

ACI-NA EXHIBIT & SPONSORSHIP PROSPECTUS

*Your gateway to this
multi-billion dollar industry*



MINNEAPOLIS 2022

AIRPORTS COUNCIL INTERNATIONAL - NORTH AMERICA
ANNUAL CONFERENCE AND EXHIBITION
SEPTEMBER 17 - 20, 2022



REACH THE LEADERS

...all under one roof at one time.



Meet Face-to-Face with Airport Decision-Makers at the Premier Annual Airport Conference & Exhibition



Participating in the ACI-NA Annual Conference & Exhibition puts you in front of a uniquely qualified audience that represents more than **98%** of the passenger and cargo traffic traveling throughout North America. **You'll meet airport directors, CEOs, VPs, senior managers, consultants, and other decision-makers - all in one place at one time!**



Our non-competing exhibit hours give you dedicated one-on-one time with leaders of the airport industry, allowing you to create and strengthen relationships, build brand awareness, and get immediate market feedback.

Questions?

Brad Lewis

Director of Exhibit
Sales & Operations
blewis@showmgmt.com
301.625.5123

Karynna Baresel

Sponsorship Manager
karynna@showmgmt.com
856.428.0641





Exhibit Hours

Sunday, September 18, 2022 5:00 pm – 7:00 pm

Monday, September 19, 2022 7:30 am – 10:00 am
12:00 pm – 3:00 pm
5:15 pm – 6:45 pm

Tuesday, September 20, 2022 10:30 am – 3:00 pm

Exhibit fees

By May 5, 2022

\$4,425 per 10' x 10' booth for ACI-NA/ACI Members
\$6,415 per 10' x 10' booth for Non-Members

After May 5, 2022

\$4,775 per 10' x 10' booth for ACI-NA/ACI Members
\$6,925 per 10' x 10' booth for Non-Members

A discount of \$665 per booth is available for ACI-NA/ACI Members who purchase four or more 10' x 10' booths.



ACI-NA offers a wide range of
SPONSORSHIP OPPORTUNITIES
to help increase your visibility at the event
and gain exposure to the airport industry's top
leaders. Find more information on page 5.



2022 ACI-NA Annual Conference & Exhibition

September 17-20, 2022
Minneapolis Convention Center
Minneapolis, MN

Questions? Contact Brad Lewis, Director of Exhibit Sales & Operations, at blewis@showmngmt.com or 301.625.5123.

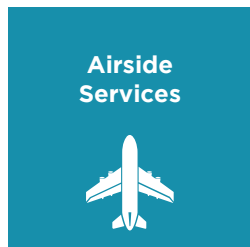
[View Live Floorplan](#)

[Download Exhibit Contract](#)

REACH THE RIGHT PEOPLE

...who need your products and services.

Our members and attendees view this event as a vital resource for finding the newest products, services, and technologies they need. They are searching for:



Airside
Services



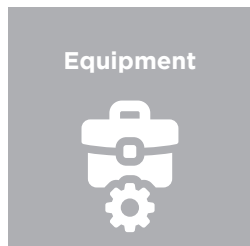
Building/Facility
Maintenance



Architecture,
Engineering, and
Construction



Consulting
and Management



Equipment



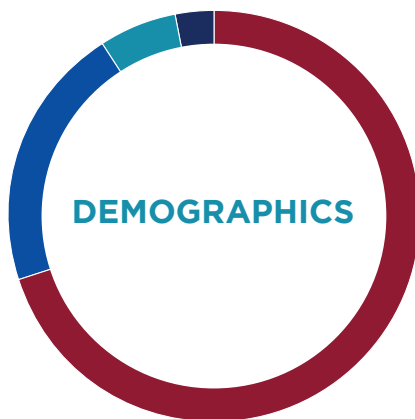
IT and
Communications



Passenger Terminal
Concessions
and Services



Security



DEMOGRAPHICS

- 70% executive level**
(Directors, Presidents, CEOs, VPs, etc.)
- 21% managerial level**
(IT Manager, Safety Manager, Environmental Manager, etc.)
- 6% consultants**
(often representing multiple airports)
- 3% other**
(Engineers, Local Government Employees, etc.)

These decision-makers need your solutions and expertise.

How much would it cost you to meet face-to-face with that many qualified, engaged airport executives in a non-exhibition setting?

Save time and money – and increase your sales – meet with more airports in three days of exhibiting and networking than you could in months of sales calls and meetings.



