



MHHA 2013 Annual Conference Exhibitor Prospectus

DON'T MISS THE BOAT!



Мау 22-24, 2013

Grand Traverse Resort & Spa Acme, Michigan



Don't Miss the Boat!

Why should you attend?

Over 300 home health care agency decision-makers are expected to attend. The Michigan Home Health Association Annual Conference attracts a wide variety of home health administrators, financial officers, owners and clinicians from private, public and not-for-profit home health environments. We have a special focus this year on technology, whether it be information systems, to smart phones, to new and innovative concepts or products, your company doesn't want to miss the boat and not be in attendance at this conference.

Benefits

Excellent networking opportunities through:

- Non-conflicting exhibition hours;
- Conference Grand Opening Reception;
- Continental breakfast served in the Exhibit Hall;
- Exhibitor Bingo •
- Exhibitors joining attendees for lunch on Thursday;
- Booth staff from member exhibiting companies have access to educational programming;
- Recognition in the conference program book;
- Labels to do a pre-show mailing 2 weeks prior; and,
- Company listed on MHHA Website as an exhibitor.

Booth Pricing

Early Bird Rate (postmarked on or before 2/15/13) \$450.00 member \$575.00 nonmember

Standard Rate (postmarked after 2/15/13)

\$500.00 member \$635.00 nonmember

Please call for information on multi-booth discounts

Electrical/Phone Lines

Electrical is available for a cost of \$40.00 per day for a Quad, 20 Amp. Please indicate on the Exhibit Registration form that electrical is needed and forward the payment to MHHA office,

not Grand Traverse Resort and Spa. Additional charges will apply if services are not requested before the conference date. If additional services are required (phone, Internet etc), those are also on the enclosed form.

Exhibitor Information

Included in registration:

- 8' X 10' draped, carpeted booth;
- 2' X 6' skirted table, 2 chairs, wastebasket;
- Company identification sign at booth;
- Tickets for Thursday's Luncheon;
- Two representatives per booth. Additional representatives can attend at \$130.00 each;
- Entrance to educational program for member exhibitors (booth staff only); and,
- A copy of the 2012 Annual Conference attendee list upon request.

Exhibit Hall Hours Wednesday, May 22, 2013

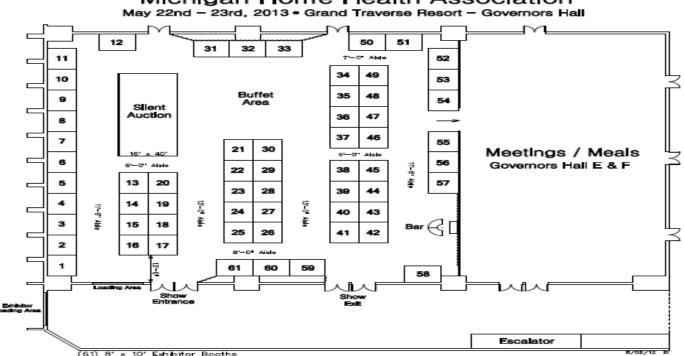
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Registration	9:00 a.m.	
Booth Installation	Noon – 4:00 p.m.	
Grand Opening Reception	5:00 p.m. – 7:00 p.m.	

Thursday, May 23, 2013

Continental Breakfast	7:15 a.m. – 8:00 a.m.
Exhibit Hall Break	9:30 a.m. – 9:45 a.m.
Exhibit Marketplace	11:15 a.m. – 12:15 p.m.
Luncheon/Raffle	12:15 p.m. – 1:45 p.m.
Booth Dismantle	1:45 p.m. – 3:30 p.m.

Additional Exposure:

Receive added exposure for non-members by purchasing a link on the MHHA webpage for an additional fee of \$150.00. MHHA will provide a direct link to your organizations webpage. MHHA Members receive this link complimentary!



Michigan Home Health Association



EXHIBIT HALL RULES

Eligibility

Products or services displayed must be related to the home health industry. All requests to exhibit will be considered. Booths are assigned on a first-come, first-served basis. Full payment and a signed contract must accompany each request to exhibit.

