



The Pennsylvania Dairy Summit Management Committee is pleased to offer a variety of options to sponsor and exhibit at the 2019 Pennsylvania Dairy Summit. Each year, the Pennsylvania Dairy Summit draws more than 500 people. Dairy producers look for their suppliers at the Summit. As a Summit participant, you will have presence among progressive producers and industry leaders. Your support will also be recognized to the world through the Summit website and in press releases. Higher level sponsors also receive additional exposure by supporting key portions of the programs. All commitments for sponsorship and exhibits should be submitted by **November 9, 2018**, with the final payment due by **January 4, 2019**.

**SPONSORSHIP & EXHIBITOR OPPORTUNITIES  
2019 PENNSYLVANIA DAIRY SUMMIT  
TUESDAY, FEBRUARY 5 & WEDNESDAY, FEBRUARY 6,  
LANCASTER MARRIOTT, LANCASTER**

**ALL SPONSORS RECEIVE:**

- Special mention in the printed program distributed at the Summit.
- Your contact information in the Summit list on the Summit website.
- Your logo and contact information in the sponsorship acknowledgement

**SPONSORSHIP OPTIONS:**

All options for both sponsorship and exhibiting at the event are outlined in this document. Please read over the information closely, as options have changed for 2019. Particular portions of the program are allocated on a first-come, first-serve basis and only after the Summit Business Office receives a signed agreement. You will be contacted if the sponsorship you choose has already been secured.

LEVEL & BENEFITS	SESSION OPTIONS	WITHOUT EXHIBIT	WITH EXHIBIT
<p><b>Speaker Sponsor - first-come, first-serve basis:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Two complimentary registrations for the full Summit</li> <li><input type="checkbox"/> Two additional complimentary tickets to sponsored session</li> <li><input type="checkbox"/> Acknowledgement from the podium with the opportunity to stand and be recognized before or at the session you are sponsoring</li> <li><input type="checkbox"/> Special signage on the meeting tables or entrance of session</li> <li><input type="checkbox"/> Opportunity to greet people as they enter the session</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Haydn Shaw-Why Change Stalls &amp; What You Can Do About It, Making Change Faster &amp; Easier for All of Us.</li> <li><input type="checkbox"/> Tom Wall-Leading &amp; Managing Employees</li> <li><input type="checkbox"/> Phil Clemens-Business Show-case</li> <li><input type="checkbox"/> John Brubaker-Producer Show-case</li> <li><input type="checkbox"/> David Dworak-leading diverse organizations, dealing with complex environments</li> </ul>	<input type="checkbox"/> \$4,000	<input type="checkbox"/> \$4,500
<p><b>Meal Sponsor - first-come, first-serve basis:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Two complimentary registrations for the full Summit</li> <li><input type="checkbox"/> Acknowledgement from the podium with the opportunity to stand and be recognized before or after meal during the general session closest to meal sponsoring</li> <li><input type="checkbox"/> Special signage at the food station or entrance of session</li> <li><input type="checkbox"/> Opportunity to greet people as they enter session</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Tuesday Lunch &amp; Dessert (2/5)</li> <li><input type="checkbox"/> Wednesday Breakfast (2/6)</li> <li><input type="checkbox"/> Wed. Lunch &amp; Dessert (2/6)</li> </ul>	<input type="checkbox"/> \$3,000	<input type="checkbox"/> \$3,500
<p><b>Breakout Session Sponsor:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> One complimentary registration for the full Summit</li> <li><input type="checkbox"/> Your logo projected from the screen and special signage at all breakout sessions</li> </ul>		<input type="checkbox"/> \$2,000	<input type="checkbox"/> \$2,500
<p><b>Parking Sponsor:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> One complimentary registration for full Summit</li> <li><input type="checkbox"/> Sponsor logo posted at parking entrances</li> <li><input type="checkbox"/> Recognition at general session</li> </ul>		<input type="checkbox"/> \$2,000	<input type="checkbox"/> \$2,500
<p><b>Conference App Sponsor:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> One complimentary registration for full Summit</li> <li><input type="checkbox"/> Recognition on App</li> <li><input type="checkbox"/> Recognition at general session</li> </ul>		<input type="checkbox"/> \$2,000	<input type="checkbox"/> \$2,500
<p><b>General Summit Sponsor:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> One complimentary registration for the full Summit</li> <li><input type="checkbox"/> Your logo projected from the screen acknowledging all General Summit Sponsors</li> </ul>		<input type="checkbox"/> \$1,000	<input type="checkbox"/> \$1,500

