# 2020 Western Secondary Market Conference MONARCH BEACH RESORT

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Sponsor-Exhibitor

## SPONSORSHIP INFORMATION | WESTERN SECONDARY MARKET CONFERENCE

# 2020 Western Secondary Market Conference

July 8-10, 2020 | Monarch Beach Resort | Dana Point, CA

## All Sponsorships and Exhibit Space Include:

- Sponsor ID in the California MBA Brella event app
- Sponsor ID/signage prominently displayed at the
- conference Sponsor ID on the conference website
- Sponsor ID in all conference marketing

- Pre- and Post-Conference registration lists with complete contact information
- At least one (1) complimentary conference registration
- Discounted exhibitor registration fees (up to 5 additional)



### DIAMOND SPONSORSHIP -ALL ATTENDEE AFTER PARTY - \$20,000 (member price)

Be one of five exclusive company representing your segment of the industry at the ALL ATTENDEE AFTER PARTY! Only one company from correspondent lending, warehouse lending, appraisal management, mortgage insurance, law firms, technology industry, or data analytics will have the opportunity to co-host this event with California MBA. Live music, appetizers, dancing, networking lounges, and much more. It will be the place to be and be seen! Limited to five sponsorships. This sponsorship includes **One (1)** Exhibit Space, banner ad on conference website, **Six (6)** conference registrations, and meeting room, upon request. This level of sponsorship is also able to secure restaurant buy-out options. **SOLD OUT!** 



In addition to the regular sponsorship benefits, the Platinum Sponsorship includes **One (1)** Exhibit Space, banner ad on conference website, **Five (5)** conference registrations, and meeting room, upon request. This level of sponsorship is also able to secure restaurant buy-out options. Also included is an opportunity to select one of the following events/items for branding purposes:

- Keynote-Speaker-SponsorSOLD OUT
- Lunch Sponsor (5 available!)

- Badge Sponsor-SOLD OUT
- Signage Sponsor-SOLD OUT

# TITANIUM SPONSORSHIP - \$13,800 (member price)

In addition to the regular sponsorship benefits, the Titanium Sponsorship includes **One (1)** Exhibit Space, banner ad on conference website, **Four (4)** conference registrations, and meeting room, if available an upon request. This level of sponsorship is also able to secure restaurant buy-out options. Also included is an opportunity to select one of the following events/items for branding purposes:

- Networking Lounge Sponsor
- Brella Event App Sponsor
- WiFi Sponsor

- Charging Station Sponsor
- Lanyard-Sponsor--SOLD OUT
- Hotel-Key-Sponsor---SOLD OUT

\*\*All item design, production and drayage costs provided by sponsoring company, including onsite shipping and handling fees. Items are subject to approval by California MBA.



2020 Western Secondary Market Conference | July 8-10, 2020

**SPONSORSHIP INFORMATION WESTERN SECONDARY MARKET CONFERENCE** 

# 2020 Western Secondary Market Conference

July 8-10, 2020 | Monarch Beach Resort | Dana Point, CA



In addition to the regular sponsorship benefits, the Gold Sponsorship includes **One (1)** Exhibit Space, banner ad on conference website (as available), and Three (3) conference registrations. Also included is an opportunity to select one of the following events/ items for branding purposes:

- Breakfast Sponsor (2 available!)
  Exhibit Hall Reception Sponsor (exclusive)



In addition to the regular sponsorship benefits, the Silver Sponsorship includes **One (1)** Exhibit Space, and Two (2) conference registrations. Also included is an opportunity to select one of the following events for branding purposes:

- Afternoon Break Sponsor (4 available!)
  Morning Break Sponsor (1 available!)



# BRONZE SPONSORSHIP BENEFITS - \$5,750 (member price)

In addition to the regular sponsorship benefits, the Bronze Sponsorship includes **One (1)** Exhibit Space, and **One (1)** conference registration. Also included is an opportunity to select one of the following items for branding purposes:

- Conference Pen Sponsor (2 available!)\*\*
  Conference Notepad Sponsor (2 available!)\*\*
- Session Sponsor (4 available!)



