

Florida Society of  
**FSASC**  
 Ambulatory Surgical Centers

Join us this  
**Summer!**



# FSASC Annual Conference & Trade Show

July 19-21, 2023  
 Loews Portofino Bay Hotel  
 Universal Orlando





# INVITATION TO ATTEND

## EXHIBITING AT THE 2023 FSASC ANNUAL CONFERENCE AND TRADE SHOW

Join us at Lowes Portofino Bay Hotel and connect with surgery center administrators, physicians, clinical directors, nurses, and other center staff from ASCs throughout Florida. Enjoy building relationships and educating attendees about your products and services in a relaxed environment.

### Connect & Build Relationships

More than 70% of our attendees are ASC administrators, directors and managers. Come and network with seasoned Florida ASC leaders, as well as, the newly appointed administrator.

### New Sponsorships

We have excellent sponsorship opportunities available to fit all budgets. By becoming a sponsor and supporting FSASC, you will gain valuable exposure and receive special benefits available only to sponsors. Your company will be recognized throughout the conference. These exclusive sponsor benefits include special reserved booth space, sponsored item or event, acknowledgement in the newsletter, conference program, conference signage, and website.

### FSASC Corporate Sponsor & Marketing Opportunities

Want to bundle your conference sponsorship with year-round exposure to Florida's ASC industry? Interested in marketing opportunities throughout the year?

Find out more by contacting Meghan Millard at 850.222.3000 or email [meghan@ascmember.org](mailto:meghan@ascmember.org).

### Exhibitor Benefits & Services

Exhibiting at the annual conference entitles you to many benefits in addition to networking with key ASC industry professionals and gaining new business contacts.

### Recognition in Conference Program

All exhibitors are listed in the conference program. To be included, the application and payment must be received by FSASC by July 1, 2023.

### Education

Your exhibitor badge allows you to attend all educational sessions and learn more about the ASC industry from leading experts.

### Booth Equipment & Sales

Each paid-in-full exhibitor will receive an 8x10 booth space with a 6ft skirted table, 2 chairs, a wastebasket, and an identification sign. Exhibitors who need additional booth supplies including electricity, will need to order these from AGS Expo, the official show decorator. Information on shipping and ordering will be emailed to exhibitors 90 days in advance of the show.

## BECOME A SPONSOR...

Increase Brand Recognition

Gain Valuable Exposure

Make an Impact for Your Team

Receive Sponsor-only Special Benefits

### ALL SPONSORSHIPS INCLUDE:

- Recognition on website
- Recognition on signage\*
- Recognition in conference program\*
- Recognition in post-conference newsletter
- Pre-registration attendee list available two weeks before the conference

\*For on-site recognition, all sponsor logos and camera-ready ads should be supplied by July 1, 2023



## PREMIER SPONSOR - \$7,000

(3 available)

- ☀ Sponsorship and special recognition at the Thursday night event
- ☀ Complimentary Exhibit Space
- ☀ One full-page color ad in the conference program\*
- ☀ 6 Complimentary Badges
- ☀ Logo on the FSASC home page
- ☀ Recognition on conference web site and a direct link to your company's web site
- ☀ Can provide a bag insert to FSASC
- ☀ Recognition on conference signage and post-conference newsletter
- ☀ Introduction during the general session
- ☀ Logo on all conference marketing
- ☀ Pre-registration attendee list available two weeks before the conference

## GOLD SPONSOR - \$5,500

- ☀ Complimentary Exhibit Space
- ☀ One full-page color ad in the conference program\*
- ☀ 5 Complimentary Badges
- ☀ Recognition on the conference web site and a direct link to your company's web site
- ☀ Can provide a bag insert to FSASC
- ☀ Recognition for sponsored event
- ☀ Recognition on conference signage and post-conference newsletter
- ☀ Pre-registration attendee list available two weeks before the conference
- ☀ Sole sponsorship of one of the following events:
  - Wednesday Night Welcome Reception
  - Thursday Lunch
  - Keynote Speaker (sponsor can introduce)
  - Wi-Fi
  - Conference Bags
  - Thursday Morning Break/Coffee Bar
  - Lanyards

## SILVER SPONSOR – \$4,500

- ☀ Complimentary Exhibit Space
- ☀ ½ page color ad in the conference program\*
- ☀ 4 Complimentary Badges
- ☀ Recognition on the conference web site
- ☀ Recognition on conference signage and post-conference newsletter
- ☀ Recognition for sponsored event
- ☀ Pre-registration attendee list available two weeks before the conference
- ☀ Sole sponsorship of one of the following events:
  - Custom Labeled Bottled Water
  - Specialty Drink at Wednesday Night Reception
  - Door Prize Sponsor
  - Attendee Give Away Item
  - Friday Morning Continental Breakfast

