







# Enlisted Association of the National Guard (EANGUS) 2026 National Conference

# **Presented By**





# Patrick Blankenship

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# Enlisted Association of the National Guard (EANGUS) 2026 National Conference

John Larsen
Lamont Associates, Associate Vice President
Enlisted Association of the National Guard (EANGUS)
2233 7th Ave NE
Rochester, MN 55906 USA
(507) 202-8617

Thursday, August 1, 2024

Thank you for considering Daytona Beach and The Ocean Center for Enlisted Association of the National Guard (EANGUS) 2026 National Conference!

After reviewing your RFP, we are pleased to say -We Do have availability for the dates within your requested time frame (July 30th - August 4th, 2024) and have prepared the following aggressive proposal with incentives for your review.

We have sourced your room night needs to our Convention & Visitors Bureau (Daytona Beach Area Convention and Visitors Bureau). **Mara Robin** will be your primary contact with "DBACVB" and can be reached at (386) 255-0415 ext. 131 or mrobin@daytonabeach.com with any questions or requests.

I have included a full breakdown below (under **Meeting Space/Schedule of Events**) of the estimated rental cost as well as the potential promotional funding based on your room pick up as quoted on your RFP (please see notes below).

This does not include any room rebate offered by host hotel(s).

Rental Total: \$60,750.00 **Promotional Funding:** -\$25,000.00\*

Balance: \$35,750.00

The Ocean Center is happy to waive all meeting room rental totaling \$39,200 for a minimum Food and Beverage Expenditure of **\$50,000** not inclusive of taxes and gratuity. In Addition, Ocean Center offers to waive Exhibit Hall rental of \$7,000 per day with each additional \$35,000 spent on Food & Beverage not inclusive of Taxes and Service Charge.

\* Promotional Funding is based on actual pickup from host hotel and is distributed post event when room night pick-up reports are provided by your host hotel(s).

As you can see from this breakdown the rental cost for the Convention Center will be minimal leaving only equipment and staffing expenses which any credits from the rebate and promotional funding will apply as well.

# **Meeting Space / Schedule of Events**

Wednesday, July 29, 2026								
Time	Function	Room	Number/Setup	Rental	Food and Beverage Minimum	Notes		
6:00am – 11:59pm	Office #1	104 A	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge		

6:00am – 11:59pm	Office #2	104 B	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
Thursday, J	luly 30, 2026		,	l			
Time	Function	Room	Number/Setup	Rental	Food and Beverage Minimum	Notes	
6:00am – 11:59pm	Office #1	104 A	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
6:00am – 11:59pm	Office #2	104 B	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
6:00am – 11:59pm	Finance Committee	101 A	Boardroom 25	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
6:00am – 11:59pm	Boardroom	101 B	Boardroom 12	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
6:00am – 11:59pm	Exhibitor Move-In	Exhibit Hall	TBD	\$3,500			
6:00am – 11:59pm	Registration #1	Main Concourse/Box Office	TBD				
6:00am – 11:59pm	Registration #2	Main Concourse/Box Office	TBD				
6:00am – 11:59pm	Breakout #1	101 C	Hollow Square	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
6:00am – 11:59pm	Breakout #2	102 A	Hollow Square	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
6:00am – 11:59pm	Breakout #3	102 B	Hollow Square	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
Friday, July	31, 2026						
Time	Function	Room	Number/Setup	Rental	Food and Beverage Minimum	Notes	
6:00am – 11:59pm	Office #1	104 A	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
6:00am – 11:59pm	Office #2	104 B	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	
6:00am – 11:59pm	Exhibitor Move-In	Exhibit Hall	TBD	\$3,500			
6:00am – 11:59pm	Registration #1	Main Concourse/Box Office	TBD				
6:00am – 11:59pm	Registration #2	Main Concourse/Box Office	TBD				
6:00am – 11:59pm	Breakout #1	201 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge	

6:00am – 11:59pm	Breakout #2	202 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #3	203 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #4	204 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	EC Meeting	102 AB	Hollow Square 40	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	General Session	Arena	Theater 3,000	\$2,000		
6:00am – 11:59pm	Silent Auction	Ballroom AB	6' Tabletops 50	\$2,500		
6:00am – 11:59pm	Auxilary Meeting	101ABC	Theater 400	\$1,200*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #5	102 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #6	201 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #7	202 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #8	203 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #9	MO1 A	Theater 60	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #10	MO1 BC	Theater 150	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #11	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #12	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #13	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #14	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #15	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Auxilary Meeting	HOST HOTEL	Theater 400			Negotiated with Hotel
Saturday, A	ugust 1, 2026					
Time	Function	Room	Number/Setup	Rental	Food and Beverage Minimum	Notes
6:00am – 11:59pm	Office #1	104 A	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Office #2	104 B	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge