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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:

- registration bags
- onsite guide cover
- note pads/pens
- wifi (does not include show floor)

Complimentary full-conference registrations

Pre- and post-attendee rosters in Excel format

Invites for two persons from your organization to attend the Leadership Reception

Ability to provide one item in the Pack Your Area

Press release of sponsorship with company description

Sponsor designation on company employee badges

Ad in the onsite guide (if purchased by September 2)

Logo on carpet at entrance of the exhibition floor

Logo inclusion on sponsor videos at General Session

Logo on ACI-NA Annual Conference website with link to your company's homepage

Logo on ad in *Centerlines* magazine to recognize and thank sponsors (if purchased by August 5)

Logo on full-page ad in onsite guide to recognize and thank sponsors (if purchased by September 2)

Logo on signage at the ACI-NA booth

Logo on signage at registration and other high-traffic areas

Logo and company description on mobile app

Logo on select conference emails

**Custom sponsorships
are available.**

**Contact Karynna Baresel at
karynna@showmgmt.com or
856-428-0641 to discuss.**



A LA CARTE SPONSORSHIP OFFERINGS

Lanyards & Badges..... \$20,000

Exclusive sponsor of the lanyards and badges. Includes two complimentary registrations; pre- and post- attendee rosters (Limited to 1 sponsor)

SOLD

Escalator Clings..... \$15,000

Exposure in high-traffic area with company-branded clings on the main set of convention center escalators; pre- and post-attendee rosters (Limited to 1 sponsor)

SOLD

Opening Keynote \$15,000

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 (Limited to 1 sponsor)

SOLD

Hotel Key Cards..... \$12,000

Cards distributed to all attendees in the room block; pre- and post-attendee rosters (Limited to 1 sponsor)

SOLD

Opening Reception with Custom Cocktail \$10,000

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

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 (Limited to 1 sponsor)

SOLD

Face Masks \$10,000

Logo on face masks distributed at registration and ACI-NA booth; pre- and post-attendee rosters (Limited to 1 sponsor)

Leadership Reception..... \$7,500

Logo on signage at the event; invitation for two (Limited to 8 sponsors)

ALL A 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 event signage (if applicable)
- logo on sponsor video at General Session
- logo in select conference emails
- logo in mobile app

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

Logo on signage at the lunch and on the tables (Limited to 3 sponsors)

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

Logo on signage at the lunch and on the tables (Limited to 3 sponsors)

Express Registration Sponsor \$7,500

Logo on signage and on floor clings in the express registration area (Limited to 3 sponsors)

Concessions Cart on Exhibition Floor \$7,500

Logo on signage near cart; logo on napkins (Limited to 1 sponsor per cart)

Hand Sanitizers..... \$6,000

Logo on individual hand sanitizers distributed at registration and ACI-NA booth (Limited to 1 sponsor)

SOLD

Opening Night Entertainment \$5,000

Logo on signage near entertainment on the show floor (Limited to 3 sponsors)

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

Logo on signage at the event and on the tables (Limited to 3 sponsors)

Chair's Reception \$5,000

Logo on signage at the event (Limited to 2 sponsors)

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

Logo on signage at the event; 2 VIP seats to this invitation-only event (Limited to 8 sponsors)

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

Logo on signage at beverage stations (Limited to 2 sponsors)

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

Logo on signage at beverage stations (Limited to 2 sponsors)

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

Logo on signage at beverage stations (Limited to 2 sponsors)

Restroom Clings \$4,000

Logo branded one square foot clings (12) placed strategically on the bathroom mirrors in the exhibition hall (Limited to 1 sponsor)

Floor Clings \$4,000

Logo branded floor clings (4) in high-traffic area (Limited to 3 sponsors)

Exhibition Hall Aisle Sign.... \$3,000

Logo placement at the bottom of one aisle sign, two-sided (Limited to 1 per aisle; location is first come, first serve)

Water Coolers \$2,800

Logo placement on 2 water coolers in the exhibition hall (Limited to 1 sponsor)

SOLD

Conference Supporter \$2,500

All *a la carte* benefits apply

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2022 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"/>	<input type="text"/>
Address	Suite	City	State/Province Zip/Postal
<input type="text"/>	<input type="text"/>		
Phone	Email		

SPONSORSHIP INFORMATION

Sponsorship Selection: Amount:

☐ 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: _____

SEE YOU IN MINNEAPOLIS!



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www.airportscouncil.org

All photos of Minneapolis are courtesy of Meet Minneapolis