

FLORIDA POLICE CHIEFS ASSOCIATION

EXHIBITOR & SPONSORSHIP GUIDEBOOK



2025 - 2026



Introduction

This Guidebook is intended to provide an overview of the FPCA Business Membership benefits, information on Conference Sponsorship opportunities, and the FPCA Annual Partner Program. Importantly, the details and the dates/deadlines specific to the FPCA Midwinter Conference in Orlando, January 10 - 13, 2026, at the Rosen Plaza Hotel are included on page 6. Finally, the Rules of Exhibit which apply to all FPCA Business Members, Annual Partners, Conference Exhibitors/Vendors and their representatives can be found on pages 7-10.

It Starts With Membership

The FPCA is one of the nation's largest law enforcement professional associations, speaking for Florida's chiefs and providing guidance and leadership for the future of law enforcement and our communities. Your membership dues keep us strong through:

- State-of-the-art training
- Scholarships
- Operational readiness to respond to communities in the wake of natural or man-made disasters
- Holistic officer wellness & resiliency
- Connection and accountability to our communities
- Information sharing to support our law enforcement leaders across Florida.

The Florida Police Chiefs Association engages with hundreds of police chiefs and law enforcement leaders on a daily basis through information sharing alerts, emails, and digital publications. These leaders guide the work of over 20,000 police officers serving nobly in the State of Florida and make the purchasing and procurement decisions for their departments.

There is a place for you in the Florida Police Chiefs Association!

We offer law enforcement as well as business and public categories of membership. Please refer to our FPCA Bylaws and our website regarding more details on membership types. The FPCA Team can answer any questions you might have, give us a call at 850-219-3631.

Please visit www.fpca.com/membership/ to become a member today!

Business Membership - Dues are \$500 per year but are included if you become an Annual Partner.

Membership Benefits include:

- Discounted booth pricing at conferences
- Access to pre and post conference attendee lists
- FPCA membership list with contact information annually
- Discounted advertising in FPCA digital newsletters and programs
- Tickets to attend Member only events
- Recognition at each conference and distinct ribbon on name badge
- Promotion and advertising opportunities in conference program guides
- FPCA Business Member decals
- Membership card for the company and lapel pins



Business Member , Conference Sponsor, Annual Partner?

Which is right for you . . .

FPCA offers many opportunities for our business leaders to demonstrate their support for law enforcement in the form of conference/training sponsorships and the Annual Partnership program. In addition, the Association provides unique marketing opportunities to reach our members through the alert program, emails, digital magazines, and conference programs.

If your goal is to support law enforcement and to inform our members about your services, we have ways for you to engage through the Florida Police Chiefs Association.

Our business opportunities are designed to match the level of commitment that best fits your organization. From joining as a Business Member for foundational connection, to becoming a Conference Sponsor for visibility at key events and ultimately stepping into the role of an Annual Partner for year-round recognition and strategic collaboration, each level offers unique benefits and impact.

We encourage you to become a business member, but this Guide will provide an overview of our Partner and Sponsorship opportunities as well. This year all Annual Partners (AP) will receive exhibit booths for both conferences in 2026 as part of their AP registration. Becoming an Annual Partner is the **only way** to secure your vendor booths for both conferences early as we routinely sell out.

If you have been an exhibitor with FPCA at prior conferences, we highly recommend becoming an Annual Partner this year, notably at the Bronze level for \$5K as it includes the costs for your booth at both conferences (which ranges between \$1.9K-\$2,400K per conference), your business membership dues (\$500) and advertising. Remember only FPCA members can attend members only events.

To learn more about the 2025-2026 Annual Partner Program, please visit the [FPCA Annual Partners website](#).

