Dear Industry Partners,

On behalf of the Florida Society of Dermatology Physician Assistants (FSDPA), it is our pleasure to welcome all of you to our ninth annual conference, **New Wave Dermatology Southeast Regional Conference: An Educational Symposium for the Future of Physician Assistants.**

**New Wave Dermatology** is a four-day medical education program designed as a comprehensive training program for Physician Assistants and Nurse Practitioners working in the field of dermatology. This multi-sponsored, CME accredited program has recruited an outstanding faculty of dermatology thought leaders to conduct educational sessions on a wide array of common and uncommon dermatoses, acne, rosacea, psoriasis, nail disease, atopic dermatitis; as well as a variety of other dermatological conditions and interactive workshops in the fields of cosmetic dermatology, dermatopathology, and dermoscopy.

**New Wave Dermatology** will take place in St. Petersburg, Florida at the Renaissance Vinoy. The New Wave conference is unlike any other, offering a boutique experience that fosters interactions and builds relationships between industry, attendees, expert faculty, and the FSDPA’s Board of Directors. This, as all our meetings, has traditionally sold out attendance due to the FSDPA’s proven track record of top-notch events.

The FSDPA is a professional organization representing Physician Assistants (PAs) who specialize in dermatology and has the largest membership of any state PA specialty group, exceeding over 600 members. Our primary goal and mission is to promote superior, cutting-edge education and training of physician assistant’s specializing in dermatology and to foster the dermatologist – physician assistant team. This is key since the utilization and employment of PAs in dermatology is rapidly increasing.

Your presence and partnership at this meeting will provide unparalleled access to dermatology PAs as well as showcasing your company’s support for the dermatologist-PA team. By getting involved and supporting the educational needs of PAs who write over 240 million prescriptions a year, your Company will be able to educate and raise awareness of your products and your Company. This conference will offer your organization multiple partnership opportunities, detailed on the following pages. Our conferences have a reputation among dermatology physician assistants as being the premier event to attend.

We look forward to seeing you in St. Petersburg, Florida next May for yet another outstanding event!

For more information, please contact our meeting management group:

BCI Management & Communications, LLC  contact@bcimgt.com

Sincerely,

[Signature]

Jeffrey Johnson, PA-C
President, Florida Society of Dermatology Physician Assistants
President’s Circle - $40,000 and above
(includes cost of exhibit table)
- Premier Table space at FSDPA New Wave Conference
  12’ x 12’ Booth (upon request)
- First right to refusal for product theater opportunities and additional sponsorship opportunities
- Opportunity to hold one (1) Advisory Board Meeting
- Advertisement in the New Wave conference program
- Company Logo on FSDPA Website linked to your website
- Copy of New Wave Conference Registrant List (upon request)
- Meeting with FSDPA Board of Directors
- Recognition during the Conference
- Opportunity to present Poster during ‘Present Your Poster’ Learn the Latest in Current Therapies and Disease States and Abstracts, which will be published in the conference program.
- Acknowledgment of support in all print materials and marketing campaigns pre-meeting and on-site

Diamond Level - $30,000 (includes cost of exhibit table)
- Premier Table space at FSDPA New Wave Conference 10’ x 10’ Booth (upon request)
- First right to refusal for additional sponsorship opportunities
- Advertisement in the New Wave Conference program
- Company Logo on FSDPA Website linked to your website
- Opportunity to hold one (1) Advisory Board Meeting
- Copy of New Wave Conference Registrant List (upon request)
- Meeting with FSDPA Board of Directors
- Recognition during the Conference
- Acknowledgment of support in all print materials and marketing campaigns pre-meeting and on-site
- Opportunity to present Poster during ‘Present Your Poster’ Learn the Latest in Current Therapies and Disease States and Abstracts, which will be published in the conference program.

Platinum Level - $20,000 (includes cost of exhibit table)
- Premier Table space at the FSDPA New Wave Conference with 10’ x 10’ Booth (upon request)
- Advertisement in the New Wave Derm Conference program
- Company Logo on FSDPA Website linked to your website
- Copy of New Wave Conference Registrant List (upon request)
- Meeting with FSDPA Executive Director
- Opportunity to hold one (1) Advisory Board Meeting
- Recognition during the Conference
- Acknowledgment of support in all print materials and marketing campaigns pre-meeting and on-site
- Opportunity to present Poster or Abstract during ‘Present Your Poster’ Learn the Latest in Current Therapies and Disease States

Gold Level - $15,000 (includes cost of exhibit table)
- Company Logo on FSDPA Website linked to your website
- Copy of New Wave Conference Registrant List (upon request)
- Logo in New Wave Derm Conference program in large print
- Recognition during the Conference
- Meeting with Executive Director
- Acknowledgment of support in all print materials and marketing campaigns pre-meeting and on-site

