

EXHIBITING OPPORTUNITIES

SEPTEMBER 23-26, 2018

Baltimore Convention Center | Baltimore, Maryland



ICMA
conference

BALTIMORE
104th Annual Conference
SEPTEMBER 23-26 **2018**

Dear Colleagues,

You're invited to participate as an exhibitor in ICMA's 104th Annual Conference and Exposition in Baltimore, Maryland, September 23-26, 2018. As the premier local government leadership and management organization, ICMA is committed to delivering high-quality tools, tips, information, and resources to help local governments weather challenging times. Featuring more than 300 speakers and a wide range of professional development courses taught by experts, this year's conference will draw approximately 3,000 local government professionals from around the world, and our expansive exhibit hall will provide the ideal venue for you to showcase your latest products and services. In short, ICMA's 104th Annual Conference will offer you the perfect opportunity to meet the key decision makers in the local government market and share with them your newest ideas and solutions.

Sincerely,



Marc A. Ott
ICMA Executive Director



About ICMA

The International City/County Management Association is the professional and educational organization for approximately 11,000 chief appointed managers, administrators, and assistants in cities, towns, counties, and regional entities throughout the world. Since 1914, ICMA has provided technical and management assistance, training, and information resources to its members and the local government community.

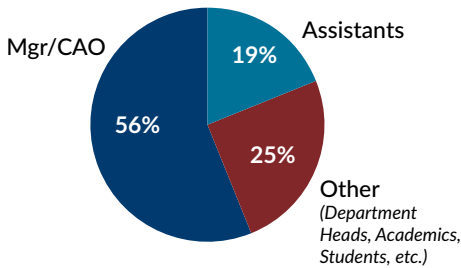




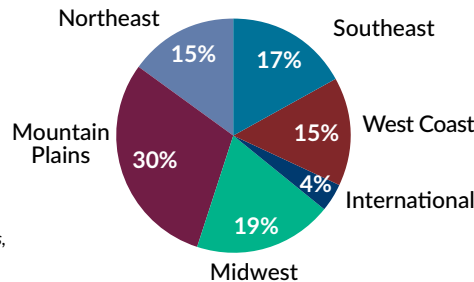
WHO ATTENDS

The top decision makers in the local government marketplace from across the United States and around the world attend the ICMA Annual Conference.

2017 ATTENDANCE BY TITLE



2017 ATTENDANCE BY REGION



REACH MORE BUYERS AND DECISION-MAKERS

The professional city, town, and county managers who attend ICMA's Annual Conference are the individuals who authorize the purchase of your products and services in their communities. ICMA's exhibit hall gives you unparalleled access to the \$300 billion municipal marketplace. What's more, the ICMA Annual Conference is where the up-and-coming local government managers come to build their networks and gather the information they will use to move up the ladder. This is your opportunity to establish relationships with the future decision makers in the profession.

REASONS TO EXHIBIT AT ICMA 2018

- **Local, regional, state, national, and international exposure.** ICMA members represent all 50 states and over 25 countries.
- **The lure of the exhibit hall.** The exhibit hall is the focal point for attendees, the place that they come to for activities and special events, including lunches, session breaks, the opening reception, exhibitor-lead Solutions Track sessions, the Internet Express, ICMA Pavilion, and the passport-to-prizes drawing.
- **ICMA's year-round marketing campaign.** ICMA takes advantage of every opportunity to reach out to prospective attendees. We promote the conference through e-mail blasts, monthly e-newsletters, our own *PM Magazine*, industry trade publications, and Web advertising.
- **Industry Knowledge.** By attending educational sessions with attendees, exhibitors will have the best opportunity to gain insight into the market and find out what is most important to cities and counties.
- **The place to meet your competitors and colleagues.** Professionals consider ICMA's Annual Conference to be a key industry event. Providers in the industry not only exhibit their products and services but also present case study solutions, moderate sessions, and network at social events.

