SPONSOR + EXHIBITOR INFORMATION

THE ALMOND CONFERENCE 2019 PROSPECTUS

SACRAMENTO, CA | DECEMBER 10-12

Cal Expo, 1600 Exposition Blvd., Sacramento, CA 95815





Dear Industry Members,

The greatness that is California agriculture is nothing short of spectacular, and California Almonds are at the top of the list in terms of innovation, sustainability practices and continued success. With more than 6,800 growers, 100 almond processors and countless industry members such as yourself, our destiny is only limited by our imagination.

Each year, California almond growers continue to produce more almonds than ever, with tightened regulations, challenging weather conditions and increased public scrutiny. It is through our commitment to continuous improvement, hard work and perseverance, and a desire to care for our families and the land that we continue to defend our right to farm.

The Almond Conference is an event second to none. It is an opportunity for everyone involved in the California almond industry to come together for the latest updates on research, marketing, regulatory, food safety and industry trends. Just as important as the sessions, it's a chance for almond growers and processors to connect and learn from the exhibitors and sponsors.

The Almond Conference 2019 is sure to be a *Best of Show* event for all who participate! With the temporary relocation to Cal Expo, home of the California State Fair, we have an opportunity to modify our current agenda structure to enhance exhibitor and attendee interaction on the trade show floor.

Together, we will create a *Best of Show* event as we celebrate the successes and future of the California almond industry! Be sure to reserve your sponsorship and book your booth for The Almond Conference 2019, scheduled for December 10–12, before it's too late!

We look forward to seeing you and your company at the 47th annual Almond Conference!

Sincerely,

The Almond Conference Planning Team

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SPONSORSHIP INFORMATION

AN INDUSTRY LIKE NO OTHER

WE HAVE THE SUPPLY

المحفظت وبالاحقان

- There are more than 6,800 almond growers and 100 almond handlers (processors) in California.
- The almond-growing region stretches more than 500 miles between Red Bluff and Bakersfield in the fertile Central Valley of California.
- In the 2017/18 growing season, California almond growers produced more than 2.2 billion pounds of almonds, establishing the largest almond crop on record.

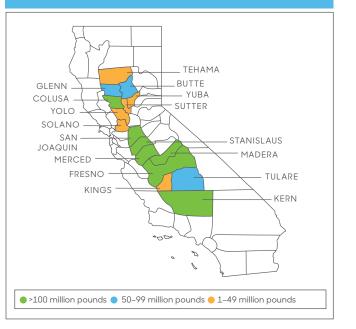
WE HAVE THE RANKING

- Almonds are the United States' #1 agricultural specialty crop export, valued at \$4.5 billion (2016 Bureau of the Census, U.S. Department of Commerce, Foreign Trade Statistics).
- California produces about 80% of the world's almonds and 100% of the U.S. commercial supply.

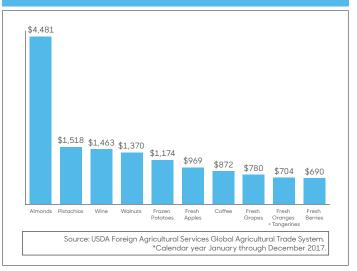
WE HAVE THE DEMAND

- California ships approximately 70% of its total crop to more than 90 countries throughout the world.
- Total worldwide shipments of California Almonds have increased 21% in the past six years.
- Almonds, the most nutrient-dense nut, are recommended by health professionals as a natural means for managing cholesterol and promoting healthy living.

ALMOND PRODUCTION BY COUNTY 2017/18



TOP TEN U.S. SPECIALTY CROP EXPORTS BY VALUE 2017* IN MILLIONS USD





AN UNPARALLELED CONFERENCE EXPERIENCE

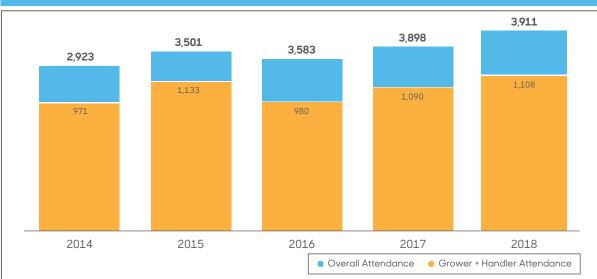
POSITIVE FEEDBACK FROM PAST ATTENDEES

"I was impressed with the variety of companies in the exhibit hall." "The diversity of the exhibitors made it a valuable use of time. Growers, processors and marketers—all were represented." "Excellent. Probably the most impressive industry-sponsored conference of all the commodity conferences." "This was my first almond conference. I found it to be educational.

