

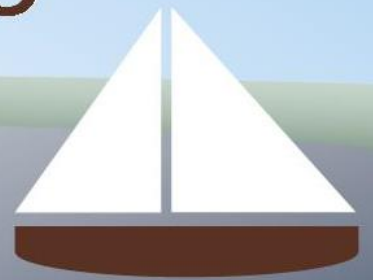
# 40TH ANNUAL MN-DONA

Lakes Area Directors of Nursing

## FALL CONFERENCE

Breezy Point Resort

Oct 11-13, 2023



# Exhibit Prospectus



**MN-DONA**  
**MINNESOTA**  
Directors Of Nursing Administration

LONG TERM CARE - THE FUTURE IS US

# Invitation to Exhibit

## The 40th Annual MN-DONA Lakes Area Directors of Nursing Conference is October 11-13, 2023 at Breezy Point Resort in Minnesota

This is your opportunity to exhibit your products and services to a highly influential group of decision makers in the long term care industry. Last year our attendance was over 120 Directors/Assistant Directors of Nursing, Assisted Living Clinical Directors and other Nurse Leaders throughout Minnesota. All exhibitors will receive the list of participants and an onsite event program.

### Exhibit Hours:

Wednesday, October 11	11:00 am - 4:30 pm 4:30 pm - 6:30 pm 6:30 pm - 8:00 pm	Set-Up Exhibits Open/Reception Dinner/Sponsor Scholarship Awards
Thursday, October 12	10:15 am - 11:45 am 11:45 am - 1:00 pm	Exhibits Open Exhibits Move-Out

## Sponsors

To become a MN-DONA Sponsor with benefits including scholarships and year-round sponsor recognition, please go to [www.mndona.org/sponsorship-program](http://www.mndona.org/sponsorship-program) or sign up at <https://mndona.ticketspice.com/mn-dona-sponsorship-program>

**Sponsor a Hospitality Event** We will *not* be providing evening entertainment this year, and there will again be opportunities to sponsor a hospitality event, preferably Wed. after 8pm, Thurs. afternoon, or Thurs. evening after 7:30pm. Please contact Bonnie at Breezy Point [bstroinski@breezypoint.com](mailto:bstroinski@breezypoint.com) if you are interested or have questions. Please also contact Sarah at Best Meetings Inc. to let us know so we can pass the information on to our attendees: (800) 958-8875 or [sarah@bestmeetings.com](mailto:sarah@bestmeetings.com) We may have a sponsored arts and crafts activity on Thursday afternoon, so contact Sarah if you are interested in that.

**Take a Chance on Education Program** Donations are welcome! Members can purchase tickets to enter into a drawing for the various items and proceeds are used to support educational scholarships. Three \$500 scholarships were raised last year. We encourage exhibitors and members to donate things that DONs, ADONs and Nurse Leaders would like to win.

**We will provide you with a prize donation form in your exhibit kit.**

## Exhibitors have an opportunity to advertise in the event program!

Ad Size	MN-DONA Sponsor/Patron Members	Non-Members
1/2 page	\$180	\$290
Full page	\$235	\$410

Ad sizes: 1/2 page = 7" W x 4 1/2" H  
Full page = 7" W x 10" H

**Deadline: A high res EPS or JPG file of 300 dpi or more must be submitted to Best Meetings Inc. by September 26, 2023. Email your ad to:**  
[sarah@bestmeetings.com](mailto:sarah@bestmeetings.com)

