

22nd Annual Arizona Self-Storage Conference

February 17-18, 2022

Exhibiting Sponsorship Package

Conference Overview

- This year 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 both days, not just during dedicated exhibit 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.
 - In addition to the price of sponsorship, a refundable deposit of \$250 will be required of each sponsor, to be returned if exhibits are broken down after the conference is over at 4:15 p.m. on February 18, 2022.
 - 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 February 17. 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 (\$1,000) in order to protect our Exhibiting Sponsors' benefits. This rate exceeds the lowest 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 change as agenda is developed)

Golf – Wednesday, February 16, 2022 – 10 am
8 am-7 pm Exhibit set up

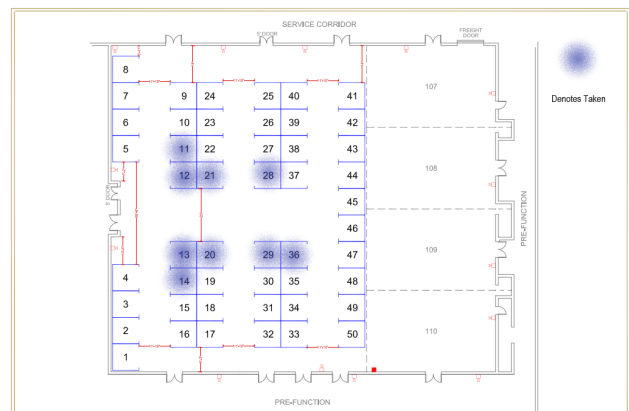
Owners Summit – Thursday, February 17, 2022

6-8:30 am Exhibit set up
9 am-4:30 pm Presentations and dedicated exhibit time during the day; exhibits available to attendees throughout the day
6:00 pm -9:00 pm **AZSA's 25th Anniversary Party**
Please help us celebrate. More details coming shortly.

Operational Symposium –Friday, February 18, 2022

8 am-4:15 pm Presentations and dedicated exhibit time during the day; exhibits available to attendees throughout the day
4:15-6 pm Exhibit breakdown

Floor Plan



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Exhibiting Sponsorships

- Title Sponsor: \$5,000 – SOLD OUT
- Promotional / Major Sponsor: \$3,500 -SOLD OUT
- Exhibitors: \$750

Spaces and Prices

	Sponsor Type	Cost		Sponsor Type	Cost
1	Title Sponsor – Sold Out	\$5,000	26	Exhibitor – Sold Out	\$750
2	Promotional Sponsor- Sold Out	\$5,000	27	Exhibitor– Sold Out	\$750
3	Major Sponsor – Sold Out	\$3,500	28	Exhibitor– Sold Out	\$750
4	Major Sponsor – Sold Out	\$3,500	29	Exhibitor– Sold Out	\$750
5	Major Sponsor – Sold Out	\$3,500	30	Exhibitor– Sold Out	\$750
6	Major Sponsor – Sold Out	\$3,500	31	Exhibitor– Sold Out	\$750
7	Major Sponsor – Sold Out	\$3,500	32	Exhibitor– Sold Out	\$750
8	Major Sponsor – Sold Out	\$3,500	33	Exhibitor– Sold Out	\$750
9	Major Sponsor – Sold Out	\$3,500	34	Exhibitor– Sold Out	\$750
10	Exhibitor – Sold Out	\$750	35	Exhibitor– Sold Out	\$750
11	Exhibitor – Sold Out	\$750	36	Exhibitor– Sold Out	\$750
12	Exhibitor – Sold Out	\$750	37	Exhibitor– Sold Out	\$750
13	Exhibitor – Sold Out	\$750	38	Exhibitor	\$750
14	Exhibitor – Sold Out	\$750	39	Exhibitor	\$750
15	Exhibitor – Sold Out	\$750	40	Exhibitor	\$750
16	Exhibitor – Sold Out	\$750	41	Exhibitor	\$750
17	Exhibitor – Sold Out	\$750	42	Exhibitor	\$750
18	Exhibitor – Sold Out	\$750	43	Exhibitor	\$750
19	Exhibitor – Sold Out	\$750	44	Exhibitor	\$750
20	Exhibitor – Sold Out	\$750	45	Exhibitor	\$750
21	Exhibitor – Sold Out	\$750	46	Exhibitor	\$750
22	Exhibitor – Sold Out	\$750	47	Exhibitor	\$750
23	Exhibitor – Sold Out	\$750	48	Exhibitor	\$750
24	Exhibitor – Sold Out	\$750	49	Exhibitor	\$750
25	Exhibitor – Sold Out	\$750	50	Exhibitor	\$750

