

# EXHIBITING OPPORTUNITIES



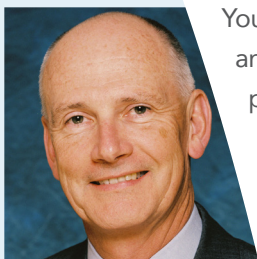
ICMA  
**100<sup>th</sup>**  
ANNUAL CONFERENCE

**Charlotte**  
Mecklenburg County  
SEPTEMBER • 14-17 • 2014





Dear Colleagues,



You're invited to participate as an exhibitor in ICMA's 100th Annual Conference and Exposition in Charlotte/Mecklenburg County, September 14–17, 2014. 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 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 100th 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



**BOB**  
Robert O'Neill  
ICMA  
Washington, DC

**ICMA**

*Leaders at the Core of Better Communities*

## About ICMA

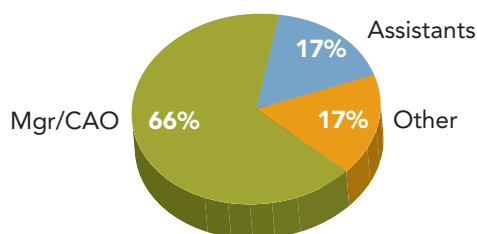
The International City/County Management Association is the professional and educational organization for over 9,000 chief appointed managers, administrators, and assistants in cities, towns, counties, and regional entities throughout the world. Since 1914, ICMA has provided technical and management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



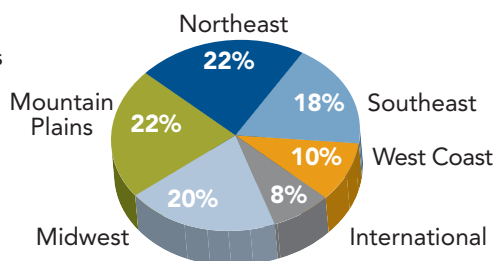
## Who Attends

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

2013 ATTENDANCE BY TITLE



2013 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 2014

- **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 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 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 100th 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.**





## Exhibit at ICMA's 2014 Annual Conference!

### LOCATION

Charlotte Convention Center



### COST

#### Commercial

\$23.00 per square foot  
\$150 per corner

#### Government/Nonprofit Organizations

\$20.00 per square foot  
\$150 per corner

#### ICMA Strategic Partners

\$17.00 per square foot  
\$150 per corner

Minimum booth size 10' x 10'

"[The ICMA Annual Conference] is a must for any vendor serving local government agencies. As an ICMA exhibitor, we gain solid information and perspective from attendees, which is what sets this conference apart."

—Greg Berry, Founder & CEO, Municibid

### What You Get

Four full conference badges per 10' x 10' booth. Badges entitle you to attend all plenary sessions and non-fee educational sessions

Standard drapery: 8' draped booth backdrop with 3' side dividers

Company listing in the ICMA Exhibitors Guide Program, online floor plan, and mobile app

Company identification sign

A post-conference attendee list delivered electronically to your e-mail address

### EXHIBIT HOURS

<b>Saturday, September 13</b>	Move In	8:00 a.m.–5:00 p.m.
<b>Sunday, September 14</b>	Move In	8:00 a.m.–3:00 p.m.
<b>Sunday, September 14</b>	Opening Reception in Expo Hall	5:00–7:00 p.m.
<b>Monday, September 15</b>	Open	9:30 a.m.–4:00 p.m.
<b>Tuesday, September 16</b>	Open	9:30 a.m.–2:00 p.m.
<b>Tuesday, September 16</b>	Move Out	2:00–8:00 p.m.
<b>Wednesday, September 17</b>	Move Out	8:00 a.m.–12:00 p.m.

View available exhibit space online at  
<http://tinyurl.com/ICMA2014>

### RESERVE A BOOTH

#### Mary Ann Miller

Corcoran Expositions, Inc.  
200 W. Adams St., Ste. 2600  
Chicago, IL 60606  
Phone: 312/265-9665  
Fax: 312/541-0573  
Email: [maryanne@corcexpo.com](mailto:maryanne@corcexpo.com)

### EXHIBIT INFORMATION

#### Kristy Wagner

Corcoran Expositions, Inc.  
200 W. Adams St., Ste. 2600  
Chicago, IL 60606  
Phone: 312/265-9667  
Fax: 312/541-0573  
E-mail: [kristy@corcexpo.com](mailto:kristy@corcexpo.com)

### CONFERENCE AND ICMA EXHIBIT INFORMATION

#### ICMA

777 North Capitol Street, NE, Suite 500  
Washington, DC 20002-4201  
Website: [icma.org](http://icma.org)  
E-mail: [customerservices@icma.org](mailto:customerservices@icma.org)

