

58th ANNUAL ASSEMBLY

SPONSOR/EXHIBITOR PROSPECTUS

APRIL 11TH-14TH, 2019

SARATOGA SPRINGS CITY CENTER - SARATOGA SPRINGS, NY



MESSAGE FROM THE PRESIDENT

Dear Colleagues,

I am excited to invite you to the NYSCHP 58th Annual Assembly at The Saratoga Springs City Center in Saratoga Springs, NY from Thursday, April 11th to Sunday, April 14th, 2019. The NYSCHP Annual Assembly is the premier New York meeting of health-system pharmacists who gather to learn from pharmacy leaders, discuss challenges and best practices, build professional networks, and plan for future practice improvements. The Annual Assembly typically draws over 450 attendees from student – pharmacists to Chief Pharmacy Officers and administrators. It is the single most important meeting for New York State health-system Pharmacists to attend each year.

The Annual Assembly typically draws over 80 industry exhibitors. Our industry colleagues and partners have the opportunity to display, demonstrate, and discuss their products and services. The exhibit hall will take place on Friday, April 12th, providing two hours for conference attendees to meet with exhibitors and discuss the latest information about pharmaceuticals, technologies and products. In addition, two Director of Pharmacy/Industry networking event sessions are offered: a 90-minute session on Thursday following the House of Delegates meeting, and a second 90-minute session on Saturday, following the Keynote Address. The Director of Pharmacy/ Industry networking sessions provide an exceptional opportunity to discuss your products and solutions and build long-lasting relationships.

We are particularly proud that we will once again feature the Residency Research & Practice Forum in conjunction with the Annual Assembly; residents from around the state will be performing platform presentations on their residency projects. The forum is entering into its fourth year after three very successful years; we look forward to further growth and success of this event again this year.

The theme aligns with the goals NYSCHP strives to achieve each year: to innovate, motivate, and educate. We are excited to be offering numerous educational programs at the Annual Assembly that focus on advancing pharmacy practice.

We hope that you will join us at the Annual Assembly in 2019 to experience our exhibit hall and networking sessions, educational programs, and Residency Research & Practice Forum. We also showcase our celebratory theme event and closing banquet where we congratulate our award winners and welcome the incoming President and Board of Directors; these events are not to be missed. I promise you will leave the meeting having learned something new, having made a new contact, and feeling refreshed about our great profession.

I look forward to seeing you there this Spring!

Sincerely,

*Anthony Longo, BS, RPh, PharmD
President*



EXHIBIT INFORMATION

Exhibit booths are 10' feet wide x 8' feet deep. Space includes 8' or 6' skirted table, 7"x 44" booth identification sign and 7"x 5" booth number sign, two side chairs and one wastebasket. Each booth includes two complimentary assembly registrations for you and your staff to attend all NYSCHP CE presentations, and all included meals with the exclusion of sponsored meals. There is an Exhibitor Registration Desk. Hale Northeastern, Inc., the Official General Service Contractor, has a separate and fully serviced help desk. All exhibitors will have name badges that may be picked up at the time of registration. No one will be allowed in the exhibit hall without a name badge.

WHAT DOES YOUR EXHIBIT FEE INCLUDE?

All exhibit booths come with two networking sessions including all educational sessions (excludes Certificate and Leadership programs)

- Two representatives for the Exhibit/Poster Session
- Two networking sessions with two representatives;

RSVP required - The Networking Session is a unique event which will give you an opportunity to meet and interact with NY health-system pharmacy leaders and requires pre-registration and name badges.

All company representatives and extra representatives must be paid in full before entering the exhibit hall.

Exhibitor Service Manuals will be emailed by Hale Northeastern Inc. to the contact person listed on the exhibitor application form after space has been confirmed. Complete information, instructions and schedule of prices, regarding drapery, labor for erecting and dismantling exhibits, electrical work, furniture, cleaning and shipping information will be included in the manual. **Service manuals will also be available on the NYSCHP website at www.nyschp.org under Events/ Education 58th Annual Assembly.**

EXHIBIT INFORMATION CONTACTS

For Further Information Contact: Annual Assembly Chair:
Ashley Galla, Arichards4@northwell.edu

NYSCHP Council Office:
230 Washington Avenue Extension, Suite 101, Albany, NY 12203
518-456-8819

