

TeamCalifornia's



**Meet The
Consultants**

2022 Sponsorship Opportunities

TeamCalifornia Mission

TeamCalifornia's mission as the State's business marketing arm with a collaborative network of state agencies, cities, counties, economic development organizations, utilities, industry associations, and private businesses is to promote business development opportunities, locating and expanding in California.

The purpose of the Annual Meet the Consultants Conference is to provide an opportunity for:

- 1) The "Host" to showcase to Site Selectors their California city or region
- 2) Cities and Regions to showcase their opportunities and benefits of doing business to Site Selectors
- 3) Learn the latest trends in the site selection industry
- 4) Network with decision-makers and site consultants at private California meetings
- 5) Local economic development professionals, elected officials, state agencies, cities, counties, utilities, and other interested parties to meet one on one with VIP's

We hold this conference in a different location each year but very much aim to provide every TeamCalifornia member organization with an opportunity to shine.

Ways For Members to Shine at the Annual MTC Forum

This packet is designed to outline the ways that TeamCalifornia members can work closely to create a valuable event for site consultants and attendees alike. To that end, sponsorship items that are critical to the success of our event are described below.

Funds earned from the Annual MTC Conference will first be used to cover expenses of the event. Surplus funds will be directed to TeamCalifornia's ongoing marketing and promotion of California and California regions to site consultants and businesses.

Sample

Day 1

4:00pm- 5:30pm

Registration Open

5:30pm- 6:30pm

Reception- Meet the Consultants

7:00pm

Sponsor/Speaker Dinner (Invitation Only)

Day 2

7:30am - 8:30am

Light Breakfast & Networking

8:30am - 8:45am

Opening Remarks

9:00am - 9:30am

Speaker One

9:40am - 10:10am

Speaker Two

10:15am - 10:30am

Networking Break

10:35am - 11:10am

Speaker Three

11:15am - 11:45am

Speaker Four

11:45am - 1:00pm

Lunch

1:00pm - 2:00pm

Panel Discussion

2:00pm - 2:15pm

Networking Break

2:30pm - 4:30pm

Meet the Consultant Tables

4:30pm

Closing Remarks and Adjourn

Dinner Fireside Chat with Companies and Site Consultants.

TeamCalifornia's



Meet The Consultants

Forum Program Sponsorship

\$6,000

1 Available

Each year, **TeamCalifornia's Meet the Consultants Forum** convenes in a different area of California focusing on the diversity of the state. A professional Forum Program is created for the consultants and attendees to be used as a guide during the forum to follow along with the presentations and discussions. The Forum Program is also used by the consultants and attendees as a take away for business networking and future project development. This is a significant information piece which includes all agenda items, contact information for all consultants and site selectors, as well as their presentations and detailed information on the Host Area. As the **Official Forum Program** sponsor, recognition and the following additional benefits are included:

Benefits

- **Logo Placement:** Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum.
- **Banner Placement:** A banner highlighting your organization will be displayed in the main meeting rooms and during all sponsored events.
- **Organizational Profile:** You will receive your organization's name and logo on the front of the Official Forum Program, as well as a full page advertisement and profile in the Forum Program.
- **Recognition:** Recognition of your organization at the event welcoming attendees and throughout the forum. This piece will be used every day of the Forum.
- **Registration Bag Insert:** One item of your choice placed in registration bag.
- **Full Conference Registration:** Two conference registrations are included.
- **Registration Allowance:** You may purchase up to 2 additional registrations.

TeamCalifornia's



Meet The Consultants

Site Selection Panel Sponsorship

\$6,000

1 Available

Each site selector will participate in an open panel discussion interacting with the audience and answering questions that attendees have sent in to be addressed prior to the forum beginning. This sponsor will act as the Moderator for the entire panel discussion and work with the site selectors on their questions during the hour and half long session. Each Site Selector will be discussing different topics (*outlined in advance*) to address issues important to the host region and California's economic and business development practices as a whole. Assistance and prior preparation will be provided by TeamCalifornia and our meeting planner. As the **Site Selection Panel** sponsor, recognition and the following additional benefits are included:

Benefits:

- **Logo Placement:** Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum.
- **Banner Placement:** A banner highlighting your organization will be displayed in the main meeting rooms and during all sponsored events.
- **Organizational Profile:** You will receive a full page advertisement or profile in the Forum Program.
- **Recognition:** Recognition of your organization at the event welcoming attendees. This sponsorship includes active and interactive participation with the site selector consultants and planning team. Audience participation will be managed by you as a sponsor and TeamCalifornia Staff.
- **Registration Bag Insert:** One item of your choice placed in registration bag.
- **Full Conference Registration:** Two conference registrations are included.

