



# 2012 NACo Annual Conference and Exposition

July 13-17, 2012 • David L. Lawrence Convention Center • Pittsburgh/Allegheny County, Pennsylvania



# EXHIBITOR PROSPECTUS

The **National Association of Counties (NACo)** is the only national organization that represents county governments in the United States. Founded in 1935, NACo provides essential services to the nation's 3,068 counties. NACo advances issues with a unified voice before the federal government, improves the public's understanding of county government, assists counties in finding and sharing innovative solutions through education and research, and provides value-added services to save counties and taxpayers money.

*Be a part of the entire action by not only exhibiting, but by attending the sessions and social events to increase your networking opportunities. You will **learn** and **gather** vital information for your company to grow sales to county governments – or begin to sell to this very lucrative market.*

- Attend educational sessions to find out more about what local government leaders are faced with and concerned about.
- Make contact with over 2,000 of the nation's local government leaders which represent **over 80%** of the nation's population!

- Showcase your product to county government leaders, state associations of counties, county professional affiliates and more!

By participating in the Conference and Exposition in its entirety your company employees will hear, network and learn about areas of immediate concern local government officials are facing in today's world. Your employees will return home with insightful and useful information geared to assist you in further developing and expanding your sales and expertise of local government.

New and current product information is continually being sought after in the following areas:

- Healthcare
- Transportation
- Tourism Development
- Waste Management and Recycling
- Sustainable and Green Solutions
- Road Construction Services and Maintenance
- Computer Hardware/Software Solutions
- Public Safety/Homeland Security

**Exhibiting at the NACo Annual Conference will provide you with benefits you don't get at other trade shows.**

## SAVE MONEY ON BOOTH SPACE ...

Become a NACo Premier Corporate Member or participate in NACo's Associate Program!



# Additional Opportunities to Maximize Your Company's Participation

## Sponsorships

For exhibitors only! Unique opportunities for your company to receive further exposure can be obtained by sponsoring:

- Continuous Seated Massages in the Center Lounge
- Continuous Beverage Service
- Exhibit Hall Lunches
- Reception for Exhibitors and ALL ATTENDEES
- Keynote Speakers
- And More!!!

*Benefits vary depending on sponsorship chosen.*

For further information on these opportunities, contact John Samartzis at NACo, 202.942.4278.

## Passport To Prizes

Participate in the fun and bring traffic to your booth! All attendees will receive a "passport" when they register on-site which lists all companies that are participating in the game. Attendees must stop by all participating exhibitor's booths in order to get a chance to win fabulous prizes....from DVD's to iPod's and more!

## On-Line Floor Plan Enhancement

As a benefit for exhibiting at the NACo Conference and Exposition, your company will be listed on NACo's website as an exhibitor as part of the on-line floor plan. Your company will have the *additional* opportunity to have a product description listed on-line with a direct link to your company's website.

## Purchase of booth space includes ...

- **3 complimentary registrations** per 100' of booth space purchased, **for the entire conference**
- **Additional registrations** available for a low rate of \$75
- **Courtesy Passes** for distribution to local buyers for Hall access on Monday
- **Exhibit Hall Reception, 2 Exhibit Hall Lunches**
- **Beverage Service** in the Exhibit Hall
- **24-hour Security**
- **Discounted Hotel Rate** at the conference hotels
- **General Sessions** featuring nationally recognized speakers
- Attendance at **educational sessions** that are conducted by county experts
- **Networking** at the Conference-Wide Event and Inaugural Gala Reception
- Complimentary **attendee mailing lists before and after the Conference** to maximize your marketing potential
- **Company listing in the Official Program** given out on-site to all attendees. The listing will include your company name, address, contact information and website address.
- **NACo website** on-line floor plan listing
- **The ultimate networking opportunity with local government officials!**

## Exhibit Space Costs

*(Minimum purchase is 100 square feet)*

NACo Member:	\$1,600
Non-Member Companies:	\$2,150
Non-Profit/Government:	\$1,300

