



California APCO State Conference

September 30 – October 3, 2024



Hosted by Southern and Northern California APCO

Hyatt Regency - Garden Grove, CA
11999 Harbor Blvd, Garden Grove, CA 92840
714-750-1234

Ron Dunn
Conference Co-Chair
rdunn@riversideca.gov

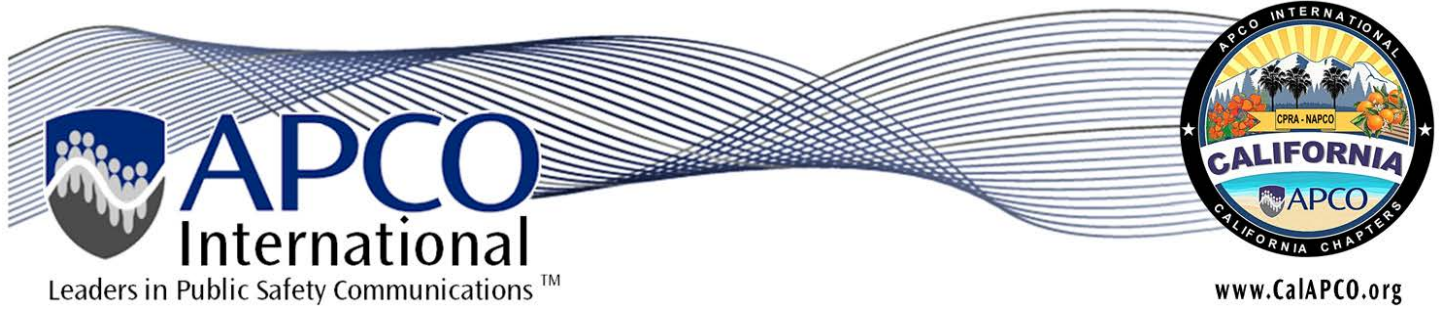
Manny Vierra
Conference Co-Chair
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www.CalAPCO.org

Corporate Partner Packet

January 30, 2024



The 2024 California APCO Annual State Conference is being hosted by the Northern and Southern California Chapters of APCO International. This Conference is sure to attract members from the entire Country; especially those in the Western Region and the States of California, Nevada, and Arizona. With the next several APCO International Conferences being held East of the Mississippi in Orlando in 2024, Baltimore in 2025, and then San Antonio in 2026, this Annual Conference will provide the best opportunity to connect with public safety communications professionals on the West Coast.



Hyatt Regency, Garden Grove, California

Only a few blocks from the Anaheim Convention Center, Downtown Disney and Disneyland Park, the Hyatt Regency is the ideal Conference location. All activities will be held at the host hotel, including over 17,000 square feet of available exhibit space, private VIP Room available for customer meetings, (5) large classrooms, and a general session venue able to seat over 600.

You Could Be Here

Make sure your company is represented at the premier Public Safety Communications event in California. Meet decision makers from 9-1-1, Police, Fire, EMS, Forestry, Local Government, Tribal and Military.



A Schedule Focused on Having Quality Exclusive Exhibitor Opportunities

In an effort to host a quality event and to maximize participation, the conference organizing committee has planned for 8 hours of exclusive Exhibit Hall time with plans to provide lunches both days to those with full conference passes. Tuesday evening is open to allow for corporate hosted events (companies must make their own arrangements). There are 12 session times with 4 Professional Development Tracks per session. There will be plenty to do for everyone!

Monday – September 30, 2024

08:00 — 17:00 California P.O.S.T Training
17:00 — 20:00 **Welcome Reception** - All Attendees
(Light hors d'oeuvres served & cocktails Available)

Tuesday – October 1, 2024

08:30 — 10:00 Opening General Session/Keynote
10:00 — 17:00 Exhibits Hall Grand Opening
11:30 — 13:30 **Lunch in the Exhibits Hall**
14:00 — 17:00 Professional Development Tracks
****4 hours exclusive exhibits time**