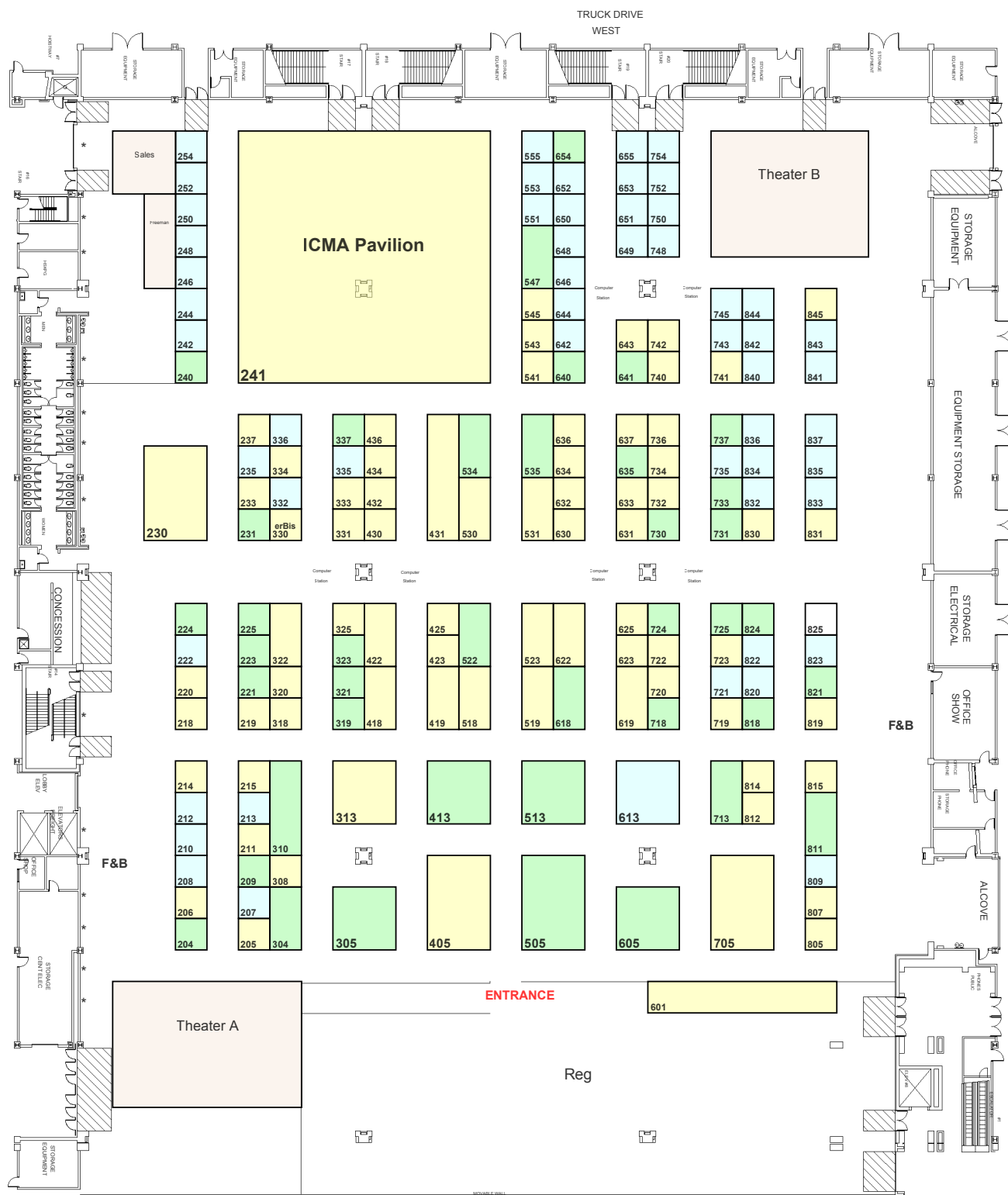
## 2013 Exhibitors

A. Y. McDonald Mfg Co  
Active Networks  
Affion Public  
AgileAssets Inc.  
American Capital Energy  
American City & County  
American Fidelity Assurance Company  
American Legal Publishing Corp.  
American Petroleum Institute  
Beehive Industries  
BerryDunn  
BidSync LLC  
BigBelly Solar Inc.  
BioService  
Blackboard Connect  
BoardDocs  
Bolton & Menk, Inc  
Boston Host Committee  
BrokerSavant  
Buxton  
BYU-Romney Institute  
CALEA  
Carnegie Mellon University  
CarteGraph Systems, Inc.  
CASE Parking  
Cell At Auction LLC  
Center for Public Safety Excellence, Inc  
CGI Communications, Inc.  
CH2M HILL  
Charles Abbott Associates  
Charlotte CVB  
Choice Hotels International  
Cigna  
CivicPlus  
ClearPoint Strategy  
ClerkBase  
CliftonLarsonAllen LLP  
The Collins Center  
Comcate, Inc.  
Complus Data Innovations, Inc.  
Coplogic, Inc.  
Cornerstone OnDemand, Inc.  
Cyclomedia  
Davey Tree Expert Co.  
Digital Map Products, LLC  
Early Morning Software  
eCivis, Inc.  
EfficientGov  
Emergency Communications Network  
Emergency Services Consulting  
International  
Enterprise Fleet Management  
ESRI  
Evans School of Public Affairs, University  
of Washington  
Expense Reduction Analysts  
FacilityDude  
Federal Property Registration  
Corporation

FirstSouthwest Company  
Fitch & Associates, LLC  
Fybr  
General Code  
General Motors  
George Washington University Center  
for Excellence in Public Leadership  
GovDeals, Inc.  
GovTempsUSA, LLC  
Granicus, Inc.  
Home Fire Sprinkler Coalition  
HR Green, Inc.  
Hyland Software, Inc.  
iCity Corporation  
ICMA Retirement Corporation  
Icon Strategic Solutions Pty Ltd  
InfoSend, Inc.  
Institute for Building Technology and  
Safety (IBTS)  
Intelligent Products, Inc.  
International Association of Assessing  
Officers (IAAO)  
International Hispanic Network  
International Parking Institute  
IPS Group, Inc  
JLN Associates, LLC  
John F. Kennedy School of Government/  
Harvard Univ.  
Johnson Controls, Inc.  
KANA  
Keep America Beautiful, Inc.  
Kemper Sports Management  
Kopelman and Paige, P.C.  
LAZ Parking  
LBL Technology Partners  
