

September 24 – 26

Palm Springs  
Convention Center

Palm Springs, California



# 2017 CGA Strategic Conference

SPONSOR PROSPECTUS

[www.cgastrategicconference.com](http://www.cgastrategicconference.com)



# what to expect

Every year, hundreds of professionals representing the broad spectrum of California's grocery industry convene for three days in Palm Springs to collaborate, network and develop new approaches to their businesses. CGA combines these foundational elements with an exciting line-up of speakers that challenges you to think differently and anticipate the changing trends and new directions of the industry.

Conference sponsors gain the added benefit of a set number of private, pre-arranged meetings with selected participating retailers that promises to increase your effectiveness, generate fresh strategies and new business leads.

## **BREAK AWAY FROM THE TYPICAL TRADE SHOW EXPERIENCE**

At the CGA Strategic Conference, we have turned the typical trade show experience into a uniquely productive opportunity to gain meaningful appointments with some of your top customers.

- Would you like to showcase your newest products in a traditional 10 x 10 display space? We offer that, but we pair this with pre-scheduled, face-to-face meetings with category buyers from California's top grocery retailers.
- Would you prefer to have your own, customized meeting room to design the environment that reflects your brand and in-store product displays? No problem! And we will bring the customers to you.
- Or, if you are looking for a more exclusive, customized opportunity to promote your company without the normal sponsorship clutter that also includes integrated sampling opportunities, we've got you covered.

Not only that, but CGA packs the agenda with multiple networking opportunities and top-caliber educational sessions creating a highly-productive, three-day event that will help build your business with California's retail grocers.



CGA STRATEGIC CONFERENCE 2016

# ReshapingRetail

“

*The CGA Strategic Conference has proved a valuable resource for brokering new relationships and deals. It has quickly become a must attend event for our team. With terrific networking opportunities and insightful speakers, we know we will be back next year.*”

**BEAR SILBER**  
*Director of Growth*  
Selfycart



“ Everything is provided by CGA staff and planning for the Retailer to derive maximum benefit from the valuable time devoted to attending. Bring the right people and be prepared to collaborate and you will be satisfied. ”

**GEORGE FRAHM**  
*Executive Vice President,  
Administration & Distribution  
Stater Bros. Markets*

# who attends

The CGA Strategic Conference is the most productive, well-attended, annual gathering of the California grocery industry. The CGA Strategic Conference offers a one-of-a-kind opportunity to connect with executives, senior management, procurement teams, and other professionals from throughout the California grocery industry. From national companies to large regional chains, ethnic specialty supermarkets and quality independent operators, CGA brings together owners, senior-level executives and category buyers representing the broad-spectrum of California's grocery industry.

Whether you represent a new, niche product or an established national brand, this is the gathering of top industry decision-makers that is not to be missed.

## **RETAIL COMPANIES IN ATTENDANCE IN 2016:**

Albertsons/Safeway	North State Grocery, Inc.
Andronico's Community Markets	Northgate Gonzalez Markets
Big Saver Foods, Inc.	Numero Uno Markets
Bristol Farms	Nutricion Fundamental
C&K Markets	Raley's
Cardenas Markets	Ralphs Grocery Company
Clark's Nutritional Natural Foods Market	Rio Ranch Markets
Costco Wholesale	Save Mart Supermarkets
El Super/Bodega Latina	Smart & Final Stores
Food 4 Less/Foods Co.	Stater Bros. Markets
Food 4 Less Stockton/ Rancho San Miguel	Super A Foods
Foods Etc.	Super King Markets
Gelson's Markets	Superior Grocers
Grocery Outlet	Susanville Supermarket
Jule's Market	Times Supermarkets (HI)
La Carreta Supermarket	Twain Harte Market
Mar-Val Food Stores	Vallarta Supermarkets
Mi Pueblo Foods	Whole Foods Market
Mollie Stone's Market	Young's Payless IGA

# sponsorship overview

We understand that your time out of the office needs to be as productive as possible. Sponsorship of the CGA Strategic Conference provides you with customized, pre-arranged appointments before you arrive so that you can plan your customer presentations and be as targeted and effective as possible.

