

# Texas Healthcare Trustees Healthcare Governance Conference

July 18-20, 2019

JW Marriott San Antonio Hill Country Resort & Spa



The Texas Healthcare Trustees Healthcare Governance Conference draws nearly 500 hospital trustees and chief executive officers from Texas hospitals of all types, sizes and locales. This popular event combines multiple peer networking engagements with educational sessions specifically for hospital trustees. **The 2018 THT conference sold out of upper-level sponsorships in record time.**

Vendor attendance is limited to those companies/firms participating in the conference as a sponsor.

## Important Dates

To be recognized in the on-site conference program and conference signage, sponsor contract must be received by THT with full payment by June 21, 2019. If applicable, artwork, including logos must be received by THT by June 21, 2019. Any contracts received after June 29, 2019 must include full payment.

## Venues

**Conference:** JW Marriott Hill Country Resort & Spa  
23808 Resort Pkwy  
San Antonio, TX 78261

**Reservations:** Visit [www.tht.org](http://www.tht.org) or call 855/476-6976  
**Cut-off Date:** Tuesday, July 2 or earlier if block sells out.

**Golf Tournament:** TPC San Antonio  
23808 Resort Pkwy  
San Antonio, TX 78261

## Sponsorship Inquiries:

Jessica Hoefling  
Phone: 512/465-1020  
[jhoefling@tha.org](mailto:jhoefling@tha.org)

## Conference Feedback

- 84 percent of 2018 sponsors came away with leads for their business.
- 77 percent of 2018 conference attendees were satisfied with this event.

## THT Membership by Hospital Bed Size

Dues Category	% of Members
0 - 100 Beds	55%
101 - 300 Beds	25%
301 - 500 Beds	10%
501+ Beds	10%

# Conference Sponsorship Options

*\*Sponsorship level determines logo or name placement as well as booth location.*

## Diamond - \$10,000

*(Exclusively available to three sponsors)*

- Six conference registrations.
- Premier exhibit location, display area with two 6' skirted tables.
- Full-page color sponsor message in on-site program.
- Receive attendee list 10 days prior to other vendors and updated list leading up to conference (no email or phone numbers).
- Opportunity to feature promotional video during opening remarks at one general session. Video produced by sponsor; two (2) minutes maximum length.
- Opportunity for a seat drop during one of the general sessions where sponsor can distribute a white paper or other resource that highlights their subject matter expertise and thought leadership.
- Opportunity to introduce a general session speaker.
- Company logo on screen during general session introductions (one exclusive slide).
- Company logo on blackout bingo card.
- Company logo on conference signage and THT website.
- Special reserved seating at THT Awards Luncheon.
- Opportunity for a 10 minute Innovation Spotlight during breakfast OR one of the breaks in the exhibit hall on Friday (some restrictions apply).
- Sponsorship of one of the following:
  - Welcome Reception (Thursday) .
  - Noble Allen Silent Auction Reception (Friday).
  - Certified Healthcare Trustees Breakfast (Saturday) .
- Co-sponsorship of the THT Board Dinner (**exclusive to Diamond Sponsors only**).
- Four executive invitations to the THT Board Dinner and special recognition during dinner.
- First right of renewal for 2020 sponsorship. **Must commit by March 1, 2020.**

## Platinum - \$7,500

*(Exclusively available to four sponsors)*

- Five conference registrations.
- Premier exhibit location, display area with one 6' skirted table.
- Full-page color sponsor message in on-site program.
- Company logo on screen during general session introductions (one exclusive slide).
- Receive attendee list five days prior to other vendors and updated list leading up to conference (no email or phone numbers).
- Company logo on blackout bingo card.
- Company logo on conference signage and THT website.
- Special reserved seating at THT Awards Luncheon.
- Opportunity for a 10 minute Innovation Spotlight during breakfast OR one of the breaks in the exhibit hall on Friday (some restrictions apply).
- Opportunity to introduce a speaker.
- Exclusive sponsorship of one of the following: a break, breakfast, lunch or registration desk.
- First right of renewal for 2020 sponsorship. **Must commit by March 1, 2020.**

## Gold - \$5,000

*(Exclusively available to six sponsors)*

- Four conference registrations.
- Prime display area with one 6' skirted table.
- Full-page, black and white sponsor message in on-site program.
- Company logo on screen during general session introductions.
- List of conference attendees with contact information provided prior to conference (no email or phone numbers).
- Company logo on blackout bingo card.
- Company logo on conference signage and THT website.
- Co-sponsorship of one breakfast or break (first come, first served basis, Certified Healthcare Trustees breakfast not included).
- Opportunity to introduce a breakout education speaker.

