

# PCOC EXPO 2023

**Marriott Monterey Hotel® & Monterey Conference Center®  
Monterey, California**

## EXHIBITOR REGISTRATION INFORMATION

### **Exhibitor Set-Up:**

Thursday, June 22, 7:00 am to 3:00 pm

### **Exhibit Hall Dates & Times:**

Thursday, June 22, 4:00 pm to 5:00 pm

Friday, June 23, 11:30 am to 2:30 pm

**Exhibitor Tear Down: Friday, June 26, 2:30 pm to 4:00 pm (Sharp)**

### **Single 6' Tabletop Package Includes:**

- ◆ One 6' draped table
- ◆ Two chairs
- ◆ One wastebasket
- ◆ Up to 2 exhibitors per tabletop that includes access to our event and meals served in the Exhibit Hall, Reception, and a Friday night banquet ticket per registered exhibitor (Golf/Tee Sponsor Registration and Additional badges and /or banquet tickets may be purchased separately)

### **Terms and Conditions:**

**Marriott Monterey Hotel®** is our exclusive exhibit hall service provider for our convention in Monterey. Optional internet, electrical and audio/visual are provided by their contracted AV, at the expense of the exhibitor.

All exhibitors agree to the Terms and Conditions of Monterey Marriott Hotel® Policies and Procedures, and the regulations of Monterey Fire Department. A copy of the terms and conditions for Monterey Marriott Hotel® will be provided to an exhibitor upon request.

Tabletop spaces are reserved on a first come – first served basis. **Full payment** must accompany tabletop registration application in order to hold your tabletop choice. We have space for **50** tabletops – book early as we usually sell out. If you are interested in displaying a vehicle, any and all charges that are associated with the move in and move out, security, protection materials, etc. will be at the expense of the exhibitor. **Please include your intent to display a vehicle with your registration.** In case of cancellation, a full refund will be given only upon written request if received prior to May 1, 2023. If written cancellation is received after May 1, 2023 through May 15, 2023, a 50% refund will be given. **After May 15, 2023, NO REFUNDS will be given. There will be no refund for cancellations received after that date.** PCOC and Marriott will do their best to accommodate your exhibit placement wishes but reserves the right to change the configuration of the exhibit hall and relocate exhibits if necessary.

The Exhibitor assumes the entire responsibility and liability for losses, damages, claims arising out of injury, loss, or damage of exhibitor's displays, equipment, or other property brought upon the premises of Monterey Marriott Hotel®. The Exhibitor shall indemnify and hold harmless Pest Control Operators of California, Inc., Monterey Marriott Hotel®, Monterey Conference Center®, their agents and employees from any and all such losses, damages, and claims.

**Once your registration is received by PCOC, PCOC staff will send you a confirmation email with more details.**

# PCOC 2023's EXPO SCHEDULE AT A GLANCE

## WEDNESDAY, JUNE 21

- 9:00 am **PCOC Golf Tournament** | Poppy Hills Golf Course  
(Separate Registration is needed)
- 6:00 pm **Bug Crawl Pub Crawl** | Various Locations within the City of Monterey  
(Separate Registration is needed)

## THURSDAY, JUNE 22

7:00 am to 2:00 pm **Registration/Information Desk Open**

7:00 am to 11:00 am **Committee Meetings**  
Other committees not listed will meet virtually. More Info to come

Time	Meeting
7:00 am - 7:50 am	Termite Committee
8:00 am - 8:50 am	General Pest Committee
9:00 am - 9:50 am	Fumigation Committee
10:00 am - 11:00 am	Legislative Committee

12:15 pm to 3:45 pm **Board of Directors Meeting, General Membership Meeting & Annual Elections**

4:00 pm to 5:00 pm **Mixer with our Exhibitors**

5:30 pm to 7:30 pm **Silent Auction, Sponsored by** 

## FRIDAY, JUNE 23

7:00 am to 3:00 pm **Registration/Information Desk Open**

7:30 am to 8:00 am **Opening General Session**

8:00 am to 10:00 am **Industry Meeting of the Minds Panel**  
*Representatives from NPMA, SPCB and our lobbying firm*

10:00 am to 11:30 pm **Morning Breakout Sessions**

**1. Strategies for Managing Nuisance Ants**

*Jeff Tucker, BCE, Consultant, Entomology Associates, Inc.*

**2. WDO Reporting**

*Tom Ineichen, Specialist, Structural Pest Control Board*

**3. Care & Maintenance of Tank Sprayers & Application Techniques**

*Scott LaFave, B&G Equipment*

11:30 pm to 2:30 pm **Exhibit Hall Open**

11:30 pm to 2:30 pm **Lunch with our Exhibitors**

2:30 pm to 3:30 pm **Afternoon Breakout Sessions**

**1. Personal Branding ... Knowing Your Value & Making it Visible**

*Jen Fox, Director of Service & Operational Compliance, Rentokil - Terminix*

**2. ABC's of HR & Employment Law in California**

*Cameron Haynes, Senior Associate, Downey Brand, LLP*

**3. Formosan Termite Infestation Status**

*Dr. Chow-Yang Lee, PhD, Professor & Endowed Presidential Chair in Urban Entomology, University of California, Riverside*

