



# WAPA 2018 Spring Conference

April 28-May 1, 2018 | Seattle Airport Marriott Hotel

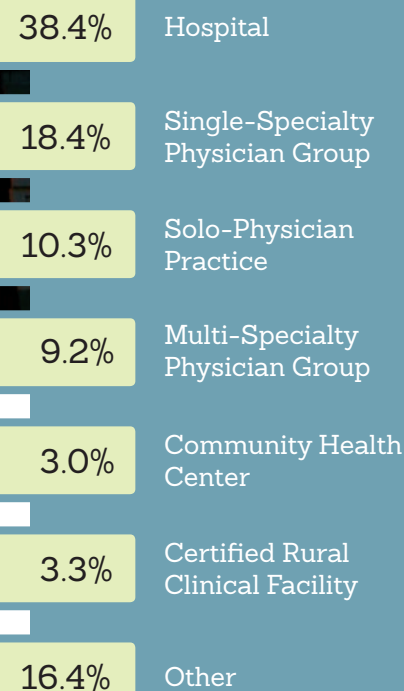
## Exhibitor Prospectus

Sponsorship and Advertising Opportunities  
Booth Space





## PA Work Environment<sup>†</sup>



## Where PAs Come for Opportunity

Nearly 350 PAs and PA students from the Western region will be at the WAPA Spring Conference looking to be introduced to innovative products and new technologies — Will you be there too?

A Physician Assistant (PA) practices medicine under the direction of a physician. As members of healthcare teams, PAs:

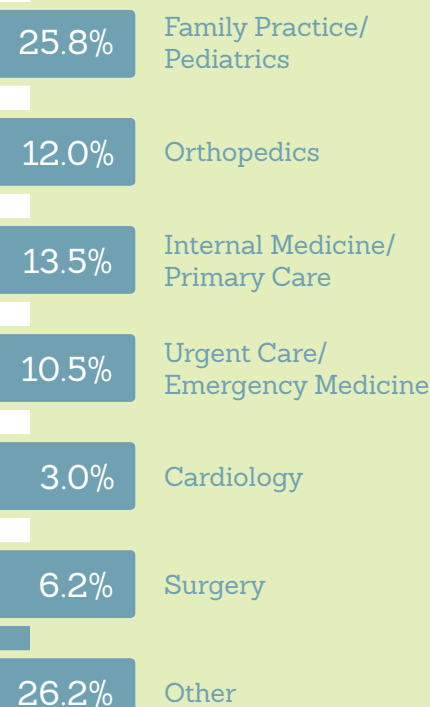
- take medical histories,
- diagnose and treat patients,
- consult and refer to specialists,
- prescribe medications,
- assist in surgery,
- counsel patients and
- perform minor procedures.

A PA exercises considerable autonomy in diagnosing and treating patients, but the supervising physician and state law determine the scope of a PA's practice. PAs practice in a wide variety of specialties and settings.

Today, PAs are one of the **fastest-growing** occupations on the front lines of healthcare.<sup>†</sup>

- Every year, a typical PA treats 3,500 patients<sup>†</sup>
- The profession has **grown 34%** since 2006<sup>†</sup> and is expected to continue growing
- Nearly one-third (32%) of PAs practice in primary care<sup>†</sup>, the largest segment of which is family medicine (23% of PAs overall)

## PA Practice Specialties<sup>\*</sup>



<sup>†</sup>Source: 2013 AAPA Annual Survey

<sup>\*</sup> Source: 2014 WAPA Spring Conference



Since being involved with the WAPA, I feel it has been beneficial for the children and families across the region. I have been able to connect with providers on a level that is truly amazing; **providing resources and tools to ensure seamless accessibility to care at Shriners Hospitals for Children. Thank you WAPA and your commitment to patients across the region.**

Trina Olson  
Shriners Hospitals for Children®  
—Spokane

**PAs are a key target group for Boehringer Ingelheim. This is my fifth year as an exhibitor as the traffic to our booth is always great. I get to see students, recent grads, and PAs from all specialties.**

Clarence Perry  
Boehringer Ingelheim



Reach a PA  
and You  
Reach the  
Team.

