

NORTHEAST CHAPTER  
**NEC**  
AAAE



AIRPORTS  
& *me* 

PORTLAND, MAINE AUGUST 18-20, 2019



OUR HOST: PORTLAND INTERNATIONAL AIRPORT



**EXHIBITOR & SPONSOR PROSPECTUS**

# WHY EXHIBIT?

THE NEC AAAE ANNUAL CONFERENCE BRINGS TOGETHER MORE THAN 300 AIRPORT EXECUTIVES, DECISION-MAKERS, POWER BROKERS, AND POTENTIAL PARTNERS AFFILIATED WITH AIRPORTS FROM THE NORTHEAST AND ACROSS THE COUNTRY. THIS CONFERENCE PROVIDES THE OPPORTUNITY TO SHOWCASE YOUR COMPANY AND IMPROVE YOUR VISIBILITY TO THIS EXCLUSIVE AUDIENCE.



# EXHIBIT OPTIONS

THE FOLLOWING EXHIBITOR FEES INCLUDE ONE FULL CONFERENCE REGISTRATION AND ADMITTANCE TO ANY EVENTS OR GENERAL SESSIONS, AND ONE 8X10 BOOTH RENTAL. ADDITIONAL BOOTH STAFF WILL REQUIRE FULL REGISTRATIONS AT \$685/MEMBER OR \$800/NON-MEMBER.

- ✈ EXHIBITOR CORPORATE MEMBER **\$1,600**
- ✈ EXHIBITOR CORPORATE NON-MEMBER **\$1,700**
- ✈ EXHIBITOR ADDITIONAL BOOTH STAFF CORPORATE MEMBER **\$685**
- ✈ EXHIBITOR ADDITIONAL BOOTH STAFF CORPORATE NON-MEMBER **\$800**

104	105	106					107	108	109	110	111	112
103												
102	113	114	115	116	117	118	119					
101	120	121	122	123	124	125	126					
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**NORTHEAST CHAPTER**  
**NEC**  
 AAAE

# SCHEDULE AT A GLANCE AND EXHIBIT HOURS

## SATURDAY, AUGUST 17, 2019

9:00 AM – 1:00 PM ..... AAAE ACCREDITATION PROFESSIONAL DEVELOPMENT PRIMER  
 8:00 AM – 4:00 PM ..... ADVANCED ASOS  
 4:00 PM – 5:30 PM ..... BOARD MEETING

## SUNDAY, AUGUST 18, 2019

8:00 AM – 4:00 PM ..... ADVANCED ASOS  
 7:00 A.M. – 4:00 PM ..... EXHIBITOR SET UP  
 10:00 AM – 4:00 PM ..... GOLF  
 10:00 AM – 4:00 PM ..... TOUR OF PORTLAND, ME ATTRACTIONS  
 4:00 PM – 5:00 PM ..... ED AND CARL SPEAK TO BOD ON STRATEGIC PLAN  
 5:00 PM – 7:00 PM ..... ICEBREAKER RECEPTION WITH EXHIBITORS  
 7:00 PM ..... DINNER (ON YOUR OWN)

## MONDAY, AUGUST 19, 2019

7:00 AM – 5:00 PM ..... REGISTRATION  
 7:30 AM – 8:30 AM ..... BREAKFAST WITH EXHIBITORS  
 8:30 AM – 9:00 AM ..... OPENING CEREMONY  
 9:00 AM – 10:00 AM ..... GENERAL SESSION I:  
 ATTRACTING AND RETAINING AVIATION TALENT  
 10:00 AM – 10:30 AM ..... BREAK WITH EXHIBITORS  
 10:30 AM – 11:30 AM ..... GENERAL SESSION II  
 WASHINGTON UPDATE - AAAE  
 11:30 AM – 12:30 PM ..... CHAPTER BUSINESS MEETING  
 12:30 PM – 1:30 PM ..... LUNCH WITH EXHIBITORS  
 1:30 PM – 2:30 PM ..... GENERAL SESSION III  
 SUSTAINABILITY/SOLAR INITIATIVE  
 2:30 PM – 3:30 PM ..... BREAK WITH EXHIBITORS  
 3:30 PM – 4:30 PM ..... GENERAL SESSION IV  
 DIVERSITY AND INCLUSION  
 6:00P M – 9:00 PM ..... EVENING EVENT: LOBSTER BAKE

