



OCTOBER 22-25

ICMA 2017

**SAN ANTONIO**

103RD ANNUAL CONFERENCE • BEXAR COUNTY



# EXHIBITING OPPORTUNITIES

October 22-25, 2017  
Henry B. González Convention Center | San Antonio, Texas



Dear Colleagues,

You're invited to participate as an exhibitor in ICMA's 103rd Annual Conference and Exposition in San Antonio/Bexar County, Texas, October 22-25, 2017. 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 103rd 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 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.

# ICMA

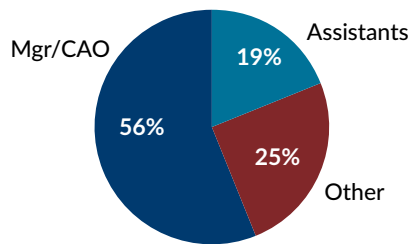




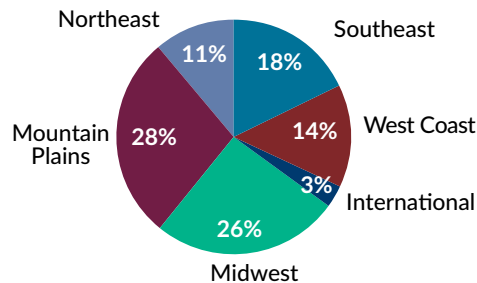
## WHO ATTENDS

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

2016 ATTENDANCE BY TITLE



2016 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 2017

- **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 Express, 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 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 2017 ANNUAL CONFERENCE!

### ACT FAST!

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

#### LOCATION

Henry B. González 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, October 21	Move In	8:00 a.m.–5:00 p.m.
Sunday, October 22	Move In	8:00 a.m.–3:00 p.m.
Sunday, October 22	Open	5:00–7:00 p.m. (Opening Reception in Exhibit Hall)
Monday, October 23	Open	9:30 a.m.–4:00 p.m.
Tuesday, October 24	Open	9:30 a.m.–2:00 p.m.
Tuesday, October 24	Move Out	2:00–8:00 p.m.
Wednesday, October 25	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, online floor plan, and mobile app
4. Company identification sign
5. A post-conference attendee list with mailing addresses only delivered electronically to your e-mail address

### View available exhibit space online at

[icma.org/conference/floorplan](http://icma.org/conference/floorplan)