Shaun Flynn, Executive Director; sflynn@nyschp.org

NYSCHP Office Staff
Rebecca Harrington, office@nyschp.org



AGENDA AT A GLANCE

Thursday, April 11th, 2019

No Educational Programming	
12:00 PM - 4:00 PM	HOUSE OF DELEGATES
4:30 PM - 6:00 PM	NETWORKING SESSION 1
6:30 PM - 8:00 PM	REF RECEPTION

Friday, April 12th, 2019

Educational Programming ends at 5pm	
Day/Time	Activity/Topic
7:00 AM - 8:30 AM	BREAKFAST ON YOUR OWN
7:30 AM - 8:30 AM	REF MEETING
8:00 AM - 10:00 AM	Softball Game (located at Wilton Town - Gavin Park)
8:00 AM - 9:00 AM	Guidelines Update: Prevention and Management of Pain, Agitation/Sedation, Delirium, Immobility, and Sleep Disruption (PADIS) in the ICU
9:00 AM - 10:00 AM	Anticoagulation Reversal: What's New in DOAC Reversal
	Immunization in NYS: Pearls for Providing Safe and Effective Immunization
10:15 AM - 11:15 AM	Updates in Infectious Disease: The Role of New Antibiotics in the Treatment of Infection
	Informatics: Artificial Intelligence in Pharmacy Practice
11:30 AM - 1:00 PM	Pain Management Panel: Opioid Stewardship Novel Non-Opioid Approaches to Safe and Effective Pain Management
	Preceptor Development: Incorporating Students into the Research Process for the Non-Faculty Preceptor Elevating Research Projects Turning Projects into Publication
1:00 PM - 2:30 PM	LUNCH ~ FREE TIME
2:30 PM - 3:30 PM	Diabetes Management: Drug Therapy Management Across the Continuum, Including Controversies in Inpatient Management
	Joint Commission Updates 2019
3:30 PM - 5:00 PM	Therapeutic Debate: Controversies in Septic Shock
	Population Health: The Role of Pharmacy and New Opportunities in Practice
Non-Educational Programming	
5:00 PM - 7:00 PM	EXHIBITS
8:00 PM - 11:00 PM	THEME PARTY

Annual Assembly Just Not Enough?

Become a Corporate Member!

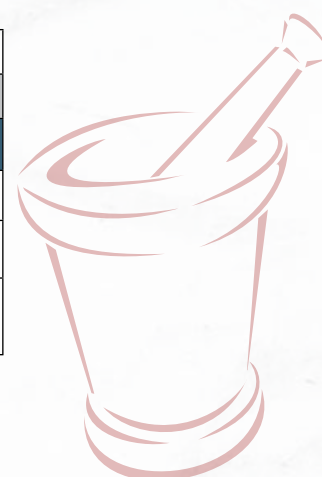
Corporate membership starts at only \$6,995 and includes:

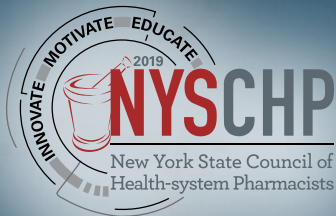
- One, single exhibit booth at the Annual Assembly.
- Two free registrations to the Annual Assembly and specially discounted additional exhibit personnel registrations.
- Two free memberships to the New York State Council of Health-system Pharmacists.
- Recognition in each issue of *The Journal of Pharmacy Practice*.
- Quarterly job postings on the NYSCHP website.
- Recognition on the NYSCHP website as a corporate member.
- Free Link from NYSCHP website as a corporate member.
- Corporate Member lapel pin to proudly display your company's status.

