



**2021 SUMMER CONFERENCE AND
MINI-EDUCATION WEEK**

Exhibitor & Sponsorship Programs



Welcome back!

CALBO is excited to officially announce that we will offer two back-to-back exhibiting and sponsorship opportunities from May 17-21, 2021 at the Newport Beach Marriott.

Join us from Monday, May 17 - Tuesday, May 18, as we kick things off with our annual *Summer Conference*. The two-day outdoor exhibiting program will be one you don't want to miss. Each exhibitor will receive their own 10' x 10' tent with a half-wall along the backside to create an intimate setting for you to show off your latest products and services. We have planned plenty of breaks throughout the day to allow face time with attendees. With views of the Pacific Ocean and the aroma of roses, attendees will be sure to enjoy strolling through this "hall".

Then, from Wednesday, May 19 - Friday, May 21, we will move indoors for our traditional exhibitor program. Registrants will be attending professional development training courses, also calling it *CALBO's Mini-Education Week*. Exhibitors will have an ample amount to engage building department staff during one of the four breaks throughout the day, along with an hour-long lunch. Space will be limited as we will follow strict social-distancing guidelines.

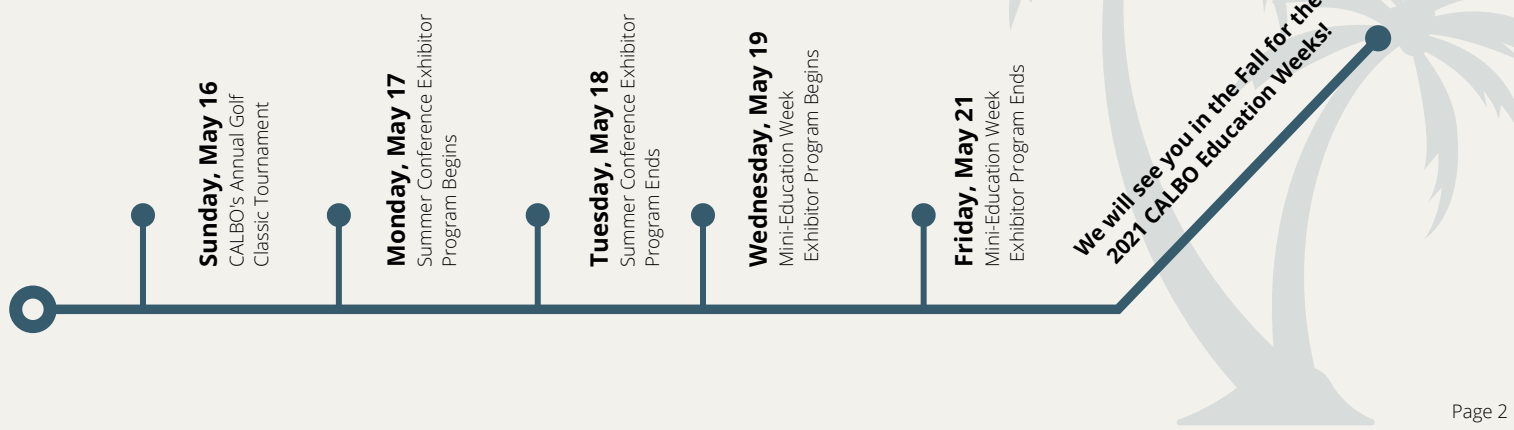
As you start to browse the exhibiting and sponsorship options on the following pages, we would like to take a moment to say thank you. Thank you for your patience and support as we navigate these unprecedented times. We are grateful for your participation at our annual gathering each year and hope you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

Participate in the 2021 CALBO Summer Conference Exhibitor and Sponsorship Program

- Showcase your latest products and services to top departmental staff from around the state.
- Engage face-to-face with building department leaders and staff over the two professional development days.
- Free advertising in the CALBO News, CALBO's bi-monthly newsletter.
- Free advertising in daily attendee emails.

Participate in the 2021 CALBO Mini-Education Exhibitor and Sponsorship Program

- Engage face-to-face with building department leaders and staff over the three training days.
- Recruit new employees from seasoned building department personnel.
- Free advertising in the CALBO News, CALBO's bi-monthly newsletter.
- Free advertising in daily attendee emails.
- Showcase your products and services.