## TUESDAY, AUGUST 20, 2019

8:00 AM – 12:00 PM ..... REGISTRATION  
 8:30 AM – 9:00 AM ..... BREAKFAST WITH EXHIBITORS  
 9:00 AM – 10:00 AM ..... EXHIBITOR BREAKDOWN  
 9:45 AM – 10:45 AM ..... GENERAL SESSION V  
 CORPORATE COMMITTEE MEETING  
 10:45 AM – 11:00 AM ..... CHAPTER BUSINESS MEETING  
 11:00 AM – 12:00 PM ..... GENERAL SESSION VI  
 RUNWAY SAFETY  
 12:00 PM – 1:30 PM ..... CORPORATE APPRECIATION LUNCHEON  
 WITH KEYNOTE SPEAKER: TRAVIS MILLS, RETIRED UNITED STATES ARMY SERGEANT



# SPONSORSHIP PACKAGES

**SPONSORS WILL HAVE FIRST CHOICE OF BOOTH LOCATION.**

COMPLIMENT YOUR COMPANY'S MARKETING PLAN BY INCREASING YOUR VISIBILITY AS AN OFFICIAL NEC/AAAE ANNUAL CONFERENCE SPONSOR!

INVESTING IN SPONSORSHIP IS A GREAT OPPORTUNITY TO RAISE YOUR COMPANY'S AWARENESS AND ENHANCE RECOGNITION OF YOUR PRODUCTS AND SERVICES TO HUNDREDS OF EXECUTIVES AFFILIATED WITH AIRPORTS FROM THE NORTHEAST AND ACROSS THE COUNTRY.



## GENERAL SESSION SPONSORSHIPS & BENEFITS

### INCLUDES:

- INTRODUCTION OF SPEAKERS
- LOGO DISPLAYED ON CONFERENCE ROOM SCREEN DURING THE GENERAL SESSION
- LOGO DISPLAYED ON CONFERENCE ROOM ENTRYWAY SIGNAGE
- COMPANY BROCHURE (SUPPLIED BY THE SPONSOR) TO BE PLACED AT EACH CONFERENCE ROOM SEAT
- MENTION OF SPONSORSHIP ON CONFERENCE WEB SITE AND SOCIAL MEDIA
- MENTION OF SPONSORSHIP IN CONFERENCE PROGRAM

\$2,500 EACH

6 GENERAL SESSION SPONSORSHIPS AVAILABLE

ALL GENERAL SPONSORSHIPS AS A PACKAGE FOR \$10,000

## PROMOTIONAL SPONSORSHIPS

REGISTRANT GIFT BAGS .....	\$5,000
WI-FI SPONSOR .....	\$5,000
LANYARDS .. <b>SOLD OUT</b> .....	\$4,000
HOTEL KEY CARD .....	\$3,000
CONFERENCE MOBILE PHONE AP <b>SOLD OUT</b> .....	\$2,500

## SPECIAL EVENT SPONSORSHIP & BENEFITS

### INCLUDES:

- PARTNER LOGO DISPLAYED ON SPECIAL EVENT SIGNAGE DURING THE SPONSORED EVENT
- COMPANY BROCHURE (SUPPLIED BY THE SPONSOR) TO BE PLACED AT EACH CONFERENCE ROOM SEAT
- MENTION OF SPONSORSHIP ON CONFERENCE WEB SITE AND SOCIAL MEDIA
- MENTION OF SPONSORSHIP IN CONFERENCE PROGRAM
- LOGO IMPRINTED ON EVENT REFRESHMENT NAPKINS (WHERE APPLICABLE)

