

JOIN THE LEAGUE IN  
**TUSCALOOSA**

2022 CONVENTION

BRYANT CONFERENCE CENTER



**MAY 11 - 14, 2022**



# **MUNICIPAL MARKETPLACE**

**May 12 & 13, 2022**

**AT THE**

**HANK CRISP INDOOR PRACTICE FACILITY**

**COLSEIUM DRIVE**

**TUSCALOOSA, ALABAMA 35401**

# ALM EXHIBITOR KIT

## 2022 ALM MUNICIPAL MARKETPLACE

### EXHIBITING AT THE ALM MUNICIPAL MARKETPLACE OFFERS YOUR COMPANY THE OPPORTUNITY TO:

- Promote your company to more than 900 municipal officials and personnel representing 200+ municipalities.
- Connect with existing clients.
- Reach potential customers.
- Increase your brand recognition to municipal decision makers.
- Generate a positive impact and show your commitment to support local government.

### WHO ARE ALM ANNUAL CONVENTION ATTENDEES?

- Mayors
- Councilmembers
- Clerks
- Public Personnel Administrators
- City Attorneys
- City Managers
- City Administrators
- Finance Directors
- City Managers

### ALM MUNICIPAL MARKETPLACE DATE AND LOCATION:

**May 12 & 13, 2022**

Hank Crisp Indoor Practice Facility  
Coliseum Drive  
Tuscaloosa, AL 35401

Show Manager: Cindy Price, [cprice@almonline.org](mailto:cprice@almonline.org) or 334-386.8112

### ALM Attendees are looking to connect with companies providing these services:

- Accounting/Auditing
- Architects/Engineers
- Banners/Lighting
- Computer Science
- Debt Collection
- Energy/Environmental
- Financial Services
- Flags/Pins
- Fire Equipment & Trucks
- Heavy Equipment
- Insurance & Claims Services
- IT/Telecommunications
- Legal Services
- Landscape/Property Management
- Meters/Meter Reading
- Office Products/Furniture
- Ordinance Codification
- Parks/Recreation
- Payment Processing
- Recycling/Waste Management
- Resource Providers
- Street Sweeping/Mowers
- Tourism/Hospitality
- Traffic Safety

# STILL NOT SURE ALM MARKETPLACE IS THE RIGHT FIT FOR YOUR COMPANY?

The ALM MUNICIPAL MARKETPLACE will celebrate over 46 years in 2022 and consistently has a high vendor retention rate year to year. Look at who has exhibited in our most recent expos. It's a good bet that if you do business with municipal entities, your competition was there will be back this year!

