

CAHF EXPO EXHIBITOR PROSPECTUS & SHOW SPONSORSHIPS

CAHF 2018 Expo recognized by
Trade Show Executive as one of the
"Next 50" Top U.S. Trade Shows

2019 ANNUAL CONVENTION & EXPO

PALM SPRINGS | NOV. 11 - 12

97% of attendees would
recommend the CAHF Expo
to others

75% of attendees visit the show
floor BOTH show days

60% of attendees do not
participate in ANY OTHER
industry show

Welcome to the 2019 CAHF Expo

Attendee Snapshot

- 49%** are from a multi-facility
- 43%** rate the show “excellent”
- 41%** are administrators
- 37%** are from surrounding areas in Orange County, San Diego, San Bernardino & Riverside
- 30%** are independent owner operators
- 23%** spend between two to four hours on the show floor

Exhibitor Snapshot

- 55%** rate their overall success “good”
- 45%** rate the CAHF Expo “above average” compared to other shows in which they exhibit
- QUALITY** of attendees rated **seven out of seven**
- QUANTITY** of attendees rated **five out of seven**

About CAHF

Founded in 1950, the California Association of Health Facilities is a non-profit trade association representing skilled-nursing facilities and intermediate-care facilities for people with intellectual disabilities. It is dedicated to providing quality care for the frail, elderly, intellectually disabled and those with chronic mental illness.

CAHF is the largest provider of continuing education for long-term care providers in California, representing 900 skilled nursing facilities and 450 intermediate care facilities for individuals with intellectual disabilities. Serving 400,000 individuals each year, skilled nursing providers are directly responsible for more than 147,000 jobs and \$6.2 billion in wages and benefits to long-term care employees.

Important Contacts

Show Management
California Association of Health Facilities
2201 K Street
Sacramento, CA
95816-4922
cahf.org

Show Contact
Sherry Hall, CEM
Meeting Coordinator/
Exposition Manager
Phone: 916.432.5211
shall@cahf.org

Official General Service Contractor
Innovative Expo
innovativeexpo.com

Exhibitor Contacts
Bruce Meyer, President
Phone: 760.343.2555
Fax: 760.343.2533
Cell: 714.412.4292
bmeyer@innovativeexpo.com
Teresa Velin, Customer Service
Phone: 760.343.2555
Fax: 760.343.2533
teresa@innovativeexpo.com

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Expo Marketing Opportunities



Pre-Show Traffic Builders

Attendee List
Exhibitor Giveaways
Interactive Floor Plan Advertising
Special Issue/Nightly Emails
www.cahfmeets.com

On-Site Traffic Builders

Follow the Flip Flops
Flamingo Bingo
Treasure Hunt
End of Show Mega Cash Giveaway
Renaissance Key Cards
Head Shot Lounge
Drone Flying Experience & Contest **NEW!**

On-Site Increase Name Recognition

Hand Sanitizer Stations
Hydration Stations
Live Entertainment
CAHFachino Café
Tiny Pod Business Lounge **NEW!**
Flamingo Lounge
Beverage Hut
Chat ‘n Chew Lunch
Happy Hour Munchies & More **NEW!**