## BRONZE SPONSOR - \$3,800

- ☀ Complimentary Exhibit Space
- ☀ 3 Complimentary Badges
- ☀ Recognition on the conference website
- ☀ Recognition on conference signage and post-conference newsletter
- ☀ Recognition for sponsored event
- ☀ Pre-registration attendee list available two weeks before the conference
- ☀ Sole sponsorship of one of the following events:
  - Wednesday All Day Beverage Break
  - Thursday Morning Continental Breakfast (Pre-function)
  - Clinical Seminar Sponsor
  - Charging Station
  - Pens
  - Mints
  - Hand Sanitizer
  - Exhibit Hall Entertainment



### WEDNESDAY, JULY 19, 2023

1:30 p.m. – 5:00 p.m.  
Exhibit Hall Set-up

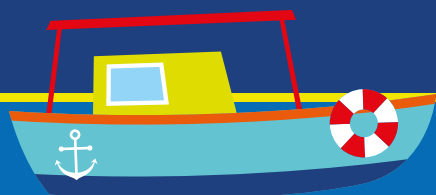
5:00 p.m. – 7:00 p.m.  
Exhibit Hall Reception

### THURSDAY, JULY 20, 2023

9:15 a.m. – 10:45 a.m.  
Refreshment Break in Exhibit Hall

11:45 a.m. – 1:45 p.m.  
Lunch and Networking with Exhibitors

2:00 p.m. – 5:00 p.m.  
Exhibit Hall Breakdown





## PREMIUM BOOTH SPACE- \$2,500

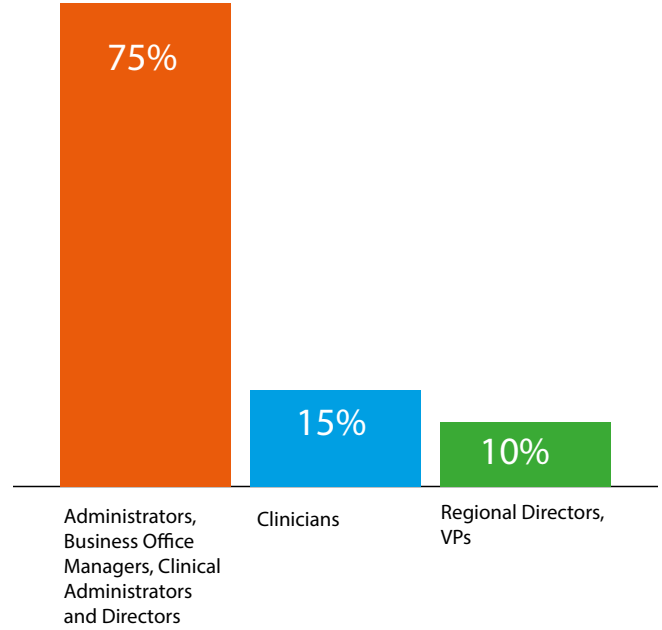
- ☀ Includes 3 exhibitor badges
- ☀ (1) 8'x10' exhibit space
- ☀ (1) 6 foot skirted table, 2 chairs, and 1 wastebasket
- ☀ 7"x44" identification sign
- ☀ Conference Program recognition
- ☀ Pre-registration attendee list available two weeks before the Conference

## STANDARD BOOTH SPACE- \$2,000

- ☀ Includes 2 exhibitor badges
- ☀ (1) 8'x10' exhibit space
- ☀ (1) 6 foot skirted table, 2 chairs, and 1 wastebasket
- ☀ 7"x44" identification sign
- ☀ Conference Program recognition
- ☀ Pre-registration attendee list available two weeks before the Conference

