



## ACHE OF WESTERN PA

### 2018 SPONSORSHIP PROGRAM

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## ABOUT ACHE of WESTERN PA

### VISION STATEMENT

All healthcare leaders are engaged

### MISSION STATEMENT

To advance our members in healthcare leadership

### 2018 EXECUTIVE BOARD

**President**

Natalie Bulger, FACHE

**Vice President**

Caitlin Gaudi, MHA

**Treasurer**

Kelly Blake, DNP, MBA

**Secretary**

Amy Richards, FACHE

**Immediate Past President**

Laura Griffin, MHA

**ACHE Regent**

Jean Tauber, FACHE

**Student Chapter Representative**

Kushal Ganesh Babu

**Committee Chairpersons****Advancement**

Laura Griffin, MHA

**Early Careerist Network**

Caitlin Gaudi, MHA

**Programming**

Kim Fierst, MHA

**Marketing & Membership**

Samantha Yeung, PAHM

**Sponsorship**

Carrie Ennis, FACHE

**Diversity**

LaJuana Fuller, MHA

**Directors-at-Large**

Michael Busch, MPM

Bob Kovatch, MPT, FACHE

AJ Harper, MBA

Kevin Broom, PhD

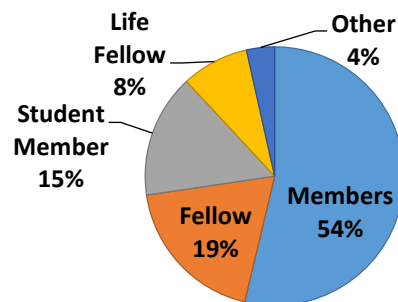
Dorene Sommers, RN, MBA

Alexandra Lackos, MHA

### QUICK FACTS

- Serves 26 counties of Pennsylvania, from Lake Erie to West Virginia
- Nearly 100 tertiary and community hospitals in the Western PA region
- Provides partnerships with accredited colleges that provide innovative education and research in information technology and life sciences
- Offers continuing education credits for ongoing learning and maintaining access to cutting-edge industry knowledge
- Enables members the opportunity to maximize professional potential by earning the premier credential in healthcare management, an ACHE Fellow (FACHE) board certified in healthcare management
- Offers access to one of the largest professional affiliated healthcare organizations in the American College of Healthcare Executives (ACHE)
- Members receive reduced fees for educational programs and networking receptions
- Excellent opportunities to develop professional relationships and gain mentors/mentees
- Provides the best way for healthcare leaders to connect, succeed, learn, advance and lead.

### 2017 MEMBER DEMOGRAPHICS

**Total Affiliates ~430**

*Membership represents over 180 healthcare organizations*

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## 2018 SPONSORSHIP PACKAGES – ANNUAL

### Annual Sponsorships

	Diamond \$2,500	Platinum \$1,500	Gold \$750
<b>RECOGNITION and HOSPITALITY OPPORTUNITIES</b>			
Exposure to over 400 ACHE of Western PA Chapter Members	✓	✓	✓
Welcome email with company information sent to distribution list	✓	✓	✓
Opportunity to interact with Chapter Board Members	✓	✓	✓
One yearly subscription to all chapter publications	✓	✓	
Exclusivity to Diamond Sponsorship (1 Diamond Sponsor per year)	✓		
Sponsor escort at Chapter events for key introductions	✓		
<b>MARKETING OPPORTUNITIES: NEWSLETTER / EMAILINGS</b>			
Company advertisement space in newsletter for all publications in the sponsor year	✓	✓	✓
Corporate logo on newsletter with quick hyperlink to company website	✓	✓	✓
Company logo on all weekly email communications to Chapter distribution list	✓	✓	
Company logo on event fliers and registration pages	✓	✓	
Brief description of company & its offerings in the quarterly newsletter	✓		
One use of chapter mailing list*	✓		
Submission of a thought leadership piece to the Chapter Newsletter	✓		
<b>MARKETING OPPORTUNITIES: WEBSITE</b>			
Corporate logo with hyperlink on the ACHE of Western PA Chapter Sponsor web page	✓	✓	✓
Corporate logo with hyperlink on the ACHE of Western PA Chapter home page	✓	✓	
Exposure on ACHE of Western PA social media sites (logo with hyperlink to Company site)	✓		
<b>MEETINGS and EVENTS</b>			
Invitation/admission to all ACHE hosted events (Diamond: 3 tickets, Platinum: 2 tickets, Gold: 1 ticket) <i>*does not apply to PAHS attendance</i>	✓	✓	✓
Verbal acknowledgement at all ACHE events and educational programs	✓	✓	✓
Presentation opportunity during allotted event time (Diamond: 5 minutes, Platinum: 2 minutes)	✓	✓	
Recognition on registration brochure and other collateral materials at events	✓		
Space for poster/displays/other recognitions at meetings and social events	✓		
Sponsors placed on email blast list for event notification	✓		

