

2025 | ANNUAL ICMA CONFERENCE

OCTOBER 25–29 | TAMPA CONVENTION CENTER
TAMPA/HILLSBOROUGH COUNTY, FLORIDA

2025 ICMA Annual Conference Exhibitor and Sponsorship Opportunities



Tampa Convention Center



> conference.icma.org

Connect. Grow. Lead.

Building on the success of last year's event, we are anticipating having more than 5,000 local government professionals from around the world coming together at the ICMA Annual Conference in Tampa, FL.

Attendees come to the the ICMA Annual Conference to discover new strategies, resources, and solutions that will help them realize their community visions. By becoming an exhibitor or sponsor at this year's event, your company can establish itself as a leading partner for local governments. Don't miss this crucial opportunity to connect with key decision-makers and highlight how your brand can support their efforts to be future-ready.



TOP 3 REASONS TO SPONSOR AND/OR EXHIBIT



1 Meet with thousands of local government buyers to expand your customer base



2 Develop valuable relationships with local government professionals



3 Receive firsthand feedback on your products and services

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

5,000+

Attendees

\$300B

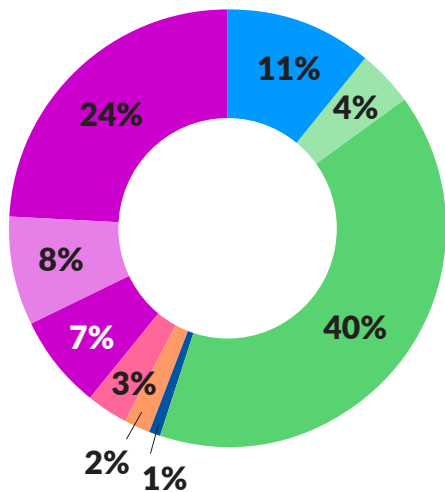
Marketplace

50%

Chief Administrative
Officers

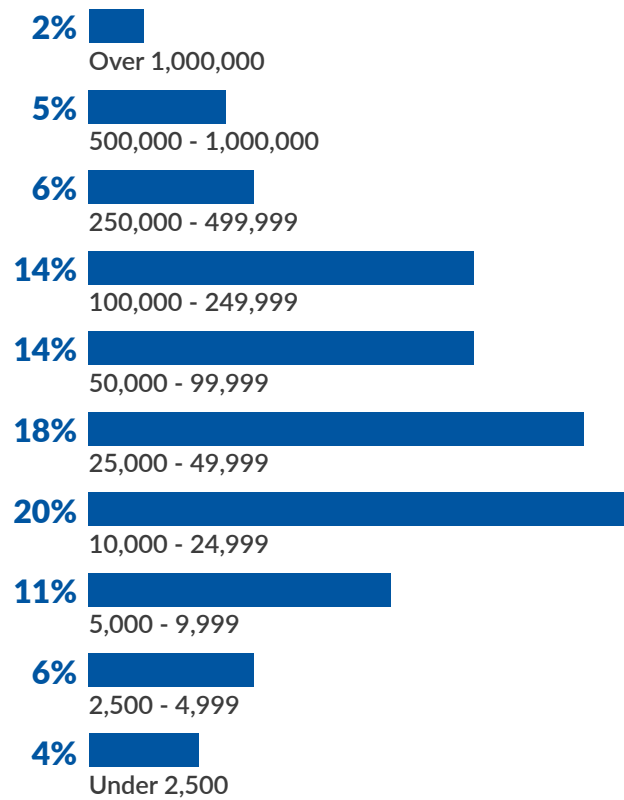
"The ICMA Annual Conference is an excellent opportunity to meet city and county managers from across the country. Here, local governments and vendors can connect, engage and collectively address challenges to help county and municipal departments work more efficiently and improve online services for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

