



CALIFORNIA  
BUILDING OFFICIALS

2020 - 2021

# Media Packet

Building a Stronger California

sponsoring | exhibiting | advertising

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info@calbo.org  
916.457.1103

contact

# Who is CALBO?

Founded in 1962, CALBO is a nonprofit professional association of city and county building departments and industry representatives. Our mission is to promote public health and safety in building construction through responsible legislation, education, and building code development.



## Membership Outreach

95% of California's cities and counties represented

500+ members



## Education & Training

6,100+ courses attended last year

30+ unique courses offered by CALBO Training Institute



## Government Affairs

150+ bills monitored last year in State Legislature

100+ legislative and regulatory meetings

# CALBO Events

## Annual Business Meeting

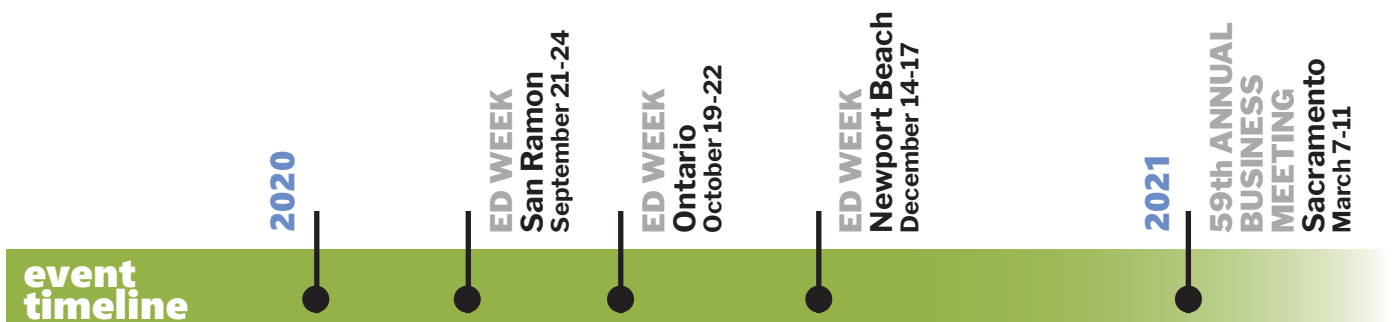
The 59th Annual Business Meeting will take place in Sacramento on March 7-11, 2021.

Building officials and department staff from across California will descend upon the State Capitol to hone their skills with topical workshops, develop professionally at training courses, recognize and honor award winners, discuss organizational business, and network with sponsors and exhibitors! Other attractions include the CALBO Annual Golf Classic Tournament and the Wednesday President's Dinner which will be held at the California State Railroad Museum.

## Education Weeks

The CALBO Training Institute hosts three education weeks throughout the year: in San Ramon | September 21-24, 2020; Ontario | October 19-22, 2020; and Newport Beach | December 14-17, 2020.

Building department staff, both seasoned and new industry members, come together for this annual tradition to learn code updates and to refresh their skills. Course attendees receive continuing education units for their certification needs and network with sponsors and exhibitors throughout the week. A new event highlight is the Education Week Lunch and Learn—open to all attendees and exhibitors.



# CALBO Partner Program

## Annual Partnerships

CALBO is offering annual sponsorships which grant access to each of the four events associated with the Sponsor and Exhibitor Program! Sponsors can simply make one payment and be set for the remainder of the year. Sponsorships run with the membership year: April 1 – March 31. Learn more about each of our three levels below.

 <p><b>GOLD</b> <small>Limited to Five Sponsors</small></p>	 <p><b>SILVER</b> <small>Limited to Five Sponsors</small></p>	 <p><b>BRONZE</b> <small>Limited to Five Sponsors</small></p>																											
<p>Use the CALBO logo as a <b>GOLD SPONSOR.</b> <i>Note: This does not allow sponsors to indicate that CALBO endorses the organization or any related products.</i></p>	<p>Use the CALBO logo as a <b>SILVER SPONSOR.</b> <i>Note: This does not allow sponsors to indicate that CALBO endorses the organization or any related products.</i></p>	<p>Use the CALBO logo as a <b>BRONZE SPONSOR.</b> <i>Note: This does not allow sponsors to indicate that CALBO endorses the organization or any related products.</i></p>																											
<p>Receive an exhibitor booth at the 59th Annual Business Meeting in Sacramento and a full-week booth at each Education Week (San Ramon, Ontario, and Newport Beach.)</p>	<p>Receive an exhibitor booth at the 59th Annual Business Meeting in Sacramento and a full-week booth at each Education Week (San Ramon, Ontario, and Newport Beach.)</p>	<p>Receive an exhibitor booth at the 59th Annual Business Meeting in Sacramento and a full-week booth at each Education Week (San Ramon, Ontario, and Newport Beach.)</p>																											
<p>Select an exhibitor booth three weeks before registration is available to the public.</p>	<p>Select an exhibitor booth one week before registration is available to the public.</p>	<p>Receive a listing as a Bronze Sponsor in each edition of the CALBO News for the 2020-21 year.</p>																											
<p>Select a Tier II or Tier III Sponsorship Item for the 59th Annual Business Meeting in Sacramento. These items will be available to Gold Sponsors three weeks before registration is available to the public.</p>	<p>Select a Tier II or Tier III Sponsorship Item for the 59th Annual Business Meeting in Sacramento. These items will be available to Silver Sponsors one week before registration is available to the public.</p>	<p>Associate Membership for the 2020-21 Membership Year.</p>																											
<p>Receive a listing as a Gold Sponsor in each edition of the CALBO News for the 2020-21 year.</p>	<p>Receive a listing as a Silver Sponsor in each edition of the CALBO News for the 2020-21 year.</p>																												
<p>Receive a featured advertisement in each edition of the CALBO News for the 2020-21 year. Sponsors are responsible for providing their own advertisement.</p>	<p>Receive a featured advertisement in each edition of the CALBO News for the 2020-21 year. Sponsors are responsible for providing their own advertisement.</p>																												
<p>Have your logo featured on the CALBO homepage.</p>																													
<p>Priority registration period on Education Week sponsorships.</p>	<p>Priority registration period on Education Week sponsorships.</p>																												
<p>Associate Membership for the 2020-21 Membership Year.</p>	<p>Associate Membership for the 2020-21 Membership Year.</p>																												
<p>Receive the opportunity to insert an item into the Attendee Bags at the 59th Annual Business Meeting in Sacramento.</p>																													
		<table border="0"> <tr> <td></td> <td></td> <td></td> </tr> <tr> <td>Exhibitor Booth at ABM and Each Ed Week</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Year-Round Listing in CALBO News</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Availability to use CALBO Logo as Sponsor</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Premium-Level Sponsorship at ABM</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Year-Round Featured Advertisement in CALBO News</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Early Selection of Sponsorships/Booths at ABM and Each Ed Week</td> <td>✓</td> <td>✓</td> </tr> <tr> <td>Company Logo Featured on CALBO Homepage</td> <td>✓</td> <td>✓</td> </tr> <tr> <td></td> <td>3 Weeks</td> <td>1 Week</td> </tr> </table>				Exhibitor Booth at ABM and Each Ed Week	✓	✓	Year-Round Listing in CALBO News	✓	✓	Availability to use CALBO Logo as Sponsor	✓	✓	Premium-Level Sponsorship at ABM	✓	✓	Year-Round Featured Advertisement in CALBO News	✓	✓	Early Selection of Sponsorships/Booths at ABM and Each Ed Week	✓	✓	Company Logo Featured on CALBO Homepage	✓	✓		3 Weeks	1 Week
																													