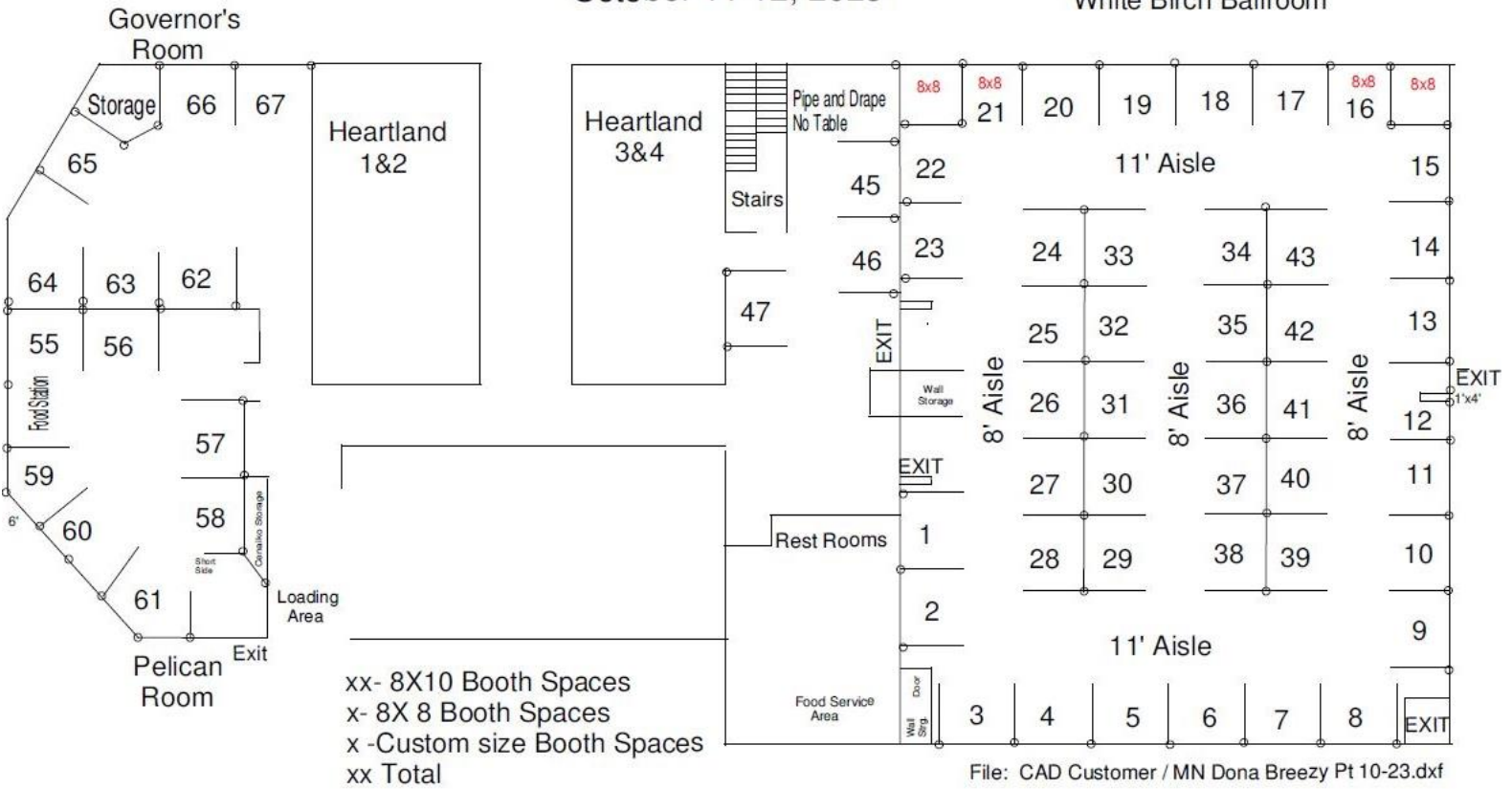
Questions? Call Best Meetings Inc. at (800) 958-8875 or email [sarah@bestmeetings.com](mailto:sarah@bestmeetings.com)

# Exhibit Floor Plan

## MN-DONA Lakes Area Directors of Nursing Fall Conference October 11-12, 2023 Breezy Point Resort

October 11-12, 2023

White Birch Ballroom



Preliminary 05-26-2023

File: CAD Customer / MN Dona Breezy Pt 10-23.dxf

Drawn by Cenaiko Expo North

### Floor Plan subject to change

Note: Booths 45, 46, and 47 are located in an unsecured area.

Booth 21 will not be used this year.

# 2023 EXHIBIT APPLICATION/CONTRACT

Please enter information as you want it to appear in the event program.

