NATIONAL ASSOCIATION OF SPECIALTY PHARMACY



INDUSTRY PROSPECTUS 2023

Gaylord Texan Resort & Convention Center
Grapevine, Texas

September 18-21, 2023







Dear Valued Partner.

On behalf of the National Association of Specialty Pharmacy (NASP), it is my pleasure to welcome you to the NASP 2023 Annual Meeting & Expo September 18-21 at the gorgeous Gaylord Texan Resort & Convention Center, in Grapevine Texas. The Gaylord Texan Convention Center offers abundant, unique, and highly visible branding and promotional opportunities that will capture attendees' attention and facilitate the conversations you want to have.

This year's Exhibit Hall encompasses an expansive 70,000 square feet of space designed to accommodate displays of all sizes – including the biggest and most elaborate – and is strategically located near all conference activities. And new this year, we are pleased to offer a-la-carte sponsorship package design to provide the greatest flexibility in creating a custom package that suits your needs and budget.

We also are introducing some exciting new features based on your feedback!

- VIP Exhibit Hall Pass which provides you and your team the opportunity to meet with customers and clients for 16 additional hours when the Exhibit Hall is not open to the general public.
- Executive Meeting Suites located on the Exhibit Hall floor an excellent opportunity to move an important conversation that begins at your exhibit booth to a separate, more private area. An Executive Meeting Suite includes a complimentary VIP Exhibit Hall Pass.
- The Lone Star Stage located on the exhibit hall floor—designed to provide you with an additional opportunity to showcase your products and services.

The NASP 2023 Annual Meeting & Expo will offer everything that attendees have come to love and expect, as well as many new events, activities, and educational programs. From riveting keynote addresses, thoughtprovoking conference workshops, four separate and extensive educational tracks, to our lively and creative networking opportunities, the 2023 Annual Meeting & Expo will simply be the biggest and best Annual Meeting to date.

Attendees include senior executives, pharmacy directors, clinical pharmacists, nurses, pharmacy technicians, consultants, and other management-level personnel, both clinical and non-clinical, from specialty pharmacy providers, infusion pharmacies, pharma/biotech manufacturers, institutional pharmacies, managed care organizations, data management and analytic organizations, group purchasing organizations, distributors, and suppliers to the industry.

Not only will becoming a sponsor or exhibitor position you to connect with thought leaders, decision makers, and key stakeholders throughout the industry, it demonstrates your commitment to partnering with NASP to provide education, share best practices, explore potential partnerships and synergies, and foster connectivity amongst all specialty pharmacy industry stakeholders.

Your participation is very much appreciated and paramount to our ability to continue to develop and implement strategic initiatives that support the needs of our industry. We look forward to providing our exciting new sponsorship and Exhibit Hall enhancements and delivering tremendous value for your commitment in 2023.

We cannot wait to welcome you to Grapevine in September!

With my very best,

Sheila M. Arquette, RPH

Sheila M. Avguette

President & CEO

National Association of Specialty Pharmacy

www.NASPnet.org

ABOUT NASP

The National Association of Specialty Pharmacy (NASP) is a 501(c)(6) nonprofit trade association representing all specialty pharmacy industry stakeholders. Our members include the nation's leading specialty pharmacies, pharmaceutical and biotechnology manufacturers, group purchasing organizations (GPOs), distributors, patient advocacy groups, integrated delivery systems and health plans, technology and data management vendors, logistics providers, wholesalers/distributors, law firms and practicing pharmacists, nurses, students and pharmacy technicians. With more than 170 corporate members and more than 3,000 individual members, NASP is the unified voice of specialty pharmacy in the United States. NASP provides educational programs through its Annual Meeting & Expo and NASP Education Center, offers specialty pharmacy certification, and advocates at the Federal and State levels on behalf of specialty pharmacy practice.

WHY EXHIBIT AND SPONSOR?