THE SUITE SPOT SPONSOR - \$4,000 (member price)

Gold (or higher level) Sponsors may add a suite 'a la carte' for meeting and overnight accommodations during the conference. Included:

- Waived food and beverage minimum, and a 10% discount on food and beverage
- One Bedroom Classic Suite (two night stay)
- One complimentary parking pass for conference dates

\*\*All item design, production and drayage costs provided by sponsoring company, including onsite shipping and handling fees. Items are subject to approval by California MBA.



2020 Western Secondary Market Conference July 8-10, 2020

## SPONSORSHIP APPLICATION WESTERN SECONDARY MARKET CONFERENCE

### APPLICATION INSTRUCTIONS

Email completed form to sponsor@cmba.com OR Mail completed form to: California MBA | 520 Capitol Mall, Ste. 440 | Sacramento, CA 95814

| Price   |                          | Nonmember                          | Sponsor Level                 |                    | Meeting Room Request   |        |  |  |  |  |
|---|--------------------------|------------------------------------|-------------------------------|--------------------|--|--------|--|--|--|--|
|   | \$20,000                 | \$24,000                           | *Diamond                      | ALL ATTENDEE PARTY | (*Titanium and above Sponsors only)  |        |  |  |  |  |
|   | \$17,250                 | \$21,500                           | *Platinum                     |                    | Yes - We request a meeting room  |        |  |  |  |  |
|   | \$13,800                 | \$17,250                           | *Titanium                     |                    | 1st choice:  |        |  |  |  |  |
|   | \$11,500                 | \$14,375                           | Gold                          |                    |  |        |  |  |  |  |
|   | \$8,625                  | \$10,700                           | Silver                        |                    |  |        |  |  |  |  |
|   | \$5,750                  | \$7,100                            | Bronze                        |                    |  |        |  |  |  |  |
|   | \$4,000                  | \$5,000                            | Suite Spot<br>(Gold or above) |                    | Sponsorship Exhibit Space Contract Acknowledgme<br>(please check one) (please check)                                   |        |  |  |  |  |
|   |                          | Subtotal<br>+ Subtotal from page 6 |                               |                    | YES - we intend to occupy exhibit I have read and accept the space as part of our sponsorship terms and conditions out | tlined |  |  |  |  |
|   |                          |                                    |                               |                    | NO - we do not need exhibit space in the contract (see page  | 9).    |  |  |  |  |
|   |                          | = TOTAL                            | AMOUNT DUE_                   |                    |  |        |  |  |  |  |
|   |                          |                                    |                               |                    |  |        |  |  |  |  |
|   |                          |                                    |                               |                    | _IKE IT DISPLAYED IN THE CONFERENCE APP  |        |  |  |  |  |
| Com   | ipany <mark>Name:</mark> |                                    |                               | Address:           | City/State/Zip:  |        |  |  |  |  |
| Phor  | ne:                      | \                                  | Nebsite:                      |                    | LinkedIn:  |        |  |  |  |  |
| CONTACT INFORMATION FOR THE PERSON RESPONSIBLE FOR ALL SPONSORSHIP CORRESPONDENCE |                          |                                    |                               |                    |  |        |  |  |  |  |
|   |                          |                                    |                               |                    | Check Enclosed Visa Mastercard American Expres   | S      |  |  |  |  |
|   |                          |                                    |                               |                    |  |        |  |  |  |  |
| Credit Card #   |                          |                                    |                               |                    | Expiration Date: CCV#  |        |  |  |  |  |
| Sig   | gnature:                 |                                    |                               |                    | Name on card:  |        |  |  |  |  |

Electronic Check Conversion NOTICE: When you provide a check as payment, you authorize us either to use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. Funds may be withdrawn from your account as soon as the same day and you will not receive the check back from your financial institution. If your payment is returned due to insufficient funds, you authorize us to make a one-time electronic fund transfer from your account to collect a fee of \$25 as allowed by state law.



Contact Jennifer Roth (jennifer@cmba.com) for more details.