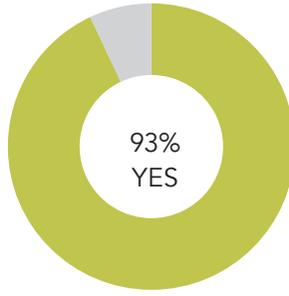
The CGA Strategic Conference annually boasts more than 1,000 individual business meetings, that help suppliers and retailers build connections and optimize their time at the conference. Add in constant opportunities to connect with your most important partners all in one location and you have the gold standard of industry conferences.

## HOW THE MEETING SCHEDULING WORKS

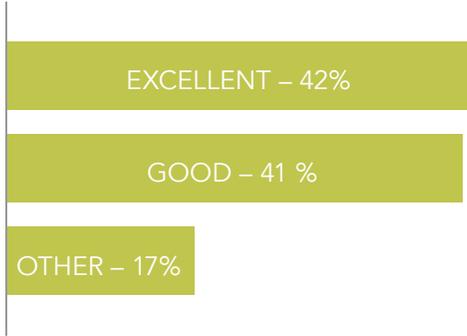
- CGA provides all sponsors with a complete list of participating retailers
- Sponsors indicate which retailers, in order of preference, they would like to meet with
- Meeting priority is determined by sponsorship level and ranked in order by when CGA receives sponsorship payment and completed contract
- Final schedules are provided to sponsors after CGA completes the schedules and confirms the meetings
- To ensure that meetings are productive for all involved, certain guidelines will apply



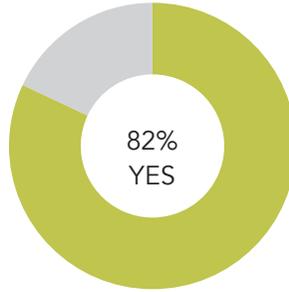
Would you recommend attending the CGA Strategic Conference to a colleague?



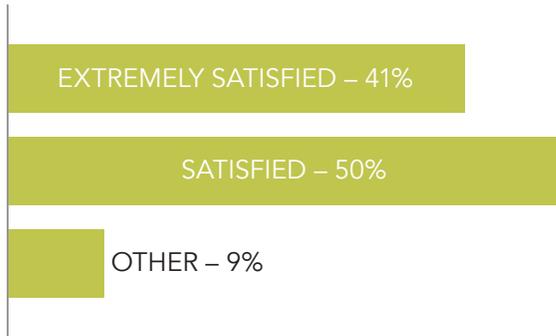
Overall, how would you rate the value of the CGA Strategic Conference in comparison to other food industry conferences?



Did you establish any new business relationships at this year's conference?



Overall, how satisfied were you with the 2016 CGA Strategic Conference?



Please rate the quality of your in-person business meetings at this year's conference.



# pavilion suite

**NEW for 2017!** This premium-placed Pavilion Suite offers a dramatically expanded meeting space that is ideal for large companies with multiple product lines across several categories. Offering three separate meeting rooms and extended 85-minute meeting times, the Pavilion Suite is an ideal way to collaborate with your company's various divisions to bring increased efficiency to your conference sponsorship.

## **BENEFITS:**

- Premium placement of your private, exclusive 48 x 24 pavilion suite to be broken into three meeting rooms with interior and exterior doors with middle room to have plexi exterior front wall\*
- Pre-scheduled, 85-minute appointments with retailers in pavilion suite
- Ability to host a retailer for dinner during the conference
- Ability to present two television commercials (0:30) during conference general session
- Ability to place your corporate banner above your pavilion suite on the show floor
- 2-Full-page, 4-color advertisements in on-site conference guide distributed to all attendees (one to have premier placement on back cover)
- Company listings in on-site conference guide
- Sponsor recognition on homepage of conference website
- Sponsor recognition during conference general session
- Sponsor recognition on event signage
- Six (6) complimentary conference registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information

**PRICING:** \$80,000

\*Suite amenities include: Lighting & temperature controls, and sound proof space.



