

2017 NACo ANNUAL CONFERENCE AND EXPOSITION

EXHIBITOR PROSPECTUS

JULY 21-24 // EXHIBIT DATES: JULY 21-23, 2017

FRANKLIN COUNTY, OHIO
GREATER COLUMBUS CONVENTION CENTER

STRONGER COUNTIES. STRONGER AMERICA.



The National Association of Counties invites you to exhibit with us

*counties own
and maintain*

46% OF AMERICA'S ROADS
AND **40%** OF AMERICA'S
BRIDGES



PHOTO CREDIT: ROD BERRY/OHIO STOCK PHOTOGRAPHY

ABOUT NACo

The National Association of Counties (NACo) is the only national organization that represents all county governments throughout the United States. Founded in 1935, NACo brings county officials together to advocate with a collective voice on national policy, exchange ideas and build new leadership skills, pursue transformational county solutions, enrich the public's understanding of county government and exercise exemplary leadership in public service.

OUR VISION

Achieve healthy, vibrant and safe
counties across America



JULY 21-24, 2017

EXHIBIT DATES:
JULY 21-23, 2017



PHOTO CREDIT: WILL SHIVELY/COURTESY OF BALLETMET COLUMBUS



for more information:

call

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www.naco.org/annual

sponsorship sales

TONY JAMISON
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tjamison@naco.org

82ND ANNUAL CONFERENCE AND EXPOSITION

The NACo Annual Conference & Exposition is the only meeting that draws a cross section of elected officials and county staff from across the country. Attendees from rural & urban counties, large and small budgets and staff – all come together for 4 days of education, networking and sessions aimed to help improve residents' lives and the efficiency of county government.

Counties are one of America's oldest forms of government, dating back to 1634 when the first county governments (shires) were established in Virginia. The organization and structure of today's 3,069 county governments are chartered under state constitutions or laws and are tailored to fit the needs and characteristics of states and local areas.

No two counties are exactly the same. Counties are governed by locally elected officials and, in some instances, operate under home rule authority, which allows for more local flexibility and control with structural, functional and fiscal powers. Though organizational structures and specific responsibilities vary, all county governments are on the front lines of delivering vital services to residents.

Exhibiting at the NACo Annual Conference will provide you with benefits you don't get at other trade shows. As an exhibitor you are granted full registration and access to all sessions and social events to increase networking opportunities for you and your company. Conference sessions will give you unique insight into the challenges counties and our residents face – and the solutions we're pursuing.

\$554.4 BILLION + 3.6 MILLION = 308 MILLION

\$554.4 billion total
expenditures annually

3.6 million county
employees

Service to almost
308 million
county residents



*counties are
involved in*

A **THIRD** OF PUBLIC
TRANSPORTATION SYSTEMS
AND AIRPORTS



Make contact with over **2,500** of the nation's local government **leaders** who represent **over 80% of the nation's population!**

Showcase your product to county government leaders, state associations of counties, county professional affiliates and more!



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2017 Exhibit Hall Hours, Dates and Costs

counties invest

ALMOST **\$60 BILLION**
IN CONSTRUCTION OF
PUBLIC FACILITIES

IMPORTANT DATES

Housing Opens February 2017
Service Kit Available April 21, 2017
Booth Descriptions Due May 26, 2017
Full Payment Due April 21, 2017

BOOTH RENTAL FEES

Cost per 10x10 in-line booth

NACo Premier Members - \$1,800
Non-Member Company - \$2,400
Non-Profit/Government - \$1,600
Corner booth surcharge \$150/corner

INSTALLATION

Friday, July 21, 8:00 a.m. – 3:00 p.m.

SHOW HOURS

Friday, July 21, 4:00 p.m. – 6:00 p.m.
Saturday, July 22, 9:00 a.m. – 3:00 p.m.
Sunday, July 23, 9:00 a.m. – noon

DISMANTLE

Sunday, July 23, Noon – 5:00 p.m.



