

75TH ANNUAL CONVENTION & EXPO SEPTEMBER 8-10, 2025

EAST PEORIA, IL



EXPO PROSPECTUS

About IHCA

The Illinois Health Care Association (IHCA) is a nonprofit organization comprised of nearly 350 licensed and certified long term care facilities and programs throughout the state. Founded in 1950, IHCA is the oldest long term care association in Illinois.

IHCA facility members include proprietary and non-proprietary facilities that represent assisted and supportive living, skilled, intermediate, intellectually and developmentally disabled, medically complex for the developmentally disabled and sheltered levels of care.

IHCA also offers special member benefits for long term care companies, such as vendors and suppliers, who work directly with long term care centers. Whether your company offers group purchasing, pharmaceutical services, medical equipment, furniture or food services, as long as you serve long term care entities (AL/SLP, SNF, ID/ DD, etc.), you are eligible for associate membership. Keep reading to find out more!

Illinois Health Care Association 1029 South Fourth Street Springfield, IL 62703-2224 800-252-8988 217-528-6455 Fax 217-528-0452 www.ihca.com info@ihca.com



Come Celebrate with Us!

IHCA is turning 75 this year! Come celebrate our big anniversary with us at the 75th Annual IHCA Convention & Expo, September 8-10 in East Peoria!

So much has changed since the inception of IHCA in 1950—in the association, the profession, and the world overall. As long term care has evolved from the nursing homes of yesteryear to the assisted/supportive living, skilled nursing, and ID/DD centers of today, so have the needs of these facilities, their residents and staff. And, so has our association.

IHCA is committed to evolving along with our profession and our members. Over the past year, we have embraced significant changes within our organization, strengthening our ability to lead in advocacy and education for long term care professionals. Our dedication to our mission remains unwavering as we continue to drive progress and support those we serve.

A major component of our educational programming is our annual convention and expo. The planning for this year's event is well underway and we are firming up details as quickly as possible. We have made some adjustments for our 2025 event to help make it more convenient for everyone involved, including a new venue, condensing the education sessions down to two days, and new registration options. We hope this will allow long term care organizations the flexibility and options to allow their staff to attend to earn continuing education credits and visit with you, our exhibitors, in the expo!

We hope to see you there!

About the Convention & Expo

As one of the largest and longest running long term care convention and expos in our state, this event provides exhibitors exposure to key individuals from long term care facilities, including skilled nursing and assisted/supportive living facilities, as well as facilities and programs for the intellectually and developmentally disabled. The Annual IHCA Convention and Expo has a lengthy history of attracting essential long term care professionals, including nurses and directors of nursing, department heads, administrators and owners from facilities, programs and corporate offices throughout Illinois.

Exhibitors receive first-class treatment before, during and after our show, and by becoming Associate Members of the association, vendors can get even more bang for their investment buck.

Whether your goals are to meet clients and prospects, build brand and product identity or support IHCA, you will find an attentive audience.

Why Exhibit at Our Annual Expo?

Meet Long Term Care Professionals from Around the State

Each year, the IHCA Convention & Expo draws attendees from around Illinois. These attendees come from both IHCA member and non-IHCA member facilities and represent the entire continuum of care—assisted/supportive living, skilled nursing, intermediate and sheltered care facilities, and facilities and programs for the intellectually and developmentally disabled. Whether you are looking to meet potential new partners or touch base with current clients, this show is for you!



Speak Directly to Long Term Care Decision Makers

In the post-pandemic world, conventions and expos have been through some major changes, and the IHCA Convention & Expo is no exception. In the years since the COVID pandemic, IHCA has seen the number of direct care staff in attendance at convention decrease, while the number of higher-level staff has increased.

In 2023, more than 70% of the individuals who registered to attend the IHCA Convention & Expo were decision makers, and last year that number went up to nearly 80% of registrants. This group included owners and administrators, department managers and supervisors, directors of nursing, regional directors and other corporate staff, C-Suite level executives and more. If you want to talk to the people making the decisions in our sector in Illinois, don't miss this event!

Exhibitors Receive Top-Notch Service

From selecting a booth and registering your booth personnel, to on-site registration and exhibitor move-in, and everything in between, you can rely on IHCA staff to assist you whenever you need. We will do our best to give all of our exhibitors the attention they deserve and the support that they need.