**Corner booths** are an additional \$150 for each exposed corner.

**On-Line Floor Plan Enhancement:** \$500

## Booth Space\* Includes ...

8' high backdrapery and 3' high side rails booth identification sign

*\* Exhibitors MUST cover their booth space by either providing their own carpet or flooring, or renting it from the official decorator.*

## Exhibit Information

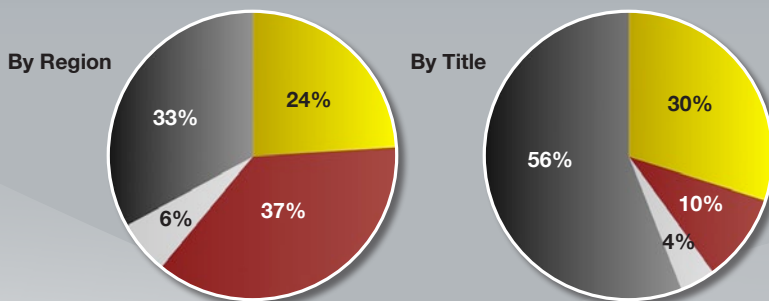
Please send your completed forms and address questions to:

Barry Sacks, Exhibits Manager  
Corcoran Expositions, inc.  
100 West Monroe Street  
Suite 1001  
Chicago, IL 60603

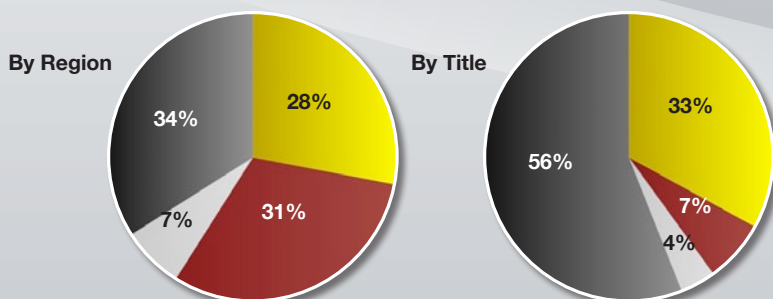
## Attendee Statistics

Region	Title
Central	Commissioners
Southern	Supervisors
Eastern	Administrators
Western	Other

2010 Annual Conference  
Reno, Nev.



2011 Annual Conference  
Portland Ore.



312.541.0567



312.541.0573



barry@corcexpo.com

## Important Housing Information

Housing Pirating Companies may contact NACo exhibitors implying that NACo has asked for their assistance with hotel reservations in Pittsburgh, Pennsylvania, for the upcoming 2011 Annual Conference and Exposition. **NACo DOES NOT HAVE A RELATIONSHIP WITH ANY COMPANY.**

ConferenceDirect is the only official housing bureau of the NACo Annual Conference and Exposition. If you are contacted by any group other than NACo or ConferenceDirect, recognize that they are not endorsed by NACo. Despite their claims, they do not

have access to our negotiated discounted rates. For accurate information regarding reservations or availability, please contact the NACo Meetings Department at [nacommeetings@naco.org](mailto:nacommeetings@naco.org).

If you receive an email or phone call from a company and make a reservation with them, NACo is unable to guarantee the reservation is valid.

If you have questions or concerns, please contact Kim Struble, Director of Conferences and Meetings, NACo, at 202.942.4288 or via email: [kstruble@naco.org](mailto:kstruble@naco.org).



### Did You Know

County governments spend more than **\$53 billion** annually on criminal justice.