The Annual Meeting & Expo gives you access to decision makers, executives, and business owners involved in specialty pharmacy. The meeting provides maximum exposure for your company and creates a platform to showcase your innovative products and services. With your support of this evolving market, you can expand your business with existing customers, establish strategic partnerships and network with industry leaders. The meeting is attended by CEOs, chief pharmacy officers, pharmacy directors, and specialty pharmacy executives. NASP welcomes and encourages participation by all stakeholders in specialty pharmacy, such as:

- Pharmaceutical/biotech companies
- Health plans/reimbursement
- Pharmaceutical distribution services
- Pharmacy benefit managers
- Specialty pharmacies
- Patient support services
- GPOs/wholesalers
- Data management and analytics
- Technology vendors
- Law firms
- Pharmacogenomics organizations
- Logistics, consultants, recruiting firms







NASP 2023 HOTEL INFORMATION

Gaylord Texan Resort & Convention Center 1501 Gaylord Trail, Grapevine, TX 76051 Phone: (817) 778-1000

A block of rooms is reserved at the Gaylord Texan at a special discounted rate. Visit the NASP website for details: www.naspnet.org. Please note, you must register for the meeting prior to reserving a room. The hotel registration link will be sent to you in your confirmation email.

EXHIBIT INFORMATION

EXHIBIT HALL HOURS

Sunday, September 17

Install: 12:00 p.m - 4:00 p.m.

Monday, September 18

Install: 8:00 a.m. - 4:00 p.m. Exhibit Hall Hours: 5:30 p.m. - 7:30 p.m.

Tuesday, September 19

7:00 a.m. - 8:00 a.m.* 12:00 p.m. - 3:30 p.m.

Wednesday, September 20

7:00 a.m. - 8:00 a.m.* 12:30 p.m. - 3:00 p.m. 5:30 p.m. - 7:00 p.m.

Thursday, September 21

7:00 a.m. - 8:00 a.m.* 10:30 a.m. - 12:30 p.m. Dismantle: 12:30 p.m.

Total of **14.5** Exhibit Hall Hours

VIP EXHIBIT HALL PASS HOURS New for 2023!

Monday, September 18

5:30 p.m. - 7:30 p.m.

Tuesday, September 19

7:00 a.m. - 5:00 p.m.

Wednesday, September 20

7:00 a.m. - 8:00 p.m.

Thursday, September 21

7:00 a.m. - 12:30 p.m.

Purchase a VIP Exhibit Hall Pass and host meetings with potential clients and customers in your exhibit space when the exhibit hall is closed to others. A VIP Exhibit Hall Pass provides you with a

Total of 30.5 Available Meeting Hours

*Breakfast is served in the Exhibit Hall. Staffing your exhibit space is optional during this hour.

EXHIBIT PRICING*		
10x10 Exhibit Booth Includes 1 main conference registration & 1 exhibitor pass	\$5,700	
10x10 Exhibit Booth for Non-Profit Organizations Includes 1 main conference registration & 1 exhibitor pass	\$2,850	
10x20 Exhibit Booth Includes 2 main conference registrations	\$10,500	
10x20 Exhibit Booth for Non-Profit Organizations Includes 2 main conference registrations	\$5,250	
10x30 Exhibit Booth Includes 3 main conference registrations	\$14,250	
Island Exhibit Includes 1 main conference registration per 100 sq. ft.	\$46. sq. ft.	
VIP Exhibit Hall Pass - New for 2023! Host meetings with potential clients and customers in your exhibit space when the Exhibit Hall is closed to others.	\$2,500	

The following services will be provided to exhibitors at no additional charge:

- Standard identification sign displaying the exhibitor's name and booth number
- Complimentary exhibitor listing in the NASP Conference Guide and Mobile App (Must complete registration with payment by August 5, 2023 to appear in the Conference Guide.)
- Booth includes 6 foot table, 2 chairs, and a wastebasket (Exhibit Hall will be carpeted)
- Note: Each additional exhibitor pass is \$500

To register for your exhibit booth, please use the link below to access our online application.
*Exhibitor pass will allow access to NASP Year in Review, Industry Awards, Scholarship Awards,
Networking Activities in the Exhibit Hall.

VIEW EXHIBIT SHOWMAP





Questions? We're Here to Help

For custom options, please contact the Exhibit Team

NASP Exhibit Team: 607-674-6617 sponsors@naspnet.org







EXHIBIT RULES AND REGULATIONS AGREEMENT

CONTRACT FOR SPACE

Application must be submitted through the <u>exhibitor portal</u>. The receipt of your electronic application shall constitute a contract with the National Association of Specialty Pharmacy (NASP) for the right to use exhibit space.

