



SEPT 9-10

Felts Field
Airport (KSFF)
SPOKANE, WA

NOV 4-5

Tampa Executive
Airport (KVDF)
TAMPA, FL

It's been a long time since our fellow aviators and members have been able to get together and well, just "Hangout." AOPA is excited to bring pilots back together again with a new take on our Regional Fly-Ins—introducing The Hangout, An AOPA Fly-In! AOPA will be hosting two of these events this year, one on each Coast.

Join us as we return to our roots, providing a unique, casual environment to hangout with like-minded pilots, enjoy some entertainment, food and camaraderie. During these 2-day informal events, attendees can pitch a tent, participate in educational seminars, browse exhibits and displays, swap stories, and enjoy friendly company around the campfire.

The spot to be is the 39 Lounge where guests can grab some food and beverage from a Food Truck, engage in lawn games, meet Influencers and AOPA Staff, listen to live music and watch some aerial entertainment from the flight line.

This is a 2-day event that our members will not want to miss! All attendees will pay a \$20 admission fee for both days. The Hangouts are open to everyone that has a love and respect for all that is General Aviation!

We are excited for you to join us in bringing the latest and greatest in the industry into the backyards of thousands of pilots and aircraft owners looking to see, learn, and buy.

Don't miss these opportunities to reach the current and future customers and members that are looking to "Hangout" with you!





Exhibit Opportunities

Interact with an audience of highly engaged pilots and aircraft owners in an informal setting at the airport. With exhibitors and display aircraft intermixed across the ramp and airport grounds, attendees will be able to casually stroll about and interact with you—seeing, touching, and experiencing the products and services you have to offer!

The Hangouts will provide an exhibit opportunity unlike that of fly-ins past. With small encampments of tented exhibit booths more closely located near and even within the aircraft display, guests will find themselves immersed in all things aviation.

Aircraft Display

**Pricing for aircraft is based on Max Takeoff Weight*

MTOW Less than 1,320 lbs	\$600.00
1,320 - 5,999 lbs	\$750.00
6,000 - 12,499 lbs	\$900.00
12,500 lbs and above	\$1,000.00

Exhibitors

10x10 Tented Booth	\$650.00
10x20 Tented Booth	\$1,050.00
Mobile Sales Trailer	\$1,000.00

Exhibitors Add-Ons

Power Connection*	\$175.00
High Top Table + 2 Stools	\$75.00
Additional Stools	\$25.00
Table (6' or 8') + 2 Chairs	\$40.00
10x10 Pop-Up + Weights	\$150.00

***Please Note:** Unlike our other events, all exhibits will be placed in a tented outdoor setting, if you require a power connection for your booth, it must be ordered at least 3 weeks prior to the event date.

Included with Exhibit Space:

- Tented exhibit area
- One (1) complimentary table with covering per 10-foot space with your choice of*:
 - 6-foot table
 - 8-foot table
- Two (2) chairs
- Inclusion on*:
 - Event Website
 - Event Program Guide

***Spaces must be confirmed at least 1 week prior to the event for inclusion in Exhibitor lists on web listing and 4 weeks prior for print listings.*

Material Handling

Secure and schedule delivery and/or pick-up with your carrier of choice during specified time frames and we'll take care of the rest! Inbound shipments will be placed in your display area prior to set-up, and outbound shipments will be taken from your display area after tear-down.

Loose Shipment	\$110.00
Pallet	\$195.00

EXHIBITOR TIMELINE

SET-UP/ARRIVALS

Thursday 9:00am – 5:00pm

EXHIBIT HOURS

Friday 12:00pm – 6:00pm

Saturday 9:00am – 5:00pm

TEAR-DOWN/DEPARTURES

Saturday after 5:00pm

EXHIBITOR PLACEMENT

- All exhibitor placement will be at the discretion of the event staff.
- In cases where multiple aircraft intend to be placed together, please coordinate arrivals to the display ramp at the same time.
- Aircraft arriving outside of published arrival times should contact the FBO to be parked on their ramp, and then tugged or taxied to the Aircraft Display during scheduled arrival times.

EXHIBIT REQUIREMENTS

- Booth furnishings, displays, equipment, etc. must fit within the lateral confines of your booth or designated ramp area and may not interfere with adjacent booth spaces.

CANCELLATION POLICIES

- A 25% cancellation fee will be charged for cancellations received 30 days or more prior to the event date.
- No refunds will be provided for cancellations received within 30 days of the respective event, unless the cancelled space is resold. If resold, a 25% cancellation fee and the difference between the original sale price and resold sale price will be charged.
- All cancellations are required to be made in writing for any applicable refund to be processed.



Sponsorship Opportunities

As an official event sponsor, you will receive the benefit of AOPA's extensive pre- and post-event marketing efforts, letting our highly engaged audience of nearly 800,000 monthly online visitors know you support something they care deeply about—the freedom to fly!