TeamCalifornia's



Meet The Consultants

Site Selection Round Table Discussion Sponsorship

\$6,000

1 Available

Each site selector will participate in small round table discussions. Attendees will move to each of the tables in the room meeting with the consultants discussing the most pressing topics with different consultants. These round table discussions result in an exchange of current information and viewpoints. With this sponsorship, you will host the roundtable activities; you will be given a choice of which consultant to start your discussion with. You will also be given the opportunity to be involved as a moderator during the table transitions. Advance preparation with the meeting planner and TeamCalifornia will be handled for you. Each site selector will have a certain amount of time with each rotating table group discussing multiple topics prevalent to the host region and California. As the **Site Selection Round Table Discussion** sponsor, recognition and the following additional benefits are included:

Benefits:

- **Logo Placement:** Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum.
- **Banner Placement:** A banner highlighting your organization will be displayed in the main meeting rooms and during all sponsored events.
- **Organizational Profile:** You will receive a full page advertisement or profile in the Forum Program.
- **Recognition:** Recognition of your organization at the event welcoming attendees and table top recognition at each of the individual tables.
- **Registration Bag Insert:** One item of your choice placed in registration bags.
- **Full Conference Registration:** Two conference registrations are included.
- **Registration Allowance:** You may purchase up to 2 additional registrations.

TeamCalifornia's



Meet The Consultants

Annual Forum Dinner Event Sponsorship

\$4,500

2 Available

The Annual Forum Dinner Event will be held on the end of the full day activities with the site selection consultants, corporate real estate executives, dinner hosts, host committee sponsors and attendees. This is a relaxing networking focused dinner to connect on a more intimate level with the site consultants after working together all day. Welcome address and event activity presentation will be coordinated for you to announce (A script will be provided for you). A speaker or entertainer may be secured for the dinner event by the meeting planner. As one of the **Annual Forum Dinner Event** sponsors, recognition and the following additional benefits are included:

Benefits:

- **Logo Placement:** *Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum. Your organization will also have signage at the Annual Forum Dinner Event and be invited to speak at the podium with introductions and evening events.*
- **Banner Placement:** *A banner highlighting your organization will be displayed in the main meeting rooms and during all sponsored events.*
- **Organizational Profile:** *You will receive a full page advertisement and a company profile in the Forum Program.*
- **Recognition:** *Recognition of your organization will be at the welcome event for all attendees. Table top recognition at each of the dinner tables will highlight your organization and if desired you may offer the consultants a gift token. You will also receive VIP seating for yourself and your registered attendees during the Annual Dinner Event.*
- **Registration Bag Insert:** *One item of your choice placed in registration bags.*
- **Full Conference Registration:** *Two conference registrations are included.*
- **Registration Allowance:** *You may purchase up to 2 additional registrations.*

TeamCalifornia's



Meet The Consultants

Site Selector Host Sponsorship

\$3,000

5 Available

Hosting a Site Selector includes a one on one meeting and private breakfast with your Site Selector. With this sponsorship, you are invited to attend the dinner events with the Host Committee Sponsor as well as a second dinner with all of the forum consultants and forum attendees. As the **Site Selector Host** sponsor you will be invited to retrieve the consultant from the airport and deliver them to the Host hotel in preparation for the evenings events (*If you are available. If not, transportation will be arranged*). Recognition at the forum and the following additional benefits are included:

Benefits:

- **Logo Placement:** Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum.
- **Banner Placement:** A banner highlighting your organization will be displayed in the main meeting rooms and during the sponsored event. You will also be given the itinerary of the consultant and have ability to coordinate ahead of time if mass transit from a distant airport hasn't already been arranged. You will receive podium recognition as the consultants sponsor, introduced by the Moderator at the forum and introduce them when they present (A script will be provided).
- **Organizational Profile:** You will receive a full page advertisement or profile in the Forum Program.
- **Recognition:** Your organization's name on your Site Selector's Name Plaque as their host. This sponsorship allows you to have a private breakfast with your Site Selector.
- **Registration Bag Insert:** One item of your choice placed in registration bag.
- **Full Conference Registration:** One conference registration is included.
- **Registration Allowance:** You may purchase up to 2 additional registrations.

