

# SPONSOR PROGRAM 2019

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 governments 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 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
- Participation in Women Leading Government program and training through collaboration with ICMA Women Leading Government initiative
- 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.*

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

<b>Abacus Project Management</b>	<b>Kairos Health Arizona</b>
<b>Ameresco</b>	<b>Kasdan LippSmith</b>
<b>Arizona Municipal Risk</b>	<b>Weber Turner</b>
<b>Retention Pool</b>	<b>LimeBike</b>
<b>Arizona Public Service</b>	<b>McKinstry</b>
<b>Banner   Aetna</b>	<b>Midstate Energy</b>
<b>BBVA Compass</b>	<b>Peckham &amp; McKenney</b>
<b>BMO Harris Bank</b>	<b>Piper Jaffray</b>
<b>Central Arizona Project</b>	<b>Public Trust Advisors</b>
<b>CenturyLink</b>	<b>Pueblo Mechanical &amp;</b>
<b>Cigna</b>	<b>Controls, Inc.</b>
<b>Climatec</b>	<b>RBC Capital Markets</b>
<b>Comcast</b>	<b>SAFEbuilt</b>
<b>Core Construction</b>	<b>Salt River Project</b>
<b>Cost Control Associates</b>	<b>Schneider Electric</b>
<b>Cox Business</b>	<b>Severn Trent Services</b>
<b>Decision Lens</b>	<b>Siemens</b>
<b>Enterprise Fleet Management</b>	<b>Southwest Gas</b>
<b>Envisio</b>	<b>Squire Patton Boggs</b>
<b>Erin P. Collins and Associates</b>	<b>Stifel</b>
<b>FirstSouthwest</b>	<b>TischlerBise</b>
<b>Greenberg Traurig</b>	<b>Triadvocates, LLC</b>
<b>Gust Rosenfeld</b>	<b>Tucson Electric Power</b>
<b>Haydon Building Corporation</b>	<b>UMB Bank</b>
<b>H-PACT</b>	<b>United Healthcare</b>
<b>Holman Capital</b>	<b>Wedbush Securities</b>
<b>ICMA Retirement</b>	<b>Willdan</b>
<b>Corporation</b>	
<b>Inframark</b>	
<b>ITC Holdings</b>	



# 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 program managers
- Government and public policy faculty and students

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

- Sponsor Session: Sponsors are invited to propose topics and provide educational presentations
- Platinum sponsors may host conference meal functions, which include logo placement and recognition
- Platinum sponsors and gold sponsors may host networking breaks and sponsor conference lanyards
- Lists of attendees including sponsors' representatives will be distributed in advance to sponsors

## **Winter Conference**

*January 30 – February 1, 2019 in Sedona, AZ*

### **Networking Opportunities:**

- Opening Reception and Sponsor Recognition
- Networking Breakfasts and Breaks
- Sponsor Session
- Luncheon and Annual Business Meeting
- Reception, Banquet and Awards Ceremony

## **Summer Conference**

*July 17 – 19, 2019 in Tucson, AZ*

### **Networking Opportunities:**

- Opening Luncheon and Sponsor Recognition
- Evening Receptions
- Networking Breakfasts and Breaks
- Sponsor Session
- 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 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. Available on a first-come, first-serve basis.

SPONSORSHIP OPPORTUNITIES FOR PLATINUM & GOLD SPONSORS	WINTER CONFERENCE	SUMMER CONFERENCE
A.M. or P.M. Break	\$500	\$500
Lanyard Sponsor <i>*Sponsor must provide 250 of own printed lanyards</i> <i>*Lanyard must be delivered by December 21, 2018</i>	\$500	\$500
Thursday Lunch (Platinum)	\$1,500 Annual Business Luncheon	\$1,000 Opening Luncheon
Wednesday Evening (Platinum)	\$1,000 Reception	\$1,000 Reception
Thursday Evening (Platinum)	\$3,000 Dinner and Awards Banquet	\$1,000 Reception



# Sponsor Benefits

## **Showcase Your Organization at a Sponsor Session**

ACMA is offering a unique opportunity for our sponsors this year, entitled the “Sponsor Learning Labs” session. The ACMA Planning Committee invites all sponsors interested to submit an idea for a short session on a topic that you believe is important to local government. The ACMA Planning Chair and Vice Chair will be selecting two sessions that are provided 15 minutes each during the conference and a third session deemed of particular interest that will be provided more time, as available.

Selection of topics will be based on criteria such as:

- Is this session relevant and important to local government?
- Might the topic be thought-provoking and of interest to our membership?
- Is the topic geared toward helping our broad base of members learn something new?

All levels of sponsors may propose one learning lab topic. Final learning lab topics will be selected by the ACMA Planning Committee; the number of topics selected may be limited by time availability. Details for the proposal submittal requirements and timelines follow.

- Winter Conference Proposals are due by end of day, Friday, December 7, 2018
- Summer Conference Proposals are due by end day, Friday, June 7, 2019
- Send proposals by email to [info@azmanagement.org](mailto:info@azmanagement.org)
- Proposals should include a brief description of the topic and why you believe the topic to be an important and relevant learning opportunity for ACMA participants. Also include a one paragraph bio for the proposed speaker(s).
- Final results of the selection process will be shared with all those who submitted and as soon as possible



# 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: Sponsor Booth	N/A	<input type="checkbox"/> Winter \$500 <input type="checkbox"/> Summer \$500	Included
Host: Thursday Lunch	N/A	N/A	<input type="checkbox"/> Winter \$1,500 <input type="checkbox"/> Summer \$1,000
Host: Wednesday Evening	N/A	N/A	<input type="checkbox"/> Winter \$1,000 <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 <i>*Sponsor must provide 250 of own printed lanyards</i> <i>*Lanyard must be delivered by December 21, 2018</i>	N/A	<input type="checkbox"/> Winter \$500 <input type="checkbox"/> Summer \$500	<input type="checkbox"/> Winter \$500 <input type="checkbox"/> Summer \$500
<b>TOTAL</b>			

*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 2019 Winter Conference registration material, commitment is due January 4, 2019.

Platinum sponsors please send your logo by January 4, 2019.

Sponsorship and hosting payments are due no later than March 15, 2019.

**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



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### Contributions or gifts are non-deductible as charitable contributions.

For additional information please contact Emily Webb at 602.258.5756 or info@azmanagement.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.**

