



FSDPA

FLORIDA SOCIETY OF DERMATOLOGY PAs

NEW WAVE DERMATOLOGY INDUSTRY PROSPECTUS

The Vinoy Renaissance Hotel
May 18 - May 21, 2023
St. Petersburg, FL

www.FSDPA.org



FSDPA
FLORIDA SOCIETY OF DERMATOLOGY PAs

Dear Industry Partners,

On behalf of the Florida Society of Dermatology PAs (FSDPA), it is our pleasure to welcome you to our 15th Annual Conference, **New Wave Dermatology**.

New Wave Dermatology is a medical education program designed as a comprehensive training program for Physician Associates and Nurse Practitioners working in medical, surgical and aesthetic dermatology. This multi-sponsored, CME accredited program has recruited an outstanding faculty of thought leaders to conduct educational sessions on a wide array of topics including: dermatoses, acne, rosacea, psoriasis, skin cancer, atopic dermatitis, aesthetics, surgery and much more! We also offer interactive workshops in the fields of aesthetics, dermoscopy and surgical techniques.

New Wave Dermatology multi-day conference will take place in St. Petersburg, Florida at the Vinoy Renaissance Hotel. The New Wave Dermatology 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. The attendance at New Wave Dermatology is capped at 225 to offer a boutique and intimate experience that our attendees, faculty and industry partners have grown to love over the past 15 years.

The FSDPA is a professional 501(c)(3) not-for-profit organization representing Physician Associates (PAs) who specialize in dermatology and has the largest membership of any state PA specialty group, exceeding over 700 members. Our primary goal and mission is to promote superior, cutting-edge education and training of physician associates specializing in dermatology to foster collaborative relationships amongst the dermatology team including physicians, nurse practitioners and physician associates. This is key as the demand for and employment of PAs in dermatology is rapidly increasing.

Your presence and partnership at this meeting will provide unparalleled access to dermatology PAs & NPs as well as showcase your company's support for the collaborative dermatology 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 brand. This conference will offer your organization multiple partnership opportunities, detailed on the following pages. The New Wave Dermatology Conference has a reputation amongst dermatology physician associates and nurse practitioners as being the premier event to attend.

We look forward to seeing you in St. Petersburg, Florida in May 2023 for yet another outstanding event!

Sincerely,

Heather Gates, PA-C
President, Florida Society of Dermatology PAs

2022-2023

BOARD OF DIRECTORS

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LEVEL SPONSORSHIPS

New Wave Dermatology Conference

The Vinoy Renaissance Hotel

St. Petersburg, Florida

May 18 - May 21, 2023

PRESIDENT'S CIRCLE \$50,000 & above

- Premier Exhibit Booth space at FSDPA New Wave Conference
- First right to refusal for product theater opportunities and additional sponsorship opportunities
- First right to refusal for Poster Presentation
- Advertisement in the conference program
- Opportunity to hold one (1) Advisory Board Meeting (to be held outside of conference hours)
- Copy of New Wave Conference Registration List (upon request)
- Recognition during the Conference in General Sessions
- Company logo in conference program and on signage
- Acknowledgement of support in marketing campaigns pre-meeting and on the FSDPA website
- Two e-campaigns to FSDPA members (upon request)
- Two invitations to an intimate reception with FSDPA Board of Directors on Saturday Evening
- Unlimited All Access Passes (Exhibit Hall & General Sessions Lectures)
- Early access to future sponsorship opportunities for FSDPA's Riptide Dermatology Conference
- May reserve up to 6 hotel rooms in FSDPA room block

DIAMOND LEVEL \$35,000

- Premier Exhibit Booth space at FSDPA New Wave Conference
- Advertisement in the conference program
- Opportunity to hold one (1) Advisory Board Meeting (to be held outside of conference hours)
- Copy of New Wave Conference Registration List (upon request)
- Recognition during the Conference in General Sessions
- Company logo in conference program and on signage
- Acknowledgement of support in marketing campaigns pre-meeting and on the FSDPA website
- One e-campaign to FSDPA members (upon request)
- Two invitations to an intimate reception with FSDPA Board of Directors on Saturday Evening
- Two All Access Passes (Exhibit Hall & General Sessions Lectures)
- May reserve up to 5 hotel rooms in FSDPA room block

