

June 21-24, 2020

Campbell's Resort, 104 West Woodin Ave., Chelan, WA

www.campbellsresort.com



About the WSHA & AWPHD Annual Rural Hospital Leadership Conference

Plan now to participate as a sponsor in the Washington State Hospital Association Annual Rural Hospital Leadership Conference, June 21-24, 2020. Your participation will add value to your relationship with your target market, and provide a value rich, high quality conference for rural health care leaders across Washington State. The conference offers attendees the opportunity to meet with peers and experts who share concerns and interests unique to their market. The program is designed to benefit those who are dedicated to bringing quality health care and services to the rural communities in our state. This conference welcomes close to 300 rural hospital leaders, primarily chief executive officers, board members and senior management.

Benefits of Sponsoring the WSHA & AWPHD Annual Rural Hospital Leadership Conference

Mini-Tradeshow!

The tradeshow provides an opportunity to network with health care decision makers from rural hospitals throughout Washington. *Tradeshow hours Monday, June 22, 7:00 am to Tuesday, June 23, 4:00 pm* (Exhibit space is in a high traffic location. Set-up opens Sunday, June 21, 2:00 pm). For maximum exposure snacks and beverages will be available in the exhibit area. Attendees will have a "passport" to encourage interaction with exhibit representatives. Exhibitors are welcome to host individual prize drawings. Space is on a first-come, first-served basis. WSHA reserves preferential booth placement for *Industry Partners* and *Corporate Members*. All exhibitors will be listed in the event participant list, as well as provided a link to your company's website on the 2020 WSHA Rural Conference webpage.

All sponsor levels include the following:

- Network with Washington's rural health care leaders: chief executive officers, board members, and senior management at all program events including social gatherings.
- Recognition in the conference promotional and onsite conference materials
- Attendee list: Sponsors will receive a list of registrants one week prior. Printed list will be given at event (per WSHA privacy policy, attendee emails and phone numbers are not provided).
- Recognition during the opening and closing remarks
- Conference Registration for sponsor representatives (note quantity allowances per level)
(only WSHA members, sponsors, exhibitors, Affiliate Members and Industry Partners can attend WSHA member events)
- Sponsor lanyard and ribbon that designate your support

Please review the specific opportunities and complete the Sponsor Commitment Form on page 4

You may commit to sponsorship until Friday, June 5, 2020

WSHA & AWPHD Annual Rural Hospital Conference Sponsorship Details

Benefits	Diamond \$10,000 <i>(3 industry exclusive)</i>	Platinum \$5,000-\$6,000	Gold \$4,000-\$4,500	Silver \$2,500-\$3,500
Say a few words (3 minutes) at a general session. <i>WSHA to designate the segment</i>	✓			
Article in <i>WSHA Weekly Report</i> prior to event	✓			
One guest room at Campbell's Resort 6/21, 22, 23 paid for by sponsor (guest rooms otherwise reserved for WSHA hospital members only)	✓			
Exhibit space (includes registration)	✓	Additional fee	Additional fee	Additional fee
Conference registration*	✓ Three registrations	✓ Two registrations	✓ One registration	✓ Registration at the published rate
Recognition in promotional materials	✓	✓	✓	✓
List of attendees (title and hospital)	✓	✓	✓	✓
Logo on event signs, slides and event webpage	✓	✓	✓	✓
Recognition during the opening and closing remarks	✓	✓	✓	✓
Sponsorship fee discount for WSHA Corporate members and Industry Partners	✓	✓	✓	✓
Sponsor ribbon and lanyard designating your support	✓	✓	✓	✓
First right of refusal for the following year event sponsorship	✓	✓	✓	✓

**Only members, sponsors, and Industry Partners can attend WSHA events*

More Sponsorship and Exhibitor Details

- You may choose to be a sponsor for the whole meeting, a specific plenary, concurrent session or social/networking activity, giveaway or some combination of these.
- You may co-sponsor an activity, event or item with another organization (both organizations must be listed on the Sponsor Commitment form)
- All benefits may be customized to suit the sponsoring organization needs commensurate with the event.
- The total amount you provide in sponsorship determines your sponsorship level.
- Payment is requested at the time of sponsorship commitment. **Contact cynthiah@wsa.org for secure credit card payments link**
- Sponsor and exhibitor opportunities listed are subject to change based on agenda structure.
- A \$50 handling fee will be charged for sponsorship or exhibitor cancellations

Please review the specific opportunities and complete the Sponsor Commitment Form
For more information, please contact Cynthia Hay at (206) 216-2526 or cynthiah@wsa.org

WSHA & AWPHD Annual Rural Hospital Leadership Conference -- Sponsorship Selection

Please make your selection and include this sheet with Commitment Form

Dollar Amount Determines Sponsor Level – See Page 2 for Sponsorship Level Benefit Details

Diamond Full Conference Sponsor – Limited to **three** industry exclusive sponsors **2 SOLD** \$10,000

Plenary Sessions

Audience of 200+, organization logo on sponsor list on event webpage and program agenda with listing with plenary session, verbal recognition from podium, recognition on session sign and on screen \$4,000 ea.

