



FLORIDA
ASSOCIATION OF
COUNTIES
All About Florida

Corporate Partners & Sponsorship Program 2026

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

EXTENDING
YOUR REACH
TO ALL FLORIDA
COUNTIES

21 BILLION PEOPLE

\$42 BILLION IN
BUYING POWER

Corporate Partners & Sponsorship Program 2026

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

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Our partnership with the Florida Association of Counties has been invaluable on a number of fronts and is key to our public sector strategy. The insights and introductions their network provides has been crucial as we've grown our business in Florida. We've been able to not just broaden our audience, but also go a level deeper in engaging with them, not just marketing to them. That level of engagement and insight is crucial as we refine our product and our marketing to ensure we're delivering the biggest impact to our Florida customers.

John Rote, Chief Marketing Officer, Evident

County Services

Public Safety



Transportation



Jails



Fire & Emergency
Medical Services



Parks



Libraries



Healthcare



Growth Management



Economic Development



Technology



Utilities



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

“

At GrantWorks, our partnership with the Florida Association of Counties goes far beyond sponsorship – it’s a shared commitment to empowering Florida’s 67 counties. Together, we combine FAC’s statewide influence with our grant management expertise and purpose-driven, heart-led approach to help counties secure critical funding, strengthen resilience, and deliver lasting results for the communities they serve. This partnership isn’t just about today’s challenges – it’s about shaping a stronger, more sustainable future for Florida.”

Holly Randall Miller, JD, *Vice President, FL State & Local Government Services*, **Grantworks**



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 **23 million people** and **\$42 billion in buying power**.

2026 PLATINUM PARTNERS



2026 GOLD PARTNERS



2026 YEAR LONG SPONSORS



2026 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

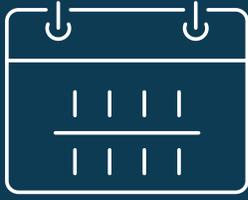
Position your company as a thought leader and trusted partner in government services and innovation.



The Live Wildly Foundation is honored to sponsor the Florida Association of Counties Annual Conference. This collaboration provides a meaningful opportunity to engage directly with county leaders from across the state, working together to shape Florida's future through sustainable growth and conservation. Through our partnership with FAC, we've shared our mission to protect Florida's wild lands and waters while building strong relationships with decision-makers in all 67 counties. This sponsorship has not only increased our visibility but also enhanced our ability to collaborate with government leaders who are dedicated to sustainability and preserving the natural places that make Florida truly extraordinary."

Lisa Shipley, CEO, Live Wildly Foundation

	PLATINUM \$25,000	GOLD \$15,000
County Education and Virtual Opportunities		
Soft introductions to specific counties	✓	
Audio/Video Commercials	2	1
Podcast	2	1
Opportunity to submit content for News & Notes (biweekly publication)	✓	
Webinar (pending FAC approval and coordination)	✓	
Regional workshop (pending FAC approval and coordination)	✓	
Marketing & Promotion		
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)	✓	
Key Introductions (FAC Staff Liaison)		
Apportioned scholarship contribution w/recognition	✓	✓
FAC Legislative Day		
Complimentary registrations at Legislative Day	4	2
Legislative Briefing	✓	✓
Legislative Reception	4	2
FAC Annual Conference & Educational Exposition		
Complimentary registrations	8	4
Signage throughout the conference	✓	✓
Exhibit space in the tradeshow	2 Premium	1 Standard
Recognition at lunches, receptions & other events	✓	✓
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
FAC Innovation & Policy Conference		
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	1	
FAC Leadership & Board Opportunities		
Complimentary registrations at Board Retreat	4	
Signage throughout the event	✓	✓
FAC Legislative Conference		
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

JANUARY 21, 2026

Leon County

ANNUAL CONFERENCE & EDUCATIONAL EXPOSITION

JUNE 23-26, 2026

Hilton Orlando - Orange County

INNOVATION & POLICY CONFERENCE

SEPTEMBER 16-18, 2026

Duval County

LEGISLATIVE CONFERENCE

DECEMBER 2-4, 2026

Sawgrass Marriott - St. Johns County

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

workswithcounties.com

2026

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

JANUARY 21, 2026 | Leon County

Triple Diamond: \$4,000

Choose one of the following: (all exclusive)

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

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

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

Choose one of the following:

- Breakfast
- Reception
- 30-second commercial: \$2,000

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 (when applicable)

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 23-26, 2026 | 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
- ✓ Installation Dinner Tickets (8)
- ✓ 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
- ✓ Installation Dinner Tickets (6)
- ✓ 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)

- **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
- ✓ Pre & post conference registration list in excel.
- ✓ Installation Dinner Tickets (3)

ANNUAL CONFERENCE & EDUCATIONAL EXPOSITION Cont.

Double Diamond: \$4,500

Choose one of the following:

- Closing session Breakfast
- Tradeshow Boxed lunch
- Awards luncheon
- Mimosa Bar

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
- ✓ Pre & Post Conference Registration List in excel
- ✓ Installation Dinner Tickets (2)
- ✓ Pre-Event scrolling power point
- ✓ Exclusive signage during the event
- ✓ Logo on website
- ✓ Logo on marketing materials for event
- ✓ 1 complimentary registration
- ✓ Attendee list with contact information
- ✓ Dedicated Bay at Event

Top Golf Sponsorship \$3,500

- ✓ Exclusive signage during the event
- ✓ Logo on website
- ✓ Logo on marketing materials for event
- ✓ 1 complimentary registration
- ✓ Attendee list with contact information

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
- ✓ Installation Dinner Ticket (1)

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
- 30-second commercial: \$2,000

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
- ✓ Pre & Post Conference Registration List
- ✓ Pre-Event scrolling power point
- ✓ Installation Dinner Tickets (2)

TRADESHOW EXHIBITOR PACKAGES

Premium \$2,500

Standard: \$2,000

Includes the following:

- ✓ 10x10 booth
- ✓ Table and 2 chairs

Sponsorship also includes:

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

INNOVATION & POLICY CONFERENCE

SEPTEMBER 16-18, 2026 | Duval County

Triple Diamond: \$4,000

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

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

Choose one of the following:

- Conference Breakfast
- Conference Breaks
- Welcome Reception
- Conference Lunch
- 30-second commercial: \$2,000

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

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 website
- ✓ Pre and post Conference registration list



LEGISLATIVE CONFERENCE

DECEMBER 2-4, 2026 | Sawgrass Marriott - St. Johns County

Triple Diamond: \$5,000

Choose one of the following:

- Board giveaway
- Committee meeting sponsor
- Hotel key cards
- Badge/Wifi
- Lanyards
- FACM meeting - \$6,000

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
- ✓ Acknowledgement as a Sponsor on our FAC website
- ✓ News and Notes advertising as sponsor of the event.
- ✓ 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
- 30-second commercial: \$2,000

Sponsorship also includes:

- ✓ Two (2) complimentary registrations to Legislative Conference
- ✓ Acknowledgement as a Sponsor on our FAC website
- ✓ News and Notes advertising as sponsor of the event.
- ✓ Pre and post Conference registration list

Exhibitor: \$1,500

Includes the following:

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

For more information,
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