

California Association for Health Services at Home

EXHIBITOR PROSPECTUS

Exhibit Dates: May 21-22, 2024

The Westin Mission Hills Resort
Rancho Mirage, California

Welcome

Please join us to celebrate our biggest event of the year! The CAHSAH Annual Conference and Expo is set for May 20-23, in Rancho Mirage, California. This event will be held at the Westin Mission Hills Golf Resort & Spa Hotel.

To participate in the 2024 exhibition show, this prospectus will provide you all the details and necessary information how to register for a booth and what to expect etc. There will be three special events in the exhibit hall and 4+ hours of dedicated time to exhibit.

We encourage you to reserve your booth early, as we anticipate another sell out year!



CAHSAH OVERVIEW

The California Association for Health Services at Home (CAHSAH) is a nonprofit association representing California's home care providers. Established in 1966, CAHSAH is one of the oldest and largest state home care associations with a long tradition of service dedicated to promoting quality home care and enhancing the effectiveness of the home care industry.

CAHSAH represents over 950 provider locations of Medicare Certified and licensed home health agencies, hospices, home care aide providers, home infusion pharmacies, home medical equipment providers, and over 100 affiliate members including suppliers of products, computer companies, consulting firms, and insurance providers.

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Hotel

CAHSAH® ANNUAL CONFERENCE & EXPO 2024
RANCHO MIRAGE, CA



ACCOMMODATIONS

The Westin Mission Hills Golf Resort & Spa
71333 Dinah Shore Drive
Rancho Mirage, CA 92270
(760) 328-5955

Reservations can be made online below or by calling 1-877-253-0041 and reference the group name "CAHSAH" - please make your reservation by **May 1, 2024**.

To book online, [click here](#).

Self-Parking, Complimentary.

EXPO HALL LOCATION

Celebrity Ballroom
The Westin Mission Hills Golf Resort & Spa
71333 Dinah Shore Drive
Rancho Mirage, CA

EXPO HALL SCHEDULE

Tuesday, May 21, 2024

12:00 pm - 4:30 pm	Exhibitor Move-In
5:00 pm - 7:00 pm	Expo Grand Opening

Wednesday May 22, 2024

10:00 am - 10:45 am	Morning Break in Expo Hall
12:15 pm - 1:45 pm	Attendee Strolling Lunch
1:45 pm - 6:00 pm	Booth Breakdown

ADDITIONAL INFORMATION

BOOTH REGISTRATION

Follow these steps to reserve your booth:

- Select desired booth location
- Email 3 preferred booth numbers, your company LOGO and a 25 word description of services (to be printed on the official program) to mlander@cahsah.org
- Register and submit payment [online](#).

[Click here](#) to view the 2024 Interactive Exhibitor Floor plan.

Booth reservations are not guaranteed until payment has been made in full.

Booths will be assigned on a first come, first served basis. Please carefully read the Terms and Conditions on pages 8-9.

Booths are 10' wide and 8' deep. The drape back wall or 8' high (10' wide).

SPONSORSHIP/ADVERTISING OPPORTUNITIES

Contact: Kristine Fitzpatrick
(916) 276-7032
kfitzpatrick@cahsah.org

or

Contact: Michele Lander
mlander@cahsah.org

Exhibitor



AS AN EXHIBITOR, YOU WILL RECEIVE:

- Listing on the online floor plan located on the conference website, which includes your logo and website link.
- Company contact information/description listed in the official conference program.
- Pre-conference and post-conference attendee list.
- Fully carpeted exhibit hall.
- One sign (7" x 44") with your name and booth number.
- 8' high back wall drape and 3' side rail drape.
- 1 table and 2 chairs for one booth registration.
- Access to keynote and breakout sessions if desired.
- Access to Tuesday & Wednesday luncheons.
- Exhibitor badges. This badge will give you access to the exhibit hall.
- Exhibitor service kit from Steele Tradeshow Services with details on shipping and handling of materials, furniture, labor, drayage, electrical and other booth furnishings details.