6:00 pm to 7:00 pm **Reception**

7:00 pm to 9:00 pm **Installation Banquet**

PCOC Annual EXPO June 21-23, 2023

# Marriott Monterey Hotel®

Monterey, California  
Exhibitor Registration

**MOVE IN | June 22**  
**SHOW | June 22 & 23**

**Company Name** \_\_\_\_\_

**Contact Person / Title** \_\_\_\_\_

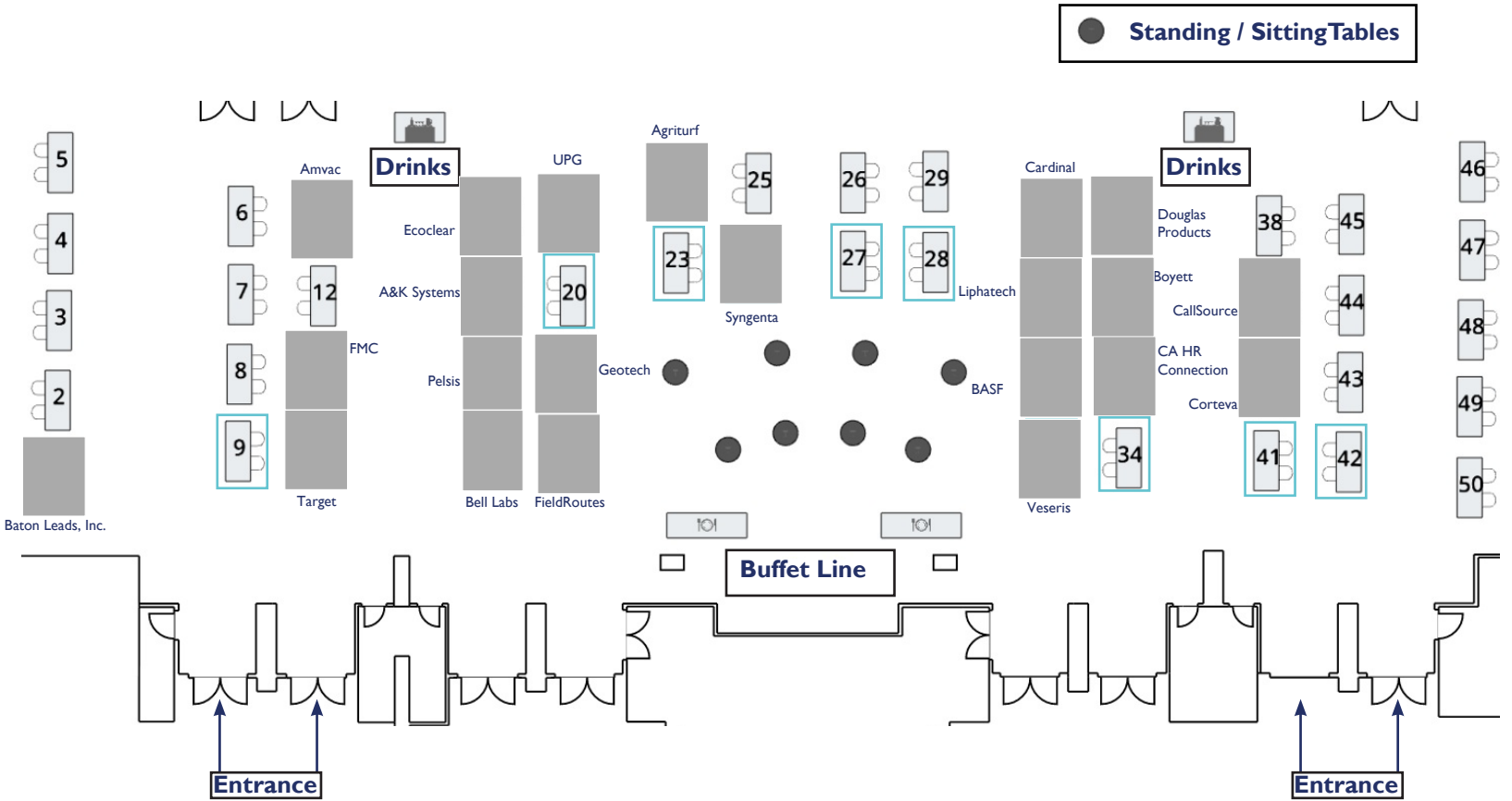
**Address** \_\_\_\_\_ **City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip Code** \_\_\_\_\_

**Phone** \_\_\_\_\_ **Fax** \_\_\_\_\_ **Website** \_\_\_\_\_

**Contact Email** \_\_\_\_\_

**Description of Product or Service** \_\_\_\_\_

Description is used for our Expo Program, please limit to 10 words or less.



