

2025 OCEAN CITY TRADE EXPO

Produced by the OC Hotel-Motel-Restaurant Association - Celebrating 51 years uniting hospitality buyers and sellers!



Network

The largest hospitality gathering in the Mid-Atlantic. This sweet spot is a great way to connect with the hospitality industry.



Showcase


Display, demonstrate, & discuss all you offer, all in two days. Put a face behind your brand!




Casual Selling

Relaxed atmosphere of FUN makes selling easy. Come out of winter hibernation & kick off spring!

For More Information

 (410) 289-6733

 kaylee@ocvisitor.com

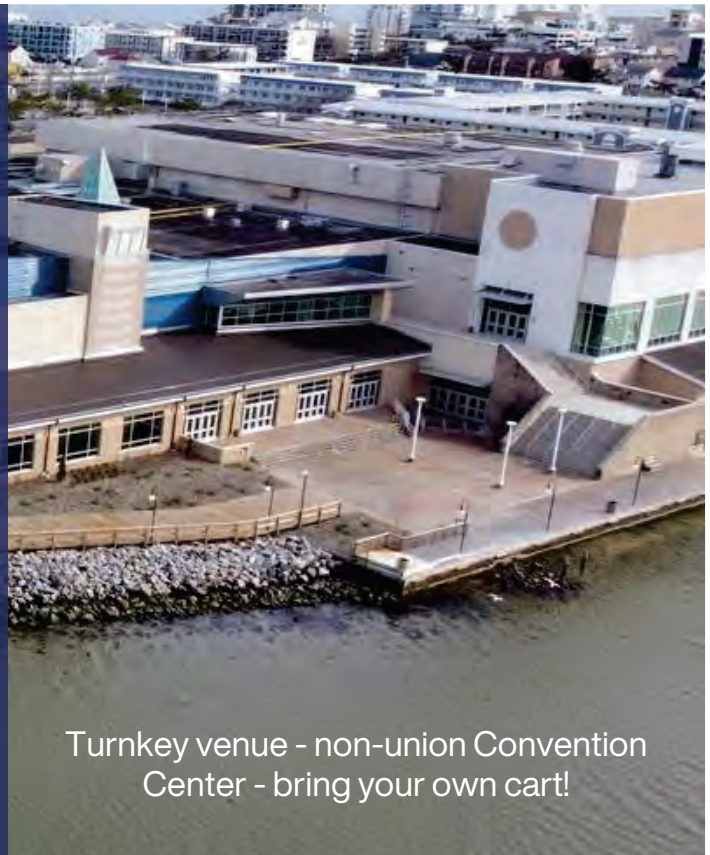
 OceanCityTradeExpo.com

2025 MARCH 2 & 3

Ocean City Convention Center
OceanCityTradeExpo.com

Attendees from MD, DE, VA, & DC

Bakery, Bar/Restaurant, Bed & Breakfast, Cafeteria, Campground, Casino, Catering, Coffee Shop, Colleges/Schools, Concessions, Conference/Convention Center, Condo/Property Management, Convenience/Liquor Store, Event Planning, Golf Courses, Hospital, Hotel/Motel, Ice Cream Shop, and Nightclub & Nursing Home, etc!



Turnkey venue - non-union Convention Center - bring your own cart!



Ingredients for Success

Since 1971, our Trade Association has been uniting hospitality. Access to our staff is easy- we are here to assist in growing your business!



Testimonial


"Reasons I exhibit - It's the only place I can see all my customers in one relaxing environment!" - Dan DiGrazio President of R&R Coatings



