



2018 PARTNERSHIPS

Sponsorship Opportunities

The New York Aviation Management Association's mission is to promote the viability and business interests of New York State's airports, which are the centerpiece of aviation services and drivers of economic development. Through advocacy, education, communications and business services, NYAMA supports New York's airports and the businesses and communities that rely upon them.

The 13,000 people represented by our members and affiliate members include airport managers and representatives from over 120 of the commercial and general aviation airports in the state. NYAMA's membership is comprised of representatives including fixed base operators, aviation management consultants, high education institutions, engineering firms, state government agencies, equipment managers and suppliers. Our efforts are critical to the future of New York's position as a leader in transportation.

NYAMA 2018 Board of Directors:

President – Lee Weitz
Buffalo Niagara International Airport

Treasurer – Grant W. Sussey, C.M.
Watertown International Airport

Vice President– Christina R. Callahan, C.M.,
A.S.C.
Syracuse Hancock International Airport

Secretary – Andrew Moore, C.M.
Greater Rochester International Airport

Past President – John P. DelBalso, C.M., A.C.E.
Albany International Airport

Jeremy P. Martelle, C.M., ACE, ASC
CHA

Chad Nixon, MBA/Aviation
McFarland Johnson, Inc.

Shelley LaRose-Arken
Long Island MacArthur Airport

William McShane
Sheltair Aviation Services

Pasquale DiFulco
Port Authority of NY & NJ

Kim W. (Bill) Hopper, A.A.E.
Elmira Corning Regional Airport

Michael Hall
Ithaca Tompkins Regional Airport

Russell Stark, C.M.
Oneida County Department of Aviation

David Hickling
Greater Binghamton Airport

Greg Topping PC
Passero Associates, LLC

Thomas Horth, P.E.
C&S Companies

NYAMA is the only trade organization devoted to representing the needs of the entire aviation industry in New York State and we invite you to take advantage of the opportunity to promote your people and products to an engaged audience by becoming a 2018 partner.



The NYAMA Board of Directors is excited to present

you with our 2018 partnership opportunities...

2018 PARTNERSHIPS

Sponsorship Opportunities

ADVOCACY DAY 2018

March 20-21, 2018

New location – Renaissance Albany Hotel
& Legislative Office Building

Attendance: 40-50

Sponsorships are on a first come, first served basis.

Please check your preferred sponsorship option.

Don't see something that fits within your budget? Call us to customize your sponsorship packet!

The New York Aviation Management Association's annual Aviation Advocacy Day provides airport managers, corporate representatives, educators and other aviation officials dedicated to airport development with the opportunity to meet with their legislators. Advocacy Day attendees receive timely information on state budget issues and state-funded airport development programs.

____ **Lunch Sponsor - \$3,000** – NYAMA's 2018 Advocacy Day Lunch sponsorship is the premiere opportunity to highlight your brand and support of Aviation in New York! The lunch will take place on Wednesday, 3/21 at the Legislative Office Building.

Lunch Sponsorship includes:

- 4 Advocacy Day Registrations
- Company logo on Advocacy Day participant bags
- Rotating company logo on NYAMA website throughout the 2018 year
- Company logo featured in print and electronic Advocacy Day material
- Company's promotional material or standup banner displayed throughout the lunch and at NYAMA's prominent display area in the center of the Capitol (provided by sponsor)
- 2 minutes to address attendees at Legislative reception or meeting (sponsor choice)
- Logo and link to your website in company updates
- Mention in weekly online newsletter – eCurrents

____ **Name Badge Sponsor - \$2,500** – Show your support of NYAMA and aviation in New York State by sponsoring the official Advocacy Day Name Badge! This will be worn by all participants and seen by legislators, staffers and members of the public as NYAMA walks the halls of the Capitol advocating on behalf of its members.

