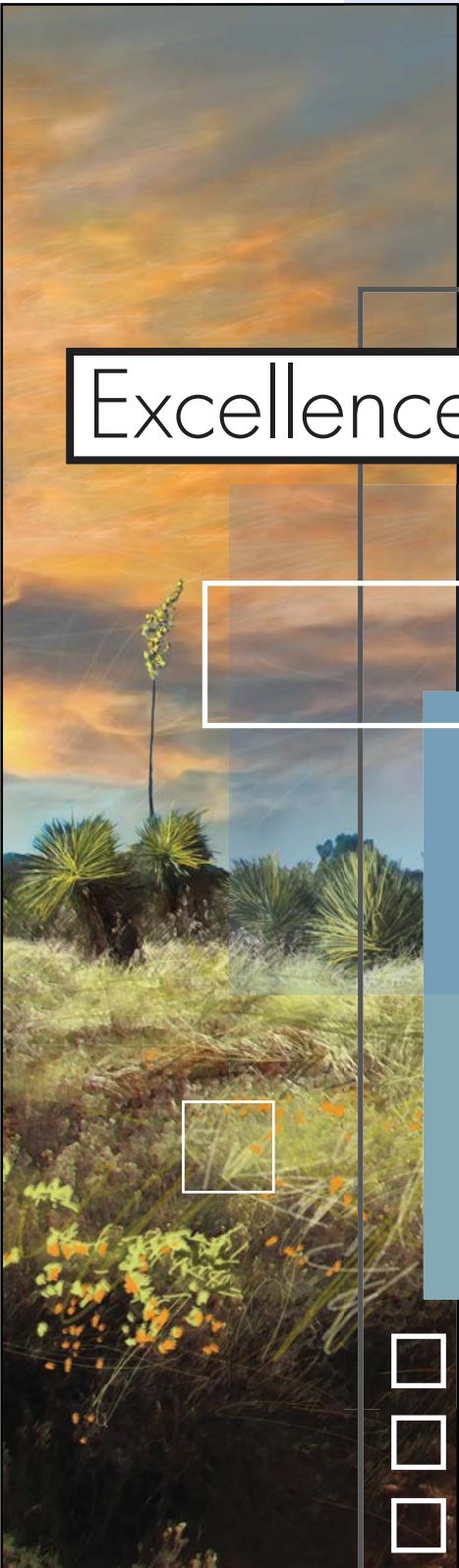




2017 SPONSOR PROGRAM

Excellence in Local Government



Arizona City/County Management Association

Mission:

To promote local government excellence, professionalism and ethics by providing education, training, information exchange, professional support and mentoring to local government management professionals, students, faculty, elected officials, and the public at-large.

Vision:

The Arizona City/County Management Association (ACMA) will assist local government management professionals in building sustainable communities that improve residents' lives. Arizona's cities, towns, and counties will continue to be recognized for being professionally managed by knowledgeable and ethical leaders who are committed to the best interests of the diverse communities they serve.

Our Impact:

Arizona is a young and rapidly growing state where the quality of local government leadership makes a significant difference in the economic vitality and quality of life in each community.

The Arizona City/County Management Association provides education, training, and mutual exchange of information to increase the proficiency of Arizona's local government management professionals, with the goal of strengthening the quality of Arizona's local governments.

Arizona has a strong tradition of council-manager governance, in which the professional manager is the chief executive officer who provides consistent day-to-day implementation and control over local government staff, programs and budget and serves as the chief policy advisor to elected officials. This tradition empowers Arizona's cities, towns and counties through long-term professional leadership that can maintain focus on the stability, prosperity and best interests of the community beyond changes that may occur in election cycles.

Managers in city, town and county governments, in partnership with elected officials and engaged citizenry, make key decisions on local services, resource allocation, infrastructure, arts and culture, the natural and built environments and health and human services that have powerful impacts today and into the future. Key decision-makers, they also serve as primary policy advisors to elected officials at the local level.

The Arizona City/County Management Association, through its educational, networking and consulting programs and services, provides critical support needed by local professional city, town and county managers.



Programs and Services

ACMA serves experienced and new local government managers, and the students who aspire to serve in those roles, with the following programs and services:

- Two annual conferences, held in February and July, where top-level managers of local government network, share ideas, and hear from thought leaders in the industry
- Training events and webinars on current topics relevant to public administration, in partnership with the Urban Land Institute, the Alliance for Innovation, and the International City/County Management Association (ICMA)
- Presentations on excellence in local government at League of Arizona Cities and Towns conferences and newly-elected officials trainings
- The Senior Advisor Program which provides the counsel, experience and support of retired members of the profession available to local government managers and assists cities with council-manager plans or charter changes regarding management
- Recognition and awards for high achievement in professional excellence in local government
- One scholarship for new professionals through the Charles A. Esser Scholarship and one Marvin A. Andrews Scholarship/Internship for Arizona graduate students who aspire to a career in local government management
- Two scholarships per year for mid-career professionals to attend the Harvard Senior Executives in State and Local Government Program
- Mentoring program for new professionals
- Opportunity to participate in the Next Generation Leadership Conference in partnership with the Alliance for Innovation and the Women Leading Government Symposium
- Communication through a newsletter distributed to members six times annually, frequent e-mail blasts and social media
- Website available to members and the public

The range and substance of ACMA's programs and services is made possible through the generous support of our sponsors.



