# **EMLC 2019**

# Exhibitor Prospectus & Sponsorship Brochure



PREPARE  $\diamond$  Respond  $\diamond$  Recover  $\diamond$  Mitigate

**LEADERS CONFERENCE** 



The Arizona Grand Hotel Phoenix, AZ May 29-30, 2019



**Over 30 U.S. States and Territories** Represented

2018 The experience...

Attendee Top Titles - Administrator, **Director, Chief Officer, Manager** 

**Over 200 Government Representatives** from Federal, State, Local, Tribal... as well as leadership from private sector

> EMLC 2018 Saddlebrook Resort and Conference Center June 12 - 13, 2018





PREPARE & RESPOND & RECOVER & MITIGATE

LEADERS CONFERENCE







# Comments

"Loved it! I really like the concentration on leadership as opposed to the typical mix. I also loved the smaller size."

"Quality event from the facilities to the presentations"

"Excellent! Important information, valuable networking"

"High quality event; very well organized and professionally run"

"Excellent content and networking great opportunities"

"I thought it was very well put together very good discussion topics were presented"

"Wonderful event for insights and connection"

"I was very impressed by how much thought was put into selecting the best venue to ensure the intent of the conference was met."

"I really enjoyed the EMLC and would place it within the top three conferences I have attended."

'Excellent! The best quality everything, from start to finish."

"Outstanding, best conference I've attending by far."

"Great event. I really enjoyed it and found a lot of value in the event."

"I was impressed with the power hitters that both attended & presented at the conference; the

FMIC 2018 Saddlebrook Resort and Conference Center June 12 - 13, 2018 Wesley Chapel, FL (Tampa)







#### Over 67% noted EMLC was the "Best Event" in the industry

**Over 89% of EMLC attendees** noted EMLC surpassed

expectations



# Who Attended



#### TITLES AT EMLC

Administrator Assistant Administrator for Logistics Assistant Director Assistant Director, Emergency Management Associate Associate Managing Director Captain CEO Chaplain Chief Chief Communications Officer Chief Deputy State Coordinator Chief Emergency Management Officer Chief of Recovery and Mitigation Cities Readiness Initiative Coordinator Colorado Private Sector Liaison Compliance Analyst Compliance Lead C00 Coordinator of Emergency Management Corporate Emergency Programs Manager Deputy Administrator Deputy Commissioner Deputy Director Direcot of Business Development Director Director of Disaster Recovery Director of Disaster Services Director of Emergency Management Director of Government Sales Director of OEM Director of Preparedness Programs Emergency Command Center Operations Manager

# Attendee Titles at EMLC

#### TITLES AT EMLC

Emergency Contract Coordinator & Sales Emergency Disaster Services Director Emergency Management Analyst Emergency Management Coordinator **Emergency Management Director** Emergency Manager Executive Director Former Administrator Founding Director Founding Partner General Manager Georgia Divisional Director, Emergency Disaster Services Global Engagement Lead, North America Global Operations Control Grant Disaster Analyst Indian Tribe Emergency Coordinator Land Mobile Business Development Liaison for Recovery Lieutenant/Emergency Manager Manager of Business Continuity / Disaster Recovery Manager, Safety & Compliance Manager, Training and Exercise Design Managing Director Marketing Coordinator National Emergency Management Liaison National Warning Coordination Meteorologist Operations Analyst Other Owner Owner/Founder Partner President Principal

#### TITLES AT EMLC

Principal Planner Private Sector and Infrastructure Program Manager Private Sector Manager and BEOC Coordinator Professor - Comparative Counterterrorism Law and Policy Public Health Advisor **R & EM SUPERINTENDENT Research Scientist** Response Director **Risk Officer** Science Officer Senior Adviser Senior Associate Senior Associate VP for Safety & Security, Superintendent Senior Business Continuity Coordinator Senior Consulting Manager Senior Director, Regulatory Affairs Senior Fellow Senior Manager Senior Managing Director Senior Project Manager Senior Research Analyst Senior Vice President Sergeant Special Assistant for Legal Affairs Special Assistant, Office of the Deputy Administrator Sr. Business Continuity Consultant Sr. Vice President Trust & Safety Lead Trust & Safety Specialist Vice President Vice President of Government Services Vice President, Engagement & Alliances VP of International Homeland Security and Emergency

