



PROUDLY SERVING THE ENTIRE CALIFORNIA FIRE SERVICE SINCE 1922

## CALIFORNIA STATE FIREFIGHTERS' ASSOCIATION 96TH ANNUAL CONFERENCE

### Exhibitor & Sponsorship Opportunities

The California State Firefighters' Association (CSFA) is pleased to invite you to participate as an exhibitor/sponsor at CSFA's 96<sup>th</sup> Annual Conference! CSFA is dedicated to ensuring its members a strong and united voice in the evolution of the fire service through unity in leadership, political action, education, training, and quality member services. The Conference provides outstanding educational and network opportunities for people associated with all aspects of fire safety.

Exhibiting and Sponsorship at the Conference will provide:

- Visibility for your company or organization
- An opportunity to showcase your products, services and programs to a broad range of firefighting community decision makers
- A forum to demonstrate your support of California's firefighting community

CSFA values our vendors and sponsors and greatly appreciates their contributions to the success of our Annual Conference. We look forward to working with you to ensure a successful exhibitions experience.

**Dates:**

**CSFA 95th Annual Conference Exhibit Hall**      Tuesday, September 4, 2018 through Thursday, September 6, 2018  
Wednesday, September 5, 2018 and Thursday, September 6, 2018

**Conference Location:**

The Westin Mission Hills Golf Resort & Spa  
71333 Dinah Shore Drive  
Rancho Mirage, CA 92270

**Scheduled Content:**

CSFA Business Meetings, Symposium and Exhibit Area

**Expected Attendance:**

150+

**Attendee Make Up:**

**Organizations**

County, city and volunteer fire departments; nonprofit organizations

**Contact Information:**

|                                      |                        |
|--------------------------------------|------------------------|
| CSFA 96th Annual Conference          | 916-446-9880 office    |
| 1232 Q Street, 2 <sup>nd</sup> Floor | 916-709-4201 cell      |
| Sacramento, CA 95811                 | anne.mullinax@csfa.net |



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## Exhibitor Information

Exhibit booth consists of a 6 x 30 table top space and includes: Electricity is available upon request for limited spaces.

- One 6' draped table, two chairs, and one wastebasket
- Two complimentary badges per booth
- Your company's name on signage in registration area
- Company listing in Conference Program
- Name recognition on Conference homepage
- Two Lunch tickets for Wednesday & Thursday
- Two Dinner tickets for Wednesday & Thursday

Booth prices vary depending on the date the booth is requested, and payment received.

- Before August 3rd: \$750
- Between August 3rd<sup>th</sup> and August 15th: \$900
- Between August 15th and August 24th: \$1,100

## Exhibitor Schedule

### Tuesday, September 4th

2:00 pm–4:30 pm Exhibitor Check In

### Wednesday, September 5th

7:00 am–9:00 am Exhibitor Check in/ Exhibit Set-up (Must be show ready by 9:00 am)

9:00 am- 4:00 pm Exhibit Area Hours

5:00 pm- 8:00 pm BBQ Reception

### Thursday, September 6th

9:00 am- 4:00 pm Exhibit Area Hours

5:00 pm- 7:00 pm President's Dinner

## Business Membership

**CONNECT YOUR BUSINESS WITH CSFA AND THE FIRE SERVICE COMMUNITY.** With over 16,000 members you have the opportunity to connect and engage your business with California's Fire Service community. There are countless ways to support Firefighters across California, but one of the best ways to support your local firefighter is to become a Business Member of CSFA. CSFA's Business Membership is open to individuals or businesses that want to promote their product or service to the membership of CSFA or who want to show their support of CSFA.

### EXCLUSIVE BUSINESS MEMBER BENEFITS INCLUDING:

- CSFA business member proud supporter logo decal: Display it proudly at your business or on your vehicle.
- A personalized CSFA business membership card.
- Listing in our online Business Directory at [www.csfa.net](http://www.csfa.net) with a link to your business web site.
- Business listing in the CSFA Directory of Benefits published once a year in the *California Fire Service* magazine.
- Subscription to *The California Fire Service* magazine keeping you up-to-date on fire service issues.
- Subscription to *CSFA Connection*, our weekly email news briefs and our monthly e-mail newsletters.
- Experience savings from CSFA lifestyle discount programs.
- Member prices on CSFA merchandise.

## Sponsorship Opportunities

1232 Q Street, 2<sup>nd</sup> Floor | Sacramento, CA 95811 | 800.451.2732 | [www.csfa.net](http://www.csfa.net)



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**Stand out from the crowd.** Reach the right people in just the right way by becoming a conference sponsor. Getting your name recognized by firefighter professionals is crucial to compete in the fire service industry so targeting your best customers is the key to success. Our sponsorship opportunities provide you the vehicle to reach the customers most important to you.