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Additional Sponsorship Opportunity Details

Keynote - \$6,000 (1)

- o Opportunity to speak to all attendees during luncheon (10 minutes), February 17
- o Recognition during Keynote Speaker presentation
- o Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- o Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- o Sponsor Material in Attendee Handouts – 1 page inserts supplied by sponsor

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

- o First opportunity to speak to all attendees during luncheon (2 minutes), February 17
- o Recognition throughout luncheon
- o Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- o Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- o Sponsor Material in Attendee Handouts – 1 page inserts supplied by sponsor

Operational Symposium Luncheon - \$5,000 (3)

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

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

- o Opportunity to speak to all attendees during breakfast (2 minutes), February 17
- o Recognition throughout breakfast
- o Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- o Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- o Sponsor Material in Attendee Handouts – 1 page inserts supplied by sponsor

Operational Symposium Breakfast - \$2,500 (4)

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

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AZSA 25th Party - \$5,000 (3)

- o Opportunity to speak to all attendees during trade show reception (2 minutes), February 17
- o Recognition throughout reception
- o Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- o Prime exhibit placement next to beverages (exhibit fee not included in sponsorship)
- o Sponsor Material in Attendee Handouts – 1 page inserts supplied by sponsor

Beverage Sponsorship - \$2,000 (2)

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

Snack Sponsorship - \$2,000 (2)

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

Session Sponsors - \$1,500 (6)

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

Tote bags - \$1,800 (1) – Sold Out

Name badges - \$1,500 (1) – Sold Out

Ceremonial Opening Tribal Blessing - \$800 (2) – MiniCo Publishing – Sold Out

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Exhibiting Sponsorship Benefits

Benefits for all Exhibiting Sponsors include:

- 2 people with access to all events on February 17 & 18, 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 February 18

Title Sponsor – Deans & Homer

- First choice of exhibit space
- 2-Minute Presentation by Sponsor at Opening Session both days
- Logo on name badges
- All Major Sponsor benefits shown below

Promotional Sponsor – MiniCo Publishing

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

Major Sponsors – 7 spaces - **Sold Out**

- Choice of best exhibit spaces after Title & Promo Sponsors
- 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
- Recognition in AZSA's print newsletter, *Behind Closed Doors*
- Recognition in all ads in trade publications such as *Mini-Storage Messenger*, *ISS*, *SSA Magazine*
- Additional drink tickets to give to attendees

Exhibitor – only 10 Spaces left

- All benefits listed on top of page

Charity Sponsor – Storage Gives – More details coming soon!

Storage
Gives

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Specifications

1. Space:

- a. Set up and break down times are strict. All exhibits must be set up by 8:30 am on Thursday, February 17; breakdown may not start until 4:15 pm on Friday, February 18. Please plan accordingly. Exhibitors breaking down early will forego the \$250 deposit.
- b. All space includes electricity if you request it.
- c. 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.

2. Exhibit Details:

a. Exhibits:

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

Matt Palmer, Director of Sales

Convention Solutions & Innovation (CSI)

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

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

- iii. CSI Service Kit will be available shortly

3. Floor plan, traffic flow, and other issues:

- a. Floor plan is approximate
- b. Entrance/exit – as marked
- c. Meals:
 - a. Buffet – Ticketed meals will be served buffet style in the exhibit hall
 - b. Meal seating – will be in the attendee seating areas & other designated areas
- d. Beverage service - will be throughout both days; Bar times - TBD
- e. VIP passes – will be available for Exhibiting Sponsors to give to owner/operators (only) for \$100 each.

4. Please make purchases online at www.AZSelfStorage.org.