To fill it out online and/or pay by credit card use this link:

<https://mndona.ticketspice.com/mn-dona-2023-fall-conference-exhibitor-registration>

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_

Product/Service \_\_\_\_\_

Authorized Signature \_\_\_\_\_

Title \_\_\_\_\_

Exhibitor Information Contact Person (please print) \_\_\_\_\_

Email \_\_\_\_\_

On-site Program Contact Person (please print) \_\_\_\_\_

Email \_\_\_\_\_

Preferred Booth Number (Note if you'd like the same as last year): 1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_ 4 \_\_\_\_\_

*Booth assignments will be given closer to the event.  
Sponsors are given priority on booth selection.*

We do not wish to be in the proximity of the following companies who may display:  
**(This is important so you are not next to a competitor.)**

Exhibit space is 8' x 10'. Included in your exhibit fee is one draped table, one chair, and one exhibitor identification sign. All exhibitors will get a list of conference attendees prior to the conference and a final list after the conference, a listing in the on-site program materials and may also

### 8' x 10' Booth

Sponsors (Platinum, Gold, Silver, Bronze, Copper)	Free
Patron Sponsors	\$825
Non-Sponsors	\$950

### Payment Information

Booth Space \$ \_\_\_\_\_

Ad in onsite program \$ \_\_\_\_\_

Ad size \_\_\_\_\_

TOTAL DUE \$ \_\_\_\_\_

### Method of Payment

\_\_\_\_\_ Check \_\_\_\_\_ Credit Card

To pay by credit card apply here:

<https://mndona.ticketspice.com/mn-dona-2023-fall-conference-exhibitor-registration>

Make checks payable to:

MN-DONA  
c/o Best Meetings Inc.  
2626 E 82nd St, Ste 270  
Bloomington MN 55425

If you have questions,  
please call  
Best Meetings Inc.  
at (800) 958-8875

Tax ID# 93-1039840

### For Internal Use Only

\_\_\_\_\_ Date Received

\_\_\_\_\_ Check #

\$ \_\_\_\_\_ Amount

\_\_\_\_\_ Space Assigned

\_\_\_\_\_ Accepted by

## EXHIBITOR RULES AND REGULATIONS

October 11-13, 2023 Breezy Point Resort,

Dated: June 12, 2023

### Exhibit Dates and Hours

Set-up -	October 11, 2023	11:00 am - 4:00 pm
Exhibits -	October 11, 2023	4:30 pm - 6:30 pm
Exhibits -	October 12, 2023	10:15 am - 11:45 am
Tear-down	October 12, 2023	11:45 am - 1:00 pm

**Note:** The MN-DONA Lakes Area Directors of Nursing Fall Conference will be referred to as "the Conference" on this page.

**ASSIGNMENT OF BOOTH SPACE** - Priority for all booth requests will be established based on sponsorship level and the date of receipt of the Exhibit Application/Contract and full payment. MN-DONA reserves the right to restrict entrance into the exhibit area of any exhibitor which it deems is not in the best interest of the Conference as a whole.

**RATES AND REFUNDS** - Cancellations will receive a refund of 50% of the amount paid if notice is received in writing prior to **September 12, 2023**. After September 12, 2023 no refunds will be made.

Exhibitors will not be permitted to set up their exhibits until full payment has been received. Any space not claimed and occupied by 4:00 pm, Wednesday, October 11, 2023 may be resold or reassigned by the Conference without obligation on the part of the the Conference for any refund whatsoever unless special arrangements have been made before that time.

Checks should be made payable to MN-DONA and should be mailed to: MN-DONA, c/o Best Meetings Inc., 2626 E. 82nd Street, Suite 270, Bloomington, MN 55425.

In the event of conflicts regarding space requests or conditions beyond its control, the Conference reserves the right to rearrange the floor plan. Also, the Conference may relocate any exhibit at any time with the understanding that if the exhibitor does not agree with such relocation, his/her payment for exhibit space will be refunded.

