

89th Annual AAAE Conference & Exposition



Exhibitor & Sponsor
PROSPECTUS

May 7-10, 2017 | Long Beach, California

WELCOME LETTERS



As President and CEO of the American Association of Airport Executives, it is my pleasure to invite you to exhibit and sponsor in Long Beach, California, at the 89th Annual AAAE Conference & Exposition, the premier annual event for airport executives and our members and partners in the aviation industry.

Each year our members come to the Annual Conference & Exposition to help their airports work smarter, which makes this the perfect venue for the industry to experience your products and services. With a reach of 850 airports through conference marketing and 2,000 attendees, 97 percent of whom have buying power, exhibiting and sponsoring at the conference makes good business sense.

I encourage you to support the employees who use products like yours every day by participating in the conference as an exhibitor and sponsor. In return, you'll grow and expand your professional network of customers and partners. With one of the industry's largest trade show floors, and a hall full of attendees who are eager to learn about products just like yours, you don't want to miss it.

I look forward to seeing you in Long Beach and thank you for everything you do for AAAE and our members.

Sincerely,

Todd Hauptli | President and CEO | AAAE

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As Director of Long Beach Airport, I am honored to invite you to the 89th American Association of Airport Executives Annual Conference & Exposition we will be hosting in 2017.

On behalf of myself and the entire staff at LGB, we are proud to welcome AAAE, the world's premier association of airport executives, whose members represent almost 850 airports from across the country. We are sure you will enjoy your stay in our vibrant city.

With the exquisite location of our downtown right on the coast of the Pacific Ocean, you will see for yourselves why we are known as the Urban Waterfront Playground™. From our dynamic arts and culture scene, to the eclectic dining options available, to our year-round perfect weather, we are confident that your experiences will be memorable.

Long Beach was recently named as the 10th most walkable city in the United States, so you are guaranteed to find plenty of entertainment options just outside your hotel. And with the city's recently unveiled bike share program, you can rent a cycle for an hour or a day and take advantage of picturesque views from the miles of bike path that stretch along the beach.

Whatever your preference, you will find that Long Beach is a relaxed beachside community with plenty to offer everyone. We look forward to welcoming you to our fair city in 2017.

Sincerely,

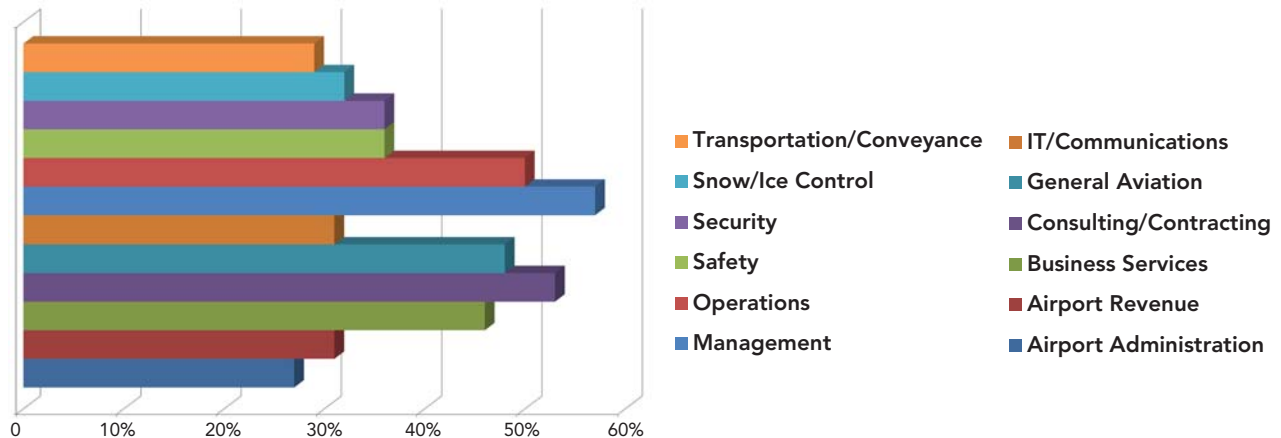
Jess L. Romo, A.A.E. | Director | Long Beach Airport

850 | 2K | 97%

Why Exhibit?

