

CALIFORNIA  
BUILDING OFFICIALS

2019 - 2020

# Media Packet



*Building a Stronger California*

sponsoring

| exhibiting

| advertising

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**General Information**

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 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.



## Annual Partnerships

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.



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.



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.



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.

Associate Membership for the 2019-20 Membership Year.

	GOLD	SILVER	BRONZE
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	✓	✓	✓
	3 Weeks	1 Week	

# 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.

\$15,000  **GOLD**  \$11,000  **SILVER**  \$6,500  **BRONZE**

## 3 Select method of payment.

CREDIT CARDS ACCEPTED:   

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRES \_\_\_\_\_

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](mailto:info@calbo.org)





# 58th Annual Business Meeting

<b>DATES</b>	● April 5-9, 2020
<b>LOCATION</b>	● Hyatt Regency Indian Wells Resort and Spa 44600 Indian Wells Lane   Indian Wells, CA 92210
<b>TARGET AUDIENCE</b>	● Building Officials and Building Department Staff
<b>PROJECTED ATTENDEES</b>	● 300+
<b>REGISTRATION OPENS</b>	● <b>Gold Sponsors:</b> Tuesday, April 30, 2019 <b>Silver Sponsors:</b> Tuesday, May 14, 2019 <b>General:</b> Tuesday, May 21, 2019
<b>REGISTRATION CLOSES</b>	● <b>Deadline:</b> 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](mailto: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 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.*



# 58th Annual Business Meeting

## 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, 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.



# 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.



### **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

<b>DATES</b>	● April 5-9, 2020
<b>LOCATION</b>	● Hyatt Regency Indian Wells Resort and Spa 44600 Indian Wells Lane   Indian Wells, CA 92210
<b>TARGET AUDIENCE</b>	● Building Officials and Building Department Staff
<b>PROJECTED ATTENDEES</b>	● 300+
<b>REGISTRATION OPENS</b>	● <b>Gold Sponsors:</b> Tuesday, April 30, 2019 <b>Silver Sponsors:</b> Tuesday, May 14, 2019 <b>General:</b> Tuesday, May 21, 2019
<b>REGISTRATION DEADLINE</b>	● Friday, March 20, 2020
<b>PRICING AND AMENITIES</b>	● \$1400 8-foot by 10-foot Booth 6-foot Tabletop Pipe and Drape Display Sign 2 Chairs Wastebasket Unlimited Badges
<b>SCHEDULE</b>	● <b>Set-Up:</b> Tuesday, April 7, 2020   8:00am – 12:00pm <b>Hours:</b> Tuesday, April 7, 2020   12:00pm – 4:45pm Wednesday, April 8, 2020   8:30am – 4:45pm Thursday, April 9, 2020   8:30am – 12:00pm <b>Move-Out:</b> Thursday, April 9, 2020   12:00pm – 2:00pm
<b>TRADESHOW SERVICES</b>	● <b>Tradeshow Services</b> <b>Registration:</b> Watch for notification by email. Our tradeshow services vendor will contact each exhibitor with the necessary paperwork for all both needs. <b>Shipping:</b> All shipping for the conference is coordinated through our tradeshow services vendor. <b>Electricity/Wi-Fi:</b> Provided only upon request through our tradeshow services vendor. Please note Wi-Fi is a sponsorship option for the conference.
<b>LUNCHES</b>	● Each exhibiting group receives two lunches on Tuesday, Wednesday, and Thursday, but additional lunches are available for purchase. Please reference registration form for pricing.
<b>CANCELLATION POLICY</b>	● 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.



