

Hosted by













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The California dairy industry is the nation's largest, accounting for nearly 1/5 of all the milk produced in the United States. Dairy is the leading agricultural commodity in California, making it crucial to the well-being of the state's economy—particularly the Central Valley. Ninety-nine percent of California dairy farms are owned and operated by families, who serve as dedicated stewards of the land, environment, and animal well-being.



produced in the U.S. comes from California



generated annually in dairy-related economic activity



depend on California's dairy industry

In recognition of California's progressive climate, water, and air protection policies, the California dairy industry has made considerable investments in the development of research, strategies, technologies, and programs to further improve operational efficiency, boost sustainability, and create new economic opportunities. The California dairy industry came together in 2018 to organize the first California Dairy Sustainability Summit. In its inaugural year, the Summit welcomed more than 650 attendees, including 200+ dairy farmers, who discussed ways to bolster continued progress, elevate visibility, and accelerate adoption of sustainable practices.

Join Dairy Cares, California Milk Advisory Board, Dairy Council of California, California Dairy Quality Assurance Program, and California Dairy Research Foundation for a two-day event that will:

- Showcase world-leading achievements in planet-smart dairy farm practices and the important role California dairy farms play in nourishing a
 growing population in an increasingly low-carbon global food system
- Delve into new ways for dairy farmers to continue improving in environmental sustainability, develop new business opportunities, and reduce costs
- Feature research, technology, and services that can support dairy farmers' efforts to meet continuing challenges, further improve efficiency, and
 ensure economic and environmental sustainability

Official Event Partners: We are proud to have the support of the industry's leading organizations, including the California Dairy Campaign, California Dairies, Inc., Dairy Farmers of America - Western Area, Dairy Institute of California, Hilmar Cheese Company, Land O' Lakes, Milk Producers Council, Producer's Dairy, Joseph Gallo Farms, and California Farm Bureau Federation.



November 5-6, 2020 Cal Expo | Sacramento, CA

Summit Program

Event organizers are developing the 2020 program.

Expect to see more details about the agenda and these topics soon.

Dairy's Role in Advancing California's Sustainability Objectives

• Protecting natural resources and reducing dependence on fossil fuels

- Addressing climate challenges with cost-effective solutions
- Expanding manure's role in fueling the future and building healthy soils
- Understanding and meeting consumers' expectations for sustainable farming
- Supporting the health of people and the planet
- Improving animal care and comfort
- Leveraging opportunities to advance planet-smart, sustainable farming practices
- Fostering long-term economic and environmental sustainability
- And more!

Strategies and Tools to Advance Sustainability, Improve Efficiency, and Reduce Costs

- New requirements for water quality protection: maximizing cost-effective benefits
- From barn to biogas: how dairy digesters are helping fuel our transportation future
- Healthy soils: latest efforts to create markets for manure-based products
- Alternative Manure Management Program: unique strategies and success stories
- Funding opportunities to help finance sustainable practices
- Animal care and comfort: how dairies are continually raising the bar
- California's energy future: combating rising costs while powering your farm
- Feed additives: latest research and product development
- Strategies for meeting groundwater sustainability
- Robots and more: economic and environmental benefits of technologies and data
- Sharing your story: communicating about animal care, environment, and nutrition
- And more!





California Dairy Sustainability Summit By the Numbers





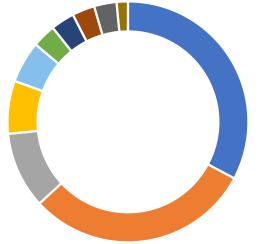


Who Should Attend?