The exhibits were outstanding."

"Always enjoy this conference. First class."

"Overall, very good conference with topics that could interest anyone."



CONFERENCE ATTENDANCE

SPONSORSHIP INFORMATION

We invite your company to be an integral part of the largest almond conference in the world. This premier almond event gives sponsors and exhibitors access to nearly 4,000 delegates.

The Almond Conference, now in its 47th year, provides an unsurpassed platform for your company to showcase its products, services and offerings to a targeted audience of growers, handlers, suppliers, distributors, marketers and researchers from around the globe. With numerous sponsorships available, The Almond Conference provides your company opportunities to reach this very influential audience.

The Almond Conference will take place at Cal Expo, home of the California State Fair, December 10–12, 2019.

Almonds are California's largest agricultural export and show vigorous signs of maintaining that title. We invite your company's participation in this upbeat December event and ensure your success by creating a sponsorship tailored to your goals.

PLATINUM

\$40,000 (limit one)

As the Platinum sponsor, you have the right to use the Platinum sponsor logo on your website, all printed marketing materials, social media platforms and any other item that features your special contribution to The Almond Conference 2019.

STANDARD METAL SPONSORSHIP DELIVERABLES

- Metal sponsor logo placement on printed Conference Program Guide cover (front or back), signage, Exhibition Passport Game card and session transition slides
- Company logo placement on conference website
- Use of metal sponsor logo on your marketing materials throughout the year
- Exhibit hall banner
- Premium booth placement in exhibit hall
- Thirty-second video spot played in Registration Area throughout the conference
- One (1) pre-Conference marketing communication e-blast to all pre-registered attendees. Sponsor provides content, ABC to distribute
- Pull-up banner with your graphics and message, created by and provided by your company (33" wide x 84" tall), placed inside Registration Tent

| | TUESDAY LUNCH | WEDNESDAY LUNCH | LEADERSHIP RECEPTION | | | |
|----------------------|---|---|----------------------------|--|--|--|
| Event Tickets | 6 | 6 | 6 | | | |
| Exhibition Booth | 30' x 30' booth Adjacent to the Almo | nd Board booth, in the hea | art of the exhibition hall | | | |
| Printed Program Ad | Full-page ad of your | Full-page ad of your choice in the printed Conference Program Guide | | | | |
| Presentation | Sixty-minute presentation time slot on the Main Stage, with Platinum Sponsor, ABC, and an Almond Board-funded UC researcher on an agreed topic. | | | | | |
| Special for Platinum | Conduct three (3) additional "Lunch and Learn Events" with Almond Board through various regions in California. | | | | | |

GOLD \$30,000

\$30,000 (limit one)

As the Gold sponsor, you have the right to use the Gold sponsor logo on your website, all printed marketing materials, social media platforms and any other item that features your special contribution to The Almond Conference 2019.

STANDARD METAL SPONSORSHIP DELIVERABLES

- Metal sponsor logo placement on printed Conference Program Guide cover (front or back), signage, Exhibition Passport Game card and session transition slides
- Company logo placement on conference website
- Use of metal sponsor logo on your marketing materials throughout the year
- Exhibit hall banner
- Premium booth placement in exhibit hall
- Thirty-second video spot played in Registration Area throughout the conference
- One (1) pre-Conference marketing communication e-blast to all pre-registered attendees. Sponsor provides content, ABC to distribute
- Pull-up banner with your graphics and message, created by and provided by your company (33" wide x 84" tall), placed inside Registration Tent

| | TUESDAY LUNCH | WEDNESDAY LUNCH | LEADERSHIP RECEPTION | | | |
|--------------------|---|--|----------------------|--|--|--|
| Event Tickets | 6 | 6 | 3 | | | |
| Exhibition Booth | 30' x 30' booth Adjacent to the Almo | 30' x 30' booth Adjacent to the Almond Board booth, in the heart of the exhibition hall | | | | |
| Printed Program Ad | Half-page ad of your | Half-page ad of your choice in the printed Conference Program Guide | | | | |
| Presentation | Twenty-minute presentation time slot on the Almond Stage in the Exhibit Hall. The presentation can be a user panel, case study with growers or product demonstration. | | | | | |
| Special for Gold | | Your company logo will be printed on the conference lanyard, worn by all attendees at The Almond Conference. | | | | |