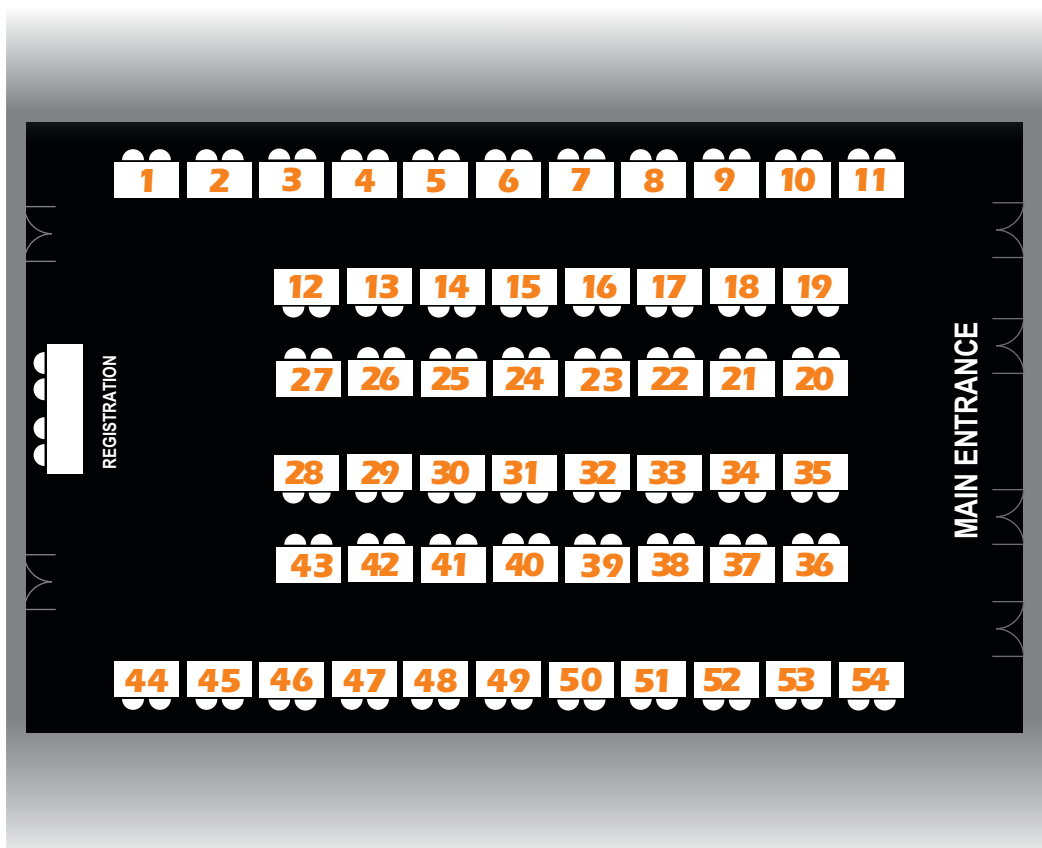
By registering for the ABM Exhibitor Program, you agree to the policies listed above. Please direct all inquiries to [info@calbo.org](mailto:info@calbo.org) or 916.457.1103.

# 58th Annual Business Meeting

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)  
 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 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:**   

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRES \_\_\_\_\_

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](mailto:info@calbo.org)



# 2019 Education Weeks

## NEWPORT BEACH

DATES  
LOCATION

TARGET AUDIENCE  
PROJECTED ATTENDEES

August 26-29, 2019  
Newport Beach Marriott  
900 Newport Center Drive | Newport Beach CA 92660  
Building Officials and Building Department Staff  
350-400 Daily

## SAN RAMON

DATES  
LOCATION

TARGET AUDIENCE  
PROJECTED ATTENDEES

September 9-12, 2019  
San Ramon Marriott  
2600 Bishop Drive | San Ramon, CA 94583  
Building Officials and Building Department Staff  
500-600 Daily

## ONTARIO

DATES  
LOCATION

TARGET AUDIENCE  
PROJECTED ATTENDEES

October 14-17, 2019  
DoubleTree by Hilton Hotel Ontario Airport  
222 North Vineyard Avenue | Ontario, CA 91764  
Building Officials and Building Department Staff  
450-550 Daily

## BURLINGAME

DATES  
LOCATION

TARGET AUDIENCE  
PROJECTED ATTENDEES

December 16-19, 2019  
Hyatt Regency San Francisco Airport  
1333 Bayshore Highway | Burlingame, CA 94010  
Building Officials and Building Department Staff  
350-400 Daily

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.



# 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**

<p><b>PACKAGE 1</b> All 4 Education Week Venues Full Week at Each Venue Monday – Thursday \$4400</p>	<p><b>PACKAGE 2</b> All 4 Education Week Venues Two Consecutive Days at Each Venue Monday/Tuesday OR Wednesday/Thursday \$2300</p>
<p><b>PACKAGE 3</b> One Education Week Venue Full Week at One Venue Monday – Thursday \$1200</p>	<p><b>PACKAGE 4</b> One Education Week Venue Two Consecutive Days at One Venue Monday/Tuesday OR Wednesday/Thursday \$650</p>
  