BRONZE ANNUAL PARTNER - \$5,000

Conference and FPCA Member Access

- Guaranteed exhibit booth space (exhibit hall) for each conference
- Two complimentary representative registrations at FPCA conferences
- Conference attendee list pre and post conference for each conference
- Full FPCA membership list in December

Branding

- Logo displayed on conference signage and conference program guide for each conference
- Logo on conference website for each conference
- Logo linked to company website from FPCA's Annual Partner website
- Use of Annual Partner logo

Advertising

- Logo linked in 2026 Annual Partner Directory
- Banner ads on alerts to FPCA membership - 1 month
- Color advertisements in the FPCA Digital Magazine available at a 20% discounted rate
- Ability to post job positions on the FPCA website at a 20% discounted rate

Sponsorship Opportunities

- Additional sponsorship opportunities available only to Annual Partners

Bonus

- Includes Business Membership
- FPCA Business decals
- Membership card for the company
- Lapel pins





CONFERENCE SPONSORSHIP OPPORTUNITIES



Spotlight your company by becoming an FPCA sponsor!

The FPCA hosts two major conferences annually bringing together 300+ Florida Police Chiefs or Second-in-Command officers. Sponsorship allows your company to reach law enforcement leaders and procurement decision-makers. Your message will be in front of pre-qualified buyers who are looking for your products specifically for their department.

Chief Sponsor - \$12K

- Guaranteed exhibit space with two rep registrations included
- 3-5 minute FPCA designated spot for speaking opportunity or video presentation
- Recognition as a Chief Sponsor on the Conference website and conference program
- Color advertisement in the Digital Magazine post conference - Full Page
- Formal recognition with an award presentation at Opening Ceremonies
- Two tickets to attend the "Members Only" Event
- Banner ads in multiple alerts - two months
- Access to the conference attendee list pre and post conference
- \$1,000 donation to the FPCA Foundation to prevent officer suicide

Captain - \$2.5K

(Training or Hospitality sponsors)

- 50% off full price booth fee for conference
- Recognition in the Conference Program
- Recognition as a Captain Sponsor on the FPCA Conference website
- Access to the conference attendee list pre and post conference

Commander Sponsor - \$10K

- Guaranteed exhibit space with two rep registrations included
- Recognition on the Conference website and program
- Color advertisement in the Digital Magazine post conference - 1/2 Page
- Formal recognition with an award presentation at Opening Ceremonies
- Two tickets to attend the "Members Only" Event
- Banner ads in multiple alerts - one month
- Access to the conference attendee list pre and post conference
- \$500 donation to the FPCA Foundation to prevent officer suicide

Major Sponsor - \$5K

- Guaranteed exhibit space with two rep registrations included
- Recognition on the Conference website and program
- Color advertisement in the Digital Magazine post conference - 1/2 Page
- Plaque recognition at conference
- Access to the conference attendee list pre and post conference
- \$500 donation to prevent officer suicide

Sergeant Sponsor - \$1K

- Recognition in the Conference Program
- Access to the conference attendee list post conference

Sponsorships support conference training (speakers and audiovisual needs), as well as the expenses associated with networking and entertainment functions.

For more information on how you can become a Sponsor, please contact the FPCA Team at 850-219-3631 or info@fpca.com.

2026 Mid-Winter Conference Information

The Florida Police Chiefs Association's conferences provides participants with continuing education opportunities, networking, sharing of best practices, association news, and important updates in the field of law enforcement. Our events attract hundreds of representatives from police agencies across the state, as well as partners, vendors, and elected officials interested in engaging on topics important to the future of law enforcement in Florida.

When: January 10th - 13th 2026

Exhibit Hall opens January 11th at 3:00 p.m. and closes January 12th at 3:00 p.m.

Where: Rosen Plaza Hotel, 9700 International Drive Orlando, FL 32819

- Room rates are \$160 per night excluding taxes and fees. This negotiated rate is exclusive to the attendees, exhibitors, sponsors, speakers, and guests of the FPCA. Reservations are the responsibility of the attending party.
- Click [here](#) to make your reservations.
- Check in is 3:00 p.m. and check out is 11:00 a.m. There is complimentary self-parking. Valet parking is available at \$30 per vehicle, per day.
- Please call the Rosen Plaza Hotel at 1-800-627-8258 if you have any questions.

