



MARYLAND ASSOCIATION of COUNTIES

Summer Conference

Water, Water Everywhere



EXHIBITOR CONFIRMATION PACKET



August 15-18, 2018

Roland Powell Convention Center, Ocean City, MD

Now That You Have Your Confirmation . . .

- ◆ **MAKE YOUR HOTEL RESERVATIONS** – See attached Hotel Rates page (www.mdcounties.org/SC18Hotels)
- ◆ **SIGN UP YOUR BOOTH STAFF AND ORDER EXTRA TICKETS** – Your booth fee includes 2 tickets for both lunches, the ice cream break, and the Taste of Maryland Reception. Tickets for additional staff must be purchased in advance or on-site.

The deadline to sign up booth staff is July 13. Include everyone who will be staffing your booth during the conference. There will be a \$150 charge for on-site changes.

TWO OPTIONS FOR NAMEBADGES/TICKETS:

1. **SEND MACo THE PAPER FORM** – Please send it well before the July 13 deadline:
www.mdcounties.org/SC18ExhibitorNameBadgeForm
 2. **SIGN UP YOUR BOOTH STAFF ONLINE** –You can register your booth staff online at
www.mdcounties.org/SC18BoothStaffRegistration - must be done before July 13
- ◆ **TELL YOUR STAFF THE BOOTH NUMBER & THE BOOTH NAME** – This will avoid delays at registration.
 - ◆ **EMAIL YOUR COMPANY DESCRIPTION AND WEBSITE TO MACo** – If you didn't already provide it on your Exhibitor Application, please be sure you send this information to lvelasco@mdcounties.org so that we can include it in our mobile event app. If you previously submitted it, the information will be in the confirmation.
 - ◆ **ADVERTISE IN THE CONFERENCE PROGRAM** – A full or half-page advertisement is discounted for our Exhibitors. (See page 5)
 - ◆ **SEND IN YOUR VIDEO** – for the Virtual Exhibitor Showcase. (See details on the next page)
 - ◆ **CONSIDER SPONSORING FOR EVEN MORE VISIBILITY AND CHANCES TO CONNECT WITH ATTENDEES—**
Options available here: www.mdcounties.org/SC18SponsorBrochure or email nquerry@mdcounties.org

Exhibits Schedule

Wednesday, August 15, 2018

Set-Up Exhibits 7:30 am – 3:00 pm

Thursday, August 16, 2018

Bayfront Ballroom 8:00 am – 6:30 pm

Exhibit Hall A/B Open 10:00 am – 4:30 pm

Lunch (both Halls) 11:30 am – 1:30 pm

Ice Cream Break (both Halls) 2:30 pm – 3:30 pm

Bayfront Ballroom Closed (for reception prep) 3:30 pm – 4:30 pm

Exhibit Hall A/B Closed 4:30 pm

Taste of Maryland (Bayfront Ballroom) 4:30 pm – 6:30 pm

Friday, August 17, 2018

Bayfront Ballroom Open 8:00 am – 2:00 pm

Exhibit Hall A/B Open 9:00 am – 2:00 pm

Lunch (Exhibit Halls) 11:30 am – 1:00 pm

Move-Out (both Halls) 2:00 pm – 5:00 pm

MOVE-IN (AUGUST 15) & MOVE-OUT (AUGUST 17)

◆ **Move-In Time & Booth Number** - See the previously mailed cover letter for your booth number.

Bayfront Hall Exhibitors: Move in anytime between 7:30 am and 3:00 pm on Wednesday, August 15th.

Exhibit Hall A/B: If you need to use the loading dock, please arrive at your assigned times below:

(If you don't need to use the loading dock, you may arrive anytime between 7:30 am and 3:00 pm Wednesday)

Booths 100 – 117 9:00 am	Booths 300 – 317 11:00 am	Booths 500 – 517 1:00 pm
Booths 118 – 135 9:30 am	Booths 318 – 335 11:30 am	Booths 518 – 535 1:30 pm
Booths 200 – 217 10:00 am	Booths 400 – 417 noon	Booths 600 – 628 2:00 pm
Booths 218 – 235 10:30 am	Booths 418 – 435 12:30 pm	Booths 700 – 710 2:30 pm

Use your 30-minute move-in time to prevent lengthy waits and congestion. Please convey the booth name and number in advance to your booth staff. For example, if you are assigned 10:00 am, your move-in time is 10:00 to 10:30 am. Please move your vehicle by 10:30 am so others may unload. If you arrive before 10:00 am or after 10:30 am, you must wait until the dock is available.