2021 Summer Conference

Monday, May 17 - Tuesday, May 18

Registration Deadline: Wednesday, May 5



Pricing and Amenities

\$1400
10' x 10' tent
Six-foot table
Two chairs
Two lunches per day
Unlimited badges
Contact CALBO for Wi-Fi and electricity information

Lunches

Each exhibiting group receives two lunches on Monday and Tuesday, but additional lunches are available for purchase. Please reference the registration form for pricing.

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.

Cancellation Policy

Written notification of cancellation must be received by Wednesday, May 5, 2021 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.

Exhibitor Program Hours

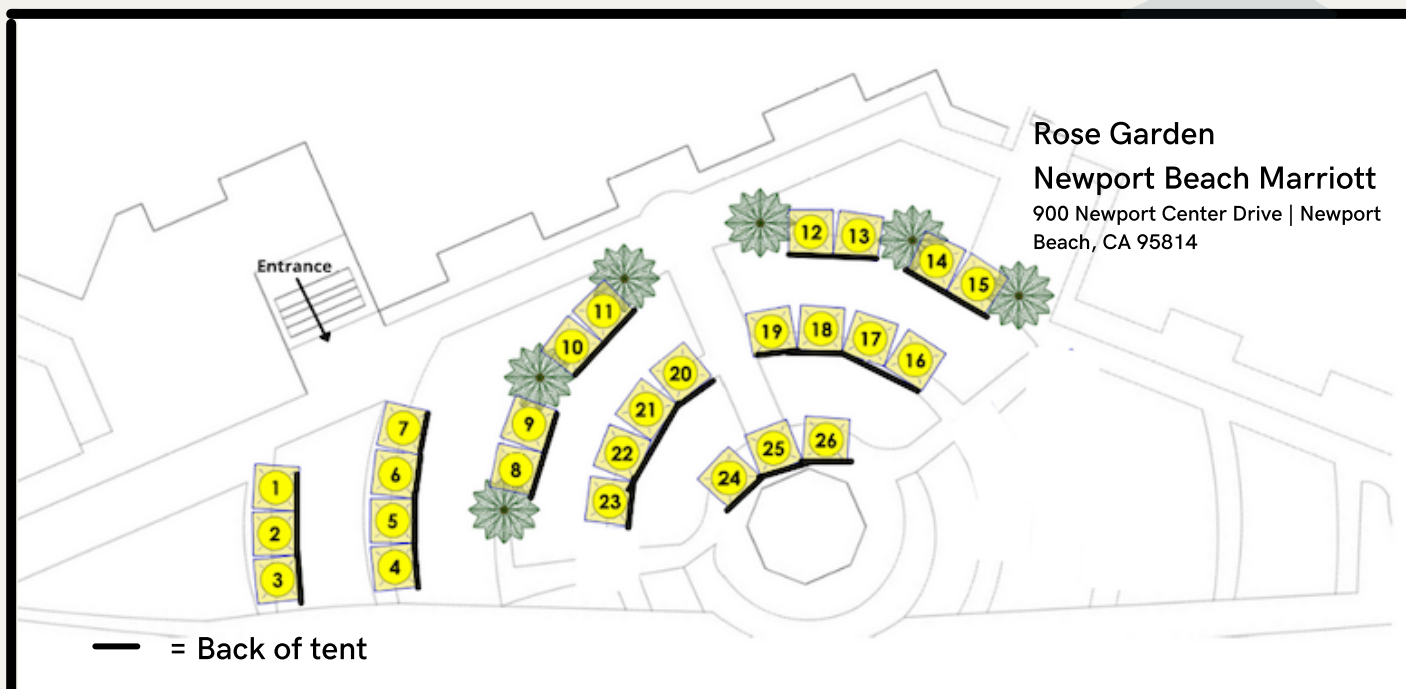
Setup: Monday, May 17 | 8:00 - 11:00am

Hours: Monday, May 17 | 11:30am - 3:00pm

Tuesday, May 18 | 11:00am - 3:00pm

Move-Out: Tuesday, May 18 | 3:00 - 5:00pm

Exhibitor Layout



By registering for the 2021 Summer Conference Exhibitor Program, you agree to the policies listed above. Please direct all inquiries to info@calbo.org or 916.457.1103.