LEVEL SPONSORSHIPS

New Wave Dermatology Conference

The Vinoy Renaissance Hotel

St. Petersburg, Florida

May 18 - May 21, 2023

PLATNIUM LEVEL \$25,000

- Premier Exhibit Booth space at FSDPA New Wave Conference
- Recognition during the Conference in General Sessions
- Copy of New Wave Conference Registration List (upon request)
- Company logo in conference program and on signage
- Acknowledgement of support in marketing campaigns pre-meeting and on the FSDPA website
- Two invitations to an intimate reception with FSDPA Board of Directors on Saturday Evening
- Four (4) Exhibit Hall Passes
- May reserve up to 4 hotel rooms in FSDPA room block

GOLD LEVEL \$15,000

- Includes cost of exhibit booth at FSDPA New Wave Conference
- Recognition during the Conference in General Sessions
- Copy of New Wave Conference Registration List (upon request)
- Company logo in conference program and on signage
- Acknowledgement of support in marketing campaigns pre-meeting and on the FSDPA website
- Two invitations to an intimate reception with FSDPA Board of Directors on Saturday Evening
- Three (3) Exhibit Hall Passes
- May reserve up to 3 hotel rooms in FSDPA room block

SILVER LEVEL \$10,000

- Includes cost of exhibit booth at FSDPA New Wave Conference
- Copy of New Wave Conference Registration List (upon request)
- Company logo on FSDPA website
- Logo in conference program and on signage
- Acknowledgement of support in marketing campaigns pre-meeting and on the FSDPA website
- Three (3) Exhibit Hall Passes
- May reserve up to 3 hotel rooms in FSDPA room block

FSDPA provides these Partnership Level benefits ONLY upon receipt of a signed contract or funds.

Some restrictions apply. Standard Exhibit Table is 6'.

Product Theater speaker must be pre-approved by FSDPA Board of Directors.

OTHER SPONSORSHIP OPPORTUNITIES



Contact our conference management team for availability

contact@bcimgt.com

Advertising and Marketing

Placement opportunities available via emails, website and conference program. Details and pricing available upon request.

Audio Visual \$15,000

The sponsoring company will be acknowledged in all conference print media. (solo sponsorship)

Conference Bags \$6,000

The sponsoring company for the bags will be allowed to display their logo along with the FSDPA logo. Only one sponsor with two colors permitted. (solo sponsor)

Conference Lanyards \$3,000

The sponsoring company logo will be printed on the lanyard. Only once sponsor logo with one color permitted. (solo sponsor)

Headshot Photo Booth \$10,000

Offers attendees complimentary professional headshots. Your company will have a booth at the headshot location to engage with attendees one on one while preparing for their photos. (solo sponsor)

Floor and Wall Marketing Decals \$7,500

Key Cards \$6,000

The sponsoring company logo along with the FSDPA logo will be printed on the hotel guest room key cards. (solo sponsor)

Mini Product Theater \$2,000

A mini product theater allows your company three minutes at the podium in general sessions at a prime time to highlight your brand, product and/or company. This will be termed as "Company Spotlight" on the agenda.

Mobile App \$10,000

Our mobile app allows attendees to interact more closely with industry and fellow registrants. Additionally it provides the schedule, faculty list, & much more! (solo sponsor)

Marketing Placemats \$7,500

Be the first company on attendee's minds with your placemat located at each seat in general sessions.

Notebooks \$3,000

Your company logo will be printed on the cover of the note-taking pad along with the FSDPA logo. (solo sponsor)

Room Drops \$7,500

Room drops provided to all registered attendees staying on-site in the hotel.

Product Theater \$30,000

Pricing may vary depending on slot availability.

Product Theater events are non-accredited promotional & educational activities presented during the conference. Meeting space and Audio Visual is included. (Exhibit table fee is not included with Product Theater opportunity. This is not a Level Sponsorship. Food & Beverage not included). Speaker must be pre-approved.