Check us Out

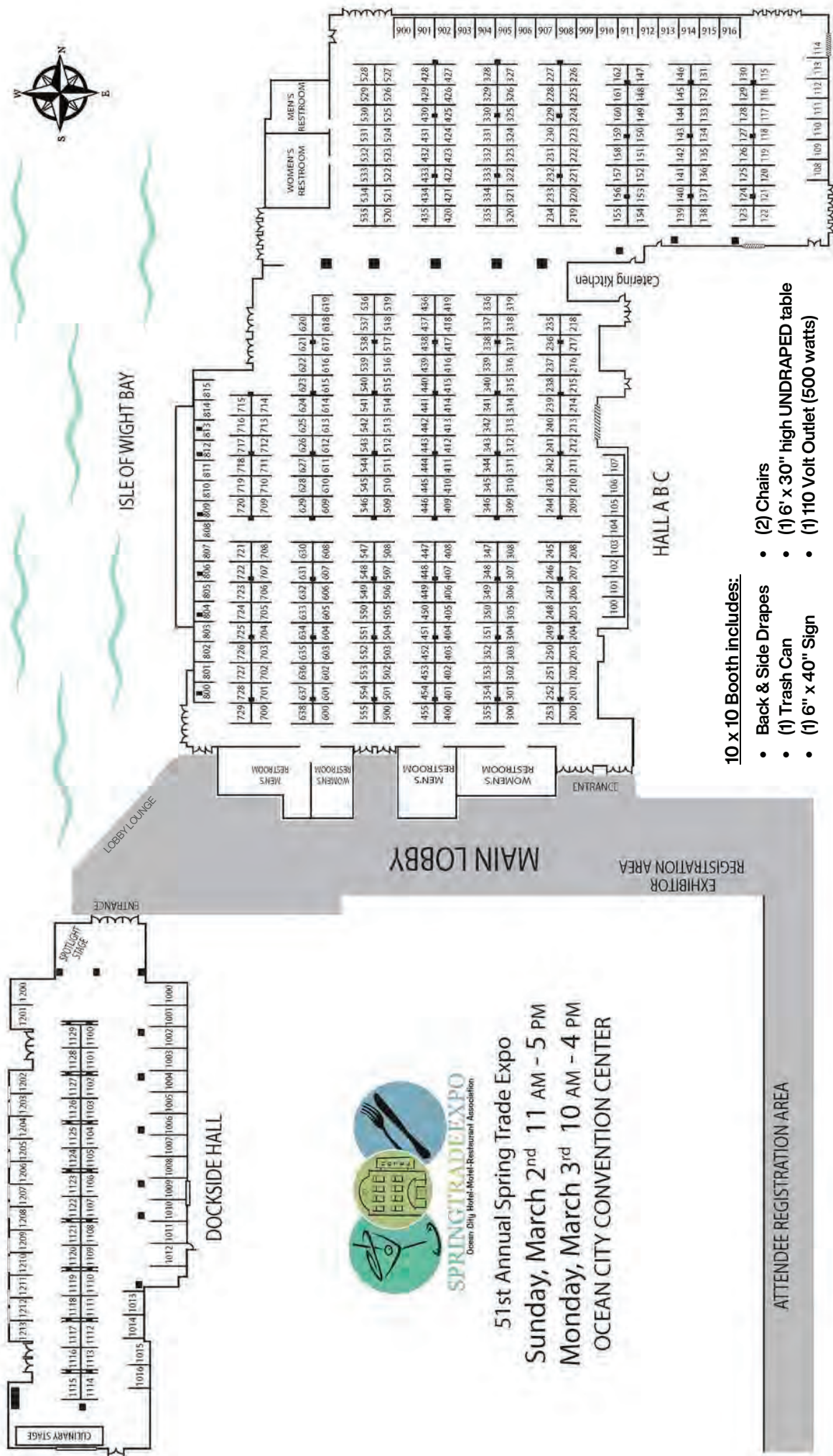
See who exhibited in 2024 and learn more by visiting our "Expo Info" & "About Us" pages on our site.