Exhibitor Schedule

Tuesday, September 9

7:00 a.m. – 4:30 p.m. Exhibitor Setup 10:15 – 11:15 a.m. Associate Member/ Attendee Panel Session 11:30 a.m. – 1:30 p.m. Lunch 5:00 – 6:30 p.m. Exhibitor VIP Party

Wednesday, September 10

7:00 – 10:00 a.m. Exhibitor Setup 11:00 a.m. – 11:30 a.m. Exhibitor Lunch Served 11:30 a.m. – 2:00 p.m. Expo/Attendee Lunch 2:00 p.m. Exhibitor Tear Down

Proposed Convention & Expo Agenda

**Please note we have made several changes to the schedule for this year's event, and other details are still being finalized. All events will take place at Embassy Suites & Conference Center unless otherwise specified. If you have any specific questions regarding the schedule, please contact Ashley Caldwell.

Monday, September 8

4:00 – 8:00 p.m.

Convention Registration Desk Open

Tuesday, September 9

7:00 a.m. – 5:00 p.m. 8:00 – 10:00 a.m. 10:15 – 11:15 a.m.

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 11:30 a.m. - 1:30 p.m.
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 1:30 - 2:30 p.m.
 E

 2:45 - 3:45 p.m.
 E

 4:00 - 5:00 p.m.
 E

 5:00 - 6:30 p.m.
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 6:30 - 9:00 p.m.
 C

Convention Registration Desk Open Opening General Session Associate Member/Provider Panel Session Lunch Educational Sessions Educational Sessions Educational Sessions Exhibitor VIP Party Convention Kickoff Party

Wednesday, September 10

7:00 a.m. - 5:30 p.m. 8:00 - 9:00 a.m. 9:15 - 10:15 a.m. 10:30 - 11:30 a.m. 11:30 a.m. - 2:00 p.m. 2:00 - 3:00 p.m. 3:15 - 4:15 p.m. 4:30 - 5:30 p.m.

Convention Registration Desk Open Educational Sessions Educational Sessions Educational Sessions Expo/Attendee Lunch Educational Sessions Educational Sessions Educational Sessions

Booth Information

Booth Features

All booths are 10' x 8' and include:

- O One draped table and two chairs
- O Trash can
- O Back and side drapes
- O Exhibitor booth sign (IHCA Associate Member decals available for member organizations)

Included Services

All exhibitors receive excellent service, including the following:

- O Pre-event list of registered delegates
- ${\bf O}$ Inclusion in Exhibitor List on IHCA website
- O Inclusion in Preliminary Program Exhibitor List (must reserve booth by July 1, 2025 to be included)
- O Lunch for up to five booth personnel (Tuesday and Wednesday)
- O Access to ALL educational sessions and CEs for registered booth personnel
- O Exhibitor Listing in IHCA Exhibitor Guide (must reserve booth by August 8)
- O Inclusion in Convention Program Exhibitor List (must reserve booth by August 8)
- O Wireless Internet on the expo floor
- O Post-convention list of registrants

Types and Costs

*Please note: These options have changed.

Exhibitors will see some changes at this year's expo. The 75th Annual IHCA Convention & Expo will feature a more intimate, exclusive expo than years past. With these changes in mind, we are updating our booth types and sponsorship opportunities. Stay tuned for more information on these exciting new opportunities.

CENTER SPOTLIGHT BOOTH

Member Rate | \$2,175 Non-Member Rate | \$2,375 Additional Center Spotlight Booths | \$1,875

Center Spotlight Booths are positioned around the edges of the hospitality area where attendees will be able to sit and enjoy their lunch. Exhibitors in these booths will have added visibility as attendees linger over lunch and networking on the expo floor.

FIRST LOOK BOOTH

Member Rate | \$2,025 Non-Member Rate | \$2,225 Additional First Look Booths | \$1,650

First Look Booths are located in the first row of the expo. These are the first booths attendees will see when they enter expo hall and will see the heaviest traffic throughout the show.

STANDARD BOOTH

Member Rate | \$1,875 Non-Member Rate | \$2,075 Additional Standard Booths | \$1,500

**New for this year! Non-profit organizations and state agencies may qualify for a special discount. Contact Ashley Caldwell at <u>acaldwell@ihca.com</u> for more information.



