2019 IPMA-HR INTERNATIONAL TRAINING CONFERENCE & EXPO
September 22-25, 2019 | Miami, Florida

Rediscover the Magic of HR! Ignite Your Spark in Miami!
Dear Valued Exhibitors and Sponsors:

I am delighted to invite you to the 46th Annual IMPA-HR International Training Conference & Expo in Miami, Florida from September 22-25, 2019. Our Conference is the premier networking and training event for human resources leaders and professionals in the public sector. The conference and expo provide exhibitors and sponsors many great opportunities for interacting and establishing relationships with key decision-makers in the public HR field.

Our attendees represent all levels of government and will come to Miami from around the world to learn the latest in HR management, services and products. We have designed our conference and expo to maximize networking and opportunities for exhibitors and attendees to connect. Receptions and refreshment breaks on the exhibit floor offer valuable, convenient networking opportunities to connect with attendees.

According to the 2018 attendee and exhibitor survey:
• Over 60% of registrants are repeat conference attendees.
• 65% of registrants possess 11 or more years of HR experience.
• 95% of registrants say the conference meets or exceeds their expectations.
• 20% of attendees are millennials, an increase from 15% in 2017.

The 2019 Conference will be held in Miami, FL at the Hyatt Regency Miami.

We are expecting fantastic record turnout at the 2019 Conference and Expo. Please review the prospectus and return your application promptly to ensure your space is secured as one of our elite exhibitors. If we can answer any questions, please don’t hesitate to give our office a call at (703) 549-7100.

We look forward to seeing you in Miami!

Sincerely,

Neil E. Reichenberg
Executive Director
Exhibit & Sponsorship Opportunities

The 2019 IPMA-HR International Training Conference & Expo will be held in Miami, FL. The conference will provide an enhanced opportunity to reach public sector human resources professionals and key decision makers.

About IPMA-HR

Since 1973 the International Public Management Association for Human Resources (IPMA-HR) has been the premier non-profit organization representing the interests of more than 100,000 human resources professionals at all levels of federal, state and local government, as well as worldwide. IPMA-HR’s mission is to provide human resources leadership and advocacy on issues such as: classification, compensation, performance management, and improving recruitment and retention, plus professional development, as well as information services to enhance organizational and individual performance in the public sector.

2019 IPMA-HR International Training Conference & Expo

The International Training Conference & Expo is part of IPMA-HR’s overall mission to promote excellence in public sector human resources management. The conference draws hundreds of human resources professionals from the local, state, and federal levels of government around the world. Conference participants include individuals who develop, administer, coordinate and manage the recruitment, selection, labor relations, classification/compensation, employee development, performance measurement, EEO and benefits administration of personnel.

The Conference Attracts Top Industry Leaders & Buyers

Conference attendees/IPMA-HR members represent: 1) U.S. agencies conducting HR functions at the federal, state and local levels of government, and special/school districts, 2) international agencies conducting HR functions outside the U.S. and 3) independent consulting groups or other for-profit or private sector companies.

QUESTIONS? Call Betty Sayler Youles at 703.963.3265 or betty@ahi-services.com.
Why Exhibit?
Reach a receptive worldwide audience of top-level public sector executives — representing local, state, federal, and worldwide levels of government. If you manufacture, represent, distribute, or sell products/services in the following categories you can not afford to miss this conference.

Assessment Tools and Training (Police, Fire, Corrections, Telecommunications, Administrative Support) • Broadbanding and Pay for Performance • Classroom Resources • Compensation, Benefits, Learning, and Development Seminars Software • Wellness • Employee Recognition • Employee Surveys • Examination and Recruitment Planning • FMLA, FEHA, VAWA, ADA Information • Government Agencies • HireStory • HR and Payroll Computer Systems • Insurance Brokers • Classification and Compensation Consultants • Motivational Materials • Performance Management Programs • Publishers • Recruitment • Retirement Tools • Risk Management • Safety Products • Salary Data and Software • Standardized Test Products • Stress Relievers • Test Products • Training & Technical Assistance • Training Videos/DVDs on HR Topics • Workforce Planning Tools

Exhibitors will have access to 500+ highly qualified, key purchasing decision makers. A majority of conference registrants confirm that they buy products/services directly from IPMA-HR exhibitors!