**SUBLETTING OF BOOTH SPACE** - Exhibitors may not sublet, assign, or apportion to others any part of the exhibit space allotted, and may not advertise or display goods or services other than those manufactured or sold by them in the regular course of their business. However, an exhibitor may use the equipment/product of another exhibitor in his booth for the purpose of better product/service presentation of his own product/service, but may not give credit to that manufacturer.

**ADVANCE SHIPMENTS** - Advance shipping information will be included in the Exhibit Kit mailed to exhibitors at least four weeks prior to the show.

**TEAR DOWN OF EXHIBITS** - All exhibits will close at 11:45 a.m., October 12, 2023. The exact schedule will be included in the exhibitor preparation kit. EXHIBITS MAY NOT BE DISMANTLED OR BOXES PACKED BEFORE OFFICIAL CLOSE OF THE SHOW. Each exhibitor will complete arrangements for removal of his material from Breezy Point Resort in accordance with the instructions provided in the Exhibit Kit. The exhibit area must be cleared by 1:00 p.m., October 12, 2023. Any items remaining after 1:00 pm will be removed by Breezy Point Resort at the exhibitor's expense unless other arrangements have been confirmed in writing with the MN-DONA Lakes Area Directors of Nursing Conference.

**ARRANGEMENT OF EXHIBITS** - MN-DONA will provide and arrange for the erection of necessary draped backgrounds and sides of uniform style. A sign is provided for each exhibitor. Each exhibit must be confined to the spatial limits of its respective booth indicated on the floor plan. No part of any display may be over eight feet in height. The back one-half of the booth space may be occupied from the floor up to eight feet in height. The front one-half of the rented space may be occupied from the floor up to 48 inches only. Any deviation must be submitted to MN-DONA for prior approval. All exposed parts of a display must be finished so as not be objectionable to other exhibitors. All materials must conform to local building and fire department codes and all local fire authority regulations must be observed.

Exhibitors must meet the requirements of the Americans with Disabilities Act (ADA).

**GENERAL BUILDING POLICIES** - Nothing shall be taped, posted, tacked, nailed, screwed or otherwise affixed to floors or other parts of the building or furniture. No helium balloons may be distributed inside the facility. No pressure-adhesive stickers or decals or similar promotional items may be distributed in the building.

Exhibitors may not distribute food, including popcorn, and beverages in the Exhibit Hall unless approval has been obtained from the Conference.

Breezy Point Resort does not allow exhibitors to bring in their own network because it interferes with the in-house wireless system.

**COVID-19:** Exhibitors will follow any and all conference requirements in regards to COVID-19 if applicable.

**EXHIBITOR'S REPRESENTATIVES** - Each exhibitor must provide one or two persons responsible for the exhibit within the exhibit space during the open hours of the show as defined under "Exhibit Dates and Hours." Not more than two representatives of an individual exhibitor for each booth space shall be allowed in the exhibit area at any one time. All booth personnel must be bona fide employees of the exhibitor or representatives who receive commission, brokerage, or salary from the exhibitor, but excluding representatives who maintain and own inventories of merchandise for resale.

Live models may be hired and will be admitted to the exhibit floor only in costume, approved by the Conference. False certification of individuals as exhibitors' representatives, misuse of exhibitors' badges, or any other method or device used to assist unauthorized personnel in gaining admittance to the exhibit floor will be just cause for escorting the violator from the exhibition area, banning them from future entrance on the exhibit floor, and/or removing their exhibit from the floor without obligation on the part of the Conference for refund of any fees. Upon the exercise of this authority by the Conference, the exhibitor, for themselves, their employees and agents, waives any rights for claims or damage against the Conference arising out of the enforcement of this paragraph.

The official Conference badge must be worn whenever a representative is on the exhibit floor. The authorized representative designated by the exhibitor in its pre-registration form as being in charge of the exhibitor's exhibit shall represent the exhibitor in connection with set-up, operation and dismantling of such exhibit. This representative shall be responsible for knowing the exhibition contract and the rules and regulations of the Conference.