AGENDA AT A GLANCE

Saturday, April 13th, 2019		
Educational Programming ends at 5pm		
Day/Time	Activity/Topic	
7:00 AM – 8:00 AM	SPONSORED BREAKFAST	
8:00 AM – 9:00 AM	Keynote Address	
9:15 AM – 11:15 AM	Educational Programming:	
	9:15 – 10:15	Pharmacologic Consideration in Pregnancy (infection, post-partum hemorrhage, lactation, anticoagulation)
	10:15 – 11:15	Burnout in Pharmacy: Can it be Prevented?
9:30 AM – 11:00 AM	NETWORKING SESSION 2	
9:30 AM – 10:15 AM (Tentative: final time TBD)	STUDENT CLINICAL COMPETITION: CASE STUDY	
10:00 AM – 12:30 PM	STUDENT DEVELOPMENT PROGRAM: ESSENTIAL SKILLS FOR PHARMACY STUDENTS	
11:30 AM – 12:30 PM	Jeopardy: New Drug Update	
	CDTM: Implementation of a Billing Model in NYS	
12:30 PM – 2:00 PM	SPONSORED LUNCH	
2:15 PM – 4:45 PM	Educational Programming:	
	2:15 – 3:45	Best Practice Pearls
	3:45 – 4:45	Practice Changing Papers: Resident Presentations
3:30 PM – 6:00 PM	STUDENT CLINICAL COMPETITION: BRAIN BOWL	
Non-Educational Programming		
3:45 PM – 5:15 PM	DIRECTOR OF PHARMACY ROUNDTABLE	
8:00 PM – 11:00 PM	AWARDS and INSTALLATION BANQUET	

Sunday, April 14th, 2019		
Day/Time	Activity/Topic	
7:00 AM – 8:00 AM	SPONSORED BREAKFAST	
8:00 AM – 10:00 AM	Educational Programming:	
	8:00 – 9:00	NYS Board of Pharmacy Update
	9:00 – 10:00	BNE Update





SPONSORSHIP OPPORTUNITIES

This year the NYSCHP will offer additional branding opportunities for our industry sponsors and colleagues, the following additional opportunities are available:

LIGHTEN THE LOAD

Annual Assembly Tote Bag - \$1,000.00

Sponsor the Annual Assembly Tote Bag that will be provided to all attendees.

- Sponsor's logo will be prominently displayed on one side of the tote bag.
- Recognition as the sponsor on all Annual Assembly promotion.

RIGHT IN FRONT OF YOU

Annual Assembly Lanyard - \$1,000.00

Sponsor the Annual Assembly Lanyard that will be provided to all attendees.

- Sponsor's logo will be offered in series with NYSCHP logo.
- Recognition as the sponsor on all Annual Assembly promotion.

TOTE BAG INSERT - \$500.00

Ensure all attendees see your literature.

- Advertise with an insert in the Annual Assembly Tote Bag provided to all attendees.

EVERYONE GOT ONE

Annual Assembly Giveaway - \$2,500.00

Sponsor a giveaway that all attendees will be talking about—and can actually use after they leave Saratoga!

- NYSCHP and sponsor will review a range of items to select the perfect one.
- Giveaway should have space to carry both the sponsor and NYSCHP's logos.
- Giveaways will be included in Tote Bag.
- Recognition as the sponsor on all Annual Assembly promotion.

ADVISORY BOARD - \$500.00/Participant (1 Hour)

Advisory Board (New sponsorship opportunity) is a unique forum in which a group (10 minimum) of pharmacy decision makers are asked about their perceptions, opinions, beliefs, and attitudes towards a product, service, concept, advertisement, idea, packaging, etc.related to your company.

SNACK TIME/BREAK SPONSOR - \$2,000.00/EA.

Help keep our Annual Assembly attendees energized!

- Public recognition at the break, including signage.
- A chance to address all attendees.
- A chance to distribute literature or giveaways at the break.
- Recognition as the sponsor on all Annual Assembly promotion.

THEME PARTY — \$5,000.00

Join in and be featured in the fun!

- Public recognition at the party, including signage.
- A chance to welcome all attendees.
- A chance to distribute literature or giveaways at the event.
- Recognition as the sponsor on all Annual Assembly promotion.

BANQUET SPONSOR - \$5,000.00 SOLE SPONSORSHIP OR \$1,000.00 JOINT SPONSORSHIP

A formal opportunity to be seen as a supporter of NYS Health-system Pharmacists.

- Public recognition at the banquet, including signage and program at each place setting.
- A chance to be introduced and address all attendees.
- Your company literature or giveaway placed at each place setting.
- Recognition as the sponsor on all Annual Assembly promotion.

SOFTBALL SPONSORSHIP - \$500.00

- Public recognition at the softball game
- Program recognition
- Logo placement on the softball t-shirts (*This only applies if a high resolution, vector art logo is received by 2/15/19 – there will be no exceptions*)

FULL COLOR COMMEMORATIVE PROGRAM

Includes welcoming from President, Chair & Committee, event schedule, speaker information, as well as information on Council, including Board, honorees, Chapters, upcoming activities. PDF version of the program will be featured on website following event and sent to all members to showcase the Annual Assembly.

