

CONVENTION^{news}

Exhibitor and Sponsor Packet • August 20-22, 2013 • Perdido Beach Resort • Orange Beach, Ala.

Why YOU Should be there!

- This is your once-a-year opportunity to showcase your products and services, in one location, to the decision makers in county government.
- County Commissioners, probate judges, engineers, administrators, revenue officers, emergency managers, and 9-1-1 directors from every corner of the state will gather for the ACCA's Convention!
- Meet face-to-face the county officials who, combined, control budgets that total more than the general fund budget of the State of Alabama.
- **YOUR COMPETITION WILL BE THERE!**

ACCA Convention Set for August

Mark your calendars for the 86th Annual Convention of the Association of County Commissioners of Alabama! This year's convention is scheduled for August 19 - 21, 2014, at the Perdido Beach Resort in Orange Beach, Ala.

County Commissioners, engineers, probate judges, administrators, revenue officers, emergency managers, and 911 directors from throughout the state will converge on Baldwin County, and this presents you the perfect opportunity to get the word out about your company or business.

Enclosed in this vendor packet, you will find information on the 2014 Exhibit Showcase. This year's Exhibit Showcase will be a one-day show on Tuesday, August 19, from 11:00 a.m. until 6:30 p.m. Convention registration, a strolling lunch, and the opening reception will be held inside the exhibit hall to increase traffic to your booth.

Also enclosed is information on our Sponsorship Program for the convention. There is something for every budget. By participating as a sponsor, your company will be making it

possible for the ACCA to keep the cost of convention registration fees down. This is a tremendous service to county government in Alabama. I hope you will consider being a sponsor this year!

Although August is four months away, it's time to make plans now to be a part of the convention. If you have any questions, please feel free to give me a call at (334) 263-7594 or send email to dkey@alabamacounties.org. Please know that we appreciate everything you do to assist Alabama counties and our Association.

PLEASE NOTE: All exhibitor and sponsor registrations must be completed through the Association's online registration system. No paper registrations will be accepted. Instructions on the online registration system are located on page 4 of this packet. In addition, as of Oct. 1, 2011, the ACCA Board of Directors voted to require payment before events, so you will be required to pay by credit card or PayPal account.



2014 Exhibit Showcase

ACCA 86th Annual Convention

August 19, 2014

Perdido Beach Resort, Orange Beach, Ala.

What do I receive as an exhibitor?

- 10 foot piped-and-draped booth
- Draped 6 foot table, folding chair, and a wastebasket
- Dedicated time with convention attendees including a Strolling Lunch and Opening Reception inside the Exhibit Hall
- Your company listed in the convention program
- List of convention attendees for sales leads

What's the Cost?

There will be 58 inside booths for \$600 each and 15 foyer booths for \$700 each

How do I register?

You may register online at www.alabamacounties.org. Specific instructions on how to register as an exhibitor or sponsor are included in this registration packet

What's the deadline to register?

Registrations must be received online by Friday, July 11, 2014

Payments:

As of October 1, 2011, the ACCA requires full payment for exhibit booths and sponsorships at the time of registration. When you register online through our system you will be required to pay by either credit card or PayPal account. No other method of registrations are accepted.

Other Notes:

- The exhibit show is held in the grand ballroom of the Perdido Beach Resort, which is carpeted, so there is no need to rent carpet for your booth
- You may order power, internet, or rent audio or visual equipment from Wave Audio Visual Producers. They will contact you before the show to make arrangements
- Your registration fee allows you to attend the exhibit show on Tuesday only, not the entire convention
- If you reserve a booth, you are agreeing to man the booth for the ENTIRE show. We fully expect you to stay through the opening reception. If you choose to leave early, we reserve the right to not allow you to participate next year

What's the agenda?

Tuesday, August 19, 2014

- 8-11 a.m.
Exhibitor registration and set-up
- 11 a.m.
Exhibit Hall Opens
- 12-1 p.m.
Strolling Lunch inside the Exhibit Hall
- 5-6:30 p.m.
Opening Reception and door prizes inside the Exhibit Hall
- 6:30 p.m.
Exhibit Hall breakdown (you must tear down during this time)

2014 Sponsor Program

ACCA 86th Annual Convention

August 19-21, 2014

Perdido Beach Resort

Orange Beach, Ala.

