



CALIFORNIA EMERGENCY SERVICES ASSOCIATION

# REACHING FOR THE SUMMIT

**5.1.23 - 5.4.23**

RESORT AT SQUAW CREEK  
LAKE TAHOE

## WHY EXHIBIT AT THE CONFERENCE?

The California Emergency Services Association (CESA) is a nonprofit, professional organization that supports over 700 members. Its purpose is to promote mutual support and cooperation while planning, training, responding and recovering from all hazard events among government, private sector, non-governmental organizations, and the public. CESA has strong representation and involvement with the California Governor's Office of Emergency Services to ensure collaboration of thought, word, and action to protect California residents and businesses. The CESA Annual Training and Conference brings together emergency management professionals from a diverse variety of disciplines that must work jointly to build effective preparedness, mitigation, response, and recovery strategies. When you exhibit at the CESA Annual Conference, you will be provided with many opportunities to build and develop quality relationships with your current clients and prospects. You will meet face to face with seasoned professionals, leaders and decision makers in all phases of emergency management.

## TAKE ADVANTAGE OF EXHIBITING AT THE ANNUAL CONFERENCE TO:

- Reach the largest range of California emergency management representatives possible
- Introduce and advance new products and services
- Gain exposure to CESA board members and key personnel

## CESA 2023 TENTATIVE EXHIBIT SCHEDULE

### MONDAY 5/1/2023

8:30 am – 5:00 pm  
Exhibit set up

### TUESDAY, 5/2/2023

7:30 am – 5:30 pm  
Exhibitor Area Open

### WEDNESDAY, 5/3/2023

7:30 am – 3:30 pm  
Exhibitor Area Open

### EXHIBIT TEAR DOWN

Any time after 3:30 pm  
on Wednesday

**PLEASE NOTE:** All breakfasts, coffee and snack breaks will take place in the exhibit area.

## BOOTH FEES

### STANDARD

Includes one complimentary conference registration

- \$1,900 prior to March 31, 2023
- \$2,400 after March 31, 2023

### NONPROFIT & GOVERNMENT

Includes one complimentary conference registration

- \$1,500 prior to March 31, 2023
- \$1,800 after March 31, 2023

## SPONSOR AND EXHIBITOR DEADLINES:

### April 1, 2023

Inclusion in conference registration information on website.

### April 14, 2023

Inclusion in conference mobile app.

### April 14, 2023

No refunds after this date.

### April 14, 2023

All complimentary registrations must be completed online.

### April 21, 2023

Booth payments made after this date will incur a \$450 late fee.

# EXHIBITING

## AT THE ANNUAL TRAINING AND CONFERENCE

### COMPLIMENTARY REGISTRANTS:

In addition to registering for a booth, you must also register each attendee manning the booth. Please register your complimentary attendee on the CESA Conference site at [www.cesa.net](http://www.cesa.net) using the discount code Exhibitor2023. Additional Vendor Meal tickets are available at \$350 each. All vendor registrations must be completed no later than April 21, 2023.

### HOTEL ACCOMMODATIONS AND TRAVEL ARRANGEMENTS:

The conference will be held at the Resort at Squaw Creek in Olympic Valley, CA. All conference attendees and exhibitors are responsible for making their own travel and hotel reservations. Once you have paid for your booth or sponsorship, you will receive a confirmation with a link for your hotel room reservation at a special discounted group rate.

### HOW DO I BECOME AN EXHIBITOR OR SPONSOR AT THE 2023 ANNUAL CONFERENCE?

All contracts for exhibiting or sponsoring must be completed on the CESA Conference Registration website at [www.cesa.net](http://www.cesa.net). By completing the online registration, the company is agreeing to the exhibitor and sponsor contract rules contained in this brochure. Payments may be made by check or credit card. If paying by check, payment must be received within 30 days of invoice date otherwise booth assignment and all associated benefits and opportunities will be subject to cancellation. Your booth is not confirmed until you have received an email confirmation from Beth Ramirez, Conference Manager. If any questions, please contact her at [Beth@cesa.net](mailto:Beth@cesa.net).

