

### Annual Meeting Sponsorship Information

State Association	Annual Membership Meeting Month	Annual Meeting Sponsors (Y/N)	Average Number of Sponsors	Sponsorship Categories	Sponsorship Benefits	Examples of Types of Sponsors	Outsourcing for Meeting Functions
California Hospital Association		N					Yes
Colorado Hospital Association	September	Y	100	Title sponsor=\$10k; Premier sponsor=\$3-5k; Special events=\$25k; Golf tournament=\$6500	<a href="#">Available upon request</a>	Consulting Firms; Law Firms; Insurers/MCOs; Medical Device Companies; Health Care Providers; Health Care Organizations; Consumer Organizations; Information Technology;	
Delaware Healthcare Association		Y	11	Exclusive Network Luncheon Sponsor=\$2000; Presentation sponsor=\$1,000; Friend of Association=\$500	<a href="#">Available upon request</a>	Consulting Firms; Insurers/MCOs; Health Care Organizations; Building Design & Construction; QUO; Food Service; Uniform/Linen Service; Recruiters	Trade show mgmt/sales
Florida Hospital Association	October	Y	10	For PAC Golf Tournament held at Annual Meeting - sponsor levels range from \$750 to \$5,000 (starting with general sponsor, hole sponsor, team sponsor, and tournament package sponsor). For Annual Membership Meeting - levels range from \$1,500 to \$7,500+. Sponsors are able to select an event or speaker being held during the meeting that their sponsor dollars are applied i.e., Speaker, Reception, Breakfast, Break, Lunch, etc.	Company's logo in annual meeting program. One set of annual meeting handouts, including attendee roster. One hard copy set of FHA member address labels - for sponsor's use in a pre or post meeting mailing. Verbal Recognition at meeting. Signage recognition at meeting. Company description in annual meeting program.	Consulting Firms; Law Firms; Insurers/MCOs; Medical Device Companies;	
Georgia Hospital Association	February	Y	60	Gold=\$8000; Silver=\$4000; Bronze=\$2000	<a href="http://www.gha.org/About/Invitation.pdf">http://www.gha.org/About/Invitation.pdf</a>	Consulting Firms; Law Firms; Insurers/MCOs; Medical Device Companies; Health Care Providers; Health Care Organizations	
Illinois Hospital Association	September	Y		Platinum Partners=\$10,000; Gold Sponsors=\$5,000; Silver Sponsors=\$3,000		Consulting Firms; Law Firms; Insurers/MCOs; Rx Companies; Health Care Organizations	
Indiana Hospital Association	September	Y		From \$1500-\$10,000	<a href="#">Available upon request</a>	Law Firms; Insurers/MCOs; Medical Device Companies; Architectural Firm; Physician Recruitment Firm	
Kansas Hospital Association	November	Y	25	<a href="#">Available upon request</a>	<a href="#">Available upon request</a>	Consulting Firms; Law Firms; Insurers/MCOs; Health Care Providers; Health Care Organizations; Personal Membership Groups	

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Kentucky Hospital Association	May	Y	9	Diamond: \$10,000; \$7,500; Silver: \$5,000; Bronze: \$2,500	<a href="#">Available upon request</a>	Consulting Firms; Law Firms; Insurers/MCOs; Health Care Providers; Health Care Organizations	
Louisiana Hospital Association	July	Y	20	Fees range from \$2500 to \$25000	<a href="http://www.lhaonline.org/associations/3880/files/LHA%20Sponsorship%20Packet.pdf">http://www.lhaonline.org/associations/3880/files/LHA%20Sponsorship%20Packet.pdf</a>	Law Firms; Insurers/MCOs; Health Care Providers; Health Care Organizations; CPA Firms; Architectural Firms; Investment Firms	
Maine Hospital Association	June	Y	27		Complimentary registration if >\$1000; Name on promotional materials; Signage at event; Recognition from podium	Consulting Firms; Law Firms; Insurers/MCOs; Architecture and Building Companies	
Maryland Hospital Association	June	Y	6	Platinum and Silver Sponsors	<a href="#">Available upon request</a>	Consulting Firms	Site Selection; RFPs/contract preparation
Massachusetts Hospital Association	June	Y	11	One category \$7500	Courtesy admission; signage at event; recognition from podium; distribution of promotional material to attendees; brochure marketing; a host form the senior management team	Consulting Firms; Law Firms; Insurers/MCOs; Architecture and Construction Firms	Registration and Gold Outing
Michigan Health & Hospital Association	June	Y	40	Membership Meeting=\$6500-\$15,000; Golf Outing=\$1000-\$20,000	Recognition in promotional materials and conference meeting guide, signage, badge ribbons	Consulting Firms; Law Firms; Insurers/MCOs; Rx Companies; Health Care Providers	
Minnesota Hospital Association	September	Y	23	Platinum=\$10,000; Gold=\$5000; Silver=\$2500; Bronze=\$1500	<a href="#">Available upon request</a>	Consulting Firms; Law Firms; Insurers/MCOs; Health Care Providers;	
Mississippi Hospital Association	June	Y	20	Corporate sponsorship=\$10,000	<a href="#">Available upon request</a>	Consulting Firms; Law Firms; Insurers/MCOs; Health Care Organizations; Consumer Organizations; Architecture and Construction Firms	
Missouri Hospital Association	November	Y	25	Silver=\$3000; Gold=\$5000; Platinum=\$10,000; Elite=\$50,000	<a href="#">Available upon request</a>	Consulting Firms; Law Firms; Insurers/MCOs; Medical Device Companies; Health Care Providers; Health Care Organizations	