Silver Level - $10,000 (includes cost of exhibit table & two reps)
- Company Logo on FSDPA Website
- Logo in New Wave Derm Conference Program in Large Print
- Copy of New Wave Conference Registration List (upon request)
- Acknowledgment of support in all print materials and marketing campaigns pre-meeting and on-site

Bronze Level - $7,500 (includes cost of exhibit table & two reps)
- Company Logo on the FSDPA Website
- Logo in New Wave Derm Conference Program in Large Print
- Copy of New Wave Conference Registration List (upon request)

FSDPA provides these Partnership Level benefits ONLY upon receipt of a signed contract or funds. Some restrictions apply. Standard Exhibit Table is 6'.
Please check with Risha Bellomo FSDPA Conference Management at 407-766-3429 or contact@bcimgt.com for availability.

Advertising and Marketing
Placement opportunities available via Emails, Website, and Conference Program.
Details and pricing available upon request.

Audio Visual
**Sponsor $15,000.00**
The sponsoring company will be acknowledged in all conference print media.

**Breakfast Buffets** (4 available)
$10,000.00 each

Conference Bags
**Solo Sponsor $6,000.00**
The sponsoring company for the bag will be allowed to display their logo along with the FSDPA logo.
Only one sponsor logo with two colors is permitted.

Conference Lanyards
**Solo Sponsor $3,000.00**
The sponsoring company logo will be printed on the lanyard. Only one sponsor logo with one color is permitted.

Daily Breaks
$10,000.00 each day

Key Card
$3,000.00
The sponsoring company logo will be printed on the hotel guest room key cards.

Lecture Session
$7,500.00 each
An excellent roster of Speakers with lectures of high quality will be confirmed.

Product Theater
Product Theater events are non-accredited promotional/educational activities presented during a fully-packed audience. Meeting space and Audio Visual is included. Limited availability. Details and pricing upon request. Exhibit table fee is not included with Product Theater opportunity. Other restrictions may apply.

Arrival Reception
**Sponsor $20,000.00**
Kick off the Conference with an evening to connect with attendees and faculty as they arrive, welcoming them with your Brand.

Evening Reception
**Sponsor $15,000.00**
This is a great opportunity for your company to mingle with the Faculty, Board Members and Attendees.

Welcome Reception
**Sponsor $25,000.00**
Attendees and faculty will enjoy an evening of fun and excitement!

FSDPA will be responsible for all meal selections, meeting space, A.V. Conference logo, colors, bags and miscellaneous items will be selected and approved by FSDPA.
Companies sponsoring any opportunity will be acknowledged during sessions and Conference print media.
LEVEL SPONSORSHIP AGREEMENT

Complete and email to dawn.webb@bcimgt.com
Send payment to:
FSDPA, Attn: Jeffrey Johnson
235 West Brandon Blvd., #295, Brandon, FL 33511

Questions: Contact Dawn Webb
FSDPA Conference Meeting Management
Phone: 813 704-7400 cell
Email: contact@bcimgt.com or dawn.webb@bcimgt.com

TAX ID #: 74-3233295

Please type or print.

Company Name______________________________________________________________
(As it should appear on printed materials)
Primary Contact Name________________________________________________________
Title______________________________________________________________
Primary Contact E-mail________________________________________________________
Primary Contact Phone Number__________________________________________
Company Mailing Address____________________________________________________
City________________________ State_________ Zip____________

Partnership Level: Check the appropriate box.
Each level sponsor will include exhibit space.
  o President’s Circle - $40,000 and above
  o Diamond Level - $30,000
  o Platinum Level - $20,000
  o Gold Level - $15,000
  o Silver Level - $10,000
  o Bronze Level - $7,500

Total Support $ ____________________

Please make Check Payable to FSDPA
(credit cards are not accepted for amounts over $2500 due to associated fees)

Company name must appear on check.

Print Name: ________________________________________________________________

________________________/_____/______
Signature of Authorized Representative Date

I am an authorized representative of the Company named above with the full power and
authority to sign and deliver this contract. All payments must be received by May 1,
2017. A late fee of $250 will incur after May 1, 2017 if payment is not received.
MARK THE APPROPRIATE SPONSOR SUPPORT

<table>
<thead>
<tr>
<th>Sponsor Support</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audio Visual</td>
<td>Sponsor $15,000.00</td>
</tr>
<tr>
<td>Breakfast Buffets</td>
<td>$10,000.00 each</td>
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<td>Conference Bags</td>
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</tr>
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<td>Product Theater</td>
<td>Details and pricing upon request. Slots fill up quickly. Prices vary depending on date and time. (Exhibit space is separate)</td>
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</tbody>
</table>

Please type or print.

