

OCHMRA  
**PERKS**  
OF PARTNERSHIP

# ALLIED

## Partnership Has Its Perks.

### PERKS AND FEATURES

	SUPPORTER	ENTHUSIAST	CHAMPION	LEADER
<b>ANNUAL FEE</b>	\$295	\$500	\$2,500	\$4,500
<b>Connect</b> during our 5 off-season Nibble & Networking events to <b>build new relationships</b> , strengthen existing connections, & grow your business.	✓	✓	✓	✓
<b>Showcase your business</b> in our exclusive online <b>marketplace</b> where you can feature offers to increase sales.	✓	✓	✓	✓
Participate in the Trade Expo & take advantage of <b>discounted</b> booth rates.	✓	✓	✓	✓
<b>FREE</b> listing on our website OCVisitor.com & in the Partner Directory.	✓	✓	✓	✓
<b>Stay informed</b> with news, updates, & industry insights through our monthly <b>Hospitality Hotline</b> newsletter.	✓	✓	✓	✓
Referrals— <b>we only recommend partners</b> when a specific product or service is requested by Hospitality businesses.	✓	✓	✓	✓
Network with fellow partners through our <b>Hospitality Hub Facebook Page</b> .	✓	✓	✓	✓
<b>Constant email communication</b> —we share updates on local events, relevant topics, & networking opportunities to keep you in the loop.	✓	✓	✓	✓
Promote your business on a 1200 x 150px <b>rotating web banner ad</b> on multiple OCVisitor.com pages—a great way to boost your visibility.		3 Months	6 Months	12 Months
Receive <b>partner recognition</b> on the home pages of OCHMRA & Trade Expo websites with a hyperlinked logo on the scrolling banners.		✓	✓	✓
Opportunity to <b>feature an ad</b> in our downloadable PDF Partner Directory — an excellent way to put a spotlight on your business. Located on our website & in the monthly newsletter.		Quarter page	Half Page	Full Page
Receive a <b>featured listing placement</b> on the downloadable PDF Partner Directory.			✓	✓
<b>Reach key hospitality partners</b> with your logo featured in the newsletter—we have an impressive open rate of over 60%!			✓	✓
Enjoy a <b>special discount</b> on one 10x10 exhibit booth space at the Trade Expo!			50% Discount	Free Booth
Get a <b>FREE ad</b> in our Trade Expo Program Guide, accessible to every Attendee. <i>*Must exhibit at the Spring Trade Expo to have an ad in the guide</i>			Half Page	Full Page
<b>Exclusive opportunity</b> to place a promotional item in the Industry Insight room at the Trade Expo—putting your brand directly in front of engaged Attendees. <i>*Must exhibit at the Spring Trade Expo</i>				✓
One <b>comped ticket</b> to all 5 Nibble & Networking events.				✓

SEE ADDITIONAL PARTNERSHIP PERKS →

For more information, please contact Kaylee Payne  
[Kaylee@OCVisitor.com](mailto:Kaylee@OCVisitor.com) | (410) 289-6733 | [OCVisitor.com](http://OCVisitor.com)



## ADDITIONAL PERKS

### A LA CARTE OPTIONS

#### Email Banner Ad – \$100 *per ad*

- Want extra exposure? We'll feature your ad in one of our regular communication email blasts for added visibility.

*\*Ad to be provided by partner or OCHMRA can design for FREE.*

#### Hospitality Huddle Sponsor – \$150

- Be 1 of 4 featured sponsors at one of our Hospitality Huddles—private roundtable discussions where hotel and restaurant owners and general managers discuss industry trends and topics. Sponsors receive recognition on the email invitation and printed agenda, a display table at the event, and the opportunity to place your information at each Attendee's seat.

*\*These meetings are closed to Allied Members—unless you're a sponsor. Only 4 non-competing sponsors per meeting.*

#### Nibble & Networking Sponsor – \$150

- Gain visibility by sponsoring one of our popular networking events. Sponsors are featured on the emailed event invitation, in the program, on the welcome sign & table tents, and have the opportunity to leave promotional items and/or set up a display table at registration.

*\*Only 4 non-competing sponsors per event.*

#### Partner Directory Featured Ad – \$150 *per year*

- Opportunity to showcase your business with an eighth-page ad in our downloadable PDF Partner Directory—excellent way to put a spotlight on your business.