Hotel Room Key Cards

(1 sponsorship available)

\$2,500

Your company will receive

- Your company logo will be printed on the hotel room keys handed out at the registration desk
- Half page ad in the convention program

Wireless Internet Sponsor

(1 sponsorship available) - \$2,500

Your company will receive

- Several signs will be placed throughout the hotel listing your company as the wireless sponsor for all meeting rooms
- The required login and password to access the wireless will be your company name
- Half page ad in the convention program

Convention Golf Tournament

(1 sponsorship available)

\$2,500 (August 19, 2013)

Your company will receive

- Two free greens fees
- One company sign/banner at the tournament
- Company listing on all tournament materials

Golf Tournament Refreshments

(1 sponsorship available)

\$1,000 (August 19, 2013)

Your company will receive

- Two free greens fees
- One company sign/banner at the tournament
- Company listing on all tournament materials

Golf Tournament Lunch

(1 sponsorship available)

\$1,500 (August 19, 2013)

Your company will receive

- Two free greens fees
- One company sign/banner at the tournament
- Company listing on all tournament materials

Strolling Exhibit Hall Lunch

(3 sponsorships available)

\$1,000 (August 20, 2013)

Your company will receive

- Recognition of your company during the lunch
- Company listing under function sponsored in the convention program
- Listing on sponsors banner

Opening Reception Inside the Exhibit Hall

(5 sponsorships available)

\$1,500 (August 20, 2013)

Your company will receive

- Two free convention registrations
- Recognition of your company during the reception
- Company listing under function sponsored in the convention program
- Listing on sponsors banner

Convention Breakfast

(3 sponsorships available)

\$1,000 (August 21, 2013)

Your company will receive

- Two free convention registrations
- One company sign/banner at the breakfast
- Recognition of your company during the breakfast
- Company listing under function sponsored in the convention program

Convention Luncheon

(1 sponsorship available)

\$5,000 (August 22, 2013)

Your company will receive

- One free exhibit booth
- Three free convention registrations
- Recognition of your company during the lunch
- Company listing under function in the convention program
- One company sign/banner at the lunch
- Full page ad in the convention program

President's Banquet Entertainment

(2 sponsorships available)

\$2,500 (August 22, 2013)

Your company will receive

- Two free convention registrations
- Recognition of your company during the banquet
- Company listing under function sponsored in the convention program
- One company sign/banner at the banquet
- Half page ad in the convention program

President's Banquet Sponsor

(unlimited sponsorships available)

\$750 (August 22, 2013)

The President's Banquet is always the highlight of the convention. It's a special time for the Association and its friends to welcome new President Debbie Wood (Chambers County).

Your company will receive

- Tickets for three company reps to attend the Banquet
- Recognition of your company during the Banquet
- Company listing under function sponsored in the convention program
- Listing on sponsors banner and place cards

Instructions for Online Registration

ACCA 86th Annual Convention

August 19-21, 2014

Perdido Beach Resort, Orange Beach, Ala.

- Registrations will not be accepted via any other method. You MUST register through the online system.
- Go to www.alabamacounties.org
- Click on Events on the top left hand side of the page. Choose the month of August on the calendar and click on ACCA Annual Convention. At the bottom of the page click on the red tab that says REGISTER FOR THIS EVENT. (This will open a separate window.)
- On the Upcoming Events page, scroll down and click on the event you would like to register for. NOTE: There are multiple pages of events, so it is possible the event you are looking for is on page 2 or 3.
- Click on Register for this Event and it will ask you to enter your primary email address. You must be logged in to register for an event.
- If you have never used our system before you will need to create an account. Go up to New Visitor Registration to create an account. You'll need to enter your contact information and hit Create Account. From there continue on to the next step.
- At any point you can click on Upcoming Events on the left hand side of the page to register for an additional event.
- Select whether you are registering for yourself or a group.
- Look over the badge information provided. From there click on Register Now.
- If you need to register for an additional event (such as Golf or Fishing), click on Continue Shopping.
- When you are ready, hit the Proceed to Checkout button in the shopping cart and follow the directions on the screen.
- Make sure you go through all of the screens until you submit order and receive a confirmation number.
- You will be required to enter payment information because as of October 1, 2011, the ACCA Board of Directors voted to require payment on all transactions by credit card or PayPal account at the time of registration.
- Once you complete your registration you will receive a confirmation and receipt detailing your purchase via email.
- If you have any problems at all, please call or email Jennifer or Donna in the ACCA Office.
Jennifer Datcher - jdatcher@alabamacounties.org
Donna Key - dkey@alabamacounties.org
(334) 263-7594