On-Site Increase ROI

Badge Scanner

Post-Show Increase ROI

Attendee List

Floor Plan & Show Hours



Palm Springs Convention Center Oasis Exhibit Halls 1 - 5

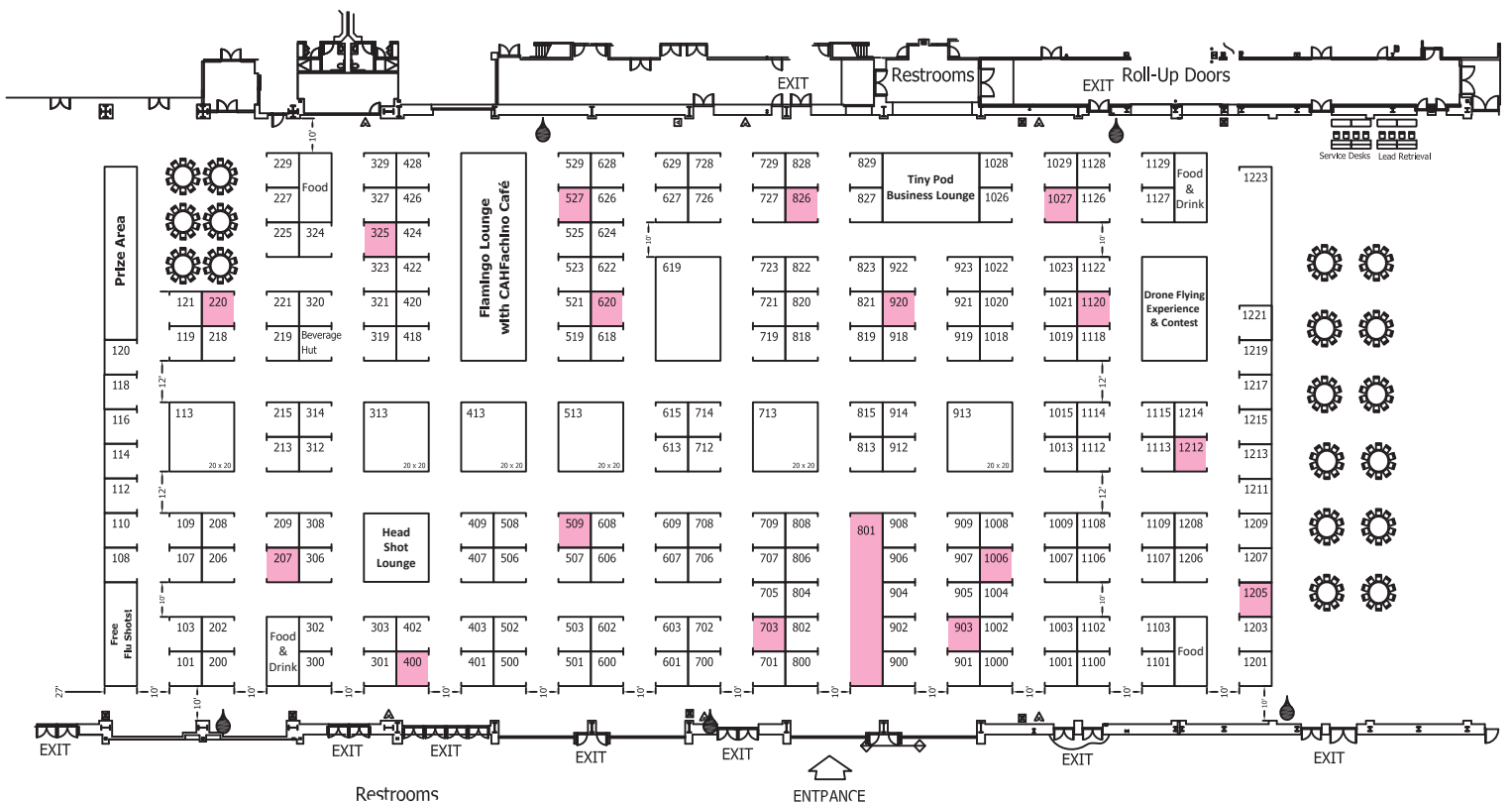
5 1/2
DEDICATED
SHOW HOURS

Monday, Nov 11

**Show Open with Lunch
NOON - 3:00 PM (NEW HOURS!!)**

Tuesday, Nov 12

**Show Open with Happy Hour Food & Drink Stations
2:00 - 4:30 PM (NEW HOURS!!)**



Flamingo Bingo Booths

Booth Space Info & Pricing

Booth pricing includes

- **10' x 10' space with pipe and drape (berry, white, tangerine & peach) and existing exhibit hall carpet (dark grey with multi-colored fleck)**
Specific carpet requests, tables, chairs, wastebaskets and electricity must be purchased separately from Innovative Expo (show contractor)
- **Six booth personnel badges per 10' x 10' space**
Includes four-day convention registration to ALL conference sessions, House of Delegates and committee meetings. Some special events may require a separate fee.
- **Badge scanner**
- E-mailed list of attendees - pre and post-show (does not include e-mail addresses)
- **Five and one-half** hours of “dedicated” exhibit time
- Move-in day snacks on Sunday
- **Six** Beverage Hut tickets
- Monday lunch stations
- **Three** Tuesday drink station tickets per 10' x 10' space
- Pre-show promotion to CAHF member facilities
- Online and on-site listing
- Booth ID sign
- Online exhibitor service kit
- Security from move-in to move-out



2019 Standard Pricing

Type of Booth	ASSOCIATE Member	NON Member
Standard 10' x 10'	\$3,100	\$4,300
Each additional “non-corner” 10' x 10'	\$1,500	
Corner 10' x 10'	\$3,150	\$4,350
Flamingo Bingo Premium Booth (see pink squares on floor plan)	\$3,250	\$4,450
Super Quad Four for less than the price of two! ANY four booth configuration	\$5,200	\$6,400
FIRST TIME CAHF Exhibitor Excludes Bingo Booths & Super Quads	\$2,500	\$3,700

NOTE: 2019 Priority Placement exhibitors receive a \$300 discount off above rates

SAVE MONEY



Join to save \$1,200

Increase your business and build long term relationships by becoming a CAHF Associate Member! Visit cahf.org for additional information and request form.



Bring a friend and save \$500

Save \$500 on the cost of your booth for EVERY new company you bring into the 2019 CAHF Expo. Credits will be issued post-show pending “friend’s” 2019 show participation.

Booth Reservations & Space Release Dates

Booth Reservations



Visit cahf.org, login, then click your name in the upper right corner to access your Member Dashboard. Once there, look under Exhibitor Management for reservation status according to the schedule below. If reservation status indicates booth may be selected, click on the words “Exhibitor Dashboard” to access the exhibitor portal. **If you do not have a login, click the “register” button to create an account. It’s easy!**

Space Release Dates

Space Release #1 - Starting Monday, April 29

2018 Patrons of the Association, 2019 Preferred Products & Services Providers plus 2019 Convention Premier Sponsor(s)

Space Release #2 - Starting Monday, May 6

2018 exhibitors who submitted a 2019 Priority Placement deposit prior to February 28, 2019

Space Release #3 - Starting Monday, June 17

Associate Members

Space Release #4 - Starting Monday, July 1

2018 non-member exhibitors

Space Release #5 - Starting Monday, July 29

New & returning exhibitors



Cancellation Policy

Notification of booth space cancellation or reduction of space must be made in writing. Notice of cancellation should be emailed to Sherry Hall at shall@cahf.org. Any cancellation or reduction of booth space for ANY reason is subject to the following refund schedule and terms:

Written Notification Received by CAHF	Amount Retained
On or before September 27, 2019	\$150 administrative fee
September 28 to October 11, 2019	50% of total booth cost
October 12 to November 12, 2019	100% of total booth cost*

**There will be no refund for exhibitors who for any reason do not exhibit at the 2019 CAHF Expo and have not submitted a written request prior to the deadlines outlined above.*

Rules & Regulations

CAHF reserves the right, in its sole discretion, to reject any application by a potential Exhibitor to display or exhibit at the 2019 CAHF Expo. CAHF reserves the right to prohibit any specific display or exhibit, or any part of a proposed display or exhibit, which it judges not suitable, or in accordance with the best interests of the California Association of Health Facilities. By applying for exhibit space, all applicants and Exhibitors understand and agree that they will be bound by the policies that appear in these rules and regulations.

1. Installing and Dismantling of Exhibits

All exhibits must be fully installed by 11:30 am on Monday, November 11 in complete readiness for an inspection by CAHF show management. Space not occupied by 11:30 am may be forfeited by the Exhibitor for use by the Association without refund. No displays may be dismantled before the official closing of the exhibits at 4:30 pm on Tuesday, November 12. All exhibits must be fully dismantled and materials removed from the exhibit hall no later than 6:30 pm on Tuesday, November 12. The Exhibitor authorizes CAHF to remove, at the Exhibitor's expense, any material in the exhibit hall belonging to said Exhibitor after 6:30 pm on Tuesday, November 12.