The Annual AAAE Conference & Exposition attracts over **2,000 aviation professionals**. Beyond that, communications about the conference reach exponentially more potential buyers at over **850 large, medium and small hub airports**. These buyers include airport executives, airport and aviation suppliers and vendors, airline personnel and representatives from FAA, TSA and DHS. Exhibiting with AAAE puts your name and information in front of all of these people.

Once onsite, the highlight of the conference is the exhibit hall, where you have a dedicated audience, **97% of whom have buying power** with their airports, waiting to see what you have to offer.



Attendee By Job Title

Attendees are upper- and mid-level management from hundreds of airports from around the U.S. and the world. These executives are the drivers behind projects large and small that rely on industry-leading vendors.

- Airport Directors
- Airport Managers
- Presidents and CEOs
- Executive Directors
- Board Members
- Commissioners
- Vice Presidents of Operations
- Chief Operating Officers
- Chief Finance Officers
- Directors of Operations
- Directors of Security & Safety
- Finance Directors
- Facilities Managers
- Terminal Managers
- Airport Planning & Development Managers
- Directors of Airport Economic Development
- Directors of Marketing, Communications & Public Relations
- Customer Service Managers
- Concessions/Retail Managers

About AAAE

The **American Association of Airport Executives** is the world's largest professional organization for airport employees, representing more than 13,500 professionals, including 5,000 airport executives at 850 public-use commercial and general aviation airports, and 8,500 employees at 500 companies, consulting firms and organizations that support airports. Corporate members of all sizes and sectors support AAAE and reap the rewards of being able to connect with our airport members and industry consultants and vendors.

AIRPORTS ARE LOOKING FOR YOUR PRODUCTS & SERVICES

AIRSIDE

- Air Traffic Control Equipment
- Airfield Lighting
- Fixed Base Operators
- Ground Handling
- Noise Mitigation
- Pavement Markings
- Snow and Ice Removal
- Wildlife Control

CONSTRUCTION

- Architecture and Engineering
- Project Management
- Planning/Engineering
- Property Facility Management

IT/SOFTWARE

- Geographic Information Systems
- Paging Systems
- Display Systems
- Wireless Communication

MANAGEMENT & CONSULTING

- Administration/HR
- Legislative and Regulatory Affairs
- Insurance
- Customer Service
- Marketing/Advertising/Public Relations
- Community Relations
- Volunteer/Ambassador Programs
- DBE/MBE Programs
- Training

SECURITY & SAFETY

- Safety Management Systems
- Airport Security Coordinators
- Aircraft Rescue and Firefighting
- Public Safety LEOs
- Emergency Preparedness/Disaster Recovery

TERMINAL/LANDSIDE

- Concessions
- Baggage Handling
- Terminal/Building Maintenance
- Parking Services
- Vehicle/Fleet Maintenance
- Ground Transportation/Rental Cars

BENEFITS AND EXHIBIT DETAILS

- Three (3) exhibitor registrations per 10'x10' booth space—a \$2,940 value.
 - 8' pipe and drape backdrop, 3' pipe and drape side rails.
 - 15 hours of exhibit hall visitation time, including dedicated hours as well as breakfasts, lunches and breaks for all attendees in the hall.
 - Pick 5 Program—Select the top five airports from our roster of VIPs in attendance, and AAAE arranges visits to your booth.
 - Consultant/Vendor appointments—Connect with consulting firms and vendors through the conference mobile app.
 - Exposure in the AAAE Buyers' Guide in Airport Magazine and the conference program.
 - Listing on AAAE Annual Conference online exhibitors' guide for one year and recognition in email marketing to conference attendees and potential attendees throughout the year.
 - Complimentary roster of pre-registered attendees for pre-show promotions.
 - Post-conference delegate roster so you can follow up on sales leads.
 - Priority consideration for speaking opportunities on panel sessions.
 - AAAE corporate member sign to display in your booth (if a member of AAAE).
 - Airport Magazine advertiser sign to display in your booth (if an advertiser in the magazine).
 - Three (3) exhibit hall-only, one-day guest passes to give to your customers.
 - Attendance at all business sessions.
 - Invitation to the Monday night social event.*
- * Tickets for the Wednesday final banquet and dessert reception may be purchased in advance or on site for \$125. Alternatively, a special one day pass (includes tickets) for Wednesday may be purchased at the exhibitor discounted rate of \$500, a savings of \$375 off regular prices.