- ⇒ **Loading Docks** - The Convention Center Loading Dock is located on the North front side for Exhibit Hall A/B. For Bayfront Ballroom, the loading dock is located on the South side.
- ⇒ **Don't need the Loading Dock?** You can move in anytime Wednesday between 7:30 am and 3:00 pm.
- ⇒ **Bring Your Own Cart or Dolly** - **Carts and dollies are not provided by the Convention Center or MACo.**
- ⇒ **Security Guards** are present at the loading docks and will strictly enforce move-in times to ensure that you are able to move in at your scheduled time.
- ⇒ **Please Don't Bring your Children on Move-In Day** - If you need to bring them, an adult must accompany them at all times in the Exhibit Halls – unsupervised children are not allowed in the exhibit hall at any point, but **it is dangerous for children to be unsupervised during move-in/out** because of moving boxes and partially-assembled displays.
- ⇒ **Booth Deliveries** – You must notify MACo if you expect any outside deliveries for your booth. Be sure your packages are addressed to the Roland Powell Convention Center, c/o MACo Summer Conference, Company name-booth number, 4001 Coastal Highway, Ocean City, MD 21842.
- ⇒ **Thursday is NOT a Set-Up Day** - Doors open Thursday at 8:00 am for Bayfront Hall and 10:00 am for Hall A/B, and set-up in the Exhibit Halls must be completely finished and ready for business by 5:00 pm Wednesday.
- ⇒ **Carpet is not included** in your booth fee. **Table draping is included.** See the attached Convention Center Service and Rental kit for ordering information.
- ⇒ **The Roll-Up Doors** in Exhibit Hall A/B will only be opened weather permitting. The Convention Center WILL NOT turn on the air conditioning during move-in/out because of energy loss from the doors being open. **Please dress comfortably for the weather and level of activity.**
- ⇒ **Early Move-Out is Prohibited** - If you move out before 2:00 pm on Friday, you will not be invited back to exhibit **AND your organization will receive a letter informing them of the early move-out.**

MORE VISIBILITY – Take a look at [MACo's sponsorship options](#) to get even more visibility...

- ⇒ **Are you a company involved in healthcare?** Sponsor our hand sanitizer stations!
- ⇒ **Are you a technology company?** Sponsor our mobile app!
- ⇒ **Are you a phone or communications company?** Sponsor our mobile device charging stations!
- ⇒ **Have another idea to showcase your product or service?** CALL US! We love custom sponsorships!

DURING THE CONFERENCE

- ◆ **EXHIBITOR PROMOTIONAL VEHICLES** are **NOT** allowed to cruise the parking lot - There is already a shortage of parking for attendees and traffic is difficult in the lots. Such vehicles may not park in or cruise the parking lots.
- ◆ **GIVE-AWAYS** - You are encouraged to distribute giveaway gifts or conduct prize drawings at your booth. Your winners may be posted on the MACo Message Board located by registration. The Public Address System is reserved for MACo use only.
- ◆ **POLITICAL CAMPAIGNING** of any kind is strictly prohibited. MACo is non-partisan and campaign activity on facility grounds will not be tolerated. Distribution of any campaign materials, stickers, buttons or other items is not allowed in the facility or in the parking lots. Campaign workers/volunteers are not allowed inside the building, the parking lots, the Sunset Room, or the loading dock areas.
- ◆ **INTERNET ACCESS** – The Convention Center has upgraded the internet infrastructure, but it still may not be enough to meet our needs. WiFi is free but may be intermittent during periods of high-usage. We recommend that you bring a hotspot or order the Ethernet service if you need a dedicated internet connection while you are participating in the conference – fees and ordering details are available on the Convention Center Service and Rental form. Please contact Leslie at lvelasco@mdcounties.org for more information.

