



Apply to Conduct a Session
**2027 Florida City and County Management
Association Annual Conference**
Orlando – June 3 & 4, 2027

The FCCMA Conference historically brings together over 300 city and county managers, assistant/deputy managers and department heads for training and networking.

Companies are invited to apply to present a session, with up to four selected.

Showcase what works. Help your government partners share successes with their peers while demonstrating your organization's expertise and thought leadership.

What we look for:

- Actionable tools, strategies, or lessons that government attendees can use.
- Case studies, best practices, or programs that address government priorities or challenges.
- Government co-presenter(s) who were involved in the project or program are required. They do not have to be Florida-based or be managers.
- Engaging sessions which are not a sales pitch or product demo. Light branding, contact information, and places to learn more are welcome. Sessions may not imply FCCMA endorsement.

How sessions work:

- Sessions are one hour and fifteen minutes (75 minutes) including engagement activities.
- Up to three concurrent sessions occur during each time block.
- Presentations take place either Thursday, June 3 or Friday, June 4. Assignment is made by FCCMA to present diverse topics for attendees.
- Standard A/V is provided for the presentation.
- Selected sessions are required to become a \$5,000 Sponsor. Details on next page.

Topic ideas:

- All ideas relevant to Florida local government are welcome. To jump start your thinking:

Budget communication	Infrastructure needs
Contract auditing/management	P3 innovations/implementation
Effective AI use	Revenue administration
Engaging citizens	Staffing issues
Grant application/administration	Technology use/problem solving
- Your session does not need to address one of the above. Tell us your good idea!

Have an idea but aren't sure it's a fit? Let's talk. We're happy to brainstorm with you so you can craft a strong submission. Dani Dahlberg, (813) 749-7133 (landline), dani@lgmatters.com

Applications must be submitted no later than Friday, January 8, 2027



2027 Conference Presentation Application

Once you submit the following we'll meet with your presenting team to learn more about your project or program, discuss your vision for the session, and the potential takeaways for attendees. The conversation allows us to learn more without asking you to "answer an RFP."

Please submit the below to apply. All items are required.

1. Applying team:
 - a. Company Name
 - b. Coordinator for session submission – name, title, phone & email
 - c. All Corporate Presenter(s) – name, title, phone & email
 - d. All Government Presenter(s) – name, title, jurisdiction, phone & email
2. For FCCMA's review team:
 - a. Briefly describe the project, case study, or initiative. Please keep it concise.
 - b. Actionable takeaways. What will attendees be able to do, apply, or rethink after the session?
 - c. How would this session be engaging? Discussion, exercises, scenarios, etc.
3. For inclusion in the program. How would you describe the presentation to attendees:
 - a. Title (10 words or less)
 - b. Description (75 words or less)

What happens next:

- By January 19: We'll meet with your corporate presenting team to learn more about the work and proposed presentation. If your team's schedule is tight, apply early.
- By January 28: After the corporate meeting, we'll speak with your government presenter(s) to hear their perspective and confirm their participation in the presentation.
- By the end of February: The FCCMA committee will review applications and finalize selections so they can be included in the attendee registration information.
- Selection is at the sole discretion of FCCMA.

If you are selected:

- Selected companies are required to become a \$5,000 Solution Session Sponsor. Sponsorship is required only if selected.
- Sponsorship includes one full registration (sessions and multiple networking events).
- All sponsors receive the registration list; are included in the program and signage; and can provide materials for inclusion in the conference bag.
- Booths are not included, but premier locations are held for Session Sponsors at the normal cost of \$1,500. Booths include two exhibit hall badges (not registrations).
- Following the conference, FCCMA emails presentations to government registrants.
- Note: All travel, lodging, and presentation-related costs are the company's responsibility.

**Applications must be submitted no later than Friday, January 8, 2027
to Dani Dahlberg at dani@lgmatters.com**

Questions? Learn more or brainstorm ideas. Call Dani (813) 749-7133 (landline - no texts).