2021 Summer Conference

Much of CALBO's Summer Conference 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's Mask-A-Rade Luncheon | \$5000 (3 Sponsors Allowed)

While we couldn't host a formal President's Dinner this year, who says attendees can't enjoy a lively themed luncheon. Help us create this Mask-A-Rade Luncheon into something attendees talk about for years to come. Imagine your company logo featured throughout this luncheon and seen by all attendees, as they enjoy good food and music. **CALBO will provide the signage and recognition will be featured on all marketing materials.*

Tier II

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

This sponsorship opportunity provides CALBO Summer Conference 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. Please note, this sponsorship is for Monday and Tuesday programming only.*

Live Music at the CALBO's Mask-A-Rade Luncheon | \$3000 (1 Sponsor Allowed)

Did someone say live music? If so, why not sponsor the band featured at the CALBO's Mask-A-Rade Luncheon. Attendees will dine while listening to the best Jazz band in the area! This sponsorship includes event signage, and a chance to introduce the band as a featured sponsor.

Hotel Key Card | \$3000 (1 Sponsor Allowed)

Help professionalize the CALBO Summer Conference by sponsoring a special design that incorporates the Summer Conference 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, April 30, 2021.*

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 Summer Conference! With your sponsorship, attendees will receive the one and only CALBO Summer Conference polo at registration. This giveaway will be used by conference attendees for years to come as they remember more than just the meetings and presentations. **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs. Polo proofs must be submitted to CALBO for approval by Friday, April 23, 2021.*

Summer Conference Welcome Event | \$3000 (1 Sponsor Allowed)

What better way to kick off the Summer Conference than with a welcome party? This official conference-sponsored event has become a favorite tradition among attendees. Make your mark in conference history by hosting this event! CALBO will provide signage at the conference and pre-conference advertisement to attendees and membership. **Additional Sponsor Cost: Sponsor is responsible for all food, beverage, and venue costs and arrangements.*

Annual Golf Classic Tournament | \$3000 (1 Sponsor Allowed)

Support the Summer Conference through sponsorship of this leisure time favorite. The golf tournament will be held in conjunction with the conference. 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.*

2021 Summer Conference

➤ Tier II Continued...

Registration Portal Sponsorship | \$3000 (1 Sponsor Allowed)

Want to reach attendees from day one? Be the featured sponsor of the Summer Conference AND Mini-Education Week online registration portal! This exciting new sponsorship will feature your company and personalized advertisement on the registration portal showcasing your company to each registrant. As online registrations continue to increase, CALBO members will see you as the sponsor of this useful tool!

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.

CALBO's Mask-A-Rade Luncheon Refreshments | \$2500 (1 Sponsor Allowed)

Who doesn't like a refreshing beverage before lunch? Help kick off the CALBO's Mask-A-Rade Luncheon by sponsoring refreshments for attendees. CALBO will provide signage.

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 2021 Summer Conference in Newport Beach. With the approval of this design, CALBO will assist in featuring your logo on the cardboard backing on each individual pin. Each ABM attendee will receive a pin with their registration, and your company will be featured on ABM signage throughout the event. **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of pins.*

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

Why not help attendees to stay hydrated? Provide all ABM attendees with a reusable water bottle that can be used around the ABM and back home at the office. This is always a "must-have" for conference attendees. **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of bottles.*

➤ Tier III

Attendee Lunch Hats | \$1500 (1 Sponsor Allowed)

Help attendees stay cool during lunch by providing hats 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 a souvenir! CALBO will provide signage recognizing the sponsor. **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the hats.*

Attendee Sunglasses | \$1500 (1 Sponsor Allowed)

Encourage conference attendees to spend time in the outdoor expo hall by providing them sunglasses featuring your company logo. It's a perfect opportunity to provide attendees with a souvenir! CALBO will provide signage recognizing the sponsor. **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the shades.*

Morning Refreshments | \$1250 (1 Sponsor Per Day)

Help conference 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 our Summer Conference. 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, May 7, 2021.*

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

Imagine everyone sitting in a session and staring at your company's logo... we can make that happen! Have your company logo and a personalized advertisement featured at the opening of a session of your choice. This sponsorship allows your company to be predominately featured in a session of your choice, front and center, at the start of the program. **NOTE: Sponsor is responsible for emailing CALBO the advertisement by Friday, April 30, 2021.*

2021 Summer Conference

Monday, May 17 - Tuesday, May 18

Registration Deadline: Wednesday, May 5

Registration
Form

1 Complete general information.

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

2 Select 2021 Summer Conference participation level.

Exhibitor

- ☐ **Booth** (\$1400)
Indicate Quality if Needed
- ☐ Add'l Monday Lunch (\$45)
- ☐ Add'l Tuesday Lunch (\$45)

Tier I Sponsor

- ☐ **CALBO's Mask-A-Rade Luncheon** (\$5000)

