

Fire-Rescue International International Association of Fire Chiefs

## 2024 Fire-Rescue International Exhibit & Sponsorship Prospectus

The International Association of Fire Chiefs (IAFC) represents the **leadership of firefighters and emergency responders worldwide**; our members are the world's leading experts in firefighting, emergency medical services, terrorism response, hazardous incidents, natural disasters, search and rescue, and public safety policy.

IAFC events include Fire-Rescue International, the premier event for the pipeline of industry leaders as well as seven events aligned to specific industry verticals including wildland-urban interface, EMS, community risk reduction, Hazmat, volunteer/combination departments and technology.





Through collaboration, learning-based solutions, and continuous innovation, we provide first responders with the resources needed to be successful in their career. This is aligned to our vision of Igniting Global Leaders for a Safer Tomorrow.

### **IAFC Membership:**















IAFC sections provide members with specialized opportunities to network and share information with those of similar interests. Sections disseminate their expertise throughout the fire and emergency service community through workshops publications, and conferences. websites and online discussions.

#### **IAFC Sections include:**

- Company Officers
- **Emergency Medical Services**
- Emergency Vehicle Management
- **Executive Fire Officers**
- Federal & Military Fire Services
- Fire & Life Safety
- Industrial Fire & Safety
- Metropolitan Chiefs
- Safety, Health & Survival
- Volunteer & Combination Officers

IAFC members play a vital role in the association's governance, policy and program functions through the work of committees. Committee members are subject matter experts who gather critical information, produce reports and recommendations and provide guidance to the IAFC Board of Directors.

#### **IAFC** Committees include:

- Communications
- Constitution. Bylaws and Resolutions
- Elections •
- **Emergency Management** •
- Hazardous Materials
- Human Relations
- Technology Council
- Terrorism and Homeland Security
- **Training & Education Development**
- **Urban Search & Rescue**
- Wildland Fire Policy •

### **Event Attendees**



Combination Fire Department



(includes all ranks)





Paramedic/Master

Volunteer and



## **IAFC Conferences**

#### Where Leaders in Fire and Emergency Response Come Together

International Association of Fire Chiefs

IAFC events convene leading industry decision-makers and thought leaders who influence or authorize purchasing — and are a must-attend for all ranks of volunteer and career fire departments who come to engage in high-level programming, networking, and vendor procurement.

	Event Dates:	Location:	Expected Attendance:
Wildland Urban Interface International Association of Fire Chiefs	March 26-28 <b>2024</b>	Peppermill Resort Reno, Nevada	500-600 <u>www.iafc.org/wui</u>
Fire-Rescue Med	April 30 - May 1 2024	The Orleans Hotel & Casin Las Vegas, Nevada	no 200-250 <u>www.iafc.org/frm</u>
Community Risk Reduction Leadership Conference International Association of Fire Chiefs	May 14-16 <b>2024</b>	Renaissance Phoenix Glendale, Arizona	300-400 <u>www.iafc.org/crrl</u>
INTERNATIONAL HAZARDOUS MATERIALS RESPONSE TEAMS International Association of Fire Chiefs	June 6-9 2024	Hilton Inner Harbor Baltimore, Maryland <u>W</u>	1,000-1,200 ww.iafc.org/hazmatconf
Fire-Rescue International International Association of Fire Chiefs	August 14-16 2024	Kay Bailey Hutchison Convention Center Dallas, Texas	8,000-10,000 <u>www.iafc.org/fri</u>
SYMPOSIUM IN THE SUN International Association of Fire Chiefs	November 14-17 2024	Hilton Clearwater Beach Clearwater, Florida	600-700 <u>www.iafc.org/sun</u>
	December 2024	TBD	400-450

www.iafc.org/tsi

# In New Opportunities

Fire and EMS leaders play a crucial role in implementing solutions, tools, and technologies to improve department efficiencies, services, and safety. Fire-Rescue International (FRI) convenes these leaders in a comprehensive event tailored specifically for them.

By becoming an FRI sponsor or exhibitor, you can connect with numerous fire and EMS leaders and position your organization to address their departments' challenges. Whether you aim to introduce a new product, reintroduce an existing one, boost brand awareness, or engage in meaningful conversations, FRI provides the ideal setting.