#### UNITING ALL LEVELS OF PUBLIC AND PRIVATE SECTOR EMERGENCY MANAGEMENT LEADERSHIP



The Emergency Management Leaders Conference (EMLC) is an annual conference serving Emergency Management professionals from the public and private sectors. The purpose of EMLC is to present a national forum where renowned experts in the field of Emergency Management and disciplines related to disaster preparation, response, recovery, and mitigation can convene for two (2) days of policy discourse and problem solving, discussing recent events and current issues, best practices and lessons learned while engaging in forward thinking. EMLC invites all levels of Emergency Management... Federal, State, Tribal and local leadership... to join private sector leadership for open, honest discussion; dialogue which will result in change. Given the extended efforts of emergency management professionals addressing global events, EMLC also welcomes a multi-national audience and assembly of speakers representing some of the brightest minds and sharpest talent whose actions and policies shape the global landscape of emergency management.

# EMLC LEADERSHIP

# **The 2018 Executive Advisory Committee**

The Executive Advisory Committee, or EAC, is the lifeblood of the conference event. It is made up of leading industry professionals who are true Subject Matter Experts from the emergency management industry with knowledge of federal, state, tribal and local practices, public-private partnerships, the role of the private sector working with public planning, sector preparation, response and recovery, and the role of international relationships in the disaster management cycle. The members of the EAC work together to create the conference program, identifying topics and issues most relevant to the current state of Emergency Management as well as the industry experts to speak on this subject matter, and moderate the sessions they create, including Q&A sessions with the multitude of industry professionals attending the event.

# 2018 EAC Chair Beth Zimmerman

#### The 2018 Executive Advisory Committee

- ELIZABETH A. ZIMMERMAN: PRINCIPAL, ELIZABETH ZIMMERMAN CONSULTING, LLC
- BARB GRAFF: DIRECTOR, CITY OF SEATTLE OFFICE OF EMERGENCY MANAGEMENT
- BRYAN KOON: VP, HOMELAND SECURITY AND EMERGENCY MANAGEMENT, IEM
- CAROLYN HARSHMAN, MPA, CEM: PRESIDENT, EMERGENCY PLANNING CONSULTANTS
- CLAY TYERYAR, MAM, CAE: DEPUTY DIRECTOR, IAEM; DIRECTOR, EMEX
- JAMES G. FEATHERSTONE: PRESIDENT AND CEO, HOMELAND SECURITY ADVISORY COUNCIL
- KATHY FULTON: EXECUTIVE DIRECTOR, AMERICAN LOGISTICS AID NETWORK
- PAT SANTOS: LIAISON FOR RECOVERY, OFFICE OF THE GOVERNOR, STATE OF LOUISIANA
- SHANDI L. TRELOAR: PRINCIPAL, EM STRATEGIES, LLC
- SUSAN REINERTSON: ASSISTANT VP & CHIEF, EMERGENCY MANAGEMENT & CORPORATE SECURITY, AMTRAK
- TERI SMITH: DIRECTOR, DOUGLAS COUNTY KANSAS EMERGENCY MANAGEMENT
- TRINA SHEETS: EXECUTIVE DIRECTOR, NEMA



Elizabeth A. Zimmerman is an emergency manager with over 30 years of experience. A nationally recognized leader in emergency management, Zimmerman has a passion to assist disaster survivors in times of crisis. Zimmerman received a Presidential appointment in 2009 to the Federal Emergency Management Agency (FEMA). Zimmerman administered all aspects of the agency's response and recovery efforts and served as the highest-ranking woman at the agency. During her tenure, she oversaw more than 930 disasters, emergencies and fire declarations, delivering over \$6.5 billion to 1.7 million individuals and families and more than \$27 billion in federal disaster assistance to state, local, tribal and non-profit groups. Zimmerman was also appointed as the Department of Homeland Security's representative to the American Red Cross Cabinet Council. During her tenure at FEMA's Office of Response and Recovery (ORR), Zimmerman held the dual titles of Associate Administrator and Director of Disaster Operations. Prior to that, she served as the Deputy Associate Administrator. A hallmark of Zimmerman's work at FEMA was her effort to support employees, particularly in encouraging