Tier II Sponsors

- ☐ **Live Music at CALBO's Mask-A-Rade Luncheon** (\$3000)
- ☐ **WiFi** (\$3000)
- ☐ **Hotel Key Card** (\$3000)
- ☐ **Lanyards** (\$3000)
- ☐ **Attendee Bags** (\$3000)
- ☐ **Attendee Polo** (\$3000)
- ☐ **Welcome Event** (\$3000)
- ☐ **Annual Golf Classic Tournament** (\$3000)
- ☐ **Registration Portal Sponsorship** (\$3000)
- ☐ **CALBO's Mask-A-Rade Luncheon Refreshments** (\$2500)
- ☐ **Attendee Water Bottle** (\$2500)
- ☐ **Chapter Leadership Breakfast** (\$2500)
- ☐ **Commemorative Pins** (\$2500)

Tier III Sponsors

- ☐ **Attendee Lunch Hats** (\$1500)
- ☐ **Attendee Sunglasses** (\$1500)
- ☐ **Morning Refreshments** (\$1250 per day)
- ☐ **Afternoon Refreshments** (\$1250 per day)
- ☐ **Daily Advertisement in Conference Session** (\$1250 per Conference Session)
- ☐ **Daily Advertisement in Highlight Email** (\$1250 per day)

3 EXHIBITOR ONLY: Select Booth preferences.

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

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

4 Select method of payment.

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

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

☐ **Invoice:** _____ ☐ **Purchase Order:** _____

☐ **Check: Please mail to indicated address.**

5 Indicate total pricing:

6 Send form and payment to:

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



Written notification of cancellation must be received by Wednesday, May 5, 2021 for a 75% refund. Any cancellation after this date is non-refundable. No-shows are non-refundable and are responsible for the full registration fee.