EXHIBIT INFORMATION

EXHIBIT RATES

AAAE CORPORATE MEMBER RATES

Membership must be current at the time of submitting the exhibit contract/application and at time of the conference. Premium corner booth spaces are available at an additional fee of \$400.

Early Rate: \$4,900

If paid in full May 18, 2016-Nov. 30, 2016.

Regular Rate: \$5,260

If paid in full Dec. 1, 2016-May 7, 2017.

AAAE Corporate Membership Rate: \$850 for one year. Exhibitors can register for AAAE corporate membership on the exhibit contract/application.

* Note: Member dues are subject to change.

NON-MEMBER RATES

Early Rate: \$6,500

If paid in full May 18, 2016-Nov. 30, 2016.

Regular Rate: \$7,000

If paid in full Dec. 1, 2016-May 7, 2017.

EXHIBIT HALL

Dates & Times (subject to change)

SATURDAY, MAY 6

8 a.m.–5 p.m. Exhibit Setup

SUNDAY, MAY 7

8 a.m.–3 p.m. Exhibit Setup

2–3 p.m. Exhibitors Briefing

5–6:30 p.m. Exhibit Hall Grand Opening and Corporate Appreciation Reception

MONDAY, MAY 8

8 a.m.–3:30 p.m. Exhibit Hall Open

TUESDAY, MAY 9

8 a.m.–2 p.m. Exhibit Hall Open

2–6 p.m. Exhibit Teardown and Move-out

CONTACT:

AAAE Membership Department, 703.824.0500, memberservices@aaae.org.



“ I look forward to attending the AAAE Annual Conference & Exhibition every year with great anticipation. I enjoy learning about the latest trends and technologies in the educational sessions, associating with industry friends and colleagues, and visiting the exhibit hall where I can meet new people and learn firsthand about products and services that can benefit my airport. ”

Peter L. Higgins A.A.E. | Director of Airport Operations | Salt Lake City Department of Airports

