



Exhibitor Prospectus



Annual Conference & EMEX

2023

Longbeach, CA

Turn the page to see
why your company
needs to be part of

EMEX 2023!

November 3-9, 2023

71st Annual Conference and EMEX

Exhibitor Prospectus



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Conference Attendee Profile

Attendees include:

- Emergency managers (city, county, state, federal, other)
- Campus-based emergency managers
- Disaster planners
- Homeland security professionals
- Communications system specialists
- Crisis and risk managers
- Contingency planners
- Environmental response professionals
- Executive officers/commanders
- Federal Coordinating Officers and other federal officials from DHS, HHS, EPA, DOT and others
- Fire and Police chiefs
- Healthcare disaster professionals
- Meteorologists
- EM/terrorism educators

98%

of attendees surveyed were highly satisfied with the quality of products and services offered at EMEX*

85%

of EMEX attendees considered purchasing a product/service and contracting with an EMEX exhibitor.*

*Based on EMEX Attendee Survey

EMEX will be the most popular gathering of emergency management professionals in 2023!

Previous years have featured more than 2,000 attendees and over 200 booths!

Visit iaem.org/usconf for the latest conference information!

What is IAEM?

The International Association of Emergency Managers (IAEM) is an international organization dedicated to promoting the goals of saving lives and protecting property prior to and during emergencies and disasters. IAEM is a non-profit, educational organization established in 1952 with more than 6,000 current members. Members are local, state and federal government emergency management/ homeland security professionals; private industry/security executives; military; non-profit, healthcare; volunteer disaster planners; and others. Membership is open to anyone practicing or interested in the field.



Join IAEM as an Affiliate Member

Affiliate Members receive a 10% discount on the cost of the booth as well as a complete list of attendees. Visit iaem.org/join/affiliate-membership to see the additional benefits and sign up.

To reserve your booth at EMEX: visit www.emex.org and complete the on-line application and contract. Contact Rebecca Campbell at rebecca@iaem.com with any questions.

Your Company Needs to be Here!

EMEX 2023 will bring an audience of government and private sector purchasers together with homeland security and disaster preparedness suppliers including:

- Communication Systems
 - Damage Restoration Firms
 - Detection Devices
 - Drones
 - Electric Bikes
 - Emergency Management Consulting
 - Emergency Management Software
 - Emergency Vehicles
 - EMS Medical Equipment
 - Exercise and Training Products
 - Geographic Information Systems
 - Hazmat Gear Accessories
 - Information Services
 - Mobile Operations
 - Notification Systems
 - Preparedness Equipment
 - Protective Clothing
 - Risk Management
 - Satellite Technologies
 - Shelter Supplies
 - Warning Systems
 - Weather Meteorological Services
 - Colleges and Universities
- ... and much more!*

Book Your Exhibit Space Now!

Showcase Your Products and Services!

EMEX brings together the latest technological advances in homeland security and disaster preparedness suppliers under one roof, under the auspices of the International Association of Emergency Managers 71st Annual Conference.

Exhibitor Costs

1-100 Sq. Ft.	=	\$28.35 Per Sq. Ft.
101-500 Sq. Ft.	=	\$27.30 Per Sq. Ft.
501-1000 Sq. Ft.	=	\$26.25 Per Sq. Ft.
1001+ Sq. Ft.	=	\$24.15 Per Sq. Ft.

Booths with a @:
Priority Location and a 5% Premium

Affiliate Members Only:
Receive 10% Discount

Size	Regular Registration Price	Priority Price	Regular Registration Member Rate (10% Off)	Priority Member Rate (10% Off)
10x10	\$2,835.00	\$2,976.75	\$2,551.50	\$2,679.07
10x20	\$5,460.00	\$5,733.00	\$4,914.00	\$5,159.70
10x30	\$8,190.00	\$8,599.50	\$7,371.00	\$7,739.55
20x20	\$10,920.00	N/A	\$9,828.00	N/A
20x40	\$21,000.00	N/A	\$18,900.00	N/A
1001 SF+	\$24,150.00	N/A	\$21,735.00	N/A

Booths are assigned on a first-come, first reserved basis, upon IAEM's receipt of your booth deposit. We expect demand for EMEX 2023 to increase from previous years. Reserve your booth today to maximize your presence at EMEX 2023.

Please contact Rebecca Campbell by email at rebecca@iaem.com with any questions.

Exhibitor Entitlements

The cost to exhibit includes a booth with standard back drape and side rails, one table, two chairs, wastebasket, aisle cleaning, general security, and listings in the show publication. Each 10' x 10' booth entitles the exhibiting company/organization to two booth personnel. Exhibitors are encouraged to attend the general sessions and break-out sessions and participate in meal/social functions included as part of their registration. Exhibitor Registration includes a complimentary Sunday night Welcome Reception ticket. Wednesday night Banquet tickets will be available for approximately \$150 each and must be purchased in advance.

