



# EXHIBITING Opportunities



Dear Colleagues,

You're invited to participate as an exhibitor in ICMA's 101st Annual Conference and Exposition in Seattle/King County, September 27–30, 2015. 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 101st 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

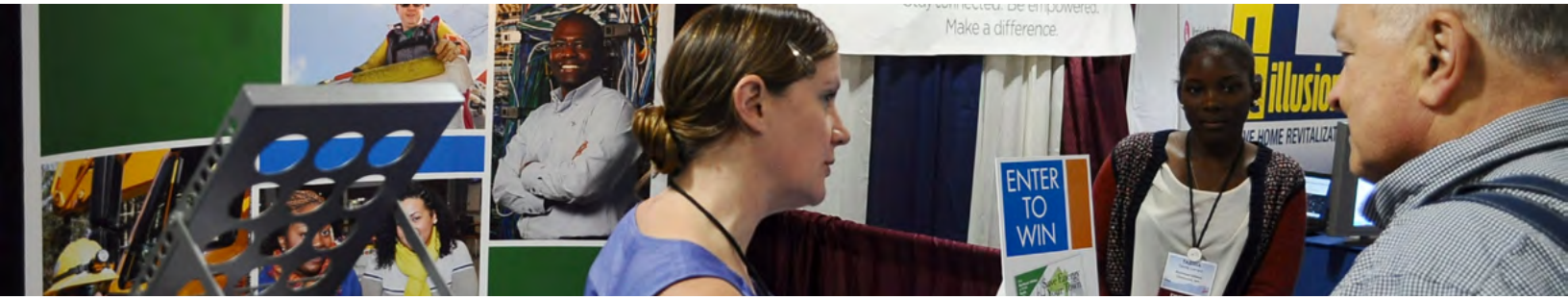


## About ICMA

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.

# ICMA

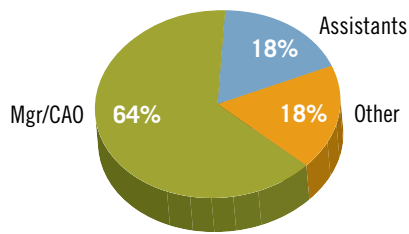
Leaders at the Core of Better Communities



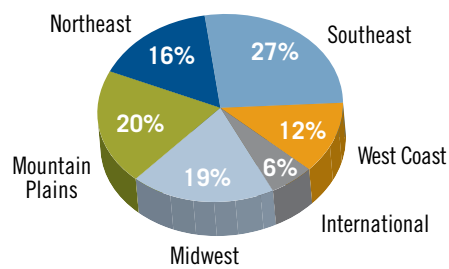
## Who Attends

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

2014 ATTENDANCE BY TITLE



2014 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 2015

- **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 101st 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.

