



Society of Army Physician Assistants

**41ST ANNUAL
REFRESHER/RE-CERTIFICATION COURSE**

**APRIL 26TH - 31TH, 2021
EXHIBITOR PROSPECTUS**

THE CONFERENCE

SAPA 2021 Annual Meeting offers exciting and productive opportunities to showcase your products and services to the most influential decision-makers throughout the United States. Spend face-to-face time with current customers and meet prospective ones. SAPA provides the perfect venue to launch new products and gain real visibility. Our annual meeting is the perfect size for attendees to spend quality time with exhibitors and sponsors. We go the extra mile to ensure attendees come into the exhibit hall by providing breakfasts, breaks, and lunches in or around the exhibitor areas each day, as well as engage attendees with raffles and other incentives to ensure that you have the best opportunity to connect. For even more visibility, check out SAPA sponsorship opportunities or product theaters.

THE ATTENDEES PA FACTS

- PAs** have more than 400 MILLION patient interactions per year.
- 131,000 PAs** currently reside and work in the U.S. 36% in hospitals; 5.9% in urgent care. 53.3% in outpatient office or clinic; 4.3% other.
- 93%** of patients felt **PAs** are trusted healthcare providers.
- 91%** of patients felt **PAs** improve the quality of healthcare.

10 Things PAs & NPs Preform	
Assist in Surgeries	Conduct Physical Exams
Take Medical History	Treat & Diagnose Illness
Make Rounds in Hospitals & Nursing Homes	Develop Treatment Plans
Order & Interpret Tests	Prescribe Medication
Perform Procedures	Counsel Patients on Care

EXHIBITOR GENERAL INFORMATION

Conference Dates: April 26th- 30th, 2021

Exhibit Dates: April 26th - 30th, 2021

Exhibit Registration & Move-In:

Monday, April 26th: 7:00 - 10:00am

Tear Down:

Thursday, April 29th at 4pm

Exhibit Area Open

Monday, April 26th:

3pm Refreshment Break

Tuesday, April 27th:

10am & 3pm Refreshment Breaks

Wednesday, April 28th:

10am & 3pm Refreshment Breaks

Thursday, April 29th:

10am & 3pm Refreshment Breaks

Location:

Ramada Plaza & Bordeaux

Convention Center:

Baymont Inn & Suites-

Fayetteville, NC- Fort Bragg Area

1707 Owen Drive

Fayetteville, NC 28304

EXHIBITORS PACKAGE: \$1,250 / NON-PROFIT \$750

- Highlighted on a running bar during the exhibit times.
- Attendees will be provided a link to view exhibitors product info.
- Recognition as an exhibitor on SAPA website & mobile app.
 - Pre-conference attendee email blast.
 - Attendee list.

Extra Exhibitor Badge

\$250

Dedicated Exhibit Times

Over 300 Attending PAs

Exhibitors Included in Mobile App Experience

Sign up today to reserve your space!

SPONSORSHIP OPPORTUNITIES

Platinum Sponsor : \$7,500

- Wi-fi Sponsor for all attendees with logo on log-in page
- Welcome Reception:
 - brief presentation
 - logo on screen
 - open bar for participants for one hour (food not included)
- Premium placement signage recognition as Platinum Sponsor
- Flyer insert in attendee bags
- Premier recognition on SAPA website
- Premium exhibit space
- Hotel Key Sponsor

Gold Sponsor: \$5,000

- Napkins and coasters at breaks with company logo
- Phone & laptop recharging table sponsor with company logo on signage
- Signage recognition as Gold Sponsor
- Flyer insert in attendee bags
- Recognition on SAPA website
- Premium exhibit space

Silver Sponsor: \$3,500

- Flyer insert in attendee bags
- Recognition on SAPA website
- Premium exhibit space
- Attendee contact list

SPONSORSHIP OPPORTUNITIES

MOBILE APP SPONSOR- \$3,000

- Signage recognition w/instructions at registration on how to download the Socio app.
- Recognition as Mobile App Sponsor on the website/app.
- All instructions will be emailed to attendees with logo included in email.
- Personalized accessibility code.