- 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**

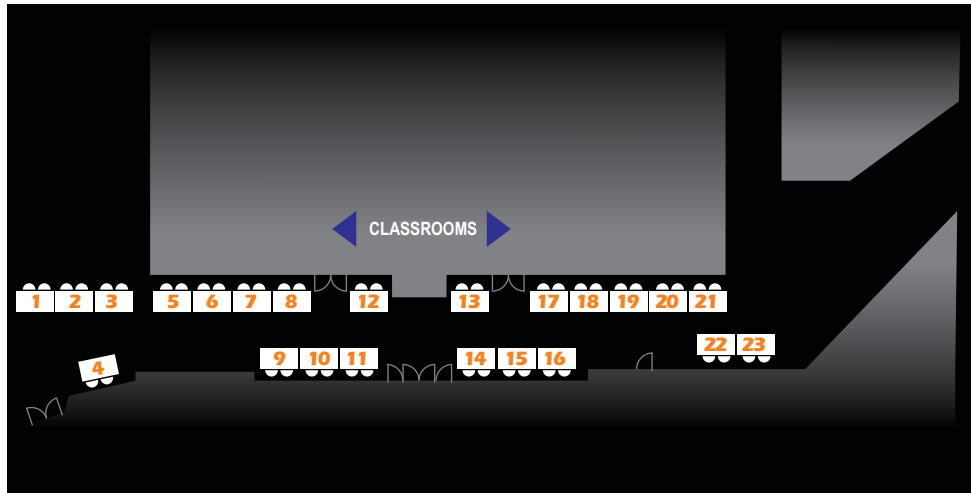
  - Exhibiting companies receive two lunches per day. Additional lunches are available for \$45 per lunch.
  
- CANCELLATION POLICY**

  - 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

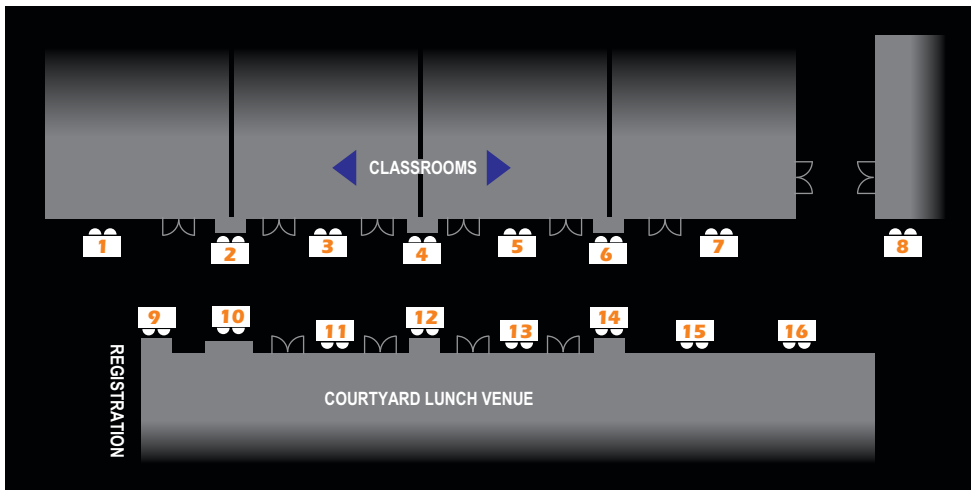
## NEWPORT BEACH

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



## SAN RAMON

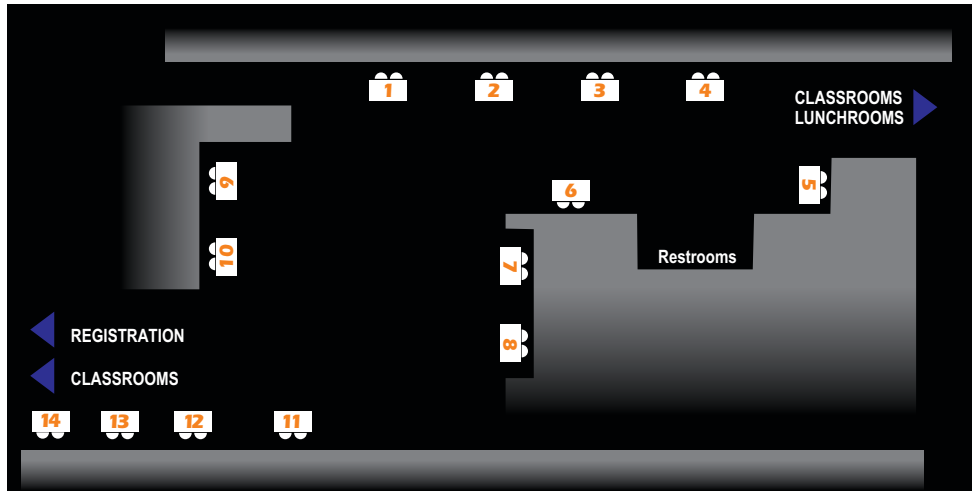
September 9-12, 2019  
San Ramon Marriott  
2600 Bishop Drive  
San Ramon, CA 94583