Cost Details

IHCA Associate Member annual dues of \$1,875 INCLUDE one standard booth at the expo. If you are an IHCA Associate Member and your dues have been paid for 2025, no additional fees are owed to reserve a Standard Booth. If you are an Associate Member and your dues are current and you would like to upgrade to a Center Spotlight or First Look Booth, you are only responsible for the upgrade fee. If you would like to reserve more than one booth, you will receive a discounted rate after the first booth.

If you are not a current IHCA Associate Member, you may join the association and pay the member rate of \$1,875 for a Standard Booth, \$2,025 for a First Look Booth or \$2,175 for a Center Spotlight Booth.

If you are not a member of IHCA and are not interested in or are unable to become a member of IHCA, you can reserve a booth at the nonmember rate.

Unlock Exclusive Opportunities with IHCA Associate Membership

Are you looking to take your involvement with IHCA to the next level? Then IHCA Membership is for you!

IHCA Associate Member Benefits

- Year-Round Exposure to IHCA Member Facilities: IHCA Associate Membership offers year-round exposure to facility members through the IHCA Online Directory on our website which only contains Associate member information and is tied directly to the membership database, the digital Membership Directory & Buyer's Guide (PDF) made available to all members early each year, as well as other opportunities as they arise.
- Standard Booth at Annual Expo: Associate Member annual dues of \$1,875 cover not just your membership but also guarantee you a standard booth at the annual Expo. If you have already paid your 2025 dues, a Standard Member Booth is yours for NO ADDITIONAL COST!
- Upgrade Opportunities: Elevate your presence with ease! Current Associate Members can choose to upgrade to a First Look Booth for a small upgrade fee of \$150 or a Center Spotlight booth for just \$300.
- **Discounts for Multiple Booths:** Looking to make a big statement with your exhibit? After securing your initial booth, enjoy special discounted rates for any additional booths you wish to reserve.
- Member Communications: IHCA provides a number of valuable member publications, including electronic newsletters on various topics, the bi-annual magazine *LTC Today*, and the Annual Membership Directory & Buyer's Guide, which go out to all members, including Associate Members.
- Member Rate for Association Events: In addition to the Annual Convention & Expo, IHCA hosts various other events throughout the year, which associate members can attend at the member rate.
- Sponsorship and Networking Opportunities: IHCA Associate Members are privy to special sponsorship opportunities at IHCA events. These range from including advertising materials with event handouts, to having a sponsorship table in the session room, addressing the attendees directly, and more.
- Social Media Exposure: Leading up to convention, IHCA will feature your logo or image of your choice on our social media platforms. This can help boost your brand visibility and showcases your commitment to supporting IHCA. It's a great opportunity to reach a wider audience, strengthen partnerships, and enhance your company's reputation within the community.

Not Interested in Membership? No problem! If IHCA Associate Membership isn't in your plans, you can still secure a booth at the nonmember rate. Your spot at the expo is guaranteed, ensuring you don't miss out on valuable exposure and all of the same booth features and services are included.

**Please note – If you wish to reserve a booth for the Annual Expo, you MUST submit an Exhibitor Contract to secure your reservation.

Important Exhibitor Information

IHCA's Exhibitor Information Webpage – Your One-Stop Shop for All Things Expo!

Looking for the Exhibitor Schedule, the contact info for Lead Retrieval Services, or hotel options for this year's show? Find it all on the Exhibitor Information page on our website: <u>www.ihca.com/exhibitor-info</u>.

Once you have submitted your Exhibitor Contract and a booth has been assigned, you will receive a confirmation email with key event details. As these details are finalized, they will also be added to the IHCA website, so be sure to check back often as questions arise. You can also reach out to Ashley Caldwell at <u>acaldwell@ihca.com</u> for more information.

Event Venue & Accommodations

Embassy Suites by Hilton East Peoria Riverfront Hotel & Conference Center 100 Conference Center Drive East Peoria, IL 61611 309.694.0200 Click <u>HERE</u> to make your reservation online.