6:00am – 11:59pm	Exhibits	Exhibit Hall	TBD	\$7,000		
6:00am – 11:59pm	General Session	Exhibit Hall	TBD			Set Inside Exhibit Hall) Pipe & Drape if needed
6:00am – 11:59pm	Registration #1	Main Concourse/Box Office	TBD			
6:00am – 11:59pm	Registration #2	Main Concourse/Box Office	TBD			
6:00am – 11:59pm	Breakout #1	201 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #2	202 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #3	203 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #4	204 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	EC Meeting	102 AB	Hollow Square 40	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	General Session	Arena	Theater 3,000	\$4,000		
6:00am – 11:59pm	Silent Auction	Ballroom AB	6' Tabletops 50	\$2,500		
6:00am – 11:59pm	Auxilary Meeting	101ABC	Theater 400	\$1,200*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #5	102 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #6	201 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
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6:00am – 11:59pm	Breakout #8	203 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #9	MO1 A	Theater 60	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #10	MO1 BC	Theater 150	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #11	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #12	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #13	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #14	HOST HOTEL	Theater 300			Negotiated with Hotel

6:00am – 11:59pm	Breakout #15	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Auxilary Meeting	HOST HOTEL	Theater 400			Negotiated with Hotel
Sunday, Aug	gust 2, 2026			L		
Time	Function	Room	Number/Setup	Rental	Food and Beverage Minimum	Notes
6:00am – 11:59pm	Office #1	104 A	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Office #2	104 B	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Exhibits	Exhibit Hall	TBD	\$7,000		
6:00am – 11:59pm	General Session	Exhibit Hall	TBD			Set Inside Exhibit Hall) Pipe & Drape if needed
6:00am – 11:59pm	Registration #1	Main Concourse/Box Office	TBD			
6:00am – 11:59pm	Registration #2	Main Concourse/Box Office	TBD			
6:00am – 11:59pm	Breakout #1	201 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
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6:00am – 11:59pm	Breakout #4	204 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	EC Meeting	102 AB	Hollow Square 40	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	General Session	Arena	Theater 3,000	\$4,000		
6:00am – 11:59pm	Silent Auction	Ballroom AB	6' Tabletops 50	\$2,500		
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6:00am – 11:59pm	Breakout #12	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #13	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #14	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #15	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Auxilary Meeting	HOST HOTEL	Theater 400			Negotiated with Hotel
Monday, Au	gust 3, 2026					
Time	Function	Room	Number/Setup	Rental	Food and Beverage Minimum	Notes
6:00am – 11:59pm	Office #1	104 A	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Office #2	104 B	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Exhibits	Exhibit Hall	TBD	\$7,000		
6:00am – 11:59pm	General Session	Exhibit Hall	TBD			Set Inside Exhibit Hall) Pipe & Drape if needed
6:00am – 11:59pm	Registration #1	Main Concourse/Box Office	TBD			
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6:00am – 11:59pm	Breakout #1	201 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
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6:00am – 11:59pm	EC Meeting	102 AB	Hollow Square	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	General Session	Arena	Theater 3,000	\$4,000		

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6:00am – 11:59pm	Silent Auction	Ballroom AB	6' Tabletops 50	\$2,500		
6:00am – 11:59pm	Auxilary Meeting	101ABC	Theater 400	\$1,200*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #5	102 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
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6:00am – 11:59pm	Breakout #7	202 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #8	203 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #9	MO1 A	Theater 60	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
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6:00am – 11:59pm	Breakout #14	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #15	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Auxilary Meeting	HOST HOTEL	Theater 400			Negotiated with Hotel
Tuesday, A	ugust 4, 2026					
Time	Function	Room	Number/Setup	Rental	Food and Beverage Minimum	Notes
6:00am – 11:59pm	Office #1	104 A	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Office #2	104 B	TBD	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Exhibits	Exhibit Hall	TBD	\$7,000		
6:00am – 11:59pm	General Session	Exhibit Hall	TBD			Set Inside Exhibit Hall) Pipe & Drape if needed
6:00am – 11:59pm	Registration #1	Main Concourse/Box	TBD			

Office

Main

Office

Concourse/Box

TBD

Registration

#2

6:00am -

11:59pm

6:00am – 11:59pm	Breakout #1	201 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #2	202 AB	Theater 150	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
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6:00am – 11:59pm	EC Meeting	102 AB	Hollow Square 40	\$800*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	General Session	Arena	Theater 3,000	\$4,000		
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6:00am – 11:59pm	Breakout #8	203 C	Theater 75	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
6:00am – 11:59pm	Breakout #9	MO1 A	Theater 60	\$400*	\$50,000	Waived with \$50,000 F&B Spend not inclusive of Taxes (if applicable) and Service Charge
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6:00am – 11:59pm	Breakout #14	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Breakout #15	HOST HOTEL	Theater 300			Negotiated with Hotel
6:00am – 11:59pm	Auxilary Meeting	HOST HOTEL	Theater 400			Negotiated with Hotel

<sup>\* &</sup>lt;u>MULTI YEAR INCENTIVE OFFER</u> - For each additional year you contract with the Ocean Center we will increase your rebate by \$1 and guarantee current rental rates for the facility.