# 2014 Exhibitors

Accela  
Affion Public  
Alliance for Innovation  
American City & County  
American Fidelity Assurance Company  
American Legal Publishing Corp.  
American Public Works Association  
AmpliFund Public Sector  
Bank of America Merrill Lynch  
Baruch College, School of Public Affairs  
Bentley Systems  
BerryDunn  
Best Friends Animal Society  
BidSync LLC  
BoardDocs  
Bolton & Menk, Inc  
Buxton  
BYU-Romney Institute  
Capital Novus  
Careers In Government  
Carnegie Mellon University - H. John Heinz III College  
Center for Public Safety Excellence, Inc  
Center for Urban Community Services  
CGI Communications, Inc.  
CH2M HILL  
Charles Abbott Associates  
Choice Hotels International  
Cigna  
CitySourced  
CivicPlus  
ClearPoint Strategy  
ClerkBase  
ClientFirst Technology Consulting  
Colonial Life  
Comcate, Inc.  
Commission on Accreditation for Law Enforcement Agencies, Inc.  
Community Champions  
Computron Software  
DavenportLawrence  
Digital Map Products  
Digital Payment Technologies  
E-Gov Link  
eCivis, Inc.  
EfficientGov  
Emergency Communications Network, Inc.  
Emergency Services Consulting International  
enCodePlus  
Energy From Shale  
Esri  
Expense Reduction Analysts  
FacilityDude  
Fire Recovery USA  
Fitch & Associates, LLC  
Fybr  
General Code  
General Motors  
Gov to Gov Solutions  
GovDeals, Inc.  
GovHR USA  
GovQA, a WebQA Company  
Granicus, Inc.  
Granite Sky Design, Inc.  
Great-West Financial  
GWU Center for Excellence in Public Leadership  
Hamilton Kent LLC  
Harvard Kennedy School Executive Education  
Healthstat  
HR Green, Inc.  
HUD Office of Policy Development and Research  
IBM  
ICMA-RC  
iCompass Technologies  
ICON Software Solutions  
Imex Systems Inc.  
Information Builders  
Institute for Building Technology and Safety (IBTS)  
Intelligent Products, Inc.  
InterDev  
International Association of Assessing Officers  
International Code Council  
International Hispanic Network  
International Parking Institute  
IPS Group, Inc  
ISO  
Johnson Controls, Inc.  
KANA®, A Verint® Company  
Keep America Beautiful, Inc.  
KemperSports  
KUBRA  
LBL Technology Partners  
Library Systems & Services, LLC  
Livability  
Local Search Association  
Lowes ProServices  
Madrax / Thomas Steele  
Managing Results, LLC  
Matrix Consulting Group  
McGrath Consulting Group, Inc.  
MindMixer  
Mitchell Humphrey & Co.  
Money Management International, Inc.  
Municipibid  
Municipal Code Corporation  
National Fire Protection Association  
National Forum for Black Public Administrators  
National Joint Powers Alliance  
National League of Cities  
National Main Street Center  
National Public Employer Labor Relations Association  
National Research Center (NRC)  
National Sign Plazas, Inc.  
NEOGOV  
Nixle  
Northeastern University  
O & S Associates, Inc.  
OnBase by Hyland  
Open Town Hall from Peak Democracy Inc  
OpenGov, Inc  
PARS  
PassportParking  
Pearson's Appraisal Services Inc.  
PetData, Inc.  
PFIC  
Phillips and Jordan, Inc.  
Plante & Moran, PLLC  
PowerPlan Corporation  
PSD Software  
Public Restroom Company  
Public Technology Institute  
PublicStuff  
QScend Technologies, Inc  
Questica Inc.  
Ralph Andersen & Associates  
Rave Mobile Safety  
Republic Services, Inc  
Retail Strategies, LLC  
Revelstone LLC  
Riva Modeling Systems Inc  
SAFEbuilt, Inc  
Safeguard Properties  
SeamlessGov by SeamlessDocs  
SecureView  
SeeClickFix  
SEGAL Revenue & Expense Specialists, Inc.  
SEI- University of Virginia  
Seyern Trent Services  
Siemens  
Socrata  
Springbrook Software  
Standard & Poor's  
Strategic Government Resources  
Streetline, Inc.  
SunShot Solar Outreach Partnership  
Swagit Productions, LLC  
TEEX - NERRTC  
The Davey Tree Expert Company  
The Humane Society of the United States  
The Public Group  
TischlerBise, Inc.  
TriData, a division of System Planning Corporation  
Tyler Technologies, Inc  
U.S. EPA Office of Research and Development  
U.S. Fire Administration  
Union Institute & University  
United Water  
University of North Carolina - Chapel Hill - School of Government  
UPD Consulting  
USA Pools  
USDOJ-COPS  
ViewPoint Government Solutions  
Villanova University - Professional Education Online  
Vision Internet  
WasteZero  
Water Company of America  
Waters Consulting Group  
xG Technology, Inc.  
Yardi Systems, Inc.





## Exhibit at ICMA's 2015 Annual Conference!

### ACT FAST!

ICMA's exhibit hall sold out in 2013 and 2014!

#### LOCATION

Washington State Convention Center



#### COST

##### Commercial

\$23.50 per square foot  
\$150 per corner

##### Government/Nonprofit Organizations

\$20.50 per square foot  
\$150 per corner

##### ICMA Strategic Partners

\$17.50 per square foot  
\$150 per corner

Minimum booth size 10' x 10'

#### EXHIBIT HOURS

<b>Saturday, September 26</b>	Move In	8:00 a.m.–5:00 p.m.
<b>Sunday, September 27</b>	Move In	8:00 a.m.–3:00 p.m.
<b>Sunday, September 27</b>	Open	5:00–7:00 p.m. (Opening Reception in Exhibit Hall)
<b>Monday, September 28</b>	Open	9:30 a.m.–4:00 p.m.
<b>Tuesday, September 29</b>	Open	9:30 a.m.–2:00 p.m.
<b>Tuesday, September 29</b>	Move Out	2:00–8:00 p.m.
<b>Wednesday, September 30</b>	Move Out	8:00 a.m.–12:00 p.m.

