



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



2022
VENDOR KIT





Who We Are

At the intersection of sports, entertainment, events, tourism and hospitality, 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 two exposition centers and five climate-controlled arenas totaling over 700,000 square feet of flexible indoor space. In addition, this facility includes multiple outdoor venues to accommodate a variety of athletic events and conventions. Also featured on-site is a nearly 13,000-square-foot retail center, seven dining options and a world-class hotel with a fitness facility and full-service salon and resort spa.

Conveniently located in southwest Ohio, World Equestrian Center – Wilmington annually hosts 32 weeks of top 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

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 Vendor Courtyard is located at the main thoroughfare of the Grand Arena Courtyard and The Equestrian Hotel. The space can accommodate trailers of any size and is set on a cobblestone setting. Full power is available throughout this courtyard and is convenient to the venue’s restaurants and retail stores.

*Package Delivery Address

8105 NW 21st
Ocala, FL 34482

*Freight Delivery

1390 NW 80th Ave.
Ocala, FL 34482

*Please include your name and phone number

Winter Series Booth Space Weekly Fees

10’ x 10’ space = \$1,150

10’ x 20’ space = \$1,515

Trailer Space Weekly Fees (200 square feet or less) = \$1,200
Over 200 square feet = \$3.00/extra feet

Spring, Summer, Fall Series Booth Space Weekly Fees

10’ x 10’ space = \$600

10’ x 20’ space = \$800

Trailer Space Weekly Fees (200 square feet or less) = \$800
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

Note: All charges are subject to a 7% sales tax.

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
10’ x 15’	C	\$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’	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)
- R+L Arena
10’ x 10’ = \$200 (including electric)