PODCAST BOOTH SPONSOR- \$25,000

- Virtual Exhibit Room
- Name on Podcast Booth
- Rights to place podcast on Sponsor's website
- Sponsor recognition on release of podcast at the beginning of each podcast
- Anticipate 12 podcasts from the recordings



SPONSORSHIP OPPORTUNITIES

Audio Visual Sponsor

\$10,000

This sponsorship helps provided the technology needed to deliver a dynamic conference!

- Complimentary VIRTUAL exhibitor booth and sponsorship information.
- Logo on screen during virtual registration.
- Logo and company name highlighted on the mobile app & website.
- Attendee contact list.
- Personal "Thank you" during the conference from society President.

Virtual Commercial Sponsor

\$1,000

Advertising to the attendees with a commercial on the **Socio** app.

- Up to five minute time slot to promote product.
- Commercial will run once.
- First come, first serve for time slot.
- Recognition on mobile app, & website sponsor page.

Coffee Break Sponsor

\$3,000 each opportunity*

Attendees have the opportunity to network with the exhibitors in between sessions on April 27th-30th.

- Choice of coffee tumbler design and color
- Cost includes the tumbler production (additional tumblers can be purchased for future use.)
- Company name and logo prominently displayed on all tumblers.
- Complimentary table-top exhibitor booth and sponsorship signage at the booth.
- Food included.

Session Sponsor

\$1,000 per session

This sponsorship helps provided the speakers needed to deliver a dynamic conference.

- Recognition on mobile app & website for the session.
- Logo on conference agenda via website and **Socio** app for session.
- Option for sponsor representative to introduce session speaker!

SPONSORSHIP OPPORTUNITIES

Rotating Home Page Images:

One slot, on a 4-5 sponsor rotating image, on the home page of mobile app.

Logo linked to company website or place of your choice.

\$1,000

Social Wall:

Let all the attendees see you! Place your logo on the social wall of the mobile app. Logo linked to company website or place of your choice.

\$1,000

Session Banner Ad:

Place your logo under a specific session on the mobile app. Logo will be linked to company website or place of your choice.

\$750

Email Blast to attendees.

Let us send a mass email to our attendees about your product!

\$200



SPONSORSHIP OPPORTUNITIES

Product theaters are 60 minute sessions that provide the sponsor with a live marketing opportunity. Product theaters may be scheduled at any of our breakfast or lunch times. These product theaters are promotional and usually concentrate on a specific product or medication. No CME credit is provided for these sessions.

BREAKFAST PRODUCT THEATER

\$1,500-\$1,000*

- ▶ logo displayed onscreen pre & post presentation
- ▶ audio-visual equipment included
- ▶ post-conference attendee mailing list
- ▶ recognition on SAPA website
- ▶ *food not included

LUNCH PRODUCT THEATER

\$1,500 -\$2,500***

- ▶ logo displayed onscreen pre & post presentation
- ▶ audio-visual equipment included
- ▶ post-conference attendee mailing list
- ▶ recognition on SAPA website
 - ▶ *food not included

DINNER PRODUCT THEATER

\$3,500

- ▶ logo displayed onscreen pre & post presentation
- ▶ audio-visual equipment included
- ▶ post-conference attendee mailing list
- ▶ recognition on SAPA website
 - ▶ *food not included



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Exhibit Dates: April 26th - 29th

Exhibitors Times: 10am & 3pm (times & days vary)

Society of Army Physician Assistants: 41st Annual Refresher/Re-Certification Course

Ramada Plaza & Bordeaux Convention Center:

Baymont Inn & Suites- Fayetteville, NC- Fort Bragg Area

1707 Owen Drive Fayetteville, NC 28304

Exhibitor/Sponsorship Application & Contract

Contact Information

Company

Contact Name/Title

Email

Phone

Address

Exhibit & Sponsorship Opportunities

Exhibit Opportunities:

- ☐ Virtual Space \$1,250
- ☐ Extra Badge \$250

Premium Sponsorship:

- ☐ Podcast Sponsor \$25,000
- ☐ Audio Visual \$10,000
- ☐ Mobile App \$3,000
- ☐ Coffee Break \$3,000 each
- ☐ Session (per session) \$1,000
- ☐ Virtual Commercial Break \$1,000