#### WHO ATTENDS SHOW SCHEDULE Paid on Call / Other 9% 12% Sunday, August 11 Volunteer Career 8:00 AM- 5:00 PM Apparatus Move-in **Employment Type** (Tentative) 79% Monday, August 12 8:00 AM - 5:00 PM Exhibitor Setup (400 SF+) Non-Member Full Conference Expo Only Tuesday, August 13 Life Member Exhibitor Move-In 8:00 AM - 5:00 PM 43% **Registration Type** Wednesday, August 14 39% 8:00 AM - 10:00 AM Exhibitor Move-In IAFC Member Full Conference 3:00 PM - 7:00 PM Show Open (Reception) Thursday, August 15 **Final Decision Maker** 10:00 AM - 4:00 PM Show Open Significant Influence Friday, August 16 10:00 AM - 2:00 PM Show Open Purchasing 36% 2:00 PM - 9:00 PM Exhibitor Move-Out Responsibility 17% \*Subject to change 21% Research / Recommend Specify 4 \*Based on 2023 FRI Attendance



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Fire-Rescue International

> **Location:** Kay Bailey Hutchison Convention Center Dallas, Texas



## **Exhibit Fees**

Booth costs are dependent on total square feet

IAFC presents not one, but two chances to support the show while boosting your company's spotlight. Picture extra recognition on the website and during the event, plus securing a front-row seat for space selection in 2025 in Orlando!

IAFC offers additional opportunities to enhance your Exhibit experience with the **Expo Partner and GEM Partner Programs**. Reduced exhibit fees and special benefits are just part of these programs.

	General	Expo Partner	GEM Partner
Benefits		<ul> <li>Priority Space Selection (after GEM)</li> <li>Reduced exhibit space rates</li> <li>Logo added to website</li> <li>Inclusion in pre-show email to all FRI prospective attendees (over 20,000 contacts)</li> </ul>	<ul> <li>Priority Space Selection</li> <li>Reduced exhibit rates</li> <li>Comp space (100 SF)</li> <li>Early crate return</li> <li>Early housing access</li> <li>Logo in online floorplan booth (if larger than 400 SF)</li> <li>Inclusion in pre-show email to all FRI prospective attendees (over 20,000 contacts)</li> </ul>
Partner Fee	None	\$2,500	\$7,500
Booth rate: 100-2,400 SF	\$21.00 / SF	\$19.00 / SF	\$18.25 / SF
Booth rate: 100-2,400 SF	\$19.00 / SF	\$18.00 / SF	\$16.50 / SF

#### WHAT'S INCLUDED WITH YOUR BOOTH

- 3 badge registrations for 1st 100 SF; 2 for each additional 100 SF (General Session & Exhibit Hall access only)
- Company listing on conference website and official mobile app to include description, logo, social media information, contact information and product categories
- Booths do NOT include furniture, carpet, electricity, etc.

#### **TECH ZONE**

This special area on the show floor is reserved for leading-edge technology for the fire service – something FRI attendees have been asking for! Companies can display products or services and show attendees how they can make firefighting safer or more efficient. Tech Zone booths are \$26.00 per square foot (\$2,600 per 10x10)

**BONUS**, booths in the TechZone pavilion come as a "package" which includes:

Carpet
 1-6' Table
 2 Chairs
 Wastebasket

#### Tech Zone Notes:

- Exhibitors must be pre-approved to exhibit in the Tech Zone.
- Tech Zone booths do not include electric.
- Companies approved for the **Startup Area** within the Tech Zone receive 1-6' table, 2 Chairs and a wastebasket. They may place a retractable banner next to the table, but all other items must fit on the 6' table.



### Support the IAFC & Fire & Emergency Service Leaders

By aligning your brand with the IAFC, you can strategically enhance your influence and broaden your reach to key stakeholders and decision-makers. Here are some ways sponsorship opportunities can benefit your organization:

- Increase visibility beyond the booth by sponsoring IAFC events.
- Gain exposure to numerous departments, fostering high-level engagement.
- Utilize educational sessions, onsite branding, and attendee amenities for diverse exposure and interaction.
- Attract attendees to your exhibit or showcase your company through various opportunities.

Achieve momentum by seizing tailored opportunities. Collaborate with our team to create a personalized exhibitor or sponsorship package aligned with your particular goals and objectives.



#### **EDUCATION**

IAFC provides top-notch educational programs. By sponsoring a conference educational activity, you can establish yourself as an industry advocate and a trusted resource that clients can rely on for their significant challenges.