ICEBREAKER/WELCOME RECEPTION .....	\$5,000
OPENING CEREMONY (2 AVAILABLE) .....	\$7,500
GOLF TOURNAMENT (2 AVAILABLE) .....	\$7,500
SUNDAY ACTIVITY SP <b>SOLD OUT</b> .....	\$5,000
CORPORATE APPRECIATION LUNCHEON .....	\$7,500
REFRESHMENTS W/EXHIBITORS - TWO DAYS .....	\$5,000
MONDAY LUNCH W/EXHIBITORS .....	\$4,000
THEMED HOSPITALITY SUITE, TWO <b>SOLD OUT</b> .....	\$5,000

CO-SPONSORSHIPS AVAILABLE





# SPONSORSHIP PACKAGES

## PLATINUM PLUS: \$15,000

**SOLD OUT**

- (4) REGISTRATIONS INCLUDED (\$2,600 VALUE)
- COMPLIMENTARY 8X10 BOOTH SPACE
- COMPANY LOGO LISTED IN CONFERENCE PROGRAM AS A SPONSOR
- LOGO PLACEMENT ON THE CONFERENCE WEBSITE
- COMPANY BROCHURE INSERTED INTO THE OFFICIAL CONFERENCE ATTENDEE BAGS
- LOGO PROMINENTLY PLACED ON SIGNAGE AT CONFERENCE
- LOGO PLACED ON E-COMMUNICATIONS
- COMPANY NAME MENTIONED IN SOCIAL MEDIA EFFORTS
- LOGO LISTED ON TABLE TENTS FOR VARIOUS EVENTS AS CONFERENCE SPONSOR
- FULL PAGE ADVERTISEMENT IN CONFERENCE PROGRAM
- RESERVED TABLE AT ALL MEAL FUNCTIONS
- 5 MINUTE SPEAKING OPPORTUNITY (TIME TO BE DETERMINED)
- 200 WORD COMPANY PROFILE ON THE WEBSITE AND IN THE CONFERENCE PROGRAM

## PLATINUM: \$10,000

- (3) REGISTRATIONS INCLUDED (\$2,055 VALUE)
- COMPLIMENTARY 8X10 BOOTH SPACE
- COMPANY LOGO LISTED IN CONFERENCE PROGRAM AS A SPONSOR
- LOGO PROMINENTLY PLACED ON THE CONFERENCE WEBSITE
- COMPANY BROCHURE INSERTED INTO THE OFFICIAL CONFERENCE ATTENDEE BAGS
- LOGO PLACED ON SIGNAGE AT CONFERENCE
- LOGO PLACED ON E-COMMUNICATIONS
- COMPANY NAME MENTIONED IN SOCIAL MEDIA EFFORTS
- LOGO LISTED ON TABLE TENTS FOR VARIOUS EVENTS AS CONFERENCE SPONSOR
- FULL PAGE ADVERTISEMENT IN CONFERENCE PROGRAM
- RESERVED TABLE AT ALL MEAL FUNCTIONS
- 200 WORD COMPANY PROFILE ON THE WEBSITE AND IN THE CONFERENCE PROGRAM COMPANY NAME MENTIONED IN SOCIAL MEDIA EFFORTS

## GOLD: \$7,500

- (2) REGISTRATIONS INCLUDED (\$1,375 VALUE)
- 25% DISCOUNT ON EXHIBIT SPACE
- COMPANY LOGO LISTED IN CONFERENCE PROGRAM AS A SPONSOR
- LOGO PLACEMENT ON THE CONFERENCE WEBSITE
- COMPANY BROCHURE INSERTED INTO THE OFFICIAL CONFERENCE ATTENDEE BAGS
- LOGO PLACED ON SIGNAGE AT CONFERENCE
- LOGO PLACED ON E-COMMUNICATIONS
- COMPANY NAME MENTIONED IN SOCIAL MEDIA EFFORTS
- LOGO LISTED ON TABLE TENTS FOR VARIOUS EVENTS AS CONFERENCE SPONSOR
- HALF PAGE ADVERTISEMENT IN CONFERENCE PROGRAM

