

2026 Sponsor & Exhibitor Prospectus

**PACIFIC NORTHWEST
MEDICAL MANAGEMENT CONFERENCE**

HLA HEALTHCARE
LEADERS
ASSOCIATION
OREGON

HLA HEALTHCARE
LEADERS
ASSOCIATION
WASHINGTON
STATE

www.pnwhealthcareleadersconf.com

PACIFIC NORTHWEST MEDICAL MANAGEMENT CONFERENCE



Wednesday, May 20 - Friday, May 22, 2026

Hilton Vancouver Washington

Connect. Showcase. Grow.

The Pacific Northwest Medical Management Conference is the region's leading event for medical practice managers and healthcare leaders. Now in its 22nd year, this trusted and well-established conference brings together decision-makers from across the healthcare landscape for two-and-a-half days of dynamic education, strategic insight, and meaningful connections.

In 2026, we're returning with even more energy— deeper engagement, and a strong focus on solutions that support today's evolving medical practice. This is your opportunity to put your brand in front of 100+ key influencers and buyers representing medical practices and healthcare organizations from across the Pacific Northwest and Inland Northwest.

KEY DATES... mark your calendar

- **October 2025...** Sponsor and exhibitor registration opens
- **April 2, 2026...** Exhibit & Sponsor booth assignments begin, assignments are based on:
 - Priority 1: given to Sponsors based on level
 - Priority 2: give to Exhibitors based on date of registration & payment received
- **April 16, 2026...** Preconference attendee prospect list is released to Sponsor levels only
- **April 17, 2026..** Group Block closes at the Hilton Vancouver Washington*
- **April 19, 2026...** Exhibit hall assignments released
- **April 26, 2026...** Sponsor and exhibitor registration closes unless earlier sell out of spaces*
- **May 20-22, 2026...** Conference is in session at the Hilton Vancouver Washington

*These dates are subject to change pending sell out. Conference management strongly recommends exhibitors **secure their registration options and hotel reservation as soon as possible** to ensure your spot.

Pacific Northwest Medical Management Conference

www.pnwhealthcareleadersconf.com | main@pnwhealthcareleadersconf.com | P: (678) 523-5915

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Attendee Demographics

Approximately over 100 medical practice executives and healthcare leaders from across the Pacific Northwest convene annually for this event. Attendees are medical group administrators, C-Suite executives, directors, clinic managers, billing managers and key team members. Attendees represent all medical specialties. Attendees hail from large to small organizations with the majority falling into the small-to-mid sized medical practice (1-50 providers). Attendees are looking to be introduced to new products, services, and technologies in our Exhibitor Marketplace.

Dedicated Networking Time

A minimum of 6.0+ Hours of dedicated networking time between exhibitors and attendees comprised of:

- Exhibitor Marketplace breaks
- Reception and Networking event
- Breakfast and Lunch with Attendees
- Schedule a dinner or entertain attendees after conference hours
- Exhibit staff are welcome and encouraged to participate in educational sessions for professional development and additional networking with attendees when not actively staffing their exhibit booth

Exhibit Booth - What is included with the fee

- Two (2) conference registrations
 - includes all meals and access to all conference activities on the agenda
- Full pipe and drape
- A 6' draped table, two chairs, and a wastebasket
- Signage
- Wireless internet access
- Electric power drop (powerstrip)
- A conference attendee list in excel format (emailed on May 20)
- A hard copy conference attendee list (provided at your booth on May 20)
- Listing on conference website and printed conference program
- Conference management makes exhibit booth assignments which will be communicated at least 3 weeks in advance of the show based on:
 - Priority 1: given to Sponsors based on level
 - Priority 2: give to Exhibitors based on date of registration & payment received

You may order and purchase additional furniture or signage from our Trade Show Decorator. Additional electrical needs or rigging can be purchased directly from Encore. Go to our website to download rate and order forms from our suppliers: [www.pnwhealthcareleadersconf.com/Exhibitor Information](http://www.pnwhealthcareleadersconf.com/Exhibitor%20Information)



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Exhibitor Show Schedule

**subject to change*

Wednesday, May 20, 2026

- 2:00 PM – 5:00 PM... Exhibitor Registration Opens, Move-In & Booth Set Up
- 5:30 PM - 7:00 PM... "The Big Roundup"
Themed Opening Reception in Exhibitor Marketplace
- 7:00 PM... Open to explore Vancouver, WA or entertain clients