Payment and Cancellation

Payment must accompany each application. Space will not be held until payment is received. Checks should be made payable to "Michigan Home Health Association." Notification of withdrawal must be made in writing and received on or before Friday, March 15, 2013, for a refund of 50% of exhibit fees. No refunds will be made after March 15, 2013.

Limitation of Liability

The Exhibit Hall will be secured by the Conference Center when it is not open, but such service is in no case to be interpreted by exhibitors as guaranteeing them against loss, damage, or injury of any kind. The exhibiting organization will be responsible for insuring its own property to its full value. Storage of exhibit materials will not be permitted behind booth draping. MHHA, its service contractors, the management of the Grand Traverse Resort and Spa, or any of the officers, staff members or directors of any of the aforesaid parties will not be responsible for any loss, damage, or injury whatsoever or however arising, which may occur to an exhibitor, his representative, or to his or their property or wares, arising from any cause whatsoever prior, during, or subsequent to the period of this exhibit. Each exhibitor, by signing an application to exhibit, expressly understands MHHA and the Grand Traverse Resort and Spa are released from any and all claims for any such loss, damage, or injury. In the event of the failure or plain inability to fulfill this contract due to war, governmental action or order, act of God, fire, strikes, labor disputes, or any other causes beyond the control of MHHA, the agreement shall be immediately terminated, and in such event the exhibitor shall and does hereby waive any claim to damages or any other recovery.

Raffle

The Michigan Home Health Association will sponsor a raffle during the lunch on Thursday afternoon. Raffles must be open to everyone attending the 2013 Conference. Exhibit representatives should bring their raffle prize to the MHHA registration desk before 12:15 p.m. on Thursday, May 23, 2013. Please see your exhibitor kit and onsite registration packet for additional information. Completed Bingo cards will be used for ALL raffle drawings

Music

The use of live or recorded music is not permitted in the exhibit hall.

Booth Staffing

All representatives of exhibiting organizations must check in at the exhibit hall registration desk before setting up their exhibits. Exhibit booths must be staffed during all exhibit hours by authorized employees of the exhibiting company who are able to explain or demonstrate the products or services on display. Each representative of an exhibiting company must wear an official conference name badge at all times while in the exhibit area. Orders may be taken, but direct selling is prohibited. Exhibits must be removed by 3:30 p.m. on Thursday, May 23, 2013. It is expected that violators of this contract will respond to request for correction. Dismissal from the exhibit hall may result from violation of this contract as determined solely by MHHA. In the event of such eviction, MHHA is not liable for any refunds of exhibition expenses.

Safety Regulations

Exhibits must be completely contained within the booth, items extending in to the aisle will be moved or removed by the show management. Exhibits must abide by all laws, ordinances, and regulations pertaining to health, fire prevention, and public safety affecting participation in the exhibit hall.

Subletting/Sharing of Space

The subletting or sharing of space is not permitted unless it is between divisions of the same company. Written requests for such arrangement must be approved by MHHA.

Contract

These official rules and regulations together with the Exhibit Application and Contract and the confirmation of assignment constitute the entire agreement for the right to use the space allotted. No verbal understanding will be recognized by MHHA.

At Your Service...

MHHA:

Cindy Thelen, Director of Membership Services 2140 University Park Drive, Suite 220, Okemos, MI 48864 Phone: 517/349-8089 ext. 16 Fax: 517/349-8090 E-mail: <u>thelen.cindy@mhha.org</u>

Grand Traverse Resort and Spa:

Becky Savage, Conference Services Manager Grand Traverse Resort and Spa 100 Grand Traverse Blvd. Acme, MI 49610-0404 Phone: 231/534-6000 Fax: 231/543-6152

Art Craft Display Company:

Dale Edly, General Manager 3140 Three Mile Road, NW Grand Rapids, MI 48544 Phone: 616/791-8024 Fax: 616/791-8154

