



**GENERAL
THORACIC
SURGICAL
CLUB
PROSPECTUS**

Thirty-Fifth Annual Meeting
March 9th - 12th, 2023



Duck Key, FL



Welcome from the Chair



Dear GTSC Exhibitors & Supporters:

On behalf of the General Thoracic Surgical Club (GTSC), we are excited to invite your company to partner with us at our 35th Annual Meeting which will be held at the Hawks Cay Resort in Duck Key, FL on March 9-12, 2023.

For over 30 years, GTSC has been the “Who’s Who” of surgeons committed to the practice of general thoracic surgery. The GTSC meeting is an invaluable opportunity for you to reach THE key decision makers nationwide on products and spending used for general thoracic patient surgery and care. Increase your sales, increase product awareness and gain

insight into the needs of your target audience by connecting with these influential surgeons.

Sponsorship opportunities provide your organization with unparalleled interaction with the attendees and enhanced recognition throughout the Annual Meeting. Sponsors & Exhibitors are granted full access to all GTSC scientific programming, meals and social events; providing one-on-one networking opportunities with our members!

Our Mission is to promote clinically relevant scientific knowledge as well as enduring professional and social connections within the general thoracic surgery community.

Our Vision is to improve outcomes for patients with general thoracic surgical problems.

Learn more about exhibiting and sponsorship opportunities in this prospectus.

We look forward to seeing you in the Florida Keys!

Sincerely,

A handwritten signature in black ink, appearing to read 'Dennis A Wigle'.

Dennis A Wigle, M.D.

GTSC Chair

Sponsorship Levels

In addition to your selected sponsorship opportunity/opportunities, each benefit level includes valuable recognition and benefits! If the total sponsorship amount from your selected opportunity/ opportunities falls within one of the below sponsorship levels, all additional benefits included in that level will be yours at no additional cost!

Support agreements for the 35th GTSC Annual Meeting are due by: **January 31st, 2023** in order to be included in the Annual Meeting final program and onsite signage

In addition to your chosen support opportunity, each support level includes:

	Platinum Sponsor \$20,000+	Gold Sponsor \$10,000+	Silver Sponsor \$5,000+	Bronze Sponsor \$1,000+
Your Company's Logo displayed on the Annual Meeting webpage, linked to Your Company's Website.				
Invitation to the Top Supporter Breakfast				
One (1) complimentary flyer included in the Resources section of the mobile app				
One (1) complimentary exhibitor badge with booth purchase (3 total)				
One (1) complimentary banner on the mobile app				
One (1) complimentary eblast advertisement to GTSC members				

Sponsorship Opportunities

***NEW* Promotional Flyer (\$500/item)**

Let us spotlight your company! Collateral can be a very important aspect of a company's marketing strategy. Include your marketing piece on the GTSC mobile app. Located under the Resources section, all attendees will be able to view your promotional material. Advertise your booth or a new product by way of this great marketing opportunity. (Artwork to be provided by sponsor)

***NEW* Stretch Break (\$500)**

Staying healthy is important to not only GTSC, but also to our members. Stretching can help decrease stiffness, increase range of motion, and improve posture. Your company name will be proudly displayed during one of the General Session breaks as we stretch and refresh together.

***NEW* Grand Prize Drawings (\$1,000) - Bronze Sponsor**

Meeting attendees are encouraged to visit each exhibitor booth and assigned posters throughout the meeting. Here they will hear a brief presentation about the exhibiting company or poster. Once they have visited all booths and assigned posters, they will be entered into a drawing for a chance to win one of two grand prizes. Your sponsorship of these grand prizes allows one representative from your company to come on stage during the Saturday evening Gala dinner, tell an entertaining joke and draw two winning names.

Peter C. Pairolero Scholarship (\$2,000) - Bronze Sponsor

The Peter C. Pairolero Scholarship is given to those interested in general thoracic surgery, including medical students, general surgery residents and thoracic surgery residents and fellows. This Scholarship is awarded to one person each year and covers hotel accommodations at the upcoming Annual Meeting (three nights room and tax), registration fee and reimbursement of up to \$750 for travel expenses. Your entire sponsorship will go towards the scholarship fund to help send an awardee to the GTSC Annual Meeting.

