



# 2026 ICMA ANNUAL CONFERENCE

OCTOBER 17-21 | LONG BEACH | LOS ANGELES COUNTY, CALIFORNIA  
LONG BEACH CONVENTION & ENTERTAINMENT CENTER

## 2026 ICMA Annual Conference Exhibitor and Sponsorship Opportunities

> [conference.icma.org](https://conference.icma.org)



# Engage. Advance. Inspire.

After an outstanding turnout in Tampa, the 2026 ICMA Annual Conference in Long Beach, CA, is set to bring together more than 5,000 local government professionals from across the globe.

They attend to discover what's next. New approaches, emerging solutions, and proven resources that empower them to advance their communities. By exhibiting or sponsoring in 2026, your company can stand out as a forward-thinking partner dedicated to helping local governments thrive.

Seize this powerful opportunity to engage key decision-makers and demonstrate how your brand equips their teams to be future-ready.

## TOP 3 REASONS TO SPONSOR AND/OR EXHIBIT



1

Engage with thousands of local government buyers and accelerate your growth.



2

Engage with local government professionals and spark lasting partnerships.



3

Get meaningful, firsthand input on your products and services from the people who use and influence them.



## ABOUT ICMA

With more than 14,000 members worldwide, ICMA is the leading association of local government professionals dedicated to creating and sustaining thriving communities throughout the world.

# Attendee Snapshot

**5,400+**

\*Registered attendees in 2025

**\$300B**

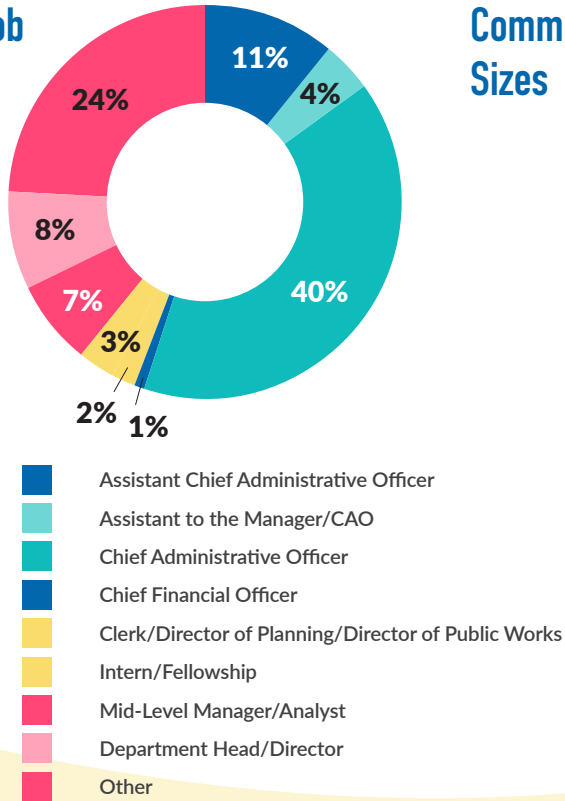
Marketplace

**50%**

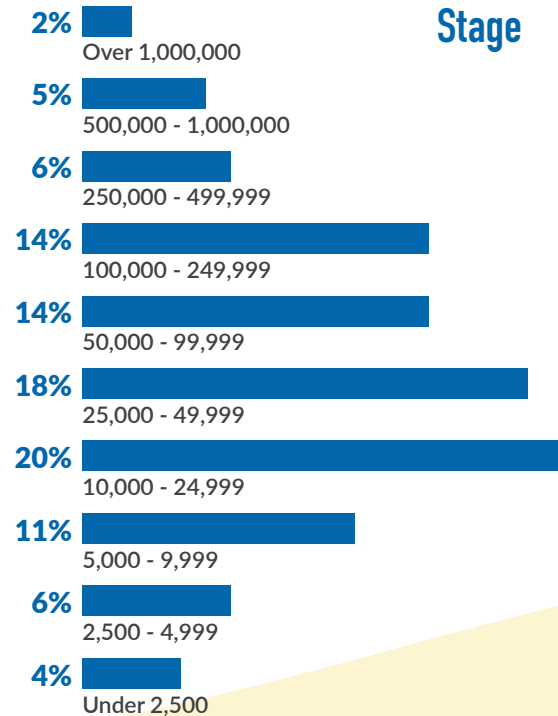
Chief Administrative Officers

*"The ICMA Annual Conference is an excellent opportunity to meet city and county managers from across the country. Here, local governments and vendors can connect, engage and collectively address challenges to help county and municipal departments work more efficiently and improve online services for their citizens."*

