



WORLD
EQUESTRIAN CENTER®
— OCALA, FL • WILMINGTON, OH —



2020
VENDOR KIT





Who We Are

At the intersection of sports, entertainment, events, tourism and hospitality, the **World Equestrian Center – Ocala** offers a rare combination of vast facilities and modern elegance. Located in Ocala, Florida, this world-class destination is home to six climate-controlled arenas totaling over 700,000 square feet of flexible indoor space. In addition, this facility includes multiple outdoor venues and performance fields to accommodate a variety of athletic events and conventions. Also featured on-site is a 15,000 square foot retail center, six on-site dining options and a world-class hotel with a fitness facility and full-service salon and day spa.

Conveniently located in southwest Ohio, the **World Equestrian Center – Wilmington**, Ohio annually hosts 32 weeks of USEF rated hunter/jumper horse shows. Dining, stabling and spa services are found among more than 200,000 square feet of climate-controlled riding space. Exhibitors may also enjoy a variety of on-site accommodations from charming cabins to luxury suites in the Neoclassical Mansion. The pinnacle of vendor sites is Vendor Village, a collection of New England storefront facades where vendors can display their products and easily close shop after each show day.

Our Philosophy

The World Equestrian Center is dedicated to offering great sport and good fun in a family-friendly environment, promising exhibitors an experience built on three core values: **Quality. Class. Distinction.**



Ocala - Rate Sheet

Exposition Centers

The exposition centers serve as the predominant space for vendors to display their merchandise in the allotted spaces. Floor ports, LED screens and off-site storage capacity are some of the amenities available as add-ons for purchase and vendors may bring their own indoor tents for setup. Vendors employing trailer units may opt to use the freight doors for moving product and all vehicles have easy access to on-site parking. Exposition center dogs shows, athletic competitions and several other events ensure steady foot traffic to vendor space at World Equestrian Center. Both vendors and visitors can take advantage of the high-speed Wi-Fi, restrooms and in-house concessions available at these facilities.

Ocala Mailing Address

1598 NW 87th Court Rd.
Flex Building 2 Structure
Ocala, FL 34482

Booth Space Weekly Fees

- 10' x 10' space = \$1,150
- 10' x 20' space = \$1,515
- 10' x 30' space = \$1,760
- 20' x 20' space = \$2,170
- 20' x 30' space = \$2,695

Larger vendor spaces can be accommodated, please contact Christy Baxter for details and pricing at christy.baxter@wec.net or 561.252.4510.

Trailer Space Weekly Fees

- 200 square feet or less = \$1,200
- Over 200 square feet = \$3.00/extra feet

Auxiliary Needs

- Electrical Cost (per hookup)
 - 20 AMP Electric = \$55 per week
 - 30 AMP Electric = \$100 per week
 - 50 AMP Electric = \$110 per week
- Wi-Fi = \$20 per week
- Walls - per wall section = \$55 (one time charge for multiple weeks)

Table/Chair/Carpet package available upon request. Please contact Christy Baxter for pricing.

Note: All charges are subject to a 7% sales tax. Administration Fee: 3% to be added to invoice total. Vendors staying less than 12 weeks will incur a 10% surcharge on the rates listed above.

Ocala Vendor Coordinator

Christy Baxter
561.252.4510
christy.baxter@wec.net

Vendor Space - Ocala Exposition Centers





Wilmington - Rate Sheet

Vendor Village

Vendor Village is located at the heart of World Equestrian Center – Wilmington where the connectors between the Roberts, Bradley and R+L Arenas meet. The climate-controlled, village square style setting hosts storefront facades around paved walkways and comfortable lounge space. After the horse show ends, vendors may lock their storefronts, conveniently securing their products for the next show or circuit. Both people and horses make use of the walkways and pedestrians may also come through visiting A Bit of Class Salon & Day Spa, Shaggy Chic Pet Parlor, Dark Horse Coffee Co. and the chapel.