2012 Exhibitor Application & Contract

		IA, 2140 University Park Drive, Suite 220, Okemos, Michigan 48864. Ap 49-8090 or by going to www.mhha.org to register on-line.
Company Name (As you wou	ld like it to appear on booth):	
Company Address: ———		
City:	Stat	e:Zip:
Contact Person:		E-mail Address:
Phone:		Fax:
On-Site Contact:		
Representatives Staffing Boot	th:	
Additional Representatives (\$	130.00 each):	
	- · ·	HHA cannot guarantee this accommodation):
Booth Location Preference:	1 st 2 nd	3 rd 4 th
Electrical/Phone: (Proper forms & prices are att	ached)	
Total: Booth(s) \$		
Additional Reps \$		
Electrical (\$80.00) \$		
Web Link \$		Web Address:
Amount Enclosed \$		
Payment Method (check one Check enclosed OR, ch	·	☐ MasterCard ☐ Discover ☐ American Express
Credit Card No:		Exp. Date:
CVC # (3 digit on back of car	·d):	Printed Name on Card:
Billing Address:		
Authorized Signature on Card	l:	
	rre. Please read rules and regulations contained within this of	alations before signing. I have thoroughly read this prospectus, and agree to document.
Signature:		Date:



Sponsorship Opportunities

Benefits

Up to \$1,500

- Recognition in the conference program book;
- Company signage at program or event;
- Sponsor recognition on name badge;
- Sponsorship sign at company booth; and
- Opportunity to welcome attendees to the sponsored event.

\$3,001 - \$4999

- Recognition in the conference program book;
- Company signage at program or event;
- · Sponsor recognition on name badge;
- Sponsorship sign at company booth;
- · Opportunity to welcome attendees to the sponsored event;
- One complimentary ½ page ad in the program book;
- One complimentary exhibit space; and,
- · Complimentary weblink on the MHHA Webpage.

\$1,501 - \$3000

- Recognition in the conference program book;
- Company signage at program or event;
- · Sponsor recognition on name badge;
- Sponsorship sign at company booth;
- · Opportunity to welcome attendees to sponsored event; and,
- · One complimentary participant registration.

\$5000 +

- · Recognition in the conference program book;
- · Company signage at program or event;
- · Sponsor recognition on name badge;
- · Sponsorship sign at company booth;
- Opportunity to welcome attendees to the sponsored event;
- One complimentary full page ad on the back of program book;
- One complimentary exhibit space;
- Complimentary weblink on the MHHA Webpage, and,
- Special recognition on conference promotional materials

Available Sponsorship

Contact Cindy Thelen (Thelen.cindy@mhha.org) 517/349-8089, ext. 16 to discuss available sponsorship opportunities.

Awards Luncheon (Thursday)	\$7,000.00	Box Lunch	\$4,000.00
Grand Opening Reception (Wednesday)	\$4,000.00	Theme Dinner/Banquet (Thursday)	\$13,000.00
Entertainment for Dinner	\$2,000.00	Continental Breakfast (3 available)	\$1,500.00
Refreshment Breaks (5-6 available)	\$900.00	Drink Tickets (includes logo)	\$1000.00
Conference Program Book/CD (includes ad)	\$3,500.00	Conference Tote Bag (includes Logo)	\$2,700.00
Neck Wallets Badge Holders (includes logo)	\$1,000.00	Conference Pens (includes logo)	\$500.00
Conference Pencils (includes logo)	\$500.00	Conference Mugs	\$1700.00
Opening Session	\$2,500.00	Closing Session	\$3,000.00
General Support	\$500.00	T-shirts	\$2,000.00
Fun Night Transportation (Thursday)	\$800		

Please complete the following information and return by Friday, March 16, 2013 with chosen method of payment to:

Michigan Home Health Association ATTN: Cindy Thelen

2140 University Park Drive, Suite 220

Okemos, Michigan 48864

Fax: 517/349-8090

Name:		Organization:		
Address:	City:		State:	Zip:
Phone:		Fax:		
Sponsorship of:				
Amount:				
Method of payment:	MasterCard	Discover	American Express	
Card Number:		Exp. Date:		
CVC # (3 digit on back of card):				
Authorized Signature:		u for your support	t!	