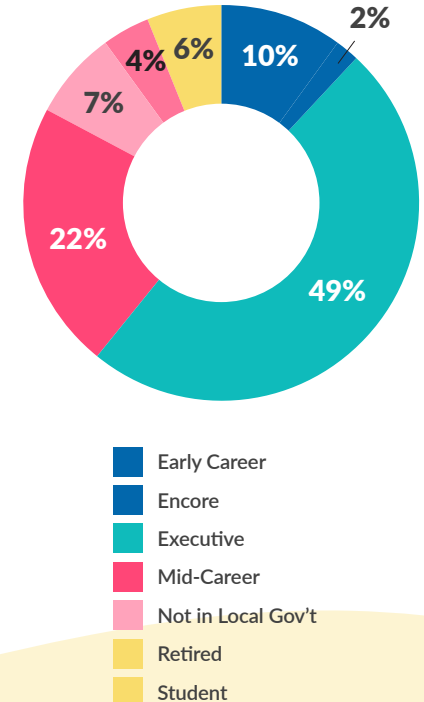
## Attendee Job Titles



## Community Sizes



## Career Stage





# Conference Champion package starting at \$35,000

Our sponsorships are customizable to best suit your needs. Pick the package that's right for your company, then choose from a selection of available promotional opportunities to build brand recognition among our marketplace of buyers.

## Conference Champion Benefits

Six (6) Full Conference Registrations

Access to pre-and-post show attendee lists. One (1) time use only, following ICMA's Mailing List Policies/Procedures

Monday, Tuesday or Wednesday General Session Sponsorship (Exclusive)

One (1) Invitations to the ICMA Leadership Networking Event Invitation Saturday, October 17

Registration Bag Insert

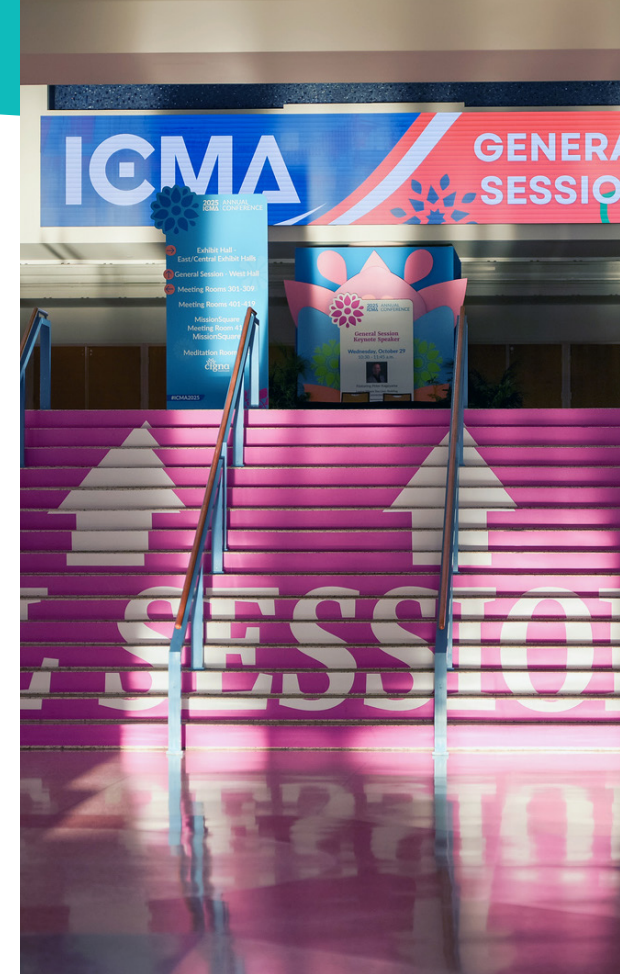
Logo placement in ICMA Annual Conference items, including:

- One (1) time Ad in the September issue of Public Management (PM Magazine), recognizing all ICMA Annual Conference sponsors
- Recognition in the on-site Annual Conference App (appropriate to level)

- Recognition in ICMA Annual Conference email marketing communications (appropriate to level)
- Logo recognition on ICMA.org Annual Conference web page (appropriate to level)
- Logo recognition onsite on signage and clings (appropriate to level)

## Additional Benefit Selection (select one of the following)

- 1 hour Education Session
- Sponsor an Attendee Breakfast, Lunch or Refreshment Break
- Saturday Night Opening Party Supporting Sponsor
- Tuesday Night Closing Event Supporting Sponsor
- Sunday Exhibit Hall Grand Opening Reception Supporting Sponsor



Gain maximum exposure as an ICMA Annual Conference Sponsor with a package that includes prime positioning throughout the event.

