



NATIONAL CONFERENCE OF  
STATE FLEET ADMINISTRATORS

**NCSFA**

**2019**

**MEMBERSHIP PROSPECTUS**

Check out some of our current membership!



IOWA STATE UNIVERSITY



INDIANA UNIVERSITY



Not a full inclusive list of entire membership. For full list of membership, email [info@ncsfa.net](mailto:info@ncsfa.net).



Connecting State and University Fleets  
Since 1986

## Who is NCSFA?

Founded in 1983, the National Conference of State Fleet Administrators is a nonprofit 501(c)3 association representing state and public university fleet administrators. NCSFA's mission is to lead, connect, and represent fleet administrators from state government and public universities.



### LEAD

NCSFA leads fleet professionals by creating opportunities to share best practices for university and state fleet administrators

### CONNECT

NCSFA connects fleet administrators to membership and solutions that effectively solve their challenges and drive innovation

### REPRESENT

NCSFA represents membership through building valuable strategic partnerships



“Having access to an organization like NCSFA is key to evolving your business and staying on top of what’s working and what’s not in an ever changing market. As we continue to add more innovation we continue to see the value in being a member of NCSFA.”

**Randy Tomlinson**  
State of Pennsylvania  
Assistant Fleet Director



# Government and University Membership

The National Conference State Fleet Administrators or NCSFA is the organization that is focused on fleet management for state and university fleets. Members of NCSFA are the primary decision makers representing state fleet offices in the Departments of Administration, Transportation and Universities and other agencies all across the country. These representatives come together for the annual State Fleet Manager's Workshop and take part in webinars and roundtable discussions throughout the year

## Member Pricing

**Government Primary** \$500.00

**Government Secondary** \$425.00

Membership in NCSFA is held by individuals of eligible organizations.

## Benefits

- Free registration for the annual State Fleet Managers Workshop, the premier educational event for state and university fleet directors
- Opportunity to attend monthly webinars to discuss topics in a roundtable format
- Access and participation in NCSFA's biannual Benchmarking Study to gain critical data to improve fleet operation
- Opportunity to submit a presentation for the Workshop and apply for industry awards
- Ability to serve on NCSFA committees such as the Executive, Education and Membership Outreach committee with peers.
- Free subscription to Vincentric's Cost to Own database.



## Member Facts

Members manage an average of **4,413** assets

Largest fleet size managed = **50,000** assets

**32** state directors as NCSFA members

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“The State of Georgia gains a great deal of value/benefit from being a member of NCSFA. ONE of the most valuable benefits we've utilized over the years are the webinars and roundtable discussions. Because a great deal of the webinars and roundtables are hosted by fellow fleet administrators from around the country whom are often joined by their fleet industry partners, it allows us stay linked to how industry trends, KPI's and fleet information systems are being applied to advance fleet management in the public sector across the country.”

**Jazzmin Randall**  
**State of Georgia Fleet Director**

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## 2019 Workshop

Join NCSFA for the 2018 State Fleet Managers Workshop on the campus of University of Texas in Austin, TX at the AT&T Executive Education and Conference. The theme for the Workshop is "Driving Mobility in Government and University Fleets."

## Driving Mobility in University and Government Fleets

**AUSTIN, TEXAS  
SEPT. 23-26, 2019**

Learn more and register for the Workshop at [Workshop.NCSFA.net](http://Workshop.NCSFA.net)

# State Fleet Managers Workshop

The National Conference of State Fleet Administrator's Workshop provides a venue for state and university fleet managers to share best practices and build relationships to immediately make an impact in their respective organizations. Every Workshop addresses a key topic that is relevant and critical to the future success of state and university fleet managers.

## Roundtable Conversations



One of the most highly rated aspects of the Workshop are Roundtable Conversations. These facilitated small group sessions bring fleet administrators and corporate partners together to discuss a common challenge in their jobs.

## Educational Sessions



Each Workshop features case study and panel format presentations by state and university fleet directors. These sessions allow innovative practices to be shared and for the attendees to ask questions to the presenters.

## Networking



The Workshop designs time for formal and informal networking between corporate partners and fleet directors in an intimate setting. Networking breaks, an off-site reception, and meals are a great way to connect outside the Roundtable and Education sessions.



## Workshop Facts

**83%** of attendees strongly agreed with the statement "I would recommend the Workshop to my colleagues."

**95%** attendees stated they were strongly satisfied with the networking opportunities.



"NCSFA gave me the resources I needed to be a better Fleet Manger. Through the Workshop I was able to gain a better knowledge of what metrics I needed just coming into the field."

**Chris Facente**  
University of North Carolina Charlotte  
Fleet Director



# 2019 NCSFA Annual Sponsorship Opportunities

2019 Annual Sponsorship Benefits	Platinum Sponsorship \$10,000	Gold Sponsorship \$5,000	Silver Sponsorship \$2,500
Access to NCSFA Membership Roster	●	●	●
Access to NCSFA Biannual Benchmarking Study	●	●	●
Opportunity to sit on NCSFA Committees	●	●	●
Sponsor logo on NCSFA website homepage as well as "brought to you" by sponsor logos on promotional newsletters and electronic communications	●	●	●
Host one 60 minute webinar marketed to NCSFA membership	●	●	
Primary Membership in NCSFA	2	1	1
Complimentary Registrations for Workshop	3	2	1
Table Top Display	Full	Half Table	
Opportunity to address attendees by providing a 15 minute thought leadership at Workshop	●		
Two-minute video provided by Sponsor to be played prior to chosen Workshop session	●		
Provide Gift Bag Insert	\$20 value	\$5 value	1 piece of literature



“NCSFA provide our company access to decision makers that manage billions of dollars in fleet assets, products and services.”

**Steve Saltzgiver, Mercury Associates**