**PREMIUM SPONSOR Exclusive Sponsorship Opportunity (1 available)**

**\$5,000**

*Be recognized as the Premium Sponsor for the CSFA Annual Conference—including recognition on the attendee bag*

- Company logo on attendee bag
- Complimentary booth in premium location in exhibit area
- Complimentary full-page ad in conference program (outside back cover)
- Five-minute welcome message by your representative at the opening ceremony
- Complimentary conference registration for three staff members
- Logo and link to your website on the conference homepage in Premium location
- Recognition as the Premium Sponsor in the conference program
- One company branded gift and literature in attendee bag
- A yearlong Business Membership in CSFA (\$250.00 value)

\*Sponsorship must be reserved by August 10th in order to get your company name on the attendee bag.

**PRESIDENTS DINNER SPONSOR (4 available)**

**\$2,500**

*Sponsor the President's Dinner and Scholarship Awards Presentation.*

- \* Your company's name on signage at the President's Dinner
- \* Complimentary booth in select location in exhibit area
- \* Complimentary full-page ad in conference program
- \* Logo and link to your website on the conference homepage
- \* Complimentary ticket for 2 to the President's Dinner
- \* Recognition as a Sponsor in conference program
- \* One piece of literature in attendee bag
- \* A yearlong Business Membership in CSFA (\$250.00 value)

**LUNCH SPONSOR (4 available)**

**\$1,500**

*Sponsor a lunch for attendees to enjoy and keep them going through the day!*

- \* Your company's name on signage at the luncheon
- \* Complimentary booth in select location in exhibit area
- \* Complimentary full-page ad in conference program
- \* Logo and link to your website on the conference homepage
- \* Complimentary conference registration for one staff member
- \* Recognition as a Sponsor in conference program
- \* One piece of literature in attendee bag
- \* A yearlong Business Membership in CSFA (\$250.00 value)



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### **MEMORIAL TOAST SPONSOR (4 available)**

*Sponsor the memorial toast given during the Opening Ceremony.*

**\$750**

- Recognition as the Memorial Toast sponsor during the Opening Ceremony
- Complimentary business card ad in conference program
- Listing in the sponsor section of the conference website
- One piece of literature included in attendee bag
- Complimentary ticket for 2 to the Opening Reception
- Recognition as a Sponsor in conference program

### **DESSERT BREAK SPONSOR (4 available)**

*Sponsor dessert breaks in the exhibit hall.*

**\$500**

- Your company's name or logo on signage in dessert break area
- Complimentary business card ad in conference program
- Listing in the sponsor section of the conference website
- One piece of literature included in attendee bag
- Recognition as a Sponsor in conference program

### **COMPANY BRANDED GIFT SPONSOR (5 available)**

*Sponsor a special gift for attendees to take home. Will be distributed in attendee bags.*

**\$250**

- Complimentary business card ad in conference program
- Listing in the sponsor section of the conference website
- One piece of literature included in each attendee bag
- Recognition as a Sponsor in conference program

\*Sponsor is responsible for full cost and delivery of special gift. Gifts must be approved by conference management. Gift must be received by September 8<sup>th</sup>.

### **BAG FLYER INSERT SPONSOR (5 available)**

*Place an informational flyer in attendee bags to promote your company!*

**\$100**

- Flyer insert needs to be approved by conference management before distributing
- Company responsible for providing enough copies for each attendee



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## CALIFORNIA STATE FIREFIGHTERS' ASSOCIATION 96TH ANNUAL CONFERENCE Exhibitor & Sponsor Registration Form

Company Name: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_ Website: \_\_\_\_\_

### Exhibitor Booth Registration:

- Before August 3rd: \$750                       Between August 3rd and August 15th: \$900                       Between August 15th and August 24th: \$1,100

Two complimentary badges per booth. Please list names below.

Name One: \_\_\_\_\_ Name Two: \_\_\_\_\_

### Sponsorship Registration: Check which sponsorship opportunity you would like to register for.

- Premium Sponsor: \$5,000                       Dessert Break Sponsor: \$500  
 President's Dinner Sponsor: \$2,500                       Company Branded Gift Sponsor: \$250  
 Lunch Sponsor: \$1,500                       Bag Flyer Insert Sponsor: \$100  
 Memorial Toast Sponsor: \$750

### Business Membership Sign Up: Yes, I want to support CSFA all year long by joining as a Business Member.

- Business Membership: \$250

### Additional Event Tickets: You receive two tickets per booth space.

- Lunch tickets: \$25                       BBQ: \$25 Quantity: \_\_\_\_\_                       President's Dinner: \$60  
Quantity: \_\_\_\_\_                      Quantity: \_\_\_\_\_

### Payment Information: Payment types accepted: Check payable to CSFA: MasterCard: Visa: AMEX

Total Amount: \_\_\_\_\_ Payment Contact Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

Billing address (if different than above): \_\_\_\_\_

**Conference Hotel Rate Special:** Available through August 12<sup>th</sup> for \$129 a night. Call 877-253-0041 and mention the California State Firefighters' special group rate.