Sponsorship Opportunities

***NEW* Podcasts (\$2,000/episode OR \$3,500 for 2 episodes) - Bronze Sponsor**

Demonstrate your support for general thoracic education with a 15–20 minute non-CME podcast. Your company will have the opportunity to associate your brand with a specific topic in thoracic surgery. The company's name will be mentioned in the opening credits of the podcast and recognized on the GTSC podcast page. Choose which month your podcast launches: April – Dec 2023.

Gala Decorations (\$4,000) - Bronze Sponsor

Bring beauty to the Saturday evening Gala by providing gorgeous centerpieces on each table. Guests will see your company's logo on each elegantly decorated table while they enjoy their evening meal.

***NEW* Friday Excursion (\$4,000) -- Bronze Sponsor**

Sponsor GTSC's Friday afternoon excursion, which is two excursions in one! Attendees will enjoy an afternoon of snorkeling and relaxing on a sandbar on the beautiful Key Colony Beach. Sponsorship of this activity includes branded sunscreen and refreshments.

***NEW* Saturday Excursion (\$4,500) - Bronze Sponsor**

Sponsor GTSC's Saturday afternoon excursion! This year's activity will be a 4 hour fishing charter boat on the water of Florida's premier fishing destination. Sponsorship of this activity includes branded sunscreen and boxed lunches.

Golf Tournament (\$5,000) - Silver Sponsor

Sponsor GTSC's Golf Tournament! Florida Keys Country Club is home to a 6,500-yard, Mark Mahannah-designed golf course that offers a challenge to golfers of all levels. Touring professionals, serious club competitors and even casual amateurs enjoy the tough – yet forgiving – course, consisting of striking palm tree-lined fairways; lush, manicured greens; and breathtaking views. Sponsorship includes branded boxed lunches and customized golf balls.

Sponsorship Opportunities

Movie Night (\$5,000) - Silver Sponsor

Breakout the popcorn and refreshments for GTSC's Annual Movie night! Attendees spend the evening showcasing videos of their own surgeries to share with other fellow colleagues. Your company's name will be showcased on the big screen, and your logo on branded popcorn bags.

Fun Run (\$5,000) - Silver Sponsor

Go the extra mile with GTSC! Your company will announce the start of the race and each attendee will receive a cooling towels, featuring your company's logo.

Tennis (\$5,000) - Silver Sponsor

Sponsoring this event will be a great opportunity to connect with attendees in a relaxed setting. Sponsorship includes wine & light snacks for attendees, and branded cocktail napkins.

Attendee Badge Lanyards (\$5,000) - Silver Sponsor

In addition to their name badge, all attendees will receive a lanyard with your company's logo proudly displayed.

Attendee Bags (\$6,000) - Silver Sponsor

Attendees love to use a conference bag for toting around conference materials, and will take the bag home with them to use for years to come. At this year's meeting, GTSC will be giving away waterproof drybags. Your company's logo, placed on the bag, will be remembered long after the Annual Meeting!

***NEW* Friday After Party (\$6,500) - Silver Sponsor**

New this year, GTSC will hold its Friday dinner offsite. After dinner ends, join us for the GTSC After Party at Hawks Cay! DJ Eddie, one of the biggest DJs in South Florida, will 'bring down the house' with his glow booth, glow hula hoops and limbo & light up batons. Sponsor the entertainment & refreshments while attendees dance the night away.

Sponsorship Opportunities

Champagne Reception (\$7,000) - Silver Sponsor

Toast with the members of GTSC Saturday evening! A representative from your company will have the opportunity to give a brief speech as the last day of the meeting concludes and the Gala Dinner begins. Guests will be handed branded napkins with your company logo on them when receiving their champagne.

Refreshment Breaks (\$10,000) - Gold Sponsor

Host the refreshment breaks ALL THREE DAYS (Thursday - Saturday)! Conference attendees will see your company's logo on the table signs and cocktail napkins around the break area.

Educational Recordings (\$12,000) - Gold Sponsor

Each year GTSC records the educational content of the Annual Meeting. Your company name will be listed as the video recording sponsor at the start of each recorded video, which is linked directly to the GTSC website and through YouTube, indefinitely.