SILVER \$27,500 (limit one)

As the Silver sponsor, you have the right to use the Silver sponsor logo on your website, all printed marketing materials, social media platforms and any other item that features your special contribution to The Almond Conference 2019.

STANDARD METAL SPONSORSHIP DELIVERABLES

- Metal sponsor logo placement on printed Conference Program Guide cover (front or back), signage, Exhibition Passport Game card and session transition slides
- Company logo placement on conference website
- Use of metal sponsor logo on your marketing materials throughout the year
- Exhibit hall banner
- Premium booth placement in exhibit hall
- Thirty-second video spot played in Registration Area throughout the conference
- One (1) pre-Conference marketing communication e-blast to all pre-registered attendees. Sponsor provides content, ABC to distribute
- Pull-up banner with your graphics and message, created by and provided by your company (33" wide x 84" tall), placed inside Registration Tent

| | TUESDAY LUNCH WEDNESDAY LUNCH | | LEADERSHIP RECEPTION | | | |
|--------------------|---|---|----------------------|--|--|--|
| Event Tickets | 6 | 6 | 3 | | | |
| Exhibition Booth | 30' x 20' booth Adjacent to the Alm exhibition hall | Adjacent to the Almond Board booth, in the heart of the | | | | |
| Printed Program Ad | Half-page ad of you Guide. | Half-page ad of your choice in the printed Conference Program Guide. | | | | |
| Presentation | Twenty-minute presentation time slot on the Almond Stage in the Exhibit Hall. The presentation can be a user panel, case study with growers or product demonstration. | | | | | |
| Special for Silver | The Silver sponsor is the official Registration and Continuing Education Desk sponsor with additional signage featuring your sponsorship of the area. | | | | | |

EMERALD \$25,000 (limit one)

As the Emerald sponsor, you have the right to use the Emerald sponsor logo on your website, all printed marketing materials, social media platforms and any other item that features your special contribution to The Almond Conference 2019.

STANDARD METAL SPONSORSHIP DELIVERABLES

- Metal sponsor logo placement on printed Conference Program Guide cover (front or back), signage, Exhibition Passport Game card and session transition slides
- Company logo placement on conference website
- Use of metal sponsor logo on your marketing materials throughout the year
- Exhibit hall banner
- Premium booth placement in exhibit hall
- Thirty-second video spot played in Registration Area throughout the conference
- One (1) pre-Conference marketing communication e-blast to all pre-registered attendees. Sponsor provides content, ABC to distribute
- Pull-up banner with your graphics and message, created by and provided by your company (33" wide x 84" tall), placed inside Registration Tent

| | TUESDAY LUNCH | WEDNESDAY LUNCH | LEADERSHIP RECEPTION | | | |
|---------------------|---|--|----------------------|--|--|--|
| Event Tickets | Event Tickets 4 | | 2 | | | |
| Exhibition Booth | 30' x 20' booth Adjacent to the Almo | 30' x 20' booth Adjacent to the Almond Board booth, in the heart of the exhibition hall | | | | |
| Printed Program Ad | Half-page ad of your choice in the printed Conference Program Guide | | | | | |
| Special for Emerald | The Emerald Sponsor is the official Silent Auction sponsor, benefitting the California FFA Foundation Scholarship fund. | | | | | |

TITANIUM \$25,000 (limit one)

As the Titanium sponsor, you have the right to use the Titanium sponsor logo on your website, all printed marketing materials, social media platforms and any other item that features your special contribution to The Almond Conference 2019.