### YOUR EXHIBIT FEE INCLUDES:

- Company listing in the conference mobile app to include a 35 - 50 word company description
- One complimentary conference registration for one booth personnel who you must register online
- Pre-conference mailing list of attendees (April 2023)
- Post-conference mailing list of attendees by written request (May 2023)

### YOUR BOOTH INCLUDES:

- One 6' draped table
- Two chairs
- Wireless internet access in the exhibit room

*Please note: These are tabletop exhibits; There is no pipe and drape.*

### REFUNDS AND CANCELLATIONS:

All requests for refunds and cancellations of exhibit booth fees and sponsorships must be in writing to CESA by April 14, 2023. There will be no refunds after this date. All promotional materials, logo, and company name will be removed from all materials and website.

# SPONSORING AT THE ANNUAL TRAINING AND CONFERENCE

Please note: All sponsorships include one booth in the exhibit hall.

## **PLATINUM PLUS SPONSOR** ..... **\$10,000**

- Six complimentary conference registrations
- Opportunity to welcome attendees at Opening Ceremonies
- Five Social Media shout outs during the conference
- Rotating banner on website for one year
- Logo on CESA conference website with link to your website
- Sponsor banner and logo in the conference mobile app
- Recognition at the Wednesday Luncheon
- Ribbons for badges for all company attendees
- Two reserved tables at Wednesday's Awards Luncheon
- Signage during your sponsored event
- One sponsored item or event from the list below valued at \$10,000

## **PLATINUM SPONSOR** ..... **\$5,000**

- Three complimentary conference registrations
- Three Social Media shout outs during the conference
- Listing and logo in the conference mobile app
- Logo on CESA conference website with link to your website
- Recognition at the Wednesday Luncheon
- Ribbons for badges for all company attendees
- One reserved table at Wednesday's Awards Luncheon
- Signage during your sponsored event
- One sponsored item or event from the list below valued at \$5,000

## **GOLD SPONSOR** ..... **\$4,000**

- Two complimentary conference registrations
- Listing and logo in the conference mobile app
- Logo on CESA conference website with link to your website
- Recognition at the Wednesday Luncheon
- Ribbons for badges for all company attendees
- Signage during your sponsored event
- One sponsored item or event from the list below valued at \$4,000

## **SILVER SPONSOR** ..... **\$3,000**

- One complimentary conference registration
- Listing and logo in the conference mobile app
- Logo on CESA website with link to your website
- Recognition at the Wednesday Luncheon
- Ribbons for badges for all company attendees
- Signage during your sponsored event
- One sponsored item or event from the list below valued at \$3,000

# SPONSORSHIP OPPORTUNITIES

Please note: All Opportunities are on a First Come, First Served Basis. There is only one of each item listed below.

## \$10,000 PLATINUM PLUS OPPORTUNITIES

Please select one of the following

- OPENING KEYNOTE SPEAKER, TUESDAY MORNING**  
Signage at event, introduction and photo opportunity with keynote speaker, opportunity to place a promotional item provided by your company at each place setting, thank you in conference mobile app and your logo with link to your website on the CESA website.
- TOTE BAGS WITH YOUR COMPANY LOGO**  
Your company logo on the official tote bag which is provided to all attendees, signage at event, thank you in conference mobile app and your logo with link to your website on the CESA website.
- LANYARDS WITH YOUR COMPANY LOGO**  
Your company logo on the official lanyard which is included in the conference tote bag provided to all attendees, signage at event, thank you in conference mobile app, and your logo with link to your company website on the CESA website.

## \$5,000 PLATINUM OPPORTUNITIES

Please select one of the following

- WEDNESDAY NIGHT SOCIAL EVENT**  
Signage and beverage napkins with your company logo in a single color at event, one drink ticket for beer, wine or soda per person with your logo on them, thank you in conference mobile app and your logo with link to your website on the CESA website.
- WEDNESDAY'S AWARDS LUNCHEON**  
Prominent signage at event, centerpieces with your logo on all tables, opportunity to place a promotional item provided by your company at each place setting, thank you in conference mobile app and your logo with link to your company website on the CESA website.
- WEDNESDAY NIGHT DANCE**  
Signage and beverage napkins with your company logo in a single color at event, one drink ticket for beer, wine or soda per person with your logo on them, thank you in conference mobile app and your logo with link to your website on the CESA website.
- HOSPITALITY SUITE/GAME ROOM**  
Signage and beverage napkins with your company logo in a single color at suite for the entire week, one drink ticket for beer, wine or soda per person with your logo on them, thank you in conference mobile app and your logo with link to your website on the CESA website.
- HOTEL KEY CARDS**  
Your company logo on the hotel key cards at the Resort at Squaw Creek, signage, recognition on the mobile app and your logo with link to your website on the CESA website.

