

60TH CALIFORNIA
ANNUAL BUILDING OFFICIALS
BUSINESS
MEETING

SPONSORSHIP & EXHIBITOR PACKET

MAY 10 - 12, 2022

THE WESTIN RANCHO MIRAGE
RANCHO MIRAGE, CALIFORNIA



Welcome to the Westin Rancho Mirage - a desert oasis and the home of the 60th Annual Business Meeting.

You are invited to take part in CALBO's 60th Annual Business Meeting (ABM) Exhibitor and Sponsorship Program at the beautiful Westin in Rancho Mirage. CALBO's ABM provides an unparalleled opportunity for industry representatives to share their innovative products and services with the leaders of California building departments.

Participate in the 60th Annual Business Meeting Exhibitor and Sponsorship Program:

- Showcase your products and services to leaders of California building departments.
- Engage face-to-face with building department leaders and staff.
- One-on-one time with attendees during the Annual Business Meeting "strolling" lunch on Tuesday, May 10th, 2022.
- Recruit new employees from seasoned building department personnel.
- Free advertising in the daily event emails, CALBO News, and on the CALBO website.

Join us as we welcome back to our traditional exhibiting programs; please keep in mind that space is limited at this program and has been determined by the venue based on corporate guidelines and local health requirements. Exhibiting opportunities are first-come, first-served with priority given to Gold and Silver Partners.

As you start to browse the exhibiting and sponsorship options on the following pages, we would like to take a moment and say thank you. Thank you for your patience and support as we continue to navigate these unprecedented times. We are grateful for your participation at our annual gatherings each year and hope you will join us in Rancho Mirage.

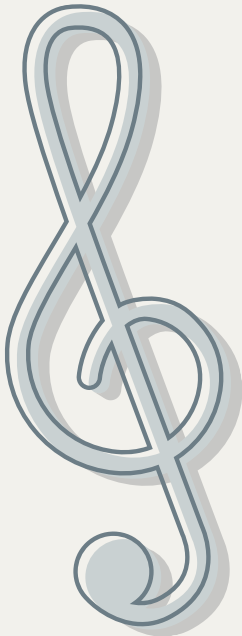
60th Annual Business Meeting

Tuesday, May 10 - Thursday, May 12, 2022

Registration Deadline: Wednesday, April 27, 2022



Pricing	Platinum Booth - \$1850 Diamond Booth - \$1700	Exhibitor Program Hours Setup: Tuesday, May 10 8:00 - 11:00am Hours: Tuesday, May 10 12:00 - 4:00pm Wednesday, May 11 8:30am - 4:00pm Thursday, May 12 8:30am - 12:00pm Move-Out: Thursday, May 12 1:00 - 5:00pm
Amenities	8' x 10' booth Six-foot table Pipe and Drape Two chairs Display Sign Two lunches per day Unlimited badges	
Lunches	Each exhibiting group receives two lunches on Tuesday, Wednesday and Thursday. Additional lunches can be purchased on the registration form.	
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. Please note, booth locations are subject to change due to fire marshal and venue guidelines.	
Tradeshow Services	Tradeshow Services Registration: Watch for notification by email. Our tradeshow services vendor will contact each exhibitor with the necessary paperwork for all booth needs. Shipping: All shipping for the meeting is coordinated through our tradeshow services vendor. Electricity/Wi-Fi: Provided only upon request through our tradeshow services vendor. Please note Wi-Fi is a sponsorship option for the conference.	
Cancellation Policy	Written notification of cancellation must be received by Wednesday, April 27, 2022 for a 75% refund of the total exhibitor registration fee. All cancellations after this date are non-refundable. No-shows are non-refundable and are responsible for the full registration fee.	

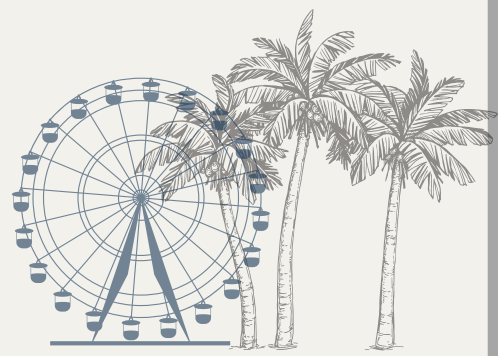


By registering for the 2022 ABM Exhibitor Program, you agree to the policies listed above. Please direct all inquiries to info@calbo.org or 916.457.1103.

