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**AESA**

ASSOCIATION OF  
EDUCATIONAL SERVICE AGENCIES

**2023**  
**BUSINESS**  
**PARTNERSHIP**  
**& SPONSORSHIP**  
**OPPORTUNITIES**

**AESA**

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## WHY CONSIDER A RELATIONSHIP WITH AESA?

There are 553 Educational Service Agencies (ESAs), with over 200,000 employees in 44 states. AESA is in the position to reach 11,700 **(79%)** of the public school districts, 22,710 **(83%)** of the private schools, 2,160,955 **(79%)** certified teachers, and 2,018,888 **(80%)** non-certified school employees, and well over 40,732,954 **(80%)** public and private school students. This includes administrators, administrative support staff, instructional coordinators, principals, assistant principals, school librarians and support staff, instructional aides, guidance counselors, and other support and service staff members. *Source: U.S. Department of Education, National Center for Education Statistics, Common Core of Data Survey.*

## BENEFITS OF PARTICIPATION WITH AESA

ESAs are in face-to-face contact with nearly every superintendent and LEA key staff of local school districts on a weekly/monthly basis. As a result, ESA staff is acutely aware of the needs and problems faced by local public school districts, as well as private and parochial schools in their area along with other youth service agencies.

One of the most critical responsibilities that AESA has is to ensure that ESAs and schools have access to the best educational products and services available. Therefore, AESA offers Business Opportunities to companies wishing to join and/or partner with AESA and its members. AESA also makes available, separately or in conjunction with the business levels, opportunities to participate in and sponsor a variety of additional “Marketing Opportunities” to help maximize exposure and brand recognition.

There are a variety of participation opportunities available with the AESA. In the following pages, you will see specific benefits offered at each participation level. Working with AESA offers a level of access and visibility not afforded by other national associations.

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**BUSINESS  
SPONSORSHIP  
OPPORTUNITIES**

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# SPRING EXECUTIVE COUNCIL PACKAGE 1

**When:** March 27, 2023

**Where:** Hilton Head, SC

**Description of Meeting:** The 17 CEOs (14 current and 3 new) serving on the Executive Council are in attendance at this meeting. This is the leadership board for AESA. They are elected by their peers and represent the four geographic areas from across the country.

**Cost:** \$7,500 (one opportunity available)

## Package Includes:

- Dinner sponsorship for 17 CEOs
- Introduction/presentation of company and services--15 minutes
- Attendee list w/contact information
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Annual Conference attendee lists – pre- and post- with contact information

# SPRING EXECUTIVE COUNCIL PACKAGE 2

**When:** March 28, 2023

**Where:** Hilton Head, SC

**Description of Meeting:** The 17 CEOs (14 current and 3 new) serving on the Executive Council are in attendance at this meeting. This is the leadership board for AESA. They are elected by their peers and represent the four geographic areas from across the country.

**Cost:** \$7,500 (one opportunity available)

## Package Includes:

- Dinner sponsorship for 17 CEOs
- Introduction/presentation of company and services--15 minutes
- Attendee list w/contact information
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Annual Conference attendee lists – pre- and post- with contact information

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# WOMEN'S LEADERSHIP NETWORK RETREAT

**When:** May 4-5, 2023

**Where:** TBD

**Description of Meeting:** The AESA Women's Leadership Network is a forum that strengthens female leadership by networking women who lead educational service agencies. This group of approximately 25 women leaders from across the country gather for this in-person retreat once per year.

**Cost:** \$5,000

**Package Includes:**

- Dinner sponsorship for 25 women leaders
- Introduction/presentation of company and services--15 minutes
- Attendee list w/contact information

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# SUMMER LEADERSHIP EXECUTIVE COUNCIL DINNER

**When:** July 17, 2023

**Where:** Cincinnati, OH

**Description of Meeting:** The 14 CEOs serving on the Executive Council are in attendance at this meeting. This is the leadership board for AESA. They are elected by their peers and represent the four geographic areas from across the country.

**Cost:** \$7,500

## Package Includes:

- Dinner Sponsorship for 14 CEOs
- Introduction/presentation of company and services--15 minutes
- Attendee list with contact information from Summer Leadership Conference
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Annual Conference attendee lists – pre- and post- with contact information

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# SUMMER LEADERSHIP EXECUTIVES IN RESIDENCE DINNER

**When:** July 18, 2023

**Where:** Cincinnati, OH

**Description of Meeting:** Executives in Residence Program participants are in attendance at this dinner. This is a group of educational administrators learning the necessary skills to lead a successful educational service agency.