Adams & Reese, LLP	Fitters Examining Board	Goodwyn, Mills and	NLC Service Line Warranty
Advanced Disposal Services	Alabama Power Company	Cawood, Inc.	Program
Alabama 811	Alabama Recreation and	GovDeals, Inc.	OneAppWay
Alabama Association of	Parks Association	Government and Economic	OnSolve
Regional Councils	Alabama Tourism	Development Institute	Outdoor Aluminum, Inc.
Alabama Attorney	Department	Auburn University	Playworld Preferred, Inc.
General's Office	Alabama Urban Forestry	GovPayNet	Poarch Creek Indians (PCI)
Alabama Bicentennial	Association/Green Industry	Grasshopper Company	Poly, Inc.
Commission	Web Portal	Great Southern Recreation	PowerSouth Energy
Alabama Board for	AlabamaRetire Deferred	Hammill Recreation, LLC	Provident
Registration of	Compensation Plan	Harris Local Government	PUBLIQ Software
Architects	(Empower Retirement)	HdL Companies	RA-LIN
Alabama Board of	Alden Systems	Highland Technical	Raymond James
Licensure for	American Fidelity	Services, Inc.	Recreational Concepts
Professional Engineers	AMIC/MWCF Loss Control	InCare Technologies	Regions Bank
and Land Surveyors	AMWASTE	Ingram Equipment	Republic Services
Alabama Clean Fuels	Arrow Disposal Service, Inc.	ITS (Information Transport	Retail Strategies
Coalition	ARSEA/APEAL	Solutions, Inc.)	Retirement Systems of
Alabama Correctional	AT&T Alabama	J.A. Dawson & Co.	Alabama
Industries	AUC Group	Jackson Thornton	Rowe Engineering &
Alabama Council of The	Avenu Insights & Analytics	Jacksonville State	Surveying, Inc.
American Institute of	BancorpSouth Equipment	University's Center for	Sain Associates, Inc.
Architects	Finance	Economic Development	Sansom Equipment
Alabama Department of	Bandit Industries, Inc.	& Business Research	Co., Inc.
Agriculture & Industries	Birmingham Freightliner	Johnson Controls	Santek Waste Services
Alabama Department of	Alabama Emergency	Jubilee Decor, LLC	SealMaster/Alabama
Archives and History	Vehicles	K&K Systems, Inc.	Sensys Gatso Group
Alabama Department of	Bradford Health Services	Kel-Ar Consulting	SESCO Lighting
Economic and	Cardiac Solutions	KOMPAN Playgrounds	Shumaker Tech Group
Community Affairs	Carr, Riggs & Ingram	KORKAT	Sophicity
Alabama Department of	CPAs and Advisors	LaBella	Southeast Cement
Environmental	Charter Communications	Lightfoot Law	Promotion Association
Management (ADEM)	Civil Southeast, LLC	Local Government Health	Southern Engineering
Alabama Department of	CMH Architects, Inc.	Insurance Board	Solutions, Inc.
Revenue - Sales & Use	Corporate Pharmacy	Main Street Alabama	Specification Rubber
Tax Division	Services	Main Street Energy	Products, Inc.
Alabama Emergency	Corrective Asphalt	Master Meter, Inc.	State Auditor of Alabama
Management Agency	Materials, LLC	Mauldin & Jenkins, LLC	Spire
(AEMA)	Croy Engineering	McKee & Associates	Stifel
Alabama First Responders	CSA Software Solutions	Architecture and Interior	SUEZ Advanced Solutions
Benefits Program	C Spire	Design	Sunbelt Fire, Inc.
Alabama Manufactured	Cyclone Lighting	Morell Engineering	Sweeping Corporation of
Housing Association	DataMax Corporation	Municipal Intercept	America, Inc.
Alabama Mountain Lakes	Dewberry	Services (MIS)	Synergetics
Tourist Association	Dixie Decorations, Inc.	Municipal Revenue Service	Tank Pro, Inc.
Alabama Municipal Electric	Energy Systems Group	Compensation Fund	The Alabama Advantage for
Authority	Forte Payment Systems	(MWCF)	New Alabamians
Alabama Municipal	Fortiline Waterworks	Municode/Municipal Code	The Kelley Group, LLC
Insurance Corporation	Fortinet	Musco Sports Lighting	The Nine
Alabama Municipal	Frazer Lanier	NAFECO	Thompson Engineering
Revenue Officers	Game Day Athletic Surfaces	National Water Services,	Tristatz
Association	Giffen Recreation Co., Inc.	LLC	TruckWorx Kenworth
Alabama Plumbers & Gas			Trulieve

Thompson Tractor Co., Inc.  
Twin States Recreation, LLC  
U.S. Bank

Volkert  
U.S. Census Bureau  
USDA Rural Development

VC3, Inc.  
Vortex Aquatic Structures  
International.

