



ANNUAL CONVENTION ★ ★ AND ★ ★ LEGISLATIVE SUMMIT

APRIL 15-18 2018 • MARRIOTT WARDMAN PARK • WASHINGTON, D.C.

EXHIBIT & SPONSORSHIP PROSPECTUS

NETWORKING

+

SHOWCASING

=

SALES

AN OPPORTUNITY TO MEET WITH CLOSE TO 800 TOP A/E EXECUTIVES

WHO WILL BE ATTENDING THE CONVENTION?

ATTENDEE PROFILE:

61% CEOs, Firm Presidents, and Principals

18% CFOs, CIOs, COOs, and Vice Presidents

21% Industry Professionals including Engineers, Surveyors, IT, Sales and Marketing, Legal Counsels and HR professionals

“EXHIBITING AT THE ACEC FALL CONFERENCE IS ALWAYS A MUST FOR US. THEIR LEVEL OF PROFESSIONALISM IS REFRESHING, THE ATTENDEE PROFILE IS ALWAYS IMPRESSIVE, THE NETWORKING OPPORTUNITIES ARE ENGAGING, AND THE EDUCATIONAL SEMINARS AND KEYNOTES ARE CONTINUALLY INVIGORATING. A CLASS ACT EVENT!”

ROBERT CONNOR, SVP & CHIEF MARKETING OFFICER, BERKLEY DESIGN PROFESSIONAL

FAST FACTS

- More than **5,400** engineering firms are ACEC members
- **87%** of ENR 500 Design Firms are ACEC Members
- ACEC member firms generate more than **\$200 billion** in private and public works annually
- ACEC member firms specify products for transportation, general buildings, water supply, waste water, hazardous waste, power, and industrial/ petroleum.
- More than **74%** of member firms use outside consultations to purchase their insurance products
- **55%** of member firms each budget \$150,000 or more to spend on new hardware and software annually
- **66%** of member firms outsource the majority of their human resource function

“THE ACEC CONVENTIONS HAVE EXCEEDED OUR EXPECTATIONS AND I HAVE TO SAY WE DO MANY OF THESE TYPES OF EVENTS WITH ACEC BEING THE MOST PRODUCTIVE, MOST PROFESSIONAL AND AFFORDING US THE MOST ACCESS TO THOSE CLIENTS THAT IMPACT THE BUSINESS.”

**DAVID M. HUTCHINSON,
CHIEF OPERATING OFFICER & CO-FOUNDER, AEC360**

EXHIBITOR INFORMATION

EXHIBITOR PACKAGE

- 1) 8' x 10' booth space
- (1) complimentary Full Convention registration for booth personnel
- Company name listing on the ACEC Convention website
- Basic listing on an interactive map in the ACEC Convention Meeting App
- Full listing in printed Convention final program (includes company name, mailing address, e-mail, phone number and website link)
- Company logo and booth number listed on the attendee kit flyer
- (1) 7"x 44" one-line booth identification sign with company name and booth number
- Pre- & post-event attendee list (includes name, title, organization and mailing address)

Member firm price: \$3,500

Non-member firm price: \$3,950

(Check for early bird deals—member only)

PREMIUM EXHIBITOR PACKAGE

- (1) 8' x 10' booth space in a premium location
- (2) complimentary Full Convention registrations for booth personnel
- A quarter page color advertisement in *Engineering Inc.* magazine (March/April issue)
- Enhanced listing on the ACEC Convention website (includes company logo with URL link)
- Basic listing on an interactive map in the ACEC Convention Meeting App
- Full listing in printed Convention final program (includes company name, mailing address, e-mail, phone number and website link)
- Company logo and booth number listed on the attendee kit flyer
- (1) 7"x 44" one-line booth identification sign
- Pre- & post-event attendee list (includes name, organization, title and mailing address)

Member firm price: \$7,800

Non-member firm price: \$8,500

(Check for early-bird deals— member only)

Premium packages are limited and available on first-come,



SPONSORSHIP OPPORTUNITIES

SILVER SPONSORSHIP PACKAGE | \$15,000

- (1) 8' x 10' booth space in a premium location
- (3) complimentary Full Convention registration for booth personnel
- A half page color advertisement in *Engineering Inc.* magazine (March/April issue)
- Pre-Convention attendee list containing name, title, organization, and mailing address
- Post-Convention attendee list containing name, title, organization, email address and mailing address (*There is an email opt-out option for members. Pre-attendee list will be sent out 2 weeks before the Convention.*)
- Company logo and booth number listed on the attendee kit flyer
- Interactive listing on ACEC Convention Meeting App
- (1) 7"x 44" one-line booth identification sign

