



Comprehensive Marketing Opportunities to Showcase Your Brand to Florida's County Leaders.



# Corporate Partners & Sponsorship Program 2025

EXTENDING  
YOUR REACH  
TO ALL FLORIDA  
COUNTIES

**21 BILLION** PEOPLE

**\$42 BILLION** IN  
BUYING POWER

## Corporate Partners & Sponsorship Program 2025

Florida's 67 counties constitute a dynamic state that is home to more than 21 million people. Millions more visit the state every year. As Florida has grown and evolved, so too has the role of county government.

Every day, counties manage complex issues across Florida, including transportation, economic development, affordable housing, healthcare, public safety, and emergency management. Collectively, counties spend more than \$42 billion annually to provide these kinds of services, and many more, to their communities. As counties work to address local challenges, they look for smart business solutions from companies they can trust.

MORE THAN



**\$42  
BILLION**

ANNUAL  
COUNTY  
EXPENDITURES  
FOR PRODUCTS  
AND SERVICES

MORE THAN



OF FLORIDA  
COUNTIES  
ATTEND FAC  
EVENTS

# Hello.

We are the Florida Association of Counties (FAC), the only organization representing the diverse interests of all 67 counties in Florida. For 90 years, FAC has promoted the importance of county government through advocacy, education and collaboration.

FAC brings together the collective experience and knowledge of 377 county commissioners, supported by thousands of county professional staff. FAC provides the cohesive platform that enables county officials and staff to speak with a unified voice on behalf of all Floridians.



## CORPORATE PARTNER PROGRAM

# Levels

The Florida Association of Counties' Corporate Partners Program provides a comprehensive marketing opportunity to showcase your products and services directly to Florida's county leaders.

## PLATINUM PARTNERS

### \$25,000

Platinum Partners enjoy enhanced service level benefits designed to yield one-on-one access to key decision makers and a greater return on investment.

In addition to the company visibility package offered to our Gold Partners, Platinum Partners are granted a FAC Liaison, premier logo placement within our app, exclusive access to our Board of Directors' event, and customized educational opportunities with county staff. We will prioritize the connections most valuable to you to ensure you accomplish your goals.

## GOLD PARTNERS

### \$15,000

Gold Partners' products and services are directly in front of our members.

Not only will you receive recognition at all FAC events and early access to premium sponsorships, Gold Partners are also featured in social media promotion and enjoy prominent logo placement on our website, as well as, in our calendar, directory, partner spotlights and other promotional material distributed throughout the year.

FAC offers **FOUR (4) major events every year** that include prominent promotion of all Corporate Partners:

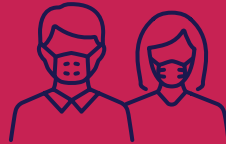
- 1 Legislative Day
- 2 Annual Conference & Educational Exposition
- 3 Innovation & Policy Conference
- 4 Legislative Conference

# Why Partner?

The Florida Association of Counties' Corporate Partners Program provides a comprehensive marketing opportunity to showcase your products and services directly to Florida's county leaders.



**Access to all FAC events and the 800+ county officials that participate annually**



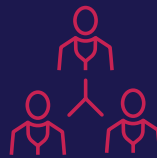
**Opportunities to connect virtually and in person**



**High visibility for your company**



**Year-round advertising**



**Direct connections to county decision makers**



**Complimentary exhibit space**



Partnering with the Florida Association of Counties is one of the smartest decisions made by WGI. Not only does it provide a stellar networking opportunity to showcase the services we provide to strengthen Florida's counties by improving efficiencies and offering the latest technology, but it also allows WGI to learn what's on the mind of our local partners and what the policy concerns of the day are across our state. We can then tailor our services to meet those needs."

