

NACAS

ENRICHING THE
CAMPUS EXPERIENCE

NACAS 2027 Sponsorship Prospectus

PROPOSED TO:

NACAS Business Partners

ORGANISED BY:

NACAS - National Association of College
Auxiliary Services

ASSOCIATION PROFILE & MISSION

Our Mission

To advance campus experiences that enrich the quality of life for students, and that provide sustainable institutional resources to support student success and the academic mission of our members' institutions.

"NACAS is the community-of-choice for strategic leaders who advance campus environments to improve the quality of life for students."

Integrity

Leadership

Adaptability

Excellence

Inclusiveness

Respect

Community

WHY SPONSOR C3X ANNUAL CONFERENCE

NACAS 2027 C3X ANNUAL CONFERENCE AND EXPO

Business Partners are essential to the fabric of NACAS and offer a wide range of solutions that meet the needs and desires of our institutional members and their students.

Every day, thousands of NACAS members and Business Partners collaborate to create customized campus services that are unique and meaningful to each school's community.

Let NACAS serve as your gateway to hundreds of schools and facilitate introductions to higher education leaders seeking the right solutions to enrich campus experiences.



OUR ATTENDEES & AUDIENCE PROFILE

The C3X Annual Conference & Expo convenes more than 1,100 leaders from higher education institutions and NACAS Business Partners to exchange the knowledge and connections that are paramount to their work. This is your opportunity to come together with your professional peers to talk about the future of the industry.

EXECUTIVE TIERS

Chancellors
Executive Vice Presidents
Associate Vice Presidents

MANAGEMENT TIERS

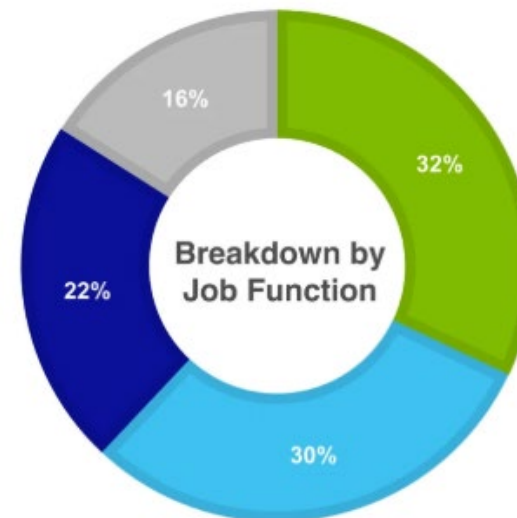
Executive Directors
Senior Directors
Unit Directors

COLLABORATION

Let NACAS serve as your gateway to hundreds of schools and facilitate introductions to higher education leaders seeking structural solutions.

2025 C3X Conference & Expo Attendees

- Executive Directors
- Unit Directors
- Mangers & Support
- Senior Leadership



WHY EXHIBIT?

Extensive Networking

Engage in extensive networking opportunities throughout the conference, including designated networking sessions, receptions, and social events, allowing you to forge valuable connections and partnerships with industry professionals.

Dedicated Exhibit Time

Take advantage of dedicated exhibit time, providing uninterrupted opportunities to showcase your products and services directly to decision-makers and influencers in the higher education auxiliary services sector.

Brand Visibility

Maximize brand visibility and recognition by showcasing your company's offerings to a targeted audience of leaders and influencers in the higher education community, establishing your brand as a trusted and innovative partner in the industry.

EXHIBITING AT C3X

Exhibiting at NACAS C3X provides a prime platform for companies to engage with industry leaders, expand networks, and enhance brand visibility in the higher education sector.

With dedicated exhibit time, extensive networking opportunities, and exposure to influential stakeholders, exhibitors can showcase their offerings and establish valuable connections, positioning themselves as leaders in the field.



