



Membership is open to any company (sole proprietorship, partnership, or corporation) providing services and materials typically furnished for trade shows, conventions, exhibitions, events, or other meetings. ESCA membership is comprised of the following categories:

**Class I: OFFICIAL SERVICE CONTRACTOR:**

Any entity engaging as a general service contractor that has been in business for a minimum of 2 years and produces (6) 20,000 nsf events in one year, maintains a warehouse, owns exhibition set-up maintains a warehouse, owns exhibition set-up equipment, has ten or more permanent employees, and is capable of complete show production without the use of sub-contractors.

Tier A - Less than \$5M in Annual Revenue.....	\$1,500
Tier B - \$5M-\$15M in Annual Revenue.....	\$2,000
Tier C - \$15-\$500M in Annual Revenue.....	\$3,000
Tier D - Over \$500M in Annual Revenue.....	\$20,000

**Class II: EQUIPMENT & SUPPLIES PROVIDERS:**

Entities supplying equipment, tools, materials, and other essentials for executing trade shows and events. This includes:

- Furniture and booth setup equipment
- Carpeting and flooring solutions
- Scenic décor, event drapery, and specialty thematic design elements
- Trailer rentals
- Equipment rental (specifically tools, machinery, and other trade show necessities)
- Other related supplies

Tier A - Less than \$5M in Annual Revenue.....	\$1,500
Tier B - \$5M-\$15M in Annual Revenue.....	\$3,000
Tier C - \$15-\$500M in Annual Revenue.....	\$4,000
Tier D - Over \$500M in Annual Revenue.....	\$20,000

**Class III: TECHNOLOGIES & ELECTRICAL SERVICES:**

Entities that focus on specific, often technical or niche, event production and management aspects. This includes:

- AV (Audio-Visual) services
- Electrical services
- Digital and technological solutions
- Other niche services specific to event production

Technologies & Electrical Services.....	\$2,000
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**Class IV: LOGISTICS PROVIDERS:**

Entities responsible for the movement, storage, and flow of goods, services, and information within the overall event production supply chain.

Regional Logistics Providers.....	\$2,000
National Logistics Providers.....	\$4,000

**Class V: SPECIALTY SERVICES PROVIDERS:**

Entities offering unique or niche services to enhance the trade show experience. This includes specialty lighting, catering, booth design consultants, photography services, floral services, cleaning services, using and attendee transportation, and more.

Specialty Services Providers.....	\$2,000
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**Class VI: LABOR PROVIDERS:**

Entities directly responsible for supplying manpower for trade shows and events, which includes unions and labor supply companies.

Labor Providers.....	\$1,000
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**Class VII: VENUES:**

All convention and exhibition venues are eligible for membership in ESCA.

Venues.....	\$1,000
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**Class VIII: INDIVIDUAL MEMBERS:**

Any individual providing consultation or management services to exhibitions, trade associations, and independent exhibition organizers unaffiliated with Class I, II, or III members. Floor managers are in this category.

Individual Members.....	\$500
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**Class IV: AFFILIATE PARTNERS:**

Entities that support, collaborate, and engage with the industry but may not directly offer primary services or products for trade shows and events. This includes:

- Industry Partners: Organizations, associations, or entities that collaborate, partner, or engage in cooperative initiatives related to trade shows, conventions, exhibitions, and events.
- Press & Media: Outlets, agencies, or individuals involved in media, journalism, or coverage of the trade shows, exhibitions, and events sector.

**Class X: HONORARY MEMBERS**

Any individual who is not otherwise eligible for membership in ESCA elected by a two-thirds majority of the Board of Directors in recognition of significant contributions to the objectives and purpose of ESCA. Honorary members shall be exempt from dues and shall be entitled to all the rights and privileges of membership except voting or being a Director in the Association. All past presidents are eligible to be Honorary Members upon retirement from the industry.