

MGMA Utah

Associate Membership

SPONSORSHIP PACKET

2023

Providing opportunities for businesses to showcase themselves to our members who are the leading group of Medical Practice Professionals in the State of Utah. Our members are the driving force for decisions and change in the medical practices they manage. We invite you to maximize your presence by promoting your organization throughout the year as a UMGMA Official Organizational Sponsor or Event Specific Sponsor at one or many of our incredible events.



UMGMA Contact Information:

Randee Mitchell, Administrator

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office@umgma.com

www.umgma.com

A Word From the UMGMA Board...

As the Medical Group Management Association of Utah, we would like to invite you to participate as a sponsor at one or many of our various events we are holding in 2023. Included with this informational packet you will find the list of events and sponsorship opportunities that exist. Please note, these opportunities are on a first come, first served basis with priority going to our official organizational UMGMA Sponsors* (see below for additional details). Sponsorship opportunities start as low as \$299.

Partnering with UMGMA at any of our events, allows you to be showcased in front of our members who are the driving force for decisions and change in the medical practices they manage. They are always looking for products and services that allow their practices to evolve. Your support at these events helps to provide quality educational programs, conferences that assist our members in preparing for the exciting and challenging years to come and networking opportunities that connect you and our members to one another.

We truly appreciate your involvement with MGMA Utah and look forward to a win-win partnership with you and your organization. Thank you for your future or continued support.

Sincerely,

The MGMA Utah Executive Board

**Sponsorship opportunity beyond Annual Conference is only available to those businesses that participate as a sponsor/vendor at UMGMA Annual Conference.*

2023 Event Overview

Return on investment for ALL UMGMA EVENTS are as follows, additional return is listed under individual event.

Return: Sponsors will receive their company name branded with all marketing leading up to and during each event. For example: "2023 UMGMA Power Lunch sponsored by _____". Where available the sponsors name will also feature a link that navigates members to their website. Marketing for events will include, but not be limited to, email (to all UMGMA members), social media posts on all platforms used. Posts to social media will include, but not be limited to: announcing registration to members, speaker information, sponsor highlight with link, etc. Sponsors will also receive logo on opening slide of virtual events prior to meeting going live, and for events held in person will be given an exhibitors table to have their company represented. All sponsors will be thanked publicly before introduction of speaker by a UMGMA Board Member and will be given the option to present a 3 min or less presentation about their company to attendees.

January

- **YEARLY UMGMA SPONSORS**

*See below for information at each level yearly sponsorship

Platinum Sponsor \$5000

Gold Sponsor \$4000

Silver Sponsor \$3000

Bronze Sponsor \$2000

- **Membership Summit**

January 27th, 2023 (9:00 am until 1:30 pm)

A half-day summit event packed with practical information UMGMA members can start to implement into their practices immediately. The Membership Summit will feature a variety of pertinent topics chosen year to year that are specifically applicable to the members right now.

Presenter: Christopher D. Connors

Topic: Emotional Intelligence for the Modern Leader

Location: Little America (SLC, UT)

Sponsorship: \$5600 (*split sponsorship available if the sponsor finds a co-sponsor)

Return: Sponsors will receive all of the above-mentioned base ROI. In addition, the sponsor will be provided an exhibitor's booth at the event. Sponsor may have up to 2 representatives at this event to network and hand out marketing materials to

attendees. Sponsor will also receive branded signage on all tables as well any additional signage at the event. Sponsor will be thanked upon welcome by a UMGMA Board Member and will be given the option to present a 3 min or less presentation of their company.

February

- **Top Golf Networking Event**

February 9th, 2023 (11:00 am to 1:30 pm)

Our annual networking event that is a member favorite event! A hugely successful social event featuring great food, incredible ambiance and climate-controlled golf bays sponsored by select businesses. This event is truly a networking experience as members rotate through multiple bays and spaces with food and drinks. Whether those who attend are seasoned golfers or have never swung a club, there is a place for everyone at this amazing golf facility to have fun and network in a comfortable environment.

Location: Top Golf (SLC, UT)

Sponsorship:

Return: Sponsors will receive all of the above-mentioned base ROI. In addition, sponsors will have their logos rotated on all digital screens prominently displayed on multiple screens across the event space. See additional return below for specific area of sponsorship.