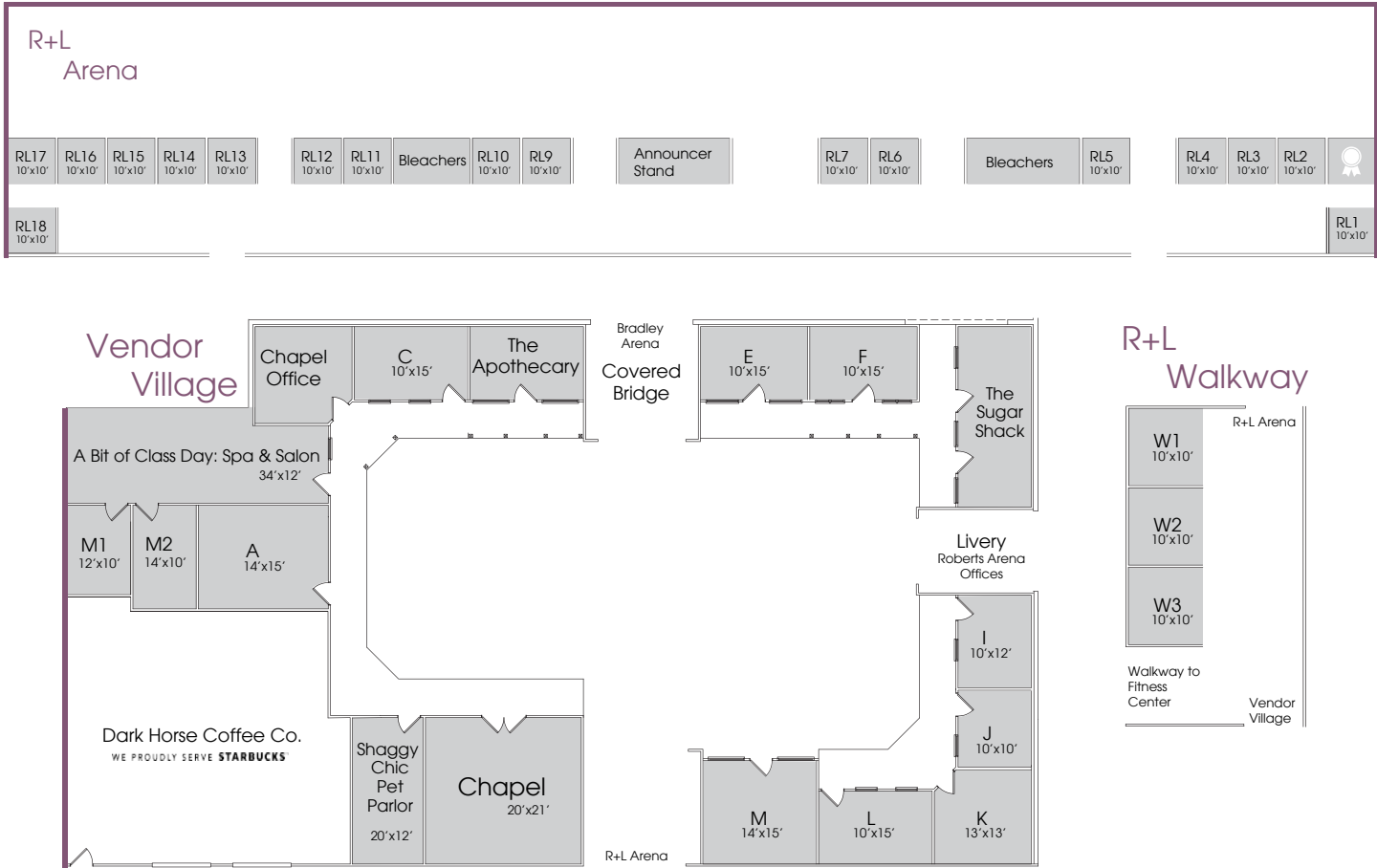
Auxiliary Needs

- Electric Cost (per hookup)
20 AMP Electric = \$55 per week
30 AMP Electric = \$100 per week
50 AMP Electric = \$110 per week
- Table = \$35 per week
- 2 Chairs = \$35 per week

Wilmington Vendor Coordinator

Anna Chorzepa
937.382.0985 x4
anna.chorzepa@wec.net

Vendor Site Map – Wilmington



Vendor Testimonials

OCALA

"This facility is truly world class. As a vendor that travels to some of the nicest horse facilities in the USA, this place is unequaled. WEC offers the finest in all aspects of horse showing, with wonderful amenities for the horse, rider and vendor. The Harris family is so grateful for the opportunity to attend shows here at WEC. The staff is amazing and they are always ready and willing to do whatever it takes to make our setup smooth and uneventful."

- Phil Harris, owner/Harris Leather & Silverworks

"The WEC Organization has come together to provide a state of the art facility for the equestrian community, and we at FarmVet are proud to be able to service our customers at this beautiful venue. The professionalism of their leadership team has made doing business here a win-win for us, and for our customers."

- Wayne Gibson, CEO/FarmVet

"Tenney's is proud to be a vendor at World Equestrian Center. Our missions are aligned in providing an exceptional experience for the exhibitors and general public as well. The staff is great to work with and the fees are very fair. I'm looking forward to an amazing summer at WEC!"

- Katherine Tenney, owner/Tenney's Custom Saddlery

WILMINGTON

"WEC is much classier and cleaner than most facilities I've been at and the faculty is tremendous to work with! The simplicity with setting up and tearing down in between shows in vendor village and not having to cover up or put away product is very convenient. The security that goes along with our product in vendor village is very important and with WEC's security we never have to worry about product being taken or ruined. Being able to have a booth in the village that I am able to close a door, lock, and walk away from allows for peace of mind."

- Holly Gregg/Haala Denim

"The opportunity to be a vendor at WEC has been very advantageous for both brand awareness as well as sales. The vendor village is second to none - well laid out, cozy, and inviting, with amenities beyond what is available at most other show venues."

- Catherine Winter/Ride Equisafe

Delivery Process & Mailing Address

World Equestrian Center – Ocala

*Package Delivery Address

8105 NW 21st
Ocala, FL 34482

*Freight Delivery

1390 NW 80th Ave.
Ocala, FL 34482

*Please include your name and phone number

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 [vendor name]
3992 State Route 730
Wilmington, Ohio 45177

Contact Anna Chorzepa for any questions related to deliveries at 937.382.0985 x4 or anna.chorzepa@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 the designated certificate holder based on location. The certificate should show 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:

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

For WEC – Ocala please list Arena Horse Shows of Ocala LLC as the designated certificate holder.

For WEC – Wilmington please list Arena Horse Shows of Wilmington LLC as the designated certificate holder.

Designated certificate holders shall be listed as an “Additional Insured” in the description section of the certificate for all coverage for General Liability or as noted: “<<Arena Horse Shows of Wilmington LLC>> or <<Arena Horse Shows of Ocala 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 nonrenewal 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 setup 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	World Equestrian Center – Wilmington
Contact Christy Baxter for any questions related to deliveries at 561.252.4510 or christy.baxter@wec.net.	Please ship vendor packages to: Attention [vendor name] 3992 State Route 730 Wilmington, Ohio 45177
	Contact Anna Chorzepa for any questions related to deliveries at 937.382.0985 x4 or anna.chorzepa@wec.net.

- **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 and around the venue. 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

Vendor Coordinator

World Equestrian Center – Ocala

Christy Baxter

561.252.4510

christy.baxter@wec.net

Vendor Coordinator

World Equestrian Center – Wilmington

Anna Chorzepa

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Photos Courtesy

Andrew Ryback Photography - Cover, *Page 10*

Maven Photography - *Pages 2, 3, 4, 6*

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