2021 Mini-Education Week

Wednesday, May 19 - Friday, May 21

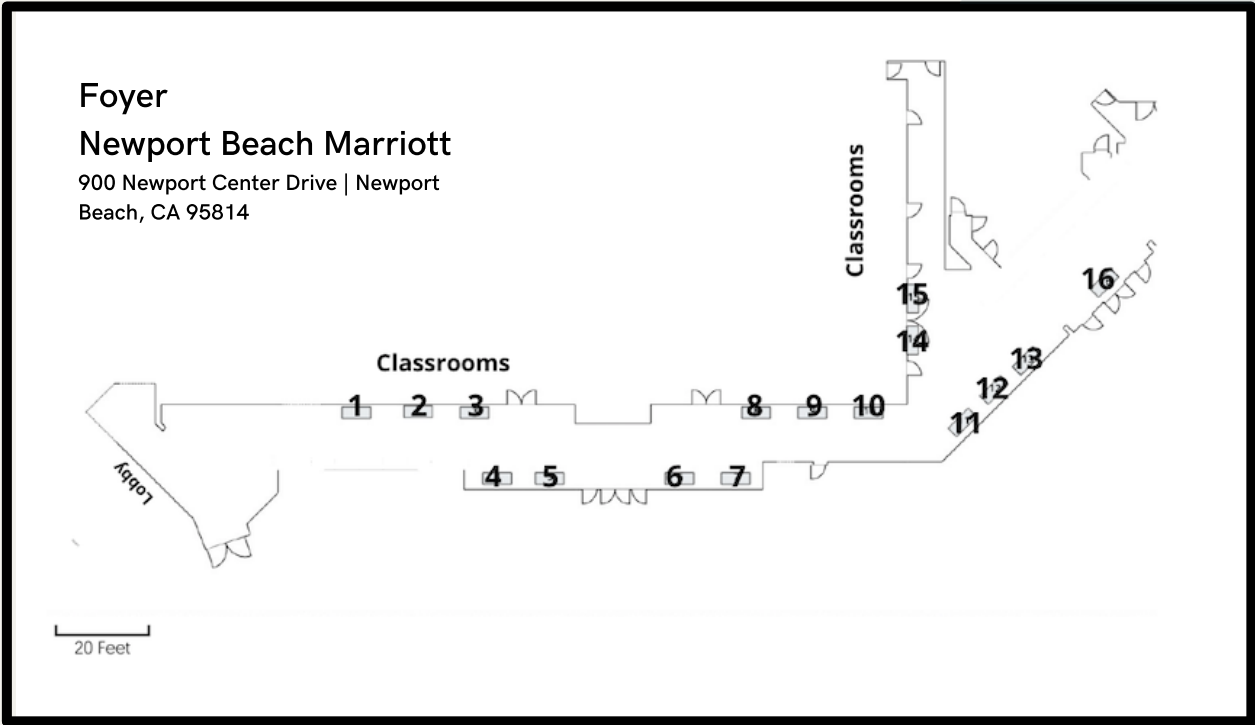
Registration Deadline: Wednesday, May 5



Pricing and Amenities	<ul style="list-style-type: none">\$950Six-foot draped tableTwo chairsUnlimited badgesTwo lunches per dayContact CALBO for Wi-Fi and electricity information
Booth Assignments	<p>All table selections are first-come, first served. Submission of the exhibitor program registration form does not guarantee table choice. Table assignments are to be confirmed by CALBO staff upon submission of registration.</p>
Lunches	<p>Each exhibiting group receives two lunches on Wednesday, Thursday and Friday, but additional lunches are available for purchase. Please reference the registration form for pricing.</p>
Cancellation Policy	<p>Written notification of cancellation must be received by Wednesday, May 5, 2021 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.</p>

Exhibitor Program Hours
Setup: Wednesday, May 19 | 6:30 -7:00am
Hours: Wednesday, May 19 | 7:00am -3:00pm
Thursday, May 20 | 7:00am - 3:00pm
Friday, May 21 | 7:00am - 3:00pm
Move-Out: Friday, May 21 | 3:00 - 5:00pm

Exhibitor Layout



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2021 Mini-Education Week

Wednesday, May 19 - Friday, May 21

Much of CALBO's success is due to the support of our sponsors. The information below highlights the upcoming Mini-Education Week sponsorship opportunities. By becoming a sponsor, you will show support for the building and safety community and gain recognition well beyond training attendees.

Sponsorship Program Details

Sponsorship Opportunities

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

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. Please note, this sponsorship is only for Wednesday, Thursday and Friday programming.*

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

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Afternoon Refreshments | \$1250 (1 Sponsor Per Day)

Help us provide afternoon refreshments to building officials, building department personnel, and industry representatives who attend our Mini Education Week. CALBO will provide signage recognizing the sponsor on the day(s) of their sponsorships.

Morning Refreshments | \$1250 (1 Sponsor Per Day)

Help conference 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.

Writing Pen | \$1000 (1 Sponsor Per Day)

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. **Additional Sponsor Cost: Sponsor is responsible for the production and shipment costs of the writing pens.*

Making CALBO history!

What to expect from the hybrid Mini-Education Week?

Founded in 1962, CALBO is 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.

With those goals in mind, the CALBO Board of Directors and CALBO Training Institute thought of innovative ways to best serve membership during the COVID-19 pandemic, thus our first hybrid Education Week was launched in December 2020.

For the first time ever, CALBO hired a professional production team to livestream courses to allow anyone throughout California to gain much-needed code training. This innovative event also expanded the outreach of our sponsors. Over 2,600 students were trained at this virtual and in-person Education Week – the largest CALBO training event ever.

With the launch of the 2021 Mini-Education Week from May 19-21, 2021 in Newport Beach, we expect to receive the same level of success and jurisdictional participation. We invite you to be a part of CALBO's history by becoming a sponsor! Thank you for your consideration and participation.



2021 Mini-Education Week

Wednesday, May 19 - Friday, May 21

Registration Deadline: Wednesday, May 5

Registration
Form

1 Complete general information.

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

2 Select 2021 Mini-Education Week participation level.

Exhibitor

☐ **Booth** (\$950)

Indicate Quality if Needed

☐ Add'l Wednesday Lunch (\$45)

☐ Add'l Thursday Lunch (\$45)

☐ Add'l Friday Lunch (\$45)

Sponsorship Opportunities:

☐ **Wi-Fi** (\$3000)

☐ **Morning Refreshments** (\$1250 per day)

☐ **Afternoon Refreshments** (\$1250 per day)

☐ **Daily Advertisement in Highlight Email** (\$1250 per day)

☐ **Writing Pen** (\$1000 per day)

3 EXHIBITOR ONLY: Select Booth preferences. (Booths are assigned on availability - top choices are not guaranteed. See layout on page 6)

1st Choice _____

2nd Choice _____

3rd Choice _____

4th Choice _____

4 Select method of payment.

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

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

☐ **Invoice:** _____ ☐ **Purchase Order:** _____

☐ **Check: Please mail to indicated address.**

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