# 2019 Education Weeks

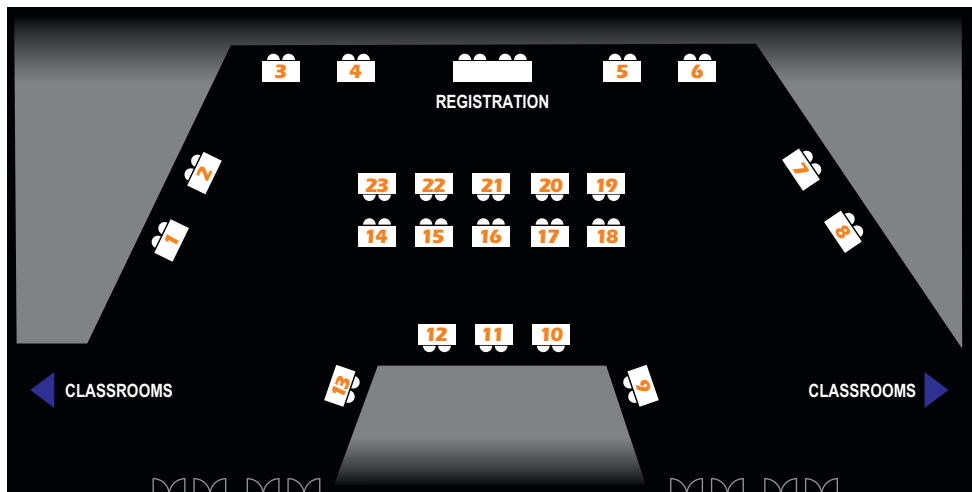
## ONTARIO

October 14-17, 2019  
 DoubleTree 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](mailto: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



**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 2019 Education Weeks participation level.

### EXHIBITOR PACKAGES

- Package 1** (\$4400/All Venues)
- Package 2** (\$2300/All Venues)
  - Mon/Tue **or**  Wed/Thu
- Package 3** (\$1200)
  - Newport Beach **or**  San Ramon **or**  Ontario **or**  Burlingame
- Package 4** (\$650)
  - Mon/Tue **or**  Wed/Thu **and**
  - Newport Beach **or**  San Ramon **or**  Ontario **or**  Burlingame

### SPONSORSHIPS

- Lunch & Learn** (See Next Page)
- Wi-Fi** (\$5000/Venue)
  - Newport Beach  San Ramon  Ontario  Burlingame
- Giveaway Item/Flyer** Lunch Tables Placements (\$1000/Day/Venue)
  - Newport Beach  San Ramon  Ontario  Burlingame
- Writing Pen** (\$1000/Day/Venue)
  - Newport Beach  San Ramon  Ontario  Burlingame
- Refreshment Break** (\$1000/Day/Venue)
  - Newport Beach  San Ramon  Ontario  Burlingame

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

<b>NEWPORT BEACH:</b>	1st Choice _____	2nd Choice _____	3rd Choice _____	4th Choice _____
<b>SAN RAMON:</b>	1st Choice _____	2nd Choice _____	3rd Choice _____	4th Choice _____
<b>ONTARIO:</b>	1st Choice _____	2nd Choice _____	3rd Choice _____	4th Choice _____
<b>BURLINGAME:</b>	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

<b>NEWPORT BEACH:</b>	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday
<b>SAN RAMON:</b>	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday
<b>ONTARIO:</b>	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday
<b>BURLINGAME:</b>	_____ Monday	_____ Tuesday	_____ Wednesday	_____ Thursday

## 5 Select method of payment.

**CREDIT CARDS ACCEPTED:**   

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRES \_\_\_\_\_

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](mailto:info@calbo.org)



# 2019 Education Weeks

## Lunch and Learn Program



**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

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 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.



