

EXHIBITING OPPORTUNITIES



ICMA's 98th Annual Conference

October 7-10, 2012

Phoenix Convention Center
Phoenix/Maricopa County, Arizona



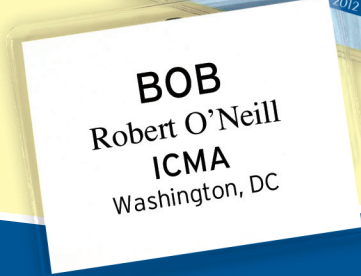


Dear Colleagues,

You're invited to participate as an exhibitor in ICMA's 98th Annual Conference and Exposition in Phoenix/Maricopa County, Arizona, October 7-10, 2012. 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 200 speakers and a wide range of professional development courses taught by experts, this year's conference will draw over 2,500 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 98th 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,

Robert J. O'Neill Jr.
ICMA Executive Director



ABOUT ICMA

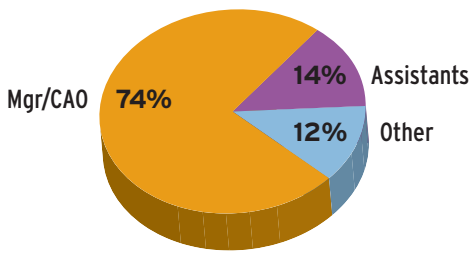
The International City/County Management Association is the professional and educational organization for over 9,000 chief appointed managers, administrators, and assistants in cities, towns, counties, and regional entities throughout the world. Since 1914, ICMA has provided technical and management assistance, training, and information resources to its members and the local government community.



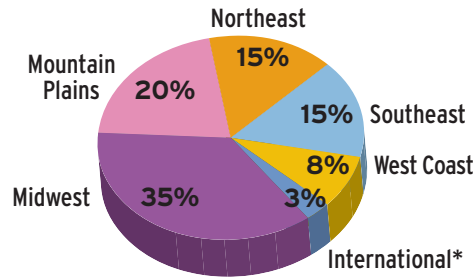
Who Attends

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

2011 ATTENDANCE BY TITLE



2011 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 2012

- **Local, regional, state, national, and international exposure.** ICMA members represent all 50 states and over 60 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 session breaks, the opening reception, Solutions Track sessions, the Internet Café, ICMA Pavilion, and passport-to-prizes drawings.
- **ICMA's year-round marketing campaign.** ICMA takes advantage of every opportunity to reach out to prospective attendees. We promote the conference through direct mail pieces, 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 98th 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

- Active living
- Animal Control
- Communications and interoperability
- 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.