Back Cover	\$1,500.00	Inside Cover	\$1,000.00
Full Page	\$500.00	½ Page	\$250.00
¼ Page	\$100.00		

SPONSOR/EXHIBITOR APPLICATION

Company Name: _____

Contact Person: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

Email (required): _____

Is this the company's first time exhibiting with NYSCHP? YES ☐ NO ☐

Exhibit Booth Selection: 1st Come/1st Serve

Please reserve the booth space as follows:

	By 1/15/19	After 2/26/19
_____ *Our Company would like to reserve (1) booth space with two (2) representatives at the Early Bird Rate.*	\$2,500	\$3,310
_____ Our company would like to reserve (2) booth spaces with up to (4) representatives	\$4,460	\$4,860
_____ Our company would like to reserve (3) booth spaces with up to (4) representatives	\$4,710	\$5,110
_____ Our company would like to reserve (4) booth spaces with up to (4) representatives	\$4,860	\$5,260
_____ We are Corporate Members and (1) booth space with (2) representatives is part of our contract		
_____ We are Platinum Corporate Members and (2) booth spaces with (4) representatives is part of our contract		

List up to 3 preferred exhibit spaces 1st Choice _____ 2nd Choice _____ 3rd Choice _____

Exhibitor Map on page 9. Every effort will be made to accommodate requests; however, since several firms may apply for the same space, do not concentrate requests in one area. Actual assignments are on a first come, first serve basis with preference given to Diamond, Platinum and Corporate Members for applications received by **3/22/2019**.

Applications received after 3/25/19 will be assigned any remaining available space.

Additional Representatives and Booths:

- _____ Additional Representatives ☐ (1) ☐ (2) ☐ (3) ☐ (4) ☐ (5) \$500 ea
- _____ Corporate/Platinum Members Additional Representatives ☐ (1) ☐ (2) ☐ (3) ☐ (4) \$300 ea
- _____ Corporate/Platinum Additional Booth Space ☐ \$1,300 for (1) ☐ \$1,200 for (2) ☐ \$1,050 for (3)

Representative Information:

Rep #1: _____

Email Address (required): _____

Rep #2: _____

Email Address (required): _____

Rep #3: _____

Email Address (required): _____

Rep #4: _____

Email Address (required): _____

Rep #5: _____

Email Address (required): _____

Rep #6: _____

Email Address (required): _____

SPONSOR/EXHIBITOR APPLICATION



List any companies to avoid: _____

List any co-marketing companies: _____

Sponsorships:

- | | | |
|------------------------------------------------------------------|--------------------------------------------------------------------|-------------------------------------------------------------------------------------------|
| <input type="checkbox"/> <i>Lighten the Load (\$1,000)</i> | <input type="checkbox"/> <i>Right in Front of You (\$1,000)</i> | <input type="checkbox"/> <i>Tote Bag Insert (\$500)</i> |
| <input type="checkbox"/> <i>Everyone Got One (\$2,500)</i> | <input type="checkbox"/> <i>Snack Time/Break Sponsor (\$2,000)</i> | <input type="checkbox"/> <i>Theme Party (\$5,000)</i> |
| <input type="checkbox"/> <i>Banquet Sole Sponsor (\$5,000)</i> | <input type="checkbox"/> <i>Banquet Joint Sponsor (\$1,000)</i> | <input type="checkbox"/> <i>Softball Sponsorship (\$500)</i> |
| <input type="checkbox"/> <i>Full Color Commemorative Program</i> | | <input type="checkbox"/> <i>Advisory Board (\$500.00 ea.)</i> |
| <input type="checkbox"/> <i>Back Cover \$1,500</i> | <input type="checkbox"/> <i>Inside Cover \$1,000</i> | <input type="checkbox"/> <i>Full Page \$500</i> |
| | | <input type="checkbox"/> <i>½ Page \$250</i> <input type="checkbox"/> <i>¼ Page \$100</i> |

Payment and Agreement:

We enclose, herein, full payment of our booth choice as indicated above. Further, we agree to abide by the rules and regulations as set forth in the exhibitor prospectus, which forms part of this agreement between our firm (exhibitor) and exhibit management.

