



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

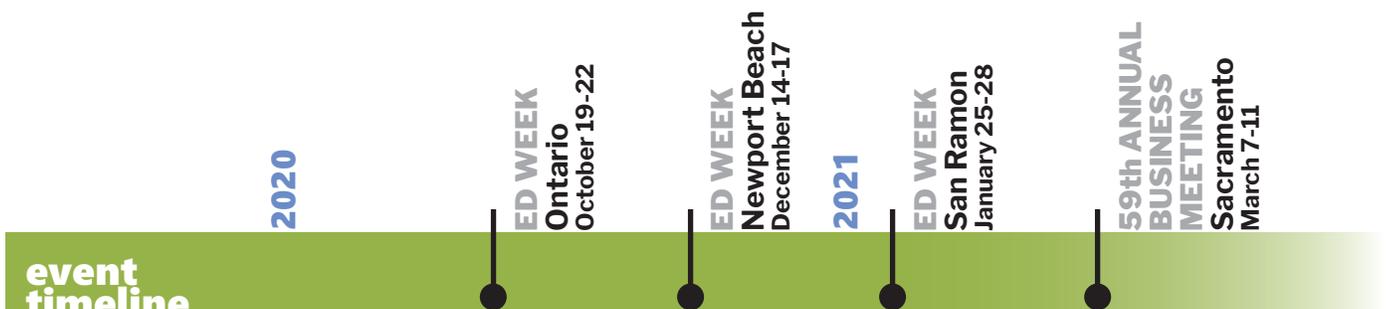
The 59th Annual Business Meeting will take place in Sacramento on March 7-11, 2021.

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: in Ontario | October 19-22, 2020; Newport Beach | December 14-17, 2020; and in San Ramon | January 25-28, 2021.

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

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  **GOLD** \$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



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	●	Gold Sponsors: Tuesday, May 5, 2020 Silver Sponsors: Tuesday, May 19, 2020 General: Tuesday, May 26, 2020
REGISTRATION CLOSES	●	Registration Closes: Friday, February 19, 2021

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 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.



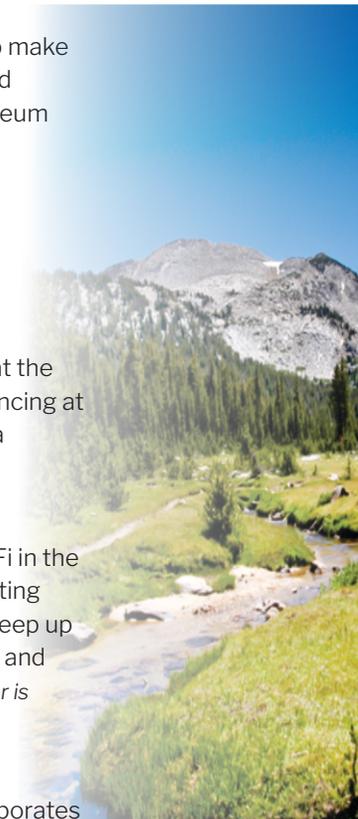
Wi-Fi | \$3000 (1 Sponsor Allowed)

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	● Gold Sponsors: Tuesday, May 5, 2020 Silver Sponsors: Tuesday, May 19, 2020 General: 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	● Set-Up: Tuesday, March 9, 2021 8:00am – 12:00pm Hours: Tuesday, March 9, 2021 12:00pm – 4:45pm Wednesday, March 10, 2021 8:30am – 4:45pm Thursday, March 11, 2021 8:30am – 12:00pm Move-Out: Thursday, March 11, 2021 12:00pm – 2:00pm
TRADESHOW SERVICES	● Tradeshow Services Registration: Watch for notification by email. Our tradeshow services vendor will contact each exhibitor with the necessary paperwork for all both needs. Shipping: All shipping for the conference 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.
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 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

