

**JULY
17-19
2019**

Florida Society of
FSASC
Ambulatory Surgical Centers

Florida Society of Ambulatory Surgical Centers
**ANNUAL CONFERENCE
AND TRADE SHOW**

Loews Sapphire Falls Resort at Universal Orlando™



**CREATE
CONNECTIONS**

**SIGN UP
NOW**

**INCREASE
YOUR
EXPOSURE**

2019 SPONSOR AND EXHIBITOR PROSPECTUS

INVITATION TO EXHIBITORS

EXHIBITING AT THE 2019 FSASC ANNUAL CONFERENCE AND TRADE SHOW

Join us at Loews Sapphire Falls Resort at Universal Orlando™ and connect with surgery center administrators, physicians, clinical directors, nurses, and other center staff from ASCs throughout Florida. Enjoy building relationships and educating them 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.

SCHEDULE OF EVENTS

WEDNESDAY, JULY 17

1:30 p.m. - 5:00 p.m.

Exhibit Hall Set-up

5:15 p.m. - 7:00 p.m.

Exhibit Hall Reception

THURSDAY, JULY 18

9:15 a.m. - 10:45 a.m.

Refreshment Break in Exhibit Hall

11:45 a.m. - 1:45 p.m.

Lunch in Exhibit Hall with Door Prizes

2:00 p.m.

Exhibit Hall Breakdown

6:15 p.m. - 8:15 p.m.

Special Event at Universal CityWalk™ (optional)

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.

EXHIBITOR BENEFITS & SERVICES

Exhibiting at the 2019 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 June 28, 2019.

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 National Expo, the official show decorator. Information on shipping and ordering will be emailed to exhibitors 90 days in advance of the show.

NEED MORE EXPOSURE YEAR ROUND? BECOME A FSASC CORPORATE SPONSOR!

Want to bundle your Conference sponsorship with year round exposure to Florida's ASC industry? Become a FSASC Corporate Sponsor.

Corporate sponsorships include year round opportunities and benefits including website recognition, dedicated email blasts and participation at FSASC meetings. Find out more by contacting Meghan Millard at 850.222.3000.

SPECIAL EVENT

Thursday July 18th
6:15 p.m - 8:15 p.m.

Red Coconut Club at Universal CityWalk™

Get ready relax and unwind at Universal CityWalk™ because we've reserved the Red Coconut Club™ just for you!

Enjoy the trendy, tropical cool of Orlando's hottest ultra-lounge where you can take in the view on the balcony, mellow out at intimate tables inside, or network with other colleagues around the bars.



SPONSOR OPPORTUNITIES

BECOME A SPONSOR!

INCREASE BRAND RECOGNITION GAIN VALUABLE EXPOSURE MAKE AN IMPACT FOR YOUR TEAM

ALL SPONSORSHIPS INCLUDE:

- Choice Exhibit Space on the trade show floor
- Up to 5 complimentary exhibitor badges depending on sponsorship level
- Recognition on signage
- Recognition in promotional materials**
- Recognition in post-conference newsletter
- Recognition during sponsored event
- Pre-registration attendee list available two weeks before the conference

GOLD SPONSORS - \$4,750

- One full-page color ad in the conference program*
- 5 complimentary exhibitor badges
- Complimentary listing on the FSASC Web site and a direct link to your company's Web site
- Introduction during conference sessions
- Sole sponsorship of one of the following events:
 - » Wednesday Night Welcome Reception
 - » Thursday Luncheon
 - » Keynote Speaker
 - » Conference Portfolios
 - » Conference Bags
 - » Company Banner or Logo on Attendee Email Confirmation
 - » Special Event (2 available)

SILVER SPONSOR - \$3,750

- ½ page color ad in the conference program*
- 4 complimentary exhibitor badges
- Complimentary listing on the FSASC Web site
- Sole sponsorship of one of the following events:
 - » Bottled Water
 - » Specialty Drink at Reception
 - » Lanyards
 - » Thursday Morning Coffee Bar
 - » Thursday Morning Break
 - » Specialty Attendee Give Away Item

BRONZE SPONSOR - \$3,000

- Complimentary listing on the FSASC Web site
- 3 complimentary exhibitor badges
- Sole sponsorship of one of the following events:
 - » Wednesday Afternoon Ice Cream Break
 - » Friday Morning Continental Breakfast
 - » Friday Morning Coffee Break
 - » Thursday Morning Continental Breakfast (Pre-function)
 - » Pens
 - » Charging Station
 - » Transportation to Special Event at the Red Coconut Club at Universal CityWalk

IMPORTANT INFORMATION

Sponsorships are assigned on a first come, first served basis and will receive booth priority.