What: Draft Agenda Topics Include:

- PIOs - Handling the Day-to-Day and Crisis Moments
- The Breonna Taylor Case: Lessons Learned
- Why Coaching Matters to Recruitment and Retention
- When You Are the Target - Surviving as a Police Chief
- Challenging the Law Enforcement Organization – The Road to Leadership

Key Dates:

- **Registration closes - December 5, 2025 PAYMENT DUE IN FULL**
- Exhibitor and Sponsorship marketing materials due - December 5, 2025

Link to 2026 Mid-Winter Conference Website: <https://fpca.com/2026-mid-winter-conference/>

Conference Sponsorship Guidelines

- Sponsors must provide their logos, marketing information, ads, or presentations to the FPCA by the deadlines requested so that sponsorship may be indicated on FPCA provided programs, marketing materials, and signage.
- Conference sponsorships paid in full will initiate advertising of company logo on FPCA conference website. Logo will be present from payment receipt and website posting (within five days) until 30 days post conference.
- Sponsor agrees to respect the event/conference agenda as published and not to host any private events with FPCA members, businesses, or other attendees during scheduled events on the agenda. All private events scheduled should be disclosed to the FPCA Executive Director by no later than five business days prior to event scheduled. Any violation of this provision may result in the cancellation of FPCA membership and the ability to participate in future FPCA events for two years.
- Sponsorship commitment forms must be accompanied by a minimum of 50% payment for the sponsorship level indicated. Full payment is due by scheduled date posted for each event or sponsorship may be canceled by FPCA. Exceptions can only be approved by the FPCA Executive Director. Payments can be made by Credit/purchasing cards or checks (a 3% processing fee will be applied to credit card payments).

2026 Mid-Winter Information and Rules of Exhibit

Booth Information

Booth cost \$1,800 for Business Members (\$1,900 for Non-Business Members)

- Booth Dimensions: 8' x 8'
- 6' table with 2 chairs
- Pipe, drape, and skirting
- Company signage
- Carpeted expo hall and foyer
- Wastebasket
- Two complimentary representatives

Booth Space

Booth space is limited to vendors with products or services directly related to law enforcement and public safety. FPCA reserves the right to refuse participation based on eligibility requirements or for any other reason. **Only one company per booth - no exceptions.** Those found to be violating this rule will be asked to leave and will not be allowed access to the FPCA expo or future events.

No construction will be allowed on the sides of any booth which would obstruct the view of adjacent booths. All decorative materials must be flame proofed. The Rosen Plaza Hotel has strict rules governing the hanging of signs on walls or ceilings. If you need to hang something, you must make arrangements with the Rosen Plaza Hotel prior to the conference. Any damages to the building through the carelessness of the exhibitor(s) must be paid for by the exhibitor. Exhibitors will be required to keep their booths neatly arranged and clean. Janitorial service is provided.

Exhibitors agree to conform to all rules and fire regulations of the facility. No merchandise, inclusive of robots, may extend out of exhibit booth(s) into the aisles.

Vehicle Display

If displaying a vehicle, there is a minimum three booth requirement.

Registration

Registrations for all booth representatives must be completed by December 5, 2025. This deadline is set to allow for the printing of conference materials. Your company and representative information will appear exactly as indicated in your online registration. Please review all information to ensure all names and addresses are spelled correctly.

Two complimentary representatives are included with each booth reservation. Up to two additional representatives are allowed with an additional cost of \$450 per rep. No more than 4 four total reps per booth are permitted.

Name Badges

Exhibitors and Conference Sponsors must submit the names of all representatives who will attend the conference via online registration. Name badges are required at all conference functions.

