



President's Message



LeAnna Pearson

*“Quality is not an act;
it is a habit”*

— Aristotle

CaSA has had four amazing and quality filled educational events this year! We just wrapped up the year with our Annual Automation Forum and, as always, it was a sell-out event. This event has always been paired with a Toys-for-Tots fundraiser and, just as in years past, we had an amazing turn out of generosity and collected items for children in our community.

CaSA board members are hard at work to ensure 2020 is another great year for our chapter. Our goal is to maximize value to membership through high-quality events and increased industry engagement. Please plan to join us February 1, 2020 to start the new year with a bang at our Winter Gala. [Registration](#) is open! To facilitate increased industry engagement in 2020, CaSA is offering discounted Annual Partnership Packages (see page 9) to manufacturers of various sizes, vendors, and universities. These packages not only score marketing visibility for your organization, but also include admission to most CaSA events and annual ISPE memberships. Please encourage your organization to take advantage of these offerings. Sign up today to maximize your value.

Sincerely,
LeAnna Pearson
President, ISPE CaSA Chapter

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Thank you to all of our advertisers. This newsletter would not be possible without your support!



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ISPE

Carolina-South Atlantic Chapter

Membership Corner

IT/Social Media Committee

By Daniel Santarsiero, Chair

ISPE-CaSA.org is New & Improved!

ISPE-CaSA has upgraded its website for better appearance, navigation, and mobile access. Archived weekly e-blasts, an online photo gallery, and a new jobs board are just a few new features added to enhance your online ISPE-CaSA experience. [Email](#) us to purchase banner advertising on the website.

Visit www.ispe-casa.org to check out the new look. Watch for more information about special web features as we roll them out! If you haven't already, follow us on [Twitter](#) and [LinkedIn](#)! 

Newsletter Committee

By M. Jason Kelly, Past-Chair

You're reading the final issue of *CaSA News* in this form!

Our chapter has published an issue of our chapter newsletter, *CaSA News*, every two months for 26 years. The newsletter has served its purpose well by helping connect our members with each other and with our corporate partners. It has evolved over time. Originally a print publication delivered to physical mailboxes, *CaSA News* has been delivered electronically to our members' email boxes for the past several years. Each issue of our newsletter contains more links to online content and advertisers' websites than the one preceding it. We now believe we can communicate more effectively with our membership via social media than via this periodic publication.

In August of this year, the Newsletter and IT Committees combined to become the IT/ Social Media Committee. You are reading the very last ISPE-CaSA newsletter. Beginning next month, all chapter messaging will occur via email, our [website](#), and various social media platforms ([Facebook](#), [Instagram](#), [Twitter](#), [LinkedIn](#)). Follow us now!

As a result of these changes, advertising opportunities with CaSA are changing in a big way. We are focused on identifying active corporate partners who will help us achieve our chapter mission to advance the educational and technical efficiency of our members through the exchange of ideas and practical experience. Companies are invited to select a [sponsorship opportunity](#) from our [website](#) that aligns with their own objectives.

We currently offer Educational Partnerships, Annual Partnerships, and Therapeutic Thursday sponsorships, but we're interested in your thoughts if you'd like to contribute a different way. In general, each type of partnership features real-life educational and networking events intended to provide your organization with the valuable opportunity to interact directly with our membership while directly advancing our chapter mission. Corporate partners have the opportunity to submit articles before and after their events to promote and summarize events they sponsor. These partner submissions are expected to contain partner logos and links to partner content. CaSA will publish the articles on our website and social media channels, and our partners are encouraged to promote them through their own channels. Please contact the [IT/ Social Media Committee](#) for more information.

We, the members of the Newsletter Committee, have treasured the opportunity to serve you. We look forward to continuing that service as part of the IT/ Social Media Committee.

Thank you for reading!

-CaSA News



CaSA COMMITTEES 2019 - 2020

Education

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Carolina-South
Atlantic Chapter

Connecting a World of Pharmaceutical Knowledge

Chapter Events

Technology Conference Committee

By Alma Montemayor, Chair

“Vision 2020” Tech Conference Abstract Deadline Extended to December 31

We invite you to speak at our 27th Annual Life Sciences Technology Conference on March 10, 2020. Speaking at a conference of your peers is a great way to boost your resume, perform quality networking, and expand your sphere of influence.

If you haven't had time to submit an abstract to speak at our Vision 2020 Life Sciences Technology Conference, please consider doing so now. We will hold our [abstract portal](#) open until December 31. We will notify you quickly (by January 10, 2020)

whether your abstract has been selected, so you have plenty of time to prepare for the vital role you'll play in the success of our upcoming conference.

This year, we are excited to hold our Tech Conference in downtown Durham. Our “Vision 2020” conference will highlight new therapies, technologies, and processes that will change our industry over the next decade. The deadline to [submit your abstract](#) is December 31. 



Technology Conference Committee

By Alma Montemayor, Chair

“Vision 2020” Sponsorship Opportunities are Still Available!

