



Annual Conference | 2024

April 18th - 19th

Exhibiting Sponsorship Package

Conference/Trade Show Overview

- The event will feature a conference and a traditional tradeshow experience with separate but connected exhibitor area and attendee area.
- **There is dedicated exhibit time on both days.**
- Exhibits will be accessible to attendees all day on both days, not just during dedicated exhibition time.
- Exhibit space is designed to have easy access to the attendee area. The exhibit and attendee spaces are divided by an airwall with doors leading in and out of both areas.
- If Exhibiting Sponsors want to participate only on the first day, the price remains the same, but they may break down their exhibits after the reception on April 19. Any unoccupied space will be re-sold and/or otherwise utilized throughout the rest of the conference.
- Vendors who want to attend instead of sponsoring will be subject to surcharge pricing (\$1,500) to protect our Exhibiting Sponsors' benefits. This rate exceeds the lowest exhibiting sponsorship rate. We highly suggest that vendors sponsor rather than attend. Non-sponsor vendors **WILL NOT** be allowed to distribute marketing materials in the showroom or use the meeting space designated for sponsors to meet with clients.
- Please make purchases online at www.AZSelfStorage.org.

Agenda (Subject to Updates)

Golf - Wednesday | April 17th, 2024 -

10:30am - 5:00pm	Golf Tournament
5:00pm - 7:00pm	19 th Hole reception
12:00pm - 5:00pm	Exhibit set up (Golfing Exhibitors - we will try to get you in earlier or arrange for a later setup. Please contact - Amy Amideo - 602.374.7184)

Owners' Summit | Thursday, April 18th, 2024

6:00 am - 8:00 am	Exhibit set up
8:00 am - 4:00 pm	Registration
8:00 am - 9:30 am	Breakfast
8:45 am - 9:00 am	Trade Show Welcome
11:15 am - 1:15 pm	Dedicated Trade Show Hours (Trade Show Floor open from 8 am - 6:00 pm)
9:00 am - 4:30 pm	Presentations and dedicated exhibit time during the day; exhibits available to attendees throughout the day
3:30 pm - 6:00 pm	Dedicated Trade Show Hours (Trade Show Floor open from 8 am - 6:00 pm)
5:00pm - 7:00pm	Cocktail Party

Investor/Operations Program | Friday, April 19th, 2024

7:00 am - 4:00 pm	Registration
7:15 am - 8:00 am	Breakfast
8:00am - 4:30pm	Presentations and dedicated exhibit time during the day; exhibits available to attendees throughout the day
12:30 pm - 2:30 pm	Dedicated Trade Show Hours (Trade Show Floor open from 8 am - 4:00 pm)
4:30pm - 6:00pm	Exhibit breakdown

Floorplan

**SOLD
 OUT**

Updated Floor Plan

Coming Soon!



Exhibiting Sponsorships

Title Sponsor	Deans & Homer
Promotional Sponsor	Modern Storage Media
Major Sponsor: \$4,500	3 Left!
Exhibitors: \$1,000	SOLD OUT



Annual Conference | 2024

April 18th - 19th

Exhibiting Sponsorship Benefits

Benefits for all Exhibiting Sponsors include:

- 1 person with access to all events on April 18-19, including meal and drink tickets
- Electricity upon request, at no additional cost
- Logo in sponsor video, shown throughout the 2-day conference
- Sponsor Material in Attendee Handouts - 1-page inserts supplied by sponsor in attendee tote bags
- On-stage announcement of door prize winners, after lunch on April 19

Title Sponsor | Deans & Homer



- First choice of exhibit space and 2 personnel
- 2-Minute Presentation by Sponsor at Opening Session both days
- Logo on name badges
- Your logo will be added to my signature line for the year
- Pre- and post-conference promotion, with logo on digital:
 - brochures, postcards, name badges, conference slide show, event
 - posters, e-Bulletins, website ads, other promotional materials
- Vendor Spotlight Webinar to be played on tradeshow both days
- Recognition in all ads in trade publications such as *Mini Storage Messenger*, *ISS*, *SSA Magazine*
- Recognition in AZSA's print newsletter, *Behind Closed Doors*
- Additional drink tickets to give to attendees

Promotional Sponsor | Modern Storage Media

- First choice of exhibit space after Title Sponsor
- All Major Sponsor benefits shown below



Exhibitor - \$1,000 - Sold Out

Charity Sponsor - Kure it





Annual Conference | 2024 April 18th - 19th

Major Sponsors | Baja, CubeSmart, Elevate, MakoRabco, MiniCo and Yardi

- Choice of best exhibit spaces after Title & Promo Sponsors and 2 personnel
- On-stage introductions both days of conference
- Pre- and post-conference promotion, with logo on digital brochures, postcards, name badges, conference slide show, event posters, e-Bulletins, website ads, other promotional material
- Vendor Spotlight Webinar to be played on tradeshow both days - Please contact Amy Amideo - AZSA@AZselfstorage.org to get your webinar recording scheduled by **April 8, 2024**
- Recognition in all ads in trade publications such as *Modern Storage Media*, *ISS*, *SSA Magazine*
- Additional drink tickets to give to attendees

Thank you to our 2024 Major Sponsors





Annual Conference | 2024

April 18th - 19th

Additional Sponsorship Opportunity Details

Keynote - \$6,000 (1)