**Packages starting at \$35,000**



# Conference Sponsor package starting at \$24,000

## Conference Sponsor Benefits

Four (4) Full Conference Registrations

Access to pre-and-post show attendee lists.  
One (1) time use only, following ICMA's  
Mailing List Policies/Procedures

**Logo placement in ICMA Annual Conference items, including:**

- One (1) time Ad in the September issue of *Public Management (PM Magazine)*, recognizing ICMA Annual Conference sponsors
- Recognition in the on-site ICMA Annual Conference App (appropriate to level)
- Recognition in ICMA Annual Conference email marketing communications (appropriate to level)
- Logo recognition on ICMA.org Annual Conference web page (appropriate to level)
- Logo recognition onsite on signage and clings (appropriate to level)

**One (1) Invitation to the ICMA Leadership Networking Event on Saturday, October 17**

**Opportunity to Select One (1) of the Following Benefits:**

- Product Theater Session (Limited Quantities Available)
- Game Changer Speaker Sponsorship (Exclusive)
- Nook Meeting Pod
- Company Branded Water Bottle (included in attendee conference bag) (Exclusive)
- Customized Attendee Break (ie: Logo'd Lattes and Cookies/Smoothie Station) (Exclusive)
- Company Branded Vending Machine with Branded Item Giveaways (Exclusive)

**Opportunity to Select One (1) of the Following Promotional Benefits:**

- Dedicated Customized Push Notification on the Conference App
- Registration Bag Insert
- Sponsor an attendee Breakfast, Lunch or Refreshment Break
- Saturday Night Opening Party Supporting Sponsor
- Tuesday Night Closing Event Supporting Sponsor
- Sunday Exhibit Hall Grand Opening Reception Supporting Sponsor
- Branded Conference Bag – SOLD!
- Branded Hotel Key Cards – SOLD!
- Name Badge Lanyards – SOLD!
- WiFi – SOLD!
- Headshot Lounge – SOLD!



# Conference Supporter Package \$15,000

Create your custom  
package today!

## Conference Supporter Benefits

Two (2) Full Conference Registrations

Access to pre-and-post show attendee lists. One (1) time use only, following ICMA's Mailing List Policies/Procedures

Logo placement in ICMA Annual Conference items, including:

- One (1) time Ad in the September issue of Public Management (PM Magazine), recognizing all ICMA Annual Conference sponsors
- Recognition in the on-site ICMA Annual Conference Program Guide and the Conference App (appropriate to level)
- Recognition in ICMA Annual Conference email marketing communications (appropriate to level)

*"The ICMA Conference is an excellent opportunity to meet city and county managers from across the country. Here local governments and vendors can connect, engage and collectively address challenges to help county/municipal departments work more efficiently and improve online services for their citizens."*

- Logo recognition on ICMA.org Annual Conference web page (appropriate to level)
- Logo recognition onsite on signage and clings (appropriate to level)

### Opportunity to Select One of the Following Benefits:

- Product Theater Session (Limited Quantities Available)
- Sunday Exhibit Hall Grand Opening Reception Supporting Sponsor
- Sponsor an attendee Breakfast, Lunch or Refreshment Break
- Pawsitivity Park (Exclusive)
- Relaxation Lounge (Exclusive) SOLD
- Headshot Lounge
- Sporting Events Headline Sponsor (5K, Soccer, Pickleball)





# Sponsorship Highlights

## Networking and Event Sponsorships

- Sunday Exhibit Hall Grand Opening Reception
- Headshot Lounge
- Attendee Breakfasts, Breaks and Lunches
- Expo Eats Lunch on Tradeshow Floor—Exclusive Buyout Opportunity Available!
- Meditation Lounge
- Barista Coffee Bar
- Saturday Night Opening Party
- Tuesday Night Closing Event
- Relaxation Lounge in the Exhibit Hall SOLD
- Pawsitivity Park in the Exhibit Hall — **Exclusive**
- Networking/Reception Opportunities

- Attendee Activations (i.e., photo booth, ice cream social, adult milkshakes) (Sponsor responsible for all costs.)
- Create Your Own
- Sporting Events Headline Sponsor (5K, Soccer, Pickleball)

## Education Sponsorships

- General Session Speaker Sponsors — **Exclusive per day!**
- Product Theater Sessions (Limited Quantities Available)
- Game Changer Speaker Series

Also, check out exhibitor benefits at [conference.icma.org/exhibitors](https://conference.icma.org/exhibitors)

