



WESTERN AGRICULTURAL PROCESSORS  
ASSOCIATION

1785 N. Fine Avenue, Fresno, California 93727  
559-455-9272  
f: 559-251-4471

[www.agprocessors.org](http://www.agprocessors.org)

January 16, 2017

Associate Members

Re: ***Western Agricultural Processors Association's 2017 Annual Meeting***

It's that time again! Time for the 2017 Annual Meeting of the Western Agricultural Processors Association (WAPA)! The growth continues as we continue to represent the tree nut industry on the matters critical to your daily operations. To update you on the latest critical issues facing our industry, WAPA is holding its **2017 Annual Meeting on June 14th—16th at the Monterey Marriott located in beautiful downtown Monterey, California.**

At this meeting, we will hold our ***Annual Meeting Dinner and Associate Member Reception*** at the Monterey Marriott to recognize our Associate Members who have supported our organization and this industry. We will also be conducting our ***Annual WAPA Golf Tournament*** at the Pete Dye Designed Carmel Valley Ranch Golf Course in Carmel Valley! And the **2017 Annual Meeting** promises to be as informative as ever, including updates on regulatory and legislative issues, FSMA, Sacramento, Washington D.C., and other critical issues impacting the tree nut industry in California.

We would like to take this opportunity to offer our Associate Members a chance to "sponsor" this important event. You will be recognized throughout the event, including the dinner event. In addition, we are providing an opportunity limited to our Associate Members to be an exhibitor and set up a "display booth" at the meeting. Attached is a **sponsorship/exhibitor form**. Once again we are partnering with **Jason Scott of West Coast Nut Grower Guide**, and owner of **JCS Marketing**, to handle the sponsorship and exhibitor duties. This is simply a sign of our growth and a need to outsource to those who do this on a daily basis, which allows us to do what we do best and that is represent the tree nut industry on regulatory and legislative issues. This is a tremendous partnership that benefits us all. Should you have any questions, please do not hesitate to contact me at (559) 455-9272 or via email at [roger@agprocessors.org](mailto:roger@agprocessors.org).

Thank you for your consideration of this important event, and I look forward to seeing you in Monterey!

Sincerely,

A handwritten signature in blue ink that reads "Roger A. Isom". The signature is fluid and cursive, with the first name "Roger" being the most prominent.

Roger A. Isom  
President/CEO



WESTERN AGRICULTURAL PROCESSORS  
ASSOCIATION

# 2017 Annual Meeting *Invitation*

## Monterey Marriott

**Wednesday, June 14th —  
Friday, June 16th**



You are cordially invited to attend what we believe will be a fun, informative and relaxing WAPA Annual Meeting in beautiful Monterey. Details are enclosed for your convenience. Please respond promptly so proper planning can be assured for everyone's convenience.

### Hotel Reservations

Please make your hotel reservations by **Wednesday, May 24th** identifying yourself with **Western Agricultural Processors Association** to ensure the Association's special room rate and space availability. The group rates for the Deluxe Room is \$215 and are available to extend through the weekend. Reservations can be made by calling the number below.

**Reservations: (800) 228-9290**

**Visit website at: <http://www.marriott.com/>**

### Meeting Registration (Form Enclosed)

Please complete in detail and return to Association offices by **June 2nd** with your check made payable to the **Western Agricultural Processors Association**.

### Golf Outing (Form Enclosed)

If you would like to play golf, please complete in detail and return to Association offices no later than **June 2nd**. Your check for Golf may be combined with registration fees. You may fax your golf response to : **(559) 251-4471** or mail to the address below.

### Reminder

Form can be submitted by mail or fax.

Registration and Golf fees may be included in one check.

Mailing address: **1785 N. Fine Avenue, Fresno, CA 93727**

Fax number: **(559) 251-4471**



# Attendee Registration Form

## 2017 Annual Meeting Monterey Marriott

350 Calle Principal  
Monterey, CA  
June 14th - 16th

**Registration Fee \$150.00**  
**Spouse/Guest Fee \$50.00**  
**Dinner \$75.00**

### Tentative Agenda

The planned agenda is as follows:

#### Wednesday, June 14th

5:30p - 7:00p Reception

#### Thursday, June 15th

8:00a - 1:30p Golf Outing

5:30p - 9:00p Associate Appreciation Reception/Dinner

#### Friday, June 16th

7:30a Exhibits/Continental Breakfast

8:00a - 1:00p Annual Meeting

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

Spouse/Guest Name \_\_\_\_\_ Phone \_\_\_\_\_

Please indicate the number of guests who will be attending each event.