WIFI \$10,000

Provide attendees with WIFI throughout the meeting space. Your company has the opportunity to choose the WIFI password. (solo sponsor)

Advisory Boards

Advisory Boards give your company an opportunity to gain valuable insight for your medical science or marketing needs. Take the opportunity to have access to the host hotel and conference attendees. Must be held outside of conference hours. This opportunity is only available for President's Circle and Diamond Sponsors.

If interested email contact@bcimgt.com.

Receptions

Multiple options available to sponsor a networking event with Attendees, Faculty, Sponsors & Exhibitors.

Email contact@bcimgt.com for inquires and more information.

FSDPA will be responsible for all meeting space, A.V., ARS, logos, colors, lanyards, & bags. Miscellaneous items will be selected and approved by FSDPA.

LEVEL SPONSORSHIP AGREEMENT



Complete and email this form to contact@bcimgt.com

Send payment to FSDPA:

Florida Society of Dermatology PAs
1969 S Alafaya Trail, PMB #215, Orlando, Florida 32828

Questions to: BCI Management

FSDPA Conference Meeting Management
Email: contact@bcimgt.com

Please type or print.

Company Name _____
(As it should appear on printed materials)

Primary Contact Name _____

Title _____

Primary Contact E-Mail _____

Primary Contact Phone # _____

Company Mailing Address _____

City _____ State _____ Zip _____

Partnership Level: Circle the appropriate Sponsorship Level.

Each level sponsor will include exhibit space.

- President's Circle: \$50,000 & above
- Diamond Level: \$35,000
- Platinum Level: \$25,000
- Gold Level: \$15,000
- Silver Level: \$10,000
- Additional All Access Pass: \$1,000 # _____

*No photos or videos of company proprietary information/slides/presentations allowed.

Total Support \$ _____

Please make Check Payable to FSDPA

(Credit cards not accepted for amounts over \$2500 due to associated fees without prior approval)

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, 2023. A late fee of \$250 will incur after April 20, 2022, if payment is not received.

**PAST
CONFERENCE PARTNERS**

abbvie

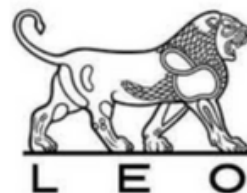
sanofi

REGENERON

NOVARTIS

Janssen
PHARMACEUTICAL COMPANIES
OF Johnson & Johnson

Lilly



Ortho | Dermatologics

C/STLE
BIOSCIENCES

SUN
DERMATOLOGY

Incyte

GALDERMA
EST. 1981

almirall

ARCUTIS
BIOTHERAPEUTICS

EPIHEALTH
A NOVAN Company

AMGEN

OTHER SPONSORSHIP AGREEMENT



CIRCLE THE APPROPRIATE SPONSORSHIP SUPPORT

- **Audio Visual** \$15,000
- **Conference Bags** \$6,000
- **Conference Lanyards** \$3,000
- **Door Hanger** \$6,000
- **Floor/Wall Marketing Decals** \$7,500
- **Headshot Photo Booth** \$10,000
- **Key Cards** \$6,000
- **Marketing Placemats** \$7,500
- **Mobile App** \$10,000
- **Notebooks** \$3,000
- **Product Theater** \$30,000
Cost may vary. Level Sponsorship Required.
- **Mini Product Theater "Company Spotlight"** \$2,000
- **WiFi** \$10,000
- **Mobile App** \$10,000
- **Room Drops** \$7,500
- **All Access Pass** \$1,000
Level Sponsors Only.
- **Advisory Board**
President's Circle or Diamond Sponsors Only.
- **Reception Sponsorship**
Available upon request.

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FSDPA Conference Meeting Management
Email: contact@bcimgt.com

Please type or print.

Company Name _____
(As it should appear on printed materials)

Primary Contact Name _____

Title _____

Primary Contact E-Mail _____

Primary Contact Phone # _____

Company Mailing Address _____

City _____ State _____ Zip _____

Support \$ _____

Please make Check Payable to FSDPA

(Credit cards not accepted for amounts over \$2500 due to associated fees without prior approval)

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, 2023. A late fee of \$250 will incur after April 20, 2022, if payment is not received.