and mentoring women in the field of emergency management. In early 2013, she designed and established FEMA's quarterly Women's Forum, helping employees learn more about distinguished women leaders from the public and private sectors. In 2014, she was inducted into the International Women in Homeland Security and Emergency Management Hall of Fame. Prior to her work at FEMA, Zimmerman held positions as the Assistant Director of Recovery and as the Disaster Recovery Manager at the State of Arizona's Division of Emergency Management. While there, she directed and coordinated recovery operations as the Governor's Authorized Representative (GAR) in nine major disaster declarations and 51 state disaster declarations. She began her emergency management career with the State of Utah's Division of Emergency Management. Positions held include Administration and Recovery Section Chief, Chemical Stockpile Emergency Preparedness Program (CSEPP) Section Chief, Liaison Coordination Section Manager, Emergency Preparedness Planner, and Public Assistance Officer. She began her emergency management career as a Public Assistance Officer and that has been her passion ever since.

# **2018 Industry Participation**







The National Emergency Management Association (NEMA), is a nonpartisan, nonprofit 501(c)(3) association dedicated to enhancing public safety by improving the nation's ability to prepare for, respond to, and recover from all emergencies, disasters, and threats to our nation's security. NEMA is the professional association of and for emergency management directors from all 50 states, eight U.S. Territories, and the District of Columbia. NEMA provides national leadership and expertise in comprehensive emergency management; serves as a vital emergency management information and assistance resource; and advances continuous improvement in emergency management through strategic partnerships, innovative programs, and collaborative policy positions.

The International Association of Emergency Managers (IAEM), which has more than 6,000 members worldwide, is a non-profit educational organization dedicated to promoting the "Principles of Emergency Management" and representing those professionals whose goals are saving lives and protecting property and the environment during emergencies and disasters. The IAEM Vision: That the International Association of Emergency Managers be recognized globally as the premier organization for emergency management. The IAEM Mission: To advance the profession by promoting the principles of emergency management; to serve its members by providing information, networking and professional development opportunities; and to advance the emergency management profession.







For 38 years, FEMA's mission remains: to lead America to prepare for, prevent, respond to and recover from disasters with a vision of "A Nation Prepared." On April 1, 1979, President Jimmy Carter signed the executive order that created the Federal Emergency Management Agency (FEMA). From day one, FEMA has remained committed to protecting and serving the American people. That commitment to the people we serve and the belief in our survivor centric mission will never change. The Federal Emergency Management Agency coordinates the federal government's role in preparing for, preventing, mitigating the effects of,

responding to, and recovering from all domestic disasters, whether natural or man-made, including acts of terror.



# EMLC 2019 The Arizona Grand May 29 - 30

Phoenix, Arizona

https://www.arizonagrandresort.com/

# Exhibit at EMLC

# **10' x 10' EXHIBIT SPACE**

Booth size is 100 sq. ft. (10'x10'). Includes back wall, side walls, floor cling & directory listing. NOTE: BOOTH FURNISHINGS ARE NOT INCLUDED! These must be ordered separately. Includes 2 full conference registrations per 10x10 booth.

## \$3,300 NEW EXHIBITOR \$2,900 RETURNING EXHIBITOR





# **6' TABLE TOP EXHIBIT**

Includes a 6' draped and skirted table, 2 chairs and wastebasket. DISPLAYS ARE LIMITED TO TABLE-TOP POP-UP DISPLAYS ONLY! NO FLOOR SUPPORTED DISPLAYS ARE ALLOWED. Includes 1 full conference registration.

# \$1,995 per table

# **OUTDOOR LARGE DISPLAY**

With the purchase of a 10x10 exhibit booth OR a tabletop display, large product display space is available outside of the meeting rooms and exhibit hall. A hardpanel sign with logo will be placed next to your exhibit.