#### 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](mailto:maryanne@corcexpo.com)

#### EXHIBIT INFORMATION

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#### CONFERENCE INFORMATION

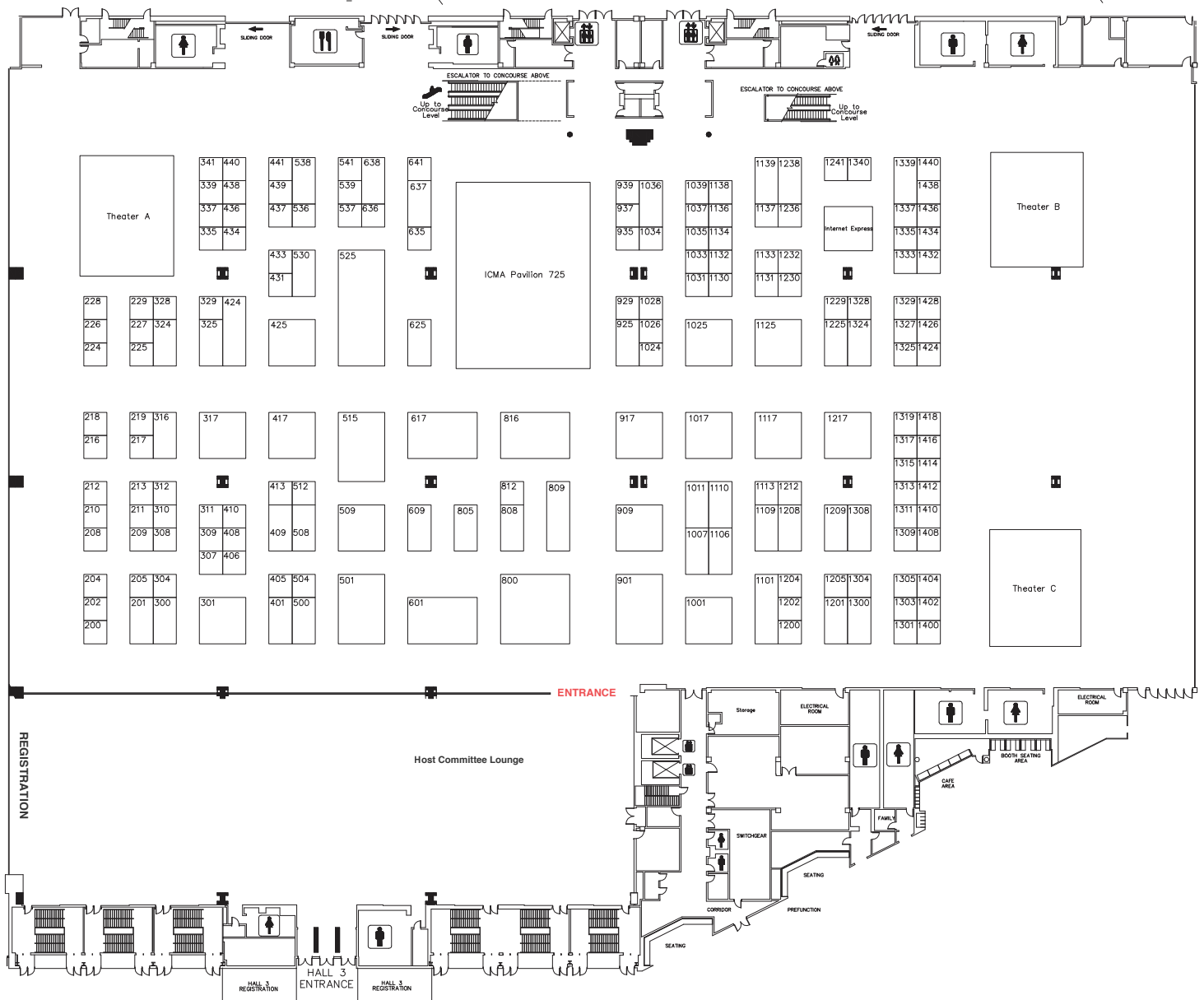
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Washington, DC 20002-4201  
Website: [icma.org](http://icma.org)  
[customerservices@icma.org](mailto:customerservices@icma.org)