#### Partner Insight Article – \$125 *per article*

- Our website is a central hub for resources & insights tailored to the hospitality industry. As a valued partner, you're invited to contribute a featured article that highlights your expertise and shares meaningful knowledge. Your content will be showcased in the Members 'Newsroom' page on our website, in the *Hospitality Hotline* newsletter, and in our social posts, offering increased exposure, enhanced credibility, & the opportunity to connect with potential Hospitality businesses.

*\*Should not be a sales pitch*

#### 'Partners In Focus' Feature – \$75 (*quarter page*), \$100 (*half page*), or \$150 (*full page*)

- Get featured in the 'Partners In Focus' section of our monthly Hospitality Hotline newsletter with a quarter, half-page, or full-page spotlight, including your choice of ad/flyer & a link to your website.

*\*2 slots available each month—no competing businesses in the same newsletter, and you can be featured up to 3 times in a row.*

# OCHMRA APPLICATION FOR PARTNERSHIP

## Partnership Has Its Perks.

### BUSINESS INFORMATION

Company Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Main Phone \_\_\_\_\_ Toll Free \_\_\_\_\_  
Email Address \_\_\_\_\_

Website \_\_\_\_\_  
Facebook \_\_\_\_\_  
Instagram \_\_\_\_\_  
Twitter (X) \_\_\_\_\_  
YouTube \_\_\_\_\_  
Pinterest \_\_\_\_\_

### MAIN CONTACT This information will ONLY be listed in the profile/directory

Name \_\_\_\_\_ Title \_\_\_\_\_  
Email \_\_\_\_\_  
Direct Phone \_\_\_\_\_ Cell/Alternate Phone \_\_\_\_\_  
Additional Contact (List an additional contact who you wish to be associated with the account)  
Name \_\_\_\_\_ Title \_\_\_\_\_  
Email \_\_\_\_\_ Phone \_\_\_\_\_

Additional contacts may be submitted via email to [Kaylee@OCVisitor.com](mailto:Kaylee@OCVisitor.com)

### INVESTMENT

- ☐ Active - Lodging 100+ Units **\$375**  
☐ Active - Lodging 26-99 Units, Restaurant 50+ Seats **\$350**  
☐ Associate - Lodging 6-25 Units, Restaurants < 50 Seats, Attraction **\$295**  
☐ Allied - Leader **\$4,500**  
☐ Allied - Champion **\$2,500**  
☐ Allied - Enthusiast **\$500**  
☐ Allied - Supporter **\$295**

### PAYMENT

Amount \$ \_\_\_\_\_ ☐ Check # \_\_\_\_\_ ☐ Visa / MC ☐ AMEX  
Card # \_\_\_\_\_ Exp. \_\_\_\_\_ CVV \_\_\_\_\_  
Billing Address \_\_\_\_\_ Zip \_\_\_\_\_  
Signature \_\_\_\_\_

### AUTHORIZATION

I HEREBY CERTIFY that I operate the above business with integrity, maintain high standards of ethics, and strive to the best of my ability to provide excellence in service and quality in accommodations or facilities. I also agree to make every effort to serve the tourist industry without misrepresentation.

I am interested in working with the OCHMRA to further promote tourism in Ocean City. I will support OCHMRA and strive to project a positive image for our industry and Association.

This membership will apply to the present owner and applicant. In the event of a change in ownership, the Association should be notified and new ownership will have to reapply, should they desire membership.

I understand that said Corporation reserves the right to reject this Applicant without reason.

I will faithfully comply with said By-Laws during the continuance of my membership.

*Active or Associate Members:*

*Hotels & Motels: No. of Units* \_\_\_\_\_

*Restaurants: No. of Seats* \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

## PARTNER DESCRIPTION

Please provide a 25-word description for your listing on our website.

---

---

---

---

---

## CATEGORIES

Select your Primary Business Category from the list of categories below. Your business will appear under this category on our website. You may also select additional web categories!