STANDARD METAL SPONSORSHIP DELIVERABLES

- Metal sponsor logo placement on printed Conference Program Guide cover (front or back), signage, Exhibition Passport Game card and session transition slides
- Company logo placement on conference website
- ance • Use of metal sponsor logo on your marketing materials throughout the year
- Exhibit hall banner
- Premium booth placement in exhibit hall
- Thirty-second video spot played in Registration Area throughout the conference
- One (1) pre-Conference marketing communication e-blast to all pre-registered attendees. Sponsor provides content, ABC to distribute
- Pull-up banner with your graphics and message, created by and provided by your company (33" wide x 84" tall), placed inside Registration Tent

| | TUESDAY LUNCH | WEDNESDAY LUNCH | LEADERSHIP RECEPTION |
|----------------------|---|---|---|
| Event Tickets | 4 | 4 | 2 |
| Exhibition Booth | 20' x 20' booth Adjacent to the Almo | nd Board booth, in the hea | art of the exhibition hall |
| Printed Program Ad | Full-page ad of your | choice in the printed Conf | erence Program Guide |
| Special for Titanium | Leadership Program conference opening collaborative educat grow and expand the | remarks. Program provide ional workshops with indu | Leadership during the 2019 es a year-long services of ustry members looking to sponsor, you will be able |

BRONZE

\$20,000 (limit one)

As the Bronze sponsor, you have the right to use the Bronze sponsor logo on your website, all printed marketing materials, social media platforms and any other item that features your special contribution to The Almond Conference 2019.

STANDARD METAL SPONSORSHIP DELIVERABLES

- Metal sponsor logo placement on printed Conference Program Guide cover (front or back), signage, Exhibition Passport Game card, and session transition slides
- Company logo placement on conference website
- Use of metal sponsor logo on your marketing materials
 throughout the year
- Exhibit hall banner
- Premium booth placement in exhibit hall
- Thirty-second video spot played in Registration Area throughout the conference
- One (1) pre-Conference marketing communication e-blast to all pre-registered attendees. Sponsor provides content, ABC to distribute
- Pull-up banner with your graphics and message, created by and provided by your company (33" wide x 84" tall), placed inside Registration Tent

| | TUESDAY LUNCH | WEDNESDAY LUNCH | LEADERSHIP RECEPTION | | |
|-----------------------|---|---|---|--|--|
| Event Tickets | 4 | 4 | 2 | | |
| Exhibition Booth | 20' x 20' booth Adjacent to the Almond Board booth, in the heart of the exhibition hall | | | | |
| Printed Program Ad | Half-page ad of your choice in the printed Conference Program Guide | | | | |
| Special for Bronze | the Tuesday r being served (depending o | ponsor is the offic norning Coffee Br from their booth I n space availabili ded signage and | reak with coffee ocation or nearby ty), with Bronze | | |



COPPER \$15,000 (limit one)

As the Copper sponsor, you have the right to use the Copper sponsor logo on your website, all printed marketing materials, social media platforms and any other item that features your special contribution to The Almond Conference 2019.

STANDARD METAL SPONSORSHIP DELIVERABLES

- Metal sponsor logo placement on printed Conference Program Guide cover (front or back), signage, Exhibition Passport Game card and session transition slides
- Company logo placement on conference website
- Use of metal sponsor logo on your marketing materials throughout the
- Exhibit hall banner
- Premium booth placement in exhibit hall
- Thirty-second video spot played in Registration Area throughout the conference
- One (1) pre-Conference marketing communication e-blast to all pre-registered attendees. Sponsor provides content, ABC to distribute
- Pull-up banner with your graphics and message, created by and provided by your company (33" wide x 84" tall), placed inside Registration Tent

| | TUESDAY LUNCH | WEDNESDAY LUNCH | LEADERSHIP RECEPTION | | | |
|--------------------|--|--|----------------------|--|--|--|
| Event Tickets | 4 | 4 | 2 | | | |
| Exhibition Booth | 20' x 20' booth Adjacent to the Almo | 20' x 20' booth Adjacent to the Almond Board booth, in the heart of the exhibition hall | | | | |
| Printed Program Ad | Half-page ad of your choice in the printed Conference Program Guide | | | | | |
| Special for Copper | The Copper sponsor is the official sponsor of the Wednesday morning Coffee Break with coffee being served from their booth location or nearby (depending on space availability), with Copper sponsor-branded signage and napkins. | | | | | |

