

Virginia Community Healthcare Association

Annual Leadership and Education Conference

May 14 & 15, 2008

Norfolk Waterside Marriott Hotel

Norfolk, VA 23510

Conference Partner & Exhibitor Opportunities



Setting the Course for Community Health





28th Annual Leadership and Education Conference
May 14 & 15, 2008
Norfolk Waterside Marriott Hotel
Norfolk, VA 23510

CONFERENCE PARTNERS & EXHIBITORS OPPORTUNITIES

Dear Friends,

The Virginia Community Healthcare Association is seeking partners and exhibitors for our 28th Annual Leadership and Education Conference. The conference will be held May 14 & 15, 2008 at the Norfolk Waterside Marriott Hotel in Norfolk, Virginia.

The goal of the conference is to provide training opportunities for more than 100 attendees featuring dynamic speakers and workshops as well as networking opportunities. Attendees represent more than 85 community health centers and similar community-based healthcare providers that serve as a healthcare home for more than 200,000 Virginians.

This year, there are many new opportunities for you to show your support, including our President's Dinner Cruise aboard the Spirit of Norfolk. There is also plenty of time built into the schedule to provide you with maximum exposure to participants.

If you have partnered with us at past conferences, we invite you to join us again this year in Norfolk. If you are new to the Association and community health centers, welcome! We look forward to learning more about your services and products and also introducing you to community health centers.

See you in May!

Sincerely,

R. Neal Graham
Chief Executive Officer

About the Association

The Virginia Community Healthcare Association, formerly known as the Virginia Primary Care Association is the statewide membership association for more than 85 federally qualified community health centers and similar community based medical practices in Virginia, Maryland and West Virginia. Our members provide comprehensive, quality healthcare services for low-income, uninsured and underserved Virginians. Your support of our annual conference enables our members to obtain the much needed training and technical assistance needed to create a healthier Virginia.

A financial statement is available upon written request from the Virginia Office of Consumer Affairs, www.vdacs.virginia.gov.

28th Annual Leadership and Education Conference

Conference and Exhibit Location:

Norfolk Waterside Marriott Hotel
235 E. Main Street
Norfolk, VA 23510
Phone: 1-757-627-4200

Conference Dates: May 14 & 15, 2008

Exhibit Hall Set-up: May 14, 2008, 9:30 AM - 11:00 AM

Scheduled Exhibit Hours: May 14, 2008, 11:00 AM - 12 noon; 1:00 PM - 1:30 PM
& 3:00 PM - 4:00 PM

Exhibit Hall Tear-Down: May 14, 2008, 4:00 PM (Exhibitors may not tear down before 4:00 PM)

TERMS AND CONDITIONS

1. All exhibitors will be assigned an exhibitor booth. **All exhibit booths will be awarded on a first come, first served basis.** The Association retains the right to reject any exhibitor that is deemed inappropriate.

2. Hotel reservations and travel arrangements are the responsibility of the exhibitors. A block of rooms have been reserved at the Norfolk Waterside Marriott Hotel. To receive the discounted rate you must reserve your room no later than April 12, 2007 AND ask for the Virginia Community Healthcare Association Room Block. To reserve your room, please call 1-757-627-4200

3. Each exhibitor booth will have a (3'x6') with table linens and chairs provided. Electricity and phone lines are not necessarily provided at each table. **Requests for electricity, phone lines and wireless connections must be arranged directly with the hotel. An A-V Request Form will be mailed to you in your confirmation letter.**

4. **President's Dinner Cruise, Awards Luncheon, Conference Bags Partners** must provide their company's logo (JPG or GIF format) and other details required (such as correct use of the sponsor's name, trademarks, etc.) to the Association no later than April 7, 2008 in order to be included on signage and conference program. Please e-mail no later than April 7, 2008 to Andrea Arthur at aarthur@vacommunityhealth.org.

5. No part of an exhibit and no signs or other materials may be pasted, nailed or otherwise affixed to walls, doors or other surfaces in a way that mars or defaces the premises or equipment and furnishings. Damage from failure to observe this notice is payable by the exhibitor. Use of space: Exhibitors may not sublet or divide their display area or show items for any non-exhibitor. Displays may not be placed so that they interfere with other exhibits. The Association reserves the right to alter exhibit locations/displays. Sound equipment may be used for demonstrations only.

6. The Association will not be held liable for damage or loss to an exhibitor's properties through fire, theft, accident, or any other cause, whether the result of negligence or otherwise.

