



Grand Hyatt San Antonio, TX
November 17-19, 2026

Prospectus of Sponsorship and Exhibition Opportunities

**Join us in San Antonio, TX for the National Association of Energy
Service Companies Annual R3 Conference and Innovation Expo!**



Leading ESCOs, contractors, and product & service suppliers are attending – so should your company!

- ESCO companies – 28%
- Lighting manufacturers, distributors, installers – 24%
- Controls – 9%
- Financiers – 7%
- State, Local and Federal Government – 7%
- Software/Data Analytics – 6%
- HVAC, refrigeration, air quality – 5%
- Water Efficiency – 5%
- Windows, building envelope – 4%
- Law Firm/Consultants – 3%
- Distributed Energy, Utility, Solar, Storage – 2%

Main Expo Hours and Events*

Tuesday, November 17, 2026

12:00 pm – 4:00 pm	Exhibitor Set-up
4:30 pm – 6:30 pm	Exhibitor Reception in Texas DEF

Wednesday, November 18, 2026

10:00 am – 4:30 pm	Exhibit Hall Open
3:30 pm – 4:30 pm	Break with Exhibitors

Thursday, November 19, 2026

7:30 am – 8:00 am	Breakfast in Exhibit Hall
10:30 am – 12:00 pm	Exhibit Hall Open
2:00 pm – 2:45 pm	Exhibit Hall Open
2:45 pm – 6:00 pm	Exhibitor clean-up/packing

****Please note these times are not yet set and will be updated as we get closer to the event.***

Exhibit and Sponsorship Opportunities

See the Expo Floorplan on the [registration page](#).

Booth – 10' x 8'

NAESCO Member -	\$3000
Non-Member -	\$5500

Table – 6' x 30"

NAESCO Member -	\$2500
Non-Member -	\$4500

Exhibit at the Innovation Expo

Booth Size: Choose either a 10'x 8' exhibition booth with skirted 6' table **OR** a 6'x30" skirted table.

Booth Benefits: Both options include **two full conference attendee registrations**, two chairs, a waste basket and company sign. The registrations provide access to all conference sessions, networking events, and group meal functions allowing exhibitors to **network inside and outside** of the exhibit hall. Levy **Exhibitor Kits** will be emailed to registrants by The Balcom Group.

Booth Locations: Exhibitors may choose the booth location. Earlier registrations have a better chance of receiving a preferred location. NAESCO does not guarantee chosen preferences but will make every effort to do so. Note: NAESCO sponsors and members are given priority for booth location.

Partnership Forum: Exhibitors who are also **NAESCO members** are eligible to participate in the ESCO-Affiliate Partnership Forum scheduled during the conference.

Attendee List: To facilitate networking and marketing efforts, NAESCO will email a list of attendees both before and after the conference. Lists include full contact information, including emails.

Website Marketing: Each exhibiting company will be featured in the "Virtual R3 Show" on the Conference Whova App, providing extra visibility before, during, and after the event.

Guest Passes: Exhibitors may receive up to 4 R3 Show guest passes to invite customers in the Las Vegas area to visit the exhibit hall. A guest list will be kept at the conference registration desk.

Acknowledgement: Benefit from an aggressive marketing campaign to ensure a large audience of industry decision makers. Exhibitors receive special recognition on name badges for the event.

Event Sponsorship Opportunities

Expand your brand! Promote your company's products and services to conference attendees who represent every facet of the energy service industry by choosing from a variety of high visibility sponsor packages.



The Alamo Sponsor - \$3,000 (4) **(SOLD)**

- Host the Main Reception/Event Outside the hotel on Wednesday, November 18

Benefits of the Alamo Sponsorship:

- 3 complimentary conference registrations.
- Electronic list of attendees contact information sent one week prior to the conference and final attendee list sent one week after the conference.
- Recognition on welcome signs centrally posted at registration desk and at the event.
- Recognition on the Whova Conference App.

