2015 ANNUAL CONFERENCE AND EXPOSITION

JULY 10 – 13, 2015 • CHARLOTTE CONVENTION CENTER • MECKLENBURG COUNTY/CHARLOTTE, N.C.

EXHIBITOR PROSPECTUS

Sponsorship
Passport to Prizes
Online Floor Plan
Enhancement
Premier Corporate Membership

CHARLOTTE 2015
MECKLENBURG COUNTY, NORTH CAROLINA
ABOUT NACo
The National Association of Counties (NACo) is the only national organization that represents county governments in the United States. Founded in 1935, NACo provides essential services to the nation’s 3,069 counties. NACo advances issues with a unified voice before the federal government, improves the public’s understanding of county government, assists counties in finding and sharing innovative solutions through education and research, and provides value-added services to save counties and taxpayers money.

Did you know?
• The nation’s 3,069 county governments provide the essential services to create healthy, vibrant, and safe communities.
• Counties are a $482 billion Network of Public Service Providers!

EXHIBIT
Exhibiting at the NACo Annual Conference will provide you with benefits you don’t get at other trade shows. Be a part of the entire action by not only exhibiting, but by attending the sessions and social events to increase your networking opportunities. You will learn and gather vital information for your company to grow sales to county governments – or begin to sell to this very lucrative market.

• Attend educational sessions to find out more about what local government leaders are faced with and concerned about.
• Make contact with over 2,000 of the nation’s local government leaders which represent over 80% of the nation’s population!
• Showcase your product to county government leaders, state associations of counties, county professional affiliates and more!

PARTICIPATE
By participating in the Conference and Exposition in its entirety your company employees will hear, network and learn about areas of immediate concern local government officials are facing in today’s world. Your employees will return home with insightful and useful information geared to assist you in further developing and expanding your sales and expertise of local government.

ADDITIONAL OPPORTUNITIES to maximize your company’s participation include:

Sponsorships
For exhibitors only! Unique opportunities for your company to receive further exposure can be obtained by sponsoring:

• Continuous Seated Massages in the Center Lounge
• Continuous Beverage Service
• Exhibit Hall Lunch
• Exhibit Hall Breakfast
• Reception for Exhibitors and ALL ATTENDEES
• Keynote Speakers
• And More!!!

Benefits vary depending on sponsorship chosen. For further information on these opportunities, contact Tony Jamison, Business Development Associate at 202.661.8843 or tjamison@naco.org.

Passport To Prizes
Participate in the fun and bring traffic to your booth! All attendees will receive a “passport” when they register on-site which lists all companies that are participating in the game. Attendees must stop by all participating exhibitor’s booths in order to get a chance to win fabulous prizes….from Tablets to iPods and more!

Online Floor Plan Enhancement
As a benefit for exhibiting at the NACo Conference and Exposition, your company will be listed on NACo’s website as an exhibitor as part of the online floor plan. Your company’s product description will also be listed online and in the conference app with a link to your company’s website.

SAVE MONEY by Becoming a Premier Corporate Member!
NACo’s Premier Corporate Membership program provides a forum where counties and corporations can exchange information and collaborate on issues of mutual understanding and benefit. Membership gives companies the opportunity to provide solutions and share products and services with county leaders.

For further information about this program, visit www.naco.org/corporate or contact Tony Jamison, Business Development Associate at 202.661.8843 or tjamison@naco.org.
PURCHASE OF BOOTH SPACE INCLUDES:

• 3 complimentary registrations per 100’ of booth space purchased, for the entire conference.
• Additional registrations available for a low rate of $100.
• Courtesy Passes for distribution to local buyers for Hall access on Sunday.
• Exhibit Hall Reception, 1 Exhibit Hall Lunch and 1 Exhibit Hall Breakfast.
• Beverage Service in the Exhibit Hall.
• 24-hour Security.
• Discounted Hotel Rate at the official conference hotels.
• General Sessions featuring nationally recognized speakers.
• Attendance at educational sessions that are conducted by county experts.
• Networking at the Conference Celebration Event.
• Complimentary attendee mailing lists before and after the Conference to maximize your marketing potential.
• Company listing in the Official Program given out on-site to all attendees. The listing will include your company name, address, contact information and website address. And included on the Conference App.
• NACo website online floor plan listing.
• The ultimate networking opportunity with local government officials!

