

7TH ANNUAL



valley made

MANUFACTURING SUMMIT

THURSDAY, NOVEMBER 3, 2022

FRESNO CONVENTION & EXHIBIT HALL

**SPONSORSHIP &
EXHIBITOR PACKET**

SAN JOAQUIN VALLEY MANUFACTURING ALLIANCE
559.214.0140 | 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 enterprises, 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 1,450 members and 450 manufacturing members**, SJVMA is the leading industry-led engagement and collaboration organization in the state focused on building an inclusive and vibrant workforce. 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 organization.

THE SUMMIT INCLUDES:

- **Keynote Speaker** – Nationally-recognized keynote speakers with industry-relevant presentations
- **Breakout Sessions** – Learning opportunities for manufacturers and our partners
- **Exhibitor Floor** – 100+ exhibitor booths where you can network with other manufacturers, explore industry suppliers, and learn about education programs
- **Lunch** – Lunch is provided; a great opportunity to network with attendees
- **Recruiting & Networking** – Students and job seekers, 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:

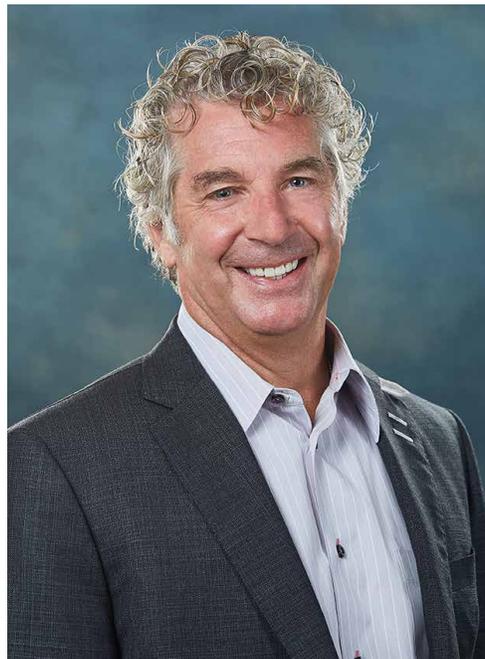
- Nearly 1,000 attendees from across the San Joaquin Valley
- 100+ exhibitors from across sectors
- Expert speakers and presenters, including top executives from the largest manufacturers
- Best-practices workshops
- VIP cocktail reception for sponsors
- Job Seeker/Employer matchmaking event pairing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

FEATURED KEYNOTE SPEAKER

MARK PETERS

**CEO, Butterball Farms, Inc.
& Founder, The Source**

Mark Peters is the Chief Executive Officer of Butterball Farms, Inc., which was nationally recognized as one of The Best and Brightest Companies to Work For® from 2015 to 2022. The second-generation family business, based in Grand Rapids, Michigan, is America's leading producer of culinary butter and margarine and creates custom butter flavors for some of America's biggest brands.



Peters began as a factory worker in his father's company at the age of 12: an experience that taught him first-hand about the challenges that frontline workers face. At 30, he took over the company determined to lead a financially successful business that would also enrich the lives of its workers.

In 2003, he organized a pioneering group of CEOs and community leaders to found The Source, a not-for-profit organization that has helped hundreds of workers navigate personal challenges that were interfering with their jobs and delivered an average annual return on investment of 200 percent to its partner organizations. In 2020, Peters published his first book *The SOURCE: Using the Power of Collaboration to Stabilize Your Workforce and Impact Your Community* highlighting his journey from concept to creation of The Source.

This West Michigan-based model has been replicated in nearly 10 states; and Peters is currently expanding its mission to help frontline workers not only maintain their jobs but progress into better positions within or across partner companies.

Recognized by numerous companies from Ernst & Young to McDonalds for his leadership, Peters is an engaging speaker and storyteller who has addressed TED-x and other audiences. He lives in Grand Rapids with his daughter and dog and is an avid diver, boater, biker, and skier.