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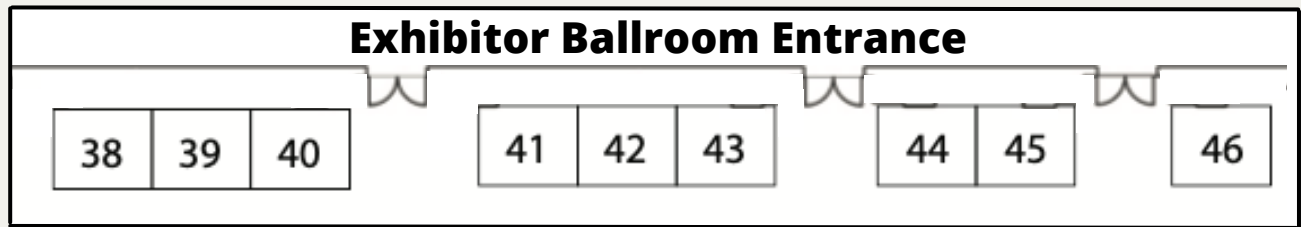
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Platinum Booths - valued at \$1850

The Platinum Booths are the premier booth of the event. Be the first to catch-up with building department leaders and staff, and welcome them into the exhibitor hall. These limited premier booths are first-come, first-served.