Name Badge Sponsorship includes:

- 3 Advocacy Day Registrations
- Company logo printed on participant name badges that will be distributed during registration
- Rotating company logo on NYAMA website for 6 months
- Company logo featured in print and electronic Advocacy Day material
- Company material or standup banner showcased at NYAMA’s prominent display area in the center of the Capitol (provided by sponsor)
- Any extra name badges will be given to the sponsor following the Advocacy Day program
- Mention in weekly newsletter – eCurrents

____ **Breakfast Sponsor - \$2,000** – Showcase your dedication and support of aviation in New York State by sponsoring NYAMA’s Breakfast at the Renaissance Albany Hotel on March 21st, prior to the group’s full day of advocacy efforts. In addition to the appreciation of a great breakfast the fuel the day,

Breakfast Sponsorship includes:

- 2 Advocacy Day Registrations
- Company logo on Advocacy Day participant bags
- Rotating company logo on NYAMA website for 3 months
- Company logo featured in print and electronic Advocacy Day material
- Company’s promotional material or standup banner displayed at the breakfast and at NYAMA’s prominent display area in the center of the Capitol (provided by sponsor)



2018 PARTNERSHIPS

Sponsorship Opportunities



2018 Advocacy Day Packet Sponsor –SOLD! Thank you

_____ **Break Sponsor - \$1,500** – Showcase your dedication and support of aviation in New York State by sponsoring NYAMA’s Perfect Take Off Break Sponsor at the Renaissance Albany Hotel on March 20th, prior to the Legislative Reception.

Break Sponsorship includes:

- 2 Advocacy Day Registrations
- Company logo on Advocacy Day participant bags
- Rotating company logo on NYAMA website for 2 months
- Company logo featured in print and electronic Advocacy Day material
- Company material showcased at NYAMA’s prominent display area in the center of the Capitol (provided by the sponsor)

_____ **Smooth Landing Sponsor - \$1,000** – Strengthen NYAMA’s 2018 Advocacy Day efforts by becoming a Smooth Landing Sponsor which will help support the overall two-day program.

Smooth Landing Sponsorship includes:

- Rotating company logo on NYAMA website for 1 month
- Company logo featured in print and electronic Advocacy Day material

_____ **Beacon Sponsorship - \$500** – Support NYAMA’s ability to advocate on behalf of its members by becoming a Beacon Sponsor and receive:

- Company logo featured in print and electronic Advocacy Day material

Advocacy Day Sponsorship Form

Name: _____

Title: _____

Organization: _____

Address: _____

City, State, Zip: _____

Phone: _____

Email: _____

Payment by Check:

Amount Enclosed: _____

Payment by Credit Card:

Name on Card: _____

Billing Address: _____

Credit Card Number: _____ Security Code: _____

Sponsorship Form should be submitted to:
New York Aviation Management Association
230 Washington Avenue Extension, Suite 101 | Albany, NY 12203
Tel: (518) 463-8644 | Email: info@nyama.aero

2018 FALL CONFERENCE

September 10-12, 2018

The 1000 Island Harbor Hotel | Clayton, NY

Hosted by Watertown International Airport



Sponsorship Opportunities

The 2018 New York Aviation Management Association Fall Conference and Exhibit Show represents NYAMA's 42nd year of successful training and advocacy for New York's airport industry. The program will be packed with topical and relevant informational sessions highlighting critical issues in the aviation industry. It will also include an outstanding tradeshow floor, in addition to great networking opportunities.

Sponsorships are on a first come, first served basis. Please check your preferred sponsorship option.
Don't see something that fits within your budget? Call us to customize your sponsorship packet!