- Dairy Farmers and Operators
- Dairy Industry Stakeholders
- Dairy Product Processors and Marketers
- Manure and Nutrient Management Professionals
- Environmental Consulting and Engineering Firms
- Elected Officials that Represent Agricultural Communities
- Government Agencies that Regulate California's Dairy and Ag Industries
- Dairy Cooperatives and Industry Associations

- Water Quality and Conservation Specialists
- Nutrition/Health Professionals
- AgTech Entrepreneurs, Financiers, and Investment Firms
- Media Publications/Journalists
- Grocers and Retailers of Dairy Products
- Researchers, Students, and Cooperative Extension Advisors
- Stakeholders Involved with Innovative and Sustainable Farming Practices

2018 Attendees



- Technology & Service Providers
- Dairy Farmers
- Government Agency Staff
- CA Dairy Organizations
 University Faculty & Students
- Dairy Processors
 Energy/Utility Providers
- **Environmental Non-Profit Organizations**
- Out-of-State/National Dairy Organizations

Quotes from Attendees

"Awesome! This was one of the most focused and wellexecuted conferences I have ever attended."

"Very good, well-balanced program that addressed the needs of many stakeholders."

"I liked the quality of the speakers, the conviction, and the dedication to pursuing cleaner options."

"My expectations were greatly exceeded!"



Why Support the Summit?

The California Dairy Sustainability Summit is dedicated to promoting widespread investment and adoption of technologies and practices that address environmental, financial, and energy challenges, along with cow health and comfort for California dairy operators. The Summit provides an opportunity for farmers to see cutting-edge technology that can help them comply with methane emission targets, fast approaching water regulations, and rising labor and energy costs. The 2020 event aims to strengthen and expand relationships, while continuing to develop solutions. Through unprecedented collaboration, California is leading the way, demonstrating how well dairy fits into a low-carbon, healthy, and sustainable future.

- **Promote Dairy's Role in a Healthy, Sustainable Diet** Milk and dairy foods play an important role in healthy eating patterns. As the population grows, sustainable farming practices will be more important than ever, and dairy foods part of the solution.
- Shrink the Carbon Hoofprint California dairy farmers are working with state agencies, researchers, and private partners to reduce methane emissions through the development of
 dairy digesters and a variety of alternative manure management technologies. They are also exploring potentially cost-effective means for reducing enteric methane emissions.
- **Protect Water Resources** The dairy community is working in an organized and collaborative manner to chart a path toward improvements to the protection of water resources. This includes plans to work with academic institutions, private industry innovators, and other partners to minimize the costs of enhancing water protection on dairies, and to maximize the value of manure and manure-based products, which help build healthy soils.
- **Promote Energy Conservation and Clean Energy** Dairies are increasingly turning to energy-use-efficiency, conservation, and clean-energy technologies. Farmers are partnering with their local utility providers and private companies to invest in these strategies decreasing reliance on fossil fuels and reducing costs.
- Improve Air Quality A growing number of dairy farms are working with the San Joaquin Valley Air Pollution Control District to convert diesel-powered equipment to electric. Additionally, dairy farmers are partnering with state agencies and private companies to turn dairy biogas (captured via digesters) into electricity and carbon-negative renewable transportation fuel.
- Find Cost-Effective Solutions to Sustain Family Farms For dairy farmers, "sustainability" means making choices that will serve the animals, the environment, and their family and community well into the future. It's about finding cost-effective solutions that will optimize cow health and comfort, improve farm efficiency, and reduce costs. Ultimately, these technological advances will allow them to continue their way of life, while improving the environment, and providing nutritious and affordable foods for generations to come.

To Reserve Sponsorship and Booth Space:

Tony Quist, Vice President, Sales & Events, GNA:

Who Should Sponsor?

- Dairy Waste-to-Energy Solution Providers
- Digester Developers
- Local, Regional, State and Federal Agencies
- Manure Management Technology Companies
- Biogas Conditioning Equipment Providers
- Financial, Insurance & Legal Service Providers
- Waste Water Quality Treatment Solution Providers
- Robotic and Advanced Milking System Manufacturers
- Animal Health Care Technology Providers
- Herd Comfort Solution Companies
- Feed Nutrition Providers
- AgTech & Herd Management Technology Providers