Ad Specifications & Instructions

Annual Partners and Conference Sponsors can place a color advertisement in the Conference Program Guide at no additional charge**. Any Business Member, Exhibitor/Vendor, or Sponsor may place an ad in the Conference Program regardless of attendance at the event.

- Prime spots available and Business Members receive a 10% discount on ad placement.
- Color ad full page inside or back cover \$1K; full page \$800; half page \$450
- File must be PDF, JPEG, or PNG ; resolution of 72PPI preferred
- **Deadline for placing your ad in the Mid-Winter Conference Program is on or before December 5, 2025.**

** See [Annual Partner Guidebook](#) or Page 5 of this document for specifics relating to advertising.

2026 Mid-Winter Information and Rules of Exhibit

Door Prize Drawings

Exhibitors and Sponsors are invited to donate an item to the Expo Hall Drawings. Ideas for door prizes or giveaways are products and/or services from your company, gift cards, or other items. Drawings will be conducted in the Expo Hall on Monday afternoon. Exhibitors and Sponsors should drop off their item(s) at the Conference Registration Desk no later than 11:00 a.m. Monday. Please make sure a business card and description is placed on the donated item(s).

Convention Services

Goben Convention Services is the official full-service exhibit company for the conference. Once registered as an exhibitor, you will receive an email from Goben Convention Services or FPCA Staff with the Exhibitors Manual Kit. You may follow the instructions to place an order for electrical needs, shipping information, or any other products needed for your booth setup.

For specific questions, please contact Rob Murray at rob@gobencs.com or 407-872-2223.

Additional Information

- All exhibitors planning to attend the conference, must be registered by the deadline, and must have secured an indoor exhibit space. Exhibitors may not attend without booth space. FPCA policy restricts representatives of organizations that are not conference exhibitors, or have not purchased an exhibit booth space, from soliciting business and distributing promotional materials of any type within the expo hall area or any other areas. Those found doing so will immediately be asked to vacate the premises.
- Delegates may place orders with exhibitors for goods or services, but exhibitors may not directly sell products from the expo floor.
- Exhibitor agrees to respect the event/conference agenda as published and not to host any private/social events with FPCA members, businesses, or other attendees during scheduled events. All private/social events scheduled should be notified to the FPCA Executive Director by no later than five business days prior to event scheduled. Social events include but are not limited to private dinner invitations either at the host hotel or at an offsite location, or private networking events either at the host hotel or at an offsite location. FPCA does not coordinate any portion of these events on your behalf, nor will FPCA send out event invitations on your behalf.
- The Florida Police Chiefs Association does not permit or support ride and drive as part of the conference. Exhibitors may elect to schedule post-conference meetings with attendees for purposes of test driving.
- Flying drones (with or without a tether) inside any area of the hotel is strictly prohibited.

Exhibit Hours and Security

The exhibit hall shall be strictly closed except for hours designated on the official program. Nothing shall be removed during the period of exhibit from the exhibitor's space until the closing of the expo without FPCA approval. **Exhibitors will be charged a fee of \$500 for early breakdown and last booth choice at the next FPCA conference attended.**

The exhibit hall will be secured immediately after closing hours to protect the exhibits and merchandise. Please note, that neither the FPCA or the hotel will assume responsibility for stolen or lost property. After hours security will be provided by local law enforcement. We ask that you take personal items with you when leaving the Expo Hall.

Respect

Rude behavior and inappropriate actions towards FPCA and hotel staff, attendees, and/or law enforcement, and other sponsors/exhibitors at any time will not be tolerated. Reports or sightings of misconduct will be evaluated, and at FPCA's discretion, those involved may be subject to immediate dismissal from the conference and will not be allowed to attend or exhibit at future FPCA conferences or events. No refunds will be provided. **Complaints should be reported to the FPCA Executive Director.**

2026 Mid-Winter Information and Rules of Exhibit

Agree to Comply

Exhibitors and Sponsors should include in, or have a rider attached to, their insurance policies covering the period of time from the date of shipment of merchandise/display to the show through and including the return arrival date of the merchandise/display at the exhibitors' home base. The Exhibitors and Sponsors understand neither the FPCA nor the Hotel maintains insurance covering their property and it is their sole responsibility to obtain such insurance.