# premium suite holder

Premium Suite Holders receive private, reserved use of their own business conference suite for hosting 40-minute retailer meetings. Premium Suites offer the ideal setting to create an environment that reflects your individual brand and style. A host of premium recognition benefits are also included in this sponsorship package.

## **BENEFITS:**

- Private, exclusive, use of a 16 x 24 business conference suite\*
- Pre-scheduled, 40-minute appointments with retailers in business conference suite
- Ability to host a retailer for dinner during the conference
- Ability to present television commercial (0:30) during conference general session
- Ability to place your corporate banner above your business conference suite on the show floor
- Full-page, 4-color advertisement in on-site conference guide distributed to all attendees
- Company listing in on-site conference guide
- Sponsor recognition on homepage of conference website
- Sponsor recognition during conference general session
- Sponsor recognition on event signage
- Two (2) complimentary conference registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information

**PRICING:** \$30,000

\*Suite amenities include: Lighting & temperature controls, and sound proof space.



# executive level

In addition to priority scheduling for 20-minute retailer review meetings, the Executive Level sponsorship includes up to five (5) extended, 40-minute retailer meetings. Elevated sponsor recognition benefits accompany this level of sponsorship.

## **BENEFITS:**

- Pre-scheduled, 40-minute retailer review meetings are based on retail availability (limit 5, additional meetings at 20-minutes)
- Priority meeting scheduling
- Full-page, 4-color advertisement in on-site conference guide distributed to all attendees
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information

**PRICING:** \$13,500



# president level

The economically-priced President Level sponsors receive second-priority scheduling for 20-minute retailer review meetings without the traditional expenses associated with exhibit display logistics.

## **BENEFITS:**

- Pre-scheduled, 20-minute retailer review meetings
- Preferred meeting scheduling
- Half-page, 4-color advertisement in on-site conference guide distributed to all attendees
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information

**PRICING:** \$6,500



# director level

The director level sponsorship includes the ability to showcase store displays and sample products in the main exhibit hall. CGA Strategic Conference exhibit hall generates additional exposure for your company as it is also the location for conference business meetings and daily meal functions.

## **BENEFITS:**

- 10 x 10 show floor display space\*\*
- On-site sampling rights
- Pre-scheduled, 20-minute retailer review meetings
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information

**PRICING:** \$4,500

(CGA Members receive a \$500 discount on Director Level Sponsorship)

\*\*Please Note: The CGA Strategic Conference is not a traditional exhibit experience. Floor traffic is commonly lighter although the conference does host several meal functions on the show floor.



# keynote luncheon sponsor

## EXCLUSIVE OPPORTUNITY – ONE AVAILABLE

Tuesday's conference program is highlighted by a special keynote luncheon presentation by an accomplished industry leader. Presenting this high-profile program includes the unique opportunity for your company's executive to address the audience at this year's conference.

## BENEFITS:

- Pre-scheduled, 20-minute retailer review meetings
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information
- Recognition on-site and in advance publicity materials mentioning sponsored event including:
  - Podium opportunity
  - Reserved table

**PRICING:** \$21,500



# opening reception

## **TWO AVAILABLE (NOT CATEGORY EXCLUSIVE)**

The opening night reception is one of the signature social events at the CGA Strategic Conference. Here attendees gather for an unparalleled opportunity to network with their industry peers in a fun, relaxed environment. Sponsorship is limited to two co-sponsors.

