

**8TH ANNUAL**



# **valley made**

**MANUFACTURING SUMMIT**

**THURSDAY, OCTOBER 26, 2023**

**FRESNO CONVENTION & EXHIBIT HALL**

## **SPONSORSHIP & EXHIBITOR PACKET**

**SAN JOAQUIN VALLEY MANUFACTURING ALLIANCE**  
**559.214.0140 | [connect@sjmva.org](mailto: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 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** – 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

### KEVIN GOERING

**Partner, McKinsey & Company**

Since joining McKinsey, Kevin has advised executives as they lead transformative initiatives to increase operational efficiency. With deep expertise in the aerospace and defense sector, he helps companies across manufacturing, supply chain, procurement, and product-development issues.

As a leader of McKinsey's industry 4.0 work, Kevin advises clients on the next-horizon of productivity gains that are becoming possible through technology and advanced analytics.



Examples of his recent client work include the following:

- Driving an Internet of Things product development effort for a tier-one aerospace company, designing and bringing to market three new products that produced an 8 percent growth in revenue
- Architecting a multipronged cost-reduction plan for a defense company that reduced indirect costs by 10 percent by realigning engineering, back-office, and procurement outlays
- Leading a manufacturing transformation for an aerospace company that removed bottlenecks and drove down capital expenditure investments while nearly doubling production within a key program
- Driving a 2-year procurement transformation for an aerospace company that leveraged advanced analytics, sharpened negotiation tactics, and redesigned the supply chain, resulting in a 5 percent reduction in annual spend
- Setting up a teardown lab for a large commercial aerospace and defense OEM company which produces business insights, spots redesign opportunities, and negotiates leverage while leading to substantial cost reductions for target products

Before earning his MBA, Kevin attended the United States Naval Academy and served as an engineering officer aboard nuclear-powered Navy submarines.

# NEW! MANUFACTURING SUMMIT JOB FAIR

## MEET, INTERVIEW, AND HIRE JOB READY CANDIDATES IN ONE CONVENIENT LOCATION

We invite you to participate in the Manufacturing Summit Job Fair, an exclusive event designed to connect Summit exhibitors and sponsors with exceptional talent. By securing a booth at the Job Fair, you'll gain access to a diverse pool of candidates to fill entry-level positions and beyond.

**THURSDAY, OCTOBER 26, 2023**  
**8 AM - 11 AM**

**AT THE 8TH ANNUAL VALLEY MADE MANUFACTURING SUMMIT  
SECOND FLOOR**

### SAVE TIME AND EFFORT

Meet and interview multiple candidates and conduct interviews on the spot. Discover talent that aligns with your company's values and needs.

### ACCESS DIVERSE TALENT

The Summit Job Fair attracts candidates from various backgrounds and skill sets, allowing you to enhance workplace diversity and foster innovation.

### PROMOTE YOUR BRAND

Showcase your organization's unique culture, mission, and opportunities. Build company awareness and attract local talent seeking internship and career opportunities.

## REGISTRATION

- Use the QR code on this page to register for the Summit and Job Fair
- If you are registered for the Summit you will still need to register separately for the Job Fair during the Summit registration process.
- There is no additional cost for the Job Fair
- The Job Fair is open only to Summit exhibitors and sponsors.

For more information please contact us at [connect@sjvma.org](mailto:connect@sjvma.org).





# SPONSORSHIP LEVELS

## DIAMOND BENEFACTOR: \$25,000

### *Luncheon Keynote Sponsor*

- SJVMA Membership for 2024 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, Kevin Goering” 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 25, 2023

## PLATINUM BENEFACTOR: \$20,000

- SJVMA Membership for 2024 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 October 25, 2023

## GOLD BENEFACTOR: \$10,000

- SJVMA Membership for 2024 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 October 25, 2023

# SPONSORSHIP LEVELS

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

- SJVMA Membership for 2024 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 2024 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: [genelle@sjvma.org](mailto:genelle@sjvma.org).

# FOOD & BEVERAGE SPONSORSHIP BENEFITS

	<b>VIP Reception Wed, Oct. 25</b> <ul style="list-style-type: none"> <li>• Beer, Wine, other beverages &amp; Hors D'oeuvres</li> <li>• 100-125 Attendees</li> <li>• (Sponsors, Speakers, VIP Guests)</li> </ul>	<b>Event Luncheon Treat Box Sponsor Thurs, Oct. 26</b> <ul style="list-style-type: none"> <li>• 11:30 AM – 1:00 PM</li> <li>• Local fruits &amp; treats center stage of each table during keynote luncheon</li> <li>• 900 attendees</li> </ul>	<b>Happy Hour Food &amp; Beverage Sponsor Thurs, Oct. 26</b> <ul style="list-style-type: none"> <li>• Beer, Wine, other beverages &amp; Hors D'oeuvres</li> <li>• 300 Attendees</li> </ul>
6 Admission Tickets to Main Event	<b>X</b>		<b>X</b>
10 Admission Tickets to Main Event (1 Table at Keynote Lunch)		<b>X</b>	
Quarter Page Ad in Event Program	<b>X</b>		<b>X</b>
Half Page Ad in Event Program		<b>X</b>	
Company Name Recognition on Event Web Page	<b>X</b>	<b>X</b>	<b>X</b>
Logo Placement on Screen During Event	<b>X</b>	<b>X</b>	<b>X</b>
Social Media Sponsor Mention	<b>X</b>	<b>X</b>	<b>X</b>
10x10 Exhibit Space	<b>X</b>	<b>X</b>	<b>X</b>
Company Acknowledgement in Press Release			<b>X</b>
Logo & Link to your Company's Website on Event Webpage	<b>X</b>	<b>X</b>	<b>X</b>
Invitation to VIP Reception Oct. 25, 2023	<b>X</b>		<b>X</b>

# MANUFACTURING EXPO & EXHIBITOR BOOTH PACKAGES

## MEMBERS:

- \$800 before August 15, 2023
- \$1,000 on or after August 15, 2023

## NON-MEMBERS

- \$1,000 before August 15, 2023
- \$1,200 on or after August 15, 2023

## 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 15, 2023
- \$175 per person on or after August 15, 2023

## STUDENT TICKETS

- \$35 each
- Includes lunch

**SPONSORSHIP & EXHIBITOR DEADLINE:**  
**OCTOBER 5, 2023**

**CONTACT:**  
**CONNECT@SJVMA.ORG**



SAN JOAQUIN VALLEY  
MANUFACTURING ALLIANCE

**October 26, 2023**

**Fresno Convention Center**

## **PROGRAM FULL-PAGE ADS (DIAMOND, PLATINUM & GOLD SPONSORS)**

Full-page ads are four-color with bleed. Please submit 300dpi PDF file for your ad.

Full-Page 4C Bleed

Bleed: 8.75" x 11.25"

Trim: 8.5" x 11"

Safety: 7.5" x 10"

### **PROGRAM ADS**

All ads are four-color non-bleed. Please submit 300dpi PDF file for your ad. If submitting a logo for the brochure, please submit a vector file.



Half-Page  
7.5" x 4.75"



Quarter Page  
3.5" x 4.75"

**All ads must be oriented as shown (HP horizontal, QP vertical)**

If you have any questions, please contact Genelle Taylor Kumpe at [genelle@sjvma.org](mailto:genelle@sjvma.org).

**PLEASE SUBMIT ALL PROGRAM ADS TO [genelle@sjvma.org](mailto:genelle@sjvma.org)  
NO LATER THAN OCTOBER 10, 2023.**