glamping and Villas
Concord Hospitality
Conrad Fort Lauderdale Beach
CoralTree Hospitality
Curator Hotel and Resort Collection
Disney Cruise Line
Dolce Hotels and Resorts
E11EVEN HOTELS
Eau Palm Beach Resort and Spa
Ensenada Hotel y Campo
Esme Hotel
Faena Hotel Miami Beach
Fairmont Hotels and Resorts
Ferries del Caribe
Fifth Hotels
Fisher Island Club
Flamingo Waterpark Resort
Fontainebleau Miami Beach
Forty-One North
Fox and Hound Bed and Breakfast
Gale Miami Hotel and Residences

GF Hotels and Resorts

Grand Beach Hotel Group
Habitat Bonaire
Hard Rock Hotel
Harman's Luxury Log Cabins
Hermitage Bay Antigua
Highgate
Hilton
HOLA Ink
Hollywood Beach Hotels
Hollywood Beachside Boutique Suites
Hotel Champlain
Hotel Croydon
Hotel Fauchère
Hotel Greystone
Hotel Montfort
Hotel Ponce de Leon
Hotel V
House and Home Vacations
Hyatt
Hyvi Hospitality Group
Impulsive Charters
INNRoads Group
Intercontinental Hotel
Isla Palma Singer Island
Islander Resort
Ithaka Hospitality Partners
JW Marriott Quito
Kaiya Beach Resort
Karisma Hotels and Resorts
Kasa Living - El Paseo Hotel
Kasa Living, Inc
Kimpton Hotel Monaco Pittsburgh
Kimpton Surfcomber Hotel
L'Hôte
La Gorce Country Club
La Posada Milford
Leclerc Groupe Hôtelier
Local House
LSW Hotels
Luxury Hotel Partners
Mandarin Oriental Hotel Group
Marella Cruises

Marenas Beach Resort

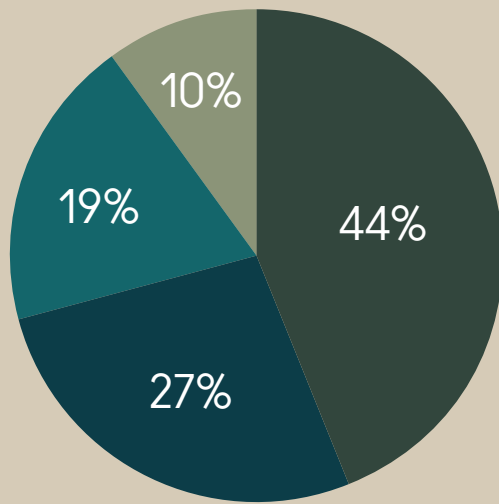
Marriott
Menin Hospitality
Miami Gardens Inn and Suites
Miami Southern Hotels
Milford Hospitality Group
Mills Park Hotel
Moxy Miami South Beach
Mr C Hotels
Namron Hospitality
Nautilus Sonesta Miami Beach
Newport News Hotel
Noble House Hotels and Resorts
Norwegian Cruise Line
Oceana Cruises
Orbitarq
Orchestra Hotels and Resort
Palm Beach Historic Inn
Panamera Hotels
Pelican Grand Beach Resort
Pestana South Beach Art Deco Hotel
Pivot Hotels
Rancho Santa Ana
Rebel Hotels
Riverside Hotel
Riviera South Beach
Roam Hotels
Roomza, Inc.
Royal Inn
Sagamore South Beach
Salt Hotels
Sanctuary Hotel New York
Sands Harbor Resort and Marina
Sherry Frontenac Hotel
Simpson Bay Suites
SMS Lodging
South Beach Group Hotels
Stay Hospitality
Staypineapple Hotels
Stellar Suites
Storied Collection
Super 8 Fargo ND
Surfcomber Hotel

Sydell Group

The Advantaged Yacht Charters
The Apollo Group
The Beekman
The Bike Inn, Bentonville
The Breakers Palm Beach
The Confidante Miami Beach
The Gabriel South Beach Hotel
The Gates Hotel South Beach
The Horse Shoe Farm
The Hotel at Auburn University and
Dixon Conference Center
The Laurel Hotel and Spa
The Link Hotel
The Miami Beach EDITION
The Palms Hotel and Spa
The Pelican Key Largo Waterfront Cottages
The Penny
The Perry Hotel Naples
The Ritz-Carlton, Bal Harbour
The Ritz-Carlton, South Beach
The Standard Hotel
The Standard Spa, Miami Beach
The Tel
The Vagabond Hotel
THesis Hotel Miami
Think Hospitality
Tom Quick Inn
Trump International Beach Resort
Trump International Hotel and Tower Chicago
Trump National Doral
Tuggle's Gap Roadside Inn
Urbanica Hotels
Verdanza Hotel
Victor Hotels
Villa Azur
Virgin Hotels
Virgin Voyages
W South Beach
Wake Inn
Whitetail Court
Wyndham Hotels
Yotel

2023 GUEST DEMOGRAPHICS

ESTABLISHMENT TYPE



- Independent Hotel
- Boutique Hotel
- Branded/Chain Hotel/Resort
- B&B/Inn/Alternative Accommodation

