



# 62<sup>ND</sup> ABM

ANNUAL BUSINESS MEETING  
APRIL 21 - 25, 2024

## EXHIBITOR & SPONSORSHIP PROGRAM



### Participate in CALBO's 62nd ABM Exhibitor and Sponsorship Program:

- Showcase your products and services to leaders of California building departments.
- Engage face-to-face with local government leaders and staff.
- One-on-one time with attendees during the Annual Business Meeting "strolling" lunch on Tuesday, April 23, 2024.
- Recruit new professionals.
- Free advertising for your company, with mentions in the daily event emails, CALBO News and on the CALBO website.

# 62nd Annual Business Meeting

Tuesday, April 23 - Thursday, April 25, 2024

Registration Deadline: Wednesday, April 10, 2024



- Event Location** Renaissance Esmeralda Resort & Spa  
44400 Indian Wells Ln  
Indian Wells, CA 92210
- Pricing** \$1895
- Amenities** 8' x 10' booth  
Six-foot table  
Pipe and Drape  
Two chairs  
Display Sign  
Two lunches per day  
Attendee Bag Insert  
Unlimited badges

## Exhibitor Program Hours

**Setup:** Tuesday, April 23 | 8:00 - 11:30am  
**Hours:** Tuesday, April 23 | 12:00 - 4:30pm  
Wednesday, April 24 | 8:30am - 4:30pm  
Thursday, April 25 | 8:30am - 12:00pm  
**Move-Out:** Thursday, April 25 | 1:00 - 5:00pm

**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. Priority will be given to our CALBO Partners in booth location. Please note, booth locations are subject to change due to fire marshal and venue guidelines.

**Meals** Each exhibiting group receives two lunches on Tuesday, Wednesday and Thursday. Additional lunches can be purchased on the registration form.

**Bag Insert** Upon badge pickup, every registered attendee will be provided with an attendee bag. As a valued exhibitor, you have the opportunity for complimentary inclusion of promotional materials in these bags. If you wish to participate, please inform CALBO by no later than Friday, March 22, 2024. *\*Additional Sponsor Cost: The sponsor is accountable for the production and shipment expenses of the insert.*

**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 10, 2024 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.



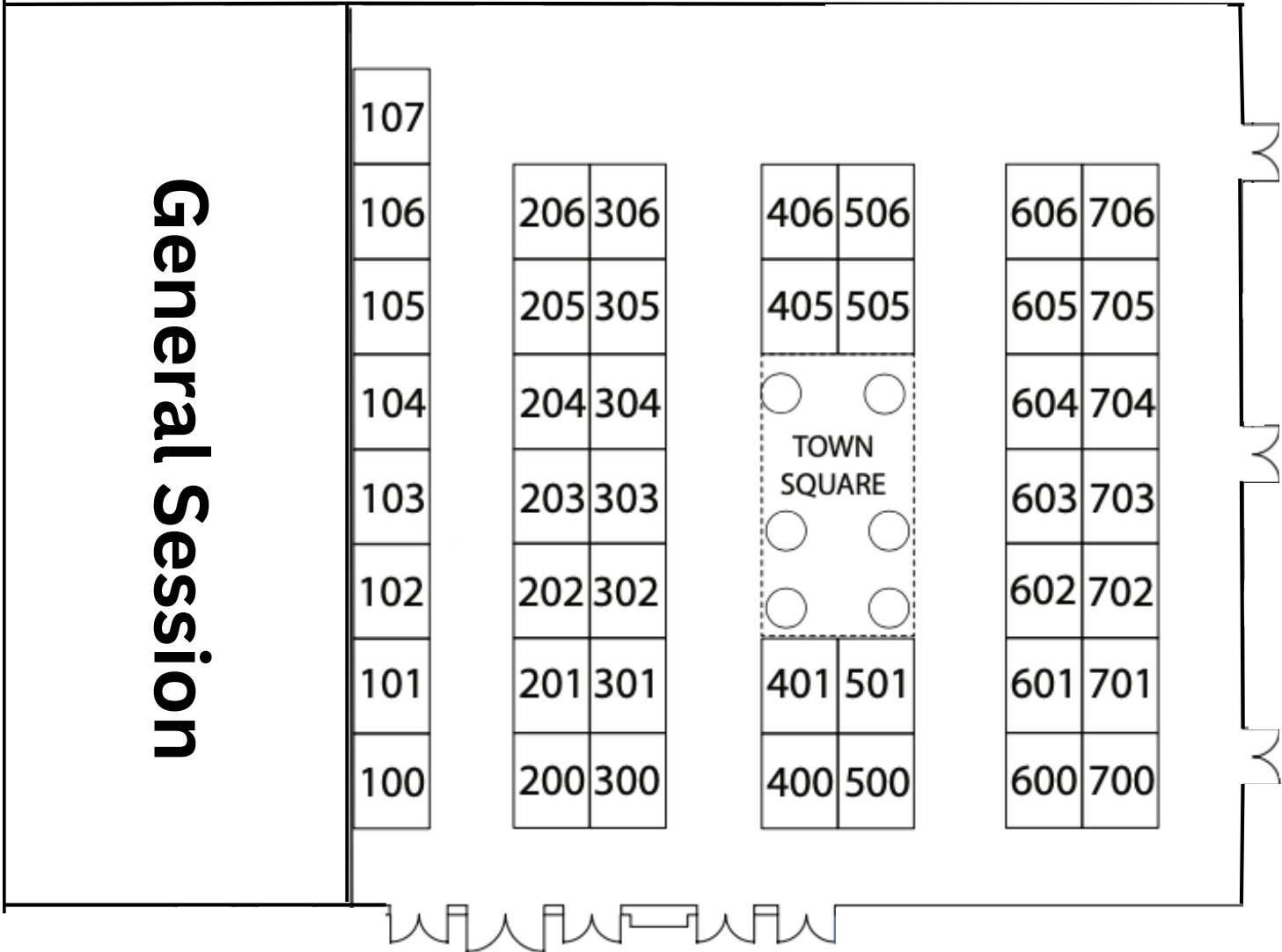
By registering for the 2024 ABM Exhibitor Program, you agree to the policies listed above. Please direct all inquiries to [info@calbo.org](mailto:info@calbo.org) or 916.457.1103.