ATTENDEE JOB TITLES

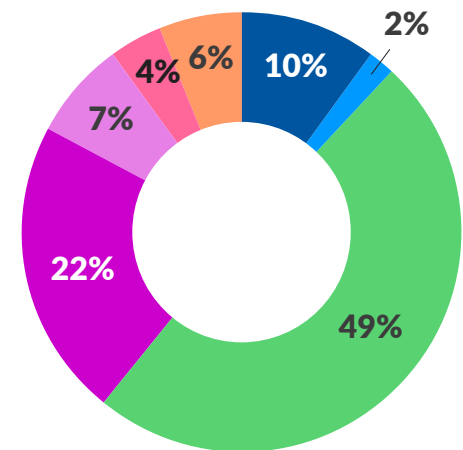


- Assistant Chief Administrative Officer
- Assistant to the Manager/CAO
- Chief Administrative Officer
- Chief Financial Officer
- Clerk/Director of Planning/Director of Public Works
- Intern/Fellowship
- Mid-Level Manager/Analyst
- Department Head/Director
- Other

COMMUNITY SIZES



CAREER STAGE



- Early Career
- Encore
- Executive
- Mid-Career
- Not in Local Gov't
- Retired
- Student

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), Sunday SOLD!

Registration Bag Insert

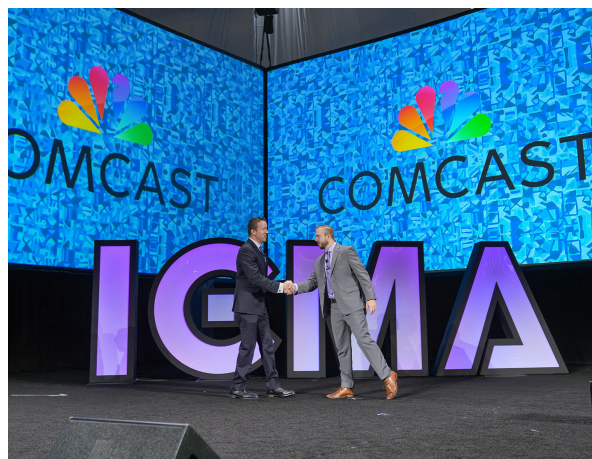
Logo placement in ICMA Annual Conference items, including:

- 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 Program Guide and the 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

Two (2) Invitations to the ICMA Leadership Networking Event on Saturday, October 25

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

- 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

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 Program Guide and the 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

One (1) Invitation to the ICMA Leadership
Networking Event on Saturday, October 25

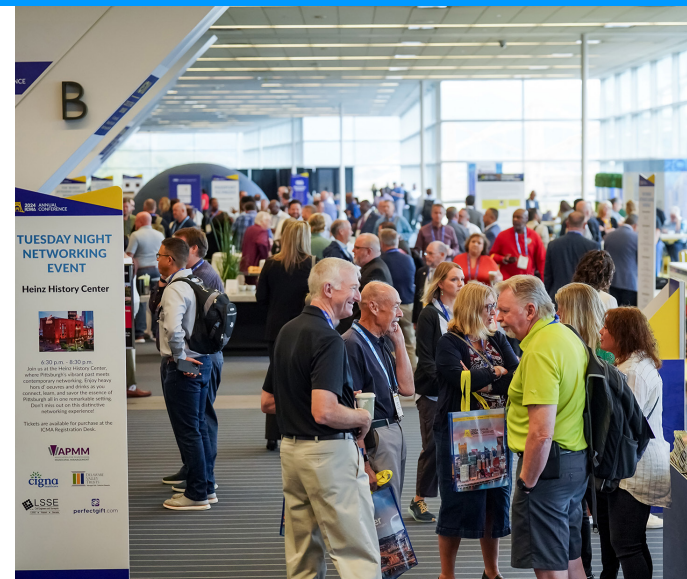


Opportunity to Select One (1) of the Following Benefits:

- 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 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

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:

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

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)
- Headshot Lounge SOLD!
- Sporting Events Headline Sponsor (5K, Soccer, Pickleball)
- Assistant Chief Administrative Officers (ACAO) Luncheon
- SheLeadsGov Luncheon
- Equity Luncheon

"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."

Create your custom package today!