7. The exhibitor assumes the entire responsibility and liability for losses, damages and claims arriving out of injury or damage to exhibitor's displays, equipment and other property brought upon the premises of the hotel and shall indemnify and hold harmless the Hotel and Convention Center, agents, servants and employees from any and all such losses, damages and claims.

PARTNERSHIP OPPORTUNITIES

Please indicate partnership level on the Application
*Very Limited Partnership Opportunities. Awarded on a first come—first served basis.
Call Andrea at (804) 378-8801, ext. 20 to check availability.*

President's Dinner Cruise (Exclusive: \$3,000; Partial: \$1,750) -- Its anchor's aweigh as conference participants enjoy meeting, greeting and networking while sailing aboard the Spirit of Norfolk. Partnering on this opportunity allows you to have direct contact with attendees. Includes dinner and cruise for two representatives from your company, recognition and company's logo in the conference program and an exhibit table during conference exhibitor hours.

Conference Bags (Exclusive: \$2,000, Partial; \$1,250) -- This complimentary promotional item is designed for long-term use which translates to long-term exposure of your organization to conference attendees long after the event is over. Choose this option and your company's logo will be put on the bag. *Must commit by March 28, 2008.* Your company will also be recognized in the conference program and receive an exhibit table during conference exhibitor hours.

Awards Luncheon (Exclusive: \$1,000; Partial: \$750) — The highlight of the conference! The luncheon is a very touching and memorable event that recognizes members and friends of the association for their outstanding achievement. Your company will be recognized from the podium and in the conference program for your support of the awards luncheon. Includes lunch for two representatives for your company and an exhibit table during conference exhibitor hours.

EXHIBITOR OPPORTUNITIES

Conference exhibit space is limited. Space will be awarded on a first come, first served basis.

Conference Exhibitor: \$500

- *Two* Exhibitor Registration for all days of the conference*
- *A listing in the Conference Program*
- *One exhibit booth space including 6 foot draped table and two chairs*
- *All meals and breaks*

Nonprofit/Government Exhibitor: \$300

- *One Exhibitor* Registration for all days of the conference*
- *A listing in the Conference Program*
- *One exhibit booth space including 6 foot draped table and one chair*
- *All meals and breaks*

**Each additional exhibitor registration is \$75.00*

*For questions about Partnership & Exhibitor Opportunities please contact
Andrea Arthur, Coordinator of Resource Development, (804) 378-8801, ext. 20*

Annual Leadership and Education Conference CONFERENCE PARTNERS & EXHIBITORS APPLICATION

Mail completed application and payment to Virginia Community Healthcare Association, 6802 Paragon Place, Suite 625, Richmond, VA 23230 *no later than Monday, April 7, 2008*. In order to reserve your exhibit booth or partnership opportunity, payment MUST be received at the time application is submitted.

All confirmation materials will be sent to the contact person listed below:

Company Name: _____
Contact Person: _____ Title: _____
Address: _____
City: _____ State: _____ ZIP: _____
Phone: (____) _____ FAX: (____) _____ E-mail: _____
Company Website: _____

Partnership & Exhibitor Opportunities (please check one)

Partners and Exhibitors:

- President's Dinner Cruise (*Exclusive: \$3,000; Partial: \$1,750*)
- Conference Bags (*Exclusive: \$2,000; Partial: \$1,250*)
- Awards Luncheon (*Exclusive: \$1,000, Partial: \$750*)
- Conference Exhibitor (\$500)

Conference Partners and Conference Exhibitors receive two complimentary exhibit hall registrations. Please list your two representatives here:

Name & Title _____
Name & Title: _____

Nonprofit/Government Exhibitors:

- Nonprofit/Government Exhibitor (\$300)

Nonprofit/Government Exhibitors receive one complimentary exhibit hall registration. Please list your representative here:

Name & Title _____

Payment Information:

- We have enclosed a check made payable to Virginia Community Healthcare Association (*Tax I.D.#54-1230284*)

- Please charge my (circle one) MasterCard Visa (*The Association only accepts MasterCard or Visa*)

Card #: _____ Expiration Date: _____

3 Digit CIV# on back of card: _____

Name as it appears on credit card: _____

Cardholders Signature: _____ Date: _____

By signing below, I agree to abide by the terms and conditions as set forth by the Virginia Community Healthcare Association and the Norfolk Waterside Marriott Hotel.

Signature _____ Date: _____