Advertising Information

Please take advantage of this opportunity to advertise your company in the 2013 MHHA Annual Conference Program Book. This program will be distributed to every conference participant. Exhibitors can advertise in the conference program book at a special rate. All ads must be received by March 15, 2013. Advertising rates for the program book are as follows:

Member and/or 2012 Exhibitor	Full Page (7 ¹ / ₂ " X 10") ¹ / ₂ Page (7 ¹ / ₂ " X 5") ¹ / ₄ Page (3" X 2 ¹ / ₂ ")	\$200.00 \$150.00 \$100.00
Non-member	Full Page (7 ¹ / ₂ " X 10") ¹ / ₂ Page (7 ¹ / ₂ " X 5") ¹ / ₄ Page (3" X 2 ¹ / ₂ ")	\$270.00 \$200.00 \$150.00

Added Exposure:

Receive added exposure by purchasing a link on the MHHA webpage. For an additional fee of \$150.00 for non-members, MHHA will provide a direct link to your company's webpage.

Please complete the following information and mail, along with a camera-ready one color advertisement and payment, by March 15, 2013 to:

	Michigan Home Health Asso ATTN: Cindy Thelen 2140 University Park Drive, St Okemos, Michigan 4880 Fax: 517/349-8090	uite 220	
Name:			
Organization:			
Address:			
City:	State:		Zip:
Phone:	Fax:		
Advertisements:	□ Non-Member		
☐ Full Page ☐ ½ Page ☐ ¼ Page ☐ WebLink Amount Enclosed:			
Method of Payment: Check Enclosed	Visa 🗖 MasterCard	Discover	American Express
Card Number:	Exp. Date: -		
CVC# (3 digit on back of card):			
Authorized Signature:			
	Thank you for your sup	port!	



GRAND TRAVERSE RESORT AND SPA

CONFERENCE & EXHIBIT ELECTRICAL/SERVICES FORM

Name of Conference:			
Date of Conference:			
Exhibitor Setup:		Booth #:	
Company Name:			
Contact Name:		Phone #:	
Address:			
City:	State:	Zip:	
E-mail Address:			

	ELECTRICAL REQUESTS			
# of Days	Quantity	Description	Price	
		Quad - 4 outlet box on one circuit with 20 Amps maximum output. (Minimum of 1 Quad required for most applications)	\$40.00 per day (inside complex)	
		Spider-6 individual, 120 volts 15 amps max.	\$225 per day (indide complex)	
		Power Strip (in addition to Quad) – 15 amps max.	\$15.00/each per day (inside complex)	
		Special power requiremen beyond the items above, please contact Jeff Harris at 231/534-6256 or jharris@gtresort.com TWO WEEKS NOTICE IS REQUIRED		
		TELECOMMUNICATIONS		
# of Days	Quantity	Description	Price	
		DID – Direct Inward Dial Phone Line (Dial Up) – phone included (dial "9" to access outside direct line)	\$50.00 per day plus calls	
		Speaker Phone – Includes cost of direct dial phone line (dial "9" to access outside line)	\$80.00 per day plus calls	
		High Speed Internet Access – Wired or Wireless	\$100.00 per day per exhibit	
		MISCELLANEOUS CHARGES		
# of Days	Quantity	Description	Price	
		Banner hanging and removal – depending on size and location, a banner movement fee is also applicable	\$30.00 per banner	

Please Note: Wall, post, and floor outlets are not part of the booth space. A separate outlet should be ordered for each piece of equipment to be connected. <u>Voltage, amperage, wattage, and phase must be specified for all equipment to be connected</u>. All exhibitor cords must be THREE-WIRE grounded types. The Electrical Code requires that all exposed non-current carrying parts of fixed equipment, which are liable to become energized, shall be grounded. To assure proper electrical service, this form is required to be completely filled out and signed. Grand Traverse Resort and Spa needs to receive this form 14 days prior to the exhibit opening. All orders placed within 48 hours of the event WILL BE CHARGED DOUBLE the printed fees to cover labor and product. All power/electrical charges are billed on a per day basis, NOT a <u>one time charge</u>.