R+L Arena Walkway

This space is located in the R+L Arena and contains ample opportunities for vendors operating out of mobile units as well as room to set up nonmobile displays. The nearby stands draw spectators to the R+L Arena and exhibitors frequently use the nearby connectors to access on-site stabling and the Ribbon Room.

Wilmington Mailing Address

4095 OH-730
Wilmington, OH 45177

Weekly Fees Inside Vendor Village

SIZE	BOUTIQUE	1 Week	5+ Weeks	10+ Weeks	15+ Weeks	20+ Weeks	25+ Weeks
15’ x 14’	A	\$525	\$500	\$475	\$450	\$425	\$400
13’ x 13’	B	\$425	\$400	\$375	\$360	\$340	\$320
10’ x 15’	C	\$375	\$355	\$340	\$320	\$300	\$280
10’ x 15’	D	\$375	\$355	\$340	\$320	\$300	\$280
10’ x 15’	E	\$375	\$355	\$340	\$320	\$300	\$280
10’ x 15’	F	\$375	\$355	\$340	\$320	\$300	\$280
10’ x 12’	G	\$300	\$285	\$270	\$255	\$240	\$240
10’ x 12’	H	\$300	\$285	\$270	\$255	\$240	\$240
10’ x 12’	I	\$300	\$285	\$270	\$255	\$240	\$240
10’ x 10’	J	\$250	\$240	\$225	\$212	\$200	\$190
13’ x 13’	K	\$425	\$400	\$375	\$360	\$340	\$320
10’ x 15’	L	\$375	\$355	\$340	\$320	\$300	\$280
14’ x 15’	M	\$525	\$500	\$475	\$450	\$425	\$400

Weekly Fees Outside Vendor Village

- Outside Rings
10’ x 10’ = \$300 (including electric)
- Tent space = \$350 (plus cost of tent if applicable)