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Lunch →



**General Session**

107  
106  
105  
104  
103  
102  
101  
100

206 306  
205 305  
204 304  
203 303  
202 302  
201 301  
200 300

406 506  
405 505  
TOWN SQUARE  
401 501  
400 500

606 706  
605 705  
604 704  
603 703  
602 702  
601 701  
600 700

**EXPO Entrance**

**CALBO Registration Desk**



The exhibitor layout will highlight CALBO's Town Square as a central hub for attendees to connect with old acquaintances and make new connections. Each day, morning and afternoon refreshments will be readily available in the hall, complemented by strategically placed additional tables for added convenience.

# 62nd 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

### **CALBO Fellowship Dinner Sponsor | \$6000 (3 Sponsors Allowed)**

One of the many highlights of the conference is the CALBO Fellowship Dinner! Imagine your company logo featured throughout the venue, as your fellow colleagues enjoy a night at the golf course. Help create one of the most talked about events. \*CALBO will provide the signage and recognition will be featured on all marketing materials.

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

Did someone say live music? If so, why not sponsor the band featured at the Fellowship 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, March 1, 2024.

### **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, March 1, 2024.

### **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 the online registration portal is the only registration method for this event, CALBO members will see you as the sponsor of this useful tool! \*Additional Sponsor: Sponsor is responsible for emailing CALBO a high-resolution logo.

### **Fellowship 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.

### **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.

## Tier II Continued...

### **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 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.*

### **Attendee Water Bottle | \$2000 (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.*

## 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, March 1, 2024.*

### **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, March 22, 2024.*

### **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, March 22, 2024.*

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

Help attendees stay cool in the desert 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.*

### **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, March 22, 2024.*

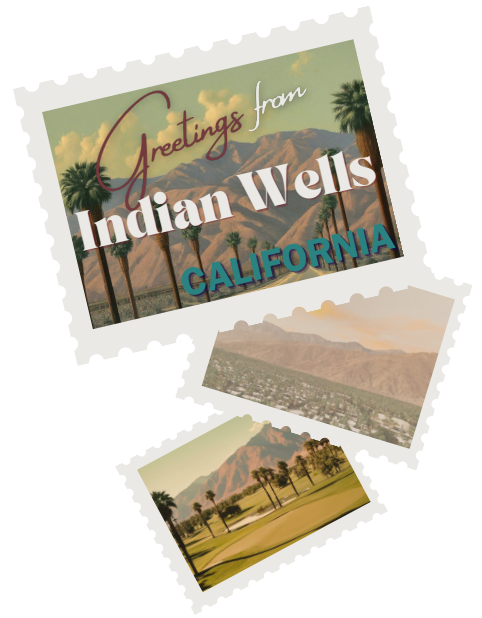
### **Attendee Bag Insert | No Charge for Exhibitors**

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. This is a free opportunity for any registered exhibitor. Please contact CALBO for pricing for non-exhibitors. *\*Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the insert.*

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## 1 Complete general information.

\_\_\_\_\_

Contact Name Title

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\_\_\_\_\_

Organization

---

\_\_\_\_\_

Address State

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\_\_\_\_\_

Phone Email (IMPORTANT: Confirmations will be sent by email)

## 2 Select ABM participation level.

### Exhibitor Booth

- Booth** (\$1895)
- Indicate Quality if Needed:
- Add'l Tuesday Lunch (\$55)
- Add'l Wednesday Lunch (\$55)
- Add'l Thursday Lunch (\$55)

### Tier II Sponsorship

- WiFi** (\$3000)
- Hotel Key Card** (\$3000)
- Lanyards** (\$3000)
- Attendee Bags** (\$3000)
- Attendee Polo** (\$3000)
- Annual Golf Classic Tournament** (\$3000)
- Registration Portal Sponsorship** (\$3000)
- Fellowship Dinner Refreshments** (\$3000)
- Chapter Leadership Breakfast** (\$2500)
- Commemorative Pins** (\$2500)
- Attendee Water Bottle** (\$2000)

### Tier III Sponsorship

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

*\*Complimentary with exhibitor registration*

### Tier I Sponsorship

- Fellowship Dinner Sponsor** (\$6000)
- Live Music at Fellowship Dinner** (\$5000)

## 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

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\_\_\_\_\_

Billing Address State ZIP

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\_\_\_\_\_

Name on Card

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\_\_\_\_\_

Signature

**Invoice:** \_\_\_\_\_  **Purchase Order:** \_\_\_\_\_

## 5 Indicate total pricing:

\_\_\_\_\_

## 6 Send form :

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



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