Focus Group - Gold Sponsor

Instead of gathering an audience of attendees, allow us to recruit 5-8 field experts for a one-hour, in-depth focus group on the topic or product of your choice!

- In-Person (\$15,000) - Your focus group will take place during the Annual Meeting.
- Virtual (\$12,000) - Your focus group will take place via video conference during the month of your choice (excludes the months of February & March).

Thursday Brunch Symposium (\$40,000) - Platinum Sponsor

Enjoy high visibility—and associate your company with a major scientific session—by hosting the Opening Symposium of the GTSC Annual Meeting. Host a brunch symposia on Thursday, before the start of our Robert Ginsberg Clinical Trials Day, where attendees can come and learn about your company and your products. Price includes standard brunch and basic audio visual.

Sponsorship Opportunities

***NEW* Welcome Reception (\$60,000) - Platinum Sponsor**

Our Welcome Reception is the kick-off to our Annual Meeting! The reception is held on-site and offers a casual atmosphere for networking and collaborating. Your company logo will be proudly displayed in various forms across this event and on branded cocktail napkins. In addition, a rotating banner will be placed on the GTSC homepage, linked to your company's website for the duration of 2023.

***NEW* Ginsberg Day Social Events [\$75,000] - Platinum Sponsor**

Be the sole sponsor of the Non-CME activities during the Robert J. Ginsberg Clinical Trials Day. Ginsberg Day is the kick-off to the Annual Meeting. Sponsorship includes break refreshments, branded cocktail napkins and sponsorship of the Thursday Welcome Reception. In addition, a rotating banner will be placed on the GTSC homepage, linked to your company's website for the duration of 2023.

***NEW* Friday Dinner Sponsor (\$75,000) - Platinum Sponsor**

New this year, GTSC will hold its Friday dinner offsite. at the Florida Keys Aquarium! Attendees and their families gather for a fun evening of food, entertainment and networking. Sponsorship includes branded table centerpieces & branded cocktail napkins. In addition, a rotating banner will be placed on the GTSC homepage, linked to your company's website for the duration of 2023.

Create Your Own (\$TBD)

Have an idea for a sponsorship opportunity that's not listed? Contact the GTSC executive office! We would be delighted to discuss the potential opportunity with you.

Exhibit with GTSC

Exhibitors at the GTSC Annual Meeting will enjoy unparalleled access to reach THE key decision makers nationwide on products and spending used for general thoracic patient surgery and care. To maximize interaction with conference delegates, exhibits will be placed next to the poster boards and refreshment service.

Exhibit Hall Hours

NEW this year, the hall set-up will occur Thursday morning and will be open from Thursday afternoon to Saturday afternoon, with tear down taking place on Saturday afternoon. Exact hall hours will be communicated closer to the date of the meeting. The tabletop exhibits will not be in a locked area. Your booth purchase grants two representatives access to the scientific sessions, all meals and social events, allowing them further contact with the attendees. Attendance by representatives at their tables is at their discretion.

Pricing

\$6,700 and includes all items noted below. Companies are able to purchase one (1) additional exhibitor badge for \$1,000.

Each Table Purchase Includes

- Access to all GTSC educational sessions, meals and social events
- One covered and draped 8'x30' table with two chairs
- Two exhibitor badges
- Company listing in Annual Meeting mobile app (deadlines apply)
- A copy of the attendance list will be provided both pre-meeting and post-meeting
- Existing Lighting
- Standard Heating & A/C
- Participation in the Exhibitor Wine Walk

NEW Exhibitor Wine Walk

You spoke and we listened! GTSC will hold its first ever Exhibitor Wine Walk, which is included with your exhibit booth purchase! After the Thursday educational program, attendees will gather in the exhibit hall from 5:30pm - 6:30pm where they will be divided among the exhibit tables. Here they will enjoy a sample of the provided wine and listen to the your 2-3 minute 'elevator pitch'. After three minutes, attendees will enter the answer to the exhibitor's secret question on the mobile app, before moving onto the next table.