# \$1,000 per vehicle / display





## **EMLC TITLE SPONSOR**

\$15,000 The EMLC TITLE SPONSORSHIP is the FLAGSHIP SPONSORSHIP for the program. This sponsor is a "PARTNER" with the EMLC team.

- » 400 Square Feet of Exhibit Space (Value- \$13,200)
- » Booth Furnishings (Executive Chairs, Tables, Kiosk, logo clings, utilities (Value- \$2,500)
- » Present POD Session in EMLC Program (Value- \$2,500)
- » Eight (8) full conference registrations (Value- \$6,392)
- » Introduce Keynote Speaker (Value \$2,000)
- » Hospitality Suite Opportunity (Value- \$1,000)
- » Splash Page on EMLC Show App (Value \$2,000)
- » Advertisement Banner on EMLC Website (Value- \$1,000)
- » Logo on EMLC Homepage (Value \$750)
- » Logo on EMLC website "Sponsor" page (Value- \$500)
- » Pre-show Email to EMLC registered attendees (Value \$1,500)
- » Enhanced Listing in Exhibitor Listing on Website, Show App and Floor-plan (Value-\$250)
- » Logo listed on all Sponsor Signage during EMLC (Value- \$250)

#### Total Package Value: \$33,842

\$10,000



### **EMLC GOLD SPONSOR**

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» 200 Square Feet of Exhibit Space (Value - \$6,600)

» Booth Furnishings (Executive Chairs, Tables, Kiosk, logo clin

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- » Present POD Session in E
- » Total of x (6) full conference
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- » Logo on Mich Homepage (Value
- Sponsor" page (Value- \$500) » Logo on 🔣
- » Pre-show Email to EMLC registered attendees (Value \$1,500)
- » Enhanced Listing in Exhibitor Listing on Website, Show App and Floor-plan (Value- \$250)

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» Logo listed on all Sponsor Signage during EMLC (Value- \$250)

Total Package Value: \$22,644



## **EMLC SILVER SPONSOR**

- » 200 Square Feet of Exhibit Space (Value- \$6,600)
- » Booth Furnishings (Executive Chairs, Tables, Kiosk, logo clings, utilities (Value, doi: 10.000)
- Present POD Session in EMLC F » ar or six (6) full confere egist Jue- \$4 e- \$1 htr uce F » /alu » pp Ini 000 age (varue- \$750) »
- » Lixo on 54 (Value \$500)
- » Pre-show Email to EMLC registered attendees (Value \$1,500)
- » Enhanced Listing in Exhibitor Listing on Website, Show App and Floor-plan (Value- \$250)
- » Logo listed on all Sponsor Signage during EMLC (Value- \$250)

#### Total Package Value: \$20,144

\$7,500



- » Enhanced Listing in Exhibitor Listing on Website, Show App and Floor-plan (Value- \$250)
- » Logo listed on all Sponsor Signage during EMLC (Value- \$250)

#### Total Package Value: \$13,246

PODS are presented / moderated by private sector (Sponsor) and must be a panel discussion focused on policy and recent events within the emergency management industry with a panel representing a mix of EM leadership.

### **BREAKFAST SPONSORSHIP**



There is nothing that helps the brain focus as much as a good meal. At EMLC, attendees start the day right! Breakfast is served on Wednesday and Thursday morning prior to the conference sessions, and a graband-go breakfast is provided on Friday as guests begin the trek home. Organizations sponsoring the EMLC breakfast events will receive recognition through signage on the buffet table, logos on napkins, and recognition on all event sponsor listings (website, EMLC app, event signage). Wednesday and Thursday buffets are served in the Exhibit Hall.

## \$3,500 per Breakfast or \$9,000 buyout

With the EMLC program being so busy, we ensure attendees experience a nice mid-day break for good meal. Lunch is served on Wednesday and Thursday afternoons between conference sessions. Organizations sponsoring the EMLC lunch events will receive recognition through signage on the buffet table, logos on napkins, and recognition on all event sponsor listings (website, EMLC app, event signage). All lunch buffets are served in the Exhibit Hall.