Waste Pro

# GENERAL SHOW INFORMATION

ALM 2022 Annual Convention Expo  
May 12 & 13, 2022  
Hank Crisp Indoor Practice Facility, Tuscaloosa, AL

## MUNICIPAL MARKETPLACE SCHEDULE: *schedule is subject to change. Visit [www.almonline.org](http://www.almonline.org) for updates.*

### Thursday, May 12, 2022

1:00 p.m. – 1:30 p.m.	Outdoor Equipment Move-In (Pre-approval required)
1:30 p.m. - 4:30 p.m.	Exhibitors move-in. Entrance Door Closed at 4:30 p.m.
5:30 p.m. – 7:00 p.m.	Municipal Marketplace open for Vendor Exhibiting

### Friday, May 13, 2022

8:00 a.m.	Exhibitors and attendees arrive for breakfast
8:00 a.m. – 10:30 a.m.	Municipal Marketplace open for breakfast and exhibiting
10:30 a.m.	Exhibitor breakdown and move-out

## MUNICIPAL MARKETPLACE SPECIAL EVENTS:

### Thursday, May 12, 2022

5:30 p.m. – 7:00 p.m.	Municipal Marketplace Showcase and Reception
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### Friday, May 13, 2022

8:00 a.m. – 10:30 a.m.	Vendor Exhibiting
8:00 a.m. – 10:30 a.m.	Breakfast in Municipal Marketplace
10:30 a.m.	Exhibitor Breakdown

## WHAT'S INCLUDED WITH YOUR BOOTH?

- Each **10' x 10'** exhibit space includes pipe and drape (hunter green/bright white), 6' topped and skirted table, two side chairs, wastebasket, company identification sign, printed registrant list and three (3) name badges.
- Additional representative name badges may be purchased for \$150 each.
- Thursday evening reception and Friday's Breakfast and Break Service in the Municipal Marketplace.

## EXHIBIT SPACE RATES:

EXHIBIT DIMENSIONS	PRICING
10' X 10'	\$ 1,000
OUTDOOR Equipment Space	Contact Cindy Price for more information

**HOW DO I REGISTER FOR AN EXHIBIT SPACE?** Visit [www.almonline.org](http://www.almonline.org) for online exhibitor registration and interactive floor plan. See what space is currently available, where competition is located and view a listing of all registered vendors. Contact **Cindy Price**, at **334-262-2566** or via email at [cprice@almonline.org](mailto:cprice@almonline.org) for further information.

*As per the signed Contract, all exhibitors must remain fully assembled until Friday, May 13, 2022, at 10:30 AM. Early packing nor breakdown is permitted. This is a safety issue since there are still attendees in the Hall. The League takes this safety issue very seriously and removes violators from future conference invitations. Any vendor who breaks down early may be fined \$1,000 and may not be allowed to exhibit in future League shows. All exhibitors must breakdown removing materials and equipment immediately follow the close of the show. The Alabama League of Municipalities, the Hank Crisp Indoor Practice Facility and Veal Convention Services are not responsible for any items left behind by exhibitors.*

### **Vehicle Unloading and Parking**

Exhibitors should access the unloading area using the information which will be emailed to the administration contact on the exhibitor registration prior to the show. These procedures are designed to maintain safety and allow for a well-organized and smooth set up day. This area may experience some back up, so we ask for your patience. Please keep this in mind when you arrive. **The loading dock doors will close at 4:30 p.m. on Thursday. Once vendors unload, parking is available nearby.**

### **Beverages and Food Items**

Alcoholic beverages, non-alcoholic beverages and/or food **may not** be brought into the expo hall. Any food sampling **must** be a direct component of your business and must be approved prior to show start. You may bring small treats for yourself or attendees. We do ask that if you have any food items in your booth area please make sure your space remains tidy during all Municipal Marketplace hours.

### **Booth Exhibitor Restrictions**

Height: Nothing can be displayed higher than the 8' backdrop drape, without prior approval; Overhead: No canopies or tents of any kind are permitted in the booth areas; Balloons are not permitted in the Municipal Marketplace.

### **Construction and Placement of Signs and Banners**

All exhibit signs must be freestanding or floor-type signs. No signs, banners, plaques, pennants, etc. can be hung from the ceiling, walls, or perimeter drapes. All signs must be professionally manufactured and have a finished surface on all edges and sides. Signs cannot block the view of other exhibitors.

### **Outdoor Equipment and Vehicle Displays**

**IMPORTANT!** You must have pre-approved to display in this area. Contact Cindy Price if your company wants to display equipment.