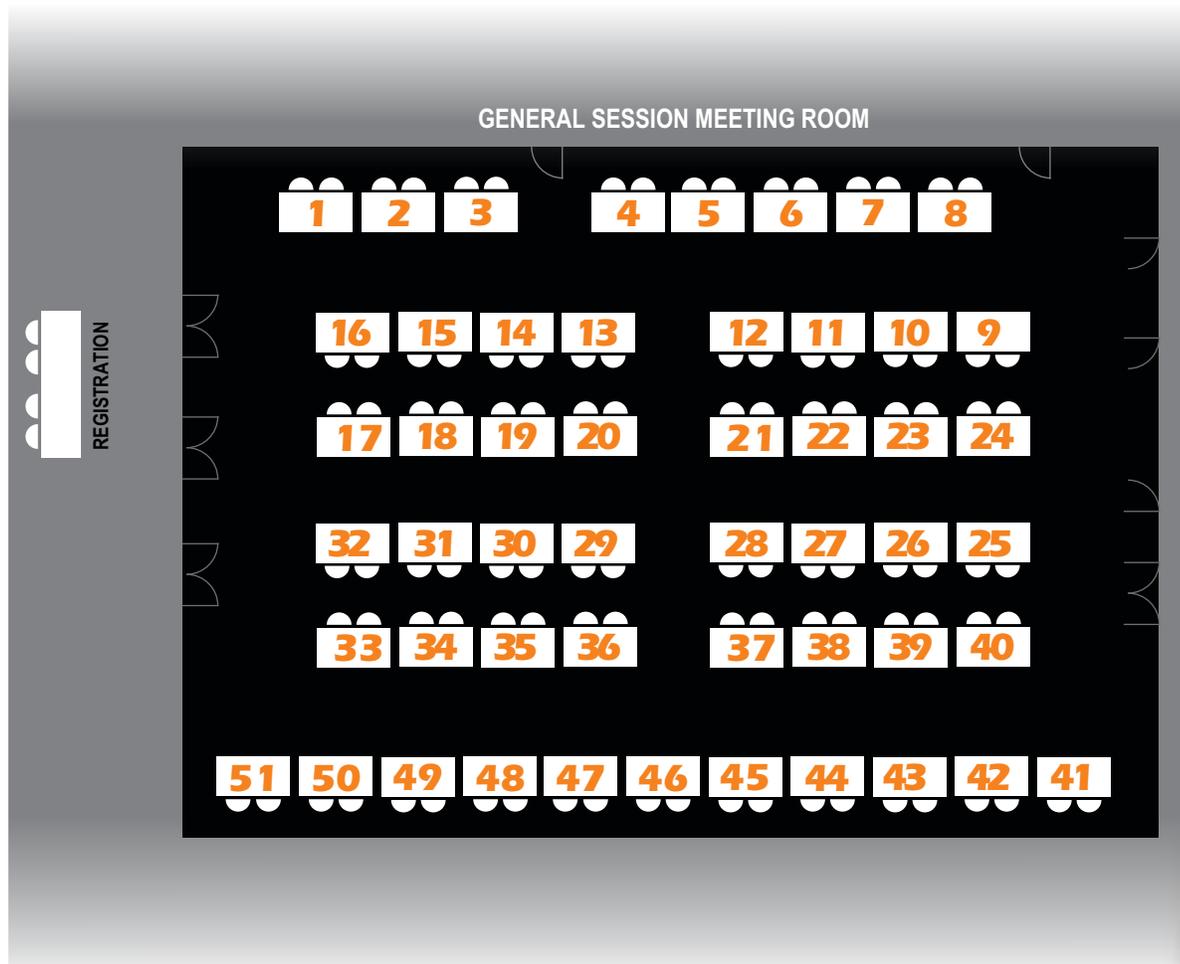
March 7-11, 2021

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 58th 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



2020-2021 Education Weeks

ONTARIO	
DATES	October 19-22, 2020
LOCATION	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	December 14-17, 2020
LOCATION	Newport Beach Marriott 900 Newport Center Drive Newport Beach, CA 92660 Building Officials and Building Department Staff 350-400 Daily
TARGET AUDIENCE	
PROJECTED ATTENDEES	
SAN RAMON	
DATES	January 25-28, 2021
LOCATION	San Ramon Marriott 2600 Bishop Drive San Ramon, CA 94583 Building Officials and Building Department Staff 500-600 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 2020-21 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.