# 2016 EXHIBITORS

- 3CMA - City-County Communications & Marketing Association  
Accela, Inc.  
Accruent  
ACDelco  
Affion Public  
Alliance Water Resources  
American Fidelity Assurance Company  
American Legal Publishing Corp.  
Vote4Energy: American Petroleum Institute  
American Public Works Association  
American Society for Public Administration  
AmpliFund Public Sector  
AmWINS Group Benefits  
Applied Geographics  
ArchiveSocial  
Arthur J. Gallagher & Co.  
Balancing Act (product of Engaged Public)  
Bentley Systems, Inc.  
BerryDunn  
Best Friends Animal Society  
BKD, LLP  
BoardDocs  
BoardSync  
Bolton & Menk, Inc.  
BroadbandUSA /NTIA/U.S. Department of Commerce  
Buildingeye inc  
Bureau of Economic Analysis  
Buxton  
BYU-Romney Institute  
CALEA - Commission on Accreditation for Law Enforcement Agencies  
CAM Management Solutions Inc.  
Capital Novus  
Carnegie Mellon University - School of Public Policy and Management  
Cartegraph  
Center for Public Safety Excellence, Inc  
CGI Communications, Inc.  
CH2M  
Charles Abbott Associates  
Cigna  
CitySourced, Inc  
Cityworks  
CivicLive  
CivicPlus  
CivicXpress  
ClearPoint Strategy  
ClerkBase  
ClientFirst Technology Consulting  
CliftonLarsonAllen  
Colonial Life  
Comcate, Inc.  
Community Champions  
Complus Data Innovations, Inc.  
Corporater  
CostTree, LLC  
CTS Group  
CXT Inc.  
Department of Better Technology  
Digital Map Products, LLC  
Digitaltown, Inc  
Eberspaecher Climate Control Systems  
eCivis, Inc.  
EfficientGov  
E-Gov Link  
Eisenstein Malanchuk LLP  
Emergency Communications Network  
enCodePlus  
Envisio Solutions, Inc.  
Esri  
FacilityDude  
Fire Recovery USA  
Fitch & Associates  
General Code  
General Motors Fleet  
GovDeals, Inc.  
GovHR USA  
GovOffice Web Solutions  
GovQA, a WebQA Company  
GovSense  
Graduate School of Public and International Affairs, University of Pittsburgh  
Granicus, Inc.  
Granite Sky Creative Group, Inc.  
Graybar Electric  
Green Flush Technologies  
Harvard Kennedy School Executive Education  
HR Green, Inc.  
HUD Office of Policy Development and Research  
huelife  
ICMA-RC (ICMA Retirement Corporation)  
iCompass Technologies, Inc  
IMPLAN Group LLC  
Infor (US) Inc.  
Ingenu  
Institute for Building Technology and Safety (IBTS)  
InterDev  
International Association of Assessing Officers (IAAO)  
International Hispanic Network  
IPS Group  
JH Consulting, LLC  
Johnson Controls, Inc.  
Kansas State University Global Campus  
Keep America Beautiful, Inc.  
KemperSports Management  
LBJ School of Public Affairs, The University of Texas  
Library Systems & Services, LLC  
Lincoln Financial Group  
LiveStories  
Local Search Association  
Lowry Solutions  
Lurie, LLP  
Lytx DriveCam  
Madrax / Thomas Steele  
MaintStar Asset Management  
Managing Results, LLC  
Matrix Consulting Group  
McGrath Consulting Group, Inc.  
Midland GIS Solutions  
Multicultural Associates - Lean Six Sigma Specialists  
Munetrix  
Municipal Code Corporation  
mySidewalk  
NAPA Integrated Business Solutions  
National Civic League  
National Development Council  
National Fire Protection Association - Fire Sprinkler Initiative  
National Forum for Black Public Administrators  
National Joint Powers Alliance  
National League of Cities  
National Sign Plazas, Inc  
NEOGOV  
Next Caller, Inc  
Nextdoor.com  
NextRequest  
NIST Community Resilience  
NovuSolutions  
On-Point Strategic Leadership, LLC  
OnBase by Hyland  
Open Town Hall from Peak Democracy  
OpenCities, Inc.  
OpenGov, Inc  
Paric Public  
PARS  
Penton (American City & County)  
Pet Hub, Inc.  
PetData, Inc.  
PFIC  
Plante & Moran, PLLC  
Precision Concrete Cutting  
Public Restroom Company  
Public Risk Management Association (PRIMA)  
Public Service Request LLC & Inc.  
Qmatic  
QScend Technologies, Inc  
Questica Budget  
Ralph Andersen & Associates  
Rave Mobile Safety  
RMA - Redevelopment Management Associates  
Republic Services, Inc  
Retail Strategies, LLC  
Revize Government Websites  
Royal 4 Systems  
SAFEbuilt, Inc  
SAS  
Schneider Electric  
SeamlessGov by SeamlessDocs  
SeeClickFix  
Selectron Technologies  
Senior Executive Institute - University of Virginia  
Severn Trent - North America  
Siemens Industry, Inc.  
SMARTGOV - Paladin Data Systems  
SmartProcure Inc.  
Socrata  
SolSmart  
Spectra by Comcast Spectacor  
STAR Communities  
STEALTH Concealment Solutions, Inc.  
Strategic Government Resources  
SUEZ  
SunGard Public Sector  
Swagit Productions, LLC  
Tanko Lighting  
TargetSolutions  
Tayo  
TEEX - NERRTC  
The Daniel J. Evans School of Public Policy & Governance  
The Davey Tree Expert Co.  
The Mercer Group, Inc.  
The Public Group  
The Retail Coach  
The Sports Facilities Advisory & Management  
TIPS - The Interlocal Purchasing System  
TischlerBise, Inc.  
Trane  
Tyler Technologies, Inc  
U.S. Communities  
U.S. Fire Administration  
University of Georgia  
University of Miami, Department of Political Science  
University of North Carolina - Chapel Hill, School of Government  
USA Management  
USDOJ - COPS  
VenuWorks  
ViewPoint Government Solutions  
Vision  
Waters & Company  
Williams and Williams Marketing Services  
Zahner & Associates, Inc.  
ZyLAB North America, LLC



# 2017 EXHIBIT HALL FLOOR PLAN



## EXHIBIT HOURS

Sunday, October 22 | 5:00–7:00 p.m.

Monday, October 23 | 9:30 a.m.–4:00 p.m.

Tuesday, October 24 | 9:30 a.m.–2:00 p.m.

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conference

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