Premium Locations (See Price sheet for Premium Location prices)

Unavailable Booths, have been purchased

**PCOC Annual EXPO June 21-23, 2023**

**Marriott Monterey Hotel®**

Monterey, California  
Exhibitor Registration

**MOVE IN | June 22**  
**SHOW | June 22 & 23**

PCOC Member Rate	Regular Rate (Before 5/1/23)	Late Price (After 5/1/23)	Quantity	Total
Regular Tabletop	\$1,200	\$1,400	_____	_____
Premium Tabletop	\$1,500	\$1,700	_____	_____
Non-Member Rate				
Regular Tabletop	\$1,800	\$1,850	_____	_____
Premium Tabletop	\$1,950	\$2,000	_____	_____

**REQUIRED INFORMATION**

<p><b>BOOTH NUMBER PREFERENCE</b> (Please indicate booth number): 1<sup>st</sup> _____  Priority of booth location will be determined on a first come, first serve basis. 2<sup>nd</sup> _____ 3<sup>rd</sup> _____</p>	<p><b>BADGE NAMES</b> Two (2) badges are included with one tabletop purchase (print names as they should appear on badges)  1) _____ 2) _____</p>
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**WILL YOU BE DISPLAYING A VEHICLE IN THE EXPO HALL?**  YES  
(Additional information is needed, please contact Sarah at sarah@pcoc.org)

**THIS SECTION TOTAL:** \_\_\_\_\_

**OPTIONAL ADD-ONS**

<p><b>ADDITIONAL BADGES   \$250</b>  3) _____ 4) _____ 5) _____  (Please use separate sheet of paper for any additional names)</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">BANQUET TICKETS</th> <th style="text-align: center;">QTY</th> <th style="text-align: center;">TOTAL</th> </tr> </thead> <tbody> <tr> <td><b>ADULT BANQUET TICKET   \$95</b></td> <td style="text-align: center;">_____</td> <td style="text-align: center;">_____</td> </tr> <tr> <td><b>KIDS BANQUET TICKET   \$50 (AGES 6-12)</b></td> <td style="text-align: center;">_____</td> <td style="text-align: center;">_____</td> </tr> </tbody> </table>	BANQUET TICKETS	QTY	TOTAL	<b>ADULT BANQUET TICKET   \$95</b>	_____	_____	<b>KIDS BANQUET TICKET   \$50 (AGES 6-12)</b>	_____	_____
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<b>KIDS BANQUET TICKET   \$50 (AGES 6-12)</b>	_____	_____								

**ADD-ON SECTION TOTAL:** \_\_\_\_\_

**PAGE TOTAL:** \_\_\_\_\_

# Sponsorship Information

## SPONSORSHIP LEVELS AND RATES

### Diamond \$6,000

Maximum of 2 Sponsors

#### What you will receive for your Diamond Sponsorship?

Everything that is included for Platinum sponsors, plus the following:

- **Speak for an additional 5 minutes** at your sponsored event
- Your company logo will be featured on an **individual banner** at PCOC's Registration Area, a portion of the banner will have areas that you will have an opportunity to customize
- Your Company Logo will be printed on **Attendee Bags (registration must be received by May 1st)**
- Your company will have **one (1) Full page ad** in our Expo Program (4.25" x 5.5" vertical)
- Your company logo will be **printed on Staff shirts** that will be worn on Friday, June 23 (**registration must be received by May 1st**)

### Platinum \$4,000

Maximum of 10 Sponsors

#### What you will receive for your Platinum Sponsorship?

- At the event that you choose, you will be given the opportunity to **speak for 5 minutes**
- Your company **logo** will be **displayed at your sponsored event**
- Your company logo will be featured on Our "**Platinum Sponsors**" banner at Registration Desk
- Your Company logo will be on all **advertisements** that PCOC produces for expo
- Your Company logo will be printed on **Attendee Note pads (registration must be received by May 1st)**
- Your company will have **one (1) Half page ad** in our Expo Program (4.25" x 2.75" horizontal)