2. Space Rental/Assignment

Reservations for exhibit space should be submitted online at cahf.org. Should CAHF be unable to fulfill space requested, show management will immediately notify the Exhibitor so an alternative selection can be made. CAHF reserves the right to relocate an Exhibitor for the benefit of the show. There is no limit to the number of booths that an Exhibitor may rent. Reservations are accepted until all space is sold.

3. Subleasing of Space

No Exhibitor may assign, sublet, or apportion the whole or any part of the booth space assigned, nor permit any other party to exhibit therein. **In other words, no two companies may share a booth.**

4. Cancellation

In the event an Exhibitor finds it necessary to cancel its company's participation in the 2019 CAHF Expo, notification of booth space cancellation or reduction of space must be made in writing. Notice of cancellation should be emailed to Sherry Hall at shall@cahf.org. If an Exhibitor rents a booth, pays in full, but does not attend the 2019 CAHF Expo, the act of renting and implying that the Exhibitor will attend is the same as if the Exhibitor did attend the show. Therefore, no refund of booth rental monies will be made because the Exhibitor was unable to participate in the expo.

5. Booth Activity Guidelines

Exhibitors shall arrange their exhibits as to not obstruct other exhibits. Aisles must be kept clear and exhibits arranged for adequate space. Exhibitors are required to contract for appropriate booth size for activities within their space. Should spectators interfere with normal traffic flow in the aisle or overflow into neighboring exhibits, the activity must be limited, rescheduled to another venue, or eliminated. Sound leakage from audio/visual equipment should not interfere with neighboring Exhibitor activities. CAHF show management reserves the right to require compliance and take corrective action if necessary.

6. Photography

Picture taking (with the exception of CAHF's official convention photography) is prohibited during set-up, dismantle, expo hours and non-expo hours. Only the Exhibitor may grant permission to have their exhibit and/or products photographed.

7. Giveaways and Drawings

An Exhibitor's promotional activities may not cause aisle congestion. Exhibitors doing so will be asked to desist. **Plan promotional drawings so attendees know the time(s) prizes will be given away.** An Exhibitor Giveaways Board located inside the Prize Area will be provided to post winning names. Individual Exhibitor announcements over the public address system are prohibited.

8. Food & Beverage Sample Distribution

Only Exhibitors who sell food or beverage products are allowed to provide small samples (maximum 2 ounces) of their own product(s). Otherwise, Exhibitors wishing to provide food and/or beverages must purchase items from the Palm Springs Convention Center exclusive caterer, Savoury's. **Call Lynne Toles, Director of Catering at (760) 322-8432 or ltoles@palmsspringscc.com for approval. Bowls of candy do not need prior approval.**

9. Admittance to Exhibits

Admittance to the exhibit area of each respective Exhibitor shall be at the discretion of the person denoted as "in charge" for the company. **CAHF requests that the number of representatives in each 10' x 10' space not exceed three (3) at any one time.** A maximum of six (6) complimentary name badges per 10' x 10' booth will be furnished by CAHF. Additional name badges must be purchased separately. **Name badges can be ordered online at cahf.org once booth space is assigned.**

10. Exhibitor Solicitation

Distribution of the Exhibitor's products, catalogs, pamphlets, printed materials, souvenirs, etc., must remain within the confined areas of the assigned booth space and at no time should protrude into the aisles or other areas of the exhibit hall.

11. Soliciting by Non-Exhibitors

Soliciting in any manner within the exhibit hall by any supplier, individual, group or company, within or outside the industry, is strictly forbidden unless said person, group or company has contracted for rental of booth space with CAHF. Any person, group or company that has not contracted for booth space but is found soliciting in the exhibit hall should have their activity immediately reported to CAHF show management so security can escort them from the exhibit hall.

12. Security

Official uniformed guards will be provided by CAHF beginning at 1:00 pm on Sunday, November 10, 2019 through move-out at 4:30 pm on Tuesday, November 12. However, Exhibitors are advised to carefully review the "hold harmless" agreement stated under the Liability section of the Rules and Regulations. **Each company should have applicable theft insurance or accept the risk at its own expense.**

13. Liability

CAHF, host organizations, Palm Springs Convention Center, Renaissance Palm Springs Hotel, CAHF show management and employees or representatives of these bodies, will not be held liable for injuries to any person or for any loss or damage to property owned or controlled by the Exhibitor which claims for damage or injuries may be incident to, arise from, or be in any way connected with the Exhibitor's display. The Exhibitor shall indemnify and hold the California Association of Health Facilities, the management of the Association and the owners of the Palm Springs Convention Center harmless against all claims. If any legal action is necessary to enforce the terms of this contract, the prevailing party shall be entitled to reasonable attorney's fees in addition to any other relief to which he/she may be entitled.

Exhibitors desiring to insure their merchandise and display materials against loss of any kind must do so at their own expense. **The Association suggests that such Exhibitors contact their insurance brokers who will secure exhibit rider policies which will provide all risk insurance covering their exhibit property and merchandise while they are absent from their home premises for exhibition purposes.**

Exhibitors will be responsible for any damage done to the building by them or their employees. Nails, tacks, or screws must not be driven into walls, floors, or woodwork.

14. Official General Service Contractor

Innovative Expo is the official general service contractor. Arrangements for furnishings, additional carpet, wastebaskets, special booth decorations, signs or services may be made with them as well as storage of exhibit equipment, transportation, packaging, etc. All such services are at the Exhibitor's expense. A link to the Innovative Expo online Exhibitor Service Kit will be emailed in late September/early October. The contractor will have a manager on-site during installation and exhibit hours.

15. Exhibitor Appointed Contractors

Exhibitors utilizing Exhibitor Appointed Contractors (EACs) agree to submit a completed Non-Official Contractor Form by October 11, 2019. Non-Official Contractor Forms are contained in the Innovative Expo Exhibitor Service Kit. A copy must be submitted to Innovative Expo as well as CAHF.

