CALIFORNIA BUILDING OFFICIALS

2019-2020 Media Packet

Building a Stronger California

sponsoring | exhibiting | advertising
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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**

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

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**CALBO Events**

**Annual Business Meeting**

The 58th Annual Business Meeting will take place in Indian Wells/Desert on April 5-9, 2020.

Building officials and department staff from across California descend upon Indian Wells/Desert 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 CALBO Annual Job Fair and Career Development Day.

**Education Weeks**

The CALBO Training Institute hosts four education weeks throughout the year: in Newport Beach | August 26-29, 2019; San Ramon | September 9-12, 2019; Ontario | October 14-17, 2019; and Burlingame | December 16-19, 2019.

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 is offering annual sponsorships which grant access to each of the five 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.

**GOLD**
- Limited to Five Sponsors
- Use the CALBO logo as a **GOLD SPONSOR**.
  - Note: This does not allow sponsors to indicate that CALBO endorses the organization or any related products.
  - Receive an exhibitor booth at the 58th Annual Business Meeting in Indian Wells and a full-week booth at each Education Week (Newport Beach, San Ramon, Ontario, and Burlingame.)
  - Select an exhibitor booth three weeks before registration is available to the public.
  - Select a Tier II or Tier III Sponsorship Item for the 58th Annual Business Meeting in Indian Wells. These items will be available to Gold Sponsors three weeks before registration is available to the public.
  - Receive a listing as a Gold Sponsor in each edition of the CALBO News for the 2019-20 year.
  - Receive a half-page advertisement in each edition of the CALBO News for the 2019-20 year. Sponsors are responsible for providing their own advertisement.
  - Have your logo featured on the CALBO homepage.
  - Priority registration period on Education Week sponsorships.
  - Associate Membership for the 2019-20 Membership Year.
  - Receive the opportunity to insert an item into the Attendee Bags at the 58th Annual Business Meeting in Indian Wells/Desert.

**SILVER**
- Use the CALBO logo as a **SILVER SPONSOR**.
  - Note: This does not allow sponsors to indicate that CALBO endorses the organization or any related products.
  - Receive an exhibitor booth at the 58th Annual Business Meeting in Indian Wells and a full-week booth at each Education Week (Newport Beach, San Ramon, Ontario, and Burlingame.)
  - Select an exhibitor booth one week before registration is available to the public.
  - Select a Tier II or Tier III Sponsorship Item for the 58th Annual Business Meeting in Indian Wells. These items will be available to Silver Sponsors one week before registration is available to the public.
  - Receive a listing as a Silver Sponsor in each edition of the CALBO News for the 2019-20 year.
  - Receive a half-page advertisement in each edition of the CALBO News for the 2019-20 year. Sponsors are responsible for providing their own advertisement.
  - Priority registration period on Education Week sponsorships.
  - Associate Membership for the 2019-20 Membership Year.

**BRONZE**
- Use the CALBO logo as a **BRONZE SPONSOR**.
  - Note: This does not allow sponsors to indicate that CALBO endorses the organization or any related products.
  - Receive an exhibitor booth at the 58th Annual Business Meeting in Indian Wells and a full-week booth at each Education Week (Newport Beach, San Ramon, Ontario, and Burlingame.)
  - Receive a listing as a Bronze Sponsor in each edition of the CALBO News for the 2019-20 year.
  - Receive a half-page advertisement in each edition of the CALBO News for the 2019-20 year. Sponsors are responsible for providing their own advertisement.
  - Priority registration period on Education Week sponsorships.
  - Associate Membership for the 2019-20 Membership Year.

**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 Half-Page Advertisement in CALBO News**
**Early Selection of Sponsorships/Booths at ABM and Each Ed Week**
**Company Logo Featured on CALBO Homepage**
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.

☐ $15,000 GOLD ☐ $11,000 SILVER ☐ $6,500 BRONZE


☐ CREDIT CARDS ACCEPTED: VISA

CREDIT CARD NUMBER

EXPRES

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

4. Send form and payment to:

Mail:

California Building Officials

1022 G Street | Sacramento, CA 95814

Email: info@calbo.org

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.
58th Annual Business Meeting

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.

Wi-Fi | $2500 (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 | $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, February 21, 2020.

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.

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.
### 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, February 21, 2020.*

### 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, February 21, 2020.*

### 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 Transportation | $2500 (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 | $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.
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.

