

NETWORKING IS THE MOST POWERFUL
BUSINESS TOOL ON THE PLANET!
JOIN US IN CORPORATE
SPONSORSHIP & CONNECT
WITH HEALTHCARE
DECISION MAKERS
ACROSS SC!



CORPORATE SPONSORSHIP OPPORTUNITIES



South Carolina
Hospital Association



“As a decision maker in the hospital industry, I am constantly approached by people wanting to do business with us. If companies are visible to me via SCHA, their message breaks through the noise of the crowded sales marketplace.”

JIM PFEIFFER
PRESIDENT & CHIEF EXECUTIVE OFFICER
SELF REGIONAL HEALTHCARE

South Carolina Hospital Association is a private, not-for-profit organization, created in 1921 to serve as the collective voice of the state's hospital community. We are proud to be a part of the state's hospital industry, adding value to hospitals' efforts to care for the people of South Carolina. By helping to keep South Carolina's hospitals healthy, we are helping to keep our state healthy. Our mission is to support its member hospitals in creating a world-class healthcare delivery system for the people of South Carolina by fostering high quality patient care and serving as effective advocates for the hospital community.

OUR MEMBERSHIP

92 Facilities

4 Critical Access Hospitals

13 Multi-Hospital Systems

3 Substance Abuse Hospitals

13 Independent Hospitals

2 Veterans' Hospitals

5 Children's Hospitals

1 State Agency

900+ Personal Members

OUR REACH

More than 800 healthcare decision makers attended SCHA's major meetings in 2019.

Through social media, meetings, webinars and newsletters, SCHA reaches more than 30,000 healthcare professionals every year.

SCHA's website has more than 9,000 annual users.

Networking is the most powerful business tool on the planet, and we can connect you with healthcare decision makers across the state.

SCHA is committed to providing those companies who invest in the healthcare of South Carolina through an SCHA sponsorship an opportunity to meet the people who really make decisions.

In 2020, SCHA will offer networking opportunities which have proven to be effective in the past, and additional opportunities that may make the difference in conducting a successful sales campaign in South Carolina.

SCHA understands the needs of hospitals and their team members. We work and live with hospital decision makers. SCHA can put you face-to-face, in a positive setting, with healthcare decision makers in South Carolina. If you are interested in helping our members improve healthcare in South Carolina with relevant and quality products and services, we are interested in helping you do it.

SCHA has the network you want and need to be successful. Together, we can partner and continue to support our hospital members and the citizens of South Carolina.

**Join the most effective healthcare network
in South Carolina and visit us at
www.SCHASponsorship.org**



“The companies affiliated
with SCHA get my attention.
Their support of and involvement
in SC healthcare show me that they are
committed to helping us do our jobs better.”

**DEBBIE LOCKLAIR,
CHIEF HUMAN RESOURCES OFFICER,
MCLEOD HEALTH**



“As a smaller hospital, I don’t have the time or bandwidth to always research or vet companies that may have something that could help my hospital. If I see that a company is a SCHA sponsor, I have some comfort knowing it’s a viable company with a service that I should consider.”

**TIMOTHY WREN,
CHIEF FINANCIAL OFFICER,
ABBEVILLE AREA MEDICAL CENTER**

The SCHA Corporate Sponsorship Program provides four tiers with benefits for each level of participation and support. The annual program runs from January 1, 2020 through December 31, 2020. Please submit your [sponsorship application](#) by **January 13, 2020** to begin receiving full benefits, including full recognition at the Annual Meeting.