Company Name_______________________________________ (As it should appear on printed materials)
Primary Contact First Name ____________________________
Last Name____________________ Title____________________
Primary Contact E-mail ________________________________
Primary Contact Phone Number __________________________
Company Mailing Address_______________________________
City________________ State________________ Zip__________

Support $________________

Please make Check Payable to FSDPA
(credit cards are not accepted for sponsors due to credit card fees)
Company name must appear on check.

_______________________________ date
Signature of Authorized Representative

Print Name:

I am an authorized representative of the Company named above with the full power and authority to sign and deliver this contract. This contract becomes valid after being signed and confirmation of sponsorship discussed with the meeting management company. I understand that all fees must be paid in full at the time contract is submitted to secure sponsorship. A late fee of $250 will incur after May 1, 2017 if payment is not received.

Complete email to dawn.webb@bcimgt.com
Send payment to:
FSDPA, 235 West Brandon Blvd., #295, Brandon, FL 33511

Questions: Contact Dawn Webb
FSDPA Conference Meeting Management
Phone: 813 704-7400 cell
Email: contact@bcimgt.com or dawn.webb@bcimgt.com

TAX ID #: 74-3233295
Exhibit Information, Rules and Regulations

Exhibit Space: Majestic and Center Court Ballrooms
Location: Renaissance Vinoy
St. Petersburg, Florida

Exhibit Set-Up Thursday 3-5:00pm
Exhibit Hours: Friday 9-5:00pm, Saturday 9-4:00pm
Exhibit Tear Down Saturday 4:00-5:00pm
There will be no breakdown of exhibit space prior to Saturday at 4:00pm. If a company must break down early this must be approved three weeks prior to the conference so we can place your exhibit table in an area that will not disrupt the other exhibitors or conference participants.

Shipping Packages:
Please include the following information on each package:

RENAISSANCE VINOY
Hotel Contact: Carol McKenna
Event Name: FSDPA New Wave Dermatology
Hold For Company Name: ________________
501 5th Ave NE
St. Petersburg, Florida 33701

Exhibitor Packets and Shipping
Exhibitor Packets will be emailed to each company upon receipt of the sponsorship/exhibitor form.
Packages may be delivered to the hotel up to 3 days prior to the conference. Let us know if you require electricity at your booth.

Welcome Reception is for everyone on Friday, May 19 from 5:30-7:30pm. You must have a badge to gain entry or dressed in a Masquerade mask/costume. This is a formal event.
No outside events are to be scheduled prior to 8:00pm each night of the conference.

LIABILITY: Exhibitor is responsible for submitting an executed release of liability from Group or its third party representative in charge of providing installation and dismantling services prior to set-up. If Exhibitor fails to deliver the release, Exhibitors will be prohibited from utilizing exhibition premises. The release must include the following language: Exhibitor shall be fully responsible to pay for any and all damages to property owned by the hotel, its owners or managers which result from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless, the hotel its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Exhibitor’s use of the property. Exhibitor’s liability shall include all losses, costs, damages, or expenses arising from, out of, or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of the Exhibitor’s occupancy and use of the exhibition premises, the Hotel or any part thereof.

Exhibitor Loss and Damage Hold Harmless:
“[EXHIBITOR] hereby assumes entire responsibility and hereby agrees to protect, defend, indemnify and save FSDPA, the Hotel, its owners, its operator, the hotel, and each of their respective parents, subsidiaries, affiliates, employees, officers, directors, and agents harmless against all claims, losses or damages to persons or property, governmental charges or fines and attorney’s fees arising out of or caused by its installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole gross negligence of FSDPA, the Hotel, its employees and agents. [EXHIBITOR] shall obtain and keep in force during the term of the installation and use of the exhibit premises, policies of Comprehensive General Liability Insurance and Contractual Liability Insurance, insuring and specifically referring to the Contractual liability set forth in this Exhibit Agreement, in an amount not less than $2,000,000 Combined Single Limit for personal injury and property damage.

Insurance:
The Hotel, its owners and its operator shall be included in such policies as additional named insurers. In addition, [EXHIBITOR] acknowledges that neither, FSDPA, the Hotel, its owners, its operator, nor the hotel maintain insurance covering exhibitor’s property and that it is the sole responsibility of [EXHIBITOR] to obtain business interruption and property damage insurance insuring any losses by [EXHIBITOR].

Security:
The FSDPA will hire security for Friday and Saturday during Exhibiting Hours. Everyone must have a conference badge to enter the Exhibit Hall during these hours.