EXHIBITORS & SPONSORS

May 2015-May 2016

- 3M
- ABM
- ACG Systems
- ADB Safegate
- ADK Consulting and Executive Search
- AdTron Air Network Corp.
- AECOM
- AERO Group
- AirIT, an amadeus company
- AirMap
- Airport Business magazine/AviationPros.com
- Airport Consultants Council
- Airport Improvement Magazine
- Airport Lounge Development, Inc.
- Airport Seating Alliance
- Airports Council International-North America (ACI-NA)
- Alertus Technologies
- All Traffic Solutions
- ALLiANCE
- Ameresco, Inc.
- Ameribridge
- American Airlines
- American Airlines Federal Credit Union
- American Dryer
- Antron Carpet Fiber
- Architectural Brass Co.
- Arconas
- ARFF Working Group
- Arora Engineers, Inc.
- A-Safe
- ATI Quality Solutions
- Atkins
- Atlantic Aviation FBO, Inc.
- AtlasIED
- AtYourGate
- Austin Commercial, L.P.
- Autodesk
- Avflight
- Aviation Management Consulting Group
- Aviation Media Ltd.
- Avis Budget Group, Inc.
- Axeon Specialty Products
- Axis Communications, Inc.
- Birdi & Associates, Inc.
- Blast Deflectors, Inc.
- Bradford Airport Logistics
- Bruel & Kjaer EMS, Inc.
- Burke Gibson, LLC
- Burns & McDonnell
- C & S Engineers, Inc.
- C&S Companies
- Canon U.S.A., Inc.
- Cavotec INET US, Inc.
- CH2M
- CHA Consulting, Inc.
- Clear Channel Airports
- Clear Channel/Interspace Airport Advertising
- ClearSpan Fabric Structures
- Coast 2 Coast
- COBUS Industries, LP
- Coffman Associates, Inc.
- Cognex
- Cognitec Systems
- Com-Net Software
- Covenant Aviation Security, LLC
- Crawford, Murphy & Tilly, Inc.
- Cross Match Technologies, Inc.
- CyberLock, Inc.
- D.S. Brown Company
- Daifuku North America
- Daktronics, Inc.
- Data Base Products, Inc.
- DC Group
- DFW Airport Fire Training Research Center
- Displayed Technologies
- DoorKing, Inc.
- Dynetics
- Dyson Airblade
- Eagle Advantage Solutions, Inc.
- Eagle/Raxar Joint Venture
- Eaton's Lighting Solutions
- EJ
- ELKAY
- Embry-Riddle Aeronautical University
- EMP Solutions, Inc.
- Ennis-Flint
- Enterprise Holdings, operating: Alamo, Enterprise and National
- ERMC
- ETA Transit Systems Inc.
- Everbridge
- Evolv Technology
- Ex-Cell Kaiser
- Exelis
- ExitSentry by CheckVideo
- FAA – Surveillance and Broadcast Services
- FAA Wildlife Strike Database and Website
- Fish Construction, Inc.
- Ford Audio Video
- Frankfurt-Short-Bruza Associates, P.C.
- FreeAxez
- Gannett Fleming/VTX
- GateKeeper Systems, Inc.
- GCR Inc.
- General Dynamics Mission Systems
- Great Lakes Chapter AAAE
- Gresham, Smith & Partners
- Harris Corporation
- Hearing Loop Systems
- Hensel Phelps
- Hi-Lite Airfield Services, LLC
- Hill International
- HNTB Corporation
- HOK
- Honeywell International, Inc.
- Horton Automatics
- Houston Airport System
- Hudson Group
- Hufcor, Inc.
- Impact Plastics
- Infax, Inc.
- Integrated Defense & Security Solutions (IDSS)
- International Association of Baggage System Companies (IABSC)
- International Display Systems, Inc.
- International Play Company
- iris GmbH
- ISS Facility Services, Inc.
- ITW GSE Hobart
- J+J Flooring Group
- Jacobs
- JBT Corporation
- Kaba Access & Data Systems
- Kimley-Horn
- KLJ
- KOVA, Corp.
- L-3 Security & Detection Systems
- Landrum & Brown
- Lanier Parking Holdings, Inc.
- LAZ Parking
- Leidos
- LeighFisher
- LG Electronics USA
- LightGuard Systems, Inc.
- Liteye Systems, Inc.
- Long Beach Airport
- Lyft
- MacroAir Technologies, Inc.
- MAG USA
- Manhattan Construction Company
- M-B Companies, Inc.
- McFarland-Johnson, Inc.
- MCW Solutions
- Mead & Hunt, Inc.
- Michael Baker International
- Midwest Air Traffic Control Service, Inc.
- Miller Edge, Inc.
- Morcon Construction
- National Air Traffic Controllers Association
- National Center for Atmospheric Research (NCAR) Research Application Lab (RAL)
- NAVCANatm
- Neenah Foundry Company
- New Bedford
- Panoramex (NBP)
- NextBus, Inc.
- NORD Drivesystems
- Northwest Chapter AAAE
- NS Corporation
- Oshkosh Airport Products
- Parabit Systems
- Park Assist
- Park Whiz
- PARSONS
- PASSUR Aerospace
- Pelco by Schneider Electric
- Pharovision LLC
- Philadelphia International Airport
- Philadelphia Marketplace Food & Shops
- Playtime, LLC
- ProDIGIQ, Inc.
- Protech
- Proterra, Inc.
- Pteris Global (USA) Inc.
- Q&D Construction, Inc.
- Quantum Secure, Inc.
- Quantum Spatial, Inc.
- record automatic door systems
- Regal Power Transmission Solutions
- Regula Baltija, Ltd.
- Ricondo & Associates, Inc.
- Robinson Aviation (RVA), Inc.
- Rockwell Collins
- Rosenbauer Minnesota Division
- Ross & Baruzzini, Inc.
- RS&H
- Runway Safe
- Rytec Corporation
- Saab
- Saab Sensis
- Sain Engineering Associates, Inc.
- Savannah/Hilton Head International Airport
- Searidge Technologies
- Securitas Trinity Security Services
- Serco, Inc.
- SEW-EURODRIVE, Inc.
- Short-Elliott-Hendrickson, Inc.
- Siemens
- Signature Flight Support
- Simpleway, Inc.
- SITA INC USA Inc.
- sitecues by AiSquared
- Skanska
- Smiths Detection
- South Central Chapter AAAE
- Southeast Chapter AAAE
- Southwest Chapter AAAE
- SP+ Airport Services
- Sprung Structures
- SRI International
- Steelhead Security Inc.
- SUBWAY
- Sumitomo Drive Technologies
- Sunbelt Rentals, Inc.
- Syncromatics Corporation
- Systems Atlanta, Inc.
- T.Y. Lin International
- Tandus Centiva a Tarkett Company
- Tarkett
- Telamon Corporation
- Thales
- The Burns Group
- ThyssenKrupp Airport Systems, Inc.
- TILT-A-WAY
- TKDA
- TransCore
- Transportation Research Board - ACRP
- Transportation Security Administration (TSA/DHS)
- TransSolutions, LLC
- TranSystems Corporation
- Trillion Aviation
- Trinity Highway Rentals, Inc.
- Turner and Townsend, Inc.
- Turner Construction
- Twist Aero
- Tyco Integrated Security
- TYMCO, Inc.
- UIT-Underground Imaging Technologies
- Unitron Power Systems
- Urban Engineers, Inc.
- URETEK USA, Inc.
- Vaisala, Inc.
- Van der Graaf Inc.
- Vanderlande Industries, Inc.
- VEOCI
- Verde GSE
- Verona Marble Company
- VerticalGeo
- Vic Thompson Company
- Vitra
- VMAG
- VMD Systems Integrators, Inc.
- Walker Parking Consultants
- Waterblasting Technologies, Inc.
- WeatherBug
- WerkMaster Grinders & Sanders Inc.
- WiMax Forum
- Woodward & Associates
- Woolpert Inc.
- WSP | Parsons Brinckerhoff
- Yardi
- Zodiac Arresting Systems
- Zoetfig



