



AMCTO
THE MUNICIPAL EXPERTS

2026 Conference Exhibitor Info Webinar #1

Engaging with Ontario municipal
delegates and key decision-makers



Overview

- Introductions
- Housekeeping Notes
- The Exhibitor Challenges Explained
- Other Tips on How to Engage Delegates
- Preliminary Logistics/Ordering Info
- Questions



Introductions



Jacquelyn Folville
Manager, Communications &
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Coordinator, Communications
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Upcoming Deadlines

- **Wednesday, April 1** - Deadline to book accommodations at Motel 6 Huntsville at discounted group rate (subject to availability)
 - Please call 1-800-544-4866 and reference the AMCTO block of rooms
- **Thursday, April 2** - Deadline to purchase any optional exhibitor package add-ons
- **Friday, April 17** - Deadline to sign-up for Exhibitor Challenges – participants will be confirmed at the beginning of May
- **Monday, May 4 - Wednesday, May 6** - Deadline to review and submit updates to your company's profile in the conference app
- **Wednesday, May 6** – Deadline to book any AV/tech equipment through Encore
- **Friday, May 8** - Conference app launches to delegates
- **Thursday, May 21** - Exhibitor webinar #2 – event logistics review, app review, last-minute Q&As
- **Thursday, May 28** – Deadline to book any additional show services through Stronco

The Challenges Explained

- Sunday, June 7
 - Bingo – to complete their bingo cards, delegates must visit every exhibitor listed on their game card and receive a 'stamp' to mark the spot (1 line = 1 draw entry, full card = 5 draw entries). Each participating exhibitor will receive a bingo dapper in advance of the game beginning.
- Monday, June 8
 - Battleship – to complete their battleship cards, delegates must visit every exhibitor listed on their game card and receive the alphanumeric code location for the 'ship piece' on the board (1 ship = 1 draw entry, full card = 5 draw entries)
- Tuesday, June 9
 - Scavenger Hunt – delegates must correctly answer the clue on their scavenger hunt game card by visiting the corresponding exhibitor. Once they have the clue, they must also collect the exhibitor's secret code to mark this clue as solved on their sheet. Once delegates have solved all their clues and their cards are complete, they can exchange the card for their prize draw tickets (each correct code = one draw ticket). Each participating exhibitor will receive their secret code in advance of the game beginning.

The Challenges Explained Cont'd...

Battleship

	A	B	C	D	E	F	G	H	I	J
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										

Bingo

 MROO <small>Municipal Retirees ORGANIZATION ONTARIO</small> Booth 41	 Watson & Associates Booth 39	 <small>inteliVote systems inc</small> Booth 12
 RICOH <small>imagine. change.</small> Booth 33	 Mosey & Mosey Booth 19	 Vayle Booth 35
 Simply Voting Booth 44	 <small>Democracy Counts SOLUTIONS SUPPORTING DEMOCRACY</small> Booth 23	 iCompass <small>A DUKENT BRAND</small> Booth 34

Scavenger Hunt

Clue	Code
Founded in 1997, this exhibitor is a team of 25 professionals who offer clients unique solutions to be successful in whatever they need!	
Since 1989 this exhibitor has over 4500 individual members who handle the financial affairs of municipalities and advise councils on financial policies!	
Thinking about creating a benefit plan philosophy, control plan expenditure, and minimize internal resources at the same time, this exhibitor can make that happen	
A leading Canadian insurance broker with access to plans across Canada, whether you are looking for group or stand-alone policies this exhibitor has you covered.	
This exhibitor works with over 250 municipalities across Ontario to protect their clients' economic assets and interests; and has been going 4 decades strong!	
This exhibitor is a non-profit organization is governed by OMERS retirees, and its mission is to protect pension and enhance the life of OMERS retirees.	
One of North America's leading granite producers, this exhibitor is the only columbarium manufacturer in Ontario!	
With over 2400 employees across Canada this exhibitor can help you with everything from workflow solutions to IT & Tech Support, and much more!	

The Challenges Explained

Cont'd...

Exhibitor Master Challenge

(Sunday, June 7 – Tuesday, June 9)

- This challenge will take place across all three days of the exhibitor tradeshow
- During that time, delegates will be required to visit every exhibitor to complete their game card
- Due to the limited number of game card spots available on the Sunday-Tuesday challenges, exhibitors will have the option to have their prize included as part of the draw for the Master Challenge
- Extended, additional challenge = more delegate engagement time
- Participating exhibitors will receive photo of prize winner, name, title and municipality details to connect with through the conference app

The Challenges Explained

Cont'd...

Please note space to participate is limited and game card spots will be assigned on a first-come, first-served basis. **Don't miss out - sign up early!**

- Exhibitors can request to participate in 1, 2, or 3 games
- Each game that an exhibitor signs up for requires a prize donation that is valued at approx. \$100 per prize
- AMCTO will confirm which game(s) your company has been selected for in early May
- **Exhibitors will be responsible for bringing their prizes to the conference and for connecting/coordinating with winning delegates to collect or ship their prize(s)**
- Sign-up form will be sent out following today's webinar – please review and **complete by Friday, April 17 at 5:00 PM**

Other Tips on How to Engage Delegates

- Don't just sit back at your booth – stand up and make eye contact with delegates as they come by to engage them in conversation
- Have some 'swag' items to give away at your booth and as a way to draw delegates' initial interest
- Have an email opt-in form or box for delegates to drop their business cards to keep in touch following the tradeshow
- Connect with delegates through the AMCTO conference app – exhibitors can message delegates directly and use the app to send follow-up information or as a way to coordinate additional meeting times with delegates throughout the event
- Purchase an exhibitor add-on for extending marketing opportunities and/or to connect with delegates during other conference networking receptions outside of the tradeshow
- Encourage delegates to participate in Exhibitor Challenges – if you're a participating exhibitor, remind delegates to pick up a game card for the chance to win a great draw prize

2026 Event Info

- Registration Information
- Hotel Information
- Schedule
- Optional Add-On Activities
- Conference Core Values
- Exhibitor & Sponsor Resources

All details are available on our conference website: www.amcto.com/conference



Preliminary Logistics/Ordering Info

- Exhibitor/Sponsor Code of Conduct
- **Tradeshow dates – Sunday, June 7 – Tuesday, June 9**
 - Exhibitors must remain for the entirety of the tradeshow – those who leave early may be subject to a \$500 fine for disrupting the tradeshow space
 - Exhibitors do not have access to attend conference sessions (unless you have pre-purchased a conference delegate pass)
 - Further details regarding load-in/load-out times and schedule to be provided by AMCTO in the coming months – **load-in will be on Sunday, June 7** and open for the majority of the day – do not be late
- AV/tech equipment can be booked through Encore – orders must be received by **May 6**
- Additional show services including advanced shipping and handling can be booked through Stronco – orders must be received by **May 28**
 - **All exhibitors must use Stronco for services as the show vendor**
- Exhibit staff contacts listed in exhibitor application form = exhibitor registration
 - If you are listed as a primary contact and require an exhibitor registration, please let us know



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Questions?



Thank You

For more information, please contact:

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We look forward to working with you!

amcto.com/conference