Info

CAHSAH® ANNUAL CONFERENCE & EXPO 2024
RANCHO MIRAGE, CA

ATTENDEE DEMOGRAPHICS

Our attendees consist of top-level home care and hospice executives, senior management, mid-level managers and all clinical, in-take, marketing and referral staff. Based on last year's overall evaluation, we found:

- 73% Decision-makers
- 66% CAHSAH members

BOOTH PRICES

- \$1,600.00 - CAHSAH Affiliate**
- \$2,100.00 - CAHSAH Non-Affiliate**

SPACE ASSIGNMENT

Assignment of booth space is based on the time and date that a signed and paid application is received. If one of your four top choices for space is not available, we will make the best alternate selection on your behalf. Every attempt will be made to ensure that competing businesses are not adjacent to one another.

SET UP AND TEAR DOWN

Exhibitors may begin setting up their booths at 12:00 pm on Tuesday, May 21, 2024. All moves must take place between 12:00 pm and 4:30 pm on Tuesday. In order to protect the integrity of the show, any exhibit space not occupied by 4:30pm on Tuesday will be forfeited, and the space may be sold or reassigned by CAHSAH without refund. Prior approval is required for delayed occupancy. Tear down is Wednesday, May 22, 2024, from 1:45 pm to 6:00 pm.

EARLY DISMANTLING

As a professional courtesy to other exhibitors, please do not tear down booths until after the show has been officially closed at 1:45 pm on Wednesday, May 22, 2024.

Inspections will be made throughout the show. Any exhibit dismantled or partially dismantled before the close of the show will be charged \$200. This includes the final remaining minutes of the show.

CANCELLATION POLICY

Should an exhibitor need to cancel a space reservation, a written notice of the cancellation is required. A cancellation causes substantial disruption in the assignment of booth space and in the planning of the show. A 50% administrative fee will be withheld from exhibitors who cancel on or before May 1, 2024. Exhibitors who cancel after May 1, 2024, will forfeit all fees and the right to occupy exhibit space.

SELL OUTS

It is possible that the number of requests for booth space will exceed available space. If space runs out, you may place your company on the wait list.

TRAFFIC BUILDERS

CAHSAH encourages conference attendees to visit the expo hall by offering:

- Dedicated exhibit hours.
- Hosted reception in the exhibit hall Tuesday evening.
- Hall open Wednesday morning for exhibitor use (i.e. client meetings, demos, etc.).
- Morning break in exhibit Hall Wednesday from 10:00-10:45 am.
- Attendee strolling lunch in the exhibit hall Wednesday from 12:15-1:45 pm.

CAHSAH encourages exhibitors to create a welcoming display.

