Greater Columbus Convention Center
icma.org/conference

SEPTMBER 17-21, 2022 | COLUMBUS/FRANKLIN COUNTY, OH
Exhibit Hall Dates: September 18-20, 2022

2022 is the Year to Exhibit with ICMA
Renew Connections,
Reignite Sales

If you’re looking for the most efficient, effective way to connect with and impress local government officials from across the United States and around the globe, the ICMA Annual Conference is it.

The International City/County Management Association (ICMA) attendees come in search of new ideas, strategies, resources and solutions for managing local governments. This is your chance to engage with them and demonstrate how your product or service can help make their vision for their communities a reality.

ABOUT ICMA
With more than 11,000 members worldwide, ICMA is the leading association of local government professionals whose mission is to create and support thriving communities.

Questions? Contact conferenceteam@icma.org.
Top 3 Reasons Exhibitors Participate

1. Grow valuable relationships with access to local government professionals who are decision makers

2. Chance to meet with thousands of buyers to help enhance customer base

3. Opportunity to develop relationships with prospective customers and receive valuable feedback on products and services

Attendee Snapshot

<table>
<thead>
<tr>
<th>Year</th>
<th>2019 LIVE</th>
<th>2020 DIGITAL</th>
<th>2021 LIVE</th>
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</thead>
<tbody>
<tr>
<td>Audience</td>
<td>4,252</td>
<td>4,180</td>
<td>2,664</td>
</tr>
<tr>
<td>Attendees</td>
<td>2019 LIVE</td>
<td>2020 DIGITAL</td>
<td>2021 LIVE</td>
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ATTENDEE JOB TITLES

- Chief Admin Officer/Asst: 47%
- Department Director/Head: 8%
- Mid-Level Manager/Analyst: 7%
- Intern/Fellow: 4%
- Other: 34%

COMMUNITY SIZES

- Over 1,000,000: 2%
- 500,000 - 1,000,000: 5%
- 250,000 - 499,999: 6%
- 100,000 - 249,999: 14%
- 50,000 - 99,999: 14%
- 25,000 - 49,999: 18%
- 10,000 - 24,999: 20%
- 5,000 - 9,999: 11%
- 2,500 - 4,999: 6%
- Under 2,500: 4%

‘2021 live audience attendees’
Meet Decision Makers on a Mission

Imagine having access to the decision makers of a $300 billion marketplace, all in one place. Now imagine these executive-level officials actively looking for products and services like yours.

ICMA Annual Conference attendees are the individuals in charge of day-to-day operations and planning for cities, towns and counties. They have funds to spend and are eager to meet with suppliers like you!

Spend Quality Time with Quality Attendees

Exhibitors receive ample time to meet with attendees in the Exhibit Hall as well as the chance to connect during networking events and education sessions.

Exhibit Hall Visits: 96% of all attendees visit the Exhibit Hall with 75% visiting an hour or longer.

First-Time Attendees: 510 attendees were First-Time Attendees representing 19% of all attendees.

YEARS IN SERVICE

- Student: 7%
- 1-10: 25%
- 11-15: 16%
- 16-20: 16%
- 21 or more: 35%
- Retired: 3%

EXHIBIT HOURS*

- Sunday, September 18: 4:30 p.m. – 6:30 p.m.
- Monday, September 19: 11:30 a.m. – 4:30 p.m.
- Tuesday, September 20: 9:30 a.m. – 1:00 p.m.

*Times listed in EST and are subject to change
Purchase your booth today!

Capacity is limited.*

Booth selection will be conducted using the ICMA priority points system for all previous exhibitors and then sales will take place on a first-come, first-served basis.

The 2022 ICMA Annual Conference will be an in-person conference with a virtual component for those not able or willing to travel to Columbus. A virtual Exhibit Hall will not be part of the virtual offering.

NEW THIS YEAR!
• Exclusive Exhibit Hall Hours on Monday and Tuesday!
• New interactive activations on the floor.