Exhibitors utilizing EACs agree to indemnify and hold harmless CAHF and the Palm Springs Convention Center, from any and all liability, including attorney's fees, which may arise due to the EAC's presence or actions.

All EACs must maintain the following General Liability Insurance Coverage: (1) General Liability, broad form: one million dollars; (2) Automobile Liability, any auto: one million dollars; (3) Workers' Compensation as required by the State of California; and (4) Employers' Liability: one-hundred thousand dollars. Umbrella Form Excess Liability may be used to bring coverage levels up to these requirements. In addition, the policy name as additionally insured: CAHF, the Palm Springs Convention Center and Innovative Expo. **ONLY EACs ABLE TO PRODUCE A CERTIFICATE OF INSURANCE COMPLETED WITH APPROPRIATE COVERAGE AND ADDITIONAL INSURED WILL BE ABLE TO WORK IN THE EXPO. ALL OTHERS WILL FORFEIT THEIR WORK TO INNOVATIVE EXPO.**

16. Union Regulations

To assist the Exhibitor in planning for the 2019 CAHF Expo, the Exhibitor should be aware that union labor can be REQUIRED for certain aspects of exhibit handling. Jurisdiction of various unions is as follows:

Sign, Display & Allied Crafts Union

Members of this union claim jurisdiction over all set-up and dismantling of exhibits, including signs and laying of carpet. This does not apply to the unpacking and placement of merchandise. **Exhibitors may set-up their exhibit display if one (1) person can accomplish the task in less than 1/2 hour (30 minutes) WITHOUT the use of tools. If this is not possible, UNION LABOR CAN BE REQUIRED.**

Innovative Expo is responsible for maintaining in and out traffic schedules at the expo site. Even local Exhibitors should clear all movements of exhibit materials through Innovative Expo as they will have priority at the unloading area at all times.

Materials Handling (Drayage) and Storage (Teamsters Union)

This local claims jurisdiction on the operation of all materials handling equipment, all unloading and reloading, and handling of empty containers. As the Official General Service Contractor, Innovative Expo will move all freight from the docks to the exhibitor's booth. **An Exhibitor may move material that is hand-carried by one (1) person in one (1) trip, WITHOUT the use of dollies, hand trucks or other mechanical equipment. If this is not possible, UNION LABOR CAN BE REQUIRED.**

Critical Dates - Hotel Information Future Conventions

Critical Dates

September 27

Last day to cancel or reduce exhibit space with \$150 administrative fee withheld.

Late September/Early October

Innovative Expo Exhibitor Service Kit available for shipping info, chair and table rental, additional carpet, electrical, Internet, union regulations, etc.

October 4

Deadline for on-site program listing.

October 11

FULL PAYMENT DUE FOR EXHIBIT SPACE

Payable online via your Member Dashboard.

All early bookings must be paid in full by this time.

Last day to cancel or reduce exhibit space with 50% of total booth cost retained.

October 12

NO REFUNDS for exhibit space cancellations or space reduction. 100% of total booth cost retained.

November 1

Deadline for purchasing special event tickets online.

November 10

Exhibitor Move-In **1:00 - 6:00 PM**

Exhibitor Registration **1:00 - 6:00 PM**

November 11

Exhibitor Move-In **8:30 - 11:30 AM (NEW HOURS!)**

Exhibitor Registration **8:30 AM - 3:00 PM (NEW HOURS!)**

Show Open with Lunch **NOON - 3:00 PM (NEW HOURS!)**

November 12

2020 Priority Placement opens online at **NOON (NEW!)**

Exhibitor Refresh **NOON - 1:30 PM (NEW HOURS!)**

Exhibitor Registration **NOON - 4:30 PM (NEW HOURS!)**

Show Open with Happy Hour

Food and Drink Stations **2:00 - 4:30 PM (NEW HOURS!)**

Exhibits and all materials **MUST** be removed from exhibit hall by 6:30 PM.

November 29

Post-show list of registered attendees e-mailed to exhibitors (*does not include e-mail addresses*).

Hotels



Renaissance Palm Springs (HOST HOTEL)

888 Tahquitz Canyon Way
Palm Springs, CA 92262

CAHF Rate: \$211 single/double

Cut-off date: 10/17

(760) 322-6000

Hilton Palm Springs Resort

400 E Tahquitz Canyon Way
Palm Springs, CA 92262

CAHF Rate: \$162 single/double

Cut-off date: 10/17

(760) 320-6868

Hyatt Palm Springs

285 N Palm Canyon Drive
Palm Springs, CA 92262

CAHF Rate: \$162 single/double

Cut-off date: 10/17

(760) 322-9000



Calendar These Dates!

2020 & 2021

CAHF Annual Convention & Expo

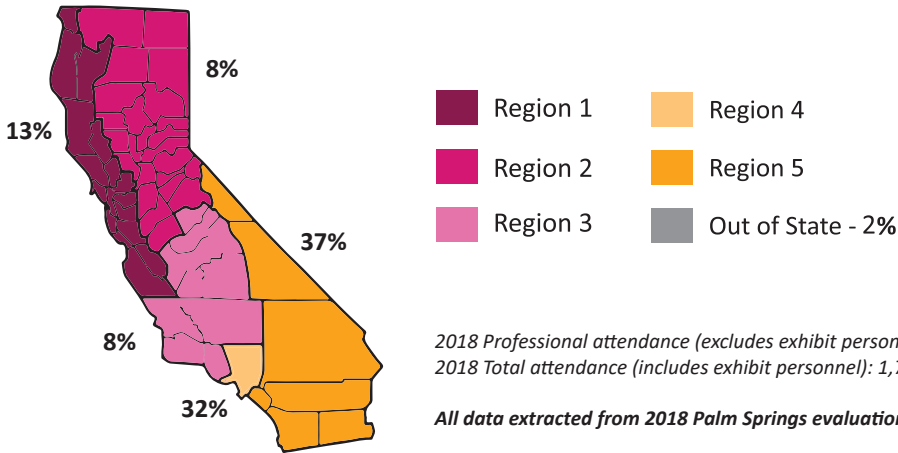
Renaissance Palm Springs & the Palm Springs Convention Center