Thursday, May 21, 2026

- 7:30 AM - 3:30 PM... Exhibitor Marketplace Open
- 7:30 AM - 8:30 AM... Breakfast in Exhibitor Marketplace
- 9:15 AM - 10:00 AM... Networking Break in Exhibitor Marketplace
- 12:15 PM - 1:15 PM... Networking Lunch with Attendees
- 2:15 PM - 3:15 PM... Networking Break in Exhibitor Marketplace
- 3:30 PM - 5:30 PM... Exhibit Booth Tear-Down
- 5:00 PM - 6:30 PM... Cocktail Hour
- 6:30 PM... Open to explore Vancouver, WA, entertain clients or travel home

Friday, May 22, 2026

- 8:15 AM - 9:00 AM... Final breakfast with attendees, door prize giveaways, and awards
- 9:00 AM - 12:30 PM... Conference in Session
- 12:30 PM... Conference Adjournment



How to \$ave On Your Exhibit/Sponsor Registration

Registration discounts on exhibit and sponsorships are available to those who hold an annual Oregon HLA and/or Washington State HLA Membership

Quick-Cost Comparison at a Glance

<u>Membership Option</u>	<u>Annual Cost</u>	<u>Conference Discount</u>	<u>Net Cost (after discount)</u>
Oregon HLA only	\$395	-\$250	\$145
Washington State HLA only	\$495	-\$250	\$245
Both Associations	\$890	-\$600	\$290

\$mart Spending Tip

Paying **just \$290 more** gets you full **access to BOTH state association networks** for an entire year and the deepest exhibitor discount—not to mention double the perks! If you plan to exhibit, becoming a member of both Oregon HLA and Washington State HLA delivers unmatched value—saving you money, boosting your visibility, and embedding you in two vibrant professional ecosystems.

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Conference Venue and Lodging

All conference sessions and events take place inside the **Hilton Vancouver Washington** at **301 W. 6th Street, Vancouver, Washington, 98660, USA**

Reserve Rooms For Your Team

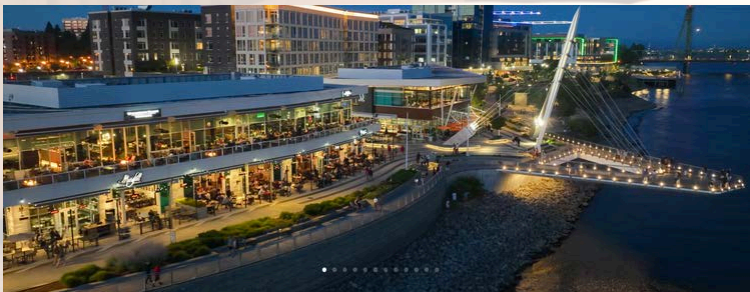
Discounted group block can **ONLY be accessed via** the link [posted on our conference website](#). Encourage your exhibit team to secure their rooms early as our block historically sells out quickly. Block closes when rooms sell out or on April 17th.

Standard King or Double Queen is Starting at \$214/night + taxes and fees



Travel to the Hilton Vancouver Washington

Off I-5, the Hilton Vancouver Washington is across the street from Esther Short Park. Vancouver Waterfront and its pier, shops, and restaurants are nine minutes' walk from our door. The Amtrak Station is a five-minute drive, and Portland International Airport (PDX) is 15 minutes away.



WHY YOU SHOULD BOOK IN OUR CONFERENCE ROOM BLOCK

- Discounted rates! We've negotiated our best to ensure you get you a great room at a great rate.
- Secure on-site parking
- Electric car charging stations
- Unfilled rooms in our block equal financial penalties. Stay in the host hotel to support our associations.
- 1.0 mile from Vancouver Amtrak Train Station
- 12 miles from PDX (Portland) Airport (hotel shuttle not available)
- Walkable to the Vancouver Waterfron Promenade, offering guests shopping at the nearby downtown Vancouver businesses, including shops, restaurants, and local boutiques.

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Sponsorship & Exhibit: YOUR OPTIONS

We've created a variety of options to fit a variety of budgets.

- 1. Leveled Sponsorships** provide exhibit space PLUS additional impressions throughout the conference, the preconference attendee list for prospecting ahead of the conference and includes a unique attendee experience through which your organization is branded.
- 1. Exhibitors** get an exhibit booth, attendee list the day the conference opens, listing on our conference website and recognition in printed on-site materials
- 2. Offsite Sponsorships** are an opportunity to support the show, receive a copy of the attendee list the day the show opens, and get recognition with attendees even if you can't be on site with us, Offsite Sponsorships do not come with an exhibit booth or registration to attend the conference