\_\_\_\_\_ Wednesday Reception (Included in Registration & Guest Fee)

\_\_\_\_\_ Thursday Golf

\_\_\_\_\_ Thursday Dinner

\_\_\_\_\_ Friday Annual Meeting (Included in Registration & Guest Fee)

**Total Amount Of Registration Fees Enclosed: \$ \_\_\_\_\_**



**Please Fax Form to (559) 251-4471 or Mail to:  
Western Agricultural Processors Association  
1785 N. Fine Avenue  
Fresno, CA 93727**



# 2017 WAPA Annual Golf Outing

## Thursday, June 15, 2017

### Golf Registration Form

This year's WAPA Annual Meeting Golf Tournament will be held at Carmel Valley Ranch, in neighboring Carmel-By-The-Sea, CA. Please come and join us as a sponsor for this exciting event. The golf tournament is a great opportunity for WAPA's members and associate members to socialize while enjoying a round of golf and the beautiful views that Carmel Valley Ranch Golf Course has to offer.

At the heart of Carmel Valley Ranch's 500 acres, winding through the core of the resort from the valley floor through the foothills and up to significant elevation, is the Carmel Valley Ranch Golf Course. The 18-hole, par-70 course has earned a reputation for its stunning views, friendly wildlife, tactical challenges and playability. Experience championship-level play at a course rated among the "Best US Golf Resorts" by Travel and Leisure's "World's Best" survey.

### Carmel Valley Ranch

One Old Ranch Road  
Carmel, CA 93923

Tournament Time: 8:00 A.M. (Shotgun)  
Tournament Format: Scramble - 4 person teams  
Registration Fee: **\$150 per person** (includes Green Fees, Carts & Lunch)

#### Participants Information

Name(s): \_\_\_\_\_ Check for Handicap\*  
(If no Handicap-Normal Score)

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Total Amount Of Golf Registration Fees Enclosed: \$ \_\_\_\_\_

Please return this form before **June 2nd**. Check may be combined with registration fees.



Please Fax Form to (559) 251-4471 or Mail to:  
Western Agricultural Processors Association  
1785 N. Fine Avenue  
Fresno, CA 93727



**2017 Annual Meeting**  
 June 14<sup>th</sup> - 16<sup>th</sup>, 2017  
**Monterey Marriot Hotel**  
 350 Calle Principal, Monterey, CA 93940

# Sponsorship & Exhibitor Registration Form

Must be a WAPA Member to be Eligible to Exhibit

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

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zipcode: \_\_\_\_\_

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

Attendee Name: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Additional Attendees: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

All exhibitors are asked to provide a certificate of liability insurance and name Western Agricultural Processors Association the Certificate Holder/Additional Insured for \$1,000,000 for each occurrence. Mail to Western Agricultural Processors Association: 1785 N. Fine Avenue, Fresno, CA 93727

### Sponsorship Options: Check if Applicable

The Sponsors of our meeting will be recognized by their level of sponsorship contributions in printed materials as well as in oral announcements. (Meeting and/or Golf Tournament combined)

- Sponsorship pledges will help offset costs of reception, continental breakfast, facility costs and meeting materials.
- Bronze Sponsor: \$500
- Silver Sponsor: \$750
- Gold Sponsor: \$1,500
- Tote Bag Sponsor: \$1,500
- Platinum Sponsor: \$2,500
  - \* Includes two conference registrations.
- Coffee Station Sponsor: \$3,000
- Diamond Sponsor: \$5,000
  - \* Includes a free exhibit and two conference registrations.
- Cocktail Sponsor: \$5,000
  - \* Includes signage at receptions.
- Exclusive Breakfast Sponsor: \$5,000 (First Come, First Serve)
  - \* Includes a free exhibit, four conference registrations, a five minute presentation at breakfast and an item at each table. (Sponsor must provide table item)
- Exclusive Lunch Sponsor: \$5,000 (First Come, First Serve)
  - \* Includes a free exhibit, four conference registrations, a five minute presentation at lunch and an item at each table. (Sponsor must provide table item)
- Exclusive Dinner Sponsor: \$10,000 (First Come, First Serve)
  - \* Includes a free exhibit, four conference registrations, a five minute presentation at dinner and an item at each table. (Sponsor must provide table item)

