

11th ANNUAL

HOSPITALITY AND ECO XPO



Presented by
THE AUSTIN HOTEL & LODGING ASSOCIATION

HILTON AUSTIN | FRIDAY, SEPT. 20

**EXHIBITOR & SPONSOR
PROSPECTUS**

WHAT'S INCLUDED

Welcome

What's new in 2019

Why you should attend

Exhibitor details

Sponsorship packages

Contact Information





We're working towards a better industry, together.

AHLA invites you to attend our 11th Annual Hospitality and Eco Expo. We've created the right environment to highlight vendors like you – committed to green initiatives, efficient ways of working, economical solutions, and providing hoteliers with the most quality products and services.

Bring your best and we will show you the same, placing you in front of the most important decision makers in Austin's ever growing hotel industry. We look forward to having you benefit from this unique forum where you can stay current on who's who in this everchanging hospitality community, continued with CBRE.

– Denise Eisman, President



MEET OUR 2019 BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Chairman – Joe Bolash, Hilton Austin

Immediate Past Chair – Robert Watson

Vice Chairman – Rob Hagelberg, Four Seasons

2nd Vice Chairman – Jim Reist, Double Tree Guest Suites

Secretary – Scott Blalock, JW Marriott

Treasurer – Billy Carter, Super Shuttle / ExecuCar

AHLA President – Denise Eisman

BOARD MEMBERS

AT&T Conference Center – Ted Hibler

Hotel Van Zandt – Joe Pagone

Humble Origins Hospitality Management – Vijay Patel

Hyatt Place North Central – Jennifer Currier

InterContinental Stephen F. Austin – Steve Juscen

Courtyard & Residence Inn Downtown – Andy Zinni

Omni Downtown – Gene McMenamin

Embassy Suites Downtown – Stephanie Voutselakos

W Hotel – Joanna McCreary

Omni Southpark – Krystof Kucewicz

Courtyard Austin-Plugerville – Jeff Ossenkop

Hilton Austin Airport – Britt Uдеми

Renaissance Hotel – Rob Gillette

The Line – Adam Bussell

Fairmont Hotel – Nenad Praporski

Holiday Inn Express – Hitesh Patel

Archer Hotel – Ric Mussiett

New Waterloo – David Lang



WHAT'S NEW IN 2019

CBRE

We're adding AHLA's largest luncheon of the year to our EXPO programming.
This much waited annual luncheon brings an attendance of **over 150 hoteliers and industry professionals.**



Presented by Jeffrey W. Binford, CHA
Director of CBRE Hotels Consulting

WHY EXPO WITH US

TESTIMONIALS

This is such a great organization and my 3rd year as a vendor. In order to get the most out of it, I would recommend going all in, not just a toe in, we were able to establish 3 contracts from the first year of participation.

– Karla Urbina, Regional Sales, Exterior Furniture

The very first Green Trade Show that I attended, our hotel engaged with a vendor and within seven days a \$20,000 order for their products was placed. Introductions lead to relationships, relationships lead to trust, and trust leads to more business.

–Rob Gillette, GM -Renaissance Hotel

EXHIBITOR BENEFITS

- Meet new faces in industry
- Meet new GM's and opportunities
- Keeping current with hotel personnel
- Highly Targeted Audience
- Access to Key Decision Makers
- Build your Brand and Increase Awareness of your products and services
- Influence and Understand the Hotel industry's needs, perceptions, and tastes
- One on one round table opportunity with hotel General Managers
- Post Event promotion opportunities



An aerial photograph of a city skyline, featuring a river, a bridge, and several tall buildings. The image is overlaid with a red tint. The text "EXHIBITOR DETAILS" is centered in the middle of the image, flanked by two horizontal white lines.

EXHIBITOR DETAILS

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ONLY 150 BOOTHS AVAILABLE

\$1,000



- Electrical & WIFI provided
- 2 show tickets
- 2 lunch wristbands
- 2 meet & greets
- Company listing on website

**All payments must be received before booth assignments are made. Please email or call Denise Eisman with booth description. Booth accessories must be requested in advance (assistance with banner set up, easel)*

PRE-VENDOR SET UP

- Vendor showcase is between 11:00 a.m. – 4:30 p.m.
- All vendors must check in at registration before unloading.
- At registration you will be given your assigned booth.
- Committee volunteers will guide you to assigned booth area.
- Unloading area will be located at service entrance of hotel.
- All vendors expected to be set up by noon.
- Exclusive Vendor & Sponsor cocktail hour with GM's and Board of Directors (5:00 – 6:00 p.m.)
- Square footage per booth 6x8.





SPONSORSHIP PACKAGES

TITLE SPONSOR

\$4,000

- Naming right to show
- Premier booth opportunity in sponsor designated area
- Invite to AHLA board meeting
- 6 show tickets
- Recognition on press release
- 8 meet & greets
- Sales collateral at registration
- Complimentary valet parking
- Booth at AHLA luncheon
- Recognition at registration

SHOW SPONSOR

\$2,500

- Premier booth opportunity in sponsor designated area
- 4 show tickets
- Recognition on press release
- 6 meet & greets
- 1 complimentary valet parking
- 3 lunch wristbands

REGISTRATION SPONSOR

\$2,000

- Premier booth opportunity in sponsor designated area
- 2 show tickets
- 4 meet & greets
- 1 complimentary valet parking
- Recognition at AHLA membership luncheon
- 2 lunch wristbands

FOOD & BEV SPONSOR

\$1,000

CUSTOMIZE YOUR SPONSORSHIP, CONTACT US FOR DETAILS!

We look forward to seeing you at EXPO and AHLA luncheon of the year with CBRE.

We would love to have you as a sponsor or exhibitor, please
contact us to register for this event or answer any questions.

Denise Eisman, AHLA President

p. (512) 296-7492 • e. Denise@AustinLodging.org



THANK YOU.



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