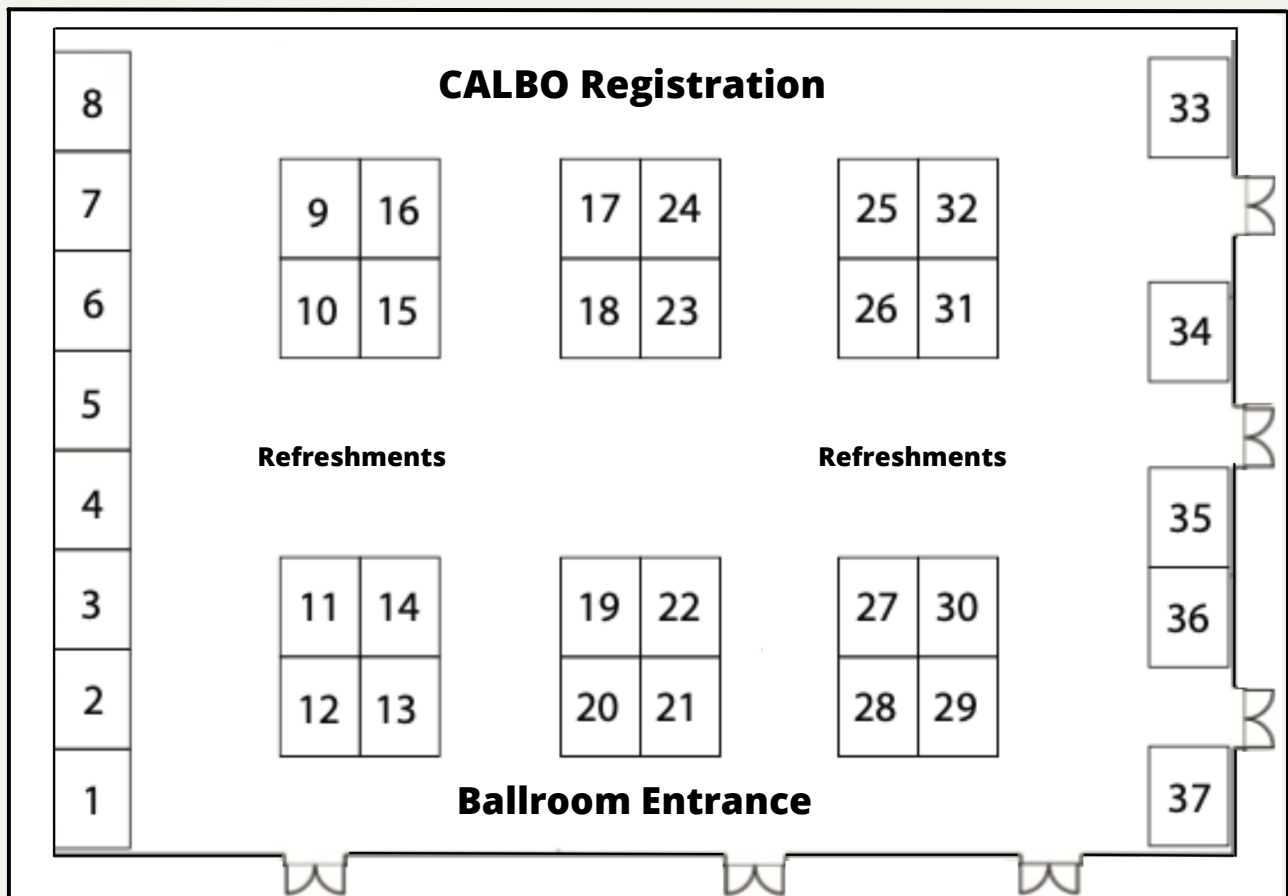
Ambassador Foyer



Diamond Booths - valued at \$1700

The Diamond Booths are located in the connected ballroom of Ambassador 1-4. Morning and Afternoon Refreshment Breaks will be hosted in this room, along with placement of additional high-top tables - the perfect way to connect with attendees one-on-one.

Ambassador Ballrooms 1-4



60th Annual Business Meeting

Much of CALBO's Annual Business Meeting success is due to the support of our sponsors. The following pages highlight this upcoming conference's sponsorship opportunities. By becoming a sponsor, you will show support for the building and safety community and gain recognition well beyond conference attendees.



➤ Tier I

President's Reception & Dinner Sponsor | \$6000 (3 Sponsors Allowed)

One of the many highlights of the conference is the ABM's President's Dinner! Imagine your company logo featured throughout the venue as CALBO transports the attendees to their own festival. Help create the most talked about event. **CALBO will provide the signage and recognition will be featured on all marketing materials.*

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

Did someone say live music? If so, why not sponsor the band featured at the President's Dinner? Attendees will dine and dance the night away while enjoying the best tunes in the area! This sponsorship includes event signage and a chance to introduce the band as a featured sponsor.

➤ Tier II

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. 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 Card | \$3000 (1 Sponsor Allowed)

Help professionalize the CALBO ABM 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: Sponsor is responsible for emailing CALBO a high-resolution logo by Friday, April 1, 2022.*

Lanyards | \$3000 (1 Sponsor Allowed)

Provide conference 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 conference 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 at the CALBO ABM! With your sponsorship, attendees will receive the one and only CALBO ABM polo at registration. This giveaway will be used by conference 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, April 7, 2022.*

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

What better way to kick off the ABM than with a welcome party? This official conference-sponsored event has become a favorite tradition among attendees. Make your mark in conference history by hosting this event! CALBO will provide signage at the 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)

Who wouldn't want to attend this popular pastime, 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.*

Registration Portal Sponsorship | \$3000 (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 registration portal showcasing your company to each registrant. As online registrations continue to increase, CALBO members will see you as the sponsor of this useful tool! **Additional Sponsor: Sponsor is responsible for emailing CALBO a high-resolution logo.*

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

Who doesn't like a refreshing beverage after dancing the night away? Help quench the thirst of attendee's by sponsoring dinner refreshments. CALBO will provide signage recognizing sponsor.

60th Annual Business Meeting

➤ Tier II Continued...

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

Sponsor this 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.

Commemorative Pin | \$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 ABM in Los Angeles. 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.*

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 bottles.*

President's Dinner Dance Floor Sponsor | \$2000 (1 Sponsor Allowed)

Encourage your fellow colleagues to dance the night away on a personalized dance floor. CALBO will provide signage recognizing the sponsor. **Additional Sponsor: Sponsor is responsible for emailing CALBO a high-resolution logo by Friday, April 1, 2022.*

➤ Tier III

Step-and-Repeat Photo Backdrop | \$1500 (1 Sponsor Allowed)

Picture this - your company's logo on the backdrop of attendee photos taken with the official conference backdrop. Help us create a memorable backdrop for images that will last a lifetime. *Note: Sponsor is responsible for emailing CALBO a logo by Friday, April 1, 2022.*

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 building officials, building department personnel, and industry representatives who attend the ABM. CALBO will provide signage recognizing sponsor on the day(s) of their sponsorships.

