

CONCESSIONS • FINANCE • HUMAN RESOURCES • BUSINESS DIVERSITY

# 2023 BUSINESS of AIRPORTS

June 26 - 28, 2023  
Scottsdale, AZ  
The Phoenician



## 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.

The 2023 Business of Airports Conference is the must-attend industry forum of the year! Make sure you join the conversation in Scottsdale, AZ to help airports and stakeholders enhance the ever-evolving airport business model. Take a deep dive into concessions management, financial management, workforce planning, and new trends in aeronautical and non-aeronautical revenue. This conference has something for everyone!



## 2023 BUSINESS OF AIRPORTS SPONSORSHIP MENU

Sponsorship Benefits	Platinum	Gold	Silver	Bronze
Full conference complimentary registrations	4	3	2	0
Advanced and final attendee list in Excel format (2 weeks prior to the event and 1 week after the event)	✓	✓	✓	
<b>Brand Awareness</b>				
Sponsor designation on company attendee badges	✓	✓	✓	✓
Verbal recognition during opening general session	✓	✓	✓	✓
Prominent branding throughout conference	✓	✓	✓	✓
Optional exhibit space in conference high-traffic area	✓	✓	✓	
<b>Logo Positioning</b>				
Conference website	✓	✓	✓	✓
Select conference emails	✓	✓	✓	✓
Signage in registration area	✓	✓	✓	✓
Display screens during conference	✓	✓	✓	✓
Conference mobile app	✓	✓	✓	✓
<b>Thought Leadership</b>				
Pre-show town hall virtual meeting with sponsors	✓	✓	✓	
Blog post featured on ACI-NA's website	✓	✓	✓	
<b>Exclusive Opportunities (choice of one)</b>				
General Session 1 - ability to introduce keynote speaker and deliver closing remarks; ability to provide an attendee gift on the General Session 1 seats (exclusive to 1 sponsor)	✓			
General Session 2 - ability to introduce the panel and deliver closing remarks; ability to provide an attendee gift on the General Session 2 seats (exclusive to 1 sponsor)	✓			
Wayfinding Signage (exclusive to 1 sponsor)		✓		
Hotel Check-In Welcome Beverages (exclusive to 1 sponsor)		✓		
Hotel Key Cards (exclusive to 1 sponsor)		✓		
Room Drop (limited availability)		✓		
Lanyards (exclusive to 1 sponsor)		✓		
Networking Break (exclusive to 1 per day, incl. both AM and PM breaks)		✓		
Networking Lunch (exclusive to 1 per day)		✓		
<b>Investment</b>	<b>\$15,000</b>	<b>\$10,000</b>	<b>\$5,000</b>	<b>\$2,500</b>

### WHY SPONSOR?

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

## 2023 BUSINESS OF AIRPORTS SPONSORSHIP MENU

### Exclusive Business of Airports Gala Reception & Dinner Sponsor

Unique

The 2023 Business of Airports Gala Dinner celebrates the commitment and contributions of airports, business partners, and individuals in the airport industry.

This event is a high-value opportunity to present your brand and commitment to the airport industry by being part of the ACI-NA Business Diversity Awards, Concessions Awards, Human Resources Awards, and Finance Awards.

- Exclusive opportunity for one sponsor
- Five complimentary full-conference registrations
- Ability to provide brief introduction
- Ability to display brief video
- Signage and logo placement at the Gala Reception and Dinner
- One reserved VIP table for your organization (10 people)
- Ability to provide a gift to dinner attendees
- Ability to work with ACI-NA meeting planner on customization options
- All Silver sponsorship benefits



### Investment

\$25,000

## Attendee Demographics

*More than 100 North American airports were represented at the 2022 Business of Airports Conference*

Of the more than 500 attendees, 80 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

### LEARN MORE ABOUT ACI-NA SPONSORSHIP OPPORTUNITIES

Contact Karynna Baresel at [sponsorship@airportscouncil.org](mailto:sponsorship@airportscouncil.org) to secure your sponsorship and/or to discuss additional opportunities.

Customization is always an option. To discuss your marketing ideas and objectives, please contact us.