**Melissa McKinlay**, *Vice President for Government Relations*, **WGI**



## County Services

Public Safety



Transportation



Jails



Fire & Emergency  
Medical Services



Parks



Libraries



Healthcare



Growth Management



Economic Development



Technology



Utilities



Government



- 1 HVAC Systems**—  
Stable system solutions for maintaining ideal temperature, humidity and CO<sub>2</sub>.
- 2 Optimized Equipment**—  
Ductless, Oil, Utility, Air Handling, Terminal, and Onsite Water Systems.
- 3 Building Automation Systems**—  
Making precise control systems mobile and seamless.
- 4 Building Services**—  
Preventive, predictive and proactive scheduled maintenance and repair by factory trained technicians.
- 5 Energy Services**—  
Managing your energy supply and demand to reduce cost, optimize performance and improve sustainability.
- 6 Intelligent Services**—  
Monitoring and analytics to optimize your building and minimize unexpected downtime.
- 7 Rental Systems**—  
Priority provides temporary, scalable HVAC and power load, standard applications to complete work.

## Building resilience and sustainability

From town halls to government centers, Trane is making buildings better. We're enhancing comfort while using less energy. We're elevating sustainability and reducing operating costs simultaneously. And we're making buildings more responsible and resilient using renewables and energy storage. Our solutions can help you comply with government requirements, meet sustainability goals and enhance digital security. Trane is a DOE qualified ESCO and GSA contract holder. We're transforming government buildings with experience, innovation and passion for making buildings better.



# Values. Partnership. Opportunity.

Throughout the state, Florida's counties perform vital public services in the form of public safety, fire and emergency medical services, jails, parks, libraries, healthcare, growth management, economic development, and roads. Individually and collectively, counties are BIC business! Our mandated responsibilities require us to make tough decisions regarding the application of resources among the core areas listed.

Our members collectively recognize the importance and priority of embracing existing Florida businesses and taking actions to foster a favorable environment for attracting and developing opportunities and for new business.

We believe that quality partnerships with the business community can significantly assist us in enhancing the value of public services and commodities counties provide.





# Power & Diversity

## We have partnered with the following types of industries:

Manufacturing  
Corporate Relocations  
Professional Services

Research & Development  
Information Technology  
Financial Services

Aviation & Aerospace  
Digital Media  
Life Sciences

“

Comcast is proud to partner with FAC to support local communities across the state. This partnership strengthens our commitment to connecting people and businesses through reliable and innovative technology, ensuring that all Floridians have the resources they need to thrive. Working alongside FAC, we are able to collaborate directly with county leaders to understand and address the unique needs of the neighborhoods they serve, from expanding internet connectivity to empowering digital access initiatives.”

**Michelle Oyola McGovern**, *Region VP of Government & Regulatory Affairs, Comcast*

# Changes Made for a Changing World

As counties' responsibility to their communities continues to increase in the wake of the coronavirus pandemic, so too has their reliance on their state association and on corporate partnerships. To help navigate this unprecedented time, counties are seeking additional communication and resources from FAC now more than ever. With that, comes more opportunities for your company to step in and provide solutions.

# Our Partners

The Florida Association of Counties' CORPORATE PARTNERS PROGRAM allows our partners to reach ALL Florida counties, which equates to **21 million people** and **\$42 billion in buying power**.

## 2025 PLATINUM PARTNERS



## 2025 GOLD PARTNERS



# 2025 CORPORATE SPONSOR BENEFITS



**Four Annual  
Events**



**Marketing  
& Promotion**



**County  
Education**



**Scholarship  
Program**



**Leadership & Board  
Opportunities**



**Virtual  
Opportunities**

# Why Sponsor?

## **MAXIMIZE YOUR IMPACT. ELEVATE YOUR BRAND.**

As a sponsor, you'll gain unparalleled exposure to key decision-makers, showcase your brand's commitment to local government, and position your company as a leader in the field.

## **REACH KEY DECISION-MAKERS**

Engage directly with Florida's county commissioners, government officials, and policy makers who are shaping the future of our communities.

## **BOOST YOUR BRAND VISIBILITY**

Showcase your company's commitment to local government and community development through prominent brand exposure at FAC events.

## **NETWORK WITH INDUSTRY LEADERS**

Build valuable relationships with local government executives, thought leaders, and peers from the public and private sectors.

## **SHOWCASE YOUR EXPERTISE**

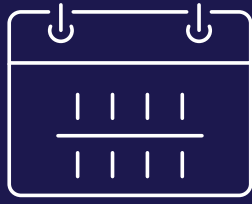
Position your company as a thought leader and trusted partner in government services and innovation.