If your display depends on internet access, or if it is critical that you be connected to internet while you are at our conference, MACo recommends that you rent a personal WiFi hotspot or take advantage of the Ethernet service. Companies like DaypassWireless.com or major carriers like Comcast and Verizon offer personal wireless hotspots, though not all have a short-term rental option. ***We cannot guarantee internet access through the Convention Center.***

HIGHLIGHTS

- ◆ **TASTE OF MARYLAND RECEPTION** – The Taste of Maryland Reception will be held in the Bayfront Ballroom on Thursday, August 16, from 4:30 – 6:30 pm. The Reception will be serving alcoholic beverages in tasting sizes, so this event is a 21+ event. If you have children with you who are under 21 years of age, they will not be permitted in the Reception. See below for information about our Kids' Event.
- ◆ **KIDS' EVENT ON THURSDAY** – Our Kids' Event will be held on Thursday during the Taste of Maryland Reception. The Reception features some alcoholic beverages in tasting sizes, so it is required to be a 21+ event. So that everyone can enjoy this reception, MACo is offering childcare and entertainment at the Convention Center through the Ocean City Recreation & Parks Department. A separate registration form must be filled out and signed for each child – please contact Virginia at vwhite@mdcounties.org for more information.
- ◆ **MACo GOLF TOURNAMENT** – Purchase a golf foursome and invite prospective clients to play with you on your team. Our Golf Tournament is at the Ocean City Golf Club on Wednesday of our conference and is open to all registered attendees, sponsors, and exhibitors for an additional fee. Contact Nicolette at nquerry@mdcounties.org for more details.

◆ **EXHIBITORS' PRIZE LISTING** – Offering a raffle prize or giveaway? Send a brief description, cash value, and any contest details to Leslie at lvelasco@mdcounties.org. We'll keep an updated list online and promote it to our attendees.

- ⇒ **Please be aware that due to Maryland's Ethics laws, elected officials will need to report any prizes over a \$20 cash value.** This law does not prohibit them from participating in prize contests, but some may choose not to participate to avoid the paperwork. This law does not affect county staff or commercial representatives, only county/state elected officials and legislators.
- ⇒ **Please make your prize drawings earlier on Friday and post them on the prize board by noon on Friday so prize winners will have time to collect their prizes.** A sticky board will be provided in the registration foyer to display prize winner announcements.

◆ **VIRTUAL EXHIBIT SHOWCASE** – Each exhibiting company should create a 30-second video clip and send it to lvelasco@mdcounties.org by July 13, 2018. MACo will upload the videos to our website so that conference attendees can have the chance to learn more about our exhibitors before they even arrive in Ocean City.

VIDEO TIPS:

- ⇒ **KEEP IT SIMPLE!!** This does not need to be a high-budget production. It can be just your Executive (or your top Sales person or your lead Exhibit booth staff) and the video camera on your smartphone or tablet.
- ⇒ **INFO TO INCLUDE:** Company name, what your product or service can do for conference attendees, your website, your booth number and any prizes, giveaways, or raffles you're offering.
- ⇒ **EXAMPLE:** "Hi, I'm Leslie Velasco with the Maryland Association of Counties or MACo. I'm looking forward to seeing you at MACo's Summer Conference. MACo represents the needs and interests of Maryland's 23 counties and Baltimore City. Through our advocacy, educational events, and networking opportunities, we offer our members endless opportunities to improve their capacity to serve their residents. We're expecting 2,000 people and 250 exhibiting booths at this year's Summer Conference – join us to talk about ideas and innovations in local government. Go to www.mdcounties.org for more information and stop by the registration desk to say hello when you get to the conference – I'll see you in August!"
- ⇒ **SEND THE VIDEO:** Either upload the video to YouTube and send us a link, or – if you don't already have a YouTube channel – send us the file and we'll upload it for you.

◆ **BOOTH DECORATING/COSTUME CONTEST** – Don't forget about our exhibitor booth decorating and costume contests! Prizes will be given to the best exhibitor costumes and booth decorations matching our theme (Pirates of the Chesapeake).

- ⇒ **Details:** Exhibitors and booths in both halls are eligible to win prizes.
- ⇒ Booth judging will take place on Thursday between 1:00 pm and 2:00 pm
- ⇒ Costume judging will begin on Thursday at 2:00 pm at the entrance to Bayfront Hall
- ⇒ **Use this as an opportunity to drive traffic to your booth.** Attendees will be drawn to your interesting booth decorations or the chance to take a picture with your outfitted booth staff. Snap a picture, send it to their email, post it to MACo's Mobile App and to social media.