The Hangouts will enjoy wall-to-wall editorial and social media coverage, email marketing, and more, creating top-of-mind awareness among the world's largest pilot community.

Explore our menu of sponsorship options and customize the package to best fit your company. Most levels of sponsorship include exhibit space, as well as additional pre-event and on-site brand exposure and activation opportunities. Gather with and engage your customers around the Fire Pits, in the STOL Corral, or at the Program Pavilion—or contact us to discuss other opportunities for engagement.

Presenting \$20,000

An exclusive sponsorship opportunity providing unrivaled on-site presence, customized activation opportunities within the 39 Lounge—the main gathering space for event guests featuring food and beverage, live music, lawn games, and flight line viewing, exhibitor presence, and more.

You will receive exclusive benefits with your company logo featured on all event lanyards and wristbands, coverage in all editorial highlights as the event's "Presenting Sponsor" and more.

Platinum \$10,000

Platinum sponsors will receive premium exhibitor benefits, seminar speaking opportunities, and prominent brand exposure throughout the pre- and post-event marketing campaigns, show program guides, and more.

Platinum-level sponsors will also have a choice of on-site activation opportunities surrounding the Hangout's Program Pavilions, Flight Demonstrations and Camping.

Gold \$5,000

Gold sponsorship includes premium exhibitor benefits, prominent brand exposure throughout pre-event marketing campaigns, as well as on-site recognition through signage, and program guides.

Gold sponsors will also have an opportunity to select an on-site activation opportunity surrounding The Hangout's Fire Pits or STOL Corral.

Silver \$3,000

Silver-level sponsors will receive brand exposure through pre-event marketing campaigns, and on-site recognition through exhibit opportunities, signage, program guides, and more.





On-Site Activation Options

Platinum and Gold Sponsors can choose one (1) of the on-site activation opportunities below to best complement their presence at the show. Your company can expect increased brand awareness through signage and giveaways, as well as opportunities for up close and personal interactions with guests.

Platinum Sponsors

- **STOL Demonstrations**
Be the face of STOL entertainment, daily onsite announcements prior to the STOL demonstrations, STOL winner giveaways, STOL flag branding, STOL branded distance markers.
- **Program Pavilion (2 available)**
Put your name on one of the two seminar venues attendees will be flocking to for educational content. Get prime speaking slots for your business as well as on stage signage, and the opportunity for pre-seminar video content.
- **Camping Hospitality**
Be the camp host for all of our campers. your hospitality tent will be strategically located in the center of the campground. Campers can shelter from the sun, charge their electronics, grab some ice and water at this common gathering location.

Gold Sponsors

- **STOL Corral**
The place to be seen by attendees interested in getting up close to the STOL aircraft. Prominent signage at the corral, onsite displays and interaction with attendees.
- **Firepits (3 available)**
Hangout with guests around the fire pits—host gatherings to make s'mores, enjoy a morning cup o' joe, or some beers by the fire talking about lessons learned in the cockpit. Prominent signage, program guide highlights, and attendee interactions.





Sponsorship Opportunities

	Presenting: \$20,000	Platinum \$10,000	Gold \$5,000	Silver 3,000
EXHIBIT OPPORTUNITY	X	X	X	X
Complimentary Exhibit Space	Unlimited aircraft and up to 10'x20' space	Unlimited aircraft and up to 10'x20' space	3 aircraft OR 1 aircraft and 10'x10' space OR 10'x20' space	10'x10' space
PRE-EVENT MARKETING				
"Presented by" recognition in all marketing and editorial	X			
Fly-In Promotion Email Campaign: Company Logo / hotlink	X	X		
Editorial: Logo in AOPA Pilot Magazine / eMedia Stories on Showcase	X	X		
AOPA 2022 Event Website: Company mention	X	X		
Dedicated Social Media Post	X	X		
Editorial: Company Mention in print and eMedia articles on Fly-In	X	X	X	
Event Website: Company logo / hotlink	X	X	X	X
Fly-In Promotion Email Campaign: Company mention	X	X	X	X
Social Media : Shared Post	X	X	X	X
ON-SITE BENEFITS				
39 Lounge Venue Host	X			
Logo on Event Wristbands	X			
Logo on Arrival Procedures	X			
Choice of On-Site Activation Opportunity	X	X		
Seminar speaking opportunity	X	X		
Video commercial in seminars (sponsor supplied)	X	X		
Banner ups in seminar space (sponsor supplied)	X	X	X	
Bowheads at main gate (sponsor supplied)	X	X	X	
Ad in Program Guide	Full Page Inside Cover	Full Page	1/2 Page	1/4 Page
Volunteer T-Shirt	Logo	Logo	Logo	Logo
Program Guide Recognition	Logo	Logo	Logo	Logo
Seminar Slide Recognition	Logo	Logo	Logo	Logo
On-Site Banners/Signage	Logo	Logo	Logo	Logo
Show special info on Program Guide & Signage	X	X	X	X

FOR EXHIBITOR INQUIRIES:

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