- Your organization's name and logo listed prominently on all conference marketing emails and in the *NAESCO News*.
- Recognition with your company's logo on a slide show in between sessions in the plenary meeting room.
- Sponsor recognition on name badges.
- Up to 4 guest passes to distribute to your customers in the San Antonio area to visit the Exhibit Hall.

River Walk Sponsorships - \$6,000

- **Golf Outing on Monday, November 16 - SOLD!**
- **Host New Member Welcome Reception in Exhibit Hall on Tuesday, November 17 - SOLD!**
- **Lunch Sponsor on Wednesday, November 18**
- **Awards Luncheon Sponsor on Thursday, November 19 - SOLD!**
- **Lanyards – all participants will receive lanyards with company logo on them – SOLD!**
- **Conference Bag - all participants will receive bags with company logo on them**

Benefits of the River Walk Sponsorship:

- 2 complimentary conference registrations.
- Electronic list of attendees contact information one week prior to the conference and final attendee list one week after the conference.
- Recognition on welcome signs centrally posted at the registration desk and/or at the event that you sponsor.
- Recognition on the Whova Conference App.
- Your organization's name and logo listed prominently on all conference marketing emails and in the *NAESCO News*.
- Recognition with your company's logo on a slide show in between sessions in the plenary meeting room.
- Sponsor recognition on name badges.

- Up to 4 guest passes to distribute to your customers in the San Antonio area to visit the Exhibit Hall.

The Pearl District Sponsorships - \$4,000

- **Whova Conference App Sponsor**
- **Wi-Fi Sponsor - **SOLD!****
- **Breakfast in the Exhibit Hall - Thursday, November 19 - **SOLD!****
- **Logo'd Water Bottles and water cooler stations**
- **Headshots in the Exhibit Hall**
- **Host Closing Reception on Thursday, November 19**

Benefits of the Pearl District Sponsorship:

- 1 conference registration and 1 at 50% off.
- Electronic list of attendees contact information to be sent to you one week prior to the conference and final attendee list sent to you one week after the conference.
- Recognition on welcome signs centrally posted at registration desk and at the event that you sponsor.
- Recognition on the Whova Conference App.
- Your organization's name and logo listed prominently on all conference marketing emails and in the *NAESCO News*.
- Recognition with your company's logo will appear on a slide show in between sessions in the plenary meeting room.
- Sponsor recognition on name badges.
- Up to 4 guest passes to distribute to your customers in the San Antonio area to visit the Exhibit Hall.

Mission Trail Sponsorship - \$2,500 (Various)

Affiliate Committee Meeting

Development Committee Lunch Tuesday

Tuesday Pre-Conference Panels

Partnership forum

Keynote Sponsor

Support Breaks in Exhibit Hall (Multiple breaks available, see below)

- Wednesday PM Break - **SOLD!**
- Thursday AM Break - **SOLD!**
- Thursday PM Break - **SOLD!**

Conference Pen Sponsor - all participants will receive pens with company logo on them - **SOLD!**

Benefits of the Mission Trail Sponsorship:

- One conference registration.
- Electronic list of attendees contact information to be sent one week prior to the conference and final attendee list sent one week after the conference.
- Recognition signage in Exhibit Hall and welcome signs centrally posted at registration desk.
- Recognition on the Whova Conference App.
- Your organization's name and logo listed prominently on all conference marketing emails and in the *NAESCO News*.
- Recognition with your company's logo on a slide show in between sessions in the plenary meeting room.
- Sponsor recognition on name badges.
- Up to 4 guest passes to distribute to your customers in the San Antonio area to visit the Exhibit Hall.



Do Not Miss Out – Register Today to Optimize Booth Location!

Exhibitors must complete the exhibitor application [online](#). The exhibit hall generally sells out, so register as soon as possible. Once we receive your deposit, we will work with you to set your company up on the NAESCO R3 Virtual Expo on the Whova App. The earlier you register, the sooner you will have an additional marketing outlet. NAESCO will make every effort to distribute refreshment tables throughout the exhibit hall to drive traffic to all areas of the exhibit hall.