Angel	Bronze	Silver	Gold	Platinum	Diamond	
✓	✓	✓	✓	✓	✓	Special Sponsor Recognition in Pre-Conference Correspondence
✓	✓	✓	✓	✓	✓	Company Contact Listing in the Conference Program's Sponsorship Directory
✓	✓	✓	✓	✓	✓	Sponsor Thank-You Signs Displayed Prominently in High-Traffic Areas
✓	✓	✓	✓	✓	✓	Sponsorship Designation Ribbon For Registration Badges
✓	✓	✓	✓	✓	✓	Listing on Powerpoint Displays During General Sessions
✓	✓	✓	✓	✓	✓	Prominent Listing on the Loop Tapes Shown on the Hotel Channel and Exhibit Hall
✓	✓	✓	✓	✓	✓	Inclusion in Sponsor Thank-You Emails Sent to More Than 20,000 Industry Email Addresses
	✓	✓	✓	✓	✓	A Complimentary Listing in the AAAE Buyers' Guide
	✓	✓	✓	✓	✓	Special Signage at Your Sponsored Event
	✓	✓	✓	✓	✓	Verbal Recognition During the Event's Welcome Address
	✓	✓	✓	✓	✓	Company Listing and Website Link in the Sponsors Section of the Conference Website
		✓				One Complimentary Registration (Sunday-Wednesday): Up To A \$2,075 Value*
		✓	✓	✓	✓	Logo on the Conference Website
		✓	✓	✓	✓	A Complimentary Roster of Pre-Registered Conference Attendees for Pre-Show Promotions
		✓	✓	✓	✓	Opportunity to Include one Promotional Item in the Conference Tote Bags (No Publications Allowed.)
			✓	✓	✓	Meet-and-Greets with Some of the Top Airport Executives in the Country—located in the Airport Members-Only Lounge
			✓			Three Complimentary Registrations (Sunday-Wednesday): Up To A \$6,225 Value*
				✓		Five Complimentary Registrations (Sunday-Wednesday): Up To A \$10,375 Value*
					✓	An Invitation for a Company Representative to Sit at a Reserved Table with Airport Leaders and Industry VIPs at General Sessions
					✓	Seven Complimentary Registrations (Sunday-Wednesday): Up To A \$14,525 Value*
					✓	25 Percent Discount on Advertising in the Annual Conference Issue of Airport Magazine
					✓	One Invitation for Two to the Exclusive AAAE Reception and Leadership Dinner
					✓	30-Second Commercial Spot on the ANTN Loop Tapes (Must Provide Own Spot)
					✓	Logo Included on Welcome Signage Highlighting Diamond Sponsors
					✓	First Choice Booth Assignment for the 2017 AAAE Annual Conference and Exposition (Contract Must Be Received Before July 1, 2016.)