BENEFIT		Bronze \$4,000	Silver \$7,000	Gold \$12,000	Platinum \$17,000
Access to Membership	Three Complimentary Registrations to the TAP Conference				X
	Two Complimentary Registrations to the Legislative Luncheon				X
	Host Thought Partner Webinar with Solvent Networks			X	X
	Two Complimentary Registrations to the Regional Leadership Summit - Low Country			X	X
	Two Complimentary Registrations to the Regional Leadership Summit - Midlands			X	X
	Two Complimentary Registrations to the Regional Leadership Summit - Pee Dee			X	X
	Two Complimentary Registrations to the Regional Leadership Summit - Upstate			X	X
	Two Complimentary Registrations to the CFO Forum		X	X	X
	Two Complimentary Registrations to the Annual Meeting	X	X	X	X
	Two Complimentary Registrations to the Healthcare Leadership Networking Event	X	X	X	X
Access to Information	Subscription to News Clips , SCHA's Daily Collection of Healthcare News From Across the US	X	X	X	X
	Subscription to Impact , SCHA's Biweekly Newsletter	X	X	X	X
	Advance copies of SCHA meeting rosters (names and titles) for meetings & conferences	X	X	X	X
	A copy of SCHA's Membership Directory	X	X	X	X
Event Recognition	Opportunity to Present as a Panelist or Sponsor Spotlight at the TAP Conference				X
	Sponsor Recognition at the TAP Conference				X
	Sponsor Recognition at the Regional Leadership Summit - Low Country			X	X
	Sponsor Recognition at the Regional Leadership Summit - Midlands			X	X
	Sponsor Recognition at the Regional Leadership Summit - Pee Dee			X	X
	Sponsor Recognition at the Regional Leadership Summit - Upstate			X	X
	Opportunity to Present at the CFO Forum		X	X	X
	Sponsor Recognition at the Annual Meeting	X	X	X	X
	Opportunity to Present at the Healthcare Leadership Networking Event	X	X	X	X
Year-Round Recognition	Sponsor Recognition at all SCHA & Solvent Networks Board Meetings				X
	Logo Displayed in Impact , SCHA's Biweekly Newsletter				X
	Logo on Notepads at SCHA's William L. Yates Conference Center & Major SCHA Events				X
	Sponsor Spotlight in Impact, SCHA's Biweekly Newsletter		X	X	X
	Company Highlight and Contact Information in SCHA Membership Directory		X	X	X
	Sponsor Recognition in SCHA Quick Reference Guide		X	X	X
	Opportunity to Submit an Article or Case Study for Impact, SCHA's Biweekly Newsletter		X	X	X
	Recognition as Sponsor on Signage in SCHA Lobby	X	X	X	X
	Logo Displayed on SCHA Website with Hyperlink		X	X	X
	Company Name Displayed on SCHA Website with Hyperlink	X			
Discounts	Discounted trade show booth at SCHA's affiliated society meetings	X	X	X	X
	25% off room rental at SCHA's William L. Yates Conference Center	X	X	X	X

PLATINUM SPONSORSHIP

—— \$17,000 ——

ACCESS TO MEMBERSHIP

- Three Complimentary Registrations to the TAP Conference
- Two Complimentary Registrations to the Legislative Luncheon
- Host Thought Partner Webinar with Solvent Networks
- Two Complimentary Registrations to the Regional Leadership Summit - Low Country
- Two Complimentary Registrations to the Regional Leadership Summit - Midlands
- Two Complimentary Registrations to the Regional Leadership Summit - Pee Dee
- Two Complimentary Registrations to the Regional Leadership Summit - Upstate
- Two Complimentary Registrations to the CFO Forum
- Two Complimentary Registrations to the Annual Meeting
- Two Complimentary Registrations to the Healthcare Leadership Networking Event

ACCESS TO INFORMATION

- Subscription to News Clips, SCHA's Daily Collection of Healthcare News From Across the US
- Subscription to Impact, SCHA's Biweekly Newsletter
- Advance Copies of SCHA Meeting Rosters (Names and Titles) for Meetings & Conferences
- A copy of SCHA's Membership Directory

EVENT RECOGNITION

- Opportunity to Present as a Panelist or Sponsor Spotlight at the TAP Conference
- Sponsor Recognition at the TAP Conference
- Sponsor Recognition at the Regional Leadership Summit - Low Country
- Sponsor Recognition at the Regional Leadership Summit - Midlands
- Sponsor Recognition at the Regional Leadership Summit - Pee Dee
- Sponsor Recognition at the Regional Leadership Summit - Upstate
- Opportunity to Present at the CFO Forum
- Sponsor Recognition at the Annual Meeting
- Opportunity to Present at the Healthcare Leadership Networking Event

YEAR-ROUND RECOGNITION

- Sponsor Recognition at all SCHA & Solvent Networks Board Meetings
- Logo Displayed in Impact, SCHA's Biweekly Newsletter
- Logo on Notepads at SCHA's William L. Yates Conference Center & Major SCHA Events
- Sponsor Spotlight in Impact, SCHA's Biweekly Newsletter
- Company Highlight and Contact Information in SCHA Membership Directory
- Sponsor Recognition in SCHA Quick Reference Guide
- Opportunity to Submit an Article or Case Study for Impact, SCHA's Biweekly Newsletter
- Recognition as Sponsor on Signage in SCHA Lobby
- Logo Displayed on SCHA Website with Hyperlink