For every Life Sciences Technology Conference, we offer a variety of sponsorship opportunities to help you get your name in front of an influential audience in the life sciences sector. Each year, the conference continues to grow, and more than 200 exhibitors and 1,200 attendees are expected to attend our 2020 Tech Conference in the Durham Convention Center complex, March 10, 2020.

Sponsorship opportunities are going fast, but many options

are still available. One high profile opportunity is the Conference Giveaway. In the past, the sponsorship has included logo placement on water bottles, pop sockets for mobile phones, tote bags, and other items. The cost of giveaway items are included in the sponsorship fee. Or you may wish to consider sponsoring our Networking Breakfast which is always enjoyed. It precedes the General Session and provides great sponsor visibility. 

Sponsorship Opportunity	Cost	Remaining	Status
Breakfast Networking Session	\$1,500	2	
Lunch Sponsorship	\$1,000	1	
IAC Lunch Sponsorship	\$1,500	0	SOLD OUT
Networking Reception	\$1,250	1	
Women in Pharma® Panel Discussion	\$1,000	1	
Beverage Sponsorship	\$900	0	SOLD OUT
Professional Headshot Photo Booth Sponsorship	\$500	0	SOLD OUT
Signage Sponsor	\$750	2	
Plenary/ Keynote Speaker Sponsorship	\$750	1	
Conference Giveaway Sponsor	\$1,500	2	
Lanyard/ Badge Sponsor	\$1,350	0	SOLD OUT
Front Entrance Banner	\$750	0	SOLD OUT
Charging Tables Sponsorship	\$600	2	
Mobile App Sponsorship	\$500	2	

Chapter Events

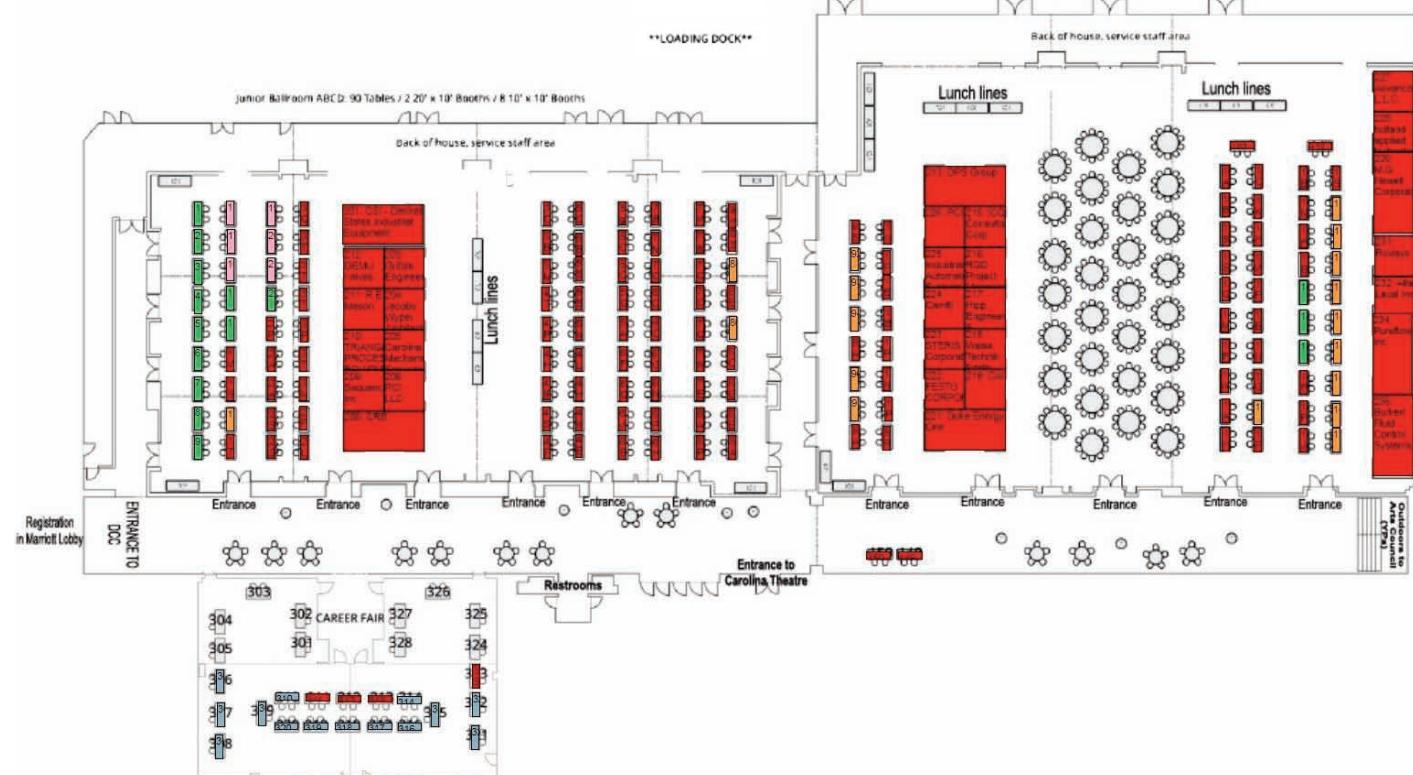
Technology Conference Committee

By Alma Montemayor, Chair

"Vision 2020" Exhibit Tables are Selling Fast!