Add Ons:

- ☐ Rotating Home Page Image \$1,000
- ☐ Social Wall \$1,000
- ☐ Session Banner Ad \$750
- ☐ Email Blast \$200

Product Theaters: * Food Not Included

- ☐ Tuesday Breakfast \$1,500*
- ☐ Wednesday Breakfast \$1,500*
- ☐ Thursday Breakfast \$1,000*
- ☐ Tuesday Lunch \$2,500*
- ☐ Wednesday Lunch \$2,500*
- ☐ Thursday Lunch \$1,500*
- ☐ Tuesday Dinner \$3,500*
- ☐ Wednesday Dinner \$3,500*
- ☐ Thursday Dinner \$3,500*

Total:

____VISA ____MasterCard ____American Express

____Discover ____Check (payable to SAPA)

Card #

Name as it appears on card

Expiration Date

Security Code

Authorized Signature

By signing this contract we (the sponsor) agree to support the opportunity or opportunities listed above. Furthermore, a signature on this application indicates an understanding and agreement to comply with all policies, rules, regulations, terms and conditions of SAPA. This contract is binding once signed.

____ I have read and understood this agreement, and serve as an authorized agent for the applicant.

Signature

Date

SAPATax ID: 74-1964666

Disclaimer:

Exhibitor assumes responsibility and agrees to indemnify and defend SAPA and the Ramada Plaza & Bordeaux Convention Center and their respective employees and agents against any claims or expenses arising out of the use of the exhibition premises. The Exhibitor understands that neither SAPA nor the Ramada Plaza & Bordeaux Convention Center insurance covers the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.



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Exhibitor Terms & Conditions

If, after the contract is entered into, the Society of Army Physician Assistants (SAPA) fails or is unable to provide an Exhibitor with the opportunity to exhibit at the SAPA Show, due to fire, strikes, authority of the law, act of God or any other cause or reason, and the Exhibitor is not responsible for such failure, the Exhibitor's sole and exclusive remedy shall be the return of all monies that it has paid in the connection with the Application/Contract. In such case, SAPA shall bear no further liability or responsibility under such agreement.

EXHIBITOR AGREES TO BE RESPONSIBLE FOR HIS/HER OWN PROPERTY. EXHIBITOR SHALL RELEASE AND HOLD HARMLESS AND INDEMNIFY SAPA FROM ANY AND ALL CLAIMS, OBLIGATIONS, LIABILITIES, CAUSES OF ACTION, LAWSUITS, DAMAGES, AND ASSESSMENTS, INCLUDING LEGAL FEES, THAT RESULT FROM AN ALLEGATION OF NEGLIGENCE ON THE PART OF THE EXHIBITOR OR SAPA OR THIRD PARTIES IN THE USE OF THE EXHIBIT SPACE OR ACTIVITIES IN CONNECTION WITH THE USE OF EXHIBIT SPACE.

Acceptance of Application: Acceptance of this application as an agreement between the Exhibitor and SAPA will occur only when an official confirmation packet has been sent by SAPA via email. It is understood that disapproval of an Exhibitor, per the terms outlined in the Exhibitor Regulations, will result in termination of the agreement without penalty to either party.

Exhibitor Regulations Agreement: The undersigned acknowledges and agrees to the Exhibitor Regulations as published by SAPA (available upon request) which are considered to be part of this agreement between the Exhibitor and the SAPA.

Cancellation Policy: The undersigned acknowledges understanding of SAPA Exhibitor Cancellation Schedule: 60 or more days prior to the conference - full refund. 30-60 days prior to the conference - 50% refund. 30 days or less prior to the conference - no refund.

Warranty of Authority: The Exhibitor and person signing this application on its behalf represent and warrant that the undersigned person is a duly authorized and appointed agent of the Exhibitor and is fully empowered to bind the Exhibitor to all provisions contained in this agreement.

Title

Date

Signature

Company

Please return these forms with payment to:
Monique Ochoa
P. O. Box 90434
San Antonio, Texas 78209
monique@oregonpa.org
P: 210-516-5915 F: 210-568-6375