DISCOUNTS

- Discounted Trade Show Booth at SCHA's Affiliated Society Meetings
- 25% off room rental at SCHA's William L. Yates Conference Center

GOLD SPONSORSHIP

—— \$12,000 ——

ACCESS TO MEMBERSHIP

- Host Thought Partner Webinar with Solvent Networks
- Two Complimentary Registrations to the Regional Leadership Summit - Low Country
- Two Complimentary Registrations to the Regional Leadership Summit - Midlands
- Two Complimentary Registrations to the Regional Leadership Summit - Pee Dee
- Two Complimentary Registrations to the Regional Leadership Summit - Upstate
- Two Complimentary Registrations to the CFO Forum
- Two Complimentary Registrations to the Annual Meeting
- Two Complimentary Registrations to the Healthcare Leadership Networking Event

ACCESS TO INFORMATION

- Subscription to News Clips, SCHA's Daily Collection of Healthcare News From Across the US
- Subscription to Impact, SCHA's Biweekly Newsletter
- Advance Copies of SCHA Meeting Rosters (Names and Titles) for Meetings & Conferences
- A copy of SCHA's Membership Directory

EVENT RECOGNITION

- Sponsor Recognition at the Regional Leadership Summit - Low Country
- Sponsor Recognition at the Regional Leadership Summit - Midlands
- Sponsor Recognition at the Regional Leadership Summit - Pee Dee
- Sponsor Recognition at the Regional Leadership Summit - Upstate
- Opportunity to Present at the CFO Forum
- Sponsor Recognition at the Annual Meeting
- Opportunity to Present at the Healthcare Leadership Networking Event

YEAR-ROUND RECOGNITION

- Company Highlight and Contact Information in SCHA Membership Directory
- Sponsor Recognition in SCHA Quick Reference Guide
- Sponsor Spotlight in Impact, SCHA's Biweekly Newsletter
- Opportunity to Submit an Article or Case Study for Impact, SCHA's Biweekly Newsletter
- Recognition as Sponsor on Signage in SCHA Lobby
- Logo Displayed on SCHA Website with Hyperlink

DISCOUNTS

- Discounted Trade Show Booth at SCHA's Affiliated Society Meetings
- 25% off room rental at SCHA's William L. Yates Conference Center

SILVER SPONSORSHIP

———— \$7,000 ————

ACCESS TO MEMBERSHIP

- Two Complimentary Registrations to the CFO Forum
- Two Complimentary Registrations to the Annual Meeting
- Two Complimentary Registrations to the Healthcare Leadership Networking Event

ACCESS TO INFORMATION

- Subscription to News Clips, SCHA's Daily Collection of Healthcare News From Across the US
- Subscription to Impact, SCHA's Biweekly Newsletter
- Advance Copies of SCHA Meeting Rosters (Names and Titles) for Meetings & Conferences
- A copy of SCHA's Membership Directory

EVENT RECOGNITION

- Opportunity to Present at the CFO Forum
- Sponsor Recognition at the Annual Meeting
- Opportunity to Present at the Healthcare Leadership Networking Event

YEAR-ROUND RECOGNITION

- Company Highlight and Contact Information in SCHA Membership Directory
- Sponsor Recognition in SCHA Quick Reference Guide
- Sponsor Spotlight in Impact, SCHA's Biweekly Newsletter
- Opportunity to Submit an Article or Case Study for Impact, SCHA's Biweekly Newsletter
- Recognition as Sponsor on Signage in SCHA Lobby
- Logo Displayed on SCHA Website with Hyperlink

DISCOUNTS

- Discounted Trade Show Booth at SCHA's Affiliated Society Meetings
- 25% off room rental at SCHA's William L. Yates Conference Center

BRONZE SPONSORSHIP

———— \$4,000 ————

ACCESS TO MEMBERSHIP

- Two Complimentary Registrations to the Annual Meeting
- Two Complimentary Registrations to the Healthcare Leadership Networking Event