Primary Business Category

Web Category 1

Web Category 4

Web Category 2

Web Category 5

Web Category 3

Web Category 6

## BUSINESS CATEGORIES

**Services:** (Check all that apply)

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Accounting & Financial Planners                             | <input type="checkbox"/> Communication Equipment /2-Way Radios & Paging | <input type="checkbox"/> Mattresses, Bed Frames, Bedding, & Pillows  |
| <input type="checkbox"/> Advertising, Marketing, & Promo Products                    | <input type="checkbox"/> Compressor Sales & Service                     | <input type="checkbox"/> Medical Services                            |
| <input type="checkbox"/> Air Conditioning/Heating Systems/HVAC                       | <input type="checkbox"/> Computer Software/POS/ PMS Systems             | <input type="checkbox"/> Menus & Menu Signs                          |
| <input type="checkbox"/> Amenities & Guest Room Accessories                          | <input type="checkbox"/> Concrete Decks                                 | <input type="checkbox"/> Payroll Services                            |
| <input type="checkbox"/> Air Duct Cleaning/Air Purification Systems/Dehumidification | <input type="checkbox"/> Construction/Contractors/Remodeling            | <input type="checkbox"/> Pest Control                                |
| <input type="checkbox"/> Architectural Engineering & Interior Design                 | <input type="checkbox"/> Consulting & Organizations                     | <input type="checkbox"/> Photography                                 |
| <input type="checkbox"/> Art, Furniture, Mirrors, & More                             | <input type="checkbox"/> Desserts/Ice Cream                             | <input type="checkbox"/> Plumbing                                    |
| <input type="checkbox"/> ATM Machines  | <input type="checkbox"/> Dishwashing                                    | <input type="checkbox"/> Pool Furniture, Maintenance & Mgmt.         |
| <input type="checkbox"/> Attractions, Games, & Recreation                            | <input type="checkbox"/> Handyman                                       | <input type="checkbox"/> Property Maintenance Items & Services       |
| <input type="checkbox"/> Audio-Video Systems   | <input type="checkbox"/> Hotel Data & Technology                        | <input type="checkbox"/> Real Estate/Property Mgmt.                  |
| <input type="checkbox"/> Bakery Equipment & Products                                 | <input type="checkbox"/> Ice Machines Products                          | <input type="checkbox"/> Revenue Optimization                        |
| <input type="checkbox"/> Banking/Credit Card Processing/Financing                    | <input type="checkbox"/> ID Verification                                | <input type="checkbox"/> Roofing & Sheet Metal Contracting           |
| <input type="checkbox"/> Banners & Signs   | <input type="checkbox"/> Insurance                                      | <input type="checkbox"/> Screen Printing & Embroidered Merchandise   |
| <input type="checkbox"/> Bathroom Fixtures, Renovation & Repair                      | <input type="checkbox"/> IT - Networking & Tech. Solutions              | <input type="checkbox"/> Seafood                                     |
| <input type="checkbox"/> Beverages, Coffee, Drink Mixes, & Equip.                    | <input type="checkbox"/> Janitorial/Cleaning Equip. & Supplies          | <input type="checkbox"/> Security & Video Surveillance               |
| <input type="checkbox"/> Boilers, Compressors, Filtration & Pumps                    | <input type="checkbox"/> Keycards, Locks, & Safes                       | <input type="checkbox"/> Shades, Awnings, & Enclosures               |
| <input type="checkbox"/> Breweries/Distilleries/ Spirits                             | <input type="checkbox"/> Kitchen Equip./Exhaust Repair & Cleaning       | <input type="checkbox"/> Staffing/Training - AED, CPR, Firearm, etc. |
| <input type="checkbox"/> Business Equipment/Office Products & Supplies               | <input type="checkbox"/> Landscaping                                    | <input type="checkbox"/> Tabletop China & Glassware                  |
| <input type="checkbox"/> Cabinetry & Countertops                                     | <input type="checkbox"/> Laundry Equipment                              | <input type="checkbox"/> Technology Ordering                         |
| <input type="checkbox"/> Candy/Snacks/Convenience Items/Grocery                      | <input type="checkbox"/> Legal Services                                 | <input type="checkbox"/> Uniforms & T-Shirts                         |
| <input type="checkbox"/> Carpet, Restoration, & Upholstery Cleaning                  | <input type="checkbox"/> Lighting Maintenance & Installation            | <input type="checkbox"/> Vacuums                                     |
| <input type="checkbox"/> Catering  | <input type="checkbox"/> Line Stripping                                 | <input type="checkbox"/> Waste & Recycling                           |
| <input type="checkbox"/> Ceilings  | <input type="checkbox"/> Linen & Linen Service/Towels & Bathrobes       | <input type="checkbox"/> Water Service & Treatment                   |
| <input type="checkbox"/> Cleaning Company  | <input type="checkbox"/> Luggage Carts                                  | <input type="checkbox"/> Windows & Wallcoverings                     |
| <input type="checkbox"/> Coatings Contractor/Supplier                                | <input type="checkbox"/> Marine Services                                | Other _____  |