

TeamCalifornia



**NOVEMBER 5-7, 2025**  
**CONCORD HILTON**  
**CONTRA COSTA COUNTY**

**LEARN**  **ENGAGE**  **DEVELOP**



# MEET THE CONSULTANTS

**TEAMCALIFORNIA'S ANNUAL SITE SELECTION  
AND ECONOMIC DEVELOPMENT FORUM**

# CONNECT WITH SITE SELECTION DECISION MAKERS AND ECONOMIC DEVELOPMENT PROFESSIONALS



## Who Attends MTC?

- Site Selectors
- Economic Development/City Leaders
- State/Federal Agencies
- Developers
- Utilities
- Investors
- Brokers
- State/Community Colleges
- Workforce Development
- Others

## TeamCalifornia's Mission

TeamCalifornia's mission is to promote business development, retention and expansion opportunities across California. We do this as the State's business marketing arm with a collaborative network of state agencies, cities, counties, economic development organizations, utilities, industry associations, private businesses and more.

## The Annual Meet the Consultants Conference provides an opportunity for:

- 1) The "Host" City or County to showcase their region to Site Selectors
- 2) Cities and regions across the state to showcase their own opportunities and value to Site Selectors and decision-makers
- 3) Learning the latest needs/trends/expectations in site selection
- 4) One-on-one networking and discussions with decision-makers and site consultants
- 5) Local economic development professionals, elected officials, state agencies, cities, counties, utilities, and other interested parties to collaborate and show support for opportunities across California.

There's no need to travel out-of-state to learn from and engage with decision makers.

**We bring the Site Selectors and decision makers to you, all under one roof, here in California.** We know that California is diverse and full of business friendly communities. Our regions have so much to offer! This event is FOR California and ABOUT California without the noise of competitors from other states. Let's get down to business in helping YOU get down to business.

# Sponsorship Opportunities



## Learn. Engage. Develop.

This packet is designed to outline the ways that we can work closely to create a valuable event for site selection consultants and attendees alike. We want you to be able to learn, engage and shine. To that end, sponsorship items are **critical to the success and value of our event, and we ask that you consider sponsorship.**

Funds earned from the Annual MTC Conference will first be used to cover expenses of the event. A non-profit organization, TeamCalifornia will direct surplus funds to much needed ongoing marketing and promotion of California and California regions to site consultants and businesses.

TeamCalifornia works very hard for our members when it comes to story-telling and being at the table for economic development opportunities across the state. We hope that you will show your support by sponsoring and/or attending Meet The Consultants this year in Contra Costa County.



2025 Meet The Consultants

# Tiered Sponsorship Levels

Tiered Sponsorship Levels & Benefits

Unlock the Power of Your Support:

Explore Our Sponsorship Levels and Join Us in Making a Difference For California Communities

	Silver Only 3 available <b>\$1,750</b> (1 reg)	Exhibitor <b>\$2,500</b> (1 reg)	Gold <b>\$3,000</b> (2 reg)	Platinum <b>\$10,000</b> (4 reg)
<b>SPONSORSHIP DETAILS</b>				
Conference Registrations				
Included in conference marketing materials, profile in app	✓	✓	✓	✓
Invitation to attend private sponsor/ host Welcome Dinner with site selectors	✓	✓	✓	✓
Registration bag insert	✓	✓	✓	✓
Exhibit Space (6ft table provided)		✓	✓	✓
Logo on name tags			✓	✓
Dedicated Spotlight in our TeamCalifornia Newsletter			✓	✓
Ability to address attendees prior to large group sessions				✓
TeamCalifornia Annual Membership				✓

Additional team member registrations are \$199 per attendee with any Sponsor Package





2025 Meet The Consultants

# Economic Empowerment Sponsorships

Specialty Sponsorships

Specialty Sponsorships include invitation to private sponsor/host welcome dinner.