Those who visit each booth and have answered all secret questions by the end of Saturday's educational session, will be entered into our grand prize drawing, to take place during the evening Gala Dinner.

Attendees who can't attend the wine walk will still be able to visit booths throughout the conference, listen to the 'elevator pitch', answer the secret question and be entered in for the grand prize drawing.

Decorator/Storage

Professional decorator services are not available at the GTSC Annual Meeting.

Assignment of Table Space

GTSC does not assign tables and are instead on a first come, first serve basis upon arrival at the meeting. GTSC shall have the right to relocate any exhibit at any time before or during the period of exhibition. Payment is required in order to secure your table.

By purchasing a booth, all exhibitors agree to the rules and regulations, listed on the following pages

Exhibitor Rules and Regulations

The rules and regulations contained herein are intended by GTSC to serve the best interests of GTSC educational sessions, the exhibitors, and the attendees, and give notice to applicants and exhibitors of governing rules and regulations. All applicants and exhibitors are bound by the rules and regulations. GTSC shall have full authority to interpret or amend these rules, and its decision is final. Exhibitors agree to abide by any rules or regulations that may hereafter be adopted, which shall be as much a part as though originally incorporated. All issues not addressed herein are subject to the decision of GTSC. These rules and regulations have been formulated in the best interest of all exhibitors. The exhibitor understands and agrees that the information contained in this prospectus and GTSC Rules and Regulations are an integral and binding part of the Exhibit Space Contract, and that by submitting the exhibit space application/contract indicates understanding and agreement to comply with all policies, rules, regulations, terms and conditions in the prospectus, and any other GTSC issued communication. These rules and regulations may be amended or changed at any time by GTSC, and all amendments and changes will be binding on all parties.

CONTRACT FOR SPACE

The order of a booth space upon acceptance by the General Thoracic Surgical Club (GTSC), assignment of space, and the payment of rental charges constitutes a contract for rental of the space assigned. Any exhibitor failing to occupy space is not relieved of the obligation to pay the full rental price. If not occupied by the time set for completion of display installation, such space may be re-possessed by the GTSC. Said contract will not be binding upon the GTSC in the event of strikes or other circumstances beyond the GTSC's control. It is agreed that: If a cancellation occurs on or before January 31, 2023, a full refund, less an administrative fee of \$200, will be issued. If cancellation occurs after February 1st, 2023 the company will be responsible for paying the full cost of the booth space.

GENERAL CONDUCT OF EXHIBITORS

The purpose of the GTSC's exhibit program is to further the education of the registrants by providing an area for exhibitors to present information on products or services pertinent to their professional interest. The character of exhibits is subject to the approval of the GTSC. The right is reserved to refuse applications of concerns not meeting standards required or expected, as well as the right to curtail exhibitors or parts of exhibits, which reflect against the character of the meeting.

SELLING OF PRODUCTS

The GTSC provides display space for manufacturers to exhibit products on the basis of their potential informational and commercial value and not for the purpose of selling on the exhibit floor. All exhibitors are required to adhere to such rules and regulations as may be established by the U. S. Internal Revenue Service to ensure continued income tax exemption for the meeting and no tax liability to the host location or the GTSC. Distribution of advertising matter outside the exhibitor's own table space is not allowed.

REGISTRATION & BADGES

Exhibitors shall register all of its personnel in advance (two representatives per company). Name badges/bands will be required for all GTSC functions and will be available at the Registration Desk.

Exhibitor Rules and Regulations

FIRE PROTECTION

All exhibits must conform to the fire laws, health regulations, electrical codes, and other ordinances of the host cities fire department. All materials used in the exhibit must be flameproof and fire resistant. All materials are subject to inspection and their regulations shall govern. Crepe paper, corrugated paper, flameproof and otherwise, plus inflammable fluid or substances are not permitted. There will be no open flame devices and use of compressed gasses or dangerous chemicals. Any exhibits or parts thereof found not to be fireproof may be ordered dismantled. Enclosed ceilings are not permitted in the exhibit hall. Smoking is not permitted in the exhibit hall. The Hotel reserves the right to dismantle any exhibit it feels does not conform to the fire laws, health regulations, electrical codes, and other ordinances.

