



2020 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

2020 BUSINESS OF AIRPORTS

JUNE 8 - 10, 2020

THE PHOENICIAN

SCOTTSDALE, AZ

The 2020 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 2019 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

2020

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

Opportunity	Benefits
On-Site Guide <i>Limited to 1 sponsor</i> \$5,000	<ul style="list-style-type: none"> • 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 • Company profile in on-site program • Logo on cover and full-page ad in the onsite program
Wi-Fi Sponsors <i>Limited to 4 sponsors</i> \$5,000	<ul style="list-style-type: none"> • 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 <i>Limited to 1 sponsor</i> \$7,500	<ul style="list-style-type: none"> • 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 <i>Limited to 1 sponsor</i> \$7,500	<ul style="list-style-type: none"> • 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 <i>Limited to 1 sponsor per Lunch</i> <i>Tuesday/Wednesday</i> \$10,000	<ul style="list-style-type: none"> • 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
Registration Bags <i>Limited to 1 sponsor</i> \$10,000	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 or call (856) 428-0641.



2020 ACI-NA SPONSORSHIP APPLICATION



APPLICATION INSTRUCTIONS

- 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.
- Email your application to sponsorship@airportscouncil.org.
- 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

Conference

Level of Support: ☐ Overall Program Supporter ☐ Other:

NOTE: All sponsorships must be paid in full at the time of purchase. Payment is due upon receipt. By submitting this application, the above-named company has agreed to pay in full for the selected sponsorship. Sponsorships are non-refundable. Existing registration(s) that are exchanged for complimentary sponsor registrations and/or booth personnel registrations will be charged a \$100 processing fee. No refunds will be granted for requests made following the event cancellation deadline. ACI-NA reserves the right to cancel this program at any time. In that event, we will notify all registrants and refund the registration fee in full. However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant.

We understand that we cannot hold any hospitality events that conflict with official conference meetings and activities. *(Please initial to the left.)*

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.

OFFICE USE ONLY:

Meeting Code: _____

Member ID: _____