



GRAND RAPIDS 2020

AIRPORTS COUNCIL INTERNATIONAL - NORTH AMERICA
ANNUAL CONFERENCE AND EXHIBITION
SEPTEMBER 12 — 15, 2020

SPONSOR OPPORTUNITIES

WHY **SPONSOR?**

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

BE 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 at the industry's leading airport event.

LET US HELP YOU **REACH YOUR TARGET MARKET**

Sponsorship provides a clear platform for your company to leave a lasting impression on attendees.

Don't miss these opportunities to set your company or organization apart and increase your exposure and position in this dynamic industry.

Custom sponsorship opportunities are available. Please contact **sponsorship@airportscouncil.org** to design an opportunity especially for you.

In-kind sponsorships are available for 2020 exhibitors in good standing and accepted on a first-come, first-serve basis. ACI-NA/ACI accepts voluntary sponsorships for its conferences and events. ACI-NA/ACI members in good standing have first preference in sponsorship opportunities. All payments received are non-refundable.



LEARN MORE ABOUT ACI-NA SPONSORSHIP OPPORTUNITIES

Contact Karynna Baresel at
karynna@showmgmt.com or
856-428-0641 to secure your
sponsorship and/or to discuss
additional opportunities.

GENERAL SPONSORSHIP LEVELS	EXECUTIVE Level Sponsor \$30,000	PREMIER Level Sponsor \$20,000	CLUB Level Sponsor \$10,000
Exclusive sponsorship of one of the following: <ul style="list-style-type: none"> • registration bags • note pads/pens • onsite guide cover • wifi (<i>does not include show floor</i>) 	x		
Complimentary full-conference registrations	3	2	1
Pre- and post-attendee rosters in Excel format	x	x	x
Invites for two persons from your organization to attend the Leadership Dinner	x		
Logo on carpet at entrance of the exhibition floor	x		
Logo on signage at the ACI-NA booth	x		
Press release of sponsorship with company description	x	x	
Ad in onsite guide (if purchased by August 14)	Full-page	Half-page	
Ability to provide one logo-branded item in “Pack Your Bag” area	x	x	x
Sponsor designation on company employee badges	x	x	x
Logo inclusion on sponsor videos at General Session	x	x	x
Logo on ACI-NA Annual Conference website with link to your company’s homepage	x	x	x
Logo on ad in <i>Centerlines</i> magazine to recognize and thank sponsors (if purchased by July 23)	x	x	x
Logo on full-page ad in onsite guide to recognize and thank sponsors (if purchased by August 14)	x	x	x
Logo on signage at registration and other high-traffic areas	x	x	x
Logo and company description on mobile app	x	x	x
Logo on select conference emails	x	x	x

À LA CARTE

SPONSORSHIP OFFERINGS

All à la carte sponsorships include:

- Recognition in various conference-related publications
- Sponsor designation on company employee badges
- Logo on ACI-NA Annual Conference website with a link to your company's homepage
- Logo on signage at registration and high-traffic areas
- Logo on sponsor video at General Session
- Logo in select conference emails
- Logo in mobile app

Lanyards & Badges | \$20,000

Limited to 1 sponsor **SOLD**

Exclusive sponsor of the lanyards and badges. Includes two complimentary registrations; pre- and post-attendee rosters

Escalator Clings | \$15,000

Limited to 1 sponsor

Exposure in high-traffic area with company-branded clings on the main set of convention center escalators; pre- and post-attendee rosters

Head Shot Lounge | \$15,000

Limited to 1 sponsor **NEW!**

Exclusive sponsor of lounge on the exhibition floor with headshot photographer during Monday and Tuesday show hours; logo on signage in Lounge; logo on each photo printed; pre- and post-attendee rosters

Opening Keynote | \$15,000

Limited to 1 sponsor

Exclusive sponsor of the event; 2-minute introduction; VIP reserved seating for 4 members of your organization; logo on signage at the event; pre- and post-attendee rosters

Local Craft Beer Lounge on the Exhibition Floor | \$12,000

Limited to 1 sponsor **NEW!**

Logo on signage; logo on napkins; pre- and post-attendee rosters

Hotel Key Cards | \$12,000

Limited to 1 sponsor **SOLD**

Cards distributed to all attendees in the room block; pre- and post-attendee rosters

Learning Lounge on the Exhibition Floor | \$10,000

Limited to 2 sponsors, one for each Learning Lounge **NEW!**

Logo on signage at the Learning Lounge; logo on floor cling leading to Learning Lounge; pre- and post-attendee rosters

Charging Stations | \$10,000

Limited to 1 sponsor at each of the 3 stations

Exclusive sponsor of a charging station placed in the convention center in a high-traffic area; logo placed on the charging station; pre- and post-attendee rosters

Opening Reception with Custom Cocktail | \$10,000

Limited to 3 sponsors

Logo on signage at one bar and on napkins; custom cocktail "company name-tini"; push notification in mobile app; pre- and post-attendee rosters

Lounge on the Exhibition Floor | \$10,000

Limited to 1 sponsor

Logo on banner overhanging the lounge; signage in the lounge; ability to place one flyer or brochure in the lounge; pre- and post-attendee rosters

Carbon Off-Set Sponsorship | \$10,000

NEW!