*\*Emailing will be facilitated by ACHE of Western PA*

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## 2018 SPONSORSHIP PACKAGES – EVENT & HOST

### Event Sponsorships

Multiple Event Opportunities per Year in Pittsburgh and Erie

	Platinum \$1,000	Gold \$500	Silver \$250
<b>OPPORTUNITIES and BENEFITS</b>			
Company logo on event fliers and registration pages and website	✓	✓	✓
Verbal mention at event	✓	✓	✓
Invitation/admission to sponsored event (Platinum: 3 tickets, Gold: 2 ticket, Silver: 1 ticket)	✓	✓	✓
Networking opportunities	✓	✓	
Presentation opportunity during allotted event time (Platinum: 5 minutes, Gold: 2 minutes)	✓	✓	
Space for set up and poster/flyer display	✓	✓	
Exclusive event sponsorship of selected event	✓		
One use of chapter mailing list*	✓		
Sponsor escort at event for key introductions	✓		

\*Emailing will be facilitated by ACHE of Western PA

### Event Hosting Facilities

	Host Facility*	Host Facility w/ Complimentary Catering**
<b>BENEFITS</b>		
Given mention/recognition in both the program material and ACHE of Western PA website for the registration period and one month following the program	✓	✓
Given mention/recognition on program material and ACHE of Western PA website for registration period and extended to six months following the program		✓
Organization logo with hyperlink on the ACHE of Western PA website for registration period and six months following the program		✓

\*Facilities that host an educational program on their premises free of charge

\*\*Facilities that host an education program on their premises free of charge and contribute food/refreshments free of charge during the education program

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## 2017 EVENT SCHEDULE

Event	Date	Description/Details
<b>2017 Volunteer Networking</b> -Pittsburgh, PA	January 25, 2017 5:00pm	Members interested in volunteering with the chapter were invited to network with current volunteers– drink tickets and appetizers were provided. <b>(FREE Event)</b>
<b>Breakfast with the CEO</b> – Erie, PA	January 26, 2017 8:00am	Welcomed John Genarro, FACHE, Director Erie VA Medical Center as guest for Breakfast with the CEO <b>(FREE Event)</b>
<b>Free Education Event</b> – University of Pittsburgh, Pittsburgh, PA	February 24, 2017 2:00pm	Career Positioning – Proactively Managing Your Professional Development Registration is <b>FREE</b> for the event and includes complimentary refreshments
<b>Pennsylvania Chapter Reception</b> – Chicago, IL	March 28, 2017 6:00pm	Joined all PA ACHE Chapters for reception at Congress – Registration is <b>FREE</b> for the event and includes complimentary food and refreshments
<b>Women's Leadership Conference</b> – Gibsonia, PA	May 11, 2017 8:00am	Joint event with HFMA Western PA Chapter – Full day education including Leading a Successful Multigenerational Organization
<b>Next Generation of Leadership Seminar</b> – Homestead, PA	May 24, 2017 6:00pm	Grant funded event featuring Baron Batch as the guest speaker on taking a different path to determining leadership qualities <b>(FREE Event)</b>
<b>Erie Education Event</b> – Erie, PA	June 8, 2017 7:30am	Listening to Employers: How Health Systems Can Support Population Health Management
<b>Pittsburgh Summer Education</b> – Pittsburgh, PA	June 22, 2017 2:00pm	Improving the Health Status of Your Community
<b>Summer Networking Happy Hour</b> – Slippery Rock, PA	July 14, 2017 5:30pm	Annual summer networking event open to all members and potential members
<b>Dinner with the CEO</b> – Pittsburgh, PA	August 10, 2017 5:30pm	Hosted Aradhna Oliphant, CEO of Leadership Pittsburgh for an intimate dinner with ACHE members
<b>Next Generation of Leadership Seminar</b> – Pittsburgh, PA	August 23, 2017 5:00pm	Grant funded event featuring a round table of three local executives to speak with attendees about leadership development <b>(FREE Event)</b>
<b>Next Generation of Leadership Seminar</b> – Erie, PA	August 29, 2017 6:00pm	Grant funded event featuring a panel of speakers to discuss dealing with burn out <b>(FREE Event)</b>
<b>Erie Education Event</b> – Erie, PA	September 14, 2017 7:30am	Leading a Successful Multigenerational Organization
<b>4<sup>th</sup> Annual Western PA Healthcare Summit</b> – Monroeville, PA	October 13, 2017 Full day event	Co-host of annual healthcare summit including panel session Listening to Employers: How Health Systems Can Support Population Health Management