## Silver - \$3,500

- Three conference registrations.
- Display area with one 6' skirted table.
- Half-page, black and white sponsor message in on-site program.
- Company name on screen during general session introductions.
- List of conference attendees with contact information provided prior to conference (no email or phone numbers).
- Company logo on blackout bingo card.
- Company name listed on conference signage and THT website.

## Bronze - \$2,500

- Two conference registrations.
- Display area with one 6' skirted table.
- Company name on screen during general session introductions.
- List of conference attendees with contact information provided prior to conference (no email or phone numbers).
- Company name listed in on-site program.

## Friend of THT - \$1,000

- One conference registration.
- Company name listed in on-site program.
- List of conference attendees.

## Conference Sponsor Add-ons

- Bags and Registration Desk Sponsor - \$5,000 (Includes 2 registrations. First right of refusal to Diamond sponsors and then exclusively available to Platinum sponsors. You will have the opportunity to sponsor the bags and then pass them out to the attendees.)
- Bag inserts - \$500.

**Each of the add-ons below include one additional conference registration.**

- Pens - \$1,500.
- Notepads - \$1,500.
- Highlighters - \$1,500.
- ~~Hotel Keys - (\$1,500)~~ **SOLD OUT**
- Suggest an item - \$1,500.
- Additional Foyer Table - \$1,500 (get more exposure by purchasing an additional exhibitor table to have near the registration desk.)

## ITEMS SELL OUT QUICKLY!

Please check the conference sponsorship contract to see if your selection is still available.

## Sponsorship Inquiries:

Jessica Hoeftling  
Phone: 512/465-1020  
[jhoeftling@tha.org](mailto:jhoeftling@tha.org)

# Golf Tournament Sponsorships

## Golf course: AT&T Canyons at TPC

### Presenting (one) - \$5,000

- One complimentary foursome.
- One hole sponsorship with premium signage.
- Provide welcome remarks to kick off the 2019 Golf Tournament.
- Recognition at course and at THT Healthcare Governance Conference.
- Recognition and logo on all marketing material for tournament.
- Participate in tournament prize presentation during luncheon.
- Giveaway goodie bag with company name on it (provided by sponsor).
- Four registrations for the THT Healthcare Governance Conference.

### Players (two) - \$3,000

- One complimentary foursome.
- One hole sponsorship with premium signage.
- Recognition at course and at THT Healthcare Governance Conference.
- Recognition and logo on marketing material for tournament.
- Giveaway item for goodie bag with company name on it (tees, divot repair tool, etc.) provided by sponsor.
- Two registrations for the THT Healthcare Governance Conference.

### Beverage Cart (two) - \$2,500

- Two golfer registrations.
- Special signage on beverage cart (unless prohibited by golf course)
- Company logo on drink ticket.
- Recognition at course and at THT Healthcare Governance Conference.
- Two registrations for the THT Healthcare Governance Conference.

### Golf Ball (one) - \$2,000

- Two golfer registrations.
- Sleeve of balls with logo to be inserted in goodie bag (provided by sponsor).
- Recognition at course and at THT Healthcare Governance Conference.
- Two registrations for the THT Healthcare Governance Conference.

### Golf Cart (four) - \$1,500

- One golfer registration.
- Logo on each golf cart.
- Recognition at course and at THT Healthcare Governance Conference.
- One registration for the THT Healthcare Governance Conference.

### Hole - \$1,000

- One golfer registration.
- Signage at sponsored hole.
- Recognition at course and at THT Healthcare Governance Conference.
- One registration for the THT Healthcare Governance Conference.