Questions?
Contact Noreen Burke of Corcoran Expositions at 312-265-9648 or icma@corcexpo.com.

For unique sponsorship opportunities, please contact: Megan Sherman, Senior Manager, Conferences & Sponsorships - msherman@icma.org.

Booth Rates

<table>
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<tr>
<th>Commercial</th>
<th>Government/Nonprofit</th>
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<tr>
<td>$3,000 per 10’x10’ booth</td>
<td>$2,500 per 10’x10’ booth</td>
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<tr>
<td>$250 per corner</td>
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Your Booth Includes

• Two full conference badges per 10’x10’ booth
• Identification sign for inline booths
• Exhibit Hall Grand Opening Reception
• Complimentary box lunch Monday and Tuesday in the Exhibit Hall
• Complimentary AM/PM beverage breaks Monday and Tuesday in the Exhibit Hall
• Inline booths receive an 8’ draped back wall and 3’ draped side rails. Show colors TBD at a later date.
• Company listing in the online floor plan and mobile app

Access to pre- and post-show conference attendee list rental (additional fee).

LET’S GATHER SAFELY
ICMA will continue to monitor health and safety guidelines for conference attendees and will share safety measures, if necessary, at a later date.

*There is no digital exhibit hall component.
2021 ICMA Annual Conference Exhibitors

3CMA
Accela, Inc
AccessE11
Adobe
Affion Public
aLocal Solutions, LLC
Alternative Claims Management
AMCL
Andrews Technology
Apply4 Technology, LLC
ArchiveSocial
Axis Communications
Baker Tilly
Balancing Act by Engaged Public
BERGER-LEVRAULT
Best Friends Animal Society
BlueDAG
Bolton & Menk, Inc.
Buxton
BYU-Romney Institute
Cart-Away Concrete Systems
Center for Public Safety Management
CentralSquare Technologies
CGI Communications, Inc.
CIGNA
CivicPlus
Clariti
ClearGov
CobbleStone Software
Colu
CPS HR Consulting
D.A. Davidson
Deloitte Consulting LLP
Diligent
Diversified Media Data Services, LLC (DMDS)
Dude Solutions
Dynamo Metrics
eCivis
Envisio
e-PlanSoft
eSCRIBE Software Ltd.
First Arriving
FlashVote
Flowbird
Gallagher
General Motors
Gila LLC dba MSB
GovDeals, Inc.
Government Finance Officers Association
GovHR USA
GovInvest
GovOffice
GovPilot
Granicus, Inc.
Granite Sky Civic
Gridics
Henkels & McCoy, Inc.
Holman Capital Corporation
ICMA
IPS Group
JAGGAER
JustFOIA
Kings III Emergency Communications
Lexipol
LGHN
Library Systems & Services, LLC
LiveStories
Magellan Advisors
Managing Results, LLC
Matrix Consulting Group
MissionSquare Retirement
MODSTREET
Municipal Parking Services Inc. (MPS)
MuniciPy
Municode
National Civic League
NEOGOV
NetDocuments
NFBPA (National Forum for Black Public Administrators)
Off Duty Management
OpenCounter
OpenGov, Inc
Operation to Save Lives and QRT National Pallet
PARS
PetData, Inc.
POLCO.us
Portland State University-Hatfield School of Government
Portland State University-Hatfield School of Government
PowerDMS
Precision Concrete Cutting
ProChamps
QScend Technologies, Inc
Questica Budget
Red Oxygen
Republic Services, Inc
ResourceX
Retail Strategies, LLC
Rock Solid Technologies
SAP Concur
Senior Executive Institute University of Virginia
SHERRILL MORGAN
Spring City Electrical
Strategic Government Resources
Swagit Productions, LLC
Televic Conference
The News Directors, Inc
The Sports Facilities Advisory
TischlerBise, Inc.
Tyler Technologies, Inc
University of North Carolina - Chapel Hill, School of Government
Value Payment Systems
WizeHive
Workiva
Zencity