Maximize Your Organization's Exposure

Become a Sponsor

Your logo will be listed everywhere from the website to show signage, and even in the IAEM2Go App. Different sponsorship levels available to fit your budget.

Opportunities include:

- **Event Sponsorship**, includes welcome remarks
- Sponsor led **Conference Sessions**
- Sponsoring a **Board Meeting**
- **Eblasts** to attendees
- Including an **advertisement in our program guide**
- Be **highlighted as a product of the week** in our weekly e-newsletter, the *Dispatch*
- "Other" — a sponsorship package can be **customized just for you!**

For further information on sponsorship opportunities contact John Osborne at john@iaem.com.

Donate to the IAEM Scholarship Program



Increase your visibility during the EMEX Exhibit. At the same time, you will be helping promote the future of emergency management. Any exhibitor that donates \$500 or more to the IAEM Scholarship Program will have their booth marked with a bright yellow flag. The flag will bear the IAEM logo and the words "scholarship donor."

To learn more and donate, see www.iaem.org/Resources/Scholarships. Contact Dawn Shiley at dawn@iaem.com for details.

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EMEX 2023 | Important Dates and Deadlines

• Due ASAP | EMEX Description & Logo

75-Word or less description of your company's products and services. This will be included in the show guide at no additional charge to exhibitors.

Company logo in electronic format (high-resolution TIF, pdf or EPS; vector or at least 300 dpi) at an additional charge of \$400.

• Payment Deadline

50% of full booth price is due upon booth reservation. Balance is due no later than June 1, 2023 or space may be released. Thereafter, all booths reserved will require full payment at the time of signing.

• June 1, 2023 | Cancellation Deadline

Cancellation Policy: All cancellations MUST be received in writing. Space/Exhibits cancelled or reduced before March 1, 2023 will be charged a 25% service charge on the net cost of the original space. Space cancelled or reduced between March 1, 2023 and June 1, 2023 will incur a 75% service charge on the net cost of the original space. The full contract price is due and payable and non-refundable for any space canceled or reduced on or after June 1, 2023.

• June 2023 | Exhibitor Service Kits will be Distributed

• October 1, 2023 | Exhibitor Guide Deadline

Last day to provide your company description and logo for the printed show guide. Login and update your online contract or contact Rebecca Campbell at rebecca@iaem.com

• Hotel Cut Off | Visit iaem.org/usconf for more information

• October 13, 2023 | Exhibitor Personnel Deadline

Make sure to register your booth staff before this date. We will mail badges to attendees before the show.

Tentative Exhibit Schedule

Tentative times as of printing date, subject to change.

Monday, November 6, 2023	Tuesday, November 7, 2023	Wednesday, November 8, 2023
Exhibitor Move-In 8:00am – 4:00pm	Exhibit Hall Open 9:00am – 5:30pm	Exhibit Hall Open 9:00am – 2:00pm
Opening EMEX Reception 6:00pm – 8:00pm	EMEX Reception and Scholarship Auction 5:45pm – 7:30pm	Exhibitor Move-Out 2:00pm – 5:00pm