SPONSORSHIP HIGHLIGHTS

NETWORKING & 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
- Pawsitivity Park in the Exhibit Hall
- Networking/Reception Opportunities

- Attendee Activations (i.e., photo booth, ice cream social, adult milkshakes) (Sponsor responsible for all costs.)
- Create Your Own
- Assistant Chief Administrative Officers (ACAO) Luncheon
- She LeadsGov Luncheon
- Equity Luncheon
- 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

BRANDING SPONSORSHIPS

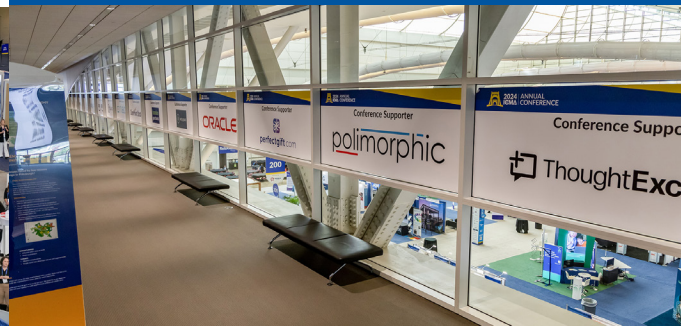
- On-site Signage, Banners, Wraps etc. (additional sponsorship costs apply)
- Shuttle Buses
- Water Bottles
- Vending Machine
- Branded Nook Pod
- Exhibit Hall Aisle Signs
- Registration Bag – **Exclusive!**
- Registration Bag Inserts

PROMOTIONAL OPPORTUNITIES

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

Ignite your brand's visibility at this essential event! Dive into vibrant sponsorships, meaningful networking, and impactful educational opportunities. Unlock creative ways to amplify your brand's connection and make a lasting impression!

Also, check out exhibitor benefits at conference.icma.org/exhibitors



The Place To Be

The ICMA Exhibit Hall is your gateway to reconnecting with loyal customers and discovering new opportunities. These influential decision-makers operate within a \$300 billion market and are eager for your products and solutions to support their communities.



EXHIBIT HOURS*

Sunday, October 26: 3:30 p.m. – 6:00 p.m.

Monday, October 27: 8:00 a.m. – 9:45 a.m.
11:30 a.m. – 3:00 p.m.

Tuesday, October 28: 10:15 a.m. – 1:00 p.m.

**Times are listed in Eastern Standard Time (EST) and are subject to change.
New this year! More networking time in the morning!*



“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.”



97% of attendees visit the Exhibit Hall



83% spend an hour or more in the Hall



87% 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 expected to sell-out, so reserve your booth today!

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

BOOTH RATES

Commercial: \$3,500 per 10'x10' booth

Government/Nonprofit: \$3,000 per 10'x10' booth

Corners: \$250 per corner

YOUR BOOTH INCLUDES:

- Two full conference badges per 10'x10' booth (Additional badges can be purchased for \$325)
- 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 Fern Expo. 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
- Attendees Activation: Relaxation Lounge, Pawsitivity Park and more!





“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

Senior Manager, Conferences & Sponsorships
msherman@icma.org | 202-962-3697

For exhibiting questions, please contact:

Noreen Burke

ICMA Exhibit Management, Corcoran Expositions
icma@corcexpo.com | 312-265-9648

BACK BY POPULAR DEMAND!

- Exclusive Exhibit Hall hours on Sunday, Monday and Tuesday
- Nook Pods throughout the Convention Center to meet and connect with attendees!
- Attendee Activations: Relaxation Lounge, Pawsitivity Park and more!

OUR COMMUNITY OF EXCELLENCE

Join a select group of product and service providers like these 2024 ICMA Annual Conference exhibitors.
Align your company with ICMA and enhance your reputation!