METAL SPONSOR OPPORTUNITIES + DELIVERABLES

| | PLATINUM | GOLD | SILVER | EMERALD | TITANIUM | BRONZE | COPPER |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| DELIVERABLES | \$40,000 | \$30,000 | \$27,500 | \$25,000 | \$25,000 | \$20,000 | \$15,000 |
| METAL SPONSOR USAGE AND PLACEMENT | | | | | | | |
| Program Cover (metal logo) | • | • | • | • | • | • | |
| Conference Website (company logo) | • | • | | • | • | • | |
| Sponsor Acknowledgment Signage | • | • | • | • | • | • | |
| Session Transition Slides | • | • | | • | • | • | |
| Use of Logo on Marketing | • | • | | • | • | • | |
| Exhibition Banner | • | • | | • | • | | |
| One (1) pre-Conference e-blast to all pre-registered attendees. Sponsor provides content, ABC to distribute | • | • | • | • | • | • | • |
| 30-second Video Ad @ Reg | • | • | | | • | | |
| Sponsor-Provided Pull-up Banner in Registration Tent (33" wide x 84" tall) | | • | | • | • | | |
| EXHIBITION | | | | | | | |
| Premium Booth | 30' x 30' | 30' x 30' | 30' x 20' | 30' x 20' | 30' x 20' | 20' x 20' | 20' x 20' |
| EVENT TICKETS | | | | | | | |
| Tuesday Lunch | 6 | 6 | 6 | 4 | 4 | 4 | 4 |
| Wednesday Lunch | 6 | 6 | 6 | 4 | 4 | 4 | 4 |
| Leadership Reception | 6 | 3 | 3 | 2 | 2 | 2 | 2 |
| MISCELLANEOUS/SPECIAL VISIBILITY | | | | | | | |
| Printed Program Ad | Full | Half | Half | Half | Half | Half | Half |
| Exhibition Passport Game | • | • | | | • | | |
| 60 Minutes on Main Stage | • | | | | | | |
| 20 Minutes on Almond Stage | | • | • | • | | | |
| Leadership Program 2020 | | | | | • | | |
| Lanyard Branding | | • | | | | | |
| Registration, CEU and VIP Desk Sponsor | | | • | | | | |
| FFA Silent Auction Sponsor | | | | • | | | |
| Coffee Break Sponsor | | | | | | Tuesday | Wednesday |

MEAL + EVENT SPONSORSHIPS

TUESDAY LUNCH \$10,000 (limit one) WEDNESDAY LUNCH \$10,000 (limit one)

Conference luncheons sell out every year. Don't miss this opportunity for recognition at this sought-after function.

- Lunch sponsors receive five lunch tickets for the specified lunch and seating at a VIP table
- Company brochure placed at each seat
- Acknowledgment on conference website and in the printed Conference Program Guide
- Company logo and acknowledgment on AV screens at beginning and end of luncheon
- Company logo on lunch signage
- Two tickets to attend the Almond Leadership Reception

ALMOND LEADERSHIP RECEPTION \$5,000 (limit one)

You can be the sole host of the Almond Leadership Reception. Invitees include conference VIPs, keynote speakers, sponsors, Almond Board directors and managers, Almond Leadership program participants and mentors, as well as other almond industry executives. Attendance at the reception is exclusive and by invitation only.

- Almond Leadership Reception Sponsor receives six tickets to the Almond Leadership Reception
- Company logo on reception signage and printed napkins placed at the bars
- Acknowledgment at the reception, in the printed Conference Program Guide and on the conference
 website
- Personal Almond Leadership Reception invitations from the President and CEO of the Almond Board of California for 20 industry members or clients of your choice

MEAL + EVENT SPONSORSHIPS (continued)

WEDNESDAY SOCIAL RECEPTION \$5,000 (limit one)

Host the Wednesday afternoon Social Reception held inside the exhibit halls.