General Information

Conference Dates:
September 22-25, 2019

Expo Dates:
September 22-24, 2019

Location:
Hyatt Regency Miami

Reservations:
(305) 358-1234

Rates:
$149 + tax (single.double)

Exhibit Size:
8’ x 10’ booth space

Join exhibitors including:
• ADP • Aegias • Aetna • Arthur J Gallagher & Co. • Careers in Government • CivicHR • Colonial Life • Columbia Southern University • Cornerstone OnDemand • Ergometrics • HRCI • KRONOS • MassMutual • MetLife • NEOGOV • Oracle • Segal Consulting
2018 Fee Structure

8’ x 10’ Booth $2,500

Schedule

Set Up:
Sunday, September 22
Noon – 4:30 p.m. Move-in

Exhibit Hours:
Sunday, September 22
5:00 p.m. – 7:00 p.m. Presidents’ Welcome Reception

Monday, September 23
8:00 a.m. – 9:00 a.m. Continental Breakfast
10:15 a.m. – 11:00 a.m. AM Coffee Break
2:00 p.m. – 3:00 p.m. Refreshment Break
5:00 p.m. – 6:00 p.m. Networking Happy Hour

Tuesday, September 24
8:00 a.m. – 9:00 a.m. Continental Breakfast
10:15 a.m. – 11:00 a.m. AM Coffee Break & Prize Drawing
12:00 p.m. Expo Close

Tear Down:
Tuesday, September 24 After 12:00 p.m.
(Hall must be vacated by 5:00 p.m.)

Staffing exhibit is optional during general/concurrent sessions. The Presidents’ Welcome Reception, continental breakfast, lunch, and refreshment breaks are held each day on the Exhibit floor. Prize drawings will be held in the Expo during the final hours.

Each exhibit booth includes:

- 8’ x 10’ booth with header sign
- One complimentary full conference registration (includes tickets to all social activities and the invitation only reception)
- Two complimentary booth personnel registrations (access to tradeshow, tickets may be purchased for social events)
- One invitation to President’s VIP reception.
- Complimentary listing on the conference website and in the conference app
- Guaranteed exposure and visibility to key HR decision makers. This is an opportunity to grow your business and position yourself as industry leader.
- Proven traffic builders—Presidents’ Welcome Reception/continental breakfasts/prize drawings in the exhibit hall

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Conference Dates: September 22-25, 2019 ▶ Expo Dates: September 22-24, 2019
Platinum Level Partner

Platinum Level Partners Receive:

- An opportunity to present an educational session at the conference. Showcase your organization’s expertise in human resources management through case studies or best practices. (ONLY AVAILABLE TO FIRST 5 REGISTRANTS)
- Three complimentary full conference registrations. Includes tickets to all social activities.
- Company logo with link to company web site used in all conference email marketing pieces
- Sponsor will be invited to address the audience during event.
- One complimentary mobile app banner ad
- 8’ x 10’ booth
- Benefits package
- $500 discount for returning sponsor

Sunday, September 22, 2019
Presidents’ Welcome Reception $20,000 (multiple available)
The excitement starts here at the Exhibit Hall Grand Opening as 500+ public sector HR professionals are introduced to the week’s activities. Seasoned attendees and conference newcomers network with their peers. Your organization will capture their undivided attention BEFORE the conference officially opens!

Monday, September 23, 2019
Awards Luncheon (multiple available) $20,000
Attendees gather to recognize the 2018 recipients of the IPMA-HR Awards for Excellence. Recognition includes your organization’s logo displayed prominently on the awards luncheon program and displayed on the screens. One table adjacent to the stage will be reserved for sponsor.