Add 6' table in the exhibitor space for \$250

## \$2000 | Welcome Reception

3 Available

- 2 min to address participants at reception
- 1 attendee registration
- Included in conference marketing materials, app
- Your banner can be displayed during reception
- Registration bag insert

## \$3000 | App

1 Available

- Recognition as digital app sponsor, inside app
- 2 attendee registrations
- Included in conference marketing materials, app
- Registration bag insert

## \$3000 | Lanyard

1 Available

- Your logo on conference lanyard
- 2 attendee registrations
- Included in conference marketing materials, app
- Registration bag insert

## \$3200 | Site Selector Host

5 Available

- One-on-one meeting and private breakfast with your Site Selector and TeamCa Board of Directors
- Invited to retrieve consultant from the airport (if you are available, if not, transportation will be arranged)
- 2 attendee registrations
- Included in conference marketing materials, app
- Registration bag insert





2025 Meet The Consultants

# Economic Empowerment Sponsorships

Specialty Sponsorships

Specialty Sponsorships include invitation to private sponsor/host welcome dinner.

Add 6' table in the exhibitor space for \$250

## \$4000 | Forum Meal

2 Available - Luncheon or Dinner

- 5 min to address participants before meal
- 2 attendee registrations
- Included in conference marketing materials, app
- Your logo will be displayed during meal
- Registration bag insert

## \$3000 | Welcome Bags

1 Available

- Your logo on conference welcome bag - you can provide or we design together
- 2 attendee registrations
- Included in conference marketing materials, app
- Registration bag insert

## \$5000 | Breakout Rooms

0 Available

- Company name & logo on session signage
- Thank you and verbal recognition in all sessions
- 3 attendee registrations
- Included in conference marketing materials, app
- Registration bag insert

## \$6000 | Round Table Discussion

1 Available

- Company name & logo displayed during round tables
- 5 min to address attendees in large room before round tables
- 3 attendee registrations
- Included in conference marketing materials, app
- Registration bag insert





## Why should I attend MTC25?

Not only does our annual MTC Forum give attendees the opportunity to showcase their value proposition about business investment and development, but you will hear the latest trends in the site selection industry while directly engaging with site selectors, developers, investors, brokers and other leaders making things happen across California. Of all events to participate and support with TeamCalifornia, this is the one!

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## When does registration open, and what will be the total cost to attend?

### Forum Cost

Our registration link will go live and be announced sometime during the week of 6/28/2025. TeamCalifornia Member rates will be \$650, with nonmember guests being higher.

### Hotel

Upon registration, affordable hotel accommodations can be reserved for under \$200/night.

### Transportation

The nearest major airport is Oakland International Airport, approximately 30 miles to the southwest. Airfare rates may vary.

**We'd like to encourage you to register early - therefore we will offer an Early Bird Savings on both registrations and sponsorships through August 31st!**





## What can I expect? Do you have a sample agenda?

Our conference will be held inside the Hilton Concord Hotel. The program includes interactive panels, consultant presentations, round table discussions and breakout sessions with consultants. We are currently making arrangements with some of the best site selectors in the United States, their identities will be announced soon! Topics will include workforce development strategies, advanced manufacturing, ag tech and food processing, energy, logistics, cleantech, retail, Foreign Direct Investment (FDI) and more!

### DAY 1 – NOVEMBER 5

8:00am – 10:00am Registration Open/Badge Pickup  
8:30am – 9:30am TeamCalifornia Board of Directors Annual Meeting  
10:00am – 2:30pm Optional Fam Tour  
2:30pm – 5:45pm Registration Open/Badge Pickup  
3:30pm–4:30pm TeamCalifornia Membership Meeting (Member Organizations Only)  
4:30pm–4:45pm Conference Welcome – Meet the Consultants  
4:45pm – 5:45pm Session One  
6:00pm – 9:00pm Welcome Reception