Important Dates to Remember

Prospectus available and booth reservations open	April 18, 2025
Deadline to be listed in Preliminary Program	July 1, 2025
Booth Personnel Registration opens	July 1, 2025
Deadline to be listed in Exhibitor Guide/Convention Program	August 8, 2025
Deadline to book rooms in IHCA block	August 24, 2025
Exhibitor Move-In Starts	September 9, 2025
Associate Member/Provider Panel Session	September 9, 2025
Exhibitor VIP Party	September 9, 2025
Convention Kickoff Party	September 9, 2025
Exhibitor Tear-Down	September 10, 2025

Expo Decorator/Contractor

Peoria Expo will be providing expo services for the 75th Annual IHCA Convention & Expo. See the IHCA Exhibitor Information page online for more information as details become available.

Pre-and Post-Event Registrant Lists

Exhibitors will receive both a pre- and a post-event registration list. Only one pre-event list will be sent; updated lists will not be made available. The pre-event registrant list will be pulled and sent on August 15, 2025, to the Expo Contact listed on the Exhibitor Contract. Companies who reserve their booth after the list has been distributed will receive the same list when they receive their confirmation email.

Exhibitor Listings

In the months and weeks leading up to the IHCA Convention & Expo, IHCA will be producing various communications pieces, publications, etc. in which we can feature our exhibitors. To ensure that the information we list is correct, please review the information on your Exhibitor Contract carefully, and verify that the information in your confirmation email is correct. Please refer to the Important Dates to Remember section above to be sure that you submit your contract on time to be included in all convention materials.

Prize Giveaways

Prize drawings can be a great way to attract attendees to your booth. IHCA Expo exhibitors are welcome, and encouraged, to get creative with ways to draw traffic to their booths. However, please note, exhibitors are responsible for the handling of these drawings and contacting winners after convention is over if needed. IHCA will not make individual winner announcements and will not be responsible for unclaimed prizes.

To assist exhibitors with the process, IHCA will provide a brief form that can be completed for any prizes awarded by exhibitors and Prize Board where these forms can be posted in the Expo Hall. IHCA will make an announcement each day as a reminder for attendees to check the Prize Board to see if they have won a prize. The winner should take their prize form back to the appropriate booth to obtain their prize. Prize forms should be posted by NOON on WEDNESDAY to give winners time to check the board and pick up their prizes.

If your winner does not pick up their prize, it is up to the Exhibitor to get it to them. IHCA will not hold prizes at the Registration Desk.

Sponsorship and Advertisement Opportunities

IHCA offers a variety of sponsorship opportunities for your company to get added exposure at our Annual Convention & Expo. From strategically placed logos and signage (wall decals, table signs, etc.) to advertisements in the Convention Program and Exhibitor Guide, to bigger sponsorships that include the opportunity to speak to attendees at Opening Session or in breakout sessions, we have sponsorships to fit every budget! The 2025 Convention & Expo Sponsorship Guide will be available online soon.

Exhibitor Regulations

Booths are assigned in order received with IHCA Associate Members receiving preference. Sharing booth space is not permitted except by businesses that routinely collaborate with each other. Subletting of space is prohibited unless prior written authorization is received from IHCA.

Rental of booth space prior to July 14, 2025 requires advance payment of 50% of all relevant costs. Balance is due by July 14, 2025. Rental of booth space after July 14, 2025 requires full payment of all relevant costs.

Booth space cancelled in writing by June 13, 2025, will be refunded 75% of the total booth cost; 50% of total booth cost will be refunded from June 14 to July 14, 2025; 25% of total booth costs will be refunded from July 15 until August 15, 2025; no refunds will be made for cancellations after August 15, 2025. In the event of cancellation, Exhibitor remains liable for payment of costs based upon this schedule.

Displays may not exceed 8' in height unless prior written consent is received from IHCA. Any portion of an exhibit that obstructs the view or interferes with other exhibitors, extends beyond the designated booth space, or is deemed objectionable by IHCA must be immediately modified or removed by the exhibitor. All exhibit equipment and materials must be located within the confines of the booth space. IHCA reserves the right to inspect the quality of the exhibit appearance during the show.

All booths must remain intact until the close of the show and no exhibit additions or removals will be allowed during show hours.

Exhibitor promotional activities are not permitted outside the confines of the booth space. Signs and/or displays are prohibited in any of the public rooms or elsewhere on the premises of the Embassy Suites in East Peoria during the Association's convention unless as part of a reception or sponsored event.

All booths must be properly staffed during official expo hours. Exhibitor may be excluded from future IHCA Expos if assigned booth is not staffed or is vacated prior to the official closing.