SPONSORSHIP LEVELS

DIAMOND BENEFACTOR: **\$25,000**

Luncheon Keynote Sponsor

- SJVMA Membership for 2023 calendar year (company + five (5) representatives)
- 20 tickets (2 tables of 10 for keynote lunch)
- Premier seating
- Sponsor logo and “<COMPANY NAME> Presents Keynote Speaker, Mark Peters” 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 November 2, 2022

PLATINUM BENEFACTOR: **\$20,000**

- SJVMA Membership for 2023 calendar year (company + five (5) representatives)
- 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 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 November 2, 2022

GOLD BENEFACTOR: **\$10,000**

- SJVMA Membership for 2023 calendar year (company + five (5) representatives)
- 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 November 2, 2022

SPONSORSHIP LEVELS

SILVER BENEFACTOR: **\$5,500**

- SJVMA Membership for 2023 calendar year (company + five (5) representatives)
- 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: **\$3,000**

- SJVMA Membership for 2023 calendar year (company + five (5) representatives)
- 6 tickets
- Logo recognition during event
- Quarter-page ad in event program
- Company name recognition on event web page
- 10x10 exhibit space in premium location

FOOD & BEVERAGE SPONSOR: **CUSTOMIZED**

As a food or beverage sponsor of the Summit, you will become a primary supporter of the manufacturing industry. Your sponsorship will provide the opportunity to engage and highlight your dedication to the manufacturing industry of the Central Valley. As a sponsor you have the chance to display your goods for our crowd to taste, as well as meet executives and professionals from our community that may be your next customer. You will also help to ensure that the Central Valley continues to boost the next generation of manufacturers.

Find all the benefits & opportunities to being a Food & Beverage sponsor on the following page. The chart is an outline of types of sponsorships & benefits. SJVMA is grateful for any size sponsorship.

For any customized sponsorship you may be interested in donating or for more benefit details, contact Tara Kaitfors: 559.917.8859 | TKaitfors@sjvma.org

FOOD & BEVERAGE SPONSORSHIP BENEFITS

	VIP Reception Wed, Nov. 2 <ul style="list-style-type: none"> • Beer, Wine, other beverages & Hors D’oeuvres • 100-125 Attendees • (Sponsors, Speakers, VIP Guests) 	Event Luncheon Treat Box Sponsor Thurs, Nov. 3 <ul style="list-style-type: none"> • 11:30 AM – 1:00 PM • Local fruits & treats center stage of each table during keynote luncheon • 900 attendees 	Happy Hour Food & Beverage Sponsor Thurs, Nov. 3 <ul style="list-style-type: none"> • Beer, Wine, other beverages & Hors D’oeuvres • 300 Attendees
6 Admission Tickets to Main Event	X	X	
10 Admission Tickets to Main Event (1 Table at Keynote Lunch)			X
Quarter Page Ad in Event Program	X	X	
Half Page Ad in Event Program			X
Company Name Recognition on Event Web Page	X	X	X
Logo Placement on Screen During Event	X	X	X
Social Media Sponsor Mention	X	X	X
10x10 Exhibit Space in Premium Location	X	X	X
Company Acknowledgement in Press Release			X
Logo & Link to your Company’s Website on Event Webpage			X
Invitation to VIP Reception Nov. 2, 2022			X

MANUFACTURING EXPO & EXHIBITOR BOOTH PACKAGES

MEMBERS:

- \$800 before August 31, 2022
- \$1,000 August 31, 2022

NON-MEMBERS

- \$1,000 before August 31, 2022
- \$1,200 August 31, 2022

Includes:

- 10x10 exhibit space with table & cover + 2 chairs
- 2 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 8 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 August 31, 2022
- \$175 per person on or after August 31, 2022

STUDENT TICKETS

- \$35 each
- Includes lunch

**SPONSORSHIP & EXHIBITOR DEADLINE:
OCTOBER 14, 2022**

**CONTACT:
CONNECT@SJVMA.ORG**