Reserve Your Space Today

 (410) 289-6733

 kaylee@ocvisitor.com

 OceanCityTradeExpo.com



51st Annual Spring Trade Expo
 Sunday, March 2nd 11 AM - 5 PM
 Monday, March 3rd 10 AM - 4 PM
 OCEAN CITY CONVENTION CENTER



10 x 10 Booth includes:

- Back & Side Drapes
- (1) Trash Can
- (2) Chairs
- (1) 6' x 30" high UNDRAPED table
- (1) 6" x 40" Sign
- (1) 110 Volt Outlet (500 watts)

Booth Fees:

- Standard Booth - OCHMRA Member Rate \$695, Non-member Rate \$795
- Corner Booth - OCHMRA Member Rate \$850, Non-member rate \$950
- Dockside Standard Booth - OCHMRA Member Rate \$450, Non-member rate \$550
- Dockside Corner Booth - OCHMRA Member Rate \$500, Non-member rate \$600

FILL OUT CONTRACT ON NEXT PAGE TO RESERVE YOUR SPACE BEFORE WE SELL OUT!



EXHIBIT BOOTH SPACE CONTRACT

OC Trade Expo - March 2 & 3, 2025 | Ocean City Convention Center

CONTACT INFO - enter how you'd like to appear on the website, print materials, and booth sign

Company Name _____ Key Contact Name _____

Mailing Address _____ City _____ State _____ Zip _____

Phone _____ Cell Phone _____

Email _____ Website _____
(linked online for free!)

BOOTH INFORMATION - (Previous year exhibitors have until September 30, 2024 to reclaim space by deposit).

Exhibit Hall Booth Info: 10 X 10 Exhibit Booth Includes: back & side drapes, (1) 6' x 30" high UNdraped table, (1) 110-volt electrical outlet, (1) 6" x 40" sign, (1) trashcan, and (2) chairs.

- Standard Booth** - OCHMRA Member Rate \$695, Non-Member Rate \$795
 - Corner Booth** - OCHMRA Member Rate \$850, Non-Member Rate \$950
 - Dockside Standard Booth** - OCHMRA Member Rate \$450, Non-Member Rate \$550
 - Dockside Corner Booth** - OCHMRA Member Rate \$500, Non-Member Rate \$600
- + **Add your logo to Expo site for \$50** = **Total: \$ _____**
check here

2025 Booth # Requested: 1st Choice _____ 2nd Choice _____

Please place me near alcohol booths: Yes _____ No _____ No Preference _____

PAYMENT AUTHORIZATION - Checks: payable to OCHMRA Credit Cards: A 2.5% service charge will be added if paying with card

Enclosed is a check for \$ _____, in total payment for booth space selected.

Enclosed is a check for \$ _____, which is 50% of the total cost of booth. *Full payment due by January 1, 2025*

Charge my (circle one): MC Visa Amex Discover **for (circle one)** 50% deposit or full amount + 2.5% processing

Card # _____ Exp. ____ / ____ V-Code _____

Signature _____

Return form to: **OCHMRA, 5700 Coastal Hwy. #302, Ocean City, MD 21842** or email to kaylee@ocvisitor.com

PLEASE SELECT THE CATEGORIES IN WHICH YOU WANT TO BE LISTED IN:

- | | | |
|---|---|--|
| <input type="checkbox"/> Accounting & Financial Planners | <input type="checkbox"/> Consulting & Organizations | <input type="checkbox"/> Lighting Maintenance & Installation |
| <input type="checkbox"/> Advertising, Marketing & Promo Products | <input type="checkbox"/> Desserts / Ice Cream | <input type="checkbox"/> Line Stripping |
| <input type="checkbox"/> Air Conditioning & Heating Systems / HVAC | <input type="checkbox"/> Dishwashing | <input type="checkbox"/> Linens & Linen Service / Towels & Bathrobes |
| <input type="checkbox"/> Air Duct Cleaning & Purification Systems | <input type="checkbox"/> Doors & Hardware | <input type="checkbox"/> Mattresses & Frames / Bedding & Pillows |
| <input type="checkbox"/> Amenities & Guest Room Accessories | <input type="checkbox"/> Electrical Contractor | <input type="checkbox"/> Menus & Menu Signs |
| <input type="checkbox"/> Amusements / Game | <input type="checkbox"/> Elevator Sales & Service | <input type="checkbox"/> Outdoor Furniture, Screen Porches & Shades |
| <input type="checkbox"/> Appliances & TV's | <input type="checkbox"/> Energy & Utilities | <input type="checkbox"/> Paper Products & Party Supplies |
| <input type="checkbox"/> Architectural Engineering & Interior Design | <input type="checkbox"/> EV Charging / Installation | <input type="checkbox"/> Payroll Services |
| <input type="checkbox"/> Art, Furniture, Mirrors & More | <input type="checkbox"/> Exterior Railings | <input type="checkbox"/> Pest Control |
| <input type="checkbox"/> ATM Machines | <input type="checkbox"/> Fire Systems / Services | <input type="checkbox"/> Photography |
| <input type="checkbox"/> Audio-Video Systems | <input type="checkbox"/> Fire, Wind, & Water Restoration | <input type="checkbox"/> Plumbing |
| <input type="checkbox"/> Bakery Equipment & Products | <input type="checkbox"/> Flooring Products & Tile / Grout Cleaning | <input type="checkbox"/> Pool Furniture, Maintenance & Management |
| <input type="checkbox"/> Banking / Financing / Credit Card Processing | <input type="checkbox"/> Food Products & Gourmet Specialties | <input type="checkbox"/> Property Maintenance Items & Services |
| <input type="checkbox"/> Banners & Signs | <input type="checkbox"/> Foodservice Smallware | <input type="checkbox"/> Roofing & Sheet Metal Contracting |
| <input type="checkbox"/> Bathroom Fixtures / Renovation / Repair | <input type="checkbox"/> Fryer & Oil Management | <input type="checkbox"/> Screen Printing & Embroidered Merch |
| <input type="checkbox"/> Beverages, Coffee, Drink Mixes & Equipment | <input type="checkbox"/> Graphic / Web Design & Printers | <input type="checkbox"/> Seafood |
| <input type="checkbox"/> Boilers, Compressors, Pumps & Filtration | <input type="checkbox"/> Gutter Systems | <input type="checkbox"/> Security & Video Surveillance |
| <input type="checkbox"/> Breweries / Distilleries / Spirits | <input type="checkbox"/> Hotel Data & Technology | <input type="checkbox"/> Staffing & Training - CPR, AED, & Firearms |
| <input type="checkbox"/> Business Equipment / Office Products & Supplies | <input type="checkbox"/> Ice Machines & Products | <input type="checkbox"/> Trucks & Vans |
| <input type="checkbox"/> Candy / Snacks / Convenience Items / Grocery | <input type="checkbox"/> ID Verification | <input type="checkbox"/> Uniforms & T-Shirts |
| <input type="checkbox"/> Carpet, Restoration, & Upholstery Cleaning | <input type="checkbox"/> Insurance | <input type="checkbox"/> Waste & Recycling |
| <input type="checkbox"/> Ceilings | <input type="checkbox"/> IT - Networking & Tech. Solutions | <input type="checkbox"/> Water Service & Treatment |
| <input type="checkbox"/> Chutes | <input type="checkbox"/> Janitorial / Chemicals / Cleaning Supplies | <input type="checkbox"/> Windows & Wallcoverings |
| <input type="checkbox"/> Coatings Contractor / Supplier | <input type="checkbox"/> Key Cards, Locks & Safes | <input type="checkbox"/> Wine |
| <input type="checkbox"/> Communication. Equip. & Services / 2-way Radios & Paging | <input type="checkbox"/> Kitchen Equipment / Repair & Cleaning | |
| <input type="checkbox"/> Computer Software / POS / PMS Systems | <input type="checkbox"/> Landscaping | |
| <input type="checkbox"/> Construction / Contractors / Remodeling | <input type="checkbox"/> Laundry Equipment | |
- Other: _____

EXPOSITION RULES AND REGULATIONS

1. ASSIGNMENT OF DISPLAY SPACE

Space will be assigned by the Management in accordance with the policy announced at the time display space is offered for reservation. The management reserves the right to relocate display areas for the benefit of the exhibitor, or for the betterment of the exposition. No contract shall be in force until signed by the Management.