Current Contract = \$10 per actualized room night, 1 Additional Year = \$11 per actualized room night, 2 Additional Years = \$12 per actualized room night and 3 Additional years = \$13 per actualized room night. We can offer this on a consecutive annual basis or every odd year, ie... 2025, 2027, 2029.

Our Facility offers First Class meeting and event space both inside and outside of the standard 4 walls. We are perfectly situated on the

Atlantic Coast of Central Florida only 400 steps to the sandy ocean shore and beautiful beach. The only thing separating us from the water is our host hotels, shopping and restaurants.

Our building offers over 205,000 square feet of indoor meeting and exhibit space and over 200,000 outdoor event space as well - all nicely appointed and with a modern beach feel.

# **Concessions / Other Information**

The Ocean Center is pleased to offer promotional funding to qualifying groups!

Based on your RFP:

Wednesday	Thursday	Friday	Saturday	Sunday	Monday	Tuesday	TRN
7/30/26	7/31/26	8/1/26	8/2/26	8/3/26	8/4/26	8/5/26	
62 RN	150 RN	750 RN	750 RN	750 RN	600 RN	512 RN	3,574

#### TOTAL: 3,574 Total Room Nights

Promotional funding of \$10.00 per room night actualized is approved for your group based on final total pick from your host hotel(s) not to exceed \$25,000.00. Documentation must be provided by your host hotel(s) post event for verification prior to funds disbursement.

Thank you again for your interest. I will follow up with you next week to address any questions.

I would love to have the opportunity to host you in Daytona Beach for a site visit at your convenience so you can experience our destination first hand.

## Thank you again for your interest.

I will follow-up with you in the next few weeks to discuss the next step and learn more about a decision time frame for a possible site visit, presentation at your next board meeting and anything we can do to make this conference call Daytona Beach and the Ocean Center home.

I am easily accessible via the contact information on the first page of this proposal.

Please let me know what questions and how we can move forward to bring the **Enlisted Association of the National Guard** (**EANGUS**) to Daytona Beach!

Sincerely, Patrick





#### **About the Ocean Center**

Where you meet can make all the difference. The Ocean Center is an extraordinary meeting, conventions and event complex in the heart of Daytona Beach, one of America's favorite beach destinations. In fact, the Ocean Center is just steps from the magnificent beaches and rolling surf which our area is famous for!

With more than 205,000 square feet of meeting space, the Ocean Center hosts events large and small, each with exceptional attention to detail. Our neighboring Ocean Walk Village Shoppes, with its unique shops, colorfuloceanfront restaurants and 10-screen theaters make the Ocean Center a destination unto itself.

#### Who books the Ocean Center?

The Ocean Center hosts international & national conventions, local social events and everything in between. A recent expansion and renovation have doubled its capacity, incorporated leading edge technology and added numerous amenities & conveniences, making the Ocean Center a world-class venue.

#### Ocean Center honored with Readers' Choice award

For the seventh time, the Ocean Center has received the Readers' Choice award by Convention South magazine. Meeting professionals were asked to name the meeting sites they believe display exemplary service for group events. Nominations were received throughout the year, and the top picks were selected via online voting by more than 4,000 voters.

## **Recent Clients and Testimonials**

"Thank you to the wonderful people in the City of Daytona Beach, The CVB, The Nice folks at the Hilton and the Ocean Center - Our customers absolutely Love Daytona Beach - Our Employees Love it - and if you haven't had a chance to visit Daytona Beach in a while I invite you to do so because you and your family will love it too!" - National Cheerleaders Association and National Dance Alliance

"The Ocean Center is a beautiful facility, large enough to host several functions at the same time but small enough to make manuvering and finding meeting rooms easy. It's clean and up-to-date and the food was great. As a planner for a large convention, I heard a lot of compliments about the food and service. The staff were friendly and helpful throughout our meeting." - **Shriners International 2017**Imperial Session

"We have been coming to the Ocean Center since 1999 for our conference and just recently signed a five-year contract that takes us through 2022. We have been in convention facilities throughout the country and find that the Ocean Center is the best all around in quality and customer service. Our event has evolved and expanded through the years as has the Ocean Center. Our success year after year is because of effective collaboration with the Ocean Center staff who consistently meets all of our expectations and more. Come experience the difference!" - National Mobility Equipment Dealers Association