## SILVER: \$5,000

- (1) REGISTRATION INCLUDED (\$685 VALUE)
- 25% DISCOUNT ON EXHIBIT SPACE
- COMPANY LOGO LISTED IN CONFERENCE PROGRAM AS A SPONSOR
- LOGO PLACEMENT ON THE CONFERENCE WEBSITE
- COMPANY BROCHURE INSERTED INTO THE OFFICIAL CONFERENCE ATTENDEE BAGS
- LOGO PLACED ON SIGNAGE AT CONFERENCE
- LOGO PLACED ON E-COMMUNICATIONS
- COMPANY NAME MENTIONED IN SOCIAL MEDIA EFFORTS
- LOGO LISTED ON TABLE TENTS FOR VARIOUS EVENTS AS CONFERENCE SPONSOR
- QUARTER PAGE ADVERTISEMENT IN CONFERENCE PROGRAM

## BRONZE: \$2,500

- COMPANY NAME LISTED IN CONFERENCE PROGRAM AS A SPONSOR
- COMPANY NAME LISTED ON THE CONFERENCE WEBSITE
- COMPANY BROCHURE INSERTED INTO THE OFFICIAL CONFERENCE ATTENDEE BAGS
- COMPANY NAME LISTED ON SIGNAGE AT CONFERENCE
- COMPANY NAME PLACED ON E-COMMUNICATIONS

## ANGEL: \$1,000

- COMPANY NAME LISTED IN CONFERENCE PROGRAM AS A SPONSOR
- COMPANY NAME LISTED ON THE CONFERENCE WEBSITE

SPONSORS WILL HAVE FIRST CHOICE OF BOOTH LOCATION.





# EXHIBITOR & SPONSORSHIP RESERVATION FORM



RESERVE YOUR EXHIBIT SPACE AND SPONSORSHIP TODAY!  
REGISTER ONLINE: [WWW.NECAAAE.ORG/ANNUAL-CONFERENCE](http://WWW.NECAAAE.ORG/ANNUAL-CONFERENCE)

**EXPO, SPONSORSHIP & HOTEL DEADLINE: JULY 19, 2019**

EXHIBIT SPACE IS BASED ON AVAILABILITY. CONFIRMATION MATERIALS AND EVENT COMMUNICATIONS WILL BE SENT TO THE COMPANY REPRESENTATIVE LISTED  
PLEASE RETURN WITH PAYMENT TO: NEC/AAAE • 230 WASHINGTON AVENUE EXT., SUITE 101 • ALBANY, NY 12203

## EXHIBITOR INFORMATION & REGISTRATION

ONE REGISTRATION AND ADMITTANCE TO ALL EVENTS OR GENERAL SESSIONS ARE INCLUDED IN A RESERVATION OF A 8 X 10 BOOTH SPACE. ADDITIONAL BOOTH STAFF WILL REQUIRE FULL REGISTRATIONS

MAIN CONTACT PERSON: NAME (PERSON RECEIVING ALL CONFIRMATION MATERIALS)

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COMPANY NAME/TITLE

---

ADDRESS

---

CITY STATE ZIP

---

PHONE

---

EMAIL

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1<sup>ST</sup> REGISTRANTS NAME (AS TO APPEAR ON NAME BADGE) EMAIL

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2<sup>ND</sup> REGISTRANTS NAME (AS TO APPEAR ON NAME BADGE) EMAIL

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3<sup>RD</sup> REGISTRANTS NAME (AS TO APPEAR ON NAME BADGE) EMAIL

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4<sup>TH</sup> REGISTRANTS NAME (AS TO APPEAR ON NAME BADGE) EMAIL