## \$4,500 per Lunch or \$8,000 buyout





We "kick-off" the 2019 EMLC program with an opportunity for industry professionals to spend time catching up with old friends, acquaintances and industry peers. Up to three (3) organizations can sponsor the event. Organizations sponsoring the EMLC Opening Reception will receive recognition through signage on the buffet tables and drink stations, logos on napkins and drink tickets, and recognition on all event sponsor listings (website, EMLC app, event signage). The reception sponsor will also have a few minutes to greet guests and address the crowd.

## \$3,500 per Sponsor (up to 3) or \$9,000 Exclusive

### **EMLC INDUSTRY DINNER**



After the first full day of programming, the EMLC team presents a dinner event designed to invite all attendees to relax and discuss the information learned through the day. Featuring a number of food buffets and beverage stations, this meal function will be sure to captivate all in attendance. Up to three (3) organizations can sponsor the event. Sponsoring organizations will receive recognition through signage on the buffet tables and drink stations, logos on napkins and drink tickets, and recognition on all event sponsor listings (website, EMLC app, event signage). The dinner sponsors will also have a few minutes to greet guests and address the crowd.

> \$3,500 per Sponsor (up to 3) or \$9,000 Exclusive

With the EMLC program being so busy, we ensure attendees experience a any mid-day breaks and snacks. AM and PM break stations are served on Wednesday and Thursday between conference sessions. Sponsor Organizations will receive recognition through signage on the break station tables, logos on napkins, and recognition on all event sponsor listings (website, EMLC app, event signage). All break stations are served in or near the exhibits.

### \$2,500 per Break Station or \$8,000 buyout

### **CONFERENCE BREAK STATIONS**





All registered guests of EMLC will receive their registration confirmation, badge proof, and official EMLC badge via email. The BADGE EMAIL sponsor's information will be included in these email communications. The Sponsor can include the company logo, company information, contact name and up to 300 words about the company included in this communication. This is an EXCLUSIVE opportunity!

# \$1,500 Exclusive





#### **INTERNET WIFI**



During EMLC, wi-fi Internet service is provided for all attendees. As a sponsor of the wi-fi services, e<sup>v</sup>eryone logging on to the Internet using EMLC Wi-Fi will see YOUR SPLASH PAGE with a link to YOUR WEBSITE! EMLC wi-fi will be available to all guests beginning Tuesday May 28, concluding on Friday May 31.

# \$3,500 Exclusive

The Arizona Grand hotel utilizes an electronic key-card entry system for all guest rooms. Make sure every guest attending EMLC has YOUR COMPANY LOGO in their hand! The sponsor of the Hotel Key-card will have their logo and company information printed on all key cards issued to EMLC guests. This is an exclusive opportunity.

### \$1,000 Exclusive

*Note: Sponsor must purchase the key-cards separately through the hotel. Information placed on the key-cards must be approved by Show Management.* 

#### HOTEL KEY CARDS



#### SPONSORSHIP OPPORRUNITY REVIEW

- TITLE SPONSORSHIP: \$15,000
- GOLD SPONSORSHIP: \$10,000
- SILVER SPONSORSHIP: \$7,500
- POD SPONSORSHIP: \$6,500
- BREAKFAST: \$3,500 PER BREAKFAST OR \$9,000 BUYOUT
- LUNCH: \$4,500 PER LUNCH OR \$8,000 BUYOUT
- OPENING RECEPTION: \$3,500 PER SPONSOR (UP TO 3) OR \$9,000 EXCLUSIVE
- WEDNESDAY NIGHT DINNER: \$3,500 PER SPONSOR (UP TO 3) OR \$9,000 EXCLUSIVE
- CONFERENCE BREAK STATIONS: \$2,500 PER BREAK STATION OR \$8,000 BUYOUT
- BADGE EMAILING: \$1,500 EXCLUSIVE
- BADGE LANYARDS: \$1,000 EXCLUSIVE
- INTERNET WI-FI: \$3,500 EXCLUSIVE
- HOTEL KEY CARDS: \$1,000 EXCLUSIVE