November 15-18, 2020

November 14-17, 2021

Audience Profile 2018

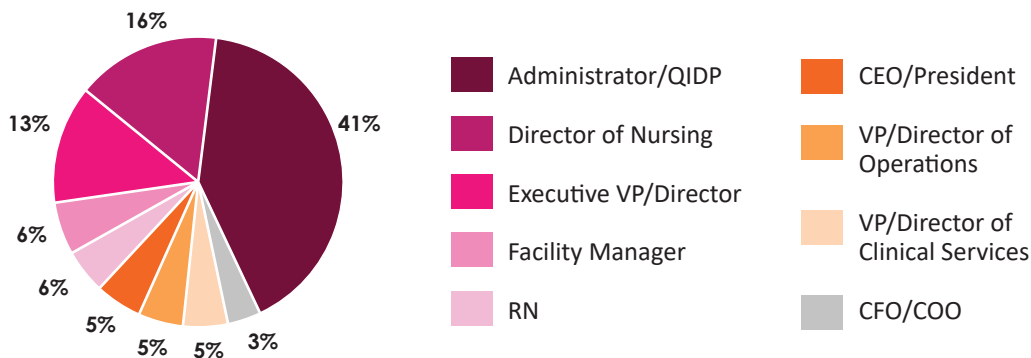
REGISTRATION BY REGION



“Like any show, you get out of it what you put into it. If you have something to say, or a new product to show that can help revolutionize what they do or offer significant savings, this is a great place to talk to people at the front lines in this industry.”

David Buchicchio
 VP Marketing
 Pensar Medical
 Long Beach, CA

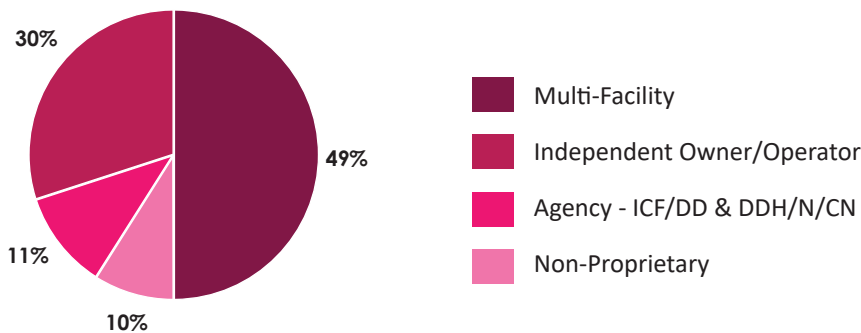
ATTENDEES BY PROFESSIONAL DISCIPLINE



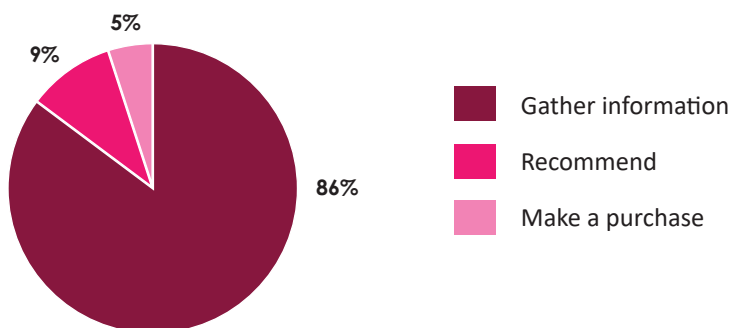
“Once again, CAHF hit it out of the ballpark! The quality of people attending the show gets better each year. We are very proud to be a part of CAHF and provide support as much as we can.”

Joey Goldstein
 Corporate President
 Dairy King Milk Farms Foodservice
 Whittier, CA

ATTENDEES BY MEMBER TYPE



PURCHASING INFO

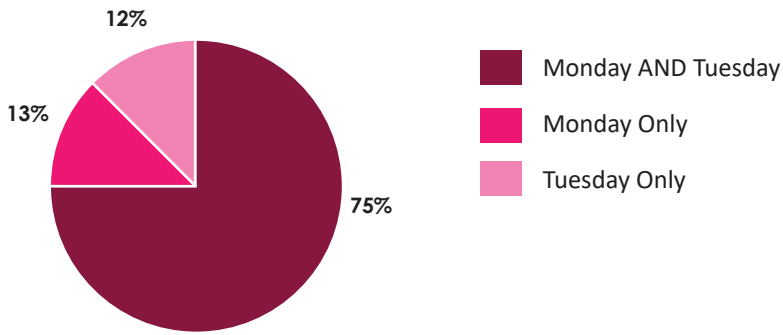


“We were very pleased with the positive energetic atmosphere. Many of the guests were extremely interested in our products as well as the samples we provided for future projects. VanGelder Inc. looks forward to exhibiting again in 2019!”

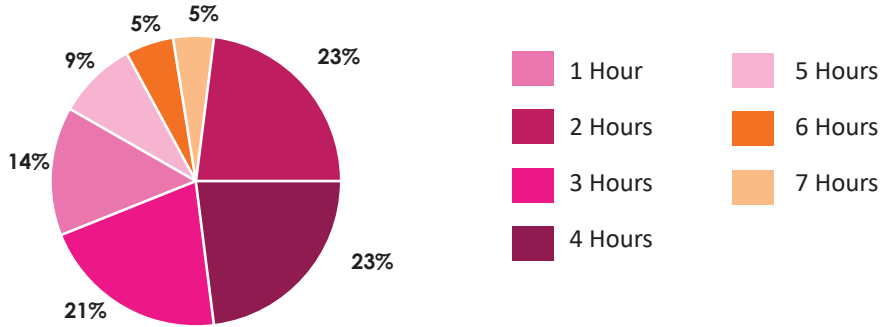
Dean Dodson
 Natural Sales Inc/VanGelder Inc
 Folsom, CA