RESTRICTIONS ON USE OF SPACE

No exhibitor shall sublet, assign or share any part of their allocated space. Solicitations or demonstrations by exhibitors must be confined within the boundaries of their booth.

MEETING CANCELLATION

It is mutually agreed that in the event of cancellation due to fire, explosion, strike, freight embargo, flood, act of God, act of public enemy, act of war, war, act of terrorism, civil disturbance, act of any government, de jure or de facto, or other government declaration or regulation, epidemic or other event over which the GTSC has no control, then the exhibitor contract may be immediately amended by the GTSC, and exhibitor hereby waives any and all claims against the GTSC for damages, reimbursement, refund, or compensation. At the sole discretion of GTSC exhibitor refunds will be determined after deduction of any amounts necessary to cover the expense incurred by the GTSC in connection with the show. The GTSC shall not be financially liable in the event the show is interrupted, cancelled, moved or rescheduled except as provided herein.

INSUREANCE & LIABILITY

It is the Exhibitor's sole responsibility to obtain, at its own expense, any or all licenses and permits, and to comply with all federal, state and local laws and ordinances for any activities conducted in association with or as part of the Exhibition.

Exhibitor shall be fully responsible for any claims, liabilities, losses, damages or expenses relating to or arising from an injury to any person or any loss of or damage to property where such injury, loss or damage is incident to, arises out of, or is in any way connected with Exhibitor's participation in the Exhibition. Exhibitor shall protect, indemnify, hold harmless and defend the GTSC, its officers, directors and agents against all such claims, liabilities, losses, damages and expenses, including reasonable attorneys' fees and costs of litigation, arising from or in any way connected with Exhibitor's participation in the Exhibition; provided that the foregoing shall not apply to injury, loss or damage caused by or resulting from the negligence or willful misconduct of the GTSC, their officers, directors or agents.

Exhibitor, its agents and representatives shall maintain general public liability insurance against claims for personal injury, death or property damage incident to, arising out of or in any way connected with Exhibitor's participation in the Exhibition, in an amount of not less than one million dollars (\$1,000,000) per occurrence and two million dollars (\$2,000,000) in aggregate for personal injury, death or property damage, and Workers' Compensation insurance in an

Exhibitor Rules and Regulations

amount equal to the greater of that which is required by statute in the applicable jurisdiction, or five hundred thousand dollars (\$500,000) per accident or disease with a five hundred thousand dollar (\$500,000) policy limit. Exhibitor's general liability insurance shall cover Exhibitor's indemnification obligations under these Rules & Regulations and shall cover the GTSC and the Executive Committee as additional named insureds. Exhibitor shall have or obtain proof of such insurance. Exhibitor is responsible for obtaining, for its protection and entirely at its expense, such property insurance for its display materials as Exhibitor deems appropriate.

Any policy providing such property insurance must contain an express waiver by the Exhibitor's insurance company of any right of subrogation as to any claims against the GTSC, its officers, directors or agents. In the event any part of the exhibit hall is destroyed or damaged so as to prevent the GTSC from permitting Exhibitor to occupy assigned space during any part or the whole of the Exhibition period, or in the event occupation of assigned space during any part or the whole of the Exhibition period is prevented by strikes, acts of God, national emergency or other causes beyond the control of the GTSC, Exhibitor will be charged for space during the period it was or could have been occupied by Exhibitor; and Exhibitor hereby waives any claim against the GTSC, its directors, officers or agents for losses or damages which may arise in consequence of such inability to occupy assigned space, its sole claim against the GTSC being for a refund of rent paid for the period it was prevented from using the space.

To the fullest extent legally permissible, Exhibitor agrees: (i) it shall be fully responsible to pay for any and all damage to property owned by Hotel, its owning entity, managing entity or their affiliates that results from any act or omission of Exhibitor; (ii) to defend, indemnify and hold harmless Hotel, the entity that owns the hotel, the entity that manages the hotel and their affiliates and each of their respective shareholders, members, directors, officers, managers, employees and representatives, from any damages or charges resulting from Exhibitor's use of the property; and (iii) its liability shall include all losses, costs, damages, and 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.



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