



95th Annual AAEE
Conference & Exposition

EXHIBITOR & SPONSORSHIP PROSPECTUS

Saturday, June 3 - Monday, June 5, 2023

Colorado Convention Center

Denver, CO

2 EXHIBITOR

REGISTRATIONS PER 100 SQFT

PICK 3 PROGRAM

WE'LL BRING AIRPORTS TO YOU

LARGEST VARIETY

OF AIRPORTS UNDER ONE ROOF

aaee.org/annual / [@aaaedelivers](https://twitter.com/aaaedelivers) / [#AAAEDEN](https://twitter.com/AAAEDEN)





WELCOME

TO THE 95TH ANNUAL AAAE CONFERENCE & EXPOSITION

Attend the annual event that draws the biggest names in the airport industry. Nowhere else offers as much exposure to meet and reconnect with airport professionals who bring their team of qualified buyers and decision makers. The Annual AAAE Exposition captivates its audience by showcasing the entire spectrum of products and services that the industry has to offer - from ground equipment, security, IT and communications, safety solutions, maintenance, and airport revenue products, just to name just a few!

As North America’s largest in-person exhibition focused on the airport industry, the Annual AAAE Conference & Exposition is where the industry goes to learn, network, showcase new technologies and solutions, forge partnerships, and close deals. With an expanding base of industry experts, influencers, and prospective buyers from every sector of the market, there is no event more essential to the airport business than the Annual AAAE Conference & Exposition.

ANNUAL AAAE CONFERENCE & EXPOSITION DEMOGRAPHICS

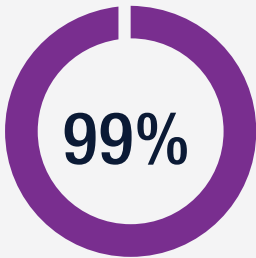
The Annual AAAE Conference & Exposition offers unparalleled opportunities to brand your company as the elite in your field. Your company will be seen by 2,200+ airport and aviation professionals in attendance, plus pre- and post-conference coverage reaches airport professionals at 900 large, medium, and small hub airports; FAA/DHS/TSA personnel; and policy makers on Capitol Hill! The most successful companies in airports today exhibit and sponsor every year because they understand that airports support the companies that support the airport industry.

2,200+

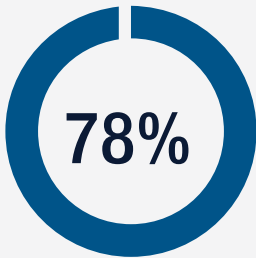
North American Airport and Aviation Professionals