2025 INSTITUTIONS REPRESENTED (PART 1)

Adelphi University
Albany State University
Alfred State College - ACES
Antelope Valley College
Appalachian State University
Arizona State University
Associated Students Inc, California State University
Auburn University
Baylor University
Beach Shops/Long Beach State
Binghamton University
Boston University
Brigham Young University
Brock University
Brown University
Bucknell University

California State Polytechnic University - San Luis Obispo
California State University - Long Beach
California State University - San Marcos
Carleton University
Carnegie Mellon University
Central Michigan University
Central New Mexico Community College
Central Washington University
Cleveland State University
College Association at Delhi, Inc.
College of the Holy Cross
Colorado School of Mines
Colorado State University
Coppin State University
Creighton University
CSU Channel Islands - University Auxiliary Services

CSUF Auxiliary Services
CU Book Store - University of Colorado, Boulder
Denison University
DePaul University
Duquesne University
East Carolina University
East Texas A&M University
Eastern Iowa Community Colleges
Eastern Kentucky University
Emory University
Ethical Culture Fieldston School
ETSU- East Tennessee State University
Fairleigh Dickinson University
Farmingdale State College
Fayetteville State University
Ferris State University

Flathead Valley Community College
Fletcher Technical Community College
Florida A&M University
Florida Atlantic University
Florida International University
Florida Polytechnic University
Florida State University
Fort Lewis College
Frederick Community College
Front Range Community College
George Mason University
Georgia Gwinnett College
Georgia Highlands College
Georgia Institute of Technology
Georgia Military College
Georgia Southern University

2025 INSTITUTIONS REPRESENTED (PART 2)

Georgia State University
Gonzaga University
Grand Canyon University
Grand Valley State University
Grinnell College
Harrisburg Area Community College
Hawkeye Community College
Howard University
Illinois State University
Indiana University Indianapolis
Iowa State University
Iowa Valley Community College District
Jackson State University
Johns Hopkins University
Joliet Junior College
Kentucky State University

Lamar University
Leeward Community College
Lehigh University
Lone Star College
Louisiana State University - Baton Rouge
Mercer University
Metropolitan Community College
Miami University
Michigan Technological University
Middle Georgia State University
Montana State University
Montclair State University
Morgan State University
North Carolina A&T University
North Carolina Central University
Northeastern Illinois University

Northeastern University
Northern Arizona University
Northern Marianas College
Northern Michigan University
Northwestern University
Oakland University
Occidental College
Ohio State University (The) - Columbus
Oklahoma State University
Oklahoma State University - Stillwater
Old Dominion University
Owens Community College
Palm Beach State College
Penn State
Pennsylvania State University
Pomona College

Prairie View A&M University
Purdue University
Red Deer Polytechnic
Rhode Island School of Design
Ringling college of Art and Design
Rochester Institute of Technology
Ross School of Business, University of Michigan
Saint Joseph's University
Saint Louis University
San Jacinto College - Pasadena
San Joaquin Delta College
San Juan College
Santa Clara University
Trent University
Tufts University
Tulane University

2025 INSTITUTIONS REPRESENTED (PART 3)

University Corporation at Monterey Bay
University Enterprises/ Sacramento
University of Alaska Anchorage
University of Alberta
University of Calgary
University of California Irvine
University of California, Riverside
University of Central Florida
University of Chicago, Dining
University of Colorado - Boulder
University of Colorado - Colorado Springs
University of Florida
University of Georgia
University of Hawaii - Leeward CC
University of Hawaii at Manoa
University of Houston
University of Houston - Central
University of Idaho
University of Illinois - Champaign
University of Illinois Chicago

University of Iowa
University of Kentucky
University of Louisville
University of Maine
University of Maryland, Baltimore County (UMBC)
University of Massachusetts Amherst
University of Miami
University of Michigan
University of Michigan - Ann Arbor
University of Minnesota
University of Minnesota - Duluth
University of Nebraska Lincoln
University of Nevada, Las Vegas
University of New Hampshire
University of New Mexico
University of North Carolina Charlotte
University of North Carolina Wilmington
University of North Florida
University of North Georgia
University of North Texas

University of North Texas - Denton
University of Oregon
University of Oshkosh Wisconsin
University of Pennsylvania
University of Rhode Island
University of Richmond
University of South Carolina
University of South Florida
University of South Florida - Tampa
University of Tennessee - Chattanooga
University of Tennessee VolShop
University of Tennessee, Knoxville
University of Texas - Austin
University of Texas - Rio Grande Valley
University of Texas - San Antonio
University of Texas at Austin
University of Texas at Dallas
University of Utah
University of Virginia
University of West Florida