Trane Technologies is a proud sponsor of FAC. We are thrilled to support such an impactful Association. With offices from the Florida panhandle to the Keys, through our involvement with FAC, we have been able to create excellent working relationships with the elected officials and staff members of all 67 counties. Our sponsorship has not only allowed us to showcase our brand to a highly engaged and diverse audience but has also provided valuable opportunities to connect with government leaders and potential clients.”

**Gary Kreisler**, *Senior Solutions Advisor*, Trane

	Platinum \$25,000	Gold \$15,000
<b>County Education and Virtual Opportunities</b>		
Soft introductions to specific counties	✓	
<b>Audio/Video Commercials</b>	2	1
<b>Podcast</b>	2	1
<b>Opportunity to submit content for News &amp; Notes (biweekly publication)</b>	✓	
<b>Webinar (pending FAC approval and coordination)</b>	✓	
Regional workshop (pending FAC approval and coordination)	✓	
<b>Marketing &amp; Promotion</b>		
Early access to premium sponsorship at FAC events	1st	2nd
Ad in Annual County Directory	Full	Quarter
News & Notes Sponsor (bi-weekly publication)	3x	2x
News Clips Sponsor (daily publication)	3W	2W
FAC Calendar	Logo + Text	Logo
Listing on Corporate Partner page on FAC website	✓	✓
FAC Corporate Partners Spotlight on FAC website (alternating)	3w	2w
Custom Giveaway Opportunities (Coordinated with FAC Staff)	✓	
Staff liaison (FAC team member)	✓	
<b>FKey Introductions (FAC Staff Liaison)</b>		
Apportioned scholarship contribution w/recognition	✓	✓
<b>FAC Legislative Day</b>		
Complimentary registrations at Legislative Day	4	2
Legislative Briefing	✓	✓
Legislative Reception	4	2
<b>FAC Annual Conference &amp; Educational Exposition</b>		
Complimentary registrations	8	4
Signage throughout the conference	✓	✓
Exhibit space in the tradeshow	2 Premium	1 Standard
Recognition at lunches, receptions & other events	✓	✓
Ad in conference program	Full	Quarter
Advance copy of registration list and post-event list	✓	✓
Introduce workshop speakers (coordinated with FAC staff)	✓	
Educational workshop (pending approval & availability)	✓	
Annual Conference Kick-Off Event	✓	✓
Complimentary registrations (specifically for the kick-off event)	8	4
<b>FAC Innovation &amp; Policy Conference</b>		
Exclusive sponsorship of this event including recognition and signage		
Complimentary registrations	6	3
Signage throughout the conference	✓	✓
Advanced copy of registration list and post-event list	✓	✓
Board Dinner invitations	✓	
<b>FAC Leadership &amp; Board Opportunities</b>		
Complimentary registrations at Board Retreat	4	2
Signage throughout the event	✓	✓
<b>FAC Legislative Conference</b>		
Complimentary registrations	6	4
Signage throughout the event	✓	✓
Advanced copy of registration list and post-event list	✓	✓
Opportunity to host Executive Committee Dinner (Dinner expense paid by partner, coordinated with FAC staff)	✓	



# 4 EVENTS TO REMEMBER

## **LEGISLATIVE DAY**

**MARCH 19, 2025**

Leon County

## **ANNUAL CONFERENCE & EDUCATIONAL EXPOSITION**

**JUNE 24-27, 2025**

Hilton Orlando - Orange County

## **INNOVATION & POLICY CONFERENCE**

**SEPTEMBER 17-18, 2025**

Hilton University of Florida - Alachua County

## **LEGISLATIVE CONFERENCE**

**NOVEMBER 19-21, 2025**

Grand Hyatt Tampa Bay - Hillsborough County

To register or learn more about these and other FAC events, please visit:

**[workswithcounties.com](http://workswithcounties.com)**

**2025**

# Sponsorship Packages

The Florida Association of Counties' Corporate Partners Program provides a comprehensive marketing opportunity to showcase your products and services directly to Florida's county leaders.

