



Plan now to participate as a sponsor of the Washington State Hospital Association Annual Member Meeting and Governance Education Day!

Your sponsorship will add value to your relationship with your target market, and provide a value-rich, high quality conference for hospital and health system leaders – primarily CEOs, board members, trustees and commissioners from across Washington State.

The WSHA Annual Member Meeting, Thursday, October 11, will bring together over 250 hospital and health system member attendees to hear from dynamic speakers on the latest innovations in health care delivery, patient care and management. Session education topics include new market trends, national initiatives, and insights into the best thinking in transforming healthcare.

Governance Orientation & Skills Building Intensive, Friday, October 12, will help move hospitals and health systems into the future in a way that ensures the availability of sustainable, quality care requires, above all, the ability to understand and manage change. The day will focus on raising commissioner and trustee awareness of the changes occurring in the health care environment as well as dig into the effectiveness of board operations, providing the perspective, knowledge and tools board members need to enable optimum governance.

Both events offer attendees the opportunity to meet with peers and experts who share unique concerns and interests and are designed to benefit those who are dedicated to bringing quality health care and services to the communities in our state.

Benefits of Sponsoring the WSHA 86th Annual Member Meeting and Governance Intensive Day

All sponsorship levels include the following benefits:

- Opportunity to network with Washington's health care leaders: chief executive officers, board members, and senior management
- Recognition on online event promotion
- A general information table for product and service literature (no tradeshow)
- Attendee list - Printed list will be given at event (per WSHA privacy policy, attendee emails and phone numbers are not provided).
- Recognition on event signs and WSHA website with link
- Recognition during the opening and closing remarks
- Complimentary event registration for sponsor representatives (*dependent on sponsor level*)
(*Only WSHA members, sponsors, and Industry Partners can attend WSHA member events*)
- Sponsorship fee discount for WSHA Affiliate Member and Industry Partner organizations
- First right of refusal for the following year event sponsorship
- Sponsor ribbons that designate your support

WSHA Annual Member Meeting Sponsorship Level Benefit Details

Audience of 300+, the largest gathering of hospital and health system senior leadership in Washington State

Diamond Full Conference Sponsorship: \$10,000 - Industry Exclusive (available to three sponsors)

- Diamond sponsors receive three (3) complimentary registrations (sponsorship representation is limited to no more than three individuals)
- Diamond sponsors receive option to say a few words at a general session segment of the program. Prove to the audience that you understand their challenges, respect their time, and are more expert than anyone else in the field. That builds trust, and trust builds business. (WSHA to designate a segment to each Diamond level sponsor.)
- Display table
- Diamond sponsor logo displayed independently and incorporated in all event signs, all concurrent session electronic presentation opening slides, organization link on event webpage, and listing on event page on WSHA website
- Prior to Annual Meeting, article about your company in *Weekly Report*, WSHA's electronic newsletter distributed to over 4,000 leaders of hospital and health care related organizations
- Event participant list

Platinum Sponsorship: \$5,000 - \$6,000

- Platinum sponsors receive two (2) complimentary registrations; additional registrations at published rate (sponsorship representation is limited to no more than two individuals).
- Platinum sponsor logo will be used in event signs, print materials, and organization link on event webpage

Gold Sponsorship: \$4,000

- Gold sponsors receive one (1) complimentary registration and one (1) registration at published rate (sponsorship representation is limited to no more than two individuals)
- Gold sponsor name will be listed on event signs and print materials, and organization link on event webpage

Silver Sponsorship: \$3,000

- Silver sponsor registrations at published rate (sponsorship representation is limited to no more than two individuals)
- Silver sponsor name will be listed on event signs and print materials, and organization link on event webpage

More Sponsorship 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.
- All benefits may be customized to the sponsoring organization's needs.
- The total amount you provide in sponsorship determines your sponsorship level.
- **Payment is requested at time of sponsorship commitment by check.**
- Exhibit opportunities are not available for this event (unless Diamond sponsor)
- Sponsor opportunities listed are subject to change based on agenda structure.

Please review the specific opportunities and complete the Sponsor Commitment Form.
Sponsorship commitments are due before **September 14, 2018**.

For more information, please contact Cynthia Hay at (206) 216-2526 or cynthiah@wsa.org

Sponsorship Opportunities			Thursday, October 12, 2017 and Friday, October 13, 2017	
Plenary Sessions (10/11 – Select: Opening or Closing Plenary)			Lead	Supporting
Audience of 250+ hospital and health system Leaders Receive verbal recognition from podium Lead sponsor logo/Supporting sponsor name on session sign and on screen			\$5,000	\$3,000
Honoring Our Members Awards (10/11)			Lead	Supporting
Audience of 250+ hospital and health system leaders Lead sponsor logo/Supporting sponsor name on session signs and on screen			\$4,000	\$3,000
Breakout Sessions (10/11 and 10/12)			Lead	Supporting
Audience of 60 – 100 Lead sponsor logo/Supporting sponsor name on session sign			\$4,000	\$3,000
Social and Networking Activities Plus More:			Lead	Supporting
Buffet Luncheon (10/11) Lead sponsor logo/Supporting sponsor name, on signs, and on screen Business cards on tables			\$6,000	\$3,000
Snack & Beverage Kiosks (10/11 and 10/12) Sponsor logo on signs at 3 snack kiosks			\$4,000	N/A
Reception (10/11) - Hosted Bar and Hors d'oeuvres Lead sponsor logo/Supporting sponsor name on signs, on screen, on beverage napkins and display table in reception room			\$5,000	N/A
Continental Breakfasts (10/11 and 10/12) Signs at breakfast kiosks			\$4,000	N/A
AV Services (10/11 and 10/12) Sponsor logo on table top and general signs throughout venue and on screen in general and strategy sessions			\$5,000	N/A
Event Centerpieces (25) (10/11 and 10/12) Exposure throughout the venue – Each floral arrangement will include a sponsor acknowledgement			\$4,000	N/A
Guestroom Keycard Two-day logo exposure – Guestrooms Marriott Waterfront Hotels (over 160 attendee guestrooms total)			\$4,000	N/A
Giveaways – An item with your organization logo for every attendee (250 units)			\$3,000	N/A