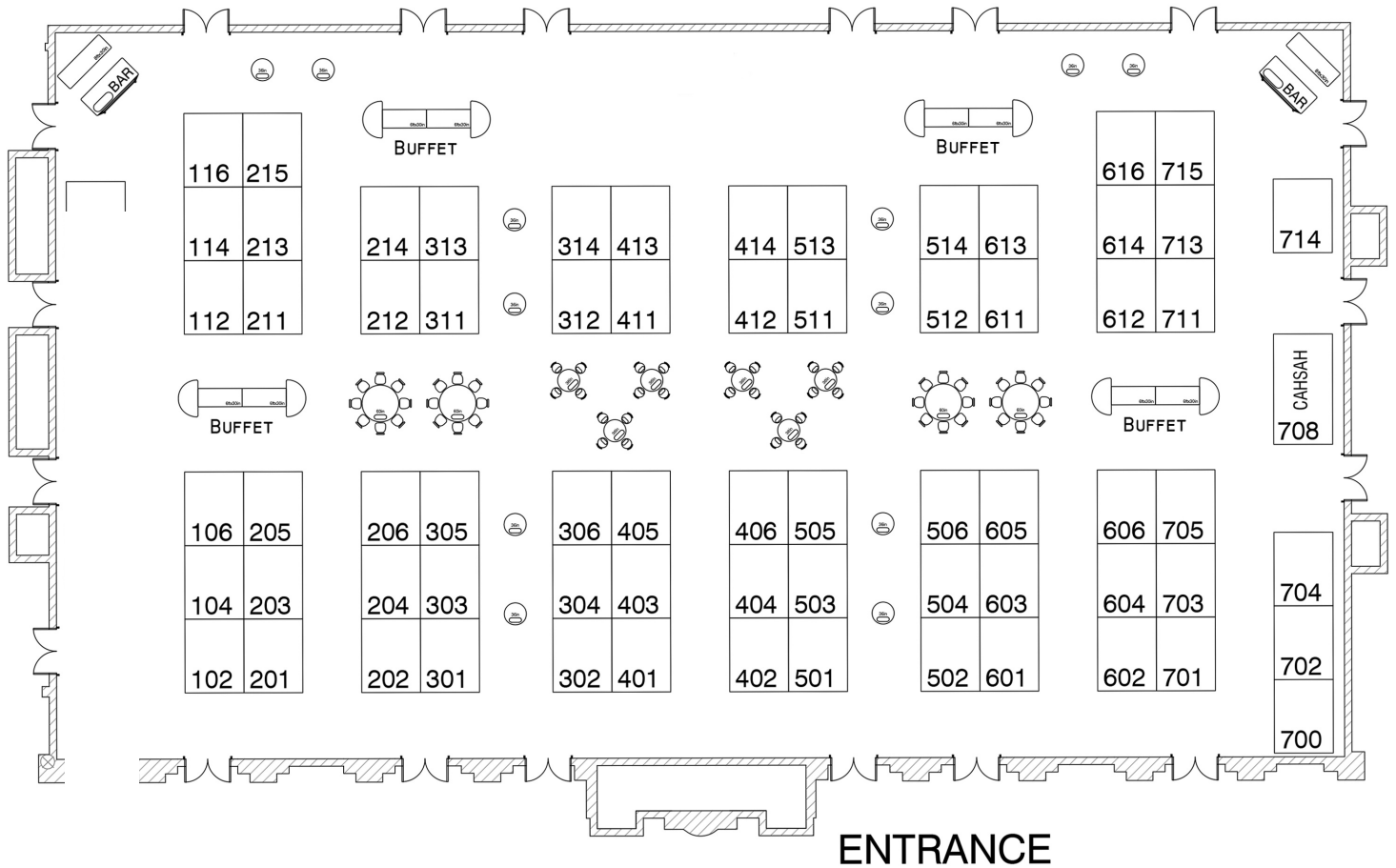
SERVICES CONTRACTOR

Steele Tradeshow Services (STS) is the official, full-service show contractor. Shipping and handling of materials, furniture, labor, drayage, electrical and other booth furnishings may be ordered from:

Steele Tradeshow Services
77-775 Jackal Drive, Suite F
Palm Desert, CA 92211
Phone: (760) 360-7722
Fax: (760) 360-1717

NOTE: You will receive an STS Exhibitor Kit in February with instructions for ordering materials and shipping.

Exhibitor Floorplan



For current available booths [click here](#) to view the Interactive Exhibitor Floor plan.

Past Exhibitors

A Place for Mom
AidQuest
AlayaCare
Alora Healthcare Systems
American Medical Technologies (AMT)/
RestorixHealth
AMN Healthcare-Synzi
AXXESS
Billing Department
Cardinal Health at-Home
Care Coordinations LLC
Careficient
Caregiver Training University®, and
CareSmartz360
CareStitch
CareVoyant
CareXM
CDC Small Business Finance
Celo Health
Citta Services Inc.
CNH Finance
Coloplast
Community Health Accreditation Partner (CHAP)
Complia Health
Corridor
CrossRoads Business Brokers, Inc.
Data Soft Logic
Enclara Pharmacia
ERC Provider
eRSPEverlance
Fleetridge Pacific
Forcura
Generations Homecare System
GR Medical
Grand Canyon Education
Health Recovery Solutions
HealthCare ConsultLink
Healthcare Provider Solutions
HealthCare Synergy
Heffernan Insurance Brokers
Home Health Notify
Homecare Homebase
Homecare Interact
Horizon Oxygen
Hospice Dynamix
HospiceMD
Housptl
HUB International Insurance Services, Inc.

