



SPONSOR / EXHIBITOR OPPORTUNITIES



April 27 – 30 | Mobile | CONVENTION 2027



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PROMOTING AND PROTECTING MUNICIPAL GOVERNMENT SINCE 1935

Dear Partner,

As the recognized voice of Alabama's cities and towns for more than 90 years, I want to personally invite you to join the Alabama League of Municipalities' partnership network!

Since 1935, our nonpartisan membership association has been dedicated to advocating for strong municipal policies, as well as educating both new and veteran municipal officials about best practices in doing their jobs and giving them the resources and tools to develop innovative ideas. Our team wants to ensure that every one of Alabama's municipal leaders has a firm foundation, so they can better serve their communities and that is where you come in.



As a strategic partner, sponsor or exhibitor, you will play a crucial role in supporting our mission to strengthen local leadership in the more than 450 municipalities that call Alabama home. Your partnership will assist us with hosting strategically crafted events and programs throughout the year. We hope that you will join us in our journey to make Alabama's communities the best places to live, work and play.

Sincerely,

Gregory D. Cochran, ALM Executive Director

"Coca-Cola UNITED's partnership with the Alabama League of Municipalities exemplifies our commitment to supporting our local communities and fostering collaboration. Together, we aim to drive positive change and contribute to the well-being of municipalities across the state."

~Andy Britton, Director of Public Affairs, Coca-Cola UNITED



"PowerSouth Energy places great value on our strategic partnership with the Alabama League of Municipalities. Whether working together advocating for issues of mutual interest or securing economic development projects, there's no better ally than the League. Partnering with ALM is a wise and worthwhile investment."

~Horace Horn, Vice President of External Affairs, PowerSouth Energy Cooperative

"For more than a century, Alabama Power has served as a reliable resource for communities and a trusted partner in economic development for our state. Our partnership with the Alabama League of Municipalities has allowed us the opportunity to connect with cities and towns across Alabama to strengthen communities and enhance the quality of life for those who live here. We are proud to partner with the League as we work together to power a better Alabama."

~Alabama Power



"The Alabama League of Municipalities has been a game changer for Truckworx in so many ways. We have been able to establish a relationship with city leaders over the past few years, and they have become more like family to us. Greg Cochran, the executive director of the League, has an amazing staff and they have gone above and beyond to accommodate our team being strategic partners. If you are not a part of ALM and not a vendor, you are missing out."

~Truckworx

Strategic Partnership levels are designed specifically for organizations and companies that share the same mission and vision as the Alabama League of Municipalities. Strategic partnerships with ALM provide unique and intentional collaboration opportunities to foster vibrant communities where businesses want to invest and where citizens want to live, work, play and prosper.

Based on the investment from your company/organization, you will have access to the opportunities outlined below as well as inclusion in all printed materials as it relates to sponsored meetings and conferences. You will also be listed on ALM's website as a valued strategic partner.

PARTNERSHIP BENEFITS:

\$25,000 PARTNERSHIP LEVEL

- **All benefits included in the \$15,000 Partnership Level, plus the following:**
- Upgraded from the \$15,000 level to a full page welcome ad in *The Alabama Municipal Journal*
- Welcome email to all League members and welcome social media post
- Allowed to submit one article per year in *The Alabama Municipal Journal* (pending availability and approved topic)
- One additional registration at League sponsored events and one additional copy of *The Alabama Municipal Journal* (total of 4)

\$15,000 PARTNERSHIP LEVEL

- **All benefits included in the \$10,000 Partnership Level, plus the following:**
- Sponsor recognition of the following League programs: Alabama Communities of Excellence (ACE) and Economic Development Academy (EDA).
- Half page welcome ad in *The Alabama Municipal Journal*
- Welcome email to all League members and welcome social media post
- At the League's discretion, we will work with partners at this level to identify areas within select events to speak during the program or a break/reception.
- One additional registration at League sponsored events and one additional copy of *The Alabama Municipal Journal* (total of 3)

\$10,000 PARTNERSHIP LEVEL

- Recognition at these three League sponsored events:
 - Legislative Advocacy Day (held early during each Regular Session)
 - Annual Convention (held every Spring)
 - Municipal Leadership Institute (held every Fall)
- Invitation to Hometown Congressional Luncheons (held every Summer)
- Registration at League sponsored events (total of 2)
- 10'x10' Exhibition space for Annual Convention and Municipal Leadership Institute
 - *Custom space is available for an additional cost.*
- Invitation to Annual Advocacy Day reception
- Listed on the League's website as a valued strategic partner
- Two annual subscriptions to *The Alabama Municipal Journal*, published quarterly



Scan the QR code to view a video message from our Deputy Director Kayla Bass about the benefits of the Sponsorship Program!