2020-2021 Education Weeks

REGISTRATION OPENS

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

REGISTRATION DEADLINE

Ontario: Friday, October 1, 2020
Newport Beach: Monday, November 30, 2020
San Ramon: Friday, January 8, 2021

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

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.

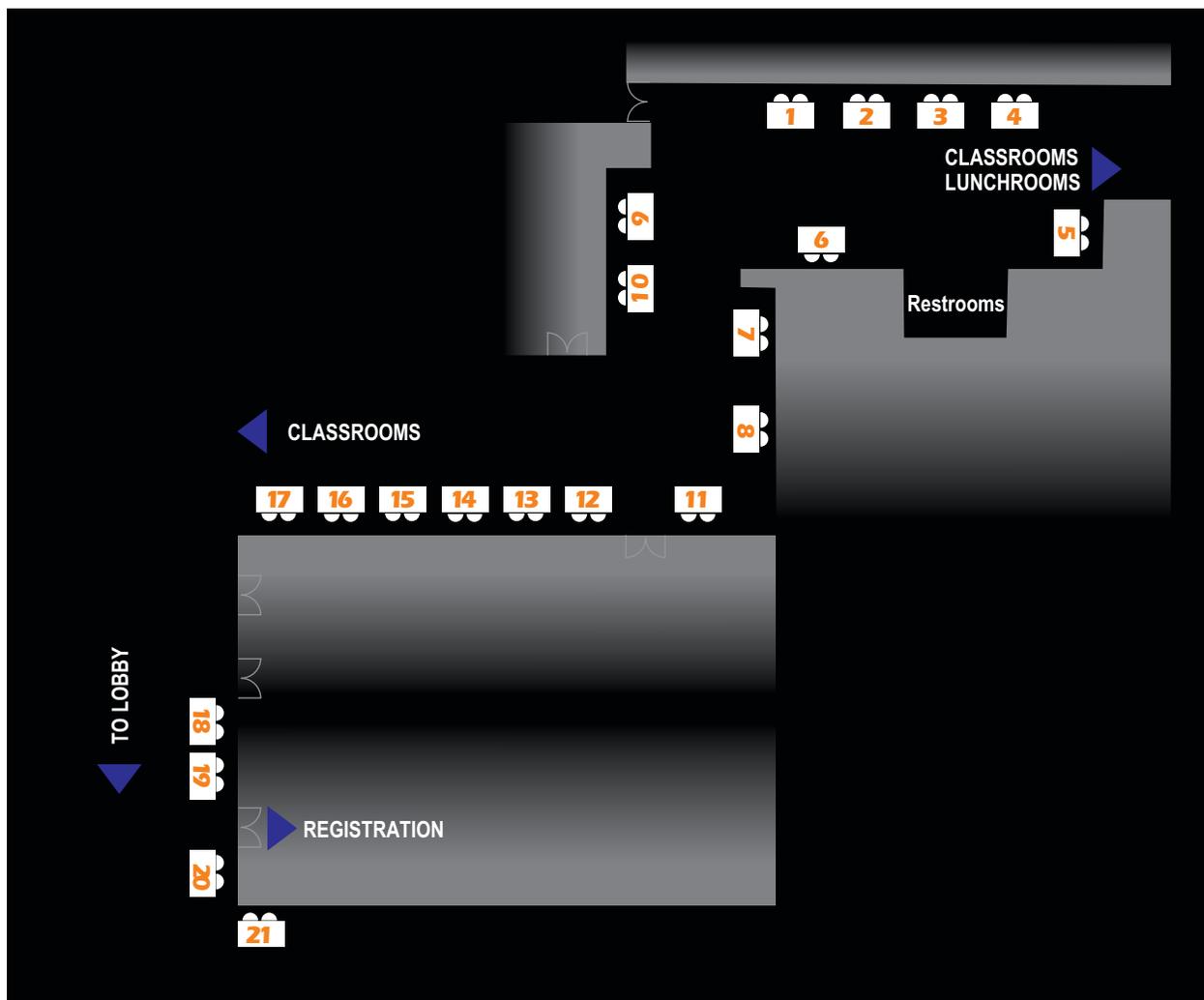
2020-2021 Education Weeks

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



2020-2021 Education Weeks

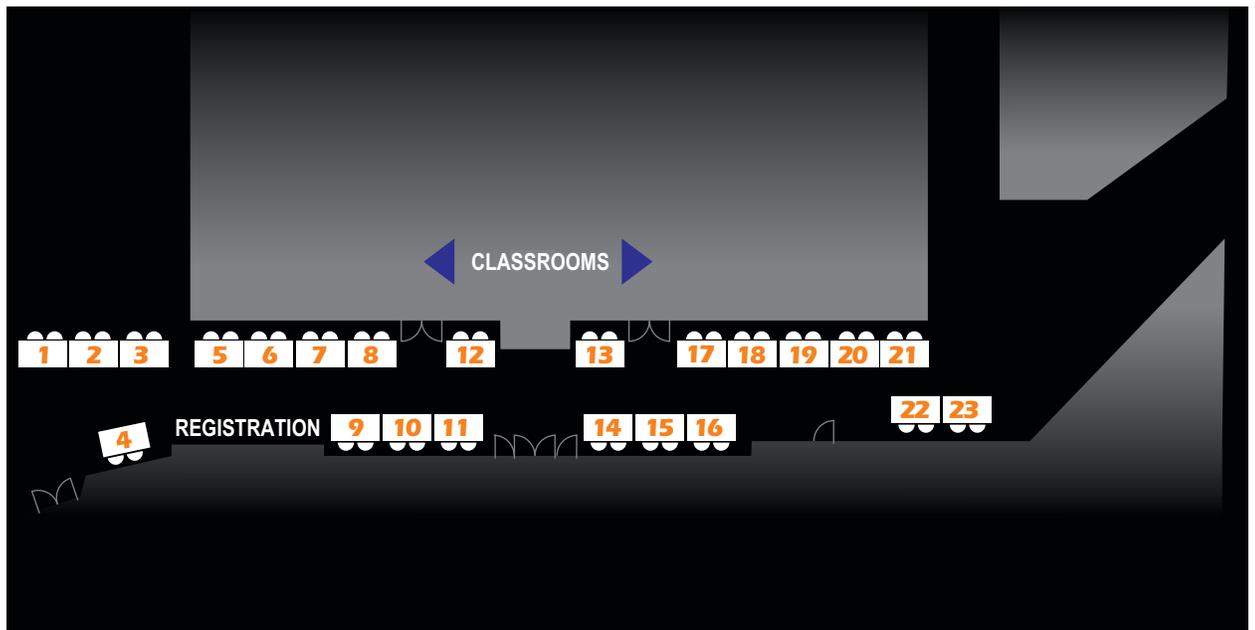
Education Week Orange County has been held for five years, each year exponentially growing. The first three years were spent in Anaheim, but then in 2019, the event was moved to this venue in Newport Beach. This Education Week was the third offering, following the North and South events, and it has done 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



2020-2021 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. 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 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.

