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

✓ Due ASAP | Virtual EMEX Description & Logo

75-Word or less description of your company’s products and services. This will be included in both the online Virtual EMEX as well as the printed show guide so no additional charge to exhibitors.

Company logo in electronic format (high-resolution TIFF, pdf or EPS, vector or at least 300 dpi) at an additional charge of $4.00.

✓ Payment Deadline

50% of full booth price is due upon booth reservation. Balance is due and payable and non-refundable for any space canceled or reduced on or after June 1, 2020.

✓ June 1, 2020 | Cancellation Deadline

Cancellation Policy: All cancellations MUST be received in writing. Spaces cancelled or reduced between February 1, 2020, and June 1, 2020, will incur a 75% service charge on the net cost of the original space. Space cancelled or reduced before February 1, 2020, and June 1, 2020 will incur a 50% service charge.

✓ July 2020 | Exhibitor service kits will be distributed

Turn the page to see why your company needs to be part of EMEX 2020!
Attendees include:
- Emergency managers (city, county, state, federal, other)
- 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 chiefs
- Police chiefs
- Healthcare disaster professionals
- Meteorologists
- EM/terrorism educators

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.

What is IAEM?

68th Annual Conference and EMEX
Exhibitor Prospectus

As many as 2,000 emergency management professionals are expected.

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 68th Annual Conference.

Exhibitor Costs
 Booth Fees: Price per square foot at EMEX 2020
- IAEM Affiliate Members receive 10% discount off total price

- For preferred space, add 5% to the costs listed below for 10’ x 10’ and 10’ x 20’ End Caps:
  - Option 1: 10 x 10 - $127.00 per square foot
  - Option 2: 10 x 20 - $260.00 per square foot
  - Option 3: 20 x 20 - $525.00 per square foot
  - Option 4: 20 x 30 - $924.00 per square foot

For booths over 500 square feet, please contact Rebecca Campbell at 703-538-1795, ext. 1704 or rcampbel@iaem.com for more details.

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 VIRTUAL EMEX and the printed 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 on the cost of the booth as well as a complete list of attendees. Visit www.iaem.org/Members/ Membership-Applcation to see the additional benefits and sign up.

IAEM Scholarship
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 shiley@iaem.com for details.

IAEM’s 2020 Annual Conference and EMEX will bring together 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!

Your Company Needs to be Here!

Maximize Your Organization’s Exposure

Become a Sponsor
Your logo will be listed everywhere from the website to show signage, and even in the IAEMizApp. Select from a menu of features that will allow you to customize a package that matches your desired level of interaction.

Opportunities include:
- Event Sponsorship, includes welcome remarks
- Have your logo on registration bags
- Sponsoring a Board Meeting
- Sending an eblast
- Including an advertisement in our program guide
- Be highlighted as a product of the week in our weekly e newsletter, the Dispatch

Vendor Demonstrations
Looking for a speaking opportunity? Your organization can purchase podium time in the EMEX exhibit hall to present your products and services to conference attendees. Twenty-minute presentations are $750. Limited availability, presentations take place during dedicated show hours. Contact Kate McClinton for further information, kmcclinton@iaem.com.

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 www.iaem.org/Members/ Membership-Applcation to see the additional benefits and sign up.

What is IAEM?

Annual Conference and EMEX
Exhibitor Prospectus

Conference Attendee Profile
Attendees include:

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

Your Company Needs to be Here!

EMEX 2020 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!

Your Company Needs to be Here!

Maximize Your Organization’s Exposure

Become a Sponsor
Your logo will be listed everywhere from the website to show signage, and even in the IAEMizApp. Select from a menu of features that will allow you to customize a package that matches your desired level of interaction.

Opportunities include:
- Event Sponsorship, includes welcome remarks
- Have your logo on registration bags
- Sponsoring a Board Meeting
- Sending an eblast
- Including an advertisement in our program guide
- Be highlighted as a product of the week in our weekly e newsletter, the Dispatch

Vendor Demonstrations
Looking for a speaking opportunity? Your organization can purchase podium time in the EMEX exhibit hall to present your products and services to conference attendees. Twenty-minute presentations are $750. Limited availability, presentations take place during dedicated show hours. Contact Kate McClinton for further information, kmcclinton@iaem.com.

IAEM Scholarship
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 shiley@iaem.com for details.

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 www.iaem.org/Members/ Membership-Applcation to see the additional benefits and sign up.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?

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.

What is IAEM?
68th Annual Conference and EMEX
Exhibitor Prospectus

Conference Attendee Profile
Attendees include:
- Emergency managers (city, county, state, federal, other)
- 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 chiefs
- Police chiefs
- Healthcare disaster professionals
- Meteorologists
- EM/terrorist educators

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 www.iaem.org/Members/Membership-Application to see the additional benefits and sign up.