Exhibitor may register a maximum of five individuals per booth rental. Such individuals must be direct employees or primary suppliers of Exhibitor. Exhibitor staff cannot be employed by a non-member facility of IHCA. An exhibitor affiliated with a licensed long term care facility/program or corporate office must pay the applicable facility/program convention registration fee in addition to the booth rental fee.

Exhibitors shall not sell, give away, or authorize the sale or giving away of foods or beverages on, from, or adjacent to the premises, nor provide special services to the public, without first having obtained written permission from the Embassy Suites in East Peoria. Contact Jennifer Seiler, Director of Events, at (309) 427-2408 or jennifer.seiler@atriumhospitality.com to discuss such permission.

If permission is granted:

- 1. Proof of food and beverage liability insurance must be provided to the Director of Events for the Embassy Suites in East Peoria prior to the start of the event.
- 2. Sample size is limited to 4 oz. for non-alcoholic beverage and 1 oz. for food and must not be items sold by the Embassy Suites in East Peoria. No alcoholic beverages may be distributed on property.
- 3. All food sold must be in retail packaging only.

No deliveries of displays or merchandise will be accepted by IHCA or the Embassy Suites in East Peoria. Peoria Expo will be accepting freight 30 days in advance of the IHCA Convention. Peoria Expo will accept advance shipments from Monday, August 11, through Friday, September 5, between the hours of 8:00 a.m. and 4:00 p.m. CST. Peoria Expo will place shipments in your booth at the Embassy Suites prior to the exhibitor set-up. Peoria Expo does charge a fee for this service. The fee is \$45 cwt or a minimum charge of \$90 for shipments under 200 lbs. If you have questions, please contact Brian Pickerill at Peoria Expo by phone at (309) 680-3800 or email bpickerill@asmpeoria.com.

Advance Ship to Address: Name of your company / booth # c/o 2025 IHCA Conference Peoria Expo 201 SW Jefferson Street Peoria, IL 61602

It is the responsibility of the exhibitor to make arrangements for exhibit materials to be removed and/or shipped following the exhibition. Exhibitors are responsible for packing the materials, providing any paperwork necessary for pick-up, affixing labels properly to all boxes/containers, prepaying any shipping costs, and arranging for pick-up with their preferred shipping company. Materials must be collected within 48 hours of show completion. The Embassy Suites in East Peoria will not assume any responsibility for shipping items left in a booth after a show or any damaged goods/containers.

The selling of merchandise is permitted however exhibitors are responsible for collecting and paying all applicable taxes.

Exhibitors must wear official IHCA exhibitor name badges for exhibit hall admission. Exhibitor staff must leave the floor within ½ hour after the show closes unless prior arrangements are made with the IHCA Director of Education.

Exhibitors may utilize video, music, or other sound producing media within the confines of their booth space. IHCA reserves the right to decrease volume setting or mute any sound producing device deemed to be intrusive or offensive. Exhibitor assumes responsibility for compliance with applicable licensure requirements pertaining to music, sound, video, and other media.

All empty containers (including cases and boxes) must be stored in the booth. There is no storage area at the Embassy Suites in East Peoria. IHCA assumes no responsibility for storage of exhibit materials.

No flammable materials are permitted. Exhibitor assumes all responsibility for compliance with local, city, county, state, and federal ordinances and regulations covering fire, safety, and health. Exhibitor assumes all liability for any damage to the Embassy Suites in East Peoria's infrastructure as a result of the exhibitor's actions and/or negligence.

Vehicles on the show floor are not to have more than ¼ tank of fuel and must have gas caps locked and battery(ies) disconnected. Prior permission must be obtained from the Embassy Suites in East Peoria for any vehicles utilizing the show floor. Protective measures will be required to maintain the integrity of all property infrastructure during transportation, including carpeting in the exhibition hall, and are the responsibility of the exhibitor.

Exhibitor assumes full responsibility and liability for losses, damages, and claims arising out of exhibitor's activities on the premises of the Embassy Suites in East Peoria, and will indemnify, defend, and hold harmless the Embassy Suites in East Peoria, Illinois Health Care Association, Peoria Expo and their respective officers, servants, agents and employees from any and all such losses, damages, and claims.