2011 EXHIBITORS

A. Y. McDonald Mfg Co
Adjusters International
Affion Public
American City & County Magazine
American Funding Innovators, Inc
American Library Association
Amerilert Notifications
Anna Maria College
ARX, Inc.
Azavar Audit Solutions
Badger Meter, Inc.
Baker Tilly Virchow Krause, LLP
Berry, Dunn, McNeil & Parker, LLC
BigBelly Solar
Billy Casper Golf
Blackboard Connect for Government
BoardDocs/Emerald Data Solutions
Bobcat Company
Bolton & Menk, Inc
Brigham Young University–Romney Institute of Public Management
Brimeyer Fursman LLC
Bureau of Economic Analysis (BEA)
Buxton
CALEA - Commission on Accreditation for Law Enforcement Agencies Inc.
CarteGraph Systems, Inc.
CDM
Center for Internet Security
Center for Public Safety Excellence, Inc
CGI Communications, Inc.
CH2M HILL
Cigna
CivicPlus
ClerkBase/OpenGOVideo
Clifton Gunderson
Comcate, Inc.
Complus Data Innovations, Inc.
E4 Safety Products, LLC
eCivis, Inc.
Emergency Communications Network, Inc.
Environmental Systems Research Institute, Inc. (ESRI)
Envista Corporation
FacilityDude
FirstSouthwest Company
Fitch & Associates
FUELMaster/Syn-Tech Systems, Inc.
General Code
General Services Administration
Global Connect
Goodwill Industries
GovDeals, Inc.
Government Finance Officers Association
GovPartner
GovQA
GovTempsUSA, LLC
Granicus, Inc.
Harvard Kennedy School/Executive Education
HDR, Inc
Home Fire Sprinkler Coalition
Homeward Deployed
HR Green
ICLEI–Local Governments for Sustainability
ICMA Retirement Corporation
iFan Media Corporation
Institute for Building Technology and Safety (IBTS)
Intelligent Products, Inc.
International Association of Fire Chiefs (IAFC)
International Code Council (ICC)
International Hispanic Network
Johnson Controls, Inc.
Jones Lang LaSalle
Kemper Sports
Lagan, a Division of KANA
LAZ Parking
Library Systems & Services, LLC
Logic Concepts
M&I, a part of BMO Financial Group
Madrax/Thomas Steele
Matrix Consulting Group
McCann Associates
McGrath Consulting Group, Inc.
MindMixer
Mitchell Humphrey–Fast Track Gov
Municipal Citation Solutions, LLC
Municipal Code Corporation
Municipal Economics & Planning
Municipal GIS Partners, Inc.
National League of Cities
National Sign Plazas, Inc
Nationwide Retirement Solutions, Inc
NEOGOV, Inc
Notre Dame de Namur
Open Town Hall from Peak Democracy
Parkmobile USA, Inc
PetData, Inc.
PFIC
PFM Financial Services, LLC
Philips Healthcare
Pictometry International Corporation
Plan-It CIP Software from Strategic Insights
Plante & Moran, PLLC
Public Restroom Company
PublicStuff
QScend Technologies, Inc
Ralph Andersen & Associates
Ruekert–Mielke, Inc
Runzheimer International
SAFEbuilt, Inc
Safeguard Properties
Senior Executive Institute–University of Virginia
Severn Trent Services
ShelterPlanners.com
SIRE Technologies, Inc
Springbrook Software
Springsted, Incorporated
Standard & Poor's
Sustainable City Network, Inc.
The Mercer Group, Inc.
The Public Group
The Waters Consulting Group, Inc.
TischlerBise, Inc.
Tower Capital Management
TriData, a Division of System Planning Corporation
Turning Technologies, LLC
U.S. Department of Army–Community Covenant
U.S. Department of Housing & Urban Development–Office of PD&R
U.S. Department of Justice COPS Office
Union Institute & University
United Water
University of North Carolina–School of Government
Upper Iowa University
USAgain, LLC
Veolia Water North America
Verizon Wireless
Verrus PayByPhone
Voorhees Associates, LLC
Waste Management
Water Company of America