Monday Networking Happy Hour Reception $17,500
A perfect opportunity to network with conference attendees, Sponsor and Exhibitors. You will be invited to address the attendees and distribute promotional materials. Your company logo will be prominently displayed on welcome and directional signage. Guests will enjoy drinks and light fare.

Tuesday, September 24, 2019
Annual Celebration Reception $17,500 (multiple available)
Distribute your promotional materials and create a lasting impression on attendees as they celebrate the closing of another successful conference and look forward to 2020. The evening function will include hors d’oeuvres and entertainment. You will be invited to address the attendees.

Tuesday Boxed Lunch with Exhibitors $15,000 (multiple available)
Highlight your presence during the final hours of the Expo! Includes a complimentary vendor showcase demo during lunch.

Tuesday Morning Prize Drawing/Conference Send-off Refreshment Break $15,000
Highlight your presence during the final break of the Expo! You will be invited to address the attendees and lead the Prize Drawing process. Your company logo will be predominately displayed on welcome and directional signage. What a great send-off for the participants of the 30th Annual IMPA-HR International Training Conference & Expo!
Gold Level Partner

Gold Level Partners Receive:

- Two complimentary full conference registrations (includes tickets to all social activities)
- 8’ x 10’ booth
- Benefits Package
- $500 discount for returning sponsor

Conference Tote Bags $10,000
Distributed at registration, your logo will be carried throughout the event and into the future.

Continental Breakfast (3 available) $7,500
IPMA-HR will offer three continental breakfasts during the conference. Sponsor will receive recognition in all marketing materials and event stage.

Continental Breakfast Monday & Tuesday $8,500
Kick off the morning with a continental breakfast and an opportunity to network with conference attendees. Your company logo will be predominately displayed on welcome and directional signage.

Closing Networking Breakfast Wednesday $7,500
Start the final conference day with a continental networking breakfast. Your company logo will be predominately displayed on welcome and directional signage.

Charging Station $7,500
A high exposure charging station for all those necessary electronic devices. The charging station will be located in the conference registration area. The fee includes custom sponsor graphics.

Conference Onsite Guide & Mobile App $7,500
The app is the fastest and most accurate resource for obtaining and tracking information on vendors, sessions, speakers and networking events! Have your logo or ad and hyperlink predominately displayed on the front page and QR scan signage in registration.

Conference T-Shirts $7,500
IPMA-HR will design and print the highly desirable t-shirts to include your company logo.

Plenary Address $7,500
(4 co-sponsored plenary available)
A prestigious sponsorship! Highlight your company to virtually the entire group of industry buyers. You will be invited to address the audience and circulate promotional materials on ballroom seating.

Silver Level Partner

Silver Level Partners Receive:

- One complimentary full conference registration (includes tickets to all social activities)
- 15% discount on conference app advertising rates
- Benefits Package
- $500 discount for returning sponsor

Badge Lanyards $5,000
A singular sponsor will benefit from this option for constant visibility of their firm’s name!

Stress Relief Lounge $5,000
Attendees will connect and recharge with complimentary massages. Includes one adjoining 8X10 booth, two professional massage therapists and equipment during all Expo hours.

Daily Conference WiFi $5,000
Keep attendees connected by sponsoring one or more days of internet provided in the general conference areas. Work with IPMA to help create a special password to incorporate your company brand.

Bronze Level Partner

Bronze Level Partners Receive:

- One complimentary full conference registration (includes tickets to all social activities)
- Benefits Package

Networking Breaks (4 available) $2,500
Refreshment areas in the exhibit hall and outside the sessions are highly visible centers of activity during breaks. Provide company-branded napkins or coffee cups to enhance your exposure.

Government Affairs Update $2,500
IPMA-HR’s Executive Director Neil Reichenberg delivers an update on current government issues impacting HR management. This highly attended session will give your company exclusive exposure in the session and program.