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Company Logo Featured on CALBO Homepage	✓	✓																											
	3 Weeks	1 Week																											



# CALBO Partner Program

## 1 Complete general information.

CONTACT \_\_\_\_\_

TITLE \_\_\_\_\_

ORGANIZATION \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_




PHONE \_\_\_\_\_

EMAIL (IMPORTANT: Confirmations will be sent by email) \_\_\_\_\_

## 2 Select CALBO Partner Program participation level.

\$18,000 **SOLD OUT**  \$13,000 **SILVER**  \$8,500 **BRONZE**

## 3 Select method of payment.

CREDIT CARDS ACCEPTED:   

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRES \_\_\_\_\_ CVC CODE \_\_\_\_\_

BILLING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

INVOICE: \_\_\_\_\_  
INVOICE NUMBER


PURCHASE ORDER: \_\_\_\_\_  
PO NUMBER


CHECK: Make payable to CALBO and mail to address indicated.

CHECK NUMBER \_\_\_\_\_

*By submitting this registration form, it is understood that registrant is responsible for full sponsor payment. No refunds are available. Sponsors are responsible for providing logo in vector format to CALBO and understand that logos will only be included in any relevant materials upon CALBO's receipt of the logo. Sponsorship runs from April 1 to March 31.*

## 4 Send form and payment to:

 **Mail:**  
California Building Officials  
1022 G Street | Sacramento, CA 95814

 **Email:** [info@calbo.org](mailto:info@calbo.org)



# 59th Annual Business Meeting

<p><b>DATES</b></p> <p><b>LOCATION</b></p> <p><b>TARGET AUDIENCE</b></p> <p><b>PROJECTED ATTENDEES</b></p> <p><b>REGISTRATION OPENS</b></p> <p><b>REGISTRATION CLOSES</b></p>	<ul style="list-style-type: none"> <li>● March 7-11, 2021</li> <li>● Hyatt Regency Sacramento 1209 L Street   Sacramento, CA 95814</li> <li>● Building Officials and Building Department Staff 300+</li> <li>● <b>Gold Sponsors:</b> Tuesday, May 5, 2020</li> <li>● <b>Silver Sponsors:</b> Tuesday, May 19, 2020</li> <li>● <b>General:</b> Tuesday, May 26, 2020</li> <li>● <b>Registration Closes:</b> Friday, February 19, 2021</li> </ul>
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Much of CALBO's Annual Business Meeting success is due to the support of our sponsors. The following pages highlight CALBO's 59th ABM sponsorship opportunities. By becoming a sponsor, you show support for the building and safety community and gain recognition well beyond conference attendees. All sponsors will be recognized on conference signage, in the ABM Program, and in the *CALBO News*.

Priority registration is given to Gold and Silver Sponsors, after which it is first-come, first-served. Please direct all inquiries to [info@calbo.org](mailto:info@calbo.org) or 916.457.1103.

## TIER I



### **President's Dinner | \$6000** (3 Sponsors Allowed)

One of the many highlights of the conference is the ABM's President's Dinner! Help make the night unforgettable with your sponsorship. Imagine your company logo featured throughout the event and seen by all attendees at the California State Railroad Museum as they tap their toes and dance the night away while enjoying great food and conversation. *\*CALBO will provide signage and include sponsor logo(s) on dinner tickets.*

## TIER II



### **Live Music at the President's Dinner | \$5000** (1 Sponsor Allowed)

Did someone say live music? If so, why not consider sponsoring the band featured at the President's Dinner Wednesday night. Attendees will rock out with live music and dancing at the most popular event of the week! This sponsorship includes event signage, and a chance to introduce the band as the featured sponsor.



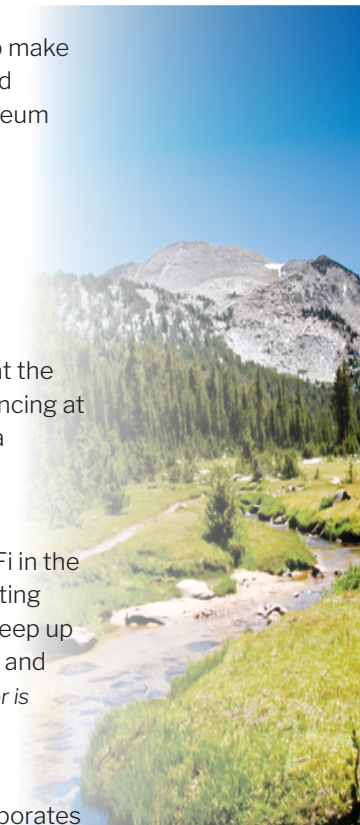
### **Wi-Fi | \$3000** (1 Sponsor Allowed)

This sponsorship opportunity provides CALBO ABM attendees access to hotel Wi-Fi in the conference area during program hours. Gain recognition through signage and selecting your company name as the Wi-Fi code! Attendees will be grateful for the ability to keep up with their office emails while attending the conference. CALBO will provide signage and cards with the Wi-Fi information and company logo. *\*Additional Sponsor Cost: Sponsor is responsible for customizable Wi-Fi network and set-up fee of \$850.*



### **Hotel Key Cards | \$3000** (1 Sponsor Allowed)

Help professionalize the ABM conference by sponsoring a special design that incorporates the ABM and your company's logo for the attendee hotel key cards. As a sponsor, you are guaranteed to catch the eyes of all staying at the hotel! *\*Additional Sponsor Cost: Sponsor is responsible for emailing CALBO a high-resolution logo by Friday, January 15, 2021.*



# 59th Annual Business Meeting

## Tier II Sponsorships Continued...



### **Lanyards** | \$3000 (1 Sponsor Allowed)

Provide ABM attendees with a useful conference resource – a string badge holder for their conference badge. Place your company name, logo, and/or booth number on the lanyard. Always a popular sponsorship item! *\*NOTE: Sponsor is responsible for the production and shipment costs of lanyards.*



### **Attendee Bags** | \$3000 (1 Sponsor Allowed)

Show your support for CALBO by contributing high-quality bags for organizing conference materials. Each attendee will receive a bag holding all their ABM registration materials and information. *\*Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of attendee bags.*



### **Attendee Polo** | \$3000 (1 Sponsor Allowed)

Imagine your company logo on the backs of every attendee to the CALBO ABM! With your sponsorship, attendees will receive the one and only CALBO 59th ABM polo at conference registration. This giveaway will be used by ABM attendees for years to come as they remember more than just the meetings and presentations. *\*Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs. Polo proofs must be submitted to CALBO for approval by Friday, January 15, 2021.*



### **ABM Printed Program** | \$3000 (1 Sponsor Allowed)

Have your company logo and information at the fingertips of all attendees by sponsoring the ABM Program. This sponsor is invited to craft a welcome message for the inside of the program and submit an advertisement for the back page of the program incorporating the ABM theme with your company's logo and information. *\*NOTE: Sponsor is responsible for emailing CALBO back-page advertisement by Friday, January 15, 2021.*