THT strongly encourages all golf sponsors to provide an item to be given away during the tournament luncheon at a minimum value of \$150.

Golf tournament will be capped at 72 players. Sponsors purchasing teams are strongly encouraged to create their own team.

If you are interested in exhibiting at the Healthcare Governance Conference, a separate sponsorship will need to be purchased.

#### Sponsorship Inquiries:

Jessica Hoefling  
Phone: 512/465-1020  
[jhoefling@tha.org](mailto:jhoefling@tha.org)

# 2019 Sponsor Contract



Texas Healthcare  
Trustees

## VENDOR ATTENDANCE:

Vendor attendance is limited to those companies/firms participating in the respective events as a sponsor. Contact [jhoefling@tha.org](mailto:jhoefling@tha.org) for more information.  
Phone: 512-465-1020 | Fax: 512-853-4564

## CONTACT INFORMATION (please print)

Company Name (EXACTLY as you wish it to appear) \_\_\_\_\_  
 Contact Person \_\_\_\_\_ Title \_\_\_\_\_  
 Mailing Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Telephone (area code) \_\_\_\_\_ Fax (area code) \_\_\_\_\_  
 Email \_\_\_\_\_ Website [www.](http://www.) \_\_\_\_\_

## THT Healthcare Governance Conference and Golf Tournament

### Conference Sponsorship Levels:

- ☐ Diamond (\$10,000)
- ☐ Platinum (\$7,500)
- ☐ Gold (\$5,000)
- ☐ Silver (\$3,500)
- ☐ Bronze (\$2,500)
- ☐ Friend of THT (\$1,000)  
(does not include exhibit)
- ☐ THT Billboard Sponsor Friend (\$750)

### Add-Ons:

- ☐ Bags and Registration Desk (\$5,000)
- ☐ Pens (\$1,500)
- ☒ Hotel Keys (\$1,500) **SOLD OUT**
- ☐ Notepads (\$1,500)
- ☐ Highlighters (\$1,500)
- ☐ Bag Inserts (\$500)
- ☐ Additional Foyer Table (\$1,500)

**NOTE: Sponsorship opportunities for the Healthcare Governance Conference and Golf Tournament are two separate events.**

### Golf Tournament Sponsorship Levels:

- ☐ Presenting (\$5,000)
- ☐ Players (\$3,000)
- ☐ Beverage Cart (\$2,500)
- ☒ Golf Ball (\$2,000) **SOLD OUT**
- ☐ Golf Cart (\$1,500)
- ☐ Hole (\$1,000)

### REGISTRATION:

For conference and/or golf tournament sponsorship, please submit names, titles and email addresses of representatives to [servicecenter@tha.org](mailto:servicecenter@tha.org) by **June 29, 2019**.

### PAYMENT:

Sponsorship Level: \$ \_\_\_\_\_  
 Add-ons: \$ \_\_\_\_\_  
 Golf Tournament: \$ \_\_\_\_\_  
 Add 4% to total if  
 paying by credit card\*: \$ \_\_\_\_\_  
**Total amount due: \$ \_\_\_\_\_**

**Full payment is required before the conference.**

NOTE: Selection does not guarantee availability. Sponsor levels are limited and are offered on a first come, first served basis based on date both contract and payment are received. Full payment is required to reserve a selected level.

## PAYMENT

OR I authorize THT to charge my: ☐ Visa ☐ Master Card ☐ American Express

\*If paying by credit card, a service charge of an additional 4% will be incurred.

Card Number \_\_\_\_\_ CVV \_\_\_\_\_ Expiration Date \_\_\_\_\_

Print Name (as shown on card) \_\_\_\_\_

Cardholder's Signature (must be signed to charge) \_\_\_\_\_

Billing Address of Cardholder (if different from above) \_\_\_\_\_

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

**SPONSORSHIP GUIDELINES:** THT reserves the right to determine the appropriateness of sponsorships and to limit the number of sponsors. Acceptance of sponsorship does not imply THT or THA endorsement of sponsor's products or services in any way.