2014 Convention Golf Tournament

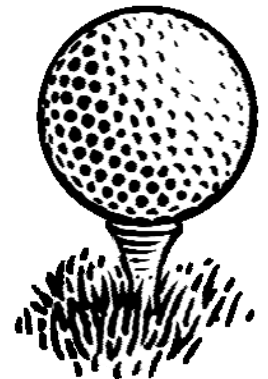
ACCA 86th Annual Convention

Monday, August 18, 2014

- Gulf Shores Golf Club
520 Clubhouse Dr, Gulf Shores, AL 36542
251-968-7366
- Noon: Lunch
1:00 p.m.: Shotgun Start
- \$75 per player for company representatives.
This includes lunch, greens fees, cart, cold drinks and prizes!
- When you register you will be able to enter up to five counties that you are interested in playing with.

- The tournament will use a scramble format to allow every player to be directly involved in the scoring. This format does not require that all players be expert golfers. Everyone, regardless of skill level, is encouraged to play!
- **Register ONLINE by Friday, August 8, 2014!**

*You must be registered as an exhibitor, sponsor or convention attendee to participate in the golf or fishing events.



2014 Fishing Expedition

ACCA 86th Annual Convention

Monday, August 18, 2014

- Reel Surprise Charter Docks
(at SanRoc Cay Marina)
27267 Perdido Beach Boulevard
Orange Beach, AL 36561
- 1—7 p.m.
Please be at the docks by 12:30 p.m.
- \$125 per person for company representatives.
This includes 6 hours of fishing, snacks and drinks!

- **Register ONLINE by Friday, July 18, 2014!**

We must have a minimum of 25 people signed up by July 19 or we will have to cancel.

*You must be registered as an exhibitor, sponsor or convention attendee to participate in the golf or fishing events.



2014 Convention Agenda

ACCA 86th Annual Convention

August 19-21, 2014

Perdido Beach Resort, Orange Beach, Ala.



Monday, August 18

1 p.m.

Golf Tournament (*Lunch at Noon*)

Gulf Shores Golf Club

1 - 7 p.m.

Fishing Expedition

Reel Surprise Charter Docks

Tuesday, August 19

9 a.m. - 5 p.m.

Affiliate Meetings

- 9 a.m.
ACEA Board Meeting
- 10 a.m.
ACEA Membership Meeting
- 1 p.m.
ACAA Membership Meeting
- 3 p.m.
AAND Membership Meeting
- 4 p.m.
AAEM Membership Meeting

11 a.m. - 5 p.m.

Registration Desk Open

11 a.m. - 7 p.m.

Exhibit Showcase

11 a.m. - Noon

ACCA Board of Directors Meeting

12 - 1 p.m.

Strolling Lunch in the Exhibit Hall

1 - 5 p.m.

CROAA Education Meeting

- One Spot...One Year Later
- New Nexus Rule
- Changes to the Tax Payer Bill of Rights
- What's on the Horizon
- Business Session

2 - 3 p.m.

ACCA Workers Compensation and Liability Insurance Funds Meeting

5 - 6:30 p.m.

Opening Reception in the Exhibit Hall

Wednesday, August 20

7:30 - 8:30 a.m.

Convention Breakfast

7:45 - 8:30 a.m.

Nominating Committee Meeting
Resolutions Committee Meeting

8 - 11:30 a.m.