GRAND TRAVERSE RESORT AND SPA

CONFERENCE & EXHIBIT ELECTRICAL/SERVICES FORM

SHIPPING AND RECEIVING INFORMATION

RECEIVING PROCEDURE- Send shipment to:

Grand Traverse Resort and Spa 100 Grand Traverse Village Boulevard Acme, Michigan 49610-0404 Attention: **GUEST NAME** Hold For: **CONFERENCE NAME** Date of Event: Number of Boxes (i.e. 1 of 2, 2 of 2, etc.)

RETURN SHIPPING PROCEDURE

#1: Attach properly filled out shipping labels (Fed Ex, UPS, etc...) to packages <u>Each package MUST be labeled.</u> Have packages taken to Shipping Office.

OR

#2: Fill out "Shipping Information Form" which can be obtained from the Concierge, Bellstand, or the Conference Registration Desk. <u>Each package</u>
<u>MUST be marked.</u> Have packages taken to Shipping Office.

The Shipping Office is open Monday through Friday, 8am-5pm and can be reached by calling 231-534-6000 extension 6617. After hours call Banquets extension 6100 or Security 2300. Shipments subject to a \$1 per box handling charge.

Grand Traverse Resort & Spa will not accept shipments more than one week prior to the conference.

ATTENTION EXHIBITORS: This form must be returned 14 days prior to your event.

Due to PCI compliance, please do not email this form. You may fax it to MHHA, 517/349-8090.

CC #	Expiration Date
Authorized Signature	Date



Grand Traverse Resort and Spa

100 Grand Traverse Village Blvd P.O. Box 404, Acme, MI 49610-0404

MI Home Health Association May 21-24, 2013

Please join us at The Grand Traverse Resort and Spa. We have secured discounted room rates listed below.

Book your Hotel or Tower guest room Reservation on- line today! Go to the Grand Traverse Resort's web site <u>www.grandtraverseresort.com</u>, enter the group code "MHHA13" at the top of the home page under Group/Promo Code.

> Call the Grand Traverse Resort directly at 1-800-968-7352 and mention MI Home Health Association.

Room Type	Rate	Room Type	Rate
Hotel Guest room	119.00	Tower Guest Room	145.00
1 bedroom condo	149.00	2 bedroom condo	179.00
3 bedroom condo	239.00	Studio condo	119.00

Rates above do not include 6% state tax, 5% city assessment, or \$9.95 nightly resort fee

Important Information

Cancellations or changes must be made at least 72 hours prior to arrival to avoid a penalty equal to one night's room charge.

Grand Traverse Resort & Spa is a non-smoking resort in compliance with Michigan Law. Designated outdoor smoking areas have been established. If smoke is detected in a guest room, or if evidence is found that smoking has occurred on a patio or balcony a \$250 penalty will apply.

Rates above are based on single or double occupancy. Additional adults will be charged \$15 per person per night for hotel and tower only.

Grand Traverse Resort & Spa gladly accepts requests for specific room locations and bedding type preferences. We will make every effort to provide accommodations as requested, however, cannot always guarantee that every request will be met on the date of arrival.



ACCOMMODATION DESCRIPTIONS

HOTEL GUESTROOM:

The Hotel is a 6 story building, which offers newly renovated rooms. These traditional style rooms have such amenities as hairdryers, and iron and ironing boards. These rooms feature either one king size bed with a full size sofa sleeper or 2 double beds. These rooms are located in our main complex.

TOWER GUESTROOM:

The Tower rooms are located in a 17 story glass enclosed high rise building, which features beautiful view of East Grand Traverse Bay or of our Golf courses. These deluxe rooms have such amenities as, an iron and ironing board, an un-stocked wet bar, small refrigerator, two telephones (one located in the bathroom) and 1-2 person Jacuzzi bathtubs. Tower rooms also have hair dryers, makeup mirrors and heat lamps. These rooms feature one king size bed or 2 queen size beds. These rooms are located in our main complex.

CONDOMINUIM:

The condominiums are located throughout the Resort property; many of these units are located approximately $\frac{1}{2}$ mile from the main resort.

Studio Condominiums:

Studios are a one room efficiency unit. They feature a queen size Sico bed, a queen size sofa sleeper, a dining area, and a kitchenette. These rooms are located at our private beach area. Room sleeps 2 people comfortably.