**If you choose 2 booths that create an End-cap, it must follow these guidelines:**

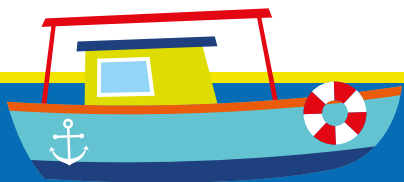
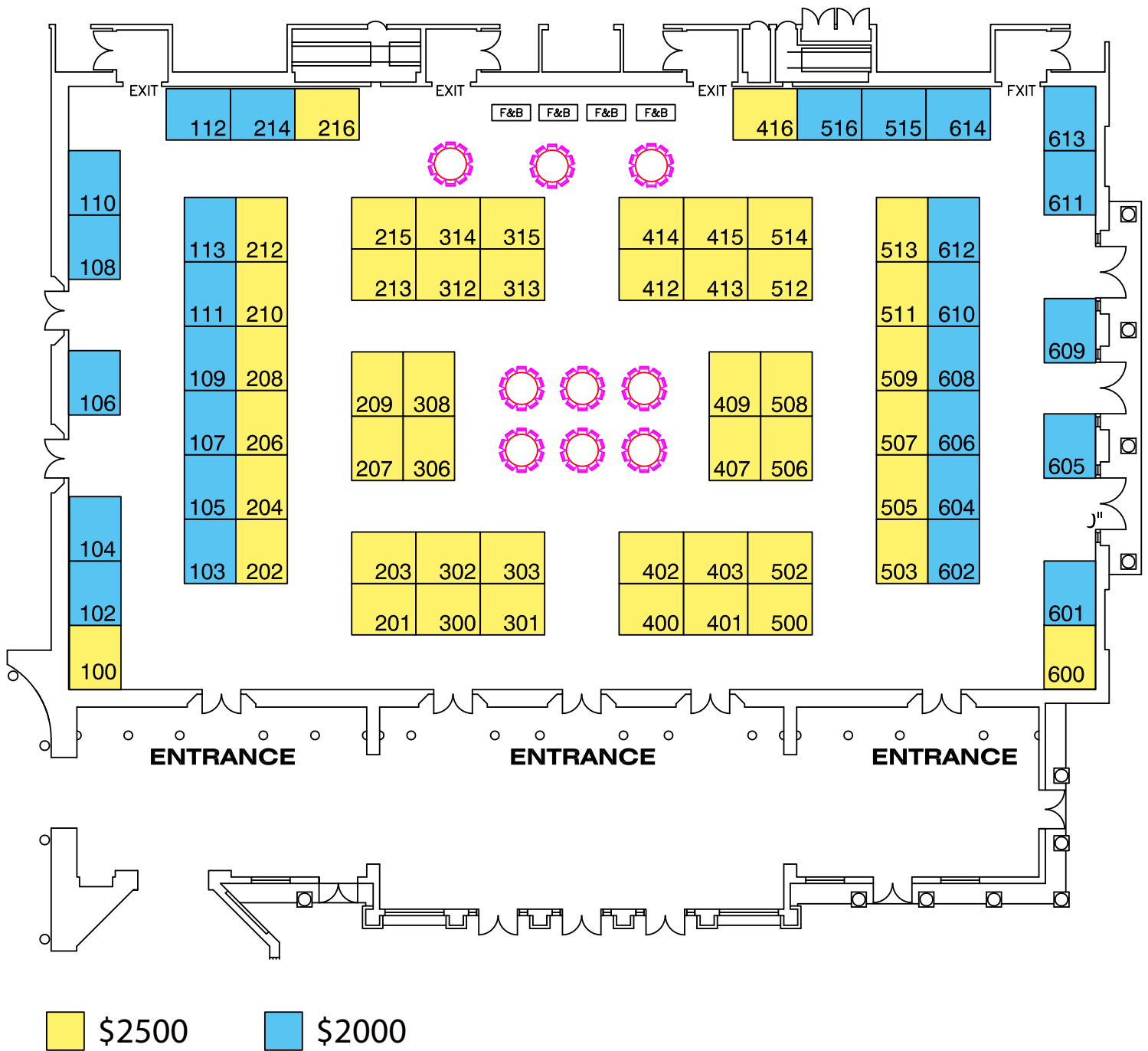
- ☀ End-caps are 10' deep and 16' wide
- ☀ Maximum backwall height is 8' at the center
- ☀ Maximum height for the 3' on either side of center is 4'



**Demographic Breakdown of Conference Attendees**



# FSASC 2023 EXHIBIT FLOORPLAN





# TERMS OF EXHIBITOR/SPONSOR AGREEMENT

**1. AGREEMENT:** The following terms shall become binding upon acceptance of this agreement between the applicant and his/her employees and the FSASC, the meeting and exhibit host.

**2. PUBLIC POLICY:** Exhibitors are charged with knowledge of all ordinances and regulations pertaining to taxes, health prevention, customs and public safety while participating in this event. Compliance with such laws is mandatory for exhibitors and the responsibility of the exhibitor.