SPACE ASSIGNMENT

Exhibit booth locations will be assigned on a first-come, first-served basis. Space will be reserved after receipt of a completed application with either full payment or payment terms of net 30 days. NASP will attempt to honor choice of space as noted on the contract in the order requested. In the event that preferred space has been assigned, NASP reserves the right to assign alternative space. No exhibitor shall share, transfer, assign, sell, or barter assigned space without the expressed written permission of NASP. Any relationships between companies exhibiting in the same booth or adjoining booths must be submitted for approval by NASP with the submission of the contract and payment no later than August 5, 2023.

SPACE RENTAL

Exhibit booths provide a minimum exhibit space of 10' X 10' to accommodate the exhibitor's choice of display. Exhibitors may provide their own backdrops, but props must fit within the allotted space. In-line exhibitors must limit their booth heights to 8'. Rental fee includes the use of carpeted marked space, one identification sign, 6 foot table, 2 chairs, and a wastebasket. Other furniture, carpet, electric, etc. must be ordered through the show's Service Contractor. Any costs for these additional services will be billed directly to the exhibitor.

ISLAND DISPLAYS

Island booths must be reviewed and approved by NASP Exhibit Management via the exhibitor portal. Island booths must be constructed to allow access from all sides. Island booths should have open sight lines around and through the design (including hanging signs/structures), so that the surrounding area can be viewed through the booth and neighboring booths are not inappropriately obstructed. The top of the booth's sign must not extend more than 16' from the exhibit hall floor and cannot block visibility of NASP signs.

MEETING ROOMS

All on-site meeting rooms, private restaurant rooms, and meeting suites must be secured through NASP. Please contact sponsors@naspnet.org.

EXHIBITOR REGISTRATION

Exhibit fees entitle one or two staff members, dependent on the space purchased, to exhibit and attend conference sessions and functions at no additional charge. Additional exhibitor badges are available at a cost of \$500 per person. The company name appearing on the exhibitor badges must be the same company name that appears on the contract for space. All exhibitors must register for the conference prior to reserving hotel rooms. NASP reserves the right to cancel housing reservations for non-registered personnel.

EXHIBIT REGULATIONS

NASP has developed these rules to protect the rights of all exhibitors and to consider the general appearance of the show as a whole, which must take precedence over that of any individual exhibitor. The rules adopted by NASP require the cooperation of all exhibitors in maintaining due respect for adjoining exhibitors.

- 1. All exhibitors are responsible for informing their personnel and their authorized representatives of these rules.
- Tabletop and custom freestanding displays will be allowed as long as they fit within the confines of your booth. Units and display materials may not obstruct exhibit space to the right or left of the booth.

- 3. Nothing may be glued, pasted, tacked, nailed, screwed, or otherwise permanently attached to columns, walls, floors, or other parts of the building or furniture. It is recommended that an easel be used for signage. Exhibitors violating this regulation are expressly bound, at their expense, to repair any such damage that they may cause.
- 4. Exhibitors wishing to use props or to display items that do not directly pertain to their product or business must have prior approval from NASP. Any special equipment must fit in your booth. This approval must be sought in writing at least 45 days in advance of the show. All correspondence should be addressed to sponsors@naspnet.org.
- 5. All demonstrations, discussions, or other activities such as distribution of descriptive literature of any kind must be confined to the exhibitor's booth. All giveaway items must be distributed within the exhibitor's booth. Items that cannot be stored in sufficient quantities within this space are not appropriate.
- 6. All food and beverage must be ordered through the hotel.
- 7. No exhibitor shall hold or sponsor any type of contest, raffle, or drawing for prizes either in the exhibit hall or in connection with the meeting without advance approval by NASP and following the state of Texas rules and regulations.

PAYMENT POLICY

Completed applications will be marked as received and/or processed by NASP Exhibit Management with either full payment or payment terms of net 30 days. Check payments must be made payable to National Association of Specialty Pharmacy and sent to NASP 2023 Annual Meeting & Expo c/o Meeting Management Associates, 16 W. State Street, PO Box 723, Sherburne, NY 13460.

CANCELLATION

All exhibitor cancellations must be made in writing to NASP. No telephone cancellations will be accepted. For exhibitor cancellations on or before August 1, 2023, a 30% fee will be incurred; exhibitor cancellations after August 1, 2023 will incur the full exhibit and/or sponsorship amount. In the event of uncontrollable circumstances rendering the exhibit space unfit or unavailable, or causing the show to be canceled, the contract will not be binding and payment will be refunded.