Payment

Exhibit payment **MUST** be received by ACH or credit card prior to exhibitor setup. **Sponsorship and exhibitor fees must be paid prior to the conference.** All conference registration fees are **non-refundable**. Once payment is submitted, no refunds or credits will be issued.

To schedule electronic or credit card payments, please contact Michelle Yoon at 202.822.0952 or michelle.yoon@naesco.org.

Hotel Information

Grand Hyatt San Antonio River Walk
600 East Market Street
San Antonio, TX 78205

NAESCO has reserved a room rate of \$289 a night plus applicable taxes and will be based on availability at the time of booking. To receive the special group rate you must make your reservation **no later than Monday, October 19th, 2026.** Please identify yourself as a NAESCO Annual Conference attendee.

Reservations may be cancelled 48 hours prior to the day of arrival, otherwise there will be a cancellation fee equal to one night's room rate plus applicable taxes.

Key Contacts

Sponsorship, payments, or cancellations questions can be directed to **Michelle Yoon** at 202.822.0952 or michelle.yoon@naesco.org.

Exhibitor questions can be directed to naescoconference@thebalcomgroup.com or **Michelle Yoon** at 202.822.0952 or michelle.yoon@naesco.org.

Rules and Regulations for the R3 Expo

1. Exhibits shall be arranged so as not to obstruct the general view nor hide others' exhibits.
2. The exhibitor assumes all responsibility for compliance with all applicable local, city, and state ordinances, including but not limited to fire, safety, and health. For the safety of persons and property, no fireworks or incendiary devices may be used indoors at the hotel. All exhibit equipment and materials will be reasonably located within the booth and protected by safety devices when necessary. Only fireproof materials may be used in the displays and all necessary fire precautions will be taken by the exhibitor.
3. Rules and regulations for union labor are made by the local unions and these regulations may be changed at any time. Where union labor is required because of building or contractor requirements, it will be necessary for the exhibitor to comply with those regulations.
4. If moving pictures or sound devices are used, the exhibitor agrees to comply with union requirements for the operation of the equipment. Sound movies or devices will be permitted if tuned to conversational level and if not objectionable to neighboring exhibitors. It shall be the responsibility of

exhibitors wishing to play music in their booths to secure the necessary music licensing agreements and fee payments from the appropriate agencies. NAESCO bears no responsibility for any legal action, fines, or litigation incurred by exhibitors who have not obtained said agreements and/or made said payments. NAESCO reserves the right to restrict the use of glaring lights or objectionable lighting or sound effects.

5. Exhibitors are prohibited from distributing literature or souvenirs from outside the boundaries of their booth. This includes canvassing other exhibits before or during the show. Canvassing in exhibit halls or distribution of advertising matter or souvenirs by representatives of non-exhibiting firms is strictly forbidden.
6. **Under no circumstances will the delivery or removal of any portion of an exhibit be permitted during the show hours without permission from NAESCO.**
7. Booths should be staffed by technical specialists who should be qualified to discuss technical details of their products. **All booths must remain intact until the close of the Expo on November 19.**
8. Whenever possible, crates or boxes will be stored under cover. NAESCO assumes no responsibility for damage or loss of packing boxes or crates.
9. It is mutually understood and agreed that NAESCO shall use proper and reasonable care to have all power services installed in time for the opening of the show. Proper and reasonable care shall be taken to prevent the interruption of power services during the exhibition. However, NAESCO shall not be held responsible for late installation or any power interruption that may occur.
10. NAESCO reserves the right, should any rented exhibitor's space remain unoccupied on the opening day, or should any space be forfeited due to failure to make proper payment, to rent said space to any other exhibitor, or use said space in any other manner NAESCO feels necessary. This clause shall not be construed as affecting the obligation of the exhibitor to pay the full amount specified in the contract for space rental. When a space application is accepted and space is assigned, the exhibitor is liable for full payment.