Sponsorship Opportunities are the following:

- **Bay Sponsor \$399, up to 11 sponsors.** Will receive 3x2 sign or digital sign at bay, name on sponsor banner and will receive 1 comp attendance ticket.
- **Lunch Sponsor \$2600.** Will receive 3x2 sign, name on sponsor banner and receive 3 comp tickets.
- **Appetizer Sponsor \$299.** Will receive name on sponsor banner or digital sign and receive 1 comp ticket.
- **Dessert Sponsor \$299.** Will receive name on sponsor banner or digital sign and receive 1 comp ticket.

March

- **Power Lunch**

March 16th, 2023 (12:00 noon until 12:45 pm)

A power packed informational luncheon moderated by one of the UMGMA Board Members. Presenters will be handpicked to present timely information on subjects affecting the “right now” of our members practices. Held virtually, at the request of our members as past virtual events proved to be highly effective. Lunch is delivered

to attendees via Grubhub directly to their office so they can eat and learn while not having to sacrifice time away from the office.

Presenter: TBD
Topic: TBD
Location: Virtual

Sponsorship: \$1200

Return: Sponsors will receive all of the above-mentioned base ROI. In addition, sponsor will also receive logo on opening slide of virtual event prior to meeting going live, will be thanked publicly before introduction of speaker by a UMGMA Board Member and will be given the option to present a 3 min or less presentation of their company.

May

- **UMGMA Annual Conference**

May 17-19, 2023, Utah Valley Convention Center (Provo, UT)

A multiple day conference

Sponsorship: multiple opportunities starting at \$1000

****SEE BELOW FOR FULL CONFERENCE SPONSORSHIP INFORMATION...example below:***

- **Spring Senior Leadership Summit – (SPOTLIGHT Annual Conference Event)**

May 17, 2023 (Time TBD)

A discussion-based networking opportunity for Corporate Suite representatives from select outpatient care organizations. Attendees will be “by invitation only”. This event will provide opportunity for senior leaders to discuss urgent matters affecting practices right now. Facilitated by Revere Health CEO and UMGMA Legislative Liaison, Scott Barlow.

Location: Utah Valley Convention Center

Sponsorship: \$2500

Return: Sponsors will receive all of the above-mentioned base ROI adjusted by the audience of invitees. In addition, the sponsor will be provided an exhibitor’s booth at the event. Sponsor may have 1 representative at this event to network and hand out marketing materials to attendees upon initial registration only. Sponsor will also receive branded signage on all tables as well any additional signage at the event. Sponsor will be thanked upon welcome by a UMGMA Board Member.

July

- **Power Lunch**

July 13th, 2023 (12:00 noon until 12:45 pm)

A power packed informational luncheon moderated by one of the UMGMA Board Members. Presenters will be handpicked to present timely information on subjects affecting the “right now” of our members practices. Held virtually, at the request of our members as past virtual events proved to be highly effective. Lunch is delivered to attendees via Grubhub directly to their office so they can eat and learn while not having to sacrifice time away from the office.

Presenter: TBD
Topic: TBD
Location: Virtual

Sponsorship: \$1200

Return: Sponsors will receive all of the above-mentioned base ROI. In addition, sponsor will also receive logo on opening slide of virtual event prior to meeting going live, will be thanked publicly before introduction of speaker by a UMGMA Board Member and will be given the option to present a 3 min or less presentation of their company.

September

- **Fall Leadership Conference**

September 21st, 2023 (9:00 am till 1:30 pm)

A half-day conference event packed with practical information UMGMA members can start to implement into their practices immediately. Fall Leadership Conference feature a variety of pertinent topics chosen year to year that are specifically applicable to the members right now.

Speaker: TBD
Topic: TBD
Location: Joseph Smith Memorial Building (SLC)

Sponsorship: \$5600 (*split sponsorship available if the sponsor finds a co-sponsor)

Return: Sponsors will receive all of the above-mentioned base ROI. In addition, the sponsor will be provided an exhibitor’s booth at the event. Sponsor may have up to 2

representatives at this event to network and hand out marketing materials to attendees. Sponsor will also receive branded signage on all tables as well any additional signage at the event. Sponsor will be thanked upon welcome by a UMGMA Board Member and will be given the option to present a 3 min or less presentation of their company.