	Platinum \$9,500	Gold \$ 8,500.00	Silver \$ 7,500.00	Bronze \$ 3,600.00	Exhibitor \$ 2,750.00	Offsite Sponsor \$ 1,700.00
16'x20' Double Exhibit Booth	★					
8'x10' Exhibit Booth		★	★	★	★	
# of staff registrations included in fee (\$500 value each)	5	4	3	2	2	0
Preconference attendee list on April 16 (emailed)	★	★	★	★		
Attendee list on May 20 (emailed & hardcopy)	★	★	★	★	★	★
Post conference attendee list no later than June 1 (emailed)	★	★	★	★	★	★
Organization listing in printed attendee programs	★	★	★	★	★	
Priority booth placement based on level	1st	2nd	3rd	4th	Based on time of registration & payment	
Color logo inclusion on printed materials/signage and on conference website	★	★	★	★		★
Branded item or experience for attendees *refer to specific sponsorship for details	★	★	★			★
Rotating banner ad on conference webpages	★	★	★			
Inclusion on Exhibit Hall Scavenger Hunt Gamecard	★	★	★			
Printed advertisement in Conference Programs and recognition post on Oregon & Washington State social media pages	★	★	★			
Marketing email for your organization sent through conference email platform	★					
Opportunity to present a concurrent session (must be approved by committee)	★					
Commercial or demo video link (as provided by your organization) on conference website	★					

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Leveled Sponsorships, Exhibit Booths, Additional Options & Add Ons
Help us create a memorable experience for attendees and stand out in the Exhibitor Marketplace!

Leveled Sponsorship Options

Platinum Sponsor Branded Item/Experience Options

\$9,500

Reception Sponsor (for May 20 and May 21) - 2 available

Includes everything outlined on page 6 for this level PLUS...

- Premier placement of your exhibit booth
- Prominent signage at both conference reception events
- Welcome attendees at door with their drink tickets and have some extra to handout during event
- Reception entertainment on May 20 placed near your booth
- Cocktail Napkins with your logo at both reception events
- Logo on conference tote bags
- Full Page Color Ad in Attendee Program
- Promotional item or literature stuffed in all attendee bags (you provide & must meet deadline)

Keynote Speaker/Book Signing (May 20) - 1 available

Includes everything outlined on page 6 for this level PLUS...

- Premier placement of your exhibit booth
- Sponsorship signage for session
- Introduce our Keynote speaker, as well as a 2-minute company introduction before the session
- Books provided to attendees post-session with a keynote speaker signing at your booth
- Full Page Color Ad in Attendee Program
- Promotional item or literature stuffed in all attendee bags (must meet deadline)

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Leveled Sponsorship Options

Gold Sponsor Branded Item/Experience Options

\$8,500

Branded Attendee Namebadges (1 available)

Includes everything outlined on page 6 for this level PLUS...

- Priority placement of your exhibit booth
- Your logo on attendee name badges
- Introduce a concurrent session speaker, as well as a 2-minute company introduction before the session
- Half Page Color Ad in Attendee Program
- Promotional item or literature stuffed in all attendee bags (you provide & must meet deadline)

Morning Coffee Bar (for May 21 and May 22) - 1 available

Includes everything outlined on page 6 for this level PLUS...

- Priority placement of your exhibit booth
- Signage and logo on coffee cups at customizable AM Coffee & Hot Tea Bar
- Introduce a concurrent session speaker, as well as a 2-minute company introduction before the session
- Half Page Color Ad in Attendee Program
- Promotional item or literature stuffed in all attendee bags (you provide & must meet deadline)

Attendee Welcome Gift (Cowboy Camp Tin-Cup & Bandana) - 1 available

Includes everything outlined on page 6 for this level PLUS...

- Priority placement of your exhibit booth
- We will produce & provide a memorable, branded-to-your-company gift given to all attendees from the registration desk during check-in
 - Provide a staff member or two during attendee check-in on May 20th to welcome & handout the gift or elect to have our staff do it for you
- Introduce a concurrent session speaker, as well as a 2-minute company introduction before the session
- Half Page Color Ad in Attendee Program
- Promotional item or literature stuffed in all attendee bags (you provide & must meet deadline)

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Leveled Sponsorship Options

Silver Sponsor Branded Item/Experience Options

\$7,500

Water Station (May 20 & May 21) - 1 available

Includes everything outlined on page 6 for this level PLUS...

- Priority placement of your exhibit booth
- Introduce a concurrent session speaker, as well as a 2-minute company introduction before the session
- Your logo water cooler covers and cups located at water stations placed throughout conference/session rooms
- Promotional item or literature stuffed in all attendee bags (you provide & must meet deadline)

Networking Lunch (May 21) - 1 available

Includes everything outlined on page 6 for this level PLUS...

- Priority placement of your exhibit booth
- Introduce a concurrent session speaker, as well as a 2-minute company introduction before the session
- Logo on buffet stations, table center pieces, and place mats
- Promotional item or literature stuffed in all attendee bags (you provide & must meet deadline)

Attendee NotePads & Pens

Includes everything outlined on page 6 for this level PLUS...