## Sponsorship Opportunities: Add Visibility and Traffic to Your Booth

### Gold | \$5,000+

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- 3 tables per day for 4 days
- Preferred exhibit space
- 4 lunch passes per day for representatives
- Copy of the conference e-syllabus
- Prominent citation on our e-syllabus and brochure
- Gold supporter acknowledgement from conference podium
- Gold ribbons for exhibit area personnel
- Gold supporter listing in the WAPA newsletter covering the conference

### Silver | \$3,500 – \$4,999

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- 2 tables per day for 4 days
- Preferred exhibit space
- 3 lunch passes per day for representatives
- Copy of the conference e-syllabus
- Prominent citation on our e-syllabus and brochure
- Silver supporter acknowledgement from conference podium
- Silver ribbons for exhibit area personnel
- Silver supporter listing in the WAPA newsletter covering the conference

### Bronze | \$2,000 – \$3,499

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- 1 table per day for 4 days
- 2 lunch passes per day for representatives
- Copy of the conference e-syllabus
- Bronze supporter citation on our e-syllabus and brochure
- Bronze supporter acknowledgement from conference podium
- Bronze ribbons for exhibit area personnel
- Bronze supporter listing in the WAPA newsletter covering the conference

### Exhibitor Space | \$800 – \$1,999

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- 1 table per day
- 1 lunch pass per day for representatives
- Copy of the conference e-syllabus

# Practices and Regulations

- WAPA reserves the right to restrict exhibits, without refund, which may be falsely entered.
- Distribution of literature, samples, etc., in the exhibit area by firms that are not participating as paid exhibitors is strictly prohibited.
- Exhibitors are responsible for shipping, storage, and installation of exhibit materials and all costs involved thereby.
- There is a \$100 service fee on all cancellations. No Refunds for cancellations received after April 6, 2018.
- WAPA and Seattle Airport Marriott Hotel do not guarantee against theft, vandalism, or otherwise.
- It is expressly understood that exhibitors shall indemnify and hold harmless WAPA and Seattle Airport Marriott Hotel of all liability (damage or accident) that might ensue from any cause in connection with transfer, installation, maintenance or removal of exhibits, or in display of exhibits. It is expressly understood that WAPA will not pay for special equipment, facilities and services ordered by technical exhibitors.
- Electrical and other apparatus must be operated so that the noise does not interfere with other exhibitors.
- All electrically wired display material must comply with requirements of the National Board of Fire Underwriters.
- Aisles must be kept clear. To this end, exhibits must be arranged so that exhibitors and their representatives are within their exhibit space.
- Care must be taken by the exhibitor not to deface or destroy any part of the exhibit areas. In the event of property damage caused by him/her, the exhibiting company will be held responsible.
- Use of the name "WAPA" or that of any officer of said Association, in recommendation of a product or services, is expressly prohibited.
- Table space not occupied by the close of the exhibit installation period as specified above, will be forfeited by the exhibitor, and this space may be resold or used by the conference management.

# Booth, Representative & Exhibitor Shipping Information

## Booth Information and Exhibit Space

One booth includes a 6' skirted table. Electrical outlets must be requested through WAPA and put on your registration form. Please check with the WAPA registration desk when you arrive for the exhibit location. Tables will be assigned on a first-come, first serve basis unless you are a Gold or Silver sponsor and are entitled to preferred exhibit space. Please bring your own extension cords. Neither WAPA nor the Seattle Airport Marriott Hotel will accept responsibility for any items left in your exhibit area. You may wish to take anything of value with you.

## Exhibit Hours

During registration, and at all morning and afternoon breaks on April 28 – May 1, 2018. See schedule for more information.