Wednesday – October 2, 2024

08:00 — 10:00 Professional Development Tracks
08:00 — 16:00 Exhibits Hall Open
11:30 — 13:30 **Lunch in the Exhibits Hall**
14:00 — 17:00 Professional Development Tracks
18:30 — 22:00 **“Evening with the Stars” – Live Music, Food, and Fun**
****4 hours exclusive exhibits time**

Thursday – October 3, 2024

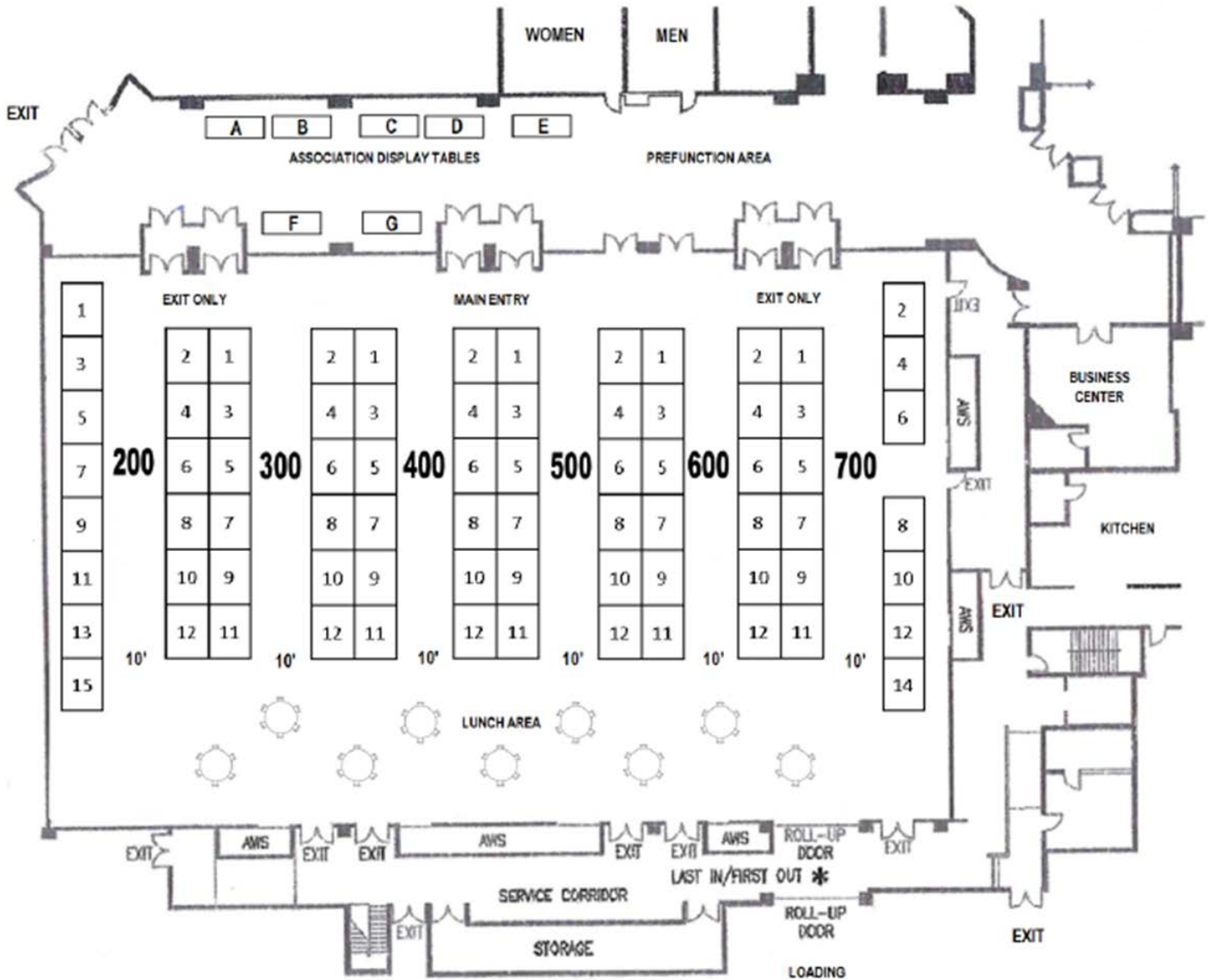
08:00 — 12:00 Professional Development Tracks
13:00 — 15:00 Closing Keynote: Norma Torres-911 Saves Act Update
Conference Wrap Up/Closing Remarks
Attendee Grand Prize Drawing (must be present)
California APCO Joint Chapter Meeting



Exhibit Floor Layout (not to scale) – Over 17,000 Square Feet!