Auxiliary Needs

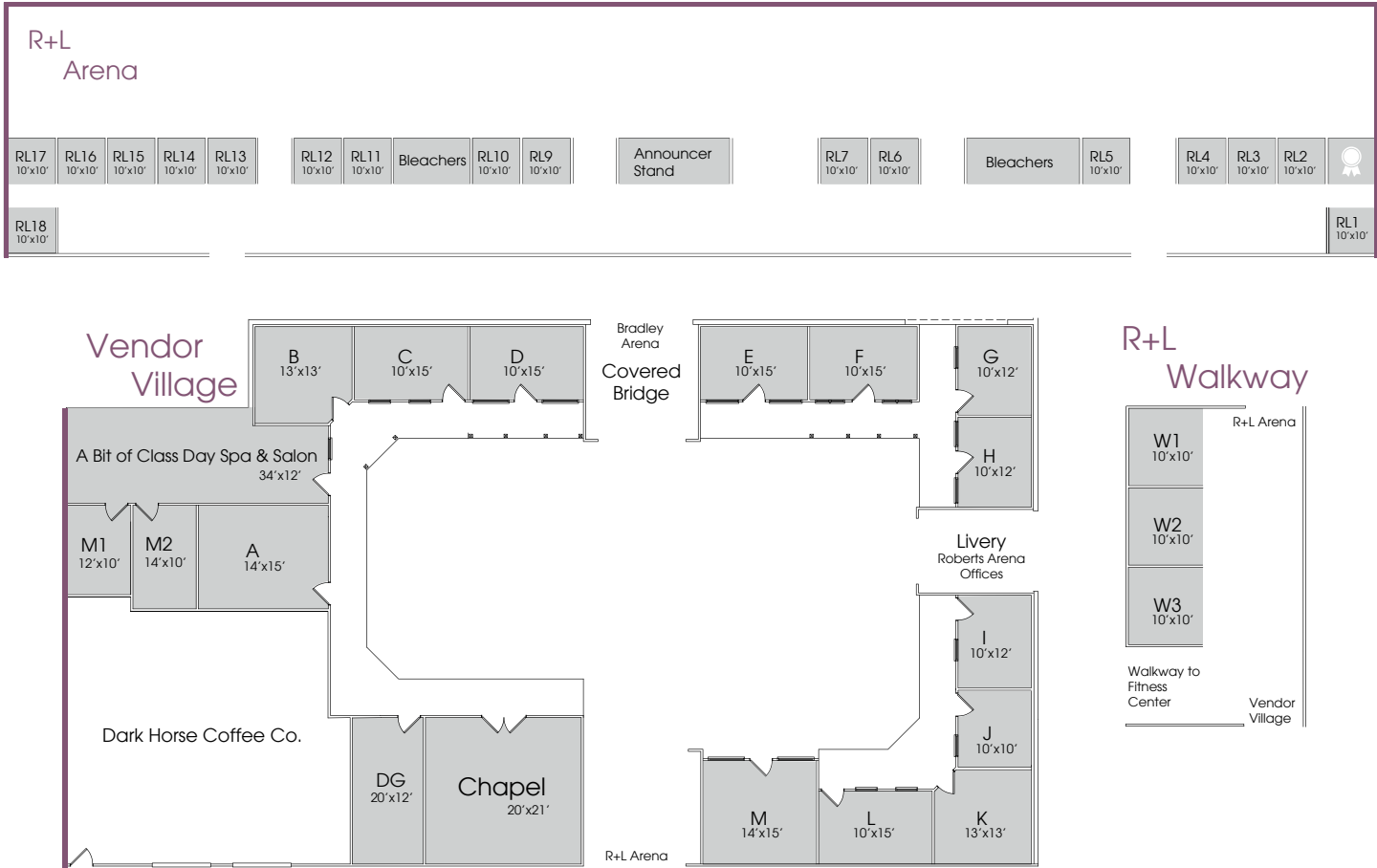
- Shelves and Brackets = \$50
- Electric Cost (per hookup)
20 AMP Electric = \$55 per week
30 AMP Electric = \$100 per week
50 AMP Electric = \$110 per week

Tables and chairs available upon request and may incur a separate cost.

Wilmington Vendor Coordinator

Kasey Mahaffey
937.382.0985 x 1201
kasey.mahaffey@wec.net

Vendor Site Map - Wilmington



Vendor Testimonials

“It’s no exaggeration that World Equestrian Center has absolutely accelerated my business.”
- Barbie Coleman, owner/Equestrian Sundry/Urban Sundry

“Being a vendor at World Equestrian Center in Ohio has been a great way to get involved in the Midwest market. It’s been wonderful and really helped build my business in the territory.”
- Becca MacWilliams, saddle fitter/Antarès Sellier

“Everybody loves it here at World Equestrian Center. The competition is great, the rings are great, and that makes people are happy and happy people shop, so that really helps the vendors.”
- Allan Gray, owner/Mona’s Monograms

“We’ve been a vendor since 2016 and we love it at World Equestrian Center. Our boutique in Vendor Village is stunning. Vendor Village is so gorgeous and inviting, it’s really encouraged shopping. There is so much support from the venue and camaraderie between all of the vendors, it’s just a great place to be”.
- Dana Miller, owner/Chagrin Saddlery

“We heard amazing things about WEC, about the facility, the management and the ownership. That’s what brought us here. And everything we were told is true! It really lived up to its reputation. It’s really nice to be out of tent and in a permanent structure. Being able to be in Vendor Village in such a beautiful environment, the décor and decoration is perfect and the flow of traffic and the people coming in to your store, it’s just a perfect fit for our products.”
- Will Wilson, Vice President of Sales/Baekgaard USA

“It’s a very inviting and welcoming atmosphere. You just make connections with the exhibitors and all of the other vendors. And the staff—all they want to do it help. Everything is always a team effort at WEC.”
- Sarah O’Brien/Hagyard Pharmacy

Delivery Process & Mailing Address

World Equestrian Center – Ocala

Please ship vendor packages to
Attention Christy Baxter
1598 NW 87th Court Rd.
Flex Building 2 Structure
Ocala, FL 34482

Contact Christy Baxter for any questions related to deliveries at 561.252.4510 or christy.baxter@wec.net.