Exhibitor understands that neither the Embassy Suites in East Peoria nor IHCA maintain insurance covering exhibitor's property and it is the sole responsibility of exhibitor to obtain such insurance. Security furnished by the Embassy Suites in East Peoria and IHCA shall not be construed as an assumption of liability by IHCA. In the event of loss, said responsibility is solely that of the exhibitor. General security will be available throughout the Expo.

Exhibitors are not allowed to distribute popcorn or peanuts.

Exhibitors are not allowed to utilize glitter or confetti of any kind.

Exhibitors are not allowed to squeeze, staple, pin, wire, tape, or hang anything to/on the drape or the hardware without the express consent of Peoria Expo. Exhibitors may hang small lightweight show cards, cloth, or plastic signs from the top rail of the booth using hooks that are provided by Peoria Expo. All signs, pictures, decorations, etc. must be removed from the drapes and the hardware at the close of the Expo or the exhibitor will be responsible for charges of extra labor. Any resulting damage to the equipment in violation of the above rules and/or negligence on the part of the exhibitor will be charged to the exhibitor.

Performance of these regulations by IHCA, the Embassy Suites in East Peoria, and exhibitors is subject to there existing no acts of God, war, terrorism, or government regulations making a parties' performance hereunder illegal or unlawful (unless the illegality or unlawfulness can be alleviated with minor modifications of a parties' duties), disaster, fire, labor strikes, civil disorder, curtailment of transportation preventing or unreasonably delaying at least 25% of registrants from attending, or other similar events beyond the control of IHCA and the Embassy Suites in East Peoria, if in the reasonable judgment of IHCA or the Embassy Suites in East Peoria it is inadvisable, illegal or impractical to hold the scheduled event or provide the facilities. This contract may be terminated for any one or more of the foregoing reasons.

All matters and questions not covered by these regulations are subject to the discretion of IHCA. IHCA shall have sole right to promulgate, interpret, and enforce all rules and regulations and to make any amendments to the regulations as shall be necessary for the orderly conduct of the Convention and Expo.

IHCA reserves the right to alter the exhibit floor plan and show hours in the best interest of the Expo and the exhibitors.



\$1,875 Standard Member Booths/\$2,075 Standard Non-Member Booths

\$2,025 First Look Booths

\$2,175 Center Spotlight Booths



Submit Your Exhibitor Booth Contract online to reserve your booth today! PDF Contract available upon request.



2025 IHCA Convention & Expo – Exhibitor Checklist

Please print this Exhibitor Checklist and use it as a reference as you prepare for the 75th Annual IHCA Convention & Expo, September 8-10, 2025 in East Peoria!

Pay IHCA Associate Member Dues (if applicable)

Due: January 31, 2025

Review the 2025 IHCA Expo Prospectus

Deadline: ASAP

This Prospectus contains a wealth of information to help you prepare for a successful exhibitor experience in September!

D Review the Exhibitor Regulations

Exhibitors are required to abide by the Exhibitor Regulations set forth in this Prospectus. These regulations can also be found on the IHCA website. Deadline: ASAP

Complete Exhibitor Contract Online

The Exhibitor Contract can be completed easily online (click here). A PDF form is available upon request. Deadline (to be included in the Preliminary Program): July 1, 2025 Deadline (to be included in Convention Program & Exhibitor Guide): August 8, 2025 Deadline (to be included in Exhibitor Addendum for Attendees): September 5, 2025

G Finalize Booth Payments

If you upgrade to a First Look or Center Spotlight Booth, but have already paid your Associate Member dues for 2025, you will be required to pay the appropriate upgrade fees when you secure your booth.

Book Hotel Rooms in IHCA Block

Deadline: August 24, 2025

Update Exhibitor Listing for printed Exhibitor Guide

Deadline August 8, 2025

□ Secure Sponsorships

Deadline: Varies

IHCA has a variety of sponsorship opportunities available for our Annual Convention & Expo. From \$500 logo sponsorships to \$2,500 snack break sponsorships and the \$6,000 Opening Session keynote speaker sponsorship, there are options available to fit any budget. See the 2025 IHCA Convention Sponsorship Guide for more information.

Register Booth Staff

Deadline: September 5, 2025

Exhibitor Companies will be required to register booth personnel separately from submitting the booth contract to reserve a booth.

More information will be made available on the IHCA website and/or sent to Exhibitors closer to the event.