

102nd ANNUAL CONFERENCE

**KANSAS
CITY** ICMA
2016



SEPTEMBER 25-28

EXHIBITING

Opportunities

September 25-28, 2016

Kansas City Convention Center • Kansas City, Missouri



Dear Colleagues,

You're invited to participate as an exhibitor in ICMA's 102nd Annual Conference and Exposition in Kansas City, Missouri, September 25–28, 2016. 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 102nd 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 10,000 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.

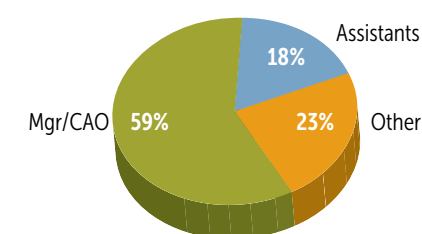


Leaders at the Core of Better Communities

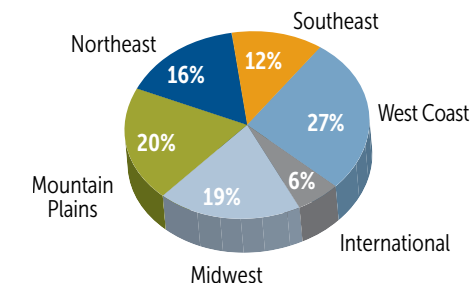
WHO ATTENDS

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

2015 ATTENDANCE BY TITLE



2015 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 2016

- **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 102nd 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.

2015 Exhibitors

3CMA
 Accela
 Advanced Processing & Imaging
 Affion Public
 Alliance for Innovation
 American City & County
 American Fidelity Assurance Company
 American Legal Publishing Corp.
 American Public University
 American Public Works Association
 Applied Geographics, Inc.
 Apply4 Technology
 Arthur J. Gallagher & Co.
 Asplundh Tree Expert Company
 Association of Washington Cities
 AV Capture All
 Balancing Act
 Bentley Systems
 BerryDunn
 Best Friends Animal Society
 Blackboard
 BoardDocs
 BoardSync
 Bolton & Menk, Inc.
 BroadbandUSA, U.S. Department of Commerce, NTIA
 Bureau of Economic Analysis
 Buxton
 BYU-Romney Institute
 CALEA
 Capital Novus
 Carnegie Mellon University-H. John Heinz III College
 CartoDB
 CaseWare
 Center for Priority-Based Budgeting (CPBB)
 Center for Public Safety Excellence, Inc.
 Center for Public Safety Management LLC
 CGI Communications, Inc.
 CH2M
 Charles Abbott Associates
 Cigna
 Cirdan Group, Inc.
 Citizen Budget Online Consultations
 CitySourced
 Cityworks
 Cityzenith
 CivicLive
 CivicPlus
 ClearPoint Strategy
 ClerkBase
 ClientFirst Technology Consulting
 Code Publishing Company
 Colonial Life
 Comcate, Inc.
 Community Champions
 Complus Data Innovations

Crystal Migration Services, Corp.
 CTS Group
 Daniel J. Evans School of Public Policy and Governance, University of Washington
 Deloitte Consulting
 Digital Map Products
 eCivis, Inc.
 EfficientGov
 Emergency Communications Network, LLC
 Energy Tomorrow
 Envisio Solutions Inc.
 Esri
 ExecuTime Software
 Expense Reduction Analysts
 FacilityDude
 Fire Recovery USA
 Fitch & Associates
 Fybr
 Gallup
 General Code
 General Motors
 GigabitNow
 Google, Inc.
 GovDeals, Inc.
 GovDelivery
 GovHR USA
 GovInvest
 GovOffice Web Solutions
 GovQA
 Grand Canyon University
 Granicus, Inc.
 Granite Sky Creative Group, Inc.
 Green Flush Technologies
 Harvard Kennedy School Executive Education
 HR Green, Inc.
 IBM Corporation
 ICMA-RC
 iCompass Technologies
 iConstituent Consulting
 Infor
 InfoSend, Inc.
 Institute for Building Technology and Safety (IBTS)
 Institute for Sustainable Infrastructure
 International Hispanic Network and National Forum for Black Public Administrators
 International Sign Association
 IPS Group, Inc.
 Jacksonville Community Council Inc.
 Johnson Controls, Inc.
 Keep America Beautiful, Inc.
 KemperSports Management
 King County GIS Center
 Library Systems & Services, LLC
 Live Nation
 Local Search Association
 Lurie, LLP