Note: Diamond level sponsors receive the benefit of introducing their organization to the audience which may occur prior to a plenary session that may be sponsored by another organization.

Select: PLENARY SESSIONS TO BE DETERMINED

Breakout Sessions

Audience of 60-100, sponsor logo on session sign and on screen, verbal recognition from session lead \$3,500 ea.

Select: 6-9 BREAKOUT SESSIONS TO BE DETERMINED

Mini-Tradeshow! Monday, June 22 – Wednesday, June 24 (set up June 21)

In Addition to Sponsorship* \$1,500

Exhibitor only* \$3,000

*Includes event registration

Meals & Breaks

Continental Breakfast **Select:** Mon. 6/22 Tues. 6/23 Wed. 6/24 \$4,000 for one
 \$6,000 for two
 \$7,000 for three

Break Snacks & Beverages **Select:** Mon. 6/22 Tues. 6/23 Wed. 6/24 \$3,500 for one
 \$5,000 for two

Networking Lunches **Select:** Mon. 6/22 Tues. 6/23 \$4,500 ea.
 \$7,000 for two

Social and Networking Activities

Welcome Reception – Sunday, 6/21 **SOLD** \$5,000

Ice Cream Social – Sunday, 6/21 **SOLD** \$5,000

Winery & Dinner Event – Monday, 6/22 **SOLD** \$24,000

Beverages on the Beach – Tuesday, 6/23 **SOLD** \$5,000

BBQ on the Beach – Tuesday, 6/23 \$6,000

Event Services & Giveaways

AV Services \$6,000

WiFi \$3,500

Internet Café \$3,000

Exhibitor Passport \$3,000

Attendee Packet \$3,000

Onsite Registration **SOLD** \$3,000

Event Centerpieces Your logo and web address in each (25) \$3,500

Guestroom Hotel Keycards (Campbell's Resort and Lakeside Lodges & Suites) **SOLD** \$3,500
 Your logo and web address on guestroom keycards

Giveaways – An item with your organization logo for every attendee (275 units)
Item: _____ \$2,500
Item must be received by WSHA or conference venue by June 17, 2020

Organization Name			
Contact Person		Title	
Address		City	State Zip
Email		Phone	
Website			
Sponsorship amount \$ _____ Industry Partner Discount 10% Less 10% \$ _____ WSHA Corporate Members Discount..... Less \$500 \$ _____			
Tradeshow - Monday, June 22– Tuesday, June 23			
<input type="checkbox"/> In addition to sponsorship (\$1,500) \$ _____ <input type="checkbox"/> Exhibitor only (\$3,000) + registration fee at the early bird rate \$399 \$ _____			
		TOTAL \$ _____	
Method of Payment ___ Credit Card Contact cynthiah@wsaha.org for secure credit card payment link ___ Check			
<i>Payment must be received in advance of event to guarantee participation as a sponsor.</i>			
All representative(s) attending event		Title	Email
See sponsor registration benefit details on Page 2			
1) _____	_____	_____	_____
2) _____	_____	_____	_____
3) _____	_____	_____	_____

WSHA will register attendees that are included in sponsorship. Additional attendees to register online at www.wsaha.org

Please send: Organization logo in JPG format and a brief paragraph about your organization

This form serves as your sponsorship/exhibitor confirmation. Please sign and date below to verify the agreement between your company and the Washington State Hospital Association.

Signature _____ **Date** _____

Please email this form, Selection Sheet, logos and your organization description to cynthiah@wsaha.org
Payment must be received in advance of event to guarantee participation as a sponsor.
For credit card payments, contact cynthiah@wsaha.org for secure credit card payments link

*If paying by check please send copy of this form with your payment to: Washington State Hospital Association
 Attn: Accounting - 999 Third Avenue, Suite 1400, Seattle, WA 98104*

Thank you for your generous support!