2. PAYMENT FOR DISPLAY SPACE

Partial or the entire payment may be made when the display space is requested. All space must be paid for in full ninety (90) days before the opening date of the exposition. Space not paid for by this date will be subject to cancellation and resale by the Management. Space reserved within ninety (90) days of the opening date must be paid for in full at the time application is made.

3. CANCELLATION OF DISPLAY SPACE

Display space may be canceled up to ninety (90) days prior to the opening date of the exposition and will be charged a \$50 processing fee; a cancellation charge equal to one half the price of the space will be made by the Management for space canceled forty five (45) to ninety (90) days prior to the opening date of the exposition, and, a cancellation charge equal to the full price of the space if canceled within forty five (45) working days of the opening date of the exposition. In case the exposition shall not be held, for any reason whatsoever, the rental and lease of space to the exhibitor shall be terminated, in which case the limit of claim for damage and/or compensation by the exhibitor shall be the prorated amount paid.

4. USE OF DISPLAY SPACE

- (a) In the event the exhibitor fails to install his display within the time limit set for opening the exposition, or fails to pay the space rental at the time specified or fails to comply with any provisions concerning his use of display space, the Management shall have the right possession of said space and resell same, or any part thereof.
- (b) All demonstrations, sales activities and distribution of circulars and promotion material must be confined to the limits of exhibitors booth. (No exhibitor shall assign, sublet, or share the space assigned without consent of the Management). Exhibitors must display goods manufactured or dealt in by them in their regular course of business, unless otherwise approved by the Management.
- (c) Exhibits, which include the operation of musical instruments, radios, sound, motion picture equipment, public address systems, or any noise making machines must be operated so that the noise resulting from there will not annoy or disturb adjacent exhibitors and their patrons, and must be approved by the Management. Annoying flashing lights are prohibited.
- (d) **ALL AWNINGS & TENTS MUST BE FLAME RETARDANT AND APPROVED BY SHOW MANAGEMENT.**

5. HEIGHT RESTRICTIONS

- (a) The standard booth equipment has a back wall 8 feet high and division side walls 33 inches high. The back half of the side walls of the booth may extend to the height of the back wall. The upper front half of the side wall must be open to permit side viewing through the booth.
- (b) A piece of equipment or a product that is an integral part of the display but not part of the booth, may extend above the back wall, as approved by the Management.
- (c) In no instance will the exhibitor be permitted to install a sign descriptive placard above the back wall.
- (d) The above and any other special or unusual exhibit construction or installation must be approved, in advance, by the Management.

6. INSTALLATION AND REMOVAL OF DISPLAYS

- (a) All displays must be erected and completely arranged for viewing by the date and hour officially announced for the opening of the exhibition, or for official inspection by the Management.
- (b) Noisy or unsightly work in any exhibitor's booth area after the above deadline is prohibited during exhibit hours.
- (c) Goods received after the opening of the exhibition must be delivered to the booth and arranged at times other than official exhibit hours.
- (d) Goods and materials used in any display (except bona fide samples) may not be removed from the exhibit hall or any outdoor exposition area until the exposition has been officially closed without the approval of the Management.
- (e) The deadline for clearance of all materials from the exhibit hall will be enforced. It is the sole responsibility of each to have materials packed, identified and cleared for shipment by such time.
- (f) The Management reserves the right, with no liability whatsoever for damage, spoilage, or loss, to dismantle dispose of, store and clear from the premises any display material, goods, property, or merchandise of an exhibitor who has failed to comply with the previous requirement, or to order such work to be done at the sole expense of the exhibitor.

7. OPERATING RESTRICTIONS

- (a) The Management reserves the right to restrict displays which because of noise, methods of operation, materials, or for any reason, become objectionable; and, to prohibit or remove any displays, which, in the opinion of the Management, detracts from the general character or appearance of the exposition.
- (b) No firm or organization not assigned space in the exposition will be permitted to solicit business within the exhibit area.
- (c) Trade publications are prohibited from soliciting subscriptions or advertising, except in their respective booths. Promotional activities will not be permitted outside assigned areas.
- (d) The serving and distribution of alcoholic beverages is subject to the shows regulations.
- (e) The use of live models, performers, and similar persons within the exhibit area for demonstrations, explanations, etc., shall be subject to the approval of the Management.