Job Fair and Career Development Day Refreshments | $1500 (1 Sponsor Allowed)
Be a part of CALBO’s efforts to help future generations learn about career opportunities in building and safety by sponsoring morning refreshments at the CALBO Job Fair and Career Development Day on Thursday, April 9, 2020. Refreshments will be provided for all conference attendees. CALBO will provide signage recognizing the 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, February 21, 2020.
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 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
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.
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.
58th Annual Business Meeting

1. Complete general information.

<table>
<thead>
<tr>
<th>CONTACT</th>
<th>TITLE</th>
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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)

- **TIER II SPONSORS**
  - Wi-Fi ($2500)
  - Hotel Key Cards ($2500)
  - Lanyards ($2500)
  - Attendee Bags ($2500)
  - Attendee Polo ($2500)
  - Printed Program ($2500)
  - Welcome Event ($2500)
  - Annual Golf Classic Tournament ($2500)
  - President’s Dinner Transportation ($2500)
  - President’s Dinner Refreshments ($2500)

- **TIER I SPONSORS**
  - President’s Dinner ($5000)

- **TIER III SPONSORS**
  - Chapter Leadership Breakfast ($2000)
  - Job Fair/Career Dev. Day Refreshments ($1500)
  - Attendee Lunch Hats/Shades ($1500)
  - Morning Refreshments ($1000/Day)
  - Afternoon Refreshments ($1000/Day)
  - Attendee Bag Insert ($850)
  - ABM Program Advertisement ($500)

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:**
  - Visa
  - MasterCard
  - AMEX

<table>
<thead>
<tr>
<th>CREDIT CARD NUMBER</th>
<th>EXPRESS</th>
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<th>BILLING ADDRESS</th>
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<table>
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<thead>
<tr>
<th>SIGNATURE</th>
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5. Indicate total pricing:

6. Send form and payment to:

- **Mail:**
  - California Building Officials
  - 1022 G Street | Sacramento, CA 95814
- **Email:** info@calbo.org
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 2019 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 four 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.

<table>
<thead>
<tr>
<th>DATES</th>
<th>LOCATION</th>
<th>TARGET AUDIENCE</th>
<th>PROJECTED ATTENDEES</th>
</tr>
</thead>
</table>
| **NEWPORT BEACH** | August 26-29, 2019 | Newport Beach Marriott  
900 Newport Center Drive | Building Officials and Building Department Staff | 350-400 Daily |
| **SAN RAMON**     | September 9-12, 2019              | San Ramon Marriott  
2600 Bishop Drive | Building Officials and Building Department Staff | 500-600 Daily |
| **ONTARIO**        | October 14-17, 2019               | DoubleTree by Hilton Hotel Ontario Airport | Building Officials and Building Department Staff | 450-550 Daily |
| **BURLINGAME**     | December 16-19, 2019              | Hyatt Regency San Francisco Airport  
1333 Bayshore Highway | Building Officials and Building Department Staff | 350-400 Daily |
2019 Education Weeks

REGISTRATION OPENS

Gold Sponsors: Tuesday, April 30, 2019
Silver Sponsors: Tuesday, May 14, 2019
General: Tuesday, May 21, 2019

REGISTRATION DEADLINE

Newport Beach: Friday, August 9, 2019
San Ramon: Friday, August 23, 2019
Ontario: Friday, September 27, 2019
Burlingame: Tuesday, November 26, 2019

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

<table>
<thead>
<tr>
<th>PACKAGE 1</th>
<th>PACKAGE 2</th>
</tr>
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<tbody>
<tr>
<td>All 4 Education Week Venues</td>
<td>All 4 Education Week Venues</td>
</tr>
<tr>
<td>Full Week at Each Venue</td>
<td>Two Consecutive Days at Each Venue</td>
</tr>
<tr>
<td>Monday – Thursday</td>
<td>Monday/Tuesday OR Wednesday/Thursday</td>
</tr>
<tr>
<td>$4400</td>
<td>$2300</td>
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<table>
<thead>
<tr>
<th>PACKAGE 3</th>
<th>PACKAGE 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>One Education Week Venue</td>
<td>One Education Week Venue</td>
</tr>
<tr>
<td>Full Week at One Venue</td>
<td>Two Consecutive Days at One Venue</td>
</tr>
<tr>
<td>Monday – Thursday</td>
<td>Monday/Tuesday OR Wednesday/Thursday</td>
</tr>
<tr>
<td>$1200</td>
<td>$650</td>
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</tbody>
</table>

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
1:30pm – 1:45pm  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.
2019 Education Weeks

NEWPORT BEACH
August 26-29, 2019
Newport Beach Marriott
900 Newport Center Drive
Newport Beach, CA 92660

SAN RAMON
September 9-12, 2019
San Ramon Marriott
2600 Bishop Drive
San Ramon, CA 94583
2019 Education Weeks