**LIABILITY AND SECURITY** - Each exhibiting firm must make provisions for the safeguarding of their goods, materials, equipment and display at all times. MN-DONA and Breezy Point Resort will not be responsible for loss of any material by or for any cause.

Neither the Conference, its service contractors, the management of the show, nor Breezy Point Resort, its agents, contractors, or employees, are or shall be liable for injuries to any person or for damage to property owned or controlled by the exhibitor, or theft of any property or money, unless caused by or resulting from the negligence of the Conference, the management of the convention, the service contractors, or the owners of Breezy Point Resort or its respective agents and employees as applicable. In case any part of the exhibit area is destroyed or damaged so as to prevent an exhibitor from occupying their assigned space during any part of the exhibition period, or in case occupation of assigned space during any part of the exhibition period is prevented by strikes, acts of God, national emergency or other cause beyond the control of the Conference, the exhibitor will be charged for space only for the period space was or could have been occupied by the exhibitor and exhibitor hereby waives any claim against the Conference, its directors, officers, agents or employees for losses or damages which may arise in consequence of such liability to occupy assigned space.

Exhibitors are responsible for any damage they cause to Breezy Point Resort walls, ceiling tiles and floors, including labor charges to remove stains or adhesives from the walls or floors. Exhibitors will be billed for such damage with the dollar amount determined by Breezy Point Resort.

**SPECIAL VISUAL AND SOUND EFFECTS** - Audio-visual and other sound and attention-getting devices and effects will be permitted only in those locations and in such intensity as, in the opinion of the Conference Manager, do not interfere with the activities of neighboring exhibitors. Operational equipment demonstrated may not create noise levels objectionable to neighboring exhibitors.

**CANCELLATION** - If the show premises are destroyed or damaged, or if the convention is interrupted, discontinued by strike, lockout, injunction, act of war, act of God, state of emergency or for any other reason, the Conference may terminate this Agreement. In the event of such a termination, the exhibitor agrees to hold the Conference, its employees, successors and assigns harmless from any liability for damage or injury caused therefrom.

**VIOLATIONS** - Violations of any of these regulations on the part of the exhibitor or their employees or agents shall, at the option of the Conference, annul the right to occupy space and such exhibitor shall forfeit to the Conference all money paid.

The Exhibit Space Application Contract and these Rules and Regulations together constitute the entire agreement between the parties. Except as otherwise provided in this Agreement, any modifications to this Agreement must be in writing and signed. Any provision of this Agreement found to be invalid will be severable and the remainder of the Agreement will remain effective.

All matters and questions not covered by the Rules and Regulations are subject to the decision of the Conference. These Rules and Regulations may be amended at any time by the Conference, and all amendments that may be so made shall be equally binding on all parties affected by them, as are the original Rules and Regulations. In the event of any amendment or additions to the Rules and Regulations, written notice will be given by MN-DONA to affected exhibitors.

# 2022 EXHIBITORS

ACADIA Pharmaceuticals

Advanced Health Institute

AlixRx

Apollo Corporation

Arkray

Coborn's Pharmacy Services

Crocus Medical

Corner Home Medical

Custom Medical Solutions

Elim Preferred Services

Essity/TENA

Euvoia Senior Care Consulting

GeneSight - Myriad Genetics

Guardian Pharmacy MN

Handi Medical Supply

HealthConnex

Impact Medical

LeadingAge Minnesota

Lotus Pharmacy

McKesson Medical-Surgical

Medline Industrial

Neurocrine Biosciences

Northwest Respiratory Services

Option Care

Pathway Health Services Inc.

Peerlytics

Senior Care Solutions

Span America Med Syst Inc.

St. Croix Hospice

Sterling LTC Pharmacy

Superior Health Quality Alliance/

Stratis Health

Teva Pharmaceuticals

Thrifty White Pharmacy Services

UCB



## VENDOR FORM ONLY WED NIGHT, 10/11/2023

### MN DIRECTORS OF NURSING

PREFERRED LODGING HELD UNTIL: September 11, 2023 If Breezy Point Resort runs short of lodging space they will contact you with alternate lodging information.