### **ABM Welcome Event** | \$3000 (1 Sponsor Allowed)

What better way to kick off the ABM than with a welcome party? This official ABM sponsored event has become a favorite tradition among ABM attendees. Make your mark in ABM history by hosting this event! CALBO will provide signage at conference and pre-conference advertisement to attendees and membership. *\*Additional Sponsor Cost: Sponsor is responsible for all food, beverage, and venue costs and arrangements.*



### **Annual Golf Classic Tournament** | \$3000 (1 Sponsor Allowed)

Support the ABM through sponsorship of this leisure time favorite. The golf tournament will be held in conjunction with the ABM. Golfers to receive hot lunch, green fees, access to the driving range, drink ticket(s), and cart. *\*NOTE: Sponsor may offer additional amenities and giveaways at their discretion.*



### **President's Dinner Transportation** | \$3000 (1 Sponsor Allowed)

Support the ABM President's Dinner and Reception by sponsoring attendee transportation. Through your sponsorship, CALBO will ensure attendees will safely arrive for a night of great fun, music, and food! Sponsors can provide an informational flyer about their company for each seat on the private buses transporting attendees throughout the night. CALBO will provide conference signage recognizing sponsor. *\*Additional Sponsor Cost: Sponsor is responsible for printing and shipping flyers to be distributed on the buses.*



### **President's Dinner Refreshments** | \$3000 (1 Sponsor Allowed)

Who doesn't like a refreshing beverage before dinner? Help kick off the ABM President's Dinner by sponsoring refreshments for attendees. Attendees will use pre-printed tickets with the sponsor's logo for beverages throughout the night. CALBO will provide signage and include the sponsor logo on the drink tickets.



# 59th Annual Business Meeting

## Tier II Sponsorships Continued...



### **CALBO Expo Hall BINGO Card | \$2500** (1 Sponsor Allowed)

Who doesn't love BINGO, so why not sponsor the official CALBO ABM BINGO card? This card will have high visibility as it will be given to every ABM attendee encouraging their visit to the Expo Hall to enter for the chance to win CALBO prizes. The hard copy promotional item will display your company's advertisement on the front, with participant's BINGO squares on the back. In addition to the highlighted card front advertisement, this sponsorship includes a BINGO square with your company logo and booth location (a \$1,000 value).



### **Commemorative Pins | \$2500** (1 Sponsor Allowed)

CALBO attendees love pins! This popular, and often requested collector's item is a great way to highlight your company. This sponsorship allows you to design a unique commemorative pin for the 59th Annual Business Meeting in Sacramento. With the approval of this design, CALBO will assist in featuring your logo on the cardboard backing on each individual pin. Each ABM attendee will receive a pin with their registration, and your company will be featured on ABM signage throughout the event. *\*Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of pins.*



### **ABM Registration Portal Sponsorship | \$2500** (1 Sponsor Allowed)

Want to reach attendees from day one? Be the featured sponsor of the ABM online registration portal! This exciting new sponsorship will feature your company and personalized advertisement on the online ABM registration form showcasing your company to each registrant. As online registrations continue to increase, CALBO members will see you as the sponsor of this useful tool!



### **Attendee Water Bottle | \$2500** (1 Sponsor Allowed)

Why not help attendees to stay hydrated? Provide all ABM attendees with a reusable water bottle that can be used around the ABM and back home at the office. This is always a "must have" for conference attendees. *\*Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the bottles.*



### **Chapter Leadership Breakfast | \$2500** (1 Sponsor Allowed)

Sponsor this ABM tradition by giving ICC Chapter Presidents the opportunity to meet and discuss the current state and future development of their chapters. Your company or organization will get the opportunity to address the chapter leadership with a 5-minute welcome remark, and two representatives are encouraged to attend the breakfast, providing ample time for networking and discussion among the chapter presidents. CALBO will provide signage recognizing sponsor.

See you in  
Sacramento!





# 59th Annual Business Meeting

## TIER III



### **Attendee Lunch Hats or Shades | \$1500** (1 Sponsor Allowed)

Help attendees stay cool during lunch by providing hats or shades with your company logo. CALBO staff will hand out to attendees during lunch on one pre-selected day. It's a perfect opportunity to provide attendees with an ABM souvenir! CALBO will provide signage recognizing the sponsor. *\*Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the hats or shades.*



### **Morning Refreshments | \$1250** (1 Sponsor Per Day)

Help ABM attendees start the day on the right foot with a full stomach by sponsoring delicious morning refreshments and coffee! CALBO will provide signage recognizing sponsor on the day(s) of their sponsorship.



### **Afternoon Refreshments | \$1250** (1 Sponsor Per Day)

Help us provide afternoon refreshments to more than 300 building officials, building department personnel, and industry representatives who attend our Annual Business Meeting. CALBO will provide signage recognizing sponsor on the day(s) of their sponsorships.



### **Attendee Bag Insert | \$1000**

One of the many ABM highlights is the attendee bag packed with resourceful tools and other giveaways! Past attendee bags inserts included padfolios, thermoses, and water bottles. All inserts must be shipped to the ABM venue. *\*Additional Sponsor Cost: Sponsor is responsible for production and shipment costs of their insert.*



### **CALBO Expo Hall BINGO Square | \$1000** (Limited to 7 Sponsors)

Want more attendees at your Expo Hall booth? Sponsor a BINGO square! CALBO is rolling out BINGO in the Expo Hall and we'd love to include your company. This sponsorship will allow your company to be featured on the BINGO card given to every ABM attendee. As a highlighted exhibitor, you will have the opportunity to speak to attendees that stop by your booth so they can complete their BINGO card and hear more about your services. Attendees will complete their BINGO cards for the chance to win CALBO furnished prizes.



### **Daily Advertisement in ABM Sessions | \$1000 each** (Maximum 8 Sponsors)

Imagine everyone sitting in the general session and staring at your company's logo... we can make that happen. Have your company, and personalized advertisement, featured on the ballroom screens Monday and Wednesday at the Annual Business Meeting. This sponsorship allows your company to be predominately featured in each meeting room, front and center, as attendees enter each room to start the day.



### **ABM Program Advertisement | \$750**


Imagine your company advertisement in the ABM Program—the one resource used by all attendees throughout the week! Gain recognition and sponsor a vital conference resource. *\*NOTE: Sponsor is responsible for emailing CALBO the advertisement by Friday, January 15, 2021.*





# 59th Annual Business Meeting

DATES	● March 7-11, 2021
LOCATION	● Hyatt Regency Sacramento 1209 L Street   Sacramento, CA 95814
TARGET AUDIENCE	● Building Officials and Building Department Staff
PROJECTED ATTENDEES	● 300+
REGISTRATION OPENS	● <b>Gold Sponsors:</b> Tuesday, May 5, 2020 <b>Silver Sponsors:</b> Tuesday, May 19, 2020 <b>General:</b> Tuesday, May 26, 2020
REGISTRATION DEADLINE	● Friday, February 19, 2021
PRICING AND AMENITIES	● \$1700 8-foot by 10-foot Booth 6-foot Tabletop Pipe and Drape Display Sign 2 Chairs Wastebasket Unlimited Badges
SCHEDULE	● <b>Set-Up:</b> Tuesday, March 9, 2021   8:00am – 12:00pm <b>Hours:</b> Tuesday, March 9, 2021   12:00pm – 4:45pm Wednesday, March 10, 2021   8:30am – 4:45pm Thursday, March 11, 2021   8:30am – 12:00pm <b>Move-Out:</b> Thursday, March 11, 2021   12:00pm – 2:00pm
TRADESHOW SERVICES	● <b>Tradeshow Services</b> <b>Registration:</b> Watch for notification by email. Our tradeshow services vendor will contact each exhibitor with the necessary paperwork for all both needs.  <b>Shipping:</b> All shipping for the conference is coordinated through our tradeshow services vendor.  <b>Electricity/Wi-Fi:</b> Provided only upon request through our tradeshow services vendor. Please note Wi-Fi is a sponsorship option for the conference.
LUNCHES	● Each exhibiting group receives two lunches on Tuesday, Wednesday, and Thursday, but additional lunches are available for purchase. Please reference registration form for pricing.
CANCELLATION POLICY	● Written notification of cancellation must be received by Tuesday, February 23, 2021 for a 75% refund of the total exhibitor registration fees. All cancellations after this date are non-refundable. No-shows are non-refundable and are responsible for the full registration fee.