Make checks payable to NYSCHP, and mail completed application to: NYSCHP, 230 Washington Avenue Extension, Suite 101, Albany, NY 12203

If paying by credit card:

Total amount to be charged: \$ _____

Card Number: _____

Security Code: _____ Exp Date: _____

Billing Address: _____

Cardholder name: _____ Authorized Signature: _____

Accommodations:

Please call the Saratoga Springs City Center at (518) 584-4000 and state that you are part of the NYSCHP Annual Assembly. If you have any questions, call the NYSCHP office at 518-456-8819.

What does your exhibit fee include?

- *Two complimentary registrations to the program including all educational sessions (excludes Certificate and Leadership programs)*
- *Two representatives for the Exhibit/Poster Session*
- *Two networking sessions with two representatives;*

Rep #1 Name: _____

Rep #2 Name: _____

RSVP required - The Networking Session is a unique event which will give you an opportunity to meet and interact with NY health-system pharmacy leaders and requires pre-registration and name badges.

NYSCHP 2019
SARATOGA SPRINGS CITY CENTER
APRIL 11th-14th, 2019

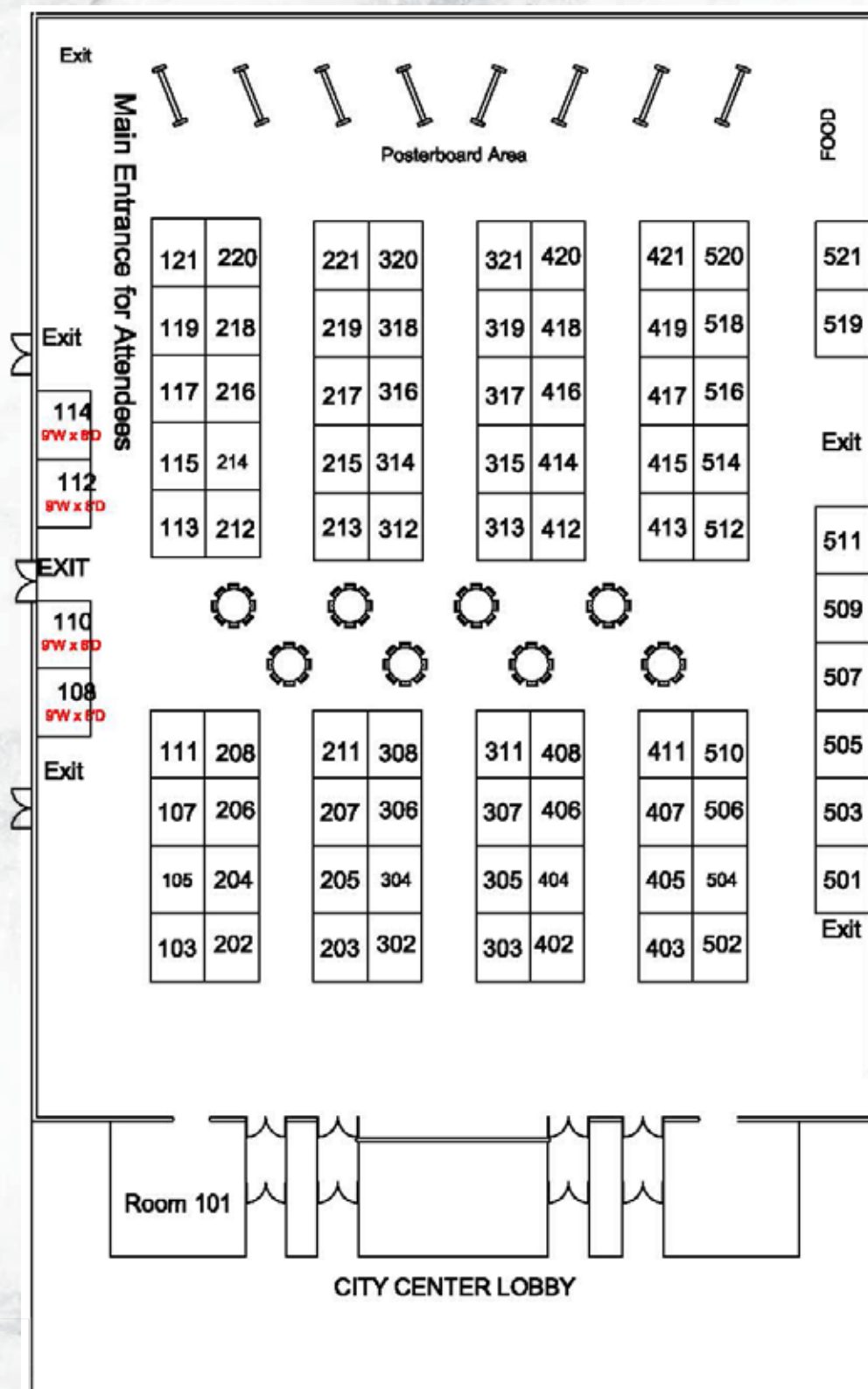
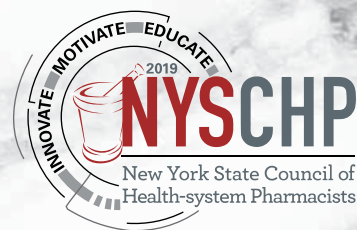