### **BENEFITS:**

- Pre-scheduled, 20-minute retailer review meetings
- Brand/Product integration into sponsored event (if applicable)
- Sampling rights
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information
- Recognition on-site and in advance publicity materials mentioning sponsored event including:
  - Multiple on-site signage opportunities in sponsored area
  - Rotating advertising banner on conference website

**PRICING:** \$15,000



# networking lounge sponsor

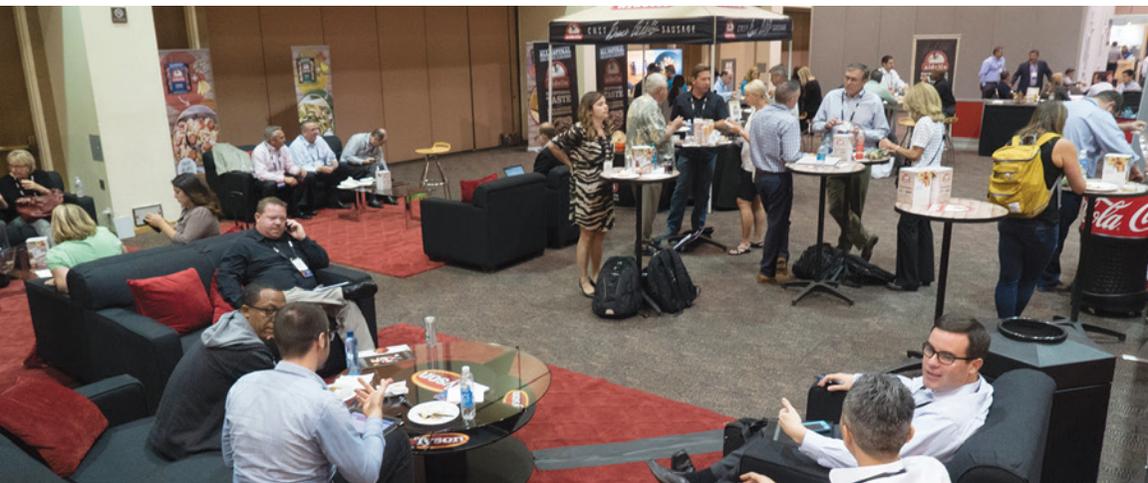
## EXCLUSIVE OPPORTUNITY – ONE AVAILABLE

The place to relax, recharge your mobile phone and check your email, this area provides an exclusive opportunity to present your brand while providing a valuable enhancement to the attendee experience.

### BENEFITS:

- Pre-scheduled, 20-minute retailer review meetings
- Complete naming rights and brand integration into sponsored venue
- High-visibility show floor location
- Company name on banner above Lounge
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information
- Recognition on-site and in advance publicity materials mentioning sponsored element including:
  - Multiple on-site signage opportunities in sponsored area
  - Rotating advertising banner on conference website

**PRICING:** \$15,000



# after hours social

## **EXCLUSIVE OPPORTUNITY – ONE AVAILABLE**

The quality of the networking opportunities consistently rank as one of the most beneficial attributes of the conference. What better way to connect with attendees than featuring your company at this popular networking event. The after-hours social event follows Sunday's opening night reception in an inviting and casual atmosphere by the pool.

### **BENEFITS:**

- Pre-scheduled, 20-minute retailer review meetings
- Complete naming rights and brand integration into sponsored element
- Sampling rights
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information
- Recognition on-site and in advance publicity materials mentioning sponsored element including:
  - Multiple on-site signage opportunities in sponsored area
  - Rotating advertising banner on conference website

**PRICING:** \$12,500



# conference registration sponsor

## EXCLUSIVE OPPORTUNITY – ONE AVAILABLE

CGA is pleased to offer this high-profile, exclusive opportunity to promote brand awareness through conference registration materials. Sponsor will be recognized through branded presence on registration materials including each attendee name badge lanyard, attendee room keys and conference marketing materials.

## BENEFITS:

- Pre-scheduled, 20-minute retailer review meetings
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information
- Recognition in all registration materials including:
  - Attendee room keys
  - Conference badge lanyard

**PRICING:** \$9,000



# opening general session sponsor

## **EXCLUSIVE OPPORTUNITY – ONE AVAILABLE**

The conference begins here at the opening General Session with an insightful educational speaker. Sponsorship of this event offers your company executive the opportunity to address the attendees and welcome them to the 2017 conference.