Madrax / Thomas Steele
 Managing Results, LLC
 Matrix Consulting Group
 McGrath Consulting Group, Inc.
 Meeting the Challenge, Inc.
 Microsoft
 Municibid
 Municipal Media
 Municode/Municipal Code & enCodePlus
 Mutt Mitt by Intelligent Products, Inc.
 MySidewalk by MindMixer
 National Association of Government Communicators
 National Canine Research Council
 National Development Council
 National Fire Protection Association
 National Joint Powers Alliance
 National League of Cities
 National Public Employer Labor Relations Association
 National Research Center
 National Sign Plazas, Inc.
 NEOGOV
 NerdWallet
 New World Systems
 Nextdoor
 NovusAGENDA
 OnBase by Hyland
 Open Town Hall from Peak Democracy
 OpenCounter
 OpenGov
 Pace Public Pay
 PARIC PUBLIC - Division of Paric Corporation
 PARS
 Part D Advisors, Inc.
 Peak Democracy
 Periscope Holdings, Inc.
 PetData, Inc.
 PFIC
 Plante & Moran, PLLC
 POM Incorporated
 PowerPlan Corporation
 Precision Concrete Cutting
 Public Restroom Company
 Public Risk Management Association
 Public Service Request
 Quanta Services
 Ralph Andersen & Associates
 Republic Services, Inc.
 Retail Strategies, LLC
 RH2 Engineering
 SAFEbuilt, LLC
 SAS
 School of Public Affairs / Baruch College
 SeamlessGov by SeamlessDocs

SeeClickFix
 Senior Executive Institute University of Virginia
 Severn Trent Services
 Siemens
 SIGNiX
 SMG Convention, Sport & Entertainment Venue Management
 Social Sentinel, Inc.
 Socrata
 Standard & Poor's Ratings Services
 STAR Communities
 Stewart Signs
 Strategic Government Resources (SGR)
 SUEZ
 SunGard Public Sector
 SunShot Solar Outreach Partnership
 Swagit Productions, LLC
 TAG Communications
 Tanko Lighting Inc.
 Tayo, Inc.
 Technology Advisors, Inc.
 TEEEX - NERRTC
 Teladoc
 The Davey Tree Expert Co.
 The George Washington Center for Excellence in Public Leadership
 The Humane Society of the United States
 The Mercer Group, Inc.
 The Public Group
 The Sports Facilities Advisory/The Sports Facilities Management
 TischlerBise, Inc.
 Trident Insurance Services
 Tyler Technologies, Inc.
 U.S. High Power LED Lights
 University of North Carolina - Chapel Hill, School of Government
 USA Management
 USAgain, LLC
 ViewPoint Government Solutions
 Villanova University
 Vision Internet
 Vitronic Machine Vision
 Water Company of America
 Waters & Company
 Workday, Inc.
 Yardi Systems, Inc. Online
 Vision Internet
 WasteZero
 Water Company of America
 Waters Consulting Group
 xG Technology, Inc.
 Yardi Systems, Inc.



Exhibit at ICMA's 2016 Annual Conference!

ACT FAST!
 ICMA's exhibit hall sold out in 2013, 2014, AND 2015!

LOCATION

Kansas City Convention Center



EXHIBIT HOURS

Saturday, September 24	Move In	8:00 a.m.–5:00 p.m.
Sunday, September 25	Move In	8:00 a.m.–3:00 p.m.
Sunday, September 25	Open	5:00–7:00 p.m. (Opening Reception in Exhibit Hall)
Monday, September 26	Open	9:30 a.m.–4:00 p.m.
Tuesday, September 27	Open	9:30 a.m.–2:00 p.m.
Tuesday, September 27	Move Out	2:00–8:00 p.m.
Wednesday, September 28	Move Out	8:00 a.m.–12:00 p.m.

COST

Commercial

\$24.00 per square foot
 \$150 per corner

Government/Nonprofit Organizations

\$20.50 per square foot
 \$150 per corner

ICMA Strategic Partners

\$18.00 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

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 delivered electronically to your e-mail address

View available exhibit space online at

<http://bit.ly/1R1DfHc>

RESERVE A BOOTH

Mary Anne Miller

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

2016 Exhibit Hall Floor Plan



EXHIBIT HOURS

Sunday, September 25 | 5:00–7:00 p.m.

Monday, September 26 | 9:30 a.m.–4:00 p.m.

Tuesday, September 27 | 9:30 a.m.–2:00 p.m.