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## EXHIBITOR RESERVATION

### 8' X 10' VENDOR SPACE

- EXHIBITOR CORPORATE MEMBER .....\$1,600
- EXHIBITOR CORPORATE NON-MEMBER .....\$1,700
- EXHIBITOR ADDITIONAL BOOTH STAFF CORPORATE MEMBER ..... \$685
- EXHIBITOR ADDITIONAL BOOTH STAFF CORPORATE NON-MEMBER..... \$800

### ADDITIONAL CONSIDERATIONS

PLEASE LIST COMPANIES YOU WOULD LIKE TO BE PLACED NEAR:

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PLEASE LIST COMPANIES YOU WOULD NOT LIKE TO BE PLACED NEAR:

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## SPONSORSHIP OPPORTUNITIES

- PLATINUM PLUS .....\$15,000
- PLATINUM.....\$10,000
- GOLD.....\$7,500
- SILVER .....\$5,000
- BRONZE .....\$2,500
- ANGEL .....\$1,000
- GENERAL SESSION (6 AVAILABLE).....\$2,500
- REGISTRANT GIFT BAGS.....\$5,000
- WI-FI SPONSOR .....\$5,000
- LANYARDS .....\$4,000
- HOTEL KEY CARD.....\$3,000
- CONFERENCE MOBILE PHONE APP .....\$2,500
- ICE BREAKER/WELCOME RECEPTION .....\$5,000
- OPENING CEREMONY (2 AVAILABLE).....\$7,500
- GOLF TOURNAMENT .....\$7,500
- SUNDAY ACTIVITY SPONSOR.....\$5,000
- CORPORATE APPRECIATION LUNCHEON.....\$7,500
- REFRESHMENTS WITH EXHIBITORS (2 DAYS).....\$5,000
- MONDAY LUNCH WITH EXHIBITORS .....\$4,000
- THEMED HOSPITALITY SUITE (2 NIGHTS) .....\$5,000

## REGISTRATION TOTAL

BOOTH RESERVATION	\$ _____
ADDITIONAL ATTENDEE(S)	\$ _____
SPONSORSHIP	\$ _____
<b>TOTAL AMOUNT</b>	<b>\$ _____</b>

## PAYMENT INFORMATION

YOUR RESERVATION IS ONLY GUARANTEED WHEN FULL PAYMENT IS RECEIVED AND ALL PAYMENTS ARE DUE PRIOR TO THE START OF THE EXPO.

- CHECK (MAKE PAYABLE TO NEC ANNUAL CONFERENCE)
- CREDIT CARD:  MASTERCARD  VISA  AMERICAN EXPRESS

NAME ON CARD

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CREDIT CARD NUMBER

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SECURITY CODE EXP. DATE COUNTRY

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BILLING ADDRESS

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CITY STATE/PROVINCE ZIP/POSTAL CODE

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# THE WESTIN PORTLAND HARBORVIEW

## EVENT LOCATION HOTEL RESERVATIONS



THE WESTIN PORTLAND HARBORVIEW  
157 HIGH ST, PORTLAND, ME 04101

THE WESTIN PORTLAND HARBORVIEW PROVIDES TRAVELERS A PERFECT VANTAGE POINT TO EXPLORE MAINE'S LARGEST CITY. ORIGINALLY OPENED IN 1927 AS THE EASTLAND PARK HOTEL, THIS HISTORIC HOTEL HAS BEEN IMMACULATEDLY RESTORED. TAKE A SHORT WALK TO DISCOVER THE OLD PORT AND SOME OF THE BEST RESTAURANTS, RETAIL SHOPS, MUSEUMS AND ARTISTIC VENUES IN MAINE. YOU'LL LEAVE FEELING BETTER THAN WHEN YOU ARRIVED WHEN YOU STAY OVER IN OUR PLUSH ROOMS AND SUITES. EACH OF THE GUEST ROOMS FEATURE A STUNNING VIEW OF DOWNTOWN, THE HARBOR OR CASCO BAY. ENJOY A THOROUGHLY SATISFYING NIGHT'S SLEEP IN A WESTIN HEAVENLY® BED. RE-ENERGIZE IN OUR STATE-OF-THE-ART WESTIN WORKOUT® FITNESS STUDIO OR RELAX WITH A MASSAGE, MANICURE AND MORE AT ARTNÉ SPA. NOURISH YOURSELF WITH ON-SITE DINING, INCLUDING THE TIMELESSLY CHIC TOP OF THE EAST ROOFTOP RESTAURANT WITH PANORAMIC VIEWS.