- Company logo on reception signage and printed napkins placed on the bars
- Acknowledgment in the printed Conference Program Guide and on the conference website

AFTERNOON COFFEE BREAKS \$2,500 (limit one each day - Tuesday or Wednesday)

Each year we are asked to serve coffee in the exhibition hall, and with a sponsorship, we can. Our Coffee Break sponsors will have branded napkins on the buffet stations and will have coffee served from a portable station located near their booth.

- Company logo on coffee break signage and printed napkins
- Acknowledgment in Conference Program Guide and on the conference website

THURSDAY MORNING BREAKFAST IN EXHIBIT HALL \$7,500 (limit one)

You can be the exclusive host of coffee and breakfast served inside the exhibit hall for Thursday morning breakfast.

- Company logo on breakfast signage and printed napkins placed on the buffets
- Company logo projected as a gobo onto the wall of the exhibit hall during Thursday morning breakfast
- Acknowledgment in the printed Conference Program Guide and on the conference website
- Two tickets to the Almond Leadership Reception

14180

EVENT MARKETING OPPORTUNITIES

CONFERENCE TOTE BAG \$15,000 (limit one)

The Almond Conference Tote Bag will prominently feature your company logo. The bag is distributed to all conference attendees, ensuring your visibility during the conference and long afterward.

- Company logo on all conference bags
- Acknowledgment in the Conference Program Guide and on the conference website
- Company name and booth number printed on Exhibition Passport Game card given to all attendees (nearly 4,000)
- Two tickets to the Almond Leadership Reception

ALMOND STAGE 20-MINUTE PRESENTATION \$5,000 (limit four)

The Almond Stage (located inside the exhibit hall) is a perfect location to pitch your product or services to the California almond community. Each Almond Stage presentation is up to 20 minutes long and can represent a product pitch, a panel discussion, an overview or testimonial of your services or any other content that benefits the almond industry. Date and time to be determined based on agenda.

- Company logo on Almond Stage signage
- Acknowledgment in Conference Program Guide and on the conference website

WATER COOLERS \$3,500 (limit one)

Have your company logo on the water coolers located throughout the two exhibition buildings, registration and classroom tents. Your brand will be featured on fabric sleeves that cover the bubblers with your brand prominently featured.

- Company logo on custom-branded sleeves for 15 water coolers placed throughout the conference
- Acknowledgment in Conference Program Guide and on the conference website

EVENT MARKETING OPPORTUNITIES (continued)

SNACK SPONSOR \$3,500 (limit two each day - Tuesday or Wednesday)

A branded cart roves the two exhibition halls delivering 500 afternoon snacks to attendees. The snack packaging will include your company name and booth number. Choose from several snack options (cupcakes, popcorn, cotton candy, etc.) and either Tuesday or Wednesday afternoon snack deliveries.

- Snack packaging branded with your company and booth number
- Roving cart branded with your company and booth number
- Acknowledgment in Conference Program Guide and on the conference website

HOTEL KEY CARDS \$5,000 (limit two)

Promote your company from the moment attendees check into the Grand Hyatt or Sheraton Grand with your company name, logo and messaging printed on the hotel keycards. You provide the print-ready artwork.

• Acknowledgment in Conference Program Guide and on the conference website

EXHIBITION PASSPORT GAME \$500 (limit 30)

Each registered attendee will receive an Exhibition Passport Game card, which lists the participating exhibitors and their booth numbers. Attendees will visit the participating companies and get their cards validated and initiate sales conversations. When all spaces have been stamped, the attendee returns the card to the Almond Board booth. Completed cards are entered into a drawing for prizes worth over \$5,000.

- Guaranteed opportunity to start the sales conversation with conference attendees
- Acknowledgment in Conference Program Guide and on the conference website

EVENT MARKETING OPPORTUNITIES (continued)

BOOT SHINE SPECIAL \$5,000

(limited one for Tuesday and one for Wednesday) 10:00 am - 2:00 pm

Place a complimentary boot/shoe shine station in your exhibit space. Enjoy a captive audience in your booth while their boots are cleaned and polished.