- Opportunity to speak to all attendees during luncheon (10 minutes), April 18, 2024
- Recognition during Keynote Speaker presentation
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts - 1 page inserts supplied by sponsor

Owners' Summit Luncheon - \$5,000 (3)

- First opportunity to speak to all attendees during luncheon (2 minutes), April 18, 2024
- Recognition throughout luncheon
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts - 1 page inserts supplied by sponsor

Investor/Operations Program Luncheon - \$5,000 (3)

- First opportunity to speak to all attendees during luncheon (2 minutes), April 19, 2024
- Recognition throughout luncheon
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts - 1 page inserts supplied by sponsor

Owners' Summit Breakfast - \$2,500 (4)

- Opportunity to speak to all attendees during breakfast (2 minutes), April 18, 2024
- Recognition throughout breakfast
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts - 1 page inserts supplied by sponsor



Annual Conference | 2024

April 18th - 19th

Investor/Operations Program Breakfast - \$2,500 (4)

- Opportunity to speak to all attendees during breakfast (2 minutes), April 19, 2024
- Recognition throughout breakfast
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts - 1 page inserts supplied by sponsor

AZSA Cocktail Hour Party - \$5,000 (3)

- Opportunity to speak to all attendees during trade show reception (2 minutes), April 18, 2024
- Recognition throughout reception
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Prime exhibit placement next to beverages (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts - 1-page inserts supplied by sponsor
- Sponsor of refreshments on the trade show floor
- Signage on refreshment table sponsored
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Premium exhibit placement next to refreshments (exhibit fee included)
- Sponsor Material in Attendee Handouts - 1-page inserts supplied by sponsor

Snack Sponsorship - \$2,000 (2)

- Sponsor of refreshments on the trade show floor
- Signage on refreshment table sponsored
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Premium exhibit placement next to refreshments (exhibit fee included)
- Sponsor Material in Attendee Handouts - 1 page inserts supplied by sponsor



Annual Conference | 2024

April 18th - 19th

Session Sponsors - \$1,500 (6)

- On-stage introduction before session sponsored
- Recognition throughout session sponsored
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts - 1 page inserts supplied by sponsor

Beverage Sponsorship (2) - \$2,000

- Sponsor of refreshments on the trade show floor
- Signage on refreshment table sponsored
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Premium exhibit placement next to refreshments (exhibit fee included)
- Sponsor Material in Attendee Handouts - 1 page inserts supplied by sponsor

Photography Sponsorship (1) - \$2,500

- Logo along with AZSA's will be on all the photos taken at the 2-day conference
 - Your logo will appear along with AZSA's and the Title Sponsor on the photo backdrop.
 - Photos will be used for next year's conference promotion

Production Sponsorship - \$2,500

- Acknowledged as the production sponsor on all printed material.
- Your logo will appear at the bottom of all printed material except the cocktail napkins.

Napkin Sponsorship - \$1,500

- Logo will appear on the cocktail napkins used during the 2-day conference as well as the AZSA cocktail hour



Annual Conference | 2024

April 18th - 19th

Sold Out Sponsorships

Tote bags - \$2,000 - MSM - **SOLD OUT**

Lanyards - \$1,500 - William Warren Group - **SOLD OUT**



Annual Conference | 2024

April 18th - 19th

Specifications

Space:

- Set up and break down times are strict. All exhibits must be set up by 8:00 am on Thursday, April 18; breakdown may not start until 4:15 pm on Thursday, Friday, April 19. Please plan accordingly.
- All space includes electricity if you request it.
- Exhibiting Sponsors may not sublet, assign, or share any part of space allocated to them without the written consent of AZSA. Exhibits, signs, and displays are also prohibited in any of the public areas or elsewhere on the premises of the hotel facilities. Any company not assigned space is prohibited from hosting hospitality suites or displaying or distributing materials at the hotel.

Exhibit Details

Exhibits:

- All exhibits are 10'x 10' pipe & drape booths with 6' tables and cloths and a chair. Each booth will consist of 8' high back wall, 3' high side rails, one wastebasket and one 7" x 44" ID sign.
- For other booth and event enhancements like charging stations, furniture and other products please contact:

Matt Palmer, Convention Solutions & Innovation (CSI)

[3701 West Cambridge Avenue, Phoenix, AZ 85009](https://www.convention-si.com/3701-West-Cambridge-Avenue-Phoenix-AZ-85009)

D: [602.730.8103](tel:602.730.8103) | **M:** [602.425.7769](tel:602.425.7769) | **E:** matt.palmer@convention-si.com

See complete CSI Service Kit also emailed to you

Floor plan, traffic flow, and other issues:

- Floor plan is approximate
- Entrance/exit - as marked
- Meals:
 - Buffet - Ticketed meals will be served buffet style in the exhibit hall
 - Meal seating - will be in the attendee seating areas & other designated areas
- Beverage service - will be throughout both days
- All marketing materials and swag for bags due **April 8, 2024**
Please send to: **Amy Amideo, 8723 E Lomita Ave, Mesa, 85209**

Hotel Information - Block Ends March 26, 2024

WeKoPa Golf Club

10438 WeKoPa Way | Fort McDowell, AZ 85264

Hotel Reservation Link: <https://reservations.travelclick.com/96432?groupID=4213041>