## \$4,000 GOLD OPPORTUNITIES

Please select one of the following

- CLOSING KEYNOTE SPEAKER, THURSDAY MORNING**  
Signage at event, introduction and photo opportunity with keynote speaker, opportunity to place a promotional item provided by your company at each place setting, thank you in conference mobile app and your logo with link to your website on the CESA website.
- EXHIBITOR PASSPORT**  
Your company logo on Exhibitor Passport which all attendees must have stamped at each exhibit booth in order to enter contest, introduction by Emcee of one staff member to pull the winning card and special thank you by Emcee at the event, signage at event, thank you in conference mobile app and your logo with link to your company website on the CESA website. Prize value of \$300 which CESA will provide.
- CONFERENCE WIFI**  
Prominent signage in each meeting room with table signs including your logo and possible wifi code that includes company name.
- CONFERENCE MOBILE APP WITH YOUR COMPANY LOGO**  
Your company logo prominently featured on the official conference mobile app, signage at event, thank you in Conference mobile app and your logo with link to your company website on the CESA website. **Please note:** App will contain a page which lists all exhibitors and sponsors.

## \$3,000 SILVER OPPORTUNITIES

Please select one of the following

- MENTOR/FIRST TIME ATTENDEE RECEPTION**  
Signage and beverage napkins with your company logo in a single color at event, one drink ticket for beer, wine or soda per person with your logo on them, thank you in conference mobile app and your logo with link to your website on the CESA website.
- TUESDAY MORNING CONTINENTAL BREAKFAST**  
Signage and beverage napkins with your company logo in a single color at the food station/s, thank you in conference mobile app and your logo with link to your website on the CESA website.
- WEDNESDAY MORNING CONTINENTAL BREAKFAST**  
Signage and beverage napkins with your company logo in a single color at the food station/s, thank you in conference mobile app and your logo with link to your website on the CESA website.
- THURSDAY MORNING CONTINENTAL BREAKFAST**  
Signage and beverage napkins with your company logo in a single color at the food station/s, thank you in conference mobile app and your logo with link to your website on the CESA website.

# 2023 CONFERENCE EXHIBITOR RENTAL SPACE & SPONSORSHIP APPLICATION RULES AND REGULATIONS

## MULTIPLE BOOTHS

Exhibitors may purchase multiple booths; however, booths may not be shared with another company.

## SHIPPING AND HANDLING

Shipping of materials and installation fees are not included in the exhibit booth fee. Arrangements for shipping and storage of displays and materials must be directed to

The Resort at Squaw Creek and marked CESA Exhibitor. Boxes may not arrive prior to April 24, 2023. Additional instructions will be sent to exhibitors in April 2023.

## CONTRACT FOR SPACE

The exhibit contract and booth space application, the formal notice of space assignment and the full payment of exhibit booth fees together constitute a contract between CESA and the exhibitor for the right to use the assigned booth space and to comply with these rules and regulations. Exhibitors shall be bound by the rules and regulations set forth herein and by such amendments or additional rules and regulations which may be established by CESA.

## SPACE ASSIGNMENT

Space assignment priority is given according to sponsorship level. CESA will make every effort to place exhibitors in the areas of their choice, and once a space is paid for, confirm that space to the exhibitor. However, CESA does reserve the right to place, move or relocate any exhibitor in case of necessity for the total benefit and operation of the show.

## EXHIBIT BOOTH SETUP

Exhibitors shall arrange their exhibits so that they do not obstruct other exhibits. Aisles must be kept clear. Exhibits should be arranged so that company representatives will be inside of the space assigned. Materials used to decorate shall be of flame-retardant material. Safety exits and equipment must be left accessible and in full view at all times.

## BOOTH PAYMENT

Each exhibitor MUST submit a signed application with full payment to reserve a booth. Payment must be received within 30 days of invoice, or the booth may be forfeited.

## CANCELLATION

If an exhibitor cancels a booth space contract prior to April 14, 2023, all fees paid will be returned. If an exhibitor rents a booth, pays in full, but does not attend the conference, there will be no refund of the booth rental fee. In addition, cancellation of a booth on or after April 14, 2023, will result in a full forfeiture of fees.