 *By registering for the ABM Exhibitor Program, you agree to the policies listed above. Please direct all inquiries to [info@calbo.org](mailto:info@calbo.org) or 916.457.1103.*

# 59th Annual Business Meeting

Below is the exhibitor layout for the 59th Annual Business Meeting Exhibitor Program. Please note that final booth assignments will be confirmed once your request has been processed. Priority registration is given to CALBO Gold and Silver sponsors.

## SACRAMENTO

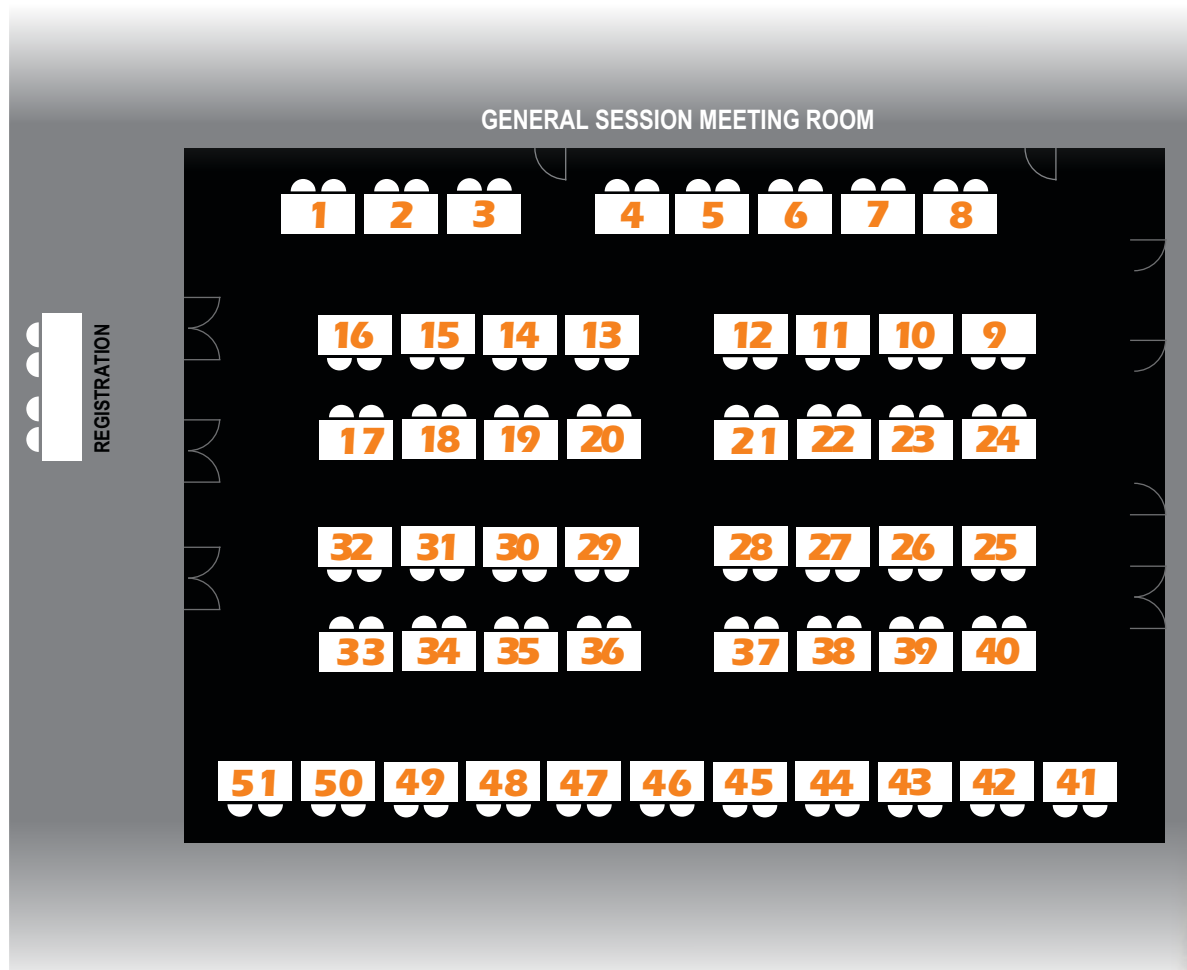
March 7-11, 2021

Hyatt Regency

Sacramento

1209 L Street

Sacramento, CA 95814



# 59th Annual Business Meeting



**Registration Begins On:**

**GOLD SPONSORS:** Tuesday, May 5, 2020

**SILVER SPONSORS:** Tuesday, May 19, 2020

**GENERAL:** Tuesday, May 26, 2020

**Deadline:** Friday, February 19, 2021

## 1 Complete general information.

CONTACT \_\_\_\_\_ TITLE \_\_\_\_\_

ORGANIZATION \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ EMAIL (IMPORTANT: Confirmations will be sent by email) \_\_\_\_\_

## 2 Select 59th Annual Business Meeting participation level.

### EXHIBITOR

- Booth** (\$1700)  
INDICATE QUANTITY IF NEEDED
- \_\_\_ Add'l Tuesday Lunch (\$45)
- \_\_\_ Add'l Wednesday Lunch (\$45)
- \_\_\_ Add'l Thursday Lunch (\$45)

### TIER I SPONSORS

- President's Dinner (\$6000)

### TIER II SPONSORS

- Live Music at the President's Dinner (\$5000)
- Wi-Fi (\$3000)
- Hotel Key Cards (\$3000)
- Lanyards (\$3000)
- Attendee Bags (\$3000)
- Attendee Polo (\$3000)
- ABM Printed Program (\$3000)
- ABM Welcome Event (\$3000)
- Annual Golf Classic Tournament (\$3000)
- President's Dinner Transportation (\$3000)
- President's Dinner Refreshments (\$3000)
- CALBO Expo Hall BINGO Card (\$2500)
- Commemorative Pins (\$2500)
- ABM Registration Portal Sponsorship (\$2500)
- Attendee Water Bottle (\$2500)
- Chapter Leadership Breakfast (\$2500)

### TIER III SPONSORS

- Attendee Lunch Hats/Shades (\$1500)
- Morning Refreshments (\$1250/Day)
- Afternoon Refreshments (\$1250/Day)
- Attendee Bag Insert (\$1000)
- CALBO Expo Hall BINGO Square (\$1000)
- Daily Advertisement in ABM Sessions (\$1000 each)
- ABM Program Advertisement (\$750)

## 3 Exhibitors Only: Select booth preferences. (Booths assigned on availability—top choices are not guaranteed. See layout on page 9)

1st Choice \_\_\_\_\_ 2nd Choice \_\_\_\_\_ 3rd Choice \_\_\_\_\_ 4th Choice \_\_\_\_\_

## 4 Select method of payment.

- CREDIT CARDS ACCEPTED:

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRES \_\_\_\_\_ CVC CODE \_\_\_\_\_

BILLING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

- INVOICE:** \_\_\_\_\_  **PURCHASE ORDER:** \_\_\_\_\_  
INVOICE NUMBER \_\_\_\_\_ PO NUMBER \_\_\_\_\_

- CHECK:** Make payable to CALBO and mail to address indicated.