With just three months to go before our 27th Annual ISPE-CaSA Life Sciences Technology Conference, our exhibit tables and booths are selling fast. Access our [Reservation Portal](#)

find available spaces. Also, consider being part of our Career Fair to help reach new talent. 



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Chapter Events

Networking Committee

By Chris Smith, Chair

CaSA Smashes Atlanta Golf Tournament

Attendance increased by 20% over last year at our 2nd Annual Atlanta Golf Tournament. On October 14, 2019, ISPE-CaSA golfers gathered at Chateau Elan for a great round of golf while raising funds for the Jane Brown Scholarship. The weather was picture perfect. 



Oktoberfest

By Chris Smith, Chair

On Thursday, October 17, CaSA members in the RTP, NC area celebrated Oktoberfest at Hi-Wire Brewing in Durham. This fantastic networking event was a wonderful opportunity for our members to build personal connections, and everyone had a great time. 



Chapter Events

Therapeutic Thursday Sponsorship Opportunities

By Chris Smith, Chair

Therapeutic Thursdays take place on the last Thursday of the month in locations outside the Research Triangle area of

North Carolina. Sponsorships are available. Visit the [ISPE-CaSA sponsorship page](#) if interested. 

Register Now for the Winter Gala!

By Chris Smith, Chair

ISPE-CaSA will hold our 2020 Winter Gala at Market Hall in downtown Raleigh's Moore Square District. This beautiful, historic venue is surrounded by cobblestone streets and nestled in the heart of City Market. It is sure to be a grand evening, and cocktail attire is required. We will host the gala February 1, 2020 between 7:00 and 11:00 PM, and the evening will feature several different casino games, a DJ, heavy hors d'oeuvres, open bar, desserts, a wine pull, and a raffle.

More information is available from the [Registration page](#) online. 



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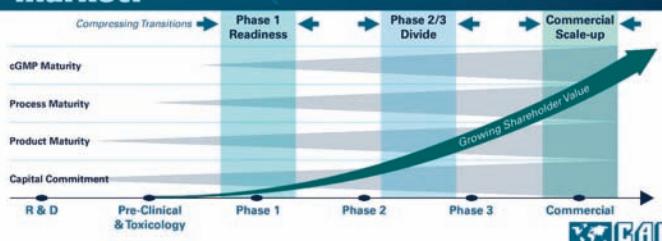


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Membership Corner

Technology Conference Committee

By Andy Ferrell and Mariessa Perez, Chair

Education and YP Committees

Our coordinated education and networking events on December 3 were highly successful. Seqirus hosted the annual Automation Forum at their facility in Holly Springs, NC. As usual, every seat was filled as members gathered to sharpen their skills and stay up to date in the quickly evolving automation area.



Justin Cook



Thomas Plante



Thomas Nash



Clay Schaeffer

The forum was immediately followed by a Women in Pharma® networking reception at the nearby Carolina Brewing Company that featured an interactive mentoring session with Addie Anderson (CRB Consulting Engineers) and Marisol Hydock (Bluebird Bio). The crowd had a fantastic time discussing mentoring and collecting holiday gifts for Toys-for-Tots. We would like to thank JacobsWyper for sponsoring the reception and our Major Education Sponsors for supporting all of our educational events this year! 

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Marisol Hydock



Addie Anderson



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2020 Annual Partnership Programs



Vendor

Attendees (4 Major Education Events)	10 per year	Total Retail Value: \$5,895 Annual Partnership Cost: \$5000 Discount 15%
Tech Conference***	Premium Table; 10 Attendees	
Golf Tournament	1 Foursome	
Gala	2	
Website Advertising	Scrolling Logo on Website	
Annual Membership(s)	5	

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University

Attendees (4 Major Education Events)	10 per year	Total Retail Value: \$2,975 Discount 75% Annual Partnership Cost: \$750
Tech Conference***	10 Attendees	
Golf Tournament	1 Twosome	
Gala	2	
Website Advertising	Scrolling Logo on Website	
Annual Membership(s)	1 Advisor; 15 Students	

000-2200/100-3594

Manufacturer

Category (# in CaSA Region)	Manufacturer -- Large (200+ employees)	Manufacturer -- Emerging (10-200 employees)	Manufacturer -- Start-up (<10 employees)
Attendees (4 Major Education Events)	10 per year	10 per year	5 per year
Tech Conference***	Career Fair Table; 2 IAC Members	Career Fair Table; 1 IAC Members	Career Fair Table
Golf Tournament	1 Foursome	1 Twosome	1 Twosome
Gala	4 Attendees	2 Attendees	2 Attendees
Website Advertising	Scrolling Logo on Website	Scrolling Logo on Website	Scrolling Logo on Website
Annual Membership(s)	3	2	1
Total Retail Value	\$3,227	\$2,568	\$2,109
Discount %	23%	42%	76%
Annual Partnership Cost	\$2,500	\$1,500	\$500

***Manufacturer employees receive complimentary registrations

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To join Education Partnership Program, complete above section and email form to info@ispecasa.org

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