**SPACE IS LIMITED, SO RESERVE YOUR ROOM EARLY! MENTION NEC/AAAE TO RECEIVE THE DISCOUNTED RATE OF \$229.00 PER NIGHT PLUS APPLICABLE TAXES WHEN CALLING (207) 775-5411.**

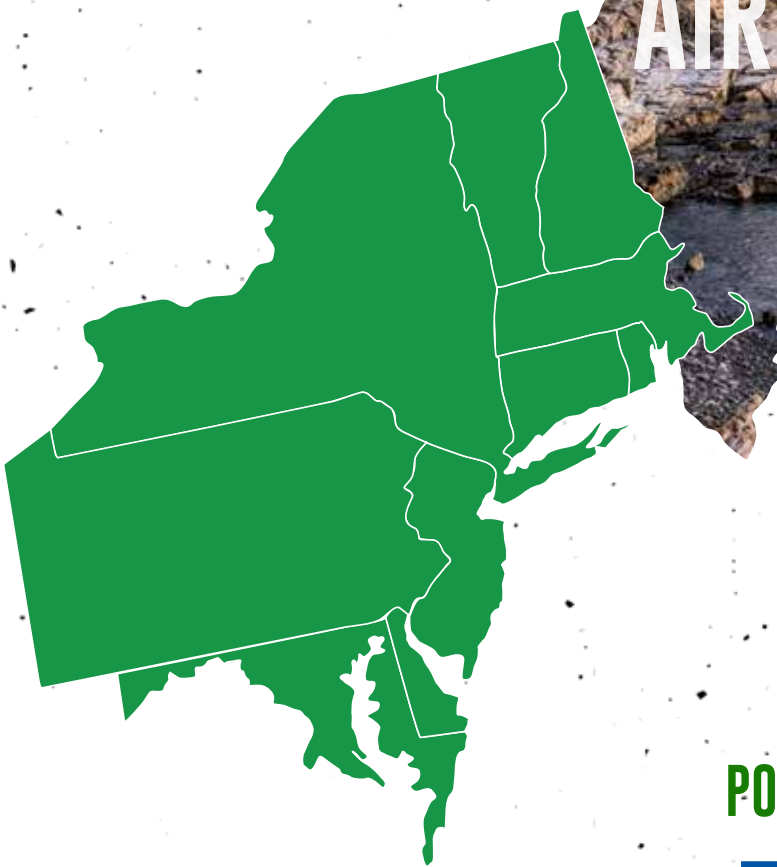
OVERNIGHT ROOMS CAN ALSO BE BOOKED ONLINE:

[HTTPS://WWW.MARRIOTT.COM/EVENT-RESERVATIONS/RESERVATION-LINK.MI?ID=1546458692277&KEY=GRP&APP=RESVLINK](https://www.marriott.com/event-reservations/reservation-link.mi?id=1546458692277&key=GRP&app=resvlink)

**RESERVATION DEADLINE IS: JULY 22, 2019**

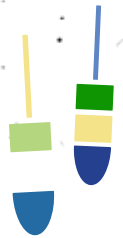


NORTHEAST CHAPTER  
**NEC**  
AAAE



AIRPORTS  
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PORTLAND, MAINE AUGUST 18-20, 2019

**THANK YOU**

TO OUR CONFERENCE HOST:  
PORTLAND INTERNATIONAL JETPORT



*Portland International Jetport*