## EXHIBIT ONLY APPLICATION | WESTERN SECONDARY MARKET CONFERENCE



This option provides a great location that you can maximize during the designated conference hours. Booth package includes:

• One (1) All-Access Conference Registration, a 8' x 10' booth space, 6' draped table, 2 chairs, an ID sign, breakfast, lunch, receptions.

### COMPANY INFORMATION AS YOU WOULD LIKE IT DISPLAYED IN THE CONFERENCE APP

| Company Name:              | Address              |                |           | City/State   | e/Zip:           |
|----------------------------|----------------------|----------------|-----------|--------------|------------------|
| Phone:                     | Website:             |                | _         | LinkedIn:    |                  |
| CONTACT INFORMATI          | ON FOR THE PERSON    | RESPONSIBLE F  | OR ALL SF | ONSORSHIP CO | RRESPONDENCE     |
| Contact Name:              | Phone:               |                | Er        | mail:        |                  |
| Please complete the paymen | t information below: | Check Enclosed | Visa      | Mastercard   | American Express |
| Credit Card #              |                      | Expiration     | Date:     | CCV#         |                  |
| Signature:                 |                      | Name on c      | ard:      |              |                  |

Electronic Check Conversion NOTICE: When you provide a check as payment, you authorize us either to use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. Funds may be withdrawn from your account as soon as the same day and you will not receive the check back from your financial institution. If your payment is returned due to insufficient funds, you authorize us to make a one-time electronic fund transfer from your account to collect a fee of \$25 as allowed by state law.



Contact Jennifer Roth (jennifer@cmba.com) for more details.





| • _ •      |
|------------|
| capacities |
|            |

|                   | ROOM SIZE | SQUARE FOOTAGE | CEILING HEIGHT | CLASSROOM | BANQUET | CONFERENCE | RECEPTION | THEATER | U-SHAPE | HOLLOW<br>SQUARE |
|-------------------|-----------|----------------|----------------|-----------|---------|------------|-----------|---------|---------|------------------|
| Monarch Ballroom* | 57'X102'  | 5,800          | 17'6"          | 360       | 420     | 148        | 600       | 600     | 162     | 132              |
| Monarch 1         | 57'X34'   | 1,938          | 17'6"          | 120       | 140     | 49         | 200       | 200     | 54      | 66               |
| Monarch 2         | 57'X34'   | 1,938          | 17'6"          | 120       | 140     | 49         | 200       | 200     | 54      | 66               |
| Monarch 3         | 57'X34'   | 1,938          | 17'6"          | 120       | 140     | 49         | 200       | 200     | 54      | 66               |
| Monarch Promenade |           | 2,240          | 13"            |           |         |            | 270       |         |         |                  |
| Bourbon Steak     | 25'X12'   | 300            |                |           |         | 26         | 35        |         |         |                  |
| Bourbon Steak     | 25'X12'   | 300            |                |           |         | 26         | 35        |         |         |                  |

\*low point of ceiling is 14'10"

## D = Door----- = airwall

EVENT SPACES continued >

# PACIFIC BALLROOM

Diamond and Platinum Sponsors are guaranteed meeting space.

# *eð thir∂ floor* MEETING SPACE

## C=Conference Table included

### CONTACT JENNIFER ROTH TO SECURE YOUR SPONSORSHIP 916-446-7100 jennifer@cmba.com

Sponsorship opportunities can be found on pages 2 e3 3

> All meeting and outdoor space is secured by California MBA.