IntelyCare
iTreatMD
KanTime
KATANA Safety
Levo
matchHHa
MatrixCare/HEALTHCAREfirst
Maxwell Healthcare Associates
Medline Industries
Medline My Wound Care
Merge Electric Fleet Solutions
MSW Consultants
Omni Wound Physicians
Oracle
Polsinelli
Polsinelli PC
Preferred Benefit Consultants
Provider Insights, Inc.
QAPIplus
Rapid Coding and Oasis Review, Inc.
Red Road Healthcare Business Solution
Rndsoftech Private Limited
Red Road Healthcare Business Solutions
Relias
Restorix Health
Sandata Technologies
Savii Inc.
Senior Care Business Advisors
Shield HealthCare
SimiTree
SONO
Sternshein Legal Group
Strategic Healthcare Programs
Strategic Tax Planning
Sulos LLC
Swift Medical
Synergi Partners
Synzi
The Helper Bees
The Joint Commission
Viventium
Wellsky
Wipfli LLP

Terms & Conditions

of Exhibit Space Contract

1. Contract for Space: The contract for space, the formal notification of space assignment and full payment of fees together constitute a contract between the exhibiting organization, hereinafter known as the Exhibitor, and the California Association for Health Services at Home, hereinafter known as CAHSAH, for the right to use space for CAHSAH's Annual Conference & Expo. The contract is based upon the plan of exhibit rates shown thereon and general information contained in the exhibitor prospectus, all of which are to be considered along with details on all pages of this form as part of the contract. All measurements shown on the floor plan are approximate and CAHSAH reserves the right to make such modifications as may be deemed necessary, making equitable adjustment with any exhibitor or exhibitors thereby affected. CAHSAH also reserves the right to adjust the floor plan to meet the needs of the exposition.

2. Installation and Dismantling of Exhibits: Delivery of freight, installation of exhibits and completion of erection of exhibits will take place on the dates and times specified by CAHSAH in the Exhibitor Prospectus. Should an exhibit not be set up by this specific time, CAHSAH reserves the right to have the Official Exhibit Services Contractor install the exhibit or remove unopened freight at the expense of the exhibitor.

Goods and materials used in any display shall not be removed from the exhibit hall until the exposition has officially been closed. Any exception to this rule must have the written approval of CAHSAH.

Dismantling must be completed and all exhibit materials removed by the final move out date and hours specified by CAHSAH (hours are shown above).

NOTE: Exhibitors are advised to remove small, portable items immediately at the end of each session.

3. Storage - Boxes and Packing Crates: Exhibitors will not be permitted to store boxes or packing crates in or behind exhibit booths. Prior to the first show day, all boxes and crates will be placed in storage provided they are properly labeled for storage. Those not so labeled will be removed and destroyed as refuse. If an exhibitor is paying freight handling fees to the Official Services Contractor, this service is included in the freight handling fees; however, if an exhibitor is handling the freight themselves, storage charges will be incurred.

NOTE: Storage labels will be provided at the Official Exhibit Services Contractor's Desk.

4. Minors and Children: Persons under 18 years of age including infants will not be permitted in the exhibit area.

5. Floor Plan: The floor plan for this exhibit will be maintained as originally presented wherever possible. However, CAHSAH reserves the unqualified right to modify said plan to the extent necessary for the best interests of the exhibit, the exhibitors, and the industry.

6. Applications for Space: Reservations must be made on the Exhibitor Application form which must contain complete information. CAHSAH reserves the right to reject applications.