TeamCalifornia's



Meet The Consultants

Luncheon Sponsorship

\$2,500

3 Available

The purpose of the hosted forum luncheon is to provide additional networking opportunities for consultants and attendees. As a luncheon sponsor you will receive VIP seating with the consultant of your choice and podium recognition for your hosted table as well as on your table tops. You will select which site consultant to invite as your guest at your hosted table. Consultant selections will be on a first come first served basis. As one of the **Luncheon sponsors**, recognition and the following additional benefits are included:

Benefits:

- **Logo Placement:** Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum.
- **Banner Placement:** A banner highlighting your organization will be displayed in the main meeting rooms and during the sponsored event.
- **Organizational Profile:** You will receive a half page advertisement or profile in the Forum Program.
- **Recognition:** Recognition of your organization will be at the welcome event for all attendees. This sponsorship also includes introduction from the podium and selection of a consultant to be your guest at your hosted table.
- **Registration Bag Insert:** One item of your choice placed in registration bags.
- **Full Conference Registration:** A 50% discount on 1 conference registration is included.
- **Registration Allowance:** You may purchase 3 additional registrations and/or invite 3 outside guests to register for the luncheon event only.

TeamCalifornia's



Meet The Consultants

Welcome Reception Sponsorship

\$2,000

2 Available

Sponsorship of the Welcome Reception includes signage during the reception at the stations set up to serve the guests and from the welcome podium. The welcome reception is held to bring all forum attendees together for a relaxing, networking opportunity prior to the big kick off event the next morning. The reception also will showcase wonderful foods from California's growers. You will have access to greet all attendees, consultants and guests as they arrive. As the **Welcome Reception** sponsor, recognition and the following additional benefits are included:

Benefits:

- **Logo Placement:** Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum. You will have signage at the reception as well as at the reception stations set up to highlight your areas and regions. There will also be station signage of your area and highlighted at the food areas.
- **Banner Placement:** A banner highlighting your organization will be displayed in the main meeting rooms and during the sponsored event.
- **Organizational Profile:** You will receive a half page advertisement or profile in the Forum Program.
- **Recognition:** Recognition of your organization during the Forum.
- **Registration Bag Insert:** One item of your choice placed in registration bags.
- **Full Conference Registration:** A 25% discount on 2 conference registrations.
- **Registration Allowance:** You may purchase up to 2 additional registrations.

TeamCalifornia's



Meet The Consultants

Registration Bags Sponsorship

\$2,000

1 Available

Sponsorship of the Forum Registration Bags is a great way to give your organization recognition throughout the event to all forum attendees. These welcome bags are always a needed conference tool. The registration bags are given to each attendee upon arrival with their materials, conference Program Profile and handouts to be used during the Forum. You can provide the bags with your custom logo or we will create them and discuss the design with you. You are also allowed to put giveaways from your area in the bag as gifts for attendees as well as materials you would like the site selectors to have from you. As the **Registration Bag** sponsor, recognition and the following additional benefits are included:

Benefits:

- **Logo Placement:** *Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum.*
- **Banner Placement:** *A banner highlighting your organization will be displayed in the main meeting rooms and during the sponsored event.*
- **Organizational Profile:** *You will receive a half page advertisement or profile in the Forum Program.*
- **Recognition:** *Recognition of your organization at the registration desk - your logo prominently displayed. You are able to include a promotional piece in the registration bag for attendees. Introduction from the podium on opening day and recognition on-site in the program of events and registration table opened all three days is also included.*
- **Registration Bag Insert:** *Items of your choice placed in registration bags.*
- **Full Conference Registration:** *A 25% discount on 1 conference registration.*
- **Registration Allowance:** *You may purchase up to 2 additional registrations.*

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Networking Breaks and Wi-Fi Station Sponsorship

\$1,500

2 Available

The sponsor of the Networking Breaks and Wi-Fi Stations will receive an introduction from the podium by the moderator at the beginning of each networking break and after each break. The networking break is intended to connect attendees informally with the consultants and other attendees. Your logo and contact information will be located on the Wi-Fi stations and on break table displays for attendees. As the **Networking Break and Wi-Fi Station** sponsor, recognition and these following additional benefits are included:

Benefits:

- **Logo Placement:** Your organization's information on display at the Sponsors Only Table during the reception and throughout the Forum.
- **Banner Placement:** A banner highlighting your organization will be displayed in the main meeting rooms and during the sponsored events.
- **Organizational Profile:** You will receive a half page advertisement or profile in the Forum Program.
- **Recognition:** Recognition of your organization at the registration desk - your logo prominently displayed. You are able to include a promotional piece in the registration bag for attendees. Introduction from the podium on opening day and recognition on-site in the program of events and registration table opened all three days is also included.
- **Registration Bag Insert:** Items of your choice placed in registration bags.
- **Full Conference Registration:** A 25% discount on 1 conference registration.
- **Registration Allowance:** You may purchase up to 2 additional registrations.