University of West Georgia
University of Wisconsin - Milwaukee
University of Wisconsin - River Falls
University of Wisconsin - Whitewater
Vanderbilt University
Villanova University
Virginia Commonwealth University
Virginia State University
Washington University in St. Louis
Weber State University
Webster University
West Chester University
Western University
Windward Community College
Winona State University
Winston-Salem State University
Xavier University

EXHIBIT BOOTH OPTIONS & INCLUSIONS

BOOTH SIZE / TYPE	INVESTMENT
10x10 Premium Booth (Prime Location)	\$4,700
10x10 Standard Booth	\$4,300

*** CARPET, INTERNET and ELECTRICAL ARE NOT INCLUDED

Standard Equipment & Allotments

Included Equipment per 10'x10':

- 8' High Draped Backwall (Color: Black)
- 3' High Draped Side rails (Color: Black)
- One (1) 6' Draped Table (Color: Black)
- Two (2) Side Chairs & One (1) Wastebasket
- One (1) 7" x 44" Identification Sign with Company Name & Booth Number

Registration Allotments:

- One (1) full registration to C3X 2027 in National Harbor, MD.
- Each additional 10x10 includes one additional registration.
- One (1) booth personnel pass to National Harbor, MD (booth staff registrations can be upgraded for \$700 to a full conference registration).
- Additional booth passes can be purchased for \$700.
- Pre & Post-conference attendee list for both Attendees and Business partners.

NATIONAL C3X SPONSORSHIP TIERS

Gold Sponsor - \$2,750

- Two (2) additional booth personnel (the booth staff registrations can be upgraded for \$700 each to a full conference registration)
- Two (2) additional full conference registrations to National Harbor
- Marketing Collateral Distribution Post Conference Digitally
- App push notifications - Scripted and sent by NACAS
- Company logo on signage, mobile app and conference website with hyperlink
- Company profile on the conference mobile app
- Acknowledgement in Opening Remarks

Silver Sponsor - \$1,250

- One (1) additional booth personnel to National Harbor (the booth staff registrations can be upgraded for \$700 to a full conference registration)
- One (1) additional full conference registrations to National Harbor
- Marketing Collateral Distribution Post Conference Digitally
- Company logo on signage, mobile app and conference website with hyperlink
- Company profile on the conference mobile app
- Acknowledgement in Opening Remark

C3X PREMIUM & A LA CARTE OPTIONS

Conference Mobile App - \$20,000 - 1 Available

Real time access to agenda, schedule, speaker profiles, bios, venue maps, exhibitor information, and social networking framework.

Includes: One full conference registration, splash screen feature, corporate link/logo, app profile, on-screen recognition, post-conference thank you message, and app help desk table.

Keynote & Session Sponsor - \$15,000

- Opening General Session/Keynote - 2 Minute Introduction and 1 Minute BP Video
- Closing General Session/Keynote - 2 Minute Introduction and 1 Minute BP Video

A LA CARTE OPPORTUNITIES	QTY AVAIL	INVESTMENT
Hotel Key Cards with Business Partner Logo	1 Available	\$10,000
Regional Breakfasts	4 Available	\$5,000
Sponsored Workshops	4 Available	\$5,500
Conference Breakfast	1 Available	\$5,000
Conference Lunch	1 Available	\$5,000
Late Night Hospitality Suite	1 Available	\$6,000 *
Flip-a-Coin Sponsorship	1 Available	\$10,000

* Hospitality Suite requires additional F&B Costs. Additional Options - TBD

2027 REGIONAL CX CONFERENCES OVERVIEW

Attending regional NACAS CX conferences offers significant benefits to business partners looking to expand their impact in the higher education auxiliary services market. These events provide direct access to decision-makers and influencers from colleges and universities, offering unique networking opportunities that can lead to lasting professional relationships. Use the following pages to check exact regional package deliverables.