INCLUDED WITH BOOTH RENTAL

8' high backdrape & 3' high side rails
Booth identification sign
(3) Complimentary full conference registrations per 100 square feet of purchased space
Complimentary pre-show attendee mailing list
Complimentary post-show attendee mailing list
Company listing in printed final program (distributed on-site to 2,500 attendees)
Company listing in conference app



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ADDITIONAL EXHIBITOR BENEFITS

- Courtesy passes to distribute to local buyers
- Opportunity to purchase additional full conference registrations at a reduced rate
- Opportunity to attend general sessions featuring nationally recognized speakers and education sessions conducted by county experts
- Ability to networking with county leaders at social events



counties operate

91% OF ALL LOCAL JAILS

TRAFFIC BUILDERS

- Friday Welcome Reception
- Saturday Exhibit Hall Lunch
- Sunday Exhibit Hall Breakfast
- Passport to Prizes Program



ADDITIONAL OPPORTUNITIES TO MAXIMIZE YOUR COMPANY'S EXPOSURE INCLUDE

- Advertising packages around convention center & headquarters hotel
- Sponsorship of networking activities
- Sponsorship of general sessions
- County Talks – book our theater for a 30-minute presentation



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Attendance at NACo's 2016 Annual Conference & Exposition

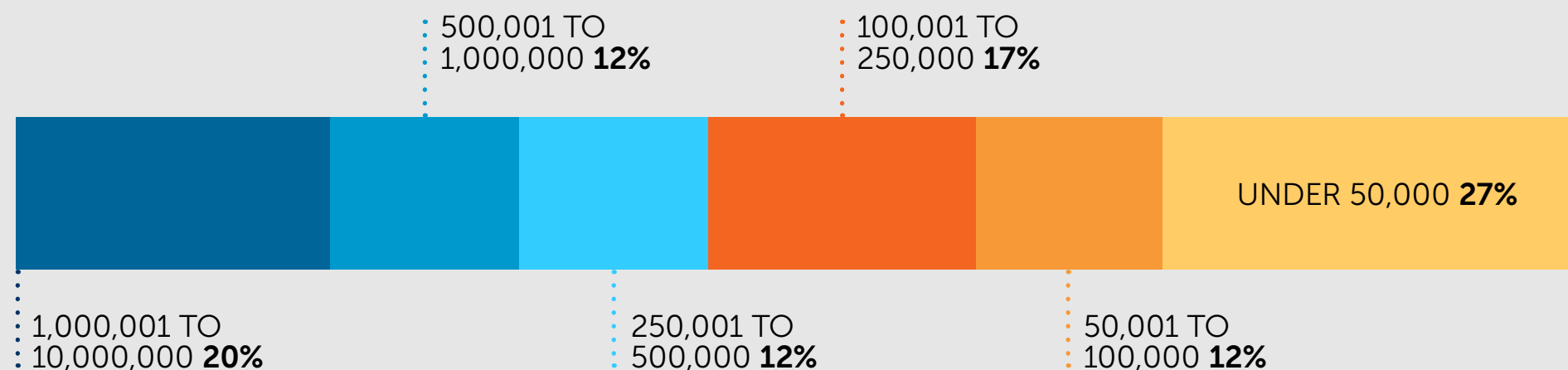
counties support

NEARLY **1,000** HOSPITALS
AND MORE THAN **1,500**
HEALTH DEPARTMENTS

ATTENDEE BY CATEGORY



COUNTY REPRESENTATION BY POPULATION



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The NACo Annual Meeting & Exposition attracts over 2,500 county leaders – both elected and appointed – from across the country. Over 150 exhibitors participated in 2016 to introduce new products, services and programs that could offer cost-saving solutions sought after by our attendees. Don't miss the opportunity to be among the growing number of suppliers promoting solutions that counties use every day.



*counties fund
and oversee*

MORE THAN **104,000**
POLLING PLACES

If you offer products or services in the following areas, you will want to join us in Franklin County, Ohio:

- Apparel
- Awards/Recognition
- Computer Hardware/Software
- Construction
- Data Collection Services & Systems
- Education
- Election Equipment
- Emergency Management/Homeland Security
- Environment/Green Government
- Facility Management
- Financial Management/Investment Services
- Fleet Management
- Healthcare
- Human Resources/Training
- Insurance
- Library Management
- Office Supplies
- Parks and Recreation
- Payment Processing Systems
- Risk Management
- Telecommunications & Technology



PHOTO CREDIT: GRAHAM S. JONES



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2016 Exhibitors

Acivilate, Inc
Adapt Pharma
Aetna
Aiphone Corporation
All Traffic Solutions
Altmans Products
Amazon Web Services
America's Warrior Partnership
American Beverage Association
American City & County
American Legal Publishing Corp.
American Petroleum Institute
American Public University System
AmpliFund Public Sector
AT&T
Bang the Table
BBQ in the Park
Bobcat / Doosan
Broadband USA / U.S. Department of Commerce
Buildingeye
Bureau of Economic Analysis (BEA)
California Coast University
Canon USA, Inc.
Capital Group / American Funds
CaseWorthy, Inc
CGI Communications, Inc.
CGI Technologies and Solutions, Inc