8. STORAGE OF PACKING CRATES AND BOXES

Exhibitors will not be permitted to store packing crates and boxes in their booths during the show period. But these, when properly marked, will be stored and returned to the booth by show employees. It is the exhibitor's responsibility to mark and identify his crates. Crates not properly marked or identified may be destroyed.

9. CARE OF BUILDING AND EQUIPMENT

Exhibitors and their agents shall not injure or deface walls, floors, or any part of the exhibit building, or booth materials and equipment of another exhibitor. When such damage appears, the exhibitor causing such damage is liable to the owner of the property so damaged.

10. PUBLIC POLICY

- (a) Each exhibitor is charged with knowledge of and compliance with all laws, ordinances and regulations pertaining to health, fire prevention and public safety.
- (b) All booth decorations must be flame proofed and all hangings must clear the floor. Electrical wiring must conform with National Electrical Code Safety Rules. If inspection indicates neglect in complying with these regulations, or otherwise presents a fire hazard or danger, the Management may cancel all or such part of a display as may be irregular, and effect the removal of same at the exhibitor's expense (A fire extinguisher must be provided if cooking.)

11. EXHIBITOR'S AUTHORIZED REPRESENTATIVES

Each exhibitor shall provide Management, in advance, the name and title of the person who will be in attendance at the exposition and responsible for the installation, operation and removal of the exhibit. Said representative shall be authorized to enter into such service contracts as may be necessary, for which the exhibitor shall be responsible. Badges must be worn on show floor at all times.

12. LIABILITY AND INSURANCE

- (a) Every reasonable precaution will be taken by the Management to protect property during installation show period and removal. However, neither the sponsor of the exposition, the Management, service contractors, building or ground officials, nor any officers, staff members, or directors of any of the same, are responsible for the safety of the property of exhibitors from theft or damage by fire, accident, vandalism, or other causes. Security will be on the premises as required.
- (b) All property of the exhibitor will remain under his custody and control in transit to, from, and within the confines of the exhibit hall, subject to the rules and regulations of the exposition. Exhibitors must carry appropriate insurance to cover display materials against damage and loss, and public liability insurance against injury to the person and property of others.

13. AGREEMENT

By signing the space application on the other side of this page, the exhibitor agrees to abide by these Rules and Regulations and the decisions of the Management.

14. LIABILITY

Exhibitor agrees to make no claim against the Ocean City Hotel-Motel-Restaurant Association nor its members, agents, employees, nor against the Ocean City Convention Center for loss, theft, damage or destruction of goods, nor for any injury to himself or employees while in the exposition quarters, nor for any damage of any nature or character whatsoever, including any damage to his business by reason of the failure to provide space for the exhibit, or the removal of the exhibit, nor for any action of any nature of the Association or its members, committees, employees or agents, nor for failure to hold the Show as scheduled.



SPONSORSHIP OPPORTUNITIES

Attendee Registration Confirmation Email - \$1,000 - Max. 1

Be seen by approximately 5,000 attendees who register online! Your company ad will be linked to your website and displayed at the bottom of the confirmation email sent to all online registrants. Additionally, your logo will be featured on our Sponsor Spotlight scrolling banner at the bottom of the Trade Expo home page. It's the perfect opportunity to enhance your visibility and engagement.

Attendee Marketing E-Lert - \$350 - Max. 2

Promote your brand directly to the opt-in list of Expo Attendees! Your company ad will feature prominently at the bottom of all 15 Expo email blasts. Don't miss this opportunity to reach potential customers before the event begins.

Listing Logo - \$50

Enhance your company's presence with your logo prominently featured on OceanCityTradeExpo.com. Set yourself apart from the competition and grab your audience from the moment they visit our site. Plus, as a special bonus, if you submit a new product or show specialss, your logo will also be featured alongside those listings.