One-Bedroom Condominiums:

One-bedroom condos feature a separate bedroom with a queen size sofa sleeper in the living room, a dining area and a kitchenette. These rooms are located along our golf courses and at our private beach area. Room sleeps 4 people comfortably.

Two-Bedroom Condominiums:

The two-bedroom condos feature 2 separate bedrooms (or a loft) with a queen size sofa sleeper in the living room. These units have a living area, dining area and a kitchenette. Bedding types in each room may vary. Rooms are located along our golf courses and at our private beach area. Room sleeps 6 people comfortably.

Three-Bedroom Condominiums:

The three-bedroom condos feature 3 separate bedrooms (or a loft) with a queen size sofa sleeper in the living room. These units have a living area, dining area and full kitchen. Bedding types in each room may vary. Rooms are located along our golf courses. Room sleeps 8 people comfortably.

We look forward to your visit! Grand Traverse Resort and Spa Staff

MICHIGAN HOME HEALTH ASSOCIATION ASSOCIATE MEMBERSHIP APPLICATION 2012-2013

New Member

Renewal

To be eligible to join in the Associate Member category, your organization must qualify according to the MHHA by-laws definition:

Associate Membership: Businesses that provide goods or services to home care industry providers but do not provide goods and services directly to the end users are eligible as Associate members. Associate members may also be local, regional and national associations that have an interest in home care delivery in the state of Michigan, but do not directly provide that care. Holding companies and organizations formed to provide group contracting and/or services for a coalition of home care industry service providers are ineligible for membership. The Board of Directors shall determine whether any applicant shall be denied membership on the basis of this provision. Each associate membership shall have one vote in association elections. There will be one Board of Directors seat reserved for associate members. The associate representative of the Board of Directors shall not hold office.

Please note: Organizations that sell home care products or services to patients are ineligible as Associate members, but may qualify as Service Line Members.

Your Associate membership fee entitles your organization to select **ONE** service line membership reflecting your interests. Employees of your organization are permitted to participate only on the committees associated with the selected service line, and your organization will receive monthly mailings pertaining to *only* the selected service line. If your organization has an interest in other service lines, you may select additional service line memberships by paying an additional \$500 per selection. All MHHA members are welcome to participate on the Public Policy Committee and may attend any workshop offered, regardless of the service line selected.

Associate Membership Benefits: As an Associate Member of MHHA, you will receive:

- Discounts on registrations at all MHHA workshops and conferences;
- MHHA Monthly *Bulletin Board*;
- Opportunities to join and participate in MHHA Committees within your selected service line;
- Membership on the Public Policy Committee;
- Discounts on publications and videos;
- Recognition as a supporter of Michigan Home Care; and much more!

Membership in the Association increases your networking opportunities through contact with other MHHA members.

The MHHA membership year runs June 1, 2012 through May 31, 2013.

Over 🖙

MHH	A Associate N	Membership Application	
ORGANIZATION:			
		ZIP CODE:	
TELEPHONE #:	I	FAX #:	
COUNTIES SERVED:			
We are selecting the following so Certified/Hospice		HME/Infusion Pharmacy	
Consulting/Products: Accreditation Billing Information Technology/Information Insurance Medical Other:	•		
Associate Membership	\$500.00 Annua	al Dues per Service Line Selected	
<i>Payment Method:</i> Enclosed is our check payable to the	Michigan Home Heali	lth Association	
<i>Credit Card Payment:</i>	MasterCard	Discover	
Credit Card No.:		<i>Exp. Date:</i>	
Authorized Signature on Card:			
nications sent by or on behalf of the Mich fy that all information contained in this the Michigan Home Health Association	igan Home Health As. application is correct of Code of Ethics and A nics. I further certify th	lephone and fax number, I hereby consent to receive any and all co ssociation solely via regular mail, e-mail, telephone and fax. I also and valid to the best of my knowledge. I further certify that I have Article III Membership Insert and pledge that this organization u that I have read the bylaws definition of Associate Member, stated o ber.	certi- e read under-
Signature:		Date:	
(Return to Michigan Home Health Asso	ciation, 2140 Univers	rsity Park Drive, Suite 220, Okemos MI 48864)	