### Diamond and Platinum, choose one of the following events to sponsor:

1. Committee Meeting 1 (Thursday 7:00 am to 11:00 am)
2. Committee Meeting 2 (Thursday 7:00 am to 11:00 am)
3. Committee Meeting 3 (Thursday 7:00 am to 11:00 am)
4. Board of Directors Meeting (Thursday 12:15 pm to 3:45 pm)
5. Mixer with Exhibitors (Thursday 4:00 pm to 5:00 pm)
6. Industry Meeting of the Minds Panel (Friday, 8:00 am to 10:00 am)
7. Morning Breakout 1 (Friday, 10:00 am to 11:30 am)
8. Morning Breakout 2 (Friday, 10:00 am to 11:30 am)
9. Morning Breakout 3 (Friday, 10:00 am to 11:30 am)
10. Lunch with Exhibitors (Friday, 11:30 am to 2:30 pm)
11. Afternoon Breakout 1 (Friday, 2:30 pm to 3:30 pm)
12. Afternoon Breakout 2 (Friday, 2:30 pm to 3:30 pm)
13. Afternoon Breakout 3 (Friday, 2:30 pm to 3:30 pm)
14. President's Reception (Friday, 6:00 pm to 7:00 pm)
15. Installation Banquet (Friday, 7:00 pm to 9:00 pm)

**\*\*Times subject to change**

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### Gold \$2,000

#### What you will receive for your Gold Sponsorship?

- You will have the opportunity to speak for two (2) minutes at the General Session
- Your Company logo will be displayed on all advertisements that PCOC produces for the Expo
- Your company logo will be featured on a banner, with other Gold & Silver Sponsors, at our Registration Desk

# Sponsorship Registration

## SPONSORSHIP LEVEL CHOICE:

**Diamond**                      **\$6,000**

**Platinum**                      **\$4,000**

**Please choose ONE (1) of the following:**

- Committee Meeting 1 (Thursday 8:00 am to 12:00 pm)
- Committee Meeting 2 (Thursday 8:00 am to 12:00 pm)
- Committee Meeting 3 (Thursday 8:00 am to 12:00 pm)
- Board of Directors Meeting (Thursday 1:00 pm to 4:00 pm)
- ~~Mixer with Exhibitors (Thursday 4:00 pm to 5:30 pm)~~
- Industry Meeting of the Minds (Friday, 8:00 am to 10:00 am)
- ~~Morning Breakout 1 (Friday, 10:00 am to 11:30 am)~~
- Morning Breakout 2 (Friday, 10:00 am to 11:30 am)
- Morning Breakout 3 (Friday, 10:00 am to 11:30 am)
- ~~Lunch with Exhibitors (Friday, 11:30 am to 2:30 pm)~~
- Afternoon Breakout 1 (Friday, 2:30 pm to 3:30 pm)
- Afternoon Breakout 2 (Friday, 2:30 pm to 3:30 pm)
- Afternoon Breakout 3 (Friday, 2:30 pm to 3:30 pm)
- President's Reception (Friday, 6:30 pm to 7:30 pm)
- Installation Banquet (Friday, 7:30 pm to 9:30 pm)

**Please indicate who will be speaking on your behalf at your selected event:**

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**Gold**                              **\$2,000**

**Please indicate who will be speaking on your behalf at the General Session:**

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**Please send your company's logo to [sarah@pcoc.org](mailto:sarah@pcoc.org)**

# Exhibitor and Sponsorship Payment Information

**Tabletop Order** \$ \_\_\_\_\_

Optional: Extra Badges \$ \_\_\_\_\_

Optional: Add'l Banquet Tickets \$ \_\_\_\_\_

**Sponsorships** \$ \_\_\_\_\_

\*\*\*Please send your company's logo to sarah@pcoc.org

**TOTAL** \$ \_\_\_\_\_

## Investment Options

**By Check:** Please Mail your check, along with your COMPLETE registration form, to the address below. Please make checks payable to PCOC.

**By Credit Card:** Please fill out the section below and mail, fax or email your COMPLETE registration form.

Visa  Mastercard  Amex  Discover

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

Card Billing Address: \_\_\_\_\_

\_\_\_\_\_

Card#:                    ----                    ----                    ----                    Exp:                    /                    CVC#: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_ Date: \_\_\_\_\_

By signing this form, I authorize PCOC to charge my card for my PCOC 2023 Expo Exhibitor registration fees in the amount that is equal to the total amount due for the item(s) that are indicated. If there are any discrepancies, PCOC staff will contact you to confirm amount.

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Make checks payable to PCOC and mail to:  
PCOC 2023 Expo Exhibitor Registration  
1510 J St., Ste. 230  
Sacramento, CA 95814  
or fax to (916) 372-5437  
For questions, contact Sarah at (916) 572-0427