There will be a \$50/pallet charge and all shipments must be F.O.B pallets.

World Equestrian Center – Wilmington

Please ship vendor packages to
Attention Kasey Mahaffey
3992 State Route 730
Wilmington, Ohio 45177

Contact Kasey Mahaffey for any questions related to deliveries at 937.382.0985 x1201 or kasey.mahaffey@wec.net.

If you are seeking a company to assist with deliveries, please consider You Crate, a proud partner of the World Equestrian Center. For more information, visit youcrate.com or call 877.558.2580.

Sponsorship Opportunities

Vendors interested in sponsorship opportunities at World Equestrian Center can contact:

Ocala Sponsor Contact

Jim Wolf
908.391.5047
jwolf@wolfsportsgroup.com

Wilmington Sponsor Contact

Candace FitzGerald
603.738.2788
candace.fitzgerald@wec.net

Vendor Rules, Regulations and Policy

- **PERMITS:** Vendors must obtain all required permits and provide WEC with their current Florida or Ohio Sales Tax Number.
- **CERTIFICATE OF INSURANCE:** Vendors must submit with payment a certificate of insurance with World Equestrian Center and Columbus Hospitality LLC each listed as a certificate holder, showing proof of the following minimum limits of insurance, or as required by law, whichever is greater:

General Liability, including contractual, independent contractors, products/completed operations and Workers’ Compensation:

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|-------------------------|--|
| • Each Occurrence | \$1,000,000 |
| • General Aggregate | \$2,000,000 |
| • Business Auto | \$1,000,000 (if vehicles used by VENDOR) |
| • Workers’ Compensation | Statutory |

World Equestrian Center and Columbus Hospitality LLC shall be listed as an “Additional Insured” in the description section of the certificate for all coverage for General Liability or as noted: “World Equestrian Center and Columbus Hospitality LLC are included as additional insured for services provided by the named insured.” Certificates of Insurance shall contain a provision for at least sixty (60) days’ notice to the certificate holder of cancellation or non-renewal of the insurance indicated in the certificate. Certificates must be originals signed by an authorized representative of insurance company.

- **FIRE REGULATIONS:** The Concessionaire agrees to abide by all fire regulations and decisions of the local fire department representative.
- **VENDOR BOOTH SELECTION AND APPLICATION:** Approved vendors will be based on date of application submission, length of commitment and size of space. Priority will be given to vendors that stay the entire circuit (January through March). Vendors may be limited due to prior agreements and to assure variety in merchandise available to WEC exhibitors. WEC reserves the right to reject any Vendor application for any reason or withdraw acceptance. Receipt of application and fees is not an automatic guarantee of acceptance. Deposit of an applicant’s check does not guarantee acceptance as a Vendor. You will be notified in writing via email once your application has been reviewed.

- **PAYMENT:** A deposit of \$200.00 is required with your application. Applications submitted without deposit payments will not be considered. Upon acceptance of the agreement, your deposit will be applied toward your total vendor fees and is nonrefundable. Applications must be filled out completely and signed, including the Rules and Regulations document. Rental items will be invoiced 30 days prior to the start of the first show you will be attending. Balance due must be paid in full upon your arrival.
- **ARRIVAL & SETUP:** Vendor Booth set up will be held the day prior to the first day of the show (times will be determined at a later date) and must be vacated the day following the last day of competition unless prior arrangements have been made. It is strongly encouraged that booths will be open for business during show hours. All rentals are for the entire duration of the show.
- **SHIPPING & DELIVERIES:** All shipments are the responsibility of the recipient who cannot hold WEC liable for any losses or damage. Any costs for shipments are the responsibility of the vendor.