* Values may change

AIRPORT ANGEL	BRONZE WINGS	SILVER WINGS	GOLD WINGS	PLATINUM WINGS	DIAMOND WINGS
\$1,000–\$2,999	\$3,000–\$4,999	\$5,000–\$7,499	\$7,500–\$14,999	\$15,000–\$24,999	\$25,000 OR MORE

SPONSORED EVENTS

SUNDAY, May 7, 2017

Airport and Academic Members-Only Luncheon

Don't miss this chance to be one of the few corporate members at this airports/academic members-only function with an expected attendance of 200 people.

Exclusive Sponsorship Rate: \$20,000

- Platinum Wings sponsor level benefits
- Opportunity to distribute company literature or giveaway at the luncheon

Co-Sponsor Rate: \$7,500

- Gold Wings sponsor level benefits

Networking Break

Co-Sponsor Rate: \$3,000

- Bronze Wings sponsor level benefits

Exhibit Hall Grand Opening & Corporate Appreciation Reception

Kick off the conference and take the credit for the exciting, heavily-attended opening reception in the exhibit hall.

Exclusive Sponsor Rate: \$35,000

- Diamond Wings sponsor level benefits
- Opportunity to provide napkins, beverage cups, beverage sleeves or your choice of giveaway featuring your company logo

Co-Sponsor Rate: \$12,000

- Gold Wings sponsor level benefits

MONDAY, May 8, 2017

Breakfast with Exhibitors

Make your company memorable to airport executives with a plentiful breakfast and steaming hot coffee while networking with the industry's top professionals on the show floor.

Co-Sponsor Rate: \$6,000

- Silver Wings sponsor level benefits

Morning Networking Break with Exhibitors

Bring in attendees who'll remember you for your morning coffee break.

Co-Sponsor Rate: \$4,000

- Bronze Wings sponsor level benefits

Opening General Session with Keynote Speaker

The first business session of the conference is always packed. Enjoy a captive audience of aviation officials and top policymakers seeing your branding as they gather to discuss the hottest topics in the industry.

Exclusive Sponsor Rate: \$45,000

- Diamond Wings sponsor level benefits

Co-Sponsor Rate: \$9,500

- Gold Wings sponsor level benefits

Lunch in the Exhibit Hall

Sponsor a hot buffet lunch in the exhibit hall and provide extra networking time with attendees.

Exclusive Sponsor Rate: \$25,000

- Diamond Wings sponsor level benefits
- Opportunity to distribute company literature or a giveaway

Co-Sponsor Rate: \$7,500

- Gold Wings sponsor level benefits

Afternoon Networking Break with Exhibitors

Keep conference attendees in the exhibit hall longer with a refreshment break.