Sponsorship Recognition Packages

	Presenting	Platinum	Gold	Silver	Bronze	Exhibit Only*
Sponsor packages						
Pricing and Booth Size Options	\$40,000 Custom Size (Booth Space Optional)	\$25,000 Custom Size (Booth Space Optional)	\$12,000 20'x20' (Booth Space Optional)	\$8,000 10'x20' (Booth Space Optional)	\$6,000 10'x20' (Booth Space Optional)	\$2,750 per each 10'x10'
Registration Benefits						
Summit registrations for company/agency staff	12	8	6	4	2	1
VIP dairy farmer registrations	25	12	8	6	2	1
Pre-Event Benefits						
Prominent top-tier logo placement on event homepage	✓					
Dedicated pre-event email sent to industry database	✓					
Sponsor level recognition on event overview	✓					
Sponsor level recognition on event website	✓	✓	✓	✓	✓	
Sponsor level recognition on promotional emails	✓	✓	✓	✓	✓	
Company listing and hyperlink on event website and floor plan	✓	✓	✓	✓	✓	✓
On-Site Benefits						
Guaranteed executive speaker placement on agenda	✓					
"Welcome" letter from senior executive in conference program	✓					
Logo on cover of conference program	✓					
Sponsor level recognition on general session presentation screens	✓					
Verbal recognition from podium during opening and closing remarks	✓	✓	✓			
Pre and post conference attendee list with full contact information	✓	✓	✓			
Company/Agency description and logo in conference program	✓	✓	✓	✓	✓	
Logo on inside cover of conference program	✓	✓	✓	✓	✓	
Sponsor level recognition on select signage	✓	✓	✓	✓	✓	
Full-page 4-color ad in conference program	✓	✓				
Half-page 4-color ad in conference program			✓			

Expo Hall Hours:

- Wednesday, March 25: Expo Hall Grand Opening Reception 4 pm 6 pm
- Thursday, March 26: Expo Hall Open 10 am 5 pm

- * Exhibit spaces do not include:
- Electrical
- Carpet (required to have)
- Internet
- Furnishings (tables, chairs, etc.)

^{*}Once the Exhibit Space Contract has been signed, exhibitors will receive the Exhibitor Kit containing important booth and order information from the official general service contractor.



Promotional & Hospitality Sponsorships

California Dairy Industry Supporter Sponsor (Multiple Opportunities Available) Opportunity to provide exposure for your Company/Agency while demonstrating your commitment to the California dairy industry.	\$2,000
Student Registration Sponsor (Multiple Opportunities Available) Opportunity to provide exposure for your Company/Agency while demonstrating your commitment to the next generation of dairy leaders. Your tax-deductible donation will pay for 10 student registrations to attend the summit.	\$5,000
Lanyard Sponsor (Exclusive — One Opportunity Available) One of the most visible sponsorships which provides hundreds of walking by the following that includes 2-color Company/Agency repeating logo on each lanyard (subject to final approval by Event Organizer).	\$7,000
Attendee Badge Sponsor (Exclusive — One Opportunity Available) One of the most visible sponsorships which provides hundreds of walking billboards for your company that includes Company/Agency logo branded on each name badge (subject to final approval by Event Organizer).	\$7,000
Mobile App Sponsor (Exclusive — One Opportunity Available) The mobile app will feature session and event schedules, floor maps, speakers, event info, social media interaction, and more.	\$7,500
Wi-Fi Sponsor (Exclusive — One Opportunity Available) Your sponsorship will help attendees stay connected by sponsoring the Wi-Fi connection. Be the first logo attendees see when logging into the Wi-Fi Splash page.	\$6,500
Online Registration Sponsor (Exclusive — One Opportunity Available) Before anything else an attendee has to register. Your logo will be prominently placed front and center on our online registration page, and the confirmation email received by all attendees.	\$6,000
Tote Bag Sponsor (Exclusive — One Opportunity Available) Bags are distributed at registration and branded with sponsor logo. Sporsor Okad to provide a minimum of 1,000 tote bags. Tote bags must be provided by sponsor and pre-approved by event management to produce tote bags).	\$4,000
Official Pen Sponsor (Exclusive — One Opportunity Available) Pens displayed at registration desk and provided to each event attende Sponsor and pre-approved by event management (excerners pincing is available for Event Management to produce the pens).	\$2,000
Tote Bag Insert (Exclusive opportunity for sponsors and exhibitors only) Opportunity to include one (1) literature item (one-page, 8.5" x 11") OR giveaway item for inclusion in event tote bags, which are received by every attendee. Insert must be provided by sponsoring Company/Agency.	\$1,000