**3. BOOTH ASSIGNMENT:** Exhibit space will be assigned based on the date contract is received with payment in full. In the case of multiple contracts received on the same date, priority will be given to those exhibitors who are also sponsors and to those who have previously exhibited with FSASC.

**4. DISMANTLING:** No part of an exhibit shall be removed during show hours. Exhibits must be kept intact until 2:00pm on 7/20/23. All exhibits must be dismantled and removed by 5:00pm on 7/20/23; if not, FSASC reserves the right to remove the exhibit at the exhibitor's cost.

**5. EXHIBIT DIMENSIONS:** Each exhibit area is 8' x 10'. The height of any part of the display may not exceed 8' from the floor, nor may the display come forward by more than 8' or be wider than 10'. The sides must not block view of other booths.

**6. USE OF EXHIBIT SPACE:** Exhibitors shall reflect their company's highest standards of professionalism while maintaining exhibit space during exhibit show hours. No exhibitor shall assign, sublet or share exhibit space.

**7. LITERATURE DISTRIBUTION:** All literature must be distributed within the booth space assigned. No materials may be placed on tables or chairs, attached to meeting space walls or ceilings, or left in public places or distributed in aisles, lounge areas or other exhibitor booths. Items found in these places will be disposed of without question.

**8. DAMAGE TO PROPERTY:** Exhibitors are liable for any damage caused to building, floors, walls, columns, or to standard exhibit equipment or to other exhibitor's property. The foregoing shall not apply to injury, loss or damage caused by or resulting from the negligence or willful misconduct of FSASC, its officers, directors, agents, members or employees.

**9. CANCELLATION:** No cancellation shall be acknowledged unless received in writing by FSASC's Tallahassee office. No refunds will be made for any cancellations if made within 60 days before the set-up date except as otherwise provided herein. Should an exhibitor wish to cancel at anytime prior to 60 days before the set-up date, a 50% refund will be made by FSASC if written notice is given as stated above. Full refunds shall be provided if FSASC cancels an event or if cancellation results from a Force Majeure event as defined in #12.

**10. FIRE AND SAFETY REGULATIONS:** All local regulations will be strictly enforced and the exhibitor assumes all responsibility for compliance with such regulations. Fire hose cabinets and fire exits must be left accessible and in full view at all times. All disposable materials and decorations must be flameproof and subject to inspections.

**11. LIABILITY AND INSURANCE:** The individual exhibitor hereby assumes entire responsibility and hereby agrees to protect, defend, indemnify, and save FSASC, the Hotel, its owners, its operator, and each of their respective parents, subsidiaries, affiliates, employees, officers, directors, and agents harmless against all claims, losses, or damages to persons or property, governmental charges or fines and attorney's fees arising out of or caused by its installation, removal, maintenance, occupancy, or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole negligence of the Hotel and its employees and agents. The individual exhibitor will obtain and keep in force during the term of the installation and use of the exhibit premises, policies of

Comprehensive General Liability Insurance and Contractual Liability Insurance, insuring and specifically referring to the Contractual liability set forth in this Exhibit Agreement, in an amount not less than \$1,000,000 Combined Single Limit for personal injury and property damage.

**INSURANCE FOR EXHIBITS:** Each Exhibitor is to provide the following insurance coverages during pre-Exhibit set-up, the Exhibit and/or Meeting Dates and post-Exhibit break-down periods.

a) Commercial General Liability with minimum limits of \$1,000,000 per occurrence (combined single limits for Bodily Injury and Property Damage). Coverage shall include Broad Form Contractual Liability and Products and Completed Operations.

b) Worker's Compensation with Statutory Limits for the jurisdiction within which work is performed. Employer Liability with minimum limits of \$1,000,000.

All above policies shall be issued by insurance company or companies which are authorized to do business in the state in which the Hotel is located and have a minimum A.M. Best & Co. rating of "A ; X". All such insurance shall be issued on a primary and non-contributory basis, contain a Waiver of Subrogation in favor of the Additional Insureds and not be cancelable, terminable or subject to material change without thirty (30) days' prior written notice to the Hotel. All such insurance, with the exception of Worker's Compensation, shall name the Hotel, Hotel Owner, Hotel Operator, Employer Company (if applicable) as Additional Insureds. A Certificate of Insurance, in form and substance satisfactory to the Hotel and evidencing the required coverages, shall be provided to FSASC prior to the commencement of work. A combination of primary liability and umbrella liability insurance may apply to meet the minimum limits of insurance required under this Agreement.