## Exhibitors at Last Year's 2011 Conference and Exposition

- Adjusters International
- ADT Security Services, Inc
- AFLAC
- AGL AeroSolutions, LLC
- Allsteel, Inc
- AmCad
- Ameresco, Inc
- America's Natural Gas Alliance (ANGA)
- American City & County Magazine / Penton Media / American School & University Magazine
- American Jail Association
- American Library Association
- American Petroleum Institute
- AmeriAlert Notifications
- Applied Industrial Technologies
- Aptitude Solutions, Inc.
- ARAMARK Correctional Services, Inc
- ARX, Inc.
- AT&T
- BidSync LLC
- Bobcat Company
- Bureau of Economic Analysis (BEA)
- Bureau of Labor Statistics (BLS)
- Car Toys Inc.
- Careington International Corporation
- Carter Goble Lee
- Cassidian Communications
- Center for Public Safety Excellence, Inc
- Ceres Environmental Services, Inc.
- CGI Communications, Inc.
- CivicPlus
- ClearSpan Fabric Structures
- Colas Solutions, Inc.
- Colorado CustomWare, Inc (CCI)
- Columbia Southern University
- Comcast
- Comcast
- Commercial Vehicle Safety Alliance
- Comprise Technologies
- Conservation Leaders Network
- Correctional Healthcare Companies
- Correctional Risk Services, Inc
- Crown Castle
- Daston Corporation
- DeAngelo Brothers, Inc
- Department of Defense
- Department of Homeland Security - Office of Emergency Communications
- Department of Homeland Security - U.S. Citizenship & Immigration Services
- DEVNET, Inc
- Diesel Technology Forum
- Dominion Voting Systems Corporation
- Eastman Kodak Company
- eCivis, Inc.
- eGov Strategies LLC
- Elavon
- Election Systems & Software, Inc.
- Emdeon
- Emergency Management Accreditation Program (EMAP)
- Employee Relations, Inc.
- Employer Support of the Guard and Reserve
- Environmental Systems Research Institute, Inc. (ESRI)
- Experian QAS
- eXtension
- FacilityDude
- FASTER Asset Solutions
- Federal Payments
- Fire Sprinkler Initiative, a project of the NFPA
- Ford Motor Company
- FUELMASTER / Syn-Tech Systems, Inc.
- Geos Institute
- GHG Corporation
- Global Connect
- Google
- GovDeals, Inc.
- Granicus, Inc.
- Graybar Electric Co, Inc
- GTSI
- Harris & Harris, Ltd
- Harris Corporation
- HD Supply
- Heartland Institute
- Heery International
- Herman Miller Inc.
- Hertz Equipment Rental
- The Home Depot
- I-CON Systems
- Independent Stationers, Inc.
- InKforce Software / Calvin, Giordano & Associates, Inc.
- Insight Public Sector
- International Association of Assessing Officers (IAAO)
- International Association of Fire Chiefs (IAFC)
- International Code Council ICC
- Island Press
- Jones Lang LaSalle
- JW Global LLC
- Keep America Beautiful, Inc.
- Lagan, a Division of KANA
- Laserfiche
- Library Systems & Services, LLC
- LinebargerGoggan Blair & Sampson, LLP
- Location Technologies, Inc.
- Manatron, Inc.
- MiCTA
- Moonshadow Mobile, Inc
- Motorola
- NACo Prescription Discount Card Program
- National Association of County and City Health Officials (NACCHO)
- National Guard Bureau
- National Institute of Corrections
- National Joint Powers Alliance
- National Solid Wastes Management Association
- Nationwide Retirement Solutions, Inc
- NEC Corporation of America
- NEOGOV, Inc
- Netsmart Technologies, Inc
- Networkfleet, Inc.
- New Mexico Association of Counties
- New World Systems
- Nutek Green
- Office Depot, Inc.
- Official Payments Corporation
- OptumHealth
- OPW Fuel Management Systems
- Oracle America Inc.
- Pacific Bridge & Construction, Inc
- Phillips & Jordan, Inc.
- Pictometry International Corporation
- Point & Pay, Inc.
- Portable Sanitation Association International (PSAI)
- Premier
- ProPac Inc.
- PSA-Dewberry Inc
- The Public Group
- QPR
- Quest Towing Services
- Redflex Traffic Systems, Inc.
- RegionalCare Hospital Partners
- Runzheimer International
- Rural / Metro Ambulance
- Saga Technologies
- Sharp Electronics Corporation
- SIRE Technologies, Inc
- Solar America Communities
- Springbrook Software
- The Standard
- Staples
- Sybertech Waste Reduction Ltd
- System Innovators
- Tarkett Sports / FieldTurf USA Inc.
- TCPN - The Cooperative Purchasing Network
- Telmate
- Texas Engineering Extension Service - TEEEX
- Thos. Y. Pickett & Company, Inc.
- Tornado ACS Canada Corp.
- Troy & Banks, Inc
- Tyler Technologies, Inc
- U.S. Census Bureau
- U.S. Department of Army - Community Covenant
- U.S. Department of Justice COPS Office
- United Rentals
- United Soybean Board
- United Systems of Arkansas
- University of Wisconsin Population Health Institute
- USDA Rural Development
- Vanir Construction Management, Inc.
- Waste Management
- WESCO
- Western Extension Directors Association
- Wind Powering America - National Renewable Energy Lab
- Wireless Watchdogs
- Wolters Kluwer, Law & Business