Audience Profile 2018

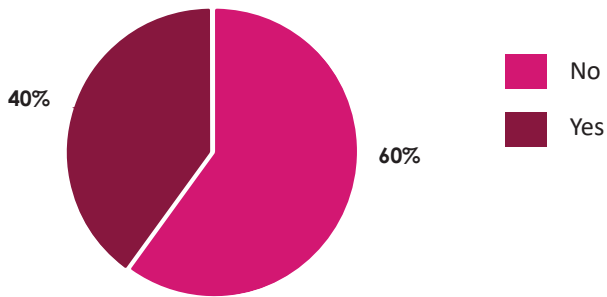
DAYS SPENT AT SHOW



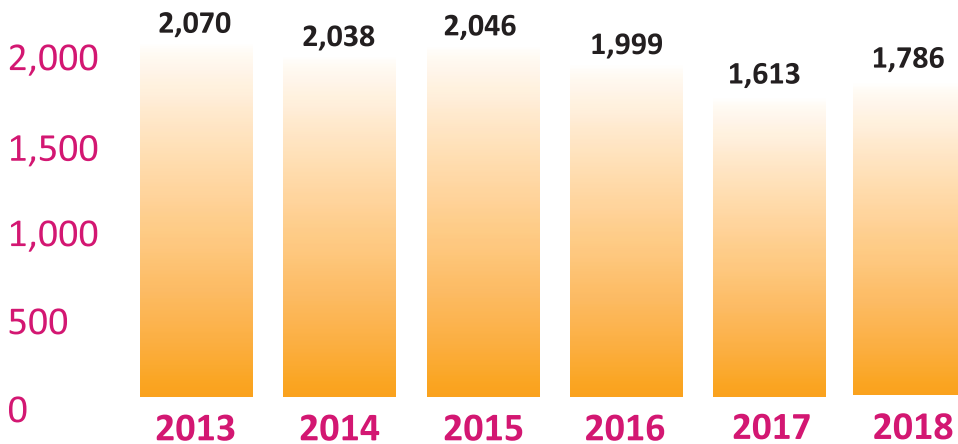
HOURS SPENT ON SHOW FLOOR




ATTENDANCE AT OTHER SHOWS



CONVENTION ATTENDANCE (includes exhibitors)



 Palm Springs

“An excellent opportunity to network with current clients and meet new ones.”

Ron Wall
Partner
Axiom Healthcare Group
Ontario, CA

Expo Marketing Opportunities

Plan early to get what you want!

Pre-Show **TRAFFIC BUILDERS**

Attendee List

A pre-show attendee list will be e-mailed on a weekly basis beginning in early October. **Please note: list does not include e-mail addresses.** Number of list registrants is 500 - 600 depending on pre-registration patterns.

Cost.....included with booth



Exhibitor Giveaways

Exhibitor giveaways will be listed on the convention website and in the on-site program. **You will be contacted in mid-September and asked to state your giveaway.** Winners may be drawn at the donating exhibitors' discretion any time during the expo and the winning names written on the cards provided in your exhibitor registration packet. A bulletin board will be provided in the Prize Area for posting winning names.

Cost.....included with booth

Interactive Floor Plan Advertising

Enhance your visibility before, during and after the convention. When attendees choose which booths to visit, seek additional information or refer colleagues, your company will be one they see and remember. **Includes logo with link to company website.**

Various Sponsors.....\$200

Special Issue/Nightly Emails

The CAHF News Special Issue is emailed to registered convention attendees on the Thursday before the convention, delivering an inside look at the convention and expo with a focus on events and experiences over the four days. In addition, four nightly emails provide a schedule for the day ahead and other event-related messaging. The Special Issue/Nightly Emails sponsorship is available as a bundle **featuring the sponsor's logo/link featured prominently throughout these publications, as well as sponsor credits in other CAHF event materials.** Contact Raina LeGarreta at rlegarreta@cahf.org.

Cost.....packages start at \$1,500

www.cahfmeets.com

CAHFMeets is our web-based app that provides daily programming, hotel and expo maps, CE evaluations (which must be completed to receive credit for sessions attended) and list of exhibitors with links to additional information. CAHFMeets gives our sponsors a way to reach engaged LTC decision makers at the right time and place. Sponsorship **includes logo/link placements in the app, as well as sponsor credits in other CAHF event materials and publications.** Contact Raina LeGarreta - rlegarreta@cahf.org for additional details.

Cost.....packages start at \$2,500

RESERVED

Expo Marketing Opportunities

On-Site **TRAFFIC BUILDERS**

Follow the Flip Flops

Make a splash! Branded flip flop floor clings lead the way from attendee registration to the show entrance. Lead attendees to the show and...your booth!

EXCLUSIVE Sponsorship.....\$600 per pkg of 30

RESERVED



Flamingo Bingo

Popular bingo game returns! Strategically designed to move traffic throughout the hall, these **limited premium booths** drive attendees your way. Attendees receive a Flamingo Bingo card and must visit each participant for a special validation sticker. CAHF provides cards, stickers and cash prizes. Once validated, attendees submit completed card for a chance to win **cash prizes ranging from \$500 - \$700**. A great incentive that will guarantee traffic! **See floor plan for designated booths.**

Space is limited and available on a first-come, first-served basis.



Treasure Hunt

Another attendee favorite returns! Each attendee has a game card with questions and corresponding exhibitors. Attendees must answer exhibitor-designed questions then visit booths to collect signatures. Attendees submit game cards to win exhibitor-donated prizes (valued at over \$3,000!) displayed on the show floor. Attendees "choose" from prizes displayed. Number of cards drawn is based on number of prizes received.

Participation ranges from 200 to 300 attendees.

SEE BACK PAGE for reservation form

Space is limited and available on a first-come, first-served basis.



End of Show Mega Cash Giveaway

Be part of our largest prize giveaway! Attendees receive a special ticket and must visit your booth for validation. Once validated, attendees drop ticket in raffle drum and are **eligible to win \$1,000 cash**. Cash prize awarded during final hour of show on Tuesday.