#### **NETWORKING**



Networking events and opportunities aim to establish vibrant settings for connecting and exchanging ideas and technologies with a specific audience.



#### **IMPRESSIONS**

Generate enthusiasm and raise brand awareness by featuring your brand throughout the event experience. Each opportunity provides a unique chance to leave a lasting impression.

## **EDUCATION**

Position yourself as a key industry advocate and a trusted resource that your clients can rely on for their most significant challenges by sponsoring an educational activity at FRI. Note that not all opportunities are available at each event.

The IAFC's Officer Development Program (ODP) prepares officers at specific levels for future career advancement while giving them the leadership skills to excel in their current position. All seven levels of ODP are offered each year at FRI. The program is designed to meet the job performance requirements outlined in NFPA 1021 and follows leadership standards published by the IAFC in the Officer Development Handbook.



#### Company Officer Leadership Symposium (COLS)

Approx 300 Attendees

\$12,500

**3 Concurrent Rooms** 

Participants have the opportunity to improve their leadership and management skills for their current positions and future career advancement. This program combines crucial skills for company officers with the responsibilities of chief officers.

The COLS program provides a three-level course designed to meet the specific management and training needs of company officers based on their roles and responsibilities.

#### Sponsorship of one of the Officer Development Tracks Includes:

- IAFC host/moderator to provide Sponsor introduction
- 5-minute Welcome remarks (one per room, up to 5 minutes each 2 or 3 total, dependent on track)
- Opportunity to place promotional flyers or item on table at session entrance, item must be pre-approved by IAFC.
- 3 All access attendee registrations
- Inclusion as session sponsor in 1 attendee pre-conference email
- Inclusion in Event Listings (each track has multiple sessions, you will be listed as the sponsor for every applicable session.
- Social Media promotion across IAFC where applicable
- Complimentary post-show FRI attendee mailing list.

## EDUCATION

#### **General Session / Main Stage Daily Sponsorship**

Three daily General Sessions typically attended by 2,000+ fire chiefs, company officers, and other fire professionals, address timely and relevant topics impacting the fire and EMS sectors are available to be sponsored. Sponsor brands are prominently featured at the on-site session and promotional materials.

#### Sponsorship includes:

• IAFC host/moderator to provide Sponsor introduction

\$5.000

- IAFC will play sponsor provided walk-in video at session (2 minutes or less) or up to 10 minutes to provide a state of the industry presentation to the general session audience
- Opportunity to provide promotional item for seat drop in the general session. Item must be pre-approved and & provided at
   least 24 hours prior to session.

#### Approx 2,000 Attendees

- 2 All access attendee registrations
- Inclusion as session sponsor in 1 attendee preconference email
- Inclusion in Event Listing

SOLD

- Social Media promotion across IAFC where applicable
  - Logo recognition on-site and Pre-show sponsor listing
- Complimentary post-show FRI attendee mailing list.

#### **Solution Session**

#### 4 Available

### Host your own 60-minute education session.

Are you an expert in a particular topic? Lead a Control Session and reach, (tendeer that often and ifferent

reach (tendeer) a ota way.

- 60-1, inuted et al vitto vitto creen projector & cuium mic.
- Opportunity to covide promotional item or flyer at the back of the room. Item must be pre-approved and provided by August 12.
- Inclusion in Event Listing

\*Breakout session should focus on providing important educational content. **Not a sales presentation.** 

#### Chief's Edge

2 Rooms

#### Approx 60-80 Attendees

\$12,000

Chief's Edge includes breakfast, lunch and a closing . cception. With approvinately 69-8 httendees. this arcint of enior 11 professional seeking to advance in their areers er-to-eer interaction, o, actical **&**kills effective needed to leaders.

## Affiliate Event 6 Available \$3,000

IAFC welcomes affiliated organizations to meet and host various functions during approved dates and times in conjunction with IAFC events. An affiliate meeting is any event affecting IAFC attendees that is outside the official event program. Any event exceeding 25 people must be held outside of official event hours.

**Length**: 60 minutes, can be longer depending on availability.

#### **Hospitality Room**

2 Available

\$5,000

Book a meeting room for a full day or even multiple days to have a dedicated space for you and your team to meet clients privately.

