

2017 NACo ANNUAL CONFERENCE AND EXPOSITION

EXHIBITOR PROSPECTUS

JULY 21-24 // EXHIBIT DATES: JULY 22-23, 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 22-23, 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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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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PHOTO CREDIT: THE OHIO STATE FAIR

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. – 5:00 p.m.

SHOW HOURS

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 backdrap & 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

- 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

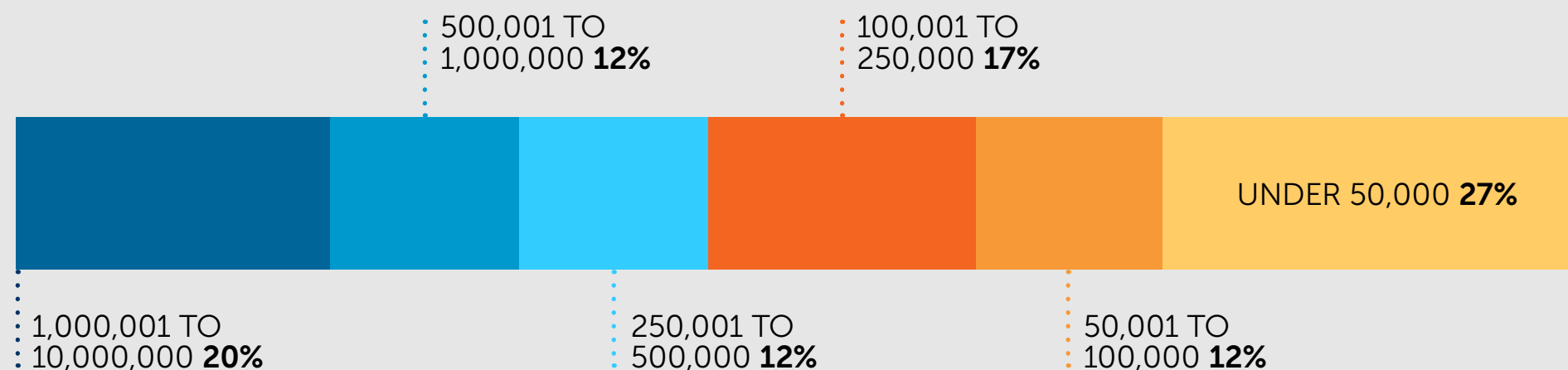
counties support

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



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2016 Exhibitors

Acivilate, Inc	CGL Management Group
Adapt Pharma	Cintas Corporation
Aetna	CivicPlus
Aiphone Corporation	CivicSource
All Traffic Solutions	Club Car
Altmans Products	Colonial Life
Amazon Web Services	Continuity Focus, Inc
America's Warrior Partnership	Convenient Payments
American Beverage Association	CoreLogic
American City & County	Corporation for National and Community Service
American Legal Publishing Corp.	County Health Rankings & Roadmaps
American Petroleum Institute	County of Los Angeles Public Library
American Public University System	Customer Service Advantage, Inc.
AmpliFund Public Sector	CVS Caremark
AT&T	CXT Concrete Buildings
Bang the Table	DHS - Office of Emergency Communications
BBQ in the Park	Diamond Road
Bobcat / Doosan	DLR Group
Broadband USA / U.S. Department of Commerce	Dominion Voting Systems Corporation
Buildingeye	DRC Emergency Services
Bureau of Economic Analysis (BEA)	Drug Enforcement Administration
California Coast University	Eccovia Solutions
Canon USA, Inc.	eCivis, Inc.
Capital Group / American Funds	Election Systems & Software, Inc.
CaseWorthy, Inc	EMC Corporation
CGI Communications, Inc.	
CGI Technologies and Solutions, Inc	

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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