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## 2017 EVENT SCHEDULE Cont.

<b>Erie Education Event</b> – Erie, PA	October 18, 2017 7:30am	Improving the Health Status of Your Community
<b>Fall Education Series</b> – Cranberry, PA	October 27, 2017 1:00pm	Session 1: Medical Staff Relations Session 2: It's All About Vision: The role Vision Plays in Your Strategic Planning Process
<b>Dawn Gideon Lecture (Hosted by University of Pittsburgh)</b> – Pittsburgh, PA	November 13, 2017 Noon	Offered qualified education credits for the Annual Dawn Gideon Lecture – Social Determinants of Health
<b>The Evolving Roles of Partnerships</b> – Warrendale, PA	November 15, 2017 Half day event	Hosted Sg2 for special education event focusing on the changing healthcare atmosphere surrounding partnerships
<b>Erie Education Event</b> – Erie, PA	November 29, 2017 5:00pm	Career Positioning – Proactively Managing Your Professional Development ( <b>FREE</b> Event for students)
<b>Annual Event and Celebration</b> – Pittsburgh, PA	December 7, 2017 5:30pm	Guest Speaker Ed Lamb, FACHE joined ACHE of Western PA as we celebrated the year's accomplishments. Raffle proceeds benefited astronomy program initiative at the VA Pittsburgh Hospital

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## MEMBER ORGANIZATIONS

### Member Organizations

ACMH Hospital	Department of Veterans Affairs
Aetna Corporation	Dept of Veterans Health Admin
AHN Saint Vincent Hospital	DLP Conemaugh Miners Medical Center, LLC
Air Methods Corporation	DNA Health Systems
Allegheny College	DuBois Regional Medical Center
Allegheny General Hospital	Duquesne University
Allegheny Health Network	Edgewood Surgical Hospital
Alle-Kiski Medical Center	Erie County Department of Health
Altius Healthcare Consulting Group	Erie Homes for Children & Adults
Amerinet	Erie VAMC
Aramark	Ernst & Young LLP
Ascom Wireless	Excela Health
Ashbury Place	Fayette Regional Health System / Uniontown Hospital
Astellas	First Consulting Group
AstraZeneca	Gateway Health
Bucktail Medical Center	Gateway Health Plan
Butler Health System	Gateway Rehabilitation Center
Cambria Residential Svcs.	GE Healthcare
Cardinal Health	GE Transportation
Carnegie Mellon, Heinz College	Grant Foundation
CDS Administrators	Grove City Medical Center
Celtic Healthcare, Inc.	Health Policy Institute, University of Pittsburgh
Cerner	HealthSouth
Chestnut Ridge Counseling Services, Inc.	HealthSouth Rehabilitation Hospital of Erie, PA
Clarion Hospital	Helomics Corporation
Clarion University Foundation, Inc.	Heritage Valley Health System
Cole Memorial	Highlands Hospital
Community Guidance Center	Highmark Health
Community Health Network	Highmark, Inc.
Community Health Services, Inc.	Horty Springer & Mattern PC
Concurrent Technologies	Hospital Council of Western Pennsylvania
Conemaugh Health System	HR Resource Force
Conemaugh Memorial Medical Center	ImageFIRST
Corazon Inc.	Indiana Regional Medical Center
DaVita Inc	Jameson Care Center
Del Rio Physical Therapy and Rehabilitation Center	Jameson Health System
Deloitte Consulting LLP	Jameson Memorial Hospital
Janssen – Johnson & Johnson	Punxsutawney Area Hospital
Janssen Biotech	Quality Horizons LLC