Participation with The Good Traveler program to help offset the cost of the ACI-NA Annual Conference & Exhibition emissions, to include air travel, ground transportation, hotel, and conference venue.

Leadership Dinner | \$7,500

Limited to 8 sponsors

Logo on signage at the event; invitation for two

Lunch on the Exhibition Floor (Monday) | \$7,500

Limited to 3 sponsors

Logo on signage at the lunch and on the tables

Lunch on the Exhibition Floor (Tuesday) | \$7,500

Limited to 3 sponsors

Logo on signage at the lunch and on the tables





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Custom Name Art & Digital Caricature

Artist | \$7,500

Limited to 2 sponsors

Logo on signage in designated area during show hours; logo on each caricature printed

Opening Night

Entertainment | \$5,000

Limited to 3 sponsors

Logo on signage near entertainment on the show floor

Breakfast on the Exhibition Floor (Monday) | \$5,000

Limited to 3 sponsors

Logo on signage at the event and on the tables

Chair's Reception | \$5,000

Limited to 2 sponsors

Logo on signage at the event

World Business Partners & Associates Business Breakfast | \$5,000

Limited to 6 sponsors

Logo on signage at the event; two VIP seats to this invitation-only event

Registration Area Welcome Beverages | \$5,000

Limited to 1 sponsor per day: Saturday, Sunday, Monday, or Tuesday **NEW!**

Logo on signage at beverage station near registration

Sunday VIP Reception on Exhibition Floor | \$5,000

Limited to 2 sponsors **NEW!**

(Must be an ACI-NA member)

Logo on signage at invitation-only reception Sunday, 4:00-4:45

Concessions Cart on Exhibition Floor | \$7,500

Limited to 1 sponsor per car **NEW!**

Logo on signage near cart; logo on napkins

Networking Break Beverages (Monday AM) | \$4,500

Limited to 2 sponsors

Logo on signage at beverage stations

Networking Break Beverages (Monday PM) | \$4,500

Limited to 2 sponsors

Logo on signage at beverage stations

Networking Break Beverages (Tuesday PM) | \$4,500

Limited to 2 sponsors

Logo on signage at beverage stations

Restroom Clings | \$4,000

Limited to 1 sponsor

Logo branded one square foot clings (12) placed strategically on the bathroom mirrors in the exhibition hall

Floor Clings | \$4,000

Limited to 1 sponsor

Logo branded floor clings (4) in high-traffic area

Ability to provide logo-branded item in the "Pack Your Bag" Area | \$3,500

One item; no printed publications

Room Drop | \$3,500 (Additional costs associated with drop payable directly to the hotel)

Ability to supply a gift item to attendees booked in official room block

Exhibition Hall Aisle Sign | \$3,000

Limited to 1 per aisle, location is first come, first serve **NEW!**

Logo placement at the bottom of one aisle sign, two-sided

Water Coolers | \$2,800

Limited to 1 sponsor

Logo placement on water coolers (2) in the exhibition hall

Conference Supporter | \$2,500

All à la carte benefits apply

COMMITTEE WORKSHOP SPONSORSHIPS

Networking Lunch

\$5,500

Logo on signage; à la carte benefits

AM or PM Networking Break

\$4,500

Logo on signage; à la carte benefits

2020 ACI-NA ANNUAL CONFERENCE 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

<input type="text"/>		<input type="text"/>	
First Name		Last Name	
<input type="text"/>		<input type="text"/>	
Title		Company	
<input type="text"/>		<input type="text"/>	<input type="text"/>
Address	Suite	City	State/Province Zip/Postal
<input type="text"/>		<input type="text"/>	
Phone	Email		

SPONSORSHIP INFORMATION

Sponsorship Selection:	<input type="text"/>	Amount:	<input type="text"/>
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☐ By checking this box, I understand we cannot hold any hospitality events that conflict with official conference meetings and activities.

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 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.

PAYMENT INFORMATION

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

<input type="text"/>		<input type="text"/>	
Credit Card Number		Expiration Date	
<input type="text"/>		<input type="text"/>	
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: _____