



About the WSHA & AWPHD 42nd Rural Hospital Leadership Conference

Plan now to participate as a sponsor in the Washington State Hospital Association 42nd Annual Rural Hospital Leadership Conference, June 24-27, 2018. Your sponsorship 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 over 250 rural hospital leaders, primarily chief executive officers, board members and senior management.

Benefits of Sponsoring the WSHA & AWPHD 42nd Rural Hospital Leadership Conference

New! Tradeshow in the Bistro - Monday, June 25

The tradeshow provides an additional opportunity to network with health care decision makers from rural hospitals throughout Washington. Tradeshow hours Monday, June 25, 7:00 am to 4:00 pm. (Set-up opens Sunday, June 24, 2:00 pm). For maximum exposure breaks, lunch desserts 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. Exhibit space is limited to 15 tables. Space is on a first-come, first-served basis. WSHA reserves preferential booth placement for *Industry Partners* and *Affiliate Members*. All exhibitors will be listed in the event participant list, as well as provided a link to your company's website on the 2018 WSHA Rural Conference webpage. **More details on Page 3.**

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
- A general table for product and service literature
- Attendee list: Sponsors will receive a list of registrants one week prior to and post event and 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
- Sponsorship level determines logo or name placement

Please review the specific opportunities and complete the Sponsor Commitment Form on page 5

You may commit to sponsorship until Friday, June 8, 2018

WSHA & AWPHD 42nd Rural Hospital Leadership Conference Sponsorship Levels

Diamond Sponsorship: \$9,000 (Industry exclusive - available to **three** sponsors)

SOLD

Diamond sponsor representative (1) receives a reserved guest room at Campbell's Resort for the nights of 6/24, 6/25, and 6/26 (paid by sponsor; reserved for sponsor by WSHA (*otherwise guest rooms reserved for members only*))

- **Say a few words** at a general session of the program. Communicate to the audience that you understand their challenges, respect their time, and are more expert than anyone else in your field. That builds trust, and trust builds business. (WSHA will designate a segment to each Diamond level sponsor, i.e. announcements at opening, lunch, or at closing)
- **(3) complimentary registrations** included
- **Display table** (6' w/ two chairs) for sponsor literature in foyer at the entrance to the mini-tradeshow area.
- **Article in one WSHA Weekly Newsletter** distributed each Thursday to over 4,000 hospital member, affiliate member, Industry Partner, and state government leaders (*WSHA to designate a week to each Diamond level sponsor*)
- **Logo on signs** displayed independently as well as incorporated in event signs, all concurrent session electronic presentation opening slides, and organization link on conference webpage
- **Right of first refusal for sponsorship** at the Diamond level for the following year
- **Participant list** one week prior to event date and final participant list at event

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

- (2) complimentary registrations
- Organization **logo** on signs, print materials, and organization link on conference webpage

Gold Sponsorship: \$4,000

- (1) complimentary registration
- Organization **name** will be listed on event signs and print materials, and organization link on conference webpage (*logo will be used on signs if sponsoring a breakout session or specific event or service i.e. AV, internet café, etc.*)

Silver Sponsorship: \$3,000 - \$3,500

- (1) registration at the published registration rate
- Organization **name** will be listed on event signs and print materials, and organization link on conference webpage (*logo will be used on signs if sponsoring a breakout session or specific event or service i.e. AV, internet café, etc.*)

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 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 by check (sorry no credit card payments).

Please review the specific opportunities and complete the Sponsor Commitment Form

You may commit to sponsorship until Friday, June 8, 2018

Payment must be received in advance of event to guarantee participation as a sponsor

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

WSHA & AWPHD 42nd Annual Rural Hospital Leadership Conference -- Sponsorship Opportunities