EXHIBIT RULES AND REGULATIONS

- 1. Assignment of Space** – Booths will be assigned on receipt of applications on the basis of the order in which the contract was received, subject to availability of space preferences, special needs and compatibility of exhibitors. Every effort will be made to respect the exhibitor's space choices, whenever possible, but the New York State Council of Health-system Pharmacists (herein known as exhibit management) decisions shall be final. Exhibit management reserves the right to transfer assignments when such action is deemed to be in the best interests of the total exhibit effort.
- 2. Payment** – Full payment is required with this application. Make all checks payable to the New York State Council of Health-system Pharmacists, Tax ID# 237169617, 230 Washington Avenue Extension, Suite 101, Albany, NY 12203. Telephone inquiries: 518-456-8819.
- 3. Eligible Exhibits** – Exhibit management reserves the right to determine the eligibility of any company or product for inclusion in the exposition.
- 4. Refund or Cancellation** – Should the exhibitor be unable to occupy and use the exhibit space contracted for, he or she shall promptly notify exhibit management. All sums paid by the exhibitor, less a service charge of 50% of the net contract price will be refunded. NO refunds shall be given for cancellations received after March 18, 2019.
- 5. Booth, Rental, Inclusions** – Booths 8'x10' and include a standard back wall drape 8' high and side rail drapes 3' high, a standard two-line company identification sign (7"x 44"), one 7"x 5" booth number, one 8'x 6' skirted table, two side chairs, one wastebasket, general overhead illumination, air-conditioning and 24 hour general security guard service.
- 6. Contractor service and information** – Exhibit management has, in the best interest of the exhibitors, selected Hale Northeastern, Inc. 716-869-6170 to serve as official contractors to provide various services to the exhibitors. It is further agreed that the exhibitor will abide by and comply with rules and regulations concerning local unions having agreement with the exposition facility or with authorized contractors employed by show management. Complete information, instructions and schedule prices, regarding drapery, labor for erecting and dismantling, electrical work, furniture, cleaning, etc. will be included in the Exhibitors Service Manual, to be forwarded after space has been confirmed. An Exhibitors' Service Center will be maintained on the exhibit floor to facilitate requests from exhibitors.
- 7. Security** – Guard Service will be provided. However, each exhibitor should make provisions to safeguard his/her goods from the time they are placed in the booth until the time they are removed. The NYSCHP and show management will not be responsible from damage due to any cause. Each party agrees to be responsible for their own property through insurances or self-insurance and shall hold harmless each of the other parties for any and all damages caused by theft and those perils normally covered by a fire and extended coverage policy.
- 8. Booth Construction and Arrangement** – Exhibits shall be so arranged as to not obstruct the general view, nor hide the exhibits of others. Plans for specially-built displays not in accordance with regulations are to be submitted to exhibit management before construction is ordered. Regular and specially-built walls, including signs, may not exceed an overall height of 10'. The maximum booth height is 10' may extend out to the dept. of the booth from the back wall. Height limitation of the display in balance of the area is 36 inches except for product, equipment on display, which it itself exceeds this height.
- 9. No dismantling will be permitted before closing time** – No exhibitor shall have the right prior to closing of the exposition to pack or remove articles on exhibit without permission and approval in writing from exhibit management.
- 10. Use of Exhibit Space** – Exhibitors agree not to assign or sublet any space allotted to them without written consent of exhibit management nor to display or advertise goods other than those manufactured or carried by them in the regular course of business. No persons, firm or organization not having contracted with exhibit management for the occupancy of space in the exhibit will be permitted to display or demonstrate its products, processes or services, distribute advertising materials for a purpose inconsistent with these regulations. It is expressly agreed by the exhibitor that in the event he or she fails to install his or her products in his or her space or fails to pay the space rental at time specified, exhibit management shall have the right to take possession of said space and lease some or any part thereof to such parties and upon such terms and conditions, as it may deem proper. Demonstrations must be located so that crowds collected will be within the exhibitor's space and not blocking aisles or neighboring exhibits. Demonstrations must first be approved in writing by exhibit management. The playing of music is prohibited on exhibit floor.
