



# 2019 BUSINESS >> of AIRPORTS

## SPONSORSHIP OPPORTUNITIES



## GET RECOGNIZED AS AN AIRPORT INDUSTRY MARKET LEADER

*As a sponsor, you get to demonstrate your company's value to attendees while they learn and network.*

Sponsoring at ACI-NA meetings and events offers your company a prime opportunity to network with existing clients and showcase your company's goods and services to prospective customers in YOUR target market. From concessions to environmental operations, our conferences attract the top aviation professionals in the U.S. and Canada.

### WHY SPONSOR?

- Increase your brand and product visibility
- Take advantage of our role within the airport community
- Build your corporate profile
- Gain access to key airport leaders

### EVENT DETAILS

#### 2019 BUSINESS OF AIRPORTS

JUNE 10 - 12

THE WESTIN KIERLAND RESORT & SPA  
SCOTTSDALE, AZ

The 2019 ACI-NA Business of Airports Conference is a one-stop connection to next-level thinking for commercial and property management, finance, and human resources professionals. From strategies in recruiting and retaining the next generation of airport leaders, to the latest in airport food and beverage, specialty retail and services to maximize non-aeronautical revenue, Business of Airports will lead the discussion on shaping the airport experience.

### ATTENDEE DEMOGRAPHICS

More than 100 North American airports were represented at the 2018 Business of Airports. Of the more than 600 attendees, 78 percent were executive-level decision makers, including:

- Presidents and CEOs
- Executive Directors
- Vice Presidents
- Airport Directors
- Business Development Directors
- Concessions Directors
- Chief Revenue Officers
- Chief Financial Officers
- Chief Human Resources Officers
- Principals

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## SPONSOR BENEFITS INCLUDE:

- Sponsor designation on company attendee badges
- Thank you at General Session
- Logo placement on:
  - conference website with a link to your company website
  - display screens during conference
  - signage in registration area
  - select conference emails
  - on-site program
  - mobile app

Opportunity	Benefits
<b>Flyer / Brochure</b> \$500	<ul style="list-style-type: none"><li>• Opportunity to have one flyer or brochure for distribution on the ACI-NA marketing table. <i>*No additional benefits</i></li></ul>
<b>Conference Supporter</b> \$2,500	<ul style="list-style-type: none"><li>• One digital banner ad to publish in the five issues of the conference digital newsletter sent to conference attendees and ACI-NA members</li><li>• Opportunity to have one flyer/brochure for distribution on the ACI-NA marketing table</li></ul>
<b>Room Drop</b> \$3,000 <i>plus the cost of room drop payable directly to hotel</i>	<ul style="list-style-type: none"><li>• Includes ability to participate in a room drop</li></ul>
<b>Networking Breaks</b> <i>Limited to 1 sponsor per Break</i> \$3,000	
<b>Available Breaks:</b>  Tuesday, June 11, AM Tuesday, June 11, PM Wednesday, June 12, AM Wednesday, June 12, PM	<ul style="list-style-type: none"><li>• Signage at specific break</li></ul>
<b>Overall Program Sponsorship</b> \$3,500	<ul style="list-style-type: none"><li>• 10' x 10' space in the Networking Lounge</li><li>• Pre- and post-event rosters in Excel format</li><li>• One complimentary full-conference registration</li><li>• One tabletop personnel at discounted registration rate</li><li>• Company profile in on-site program</li></ul>
<b>On-Site Guide</b> <i>Limited to 1 sponsor</i> \$5,000	<ul style="list-style-type: none"><li>• 10'x10' space in Networking Lounge</li><li>• Pre- and post-event rosters in Excel format</li><li>• One complimentary full-conference registration</li><li>• One tabletop personnel at discounted registration rate</li><li>• Company profile in on-site program</li><li>• Logo on cover and full-page ad in the onsite program</li></ul>

## Opportunity

## Benefits

### Wi-Fi Sponsors

Limited to 4 sponsors  
\$5,000

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- One complimentary full-conference registration
- One tabletop personnel at discounted registration rate

### Hotel Key Cards

Limited to 1 sponsor  
\$7,500

- 10'x10' space in Networking Lounge
- Two complimentary full-conference registrations
- One tabletop personnel at discounted registration rate
- Company profile in on-site program
- Your logo included on host hotel key cards; ACI-NA supplied.