### EXHIBIT HALL HOURS (Subject to Change)

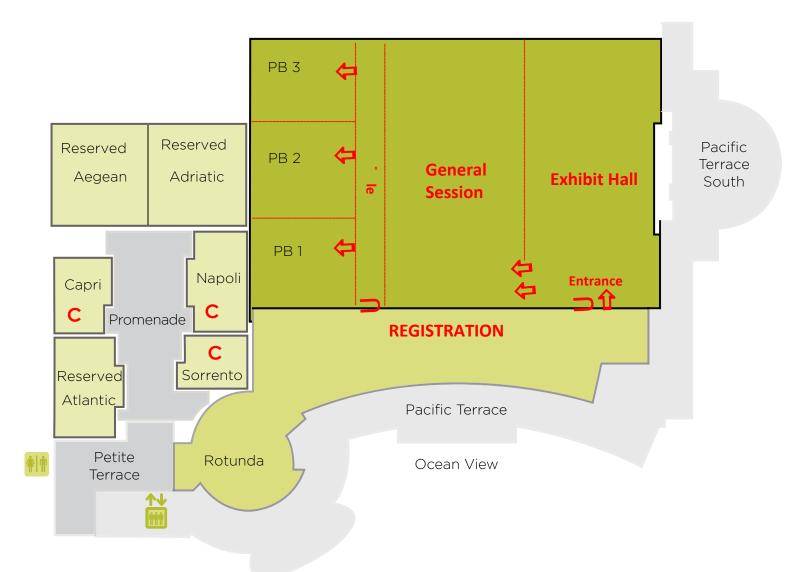
Set-up Wednesday, July 8, 2020 | 11 a.m. - 2 p.m. Tear down Friday, July 10, 2020 | 11:30 a.m.- 1:30 p.m.

Wednesday, July 8, 2020 Hours Open 2 - 5 p.m. Welcome Reception 4 - 5 p.m.

**Thursday, July 9, 2020** Hours Open 8 a.m. - 5 p.m. 8 - 9:30 a.m. Breakfast Buffet 12:30 - 1:30 p.m. Lunch Buffet

Friday, July 10, 2020 Hours Open 8:30 - 11:30 a.m. 8:30 - 9:30 Breakfast Buffet 9 - 11:30 a.m. Sessions in Exhibit Hall