World Equestrian Center – Ocala Contact Christy Baxter for any questions related to deliveries at 561.252.4510 or christy.baxter@wec.net.	World Equestrian Center – Wilmington Please ship vendor packages to: Attention Kasey Mahaffey 3992 State Route 730 Wilmington, Ohio 45177 Contact Kasey Mahaffey for any questions related to deliveries at 937.382.0985 x1201 or kasey.mahaffey@wec.net.
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- **SECURITY:** There will be on-site security at the venue. WEC cannot be held liable for any lost, damaged or stolen items. Insurance, if desired by the Vendor, must be obtained by them at their own expense. WEC assumes no risk: by the acceptance of this agreement, the Vendor expressly releases WEC of and from any and all liability for any damage, injury or loss to any persons or goods which may arise from and/or in connection with the rental and occupation of said space by vendor and agree to hold and save the WEC harmless of any loss or damage by reason thereof. WEC assumes no responsibility, whatsoever for any property shipped to or placed in the exhibition area.
- **SIGNAGE:** Vendors are prohibited from placing signs on any walls throughout the building. Vendors will be billed for any damage to paint or walls from not adhering to this rule.
- **TERMINATION.** Either party may terminate this Agreement by giving 30 days’ written notice to the other of its intent to terminate this Agreement. Such termination may be made with or without cause.

- **NON-WAIVER:** The failure of either party to this Agreement to exercise any of its rights under this Agreement at any time does not constitute a breach of this Agreement and shall not be deemed to be a waiver of such rights or a waiver of any subsequent breach
- **NON-ASSIGNMENT:** Vendor may not assign this Agreement or any rights granted to either party under this Agreement to another individual or entity, in whole or in part, whether voluntarily, by operation of law or otherwise. Any such attempted assignment or transfer shall be null and void. Vendor may assign this Agreement with prior written consent from WEC.
- **NON-SOLICITATION:** Vendor may not solicit any member, referral or allow him or herself to be put in an opportunistic situation in which WEC could lose any guest or potential business. No favors may be exchanged between Vendor and WEC’s clientele, for gain or personal profit. In the event of a breach of this policy by Vendor, WEC is entitled to any and all factual financial loss or projected financial loss or damages. Vendor acknowledges the consequences of legal prosecution and will be responsible for any legal costs that may be incurred as a result of Vendor’s breach of this Agreement.
- **CONFLICTS OF INTEREST:** Vendor certifies that he or she is not a party to any agreements that in any way conflict with the provisions herein.
- **NOTICES:** Any notice given in connection with this Agreement shall be given in writing and delivered either by hand to the party or by certified mail, return receipt requested, or by fax to the party at that party’s address stated at the top of this Agreement. Any party may change its notice address by giving notice of the change in accordance with this section.
- **CHOICE OF LAW:** Any dispute under this Agreement or related to this Agreement shall be decided in accordance with the laws of the state in which the event occurs applies.
- **ENTIRE AGREEMENT:** This is the entire Agreement between the parties and cannot be changed or modified orally. This Agreement may be supplemented, amended or revised only by a writing that is signed by each of the parties.
- **SEVERABILITY:** If any part of this Agreement is held to be unenforceable, the rest of this Agreement shall nevertheless remain in full force and effect.

WEC has made every effort to have the best interest of all vendors. If there are questions not addressed or outlined in the documents presented, WEC reserves the right to amend the rules and regulations.



WORLD EQUESTRIAN CENTER

Contact

Photos Courtesy

Andrew Ryback Photography - Cover and *Page 10*

Vendor Coordinator

World Equestrian Center – Ocala

Christy Baxter

561.252.4510

christy.baxter@wec.net

Accounting Manager

World Equestrian Center – Wilmington

Kasey Mahaffey

937.382.0985 x 1201

kasey.mahaffey@wec.net

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