Co-Sponsor Rate: \$4,000

- Bronze Wings sponsor level benefits

Monday Concurrent Sessions

Co-Sponsor Rate: \$4,000

- Bronze Wings sponsor level benefits
- Verbal recognition during remarks
- Opportunity to distribute handouts or giveaways

TUESDAY, May 9, 2017

Breakfast with Exhibitors

Co-Sponsor Rate: \$5,000

- Silver Wings sponsor level benefits

Morning Networking Break with Exhibitors

Co-Sponsor Rate: \$4,000

- Bronze Wings sponsor level benefits



General Session with Keynote Speaker

Keynote speakers are always a highlight, with a great deal of exposure for their sponsors. Sponsors for keynotes frequently draw more attendees to their booth with a meet-and-greet or signing afterwards.

Co-Sponsor Rate: \$9,500

- Gold Wings sponsor level benefits
- Reserved seating with airport leaders. Opportunity to stand and get introduced.

Lunch in the Exhibit Hall

Bring lunch into the exhibit hall to provide extra networking time with attendees.

Co-Sponsor Rate: \$7,500

- Gold Wings sponsor level benefits

Tuesday Concurrent Sessions

Co-Sponsor Rate: \$4,000

- Bronze Wings sponsor level benefits
- Opportunity to distribute handouts or giveaways

WEDNESDAY, May 10, 2017

AAAE Executive Business Breakfast

Leave your mark at the only sit-down breakfast of the entire conference.

Exclusive Sponsor Rate: \$15,000

- Platinum Wings sponsor level benefits
- Reserved seating for sponsor representative
- Opportunity to distribute company literature or a giveaway

Co-Sponsor Rate: \$5,000

- Silver Wings sponsor level benefits
- Reserved seating for sponsor representative

Concurrent Sessions

Co-Sponsor Rate: \$4,000

- Bronze Wings sponsor level benefits
- Opportunity to distribute handouts or giveaways

Awards Luncheon

Align your brand with excellence by sponsoring the luncheon honoring airport executives with awards.

Exclusive Sponsor Rate: \$20,000

- Platinum Wings sponsor level benefits
- Reserved seating for sponsor representative
- Opportunity to distribute company literature or a giveaway to every attendee at this event

Co-Sponsor Rate: \$7,500

- Gold Wings sponsor level benefits
- Reserved seating for sponsor representative

Chair's Reception

The chair's reception before the final banquet is always a special event. Show your support and be remembered by sponsoring this prestigious reception.

Exclusive Sponsor Rate: \$15,000

- Platinum Wings sponsor level benefits
- Opportunity to distribute a company handout to every attendee



“ If I had to pick only one aviation conference a year to sponsor and exhibit at, it would have to be the Annual AAAE Conference & Exposition. The audience of this event makes it a must attend, and the services provided by AAAE far exceed any other. I hope that I'll see you there! ”

Roddy L. Boggus, NCARB, AIA | Executive Vice President, Aviation | Suffolk Construction Company

Additional Sponsorship Opportunities

Conference Mobile App

Stay at the fingertips of the attendees the entire conference by sponsoring the mobile app.

Premier Sponsor Rate: \$25,000

- Diamond Wings benefits
- Large logo on the opening splash page of the app, as well as schedule, maps, speakers, agenda and food sections

Professional Headshot Lounge

Sponsor the Photo Lounge—an executive photo portrait-taking experience where conference attendees get photographed by the best portrait photographers in the country!

Exclusive sponsorship: \$25,000

- Diamond Wings benefits
- Sponsor name on signage
- Ability to participate in the operation of the lounge
- Sponsor mention on the email sent immediately with the photo
- Photo personnel will wear logo attire

Hotel Key Cards

Better than a billboard or web ad, have your logo featured on every hotel key card distributed to AAE attendees in the conference host hotel.

Exclusive Sponsor Rate: \$20,000

- Platinum Wings benefits

Conference Tote Bags

Exclusive Sponsor Rate: \$20,000

- Platinum Wings benefits

Lanyards

Supply your own branded lanyards for all attendees to sport as they network at sessions, in the exhibit hall and at social events!

Exclusive Sponsor Rate: \$20,000

- Platinum Wings benefits

Name Badges

Turn every attendee into your walking ad by putting your logo on every single badge at the conference.

Exclusive Sponsor Rate: \$20,000

- Platinum Wings benefits

Conference Program

Keep your brand right in front of attendees every time they check for an exhibitor, session or general information by sponsoring the conference program.