3CMA	CALEA - Commission on Accreditation for Law Enforcement Agencies Inc.	Entrust Solution Group (Magellan & Fiber Rise)	Herbert, Rowland & Grubic, Inc.	National PELRA	Renogize Professional Coaching	The Maxwell School of Syracuse University
Accela, Inc	Carl Vinson Institute of Government University of Georgia	Envisio	HUD Office of Policy Development and Research	NFBPA (National Forum for Black Public Administrators)	Rep'd	The NLC Service Line Program by HomeServe
AccessE11	Carnegie Mellon University / H. John Heinz III College	Eproval	Hunden Strategic Partners	Off Duty Management	Republic Services, Inc	The Ohio State University
AchieveIT	Catalis	eScribe	ICMA Pavilion	OnPointe Insights	Republic Services, Inc	John Glenn College of Public Affairs
Acta Solutions Inc.	Center for Public Safety Management	ESper	Icom America, Inc.	OpenGov, Inc	Response Technologies	The Portland Loo Public Restroom
ACTIVE	CGI Communications, Inc.	ESRI (Environmental Systems Research Institute, Inc.)	ImageSource, Inc.	Oracle	Retail Strategies, LLC	
ADK Consulting & Executive Search	Chandlerthinks	Euna Solutions	Infor	Pallet Shelter	RetireeFirst	
Affion Public	Chief Leadership	Fair and Impartial Policing, LLC	InterDev	ParkMobile	Revize Government Websites	The Sports Facilities Advisory
Amazon Business	CIMS Cemetery Software	First Responder Wellness	iPlanTables	PARS	Rosedale LLC	ThoughtExchange
Amazon Web Services (AWS)	Citibot	FirstNet-Built with AT&T	K.L. Scott & Associates LLC	PerfectGift.com	RPI Consultants, LLC	TischlerBise, Inc.
Ameresco, Inc.	CitilQ	FlashVote	KemperSports	PetData, Inc.	SAFEbuilt, Inc	Tolemi
American Public Works Association (APWA)	City Health Dashboard	Flowbird	Keystone Ridge Designs, Inc.	Placer.ai	Samsara	Trimble
AmpliFund	CityReporter by Noratek Solutions, Inc	FMX	LandGate	Plan-It CIP Software	Savvy Citizen	Tyler Technologies, Inc
Anaplan	CivCheck	FNB	Laserfiche	PlanetBids, Inc	Scantek, Inc.	U.S. Census Bureau
Apptegy	CivicPlus	Fonroche Lighting America LLC	LGHN	Pocketalk Inc	Schneider Electric	Uber for Business
Architects Design Group	Clariti	Front Line Advisory Group, LLC	Library Systems & Services LLC	POLCO.us	Senior Executive Institute University of Virginia	University of North Carolina - Chapel Hill, School of Government
ASCE - PAPRC	ClearGov	Gallagher	MadisonAI	Pole Covers	Sherrill Morgan	
Ascension Wheelchair Lifts	ClearPoint Strategy	Garver	Managing Results, LLC	Polimorphic Inc	SimpliGov	Vaisala Inc.
Avero Advisors	ClerkBase	General Code	Matrix Consulting Group	Precision Concrete Cutting	Simsi, Inc.	VC3
Baker Tilly	Cloudpermit Inc	GeoCivix LLC	McGrath Consulting Group, Inc.	Profit.co	Skookum	VenuWorks
Beacon	Comcate, Inc.	GM Envolve	Mel Northey Co.	PSD Citywide	Social Pinpoint	Veolia North America
Beacon Design	Corvid Cyberdefense	GMP Consultants	Metronet	Public Data Intelligence	Software Solutions, Inc.	WalkMe
BerryDunn	CPS HR Consulting	GOGov	Michelin Mobility Intelligence	Qualtrics	Spatial Data Logic	WBCP, Inc.
Best Friends Animal Society	Criminal Justice Institute, University of Arkansas System	GovHR USA	MissionSquare Retirement	R.E. Warner & Associates, Inc.	Spring City Electrical	With (Superc AI)
Bidnet Direct Periscope	DacraTech	GovInvest	Mosaic Public Partners	Raftelis	Stantec Consulting Services Inc.	WithersRavenel
Blais & Associates, LLC	Deckard Technologies, Inc.	GovOS	Moss Adams	Ralph Andersen & Associates	Sternberg Lighting	Witt O'Brien's
Bolton	Diversified Technology Corp	GOVTEXT	National Association of State Procurement Officials (NASPO)	Randolph Rose Collection	Strategic Government Resources	Wonderschool
Bolton & Menk, Inc.	Ecosorb by OMI Industries	Granicus, Inc.	National Civic League	Rattle Tech LLC	Surety 2000 / Surety2000	Wordly
Bosch Buiding Technologies		Granite Sky Civic	National Construction Rentals	Ready2Go Restroom Trailers Sales LLC	T-Mobile for Government	Workday
Brightly Software		Green Flush Restrooms		Readyly	T2 Systems	Zencity
BS&A Software		HdL Companies		Reimagined Parking	The Jefferson Health Plan	Zoneco, LLC
BYU-Romney Institute		Hera Property Registry, LLC				ZoomGrants

2024 ANNUAL CONFERENCE SPONSORS

TITLE SPONSOR



CONFERENCE SPONSORS



CONFERENCE SUPPORTERS