## EXHIBITOR OPPORTUNITIES:

One complimentary registration will be provided with each fully-paid booth. The registration gives one individual entrance to all Summit activities, including all educational sessions and food functions. Exhibiting companies may also register additional personnel to attend the Summit using the standard conference registration form, which can be found at [info@padairysummit.org](mailto:info@padairysummit.org). Registration fees for additional non-producer registrants would apply to any additional representatives from the exhibiting or sponsoring organization.

### Preliminary Exhibitor Schedule

You have the option to join the early arrivals with refreshments upon arrival in the exhibit areas. To benefit from this opportunity, we would like all exhibits open by 8:00 a.m.

- Set-Up:** Mon., Feb. 4, from 7—8 p.m. / Tues., Feb. 5, from 7—9 a.m.
- Exhibit Hours: Tuesday, February 5:** 8:00 a.m. - 8:00 p.m., including the events below.
  - Refreshments upon arrival (7:00 - 9:00 a.m.)
  - (Refreshments will be within Exhibitor Areas)
  - Lunch with Dessert Among Exhibitors (12:30 - 1:45 p.m.)
  - Break in the Exhibit Areas (3:00 - 3:45 p.m.)
  - Evening Reception among Exhibitors (5:15- 6:30 p.m.)
- Wednesday, February 6:** 6:45 a.m.– 8:15 a.m., Breakfast in Exhibit Hall  
Break in Exhibit Areas (9:30 a.m. - 10:15 a.m.)
- Tear-down:** Wednesday, February 6, from 10:30 a.m. - 1:00 p.m.

## EXHIBIT SPACE FEES:

- \$800 for first space
  - \$600 for each additional space
- Your booth assignment will be determined by the date we receive your contract.*

### Set-Up & Tear Down Policy:

*All exhibits must be operational by 9 a.m. on Tuesday, Feb. 5, All exhibits must remain in place until tear down, which will begin at 11:00 a.m. on Wednesday, Feb. 6. All exhibits must be completely removed from the exhibit area no later than 1 p.m. on Wednesday, Feb. 6.*

**Contract & Payment:** Booths may be reserved with a signed contract, but no booth space will be assigned until payment in full is made. The entire payment must be received by Friday, Jan. 4, 2019. All booth assignments will be made based on the date full payment is received. Cancellations received by Jan. 4 will result in a refund of 75 percent of your contracted commitment. The remaining 25 percent will be retained for administration costs. No refunds will be given for cancellations after Jan. 4, 2019.

## What's New in 2019:

We are back in Lancaster, PA at the Lancaster Marriott, which offers plenty of meeting space and a large, centrally-located trade show area where participants can interact with exhibitors while they enjoy lunch! The venue allows for additional opportunities to showcase exhibitors and offer more education to participants. Here is what's planned:

- "Breakout Sessions"** will be focused on four educational tracks. The tracks will be featuring topics specific to the following areas: Around the Table (family), At the Desk (business), With the Cows (management), In the Fields (cropping).
- Dinner** on your own Tuesday evening allows for more 1:1 or personal customer interaction.



For more information about sponsoring, exhibiting and additional opportunities, contact Terri Breon at 814-355-2467 or by e-mailing [info@padairysummit.org](mailto:info@padairysummit.org).

Hosts of the 2019 Pennsylvania Dairy Summit are the Professional Dairy Managers of Pennsylvania and the Center for Dairy Excellence. Supporting Partners include the Pennsylvania Department of Agriculture and Penn State Extension Dairy Team.