By signing the exhibit/sponsor agreement form, the exhibit company agrees to provide a Certificate of Insurance evidencing the coverage described above.

**12. LIMIT OF LIABILITY:** Should the premises in which the FSASC meeting is to be held become, in the sole judgment of FSASC, unfit for occupancy, or should the meeting be materially interfered with by reason of force majeure events beyond the control of either party including but not limited to action of the elements (i.e. a significant weather related or generated event), strike, picketing, boycott, embargo, injunction, war, riot, natural disaster or any state of emergency declared by government agency or any other act beyond the control of FSASC, the contract for exhibit space may be terminated. FSASC will not incur liability for damages sustained by exhibitors as a result of such termination. In the event of such termination, the exhibitors expressly waive such liability and release FSASC of and from all claims for damages and agree that FSASC shall have no obligation except to refund the exhibitor's pro-rata share of the aggregate amounts received by FSASC as rental fees for booths after deducting all costs and expenses in connection with such exhibits, including reasonable reserves for claims, such deductions being hereby specifically agreed to by the exhibitor.

**13. ELIGIBLE SPONSORS and EXHIBITS:** FSASC reserves the right to determine the eligibility of any company or products for inclusion in the meeting and reserves the right to reject, evict or prohibit any exhibit in whole or in part, or any exhibitor, or his representatives, with or without giving cause.

**14. NOISY AND OBNOXIOUS EQUIPMENT:** The operation of whistles or any objectionable device will not be allowed.

**15. EXHIBITOR SALES TAX:** Per Florida tax laws, this agreement prohibits the exhibitor from making or offering to make sales of taxable goods or services without obtaining an Annual Resale Certificate (Form DR-13) from the purchaser. For more information, contact the Florida Department of Revenue or visit [www.myflorida.com/dor/taxes/trade\\_sut.html](http://www.myflorida.com/dor/taxes/trade_sut.html).

# FSASC 2023 SPONSOR/EXHIBITOR AGREEMENT

July 19-21, 2023 | Loews Portofino Bay Hotel



## SPONSORSHIP OPPORTUNITY *(booth is included with all sponsorships)*

Premier \$7,000       Gold \$5,500       Silver \$4,500       Bronze \$3,800

## SPONSOR EVENT/ITEM

*(see page 3 for choices)*

1st Choice \_\_\_\_\_ 2nd Choice \_\_\_\_\_ 3rd Choice \_\_\_\_\_

## EXHIBIT OPTIONS

Premium Booth Space \$2,500       Standard Booth Space \$2,000

Booth number preference order: #1 \_\_\_\_\_ #2 \_\_\_\_\_ #3 \_\_\_\_\_ Booth Price: \$ \_\_\_\_\_

If possible, please do not place me by \_\_\_\_\_  
*(List any companies you do not want to be near)*

## ADVERTISING OPPORTUNITIES

Conference Program Full Page Ad \$400       Conference Program ½ Page Ad \$250       Bag Insert \$400

**NEW THIS YEAR - See COI requirement on #11 on page 6 - FSASC will need this prior to July 10th**

Company Name: \_\_\_\_\_  
*(Please type or print information exactly as it should appear in the program, name badges and on signage.)*

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Corporate Phone: \_\_\_\_\_ Primary Contact: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Email Contact (if different from program listing above): \_\_\_\_\_  
*(All information will be emailed for distribution to onsite representatives)*

**Onsite Representatives:** Two (2) name badges are included with standard exhibit space and 3 are included with premium booth space unless otherwise indicated. Additional name badges can be purchased for \$125 in advance. Print names as you want it to appear on name badges.

On-site Representative 1 \_\_\_\_\_ Email \_\_\_\_\_

On-site Representative 2 \_\_\_\_\_ Email \_\_\_\_\_

On-site Representative 3 \_\_\_\_\_ Email \_\_\_\_\_

## COMPANY PRODUCT/SERVICE - CHECK ONE THAT APPLIES:

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Architectural/Design Firms         | <input type="checkbox"/> Pathology/Laboratory/Anesthesia Services | <input type="checkbox"/> Equipment/Instrument           |
| <input type="checkbox"/> Human Resources                    | <input type="checkbox"/> Building Maintenance/Cleaning            | <input type="checkbox"/> Software Company               |
| <input type="checkbox"/> ASC Management Services            | <input type="checkbox"/> Pharmaceutical Services                  | <input type="checkbox"/> Financial Services             |
| <input type="checkbox"/> Insurance Providers                | <input type="checkbox"/> Consulting Services                      | <input type="checkbox"/> Supplies/Medical Linens        |
| <input type="checkbox"/> Attorneys                          | <input type="checkbox"/> Refurbished/Pre-owned Medical Equipment  | <input type="checkbox"/> Group Purchasing Organizations |
| <input type="checkbox"/> Medical Distributor                |   | <input type="checkbox"/> Other _____                    |
| <input type="checkbox"/> Billing/Coding/Collection Services |   |   |