CENTRAL REGION

- Diamond: \$10,000+
- Platinum: \$5,500 - \$9,999
- Gold: \$4,500 - \$5,499
- Silver: \$3,000 - \$4,499
- Non-Exhibiting: \$1,150

EAST REGION

- Diamond: \$10,000
- Platinum: \$6,000 - \$9,999
- Gold: \$4,000 - \$5,999
- Silver: \$3,000 - \$3,999
- Non-Exhibiting: See details

WEST REGION

- Diamond: \$10,000+
- Platinum: \$5,500 - \$9,999
- Gold: \$4,500 - \$5,499
- Silver: \$3,000 - \$4,499
- Non-Exhibiting: \$1,150

SOUTH REGION

- Diamond: \$10,000
- Platinum: \$6,000 - \$9,999
- Gold: \$4,000 - \$5,999
- Silver: \$3,000 - \$3,999

NACAS CENTRAL SPONSORSHIP OPPORTUNITIES

Business Partner Showcase Opportunities

Sign up to be included in the Business Partner Showcase at NACAS Central CX. Registration includes space on the showcase floor, admittance to all educational sessions and events, including the Opening Reception, NACAS Town Hall, Hospitality events, and Closing Celebration. You are also invited to Breakfast and Lunch on Monday and Tuesday, which includes the Networking Lunch on Monday prior to the Business Partner Showcase.

- Entry Level (\$750): Includes 1 registration. Booth size minimum 6'w x 8'd. Standard Equipment: High top table (30" or 36", TBD on location) and 1 stool.
- Standard (\$1,500): Includes 2 registrations. Booth size minimum 10'w x 8'd. Standard Equipment: Table (6' or 8', TBD on location) and 2 chairs. Option to purchase second booth; additional booth includes one (1) additional registration.
- Individual Registrations (\$500): For business partners not exhibiting or needing additions. Access to all events.

Sponsorship Packages (Showcase not required)

- Diamond (\$5,000): Sponsorship of one (1) marquee conference event, 30 minutes flash session, four (4) conference registrations, recognition in signage/program, website listing, premium booth location.
- Platinum (\$3,000): Sponsorship of one (1) higher profile conference event, three (3) conference registrations, recognition in signage/program, website listing, enhanced booth location.
- Gold (\$2,000): Sponsorship of one (1) conference event, two (2) conference registrations, recognition in signage/program, website listing.
- Silver (\$1,000): Sponsorship of one (1) conference item or giveaway, one (1) conference registration, recognition in signage/program, website listing.

Business Partner Coordinator Contact:
David Young - david.young@slu.edu

NACAS EAST SPONSORSHIP OPPORTUNITIES

Diamond & Platinum Opportunities

All packages include admittance to all sessions, Opening Reception, Town Hall, Hospitality, Closing Event, meals, Expo Hall space (10x10 booth, 6' table, 2 chairs), pre/post lists, web link, signage, and app listings.

- Diamond (\$10,000): Up to 8 company representative conference registrations. Named sponsor of one marquee block: Sunday Opening Event, Tuesday Closing Event, Keynote Sessions, or Annual Business Meeting Luncheon. Opportunity to speak at named events. Upgraded to "Feature Status" with enhanced recognition in materials and app.
- Platinum (\$6,000): Up to 6 company representative conference registrations. Sponsorship of events at conference, including educational sessions and/or breaks (may co-sponsor). Opportunity to speak at events where partner is a named sponsor.

Gold, Silver Opportunities

- Gold (\$4,000): Up to 4 company representative conference registrations. Sponsorship of events at conference, including educational sessions and/or breaks (may co-sponsor). Display space in Expo Hall, website/app profile listings and signage.
- Silver (\$3,000): Up to 2 company representative conference registrations. Display space in Business Partner Expo Hall, website link, profile in app, and on-site signage recognition.

Business Partner Coordinator Contact:
Liz St John (lhemmer@richmond.edu)

NACAS WEST SPONSORSHIP OPPORTUNITIES

Diamond & Platinum Opportunities

- Diamond (\$10,000 and above): Up to 7 reps (extras at member rate). Naming of 1 event: Sunday night opening, Keynotes, Tuesday night closing, or West Hospitality Suite. Lanyards with company logo provided to all. Priority premium showcase space with interactive demo layout option. 5-minute commercial plug at Keynote. Exclusive Ed Session 'fireside chat'/Q&A. App rotation ad, site listing, and Board gift.
- Platinum (\$5,500 - \$9,999): Up to 5 reps (extras at \$550). Tier boost option: 75% of combined added cash/in-kind contributions count toward next level tier. Better showcase display placement with interactive demo layout option. Keynote recognition, rotation app ad, site link, signage, and Board gift.