EXHIBIT HALL THEME:

Pirates of the Chesapeake

EXHIBIT HALL HOURS:

(Hours are tentative and subject to change. Hours will be confirmed in future mailers)

Wednesday, August 15, 2018 - ALL EXHIBITS MUST BE SET-UP BY 4:00 PM

You will be assigned a specific move-in time included in the confirmation packet to be sent by May 11.

The Exhibit Halls will close at 4:00 pm on Wednesday.

Set-Up Day	7:30 am – 3:00 pm (as per set schedule) (Please arrive no later than 3:00 pm to set-up)
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Thursday, August 16, 2018 - NO EXHIBIT SET-UP ALLOWED ON THURSDAY

Bayfront Hall	8:00 am
Exhibit Halls Grand Opening	10:00 am
Lunch - Both Halls*	11:30 am - 1:30 pm (ticket required)
Ice Cream Break - Both Halls*	2:30 pm - 3:30 pm (ticket required)
Bayfront Ballroom closes to prepare for Reception	3:30 pm - 4:30 pm
Exhibit Hall A/B closes	4:30 pm
Taste of Maryland Reception** in Bayfront Hall	4:30 pm - 6:30 pm (ticket required)

Friday, August 17, 2018

Bayfront Hall Open	8:30 am - 2:00 pm
Exhibit Hall A/B Open	9:00 am - 2:00 pm
Lunch*	11:30 am - 1:00 pm (ticket required)
Dismantle Exhibits	2:00 pm - 5:00 pm

(All Exhibits must be removed by 5:00 pm on Friday)

Attendees inside the Exhibit Halls might assume that items at your booth are complimentary.

Exhibitors assume responsibility for securing all items in their exhibit booths.

PRIZES

Prizes will be given for exhibitor costumes and booth decorations matching our theme.

Booth/costume judging will take place on Thursday afternoon and will be announced Friday morning. **Exhibitors and booths in both halls are eligible to win prizes.**

** Two meal tickets are provided for each booth for each ticketed event held in the Exhibit Halls. Five badges are included for booth staff. Additional lunch/break tickets, Crab Feast tickets, and badges may be purchased in advance and on-site.*

***Thursday: Taste of Maryland Reception in Bayfront Hall only. Exhibit Hall A/B closes at 4:30 pm - Exhibit Hall A/B staff are encouraged to attend and network at the Taste of Maryland Reception in the Bayfront Ballroom. Ballroom booths must be staffed for the Thursday late afternoon reception. Ballroom exhibitors are strongly encouraged to bring tasting samples for the Taste of Maryland Reception. Please contact Leslie Velasco and let her know what samples you will bring: lvelasco@mdcounties.org.*

PROGRAM ADVERTISEMENTS

SPECIAL EXHIBITOR OFFER

Save on program advertising!

Increase exposure to your exhibit space!

Advertise in the Conference Program so attendees will know you are there!

Provide the following information to your Art/Public Relations/Graphics Dept.

EMAIL ART BY **JULY 13, 2018**

to nquerry@mdcounties.org

Only electronic advertisements accepted. Preferred format: JPG, 300 DPI.

Mailed or faxed advertisements are not acceptable for publication. Black and white advertising only.

<u>Placement</u>	<u>Ad Size</u>	<u>Cost</u>
_____ Full Page	4 1/2" wide x 7 1/2" long <i>Exhibitor Special</i>	\$ 300 <i>\$ 200</i>
_____ Half (1/2) Page	4 1/2" wide x 3 3/4" long <i>Exhibitor Special</i>	\$ 150 <i>\$ 100</i>

Width = left to right of program, Length = top to bottom of program

COMPLETE THE FOLLOWING:

Payment questions? Contact Leslie Velasco at lvelasco@mdcounties.org or 410.269.0043.

(Sorry, we do not accept American Express.)