• Acknowledgment in Conference Program Guide and on the conference website

TUESDAY SHUTTLE BUSES \$10,000 (limit 1) WEDNESDAY SHUTTLE BUSES \$10,000 (limit 1) THURSDAY SHUTTLE BUSES \$5,000 (limit 1)

Promote your brand and maximize your exposure at The 2019 Almond Conference. The daily Shuttle Bus sponsor is perfect blend of high-visibility and impact to conference attendees, along with exposure to the surrounding Sacramento area. Have your company logo affixed to the side of each shuttle bus that travels from the downtown Sacramento hotels to/from Cal Expo. Each bus accommodates a company video or electronic message played during the transfer and your logo will be on all transportation signage. This is a great way to get your message in front of the almond industry. Additionally, the sponsor may place a basket of gifts for passengers to collect as they ride. We encourage this sponsor to be creative and add components that engage the delegates as they enjoy the ride. This sponsorship is limited to ONE company per day. Special pricing available for two or three day sponsorship.

- Company logo on transportation signage
- Acknowledgment in Conference Program Guide and on the conference website

WALKWAY BANNERS \$5,000 (limit 4)

Capture the eyes of attendees as they walk between session tents and the exhibit hall. A printed double-sided banner with your message hangs from the rafters of the canopied walkways in a highly visible manner. You provide the print-ready artwork.

Acknowledgment in Conference Program Guide and on the conference website

EVENT MARKETING OPPORTUNITIES (continued)

SELFIE STATION \$4,500 (limit one)

For this sponsorship, we create an 8'x8' backdrop with your company logo and messaging, along with a floor sticker identifying a key position within the conference for attendees to snap a selfie and post online. Create your own hashtag! We encourage this sponsor to bring creative and fun props or other items to decorate the area, all of which can be branded with your identity.

Acknowledgment in Conference Program Guide and on the conference website

RV PARK \$5,000 (limit one)

At Cal Expo, we have up to 100 RV Hook-ups and plan to allow guests to bring their RV's to the conference instead of staying at a hotel. For this sponsorship, we can have a welcome mat with your company logo and a pink flamingo at each of the RV spots used by Almond Conference attendees.

Acknowledgment in Conference Program Guide and on the conference website

TUESDAY FIREWORKS \$17,500 (limit one)

This is a ONE-TIME unique opportunity at Cal Expo to host a 5-minute fireworks show following the opening reception on Tuesday evening. Colors can be customized for the sponsor and this is the perfect opportunity to LAUNCH the conference and social events.

Acknowledgment in Conference Program Guide and on the conference website

SANITATION STATION SPECIAL \$3,500 (limit one)

2019 Only Special! Advertise your company on decals applied to the mirrors of the deluxe comfort stations at Cal Expo. Seriously, this is a captive audience and your message is right there. You provide print-ready artwork for the decals.

• Acknowledgment in Conference Program Guide and on the conference website

ADVERTISING

ADVERTISEMENT IN THE PRINTED CONFERENCE PROGRAM GUIDE

The printed Conference Program Guide offers multiple advertising opportunities. All conference attendees receive a full-color conference program, featuring a detailed agenda, and all conference sponsors and exhibitors. Advertising Deadline: **Friday**, **September 6, 2019.** (Print-ready digital artwork must be submitted by this date.)

• Acknowledgment in Conference Program Guide and on the conference website

| SIZE | PRICE | LIMIT |
|-------------------------|----------|-------|
| Back Cover Full Page | \$11,500 | 1 |
| Interior Full Page | \$6,000 | 6 |
| Interior Half Page | \$3,000 | 10 |

Due to the Almond Board of California's Federal Marketing Order status, all recognition pages must include a disclaimer stating that the Almond Board of California does not directly endorse the products of the sponsoring company.