ICMA Conference attendees' key focus areas include

- 311/CRM Systems
- Active living
- Animal control
- Asset management
- Communications and interoperability
- Computer hardware/software
- Construction codes and equipment
- Economic development
- Employment programs
- Energy management
- Environmental management
- Financial management and resource allocation
- Fire and smoke detection
- Fleet management and leasing
- Government financing
- Hospital management
- Information technology
- Insurance and benefits administration
- Law enforcement and equipment
- Parking control
- Personnel management and training
- Playground, recreation, and park equipment
- Public safety
- Solid-waste management and disposal
- Surveying and mapping
- Sustainability
- Telecommunications
- Transportation
- Water and wastewater processing

According to the Center for Exhibition Industry Research, trade shows/exhibitions are the #1 source for attendees who make the final purchase decisions.



EXHIBIT AT ICMA'S 2018 ANNUAL CONFERENCE!

ACT FAST!

ICMA's exhibit hall has sold out for the last FIVE years!

LOCATION

Baltimore Convention Center



COST

Commercial
\$24.50 per square foot
\$150 per corner

Government/Nonprofit Organizations
\$20.50 per square foot
\$150 per corner

ICMA Strategic Partners
\$18.50 per square foot
\$150 per corner

Minimum booth size 10' X 10'

EXHIBIT HOURS

Saturday, September 22	Move In	8:00 a.m. – 5:00 p.m.
Sunday, September 23	Move In	8:00 a.m. – 3:00 p.m.
Sunday, September 23	Open	5:00 – 7:00 p.m. (Opening Reception in Exhibit Hall)
Monday, September 24	Open	9:30 a.m. – 4:00 p.m.
Tuesday, September 25	Open	10:00 a.m. – 2:30 p.m.
Tuesday, September 25	Move Out	2:30 – 8:00 p.m.
Wednesday, September 26	Move Out	8:00 a.m. – 12:00 p.m.

"We have been exhibiting at the ICMA Annual Conference for many years now. It is the one venue that maximizes our ability to access the chief executive officer of [hundreds] of municipalities every year. In addition, we take away great insights into what's trending and where to set priorities for the near future."

— Adam Rujan
Partner, Plante & Moran, PLLC

Booth Inclusions

1. Four full conference badges per 10' x 10' booth. Badges entitle you to attend all plenary sessions and non-fee educational sessions.
2. Standard drapery: 8' draped booth backdrop with 3' side dividers
3. Company listing in the ICMA Exhibitors Guide, online floor plan, and mobile app
4. Company identification sign
5. A post-conference attendee list (mailing addresses only)
6. Pre-show conference attendee list is available for rental

View available exhibit space online at <http://bit.ly/2giAUIG>

RESERVE A BOOTH

Gavin McAuliffe, Exhibit Sales
Corcoran Expositions, Inc.
Phone: 312/265-9649
Fax: 312/541-0573
gavin@corcexpo.com

EXHIBIT INFORMATION

Lara Fitts Gamache, Exhibit Manager
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CONFERENCE INFORMATION

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Washington, DC 20002-4201
icma.org
customerservices@icma.org