EXHIBIT SPACE COSTS:

(Minimum purchase is 100 square feet)

• NACo Premier Member: $1,700
• Non-Member Companies: $2,400
• Non-Profit/Government: $1,500

Corner booths are an additional $150 for each exposed corner. Online Floor Plan Enhancement: $500.

Booth Space Includes:

8’ high backdrape, 3’ high side rails and identification sign. Exhibitors MUST cover their booth space by either providing their own carpet or flooring, or renting it from the official decorator.

EXHIBIT INFORMATION:

Please send your completed forms and address questions to:

Barry Sacks, Exhibits Manager
Corcoran Expositions, inc.
200 West Adams Street • Suite 2600
Chicago, IL 60606

PHONE: 312.265.9642 • FAX: 312.541.0573
EMAIL: barry@corcexpo.com
“Exceptional show! Met so many new and wonderful people it was difficult to have enough time to talk to them all!”

— Tina Tupper, Alpha Review Corporation

PRELIMINARY SCHEDULE

Schedule is subject to change. All events will take place at the Charlotte Convention Center unless otherwise noted.

• Thursday, July 9
  8:00 a.m. – 4:00 p.m. EXHIBITOR MOVE-IN
  1:30 p.m. – 2:30 p.m. Peer Roundtable Discussion in the Exhibit Hall
                      For county attendees only.

• Friday, July 10
  7:30 a.m. – 5:00 p.m. Registration
  8:00 a.m. – 3:00 p.m. EXHIBITOR MOVE-IN
  3:30 p.m. – 5:00 p.m. Opening General Session
  5:00 p.m. – 7:00 p.m. State Association and Affiliate Meeting/Reception Block

• Saturday, July 11
  7:30 a.m. – 5:00 p.m. Steering Committee, Subcommittee and Affiliate Meetings
                        All delegates are welcome to attend any NACo Steering or Sub-Committee meeting.
  8:30 a.m. – 5:00 p.m. Technology Summit
                        Advance registration required.
                        For county attendees only.
  3:00 p.m. – 4:00 p.m. New Member Orientation/ First Time Conference Attendees Reception
  4:00 p.m. – 5:30 p.m. Exhibit Hall Reception
                        Open to all Exhibitors and Attendees!
                        Stroll the exhibit hall aisles and get an advance look at the suppliers showcasing their products and services.

• Sunday, July 12
  7:30 a.m. – 4:00 p.m. Registration
  7:30 a.m. – 8:30 a.m. Non-Denominational Worship Service
  7:30 a.m. – 9:00 a.m. State Association and Affiliate Meeting Block
  8:30 a.m. – 12:00 p.m. Exhibit Hall Open
                        Includes Continental Breakfast.
  1:30 p.m. – 2:30 p.m. Peer Roundtable Discussion in the Exhibit Hall
                        For county attendees only.

• Monday, July 13
  8:00 a.m. – 2:00 p.m. Registration
  8:30 a.m. – 9:45 a.m. Concurrent Educational Sessions
  10:00 a.m. – 11:30 a.m. Election of Officers and Business Meeting
  12:30 p.m. – 1:30 p.m. NACo Regional Meetings
  1:45 p.m. – 3:00 p.m. Closing General Session
  6:30 p.m. – 9:00 p.m. Conference Celebration Event
Did you know?

- Counties invest $52.2 billion in construction of public facilities annually.
- Counties are involved in providing healthcare through more than 1,550 health departments.