

# 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](https://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**

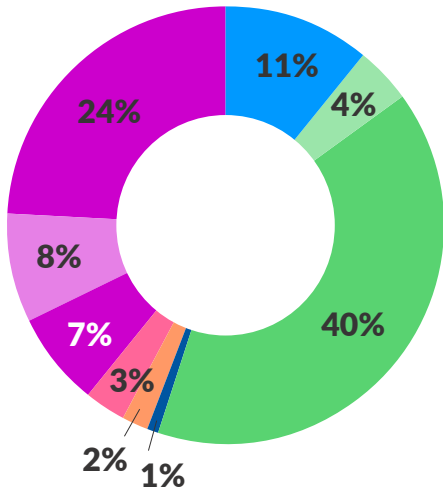
Marketplace

**50%**

Chief Administrative Officers

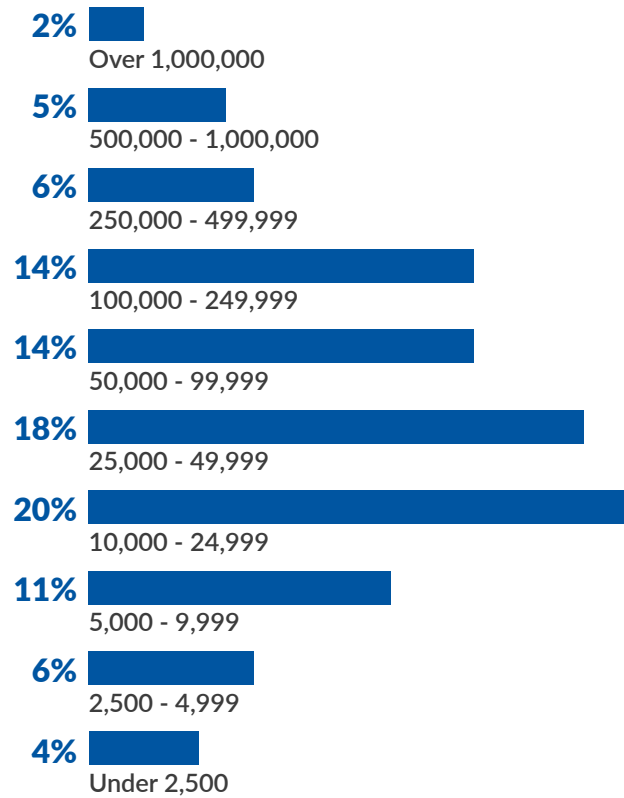
*"The ICMA Annual Conference is an excellent opportunity to meet city and county managers from across the country. Here, local governments and vendors can connect, engage and collectively address challenges to help county and municipal departments work more efficiently and improve online services for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

## ATTENDEE JOB TITLES

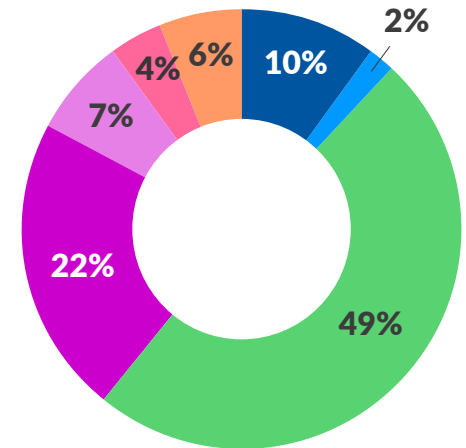


- Assistant Chief Administrative Officer
- Assistant to the Manager/CAO
- Chief Administrative Officer
- Chief Financial Officer
- Clerk/Director of Planning/Director of Public Works
- Intern/Fellowship
- Mid-Level Manager/Analyst
- Department Head/Director
- Other

## 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

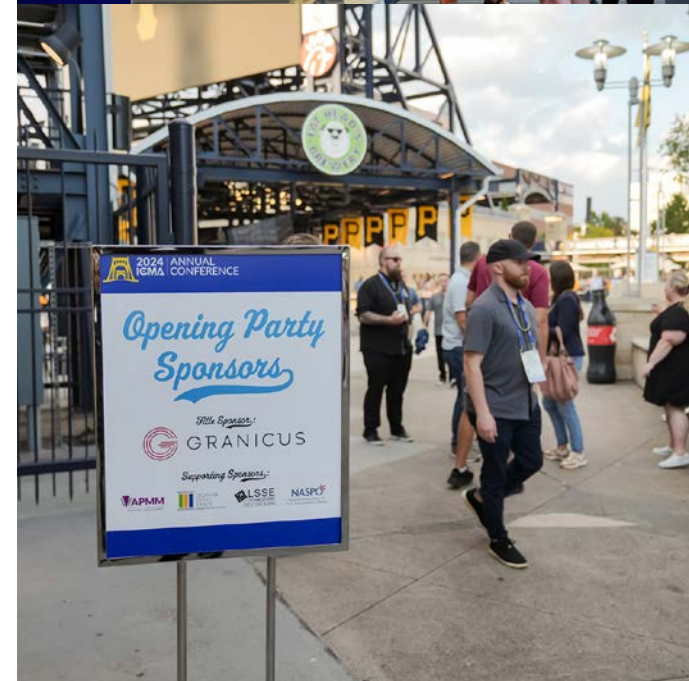
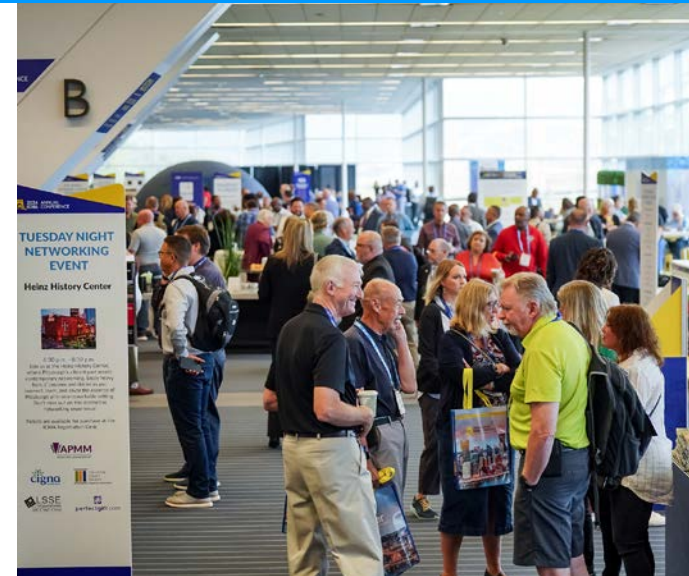


Opportunity to Select One (1) of the  
Following Benefits:

- 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

Create your custom package today!

## 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)
- 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."*



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

## 2024 ANNUAL CONFERENCE SPONSORS

### TITLE SPONSOR



### CONFERENCE SPONSORS



## CONFERENCE SUPPORTERS

