



# 2023 ARIZONA HOSPITAL LEADERSHIP CONFERENCE

Arizona Hospital and Healthcare Foundation



## Sponsorship Prospectus

**October 25-27, 2023**

Loews Ventana Canyon Resort  
7000 N. Resort Drive | Tucson, AZ 85750

### AzHHF Sponsor Liaisons:

**Laura Dickscheid**, Vice President of Member Services  
LDickscheid@azhha.org | 602-445-4318

**Amy Richardson**, Event Consultant  
AmyMRichardson@hotmail.com | 480-227-8660

# WELCOME

Prospective Sponsors:

We are pleased that you are considering a sponsorship of our premier event, the Arizona Hospital and Healthcare Foundation's (AzHHF's) 2023 Arizona Hospital Leadership Conference. This educational event is dedicated to supporting a vibrant healthcare delivery system, including a robust network of acute care, critical access, specialty, behavioral health and post-acute care hospitals.

As the parent of AzHHF, the Arizona Hospital and Healthcare Association (AzHHA) maintains a purpose of bringing together diverse voices to advance health and healthcare in Arizona. We are first and foremost committed to our members, and we welcome business partnerships that contribute to their clinical and operational success.

AzHHF's 2023 Arizona Hospital Leadership Conference will be an inspirational gathering of more than 200 hospital and healthcare executives seeking opportunities for continuing education, meaningful discussion and relationship building. We invite you to be a part of the experience.

We hope to see you at the beautiful Loews Ventana Canyon Resort in Tucson this October 25 through 27, 2023.

Sincerely,



**Ann-Marie Alameddin**

President and Chief Executive Officer  
Arizona Hospital and Healthcare Association



## OVERVIEW | AZHHA & AZHHF

For more than 80 years, AzHHA has been the nonprofit 501(c)(4) association giving Arizona hospitals a voice to collectively build better healthcare and health for Arizonans. As the champion for healthcare leadership in Arizona, AzHHA and its member hospitals explore ideas and take collaborative action at the state capitol, in hospitals and at home to attain the best healthcare outcomes for our community.

Our membership is strong and diverse. The roster includes 85 healthcare and community organizations in all corners of the state, including 71 hospitals ranging in size from less than 20 beds to more than 750.

In addition to acute care and critical access hospitals, AzHHA membership includes behavioral health, specialty and post-acute facilities. We are fortunate to also have members under the “federal” umbrella as either tribal or Veterans Administration hospitals.

The Arizona Hospital and Healthcare Foundation (AHHF) is a 501(c)(3) affiliate of AzHHA through which it is able to provide healthcare and leadership education as well as grant-funded programs addressing a series of hospital-based services.

## WHY SPONSOR THIS EVENT?

Join this year’s Sponsorship Program and have the enhanced ability to reach hospital and healthcare industry leaders. Choose from a bundled option at the Title, Platinum, Gold or Silver levels. Bronze level sponsorships are à la carte opportunities that may be added to a bundled package or purchased as a stand-alone sponsorship.

By sponsoring AzHHF’s 2023 Arizona Hospital Leadership Conference, you will have opportunities to:

- ▶ Attend any/all conference sessions, including keynote and breakout sessions
- ▶ Gain corporate exposure and brand visibility with healthcare decision-makers
- ▶ Cultivate relationships with Arizona’s hospital executives
- ▶ Achieve insight into Arizona’s healthcare community, including strengths and issues
- ▶ Support hospitals’ delivery of quality care

## TO ASSIST IN YOUR CONSIDERATION...

It is important to understand that this is an intimate experience and not a typical trade show event. The number of sponsors is limited to maintain the personal nature of this experience while also maximizing opportunities for sponsors to have face-time engagement with attendees. In addition to hosting an exhibit table, sponsors are invited to lunch with healthcare

leaders during Thursday’s keynote and to network at Thursday evening’s reception. Only sponsoring vendors are permitted to attend the conference. Companies seeking business development opportunities may only attend as sponsors.





## TIMELINE

### Pre-Conference

#### September 15

Last day to submit Intent to Sponsor form with payment and receive all guaranteed sponsor benefits

#### September 29

Print ads due to [communications@azhha.org](mailto:communications@azhha.org)

#### October 18

Gift bag promotional items and raffle prizes due at AzHHA's office (2800 N. Central Ave., Suite 1450, Phoenix, Arizona 85004)

### Conference

#### October 25

- Set up exhibit tables | 12 to 1 p.m.
- Exhibit hours | 1 to 5 p.m.
- Sponsor Reception | 6 to 7 p.m.