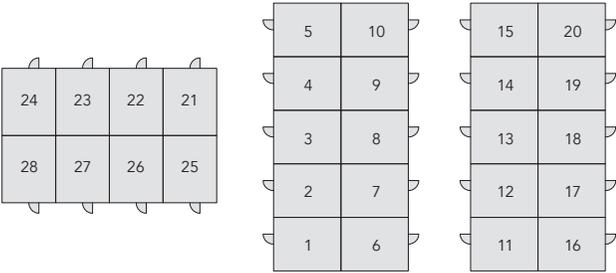
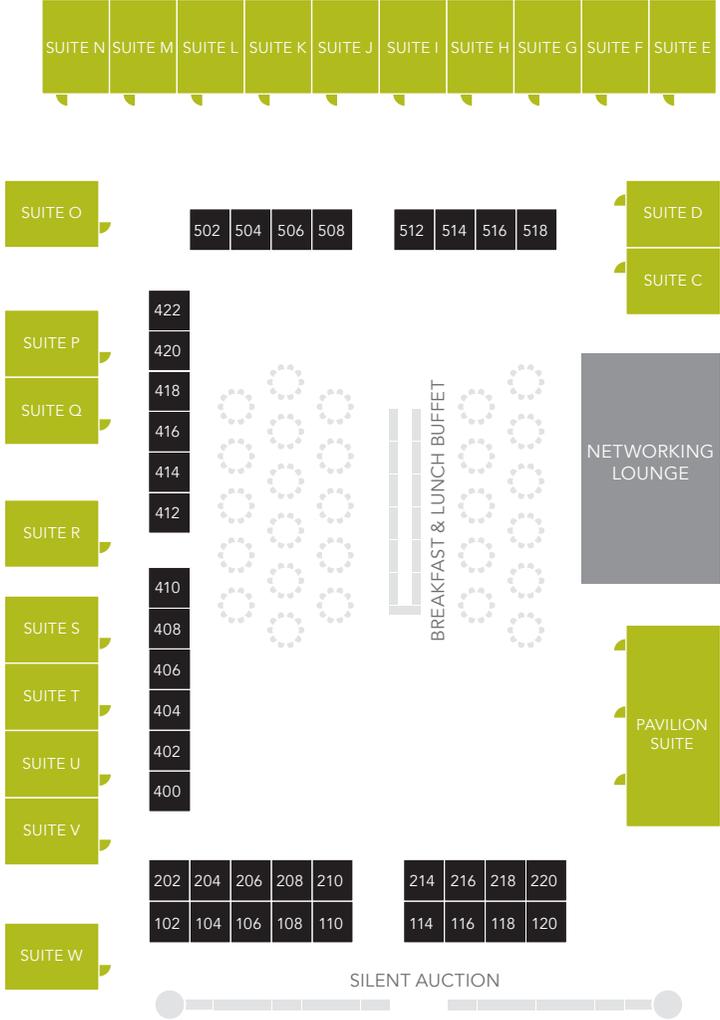
## **BENEFITS:**

- Pre-scheduled, 20-minute retailer review meetings
- Company listing on conference website
- Company listing in on-site conference guide
- Two (2) complimentary registrations (if participation is secured prior to June 2, 2017)
- Complete list of participating retailers including full contact information
- Recognition on-site and in advance publicity materials mentioning sponsored element including:
  - Podium opportunity
  - Reserved seating

**PRICING:** \$7,500



# floorplan



- BUSINESS CONFERENCE SUITES
- DIRECTOR LEVEL DISPLAYS
- RETAILER REVIEW ROOMS

# reserve your space today



## BOOK NOW!

Don't miss this opportunity to meet with California's top grocery industry decision-makers. Whether you represent a new, niche product or an established national supplier, the CGA Strategic Conference provides a highly productive opportunity to build your business in California's huge grocery segment. Last year's sponsorships sold out early so contact CGA now to secure your spot for this year's conference.

## CONFERENCE DATES AND HOURS

Sunday, September 24, 2017 4:00 PM – 10:00 PM  
Monday, September 25, 2017 7:00 AM – 7:30 PM  
Tuesday, September 26, 2017 8:00 AM – 5:00 PM

## CONTACT

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