CHECK NUMBER \_\_\_\_\_

## 5 Indicate total pricing:

\_\_\_\_\_

## 6 Send form and payment to:



**Mail:**

**California Building Officials**  
1022 G Street | Sacramento, CA 95814



**Email:** [info@calbo.org](mailto:info@calbo.org)



# 2020 Education Weeks

## SAN RAMON

DATES  
LOCATION

September 21-24, 2020  
San Ramon Marriott  
2600 Bishop Drive | San Ramon, CA 94583  
Building Officials and Building Department Staff  
500-600 Daily

TARGET AUDIENCE  
PROJECTED ATTENDEES

## ONTARIO

DATES  
LOCATION

October 19-22, 2020  
DoubleTree by Hilton Hotel Ontario Airport  
222 North Vineyard Avenue | Ontario, CA 91764  
Building Officials and Building Department Staff  
550-600 Daily

TARGET AUDIENCE  
PROJECTED ATTENDEES

## NEWPORT BEACH

DATES  
LOCATION

December 14-17, 2020  
Newport Beach Marriott  
900 Newport Center Drive | Newport Beach, CA 92660  
Building Officials and Building Department Staff  
350-400 Daily

TARGET AUDIENCE  
PROJECTED ATTENDEES

The CALBO Training Institute (CTI) hosts its Education Weeks throughout the Golden State to provide continuing education for California building departments. These events bring thousands together under one roof for code updates, professional development, and networking opportunities. This past year, CTI hosted a near-record 6,100+ full-day courses attended!

Dozens of state agencies, organizations, and companies participate in the Education Weeks Exhibitor Program each year. We invite you to be one of them!

## Participate in the 2020 CALBO Education Weeks Exhibitor and Sponsorship Program!

- Engage face-to-face with building department leaders and staff.
- Recruit new employees from seasoned building department personnel.
- Free advertising in the CALBO News, CALBO's bi-monthly newsletter.
- Showcase your products and services.
- Special discounted exhibiting package for all three Education Weeks.

## Special Sponsorship Opportunity

Don't miss the CALBO Training Institute's newest training endeavor—**CTI Education Week Lunch and Learn**. This special sponsorship opportunity connects companies and the CALBO community around the latest innovative and progressive topics in building and safety.

# 2020 Education Weeks

## REGISTRATION OPENS

**Gold Sponsors:** Tuesday, May 5, 2020  
**Silver Sponsors:** Tuesday, May 19, 2020  
**General:** Monday, May 26, 2020

## REGISTRATION DEADLINE

**San Ramon:** Friday, September 4, 2020  
**Ontario:** Friday, October 1, 2020  
**Newport Beach:** Monday, November 30, 2020

## AMENITIES

6-Foot Draped Table  
 Two Chairs  
 Name Badges  
 Two Lunches Per Day (Additional lunches are available at \$45 per lunch)  
 Please note that electricity and Wi-Fi for each booth are not guaranteed.  
 Contact CALBO for pricing and order information.

## BOOTH ASSIGNMENTS

All booth selections are first-come, first-served. Submission of Exhibitor Program registration does not guarantee booth choice. Booth assignments are to be confirmed by CALBO staff upon submission of registration.

## PACKAGES

### PACKAGE 1

All 3 Education Week Venues  
 Full Week at Each Venue  
 Monday – Thursday  
 \$4000

### PACKAGE 2

All 3 Education Week Venues  
 Two Consecutive Days at Each Venue  
 Monday/Tuesday OR Wednesday/Thursday  
 \$2750

### PACKAGE 3

One Education Week Venue  
 Full Week at One Venue  
 Monday – Thursday  
 \$1450

### PACKAGE 4

One Education Week Venue  
 Two Consecutive Days at One Venue  
 Monday/Tuesday OR Wednesday/Thursday  
 \$1000

## SCHEDULE

At each venue, the Exhibitor Program starts on Monday and ends on Thursday, using the following schedule each day.

6:30am – 7:00am	<b>Exhibitor Set-Up</b>
7:00am – 8:00am	<b>Registration Open</b>
8:00am	<b>Courses Begin</b>
9:30am – 9:45am	<b>Morning Break</b>
11:15am – 12:15pm	<b>Lunch Break</b>
2:00pm – 2:15pm	<b>Afternoon Break</b>
3:30pm	<b>Courses Conclude</b>

## LUNCHES

Exhibiting companies receive two lunches per day. Additional lunches are available for \$45 per lunch.

## CANCELLATION POLICY

Written notification of cancellation must be received two weeks prior to the first day of the event for a 75% refund of the total exhibitor registration fee. Any cancellations after this date are non-refundable. No-shows are responsible for the full registration fee.



# 2020 Education Weeks

**Education Week North** has been held in San Ramon at this venue since 2007 with incredible success. This is the largest meeting space in the east bay area, which is what keeps CALBO returning to the venue each year. In 2019, student attendance in San Ramon surpassed 2,000 students and continues to grow each year. Given that in 2020 there will only be one Education Week in Northern California, attendance this year is expected to be record breaking. CALBO takes up all of the meeting space in this hotel and the exhibitor program is in the middle of it all – classrooms, registration and meals. Exhibitors always remark that the layout allows their booth staff the opportunity to interact with most of the attendees over the course of the week and that there is plenty of room to conduct business.

