



# Annual Conference & Trade Show | 2026

April 15<sup>th</sup> - 16<sup>th</sup>

## Exhibiting Sponsorship Package

### 2026 Conference & Trade Show: Exhibitor Overview

Welcome to the **2026 Arizona Self-Storage Conference & Trade Show!** We're excited to bring you a dynamic and engaging event where exhibitors and attendees can connect, collaborate, and grow their businesses. Below are key details to help you plan for a **successful and rewarding** experience.

#### What to Expect:

- ✓ **A True Trade Show Experience** – Enjoy a dedicated exhibitor area, strategically connected to the attendee space for seamless interactions.
- ✓ **Dedicated Exhibit Time** – We've scheduled **specific trade show times on both days** to ensure maximum visibility and engagement with attendees.
- ✓ **Easy Access & Flow** – The exhibit hall is designed for smooth movement, making it easy for attendees to connect with you.

#### Important Exhibitor Details:

- 📅 **Single-Day Option** – Exhibiting sponsors who wish to participate only on April 16 may do so at the full exhibitor rate. Tear-down for these exhibitors can begin after the **evening reception** that day. Any unoccupied space will be reassigned for the remainder of the event.
- ⚠️ **Non-Sponsoring Vendors** – To maintain the value of our exhibitors' investment, vendors who choose to attend without sponsoring will be subject to a **\$1,500 surcharge**, which exceeds the lowest exhibitor rate. **Marketing materials may not be distributed in the showroom or designated meeting spaces unless you are a sponsor.**
- 💡 **Maximize Your Visibility** – We highly recommend that vendors sponsor rather than just attend to take full advantage of networking opportunities, brand exposure, and attendee engagement.
- 📅 **Tentative Show Agenda** - For details on conference sessions, networking opportunities, and exhibitor activities, **see the tentative show agenda below.**

Thank you for being part of this premier industry event! If you have any questions, feel free to reach out—we're here to help make this an outstanding experience for you.

**Contact us anytime for exhibitor inquiries!**



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### AZSA 2026 Conference & Trade Show Agenda

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*(Subject to Updates)*

#### **Golf Tournament – Tuesday, April 14th, 2026**

*SunRidge Canyon Golf Club*

- **10:30 AM – 5:00 PM** | Golf Tournament
- **5:00 PM – 7:00 PM** | 19th Hole Reception
- **12:00 PM – 5:00 PM** | Exhibit Setup (for golfing exhibitors)
  - *Exhibitors are also welcome to set up on April 15th before 9:00 AM.*

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#### **Owners' Summit – Wednesday, April 15th, 2026**

- **7:00 AM – 9:00 AM** | Exhibit Setup
- **8:00 AM – 4:00 PM** | Registration Open
- **8:00 AM – 9:30 AM** | Breakfast
- **8:45 AM – 9:00 AM** | Trade Show Welcome
- **9:00 AM – 10:00 AM** | Keynote Speaker: **Jeff Shouse, MAI, CRE - Executive Vice President, Colliers**
- **10:00 AM – 11:30 AM** | Dedicated Trade Show Time
- **11:30 AM – 12:15 PM** | AM Panel Discussion - Hosted by Monument
- **12:15 PM – 1:30 PM** | **Lunch & Lifetime Achievement Award Presentation**
- **1:30 PM – 2:00 PM** | Speaker: **Scott Zucker** | **Topic - Rent Controls and Pricing in Self Storage 2026**
- **2:00 PM – 2:30 PM** | Speaker: **Kim Robinson, OpenTech Alliance**
- **2:30 PM - 3:15 PM** | Dedicated Trade Show Time
- **3:15 PM - 4:00 PM** | PM Speaker - **Lou Barnholdt, Universal Storage Group** | **Topic - Industry White Paper Presentation**
- **4:00 PM – 5:00 PM** | Closing Speaker: **Tommy Nguyen, StoragePug** | **Topic - The Self Storage Operator's Guide to AI for SEO & Marketing**
- **5:00 PM – 6:00 PM** | **Cocktail Hour**







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### Exhibiting Sponsorship Benefits

#### Benefits for all Exhibiting Sponsors include:

- 1 person with access to all events on April 15 - 16, including meal and drink tickets
- Electricity upon request, at no additional cost
- Logo in sponsor video, shown throughout the 2-day conference
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor in attendee tote bags
- On-stage announcement of door prize winners, after lunch on April 16

#### Title Sponsor | Monument



- First choice of exhibit space and 2 personnel
- 2-Minute Presentation by Sponsor at Opening Session both days
- Logo on name badges
- Your logo will be added to my signature line for the year
- Pre- and post-conference promotion, with logo on digital:
  - brochures, postcards, name badges, conference slide show, event
  - posters, e-Bulletins, website ads, other promotional materials
- Vendor Spotlight Webinar to be played on tradeshow on both days
- Recognition in all ads in trade publications such as *Modern Storage Media(MSM)* *ISS*, and additional drink tickets to give to attendees

#### Promotional Sponsor | Modern Storage Media

- First choice of exhibit space after the Title Sponsor
- All Major Sponsor benefits shown below