## dimensions



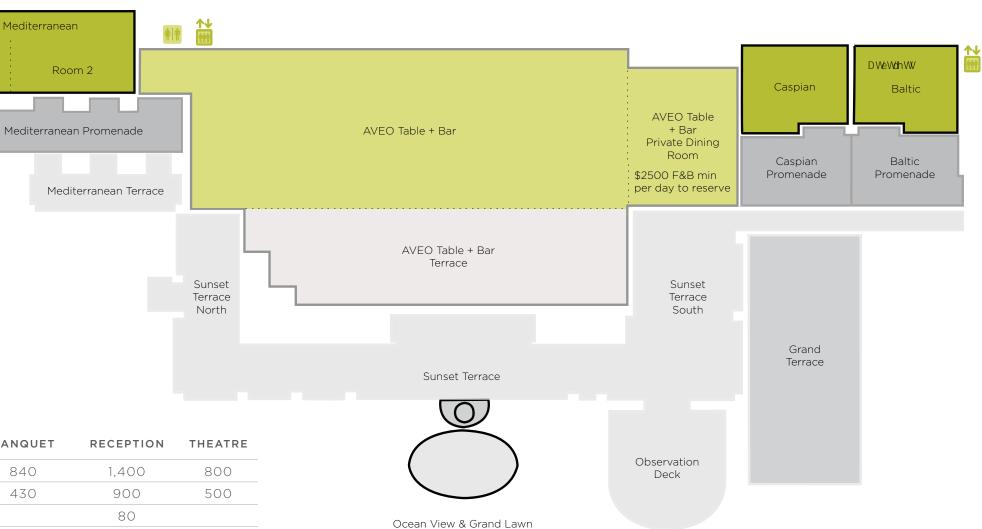
# capacities

|                    | ROOM SIZE      | SQUARE FOOTAGE      | CEILING HEIGHT | BANQUET | CLASSROOM | CONFERENCE | RECEPTION | THEATER | U-SHAPE | HOLLOW<br>SQUARE |
|--------------------|----------------|---------------------|----------------|---------|-----------|------------|-----------|---------|---------|------------------|
| Pacific Ballroom*  | Exhibit Hall a | and General Session | Room           |         |           |            |           |         |         |                  |
| Pacific Promenade  | Registration   |                     |                |         |           |            |           |         |         |                  |
| Capri Boardroom    | 18'X24'        | 480                 | 14'6"          |         |           | 12         | 540       |         |         |                  |
| Napoli Boarðroom   | 17'X32'6"      | 552                 | 14'6"          |         |           | 15         |           |         |         |                  |
| Sorrento Boardroom | 16'6"X20"      | 330                 | 14'6"          |         |           | 8          |           |         |         |                  |
| Adriatic           | 32'X32'        | 1,024               | 13'            | 50      | 48        | 26         | 80        | 90      | 35      | 42               |
| Aegean             | 32'X32'        | 1,024               | 13'            | 50      |           | 26         | 80        | 90      | 35      | 42               |
| Atlantic           | 20'6"X32'6"    | 665                 | 14'6"          | 32      |           | 20         | 60        | 80      | 24      | 30               |
|                    |                |                     |                |         |           |            |           |         |         |                  |

\*low point of ceiling is 14'10" \*\*Existing boardroom setup

### = airwalll





CONTACT JENNIFER ROTH TO SECURE YOUR SPONSORSHIP 916-446-7100 jennifer@cmba.com

space.

Sponsorship opportunities can be found on pages 2 e3 3

> All meeting and outdoor space is secured by California MBA.

# outdoor / public

| capacities            | SQUARE<br>FOOTAGE | BANQUET | RECEPTION | THEATRE |
|-----------------------|-------------------|---------|-----------|---------|
| Grand Lawn            | 12,600            | 840     | 1,400     | 800     |
| Pacific Lawn          | 6,500             | 430     | 900       | 500     |
| Pacific Terrace       | 1,300             |         | 80        |         |
| Pacific Terrace South | 1,350             | 90      | 100       |         |
| Sunset Terrace        | 3,000             | 140     | 300       |         |
| Observation Deck      | 1,120             | 60      | 70        |         |
| Botanical Lawn North  | 10,800            | 400     | 600       | 300     |
| Botanical Lawn South  | 27,900            | 2,200   | 3,500     |         |
| Botanical Garden      | 400               |         |           | 100     |
|                       |                   |         |           |         |

## dimensions

|                          | ROOM SIZE | SQUARE FOOTAGE | CEILING HEIGHT | BANQUET | CLASSROOM | CONFERENCE | RECEPTION | THEATER | U-SHAPE | HOLLOW<br>SQUARE |
|--------------------------|-----------|----------------|----------------|---------|-----------|------------|-----------|---------|---------|------------------|
| **Baltic                 | 23'X28.5' | 655            | 14'6"          | 40      | 24        | 26         | 60        | 60      | 18      | 30               |
| **Caspian                | 23'X28.5' | 655            | 14'6"          | 40      | 24        | 26         | 60        | 60      | 18      | 20               |
| Mediterranean            | 23'X52'   | 1,196          | 14'6"          | 80      | 64        | 44         | 120       | 100     | 40      | 54               |
| Mediterranean 1          | 23'X16'   | 368            | 14'6"          | 20      | 24        | 16         | 40        | 60      | 30      | 24               |
| Mediterranean 2          | 23'X36'   | 828            | 14'6"          | 60      | 50        | 24         | 90        | 80      | 30      | 24               |
| AVEO Private Dining Room | 24'X27'   | 648            |                | 44      | 24        | 26         | 60        | 50      | 25      | 36               |

\*\*Diamond and platinum sponsors only

capacities

| 1 | w | r |
|---|---|---|
|   |   |   |

Sponsor/Exhibitor Registration | Western Secondary Market



July 8-10, 2020 | Monarch Beach Resort | Dana Point, CA

• Email completed form to sponsor@cmba.com

Mail completed application to: California MBA 520 Capitol Mall, Ste. 440 Sacramento, CA 95814 Diamond Sponsors: 6 Complimentary Registrations Platinum Sponsors: 5 Complimentary Registrations Titanium Sponsors: 4 Complimentary Registrations Gold Sponsors: 3 Complimentary Registration Silver Sponsors: 2 Complimentary Registration Bronze Sponsors: 1 Complimentary Registration Exhibitors: 1 Complimentary Registration Up to five (5) Discounted Exhibitor Registrations are available per sponsor.