The room comes with a basic room set up. Contact details will be shared so the sponsor can arrange AV equipment, custom furniture, and food and beverages as required.



## **IMPRESSIONS**

Put your brand front and center onsite at FRI with lanyards, mobile app and banner spaces in varying shapes and sizes. Each offers a different opportunity to make your mark.

#### More Info Online www.iafc.org/FRISponsorships

\$15.000





Every attendee and exhibitor will have access to the mobile app. Be the premium sponsor of this great show resource. Attendees will have the official show Mobile App at their fingertips at all times. With them constantly referencing it for conference and exhibit details, you should be the premier sponsor of this great attendee resource.

Exclusive



3 AVAILABLE

**Additional Option:** Exclusive Sponsor at \$12,000

SSID: Sponsor Choice Landing page includes sponsor logo with link to URL of sponsors choice.



Make a lasting impression by featuring your brand on the landing page as attendees connect to the complimentary Wi-Fi network. This valuable service will be accessible across the event venue, including the bustling lobbies, engaging exhibit hall, and informative session rooms. By leveraging this opportunity, you can increase brand visibility and engage with attendees in a meaningful way. Stand out from the crowd and leave a memorable mark on every individual who connects to the event's Wi-Fi network.

#### **Mobile App Banners**

\$5.000



\$3.000 **9 AVAILABLE** 

Position your company in front of attendees as they search the FRI Mobile App with a banner ad on the session/events, people/networking or exhibitor list pages.





\$15.000

Exclusive

#### **Registration Branding**



Every participant needs to visit the IAFO real ration desk to collect their badge before the event. The desk remains open throughout the show and attracts a significant amount of traffic from attendees seeking information or a meeting spot. Take arrange on this prime location to showcase your company branding classical AFO. alongside IAFC's.

Pre-show, your company logo will be reatured on the registration webpage and in confirmation emails. This means your logo will be viewed by every attendee at least three times!



## **PREMIER EVENT SPONSORSHIPS**

Showcase your brand in one of our featured show floor areas.

### Happy Hydrant \$25,000 +

Get ready to elevate your brand at FRI with a custom-designed sponsorship! Tired of the same old booth routine? Dive into the Happy Hydrant Sponsorship for a unique chance to mingle with attendees while they enjoy games, axe-throwing, and chill-out spots for a snack or drink. Let's team up to develop a custom attendee experience aligned to your objectives.

Sponsorship Includes:

- (7) Exhibitor registrations
- Company Listing in Online Exhibitor Directory
  - Recognition of The Zone Sponsorship on:
     Hanging Sign
    - Two Entrance Towers (Lightboxes)
    - Online Floorplan
    - FRI Website

### Tech Zone

\$8,500

This special area on the show floor is reserved for leading-edge technology for the fire service – something FRI attendees have been asking for! Companies can display products or services and show attendees how they can make firefighting safer or more efficient.

This is your opportunity to incorporate your produce, services and staff into The Zone, a large area on the show floor that incorporates food tastings, adult have a service and function in the show floor!

#### **Co-Sponsorship includes:**

**Branded Portfolio** 

- Logo recognition on zone signage
- Logo recognition on Floorplan
- Inclusion as a sponsor in 1 attendee pre-contemail
- Social Media promotion across IAFC where applicable



3 AVAILABLE

\$1,500

Provide attendees with a thoughtful gift that resonates with your brand, ensuring they remember you long after the event. The sponsored item must be approved in advance.



Pricing dependent on structures, furniture,

etc. needed to display sponsor products.



EXCLUSIVE

\$7,500

A branded portfolio not only serves as a practical item for attendees to use during the event but also acts as a powerful marketing tool long after the event has concluded. This continuous exposure can lead to increased brand loyalty and customer retention.

## NETWORKING

Make new connections and increase your visibility by sponsoring various high-traffic networking events, including breakfast, lunch, coffee breaks or the Opening Reception.

#### **All Networking Sponsorships include:**

- Logo recognition at applicable event.
- Sponsor's logo to be on sponsor page in program, on website and applicable onsite signage.

#### **Metro Chief's Lunch**

\$8,000

The Metro Chief's Lunch provides an intimate setting to convene this important attendee group.

Gain access to 30+ Metro Chiefs during their lunch. The exclusive sponsor of this event will be provided an opportunity to inform and educate the attendees on their solutions for how to operate it ore efficiently and safely.