#### October 26

- Exhibit hours | 8:30 a.m. to 5 p.m.
- Lunch for all conference attendees / sponsor networking opportunity
- Networking Reception with buffet dinner | 5:30 to 7 p.m.

#### October 27

- Breakfast Roundtables for Title and Platinum Sponsors | 7:30 to 8:30 a.m.
- Exhibit hours | 8:30 a.m. to 12 p.m.

### Post-Conference

#### December 31

Sponsorship Acknowledgment letters sent to all sponsors

# SPONSORSHIP LEVELS

	<b>Title Sponsor</b> \$15,000   Limit: 1	<b>Platinum</b> \$10,000   Limit: 5	<b>Gold</b> \$7,500   Limit: 10	<b>Silver</b> \$5,000   Limit: 10	<b>Bronze</b> à la Carte
Attendance at Board-hosted Reception for Sponsors (Wednesday evening)	✓	✓	✓	✓	✓
Distinctive name badge with Sponsor ribbon recognition	✓	✓	✓	✓	✓
Recognition on Sponsor page of Conference app	✓	✓	✓	✓	✓
Company listing as hyperlinked logo on Conference webpage (AzHHA website), sorted according to sponsorship level	✓	✓	✓	✓	✓
Attend any and all conference sessions	✓	✓	✓	✓	✓
Ad in printed Conference program (8 1/2 X 11)	Cover logo and inside full-page ad	Full-page Ad	Half-page Ad	Quarter-page Ad	
Exhibitor Table (6' x 30")	Premier Location	✓	✓	✓	
Option to offer sponsored raffle prize awarded on last day of Conference ** (encouraged but not required)	✓	✓	✓	✓	
Option to include branded item / promotional give-away in Conference gift bag ** (encouraged but not required)	✓	✓	✓	✓	
Rotating company logo on overhead projector screen during breaks	✓	✓	✓		
Complimentary Conference registration (does not include hotel/travel expenses)	3	2	1		
List of Conference registrant names and email addresses	✓	✓	✓		
Banner on Conference app (visible on main page and in addition to placement on Sponsor page)	✓	✓			
Highlight in one Connection (AzHHA's weekly newsletter)	✓	✓			
Option to host breakfast roundtable discussion on Friday morning	✓	✓			
Verbal recognition during keynote session by AzHHA CEO	✓	✓			
Recognition on social media with sponsorship level	✓	✓			
Logo placement and recognition in Welcome message sent to registrants before conference	✓				
Introduction of a general session speaker with company promo **	✓				
Introduction of a breakout session speaker with company promo **		✓			

▶ **Wi-fi Sponsor** **\$3,500** | Limit 2

Includes logo and name recognition in a gift bag insert for all Conference attendees

▶ **Board Breakfast Sponsor** **\$1,000** | Limit 2

Includes logo and name recognition in signage at breakfast table

▶ **Charging Station Sponsor** **\$1,500** | Limit 2

Includes logo and name recognition in signage at charging station

▶ **Refreshment Sponsor** **\$1,000** | Limit 4

Includes logo and name recognition in signage at refreshment station(s)

\*\* Remarks and promo items must be pre-approved by AzHHA.



## TERMS AND CONDITIONS

To become a sponsor of AzHHF's 2023 Arizona Hospital Leadership Conference, the Intent to Sponsor form must be completed. A phone call or email attesting to the company's interest in or intent to sponsor will not confirm the sponsorship. The form is electronic and can be accessed at <https://www.surveymonkey.com/r/AzHHF2023Conference>. Upon submission, a confirmation email will be sent from AzHHF staff and an invoice with W-9 issued to the person noted as the accounts payable representative. A copy of the completed form will be sent to the sponsor upon request.

A complete Intent to Sponsor form is a binding contract. This form must be completed and payment submitted in full before sponsorship will be confirmed. The terms and conditions articulated below are an essential part of the Sponsorship Agreement. By submitting an Intent to Sponsor form, you are agreeing to abide by them. Please retain this information for your records.

### Deadlines

To receive all benefits assigned to your sponsorship level, the Intent to Sponsor form must be submitted and payment received in full by September 15, 2023.