84%

Have Direct
Purchasing Power

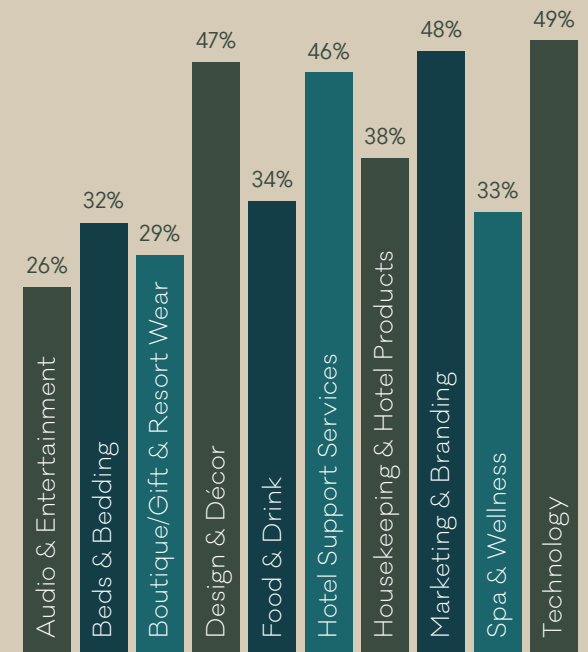
92%

of Attendees Likely to
Recommend Show to
a Colleague

80%

of Attendees Came
Primarily to Find New
Products and Suppliers

AREAS OF INTEREST



OUR SERVICE

A comprehensive business event to service the full hotel lifecycle. From investment and purchasing through to branding, design, operations, portfolio growth and selling; the show's content supports hoteliers in every stage of their hotel development.

OVER 200 QUALITY SUPPLIERS

We welcome representation from across the hotel supply chain. Exhibitor categories include but are not limited to:

AUDIO & ENTERTAINMENT

BEDS & BEDDING

BOUTIQUE/GIFT & RESORT WEAR

DESIGN & DECOR

FOOD & DRINK

HOTEL SUPPORT SERVICES

HOUSEKEEPING & HOTEL PRODUCTS

MARKETING & BRANDING

SPA & WELLNESS

TECHNOLOGY

EDUCATION PROGRAM

A huge draw in attracting our hotelier guests to the show, our education program addresses hot topics for hoteliers today.

INNOVATION STAGE

BUSINESS CENTER



JOIN US IN SHARING YOUR SOLUTIONS FOR THE MODERN HOTELIER. WHAT PRODUCT OR SERVICE CAN YOU OFFER?





JOIN US AS AN EXHIBITOR

Join our premium exhibitor line-up.
Minimum booth size is 100 square feet.

Contact us now to request a floorplan.

Miki LaSalle
+1 (678) 381-8494
Miki.LaSalle@ExpoDevCo.com

Advance Rate Pricing – Expires on May 31, 2024	RATE
Basic Raw Space (this is required to be selected by all Exhibitors)	\$4,950 per 10'x10' (100 nsf) Booth Unit
Open Corner Fee add-on	\$400 per corner
Hard-Wall Turnkey Package add-on	\$1,050 per 10'x10' unit
Carpet & Furniture only package add-on (already included with Hard-Wall package)	\$250 per 10'x10' unit
Lighting package add-on	\$550 per 10'x10' unit

Basic Raw Space for Custom Booths: \$4,950 per 10'x10' (100 nsf) Booth Unit (this is required to be selected by all Exhibitors)	<ul style="list-style-type: none">• Material Handling• Wastebasket & Trash Removal• Daily Vacuuming• Booth Personnel Badges• Online Directory Listing• Marketing Promotion Tools <p>*Please note, if taken without Hard-Wall package, exhibitor must use their own custom booth and bring their own walls and floor covering, or order a custom booth from the GSC.</p>
Open Corner Fee add-on: \$400 per open corner	Additional charge per open corner
Hard-Wall Turnkey Package add-on: \$1,050 10'x10' (100 nsf) Booth Unit (Only available as an add-on to the Basic Raw Space Package)	<ul style="list-style-type: none">• Hard-Wall (Shell Scheme) 8' high on 3 sides (2 sides for open corner locations)• Carpet (Standard show color)• 1x Square White Table• 2x White Folding Chairs
Carpet & Furniture only package add-on: \$250 10'x10' (100 nsf) Booth Unit (Only available as an add-on to the Basic Raw Space Package)	<ul style="list-style-type: none">• Carpet (Standard show color)• 1x Square White Table• 2x White Folding Chairs <p>*Please note, this is for custom booths only.</p>
Lighting package add-on: \$550 10'x10' (100 nsf) Booth Unit (Available as an add-on to either the Basic Raw Space or Hard-Wall Turnkey Packages)	<ul style="list-style-type: none">• 500 Watt / 120 Volt (5 Amps) electrical drop (can only be used for lighting package)• 1x 6' Black Track with 3 lights• Installation and Dismantle Labor

THE INDEPENDENT HOTEL SHOW PORTFOLIO

IH.

A M S T E R D A M

12-13 Mar 2024
RAI Amsterdam

IH.

M I A M I

September 18-19, 2024
Miami Beach
Convention Center

IH.

L O N D O N

15-16 Oct 2024
Olympia London

IH.

M U N I C H

20-21 Nov 2024
MOC Munich

CONTACT:

Miki LaSalle
+1 (678) 381-8494
Miki.LaSalle@ExpoDevCo.com



INDEPENDENTHOTELSHOW.US