Fully Customized Opportunities Available

## Branding sponsorships

- On-site Signage, Banners, Wraps etc. (additional sponsorship costs apply)
- Shuttle Buses
- Water Bottles
- Vending Machine
- Branded Nook Pod
- Exhibit Hall Aisle Signs
- Registration Bag — SOLD
- Registration Bag Inserts

## Promotional Opportunities

- Push Notifications on Conference App
- On-site Conference Program Guide Ad Space
- Conference Website Ad Space



## Ignite your brand's visibility at ICMA!

Stand out at the premier event for local government leadership. Explore dynamic sponsorship options, engage in high-value networking, and elevate your presence through impactful educational opportunities. Discover innovative ways to amplify your brand, build meaningful connections, and leave a lasting impression on the leaders shaping our communities.



# The Leading Showcase for Local Government Products and Services

**The ICMA Exhibit Hall is your gateway to powerful connections and new growth.**

Reconnect with loyal customers while engaging influential decision-makers who drive a \$300 billion market. They're actively seeking innovative products, services, and solutions that help their communities thrive, make sure they discover yours.



## Exhibit Hours\*

<b>Sunday, October 18:</b>	3:00 p.m. - 5:30 p.m.
<b>Monday, October 19:</b>	11:30 a.m. - 4:30 p.m.
<b>Tuesday, October 20:</b>	11:30 a.m. - 4:00 p.m.

*\*Times are listed in Pacific Standard Time (PST) and are subject to change.*

*"This is the place to connect with city managers, deputy city managers and others in similar roles. It's the best for that, and well worth the time and effort to attend."*



**98%** of attendees visit the Exhibit Hall



**80%** spend an hour or more in the Hall



**85%** of attendees network with peers in the Hall



**72%** of attendees download the conference app



Exhibitors collected over **7,500** qualified leads

# Secure Your Booth

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 ICMA Exhibit Hall is 80% sold as of January 1, 2026 and is expected to sell-out. Reserve your booth today!

[View Floor Plan](#) | [Reserve Your Booth](#)

## Booth Rates

### Commercial:

\$3,700 per 10'x10' booth

### Government/Nonprofit:

\$3,200 per 10'x10' booth

### Corners:

\$250 per corner

## Your booth includes:

- Two full conference badges per 10'x10' booth
- Sunday Exhibit Hall Grand Opening Reception
- Complimentary lunch Monday and Tuesday in the Exhibit Hall
- Company listing in the online floor plan and mobile app
- Identification sign for in-line booths
- Complimentary p.m. beverage breaks Monday and Tuesday in the Exhibit Hall
- In-line booths receive an 8' draped back wall and 3' draped sides rails.

The following are NOT included in the exhibit booth fee: carpet (mandatory), furnishings, electricity, audiovisual equipment, shipping, drayage and individual booth security. Please note that carpet is required for all booths. The official general service contractor is The Expo Group. The Exhibitor Services Kit will be emailed once it is available.

## BACK BY POPULAR DEMAND!

- Exclusive Exhibit Hall hours on Sunday, Monday and Tuesday
- Attendee Lunches and Refreshment Breaks
- Attendee Activations: Relaxation Lounge, Pawsitivity Park and more!
- NEW! Extended Exhibit Hall hours on Monday and Tuesday afternoons.





*“The ICMA Annual Conference is probably the most efficient and effective way to engage with various local government leaders across the country. We are able to network with existing partners and get exposure to new opportunities that help grow other communities.”*

*“This was a great way to engage with leaders from cities all over the country. The show was executed professionally and there were many opportunities to engage with key contacts in person versus just behind a computer screen. We also were able to meet clients in person that we previously only knew via Zoom.”*

For sponsorship opportunities and general conference questions, please contact:

**Megan Sherman**  
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Conferences & Sponsorships  
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202-962-3697

For exhibiting questions, please contact:

**Noreen Burke**  
ICMA Exhibit Management,  
Corcoran Expositions  
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312-265-9648





# Our Community of Excellence

Join a select group of product and service providers like these 2025 ICMA Annual Conference exhibitors. Align your company with ICMA and enhance your reputation!

