

58th Annual Business Meeting

DATES	●	April 5-9, 2020
LOCATION	●	Hyatt Regency Indian Wells Resort and Spa 44600 Indian Wells Lane Indian Wells, CA 92210
TARGET AUDIENCE	●	Building Officials and Building Department Staff
PROJECTED ATTENDEES	●	300+
REGISTRATION OPENS	●	Gold Sponsors: Tuesday, April 30, 2019 Silver Sponsors: Tuesday, May 14, 2019 General: Tuesday, May 21, 2019
REGISTRATION CLOSES	●	Deadline: Friday, March 20, 2020

Much of CALBO's Annual Business Meeting success is due to the support of our sponsors. The following pages highlight CALBO's 58th 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 | \$5000 (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 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



Wi-Fi | \$2500 (1 Sponsor Allowed)

This sponsorship opportunity provides CALBO ABM attendees access to hotel Wi-Fi in the conference and evening 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.*



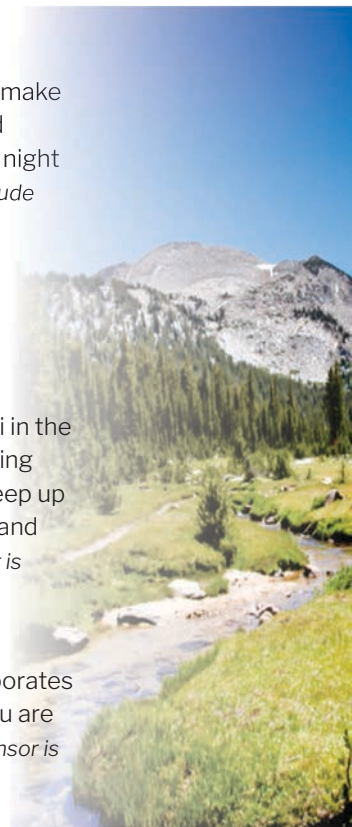
Hotel Key Cards | \$2500 (1 Sponsor Allowed)

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.*



Lanyards | \$2500 (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.*



58th Annual Business Meeting

Tier II Sponsorships Continued...



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. In the spirit of Indian Wells, and the impending Coachella Music Festival, 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.



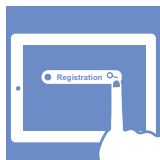
CALBO Expo Hall BINGO Card | \$2500 (1 Sponsor Allowed)

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 58th Annual Business Meeting in Indian Wells. 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!



President's Dinner Picnic Blanket | \$2500 (1 Sponsor Allowed)

Sponsor the item that everyone will actually take home and use...the Picnic Blanket for the President's Dinner. No one wants ants at their picnic, so keep them at bay with a comfy throw. This one-of-a-kind, and unique to Indian Wells sponsorship will feature your logo on a festival must-have. This opportunity will not only allow you to design a blanket for each dinner attendee, but it will also include your company's logo featured on event signage. A great giveaway for all music festival lovers, and it is bound to be used at all future picnics! **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the blankets.*



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

We're in a desert, and people are going to use a good water bottle. So why not help attendees to stay hydrated in the desert? 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.*



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Tier II Sponsorships Continued...



Attendee Bags | \$2500 (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 | \$2500 (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 58th 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 | \$2500 (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 Monday, January 15, 2021.*



ABM Welcome Event | \$2500 (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.*



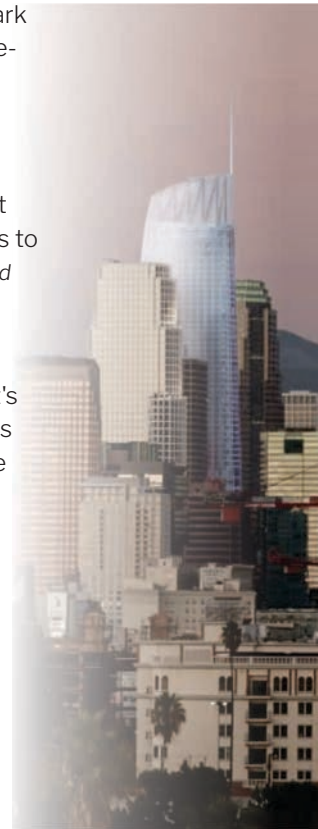
Annual Golf Classic Tournament | \$2500 (1 Sponsor Allowed)

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 Refreshments | \$2500 (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.



58th Annual Business Meeting

TIER III



Chapter Leadership Breakfast | \$2000 (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.



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 | \$1000 (1 Sponsor Per Day)

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



Afternoon Refreshments | \$1000 (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 | \$850

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.*



ABM Program Advertisement | \$500

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.*



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.