7. Payment Schedule Cancellation or Reduction of Space:

Space reservations are not guaranteed until payment is made in full.

CAHSAH will assess a \$25 fee for any check returned by the bank. CAHSAH will not process applications on credit cards declined by the bank, and you will be notified of the problem.

Cancellation of this contract or reduction of space must be in writing, and by mutual consent of the applicant and CAHSAH, except that CAHSAH may unilaterally cancel this contract for non-payment of any balance due by the date specified. If cancellation or reduction of space is agreed to, applicant will be entitled to a refund based on the following schedule: Space canceled or reduced on or before **5/1/24** will be charged a 50% service charge on the net cost of the original space. There will be no refund for any space canceled or reduced after **5/1/24**. If cancellation of exhibit space occurs, any entitlements that accompany the exhibit space are forfeited, including any special conference registrations or other discounted offers to the conference or exhibit hall.

8. Space Assignment: Space assignment will be indicated on the accepted contract. However, should conditions or situations warrant, CAHSAH has the unqualified right to reassign space for the best interest of the exposition. Exhibitors must rent sufficient space to contain their exhibit completely within the confines of booth lines. Equipment may not extend into the aisles, over the aisles, or across the exhibitor's purchased booth line. Heights and Depths addressed in Section 13 must be observed.

9. Sharing/Subletting Space: No exhibitor shall assign, sublet, or apportion the whole or any part of the space allotted, or have representatives, equipment, or materials from other than their own firm in the said space. CAHSAH policy prohibits subcontracting of exhibit space. Should an exhibitor decide to cancel, exhibit space reverts to CAHSAH.

10. Exhibitor Personnel: Each exhibitor will furnish CAHSAH, in advance, the names of those persons who will staff the booth on the Exhibitor Application form furnished by CAHSAH in the Exhibitor Prospectus. Personnel will be admitted to the show floor at the designated time specified by CAHSAH each day. In the event earlier admission is required, special permission must be obtained from CAHSAH. Exhibitor's representatives manning the exhibit will be owners, employees or agents of exhibiting companies, and such representatives will wear proper badge identification furnished by the

exposition. Such badges will be supplied at the Expo Registration Desk. Each exhibitor will place on file in the CAHSAH Office the name of the representative (including hotel or local phone number) who has primary responsibility on the floor for the exhibitor's display, and who is authorized to make decisions for the exhibitor as requested by Management on-site or in the case of an emergency.

NOTE: Supplying Exhibitor personnel badges to current or prospective customers by exhibitors is expressly forbidden. If such use of exhibitors' badges is made and this is recognized, individuals wearing said badges will be removed from the premises and badges will be confiscated. The Exhibitor personnel registration is to be used solely for employees or agents of the Exhibitor.

11. Displays and Construction: CAHSAH has arranged for a standard uniform booth background, including header sign (7" x 44") with exhibitor's name and booth number. Equipment must be spotted within the confines of the exhibit space and allow sufficient space for exhibitor personnel to conduct business within the space. All demonstrations must be within the confines of the exhibit space. Aisles must not be obstructed at any time by exhibitor personnel or attendees. Management reserves the right to unilaterally determine if a demonstration interferes with adjacent exhibit spaces and may, if necessary, order its discontinuation.

12. Contractors Services: All services, such as furniture, carpeting, labor, cleaning, storage of boxes and crates, shipping and other special services must be arranged through the Official Exhibit Services Contractor. An Exhibitor Service Kit will be provided with proper forms for ordering such services. Forms should be carefully prepared and returned by the deadlines noted to avoid late charges. Independent Contractors: Notification to use an independent contractor to install/dismantle exhibits must be received forty-five (45) days prior to the first day of the show. If an exhibitor elects to use any contractor other than the official contractors designated by CAHSAH, CAHSAH is not in a position to intercede in disputes on behalf of the exhibitor. Notification to use independent contractor(s) must go to both CAHSAH and the Official Exhibit Services Contractor.