Please use this form to provide registration information or the complimentary sponsor and exhibitor registrations included in our selected sponsorship level.

### **Registration #1**

| Name:                  | Title:  | Email:        |  |
|------------------------|---|---------------|--|
| Company:               | Address:  |               |  |
| City/State/Zip:        | Phone:  |               | \$500.00 Exhibitor Reg<br>meals included |
| Registration #2        | Check here if Company info is the same as Registration #1 |               |  |
| Name:                  | Title:  | Email:        |  |
| Company:               | Address:  |               |  |
| City/State/Zip:        | Phone:  |               | \$500.00 Exhibitor Reg<br>meals included |
| <b>Registration #3</b> | Check here if Company info is the same as Registration #1 |               |  |
| Name:                  | Title:  | Email:        |  |
| Company:               | Address:  |               |  |
| City/State/Zip:        | Phone:  | Comp Full Reg | \$500.00 Exhibitor Reg<br>meals included |
| <b>Registration #4</b> | Check here if Company info is the same as Registration #1 |               |  |
| Name:                  | Title:  | Email:        |  |
|                        | Address:  |               | ¢EQQ QQ Evbibitar Dag                    |
| City/State/Zip:        | Phone:  | Comp Full Reg | \$500.00 Exhibitor Reg<br>meals included |



2020 Western Secondary Market Conference July 8-10, 2020

add to page 4 or 5

Total Amount Due \$

## HOTEL & CONFERENCE INFORMATION

# 2020 Western Secondary Market Conference

July 8-10, 2020 | Monarch Beach Resort | Dana Point, CA

For the first time in over 30 years, the Western Secondary Market Conference has a new location! The Monarch Beach Resort is a AAA Five-Diamond sanctuary, perched on a golden hillside, overlooking the azure waters of the Pacific and is Orange County's most luxurious coastal playground. It boasts over 30,000 square feet of indoor meeting space and and additional 80,000 square feed of outdoor function space. California MBA has secured all space during our conference to ensure the integrity of our meeting and to include an array of companies impacting the secondary market.

All activities related to the conference will take place at the

Monarch Beach Resort One Monarch Beach Resort Dana Point, CA 92629 Room Rate: \$335\*\* single/double Room rate cut off: June 15, 2020 On-site parking, fee: \$18 valet / \$12 overnight

\*\* additional fees include: Resort fee \$10 (daily) / Porterage \$15 (one time) /Maid gratuity \$3 (daily) / Local and Destination Taxes (daily)



ocean view suite pictured

Hotel reservation information will be sent with sponsorship confirmation. Hotel guests within our room block, must be registered for the conference.

### EXHIBIT HALL HOURS (Subject to Change)

Set-up Wednesday, July 8, 2020 | 11 a.m. - 2 p.m. | Tear down Friday, July 10, 2020 | 11:30 a.m.- 1:30 p.m. Wednesday, July 8, 2020 | Hours Open 2 - 5 p.m. | Welcome Reception 4 - 5 p.m. Thursday, July 9, 2020 | Hours Open 8 a.m. - 5 p.m. | 8 - 9:30 a.m. Breakfast Buffet | 12:30 - 1:30 p.m. Lunch Buffet Friday, July 10, 2020 | Hours Open 8:30 - 11:30 a.m. | 8:30 - 9:30 Breakfast Buffet | 9 - 11:30 a.m. Sessions in Exhibit Hall

### Contact Jennifer Roth (jennifer@cmba.com) for more details.



2020 Western Secondary Market Conference July 8-10, 2020

## **EXHIBITOR CONTRACT**

# 2020 Western Secondary Market Conference

July 8-10, 2020 | Monarch Beach Resort | Dana Point

### **1. AGREEMENT TO CONDITIONS**

Each Exhibitor and employees of Exhibitor agree to abide by these conditions, it being understood and agreed that the sole control of the exhibit hall rests with California MBA.

