

6TH ANNUAL



Fresno Convention & Exhibit Hall

Thursday, October 21, 2021

SPONSORSHIP & EXHIBITOR PACKET

SAN JOAQUIN VALLEY MANUFACTURING ALLIANCE

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connect@sjmva.org

ABOUT THE SAN JOAQUIN VALLEY MANUFACTURING ALLIANCE

San Joaquin Valley Manufacturing Alliance (SJVMA) is an industry-led alliance launched in 2014 to build a manufacturing epicenter in Central California. Our primary goal is to strengthen regional manufacturing by building a world-class workforce and connecting resources to help our existing manufacturing businesses thrive. We believe that by building relationships and collaboration amongst our private enterprise, government and education sectors, we can strengthen the region's manufacturers and demonstrate that the Valley is the ideal location for manufacturing in California, and a globally competitive manufacturing environment. With these goals, we believe we can contribute significantly to the economic development of the San Joaquin Valley.

With **over 1,350 members and 400 manufacturing companies**, SJVMA is the leading industry-led engagement and collaboration organization in the state focused on workforce building. The San Joaquin Valley is home to over 5,300 manufacturing companies, making our potential for growth, business excellence and a supportive business climate tremendous.

ABOUT THE VALLEY MADE MANUFACTURING SUMMIT

Our annual Manufacturing Summit is an opportunity to network, learn, showcase products and celebrate all things Valley Made. A full, action-packed day, the Valley Made Summit is attended by hundreds of Valley manufacturers, suppliers, educators, students and government & nonprofit organizations.

The Summit includes:

- Keynote Speaker – Nationally recognized keynote speakers with industry-relevant presentations
- Breakout Sessions – Learning opportunities for manufacturers and our partners
- Exhibitor Floor – Nearly 100 exhibitor booths where you can network with other manufacturers, explore industry suppliers, and learn about education programs
- Lunch – Lunch is provided, and a great opportunity to network with attendees
- Recruiting & Networking – Students and jobseekers, resumes in hand, meet with industry HR professionals and learn about open positions and book interviews, or even leave the Summit with a new job

PRIOR CONFERENCES INCLUDED

- Nearly 1,000 attendees from across the San Joaquin Valley
- 100+ exhibitors from across sectors
- Expert speakers and presenters, including top executives from the largest manufacturers
- Best-practice workshops
- VIP cocktail reception opportunities for sponsors
- Job Seeker/Employer matchmaking event pairing manufacturers with a career ready workforce and student intern opportunities

Attendee Breakdown by Sector – All Years

	Manufacturing	Suppliers	Education/Students	Govt/Nonprofit	Other	Total
2015	73	46	163	72	17	371
2016	101	131	156	90	19	497
2017	176	197	274	71	22	740
2018	177	226	282	144	11	840
2019	187	246	456	65	29	983

FEATURED KEYNOTE SPEAKER



JOHN S. SHEGERIAN **Co-Founder, Executive Chairman** **ERI**

John Shegerian is a serial entrepreneur who focuses on solving global problems through building profitable and innovative impact companies.

As cofounder and Executive Chairman of ERI, he has played a significant role in paving the way for the electronic recycling and ITAD industries as a whole.

Building ERI from the ground up, Shegerian has helped lead ERI to its current standing as the largest fully integrated IT and electronics asset disposition provider and cybersecurity-focused hardware destruction company in the United States. Under his stewardship, ERI now has the capacity to process more than a billion pounds of electronic waste annually at its eight certified locations, serving every zip code in the United States.

Shegerian is also a sought-after speaker, panelist and electronic recycling, cybersecurity and ITAD industry authority. Annually he speaks across the world in Asia, Europe, the Middle East and the Americas. He has also authored articles on the industry for Recycling Today, E-Scrap News and various business journals and regularly provides his expert knowledge to news media, including The Wall Street Journal, TIME, Newsweek, Forbes, Gizmodo and Wired, among others.

No stranger to "recycling lives" and serving up second chances, in 1993 Shegerian co-founded Homeboy Tortillas and Homeboy Industries, which continues to serve as a paradigm for urban renewal in America. Shegerian is also the creator of the popular Bulldog Root Beer brand, which he launched in 1997. Shegerian then co-founded FinancialAid.com, filling the financial aid gap for higher education and generating one of the most successful student loan companies in the country.

Shegerian is currently a member of the University of Pennsylvania Wharton School of Business' Initiative for Global Environmental Leadership (IGEL) Advisory Board and was named the Clean Tech Entrepreneur of the Year for Northern California by Ernst & Young.



Sponsorship Levels

DIAMOND BENEFACTOR

\$25,000

Luncheon Keynote Sponsor

- 20 tickets (2 tables of 10 for keynote lunch)
- Premier seating
- Sponsor logo and "Sponsor Presents Keynote Speaker, <NAME>" prominently featured on event marketing materials
- Take part in welcoming audience at keynote luncheon
- Company acknowledgement in radio advertisements, press releases, and emails
- Full-page ad in event program and PowerPoint presentation inclusion
- Logo and link to your organization's website on event web page
- 20x20 exhibit space in premium location
- Invitation to VIP reception on October 20, 2021

PLATINUM BENEFACTOR

\$20,000

- 20 tickets (2 tables of 10 for keynote lunch)
- Premier seating
- Company acknowledgement in radio advertisements, press releases, and emails
- Sponsor logo prominently featured on all event marketing materials
- Full-page ad in event program and PowerPoint presentation inclusion
- Logo and link to your organization's website on event web page
- 20x20 exhibit space in premium location
- Invitation to VIP reception on October 20, 2021

GOLD BENEFACTOR

\$10,000

- 10 tickets (1 table of 10 for keynote lunch)
- Company acknowledgement in press releases
- Logo recognition during event
- Full-page ad in event program
- Logo and link to your organization's website on event web page
- 20x20 exhibit space in premium location
- Invitation to VIP reception on October 20, 2021

SILVER BENEFACTOR

\$5,000

- 10 tickets (1 table of 10 for keynote lunch)
- Company acknowledgement in press releases
- Logo recognition during event
- Half-page ad in event program
- Logo and link to your organization's website on event web page
- 10x10 exhibit space in premium location

BRONZE BENEFACTOR

\$2,500

- 6 admission tickets
- Logo recognition during event
- Quarter-page ad in event program
- Company name recognition on event web page
- 10x10 exhibit space in premium location

MANUFACTURING EXPO & EXHIBITOR BOOTH

PACKAGES Members - \$800 before July 30, 2021
\$1,000 July 31, 2021

Non-Members - \$1,000 before July 30, 2021
\$1,200 July 31, 2021

Includes:

- 10x10 exhibit space with table & cover + 2 chairs
- 2 admission tickets to all panel discussions and speaker presentations
- 2 tickets to keynote luncheon
- Company name in event program & on event website

We are celebrating all things made in the Central Valley with a Manufacturing Expo Exhibitors include manufacturers, manufacturing suppliers, educators and vendors from across the valley. Exhibit time will run the entire length of the event, from doors opening at 7:30 am to closing time at 4 pm, with built in time in the agenda for all attendees to visit the exhibitors. The all-attendee welcome, lunch and keynote presentation will be inside the Exhibit Hall to guarantee maximum traffic throughout the day for exhibitors.

INDIVIDUAL TICKETS

\$150 per person before July 30, 2021

\$175 per person on or after July 31, 2021

Looking for special STUDENT RATES?

Inquire within.

SPONSORSHIP & EXHIBITOR DEADLINE:

SEPTEMBER 17, 2021

CONTACT CONNECT@SJVMA.ORG