



LONG BEACH 2023

AIRPORTS COUNCIL INTERNATIONAL - NORTH AMERICA
ANNUAL CONFERENCE AND EXHIBITION
SEPTEMBER 30 - OCTOBER 3, 2023

EXHIBITOR AND SPONSOR PROSPECTUS



OUR JOURNEY TOGETHER

YEARS AS
THE **VOICE** OF AIRPORTS®



REACH AIRPORT INDUSTRY LEADERS ALL UNDER ONE ROOF AT ONE TIME

Meet face-to-face with airport decision makers at the industry's premier annual conference and exhibition.

Participating in the ACI-NA Annual Conference and 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 exhibit hall gives 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
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Karynna Baresel

Sponsorship Manager
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2023 ACI-NA ANNUAL CONFERENCE & EXHIBITION

SEPTEMBER 30 – OCTOBER 3, 2023
LONG BEACH CONVENTION &
ENTERTAINMENT CENTER
LONG BEACH, CA

EXHIBIT HOURS

Sunday, October 1, 2023	4:30 PM – 7:00 PM
Monday, October 2, 2023	8:00 AM – 6:00 PM

EXHIBIT FEES

By March 1, 2023

\$4,775 per 10' x 10' booth for ACI Members

\$6,700 per 10' x 10' booth for Non-Members

After March 1, 2023

\$5,275 per 10' x 10' booth for ACI Members

\$7,200 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.



REACH THE RIGHT PEOPLE WHO NEED YOUR PRODUCTS AND SERVICES

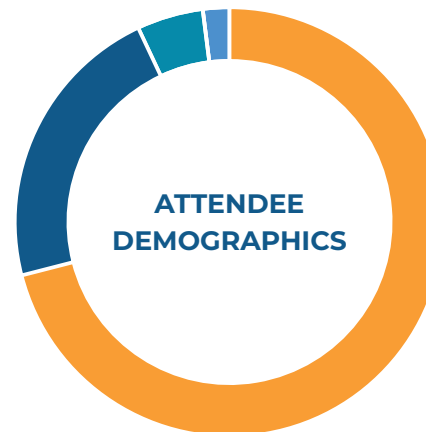
Our members and attendees view this event as a vital resource for finding the newest products, services, and technologies they need. They are searching for:



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.



- 70% Executive Level**
Directors, Presidents, CEOs, VPs, etc.
- 21% Managerial Level**
IT, Safety, Environment, Security, etc.
- 6% Consultants**
Often representing multiple airports
- 3% Other**
Engineers, Local Government Leaders, etc.

Thank you to our 2022 Annual Conference Sponsors

SPONSORSHIPS MAKE A DIFFERENCE

Sponsorship means exposure,
networking, and standing out
as an industry leader.

Networking Events

Convenient sponsorship packages are designed to help you connect with the ACI-NA community and beyond. Opportunities provide a solid platform to connect, stand out and make an impact.

Don't miss this opportunity to distinguish your company from your competitors and connect with new, current and long-standing customers. Because our packages offer exclusive recognition, they are available on a first-come, first-served basis.

Thought Leadership

Attendee Experiences

Branding Opportunities

Get in Touch!

For information on sponsorship availability or to secure your sponsorship, contact Karynna Baresel at karynna@showmgmt.com.



SPONSORSHIP LEVELS

Executive Sponsor status is limited to 8 companies and can be attained by choosing any combination of à la carte sponsorship offerings ranging from \$20,000 and above.

Platinum Sponsor status can be attained by choosing any combination of à la sponsorship offerings ranging from \$10,000 to \$19,999.

Club Sponsor status can be attained by choosing any combination of à la sponsorship offerings up to \$9,999.

For every additional \$10,000 spent, a sponsor receives an additional full-conference complimentary registration.

Sponsorship Level	Executive	Platinum	Club
Investment	\$20,000 and above	\$10,000 - \$19,999	Up to \$9,999

Access & Passes

Full-conference complimentary registrations	3	2	
Advanced and final attendee list in Excel format <i>2 weeks prior to the event and 1 week after</i>	✓	✓	
Two invites for the VIP leadership reception	✓		

Digital Recognition

Conference website	✓	✓	✓
Select conference emails	✓	✓	✓
Conference mobile app	✓	✓	✓
Press release with company description	✓		

On-Site Recognition

Sponsor designation on company attendee badges	✓	✓	✓
Logo on signage in high traffic areas	✓	✓	✓
Sponsor recognition at General Session	✓		

Thought Leadership

Blog post featured on ACI-NA's website	✓		
Priority speaking opportunities <i>limited availability; if purchased by April</i>	✓		

NETWORKING EVENTS

Registration Check in Experience\$25,000

Exclusive

First impressions are important! Be a part of the first stop for all conference attendees as the sponsor of the registration check-in area. Your company logo will be prominently displayed at the registration check-in area for the duration of the event.



VIP Leadership Reception\$10,000

Limited to 6 sponsors

Serious networking opportunity. Sponsorship includes an invite for two to this exclusive reception with the ACI-NA airport board, commissioners, and airport directors; logo recognition at the event as well.

World Business Partners/Associate and Airport CEO Roundtable Breakfast\$7,500

Limited to 6 sponsors

Be a part of this special networking opportunity at this exclusive breakfast and receive two invitations and logo recognition.

Networking Break.....\$4,500

Limited to 1 sponsor per break

Coffee is the fuel of conferences. Attendees enjoy a refreshment recharge and will have your company to thank.