## LEGISLATIVE DAY

**MARCH 19, 2025** | Leon County

### Triple Diamond: \$4,000

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Choose one of the following: (all exclusive)

- Briefing Sponsor
- Conference Giveaway
- Badge/Wifi Access
- Attendee Packets

Sponsorship also includes:

- ✓ Three (3) complimentary registrations
- ✓ Acknowledgement listing as a Sponsor on the FAC website
- ✓ Placement of company literature or flyer in attendee packets
- ✓ Program listing, signage & digital exposure (when applicable) before & during Legislative Day
- ✓ Two (2) ads in FAC's weekly News & Notes during the Legislative Session

### Diamond: \$1,500

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Includes the following:

- ✓ One (1) complimentary registration
- ✓ Program listing, signage & digital exposure (when applicable) before & during Legislative Day
- ✓ Acknowledgement listing as a Sponsor on the FAC website
- ✓ Placement of company literature or flyer in attendee packets

### Double Diamond: \$3,000

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Choose one of the following:

- Breakfast
- Reception

Sponsorship also includes:

- ✓ Two (2) complimentary registrations
- ✓ Placement of company literature or flyer in attendee packets
- ✓ Acknowledgement listing as a Sponsor on the FAC website
- ✓ Program listing, signage & digital exposure (when applicable) before & during Legislative Day

### Exhibitor Table: \$1,500

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Includes the following:

- ✓ One (1) complimentary registration
- ✓ One (1) table with chairs located in premium attendee traffic area
- ✓ Program listing, signage & digital exposure (when applicable) before & during Legislative Day
- ✓ Acknowledgement listing as a Sponsor on the FAC website
- ✓ Placement of company literature or flyer in attendee packets

# ANNUAL CONFERENCE & EDUCATIONAL EXPOSITION

**JUNE 24-27, 2025** | Hilton Orlando - Orange County

**Presenting Sponsorship: \$25,000** | *FAC Annual Conference presented by YOU*

*Includes the following:*

- ✓ One (1) 90-minute workshop Session
- ✓ introduction of the general session keynote speaker
- ✓ One (1) premium booth included\*
- ✓ Eight (8) Full Conference Registrations (Welcome Event, Luncheon Tickets, Reception Drink Tickets)
- ✓ Invitation to Executive Committee Dinner
- ✓ Program, signage, and verbal recognition of your company at the conference
- ✓ Special "Thank You" on the FAC website
- ✓ Inclusion of company logo on the pre-conference update sent to registered attendees
- ✓ Two (2) runs of ad in bi-weekly News & Notes
- ✓ Pre Event scrolling power point
- ✓ Pre & post conference registration list in excel

**Workshop Presenter: \$15,000**

*Includes the following:*

- ✓ One (1) 90-minute workshop
- ✓ One (1) premium booth included\*
- ✓ Six (6) Full Conference Registrations (Welcome Event, Luncheon Tickets, Reception Drink Tickets)
- ✓ Program, signage, and verbal recognition of your company at the conference
- ✓ Special "Thank You" on the FAC website
- ✓ Inclusion of company logo on the pre-conference update sent to registered attendees
- ✓ Two (2) runs of ad in bi-weekly News & Notes
- ✓ Pre Event scrolling power point
- ✓ Pre & post conference registration list in excel

**Triple Diamond: \$7,000**

*Choose one of the following: (all exclusive)*

- **Attendee Packets**
- **Conference Giveaway**
- **Lanyards**
- **Exhibit Hall Lounge**
- **"Stuff the Bus" Reception**
- **Hotel Key Card**
- **Conference Tote Bag**
- **Conference Note Book**
- **FACM Meeting**
- **Hospitality Suite**
- **FAC Board Meeting**
- **Badge/Wifi**

*Sponsorship also includes:*

- ✓ One (1) standard booth included
- ✓ Three (3) Full Conference Registrations (Welcome Event, Luncheon Tickets, Reception Drink Tickets)
- ✓ Program, signage, and verbal recognition of your company at the conference
- ✓ Special "Thank You" on the FAC website
- ✓ Inclusion of company logo on the pre-conference update sent to registered attendees
- ✓ Two (2) runs of ad in bi-weekly News & Notes
- ✓ Pre-Event scrolling power point
- ✓ Celebration Dinner Tickets
- ✓ Pre & post conference registration list in excel.