Gold, Silver Opportunities

- Gold (\$4,500 - \$5,499): Up to 3 reps (extras at \$650). Tier boost option: 50% of contributions count toward next higher tier (up to Platinum max). Choose 'good' showcase display space. Keynote recognition, web/app listing, signage, and Board gift.
- Silver (\$3,000 - \$4,499): Up to 2 reps (extras at \$750). Standard placement footprint in Business Partner Showcase, pre-list access, website link, and app listing.
- Non-Exhibiting Partner (\$1,150): Limited to general sessions, keynotes, track sessions, and evening networking events. Grants registration for 1 person only; no Showcase footprint access.

Contact Specifics:

West CX 2027 in Salt Lake City, UT: events@nacas.org

* Levels and benefits subject to change between now and December 2027.

NACAS SOUTH SPONSORSHIP OPPORTUNITIES

Diamond & Platinum Opportunities

All packages include track admittance (Opening Reception, Town Hall, Hospitality, Closing Celebrations), 6' display table space, Monday/Tuesday meals, and pre/post lists.

- Diamond (\$10,000): Up to 8 registrations. 20-minute Business Spotlight Session with choice timeslot (only 20 total available). Sponsorship of marquee blocks: Sunday Opening/Closing, Keynote, President's Reception, or South Hospitality Suite. Priority premium display space, 'Feature Status' app upgrades, verbal general session recognition, speaking opportunity, and app rotation ad.
- Platinum (\$6,000 - \$9,999): Up to 6 registrations. 20-minute Business Spotlight Session (subject to remaining availability). Sponsorship of events: Keynote Speakers, Group Meals or Receptions (may co-sponsor). Upgraded display space, 'Feature Status' profile metrics, verbal recognition, and signage.

Gold, Silver Opportunities

- Gold (\$4,000 - \$5,999): Up to 4 registrations. 20-minute Business Spotlight Session (subject to remaining availability). Sponsorship of conference tracks, educational blocks, or breaks (may co-sponsor). Standard display space layout, app profile, signage, and verbal general session recognition.
- Silver (\$3,000 - \$3,999): Up to 2 registrations. Standard display space in Business Partner Expo Hall, website link, app profile listing, and on-site signage recognition.

Inquiry Contact Channel Specifics:
Greg Bryant - gebryant@pvamu.edu

PREMIER ANNUAL SPONSORSHIP

To earn the title of Premier Annual Sponsor, a Business Partner must exhibit at all four NACAS Regional CX Shows and the NACAS C3X Conference & Expo. This demonstrates their commitment to supporting campus auxiliary services and engaging deeply with the NACAS community throughout the year. In return, Premier Annual Sponsors receive enhanced visibility and exclusive benefits listed below:

Social Media Promotion



Highlighting the Business Partner across NACAS social media platforms before each event.
Additional Thank You post after the conclusion of each event.

Exclusive Webinar Session



10-15 Minute opportunities to present your business, detail its role in driving the student experience, and share case studies of successful implementations at other institutions at the NACAS Business Partner Forum Webinar.

National Web Recognition



Featured as a Premier Annual Sponsor on the NACAS National Website.
Enhanced visibility and association with NACAS's mission to improve campus services.

PROFESSIONAL DEVELOPMENT: LEADERSHIP SUMMIT

The Leadership Summit offers a two-track leadership experience focused on executive strategy, leadership readiness, and professional growth. Participants engage in peer-driven discussions, practical leadership development, and cross-level collaboration, all under one powerful event brand.

- Senior Executive Track: Designed for vice presidents, associate VPs, and top auxiliary and campus operations executives focused on high-level strategy, innovation, and institutional impact.
- Women in Higher Ed Leadership Track: Designed for professionals in senior and advancing roles who are preparing for expanded leadership responsibilities, with a focus on leadership skills, decision-making, and career progression.