### Lanyards

Limited to 1 sponsor  
\$7,500

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- Two complimentary full-conference registrations
- One tabletop personnel at discounted registration rate
- Company profile in on-site program
- Your logo will be included on lanyards distributed to attendees; ACI-NA supplied.

### Networking Lunch

Limited to 1 sponsor per Lunch  
Tuesday/Wednesday  
\$10,000

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- Two complimentary full-conference registrations
- One tabletop personnel at discounted registration rate
- Company profile in on-site program
- Signage at lunch
- One promoted post via mobile app

### Mobile App

Limited to 1 sponsor  
\$10,000

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- Two complimentary full-conference registrations
- One tabletop personnel at discounted registration rate
- Company profile in on-site program
- Full sponsor listing
- Four promoted posts
- One push notification

### Registration Bags

Limited to 1 sponsor  
\$10,000

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- Two complimentary full conference registrations
- One tabletop personnel at discounted registration rate
- Company profile in on-site program
- Ability to place one item in registration bags
- Your logo included on registration bags; ACI-NA supplied.

### Awards Gala Reception

\$10,000

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- Two complimentary full-conference registrations
- One tabletop personnel at discounted registration rate
- Company profile in on-site program
- Signage at reception
- Verbal thank you at Gala Dinner
- Logo on napkins

## Opportunity

## Benefits

### Keynote Speaker

Limited to 1 Sponsor

\$12,000

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- Two complimentary full-conference registrations
- One tabletop personnel at discounted registration rate
- Company profile in on-site program
- Signage at keynote session
- Introduction of keynote speaker
- Ability to place one logo-branded item on each seat

### Networking Lounge Welcome Reception

Limited to 2 Sponsors

\$15,000

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- Three complimentary full-conference registrations
- One tabletop personnel at discounted registration rate
- Company profile in on-site program
- Signage at reception
- Logo on napkins
- Four promoted posts via mobile app

### Gala Dinner

Limited to 2 Sponsors

\$17,000

- 10'x10' space in Networking Lounge
- Pre- and post-event rosters in Excel format
- Four complimentary full-conference registrations
- One tabletop personnel at discounted registration rate
- Signage at Gala Dinner
- Verbal thank you at Gala Dinner
- One reserved table for your organization (10 people)
- Four promoted posts via mobile app

## LEARN MORE ABOUT ACI-NA SPONSORSHIP OPPORTUNITIES

To secure your sponsorship or discuss additional opportunities, contact Karynna Baresel at [karynna@showmgmt.com](mailto:karynna@showmgmt.com) or call (856) 428-0641.



# 2019 BUSINESS OF AIRPORTS SPONSORSHIP APPLICATION



## APPLICATION INSTRUCTIONS

- Please fax your completed application form to (202) 318-7780.
- If you have an electronic fax service, you can send to our secured email address at: 12023187780@efaxsend.com.
- Mail completed form with payment to: Airports Council International - North America  
PO Box 5007 - Client ID 500022  
Merrifield, VA 22116-5007

## SPONSOR CONTACT INFORMATION

First Name				Last Name			
Title				Company			
Address	Suite	City	State/Province	Zip/Postal			
Phone				Email			

## PAYMENT INFORMATION

### Level of Support:

All sponsorships must be paid in full at the time of purchase. Sponsorships are non-refundable.

### Pay by Check

Enclosed is a check for \$ \_\_\_\_\_ USD (payable to ACI-NA) for the designated sponsorship.

**Pay by Credit Card**     Visa     MasterCard     American Express     Discover

Credit Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

By checking this box, I authorize ACI-NA to charge my credit card the above listed amount. The card holder's check mark in the box authorizes ACI-NA to charge the credit card the total correct amount due. Sponsorship confirmation and benefits begin when full payment is received.

If you have not received a confirmation of sponsorship within two weeks of submitting an application and payment, please contact [sponsorship@airportscouncil.org](mailto:sponsorship@airportscouncil.org).

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OFFICE USE ONLY: Meeting Code: \_\_\_\_\_ Member ID: \_\_\_\_\_