#### Marketing Sponsor | Lemonade Stand



#### Charity Sponsor | Boys & Girls Clubs of the Valley





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## Major Sponsors

- Choice of best exhibit spaces after Title & Promo Sponsors and 2 personnel
- On-stage introductions for both days of the conference
- Pre- and post-conference promotion, with logo on digital brochures, postcards, name badges, conference slide show, event posters, e-Bulletins, website ads, and other promotional material
- Vendor Spotlight Webinar to be played on tradeshow on both days – Please contact Amy Amideo – [AZSA@AZselfstorage.org](mailto:AZSA@AZselfstorage.org) to get your webinar recording scheduled by **April 6, 2026**
- Recognition in all ads in trade publications such as *Modern Storage Media*, *ISS*,
- Two (2) additional Conference Trade Show Attendee tickets to be given to you for your owner client
- Additional drink tickets to give to attendees

## Thank You to Our 2026 Major Sponsors



## Additional Sponsorship Opportunity Details

### Keynote - \$6,000 (1)

- Opportunity to speak to all attendees during luncheon (10 minutes), April 15, 2026
- Recognition during the Keynote Speaker presentation
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor

**Owners' Summit Luncheon - \$5,000 (3)**

- First opportunity to speak to all attendees during luncheon (2 minutes), April 15, 2026
- Recognition throughout the luncheon
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor

**Investor/Operations Program Luncheon - \$5,000 (3)**

- First opportunity to speak to all attendees during luncheon (2 minutes), April 16, 2026
- Recognition throughout the luncheon
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor

**Owners' Summit Breakfast - \$2,500 (4)**

- Opportunity to speak to all attendees during breakfast (2 minutes), April 15, 2026
- Recognition throughout breakfast
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor



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### **Investor/Operations Program Breakfast - \$2,500 (4)**

- Opportunity to speak to all attendees during breakfast (2 minutes), April 16, 2026
- Recognition throughout breakfast
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Preferred exhibit space on trade show floor (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor

### **AZSA Cocktail Hour Party - \$5,000 (3)**

- Opportunity to speak to all attendees during trade show reception (2 minutes), April 15, 2026
- Recognition throughout the reception
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Prime exhibit placement next to beverages (exhibit fee not included in sponsorship)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor
- Sponsor of refreshments on the trade show floor
- Signage on the refreshment table sponsored
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Premium exhibit placement next to refreshments (exhibit fee included)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor

### **Snack Sponsorship - \$2,000 (2)**

- Sponsor of refreshments on the trade show floor
- Signage on the refreshment table sponsored
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Premium exhibit placement next to refreshments (exhibit fee included)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor



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### **Beverage Sponsorship (2) - \$2,000**

- Sponsor of refreshments on the trade show floor
- Signage on the refreshment table sponsored
- Recognition in digital and print promotional material pre-event (brochure, newsletter, eblasts, website) and during event (program, verbal recognition, sponsor video)
- Premium exhibit placement next to refreshments (exhibit fee included)
- Sponsor Material in Attendee Handouts – 1-page inserts supplied by sponsor

### **Photography Sponsorship (1) - \$2,500**

- Logo, along with AZSA's, will be on all the photos taken at the 2-day conference
- Your logo will appear along with AZSA's and the Title Sponsor on the photo backdrop.
- Photos will be used for next year's conference promotion

### **Production Sponsorship - \$2,500**

- Acknowledged as the production sponsor on all printed material.
- Your logo will appear at the bottom of all printed material except the cocktail napkins.

### **Napkin Sponsorship - \$1,500 –**

- Logo will appear on the cocktail napkins used during the 2-day conference, as well as the AZSA cocktail hour



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### Specifications

#### Space:

- Set up and break down times are strict. All exhibits must be set up by 9:00 am on Wednesday, April 15. Teardown for these exhibitors can begin after 11:00 am on Thursday, April 16. Please plan accordingly.
- All space includes electricity if you request it.
- Exhibiting Sponsors may not sublet, assign, or share any part of the space allocated to them without the written consent of AZSA. Exhibits, signs, and displays are also prohibited in any of the public areas or elsewhere on the premises of the hotel facilities. Any company not assigned space is prohibited from hosting hospitality suites or displaying or distributing materials at the hotel.

### Exhibit Details

#### Exhibits:

- All exhibits are 10'x 10' pipe & drape booths with 6' tables, cloths, and a chair. Each booth will consist of an 8' high back wall, 3' high side rails, one wastebasket, and one 7" x 44" ID sign.
- For other booth and event enhancements like charging stations, furniture, and other products, please contact:

**Matt Palmer, Convention Solutions & Innovation (CSI)**

[3701 West Cambridge Avenue, Phoenix, AZ 85009](#)

**D:** [602.730.8103](tel:602.730.8103) | **M:** [602.425.7769](tel:602.425.7769) | **E:** [matt.palmer@convention-si.com](mailto:matt.palmer@convention-si.com)

See complete CSI Service Kit also emailed to you

#### Floor plan, traffic flow, and other issues:

- Floor plan is approximate
- Entrance/exit – as marked
- Meals:
  - Buffet – Ticketed meals will be served buffet style in the exhibit hall
  - Meal seating – will be in the attendee seating areas & other designated areas
- Beverage service - will be throughout both days
- All marketing materials and swag for bags due **April 8, 2026**  
Please send to: **Amy Amideo, 8723 E Lomita Ave, Mesa, 85209**

**HOTEL INFO:** Please book by **March 25th, 2026** to receive the AZSA group rate!

WeKoPa Golf Club | 10438 WeKoPa Way | Fort McDowell, AZ 85264

Reservation Link: <https://book.rguest.com/wbe/group/2093/wekopacasinoresort/auth>

**Group Code: BKG417**

**Password: STORAGE**