Registration Desk Open

8:30 a.m. - 12 p.m.

Opening General Session

- If We Fail to Act: California Case Study, *Matt Cate, Executive Director, California State Association of Counties (invited)*
- Pressure on Prisons, *Tammy Meredith, Ph. D., Applied Research Services, Inc.*

- State of the Alabama Prison System, *Kim Thomas, Commissioner, Alabama Department of Corrections*
- A Look at Lower Cost Solutions: Community Corrections and Drug Courts, *Jeffery Williams, Deputy Commissioner for Governmental Relations and Community Corrections*
- Too Many for Too Little: State Woes Weigh on County Jails, *Speaker TBA*
- Remarks from NACo President Riki Hokama (*invited*)
- Report of the ACCA Nominating Committee

12 - 1:15 p.m.

County Agents Kitchen Lunch

1:30 - 4:45 p.m.

Concurrent Sessions

- Update on the NACo Veteran's Committee and AlaVetNet, *Stan Batemon, St. Clair County Commission Chairman and Mary Bell, NACo Financial Services Director*
- Citizens Academy Success Stories, *David Money, Chairman/ Probate Judge, Henry County and Chance Corbett, Russell County Commissioner*
- Revenue Protection on Property Taxes for Subsidized Housing

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- How to Maximize Prescription Drug Savings for Your Citizens
- Q&A on Insurance Coverage Issues, *ACCA Staff*
- Open Meetings Law Refresher, *Mary Pons, ACCA Association Counsel*
- PLAN—Practical Leadership Action Network, *ACCA Staff*

Thursday, August 21

7:45 - 8:45 a.m.

County Agents Kitchen Breakfast

8:45 a.m. - 12 p.m.

Breakout Sessions

Commissioners Breakout Session

- Metal Health Services in County Jails, *Speaker TBA*
- Liability Considerations When Housing City Inmates in County Jails, *Speaker TBA*
- Report from North Jackson, *Sonny Brasfield, ACCA Executive Director*

Commissioners and Engineers Combined Breakout Session (after the break)

- ATRIP Update, *John Cooper, Director, ALDOT*
- Road Vacation and Subdivision Regulations, *Mary Pons, ACCA Association Counsel*
- Improving Safety at Railroad Crossings, *Speaker TBA*

Engineers Breakout Session (before the break)

- Legislative Update (Call Before You Dig, Advertising for Bids, Prompt Pay), *Mary Pons, ACCA Association Counsel*
- Encroachments on Federal Aid Projects, *Speaker TBA*
- Update on Logging Notification, *Speaker TBA*

Engineers combine with Commissioners after the break

Administrators and CROAA

Breakout Session (before the break)

- Department of Revenue Update
Commissioner Julie Magee
 - Tax Tribunal
 - Suspension of Taxes
 - Business License
 - Business Personal Property Tax
 - Business Rapid Response to Declare Disasters Act

AAEM Breakout Session

- Future of EMA, *Sonny Brasfield, ACCA Executive Director*
- What We Learned from the Ice Storms, *Speaker TBA*
- New Commissioner Handbook, *Phyllis Little, Cullman County EMA Director*

AAND Breakout Session

- Legislative Update, *ACCA Staff*
- Future of 911 in Alabama, *Sonny Brasfield, ACCA Executive Dir.*
- ANGEN Update, *Speaker TBA*

Administrators, CROAA, AAND and AEMA Combined Breakout Session (after the break)

- Generational Challenges in the Workplace, *William Sauser, PhD, Professor of Management and Higher Education, Auburn University (invited)*

12 - 1:15 p.m.

Convention Luncheon Honoring 2013-2014 President Debbie Wood

1:30 - 4:45 p.m.

Afternoon General Session

- **Candidates for Governor, Lt. Governor and Attorney General**
- Awards Ceremony
- ACCA Business Session
- District Caucuses

6:30 p.m.

President's Banquet Honoring 2014-2015 President-Elect Merceria Ludgood

8 p.m.

President's Inaugural Celebration Dance, *Featuring The Tip Tops*