## TOTAL AMOUNT DUE

*(sponsor+exhibits+advertising+extra badges):*

\$ \_\_\_\_\_

## PAYMENT INFORMATION:

Register online at [www.fsasc.org](http://www.fsasc.org) with a credit card or send this completed form with payment to: FSASC  
1400 Village Square Blvd #3-175  
Tallahassee, FL 32312

## METHOD OF PAYMENT:

Check Enclosed *(payable to FSASC)*       Credit Card *(online only)* [www.fsasc.org](http://www.fsasc.org)

## AUTHORIZATION

Authorized signature below indicates you have read this form and the terms of agreement on page 6 and that you agree to abide by the conditions stated.

Authorized signature \_\_\_\_\_

Date \_\_\_\_\_

## CONTACT INFORMATION:

Phone: 850.222.3000      Email: [tammy@ascmember.org](mailto:tammy@ascmember.org)

Florida Society of

# FSASC

Ambulatory Surgical Centers

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Tallahassee, FL 32312  
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www.fsasc.org

## FSASC Annual Conference & Trade Show

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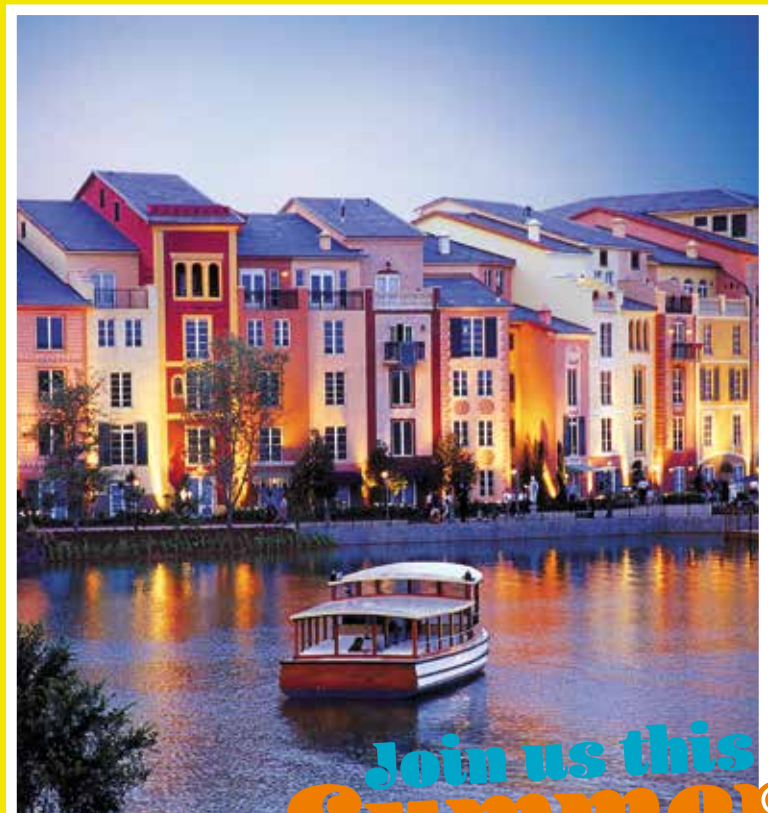


## HOTEL INFORMATION

**LOEWS PORTOFINO  
BAY HOTEL**  
5601 Universal Blvd  
Orlando, FL

Loews Portofino Bay Hotel allow you to relax in surroundings inspired by the beauty, romance and charm of the picturesque seaside village of Portofino, Italy. Tempting outdoor cafes and shops dot the piazza around a serene harbor. Three enticing pools offer every level of relaxation. Incredible restaurants tempt every palate with flavorful culinary tours of Italy.

To make hotel reservations by calling 833.243.4727 and ask for the group code "FSASC" in order to receive the group rate of \$219. The group rate will be guaranteed through June 27, 2023. Please note FSASC is NOT associated with any third party hotel reservation companies.



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