Our Sponsors

Your sponsorship is critical to ACMA's year-long offering of programs and services that reach city, town and county managers across Arizona. When your firm sponsors ACMA, you support all of the programs offered throughout the year, including conferences, presentations, webinars, mentoring and publications.

Eight Great Reasons to Sponsor ACMA!

- 1 Heighten your organization's name and brand recognition within the local government community
- 2 Penetrate the local government market
- 3 Maximize your marketing efforts through unparalleled exposure
- 4 Strategically position your organization before key local government decision-makers and primary purchasers
- 5 Drive buyers to your booth and boost your overall conference success
- 6 Make valuable personal contacts
- 7 Strengthen existing customer relationships
- 8 Generate leads that result in sales during and after the conferences

We are sincerely grateful to the organizations that have provided sponsorship support to ACMA:

Aetna	Enterprise Fleet Management	RBC Capital Markets
Ameresco	Envisio	RDS
American Fidelity	Erin P. Collins and Associates	Ritchie Bros. Auctioneers
Assurance Company	ESI	Rural/Metro
AndersonPenna Partners	FirstSouthwest	SAFEbuilt
Arizona Lottery	Granicus	Salt River Project
Arizona Municipal Risk	Grand Canyon University	Severn Trent Services
Retention Pool	Greenberg Traurig	Siemens
Arizona Public Employers	Gust Rosenfeld	smartworksplus
Health Pool	H2 Group	Southwest Gas
Arizona Public Service	Honeywell	Squire Patton Boggs
BBVA Compass	H-PACT	Stifel
BMO Harris Bank	Humana Arizona	Sundt Companies
BELFOR	IBM Corporation	TCPN
Cigna	ICMA Retirement	The Professional Group
Climatec	Corporation	Public Consulting, Inc.
Comcast	iXP Corporation	TischlerBise
Core Construction	Kasdan LippSmith	Torres Consulting &
Cost Control Associates	Weber Turner	Law Group
Cox Business	LKQ	Triadvocates, LLC
Davidson Fixed	McCann Associates	W.C. Scoutten, Inc.
Income Management	Piper Jaffray	Wedbush Securities
EcoVerde	Public Trust Advisors	Willdan



Conferences

Sponsors at the Silver, Gold and Platinum levels mix and mingle with attendees at the ACMA Winter and Summer Conferences.

Who attends? The top local government officials in Arizona's cities, counties and towns, including:

- City, town and county managers
- City, town and county assistant and deputy managers
- Other local government officials including finance, procurement, infrastructure and programs managers
- Government and public policy faculty and students

Interaction between sponsors and attendees is an important feature of the conferences.

- Sponsor Breakfast Session: Sponsors are invited to propose topics and provide educational presentations
- Platinum sponsors may host conference events, with logo placement and introduction from the podium
- Lists of attendees including sponsors' representatives will be distributed in advance to sponsors

Winter Conference

February 1-3, 2017 in Sedona, AZ

Networking Opportunities:

- Opening Reception and Sponsor Recognition
- Breakfast and Sponsor Session
- Luncheon and Annual Business Meeting
- Reception, Banquet and Awards Ceremony

Summer Conference

July 19-21, 2017 in Marana, AZ

Networking Opportunities:

- Opening Luncheon and Sponsor Recognition
- Breakfast and Sponsor Session
- Relaxed, Informal Networking
- Gabe Zimmerman Public Service Awards



Sponsor Benefits

BENEFITS	SILVER \$2,000	GOLD \$3,000	PLATINUM \$4,500
Conference Registrations	One registration Choice of one conference	Two registrations Sponsor's choice of conferences	Four registrations Sponsor's choice of conferences
Sponsor Breakfast Session	One topic submission	One topic submission	One topic submission
Inclusion in List of Sponsors Attending the Conferences	YES	YES	YES
Exhibit space (Upon Request)	N/A	Available at one conference for additional \$500	YES Available at both conferences
Sponsor Recognition on Conference Signage	Sponsor Name	Sponsor Name	Sponsor Logo
Sponsor Recognition on ACMA Website	Sponsor Name	Sponsor Name and Web Link	Sponsor Logo and Web Link
Discount on Ad Rates in ACMA Newsletter	10% (\$900/6 ISSUES)	25% (\$750/6 ISSUES)	50% (\$500/6 ISSUES)
Hosting Opportunities: Conference Breaks & Lanyards	N/A	YES (See Chart Below)	YES (See Chart Below)
Hosting Opportunities: Conference Meal Functions	N/A	N/A	YES (See Chart Below)

Select from among the following:

SPONSORSHIP OPPORTUNITIES FOR PLATINUM & GOLD SPONSORS	WINTER CONFERENCE	SUMMER CONFERENCE
A.M. or P.M. Break	\$500	\$500
Lanyard Sponsor	\$500	\$500
Thursday Lunch (Platinum)	\$1,500	\$1,000
Wednesday Evening (Platinum)	\$1,000 Reception	\$1,000 Reception
Thursday Evening (Platinum)	\$3,000 Reception and Awards Banquet	\$1,000 Reception

"We sponsor ACMA to show support for the cities, towns and counties we work with, and we attend the conferences to network with decision-makers."