October

- **Fall Senior Leadership Summit**

October TBD (8:00-10:00 am) *Thursday Breakfast

A discussion-based networking opportunity for Corporate Suite representatives from select outpatient care organizations. Attendees will be “by invitation only”. This event will provide opportunity for senior leaders to discuss urgent matters affecting practices right now. Facilitated by Revere Health CEO and UMGMA Legislative Liaison, Scott Barlow.

Location: Little America (SLC)

Sponsorship: \$2500

Return: Sponsors will receive all of the above-mentioned base ROI adjusted by the audience of invitees. In addition, the sponsor will be provided an exhibitor’s booth at the event. Sponsor may have 1 representative at this event to network and hand out marketing materials to attendees upon initial registration only. Sponsor will also receive branded signage on all tables as well any additional signage at the event. Sponsor will be thanked upon welcome by a UMGMA Board Member.

November

- **Governmental Forum**

November 10th, 2023 (11:45 noon till 1:30 pm)

A truly informational event for our members presented by MGMA (national) to illustrate the newest legislative proposals/changes that are or will affect medical practices and hospitals in the upcoming year. An important meeting for all of our members to attend.

Presenter: MGMA’s Associate Director in Governmental Affairs

Location: Utah State Capital, Hall of Governors

Sponsorship: \$2500

Return: Sponsors will receive all of the above-mentioned base ROI. In addition, the sponsor will be provided an exhibitor’s booth at the event. Sponsor may have up to 2 representatives at this event to network and hand out marketing materials to

attendees. Sponsor will also receive branded signage on all tables as well any additional signage at the event. Sponsor will be thanked upon welcome by a UMGMA Board Member and will be given the option to present a 3 min or less presentation of their company.

December

- **Power Lunch**

December 1st, 2022 (12:00 noon until 12:45 pm)

A power packed informational luncheon moderated by one of the UMGMA Board Members. Presenters will be handpicked to present timely information on subjects affecting the “right now” of our members practices. Held virtually, at the request of our members as past virtual events proved to be highly effective. Lunch is delivered to attendees via Grubhub directly to their office so they can eat and learn while not having to sacrifice time away from the office.

Presenter: TBD

Topic: TBD

Location: Virtual

Sponsorship: \$1200

Return: Sponsors will receive all of the above-mentioned base ROI. In addition, sponsor will also receive logo on opening slide of virtual event prior to meeting going live, will be thanked publicly before introduction of speaker by a UMGMA Board Member and will be given the option to present a 3 min or less presentation of their company.

Please Contact Randee Mitchell at office@umga.com for any questions or to reserve your sponsorship.

2023 Associate Member Yearly Sponsorship Overview

The Medical Group Management Association of Utah would like to invite you to participate in the 2023 Associate Member Program

Associate Membership sets your organization apart. It shows our members your commitment to their education, training and the growth of MGMA Utah. You will be invited and encouraged to attend our luncheons, educational sessions and conferences. You will also receive member emails and access to webinars. Details of our sponsorship levels are below. You are invited to become Platinum, Gold, Silver, or Bronze Sponsor, or an Associate Member. You will enjoy numerous other benefits based on your sponsorship or membership level.

Platinum \$5,000

- Corporate logo/link to be used in all marketing of any sponsored events to members
- Corporate logo and website link with 25-word company description (including contact information) on MGMA Utah Website
- **Two** (2) MGMA Utah Associate Memberships for 2022
- Signage and Recognition at ALL UMGMA events (virtual or in person)
- Listing in and access to the MGMA Utah online membership directory
- Corporate logo recognition on MGMA Utah sponsor board and name recognition at all educational sessions throughout the year
- **First** choice (first come, first served) to sponsor either one conference event (see list under conference information) or one 2022 event
- **First** choice (first come, first served) of one exhibit booth space at the MGMA Utah Annual conference (includes 2 people)
- Full-page **color** ad in **premium** location in conference digital or printed workbook
- Social Media Highlight Post with Link to website
- Option to provide Vendor Prize for conference

Gold \$4,000

- Corporate logo/link to be used in all marketing of any sponsored events to members
- Corporate logo and website link with 25-word company description (including contact information) on MGMA Utah Website
- **One** (1) MGMA Utah Associate Membership for 2021
- Signage and Recognition at ALL UMGMA events (virtual or in person)
- Listing in and access to the MGMA Utah online membership directory
- Corporate logo recognition on MGMA Utah sponsor board and name recognition at all educational sessions throughout the year
- **Second** choice (first come, first served) to sponsor either one conference event (see list under conference information) or one 2022 event
- **Second** choice (first come, first served) of one exhibit booth space at the MGMA Utah Annual conference (includes 2 people)
- Half-page **color** ad in conference digital or printed workbook
- Social Media Highlight Post with Link to website and the option for attendees to pre-schedule appointments with vendors
- Option to provide Vendor Prize for conference