#### Sponsorship Incluses

- Pre-event pronocion of Sponser on i vites
- Logo recognition or situand se-show sponsor listing
- IAFC host/myderal reservoirde Sponsor introduction
- 5-minute We come remark

Approx 30 Attendees

- Opportunity to provide promotion item/gift to attendees
- Inclusion as a sponsor in 1 attendee pre-conference email
- Inclusion in Event Listing
- Social Media promotion across IAFC where applicable

#### Diversity Breakfast Approx 300 Attendees

\$6,000

4 Co-sponsorships

The IAFC Diversity Breakfast is a lively forum for leaders to break bread and discuss ways to foster diversity and inclusiveness in their departments and throughout the fire and emergency service industry.

Focusing on diversity, equity and inclusion (DEI), the IAFC Diversity Breakfast continues to grow and showcase how our unique differences enhances workplace culture and business. Organized by the IAFC's Human Relations Committee, sponsorship of this event aligns your executives and brand with DEI activities.

- Friday, August 16, 7:00 AM 8:00 AM
- 300+ Chiefs, Company Officers and IAFC Board Members committed to diversity in the fire service.

#### 2 OF 4 SOLD

### Bar/Beverage Station at Welcome ReceptionApprox 6,000 Attendees\$5,00010 Co-sponsorships

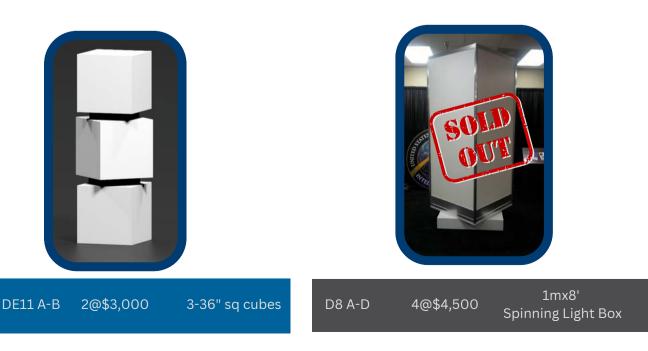
Who doesn't love a great networking reception! IAFC will provide refreshments for approximately 6,000 attendees to network and visit with exhibitors on Wednesday, August 14 kicking off 3 days of exhibits and education! There will be 10+ bars that will be placed throughout the exhibit hall. We'll try to place one as close to your booth as possible.

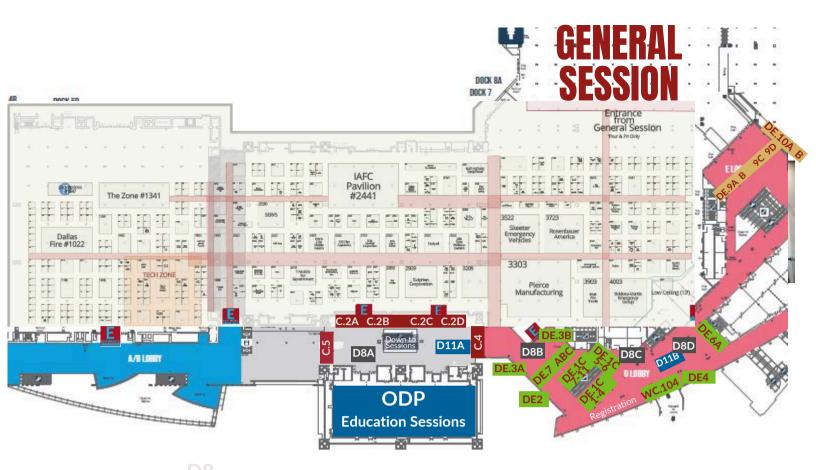


## FACILITY BRANDING

Stand out by placing your branding in high-traffic areas including around registration, lobby areas and meeting rooms. You can reach a wider audience and create lasting impressions. Include your booth number and drive traffic to your booth or QR code to capture the lead immediately.