INSTALLATION AND DISMANTLING OF EXHIBIT SPACE

Information for installation and dismantling of the booth will be provided once payment has been received.

LIABILITY

The exhibitor hereby assumes the entire responsibility and hereby agrees to protect, defend, indemnify, and save NASP, MMA and the Hotel, its owners, its operator, and each of their respective parents, subsidiaries, affiliates, employees, officers, directors, and agents harmless against all claims, losses, or damages to persons or property, governmental charges or fines and attorney's fees arising out of or caused by its installation, removal, maintenance, occupancy, or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole gross negligence of the Hotel and its employees and agents. The exhibitor shall obtain and keep in force during the term of the installation and use of the exhibit premises policies of Comprehensive General Liability Insurance and Contractual Liability Insurance, insuring and specifically referring to the Contractual Liability set forth in this Exhibit Agreement, in an amount not less than \$2,000,000 Combined Single Limit for personal injury and property damage. NASP, MMA and the Hotel, its owners, and its operator shall be included in such policies and additional named insured. In addition, the exhibitor acknowledges that neither NASP, MMA nor the Hotel, its owners, or its operator maintain insurance covering exhibitor's property and that it is the sole responsibility of the exhibitor to obtain business interruption and property damage insurance insuring any losses by the exhibitor.

SPONSORSHIP OPPORTUNITIES

All sponsors will be listed on the NASP meeting website.

MEETINGS & EVENTS		PRICE
Boots, BBQ & Bourbon Bash (Exclusive)	Welcome sign with sponsor logo at event 3 Video monitors at event for exclusive advertising Cocktail napkins with sponsor logo Mobile above in Cd Logo of the ne back of all BB&B Bash cocktail cocktail tickets with sponsor logo on the back to distribute to clients/colleagues Tote bag insert Sponsor acknowledgment in conference looping slide presentation	\$75,000
Boots, BBQ & Bourbon (Co-Sponsor, limit 3) 2 Now Available	Welcome sign with sponsor logo at event 1 Video monitor at event for exclusive advertising Cocktail napkins with logo for each co-sponsor Mobile app banner ad 25 cocktail tickets with sponsor logo on the back to distribute to clients/colleagues	\$25,000
Keynote Speaker (Exclusive)	Welcome sign with sponsor logo outside room Program welcome delivered by sponsor Sponsor acknowledgment in conference looping slide presentation Mobile app banner ad Tote bag insert	\$25,000
Product Theater (75 people breakfast/lunch)	 Signage outside meeting room Room set with standard AV Tote bag insert F&B meal service for breakfast or lunch 	\$25,000
Lone Star Happiest Hour (Exclusive) Monday Evening	Welcome sign with sponsor logo outside room 30 sec. prigrant of ome delivered by sponsor coute app banner ad 50 cocktail tickets with sponsor logo on the back to distribute to clients/colleagues Tote bag insert	\$25,000
Lone Star Happiest Hour (Co-Sponsor, lightow Available	Welcome sign with sponsor logo outside room 10 cocktail tickets with company logo on the back to distribute to clients/colleagues	\$7,500
Mix, Mingle & Meet (Exclusive) Wednesday Evening Reception	Welcome sign with sponsor logo outside room 30 sec. program welcome delivered by sponsor Cocktail napkins with sponsor logo Mobile app banner ad 50 cocktail tickets with sponsor logo on the back to distribute to clients/colleagues Tote bag insert	\$25,000
Mix, Mingle & Meet (Co-Sponsor, limit 4)	Welcome sign with sponsor logo outside room 10 cocktail tickets with sponsor logo on the back to distribute to clients/colleagues	\$7,500
Women in Specialty Pharmacya Luncheon (Exclusive of	 Signate side meeting room Tote bag insert 3 complimentary luncheon registrations 	\$20,000
Women in Specialty Pharmacy Luncheon (Co-Sponsor, limit 2) Only 1 Now Available!	Signage outside meeting room Program welcome and introduction delivered by first sponsor, Q&A and program closing delivered by second sponsor Tote bag insert complimentary luncheon registrations	\$12,500
Educate to Cultivate Networking Event (Exclusive)	 Signage outside meeting room Program welcome delivered by sponsor Tote bag insert 3 complimentary event registrations 	\$20,000

Get More

by bundling sponsorship opportunites to reach a tier level.