Silver \$3,000

- Corporate logo and website link
- **One** (1) MGMA Utah Associate Membership for 2021
- Signage and Recognition at ALL UMGMA events (virtual or in person)
- Listing in and access to the MGMA Utah online membership directory
- **Third** choice (first come, first served) to sponsor either one conference event (see list under conference information) or one 2022 event
- **Third** choice (first come, first served) of one exhibit booth space at the MGMA Utah Annual conference (includes 2 people)
- Quarter-page **black and white** ad in conference digital or printed workbook
- Bulk Social Media Highlight Post with Link to website and the option for attendees to pre-schedule appointments with vendors
- Option to provide Vendor Prize for conference

Bronze \$2,000

- Corporate logo and website link
- **One** (1) MGMA Utah Associate Membership for 2021
- Signage and Recognition at ALL UMGMA events (virtual or in person)
- Listing in and access to the MGMA Utah online membership directory
- **Fourth** choice (first come, first served) to sponsor either one conference event (see list under conference information) or one 2022 event
- **Fourth** choice (first come, first served) of one exhibit booth space at the MGMA Utah Annual conference (includes 2 people)
- Quarter-page **black and white** ad in conference digital or printed workbook
- Bulk Social Media Highlight Post with Link to website and the option for attendees to pre-schedule appointments with vendors
- Option to provide Vendor Prize for conference

2023 Additional Conference Sponsorship Opportunities

The following additional Sponsorship opportunities will be offered to our Platinum, Gold, Silver, and Bronze sponsors first, and then to all other Associate Members and Exhibitors.

Spring/Conference Senior Leadership Summit Sponsor \$2500

- Marketing, signage, introduction, and recognition

Student Member Recognition Sponsor \$750

- Marketing, signage, introduction, and recognition

Breakout Session Sponsor \$1100

- Marketing, signage, introduction, and recognition

Speaker Sponsor \$1500 and up

- Logo background during speaker or banner on page
- Introduction prior to speaker
- Logo/mention on all marketing about speaker in all correspondences to members via email or social media
 - Speakers available to sponsor
 - **Keynote Speaker: Elizabeth Smart \$7500**
 - **Closing Speaker: Hank Smith \$5000**
 - **Breakout Session: TBD**

Meal Sponsor \$1500 and up

- Branded signage on all tables, mention on all marketing about lunch in all correspondences to members via email or social media.
 - Meals available to sponsor
 - **Pre-Conference Mix and Mingle \$3750**
 - **Thursday Morning Breakfast \$1500**
 - **Thursday Lunch \$1500**
 - **Entertainment Banquet Dinner \$3750**
 - **Friday Morning Breakfast \$1500**

Swag Bag Sponsor \$4500

- Logo on themed attendee gift
- Option to add merchandise to bag. Item(s) to be approved by UMGMA.
- Logo on informational insert
- Logo/mention on all marketing about swag bag in all correspondences to members via email or social media

2023 Annual Conference Exhibit Fee's

Sponsorships

Platinum	\$5000
Gold	\$4000
Silver	\$3000
Bronze	\$2000

Associate Membership Dues: \$250

(*All exhibitors MUST register as Associate Members. Waived for Platinum, Gold, Silver & Bronze Sponsors*)

Exhibit Fee \$1,000

(*Waived for Platinum, Gold, Silver & Bronze Sponsors)

The following MUST be completed before exhibitor application is complete.

1. Annual Conference Exhibitor Application
2. Payment for booth fees and membership dues, as well as any additional sponsorships
3. Associate Membership Application – online at www.umgma.com
4. Code of Ethics, signed and returned (included in your membership application or renewal confirmation email)
5. Exhibitor Contract, signed and returned (included in your exhibitor application email)

Please note – your registration is NOT complete until ALL of the above items are received. Incomplete applications will not be accepted and may result in forfeiture of booth space.

Please register online at www.umgma.com.

Or Send payment to:

Utah MGMA – Exhibitor Registration

PO Box 1042

Layton, Utah 84041