GRAND BALLROOM

105' x 163' Area
CEILING HEIGHT 24'



HYATT REGENCY ORANGE COUNTY

GARDEN GROVE, CALIFORNIA

ALL BOOTHS 8'x10' UNLESS OTHERWISE NOTED. TOTAL 75 BOOTHS

You will be contacted beginning May 1, 2024, for booth selection.
Priority will be based on level of sponsorship and date of registration.

CalAPCO Exhibit & Corporate Partnership Opportunities

One Company per Booth – No Sharing Spaces



Diamond Tier - \$10,000

Ruby Tier - \$6,000

Emerald Tier - \$4,000

Exhibit space with higher visibility to attendees has been assigned for Diamond, Ruby, and Emerald Partnerships.

Corporate Partner Packages

Diamond Partner Package - \$10,000 (Total of 2)

- 10 minutes of exclusive time to address attendees with a partner specific agenda during a pre-scheduled time within the first 2 days of the conference.
- 2 included booth spaces with priority choice of location - Larger booth space option available for purchase
- 4 Full Vendor Attendee registrations
- VIP Room – Private meeting room for client meetings and private demos (Where will this be?)
- Attendee list with emails – provided 2 weeks in advance of the conference
- Company name/logo prominently displayed throughout the venue, mobile event app/website
- First right of refusal for Diamond Partnership for 2025 California APCO Conference
- One year on the California APCO website with a hyperlink to directly to the vendor website
- Company swag can be provided to be included in attendee bag
- Corporate Partner designation and use of the California APCO Corporate Partner Logo

Ruby Partner Package - \$6,000 (Total of 4)

- 2 included booth spaces with priority choice of location - Larger booth space option available for purchase
- 4 Full Vendor Attendee registrations
- Attendee list with emails – provided 2 weeks in advance of conference
- Company name/logo featured in the venue and mobile app/website
- One year on the California APCO website with a hyperlink to directly to the vendor website
- Corporate Partner designation and use of the California APCO Corporate Partner Logo

Emerald Partner Package - \$4,000 (Total of 8)

- 1 included booth spaces with priority choice of location - Larger booth space options available for purchase
- 2 Full Vendor Attendee registrations
- Company name/logo featured in the venue and mobile app/website
- One year on the California APCO website with a hyperlink to directly to the vendor website
- Corporate Partner designation and use of the California APCO Corporate Partner Log

General Exhibit Space Options

All packages include a (8x10 booth), one (1) table (6 foot), two (2) chairs, one (1) trash can, and one (1) 15-amp electrical circuit outlet. Note: If additional electrical is required, contact the designated Drayage Company directly for pricing. Each booth space includes 2 full Vendor Registrations with full access to the conference and all additional events. Arrangements for internet access can be made with the Drayage Company for an additional charge.

If additional booth attendants are required, Booth Attendant registrations can be purchased for \$50 per attendant. These include access to the Exhibit Hall and lunch for both days. Access to all other events are not included with the Booth Attendant registration.