## Set Up

The exhibit area will be available beginning at 6:00 PM on Friday, April 27, 2018. After that, exhibitors can begin setting up at 6:00 AM each of the following days of the conference.

## Move Out

3:30 PM, Tuesday, May 1, 2018

## Shipping and Receiving

- Small box: 10-20 lbs Free — up to 3 boxes then \$10.00 each + 10% tax
- Medium box: 20-74 lbs \$10.00 each + 10% tax
- Large box: 75-120 lbs \$15.00 each + 10% tax
- Display/Exhibit cases are \$20.00 each plus 10% tax
- Skid or Pallet: \$100.00 each.
- Extended storage beyond 3 days is \$10.00 per day plus 10% tax.

Parcels must be addressed to the guest responsible for claiming the parcel at the Hotel.

Seattle Airport Marriott

Attention: (WAPA Meeting/person who will be asking for package) – guest

3201 South 176th Street  
Seattle, WA 98188

# Reserve your space!



Company Name

Exhibitor Contact

Title

Address

City/State/Zip

( )

( )

Phone

Fax

Email Address

▶ Please provide email addresses of representatives who will be at the meeting (*for meeting information*).

1st Representative

Email Address

2nd Representative

Email Address

3rd Representative

Email Address

4th Representative

Email Address

Product(s) to be displayed

## I WOULD LIKE TO BE ONE OF THE FOLLOWING SPONSORS:

**GOLD** over \$5,000

**SILVER:** \$3,500 – \$4,999

**BRONZE:** \$2,000 – \$3,499

We are interested in supporting one or more conference activities (Raffle Gifts, Speaker Luncheons, Coffee Breaks, or Social Events) through the donation of an unrestricted gift.

**\*\*OR\*\***

## \*\*PLEASE RESERVE THE FOLLOWING EXHIBIT SPACE\*\*

Saturday/Sunday/Monday/Tuesday • April 28 – May 1 for \$1,500.00

Saturday/Sunday • April 28 – April 29 for \$800.00

Monday/Tuesday • April 30 – May 1 for \$800.00

Electrical Outlets Required:  Yes  No How Many? \_\_\_\_\_ (*Bring your own extension cords*)

\* Non-profit and small business discount available. Please contact WAPA at: [lmk@wsma.org](mailto:lmk@wsma.org) or call (206) 956-3624