IAEM Scholarship
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 shiley@iaem.com for details.

IAEM Affiliate Members receive 10% discount off total price.

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 67th Annual Conference.

Exhibitor Costs
Booth Fees: Price per square foot at EMEX 2020
IAEM Affiliate Members receive 10% discount off total price.

For preferred space, add 5% to the costs listed below for 10’ x 10’ and 10’ x 20’ End Caps.
- Option 1: 10’ x 10’ – $120.00 per square foot
- Option 2: 10’ x 20’ – $200.00 per square foot
- Option 3: 20’ x 20’ – $250.00 per square foot
- Option 4: 20’ x 30’ – $244.00 per square foot

For booths over 500 square feet, please contact Rebecca Campbell at 703-538-1795, ext. 7004 or rcampbel@iaem.com for more details.

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 VIRTUAL EMEX and the printed 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. Exhibit Registration includes a complimentary Sunday night Welcome Reception ticket. Wednesday night Banquet tickets will be available for approximately $90-1100 each and must be purchased in advance.

Vendor Demonstrations
Looking for a speaking opportunity? Your organization can purchase podium time in the EMEX exhibit hall to present your products and services to conference attendees. Twenty-minute presentations are $575. Limited availability, presentations take place during dedicated show hours. Contact Kate McClimans for further information, kmcclimans@iaem.com.

Maximize Your Organization’s Exposure
Become a Sponsor
Your logo will be listed everywhere from the website to show signage, and even in the IAEMBiz App. Select from a menu of features that will allow you to customize a package that matches your desired level of interaction.

Opportunities include:
- Event Sponsorship, includes welcome remarks
- Have your logo on registration bags
- Sponsoring a Board Meeting
- Sending an eblast
- Including an advertisement in our program guide
- Be highlighted as a product of the week in our weekly eNewsletter, the Dispatch

Last year’s event featured more than 1,750 attendees and over 200 booths!

As many as 2,000 emergency management professionals are expected.

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

Your Company Needs to be Here!
EMEX 2020 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
- Hazard 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!
An exhibitor who cancels its booth space reservation must pay a cancellation fee, as noted above.

IAEM will make all effort to physically separate competitors, and exhibitor cooperation in this regard is requested.

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

EMEX 2020

Tentative Exhibit Schedule

Monday, November 16, 2020
Exhibitor Move-In: 8:00am – 4:00pm
Opening EMEX Reception: 6:00pm – 8:00pm

Tuesday, November 17, 2020
Exhibit Hall Open: 9:30am - 6:30pm

Wednesday, November 18, 2020
Exhibit Hall Open: 9:00am – 1:45pm
Exhibitor Move-Out: 2:00pm – 5:00pm

EMEX 2020 Important Dates and Deadlines

✓ Due ASAP | Virtual EMEX Description & Logo
75-Word or less description of your company’s products and services. This will be included in both the online Virtual EMEX as well as the printed 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 due and payable and non-refundable for any space canceled or reduced before February 1, 2020 or June 1, 2020 will incur a 75% service charge. Space cancelled or reduced between due and payable and non-refundable for any space canceled or reduced before February 1, 2020 or June 1, 2020 will incur a 75% service charge.

✓ June 1, 2020 | Cancellation Deadline
Cancellation Policy: All cancellations MUST be received in writing. Space/Exhibits cancelled or reduced before February 1, 2020 will be charged a 25% service charge on the net cost of the original space. Space cancelled or reduced between February 1, 2020 and June 1, 2020 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, 2020.

✓ July 2020 | Exhibitor service kits will be distributed
Last day to provide your company description and logo for the printed show Guide. Login and update your online contract or contact kstorer@iaem.com.

✓ Hotel Cut Off
Visit www.iaem.org for more information.

✓ October 26, 2020 | Exhibitor Personnel Deadline
Make sure to register your booth staff before this date. We will mail badges to attendees before the show.

Exhibitors

Exhibitors Prospectus

EMEX 2020 Contact Information

Exhibitor Manager: Rebecca Campbell, rcampbel@iaem.com
Tel: 703-218-1795, ext. 1704
Fax: 703-241-5603

Exhibitor Director:
Clay D. Teyler, CAE, cteyler@iaem.com

INTERNATIONAL ASSOCIATION OF EMERGENCY MANAGERS
203 PARK WASHINGTON COURT
FALLS CHURCH, VA 22046-4537

Turn the page to see why your company needs to be part of EMEX 2020!