*** Please plan on providing 1-2 door prizes from your company that you can award to those that attend your booth.**

Booth Package Pricing

Corporate Partner Booth Package Tier - \$1,550

- 1 Included 8' x 10' booth space in the general exhibit area
- 2 Full attendee registrations
- Company name/logo in mobile app

Corporate Partner Booth Package Tier 2 - \$2,800

- 2 Included adjoining 8' x 10' booth spaces in the general exhibit area
- 4 Full attendee registrations
- Company name/logo in mobile app

Corporate Partner Booth Package Tier 4 - \$5,500

- 4 Included adjoining booth spaces in the general exhibit area
 - 32' x 10' or 16' x 20' options available
- 8 Full attendee registrations
- Company name/logo in mobile app

Registration and Passes for Corporate Partner Attendees

- Full Conference Registrations may be purchased for \$300/person, if purchased prior to September 1, 2024. Registrations after September 1, 2024 will be \$400/person. These discounted registrations will allow your company to “sponsor” an attendee to attend the entire conference and all included events.
- Complimentary “Exhibit Hall” passes will be available through the event registration site. Prospective customers that will be meeting with a partner at their booth can register for these passes through the event website. The passes do not provide access to any other event within the conference.

If a vendor registers to attend the 2024 California APCO State Conference as an attendee only, and not part of a paid Corporate Partner, the vendor may not wear company shirts, present, advertise or hand out business cards to attendees during the conference. If violated, the vendor will be asked to leave without refund of their attendance fee.

Additional Sponsorship Opportunities

- Registration/Badge & Lanyard - \$6,000
 - Company name and logo on the badge holders and lanyards
- Wednesday Evening Under the Stars - \$8,000
 - Beverage sponsorship (drink tickets)
 - 5-minute acknowledgement address during the event
 - Name and logo on signage and promotional materials
- Lunch Sponsorship (Tuesday and Wednesday) - \$5,000 each day
 - Name and Logo on Daily Lunch Tickets
 - Name and Booth location on signage for that day
- Opening Welcome Reception - \$1,000 (multiple sponsors option)
 - Chance for a company spokesperson to address the attendees before the opening of the exhibit hall
- Attendee Bag Sponsorship - \$3,000
 - Approved monochrome logo to be applied alongside the conference logo on the attendee bags provided to all registered attendees
- Custom Bag Stuffer (Logo'd notebook, etc.) - \$500 plus provided item



Corporate Sponsorship Show Information



Only one company per booth - no shared booths will be allowed.
Registration must be received by September 3, 2024.
Payment in full must be made by September 3, 2024
Booth selection will be only upon payment in full.
Cancellation no later than September 3, 2024.
Cancellations after September 3, 2024 or a no-show will result in a forfeit of funds.

View event details at www.CalAPCO.org

Register Your Company today. Early registrations receive priority booth selection.

**Register
Now**

Event Host Hotel Reservations

Exhibitors wishing to stay at the host hotel (Hyatt Regency, Garden Grove) can make event group rate reservations at the following link:

<https://www.hyatt.com/en-US/group-booking/ALICA/G-IC24>

Facility Contact

The event contact at the host facility is: Tricia Smith, Event Planning Manager
Phone: 714-740-6014

Shipping Instructions

California APCO will have a designated Drayage Company to accept and deliver booths and materials to the exhibit site. Exhibitors are required to make these arrangements with the designated Drayage Company. Please see separate instructions for shipping information.

Power/Audio Visual/Wi-Fi

Additional Power, Audio Visual, and Wifi services shall be arranged through the designated Drayage Company by the exhibitor.

Parking

Parking shall be the sole responsibility of the exhibitor. Self Parking will be discounted for the event and will be \$20/car each night. Valet parking will be at the prevailing rate.

Setup/Exhibit Hours/Teardown

Monday, September 30th

12:30 PM - 4:30 PM - Vendor Setup

Tuesday, October 1st

8:00 AM - 9:00 AM - Vendor Setup

10:00 AM - 5:00 PM - Exhibit Hall Grand Opening

10:00 AM - 2:00 PM - Exclusive Exhibit Time

Wednesday, October 2nd

8:00 AM - 4:00 PM - Exhibit Hall Open

10:00 AM - 2:00 PM Exclusive Exhibit Time

4:30 PM - Teardown not to begin until after the exhibit hall closes.

Compliance

Each exhibitor agrees to comply with all federal, state, and local laws and ordinances applicable to the space leased, and such rules and regulations as may be deemed necessary by California APCO, the Exhibits Chairperson, and or the exposition facility. This includes any public health directives related to an ongoing public health emergency such as the Covid-19 pandemic.