11. Neither NAESCO, nor its agents or representatives will be responsible for any injury, loss or damage that may occur to the exhibitor or the exhibitor's employees or property from any cause whatsoever. Under no circumstances will NAESCO be liable for lost profit or other incidental or consequential damages. **Exhibitors shall obtain, at their own expense, adequate insurance against any such injury, loss, or damage.** NAESCO shall not be liable for failure to perform its obligations under this contract as a result of strikes, riots, acts of God, acts of terrorism, or any other cause beyond its control. Anyone visiting, viewing, or otherwise participating in the exhibitor's exhibit is deemed to be the invitee or licensee of the exhibitor, rather than the invitee or licensee of NAESCO. NAESCO shall not be liable for any injury to, or loss of, property of the exhibitor or injury to persons conducting or otherwise participating in the conduct of the exhibit or to invitees or guests of the exhibitor. Exhibitors assume full responsibility and liability for the actions of their agents, employees of independent contractors, whether acting within or without the scope of their authority and agree to hold harmless NAESCO, the exhibit hall and the hotel or facility at which showcase is being held from responsibility for liability resulting directly, or indirectly, or jointly, from other causes which arise because of the actions or omissions of its agents, employees, or independent contractors, whether within or without the scope of authority. There is not another agreement or warranty between the exhibitor and NAESCO except as set forth in this document. The rights of NAESCO under this contract shall not be deemed waived, except as specifically stated in writing and signed by an authorized officer of NAESCO.
12. NAESCO will make sure that the exhibit area is locked during hours the exhibit area is not open to the public to the extent that the property can be locked. However, exhibitors are solely responsible for their own exhibits and material and should insure the exhibit against loss or damage from any causes whatsoever. All property of an exhibitor is understood to remain in their care, custody, and control in transit to, and from, and within the confines of the exhibit hall.
13. In case the hall is damaged or destroyed by fire, elements, or any other cause, or if circumstances shall make it impossible for NAESCO to permit an exhibitor or exhibitors to occupy the space assigned during any part or the whole of the period covered, then during such circumstances, NAESCO will not be liable for the fulfillment of this contract as to the

delivery of space and the exhibitor shall be reimbursed a proportionate share of the space rental.

14. Full payment of space rental must be made by prior to exhibitor setup. Should any exhibitor fail to comply with this requirement, NAESCO has full authority to cancel any or all space assigned to the applicant, and to retain the deposit. In the event that it becomes necessary for NAESCO to engage outside services for the collection of any outstanding payments, the exhibitor agrees to pay all legal fees incurred.
15. Exhibitors shall be responsible for obtaining any licenses, permits, or approvals required under local or national laws applicable to their activity at the exposition. Exhibitors shall be responsible for obtaining any tax identification numbers and paying all taxes, license fees, or other charges that shall become due to any governmental authority in connection with their activities at the exposition.
16. **Conference and exhibitor registration fees are entirely non-refundable.** All cancellations should be emailed to michelle.yoon@naesco.org and naescoconference@thebalcomgroup.com. NAESCO assumes no responsibility for having include the name of the defaulting exhibitor in the show catalogue, brochures, news releases, on the Website, or as part of other materials.
17. ***Sponsors and exhibitors receive pre and final conference attendee lists which may not be sold, transferred, swapped or disclosed to any third party, agent, employee or contractor or their respective agents or employees. By attending this event, attendees agree to receive emails from sponsors and exhibitors directly related to the conference.***

Please Note:

Once your booth is assigned, you will receive the Exhibitor Kit from **Alliance Nationwide Exposition**, the official exhibit hall decorator. There is important information on ordering utilities and services, shipping your materials, payment policies, and deadlines.

If you are planning on shipping directly to the hotel, please note that the hotel FedEx store that will have your shipment may have limited hours, so we strongly suggest you ship your materials and booth to Alliance Exposition. Alliance will also be onsite for move in and tear down of the exhibit hall and can only assist you if you ship directly with them.