Due Date:
All exhibitor contracts are due no later May 1, 2017. Exhibit space is limited and on a first come first serve basis, early submission of contracts and payments is highly recommended to secure your space. Exhibit Space is not secured until payment and Exhibitor Agreement are received. All payments must be received prior to May 15 for your company to be allowed to participate.

Payment:
All payments must be received prior to May 15 for your company to be allowed to participate. Emailed contracts will not be accepted to hold exhibit space. Checks or credit card accepted. There will be a credit card fee for payment of $2500 and under.

Cancellation:
No refunds will be issued for cancellations or no-shows.

Hotel Reservations:
Renaissance Vinoy will serve as the Conference host hotel. FSDPA has secured a block of rooms at a special group rate. Please book your room reservation on-line at:
https://aws.passkey.com/event/15936604/owner/6106/home, or call the Renaissance Vinoy at 1-888-347-2319 and notify them that you are affiliated with the FSDPA Group. Conference Organizers assume no responsibility beyond securing reduced rates on behalf of the FSDPA. As it is expected that there will be great demand on this room allocation, we encourage early registration. Cut-off date is April 10, 2017 or until entire room block has been filled, whichever comes first.

No outside event can conflict with conference events. All outside events must start no earlier than 8pm this includes happy hours, dinner programs, and advisory boards that have not been scheduled with Risha Bellomo. The FSDPA will not market these events and they should be marketed by the company or their hired third party.
Complete Agreement and email to Dawn Webb  
dawn.webb@bcimgt.com

Mail payment to:
FSDPA, Attn: Jeffrey Johnson, 235 West Brandon Blvd., #295, Brandon, FL 33511

Questions: Contact Dawn Webb
FSDPA Conference Meeting Management
Phone: 813 704-7400 cell
Email: contact@bcimgt.com or dawn.webb@bcimgt.com

TAX ID #: 74-3233295

Please type or print.
Company Name ____________________________________________
(As it should appear on printed materials)

Primary Contact First Name ___________________ Last Name________________
Title______________________________
Primary Contact E-mail______________________________
Primary Contact Phone Number _______________________

Company Mailing Address _______________________________________
City________________ State_________ Zip__________

A copy of this page MUST be emailed to us with an authorized signature.
You will not be invoiced unless specifically requested.

Exhibitor Space Fees: (No refunds or cancellations)
Exhibit Table (each) - $2,500.00 (including two reps per day)
If form and payment is received by May 1, 2017.
A late fee of $250 will incur after May 1, 2017 if payment is not received.
Late Registration Fee is $3000
Total Exhibit Table Fee $__________
Total Extra Rep Fee - $250 per extra rep $__________

Please make Check Payable to FSDPA
(credit cards are accepted with an additional fee of $75 for $2,500 exhibit fee)

Company name must appear on check

Print Name: __________________________________________

Signature of Authorized Representative _________________  ____/____/____

I am an authorized representative of the Company named above with the full power and authority

to sign and deliver this contract. We agree to abide by the Exhibitor Rules and Regulations

contained in this contract. This contract becomes valid after being signed by Exhibitor and

confirmation of space has been issued by FSDPA. We understand that all exhibit table fees must
be paid in full at the time contract is submitted to secure exhibit space. Fees must be paid prior to
the start of the conference or your company will not be able to exhibit. A late fee of $250 will incur
after May 1, 2017 if payment is not received.
There will be no breakdown of the exhibit booth prior to Saturday at 4:00pm.

Exhibitor Representative Information
Please provide the name of each person attending and representing your company
by emailing to dawn.webb@bcimgt.com no later than April 15, 2017.

2016 New Wave Dermatology Conference Exhibitors

3Gen
AbbVie Pharmaceuticals
Allergan
AMGEN
Aqua Pharmaceuticals
Aurora Diagnostics
Aveeno
Bayer Healthcare
Beiersdorf, Inc
Carepoint Pharmacy
Celgene
Cipher
Crown Laboratories
DUSA
Ferndale
Galderma Laboratories
Genentech, Inc.
Hill Dermaceuticals
Intraderm Pharmaceuticals
Janssen Biotech, Inc.
La Roche-Posay
LEO Pharma
Lilly USA
Mayne Pharma
Medimetriks Pharmaceuticals
MERZ
Mission Pharmacal
Neutrogena
Novartis Pharmaceuticals
Novum Pharma
PharmaDerm
Promius Pharma
PruGen Pharmaceuticals
PuraCap Pharmaceuticals
Ranbaxy Laboratories
Sebela Pharmaceuticals
SkinPath Solutions
Syneron – Candela
Taro Pharmaceutical Industries
Total Life Care Pharmacy
Valeant Pharmaceuticals