Interested in being a Strategic Partner? Contact Kayla Bass at KBass@almonline.org.

SPONSORSHIP BENEFITS:

Event Participation Opportunities

\$5,000
SPONSOR

\$3,000
SPONSOR

\$1,750
EXHIBITOR

Event Opportunities (selected at the time of sponsor form submission): - Annual Convention (sponsoring & exhibiting opportunity) - Municipal Leadership Institute (sponsoring & exhibiting opportunity)	2	1	Annual Convention and Municipal Leadership Institute only. Each event is a separate exhibiting fee and application.
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Sponsorship at both, Annual Convention and the Municipal Leadership Institute, offers increased benefits and a \$1,000 price reduction. Sponsorship includes a 10'x10' exhibition space. Custom space is available for an additional cost.

Year-Round Benefits

\$5,000
SPONSOR

\$3,000
SPONSOR

\$1,750
EXHIBITOR

One annual subscription to <i>The Alabama Municipal Journal</i> (published quarterly)	•	•	N/A
Digital mail list of ALM's mayors, councilmembers, municipal clerks, managers and administrators upon request	•	•	N/A
Municipal Directory of current year in PDF format upon request	•	•	N/A

Event Recognition and Benefits

\$5,000
SPONSOR

\$3,000
SPONSOR

\$1,750
EXHIBITOR

Company Name and recognition included on app	•	•	•
Company Name and Logo included on event materials and special signage recognizing sponsors	•	•	N/A
Special color drape in expo booth and sponsor ribbon on name badges	•	•	N/A
Digital mail list of pre and post-event registrants upon request	•	•	N/A
Complimentary event registration(s) for pre-selected events	2	1	N/A

Purchase of a package does not indicate endorsement, membership or recommendation by the Alabama League of Municipalities (ALM). It is understood that participation as a Package Sponsor does not constitute an ALM endorsement of the firm or the products or services offered. ALM reserves the right to decline any application. Priority of all package opportunities will be determined based upon level of participation and the discretion of ALM.

Questions? Contact Kirstyn Blanton at KBlanton@almonline.org or 334-262-2566.



Scan the QR code for additional magazine advertisement opportunities!

ANNUAL LEAGUE EVENTS:

LEGISLATIVE ADVOCACY DAY

The League's annual Legislative Advocacy Day is specifically designed to allow municipal officials the opportunity to share their ideas and concerns with Alabama's political leaders. Held near the beginning of each legislative session, this day-long event features legislative leadership panels, updates from various state agencies, an overview of the upcoming session from the League's Advocacy Team and a networking reception with state lawmakers and their staffs. (Strategic Partners are invited. See additional information in Partnership Benefits.)



ANNUAL CONVENTION

Each spring, ALM hosts its annual convention and expo providing timely informational sessions, access to municipal vendors and state agencies as well as outstanding networking opportunities for municipal officials and employees. This multi-day event is the largest event hosted by the League and is carefully planned to maximize the time and attention of attendees. New League leadership is also elected each year at the annual business session held during convention.

ETHICS ADVISORY! Based on the conclusions in Ethics Advisory Opinion 2011-01 and an informal opinion the League has received from the Ethics Commission, attendees at the League Convention should exercise caution before accepting an invitation to dinner, etc. from a vendor that is not a registered participant in the Convention. While the opinion indicates that a non-registered vendor or company who desires to interact with attendees during the conference may provide meals and other food and beverages, they may not under any circumstances use the interaction as an opportunity to lobby attendees or otherwise use it for a sales opportunity.

MUNICIPAL LEADERSHIP INSTITUTE

The League's Municipal Leadership Institute (MLI) is held each year in the late fall. Agendas are developed to address opportunities and challenges faced by Alabama's cities and towns and feature statewide and regional experts, thought leaders and League staff as well as a networking reception and ample time with vendors and exhibitors. Additionally, the League recognizes graduates from the CMO, CMA, ACE, and EDA programs in addition to those of DesignAlabama.

Scan the QR code to check our Upcoming Training page for information as the dates and locations are finalized.



WE LOOK FORWARD TO SEEING YOU AT OUR UPCOMING EVENTS. JOIN THE TEAM, TODAY!



www.almonline.org



Alabama League of Municipalities
P.O. Box 1270
Montgomery, AL 36102

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