### 2. ASSIGNMENT OF SPACE

Assignment of space will be determined by sponsorship level and California MBA staff. Exhibi-tor participation is limited to those companies that regularly provide services and/or products for business organizations or financial institutions that hold membership in or are eligible for membership in the Association.

### 3. PAYMENT

Payment in full is required and should accompany your application. Payment is due on or prior to May 20, 2020.

### 4. HOTEL INFORMATION

Please note that in order to have a reservation in the group room block, you must register for the Western Secondary Market Conference. California MBA reserves the right to review the conference room block and remove those individuals who have not registered for the conference. Up to one (1) hotel reservation per registered delegate will be accommodated. The hotel reservation should be made under the corresponding registered delegate's name to avoid confusion.

### 5. CANCELLATION OR RELOCATION OF CONVENTION

Upon cancellation of the meeting, the liability of California MBA shall be limited to a refund of the exhibit fee.

### 6. CANCELLATION BY SPONSOR/EXHIBITOR

Should the exhibitor be unable to occupy and use the contracted exhibit space, California MBA must be notified in writing. Cancellations received by April 8, 2020 shall be entitled to 50% refund. No refunds will be issued after April 8, 2020.

### 7. THE ASSOCIATION'S RIGHT TO REMOVE EXHIBITOR'S PROPERTY

The California MBA reserves the right to remove from the hotel premises any or all of the property of the Exhibitor should the meeting be canceled or relocated or should the licensee violate any of the conditions of the Exhibitor's Contract. If the contract is canceled for violation of such conditions, the Association assumes no liability for the return of the rental fee or any part thereof. In recognition of the common interest of all Exhibitors and the Association in maintaining the appropriate standards of decorum. THE EXHIBITOR WAIVES ANY AND ALL RIGHTS TO ANY. NOTICE OF HEARING PRIOR TO THE REMOVAL OF PROPERTY FROM THE HOTEL OR EXHIBIT HALL FOR THE REASONS STATED ABOVE.

### 8. LIABILITY

The California MBA undertakes no duty to exercise care, nor assumes any responsibility for the protection of the property of the Exhibitor or its representatives, or of property used in con-nection with the exhibit from theft or damage or destruction by fire, accident or other cause. Small and easily portable articles should be properly secured or removed after exhibition hours and placed in safekeeping by the Exhibitor. Any protection exercised, in fact, by the Association shall be deemed purely gratuitous on its part and shall in no way be construed to involve it in liability by the Exhibitor. The California MBA shall not be liable for the fulfillment of this agreement as to delivery of space, if nondelivery is due to any of the following causes: destruction of or damage to the building or exhibit area by fire or acts of God; acts of a public enemy; strikes; the authority of the law; or any caused beyond its control. Exhibitor assumes

entire responsibility and hereby agrees to protect, indemnify, defend and save the 2020 Western Secondary Market Conference, the Monarch Beach Resort, the official exhibit company, and all employees and agents thereof (hereinafter collectively called "Indemnities") harmless against all claims, losses and damages to persons or property, governmental charges or fines and attorneys fees arising out of or caused by Exhibitor's installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole negligence of the indemnities and their employees and agents.

In addition, Exhibitor acknowledges that California MBA and the Indemnities do not maintain insurance covering Exhibitor's property and that it is the sole responsibility of Exhibitor to obtain interruption and property damage insurance covering such losses by Exhibitor.

### 9. PROTECTION OF THE EXHIBIT FACILITY

Nothing shall be posted on, or nailed, screwed, or otherwise attached to columns, walls, floors, or other parts of the hotel exhibit area without permission from the proper building authority. Packing, unpacking and assembly of exhibits shall be done only in designated areas and conformity with direction of the California MBA and hotel Manager or their assistants.