Please Print

Company _____

Name of Contact _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Credit Card Type: _____ VISA/ MasterCard (NO AMEX) Print name on card: _____

Credit Card Number: _____ Exp. Date: _____ Billing Zip: _____

Billing address _____ Signature: _____

Mail, email or fax completed form & check or credit card information to MACo, 169 Conduit St., Annapolis, MD 21401
410.269.0043 301.261.1140 FAX: 410.268.1775

Sponsor and advertising questions: Nicolette Query - nquerry@mdcounties.org

EXHIBITOR RULES AND REGULATIONS

MACo 2018 ANNUAL SUMMER CONFERENCE—ROLAND POWELL CONVENTION CENTER—AUGUST 15 - 18, 2018

Exhibitor Rules and Regulations are a part of the Exhibit Contract

1. Applicants agree to display only such products or services of interest to representatives attending the conference from the 24 political subdivisions of Maryland.
2. The use of microphones, loud speakers, and/or any device which, in the opinion of the Association staff, creates undue noise or disturbs neighboring exhibits, is prohibited.
3. All exhibits will be required to comply with the Ocean City Fire Department's requirements including but not limited to the following:
 - A. Acoustical and decorative material including, but not limited to, cotton, hay, paper, straw, moss, split bamboo, and wood chips shall be flame-retardant treated to the satisfaction of the authority having jurisdiction. Materials that cannot be treated for flame retardancy shall not be used. Written certification of flame retardancy treatment may be required.
 - B. All exhibits must be confined to their DESIGNATED space. The aisles are, in fact, designated fire lanes and must be kept clear.
 - C. **NO cooking and/or food warming devices shall be allowed.**
4. Exhibitors may DISMANTLE displays from 2:00 pm – 9:00 pm, on Friday, August 17th (Both exhibit halls). Dismantling of displays WILL NOT be permitted before that time without requests made in advance. No set-up on Thursday will be allowed.
5. The Maryland Association of Counties reserves the right to relocate exhibitors in the interest of the overall good of the exhibition. This right will not be exercised without a reasonable explanation to the exhibitors concerned.
6. The Maryland Association of Counties reserves the right to assign exhibit space based on the size of space required, the overall number of applications received, and the exhibitor business type. Exhibitor placement in Bayfront Hall or Hall A/B is under the sole discretion of MACo staff.
7. The Maryland Association of Counties is in no way responsible for loss or damage to any of the goods, wares, or equipment of exhibitors through fire, the elements, acts of God, outbreaks of violence, theft, or for any reason whatsoever.
8. The Exhibitor agrees to be responsible (for Maryland State Department and Agency exhibitors **only** to the extent permitted under applicable Maryland law) for claims of any nature arising by reason of damage sustained by any person or property occurring within its individual booth or space.
9. The Exhibitor will be responsible (for Maryland State Department and Agency exhibitors **only** to the extent permitted under applicable Maryland law) for any damage caused by their employees to the Roland Powell Convention Center.
10. The Maryland Association of Counties reserves the right to refuse any application for space and to prohibit or remove any exhibit, which, in the opinion of the Association, is not in keeping with the Conference theme, the rules and regulations explained herein, or for any reason it considers the exhibit detrimental to the Conference.
11. The Exhibitor is limited to distribution of materials or handouts from within their designated booth space; **selling of merchandise is strictly prohibited.** MACo reserves the right to expel any exhibit for non-compliance.
12. ALL food and beverages distributed from your booth, except as applies to the Taste of Maryland Reception, **must be ordered via Centerplate, the exclusive Convention Center caterer 410.723.8619.**
13. No one under 16 years of age may man the exhibit booth at any time.
14. Nothing may be hung higher than the 8-foot backdrop in the exhibit booth, nor may anything obstruct the sides of the booth.
15. The Maryland Association of Counties is non-partisan. No political campaigning of any kind is allowed.