'with' Community Calendar	BS&A Software	End Metal Theft LLC	ICMA Pavillion	NFBPA (National Forum for Black Public Administrators)	Republic Services, Inc	Toleml
3CMA	CALEA - Commission on Accreditation for Law Enforcement Agencies Inc.	Entrust Solution Group	ImageSource, Inc.	Resonus	Town of Cary	Transcor Supply
Accela, Inc	Carl Vinson Institute of Government University of Georgia	Envisio	Indigov	Retail Strategies, LLC	Trimble	TRueComp
AchieveIT	Caselle	Eproval	Infor	Revize Government Websites	Tyler Technologies, Inc	U.S. Water Services Corporation
Aclarian LLC	Catalis	Esper	InterDev	RFxPremier	UKG	Unite Us
ACTIVE	Center for Public Safety Management	ESRI (Environmental Systems Research Institute, Inc.)	Just Appraised	RollKall	University of North Carolina - Chapel Hill, School of Government	Unstackr/Shore Consulting Group
ADK Consulting & Executive Search	CGI Digital	Euna Solutions	KemperSports Management	SAFEbuilt, Inc	Vaisala Inc.	Vasco Electronics LLC
Affion Public	Chandlerthinks	FACETS Consulting	KPA	Samsara	VenuWorks	Veregy
Aflac	Cintas Corporation	Fair and Impartial Policing, LLC	LandApp by LandGate	Schneider Electric	Villanova University - Department of Public Administration	Visa, Inc.
Airbnb	Citibot	FirstNet-Built with AT&T	Legislaide Incorporated	Schneider Geospatial	Waga Energy	Waldorf University
Amanda J Harris Consulting	City Detect	FlashVote	LexisNexis VitalChek	SDL	Water Company of America	Watson & Yates
Amazon Business	City Health Dashboard	Flowbird	LGHN	Senior Executive Institute - University of Virginia	WBCP, Inc.	WithersRavenel
Ameresco, Inc.	CityReporter by Noratek Solutions, Inc	FMX	Library Systems & Services	Sherrill Morgan	Witt O'Brien's	Wordly
Anaplan	CivicPlus	Fonroche Lighting America	Loop - Websites for Municipalities	Skydio	Workday	ZacTax
Apptegy	Claro Enterprise Solutions	Gallagher	MadisonAI	Social News Desk, Inc.	ZoomGrants	
Architects Design Group, Inc.	Clear Career Professionals	GeoCivix LLC	Managing Results, LLC	Social Pinpoint		
Auburn University Political Science	ClearGov	Georgetown University, McCourt School of Public Policy	MASA	Softdocs		
Avero Advisors	ClearPoint Strategy	GM Envolv	Matrix Consulting Group	Software Solutions, Inc.		
Avila Technologies Inc.	ClerkBase	GMP Consultants	MCCI	SOVRA		
Azora Software	Cloudpermit Inc	Go Vocal	McGrath Consulting Group, Inc.	Spring City Electrical		
B&H Photo, Video, Audio	Comcate Inc.	GOGov	Metro Forecasting Models, LLC	St. Petersburg College		
Baker Tilly x Moss Adams	Common Sense AI	GoodSAM Ltd	Metronet	Starbridge.ai		
BarkPass LLC	CPS HR Consulting	GovAI	MGT Impact Solutions	Stellara Group		
Beacon	Creatio (CloudWave)	Government Finance Officers Association	MissionSquare Retirement	Strategic Government Resources		
Beacon Design	Crossing Guard Services	Govinity	Mosaic Public Partners	Surety2000		
Benefits Outsource, Inc.	CXT Inc	GovWell	MVI AudioVisual Global B.V	Systems & Methods, Inc.		
BenTek	DebtBook	Granicus, Inc.	National Association of State Procurement Officials (NASPO)	Tenzing One		
BerryDunn	Deckard Technologies, Inc.	Gravity	National Civic League	The NLC Service Line Program by HomeServe		
Blitz Permits	Dillon Morgan Consulting	HdL Companies	National Construction Rentals	The Portland Loo Public Restroom		
Bolton	Economic Impact Catalyst	Health Management Associates	National PELRA	The Referent Group		
Bolton & Menk, Inc.	Ecosorb by OMI Industries	Hera Property Registry, LLC	Net Assets	The Sports Facilities Companies		
Bosch Buiding Technologies	EffGov	HGACBuy	Neumo (formerly Avenu Insights & Analytics)	Threefold AI		
Brigham Young University - Romney Institute of Public Management / BYU-Romney Institute	Emergency Sandbag Response (ESR, LLC)	i3 Verticals		Timberlab Holdings		
Brightly Software		ICC Innovation		TischlerBise, Inc.		

# Conference Sponsors

## CONFERENCE SPONSORS



## 2025 ANNUAL CONFERENCE SPONSORS

### TITLE SPONSOR



### CONFERENCE SUPPORTERS



### CONFERENCE CHAMPIONS