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 3 industry exclusive sponsors		3 SOLD \$9,000
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.		1 SOLD
Select: TWO PLENARY SESSIONS TO BE DETERMINED		
Breakout Sessions		
Audience of 60 – 100, sponsor logo or name on session sign and on screen, verbal recognition from session lead		\$3,500 ea.
SIX BREAKOUT SESSIONS TO BE DETERMINED		
New! Tradeshow in the Bistro - Monday, June 25 (limited to 12) Select one:		
<input type="checkbox"/> In Addition to Sponsorship (Platinum through Silver levels. See applicable Industry Partner or Affiliate Member discounts, Sponsor Commitment on Page 4)		<input type="checkbox"/> \$1,000
<input type="checkbox"/> Exhibitor only, 6/25*		<input type="checkbox"/> \$2,500
<input type="checkbox"/> Affiliate Member (exhibitor only, 6/25)* – take 5% discount.....		<input type="checkbox"/> \$2,376
<input type="checkbox"/> Industry Partner (exhibitor only, 6/25)* – take 10% discount		<input type="checkbox"/> \$2,250
*Must purchase full registration at published rate to attend conference.		
Meals & Breaks		
Continental Breakfast – Select: <input type="checkbox"/> Mon., 6/25 SOLD , <input type="checkbox"/> Tues., 6/26 SOLD , <input type="checkbox"/> Wed., 6/27 SOLD Sponsor logo on signs at breakfast buffet		<input type="checkbox"/> \$4,000 ea. <input type="checkbox"/> \$6,000 for two
Break Snacks & Beverages – Select: <input type="checkbox"/> Mon., 6/25 SOLD <input type="checkbox"/> Tues., 6/26 SOLD Sponsor logo on signs at snack kiosks		<input type="checkbox"/> \$3,500 ea. <input type="checkbox"/> \$5,000 for two
Networking Lunches – Select: <input type="checkbox"/> Mon. 6/25 SOLD <input type="checkbox"/> Tues. 6/26 SOLD 200+ attendees, sponsor logo on signs and at each table, sponsor business cards on table		<input type="checkbox"/> \$4,000 ea.
Social and Networking Activities - High attendance, including attendee's families and special guests at most activities		
Welcome Reception – Sunday, 6/24 - Sponsor logo on signs and on program, verbal acknowledgement		SOLD \$5,000
Winery Event – Monday, 6/25 – Sponsor logo on signs and on program		SOLD \$8,000
Beverages on the Beach – Tuesday, 6/26 – Sponsor logo on signs and on program		SOLD \$5,000
BBQ on the Beach – Tuesday, 6/26 – Sponsor logo on signs and on program		SOLD \$6,000
Event Services & Giveaways		
AV Services – Sponsor logo on independent and general sponsor signs, on screen in all sessions		SOLD \$5,000
WiFi & Internet Café – Sponsor logo on screens, signs, literature/business cards at Internet Café		SOLD \$4,500
Member/Event/Registration & Business Office – Signs at registration and throughout venue Sponsor provided pens		SOLD \$3,500
Event Centerpieces (25) – Sponsor logo exposure throughout the venue – Each arrangement will include a sponsor acknowledgement card		SOLD 3,500
Guestroom Hotel Keycards (Campbell's Resort, Grandview, Lakeside Lodges & Suites) Three-day logo and web address exposure on three guest lodging venue guest keycards		SOLD \$3,500
Giveaways – An item with your organization logo for every attendee (300 units) SOLD: Notepads, totebags, pens Item: _____ <i>Item must be received by WSHA or conference venue by June 22, 2018</i>		<input type="checkbox"/> \$3,000

Thank you for your generous support!



Sponsorship Opportunities

42nd Rural Hospital Leadership Conference

June 24 – 27, 2018

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

www.campbellsresort.com

Organization Name			
Contact Person		Title	
Address		City	State
Email		Phone	
Website			
We are committing to this level of sponsorship: ___ Diamond ___ Platinum ___ Gold ___ Silver Sponsored session or item: _____			
Sponsorship amount		\$	_____
Affiliate Members Discount.....		Less \$500	\$ _____
Industry Partners Discount 10% or \$500 whichever is greater.....		Less 10%	\$ _____
NEW! Tradeshow Exhibitor (Monday, 6/25 only) <input type="checkbox"/> In addition to sponsorship (Platinum through Silver levels)..... \$ _____ <input type="checkbox"/> Exhibitor only* \$ _____ <input type="checkbox"/> Industry Partner (exhibitor only, 6/25)* Less 10% \$ _____ <input type="checkbox"/> Affiliate Member (exhibitor only, 6/25)* Less 5% \$ _____ <small>*Must purchase registration at published rate to attend other dates of conference</small>			
Sponsor representative registration amount		\$	_____
<i>See sponsorship level detail for registration benefits.</i>			
		TOTAL	\$ _____
Method of Payment		Payment must be received in advance	
___ Check ___ Invoice			
Representative(s) attending event		Title	Email
1) _____		_____	_____
2) _____		_____	_____
3) _____		_____	_____

Please provide: 1) organization logo in jpeg and vector format
2) 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, logos and organization description to cynthiah@wsaha.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