Enclosed is my check for payment

Please charge my American Express, VISA or Mastercard

Name on Card

Billing address & Zip Code

Credit Card Number

Expiration Date

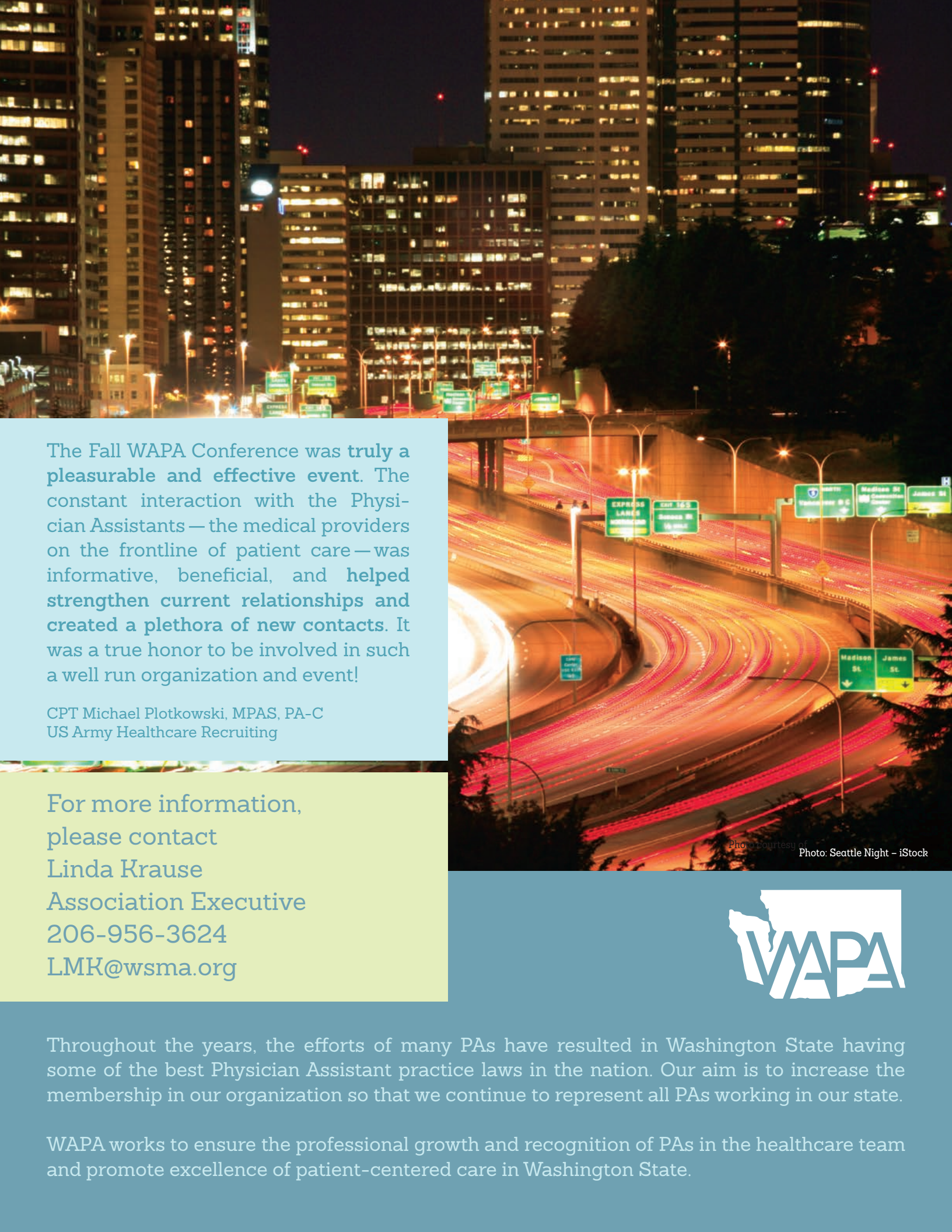
Security Code

Please Return Completed application, along with payment to: WAPA ■ 2001 Sixth Avenue, Suite 2700 ■ Seattle, WA 98121

FAX: (206) 441-5863 ■ EMAIL: [lmk@wsma.org](mailto:lmk@wsma.org) ■ QUESTIONS: (206) 956-3624 ■ TAX ID: 91-0953376

There is a \$100 service fee on all cancellations. No Refunds for cancellations received after April 6, 2018.



A nighttime photograph of a city skyline with illuminated skyscrapers. In the foreground, a multi-lane highway is shown with long-exposure light trails from cars, creating streaks of white, yellow, and red. Green highway signs are visible above the road.

The Fall WAPA Conference was truly a pleasurable and effective event. The constant interaction with the Physician Assistants – the medical providers on the frontline of patient care – was informative, beneficial, and helped strengthen current relationships and created a plethora of new contacts. It was a true honor to be involved in such a well run organization and event!

CPT Michael Plotkowski, MPAS, PA-C  
US Army Healthcare Recruiting

For more information,  
please contact  
Linda Krause  
Association Executive  
206-956-3624  
LMK@wsma.org

Photo courtesy of  
Photo: Seattle Night – iStock



Throughout the years, the efforts of many PAs have resulted in Washington State having some of the best Physician Assistant practice laws in the nation. Our aim is to increase the membership in our organization so that we continue to represent all PAs working in our state.

WAPA works to ensure the professional growth and recognition of PAs in the healthcare team and promote excellence of patient-centered care in Washington State.