## LOBBY C



C.2A 10x20 Banner

Your Ad Here 10x20

**C.2B** 10x20 Banner \$7,500

**C.2C** 10x20 Banner \$7,500

Your Ad Here

10x20

10x20

C.2D 10x20 Banner \$7,500

Your Ad Here

Your Ad Here 8x40

\$7,500



C.4 8x40 Banner \$12,500

## LOBBY D

Want to see what's around these locations? **Take the Virtual Tour** 





DE2 A-D

3 Clings Per Sponsor, approx. 97" x 81" each 4 (

4 @\$7,500 EACH



**1-4 Facing Registration** 



#### 7-10 Facing Exhibit Hall



5-6 Facing Hall E

DE1C 1-10

**o** 3 Clings Per Sponsor, 48" x 3

10 @\$5,000 EACH

#### Availability Details

Registration Side	Facing Hall E	Facing Exhibit Hall
1	4	7-9 SOLD
2	5	10
3 - SOLD	6	

## LOBBY D



DE.10 (A-B) 20' x 20' Banner 2@\$15,000 EACH

### **OPPORTUNITY PRICE LIST**

Opportunity	FRI	
Exhibit Space		
Tech Zone Exhibit Space w/ Booth Package (per sf)	\$26.00	
Exhibit Space Only (per sf 100-2400) -General	\$21.00	
Exhibit Space Only (per sf 100-2400) -CP	\$19.00	
Exhibit Space Only (per sft 100-2400) -GEM	\$18.25	
Exhibit Space Only (per sft 2401+) -General	\$19.00	
Exhibit Space Only (per sf 2401+) -CP	\$18.00	
Exhibit Space Only (per sf 2400+) -GEM	\$16.50	
Education / Hospitality		
Opening Session (Main Stage)	Spo, Lod	
Day 2 General Session (Main Stage)	500D	
Day 3 General Session (Main Stage)	SO D	
Company Officer Leadership Symposium (COLS)	\$12,500	
Chief Officer Symposium (CHIEF)	SO,LOD	
Executive Chief Officer Symposium (ECO)	SO D	
Chief's Edge	SO D	
Solution Session	SOLD	
Hospitality Suite (per day)	2@\$5,000	
Affiliate Event	6@\$3,000	
Networking		
Welcome / Networking Reception	10 Bars @ \$5,000	
Diversity Breakfast (2 Sold)	4@\$6,000	
Metro Chiefs Lunch	Sode	
Tech Zone Sponsorship	Stehen	
Happy Hydrant Sponsorship	\$25,000+	
Presidential / Leadership Reception	SOLD	
Thursday Night Reception	SOLD	
Other		
Attendee List Bundle	\$2,000	
Pre-Show Attendee List	\$1,500	
Post-Show Attendee List	\$1,500	

Opportunity	FRI	
Branding / Impressions		
Premier Mobile App	\$15,000	
Left Hand Rotating Ad (FRI Website)	\$4,500	
Right Hand Rotating Ad (FRI Website)	\$3,500	
Prospective Attendee Email Banner Ad	SOLD	
Know Before You Go - Attendee Email Banner Ad	\$3,000	
Mobile App Banner A d (9 available)	\$3,000	
Registration	SOLD	
Conference WiFi ((Co-sponsorships)	3@\$5,000	
Onsite Branding		
Lanyards	SOLD	
Branded Portfolio	\$7,500	
Attendee Gift Opportunity (License Fee)	\$1,500	
Aisle Signs (Exclusive)	S@@D	
C.2 (A-D) (4 10X20 Banners) (B/C-Sold)	4@\$7,500	
C4 (8X40 Banner)	SOLD	
C.5 (10x40 Banner)	\$11,500	
DE.1C (1-10) (3 Railing Clings per option)	6@\$5,000	
DE.2 (A-D) (3 Windows Cling per option)	4@\$7,500	
WC-104 (2 Window Clings included)	SOLD	
DE.3 (A-B) 2m Wall	2@\$6,500	
DE.4 Sponsored Lounge	\$12,000	
DE.6A (4.5 x 63 Banner)	SOPD	
DE.7 (A-C) (3 10x20 Banners) (B Sold)	3@\$7,500	
D8 (A-D) (4 Plexi Spinning Tower)	50 10D	
DE.9A & C (2 10x20 Banners)	2@\$7,500	
DE.10 (A & B) (2-20x20 Banners) (A Sold)	2@\$15,000	
DE.11 (A & B) (3- 36" Stacked Cubes)	2@\$3,000	



## Fire-Rescue International

International Association of Fire Chiefs

Phone (703) 896-4830



### CONTACT US

Email exhibits@iafc.org

Website www.iafc.org/FRI