Library Systems & Services, LLC  
LiveSafe  
Local Search Association  
Madrax / Thomas Steele  
Matrix Consulting Group  
McGrath Consulting Group, Inc.  
The Mercer Group, Inc.  
MindMixer  
Mitchell Humphrey & Co.  
Municibid  
Municipal Citation Solutions, LLC  
Municipal Code Corporation Municode  
National Center for Missing & Exploited  
Children  
National Fire Protection Association  
National Forum for Black Public  
Administrators  
National League of Cities  
Neighborhood Champions  
NEOGOV  
Neubrain  
Northeast Utilities  
NSP—National Sign Plazas, Inc.  
ODU Distance Learning Procurement &  
Contract Management

Open Town Hall from  
Peak Democracy Inc.  
OpenGov, Inc.  
PetData, Inc.  
PFIC  
Pictometry International Corp.  
Plante & Moran, PLLC  
ProPac, Inc.  
The Public Group  
Public Restroom Company  
Public Technology Institute  
PublicStuff  
QScend Technologies, Inc.  
Ralph Andersen & Associates  
Rave Mobile Safety  
Republic Services, Inc.  
Revelstone  
Rutgers University—School of Public  
Affairs Administration  
SAFEbuilt, Inc  
SeeClickFix  
SEI—University of Virginia  
Severn Trent Services  
Siemens  
SMART: Secondary Materials & Recycled  
Textiles Association  
Springbrook Software  
Standard & Poor's  
SunShot Solar Outreach Partnership  
Taser International, Inc.  
Thomas Edison State College  
TIAA-CREF  
TischlerBise, Inc.  
TRC Companies, Inc.  
TriData, a Division of System Planning  
Corporation  
Troops to Towns  
Tyler Technologies, Inc.  
U.S. Fire Administration  
United States Conference of Mayors  
Retirement Program  
United Water  
University of North Carolina—Chapel  
Hill, School of Government  
USA Pools  
ViewPoint Government Solutions  
Villanova University Online  
Virtual Towns & Schools  
Vision Internet  
Voorhees Associates, LLC  
Walden University  
WasteZero  
Water Company of America  
Waters Consulting Group  
WebQA, a GovQA Company  
Weidner, Inc  
Yardi Systems, Inc.  
ZoomGrants

# 2014 Exhibit Hall Plan



## EXHIBIT HOURS

Sunday, September 14 | 5:00–7:00 p.m.  
 Monday, September 15 | 9:30 a.m.–4:00 p.m.  
 Tuesday, September 16 | 9:30 a.m.–2:00 p.m.

    SOLD  
    RESERVED  
    OPEN  
*as of Jan. 15, 2014*