### 10. BOOTHS

Standard Booth equipment (back and side wall draping, and identification sign) will be provided by California MBA without cost to the Exhibitor. If an Exhibitor plans to install a completely constructed display of such a character that the Exhibitor will not require or desire the use of standard booth equipment, no part thereof shall project as to obscure the view of the adjacent booths. No display may exceed a height of eight feet on the back wall nor be higher than side wall specifications, except with the specific permission of California MBA. Carpeting shall be limited to exhibitor's booth only, and will not be permitted to cross any aisles.

### 11. INSTALLATION AND DISMANTLING

The specific requirements as to time for installation and dismantling of exhibits shall be supplied to Exhibitor. Such requirements shall be binding upon the licensee as though fully set forth herein. All displays must be in place and set up by the time of the official opening of the show. Booth space may not be dismantled prior to the conclusion of the conference. 12. DEFAULT OCCUPANCY

Any Exhibitor failing to occupy space contracted for is not relieved of the obligation of paying for such space at the full rental price, and California MBA shall have the right to use such space as it sees fit to eliminate blank space in the exhibit hall, provided such booth space is not occupied before the official opening.

### 13. VIOLATIONS OF THE CONDITIONS

Any of the following actions by Exhibitor shall constitute a violation of the conditions of the Exhibitor's Contract:

- a. Use of a display which varies in any signicant way from its description in the Applica-tion for Exhibit Space.
- b. Violation of any municipal, state, of Federal laws, rules or regulations, including safety codes.
- c. Failure to follow the procedures in point 11.
- d. Failure to remove its property from the hotel or exhibit hall upon cancellation or relocation of the meeting.

### 14. ACCESS TO DISPLAYS

California MBA may from time to time promulgate such regulations governing hours of access to displays and eligibilities for admission thereto as may be found in its judgement to be most practicable. 15. PERSONNEL

All licensees participating in the exhibit area of the California MBA meeting are expected to use special care wherever they deem it necessary to hire temporary help to assist in their exhibit or hospitality activities, so that the personnel so selected by them will be of a caliber in keeping with the high standards of the exhibition and the meeting.

### 16. USE OF SPACE

Exhibits shall be shown only in the official exhibit area. Neither the Exhibitors nor the non-ex-hibitors shall be permitted to display articles, equipment or information concerning services, or movies of such articles, equipment, or services in private suites or rooms during the meeting, in accordance with prior agreements between the California MBA and officials of hotels and the convention bureau in the locale of the specific meeting. No Exhibitor shall permit any other corporation or firm or its representatives to use the space allotted to it, nor shall it display articles not manufactured or sold normally by it. Co-participation by any other corporation or firm or its representatives in space assigned to the original applicant must be by written permission of California MBA. No Exhibitor will be allowed to block the visibility of another Exhibitor.

### **17. DISTRIBUTION OF PRINTED MATTER**

Neither Exhibitors nor non-exhibitors shall distribute to the meeting delegates printed matter, samples, souvenirs and the like, except within rented space. Special distribution of such material elsewhere must be approved by California MBA.

### 18. HOSPITALITY SUITES AND HOSTED/SPONSORED FUNCTIONS

Any type of company sponsored function (including Hospitality Suites) will only be permitted if in good financial standing with California MBA. Only conference sponsors may secure suites during the Western Secondary Market Conference. Companies interested in reserving a Hospitality Suite at the hotel will need to contact Jennifer Roth (iennifer@cmba.com).

### NOTE: Any type of company-sponsored function (including Hospitality Suites) is NOT permitted during official California MBA sponsored activities (sessions, exhibit hall, receptions, etc.). Any company found in violation will immediately have their 2020 booth and/or meeting space closed and will be given last selection assignment for 2021.

All activities related to the conference will take place at the Monarch Beach Resort | One Monarch Beach Resort | Dana Point, CA 92629 Room Rate: \$335\*\* single/double

\*\* additional fees include: Resort fee \$10 (daily) Porterage \$15 (one time) Maid gratuity \$3 (daily) Local and Destination Taxes (daily) Room rate cut off: June 15, 2020

On-site parking, fee: \$18 valet / \$12 overnight Hotel reservation information will be sent with sponsorship confirmation.

2020 Western Secondary Market Conference July 8-10, 2020