Exhibitors and Conference Sponsors assume the entire responsibility and liability for losses, damages, and claims arising out of their activities on the hotel premises and will indemnify, defend, and hold harmless the FPCA, hotel, its owner, and its management company, as well as their respective agents, servants, and employees from any and all such losses, damages, and claims.

The exhibitor agrees to make no claims for any reason, including negligence, against the FPCA, the Rosen Plaza Hotel or their members, agents or employees for loss, theft, damage, or destruction of exhibit items; nor for any injury to exhibitors while in the exhibit building; not for any damage of any nature, including damage to his/her business by reason of failure to provide space for the exhibit or removal of the exhibit, not for failure to hold the exhibit as scheduled. Your conference registration indicates your agreement to comply with these rules and that you have the authorization to agree on behalf of named company.

Exhibitors, Conference Sponsors and FPCA Business Members agree they will not share membership, or attendee lists with any other company or person not employed by their company; nor may they share with any subcontractors. These lists are the sole property of the Florida Police Chiefs Association, and they are only provided to registered exhibitors, sponsors and business members. They each recognize the distribution of FPCA's membership or attendee lists are strictly monitored, the contents of the lists are a result of FPCA's diligent work and efforts, and the lists have monetary value. Exhibitors, Conference Sponsors and Business Members agree to pay FPCA \$500 in liquidated damages if they share the membership/attendee list with any other person or company not employed by the Exhibitor, Conference Sponsor or Business Member.

Any violation of these provisions may result in the cancellation of FPCA membership and the ability to participate in future FPCA events for two years.

Payment

In committing to be an exhibitor, the registrant agrees to pay for the exhibit space in full on or before the deadline of December 5, 2025. Any exhibitor that has not made payment in full by the deadline, will be canceled and released for sale without notice. Credit/purchasing cards or checks accepted (a 3% processing fee will be applied to credit card payments). Note: a deposit of \$250 is required at the time of registration to reserve your booth. No exceptions.

Checks can be mailed to:
Florida Police Chiefs Association
P.O. Box 14038
Tallahassee, FL 32317

2026 Mid-Winter Exhibitor Information and Rules of Exhibit

Photography

All conference photography will be conducted by the official photographer of the Florida Police Chiefs Association (FPCA). By participating as exhibitors and sponsors, you consent to the FPCA's use of all images - including those featuring your products and employees - in their communication and marketing materials for future conferences. If you wish to promote images of your company, please remember to tag us on social media: @FloridaPoliceChiefsAssociation on Facebook and @FloridaChiefs on X.

Cancellation

Notification of booth cancellation must be made via email (info@fpca.com) and received by December 5, 2025, to be refunded exhibitor fees less \$250 cancellation fee. Cancellations made after this date will not receive a refund.

In the event one or more of the FPCA conferences must be cancelled, postponed, or relocated on account of fire, strike, government regulations, casualties, acts of God, pandemic or other causes beyond the control of the FPCA, the exhibitor waives any and all claims for damages, losses, expenses and costs of any kind. Furthermore, if the conference is cancelled, the exhibitor agrees that the sole liability of the FPCA will be to refund the partnership fee related to the cancelled conference, not the entire 2026 partnership fee.

Acknowledgement of the Terms and Conditions

By registering as a Partner/Sponsor/Exhibitor, all terms and conditions included in this document are acknowledged and accepted by the Partner/Sponsor/Exhibitor. No money collected will be returned or refunded if an exhibitor or sponsor violates any of these rules.

Thank you for your support. We look forward to seeing you!

For any questions or additional information, please contact the FPCA Office at 850-219-3631 or at info@fpca.com.