*** Sponsorship/Exhibits must be paid in full and sponsor logo supplied by February 9, 2019 for recognition in the conference registration brochure.*

**For on-site recognition, all sponsor logos and camera-ready ads should be supplied by June 15, 2019.*

SOMETHING MISSING?

Is there an item not listed above that you want to sponsor? Contact tammy@ascmember.org or call 850.222.3000 to discuss.

EXHIBITOR OPPORTUNITIES



CHOICE EXHIBIT SPACE- \$1950

See Floor Plan for Specific Booth Numbers

- Two Exhibitor Name 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

SELECT EXHIBIT SPACE- \$1500

See Floor Plan for Specific Booth Numbers

- Two Exhibitor Name 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

End-cap Dimensions

- 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'

EXHIBIT EXTRAS

Pick one or more of the following items to add on to your exhibit space to create a complete marketing package!

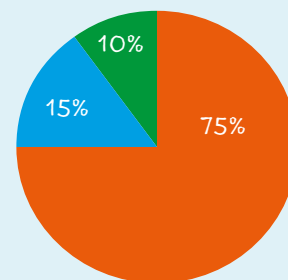
Conference Program Ad - \$400

- 1 full page color ad in the conference program

Conference Bag Insert - \$400

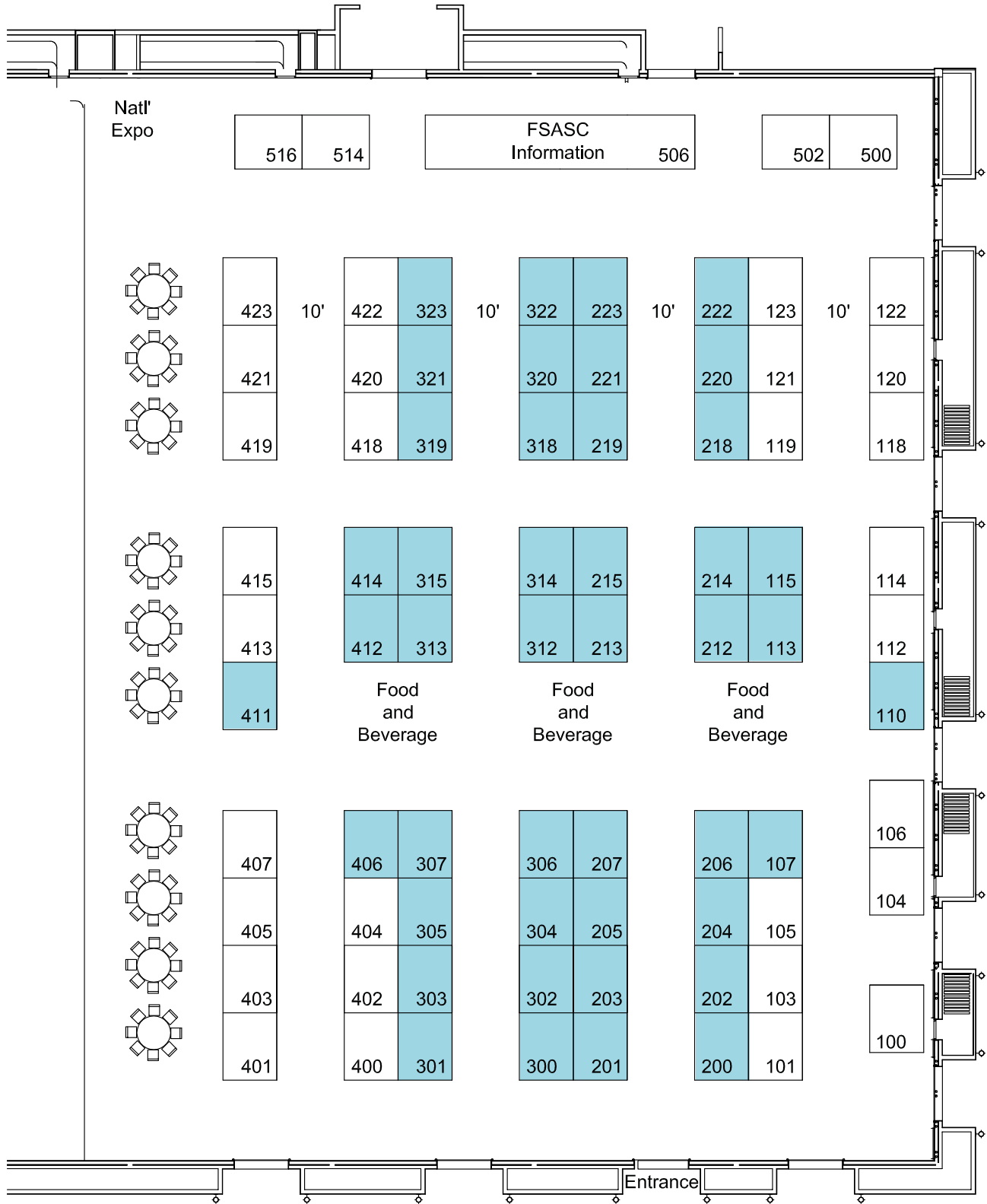
- 1 Conference tote bag insert supplied by vendor

