

# 2024 BUSINESS *of* AIRPORTS



June 10 - 12, 2024 // Miami, FL // JW Marriott Miami Turnberry Resort & Spa

## SPONSORSHIP OPPORTUNITIES

*Become recognized as an airport  
industry market leader.*



As a sponsor, you can showcase your company's value to attendees while they learn and network.

Sponsoring at ACI-NA meetings and events provides your company with a prime opportunity to connect with existing clients and present your goods and services to potential customers within your target market. Our conferences draw top aviation professionals from the U.S. and Canada. By leveraging this exposure, you have an active role in shaping industry discussions and positioning your company as a major contributor.

The 2024 ACI-NA Business of Airports Conference is the industry's forum to help airports and stakeholders better understand the evolving airport business model. Join us and take a deep dive into concessions management, financial management, workforce planning, and new trends in aeronautical and non-aeronautical revenue. You will have greater opportunities for brand awareness by sponsoring.



## 2024 BUSINESS OF AIRPORTS SPONSORSHIP MENU

Sponsorship Benefits	Platinum Plus	Platinum	Gold	Silver
<b>Access</b>				
<b>Full conference complimentary registrations</b>	4	3	2	0
Advanced and final attendee list in Excel format 2 weeks prior to the event and 1 week after the event Only sponsors will receive attendee email addresses	✓	✓	✓	
<b>Logo Positioning</b>				
Conference website	✓	✓	✓	✓
Select conference emails	✓	✓	✓	✓
Signage in high-traffic areas	✓	✓	✓	✓
Display screens during conference	✓	✓	✓	✓
<b>Onsite Recognition</b>				
Sponsor designation on company attendee badges	✓	✓	✓	✓
Verbal recognition during opening general session	✓	✓	✓	✓
Optional tabletop display in high-traffic area	✓	✓	✓	
<b>Thought Leadership</b>				
Blog post featured on ACI-NA's website	✓	✓	✓	
<b>Exclusive Opportunities (choice of one)</b>				
 <b>Opening Keynote</b> Introduce ACI-NA's Business of Airports Keynote, ability to provide an attendee gift and opening video	✓			
<b>Welcome Reception</b> Logo-branded napkins and option to place branded giveaway items at sponsored event. Work with ACI-NA on other customized options.	✓			
 <b>Lanyards</b> Logo-branded lanyards distributed to attendees at registration		✓		
<b>Hotel Key Cards</b> Logo-branded keycards distributed to all attendees in the hotel block		✓		
<b>Wi-Fi</b> Ability to choose wi-fi name or password used by all attendees		✓		
<b>Hotel Drink Tickets</b> Logo-branded hotel lobby bar drink tickets for all attendees		✓		
<b>Customized Attendee Experience</b> Ability to offer a giveaway and/or offer an attendee experience near registration		✓		
<b>Networking Breakfast (exclusive to one per day)</b> Work with ACI-NA on customized options for breakfast		✓		
<b>Networking Lunch (exclusive to one per day)</b> Work with ACI-NA on customized options for lunch		✓		
<b>Networking Breaks (AM &amp; PM) (exclusive to one per day)</b> Work with ACI-NA on customized options for break		✓		
<b>Hotel Room Drop</b> Provide a welcome gift for conference attendees within the ACI-NA room block		✓		
<b>Investment</b>	<b>\$15,000</b>	<b>\$10,000</b>	<b>\$5,000</b>	<b>\$2,500</b>

# 2024 BUSINESS OF AIRPORTS SPONSORSHIP MENU



## EXCLUSIVE BUSINESS OF AIRPORTS GALA RECEPTION & DINNER SPONSOR

Unique

The 2024 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
- Includes sponsorship benefits; attendee list, logo positioning, onsite recognition, and thought leadership



### Investment

\$20,000

### Why Sponsor?

- Amplify your brand and product visibility
- Leverage your position within the airport community
- Enhance your corporate profile
- Connect with airport leaders

### Attendee Demographics

**More than 100 North American airports were represented at the 2023 Business of Airports Conference.**

Of the more than 650 attendees, 80 percent were executive-level decision-makers, including:

- Presidents and CEOs
- Executive Directors
- Vice Presidents
- Business Development Directors
- Concessions Directors
- Chief Revenue Officers
- Chief Financial Officers
- Chief Human Resources Officers

### 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 Options

Looking for something different? Customization is always an option. Contact Karynna Baresel at [sponsorship@airportscouncil.org](mailto:sponsorship@airportscouncil.org) to start the conversation.