ROLAND POWELL CONVENTION CENTER POLICIES

- The Ocean City Convention Center shall not be responsible for: Loss; Theft; Disappearance; Damages (concealed or otherwise); Potential or Assumed Profits or Revenues; Loss Due to Fire, Flood, Strikes, Work Stoppages, Acts of God, or Any Work Delays Beyond our Control of the Exhibitors Materials.
- All shipments must arrive prepaid and must be fully insured for the duration of the show. Dated shipments cannot be guaranteed and are at shipper's risk. Forwarding labels and bills of lading are the responsibility of the Exhibitor. Exhibitor booth name, and or booth number, as well as show name must be clearly marked on the label or package.
- Any or all equipment remaining 7 days after move-out without prior arrangement with Exhibitor Services will become the property of the Roland Powell Convention Center and will be disposed of at the discretion of the building. ALL SHIPMENTS TO OR FROM CONVENTION CENTER ARE TO BE PREPAID. CONVENTION CENTER WILL NOT ACCEPT C.O.D. SHIPMENTS. **Convention Center shall not be responsible for supplying Exhibitors with carts or dollies. Exhibitors must supply their own carts and dollies.**
- Designated move-in and move-out hours will be strictly adhered to.
- No cooking of any kind is permitted. It is suggested that all exhibitors have at least a 2A20BC fire extinguisher or greater. All flammable materials are to be fireproofed. No bottle gas allowed in building.
- In the event that an Exhibitor Service Request has been processed and provided, the Roland Powell Convention Center is not responsible for refunding any or all monies received should the request be revised or canceled. Unless otherwise indicated, rates quoted are based on rental for entire length of show.

NAME BADGES & EXTRA TICKETS

MACo Summer Conference - August 15 – 18, 2018 - Ocean City, MD

Return by: July 13, 2018 to MACo: 169 Conduit Street, Annapolis, MD 21401, FAX: 410.268.1775

COMPANY/BOOTH NAME _____

ON-SITE PERSON RESPONSIBLE FOR EXHIBIT _____

TITLE _____

MAILING ADDRESS _____

TELEPHONE (_____) _____ FAX (_____) _____

Badges provided: **Five (5) badges provided for each 10'x10' or 10'x8' booth (10 provided for a 20'x10' or 20'x8' booth).** Extra badges and badges created after August 3rd will cost \$150.00 each. Changes or new badges requested at-the-door cost \$150 each, which is strictly enforced. Replacing lost badges on-site will cost \$50.00 each. Attach a separate sheet if needed for additional badge names. In an effort to prevent badge reprints on-site, a form will be sent to verify badge names and spellings in mid-July.

Tickets provided: **Each 10'x10' or 10'x8' booth includes 2 Thursday Lunch tickets, 2 Thursday Ice Cream and Fruit Break tickets, 2 Taste of Maryland Reception tickets, and 2 Friday Lunch tickets.** Additional tickets may be purchased using this form.

ONLINE FORM AVAILABLE:

www.mdcounties.org/SC18BoothStaffRegistration

NAME BADGES (Attach separate sheet with additional names if needed)

	NAME (Please Print Clearly)	BADGE NICKNAME	TITLE (Please Print Clearly)	EMAIL (Please Print Clearly) <i>EACH PERSON MUST HAVE A UNIQUE EMAIL</i>
1				
2				
3				
4				
5				

Tickets are required for: Thursday's Lunch, Ice Cream and Fruit Break, Taste of Maryland Reception and Reception Kids' Party; Friday's Lunch and Crab Feast. Any badges created after August 3rd will cost \$150 each.

EXTRA BADGES / TICKETS (In addition to badges and tickets already provided with your booth)	Number of additional tickets	Cost (each)	TOTAL \$	BALANCE DUE
Additional Badges (5 provided w/ each 10'x10' or 10'x8' booth)		Badge Only: \$150.00 each		
Thursday Lunch in Exhibit Halls A/B and Bayfront (2 provided w/ each 10'x10' or 10'x8' booth)		\$25.00		
Taste of Maryland Reception in Bayfront (2 provided w/ each 10'x10' or 10'x8' booth)		\$40.00		
Thursday Taste of Maryland Reception Kids' Party (Reception is for adults 21+ - Kids' Party will have games, snacks, childcare provided by OC Parks & Rec)		COMPLIMENTARY RSVP/More info required Contact: avalliant@mdcounties.org		
Friday Lunch in Exhibit Halls A/B and Bayfront (2 provided w/ each 10'x10' or 10'x8' booth)		\$25.00		
Crab Feast (food, beverages, band) NOT PROVIDED WITH YOUR BOOTH		\$50.00		
Ice Cream Break in Exhibit Hall A/B and Bayfront (2 provided w/ each 10'x10' or 10'x8' booth)		\$10.00		

Enclose Check or P.O. Made Payable To: MACo, 169 Conduit St., Annapolis, MD 21401
410.269.0043, 301.261.1140, FAX: 410.268.1775, email: velasco@mdcounties.org

MACo Use Only

Credit Card Number (Master Card or VISA ONLY, NO AMEX)

Expiration Date

Date Paid

Name on Card

Signature

Check/PO #

Billing address if different from above

Billing Zip

Amount

There is no headquarters hotel for the MACo Summer Conference. Listed below are discounted rates for MACo conference participants. Taxes additional.