### DAY 2 – NOVEMBER 6

7:30am – 10:00am Registration Open/Badge Pickup  
7:30am – 8:30am Light Breakfast & Networking  
8:30am – 9:00am Opening Remarks – TeamCalifornia, Contra Costa County  
9:00am – 10:00am Session Two  
10:00am – 10:15am Break  
10:15am – 11:15am Session Three  
11:15am – 12:15pm Breakout Sessions  
12:15pm – 1:30pm Consultant Networking Luncheon – Settle-In and Connect  
1:30pm – 2:30pm Session Four  
2:30pm – 2:45pm Break  
2:45pm – 4:00pm Meet the Consultant Round Tables  
5:00pm – 8:00pm Sponsor/Consultant Dinner (Invitation Only)  
8:00pm – 9:30pm After Hours



### DAY 3 – NOVEMBER 7

7:30am – 11:00am Registration  
Open/Badge Pickup  
7:30am – 8:30am Light Breakfast & Networking  
8:30am – 9:30am Session Five  
9:30am – 9:45am Break  
9:45am – 10:45am Meet the Consultant Round Tables (Round Two)  
10:45am – 11:00am Ask Anything  
11:00am – 12:00pm Closing General Session



# Meet The Consultants 2025 Sponsorship Agreement

Chosen Sponsorship Level:

## Tiered Sponsorship

- ☐ Silver Sponsor | \$1,750
- ☐ Exhibitor | \$2,500
- ☐ Gold | \$3,000
- ☐ Platinum | \$10,000

## Economic Empowerment Speciality Sponsorships

- ☐ Welcome Reception | \$2,000
- ☐ App Sponsor | \$3,000
- ☐ Lanyard Sponsor | \$3,000
- ☐ Site Selector Host | \$3,200
- ☐ Forum Luncheon or Dinner Sponsor | \$4,000
- ☐ Welcome Bag Sponsor | \$3,000
- ☐ Breakout Rooms Sponsor | \$5,000
- ☐ Round Table Discussion | \$6,000



## Sponsorship Terms:

TeamCalifornia agrees to grant the sponsor the appropriate sponsorship benefits.

Sponsor agrees to pay the amount of \_\_\_\_\_ made payable to TeamCalifornia within 30 days of signing agreement for these sponsorship benefits.

Sponsor deliverables will not begin until TeamCalifornia has received full payment.

The sponsorship will be for the 2025 Meet the Consultants Forum starting from the date on the agreement and will end on November 7, 2025.

## Sponsor Contact:

(This is the person who TeamCalifornia will be contacting regarding your sponsor benefits and planning)

Name and Title:

Organization Name:

Address:

City, State, Zip:

Phone:

Email:

The sponsor agrees to provide the following:

- Sponsor logo (high resolution for print and digital) within 7 days of signing agreement
- Sponsor's complete list of forum attendees by October 9, 2025

By signing below, the Sponsor agrees to the terms in this agreement:

Sponsor name

Title

Date

*While this year's speakers are still  
being finalized, last year's  
powerhouse lineup included:*

**MEET THE  
CONSULTANTS**



**TEAMCALIFORNIA'S ANNUAL  
SITE SELECTION &  
ECONOMIC DEVELOPMENT FORUM**



**VISALIA CONVENTION CENTER, VISALIA, CALIFORNIA  
AUGUST 6-8, 2024**

Join us for the 2024 TeamCalifornia Annual Site Selection & Economic Development Forum hosted by the County of Tulare. Attendees will hear insights and perspectives from national site selection consultants, business leaders, and economic developers, with additional opportunities for live networking.

**PREMIER LINEUP OF EXPERT SPEAKERS**



**CHRIS LLOYD**  
MCGUIREWOODS CONSULTING LLC



**KIM MOORE**  
NEWMARK



**GARRICK BROWN**  
GALLELLI



**COURTNEY DUNBAR**  
BURNS & MCDONNELL



**WILLIAM HEARN**  
SITE DYNAMICS LLC



**RICK KINGERY**  
COLLIERS



**NIREE KODAVERDIAN**  
BEACON ECONOMICS LLC



**NATALIE PEBBLES**  
JERSEY MIKE'S SUBS



**DEREK KIRK**  
GO-BIZ



**POONUM PATEL**  
GO-BIZ