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LOCATION	● Hyatt Regency Indian Wells Resort and Spa 44600 Indian Wells Lane Indian Wells, CA 92210
TARGET AUDIENCE	● Building Officials and Building Department Staff
PROJECTED ATTENDEES	● 300+
REGISTRATION OPENS	● Gold Sponsors: Tuesday, April 30, 2019 Silver Sponsors: Tuesday, May 14, 2019 General: Tuesday, May 21, 2019
REGISTRATION DEADLINE	● Friday, March 20, 2020
PRICING AND AMENITIES	● \$1400 8-foot by 10-foot Booth 6-foot Tabletop Pipe and Drape Display Sign 2 Chairs Wastebasket Unlimited Badges
SCHEDULE	● Set-Up: Tuesday, April 7, 2020 8:00am – 12:00pm Hours: Tuesday, April 7, 2020 12:00pm – 4:45pm Wednesday, April 8, 2020 8:30am – 4:45pm Thursday, April 9, 2020 8:30am – 12:00pm Move-Out: Thursday, April 9, 2020 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, March 24, 2020 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.



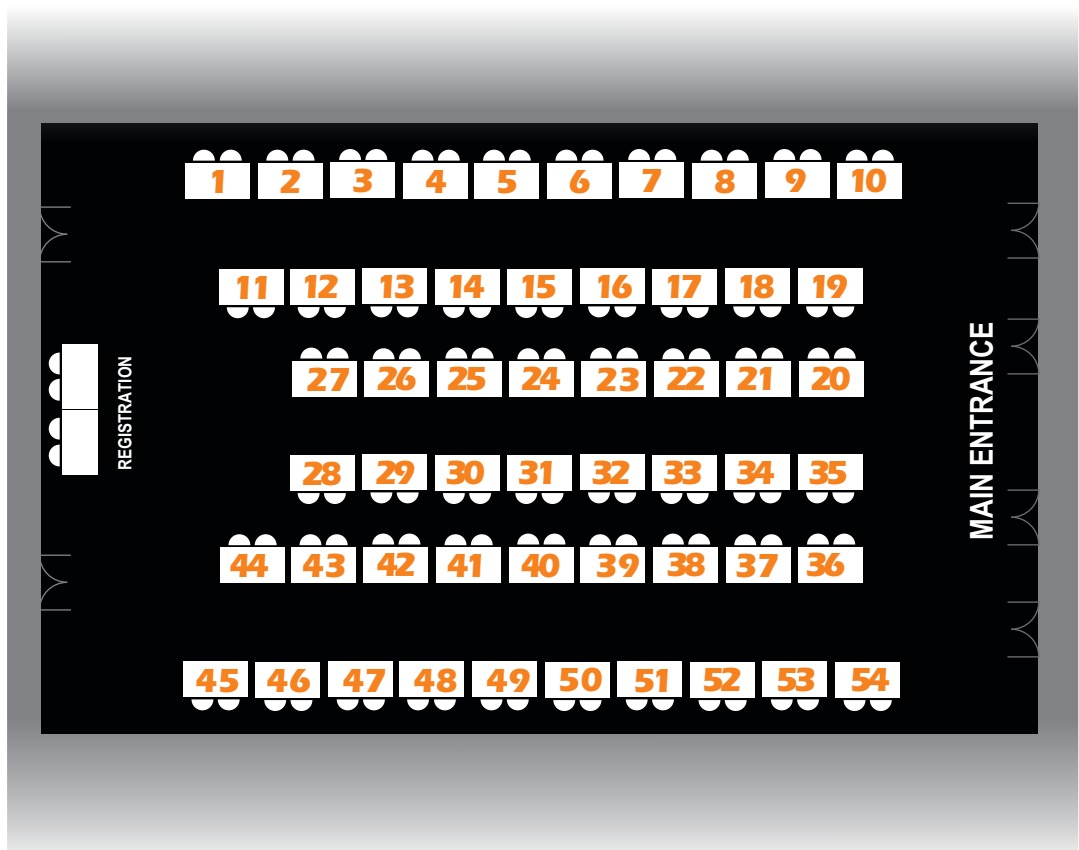
By registering for the ABM Exhibitor Program, you agree to the policies listed above. Please direct all inquiries to info@calbo.org or 916.457.1103.

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Below is the exhibitor layout for the 58th 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.

INDIAN WELLS

April 5-9, 2020
 Hyatt Regency
 Indian Wells Resort & Spa
 44600 Indian Wells Lane
 Indian Wells, CA 92210



58th Annual Business Meeting



Registration Begins On:

GOLD SPONSORS: Tuesday, April 30, 2019

SILVER SPONSORS: Tuesday, May 14, 2019

GENERAL: Tuesday, May 21, 2019

Deadline: Friday, March 20, 2020

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** (\$1400)
 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 (\$5000)

TIER II SPONSORS

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

TIER III SPONSORS

- ~~Chapter Leadership Breakfast (\$2000)~~
- Attendee Lunch Hats/Shades (\$1500)
- Morning Refreshments (\$1000/Day)
- Afternoon Refreshments (\$1000/Day)
- Attendee Bag Insert (\$850)
- ABM Program Advertisement (\$500)
- CALBO Expo Hall BINGO Square (\$1000)
- Daily Advertisement in ABM Sessions (\$1000 each)

3 Exhibitors Only: Select booth preferences. (Booths assigned on availability—top choices are not guaranteed. See layout on page 10)

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

