

Society of Air Force Physician Assistants (SAFPA) is proud to host the

51st Annual Air Force Physician Assistant Readiness Course



January 22 - 26 2024
Exhibitor dates January 23-25



Drury Plaza Hotel San Antonio Riverwalk
San Antonio, Texas

EXHIBITOR PROSPECTUS

General Information

Visit with 250+ Air Force Physician Assistants from all over the world.

We will hold a giveaway exclusively for the attendees that visit all of our vendors to guarantee high foot traffic!

Today, PAs are one of the fastest-growing healthcare provider professions, with 168,300+ working in communities nationwide.

Source: aapa.org

AFPARC exhibitors are companies providing services, resources, equipment, and information to assist PAs and their practice

- *Pharmaceuticals
- *Medical office equipment
- *Educational and resource books
- *Practice management software
- *Locum tenens information
- *Financial and insurance services and products
- *Travel and leisure opportunities

Why be an exhibitor?

- Our attendees come to find tools to improve their clinical practice
- A product or service that will help provide better healthcare or help them work more efficiently will earn their undivided attention
- Previous AFPARC exhibitors know how important our conferences are to your organization's success
- Increase your visibility and demonstrate your commitment to military PAs
- Space is limited! Reserve your spot today

1 in 3 PAs are in a leadership role and are responsible for managing a budget, including choosing what items to purchase and use in their practice

PA Professionals

Did You Know?

US News & World Report ranked PAs as #4 of 100 Best Jobs in America in 2023

Certified PAs must graduate from an accredited Master's level PA Program

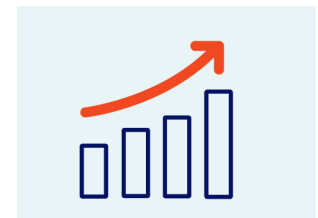
Every PA student completes 2,000 hours of clinical rotations over the course of their academic program

50.9% of PAs practice in an outpatient or office setting

PAs are leaders in public health, providing essential preventive care that leads to improved health outcomes and stronger communities

PAs are an influential part of the healthcare team. Every day PAs can be seen:

- Taking a detailed patient history
- Conducting a full physical exam
- Diagnosing and treat patients
- Ordering and interpreting tests
- Consulting and referring to specialists
- Performing medical and surgical procedures
- Counseling and educate patients
- Prescribing medications



31% more PAs by 2030

The Association of American Medical Colleges (AAMC) projects a shortage of physicians between 37,800 and 124,000 by 2034. Meanwhile, PA employment continues to grow faster than average for all occupations.

Sponsorship Opportunities

Look closely as our options have changed

Exhibitor - \$500 per table

Exhibit space includes one black draped 6' x 3' table with two chairs in exhibit hall

Bronze Sponsorship - \$1,000

All exhibitor benefits plus:

- Post conference attendee list
- Recognition in onsite program

Gold Sponsorship - \$5,000

(only four opportunities available)

All exhibitor benefits plus:

- Post conference attendee list
- Special recognition in onsite program with color logo
- Recognition in Spring edition of SAFPA's newsletter
- Up to 2.5' x 4' banner (supplied by vendor) displayed in main conference room
- Sole sponsor of one lunch for 100
- Reserved main conference room audience for 1 hour during sponsored lunch (pending lecture approval by SAFPA)

Platinum Sponsorship - \$10,000

All exhibitor benefits plus:

- Sole sponsor of the main ballroom audiovisual package all week
- Exclusive space for logo on podium (supplied by SAFPA)
- First choice at table location in exhibit hall

Silver Sponsorship - \$2,500

(only three opportunities available)

All exhibitor benefits plus:

- Post conference attendee list
- Special recognition in onsite program
- Exhibit hall beverage break sponsor including on-site signage

Diamond Sponsorship - \$8,000

(only one opportunity available)

All Exhibitor benefits plus:

- Post conference attendee list
- Special recognition in onsite program with color logo
- Special recognition in Spring edition of SAFPA's newsletter
- Exclusive space for up to 4' x 6' banner displayed in main conference room (supplied by vendor)
- Sole sponsor of membership/awards dinner (Wednesday 24 January 2024, 6-8pm)
- 10 minute audience at membership dinner (130+ attendees)
- Exclusive draped 6' x 3' table with two chairs throughout membership dinner

Additional Sponsorship & Advertising Opportunities

Limited opportunities available:

- Space for a poster supplied by vendor up to 2' x 3' in main conference room - \$500
- Space for a poster supplied by vendor up to 4' x 6' prominently displayed in main conference room - \$1,000

Application for Exhibit Space

2024 Air Force Physician Assistant Readiness Course (AFPARC)
DRURY PLAZA HOTEL SAN ANTONIO RIVERWALK, SAN ANTONIO, TX
MEETING DATES: January 22 - 26, 2024 - EXHIBITOR DATES: January 23-25, 2024

EXHIBITOR: _____ (Legal name of organization)

ADDRESS: _____ CITY/STATE/ZIP: _____

Name & Title of Exhibitor Representative: _____

Contact Information for Exhibitor Representative: Email: _____

Phone: _____ Fax: _____

The Exhibitor sign(s) for the booth should read: _____

BY SIGNING THIS APPLICATION, EXHIBITOR AGREES TO ABIDE BY THE GENERAL RULES AND REGULATIONS INCLUDED WITH, AND MADE PART OF, THIS APPLICATION. ACCEPTANCE OF THIS APPLICATION BY THE SAFPA CONSTITUTES A BINDING CONTRACT. APPLICATIONS RECEIVED WITHOUT AN AUTHORIZED SIGNATURE AND FULL PAYMENT WILL NOT BE ACCEPTED OR PROCESSED.