Acknowledgement:

- Co-sponsor of the following events:
Breakfasts, desserts and breaks in exhibit hall
- Logo placed on the sponsorship page of the Convention website with hyperlink
- Acknowledgment at the Opening General Session
- Acknowledgment as a Silver Sponsor on sponsor signage on-site
- Acknowledgment as a Silver Sponsor in the Convention final program if purchased on/or before March 16, 2018
- Sponsor's logo placed on all Convention promotions
- Sponsor's logo included in the rotating slideshows during General Session breaks

GOLD SPONSORSHIP PACKAGE | \$25,000

- (1) 8' x 10' booth space in a premium location
- (4) complimentary Full Convention registration for booth personnel
- A full page color advertisement in *Engineering Inc.* magazine (March/April issue)
- A full page color Convention advertisement in the compendium
- Online ad on ACEC's website leading to 2018 Convention
- One piece of promotional material included in the attendee kit
- Pre- & Post-Convention attendee list containing name, title, organization, email address, and mailing addresses (*There is an email opt-out option for members. Pre-attendee list will be sent out 2 weeks before the Convention.*)
- Company logo and booth number listed on the attendee kit flyer
- Interactive listing on ACEC Convention Meeting App
- (1) 7"x 44" one-line booth identification sign

Acknowledgement:

- Co-sponsor of the following events:
Welcome Reception, Opening General Session and General Session Luncheon
- Logo placed on the sponsorship page of the Convention website with hyperlink
- Logo placed on scrolling footer for ACEC Convention Meeting App
- Acknowledgment at the Opening General Session
- Acknowledgment as a Gold Sponsor on sponsor signage on-site
- Acknowledgment as a Gold Sponsor in the Convention final program if purchased on/or before March 16, 2018
- Sponsor's logo on all Convention promotions
- Sponsor's logo included in rotating slideshows during General Session breaks

Note: Details of sponsorship packages subject to change.

A-LA-CARTE-SPONSORSHIP

CONVENTION WI-FI | \$5,000

The Convention will feature WiFi access throughout the event. Enjoy high-profile brand exposure while giving attendees the necessary service of WiFi.

CONVENTION BAGS | \$4,750

Place your company logo on the popular Convention tote bags! Give your attendees a useful souvenir they will hold on to. Great corporate visibility!

BADGE LANYARD | \$4,000

Each attendee will receive this item during registration and will wear it throughout the duration of the event. The lanyard sponsorship provides exclusive, highly-visible exposure during the entire Convention.

FINAL PROGRAM PRINT AD | \$3,000

(INSIDE FRONT/FULL PAGE)

The Convention program will be distributed to all attendees during check-in. The program includes complete details of the Convention, exhibit hall and other event activities. Advertising in the program extends brand awareness and enhances the effectiveness of your program listing.

ATTENDEE KIT INSERTS | \$750

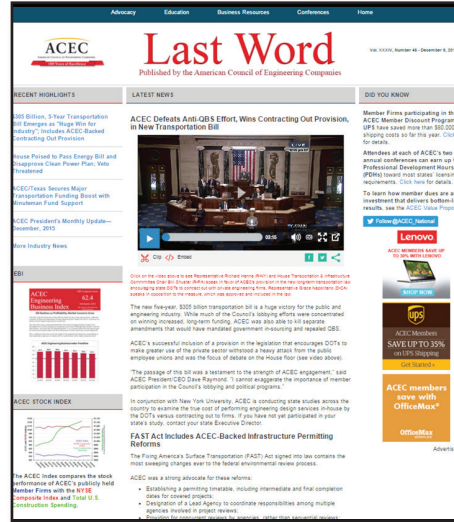
One piece of promotional material in the kit, presented to each attendee as they check-in to the Convention.



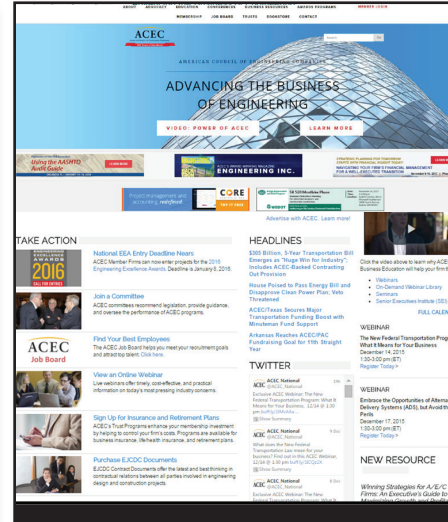
FOUR OTHER WAYS TO GAIN COMPETITIVE EDGE