**Cost:** \$7,500

## Package Includes:

- Dinner Sponsorship for approximately 15 EIRs
- Introduction/presentation of company and services--15 minutes
- Attendee list with contact information from Summer Leadership Conference
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Annual Conference attendee lists – pre- and post- with contact information

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# SUMMER LEADERSHIP PACKAGE

**When:** July 18-20, 2023

**Where:** Cincinnati, OH

**Description of Meeting:** 125 - 200 ESA CEOs and key staff invited by the CEO usually attend this three-day event. There are **NO** exhibits as such. Two representatives of the sponsor are given complimentary registrations and are invited to participate in the conference as regular attendees. The Sponsor is given 15 minutes to market their company. This gives the Sponsor a great opportunity to talk with ESAs and to engage in soft selling and contact development. Sponsors are recognized in the mobile app, conference signage, and during announcements from the podium.

**Cost** - \$7,500 each (three packages available)

1. Reception - First night – July 18, 2023
2. Breakfast – Second day – July 19, 2023
3. Lunch - Second day – July 19, 2023
4. Breakfast - Third day – July 20, 2023

## Packages Include:

- Reception/breakfast/lunch/dinner sponsorship for 125 -150 CEOs/Executive Leaders
- Introduction/presentation of company and services--15 minutes
- Recognition of sponsorship by executive leadership during opening/closing business sessions
- Attendee list with contact information from Summer Leadership Conference
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Annual Conference attendee lists – pre- and post- with contact information
- Conference signage

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# EDUCATORS CALL TO ACTION PACKAGE

**When:** October 3-6, 2023

**Where:** Hyatt Regency on Capitol Hill, Washington, DC

**Description of Meeting:** This event is focused on updates of federal legislation and on meeting with members of Congress. Between 60 and 80 members are usually in attendance. There are no exhibits and sponsors will be given 15 minutes to market their company.

## **First Package: Executive Council Dinner – October 3, 2023**

**Cost:** \$7,500

- Dinner sponsorship for 14 CEOs that make up the AESA Leadership Board
- Introduction/presentation of company and service--15 minutes
- Recognition of sponsorship by executive leadership at the Educators Call to Action
- Attendee list with contact information from Educators Call to Action
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Annual Conference attendee lists – pre- and post- with contact information

## **Second Package: Welcome Reception – October 4, 2023**

**Cost:** \$7,500

- Sponsorship for 60-80 attendees
- Introduction/presentation of company and services--15 minutes
- Attendee list with contact information from Educators Call to Action
- Recognition of sponsorship by executive leadership at the Educators Call to Action
- Annual Conference attendee lists – pre- and post- with contact information
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Conference signage

## **Third Package: Executives in Residence Dinner – October 4, 2023**

**Cost:** \$7,500

- Dinner Sponsorship for approximately 15 EIRs
- Introduction/presentation of company and services--15 minutes
- Attendee list with contact information from Summer Leadership Conference
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Annual Conference attendee lists – pre- and post- with contact information

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## BUSINESS PARTNER

### Two Options:

**Option #1 - \$45,000 for a single-year agreement**

**Option #2 - \$40,000 per year for a 3-year agreement**

### Package Includes:

- Exclusive representation of like businesses at Business Partner Level
- Prime 10' x 10' booth at Annual Conference
- Location of exhibitor booth in "Business Partners Row" (5 attendees)
- Pipe and draping for table and 2 chairs
- Pre/post attendee list
- Opportunity to conduct one breakout session at the Annual Conference (*BP Option*)
- Marketing flyer included in conference attendee handout bag
- Company-sponsored table at Annual Conference for General Session Lunch
- First choice of sponsorship of additional specific marketing materials
- First choice of Business Sponsorship Opportunities at state and regional meetings
- AESA Membership Directory
- Company recognition on AESA website with link to Business Partner website
- One article in AESA Online Newsletter announcing the partnership
- One article per quarter in the AESA Online News
- Use of AESA name, trade name, service mark, and logo in trade magazines/periodicals with pre-approval by AESA
- Direct access to the AESA National Marketing channel
- Opportunity to participate in market research/joint marketing programs
- Invitation to attend and participate in the AESA Summer Leadership Conference with executive leadership recognition (2 complimentary registrations)
- Email notification to each AESA executive director/CEO to introduce the business partner services
- One hour of webinar time per quarter hosted by AESA and must be scheduled one month in advance

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**ANNUAL  
CONFERENCE  
SPONSORSHIP  
OPPORTUNITIES**

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The Anaheim Marriott, a 4-star hotel offers personalized service and a location blocks from Walt Disney® resort in Anaheim, CA. Whether you're visiting for work or pleasure, our vibrant hotel offers a fantastic location in walking distance of the Anaheim Convention Center, the House of Blues and GardenWalk. Find us minutes from the Honda Center and a short drive from Los Angeles. Recharge in the California sun in our sparkling outdoor pool or work out in our fully equipped fitness center. Indulge in fresh Californian cuisine made from locally grown ingredients or sample our restaurant's extensive bourbon collection. Relax in beautifully appointed hotel rooms and suites with plush bedding, marble bathrooms, hardwood floors and balconies with views of Anaheim. Plan events in 169,000 square feet of event space, including two ballrooms, paired with custom catering and expert planning services.