Women in Aviation Breakfast.....\$3,500

Limited to 6 sponsors

Your sponsorship supports this unique program focusing on career awareness and achievements for women in the industry. Put your organization's support front and center.



THOUGHT LEADERSHIP



Opening Keynote, Day 1 \$20,000

Exclusive

This exclusive sponsorship provides exposure at the single most highly-attended event of the entire conference. In addition to signage, your sponsorship includes a two-minute introduction and VIP reserved seating for four members of your organization.



Opening Keynote, Day 2..... \$20,000

Exclusive

Get noticed with this exclusive sponsorship, which in addition to signage, includes a two-minute introduction and VIP reserved seating for four members of your organization.



Sponsored Educational Session \$15,000

Limited to 3 sponsors

When you sponsor an education session, you align your company with that subject matter. Benefits include: logo on signage at the session, logo on transition slides at session, ability for a member of your organization to be a speaker, and ability to distribute a either a handout or brochure at the session.

Committee Workshop..... \$10,000

Limited to 1 sponsor per committee. Select from: Business Information Technology Committee, Finance Committee, Environmental Affairs Committee, Legal Affairs Committee, OPSID Committee

Be a thought leader within the airport industry and sponsor a committee workshop. Your company will capture the attention of attendees. Benefits include a two-minute intro at the start of the committee workshop; your logo prominently displayed in the meeting room; ability to distribute a handout or brochure at the session.

Solutions Showcase..... \$3,000

Limited to 12 sponsors

Your opportunity to deliver an interactive 30-minute presentation directly to your target audience in an exhibit hall classroom.



ATTENDEE EXPERIENCES

Headshot Lounge on the Show Floor \$20,000

Exclusive

Say cheese! Attendees will appreciate the gift of a complimentary, professional headshot. Your logo will be prominently displayed as the exclusive sponsor of this valuable attendee experience.

Registration Area Lounge \$15,000

Exclusive

Central to all the action, this lounge near registration is a place where attendees will meet up, conduct meetings, or just relax between sessions. Your logo on signage at the lounge will mark the spot at the place to be.

Customized Lounge on the Show Floor..... \$15,000

Exclusive

This lounge is a meeting place on the show floor where exhibitors and attendees can relax or meet and network. In addition to signage, your logo is on an overhanging banner so no one can miss it!

Opening Night Reception on Show Floor \$10,000

Limited to 3 sponsors

Align your organization with the Opening Night Reception – a high-energy event to kick off the exhibition and provide an opportunity for attendees and exhibitors to see old friends and make connections anew, along with yummy food and drinks, music, and fun.



Executive Room Drop..... \$10,000

Exclusive

Get noticed. Exclusive sponsor of special welcome bags delivered to the ACI-NA Board of Directors, this will include the official ACI-NA name badges so they can skip the registration line.

Lunch on the Show Floor (Monday PM)..... \$5,000

Limited to 3 sponsors

Keep attendees nourished and energized for the rest of the day by sponsoring lunch. Your organization's logo will be prominently displayed on signage and on the tables.



Breakfast on the Show Floor (Monday AM)..... \$3,000

Limited to 3 sponsors

The most important meal of the day! Help attendee get charged as they eat, caffeinate, and network over breakfast. Benefits include company logo printed on signage and on the tables.

BRANDING OPPORTUNITIES



Lanyards and Badges..... \$25,000

Exclusive

This striking and memorable collateral sponsorship places your logo next to the name of each attendee – providing maximum visibility for the duration of the conference.

75th Anniversary Display \$20,000

Exclusive

Happy Birthday! ACI-NA is excited to be celebrating its 75-year history at the Annual with a special display area marking more than seven decades in the aviation industry. Your logo will be prominently displayed as the signature sponsor of this one-time-only exhibit.

Conference Mobile App..... \$20,000

Exclusive

As the official sponsor of the conference mobile app, your company logo will be at everyone's fingertips. Put your mark on this valuable resource that attendees use before, during and after the conference for all the up-to-date information – a resource more valuable than ever with the elimination of the printed on-site guide/agenda.

Registration Bags..... \$20,000

Exclusive

Your logo printed on bags offered to all attendees in the registration area – making it one of the most visible branding opportunities at the conference.

Hotel Key Cards \$15,000

Exclusive

Your logo is literally at attendees' fingertips. Logo placement on the hotel room block key cards makes your brand visible for attendees' entire stay. You have the opportunity to design one side of the card -- add your logo, booth number, coupon code, and/or custom message.



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

Exclusive

Escalators are the main egress where attendees travel between sessions, registration and the exhibition hall. Get your company's message in front of attendees by sponsoring one of these sets of escalators with this unique advertising vehicle.

Signage/Wayfinding..... \$15,000

Exclusive

The locator boards, including a full exhibitor list with both the floorplan and booth numbers, will have your logo prominently displayed for all users to see.



Exhibition Aisle Signs \$6,500

Exclusive

Attendees use the aisle signs to guide them through the exhibition hall. Your logo appears on every aisle sign, giving your company constant exposure to all attendees as they walk the show floor.



Water Coolers..... \$3,000

Exclusive

Water filling stations on the show floor (2), allow attendees to stay hydrated.





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JOIN US IN LONG BEACH

SITA

EASY AND SAFE TRAVEL
EVERY STEP OF THE WAY

POWERING DIGITAL
TRAVEL

QUESTIONS?

- Contact Brad Lewis, Director of Exhibit Sales & Operations, at blewis@showmgmt.com or 301.625.5123.

CUSTOM SPONSORSHIPS ARE AVAILABLE.

Contact Karynna Baresel at karynna@showmgmt.com or 856.428.0641 to discuss.