ACCESS TO INFORMATION

- Subscription to News Clips, SCHA's Daily Collection of Healthcare News From Across the US
- Subscription to Impact, SCHA's Biweekly Newsletter
- Advance Copies of SCHA Meeting Rosters (Names and Titles) for Meetings & Conferences
- A copy of SCHA's Membership Directory

EVENT RECOGNITION

- Sponsor Recognition at the Annual Meeting
- Opportunity to Present at the Healthcare Leadership Networking Event

YEAR-ROUND RECOGNITION

- Recognition as Sponsor on Signage in SCHA Lobby
- Company Name Displayed on SCHA Website with Hyperlink

DISCOUNTS

- Discounted Trade Show Booth at SCHA's Affiliated Society Meetings
- 25% off room rental at SCHA's William L. Yates Conference Center

“SCHA has been a fantastic partner. Our missions are completely aligned on improving the cost and quality of patient care and protecting healthcare workers across the state. SCHA has provided us with effective and strategic outlets to communicate our message and build awareness. Their deep understanding of their member needs and the healthcare landscape in SC has helped us be more effective.”

**Drew Reeve, SVP Sales,
Collective Medical Technologies**

“Membership with the South Carolina Hospital Association offers us the opportunity to dialogue with key stakeholders. We value our partnership with SCHA and look forward to the continued collaboration.”

**King & Spalding
Healthcare Team**

“As a first-time sponsor with SCHA, I was thrilled to find the SCHA team to be very accommodating with introductions to their member providers. At the SCHA events, we have been appropriately recognized by SCHA leadership and the name-recognition opportunities live and in print have been rewarding. Continued support throughout the year has exceeded our expectations!”

**Ed Bonn, FACHE, Regional Director,
Eagle TeleMedicine**

“Metz Culinary Management is a proud sponsor with SCHA. The interaction and dialogue with the members is positive and educational. SCHA strategically plans for positive and rewarding partnerships. All healthcare associations should take lessons from SCHA.”

**Jack Brill, Vice President
Business Development,
Metz Culinary Management**

“Nexsen Pruet is proud to have been a supporter and sponsor of SCHA for over twenty years. We consider SCHA and its affiliate entities to be important partners of our Firm in the work that we do for our health care clients. We respect and appreciate the leadership role that SCHA has developed in improving health care in South Carolina.”

**Matthew Roberts, Health Care Practice
Group Leader, Board of Directors,
Nexsen Pruet, LLC**

“We are happy to share our unique story as a program that originally began as a Duke endowment grant at SCHA in 2002. We are now partnered with 16 state hospital associations for workforce solutions. As a platinum sponsor with Solvent Networks we continue to work for our hospital members right here in SC – just as we always have. We have grown up right here with SCHA and value our continued relationship 18 years later!”

Sherry Kolb, President, Qualivis

Through SCHA sponsorship, you can position your organization to be on the front lines with SCHA and our members in promoting all aspects of healthcare in South Carolina. You will have the opportunity to connect directly with executives from our member organizations and develop long-lasting business relationships with our hospitals.

HERE ARE SOME OF THE CURRENT AND PREVIOUS SPONSORS OF SCHA.



DATES TO REMEMBER

SCHA ANNUAL MEETING

February 4-5, 2020

Columbia Metropolitan Convention Center
Columbia, SC

REGIONAL LEADERSHIP SUMMITS

July 13, 14, 20 & 21, 2020

Upstate, Midlands, Lowcountry & Pee Dee

LEGISLATIVE LUNCHEON

April 28, 2020

Statehouse Grounds
Columbia, SC

SCHA TAP CONFERENCE

September 17-18, 2020

Westin Resort
Hilton Head, SC

HEALTHCARE LEADERSHIP NETWORKING EVENT & CFO FORUM

Both of these event dates are TBD

ALL DATES SUBJECT TO CHANGE

READY TO JOIN US?

You can get the process started right now by visiting

www.SCHASponsorship.org

Have questions? Need some help determining which level is best for you? We're here!

LARA HEWITT, Vice President, Solvent Networks

803.744.3518 • lhewitt@solventnetworks.com

KRISTIN HILL, Business Development Manager, Solvent Networks

803.454.6959 • khill@solventnetworks.com

SCHA's sponsorship program is administered by Solvent Networks, a subsidiary of SCHA.