# NACo's Premier Corporate Membership Program

NACo's Premier Corporate Membership program provides a forum where counties and corporations can exchange information and collaborate on issues of mutual understanding and benefit. Membership gives companies the opportunity to provide solutions and share products and services with county leaders.

For further information about either program, contact John Samartzis at 202.942.4278.

View Corporate information at [www.naco.org/corporate](http://www.naco.org/corporate)



## Did You Know

Counties own and operate **one-third** of the nation's transit systems and airports.

# 2012 NACo Annual Conference and Exposition



## Preliminary Conference Program

Schedule Subject to Change. All events will take place at the David L. Lawrence Convention Center unless otherwise noted.

### Friday, July 13

• 7:30 a.m. – 5:00 p.m.  
**Registration**

• 8:00 a.m. – 5:00 p.m.  
**Steering Committee, Subcommittee and Affiliate Meetings**

*All delegates are welcome to attend any NACo Steering or Sub-Committee Meeting.*

• 8:30 a.m. – 5:00 p.m.  
**Technology Summit**  
*Additional Registration Required*

### Saturday, July 14

• 7:30 a.m. – 5:00 p.m.  
**Registration**

• 8:00 a.m. – 5:00 p.m.  
**Steering Committee, Subcommittee and Affiliate Meetings**

*All delegates are welcome to attend any NACo Steering or Sub-Committee Meeting.*

• 4:00 p.m. – 5:30 p.m.  
**Exhibit Hall Reception**  
*For all exhibitors and attendees!*  
*Stroll the exhibit hall aisles and get an advance look at the suppliers showcasing their products and services.*

### Sunday, July 15

• 8:30 a.m. – 4:00 p.m.  
**Registration**

• 9:00 a.m. – 12:00 Noon  
**Concurrent Educational Sessions**

• 10:00 a.m. – 2:30 p.m.  
**Exhibit Hall Open**

• 12:30 p.m. – 1:30 p.m.  
**Exhibit Hall Lunch**  
*Grab a bite while perusing the many products and services on display.*

• 2:30 p.m. – 4:30 p.m.  
**Opening General Session**

• Evening  
**Conference-Wide Event**

### Monday, July 16

• 8:30 a.m. – 4:00 p.m.  
**Registration**

• 9:00 a.m. – 11:30 a.m.  
**NACo Board of Directors Meeting**

• 9:00 a.m. – 12:00 Noon  
**Concurrent Educational Sessions**

• 10:00 a.m. – 2:30 p.m.  
**Exhibit Hall Open**

• 12:00 p.m. – 1:00 p.m.  
**Exhibit Hall Luncheon**  
*Grab a bite while perusing the products and services on display! You may want to take in a quick massage in the Center Lounge!*

• 2:30 p.m. – 4:30 p.m.  
**General Session**

• Open Evening  
*Enjoy the fantastic restaurants in Pittsburgh!*

### Tuesday, July 17

8:00 a.m. – 2:00 p.m.  
**Registration**

8:30 a.m. – 9:45 a.m.  
**Concurrent Educational Sessions**

10:00 a.m. – 12:00 Noon  
**Election of Officers and Business Meeting**

7:00 p.m. – 9:30 p.m.  
**Inaugural Reception**  
*Celebrate with your fellow attendees the end of another productive conference and welcome to office your new NACo President!*