Promotional & Hospitality Sponsorships

Wednesd	lay Breakt	ast Sponsor
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Sponsor(s) will be the host of the Breakfast on Wednesday, March 25. Your logo will be prominently displayed in the breakfast area with an opportunity to display/distribute promotional, collateral materials around the food and beverage tables.

Exclusive Sponsor:

\$6,500

Co-Sponsor:

\$2,500

Thursday Breakfast Sponsor

Sponsor(s) will be the host of the Breakfast on Thursday, March 26. Your logo will be prominently in the breakfast area with an opportunity to display/distribute promotional, collateral materials around the food and beverage tables.

Exclusive Sponsor:

\$6,500

Co-Sponsor:

\$2,500

General Session Luncheon Sponsor

Sponsor(s) will be the host of the General Session Luncheon on Wednesday, March 25. Your logo will be prominently displayed in the luncheon area with an opportunity to display/distribute promotional, collateral materials on lunch tables.

Exclusive Sponsor:

\$12,500

Co-Sponsor: **\$5,000**

Expo Hall Luncheon Sponsor

Sponsor(s) will be the host of the Expo Hall Luncheon on Thursday, March 26. Your logo will be prominently displayed in the

luncheon area with an opportunity to display/distribute promotional, collateral materials on lunch tables.

Exclusive Sponsor:

\$12,500

Co-Sponsor:

\$5,000

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Increase your Company's/Agency's exposure by hosting the Expo Hall Reception! Directly connect your brand with attendees during the Expo Hall Reception.

Expo Hall Grand Opening Reception Sponsor

Sponsorship Includes:

• Sponsors logo branding on drink tickets

- Opportunity to display/distribute promotional materials during the reception
- Signage recognizing your sponsorship near all food & beverage areas

Exclusive Sponsor:

\$12,500

Co-Sponsor:

\$5,000

Refreshment Sponsor (Multiple Opportunities Available)

As conference attendees regroup between educational sessions, refreshments are served in the common areas outside session rooms. Sponsor logos are placed on the highly trafficked break signage table, table tents, and napkins with an opportunity to display Company/Agency literature.

\$3,000

Included in all Promotional & Hospitality Sponsorships:

Pre-Event:

- Logo placement on event sponsor page with sponsor designation
- · Logo/listing with hyperlink on sponsor page of the event website
- Logo on promotional emails sent as part of electronic marketing campaigns to targeted industry lists (for sponsors at \$2,500 and above)
- Logo/designation on event overview sent to pre-registered attendees & industry databases

On-Site:

- One (1) conference registration (for Company/Agency staff)
- Sponsor logo on select on-site signage