Banner Ad on Expo Site - \$1,000 - Max. 1

Promote your brand by displaying YOUR digital banner on the Attendee Register page on our official Expo site. Additionally, your logo will be featured on our Sponsor Spotlight scrolling banner at the bottom of the Trade Expo Home Page.

Sponsor Spotlight Rotating Banner - \$250

Your logo will be featured on our dynamic Sponsor Spotlight scrolling banner, prominently positioned at the bottom of the Trade Expo Home Page.

Floor Decal - \$350 - Max. 4

Standing out amidst the bustling crowd is crucial, and a strategically placed floor decal can be the difference-maker. Your floor decal will be placed at 1 of the 4 Hall entrances, and the entrance location will be allocated on a first-come, first-served basis.

Digital Signage at Expo - \$300

Advertise your company on the digital screens located at Attendee Registration and in the Main Lobby. Sponsors will be highlighted in 3-second intervals, followed by schedules and announcements.

Lobby / Exhibit Hall Banner Signage - \$200 - Lobby Max. 4, Exhibit Hall Max. 16

Make an impact by positioning YOUR pull-up banner in the main lobby near registration/check-in, or in the middle of the exhibit hall against one of the columns between halls A/B/C. Locations will be allocated on a first-come, first-served basis.

Lobby Lounge Sponsor - \$250 - Max. 1

5 x 7 table tents on top of all the tables in the lobby lounge near the Concession Stand! This prime location helps you effectively promote your brand and capture the attention of potential buyers during breaks, enhancing your visibility.

Floorplan QR Code - \$350 - Max. 6

Grab Attendee's attention with your logo and booth # prominently displayed on the Expo floorplan. The QR code will lead to your website

Expo Schedule Hand Out Card - \$300 - Max. 6

Make a strong impression from the very start by featuring your company in the official check-in handout. With your company's logo, booth #, and QR code prominently displayed, you'll gain maximum visibility with all Attendees as they arrive. This strategic placement will effectively introduce your brand and drive increased traffic to your booth.

Solutions Showcase Workshop Sponsor - \$200

Kick off the Trade Expo on a high note by sponsoring one of our Solution Showcase Workshops. As a presenting sponsor, you'll receive prominent recognition in the Expo Program Guide and on the schedule boards throughout the event. Your company logo will also be featured in all social media posts related to the workshop and displayed on digital signage during the workshop.

For More Information



SPONSORSHIP & EXPO GUIDE ORDER FORM

Contact Information

Company Name _____ Contact Name _____
 Billing Address _____ City _____ State _____ Zip _____
 Phone _____ Email _____ Website _____

Sponsorship Order Form: *(Check All That Apply)*

Email Marketing

- Attendee Registration Confirmation Email.....\$1,000
- Attendee Marketing E-Lert.....\$350

Online Marketing

- Listing Logo.....\$50
- Banner Ad on Expo Site.....\$1,000
- Sponsor Spotlight Rotating Banner.....\$250

Signage

- Floor Decal.....\$350
- Digital Signage.....\$300
- Lobby/Hall Signage.....\$200

On-Site Sponsorships

- Lobby Lounge Sponsor.....\$350
- Floorplan QR Code.....\$350
- Expo Schedule Hand-Out.....\$300
- Solutions Showcase Sponsor.....\$200

Expo Program Guide

- Outside Back Cover.....\$425
- Inside Front Cover.....\$400
- Inside Back Cover.....\$400
- Full Page.....\$350
- Half Page.....\$225

**Must be paid in full on or before February 1st*

Total: \$ _____

Payment Information: *(Check One)*

Charge my (circle one): MC Visa Amex Discover
 Card # _____ Exp. ____/____ V-Code _____
 Signature _____

Please have OCHMRA call me for my credit card info

Mailing Check to: OCHMRA - 5700 Coastal Hwy. #302, Ocean City, MD 21842

Return Form To Kaylee Payne

✉ kaylee@ocvisitor.com

✉ 5700 Coastal Hwy. #302, Ocean City, MD 21842