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Nebraska Hospital Association	October	Y	40	Various levels offering different levels of exposure. Also solicit sponsors for specific items or events		Consulting Firms; Law Firms; Insurers/MCOs; Medical Device Companies; Health Care Providers; Health Care Organizations	Trade show prep, shipping and show-related requests.
Nevada Hospital Association	September	Y	9	CEO Rountable Session=\$1500; Dinner Sponsor=\$1500; Breakfast Sponsor=\$800; Keynote Sponsor=\$2000; Award Luncheon Sponsor=\$1500; NHA Retreat Sponsor= \$5000; AHCHE/HFMA Breakout=\$1000; Nursing Breakout=\$1000	Acknowledgment in membership meeting materials; signage at specific event; recognition in Hospital Healthink; 2 complimentary registrations	Insurers/MCOs; Health Care Providers; Health Care Organizations	
New Hampshire Hospital Association	September	Y	29	<a href="#">Available upon request</a>	<a href="#">Available upon request</a>	Consulting Firms; Law Firms; Insurers/MCOs	Housing
New Jersey Hospital Association	January	Y	3	<a href="#">Available upon request</a>		Consulting Firms; Law Firms; Insurers/MCOs; Rx Companies; Health Care Providers	
New Mexico Hospital Association	September	Y	13	<a href="#">Available upon request</a>	<a href="#">Available upon request</a>	Consulting Firms; Law Firms; Insurers/MCOs; Health Care Providers; Health Care Organizations; Consumer Organizations; Information Technology;	
North Dakota Healthcare Association	September	Y	12	General Sponsor=\$500 and \$1000; Luncheon Sponsor=\$1000; Breaks=\$300; Allied Groups=\$300	Complimentary registration	Consulting Firms; Law Firms; Insurers/MCOs; Health Care Organizations	
Ohio Hospital Association	June	Y	6	Varies from year to year	Acknowledgement in meeting materials; mailing/contact lists; courtesy admission	Consulting Firms; Insurers/MCOs;	
Oklahoma Hospital Association	November	Y	6	Yes		Consulting Firms; Law Firms; Insurers/MCOs; Health Care Providers;	Production and staging for major events at annual meeting
Oregon Association of Hospitals and Health Systems	July	Y	3	Platinum, gold or silver;	Acknowledged in meeting materials; access to CEOs; courtesy admission	Consulting Firms; Law Firms; Insurers/MCOs	
Hospital & Healthsystem Association of Pennsylvania	October	Y	6	<a href="#">Available upon request</a>	<a href="#">Available upon request</a>	Consulting Firms; Health Care Organizations; Construction; Physician Recruitment, Clinical Outsourcing	

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South Dakota Association of Healthcare Organizations	September	Y	6	Platinum=\$6000; Gold=\$3000; Break=\$2500	Contact lists; courtesy admission; signage	Insurers/MCOs	
Tennessee Hospital Association	October	Y	5		Acknowledged in meeting materials	Consulting Firms; Insurers/MCOs; Group Purchasing Organizations	
Texas Hospital Association	February	Y	100	\$3000; \$5000; \$10,000 \$20,000	Higher levels obtain more privileges including invites to HOSPAC reception and THA Board dinner and premium locations	Consulting Firms; Law Firms; Insurers/MCOs; Medical Device Companies; Health Care Providers; Health Care Organizations; Consumer Organizations	Trade show and exhibitor set up
Virginia Hospital & Healthcare Association	November	Y	25	\$500-\$5000	Acknowledgement in meeting materials; mailing/contact lists; courtesy admission	Consulting Firms; Law Firms; Insurers/MCOs; Health Care Organizations	
Washington State Hospital Association	October	Y	4			Consulting Firms; Law Firms; Insurers/MCOs; Health Care Organizations	
Wisconsin Hospital Association	September	Y		\$10,000=Champion; \$5000=partners; \$2500=Patrons; \$1000=sponsor			
Wyoming Hospital Association	October	Y	3	\$500 and \$1000	<a href="#">Available upon request</a>	Consulting Firms; Insurers/MCOs;	