- Priority placement of your exhibit booth
- Introduce a concurrent session speaker, as well as a 2-minute company introduction before the session
- We will produce & provide a branded-to-your-company conference note pad & pen provided to all attendees from registration desk during their check-in
- Promotional item or literature stuffed in all attendee bags (you provide & must meet deadline)

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Leveled Sponsorship Options

Bronze Sponsor

\$3,600

Bronze Sponsorship - 15 available

Includes everything outlined on page 6 for this level PLUS...

- Priority placement of your exhibit booth
- Preconference attendee list for prospecting (excel) emailed on April

Exhibitor

Includes everything outlined on page 6 for this level

Oregon HLA or WSHLA Member (\$250 discount)

\$2,500

Oregon HLA and WSHLA Member (\$600 discount)

\$2,150

Non Member

\$2,750

Exhibit Booth -

What is included with the fee

- Two (2) conference registrations
 - includes all meals and access to all conference activities on the agenda
- Full pipe and drape
- A 6' draped table, two chairs, and a wastebasket
- Signage
- Wireless internet access
- Electric power drop (powerstrip)
- A conference attendee list in excel format (emailed on May 20)
- A hard copy conference attendee list (provided at your booth on May 20)
- Listing on conference website and printed conference program
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Off Site Sponsor

Complimentary Attendee WiFi

\$1,700

Includes everything outlined on page 6 for this level PLUS...

- WIFI login card at registration desk with your logo and printed in conference program
- Your Company as Network name or password (where available)
- Promotional item or literature in all attendee bags (you provide & must meet deadline)

Breakfast (2 available)

\$1,700

Includes everything outlined on page 6 for this level PLUS...

- Signage on breakfast buffet spread on May 21 or May 22
- Logo on napkins
- Promotional item or literature in all attendee bags (you provide & must meet deadline)

Hospitality Gift

\$1,700

Includes everything outlined on page 6 for this level PLUS...

- Branded hospitality gift included in all attendee bags provided at check-in
- Promotional item or literature stuffed all attendee bags (you provide & must meet deadline)

Add Ons

Additional Exhibit Booth Staff

\$500

Inclusion on Exhibit Hall Scavenger Hunt Card

\$400

Full Page Ad on Conference Website plus 1 time post on Oregon & Washington State Social Media Pages

\$300

Rotating Ad on Conference Website

\$200

Registration Information

Secure your spot at the Pacific Northwest Medical Management Conference today.

Step One:

If you are an Oregon Partner, a Washington State Affiliate Member or both, email main@pnwhealthcareleadersconf.com for a discount code to save on your registration fees.

Not a current Partner/Affiliate Member?

Join Oregon HLA www.oregonhla.com | Join Washington State HLA www.thewshla.org

Step Two:

Register online at www.pnwhealthcareleadersconf.com / [Exhibitor Registration](#)

You can pay online during the registration process via credit card or request an invoice for payment by check. We do not hold booth space or make booth assignments until payment in full is received.

Step Three:

Make sure you receive your registration confirmation via email from main@pnwhealthcareleadersconf.com. Check your spam/junk folder just in case. Contact us if you do not receive within 24 hours to ensure your registration was received.

Request a copy of our W9 at main@pnwhealthcareleadersconf.com

Checks Payable to: Washington State HLA

Mail to: Pacific Northwest Medical Management Conference Coordinator
P.O. Box 1468 | Sandpoint, ID 83864

Cancellation Terms

Any company desiring to cancel their submitted commitment for this conference must notify conference management, in writing to main@pnwhealthcareleadersconf.com. An administrative fee of \$375.00 is withheld on refunds plus the cost of any promotional items already purchased. No refunds will be made on cancellations after April 15, 2026.

Statement of Agreement

By sending in registration and payment, your organization and all organization representatives participating in the event agree to comply with Sponsor Terms, Conditions and Policies as provided by host association(s) and/or conference management. Your organization understands that all sponsorships have been assigned on a first-come, first-served basis, submitted with payment in full. Your organization understands that host association(s) and/or conference management reserves the right to remove or refuse any registered organization or its personnel from the conference or any event associated with the conference, for failure to act in a professional or responsible manner at the sole discretion of host association(s) and/or conference management, or deemed to be out of compliance with our guidelines and policies.

Point of Contact

All information, including but not limited to: conference updates, requests for materials, production deadlines and attendee lists, will be sent to the organization point of contact noted on your registration form. The organization point of contact is responsible for distributing information to your organization representatives and ensuring deadlines are met. The organization is responsible to notify conference management if this point of contact changes. Email main@pnwhealthcareleadersconf.com with point of contact changes.

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