**\* NO RESERVATIONS TAKEN WITHOUT THIS FORM \*  
\*NO Phone Reservations Will Be Taken!\***

To view room types – please go to this web-site:  
<http://www.breezypointresort.com/vacation/lodging/index.html>

PLEASE WRITE LEGIBLY!!

**NAME:** \_\_\_\_\_

**COMPANY NAME:** \_\_\_\_\_

**STREET:** \_\_\_\_\_

**CITY:** \_\_\_\_\_ **STATE:** \_\_\_\_\_ **ZIP:** \_\_\_\_\_

**DAYTIME PHONE:** \_\_\_\_\_

**CELL PHONE:** \_\_\_\_\_

**E-MAIL:** \_\_\_\_\_

**Plan "B":** WED-Night Lodging; 3 Meals (WEDS DINNER, THURS BREAKFAST AND BOX LUNCH), Meeting Breaks, Meeting space, Service Charge & Sales Tax. Golf is available at a discounted rate.

DOUBLE OCCUPANCY = \$190.00 **per person**  
SINGLE OCCUPANCY = \$264.00 per person

**ROOMMATE(s):** (everyone must stay the same nights)

**Please, send all reservation forms together.** (If not received together, Breezy Point Resort cannot guarantee your specific requests)

**CANCELLATION POLICY:** \* 21-DAY CANCEL REQUIRED \*

\* **NO refunds** given for cancellations received after September 20, 2023 or for No-shows

\* \$25 service charge for cancellations is non-refundable

\*2 NIGHT REQUESTS RECEIVE PRIORITY\*

**ARRIVAL DATE:** \_\_\_\_\_ **DEPART DATE:** \_\_\_\_\_

**# of NIGHTS:** \_\_\_\_\_

**SPECIAL REQUEST:** (dietary, handicap, & etc...)  
\_\_\_\_\_

**COMMUTERS: (NON-OVERNIGHT GUESTS)** For guests not staying at Breezy Point Resort, meal tickets may be purchased. Indicate # of each ticket or the full meal package.

\* **Include full pre-payment with this form**  
\* Prices include service charge & sales tax  
\* **Sorry, no refunds available for commuter meals.**  
\*Pick tickets up at Front Desk

**INDIVIDUAL MEALS:**  
 \_\_\_\_\_ Wed Dinner.. \$42.00  
 \_\_\_\_\_ Thu Breakfast...\$22.00      \_\_\_\_\_ Thu Lunch .... \$35.00  
 \_\_\_\_\_ Thu Dinner...\$42.00      \_\_\_\_\_ Fri Breakfast \$22.00  
 \_\_\_\_\_ Fri Lunch...\$20.00

**FULL MEAL PACKAGE:** \$183.00 per person  
Includes: Weds Dinner; Thurs Breakfast, Lunch & Dinner; Friday Breakfast & Lunch, Service charge & Tax.

**TOTAL for Commuter Meals \$** \_\_\_\_\_

**ADVANCE DEPOSIT:** FULL PACKAGE PRE-PAYMENT (Required to guarantee reservation)

**TOTAL PRE-PAYMENT AMOUNT:** \$ \_\_\_\_\_

**PAYMENT TYPE:**  
**CHECK** = Mail with this reservation form  
**P.O or VOUCHER** = Resort needs copy on file  
**CREDIT CARD** = debited upon receipt of this form  
 (Visa, MC, American Express & Discover)

**CARDHOLDER NAME:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**CARD #** \_\_\_\_\_

**EXP DATE:** \_\_\_\_\_

**VENDOR HOSPITALITY ROOMS:**  
For Hospitality Room or food/beverage arrangements; Call Bonnie at 1-218-562-7189

**QUESTIONS or to EMAIL FORMS**

e-mail:  
[groups@breezypointresort.com](mailto:groups@breezypointresort.com)

**MAIL completed forms:**  
Breezy Point Resort  
9252 Breezy Point Drive  
Breezy Point, MN 56472

**PLEASE ONLY SEND FORM ONCE!**

**After your reservation has been processed, you will receive an email confirmation from Breezy Point Resort.**