LEVEL / TRACK	INVESTMENT	AVAILABILITY	KEY DELIVERABLES & PACKAGE INCLUSIONS
Platinum Sponsor	\$20,000	2 Available	Prominent logo placement (website, digital agenda, onsite signage). Exclusive recognition during opening and closing sessions. Opportunity to introduce a general session speaker. Sponsor Ancillary Activity. Four complimentary team registrations. Access to attendee list with contact details. Pre/post communications recognition.
Gold Sponsor	\$14,500	4 Available	Prominent logo placement (website, digital agenda, select onsite signage). Opportunity to introduce a breakout or track session. Recognition as Gold Sponsor during general sessions. Access to attendee list with contact details. Pre/post communications recognition. Two complimentary team registrations.
Supporter Sponsor	\$8,500	Open Track	Prominent logo placement (event website, digital agenda). One complimentary team registration. One complimentary registration for a guest institution. Access to attendee list with contact details. Recognition in all pre and post-event communications.
Catering & Events	\$8,500 / \$10,000	2 Available Each	<ul style="list-style-type: none"> • Breakfast Sponsor (\$8,500): Logo during session, web recognition, 1 comp pass, address track. • Lunch Sponsor (\$8,500): Logo during session, web recognition, 1 comp pass, address track. • Dinner Sponsor (\$10,000): Logo during session, web recognition, 1 comp pass, address track. • Reception Sponsor (\$8,500): 1 Available. Logo during session, web recognition, 1 comp pass, address track.

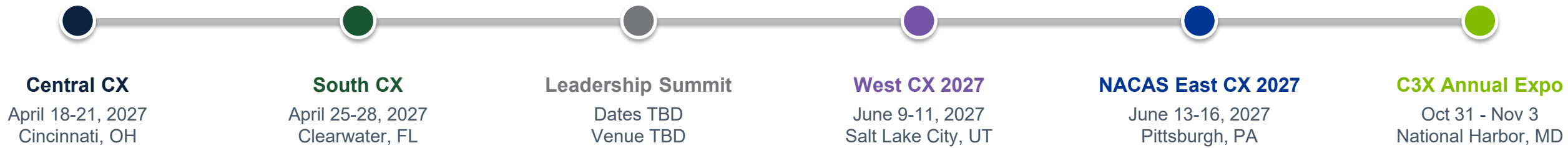
ANNUAL CORPORATE ADVERTISING PACKAGES

Align yourself with the mission of NACAS by becoming an Industry Leader for 2027 – 2028! With premium exposure opportunities across both print and digital communication channels, there is no better way to reach NACAS members. Review the bundled asset packages below:

PACKAGE TIER	INVESTMENT	BUNDLE DISCOUNT	PRINT, DIGITAL & MARKETING ASSET BUNDLE INCLUSIONS
Platinum Advertising	\$25,000	~ 13% Saved	1 full page ad conference issue College Services Magazine (CSM), Banner 3 months College Services (CS) Newswire, Retargeting 180k impressions, 2 webinars, 2 HTML eblasts, 3 LinkedIn timeline posts.
Gold Advertising	\$20,000	~ 11% Saved	1 full page ad conference issue CSM, Banner 3 months CS Newswire, Retargeting 100k impressions, 2 webinars, 1 HTML eblasts, 2 LinkedIn timeline posts.
Silver Advertising	\$15,000	~ 7% Saved	1 half page ad, conference issue CSM, Banner 3 months CS Newswire, Retargeting 100k impressions, 1 HTML email, 1 webinar, 2 LinkedIn timeline posts.
Bronze Advertising	\$10,000	~ 4% Saved	Digital edition rectangle fall issue CSM, Retargeting 50k impressions, Banner 2 months CS Newswire, 1 webinar.

[LEARN MORE ABOUT ADVERTISING OPPORTUNITIES HERE • BUILD YOUR INDUSTRY STANDING](#)

2027 CALENDAR OF EVENTS



LEARN MORE ABOUT NACAS EVENTS AT [NACAS.ORG](https://www.nacas.org) • CONNECT WITH PEERS