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# ANNUAL CONFERENCE EXECUTIVE COUNCIL DINNER

**When:** November 28, 2023

**Where:** Anaheim, CA

**Description of Meeting:** The 14 CEOs serving on the Executive Council are in attendance at this meeting. This is the leadership board for AESA. They are elected by their peers and represent the four geographic areas from across the country. The Executives in Residence, which is an annual cohort of future ESA leaders, are also in attendance.

**Cost:** \$7,500

## Package Includes:

- Dinner sponsorship for 14 CEOs and other ESA leaders from across the country
- Introduction/presentation of company and services--15 minutes
- 10' x 10' booth at the Annual Conference (2 complimentary registrations)
- Annual Conference attendee lists – pre- and post- with contact information
- Sponsored table at Annual Conference by your company with signage for general session lunch

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# ANNUAL CONFERENCE – Exhibitor

**When:** November 29 – December 1, 2023

**Where:** Anaheim, CA

**Description of Meeting:** This is the major AESA event of the year and will be held at the Anaheim Marriott in Anaheim, California. The event attracts between 750 and 800 people comprised of 1/3 ESA CEOs, 1/3 ESA board members, and 1/3 senior ESA staff.

**Cost: \$1,900 (prior to 10/1/23)**  
**\$2,100 (after 10/1/23)**

## Package Includes:

- 10' X 10' booth at the Annual Conference (2 complimentary registrations)
- Pipe & drape
- Skirted table and 2 chairs
- Attendee lists – pre- and post- with contact information
- Additional opportunities to sponsor specific marketing materials
- High member traffic (breakfast, refreshments, Welcome and President's Receptions, Silent Auction held in the exhibit hall)
- Company recognition included in AESA website Annual Conference Exhibitor Directory, and conference mobile app

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## 2023 ANNUAL CONFERENCE EXHIBIT HALL MAP

*COMING FEBRUARY 2023*

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# ANNUAL CONFERENCE SPONSORSHIP OPPORTUNITIES

2023 ANNUAL CONFERENCE SPONSORSHIPS	COUNCIL DINNER	WELCOME RECEPTION	THURSDAY BREAKFAST	THURSDAY LUNCH	MEMBERS RECEPTION	FRIDAY BREAKFAST	LANYARD	CONFERENCE MOBILE APP	CONFERENCE WI-FI	CONFERENCE BAG
EVENT DATE:	November 28, 2023	November 29, 2023	November 30, 2023	November 30, 2023	November 30, 2023	December 1, 2023	ENTIRE CONFERENCE	ENTIRE CONFERENCE	ENTIRE CONFERENCE	ENTIRE CONFERENCE
<b>SOLD TO:</b>	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$5,500	\$3,000	\$3,000	\$4,500
<b>TARGETED NETWORKING</b>										
Introduction at event	X									
Greet attendees as they arrive at the event	X	X	X	X	X	X				
One invitation to Council Dinner at the Annual Conference		X	X	X	X	X				
15-minute message at dinner to attendees	X									
Opportunity to provide branded promotional items at the event	X	X	X	X	X	X				
<b>EXHIBIT PRESENCE</b>										
One comp 10X10 exhibit booth	X	X	X	X	X	X	X			
Two complimentary full-conference registrations	X	X	X	X	X	X	X			
<b>BRAND RECOGNITION</b>										
Your logo on the event signage	X	X	X	X	X	X	X	X	X	X
Your logo on the conference home page and sponsorship page with link to your website	X	X	X	X	X	X	X	X	X	X
Your logo in mobile app	X	X	X	X	X	X	X	X	X	X
Your logo co-branded with AESA on item to be branded										
Pre- and post-conference registration lists (postal and email addresses)	X	X	X	X	X	X	X	X	X	X
Company profile in conference app	X	X	X	X	X	X	X	X	X	X
Your logo on general sponsor thank you signage	X	X	X	X	X	X	X	X	X	X
Recognition on sponsor thank you page in the conference app	X	X	X	X	X	X	X	X	X	X

**2023 ANNUAL CONFERENCE**  
**CREATING magic**  
 NOV. 28-DEC. 1 | ANAHEIM, CA

**SPONSOR AT THE 2023 AESA ANNUAL CONFERENCE!**

**WiFi**  
 AESA ANNUAL CONFERENCE  
**DREAM FORWARD**

**Meals**

**Conference App**  
 SPONSORED BY  
**aws**

**Conference Mobile App**

**Members' Reception**  
 sponsored by  
**Stride**

**AESA is pleased to provide complimentary Wi-Fi**  
 CODE: AESA2022  
 Wi-Fi is sponsored by  
**Lexia**  
 ALL FOR UTILITY

**Receptions**

**Lanyards**

**Conference Bags**