AzHHF reserves the right to release and resell any sponsorship package not paid in full within 15 business days of receiving electronic invoice from AzHHA. Verbal or emailed commitments will not hold the event for your company.

### Management

All sponsor contributions are voluntary. Sponsorships are accepted on a first-come, first-served basis based on date and time of the receipt of the electronic Intent to Sponsor form. AzHHF reserves the right to accept or reject sponsors based on their compatibility with AzHHA's mission and purpose. AzHHF reserves the right to determine appropriate items for distribution and use of sponsor logos or name recognition on conference materials.

### Refunds and Cancellations

If written notice of cancellation is received by AzHHF prior to June 30, 2023, a refund less \$250 administrative fee will be made.

After June 30, 2023, no refunds will be made and the outstanding balance will be due to AzHHF.

### Payment

Sponsorship payment is due within 15 business days of receipt of electronic invoice. If payment is not received, sponsorship consideration is not guaranteed.

- ACH payments are preferred.
- Credit card payments will incur a charge fee.
- Checks should be made payable to the Arizona Hospital and Healthcare Foundation and may be sent to 2800 N. Central Avenue, Phoenix, Arizona, 85004. Please indicate on the check that this payment is for sponsorship of the 2023 Arizona Hospital Leadership Conference for your records and ours.

Questions regarding payment options may be directed to [accountspayable@azhha.org](mailto:accountspayable@azhha.org).

Sponsor will receive a statement by December 31, 2023, detailing the estimated value of goods and services received in return for the sponsorship contribution.



## Contact Person

Sponsors are encouraged to assign one authorized representative to communicate with AzHHF on all matters pertaining to their sponsorship. This is considered the Primary Administrative point of contact (POC). AzHHF will send outgoing communications to the contact person specified on the Intent to Sponsor form. AzHHF is not responsible for relaying information among different corporate branches, departments or locations of sponsoring companies.

Sponsors' primary POC at AzHHF/AzHHA is Laura Dickscheid, Vice President of Member Services, LDickscheid@azhha.org / 602-445-4318. The secondary POC is the event management consultant, Amy Richardson, AmyMRichardson@hotmail.com / 480-227-8660.

## Exhibitor Table

Exhibit space, including a 6' X 30" table and two chairs, will be provided for the purpose of member information and education. Eligible sponsors (Title, Platinum, Gold and Silver levels) must maintain their displays within the allotted space. Backdrops, displays, tables or promotional setups may not extend into adjacent booths or walkways or obstruct traffic flow.

Exhibiting sponsors must have their setup completed by 1 p.m. on Wednesday, October 25. Breakdown of display table or poster may not occur until 15 minutes after the final session starts on Friday, October 27.

Arrangements for shipping, storage and delivery of materials to the conference site are the responsibility of the exhibiting sponsor and will need to be coordinated with Loews Ventana Canyon Resort. A form will be provided to establish the shipping relationship.

Power, monitors and internet service will be coordinated by an outside entity. A separate form will be provided to establish this service relationship.

## Attestations

Sponsors represent and warrant that they:

1. Have sufficient resources and capacity to provide the products and services that are being promoted under this agreement.
2. Maintain all licenses and permits required by law and are the rightful owner and licensee of all products and services that are being promoted under this agreement.
3. Have never been the subject of a lawsuit, governmental investigation or action and are not now subject to any threatened or existing claim, lawsuit, governmental investigation, inquiry or action.
4. Have never been excluded, suspended, barred from participation in or subject to penalties from any governmental program, including but not limited to the Medicare or Medicaid programs.

## Insurance Requirements and Liability

By submitting the Intent to Sponsor form, you are confirming that AzHHA and its affiliates, including but not limited to AzHHF, shall have no liability regarding you or your property/exhibit, and that your company has insurance that is sufficient to cover you and your property in case of an accident.

Neither AzHHA nor AzHHF is responsible to exhibitors for damages, losses, or claims for exhibitor's participation in the Arizona Hospital Leadership Conference. Exhibitors assume responsibility for losses, damages and claims because of injury or damage to exhibitor's displays, equipment, injury to someone or other property brought on the conference site. Exhibitors will indemnify and hold harmless AzHHA and AzHHF and its employees from such losses, damages and claims. Exhibitors are required to have insurance against damage and loss of exhibit materials and liability insurance against injury to person and property of others. AzHHF may request proof of insurance.





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INTENT TO SPONSOR FORM

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