EXCLUSIVE Sponsorship.....\$1,600

RESERVED

Renaissance Key Cards

Did you know that the average hotel guest uses their room key eight times a day? Have your company name and booth number, or anything else you want to say, on every CAHF key card provided by the Renaissance Palm Springs.

EXCLUSIVE Sponsorship.....\$1,900

RESERVED

Expo Marketing Opportunities



Head Shot Lounge

includes 10' x 10' booth

Returning is one of the best traffic drivers on the planet! With magazine-quality portraits that make attendees look fantastic, you'll look fantastic as well by sponsoring this amazing, luxury experience. You'll also have the ability to capture customer data as guests wait in line (and there will *always* be a line!). **Attendees receive a special ticket and must visit your booth for validation to participate. Each participant walks away with a branded print** and ability to download high-res images. **Enhance this promotion by selecting your booth space near activity (see floor plan).**

EXCLUSIVE Sponsorship.....\$4,500



Drone Flying Experience & Contest **NEW!**

includes 10' x 10' booth

Who doesn't want to fly a drone of their own? They're still one of the hottest toys today and continue to change the way we look at delivery and security systems. Guests will test their flying skills navigating a **branded obstacle course** in the shortest amount of time (results posted on a digital leaderboard). Top pilots compete for the daily grand prize (second and third place prizes also provided). All prizes provided by CAHF. Each participant walks away with a **branded Drone Flying License**. You'll also have the ability to capture customer data as guests wait in line. **Attendees receive a special ticket and must visit your booth for validation to participate in contest. Includes branded signage and branded hand-held controller. Enhance this promotion by selecting your booth space near activity (see floor plan).**

EXCLUSIVE Sponsorship.....\$4,500

On-Site **INCREASE NAME RECOGNITION**

Hand Sanitizer Stations

Keep attendees healthy and sanitized with this unique sponsorship. **Branded sanitizers** will be placed at the Monday lunch and various food stations on Tuesday.

EXCLUSIVE Sponsorship.....\$500

RESERVED



Hydration Stations

Thirsty attendees will thank you when they refresh themselves at any of the eight water cooler stations located throughout the show, in your booth and expo registration area. **Branded sign will be placed next to each cooler.**

EXCLUSIVE Sponsorship.....\$1,000

RESERVED

Expo Marketing Opportunities



Live Entertainment

Returning to the Flamingo Lounge with his easy, singer-songwriter style is Eric Berdon. Eric's repertoire includes award-winning originals, classic cover songs and contemporary flavors.

EXCLUSIVE Sponsorship.....\$2,200

RESERVED



CAHFachino Café

Our popular specialty coffee service returns to the Flamingo Lounge. **Includes branded coffee sleeve placed on beverage upon ordering. Enhance this promotion by selecting your booth space near cafe.**

EXCLUSIVE Sponsorship.....\$2,500

RESERVED



Tiny Pod Business Lounge **NEW!** *includes 10' x 10' booth*

Looking for a private place to conduct business, relax or simply recharge? Then reserve your very own Tiny Pod! All pods accommodate two to four people and provide an oasis of calm in a private setting. Includes USB charging ports, two wireless charging stations, LED lighting with multiple colors and hues, whiteboard for messages and notes plus **branded interior wall and table leg.**

Various Sponsors.....\$4,500 each



Flamingo Lounge

includes 10' x 10' booth

Sponsor our main lounge -- a relaxing place to visit with colleagues, listen to live music or have a latte. **Includes décor, floral and branded lounge corners.**

EXCLUSIVE Sponsorship.....\$4,500

RESERVED



Beverage Hut

includes 10' x 10' booth

Everyone appreciates a refreshing beverage! **Enhance this promotion by selecting your booth space adjacent to or near the Beverage Hut. Includes branded beverage tickets.**

EXCLUSIVE Sponsorship.....\$4,500

RESERVED

Expo Marketing Opportunities



Monday Chat 'n Chew Lunch *includes 10' x 10' booth*

Who says there's no such thing as a free lunch? This grab 'n go lunch provides good grub at all four corners of the hall for both attendees AND exhibitors. Sponsor all four stations and rejuvenate attendees for touring the exhibits!

EXCLUSIVE Sponsorship.....\$4,500

RESERVED



Tuesday Happy Hour Munchies & More **NEW!**

includes 10' x 10' booth

Provide some light fare and adult beverages for the final day of the show. Four stations offer attendees AND exhibitors the opportunity to grab a quick bite and unwind.

Includes branded drink tokens.

EXCLUSIVE Sponsorship.....\$4,500

On-Site **INCREASE ROI**

Badge Scanner

Get the best return on your investment! Wireless handheld scanner offers an easy-to-read color display for efficient note taking and qualifying plus...real-time online lead management. **Attendees receive an e-mail with exhibitors visited and link to each company website.** ATS (American Tradeshow Services) staff will be available for service and technical support throughout the show. **Please note: e-mail addresses included if provided by attendee at time of registration.**

Cost.....included with booth

Post-Show **INCREASE ROI**



Attendee List

Why exhibit if you don't follow up? Thank attendees for visiting your booth and the show. List e-mailed in early December. **Please note: list does not include e-mail addresses.**

Cost.....included with booth

2018 Exhibitors

CAHF is grateful to these companies for their support and participation in the 2018 expo!