Details:

If your selections from the Sponsorships list and purchase of an exhibit booth total a tier level amount, you will also receive the following:

Diamond - \$50,000

- 3 Main Conference Registrations Plus Workshops
- Acknowledgments on the NASP Annual Meeting Website
- · Logo & Hyperlink to Sponsor's Website
- · Conference Signage
- 60 Second Video Clip to be played prior to General Sessions
- · 2 Mobile App Push Notifications
- Featured Sponsor and 1 Custom Image or 1 Video card on the Mobile App

Ruby - \$35,000

- 2 Main Conference Registrations Plus Workshops
- Acknowledgments on the NASP Annual Meeting Website
- · Logo & Hyperlink to Sponsor's Website
- · Conference Signage
- 30 Second Video Clip to be played prior to General Sessions
- · 2 Mobile App Push Notifications
- Featured Sponsor and 1 Custom Image or 1 Video card on the Mobile App

Sapphire - \$25,000

- 1 Main Conference Registration Plus Workshops
- Acknowledgments on the NASP Annual Meeting Website
- · Logo & Hyperlink to Sponsor's Website
- · Conference Signage
- 15 Second Video Clip to be played prior to General Sessions
- 2 Mobile App Push Notifications
- 1 Custom Image or 1 Video Card on the Mobile App

Topaz - \$15,000

- 1 Main Conference Registration
- Acknowledgments on the NASP Annual Meeting Website
- · Logo & Hyperlink to Sponsor's Website
- 1 Mobile App Push Notification
- · Conference Signage

Onyx - \$7,500

- 1 Main Conference Registration
- Acknowledgments on the NASP Annual Meeting Website
- · Logo & Hyperlink to Sponsor's Website
- · Conference Signage

SPONSORSHIP OPPORTUNITIES (CONT)

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MEETINGS & EVENTS (CON	T)	PRICE
Signature Cocktail New for 2023! 500 people 750 people	Sponsor signage at the bar (8.5"x11") Branded swizzle sticks 20 (500) or 40 tickets (750) with sponsor logo to distribute to clients and colleagues	\$8,000 \$15,000
Lunch Sponsor (Price per day, 3 available)	 3 welcome signs with sponsor logo outside room 1 thank you announcement in the Exhibit Hall Sponsor may supply company cups/napkins and/or flags for tables 1 NASP generated mobile app push notification 	\$15,000
Executive Meeting Suite (Private meeting suite located in the Exhibit Hall) New for 2023! 3 full days 2 full days 1 full day (8 hour period)	 Private meeting suite hard-sided built out in Exhibit Hall Furnished with table, 4 chairs & carpet Company graphics installed on front door/panel Includes Exhibit Hall VIP Access Pass (\$2,500 value) 	'Corporate members receive discounted pricing \$11,500* \$9,500* \$7,500*
Meeting Room (Private meeting room located outside the Exhibit Hall) 3 full days 2 full days 1 full day (8 hour period)	 Private meeting room furnished with conference table & chairs, all additional requirements are the responsibility of the sponsor. Meeting rooms can accommodate up to 20 people 	'Corporate members receive discounted pricing \$11,500* \$9,500* \$7,500*
Breakfast Sponsor (3 available)	 3 welcome signs with sponsor logo outside room 1 thank you announcement in the Exhibit Hall Sponsor may supply company cups/napkins and/or flags for tables 1 NASP generated mobile app push notification 	\$10,000
Product Showcase on the Lone Star Stage New for 2023!	Sponsor signage at showcase stage Stage set with standard AV moreofers and stage set with standard AV moreofers and stage set with standard AV moreofers and stage set with stage s	\$10,000
Poster Awards Sponsor	Signage outside meeting roomProgram awards presented by sponsorTote bag insert	\$10,000
Conference Full Day Workshops (Exclusive) (Technology, Specialty Pharmacy Law, Accreditation, Hospital Health Systems, CSP Exam Course) HOSPITAL HEALT	 Signage outside meeting room Tote bag insert 2 complimentary workshop registrations H SYSTEMS SOLD	\$10,000
Conference Half Day Workshop (Exclusive) (Home Infusion)	S nage outside meeting room complimentary workshop registration	\$5,000
AM or PM Break Sponsor (Price per break)	 Sign with sponsor logo Sponsor may supply company cups/napkins and/or flags for tables 1 NASP generated mobile app push notification 	\$7,500
Digital Monitor Advertisement (70" vertical format) 90 seconds (per loop) 60 seconds (per loop) 30 seconds (per loop)	Sponsor message will be looped on the hotel digital monitor in 30, 60, or go second intervals throughout the conference	\$15,000 \$12,500 \$7,500
Cocktail Tickets - New for 2023!	Cocktail tickets with sponsor logo on the back to distribute to clients/colleagues	\$20 each (min 25)