Signature \_\_\_\_\_ Date \_\_\_\_\_

### ☐ Remit Payment by ACH to:

Texas Healthcare Trustees  
 Account No. 0101887742  
 ACH or Transit Routing #111900785

### ☐ IF PAYING BY CHECK, SEND PAYMENT AND COPY OF CONTRACT TO:

Texas Healthcare Trustees  
 P.O. Box 95353  
 Grapevine, TX 76099-9733

# THT Healthcare Governance Conference

## Contract Terms and Conditions

**1. Complimentary Registrations:** Sponsoring/exhibiting company(ies) may qualify for a designated number of complimentary full conference registrations, including all meals (except for ticketed events), breaks and educational sessions. The number of complimentary registrations by sponsorship/exhibit option will be designated in the respective sponsor prospectus.

**2. Exhibit Space:** Levels that include a display area receive a 6' skirted table with two chairs. Additional exhibitor services, such as electricity, are available through the JW Marriott San Antonio Hill Country Resort & Spa for an additional charge.

**3. Sponsor Recognition:** To be recognized in the on-site conference program and conference signage, sponsor contract must be received by THT with full payment by **June 21, 2019**. If applicable, artwork, including logos, must be received by THT by **June 21, 2019**. Any contracts received after **June 29, 2019** must include full payment.

**4. Attendee List:** Sponsors/exhibitors will receive a list of registrants prior to the event and list of attendees after the event (per THT privacy policy, attendee emails are not provided).

**5. Website Listings:** All sponsors/exhibitors will be listed on the conference pages of the THT website and linked to the sponsor/exhibitor's website URL specified on the sponsor/exhibitor application form.

**6. Contributions:** All sponsor/exhibitor contributions are voluntary. Sponsorships/exhibits are accepted on a first-come, first-serve basis, based on date and time of the receipt of contract. THT reserves the right to limit the number of program sponsors/exhibitors and may reject any sponsorship/exhibit for any reason. THT reserves the right to refuse any sponsor/exhibitor that conflicts with the sponsorship/exhibit public policies or applicable law. Fees collected prior to such refusal shall be returned to the sponsor/exhibitor within 45 days.

**7. Conduct of Exhibitors:** The purpose of the event is to educate persons employed and who volunteer in the health care field in the utilization and development of new products, equipment and/or services. This does not preclude the stimulation by sponsors/exhibitors of interest in and demand for such products and/or services on the exhibit floor. All business activities of the sponsor/exhibitor must be within the sponsor/exhibitor's allocated exhibit space. In keeping with the nature of a health care professional meeting, undignified promotional methods and/or materials considered to be objectionable by the association are expressly prohibited. If food products are permitted to be served, the preparation of such foods cannot cause odors considered to be offensive or objectionable to other sponsors/exhibitors or registrants. In no event shall foodstuffs or beverages of any kind be served in individual servings larger than a bite-size sample of food or four ounces of liquid, respectively. Private social functions hosted by sponsors/exhibitors must be scheduled at a time or place where they will not conflict with official conference activities scheduled by the association.

**8. Cancellation:** : All sponsor cancellations must be submitted to THT exhibits management in writing. Cancellations received by THT on or before **June 21, 2019** will be assessed a fee of 50 percent of the total sponsorship cost. **No refunds will be given on cancellations received after this date.** Notwithstanding any provisions to the contrary herein contained, Texas Healthcare Trustees shall not be liable for any delay or inability to perform any obligation under this agreement resulting from governmental emergency orders, judicial or governmental action, sabotage, riots, vandalism, labor strikes or disputes, acts of God, fires, electrical failure, major computer hardware or software failures, acts of third parties, or any other cause, if such delay or inability to perform is beyond its reasonable control.

**9. Rules and Regulations:** Corporate members and sponsors represent and warrant that they:

- a) Have sufficient resources and capacity to provide the products and services that are being promoted under this agreement.
- b) 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.
- c) Have never been the subject of a lawsuit or governmental investigation or action and are not now subject to any threatened or existing claim, lawsuit, or governmental investigation, inquiry or action.
- d) 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 program).

**I have read and understand the contract terms and conditions.**

**Initial Here** \_\_\_\_\_