You must ask for the Maryland Association of Counties or MACo rate when making your reservation! Call-in reservations only.

Make your hotel reservations early. You can always cancel later, but reserve now to guarantee a room at these low rates!

Conference sessions, meetings, and events are held at the Roland Powell Convention Center: 4001 Coastal Hwy (40th Street), Ocean City, MD 21842

Weekday = Sunday night through Thursday night. Weekend = Friday and Saturday nights. Check with hotels for check-in/check-out times.

SCAM ALERT: The only conference hotel room rates negotiated by MACo appear on this page and you must call the hotels directly. Anyone claiming to be a housing bureau or other organization offering deeper discounts or reservation services for the MACo Summer Conference is a scammer and should be reported to the local authorities.

BEST WESTERN

55th Street & Coastal Hwy | 443.664.4001

Rates: Double Queen Weekday-\$169.95, Weekend-\$249.95; Double Queen Suite Weekday-\$189.95, Weekend-\$269.95 (3-night minimum for Saturday stays)

Must mention Group #2028 for discounted rates

Rate Deadline: 7/16/2018

<http://www.bestwesternosuites.com>

CASTLE IN THE SAND

37th Street & Atlantic Ave | 410.289.6846

Rates: Oceanfront Efficiency Weekday-\$319; Weekend-\$339; Oceanfront Standard Weekday-\$275, Weekend-\$295; Bayview Standard Weekday-\$259, Weekend-\$279 (2 night minimum)

Rate Deadline: 6/4/2018

<http://www.castleintheland.com>

CLARION RESORT FONTAINEBLEU HOTEL

101st Street & Oceanfront | 800.638.2100

Rates: Double Queen-\$285; Executive King-\$305; Studio King-\$315; Cabana-\$335; 1-Bedrm Condo-\$325; 2-Bedrm Condo-\$425; 3-Bedrm Condo-\$495 Rate Deadline: 7/17/2018

<http://www.clarionoc.com>

COMFORT INN GOLD COAST

112th Street & Oceanfront | 410.524.3000

Rates: Double Weekday-\$179, Weekend-\$239. Waterview: +\$10, King: +\$20

Rate Deadline: 7/15/2018

<http://www.comfortinngoldcoast.com>

DAYS INN OCEANFRONT

23rd Street & Boardwalk | 800.926.1122

Rates: Poolside-\$199; Oceanfront-\$259

Rate Deadline: none

<http://www.daysinnboardwalk.com>

DOUBLETREE BY HILTON

33rd Street & Oceanfront | 410.283.1234

Rates: \$369-\$409 Rate Deadline: 6/21/2018

<http://www.doubletreeoceancity.com>

DUNES MANOR HOTEL

2800 Baltimore Ave | 800.523.2888

Rates: Oceanfront Standard (2 double beds) Weekday-\$325, Weekend-\$389

Rate Deadline: 7/15/2018

<http://www.dunesmanor.com>

FENWICK INN

138th Street & Coastal Hwy | 410.250.1100

Rates: Two Beds-\$179; One King-\$189

Rate Deadline: 7/17/2018

Must mention Group 1808MC for discounted rates

<http://www.fenwickinn.com>

GRAND HOTEL

21st Street & Boardwalk | 800.447.6779

Rates: City View Weekday-\$250, Weekend-\$299;

Partial View Weekday-\$269, Weekend-\$329;

Direct Ocean Front Weekday-\$309, Weekend-\$369

Rate Deadline: 7/16/2018

<http://www.grandhoteloceancity.com>

HAMPTON INN & SUITES

43rd Street & Coastal Hwy | 410.524.6263

Rates: Double City View Weekday-\$249, Weekend-\$319; Double Bayfront Weekday-\$259, Weekend-\$329 Rate Deadline: 6/21/2018

(2-night minimum for weekend stays)

NOTE: Dial "0"—NOT 1 or 2 for reservations—to receive the discounted rates.