13. Character of Exhibits: It is the desire of CAHSAH that each exhibitor design and create an exhibit of an attractive nature which will enhance the overall appearance of the exposition and be a credit to the industry.

We request that all exhibitors respect applicable clauses of the Americans with Disabilities Act (ADA). CAHSAH reserves the right to approve the character of the display and to prohibit any display which, because of noise or other objectionable features, detracts from the general character of the exposition. Exhibits must be in good taste as determined by CAHSAH. It is the exhibitor's responsibility to create an attractive display area. Provided with the booth space rental by CAHSAH for a standard booth is the 8' high back wall drape, 3' side rail drape dividers, and 7" x 44" identification sign.

Any part of an exhibit space which does not complement the purpose of the exhibition must be corrected at the exhibitor's expense. CAHSAH reserves the unilateral right to correct any unsightly exhibit, and the exhibitor agrees to pay CAHSAH for expenses incurred in making the necessary alterations.

14. Gadgets, Gimmicks, Demonstrations, Music and Sound: Side show tactics, scantily clad individuals or other undignified promotional methods will not be permitted. Exhibitors are asked to observe the "good neighbor" policy at all times. Exhibits should be conducted in a manner not to be objectionable or offensive to neighboring booths.

CAHSAH requires exhibitors to obtain music licenses through ASCAP and BMI if they intend to use Copyrighted music in their booths. CAHSAH is not responsible for the music used by exhibitors, and Exhibitor hereby agrees to indemnify, defend and hold harmless CAHSAH for any and all costs or damages, including attorney's fees, related to any copyright violations that result from Exhibitor's failure to obtain the appropriate license(s). Balloons, horns, odors, or congestion in Exhibitors' booths are not permitted. Giveaways, demonstrations and/or entertaining the attendees in booths must be arranged so that attendees coming into the exhibit do not block aisles or overlap into neighboring exhibits. Exhibitors must respect the privacy of other exhibitors and not intrude or disrupt another exhibitor while they are conducting business on the show floor.

15. Other Exhibits: The Exhibitor agrees that neither they, their agents nor their distributors will distribute publications or conduct any other display or exhibit any equipment bearing their trademark within a three mile radius of the exposition covered by this contract or its officially designated hotel properties during the dates of said exposition. Violation of this provision by an exhibitor will constitute a breach of the contract and CAHSAH may, in its sole discretion, cancel this contract and require the exhibitor to remove their display and any equipment contained in the exhibit hall and forfeit all payments to CAHSAH pursuant to this contract. This limitation does not apply to participation in other trade association exhibitions which may coincidentally be ongoing in the same city, or to exhibitor's regular place of business or show room.

16. Soliciting - Access to Lists, Samples & Prizes: No soliciting of registrants shall be permitted in the aisles or in other exhibitors' booths. Samples, catalogs, pamphlets, publications, souvenirs, etc., may be distributed by exhibitors and their representatives (including hosts and hostesses) only within their own booths. No exhibitor will be permitted to conduct any prize drawings, awards for signing of names and addresses, etc., without prior written approval of CAHSAH. Signs showing the price of items must not be displayed.

CAHSAH reserves the right to limit access to attendee, exhibitor and any other list or information

gathered by CAHSAH, or its contractors. Exhibitors that produce industry publications may distribute their publications outside their booths only to the other exhibitors and only during show hours. No exhibiting firm, organization or trade publication, regardless of its product or service, is permitted to sell product off the show floor.

17. Flammable Materials: Flammable fluids, substances, or material of any nature are prohibited in the booth and in the storage area behind the booth. All decorative materials must be flame proofed before being taken into the exhibit hall and must comply with local fire regulations. Transferring of flammable liquids while in the exhibit hall is expressly prohibited. Electrical equipment and wiring must meet all requirements.

18. Beverages and Foods: Food and/or beverages may be supplied by the exhibitor, with the prior written consent of CAHSAH and the facility. Alcoholic beverages may not be served by the exhibiting company.