240+ Airports in Attendance

200+ Exhibitors



of attendees come to find business solutions

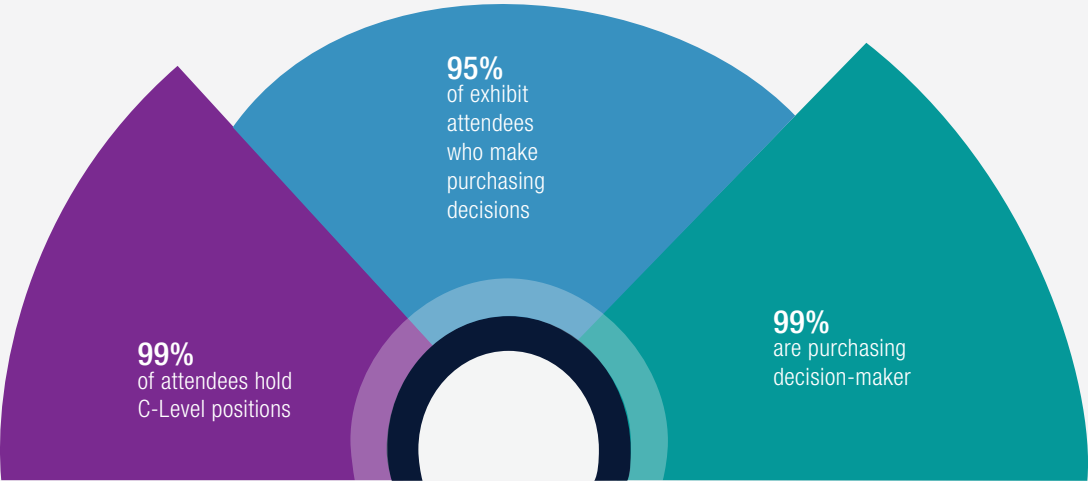


of attendees hold C-level positions

Airport attendee titles include:

- | | |
|------------------|--------------------------------|
| MANAGEMENT | FINANCE |
| OPERATIONS | LEGAL |
| SECURITY/SAFETY | MARKETING |
| CONCESSIONS | FACILITIES/MAINTENANCE |
| CUSTOMER SERVICE | TERMINAL MANAGER |
| ENVIRONMENTAL | AIRPORT PLANNING & DEVELOPMENT |

**Airport & Aviation Professionals in Attendance by Title graphic goes here*





TOP 5 REASONS

Companies Exhibit at the Annual AAAE Exposition

01

To meet and reconnect with qualified buyers

02

Be positioned as an industry leader

03

Reinforce existing customer relationships

04

Introduce a new product or service

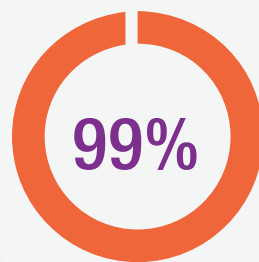
05

Increase sales

"I will always be thankful to my former boss for sending me as young professional to my first AAAE Annual over 15 years ago. The AAAE Annual Conference has remained a must-attend event on my calendar every year ever since. The quality of the educational material at the AAAE Annual is always outstanding, the exhibition hall is impressive, and the networking opportunities are second to none."

Terry Blue, A.A.E.

Memphis International Airport
Executive Vice President, Operations/COO



of Annual AAAE 2022 attendees plan to attend in 2023

EXHIBIT SPACE & CORPORATE MEMBERSHIP RATES

The AAAE Annual Conference & Exposition has the decision makers and influencers you want to reach. The on-site experience enables businesses to showcase their transformational, innovative products and solutions to make connections and open doors to new business opportunities. Securing exhibit space gives you the options and flexibility needed to reach and exceed your conference goals.

AAAE CORPORATE MEMBERSHIP HAS ITS PRIVILEGES!

Corporate members receive discounted exhibitor rates for the Annual AAAE Conference. Your entire companies' staff can take advantage of these amazing benefits by joining at a nominal rate of **\$850** per year to gain access to AAAE Corporate Membership. To learn more, contact Jennifer Richards at 703.575.2479 or jennifer.richards@aaae.org.

Standard

11/1/2022 - 6/2/2023

AAAE CORPORATE MEMBER

\$5,469

NON-MEMBER

\$7,269

EXHIBIT RATES

Each 10' x 10' booth or 100 sq. ft. will receive **two (2) complimentary exhibitor personnel registrations** that allow access to all educational sessions, meals, and receptions taking place Saturday – Monday of the conference. Booths also include standard drapery and an identification sign. Discounts may be available for spaces 400 sq. ft. or larger.

CONNECT WITH AIRPORT VIPS THROUGH THE PICK 3 PROGRAM

This is an exclusive exhibitor benefit that is only available at the Annual AAAE Conference & Exposition! Each year, the conference attracts airport VIPs from across the country. The Pick 3 Program offers exhibitors the opportunity to request that 3 of these airport VIPs visit their booth during the conference. AAAE works with the VIPs to arrange visits and provide them with other exhibitor information as needed. This unique exhibitor benefit is open to ALL exhibitors at the Annual AAAE Conference & Exposition.