As WSHA's bipartisan political action committee, Washington Hospital Political Action Committee (WHPAC) works with WSHA members to build vital relationships with lawmakers. Individuals and organizations are eligible to participate in WHPAC (it is not a requirement to be affiliated in any way with WSHA through sponsorship or membership). Donations from organizations or individuals of \$350 or more are invited to attend the annual PAC recognition event in October. This annual event is a highly valued networking opportunity.

To learn more about the WHPAC: www.wshaweb.com/whpac/ or contact Lori Martinez, lorim@wsha.org

<p>Please make your selection and include this sheet with Commitment Form Dollar amount determines Sponsor Level. See Page 2 for Sponsorship Level Benefits Details</p>	Lead	Supporting
<p>Diamond Full Annual Meeting Sponsorship 1 SOLD <i>(available to 3 industry exclusive organizations)</i></p>	\$10,000	N/A
<p>Plenary Sessions (10/11 Select one) <input type="checkbox"/> Opening: TBD Lead and Supporting Opening SOLD <input type="checkbox"/> Closing: TBD Lead Closing Plenary SOLD</p>	<input type="checkbox"/> \$5,000 ea	<input type="checkbox"/> \$3,000 ea
<p><input type="checkbox"/> Honoring Our Members Awards (10/11) Joe Hopkins, Community Health Leadership, Patient Safety (TBD)</p>	<input type="checkbox"/> \$4,000	<input type="checkbox"/> \$3,000
<p>Sessions (10/11 – Select 1 of 6 and/or 10/12 Governance Day) <input type="checkbox"/> 10/11 (Session topics TBD) <input type="checkbox"/> 10/12 Governance Education Day</p>	\$4,000 ea	N/A
<p>Social and Networking Activities Plus More <input type="checkbox"/> Buffet Luncheon (10/11) SOLD <input type="checkbox"/> \$6,000 <input type="checkbox"/> Snack and Beverage Bars (10/11 and 10/12) SOLD \$4,000 <input type="checkbox"/> Reception (10/11) \$5,000 <input type="checkbox"/> Continental Breakfast (10/11) \$4,000 <input type="checkbox"/> Continental Breakfast (10/12) \$4,000 <input type="checkbox"/> Continental Breakfasts (10/11 and 10/12) \$7,500</p>		<input type="checkbox"/> \$3,000 N/A N/A N/A N/A N/A
<p>Conference Services <input type="checkbox"/> AV Services (10/11 and 10/12) <input type="checkbox"/> WiFi (10/11 and 10/12) <input type="checkbox"/> Event Centerpieces (10/11 and 10/12) <input type="checkbox"/> Guestroom Keycard <input type="checkbox"/> Attendee Packet Label (your logo on label) SOLD</p>	\$5,000 \$5,000 \$4,000 \$4,000 \$3,000	N/A N/A N/A N/A N/A
<p>Giveaways An item with your organization logo for every attendee (300 units). <input type="checkbox"/> Note pads SOLD <input type="checkbox"/> Lanyards SOLD <input type="checkbox"/> Pens <input type="checkbox"/> Highlighters <input type="checkbox"/> Post-it notes <input type="checkbox"/> Flash drives <input type="checkbox"/> Hand sanitizers <input type="checkbox"/> Chargers <input type="checkbox"/> Tote bags <input type="checkbox"/> Other: (subject to approval) _____</p> <p>Note: Item must be received by WSHA or conference venue by October 6. Please coordinate shipping of your item with WSHA.</p>	\$3,000 ea.	

Sponsor Commitment Form			
Organization Name <i>(As it should appear in program)</i>			
Contact Person	Title		
Complete Address	City	State	Zip
Email	Phone		
Website			
We are committing to this level of sponsorship <input type="checkbox"/> Diamond <input type="checkbox"/> Platinum <input type="checkbox"/> Gold <input type="checkbox"/> Silver Sponsored session or item _____			
Sponsorship amount:		\$ _____	
Discount \$500 for Affiliate Members:		Less \$500 \$ _____	
Discount 10% or \$500 whichever is greater for Industry Partners:		Less 10% or \$500 \$ _____	
Sponsor representative registration amount:		\$ _____	
<i>(see sponsorship level detail for registration benefits)</i>			
		Total \$ _____	
Method of Payment: <input type="checkbox"/> Check <input type="checkbox"/> Invoice <i>Payment must be received in advance of event</i>			
Representative(s) attending event			
Name(s)	Title	Email	
1) _____	_____	_____	
2) _____	_____	_____	
3) _____	_____	_____	

**Please send logo in jpeg and eps format and
 a brief paragraph about your organization to cynthiah@wsa.org**

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

Signature _____ Date _____

Please email this form, logos, and organization description to cynthiah@wsa.org.
Payment must be received in advance of event to guarantee participation as a sponsor.
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!