“[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

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 Program, online floor plan, and mobile app
4. Company identification sign
5. A post-conference attendee list delivered electronically to your e-mail address

## View available exhibit space online at

<http://tinyurl.com/ks5d26s>

#### RESERVE A BOOTH

Mary Anne Miller

Corcoran Expositions, Inc.  
200 W. Adams Street, Suite 2600  
Chicago, IL 60606  
Phone: 312/265-9665  
Fax: 312/541-0573  
maryanne@corcexpo.com

#### EXHIBIT INFORMATION

Kristy Wagner

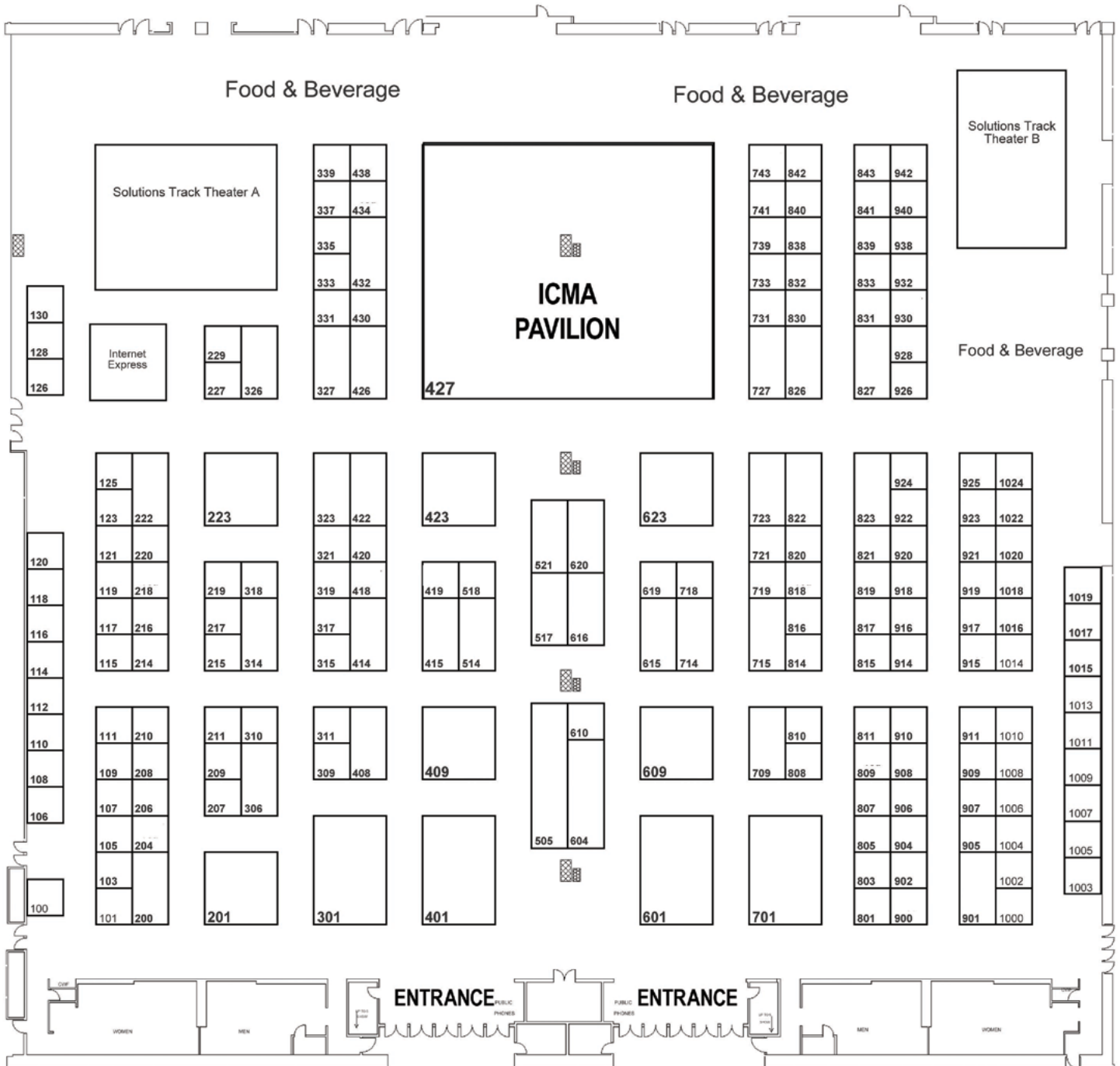
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Fax: 312/541-0573  
kristy@corcexpo.com

#### CONFERENCE AND ICMA EXHIBIT INFORMATION

##### ICMA

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Suite 500  
Washington, DC 20002-4201  
Website: [icma.org](http://icma.org)  
[customerservices@icma.org](mailto:customerservices@icma.org)

# 2015 Exhibit Hall Floor Plan



## EXHIBIT HOURS

Sunday, September 27 | 5:00–7:00 p.m.

Monday, September 28 | 9:30 a.m.–4:00 p.m.

Tuesday, September 29 | 9:30 a.m.–2:00 p.m.