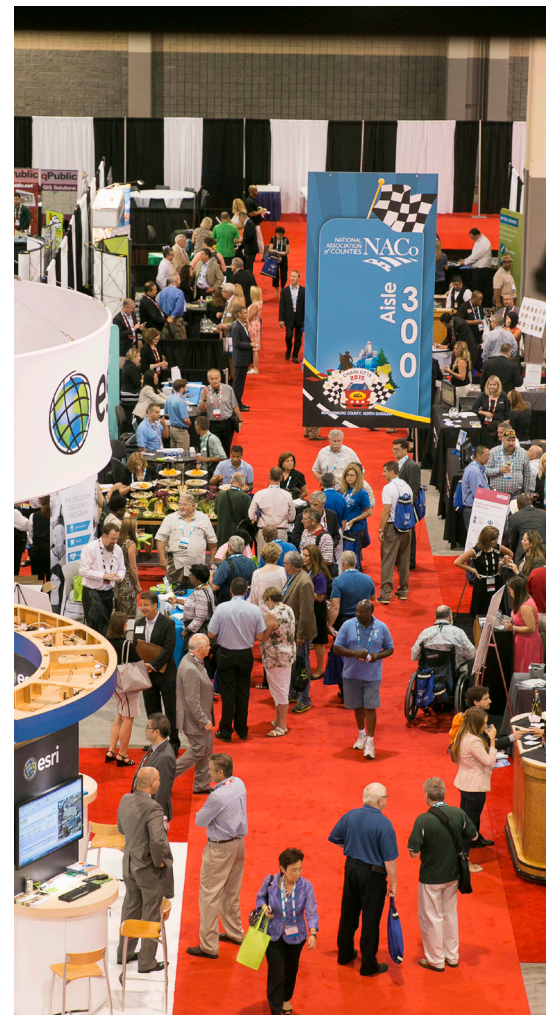

2016 ANNUAL CONFERENCE *and* EXPOSITION

exhibitor prospectus



JULY 22-25, 2016 // LONG BEACH CONVENTION CENTER
LOS ANGELES COUNTY/LONG BEACH, CALIF.



NATIONAL ASSOCIATION OF COUNTIES



Los Angeles County

LONG BEACH • JULY 22-25, 2016



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.

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 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!



BE A PART OF THE SAFE AND SECURE COUNTIES INITIATIVE.

Counties play an essential role in keeping America's communities safe and secure by preserving public health and well-being, protecting public safety and promoting local economies and resiliency. Under the leadership of President Sallie Clark, the National Association of Counties (NACo) is embarking on an initiative in 2015 and 2016 to strengthen the safety and security of the nation's 3,069 counties and the people we serve.

THE SAFE AND SECURE COUNTIES INITIATIVE WILL FOCUS ON STRENGTHENING COUNTIES' CAPACITIES IN THREE DISTINCT AREAS:

- **Protecting public safety:** Counties invest more than \$70 billion annually in justice and public safety services to keep our communities safe and secure by providing law enforcement and promoting crime prevention, operate 911 emergency call centers and emergency transport, emergency preparedness, response and recovery from economic, natural and man-made disasters.
- **Preserving public health and well-being:** Counties invest \$70 billion annually in support systems to keep residents healthy for their entire lives. Many counties operate hospitals and health facilities that provide clinical services, cancer and cardiac care, emergency and trauma care, and provide behavioral and mental health services to those in need.
- **Promoting local economies:** Strong county economies are the building blocks of safe and secure counties. That is why counties invest more than \$25 billion each year into economic development efforts and are committed to helping residents obtain the skills necessary to compete in the global marketplace. Counties are at the forefront of innovative technology and data analyses, and invest in transportation, infrastructure and workforce development which are critical components of fostering financial security and improving Americans' quality of life. From building schools and hospitals, to improving transportation safety, cleaning up storm debris and safeguarding drinking water, county services and functions are the basis of strong economies and safe and secure counties.



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 on-line floor plan listing
- The ultimate networking opportunity with local government officials!

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.

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.

save money by becoming a NACo 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 either program, contact Tony Jamison, Business Development Associate at (202) 661-8843.





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.