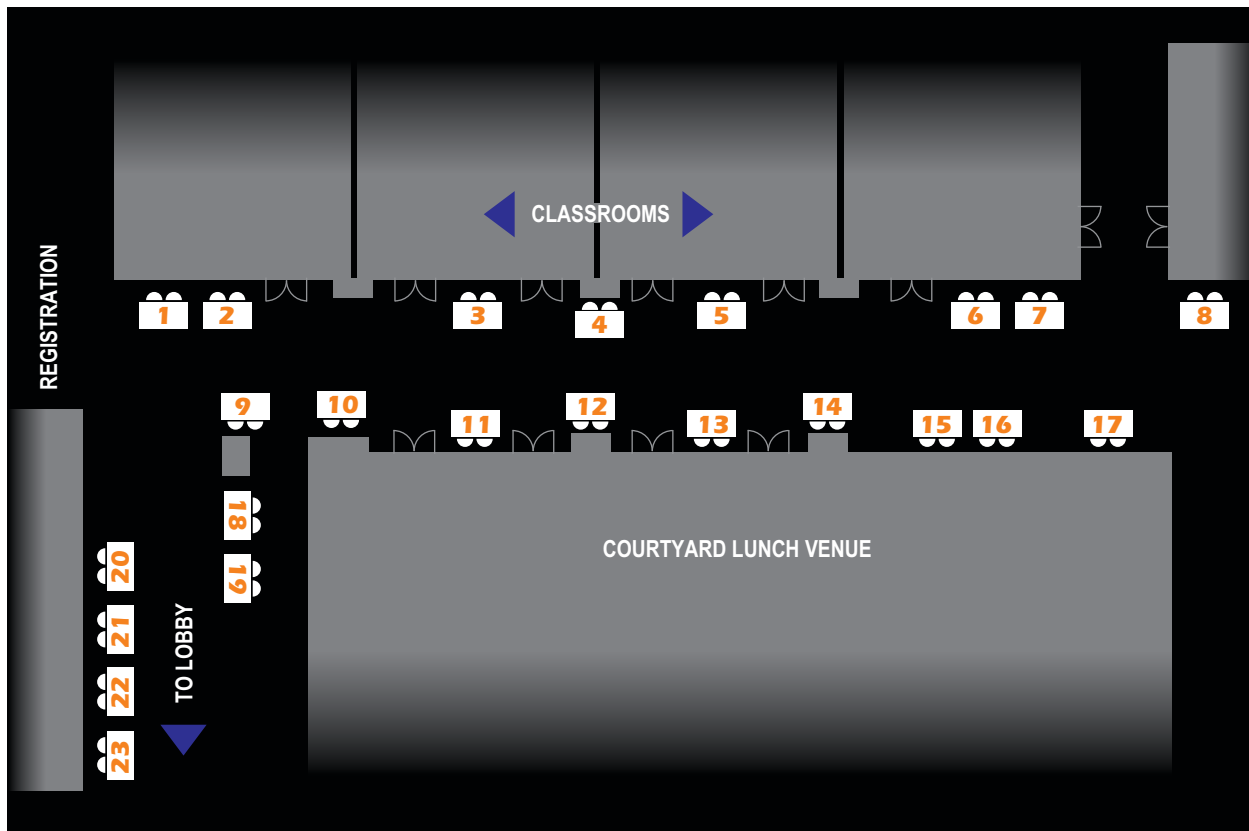
## SAN RAMON

September 21-24, 2020

**San Ramon Marriott**

2600 Bishop Drive

San Ramon, CA 94583



# 2020 Education Weeks

**Education Week South** has been held in Ontario for over 20 years. In 2008, the event was moved to its current venue and quickly became an industry favorite. Referred to affectionately as “Ontario,” this is the largest event CALBO produces each year. In 2019, over 2,325 students attended this event and the number is expected to stay consistent for this year. CALBO takes up most of the meeting space at this venue, and with free parking and proximity to the airport, many students travel from the north to attend this Education Week. The hallways are busy throughout the day with consistent foot traffic in the exhibitor areas. Students and exhibitors alike have remarked that this venue always hosts a positive experience, which is why it has become a staple of CALBO training.