- 11. Exhibitor Representatives** – Each exhibitor must name at least one person and not more than two to be his/her representative in connection with the installation, operations and removal of exhibit. Such representatives shall be authorized to enter into such service contracts as may be necessary and for which the exhibitor shall be responsible.
- 12. Restrictions** – Exhibit management reserves the right to restrict exhibits, which are objectionable because of noise, glaring or flashing lights, method of operation, or any other reason and also to prohibit or evict any exhibit which, in the opinion of exhibit management may detract from the general character of the exhibit. This reservation includes persons, things, conduct, printed matter or anything exhibit management judges to be objectionable. In the event of such restriction or eviction, exhibit management is not liable for any refund of any amount paid hereunder. No display material exposing unfinished surface to neighboring booths will be permitted.
- 13. Exhibit Activities** – Exhibitor agrees not to schedule or conduct any outside activity including, but not limited to, receptions, seminars, symposiums and hospitality suites that are in conflict with the official program of the New York State Council of Health-system Pharmacists Annual Assembly, whether such activities are held at or away from the hotel, except with written approval prior to Exhibit Date any program exhibitor intends to hold at or in conjunction with its exhibit for written approval as to time and place.
- 14. Responsibility** – If the exhibitor fails to comply in any respect with the terms of this agreement, exhibit management shall have the right, without notice to the exhibitor, to offer said space to another exhibitor or to use said space in any other manner, but this shall not be construed as affecting the responsibility of the exhibitor to pay the full amount specified by the contract.
- 15. Compliance** – The exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations and codes of duly authorized local, state and federal governing bodies concerning fire, safety, health, together with the rules and regulations of the operations and/or owner of the property wherein the exhibit is held. Federal, state, and city laws must be strictly observed. Cloth decorations must be flameproof. Writing must comply with fire department and underwriters' rules.
- 16. Liability** – The New York State Council of Health-system Pharmacists, exhibit management, The Saratoga Springs City Center its agents and employees shall not be responsible for any loss, theft or damage or injury to persons or property during the term of this agreement from any cause whatsoever by reason of the use or occupancy of the exhibit space by the exhibitor or his/her assigns, and the exhibitor shall indemnify and hold harmless exhibit management from all liability which might ensue for any cause whatsoever. If the exhibitor's material fails to arrive, the exhibitor is nevertheless responsible for all amounts due hereunder. Exhibitors are requested to carry special insurance to cover exhibit material against damage and loss, and public liability insurance against injury to the person and property of others.
- 17. Cancellation or Termination of Exposition** – In the event that the premises where the exposition is to be held shall, in the sole determination of exhibit management, become unfit or unavailable for occupancy, or shall be substantially interfered with by reason of picketing, strike, embargo, injunction, act of war, act of God, fire or state of emergency declared by any government agency or by any municipal, state or federal law or regulation or by any reason of any other occurrence beyond the control of exhibit management, exhibit management may cancel or terminate the exposition. In the event of such cancellation or termination, the exhibitor waives any and all claims the exhibitor might have against exhibit management the exhibitor's prorated share of the total amount paid by the exhibitors less all costs and expenses incurred by exhibit management in connection with the exposition including a reserve for future claims and expenses in connection herewith. In case exhibit management shall for any reason determine to cancel or terminate the exposition, the exhibitor waives all claims the exhibitor may have against exhibit management for damages or expenses and agrees to accept in complete satisfaction and discharge of all its claims against exhibit management in accordance with this agreement.
- 18. Management** – Exhibit management reserves the right to interpret, amend and enforce these regulations, as it deems proper to assure the success of the exposition.

Send Direct Inquiries To: NYS Council of Health-system Pharmacists
230 Washington Avenue Extension, Suite 101
Albany, NY 12203