<http://hamptoninn3.hilton.com>

HOWARD JOHNSON OCEANFRONT INN

24th Street & Boardwalk | 800.926.1122

Rates: Poolside-\$199; Oceanfront-\$259

Rate Deadline: none

<http://www.hjoceanfrontinn.com>

HOWARD JOHNSON OCEANFRONT PLAZA

12th Street & Boardwalk | 800.926.1122

Rates: Standard-\$209; Ocean View-\$249;

Oceanfront-\$269 Rate Deadline: none

<http://www.hjoceanfrontplaza.com>

HILTON SUITES OCEANFRONT

32nd Street & Oceanfront | 410.289.6444

Rate: \$539 Rate Deadline: 6/21/2018

<http://www1.hilton.com>

HOLIDAY INN HOTEL & SUITES

17th Street & Boardwalk | 866.627.8483

Rate: \$454 Rate Deadline: 6/21/2018

<http://www.ocmdhotels.comocsuites>

HOLIDAY INN OCEANFRONT

67th Street & Coastal Hwy | 800.837.3588

Rates: Eastern Oceanfront-\$329;

South Ocean View-\$319; Garden View-\$299

Rate Deadline: 6/21/2018

<http://www.holidayinnoceanfront.com>

PRINCESS BAYSIDE BEACH HOTEL

48th Street & Coastal Hwy | 888.622.9743

Rates: Standard Weekday-\$163, Weekend-\$259; Deluxe Efficiency Weekday-\$181, Weekend-\$299; Bayfront Efficiency Weekday-\$226, Weekend-\$309 (2-night minimum for Saturday stays)

Rate Deadline: 7/7/2018

<http://www.princessbayside.com>

PRINCESS ROYALE HOTEL

91st Street & Coastal Hwy | 1.800.476.9253

Rates: Ocean/Pool View Suite Weekday-\$293, Weekend-\$314 Rate Deadline: 7/13/2018

<http://www.princessroyale.com>

RESIDENCE INN MARRIOTT

300 Seabay Lane (61st Street) | 410.723.2122

Rates: King Studio or Double Queen Studio-\$349

Rate Deadline: 7/14/2018

<http://www.marriott.comhotels/travel/sbyro-residence-inn-ocean-city>

SEA BAY HOTEL

61st Street & Coastal Hwy | 410.524.6100

Rates: Double Standard Weekday-\$139.95, Weekend-\$239.95; King Weekday-\$149.95, Weekend, \$249.95

(2-night minimum for Saturday stays)

Must mention Group #9515 for discounted rates

Rate Deadline: 7/16/2018

<http://www.seabayhotel.com>

THE EDGE HOTEL, FAGER'S ISLAND

201 60th St & Coastal Hwy | 410.524.5400

Rates: (all are full Bay View suites—adults only)

Regular Weekday-\$388, Weekend-\$468;

Grand Weekday-\$410, Weekend-\$485 (add second

bedroom for \$150 per night); North Weekday-

\$435, Weekend-\$495; Penthouse Weekday-\$445,

Weekend-\$515 Rate Deadline: none

<http://www.fagers.comhotels/lighthouse-suites>

THE LIGHTHOUSE CLUB HOTEL, FAGER'S ISLAND

201 56th St & Coastal Hwy | 410.524.5400

Rates: (all are 2nd-level suites—adults only)

Bay View Weekday-\$395, Weekend-\$470;

Half Bay View Weekday-\$385, Weekend-\$450;

Wetland View Weekday-\$375, Weekend-\$430

Rate Deadline: none

<http://www.fagers.comhotels/lighthouse-suites>

QUALITY INN OCEANFRONT

54th Street & Coastal Hwy | 800.837.3586

Rates: \$269-\$314 Rate Deadline: 6/21/2018

<http://www.ocmdhotels.comqioceanfront>

SALE

(2-night minimum for weekend stays)

NOTE: Dial "0"—NOT 1 or 2 for reservations—to receive the discounted rates.

<http://hamptoninn3.hilton.com>