Booth Space Includes:

- 8' high backdrap and 3' high side rails
- booth 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

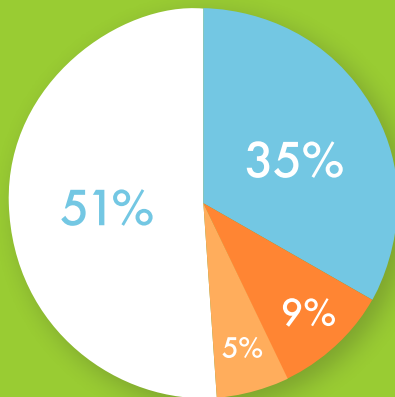
Telephone: 312 265 9642

Fax: 312 541 0573

Email: barry@corcexpo.com



ATTENDANCE AT NACo'S 2015 ANNUAL CONFERENCE

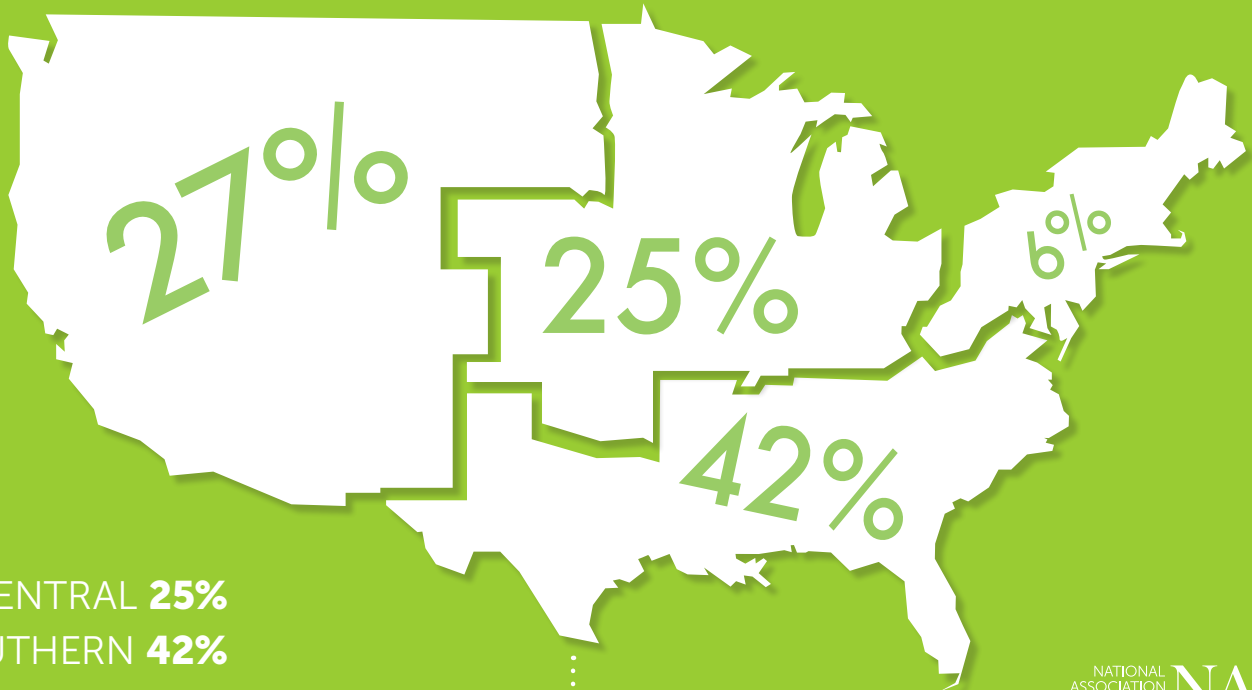


attendees
by title

COMMISSIONERS **35%**
SUPERVISORS **9%**
ADMINISTRATORS **5%**
OTHER **51%**

(Treasurer, Police Juror, Councilman, Councilmember, Chair, Chief of Staff and Chairman make up the majority)

attendees by region



CENTRAL **25%**
SOUTHERN **42%**
EASTERN **6%**
WESTERN **27%**



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202.393.6226 | www.NACo.org



@NACoDC | @NACoTWEETS | @NACoVideo | IN/NACoDC