DEMOGRAPHIC BREAKDOWN OF CONFERENCE ATTENDEES




- Administrators, Business Office Managers, Clinical Administrators and Directors
- Clinicians
- Regional Directors, VPs

EXHIBITOR FLOORPLAN



 \$1,950

 \$1,500

TERMS OF THE 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 7/18/19. All exhibits must be dismantled and removed by 5:00pm on 7/18/19; otherwise, 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, Loews Sapphire Falls Resort at Universal, 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. The exhibit company agrees to provide a Certificate of Insurance evidencing the coverage described above, if requested. The exhibitor, on signing this, expressly

releases FSASC and Loews Sapphire Falls Resort at Universal and agrees to indemnify same against any and all claims for such loss, damage or injury.

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.

EXHIBITOR/SPONSOR AGREEMENT

July 17-19, 2019 | Loews Sapphire Falls Resort at Universal

Sponsorship Options (Gold, Silver & Bronze levels include any booth option).

- Gold: \$4,750 Silver: \$3,750 Bronze: \$3,000

Event Choice 1 _____ Event Choice 2 _____

Exhibit Options (see floorplan for selection) Choice Exhibit Booth \$1,950 Select Exhibit Booth \$1,500

Booth Choice 1 _____ Booth Choice 2 _____

(assignments will be made based on sponsorship & the order forms are received)

If possible, please do not place me by _____

(List any companies you do not want to be near)

Other Opportunities Selection Conference Program Color Ad \$400 Bag Insert \$400

(Please type or print names exactly as they should appear in program, on name badges, and on signage)

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____ Corporate Phone: _____

Primary Contact: _____ Email: _____ Phone: _____

(All information will be mailed or emailed to this individual for distribution to onsite representatives)

Onsite Representatives Two name badges are included with your booth space unless otherwise indicated in sponsor package. Additional name badges can be purchased for \$100. 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="radio"/> Architectural/Design Firms | <input type="radio"/> Group Purchasing Organizations |
| <input type="radio"/> ASC Management Services | <input type="radio"/> Human Resources |
| <input type="radio"/> Attorneys | <input type="radio"/> Insurance Providers |
| <input type="radio"/> Billing/Coding/Collection Services | <input type="radio"/> Medical Distributor |
| <input type="radio"/> Building Maintenance/Cleaning | <input type="radio"/> Pathology/Laboratory/Anesthesia Services |
| <input type="radio"/> Refurbished/Pre-owned Medical Equipment | <input type="radio"/> Refurbished/Pre-owned Medical Equipment |
| <input type="radio"/> Consulting Services | <input type="radio"/> Software Company |
| <input type="radio"/> Development Consultants | <input type="radio"/> Supplies/Medical Linens |
| <input type="radio"/> Equipment/Instrument | <input type="radio"/> Other |
| <input type="radio"/> Financial Services | |

TOTAL AMOUNT DUE (sponsor+exhibits+extra badges): \$ _____

Payment Information: Register online at 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. Phone: 850.222.3000; Email: tammy@ascmember.org.

Method of Payment: Check Enclosed (payable to FSASC) Credit Card (online option available) www.fsasc.org

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 _____

Florida Society of

FSASC

Ambulatory Surgical Centers

2019 FSASC ANNUAL CONFERENCE & TRADE SHOW

1400 Village Square Blvd #3-175
Tallahassee, FL 32312
850.222.3000

HOTEL INFORMATION

Loews Sapphire Falls Resort at Universal Orlando™ 6601 Adventure Way, Orlando, FL

Loews Sapphire Falls Resort at Universal Orlando™ transports guests to a paradise in the heart of the tropics. Enjoy the beautifully landscaped, resort-style pool with a water slide, blue waterfalls that cascade across lush grounds, and in the distance, hear the calming sounds of steel drums that call guests to take in the scenic water views, ease into 'island time', and let go.

To make hotel reservations please call 866.360.7395
When booking, please mention you are with FSASC in order to receive the group rate of \$199. These group rates will be guaranteed through June 24, 2019.

Please note FSASC is NOT associated with any third party hotel reservation companies.



*Sapphire Falls Resort TM & © 2018 UCF Hotel Venture III.
All Rights Reserved. Universal elements and all related indicia TM & ©
2018 Universal Studios. All rights reserved.*