19. Liability: Neither CAHSAH, the official services contractors, exhibit hall management, security service, nor any of the officers, employees, or agents of the above will be responsible for the safety of property of exhibitors from theft, strikes, damage by fire, water, storm or vandalism or other causes. CAHSAH will take reasonable precautions through the employment of security personnel to protect exhibits from such loss.

All property of the exhibitor is understood to remain in the exhibitor's custody and control in transit to or from or within the confines of the exhibit hall and subject to the rules and regulations for the exposition.

CAHSAH shall not be responsible for errors or omissions in the official Conference Program, Directories, or Addendum.

NOTE: Exhibitors are to carry insurance to cover exhibit materials against damage and loss and public liability insurance against injury to the person and property of others. By executing the Contract for Exhibit Space, Exhibitor warrants that there is in effect said insurance policy covering the Exhibitor, with coverage remaining current through Exhibitor's occupancy of CAHSAH's Annual Conference and Expo and the exhibit space of the facility.

Exhibitor must comply with all federal, state, local and exposition facilities' safety regulations. Corrections will be made at Exhibitor's expense. If corrections cannot be made, exhibit shall be removed at Exhibitor's cost, with no liability accruing to CAHSAH. Under no circumstances may the weight of any exhibit material exceed the specified maximum floor load of the exhibit hall. Exhibitor accepts full and sole responsibility for any injury or damage to persons or property resulting from failure to distribute the placement of exhibit material to conform with the floor loading specifications. Indemnity: Exhibitor agrees to indemnify, defend, and hold harmless CAHSAH, its officers, employees, and agents from and against any and all third party claims and other liabilities (including reasonable attorney's fees) that

are caused by, arise from, or grow out of the negligent acts or omissions of the Exhibitor, its agents, officers, employees, representatives, servants, invitees, patrons, or guests.

The exhibitor is charged with knowledge of all local laws, ordinances and regulations pertaining to business licenses, health, fire prevention and public safety affecting his participation in the exposition. Compliance with such laws is mandatory for all exhibitors and is the sole responsibility of the exhibitor.

If unusual equipment is to be installed, the exhibitor must communicate with CAHSAH for information concerning the facility or applicable regulations. CAHSAH will not be liable for the fulfillment of this contract as to the delivery of space if non-delivery is due to any of the following causes: By reason of the building being destroyed or substantially damaged by fire; act of God; public enemy; war; strikes; authority of law; or any other cause beyond the control of CAHSAH. In the event of not being able to hold the exposition for any of these reasons, CAHSAH will refund to each exhibitor the amount they paid for their space less a prorated share of all the expenses incurred for the exposition up to the date of required cancellation.

20. Damage: Exhibitors will be liable for any damage caused by fastening fixtures to the floors, walls, columns or ceilings of the exhibit building and for any damage to equipment furnished by CAHSAH or service suppliers designated by them.

21. Violation: The interpretation and application of these rules and regulations are the responsibility of Management. Any violation by the exhibitor of any of the terms or conditions herein shall subject exhibitor to cancellation of its contract to occupy booth space and to forfeiture of any monies paid on account thereof. Upon written notice of such cancellation, CAHSAH shall have the right to take possession of the exhibitor's space, remove all persons and properties of the exhibitor and hold the exhibitor accountable for all risks and expenses incurred in such removal.

22. Social Functions/Special Events: Any social function or special event during CAHSAH Annual Conference & Expo, in the host city or in the headquarters hotel, is reserved for exhibiting companies and must be approved in writing by CAHSAH. Exhibitor sponsored events must not conflict with conference programs.

23. Show Rules: In the event that unforeseen events make it necessary, CAHSAH will have the right to amend these rules and regulations or make additions thereto, and all such amendments or additions shall be made known promptly to each exhibitor. Show rules are promulgated separately and are tailored to the individual exhibit hall.