Daily Advertisement in Highlight Email Blast | \$1250 (1 Sponsor Per Day)

Imagine every attendee opening their conference daily highlight email and seeing your company advertisement featured on the page. This new sponsorship opportunity will feature a personalized advertisement and a link to your website for all attendees to see. **NOTE: Sponsor is responsible for emailing CALBO the advertisement by Friday, April 21, 2022.*

Advertisement in Conference Session | \$1250 (1 Sponsor Per Session)

Imagine everyone sitting in a session and staring at your company's logo... we can make that happen! Have your company logo and a personalized advertisement featured at the opening of a session of your choice. This sponsorship allows your company to be predominately featured in a session of your choice, front and center, at the start of the program. **NOTE: Sponsor is responsible for emailing CALBO the advertisement by Friday, April 14, 2022.*

Attendee Lunch Hats or Shades | \$1000 (1 Sponsor Per Day)

Help attendees stay cool during lunch by providing hats or shades with your company logo. CALBO staff will hand them 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.*

Writing Pen | \$1000 (1 Sponsor Allowed)

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 will ensure pens are provided to each classroom for Thursday classes. **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the writing pens.*

Attendee Bag Insert | \$1000

One of the many ABM highlights is the attendee bag packed with resourceful tools and other giveaways! Past attendee bag inserts include hand sanitizer, thermoses, first-aid kits and notepads. **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the insert.*

Advertisement on CALBO ABM Webpage | \$850 (5 Sponsor Allowed)

Want to reach upcoming attendees before the event starts, as well as thank them for attending? This new opportunity allows you to place an ad on the ABM main webpage. This advertisement will be live for the duration of the event. **NOTE: Sponsor is responsible for emailing CALBO the advertisement by Friday, April 14, 2022.*

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Registration Form



1 Complete general information.

Contact Name	Title	
Organization		
Address	State	ZIP
Phone	Email (IMPORTANT: Confirmations will be sent by email)	

2 Select ABM participation level.

Exhibitor Booth

- ☐ Platinum Booth (\$1850)
- ☐ Diamond Booth (\$1700)
- Indicate Quality if Needed:
- ☐ Add'l Tuesday Lunch (\$45)
- ☐ Add'l Wednesday Lunch (\$45)
- ☐ Add'l Thursday Lunch (\$45)

Tier I Sponsor

- ☐ President's Reception & Dinner Sponsor (\$6000)
- ☐ Live Music at President's Dinner (\$5000)

Tier II Sponsors

- ☐ WiFi (\$3000)
- ☐ Hotel Key Card (\$3000)
- ☐ Lanyards (\$3000)
- ☐ Attendee Bags (\$3000)
- ☐ Attendee Polo (\$3000)
- ☐ Welcome Event (\$3000)
- ☐ Annual Golf Classic Tournament (\$3000)
- ☐ Registration Portal Sponsorship (\$3000)
- ☐ President's Dinner Refreshments (\$3000)
- ☐ Attendee Water Bottle (\$2500)
- ☐ Chapter Leadership Breakfast (\$2500)
- ☐ Commemorative Pins (\$2500)
- ☐ President's Dinner Dance Floor (\$2000)

Tier III Sponsors

- ☐ Photo Backdrop (\$1500)
- ☐ Morning Refreshments (\$1250 per day)
- ☐ Afternoon Refreshments (\$1250 per day)
- ☐ Daily Advertisement in Conference Session (\$1250 per Conference Session)
- ☐ Daily Advertisement in Highlight Email (\$1250 per day)
- ☐ Writing Pens (\$1000)
- ☐ Attendee Lunch Hat or Shades (\$1000 per day)
- ☐ Attendee Bag Insert (\$1000)
- ☐ Advertisement in CALBO ABM Webpage (\$850)

3 EXHIBITOR ONLY: Select Booth preferences.

(Booths are assigned on availability - top choices are not guaranteed. See layout on page 3)

1st Choice _____ 2nd Choice _____ 3rd Choice _____ 4th Choice _____

4 Select method of payment.

☐ Credit Card: (VISA, Mastercard & AMEX Accepted ONLY)

Credit Card Number	Expires	CVC Code
Billing Address	State	ZIP
Name on Card		
Signature		

☐ Invoice: _____ ☐ Purchase Order: _____

☐ Check: Please mail to indicated address.

5 Indicate total pricing:

6 Send form and payment to:

Mail:

California Building Officials

1111 16th Street | Sacramento, CA 95814

Email: info@calbo.org



Written notification of cancellation must be received by Wednesday, April 27, 2022 for a 75% refund. Any cancellation after this date is non-refundable. No-shows are non-refundable and are responsible for the full registration fee.