### Show Book Ad: Check if Applicable

- 1/4 Page (3.5" x 5"): \$450
- 1/2 Page (7.25" x 5"): \$650
- Full Page (8.5" x 11"): \$1,000
- Back Cover (8.5" x 11"): \$1,500

### Booth Options: Check if Applicable

- 1 (8ft) table, 2 chairs: \$575
  - \* Includes one meeting and one reception/dinner registration
- Additional Attendees: \$150 each
- Additional Tables: \$50 each

### Golf Sponsorship Options: Check if Applicable

- Hole Sponsor: \$500 per hole
- Bronze Tournament Sponsor: \$500
  - \* Includes logo on golf course.
- Driving Range Sponsor: \$1,000
  - \* Includes one free tournament entry and signage on driving range.
- Silver Tournament Sponsor: \$1,000
  - \* Includes one free tournament entry and logo on golf course.
- Gold Tournament Sponsor: \$2,000
  - \* Includes two free tournament entries and logo on golf course.
- Lunch Sponsor: \$2,500
  - \* Includes two free tournament entries and logo on box lunch.
- Platinum Tournament Sponsor: \$5,000 (First Come, First Serve)
  - \* Includes four free tournament entries, banner on golf course and a five minute presentation at lunch.

### Tote Bag Insert: Check if Applicable

- Add An Item: \$100 per item
  - \* Item can be no larger than 8.5" x 11"

### Total:

Booth/ Sponsorship Package: \$ \_\_\_\_\_  
 Show Book Ad: \$ \_\_\_\_\_  
 Golf Sponsorship: \$ \_\_\_\_\_  
 Tote Bag Insert: \$ \_\_\_\_\_  
 WAPA New Membership Fee (\$400): \$ \_\_\_\_\_  
 Total Amount Due: \$ \_\_\_\_\_

Payment is required to secure your booth. Please mail payment with this completed form to JCS Marketing: PO Box 27772, Fresno, CA 93729. Make checks payable to JCS Marketing.

### Contact:

Tel: (559) 352-4456  
 Fax: (559) 472-3113  
 jason@jcsmarketinginc.com





WESTERN AGRICULTURAL PROCESSORS  
ASSOCIATION

# Room Information Sheet

## Monterey Marriott

350 Calle Principal  
Monterey, CA 93940

### Room Cutoff Date - May 24th, 2017

#### ROOM RATE:

Deluxe Room—\$215

Group rate code: **Western Agricultural Processors Association**

Reservations: **(800) 228-9290**



#### Monterey Marriott Accommodations

Reside seaside at Monterey Marriott, one of the premier hotels in Monterey, CA. Located in the heart of downtown and across the street from Monterey Conference Center, we are just minutes from top destinations for both business and vacation travel. Book your getaway to enjoy refreshing accommodations boasting plush bedding, flat-panel TVs and stunning views of the bay from select guest rooms and suites. Make sure to stop by our celebrated on-site restaurant. During downtime, work up a sweat at our state-of-the-art fitness center and follow it up with a refreshing dip in the outdoor pool. Corporate travelers will appreciate our high-speed Internet access, well-equipped business center and flexible Monterey meeting spaces for conferences, banquets or receptions. Whatever the occasion, come experience first-class service and breathtaking views at our magnificent Monterey Bay hotel!

#### **Check-in and Check-out**

Check-in: 4:00 PM

Check-out: 12:00 PM

Express Check-In and Express Checkout

Video Review Billing , Video Checkout

#### **Internet Access**

Guest rooms Wireless

*High Speed:* Check email + browse the Web for 7.95 USD/day

*Enhanced High Speed:* Download large files + stream video for 14.95 USD/day

Lobby & public: Complimentary Wireless

Meeting rooms: Wireless, Wired

#### **Parking**

Valet parking, fee: 25 USD daily

Off-site parking, fee: 7 USD hourly, 7 USD daily (Call for verification (831)649-4234)

**Pet Policy:** Pets not allowed

**Smoke-free Policy:** Hotel smoke-free policy

#### **Service and Amenities**

All public areas non-smoking

Buffet breakfast, fee from: 22.00 USD

Cash machine/ATM

Coffee/tea in-room

Continental breakfast, fee from: 14.00USD

Evening turndown service

Foreign exchange

Hot breakfast, fee from: 16.00 USD

Housekeeping service daily

Laundry on-site

Laundry on-site, coin operated

Mobility accessible rooms

Newspaper delivered to room, on request

Room service, 6:00 AM-11:00 PM

Safe deposit boxes, front desk

Valet dry-cleaning

Vending machines