2012 EXHIBIT HALL PLAN

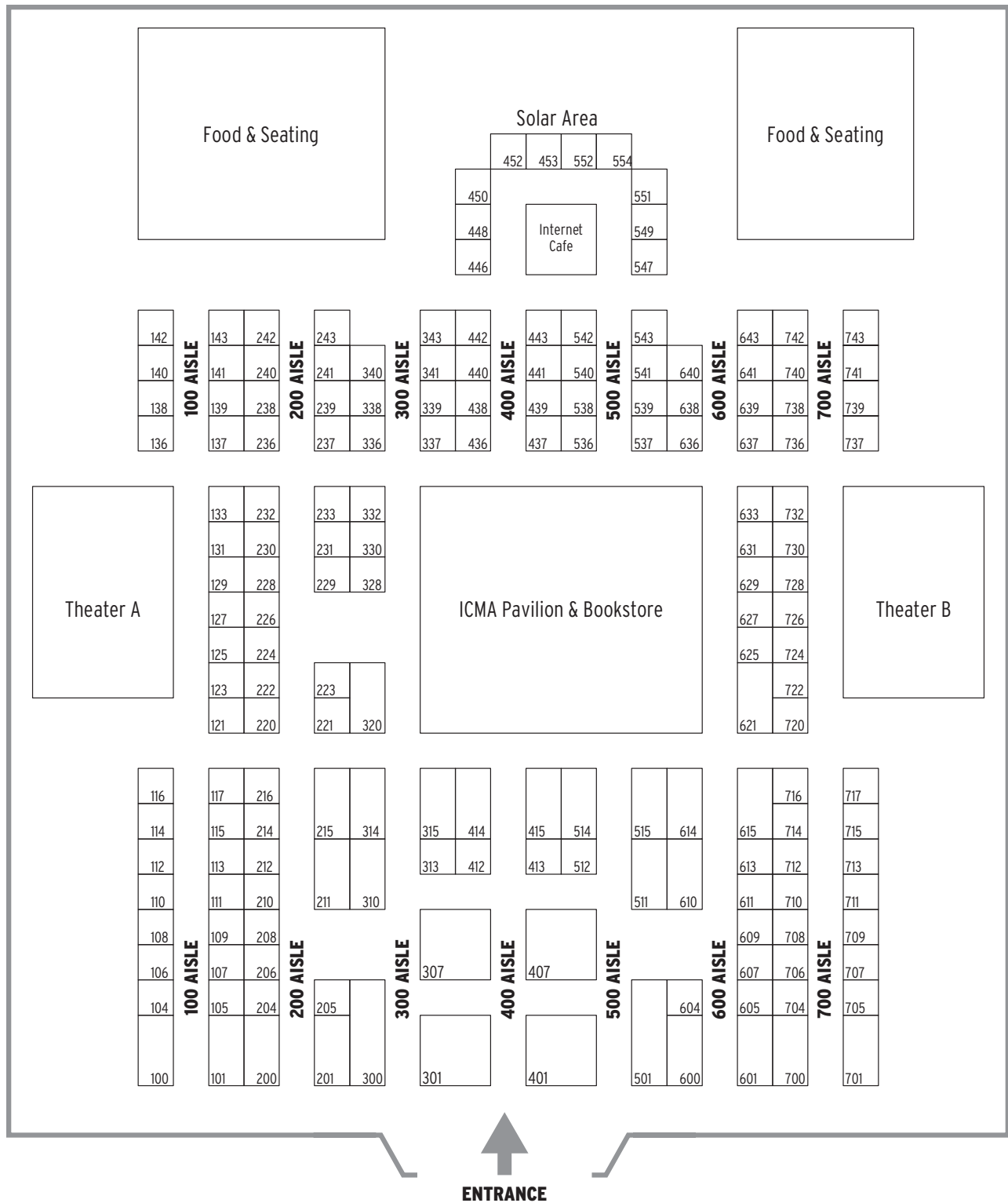


EXHIBIT HOURS

Sunday, October 7 | 5:00 - 7:00 p.m.

Monday, October 8 | 9:30 a.m. - 4:00 p.m.

Tuesday, October 9 | 9:30 a.m. - 2:00 p.m.



printed on partially recycled paper



EXHIBIT AT ICMA'S 2012 ANNUAL CONFERENCE!

LOCATION

Phoenix Convention Center, Phoenix/
Maricopa County, Arizona



COST

Commercial

\$21.50 per square foot
\$150 per corner

Government/Nonprofit Organizations

\$18.50 per square foot
\$150 per corner

ICMA Strategic Partners

\$15.50 per square foot
\$150 per corner

Minimum booth size 10' x 10'

EXHIBIT HOURS

Saturday, October 6	Move In	8:00 a.m.-5:00 p.m.
Sunday, October 7	Move In	8:00 a.m.-3:00 p.m.
Sunday, October 7	Open	5:00 p.m.-7:00 p.m.
Monday, October 8	Open	9:30 a.m.-4:00 p.m.
Tuesday, October 9	Open	9:30 a.m.-2:00 p.m.
Tuesday, October 9	Move Out	2:00 p.m.-8:00 p.m.
Wednesday, October 10	Move Out	8:00 a.m.-12:00 p.m.

View available exhibit space online at icma.org/2012exhibits

"ICMA has consistently been the best national conference for City and County officials that we attend. We generate more quality leads at the ICMA conference than any other national conference."

Robert Windrow, Library Systems & Services, LLC

WHAT YOU GET

1. Four 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
4. Program and the online floor plan
5. Company identification sign
6. A post-conference attendee list delivered electronically to your e-mail address

EXHIBIT INFORMATION

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CONFERENCE AND ICMA ACTIVITIES INFORMATION

ICMA
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