Engineering Inc.
Award-Winning
Business Magazine



Last Word
Weekly e-newsletter



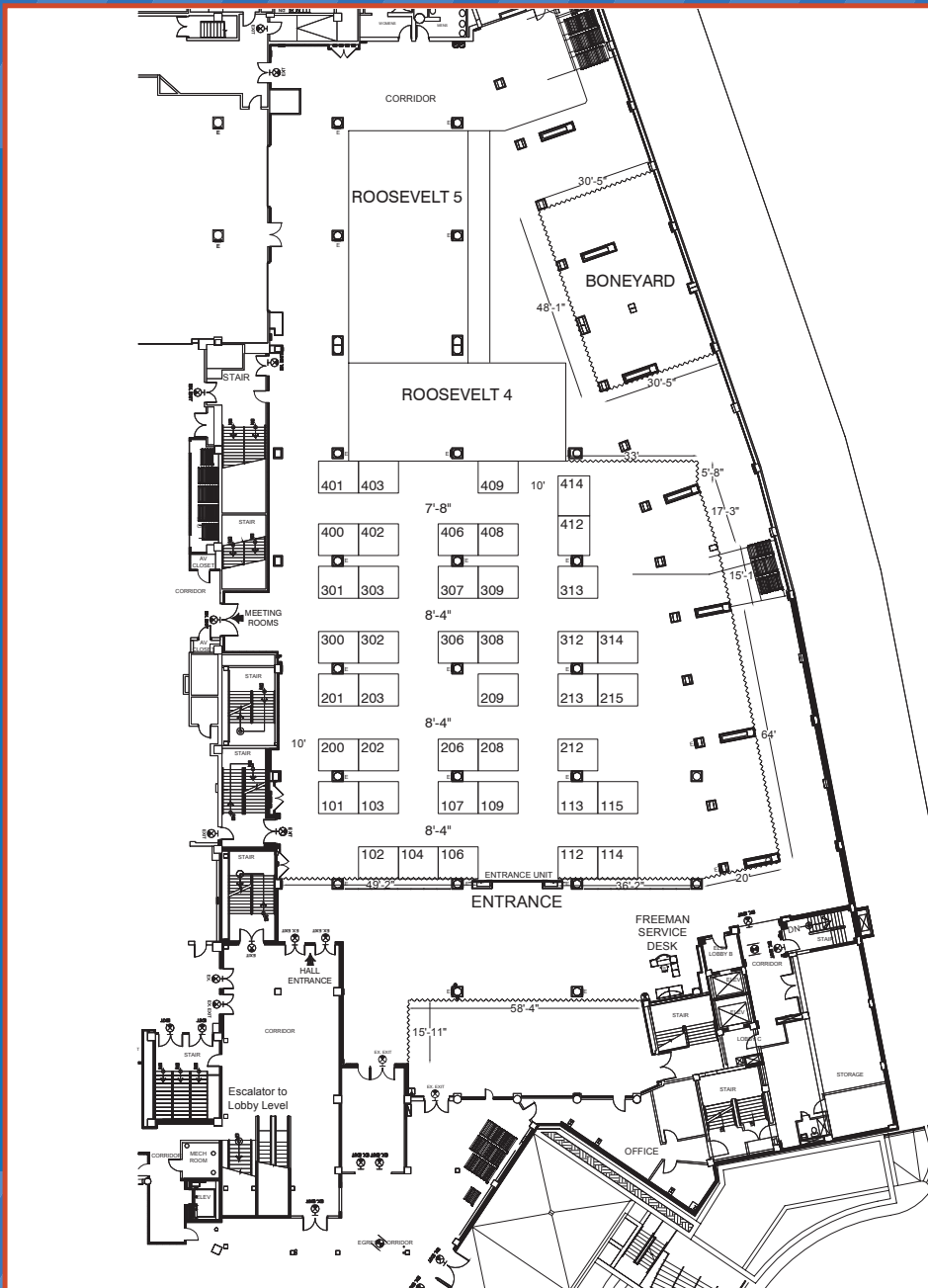
ACEC Website
www.acec.org



Weekly Showcase Email
(ACEC Affiliate Member Only)



FLOOR PLAN



ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

American Council of Engineering Companies
1015 15th Street 8th Floor, NW
Washington, DC 20005-2605
Phone: 202-347-7474
Fax: 202-842-2436

For more information about ACEC's
2018 Annual Convention visit:
<https://www.acec.org/conferences/annual-convention-2018/>

Exhibits:
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Sponsorships:
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