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Previous EMEX Exhibitors

- 3M
- 50 Year Blue Can Water
- 911 Cellular
- Advanced Shelter Systems
- AeroClave, LLC
- Airspace Monitoring Systems
- AlertMedia
- AlertSense
- Alertus Technologies
- Amec Foster Wheeler
- American College of Endocrinology
- American Military University
- American Signal Company
- American Signal Corporation
- Amtrak
- AppArmor
- Applies Training Solutions
- Aqua Dam
- Architects Design Group
- ARCOS, LLC
- Ascenitra
- Association of State Dam Safety Officials
- AtHoc: A Division of BlackBerry
- Back Watch
- Baron, Critical Weather Intelligence
- Base Camp Connect
- Black Swan Solutions
- Blackline Safety
- BOLDplanning, Inc.
- Bright White Paper Co.
- Buffalo Computer Graphics
- California State University - Long Beach
- CDC Radiation Studies Branch
- Center for Homeland Defense and Security
- Chainbridge Technologies
- Chef Minute Meals, Inc.
- CLS America
- COBRA/Dynamis Inc.
- Commercial Vehicle Safety Alliance
- Constant & Associates
- CRC Press/Taylor & Francis Group
- Crisis Technology Center
- Crisis Track
- Cyalume
- Data Capable
- Dataminr
- Deaf Link Inc.
- Deloitte LLP
- DHS Office for Bombing Prevention
- DHS Office of Emergency Communications
- Disaster Medical Technologies, LLC
- Disaster Resource GUIDE/ Emergency Lifeline Corp.
- Disaster Tech
- DoD, DLA/ Domestic Preparedness Support Initiative
- Domestic Preparedness.com
- DTN
- Dynamis LLC COBRA Software
- ELLCAS
- Embry-Riddle Aeronautical University
- Emergency Communications Network
- Emergency Management Accreditation Program (EMAP)
- Emergency Management Association of Georgia
- Emergency Management Institute
- EMS innovations, Inc.
- Epicenter Innovation
- ESRI
- Evacu B
- Everbridge
- EY
- Federal Resources
- Federal Signal Corporation
- FEMA Hazus
- FEMA IPAWS
- FEMA Planning, Safety, and Building Science Division
- FirstNet
- FLIR Systems
- Flood Avert
- Forts USA
- FoxFury Lighting Solutions
- Garmin
- Genasys, Inc.
- GlobaFone
- Global Emergency Response
- Globalstar
- Gordian
- goTenna
- Governor's Hurricane Conference
- GP Strategies
- Hagerty Consulting
- HEPACO, LLC
- Hesco Group
- Honeycomb Networks, Inc.
- IAEM Book Signing/Store
- IBM
- ICEYE
- IEM, Inc.
- IMAAC
- ImagIT Recovery Services
- Incident Management Training Consortium (IMTC)
- Innovative Emergency Management, Inc.
- Information Technology Disaster Resource Center
- Integrated Solutions Consulting
- IntelSat
- Intermedix
- IREV (Resiliency in Energy through Vehicles)
- ISF
- John Jay College of Criminal Justice-Online
- Journal of Emergency Management
- Juvare
- Knowledge Center Enterprises, LLC
- Krucial Staffing
- LARRCo
- Legal Shield
- Leidos
- Lipsey Logistics Worldwide
- Logical Billing Solutions Inc.
- LRAD Corporation
- Luxfer HeaterMeals
- Mackay Communications, Satellite Solutions
- MDI Traffic Control Products
- Merit
- Midland Radio Corporation
- Millersville University
- Mobile Concepts by Scotty
- Mopec
- NASA Disasters Program
- National Counterterrorism Center (NCTC)
- National Disaster Preparedness Training Center
- National Homeland Security Association
- National Weather Service
- NDEM Expo
- New Light Technologies
- Nightlock Lockdown
- Noggin
- North American Rescue, LLC.
- Nova Southeastern University
- Nusura, Inc./SimulationDeck LLC
- Nutwell Logistics
- OnSolve
- Paladin-Disaster Preparedness Solutions
- Pallet
- Penn State World Campus
- Philadelphia University
- Pictometry, an EagleView company
- PODS
- Porpex GeoSolutions
- PrepareSmart, LLC
- Previsar
- ProPac
- Quake Kare/Emergency Ready
- QuickSeries Publishing
- Range Global Services
- Rave Mobile Safety
- Ready America Inc.
- ReadyWise, Inc.
- Realistic Exercise Developers (RED)
- Recovery Planner
- Rescue 42
- Salamander Technologies, LLC
- Samsung
- SOS Survival Products
- Southern Disaster Recovery
- Stephenson Custom Case Company
- Sydion, LLC
- Tango Tango
- Texas A&M Engineering Extension Service (TEEX)
- TF Rankin & Associates, Inc.
- The Eagles' Wings Foundation
- The George Washington University
- The LiRo Group
- The Response Group
- The Schneider Corporation (qPublic.net)
- Tidal Basin
- Uearth Technologies
- United Rentals
- Universal Storage
- University of Florida
- U.S. Geological Survey
- U.S. Flood Control Corp.
- VariPost
- Veoci
- Verizon
- WEL-FAB INC.
- Whelen Engineering Co. Inc.
- Wiland Associates LLC
- Willdan Homeland Solutions
- Witt O'Brien's

EMEX 2023 Contact Information

International Association of Emergency Managers

201 Park Washington Court • Falls Church, VA 22046-4527

Exhibit Manager: Rebecca Campbell, rebecca@iaem.com

Exhibit Director: Clay D. Tyeryar, CAE, clay@iaem.com



Terms & Conditions

Please visit www.EMEX.org to fully view all terms and conditions.

The exhibitor accepts full responsibility for payment of all space by submitting the contract at www.EMEX.org. Once the contract is signed, and exhibit space is allocated, you are contracted to exhibit.

Booths will be assigned on a first-come, first-served basis upon IAEM's receipt of the booth deposit. IAEM will make all effort to physically separate competitors, and exhibitor cooperation in this regard is appreciated.

An exhibitor who cancels its booth space reservation must pay a cancellation fee, as noted above, which allows IAEM/EMEX to recover the administration expenses incurred in preparing for the participation of the canceling exhibitor and costs incurred in attempting to resell the booth.