\$7,500 Event/Platinum Sponsor Benefits	\$5,000 Event/Gold Sponsor Benefits
<p>*After 1/31/17, price increases to \$8,000</p> <ul style="list-style-type: none"> • Conference registration for 4 company representatives • (2) minutes of podium time at General Session • Logo in conference brochure • Logo and link on NYAMA website • "Brought to you by" after each mention in printed pieces and announced at event • Company banner displayed (provided by sponsor) • Material available in registration bags (provided by sponsor) • Prominent company logo on conference signs at the event • Prominent company logo and link in social media and e-blasts • Recognition in newsletter • Listing in presentations at conference <p><u>SOLD</u> Golf ____ Social Outing</p>	<p>* After 1/31/17, price increase to \$5,500</p> <ul style="list-style-type: none"> • Conference registration for 3 company representatives • Logo in conference brochure • Logo and link on NYAMA website • Prominent company logo on conference signs • Prominent company logo and link in social media and e-blasts • Recognition in newsletter • Material available in registration bags (provided by sponsor) • Listing in presentations at conference <p>____ Welcome Reception <u>SOLD</u> Cocktail Reception <u>SOLD</u> Awards Dinner</p>

2018 Fall Conference Golf Sponsor – SOLD!

Thank you:



2018 Fall Conference Awards Dinner Sponsor – SOLD!

Thank you:



2018 Fall Conference Cocktail Reception Sponsor – SOLD!

Thank you:



\$2,500 Event/Silver Sponsor Benefits	\$1,000 Bronze Sponsor Benefits
<p>* After 1/31/17, price increases to \$3,000 (Events: Breakfast)</p> <ul style="list-style-type: none"> • Conference registration for 2 company representatives • Logo in conference brochure • Logo and link on NYAMA website • Company logo on conference signs • Company logo and link in social media and e-blasts • Recognition in newsletter • Listing in presentations at conference • Material available at registration (provided by sponsor) <p>(unlimited sponsor slots available)</p>	<p>* After 1/31/17, price increase to \$1,500</p> <ul style="list-style-type: none"> • Logo in conference brochure • Company logo on conference signs • Company logo and link in social media and e-blasts • Listings in presentations at conference <p>(unlimited sponsor slots available)</p>

\$500 Sponsor Benefits	\$325 Exhibit Table (Non Member)	\$400 Exhibit Table (Member)
<p>* After 1/31/17, price increases to \$750</p> <ul style="list-style-type: none"> • Company logo on conference signs • Company logo and link in social media and e-blasts <p>(unlimited sponsorships available)</p>	<ul style="list-style-type: none"> • Pre-conference attendee list for marketing • Premiere placement on tradeshow floor 	<ul style="list-style-type: none"> • Pre-conference attendee list for marketing

2018 Fall Conference Sponsorship Form

Name: _____

Title: _____

Organization: _____

Address: _____

City, State, Zip: _____

Phone: _____

Email: _____

Payment by Check:

Amount Enclosed: _____

Payment by Credit Card:

Name on Card: _____

Billing Address: _____

Credit Card Number: _____ Security Code: _____

Sponsorship Form should be submitted to:
New York Aviation Management Association
230 Washington Avenue Extension, Suite 101 | Albany, NY 12203
Tel: (518) 463-8644 | Email: info@nyama.aero

Some of what our sponsors are saying...

"MAPCO Parking has been a proud NYAMA sponsor for the past three years and we have found it to be an incredibly valuable partnership. As a parking management company based in New York, we look to support those airports and initiatives that matter most to the state of New York. NYAMA's ability to bring together industry best practices using New York at the common thread is truly unique. We believe that NYAMA is a critical advocate for the airport community and we are happy to continue our partnership as we all fight to make sure that New York's airports are represented on both a state and national level."

Chad Carta | Vice President-MAPCO Auto Parks

"The New York Aviation Management Association has lived up to its mission to "promote the viability and business interests of New York State's airports". Our ability as an organization to achieve results such as the passage of the Aviation Jobs Act and Aviation Tax Reform for aircraft owners, has proven that NYAMA is the leading aviation advocacy and education organization in New York State."

Jeremy P. Martelle, C.M., ACE, ASC | Regional Manager-Aviation for CHA