2017 EXHIBITORS

3CMA
Accela, Inc.
Adapt Pharma
Affion Public
American City and County Magazine
American Fidelity Assurance Company
American Legal Publishing Corporation
American Petroleum Institute
American Public Works Association (APWA)
American Society for Public Administration
AmpliFund Public Sector
Animal Farm Foundation, Inc.
Apply4 Technology
Arthur J. Gallagher & Co.
AssetWorks
AT&T
Badger Meter, Inc.
Bang the Table
BerryDunn
Best Friends Animal Society
BKD, LLP
BoardDocs
BoardSync, Inc.
Bolton & Menk, Inc.
Brinkley Sargent Wiginton Architects
BroadbandUSA /U.S. Department of Commerce/NTIA
Bureau of Economic Analysis (BEA)
Buxton
BYU-Romney Institute
Cale America
CALEA - Commission on Accreditation for Law Enforcement Agencies
Capital Novus
Carl Vinson Institute of Government at the University of Georgia
Carnegie Mellon University's Heinz College
Center for Priority Based Budgeting
Center for Public Safety Excellence, Inc.
CGI Communications, Inc.
CH2M
Charles Abbott Associates
Cigna
CitySourced, Inc.
Cityworks
CivicPlus
ClearGov
ClearPoint Strategy
ClerkBase
ClientFirst Technology Consulting
CobbleStone Contract Management Software
Comcate, Inc.
Community Champions
Complus Data Innovations, Inc.
Corporater, Inc.
CPS HR Consulting
CPS Payment Services
Digitaltown, Inc.
Dispute Resolution Institute, Mitchell Hamline School of Law
Dude Solutions
Dynamo Metrics
eCivis, Inc.
E-Gov Link
enCodePlus
Engaged Public
Envisio Solutions, Inc.
Esri
FATHOM
Fire Recovery USA & Streamline Automation Systems
Fitch & Associates
Fujitsu Network Communications, Inc.
General Code
General Motors
Geos Institute
Government Finance Officers Association (GFOA)
GovHR USA
Govlaunch
GovOffice Web Solutions
GovPilot
GovPlanet
GovQA
GovSense
Granicus, Inc.
Granite Sky Civic
Grant Professionals Association
GrantFinder - Praetorian Digital
Harmari by LTAS
Harvard Kennedy School Executive Education
HR Green, Inc.
HUD Office of Policy Development and Research
huelife
ICMA-RC (ICMA Retirement Corporation)
iCompass Technologies/Host Compliance
Infor
Institute for Building Technology and Safety (IBTS)
InterDev
International Hispanic Network & National Forum for Black Public Administrators
IPS Group, Inc.
JH Consulting, LLC
Johnson Controls
Kansas State University Global Campus
Kaplan University
KUBRA
LexisNexis Payment Solutions
Library Systems & Services, LLC
LIFT-U DIVISION OF HOGAN MFG., INC.
Lincoln Financial Group
LiveStories
Local Search Association
Lyndon B Johnson School of Public Affairs, University of Texas
Madrax / Thomas Steele
Magellan Advisors
MagiaCX Solutions
Matrix Consulting Group
McGrath Consulting Group, Inc.
Michelson Found Animals Registry
Microsoft
Millennium Trust Company
Mueller Systems
Munetrix
Municipal World
Municode
MuniServices, LLC
MuniTemps Staffing
mySidewalk
NAPA Integrated Business Solutions
National Civic League
National Fire Protection Association - Fire Sprinkler Initiative
National Joint Powers Alliance
National League of Cities
National Sign Plazas, Inc.
Navigate Building Solutions
NEOGOV
NextRequest
NIC Services, LLC
NIST Community Resilience Planning
OnBase by Hyland
OnSolve
Open Town Hall from Peak Democracy
OpenGov, Inc.
Orton Family Foundation
PageFreezer
Parkeon, Inc.
PARS
Paveway Systems, Inc.
Peckham & McKenney
PetData, Inc.
Philips
Plante & Moran, PLLC
Polco
Precision Concrete Cutting
Public Facilities Investment Corporation
Public Restroom Company
Public Risk Management Association (PRIMA)
QScend Technologies, Inc.
Questica Budget
Ralph Andersen & Associates
Randall Scott Architects
Records Consultants, Inc.
Redevelopment Management Associates
Republic Services, Inc.
RESPOND
Retail Strategies, LLC
Revize Government Websites
SAFEbuilt, Inc.
Sales Tax Assurance LLC
SAP Public Services, Inc.
SAS
Schneider Electric
School of Public Affairs, University of Colorado Denver
SeamlessGov by SeamlessDocs
SeeClickFix, Inc.
Selectron Technologies
Senior Executive Institute
University of Virginia
Severn Trent Services
ShotSpotter
Siemens Industry, Inc.
Skyfire Consulting
Sliq Media Technologies
SMARTGOV - Paladin Data Systems
SmartProcure
Socrata
SolSmart
Spring City Electrical
Springsted/Waters
SteepSteel
Strategic Government Resources
SUEZ North America
Superion
Sustainable Solutions Consulting
Swagit Productions, LLC
Tanko Lighting
Ten-X
TestGenius
Texas A&M Engineering Extension Service (TEEX) - NERRTC
The Davey Tree Expert Co.
The Mercer Group, Inc.
The Public Group
The Sports Facilities Advisory | The Sports Facilities Management
Thompson Grants
TischlerBise, Inc.
Troy & Banks, Inc.
Tyler Technologies, Inc.
Underground Refuse Systems Inc.
University of North Carolina—Chapel Hill, School of Government
University of Pittsburgh Graduate School of Public and International Affairs
USA Images, LLC
USA Management
Valdosta State University
ViewPoint Government Solutions
VirTra
Vision
ZenCity
Zonar by Gridics
ZyLAB North America, LLC