### **Fire Regulations**

Exhibitors must comply with all federal, state, and local fire codes which apply to places of public assembly under the International Fire Code 2012. All curtains, bunting, draping, etc., of any kind must be flameproof. Special care should be taken not to block or obstruct any fire hose or fire extinguisher cabinets, fire pull boxes or entrances and exits within the Coleman Coliseum.

### **Licensing**

All exhibitors must be licensed to do business in the State of Alabama. The Alabama League of Municipalities does not secure a retail sales license for this event therefore **direct selling from the Show Floor is not permitted.**

### **Liability**

**Proof of general liability coverage with a loss limit of at least one million dollars per occurrence is required.**

**INSURANCE** Exhibitors shall provide proof of general liability insurance naming the Alabama League of Municipalities (ALM) as an additional insured covering the dates of the event. Proof of such insurance shall be submitted to ALM within ten (10) business days of executing this contract. Such insurance shall have a combined single limit of not less than \$1,000,000 (one

million dollars) for bodily injury and property damage. Receipt of the certificate of insurance is required before arriving onsite for the show. It is kept on file with your exhibitor registration. Contact Cindy Price via email [cprice@almonline.org](mailto:cprice@almonline.org) or 334-262-2566.

### **Care of Exhibit Space**

Each exhibitor is entirely responsible for the space allotted him through his contract. Each exhibitor agrees to reimburse the Von Braun Center for any damage to the floors, ceilings, or walls within his contracted area. Decorations, signs, banners, and streamers may not be attached, taped, nailed, or otherwise fastened to any ceiling, window, painted surface or wall of the Von Braun Center. Under **NO** circumstances are helium balloons to be given away or permitted to be used in the Von Braun Center. Any cost incurred for the use or removal of these items will be charged to the exhibitor. The Von Braun Center assumes no liability or responsibility for any loss or theft. Therefore, it is the exhibitor's responsibility to provide their own insurance coverage for vehicles, exhibits, materials and so forth.

### **No Smoking Policy**

The Renaissance Montgomery Hotel and Convention Center is a non-smoking facility.

### **Security**

Security is provided in the Municipal Marketplace Thursday, May 12, 2022, at 7:00 PM through Friday, May 13, 2022, at 7:30 AM. The Alabama League of Municipalities, the Hank Crisp Indoor Practice Facility will take reasonable caution to protect exhibitors against damages or loss during the show. However, the Alabama League of Municipalities, the Hank Crisp Indoor Practice Facility and Veal Convention Services assume no liability for damage, destruction, loss or theft or exhibitor property.

### **Electrical Services**

Electrical is available for all booths. 120V outlet – up to 20 amps. See specific pricing when completing exhibit registration. Electrical services should be evaluated and ordered pre-show. Onsite electrical will be at a higher rate. Any exhibitor needing to order electrical services should do so when completing the online exhibitor registration or by notifying Cindy Price, Show Manager, in writing via email at [cprice@almonline.org](mailto:cprice@almonline.org) prior to May 6, 2022.

### **Name Badges**

Exhibitor badges may be used for the sessions but there is to be absolutely no soliciting. Sessions are educational and are not to be used as an avenue to distribute literature or do any marketing. Exhibitors are invited to attend sessions but may not make direct contact regarding their products and services outside the Municipal Marketplace (this includes announcements, unsolicited conversations regarding their business and distribution of promotional materials). Name badges must be always worn while in the Municipal Marketplace or educational sessions. Badges provide admission to all non-ticketed events. Any member of your staff may take incorrect badge(s) to the counter and have them corrected or reissued in another name. There is no fee for this. If a staff member will not be attending for the duration of the Municipal Marketplace, they may give their badge to another staff member from their company. Simply take the badge to the Exhibitor Registration counter and they will reprint the badge with the replacement name. **You must have the badge with you to avoid being charged the additional representation name badge fee.**

VIEW A FULL LISTING OF FACTS, ANSWERS AND QUESTIONS [www.almonline.org](http://www.almonline.org)

**END OF EXHIBITOR KIT**