Want to make sure your branding is prominently displayed in high traffic areas throughout the conference?

We Can Help
NASP Sponsorship Team: 607-674-5768

sponsors@naspnet.org





SPONSORSHIP OPPORTUNITIES (CONT)

PROMOTIONAL SPONSORSHIPS	PRICE
WiFi (Exclusive) SOLD	\$25,000
Fireworks (New for 2023!) Exclusive Sponsor Co-Sponsor (up to 2) only 1 available! Sponsor signage at event Message on Bell Tower Digital Board Mobile App Image Card Announcement at the BBB Bash	\$25,000 15,000
Notebooks (Exclusive) SOLD	\$15,000
Room Keys (Exclusive) SOLD	\$15,000
Staircase Decals	\$15,000
Photo Booth Photo background and/or border can be branded with your logo. Not only will you reach the attendee but they are sure to share this image with friends, co-workers and on social media.	\$12,500
Escalator Clings (1 bank of escalators, price per set)	\$12,500
Charging Station (With table top decal and 4 stools)	\$10,000
LED Kiosk - New for 2023! Light up the conference with a back-lit free-standing sign that everyone is sure to notice.	\$10,000
Tote Bag (Exclusive) SOLD	\$7,500
Lanyards (Exclusive) SOLD	\$7,500
Glass Cling (Call for specific sizes and pricing)	Starting at \$7,500
Floor Cling - 3'x3' Reach attendees in key areas by putting your message below their feet.	\$7,500
Hanging Banner (Call for specific sizes and pricing)	Starting at \$7,500
Column Wrap	\$7,500
Free-Standing Sign	\$7,500
Networking Lounge Includes signage with sponsor logo in the lounge area and the opportunity to place promotional literature on tables.	\$5,500
Promo Cubes (1 set of 3 cubes)	\$5,000
Hydration (Water Cooler) Station	\$5,000
Tote Bag Insert May include promotional literature or one item provided by sponsor, pending approval by NASP.	\$2,500
Aisle Signs (Price per aisle)	\$1,500

CONFERENCE WOR	КВООК	PRICE
Back Cover	SOLD	\$5,000
Inside Back Cover	SOLD	\$3,500
Inside Front Cover	SOLD	\$3,500
Full Page Ad		BLOE
Half Page Ad	ER AVAIL	\$1,500
Corporate logo + 600 ch	ER AVAILA e Workbook Listing haracter listing	\$350

MOBILE APP	PRICE
Mobile App Sponsor As the mobile app sponsor you receive exclusive right the mobile app splash screen, seen for 5 seconds even app loads, as well as a custom image card and video card on the mobile app homepage. Direct attendees to your exhibitor page or an external link with a custom image card and to a sponsor provided YouTube, Vimeo or Wistia web based video	\$12,500

with a custom video card.

WELLNESS	PRICE
Wellness Seating Cubes - New for 2023! Includes sponsor branding on the 10 seating cubes inside the wellness activity room and signage outside the room. Activities Include: Aroma Therapy, Breathwork, Meditation and Sound Bath.	\$12,500
Wellness Activity Sponsor Includes signage with sponsor logo outside the activity room. Activities Include: Aroma Therapy, Breathwork, Meditation and Sound Bath.	\$5,000

ONLINE APPLICATION

PRINTABLE APPLICATION

Questions?

We're Here to Help.

Want another option? Just ask. Learn more and book your sponsorship today!

Please contact the Sponsorship Team.

NASP Sponsorship Team: 607-674-5768

sponsors@naspnet.org