EXHIBITOR INFORMATION

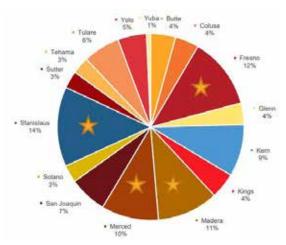
DEMOGRAPHICS

SELF-REPORTED ATTENDEE DEMOGRAPHICS

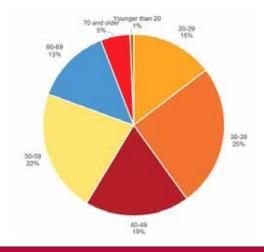
| | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|-----------------------------------|------|-------|-------|-------|-------|-------|
| Number of respondents | | 1,704 | 2,094 | 2,040 | 2,356 | 2,323 |
| Percentage of total attendees | | 58% | 60% | 57% | 60% | 59% |
| Allied Industry | 193 | 169 | 127 | 100 | 85 | 103 |
| Beekeeper | 51 | 24 | 44 | 44 | 38 | 51 |
| Food Safety and Lab | 15 | 36 | 46 | 50 | 52 | 52 |
| Grower | 691 | 825 | 958 | 823 | 915 | 968 |
| Processor | 273 | 285 | 303 | 278 | 245 | 271 |
| Huller and Sheller | - | 152 | 168 | 173 | 144 | 187 |
| Importer and Exporter | 155 | 186 | 241 | 230 | 215 | 203 |
| Media | 14 | 14 | 20 | 23 | 30 | 19 |
| PCA | 73 | 106 | 169 | 152 | 171 | 182 |
| Regulatory and Goverment Official | 21 | 35 | 20 | 35 | 25 | 37 |

*Of the remaining 1,588 attendees from 2018, 69% are exhibit booth staff.

GROWER ATTENDANCE BY COUNTY



GROWER ATTENDANCE BY AGE



COUNTRIES REPRESENTED



HANDLERS REPRESENTED OF THE 2017/18 CROP HANDLERS WERE REPRESENTED AT THE 2018 ALMOND CONFERENCE

EXHIBITOR OPPORTUNITIES

STANDARD \$2,500

- One 10' x 10' booth
- One 8' draped table
- Two side chairs

- One waste basket
- One company ID sign
- 8' high back drape with 3' side drape dividers

LARGER BOOTH PRICES

20' x 20' booth **\$6,500**

20' x 30' booth **\$7,000**

30' x 30' booth \$8,000

LOGISTICS

SETUP: Monday, December 9, 2019 8:00 a.m.–5:00 p.m. All exhibits must be set up during this time.

TAKEDOWN: Thursday, December 12 12:00 p.m.-5:00 p.m.

Note: exhibitors with large equipment will have different scheduled setup and takedown days and times. Details will be communicated well in advance.

TRADE SHOW HOURS

Tuesday, December 10

10:30 a.m.-6:00 p.m.

- AM and PM Coffee Breaks in Halls
- Opening Reception in Halls

Wednesday, December 11

8:00 a.m.-6:00 p.m.

- AM and PM Coffee Breaks in Halls
- Social Reception in Halls

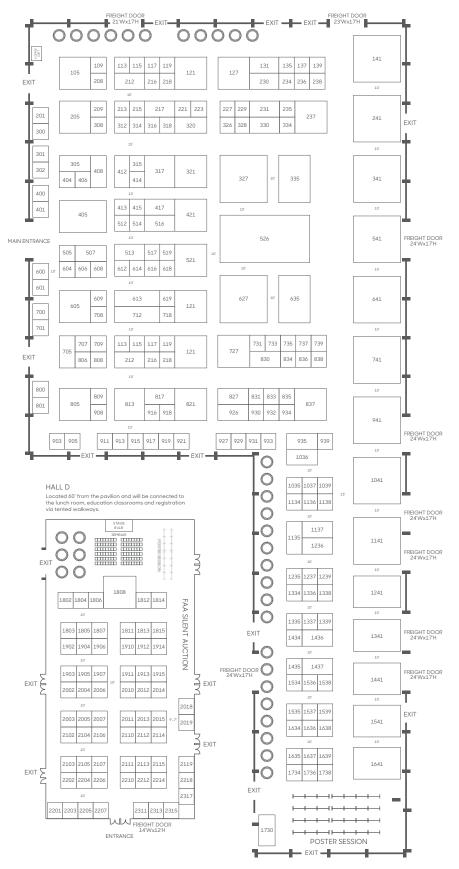
Thursday, December 12

- 7:30 a.m.-11:30 a.m.
- Breakfast with Exhibitors in Halls

Note: agenda and show hours are preliminary and are subject to change.

EXHIBIT HALL INFORMATION

THE ALMOND CONFERENCE 2019 EXHIBIT HALL



Please note that the actual layout of the exhibit tent may change depending on the equipment and products being showcased.





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