**ANNUAL CONFERENCE & EDUCATIONAL EXPOSITION Cont.**

**Double Diamond: \$4,500**

*Choose one of the following:*

- Closing session Breakfast
- Tradeshow Boxed lunch
- Awards luncheon

*Sponsorship also includes:*

- ✓ Two (2) Full Conference Registrations (Welcome Event, Luncheon Tickets, Reception Drink Tickets)
- ✓ Program, signage, and verbal recognition of your company at the conference
- ✓ Special “Thank You” on the FAC website
- ✓ Celebration Dinner Tickets
- ✓ Pre & Post Conference Registration List in excel
- ✓ Pre-Event scrolling power point

**Supporter \$1,500**

*Includes Conference insert in attendee packets and the following:*

- ✓ One (1) Full Conference Registration (Welcome Event, Luncheon Tickets, Reception Drink Tickets)
- ✓ Program, signage, and verbal recognition of your company at the conference
- ✓ Special “Thank You” on the FAC website

**Diamond: \$2,500**

*Choose one of the following:*

- Consent agenda
- Ice Cream social (must have a booth)
- Conference Breakfast
- Conference Breaks
- All day Coffee
- Custom Email

*Sponsorship also includes:*

- ✓ One (1) Full Conference Registration (Welcome Event, Luncheon Tickets, Reception Drink Tickets)
- ✓ Program, signage, and verbal recognition of your company at the conference
- ✓ Special “Thank You” on the FAC website
- ✓ Celebration Dinner Tickets
- ✓ Pre & Post Conference Registration List
- ✓ Pre-Event scrolling power point

**TRADESHOW EXHIBITOR PACKAGES**

**Premium \$2,500**

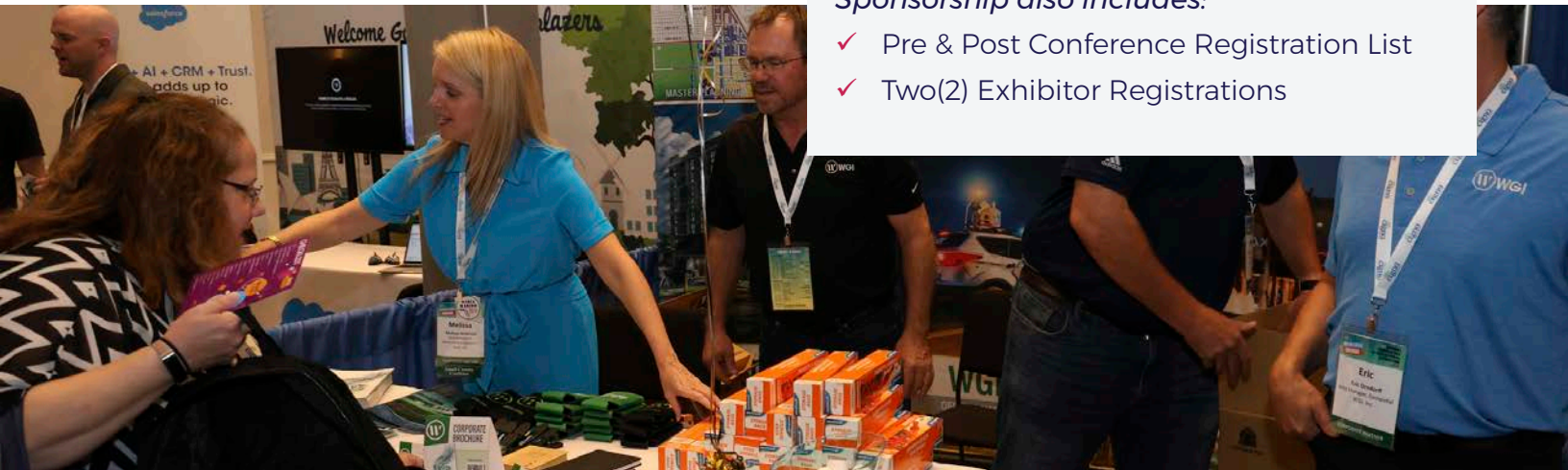
**Standard: \$2,000**

*Includes the following:*

- ✓ 10x10 both
- ✓ Table and 2 chairs

*Sponsorship also includes:*

- ✓ Pre & Post Conference Registration List
- ✓ Two(2) Exhibitor Registrations



# INNOVATION & POLICY CONFERENCE

SEPTEMBER 17-18, 2025 | Hilton University of Florida - Alachua County

## Triple Diamond: \$4,000

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Choose one of the following:

- Committee Meeting Sponsor
- Lanyards
- Badge/Wifi

Sponsorship also includes:

- ✓ Three (3) complimentary registrations to Innovation & Policy Conference
- ✓ Program listing, signage & digital exposure (when applicable) at the Innovation & Policy Conference
- ✓ Acknowledgements as a Sponsor on our FAC website for Innovation & Policy Conference
- ✓ Pre and post Conference registration list

## Diamond: \$1,500

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Includes the following:

- ✓ One (1) complimentary registration to Innovation & Policy Conference
- ✓ Program listing, signage & digital exposure (when applicable) at the Innovation & Policy Conference
- ✓ Acknowledgements as a Sponsor on our FAC web
- ✓ Pre and post Conference registration list

## Double Diamond: \$3,000

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Choose one of the following:

- Conference Breakfast
- Conference Breaks
- Welcome Reception
- Conference Lunch

Sponsorship also includes:

- ✓ Two (2) complimentary registrations to Innovation & Policy Conference
- ✓ Program listing, signage & digital exposure (when applicable) at the Innovation & Policy Conference
- ✓ Acknowledgements as a Sponsor on our FAC website for Innovation & Policy Conference
- ✓ Pre and post Conference registration list

## Exhibitor: \$1,500

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Includes the following:

- ✓ One (1) exhibitor table
- ✓ One (1) complimentary registration to Innovation & Policy Conference
- ✓ Program listing, signage & digital exposure (when applicable) at the Innovation & Policy Conference
- ✓ Acknowledgements as a Sponsor on our FAC web
- ✓ Pre and post Conference registration list



# LEGISLATIVE CONFERENCE

**NOVEMBER 19-21, 2025** | Grand Hyatt Tampa Bay - Hillsborough County

## Triple Diamond: \$5,000

*Choose one of the following:*

- Board giveaway
- Committee meeting sponsor
- Hotel key cards
- Badge/Wifi
- Lanyards
- FACM meeting

*Sponsorship also includes:*

- ✓ Three (3) complimentary registrations to Legislative Conference
- ✓ Program listing, signage & digital exposure (when applicable) at Legislative Conference
- ✓ Acknowledgement as a Sponsor on our FAC website for Legislative Conference
- ✓ News and Notes advertising as sponsor of the event.
- ✓ Pre and post Conference registration list

## Diamond: \$2,500

*Includes the following:*

- ✓ One (1) complimentary registration to Legislative Conference
- ✓ Program listing, signage & digital exposure (when applicable) at Legislative Conference & Legislative Day
- ✓ Acknowledgement as a Sponsor on our FAC website
- ✓ News and Notes advertising as sponsor of the event.
- ✓ Recognition/signage during virtual stream of conference
- ✓ Pre and post Conference registration list

## Double Diamond: \$3,500

*Choose one of the following:*

- Nightly newsletter
- Conference Breakfast
- Conference breaks
- Mimosa station (Friday morning)
- Welcome Reception
- Luncheon

*Sponsorship also includes:*

- ✓ Two (2) complimentary registrations to Legislative Conference
- ✓ Program listing, signage & digital exposure (when applicable) at Legislative Conference & Legislative Day
- ✓ Acknowledgement as a Sponsor on our FAC website
- ✓ News and Notes advertising as sponsor of the event.
- ✓ Recognition/signage during virtual stream of conference
- ✓ Pre and post Conference registration list

## Exhibitor: \$1,500

*Includes the following:*

- ✓ One (1) exhibitor table
- ✓ One (1) complimentary registration to Innovation & Policy Conference
- ✓ Program listing, signage & digital exposure (when applicable) at the Innovation & Policy Conference
- ✓ Acknowledgements as a Sponsor on our FAC web
- ✓ Pre and post Conference registration list



For more information,  
please contact:



**Corporate  
Partners &  
Sponsorship  
Program**  
2025



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