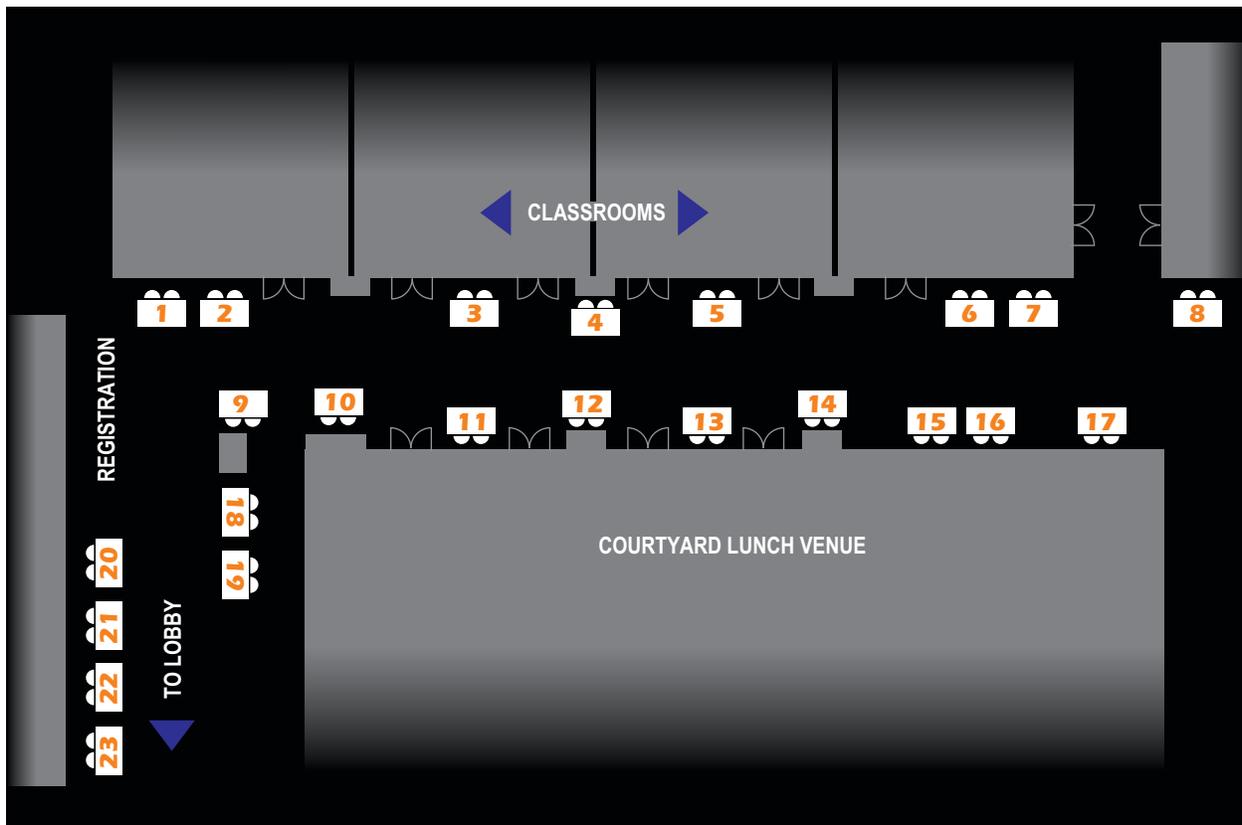
SAN RAMON

January 25-28, 2021

San Ramon Marriott

2600 Bishop Drive

San Ramon, CA 94583



2020-2021 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 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.



2020-2021 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**
 - Ontario **or** Newport Beach **or** San Ramon

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)
 - Newport Beach Ontario San Ramon
- Refreshment Break** (\$1000/Day/Venue)
 - Newport Beach Ontario San Ramon

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

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

ONTARIO:	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday
NEWPORT BEACH:	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday
SAN RAMON:	_____ 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



2020-2021 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 2020-2021 CALBO Education Weeks.

- Ontario**
 Wednesday, October 21, 2020
 11:30am – 12:15pm
- Newport Beach**
 Wednesday, December 16, 2020
 11:30am – 12:15pm
- San Ramon**
 Wednesday, January 27, 2021
 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

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



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

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.
- 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