Authorized Signature: _____

Sponsorship Opportunities

- Platinum Sponsor - \$10,000
- Diamond Sponsor - \$8,000
- Gold Sponsor - \$5,000
- Silver Sponsor - \$2,500
- Bronze Sponsor - 1,000

Additional Sponsorship Opportunities

- 2' x 3' poster - \$500 each
#: _____ Total: _____
- 4' x 6' Banner - \$1,000 each
#: _____ Total: _____

The Application & Payment

Please complete, sign and return the completed application to safpaactivities@gmail.com. If paying by check, please coordinate through the email address as well. You may pay by credit card by completing the information below or by going to www.safpa.org and clicking on the vendor tab.

Credit Card Number: _____ Security Code: _____

Expiration Date: _____

Cardholder's Name: _____

Cardholder's Signature: _____

Billing Address: _____

City/State/Zip: _____

SOCIETY OF AIR FORCE PHYSICIAN ASSISTANTS

General Rules and Regulations for Exhibit Space

1. Space Rental and Assignment of Location:

- a. The SAFPA in its sole discretion determines the eligibility of an entity or product for exhibit space.
- b. When possible, space assignments will be made by the SAFPA in keeping with the preference of the Exhibitor. The SAFPA reserves the right to make the final determination of all exhibit space assignments. It may prohibit installation, or request removal, of any exhibit or the discontinuation of any promotion, in whole or in part.
- c. Products and services to be exhibited must meet standards of generally accepted medical practices.
- d. Products that require approval by the Food and Drug Administration for marketing must receive this approval before being eligible to exhibit at a SAFPA meeting and must include "full disclosure" when required.
- e. Technical data and scientific documentation may be required for products not regulated by the FDA or other governmental agency.
- f. Products and services will be accepted for exhibit only if they are in harmony with the SAFPA's mission to serve the medical profession.

2. Applications, Payment, Cancellations and Refunds.

- a. An Application for exhibit space will not be considered made unless it is fully and legibly completed, accompanied by payment in full for the requested exhibit space, and received by the SAFPA. Applications received without full payment will not be processed, nor will exhibit space be assigned.
- b. An Exhibitor may cancel its exhibit space and receive a refund of seventy five percent (75%) of the payment made only if written notice of such cancellation is received by the SAFPA no later than 60 days prior to the first day of the meeting. There will be no refunds or credit of exhibit space payment if written cancellation notice is received less than 60 days prior to the first day of the course.

3. Use or Subletting of Exhibit Space.

- a. No Exhibitor shall assign, sublet, share or otherwise transfer its assigned exhibit space with another entity unless prior written approval has been obtained from SAFPA.

4. Authorized Exhibitor Representative.

- a. Each Exhibitor must name one person to be its representative in connection with installation, operation and removal of the exhibit. The Exhibitor shall be responsible for the representative being in attendance during the meeting, and the representative shall be responsible for keeping the exhibit neat, manned and orderly at all times.

5. Americans with Disabilities Act (ADA).

- a. Exhibitor represents and agrees that its exhibit space shall be reasonably accessible and usable by persons with disabilities and that it is in compliance to the extent applicable under regulations implementing Title III of the ADA. Exhibitor shall indemnify and hold the SAFPA harmless from and against any and all claims and expenses, including attorneys' fees and litigation expenses that may be incurred by or asserted against the SAFPA, its officers, directors, agents or employees, on the basis of Exhibitor's breach of this paragraph or noncompliance with any provision of the ADA.

6. Liability and Insurance.

- a. All property of the Exhibitor is understood to remain under its custody and control in transit to, from, and while at the meeting. Neither the SAFPA, nor any of its officers, directors, agents or employees are responsible for the safety of the property of the Exhibitor from theft, damage, accident, vandalism, or other causes and the Exhibitor expressly waives and releases any claim or demand it may have against any of them by reason of any damages or loss of any Exhibitor's property.

7. Inability to Perform.

- a. If the SAFPA is prohibited from conducting the course or is unable to permit the Exhibitor to occupy its space due to circumstances beyond its control, including, but not limited to strike, civil disobedience, government regulation and/or acts of God, SAFPA will refund to Exhibitor the amount of exhibit fee paid, less a proportionate share of SAFPA expenses. Exhibitor agrees that the SAFPA will have no liability for any costs, damages, or expenses that Exhibitor incurs as a result of the meeting being cancelled.

8. Interpretation and Adherence to General Rules.

- a. All matters not specifically covered by the preceding rules shall be subject solely to the decision of the SAFPA. The SAFPA shall have sole authority to interpret, amend, and enforce these rules and regulations, provided Exhibitors receive notice of any amendments made. Each Exhibitor and its employees agree to abide by these rules and regulations, and by any amendments to them. Exhibitors or their representatives who fail to observe these conditions or who, in the sole opinion of the SAFPA, conduct themselves inappropriately may be dismissed from the exhibit area without refund or appeal.