ONTARIO
October 14-17, 2019
Double Tree by Hilton Hotel Ontario Airport
222 North Vineyard Avenue
Ontario, CA 91764

BURLINGAME
December 16-19, 2019
Hyatt Regency San Francisco Airport
1333 Bayshore Highway
Burlingame, CA 94010
2019 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 week, 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 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.
2019 Education Weeks

1 Complete general information.

CONTACT                              TITLE

ORGANIZATION

ADDRESS

CITY                              STATE      ZIP

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

2 Select 2019 Education Weeks participation level.

☑ EXHIBITOR PACKAGES
☐ Package 1 ($4400/All Venues)
☐ Package 2 ($2300/All Venues)
☐ Package 3 ($1200)
☐ Package 4 ($650)

☐ Mon/Tue or ☐ Wed/Thu
☐ Newport Beach or ☐ San Ramon or ☐ Ontario or ☐ Burlingame

☑ SPONSORSHIPS
☐ Lunch & Learn (See Next Page)
☐ Wi-Fi ($5000/Venue)
☐ Giveaway Item/Flyer Lunch Tables Placements ($1000/Day/Venue)
☐ Writing Pen ($1000/Day/Venue)
☐ Refreshment Break ($1000/Day/Venue)

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

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

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

5 Select method of payment.

☐ CREDIT CARDS ACCEPTED: VISA MasterCard AMEX

CREDIT CARD NUMBER                                       EXPIRES

BILLING ADDRESS

CITY                              STATE      ZIP

NAME ON CARD

SIGNATURE

☐ INVOICE: ___________________________________________ ☐ PURCHASE ORDER: ___________________________

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

6 Indicate total pricing:

7 Send form and payment to:

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

Email: info@calbo.org
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 2019 CALBO Education Weeks.

☐ Newport Beach  
   Wednesday, August 28, 2019  
   11:30am – 12:15pm

☐ San Ramon  
   Wednesday, September 11, 2019  
   11:30am – 12:15pm

☐ Ontario  
   Wednesday, October 16, 2019  
   11:30am – 12:15pm

☐ Burlingame  
   Wednesday, December 18, 2019  
   11:30am – 12:15pm

2 Complete application.

PRESENTER(S) NAME(S)

SUPERVISOR(S) NAME(S)

PRESENTER (S) 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.

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

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.
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, 2019
- **Summer Issue** | June 14, 2019
- **Special Edition: Education Weeks** | August 1, 2019
- **Fall Issue** | September 16, 2019
- **Winter Issue** | November 15, 2019
- **Special Edition: Annual Business Meeting** | January 15, 2020

**FILE FORMAT**
- Please submit ads in JPEG file format only.

**MULTIPLE EDITIONS**
- Please note that when signing up for multiple editions, these editions must be consecutive.

### Ad Size

<table>
<thead>
<tr>
<th>Ad Size</th>
<th>File Size Required</th>
<th>Pricing for 3 Editions</th>
<th>Pricing for 1 Edition</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Half Page</strong></td>
<td>900 x 1650 pixels</td>
<td>$495 CALBO MEMBERS</td>
<td>$180 CALBO MEMBERS</td>
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<td>$550 NON-CALBO MEMBERS</td>
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<td><strong>Business Card</strong></td>
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<td>$235 CALBO MEMBERS</td>
<td>$90 CALBO MEMBERS</td>
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<td></td>
<td></td>
<td>$260 NON-CALBO MEMBERS</td>
<td>$100 NON-CALBO MEMBERS</td>
</tr>
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</table>
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.**

   - ☑ CALBO NEWS
     - **AD SIZE**
       - Half Page
       - Quarter Page
       - Business Card
     - **PRICING FOR 3 EDITIONS**
       - CALBO Members ($495)
       - Non-Members ($550)
     - **PRICING FOR 1 EDITION**
       - CALBO Members ($180)
       - Non-Members ($200)

4. **Select method of payment.**

   - ☑ CREDIT CARDS ACCEPTED:
     - VISA
     - MasterCard
     - AMEX
   - CREDIT CARD NUMBER
   - EXPIRES
   - BILLING ADDRESS
   - CITY
   - STATE
   - ZIP
   - NAME ON CARD
   - SIGNATURE
   - ☑ INVOICE:
     - INVOICE NUMBER
     - ORDER:
     - PURCHASE ORDER:
     - 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
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**

<table>
<thead>
<tr>
<th>Pricing</th>
<th>$15 per line</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>50 characters per line</td>
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</tbody>
</table>

How to post a job advertisement.

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. Respond to that email to confirm pricing, and an invoice will be emailed to you.
6. Job Ad will post on the CALBO Online Job Board.