EXHIBITOR ADD-ONS

A one year corporate membership (Member dues must be paid in full to receive member rates on booth space - \$850 annually)

Airport Angel Sponsorship (\$2,500)

Exhibitor Solutions Theater Presentation (\$1,500)
Pending acceptance of your presentation

PACKAGES

Package 1: \$20,000 (\$27,000 value)

20'x20' booth
Full-page advertisement in annual conference issue of *Airport Magazine*
Presentation in Exhibitor Solutions Theater

Package 2: \$15,000 (\$18,000 value)

10'x20' booth
Half-page advertisement in annual conference issue of *Airport Magazine*
One push alert in the conference mobile app

Package 3: \$10,000 (\$12,000 value)

Corner 10'x10' booth
Half-page advertisement in annual conference issue of *Airport Magazine*
Airport Angel sponsorship

SPONSORSHIPS

At the AAAE Conference & Exposition, get the recognition your company deserves to build brand awareness, generate leads, and engage with your audience in innovative ways. **Let us show you how!**

BRAND CONNECTION

- Bring the audience together to connect under the umbrella of your brand.
- Keynotes and program sessions that resonate with your brand
 - Social Media Contest

BRAND VISIBILITY

- Be seen by thousands of industry professionals by reinforcing your corporate image with high visibility signage.
- Aisle Carpet Cutout
 - Carpet Adhesives/Floor Clings
 - Column Wraps
 - Tote Bag Inserts
 - Mini Program
 - Mobile App
 - Notepads
 - Escalator Clings
 - Hanging Aisle Signs
 - Hotel Key Cards
 - Lanyards
 - Pens

BRAND VOICE

- With event sponsorships, you can place your organization in the spotlight and increase engagement with key decision makers.
- Exhibitor Solutions Theater Presentations
 - Events to sponsor such as breakfasts, lunches, and breaks located in the exhibit hall
 - Welcome Reception and Happy Hour in the Exhibit Hall

SPONSORSHIP PACKAGES

Looking for a way to generate exposure in multiple ways and across several channels to connect with your audience? Select a sponsorship package that will all you to do so. Sponsorship packages range from **\$2,500 - \$30,000+**. To learn more, visit aaae.org/annual for a complete list of packages and benefits.

CUSTOM SPONSORSHIPS

For a unique brand opportunity, contact us and we will work together to build a customizable sponsorship package to deliver results, drive traffic, and achieve your goals.

SECURE YOUR EXHIBIT AND SPONSORSHIP TODAY!

The AAAE Exhibit Sales team is available to consult with you to meet and understand your goals towards a successful conference experience. Connect with us to learn more about exhibit and sponsorship opportunities today!

SPONSORSHIP INFORMATION



Amy Trivette
Amy.Trivette@aaae.org
703.575.2471

EXHIBIT INFORMATION



Sherri Zetlin
Sherri.Zetlin@aaae.org
703.575.2464

SECURE YOUR SPONSORSHIP TODAY!

The AAAE Sales team is available to discuss the perfect sponsorship opportunities suited for your company. Please contact sales@aaae.org to learn more!



CORPORATE MEMBERSHIP



Jennifer Richards
Jennifer.Richards@aaae.org
703.575.2479

Join us on the

INDUSTRY'S LARGEST SHOW FLOOR



“We have not been able to meet with clients for the last two years, so it was particularly important for us to be present at the premier conference for aviation professionals. Exhibiting at the 94th Annual AAAE Conference & Exposition not only gave us the opportunity to meet with existing and new customers, but it also showed us firsthand that business was resuming. We had a great experience and look forward to participating in next year’s conference in Denver. Hasta pronto!”

Lucia Kortscheff

Kusch+Co

Executive Business Development Manager Transport Division Americas
A&D Senior Consultant, Iberia, Latam, USA, and the Caribbean

Trade Show Executive's
FASTEST 50
Honored as one of the **50 Fastest-Growing Shows of 2019**