## ONTARIO

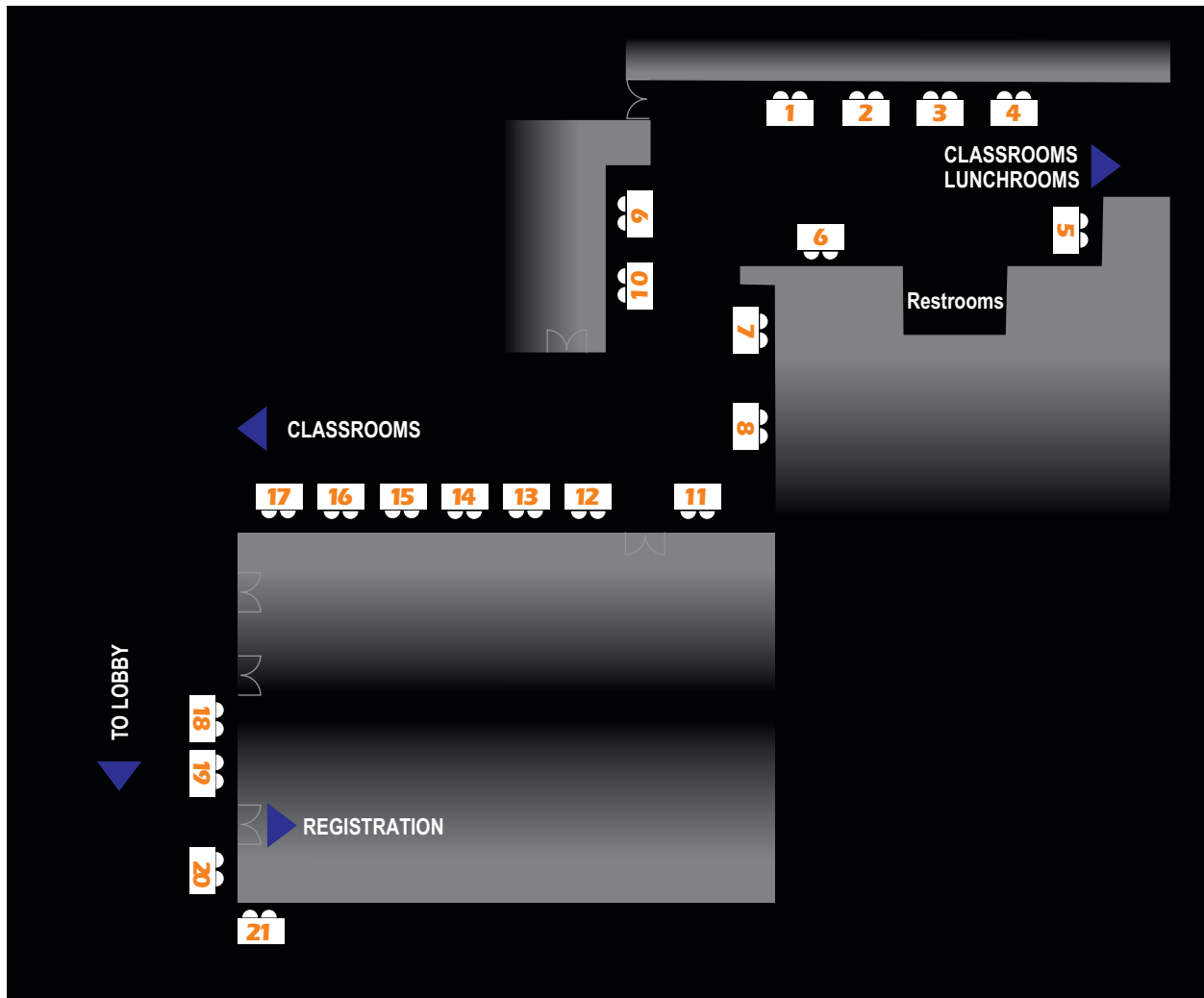
October 19-22, 2020

DoubleTree by

Hilton Hotel Ontario Airport

222 North Vineyard Avenue

Ontario, CA 91764



# 2020 Education Weeks

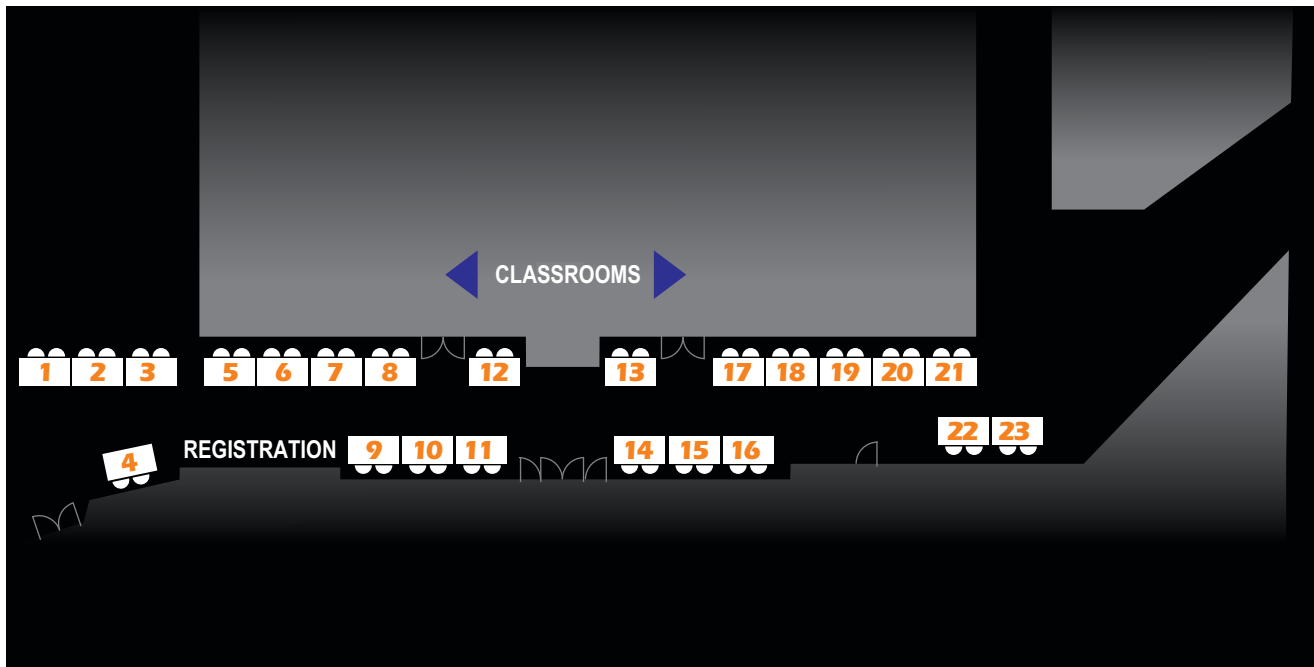
**Education Week Orange County** has been held for five years, each year exponentially growing. The first three years were spent in Anaheim, but then in 2019, the event was moved to this venue in Newport Beach. This Education Week was the third offering, following the North and South events, and it has done well. CALBO remains committed to this third annual Education Week and hope to stay at this venue well into the future. At this venue, exhibitors note that the hallways are tight, but there is a good flow and proximity to all students and classrooms. All exhibitors are in the main meeting area, which also includes the registration desk. In 2019, we saw over 1,200 students at this venue and we expect it to grow in 2020. This hotel is also a premium property, walking distance to many restaurants, which the exhibitor community has enjoyed in the past.

## NEWPORT BEACH

December 14-17, 2020

**Newport Beach Marriott**

900 Newport Center Drive  
Newport Beach, CA 92660



# 2020 Education Weeks

## Sponsorship Opportunities

**Become a CALBO Education Week Sponsor!** Much of CALBO's Education Week success is due to the support of our sponsors. Below are CALBO's Education Week sponsorship opportunities. By becoming a sponsor, you show support for the building and safety community and gain recognition well beyond training attendees.

All sponsors will be recognized on signage and in the *CALBO News*. Don't miss your opportunity to shine during this annual tradition!

Priority registration is given to Gold and Silver Sponsors, after which it is first-come, first-served. Please direct all inquiries to [info@calbo.org](mailto:info@calbo.org) or 916.457.1103.



**Lunch and Learn | \$5000** *(Per presentation, per venue)*

Connect with Education Week attendees during lunch with a topical presentation! Presentations take place during the Wednesday lunch and are 30 minutes, not including 10 minutes for questions. Presentation must cover a topic relating to building and safety that is applicable to jurisdictions across California. Presenter(s) must have expertise and experience of the topic presented. Presentation PowerPoint must be submitted to CTI for review and approval. Limited to one sponsor per venue. See special Lunch and Learn registration form for additional information.



**Wi-Fi | \$5000** *(Per week, per venue)*

Help attendees track work emails during breaks! Sponsor chooses the Wi-Fi password. CALBO provides signage with sponsor logo and Wi-Fi access information. Limited to one sponsor per venue.



**Giveaway Item or Flyer (Lunch Table Placement) | \$1000** *(Per day, per venue)*

Help attendees become more familiar with your company! Sponsor provides item or flyer. CALBO distributes item or flyer on each attendee lunch seat. Limited to one sponsor per day, per venue.



**Writing Pen | \$1000** *(Per day, per venue)*

Help attendees take notes throughout the day as they learn about new code changes! Sponsor provides pens of choice (can include sponsor logo and name). CALBO ensures pens are provided to each classroom at selected venue. Limited to one sponsor per day, per venue.



**Refreshment Break | \$1000** *(Per day, per venue)*

Keep attendees alert during afternoon sessions! CALBO provides refreshments—both snacks and beverage, and signage with sponsor logo. Limited to one sponsor per day, per venue.



# 2020 Education Weeks



**Registration Begins On:**

**GOLD SPONSORS:** Tuesday, May 5, 2020  
**SILVER SPONSORS:** Tuesday, May 19, 2020  
**GENERAL:** Tuesday, May 26, 2020

## 1 Complete general information.

CONTACT \_\_\_\_\_ TITLE \_\_\_\_\_

ORGANIZATION \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ EMAIL (IMPORTANT: Confirmations will be sent by email) \_\_\_\_\_

## 2 Select 2020 Education Weeks participation level.

### EXHIBITOR PACKAGES

- Package 1** (\$4000/All Venues)
- Package 2** (\$2750/All Venues)
  - Mon/Tue **or**  Wed/Thu
- Package 3** (\$1450)
  - San Ramon **or**  Ontario **or**  Newport Beach
- Package 4** (\$1000)
  - Mon/Tue **or**  Wed/Thu **and**
  - San Ramon **or**  Ontario **or**  Newport Beach

### SPONSORSHIPS

- Lunch & Learn** (See Next Page)
- Wi-Fi** (\$5000/Venue)
  - San Ramon  Ontario  Newport Beach
- Giveaway Item/Flyer** Lunch Tables Placements (\$1000/Day/Venue)
  - San Ramon  Ontario  Newport Beach
- Writing Pen** (\$1000/Day/Venue)
  - San Ramon  Ontario  Newport Beach
- Refreshment Break** (\$1000/Day/Venue)
  - San Ramon  Ontario  Newport Beach

## 3 Exhibitors Only: Select booth preferences. (Booths assigned on availability—top choices are not guaranteed. See layout on Pages 13,14,15)

<b>SAN RAMON:</b>	1st Choice _____	2nd Choice _____	3rd Choice _____	4th Choice _____
<b>ONTARIO:</b>	1st Choice _____	2nd Choice _____	3rd Choice _____	4th Choice _____
<b>NEWPORT BEACH:</b>	1st Choice _____	2nd Choice _____	3rd Choice _____	4th Choice _____

## 4 Exhibitors Only: Additional lunches. Beyond the two lunches per day with exhibitor booth. (\$45/Lunch)

INDICATE QUANTITY IF NEEDED

<b>SAN RAMON:</b>	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday
<b>ONTARIO:</b>	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday
<b>NEWPORT BEACH:</b>	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday

## 5 Select method of payment.

**CREDIT CARDS ACCEPTED:**   

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRES \_\_\_\_\_ CVC CODE \_\_\_\_\_

BILLING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

**INVOICE:** \_\_\_\_\_  **PURCHASE ORDER:** \_\_\_\_\_

INVOICE NUMBER


PO NUMBER


**CHECK:** Make payable to CALBO and mail to address indicated.

CHECK NUMBER \_\_\_\_\_

## 6 Indicate total pricing:

## 7 Send form and payment to:

 **Mail:**  
**California Building Officials**  
 1022 G Street | Sacramento, CA 95814

 **Email:** [info@calbo.org](mailto:info@calbo.org)





# 2020 Education Weeks

## Lunch and Learn Program

Spotlight your knowledge and expertise of an up-and-coming building-and-safety topic at the CALBO Education Weeks!