- Nick Dodd,
RBC Capital Markets

"City and county managers are the key to what goes on in a municipality; they are pivotal to operations and policy decisions."

- Evelyn Casuga,
Former Arizona Public
Service Employee



Sponsor Benefits

Showcase Your Organization at a Sponsor Breakfast Session

Sponsor breakfast sessions are a key opportunity to educate conference participants on current topics in your industry that are relevant to local governments.

These sessions are an enriched opportunity for interaction with local government managers to share ideas and innovations, and to discover areas of mutual interest. Content must be designed to educate and inform but not advertise the products and services of the sponsors.

All levels of sponsors may propose topics for the session. The sponsor's registered conference attendee will lead a brief presentation.

Session topics will be selected by the ACMA Planning Committee and may be limited by space availability.

PROPOSAL SUBMISSION:

Proposals Due By:

Winter Conference proposal due by December 16, 2016
Summer Conference proposal due by May 12, 2017

Proposed Title & Topic (a single 8.5 x 11 sheet of paper may be attached providing further description):

Organization: _____

Contact Name: _____

Contact Title: _____

Email: _____ Telephone: _____

Send to: Samantha Womer at swomer@azleague.org



Complete and Return This Page

BENEFITS	SILVER \$2,000	GOLD \$3,000	PLATINUM \$4,500
Sponsorship Level	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____
Newsletter Ad	<input type="checkbox"/> \$900	<input type="checkbox"/> \$750	<input type="checkbox"/> \$500
Host: A.M. or P.M. Break	N/A	<input type="checkbox"/> Winter \$500 <input type="checkbox"/> Summer \$500	<input type="checkbox"/> Winter \$500 <input type="checkbox"/> Summer \$500
Host: Thursday Lunch	N/A	N/A	<input type="checkbox"/> Winter \$1,500 <input type="checkbox"/> Summer \$1,000
Host: Thursday Evening	N/A	N/A	<input type="checkbox"/> Winter \$3,000 <input type="checkbox"/> Summer \$1,000
Conference Lanyard Sponsor	N/A	<input type="checkbox"/> Winter \$500 <input type="checkbox"/> Summer \$500	<input type="checkbox"/> Winter \$500 <input type="checkbox"/> Summer \$500
TOTAL			

The conference lanyard and event sponsorships are on a first-come, first-served basis.

Organization: _____

Contact Name: _____ Contact Title: _____

Phone Number: _____ Email Address: _____

Address: _____ City: _____ Zip: _____

Key Dates

For inclusion in the 2017 Winter Conference registration material, commitment is due January 13, 2017.

Platinum sponsors please send your logo by January 13, 2017.

Sponsorship and hosting payments are due no later than March 3, 2017.

Ad payments are due before advertisements run.

Make checks payable to:

Arizona City/County Management Association

Mail Payment to: ACMA, 1820 W. Washington Street, Phoenix, AZ 85007 Fax: 602.253.3874



Contributions or gifts are non-deductible as charitable contributions.

For additional information please contact Samantha Womer at 602.258.5756 or swomer@azleague.org



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Sponsor Code of Ethics

To further the mission and goals of the ACMA Sponsorship Program and to reinforce ACMA's continuing commitment to enhancing the quality and professionalism of local government, a corporate code of ethics (mirroring the ideals embodied in ICMA's Code of Ethics) was adopted by ACMA's board in September 2005 to guide sponsors in their activities with ACMA and its members. These principles shall govern the conduct and actions of ACMA Sponsors, who shall:

Be dedicated to the concepts of effective and democratic local government by responsible elected officials and believe that professional management is essential to achieving these goals.

Affirm the dignity and worth of the services rendered by government and maintain a constructive, creative, and practical attitude toward local government affairs.

Be dedicated to the highest ideals of honor and integrity in all facets of the relationship, so that the partners merit the respect and confidence of members of the corporate organization and members of ACMA, local government elected officials and employees, and the public.

Recognize that the chief function of local government at all times is to serve the best interests of the public.

Recognize and support ACMA members' commitment to career-long learning and improvement of local government management techniques.

Encourage communication and participation in information-sharing among the private sector, local government, and the public.

Resist any encroachment on local government managers' professional responsibilities, believing that professional local government managers should be free to carry out official policies without outside interference or influence.

Respect the open, competitive purchasing process of local governments, and provide full value in any goods or services for which public funds are accepted.

Neither seek nor grant favors; believe that aggrandizement or profit secured by the use of confidential information, abuse of trust, or the promise of personal enrichment is dishonest.

As a Sponsor of ACMA I agree to abide by the ACMA Sponsor Code of Ethics:

Name: _____

Title: _____

Organization: _____

Signature: _____

Date: _____

Please fill out the information above and include with sponsor commitment page.