Extenuating Circumstances

California APCO will not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions caused by labor disputes, work stoppages, government order, emergency, or other circumstances beyond its control.

Fire Safety

All existing fire codes must be complied with.

Indemnification

The exhibitors shall indemnify California APCO (NAPCO and CPRA Chapters), all co-sponsoring organizations, the official contractors, and facility management against, and hold them harmless from any complaints, suits, or liability from negligence of the exhibitor in connection with the exhibitor's use of exhibitor space or loss, to dismantle, dispose of, store, and clear from the premises any display.

Installation and Removal of Exhibits/Tables

All displays must be erected and open for viewing in accordance with the official conference schedule. Goods received after the opening of the event must be delivered to the booth at a pre-arranged time other than official exhibit hours. The deadline for removal of all materials from the exhibit areas will be enforced. Exhibits shall not be dismantled while the exhibits are still open for viewing. It is the sole responsibility of each exhibitor to have materials packed, identified, and cleared for shipment at such time. The Exhibits Chairperson reserves the right with no liability whatsoever for damage, spoilage, and loss, to dismantled, dispose of, store, and clear from the premises any display material, goods, property, or merchandise of any exhibitor who has failed to comply with the above requirement, or for such work to be done at the sole expense of the exhibitor.

Liability and Insurance

Responsible precautions will be taken by California APCO to protect property during installation, show period, and removal. However, California APCO will not be responsible for or guarantee to the exhibitor the safety of exhibitor material or other personal property against fire, accident, theft, or loss, or destruction from any cause whatsoever. California APCO has taken reasonable precautions against loss and may provide security service throughout the duration of the conference. However, the exhibitor assumes all responsibility for damage or loss to his/her equipment and for damage caused by the negligence of his/her employees to the property or rights of other parties, including injury or destruction to the host hotel. Small and valuable materials are to be packed away each night. If insurance is desired, that is the responsibility of the exhibitor. All property of the exhibitor will remain in his or her custody and control in transit to, from, and within the confines of the exhibit areas, subject to the rules and regulations of the event. Exhibitors are advised to carry appropriate liability insurance against the personal injury and property of others. The furnishing of security by California APCo is deemed a courtesy to the exhibitors and shall not be understood or interpreted by exhibitors as a guarantee against loss or damage to exhibitors during this event.

Public Policy

Each exhibitor is charged with full knowledge and compliance with all laws, ordinances, and regulations pertaining to health, fire prevention, and public safety as related to the exhibit facility.

Storage

Storage of boxes that are out of view is permissible. There will be no exceptions to any storage of boxes within view of attendees.

Join APCO and SAVE!

Is your company currently a member of APCO International? APCO Corporate Members save on event fees with special member pricing.



Scan here to become an APCO Member today!

About California APCO

California APCO, and CalAPCO.org, is a joint partnership of the Northern (NAPCO) and Southern (CPRA) California Chapters of the Association of Public-Safety Communications Officials (APCO), International. These Chapters of APCO are all volunteer 501(c)(3) non-profit charitable organizations. Corporate donations are tax deductible.

CPRA Tax ID: 95-4234700 NAPCO Tax ID: 94-6102475

The Association of Public-Safety Communications Officials – International, Inc. APCO International is the world’s oldest and largest not-for-profit professional organization dedicated to the enhancement of public safety communications.



Attend the Conference – Stay for the Fun!

With so many sights to see and things to do near the Conference, plan to stay longer and experience all that Southern California has to offer. From your Host Hotel:

- Great Wolf Lodge 1 Mile
- Disneyland & Downtown Disney 2 Miles
- Outlets of Orange 2 Miles
- Angels Stadium 4 miles
- Knott’s Berry Farm Theme Park 8 Miles
- Huntington Beach (Surf City USA) 13 Miles
- Richard M. Nixon Presidential Library and Museum 13 Miles
- Newport Beach / Balboa Bay 14 Miles
- Queen Mary 26 Miles
- SoFi Stadium 36 Miles