Apply now to present at the CALBO Training Institute's (CTI) newest training endeavor: Education Week Lunch and Learn. As part of the CTI Education Weeks Sponsorship Program, this special opportunity connects a company and Education Week attendees around a topic that affects the future of our industry. Applications are accepted on a rolling basis—first-come, first-served.

Don't miss your chance to gain exposure for your company and connect with California building department staff and leaders over lunch—you might learn something new yourself!

### 1 Select presentation date at the 2020 CALBO Education Weeks.

- San Ramon**  
 Wednesday, September 23, 2020  
 11:30am – 12:15pm
- Ontario**  
 Wednesday, October 21, 2020  
 11:30am – 12:15pm
- Newport Beach**  
 Wednesday, December 16, 2020  
 11:30am – 12:15pm

### 2 Complete application.

_____ PRESENTER(S) NAME(S)	_____ SUPERVISOR(S) NAME(S)
_____ PRESENTER ORGANIZATION/COMPANY	_____ SUPERVISOR(S) PHONE(S)
_____ PRESENTER(S) PHONE(S)	_____ SUPERVISOR(S) EMAIL(S)
_____ PRESENTER(S) EMAIL(S)	
_____ PRESENTATION TOPIC	
_____ PRESENTATION LEARNING OBJECTIVES	

### 3 Complete additional submission requirements.

- Cover Letter Requirements—submit with application.
  - Summarize the presentation topic and learning objectives.
  - Why is this topic important to building-and-safety and to the CALBO Community?
  - Why is/are the presenter(s) qualified to present on this topic?
- Resume(s) of Presenter(s) – submit with application.

**attention**

*CALBO is pleased to provide the Lunch and Learn opportunity to registered Education Week attendees. CALBO's approval of Lunch and Learn applications does not constitute an endorsement of goods or services.*

### 4 I have read and agree to the following presentation and presenter requirements:

- Sponsorship Fee of \$5,000 is non-refundable and due 30 days prior to the presentation date.
- Presentation must cover a topic relating to building and safety that is applicable to jurisdictions across California.
- Presenter(s) must have expertise and experience of the topic presented.
- Presentation cannot exceed 30 minutes, not including 10 minutes for questions.
- Presentation PowerPoint must be submitted to CALBO Training Institute 21 days prior to the presentation date for review and approval.

### 5 Submit form to CALBO.


**Mail:**  
 California Building Officials  
 1022 G Street | Sacramento, CA 95814


**Email:** [info@calbo.org](mailto:info@calbo.org)

# 2020-21 CALBO News Advertising Opportunities

The CALBO News is a bi-monthly electronic publication of the California Building Officials for its members and industry representatives.

- READERSHIP** ● 7,000+
- IN EVERY ISSUE** ● Legislative Updates  
Event and Training Registration  
Membership News  
CALBO Policy Committee Updates  
Resources and Toolkits
- SUBMISSION DEADLINES** ● **Spring Issue** | April 15, 2020  
**Summer Issue** | June 15, 2020  
**Special Edition: Education Weeks** | August 14, 2020  
**Fall Issue** | September 15, 2020  
**Winter Issue** | November 13, 2020  
**Special Edition: Annual Business Meeting** | January 15, 2021
- FILE FORMAT** ● Please submit ads in JPEG or AI file format only.
- MULTIPLE EDITIONS** ● Please note that when signing up for multiple editions, these editions must be consecutive.
- AD SIZE** ● Customized Newsletter Ad
- FILE SIZE REQUIRED** ● 900 x 1650 pixels
- PRICING FOR 3 EDITIONS** ● \$495 CALBO Members | \$550 Non-CALBO Members
- PRICING FOR 1 EDITION** ● \$180 CALBO Members | \$200 Non-CALBO Members



Sample Ad

# CALBO News Advertising

## 1 Complete general information.

CONTACT \_\_\_\_\_ TITLE \_\_\_\_\_

ORGANIZATION \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ EMAIL (IMPORTANT: Confirmations will be sent by email) \_\_\_\_\_

## 2 My organization holds a current CALBO membership.

Yes       No

## 3 Select CALBO Advertising participation level.

<input checked="" type="checkbox"/> CALBO NEWS	AD SIZE	PRICING FOR 3 EDITIONS	PRICING FOR 1 EDITION
Customized Newsletter Ad		<input type="checkbox"/> CALBO Members (\$495) <input type="checkbox"/> Non-Members (\$550)	<input type="checkbox"/> CALBO Members (\$180) <input type="checkbox"/> Non-Members (\$200)

## 4 Select method of payment.

CREDIT CARDS ACCEPTED:   

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRES \_\_\_\_\_ CVC CODE \_\_\_\_\_

BILLING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

INVOICE: \_\_\_\_\_  PURCHASE ORDER: \_\_\_\_\_

INVOICE NUMBER      PO NUMBER

CHECK: Make payable to CALBO and mail to address indicated.

CHECK NUMBER \_\_\_\_\_

## 5 Send form and payment to:

 **Mail:**  
 California Building Officials  
 1022 G Street | Sacramento, CA 95814

 **Email:** [info@calbo.org](mailto:info@calbo.org)



# CALBO Job Board

The CALBO Job Board offers unbeatable pricing for job advertising. As an added member benefit, all CALBO members receive the first three lines (150 characters) of their job advertisements for FREE (\$45 discount)!

Each job ad will post for 30 days unless otherwise requested.

To view or submit a job advertisement on the CALBO Job Board, please visit:

[www.calbo.org/job-board](http://www.calbo.org/job-board)

## Pricing

PRICING



\$15 per line  
50 characters per line



## How to post a job advertisement.

- 1 Visit the CALBO Job Board advertisement form: [www.calbo.org/job-board](http://www.calbo.org/job-board).
- 2 Fill in the necessary fields with your job ad information.
- 3 Click "Submit".
- 4 An email confirmation will be sent to you with your posting summary and pricing.
- 5 Job Ad will post on the CALBO Online Job Board.





California Building Officials (CALBO) is a non-profit corporation dedicated to promoting public health and safety in building construction through responsible legislation, education, and building code development. Founded in 1962, CALBO provides a host of valuable services to its over 600 jurisdiction members. By working hand-in-hand with our inter-sectoral partners, CALBO works to promote the best interests for safe and sustainable California communities.

[www.calbo.org](http://www.calbo.org)