*Sponsorships are available on a first-come-first serve basis. Agreement must be signed, and payment received to secure these sponsorships. Exhibit space is separate than Other Sponsorship Opportunities, including Product Theaters.

Speakers must be pre-approved for Product Theaters.

EXHIBITOR INFORMATION, RULES & REGULATIONS



Exhibit Space: Majestic and Center Court

Location: The Vinoy Renaissance Hotel, St. Petersburg, Florida

Exhibit Set-Up: Thursday, 3:00-5:00pm

Exhibit Hours: Friday 9am-5:00pm, Saturday 9-5:00pm

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:

THE VINOY RENAISSANCE HOTEL

Event Name: FSDPA New Wave Dermatology

Hold for: (Company Name _____)

501 5th Ave. NE

St. Petersburg, FL 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. There may be a fee for holding packages.

Welcome Reception is for everyone on Friday from 6:30-9:30pm.

No outside events are to be scheduled that will conflict with conference events.

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 except where Group and its third-party representatives have acted willfully or negligently. 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 except where the hotel its owners, manager, officers or directors, agents employees subsidiaries and affiliates have acted willfully or negligently. 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 April 20, 2023. 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 1 for your company to be allowed to participate.

Payment:

All payments must be received prior to May 1 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 4% processing fee for credit cards.

Cancellation:

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

Hotel Reservations:

The Vinoy Renaissance Hotel will serve as the Conference host hotel. FSDPA has secured a block of rooms at a special group rate. Reservations can be made online. Reservation link will be available soon. Exhibitors may not book more than 2 rooms under the FSDPA Room Block unless they have a greater room block allotment as a level sponsor. **Non-Level Sponsors may not book their rooms in the FSDPA room block until after March 1st, 2023.*

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 26, 2023, or when the entire room block has been filled, whichever comes first. This hotel tends to fill up quickly.

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.

EXHIBIT SPACE AGREEMENT



Complete and email this form to contact@bcimgt.com

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1969 S Alafaya Trail, PMB #215, Orlando, Florida 32828

Questions to: BCI Management
FSDPA Conference Meeting Management
Email: contact@bcimgt.com

Please type or print.

Company Name _____
(As it should appear on printed materials)

Primary Contact Name _____

Title _____

Primary Contact E-Mail _____

Primary Contact Phone # _____

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): \$3,000 (including two reps per day)

If form and payment is received by April 1, 2023

A late fee of \$250 will incur after April 20, 2023, if payment is not received.

Late Registration Fee: \$3,500

Total Exhibit Table Fee \$ _____

Total Extra Rep Fee: \$250 per extra rep. \$ _____

Please make Check Payable to FSDPA

(Credit cards not accepted for amounts over \$2500 due to associated fees without prior approval)

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. We agree to abide by 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 April 20, 2023, if payment is not received. Norefunds are available for both exhibitors/sponsors. there will be no breakdown of exhibit booths prior to Saturday at 4:00pm.

Exhibitor Representative Information

Please provide the name of each person attending and representing your company by emailing contact@bcimgt.com no later than May 1, 2023.

PAST CONFERENCE EXHIBITORS

Abbvie
AIAM
Almirall
Amryt Pharmacy
Amgen
Aphena Pharma Solutions
Arcutis Biotherapeutics
Aveeno and Neutrogena
Beiersdorf
Biofrontera
Boehringer-Ingelheim
Bristol Myers Squibb
Castle Biosciences
DermaVant
Dermeleve
DermTech
Emerald Hills Pharmacy
EPI Health
FAPA
Galderma
Genentech
Gulf Coast Dermatopathology
Laboratory
Helsinn Therapeutics
Hill Dermaceuticals
Incyte Corporation
Janssen Biotech
Kroger Specialty Pharmacy
Leo Pharma
Lilly
Loreal USA
Mayne Pharma
Medrock Pharmacy
Neutrogena
Novartis Pharmaceuticals
Ortho Dermatologics
PathAI Diagnostics
Pfizer
Primus Pharmaceuticals
Regeneron Healthcare Solutions
Regeneron, Sanofi Genzyme
Salhab Specialty Pharmacy
Sciton
Stemline Therapeutics
Sun Pharma
UCB
Vikor Scientific
Xoft