Back Cover: \$25,000

- Diamond Wings benefits

Registration Kiosks

Make your company the first thing attendees see as they arrive to pick up their badges.

Exclusive Sponsor Rate: \$10,000

- Gold Wings benefits
- Brand recognition on the kiosk

Speakers Lounge

Sponsor the speakers lounge and provide a haven for speakers to recharge and prepare for their sessions.

Exclusive Sponsor Rate: \$5,000

- Silver Wings benefits

Airport Members-Only Lounge

Exclusive Sponsor Rate: \$25,000

- Diamond Wings benefits

Exhibit Hall Aisle Signs

Make your company easy to find and your logo hard to miss—sponsor an aisle and your company logo will appear prominently on the large hanging aisle sign in your aisle.

Exclusive Sponsor Rate: \$3,000

- Bronze Wings benefits

Charging Stations

Be noticed by a captive audience while attendees charge up their devices for the day.

Exclusive Sponsor Rate: \$15,000

- Platinum Wings benefits



89th Annual AAAE Conference &
May 7-10, 2017 | Long Beach, California

SPONSORED ITEMS

NEW Escalator Handrail

Exclusive Sponsor Rate:
\$25,000

- Diamond Wings benefits

Escalator Runners

Exclusive Sponsor Rate:
\$20,000

- Platinum Wings benefits

Relaxation Station

Help attendees relax with back and neck massages and be their hero by sponsoring the relaxation station on the show floor. Massage therapists can wear your branded logo attire.

Exclusive Sponsor Rate: \$15,000

- Platinum Wings benefits
- Corporate logo recognition in the relaxation station

Hydration Stations

Exclusive Sponsor Rate: \$3,000

- Bronze Wings benefits

Carpet Decals Leading to Your Booth from Registration

Exclusive Sponsor Rate: \$5,000

- Silver Wings benefits

NEW Registration Welcome Beverages

Exclusive Sponsor Rate: \$8,000

- Gold Wings benefits

Conference Mini Program

Exclusive Sponsor Rate: \$10,000

- Gold Wings benefits



Airport Magazine Advertising

Airport Magazine — the official publication of the conference and host of the annual buyers' guide — will be the only magazine handed out to all attendees. Read by more than 23,000 industry professionals to stay informed on important airport issues and trends, Airport Magazine's loyal readership also includes key aviation lawmakers on Capitol Hill and government agencies, including FAA, DOT, TSA and DHS. If you are looking for that added exposure, place your ad in the Airport Magazine official conference buyers' guide today. Contact Greg Mihelic at 703.578.2517 or email greg.mihelic@aaae.org.

Hospitality Events & Space

In order to host a hospitality event at any venue in conjunction with the AAAE Annual Conference, you must meet one of the following requirements:

- Exhibit with a 10'x10' booth or larger
- Sponsor an event or item valued at \$7,500+
- Advertise in the annual conference issue of Airport Magazine with a full-page ad.

The purpose of hospitality suites is to entertain—displaying or demonstrating any product is strictly prohibited. In addition, hospitality suite hours cannot conflict with any scheduled AAAE function. For more information, contact Jacky Sher Raker, jacky.sherraker@aaae.org, 703.575.2472.

Have Your Own Sponsorship Idea?

Contact Amy Trivette

call 703.575.2471 or email amy.trivette@aaae.org

Visit aaae.org/annual for updates.



“ The Annual AAAE Conference & Exposition is a must-attend for us every year. We always have valuable conversations with real prospects and come away with solid leads. ”

Frederick P. Roe | VP Sales | ADB Safegate



AAAE | The Barclay Building | 601 Madison Street | Alexandria, VA 22314 | aaae.org/annual

CONTACTS

Sponsorships and Exhibits:

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Greg Mihelic

greg.mihelic@aaae.org | 703.578.2517

Customer Service:

Amanda McCollough

amanda.mccollough@aaae.org

703.575.2464

Magazine Advertising:

Greg Mihelic

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SAVE THE DATE

90th Annual AAEE Conference & Exposition | April 15-18, 2018 | San Diego, California

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