360 Healthcare Staffing	Carstens	Interior Images	Rehab Support Systems
A-1 Rehab & Recruitment	CBSI/SNFcb.com	Invacare Continuing Care	RehabCare
A-1 Textiles & Hospitality Products	CHE Health Services	ISN Global Enterprises	Reliant Rehabilitation
ACADIA Pharmaceuticals	Commerce Bank	ISS Rehab Physicians	Relias
Accelerated Care Plus	Compliagent	JCH Consulting Group	REM Sleep Solutions
Advance Textiles of California	CompWest Insurance	Jintronix	Renew Health Group
Advantage Surgical & Wound Care	COMS Interactive	Joerns Healthcare	RF Technologies
AFFIRMA Rehabilitation	Consonus Healthcare	King Medical Supply	Richmar/Compass Health
ALCO Sales & Service	Dairy King Milk Farms	King-Pak Food Services	RJ10 Consulting
ALH Healthcare	Diagnostic Labs/Schryver Medical	KPD Insurance	Sanders Rehaste Sternshein & Harvey
AlixRx	Diagnotes	Kronos	Select Rehabilitation
Allied Medical Waste	Dignity Health	LightBridge Hospice	Senior Care Pharmacy
Alta Hospital System	Drive DeVilbiss Healthcare	Long Beach Roofing	Shomer Insurance Agency
American HealthTech	Drylock Technologies	LTC Consulting	Shorebreak Energy Developers
American Medical Technologies	EarlySense	Madeline Fry, Recruiting Services	SimpleLTC
AmeriPharma Specialty Care	Encore Rehabilitation	Magnolia LTC Management Services	SimplyThick
AmeriWound	Essity HMS North America	Marlin	Skilled Nursing Pharmacy
AMGtime	F & W Foodservices	MatrixCare	Skilled Wound Care
Ancillary Provider Services	First Choice Mobile Radiology	Mckesson	SmartLinx Solutions
Anderson Health Information Systems	First Quality	Meals for All	Smith & Nephew
ARKRAY USA	FIT Solutions	Med Trust	SNF Payroll
Avanir Pharmaceuticals	GeneSight-Myriad Neuroscience	Medi-Cal Consulting Services	SNF Wound Care
Axiom Healthcare Group	Genesis Rehabilitation	Medico Professional Linen	STAHL'S Hotronix
A-Z Bus Sales	Gentell	MedicusTek USA	STAR Pharmacy
Basic American Medical Products	Geri-Care Pharmaceuticals	Medline	Summit GPO
BD Medical	Go To Dental	Med-Plus Pharmacy LTC	Sun Pharmaceutical Industries
Bestway Laundry Solutions	GOJO Industries	MITY Healthcare (BRODA/Holsag)	Sunovion Pharmaceuticals
Biocodex North America	Golden Age Dental Care	Mix Solutions	SupplyWorks
Bliss Marc International	Hamilton Insurance Agency	Mueller Prost	Sysco
blue california/Care1st	Hansen Hunter & Company	National Datacare	Team TSI Corporation
Bodhi Care	Hanson Bridgett	National Mobile X-Ray	Teva Pharmaceutical Industries
Boldt Risk Management Solutions	Harbor Linen	Navigator Group Purchasing	The Joint Commission
Bolton & Company	Healthcare Services Group	Near	Therapy Specialists
Burger Rehabilitation	HPSI Purchasing Services	NelDerm Hydrogel Dressings	TKO Medical
Calico Building Services	Hub International	Nurse Rosie Products	Town & Country Diagnostics
California Mobile X-Ray	HyMark Solutions	Nutricia North America	TwinMed
California Wound Healing Medical Group	Independence Rehab	Nutrition Therapy Essentials	UC Irvine Health Laboratory
Calmoseptine	InLight Risk Management	NxStage Medical	US Foods
CalVet Veterans Homes of California	Innovative Products Unlimited	ONR	van Gelder
Cambridge Realty	Innovatix	Pacific West Pharmacy	VIC the PICC
Capital Companies	Insight Worldwide	PacOrtho	VITAS Healthcare
Cantata Health	Intalere	Pensar Medical	Vituity
Cardinal Health	Integra Scripts	PharMerica	VOHRA Wound Physicians
CareWorx	Integrated Health Systems	Pinnacle Quality Insight	WAXIE Sanitary Supply
	Integro Insurance Brokers	PointClickCare	WellSky Long Term Care (formerly BlueStrata)
	Interactive Medical Systems	PointRight	Western Elite Insurance Solutions
	interface rehab	Premier Pharmacy Services	Western Exterminator Company
	Intergro Rehab	Prime Care Technologies	Wound Care Education Institute
		PrimeSource GPO	
		PROPACPAYLESS Pharmacy	
		Quick Recovery	

You'll be in good company when you exhibit at the
2019 CAHF Expo!



CAHF 2019 EXPO

Treasure Hunt

November 11-12
Deadline: October 31

Direct buyers to your booth with the **CAHF EXPO TREASURE HUNT!** Attendees receive a game card and answer fun questions while visiting exhibitor booths to collect signatures. Completed game cards are then submitted to win valuable prizes. The **CAHF EXPO TREASURE HUNT** is an exceptional promotional tool for exhibitors to qualify buyers, increase interaction, sales and leads.

If you would like to participate, please provide a trivia style question about your company. (Attendees will need to visit your booth in order to find out the correct answer).

Since we will be giving out multiple prizes throughout the game, please donate three to six exciting gifts, prizes or products to be handed out to the winners. You will want to attach a business card or sticker to your items. (Please - no pens or notebooks)!

Complete and return by EMAIL to monica@eventmarketingconsultants.com
or contact **Mónica Seay** at 205-616-8449.

Company _____	Booth # _____
Contact _____	Phone _____
Address _____	Fax _____
City, State & Zip _____	Email _____
Signature _____	Date _____

By signing, my company agrees to participate in the CAHF Expo Treasure Hunt for only:

\$790 (Day 1 & 2) \$395 (Day 2 Only)

<input type="checkbox"/> Credit Card	<input type="checkbox"/> Invoice	(Payment Due Upon Receipt)
Card Number _____	Exp Date _____	
Cardholder Name _____		
Card Billing Address _____		
Card Billing City, State & Zip _____		

Questions/Clues for the **CAHF EXPO TREASURE HUNT** (type or write clearly)

Question _____

Answer _____

I will donate the following three to six prizes for the **CAHF EXPO TREASURE HUNT**

- | | |
|----------|----------|
| 1. _____ | 4. _____ |
| 2. _____ | 5. _____ |
| 3. _____ | 6. _____ |