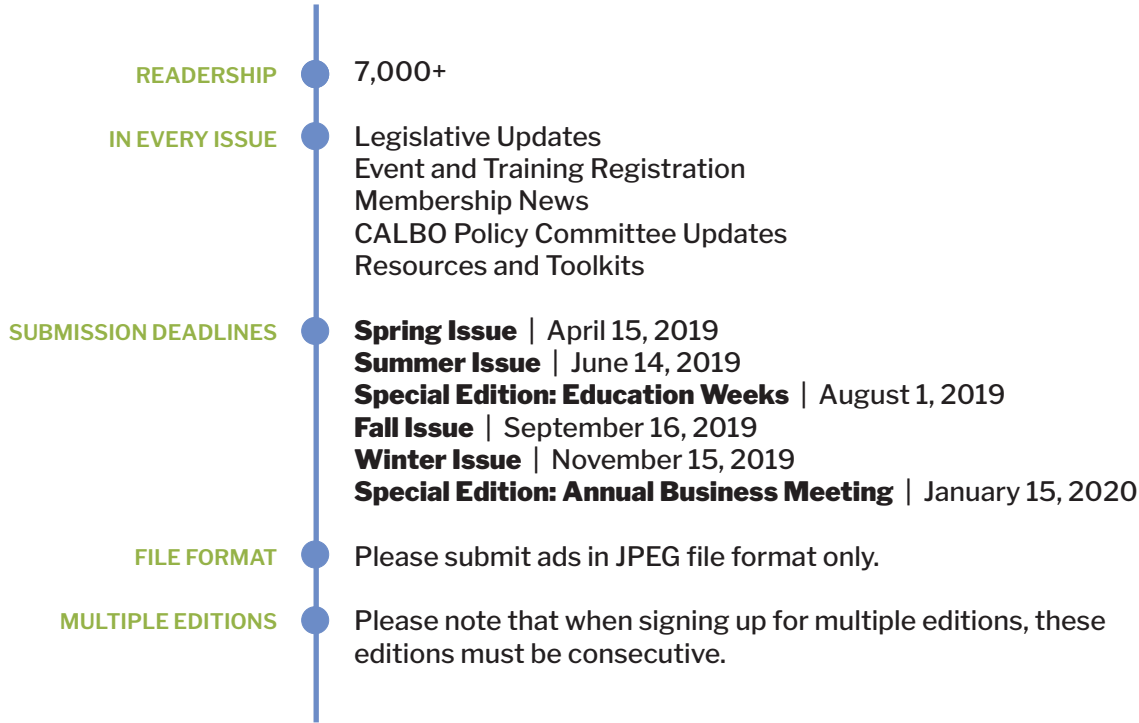
**Mail:**  
California Building Officials  
1022 G Street | Sacramento, CA 95814



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

# 2019 -20 CALBO News Advertising Opportunities

The CALBO News is a bi-monthly electronic publication of the California Building Officials for its members and industry representatives.



Ad Size	File Size Required	Pricing for 3 Editions	Pricing for 1 Edition
<b>Half Page</b>	900 x 1650 pixels	\$495 CALBO MEMBERS \$550 NON-CALBO MEMBERS	\$180 CALBO MEMBERS \$200 NON-CALBO MEMBERS
<b>Quarter Page</b>	900 x 1050 pixels	\$380 CALBO MEMBERS \$420 NON-CALBO MEMBERS	\$135 CALBO MEMBERS \$150 NON-CALBO MEMBERS
<b>Business Card</b>	900 x 600 pixels	\$235 CALBO MEMBERS \$260 NON-CALBO MEMBERS	\$90 CALBO MEMBERS \$100 NON-CALBO MEMBERS

# 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
Half Page	<input type="checkbox"/>	<input type="checkbox"/> CALBO Members (\$495) <input type="checkbox"/> Non-Members (\$550)	<input type="checkbox"/> CALBO Members (\$180) <input type="checkbox"/> Non-Members (\$200)
Quarter Page	<input type="checkbox"/>	<input type="checkbox"/> CALBO Members (\$380) <input type="checkbox"/> Non-Members (\$420)	<input type="checkbox"/> CALBO Members (\$135) <input type="checkbox"/> Non-Members (\$150)
Business Card	<input type="checkbox"/>	<input type="checkbox"/> CALBO Members (\$235) <input type="checkbox"/> Non-Members (\$260)	<input type="checkbox"/> CALBO Members (\$90) <input type="checkbox"/> Non-Members (\$100)

## 4 Select method of payment.

CREDIT CARDS ACCEPTED:   

CREDIT CARD NUMBER \_\_\_\_\_ EXPIRES \_\_\_\_\_

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 \_\_\_\_\_

## 5 Send form and payment to:

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

 **Email:** [info@calbo.org](mailto: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](http://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](http://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 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.