CGL Management Group
Cintas Corporation
CivicPlus
CivicSource
Club Car
Colonial Life
Continuity Focus, Inc
Convenient Payments
CoreLogic
Corporation for National and Community Service
County Health Rankings & Roadmaps
County of Los Angeles Public Library
Customer Service Advantage, Inc.
CVS Caremark
CXT Concrete Buildings
DHS - Office of Emergency Communications
Diamond Road
DLR Group
Dominion Voting Systems Corporation
DRC Emergency Services
Drug Enforcement Administration
Eccovia Solutions
eCivis, Inc.
Election Systems & Software, Inc.
EMC Corporation

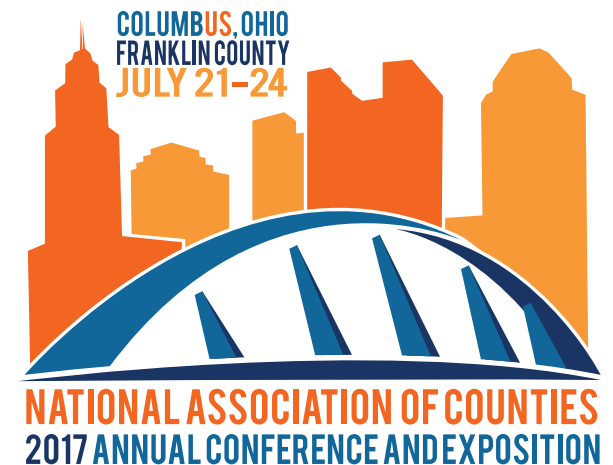
Emerald Data Solutions (BoardDocs)
Employers Support of the Guard and Reserve (ESGR)
Environmental Systems Research Institute, Inc. (ESRI)
FacilityDude
Ford Motor Company
Fuel Cell and Hydrogen Energy Association
GEO Care
Go Ape
GovDeals, Inc.
Govolution, LLC
GovPilot
GovPlanet
Graybar Electric Company, Inc
HD Supply
Hewlett Packard Enterprise
HGACBuy
HOK Architecture
The Home Depot
HUD Office of Policy Development and Research
iboss Cybersecurity
ICMA
iDocket.com
Image Access LP
immixGroup
Institute for Building Technology and Safety (IBTS)
International Association of Assessing Officers
Janssen Pharmaceuticals, Inc.
Johnson Controls, Inc.
JustFOIA by MCCI
Kaiser Permanente
Keep America Beautiful, Inc.
Laserfiche
Lenovo
LexisNexis
LexisNexis Payment Solutions
LightGuard Systems, Inc.

Linebarger Goggan Blair & Sampson, LLP
LiveStories
Local Search Association
LocalGovU
Mosquito Control Services, LLC
Multi-Bank Securities, Inc.
NAGDCA - National Association of Government Defined Contribution Administrators
National Association of Home Builders
National Fire Protection Association
National Institute of Corrections
National Institute of Standards & Technology (NIST)
National Joint Powers Alliance
Nationwide Retirement Solutions, Inc
NCIC Inmate Phone Service
Netsmart
NPPGov
Office of Justice Programs
OnBase by Hyland
OPAC Testing Software
OpenGov, Inc
OPEX Corporation
Optum
PetData, Inc.
PetHub
The PFM Group
Pictometry, an EagleView Company
PlanGrid
Premier, Inc
The Public Group
Public Health Accreditation Board
Public Risk Management Association
Qualtrics
QuickCaption, Inc

Regional Economic Models, Inc.
Renovate America - The HERO Program
Revize Government Websites
Ricoh Americas
ScanSource
Sharp Electronics Corporation
SmartDrive Systems, Inc
SmartProcure, Inc.
Socrata
SolSmart
Spatialest
Sturgis / PayPal
SunGard Public Sector
Symantec Corporation
TEEX - NERRTC
Teladoc, Inc
Texas Conference of Urban Counties
Thomson Reuters
TIPS - The Interlocal Purchasing System
TouchPay Holdings/GTL
Travelers
Tyler Technologies, Inc
U.S. Census Bureau
U.S. Communities
U.S. Department of Transportation - Pipeline and Hazardous Materials Safety Administration
U.S. EPA Local Governments Reimbursement Program
U.S. Fire Administration
USA Management
Vanir Construction Management, Inc.
Visa Inc
Vision
Walz Group
Wavetec/Alico Technologies
Workday

counties invest

**ALMOST \$10 BILLION
TO BUILD AND MAINTAIN
PARKS AND RECREATIONAL
FACILITIES**



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