## REPRESENTATIVE FEES

The exhibit fee for each booth includes one conference registration for the designated company representative. Additional Vendor Meal Tickets may be purchased at the reduced fee of \$350 per person via the CESA conference registration site.

## ALL COMPANY REPRESENTATIVES WORKING IN THE EXHIBIT HALL MUST BE REGISTERED FOR THE CONFERENCE

All exhibitors must check in at the registration area upon arrival at the conference for a badge and conference information. Please register all persons in your booth so that a badge can be made in advance. Admission shall be by badge and badges are not transferable. Rights of an exhibitor shall not be assignable to any other firm or person.

## EXHIBITOR'S RESPONSIBILITIES

CESA will not be responsible for damage to uncrated materials, materials improperly packed, glass breakage or concealed damage. CESA will not be responsible for loss or disappearance of the exhibitor's materials after some have been delivered to the exhibitor's booth. Similarly, CESA cannot be responsible for disappearance of the exhibitor's materials before the materials are picked up from the exhibitor's booth for loading after the conference.

## PRIZES

Representatives from the companies' exhibiting at the conference are not eligible to win prizes. Prize winners will be eligible to win more than one prize. Individual exhibitors may determine if the prize winner needs to be in attendance at the time of the drawing. Exhibitors accept responsibility for delivery of their prizes to the winner.

## INSURANCE AND LIABILITY

Exhibitor agrees to protect, save and keep CESA and the Resort at Squaw Creek forever harmless from any damages or charges imposed for violation of any law or ordinance occasioned by negligence of the exhibitor, as well as to comply strictly with the applicable terms and conditions contained in the agreement between the Resort at Squaw Creek and CESA regarding exhibition premises.

Further, exhibitor shall at all times protect, indemnify, save, defend and hold harmless CESA and Resort at Squaw Creek against and from any and all loss, costs (including attorney fees), damages, liability, or expense arising from or out of or by reason

of any accident or bodily injury or any other occurrence to anyone, including the exhibitor, its agents, employees and business invitees, which arises from or out of or by reason of said exhibitor's occupancy and use of the exhibition

premises or part thereof. Additionally, CESA shall not be held responsible for any loss, damage, or delay due to strikes, lockouts, Acts of God, governmental restrictions, enemy action, civil commotion, unavoidable casualty or other causes similar or dissimilar, beyond the control of CESA.

## CA EXHIBITORS PROPERTY

CESA (and its conference host facilities) cannot assume responsibility for the safety of the property of the Exhibitor, its officers, agents or employees from theft, damage by fire, accident or other causes, but will use all reasonable care to protect them against such loss. Occupants wishing to insure their property must do so at their own expense. It is especially recommended that all occupants have representatives in attendance at all times when the exhibits are open and when exhibits are being set up or dismantled, to protect against loss. CESA (and its host conference facilities) cannot be responsible for any item left unattended or left in the Exhibit Hall during the times the exhibits are closed.

## RULES AND COMPLIANCE

Exhibitors agree to comply with rules and regulations as specified in the exhibitor package.

## NONCOMPLIANCE WITH EXHIBITOR RULES AND REGULATIONS

Each exhibitor and all its employees agree to abide by the rules and regulations given herein and by subsequent amendments and additions considered by CESA management to be in the best interest of all exhibitors.

Upon noncompliance with the rules formulated, CESA management reserves the right to prohibit, reject, or eject any exhibitor, exhibitor's representatives, or exhibit in whole or part, with or without giving cause. If cause is not given, CESA's liability shall not exceed the return to the exhibiting company of the rental unearned at the time of ejection. If an exhibitor is ejected for violation of these rules, or for any other reason, no return of monies received shall be made.

## ADDMENDMENT TO RULES

These rules, regulations and conditions have been drawn for the purpose and intention of providing a well-balanced, well-regulated, attractive, and successful exposition. Any and all matters or questions, not specifically covered by the preceding rules and regulations shall be subject solely to the decision of CESA management. In an effort to provide the greatest good to the greatest number, CESA management shall have full power to so interpret the rules and regulations or make such rulings as may appear to be for the best interest of the entire exposition and all amendments of the foregoing rules shall bind the exhibitors.