Concurrent Sessions $2,500
Includes signage, program and session moderator recognition. Sponsor may display literature in room.*
Promotional Opportunities

Advertising
The conference mobile app will be downloaded and used by all attendees as the only onsite resource. Don’t miss this opportunity to advertise your company’s products and services.

Exhibitors/Sponsors
Horizontal Banner — $500

Non-Exhibitors/Sponsors
Horizontal Banner — $750

Can’t find a level that’s right for you?
Have an idea for a special event or sponsorship?

CONTACT QUESTIONS?
Call Betty Sayler Youles at 703.963.3265 or email betty@ahi-services.com to customize your sponsor package!
CONTRACT
for Exhibit Space & Sponsorship
International Public Management Association for Human Resources (IPMA-HR)
International Training Conference & Expo
September 22-25, 2019 (Expo Dates: Sept. 22-24)  |  Hyatt Regency Miami  |  Miami, FL

CONTACT INFORMATION
Organization ________________________________________________________________________________________________
Address_____________________________________________________________________________________________________
City___________________________________________________ State_______________________ Zip______________________
Submitted by____________________________________________ Title ________________________________________________
Tel #__________________________________ Email__________________________________ Web site __________________________________

EXHIBIT
8’ x 10’ EXHIBIT SPACE __________________# of booths x $2,500 = $_______________ total
Preferred Exhibit Space Locations:  #1_______ #2_______ #3_______ #4_______
Products/firms that you prefer to be in close proximity: Products/firms that you prefer NOT to be in close proximity:
______________________________________________________________________________________________
______________________________________________________________________________________________
EXHIBITING TERMS – A 50% non-refundable deposit is due with application or within 2 weeks of invoice date, with a balance due by June 24, 2019. An exhibitor agrees that all provisions in the Exhibit Rules and Regulations are part of a formal contract for rental of exhibit space. Details concerning space assignment, show hours, decorating and shipping will be provided in ample time for advance planning.

SPONSORSHIP
SPONSORSHIP PACKAGE _______________________________________________  $ _________________________________

TOTAL EXHIBIT & SPONSORSHIP $_____________________________________________________
Signature_________________________________________________________________________ Date _________________________________

PAYMENT INFORMATION
Check payable to: IPMA-HR
P.O. Box 519
Selbyville, DE 19975
Credit Card Payments
Total Charges $ __________________
□ VISA □ MasterCard
Credit Card # ___________________________ Security Code ______________________
Expiration Date ___________________________ Cardholder’s Name ______________________
_______________________________________ Signature ______________________________________
Card Billing Address _______________________

RETURN APPLICATION TO:
IPMA-HR  ■  P.O. Box 519  ■  Selbyville, DE 19975
(703) 963-3265  ■  Fax (302) 436-1911  ■  betty@ahi-services.com
General Information

Booth Assignment
Booth assignments will not be made until deposit is received. Space assignments are made based upon a neutral priority point system that takes into account: frequency, prior, and current level of exhibit participation, sponsorship level, and the date an application has been received.

Application Procedure
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Send a completed application/contract to:

**IPMA-HR**
Attn: Betty Sayler Youles
P.O. Box 519
116 W. Church Street
Selbyville, DE 19975
(703) 963-3265
(302) 436-1911 fax
betty@ahi-services.com

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INTERNATIONAL TRAINING CONFERENCE & EXPO

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SEPTEMBER 22-25, 2019 | MIAMI, FL

Exhibit/Sponsorship Details:
Betty Sayler Youles
PO Box 519
116 W Church Street
Selbyville, DE 19975
(703) 963-3265
(302) 436-1911 fax
betty@ahi-services.com

IPMA-HR Conference/Registration/Membership Details:
IPMA-HR
1617 Duke Street
Alexandria, VA 22314
(703) 549-7100
(703) 963-3265
(703) 684-0948 fax
meetings@ipma-hr.org
membership@ipma-hr.org
www.ipma-hr.org