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## Member Organizations

Jefferson Hospital	Renaissance Orthopedics
Jefferson Regional Medical Center	Select Medical
Kane Community Hospital	Select Specialty Hospital - Erie
Kindred Healthcare	Select Specialty Hospital Johnstown
Kindred Hospital – Heritage Valley	Sentact
Knox McLaughlin Gornall & Sennett	Sharon Regional Health System
Liaison Technologies	Shriners Hospital for Children
Lock Haven Hospital	Slippery Rock University
Lock Haven University	Somerset Hospital
Magee-Womens Hospital of UPMC	Southwestern PA Pulmonary
Meadville Community Health Center	Srs of the Humility of Mary
Meadville Medical Center	St. Anne Home
Mercyhurst University	St. Clair Memorial Hospital
Millcreek Community Hospital	Stericycle
Millcreek Paramedic Service	SunStone Management Resources
Mizuho OSI	The Children's Institute
Monongahela Valley Hospital	The Medicines Company
Mount Aloysius College	The MITRE Corporation
MWRI&F of UPMC	The Regional Cancer Center
Mylan	The Uniontown Hospital
Navigant Consulting	The Washington Hospital
Northwest Physicians Assoc., PC	Titusville Area Hospital
Novia Strategies	Trinity Healthcare Solutions, LLC
Objective Health, a McKinsey Solution for Healthcare	Truven Health Analytics
Ohio Valley Hospital	United Methodist Services for the Aging
Oneview Healthcare Inc.	United States Army
PA Mountains Healthcare Alliance	United States Navy
Penn Highlands Clearfield	University of Phoenix
Penn Highlands Dubois	University of Pittsburgh
Penn Highlands Elk	University of Pittsburgh Physicians
Penn Highlands Healthcare	UPMC
Pennsylvania Organization of Nurse Leaders	UPMC Community Provider Services
Philips Healthcare	UPMC East & UPMC McKeesport
Pine Grove Ambulatory Surgical Center	UPMC Hamot
Pittsburgh Poison Center (UPMC)	UPMC Hamot Heart and Vascular Center
Planned Parenthood	UPMC Health Plan
Providence Point	UPMC Horizon
UPMC International Services	Vantage Healthcare Network
UPMC Northwest	Vantage Holding Company, LLC
UPMC Palliative and Supportive Institute	Veterans Affairs

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## Member Organizations

UPMC Passavant	Veterans Hospital Administration
UPMC Physician Services Division	VHA Mid-Atlantic
UPMC Presbyterian Shadyside	Vizient
UPMC St. Margaret	Warren General Hospital
UPMC Senior Communities	Washington Health System
Upper Allegheny Health System	West Penn Allegheny Health System
VA Healthcare VISN 4	Windber Professional Services
VA Pittsburgh Healthcare System	Youngstown State University
Value Capture	Zimmer Biomet

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## SPONSOR APPLICATION FORM

### Organization Information:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

### Contact Information:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### Desired Sponsorship Level:

#### Annual

☐

☐ Diamond - \$2,500

☐ Platinum - \$1,500

☐ Gold - \$750

#### Event

☐

☐ Platinum - \$1,000

☐ Gold - \$500

☐ Silver - \$250

Event(s) Desired: \_\_\_\_\_

### Please briefly describe your organization:

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### Has your organization ever been a sponsor of ACHE of Western PA? If so, how many years?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ # of Years: \_\_\_\_\_

### Please email completed form to:

ACHE of Western PA  
Attention: Carrie Ennis  
info@westpa.achechapter.org

*Upon receipt of this form, the contact person listed above will receive the sponsorship agreement with information on payment.*

**ACHE of Western PA appreciates your desire to be a part of our organization. We value your participation and will do everything in our power to make sure our relationship is a successful venture. We look forward to speaking with you soon.**



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## SPONSORSHIP COMMITTEE

### **Carrie Ennis (Chair)**

Director  
UPMC

### **AJ Harper**

President  
Healthcare Council of Western Pennsylvania

### **Bob Kovatch**

Orthopedic Service Line Director  
St. Clair Hospital

### **Karen Watkins**

National Account Director  
Strategic Customer Group  
Johnson & Johnson Health Care Systems Inc.

For additional information on how to become a sponsor, please contact Carrie Ennis (814.323.6113) by phone or email us at [info@westpa.achechapter.org](mailto:info@westpa.achechapter.org)

# ACHE of Western PA

[www.westpa.ache.org](http://www.westpa.ache.org)

[info@westpa.achechapter.org](mailto:info@westpa.achechapter.org)