Sponsor & Exhibitor Contract

Contact Information					
Company					
Street Address					
City State		Zip			
Contact		Title			
Phone		Email			
Participation Level					
Sponsorship Recognition Packages Bronze Sponsor Package - \$6,000 Silver Sponsor Package - \$8,000 Gold Sponsor Package - \$12,000 Platinum Sponsor Package - \$25,000 Presenting Sponsor Package - \$40,000 Exhibitor Only - Booth Space Options 10' X 10' Booth Space - \$2,750 each Promotional & Hospit Industry Supporter Spons Student Registration Spon Lanyard Sponsor - \$7,000 Attendee Badge Sponsor - \$7,000 Mobile App Sponsor - \$7,000 Wi-Fi Sponsor - \$6,500 Online Registration Spon Tote Bag Sponsor - \$4,000 Official Pen Sponsor - \$2,000		wednesday Breakfast or - \$2,000 wednesday Breakfast O - \$0LD Thursday Breakfast E \$7,000 Thursday Breakfast E \$7,000 General Session Lunc General Session Lunc or - \$6,000 Expo Hall Luncheon Expo Hall Luncheon		ast Exclusive Sponsor - \$6,500 ast Co-Sponsor - \$2,500 Exclusive Sponsor - \$6,500 Co-Sponsor - \$2,500 ncheon Exclusive Sponsor - \$12,500 ncheon Co-Sponsor - \$5,000 nckeon Co-Sponsor - \$12,500 nckeon Co-Sponsor - \$12,500 nckeon Co-Sponsor - \$5,000 nckeon Co-Sponsor - \$5,000 nckeon Co-Sponsor - \$5,000	
Payment		Authori	zed Signature		
Participation Level: \$			agrees to abide by the Terms & ity insurance or is self-insured.	Conditions outlined on the next page. Our organization	
Other Sponsorship: \$					
Total Amount Due: \$		Print Name		Title	
		Signature		Date	
Payment Options: Payments can be made by credit card, company check or wire transfer Full payment is due upon receipt of invoice		Gladstein, Neand	email, or mail to: dross & Associates k Boulevard, Suite 200 A 90405	Email: Tony.Quist@gladstein.org Phone: (310) 573-8564	



Terms and Conditions

Approved Exhibitors and Staff: Only the exhibiting company that has contracted with the CA Dairy Sustainability Summit (the show) will be permitted to display in assigned booth space. Exhibitor shall not assign, sublet, or share booth space unless pre-approved by Gladstein, Neandross & Associates (Show Management). All booth personnel must be 18 years of age or older.

Exhibit Space: 10' x 10' & 10' x 20' exhibit space includes 8' high drape back wall and 3' high drape side rail. Tables, chairs, electricity, and all other equipment such as carpet must be ordered by the exhibitor at the exhibitor's own expense though the Freeman Company (show decorator). All other booth sizes and bulk space Exhibitors are responsible for securing all booth space furnishings through the Freeman Company.

Assignment of Space: Show management reserves the right to assign space, to rearrange the floor plan, and/or to relocate any exhibit to further the best interests of the show. Show management will assign space guided by exhibitors' priorities, by the exhibit's requirements, and by the choice of locations.

Booth Construction and Arrangement: Equipment or displays exceeding the 9' height limitation guidelines may be permitted provided written approval of display rendering is granted by show management.

Unions And Contractors: The official event contractor/decorator is Freeman Company. Exhibitor shall employ labor only from sources officially designated by show management for the installation, maintenance, and dismantling of its exhibit, and shall use only the service organizations officially designated by show management for all services in connection with the installation, maintenance, cleaning, and dismantling of exhibits and in connection with the operation of projection devices. Exhibitor agrees to abide by and comply with all rules and regulations imposed by local unions having arrangements with the Sacramento Convention Center (the venue) or with authorized contractors engaged by show management. Exhibitor must request show management's authorization to use an exhibitor-appointed contractor no later than forty-five (45) days prior to the first scheduled installation date for the show. Show management shall have the right, but not the obligation, to resolve disputes or disagreements between exhibitor(s), or between exhibitor(s) and official contractors or labor organizations. In the event of such dispute, any action or decision by show management intended to resolve the dispute shall be binding on the exhibitor(s).

Security: Neither the show nor the venue is responsible for the loss of any material by or for any cause, and urges the exhibitor to exercise normal precautions to discourage pilferage.

Exhibit Dismantling: Exhibits will close promptly at the designated time. Exhibitor employees must be present for the dismantling and packing of the displays until the booth area is cleared. Show management is not responsible for items left after the show closes.

Indemnification: The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of injury or damage to persons and/or displays, equipment, and other property brought by it upon the premises used for the exhibition. The exhibitor shall indemnify and hold harmless the show, show management, all host agencies, and their owners, members, affiliated agents, employees, and assigns from any and all loss, damage, claims, actions, and suits whatsoever, together with all costs, expenses, and attorney's fees in connection therewith, which shall grow out of any injury or death to persons or damage to or destruction of property (tangible or otherwise) caused by, resulting from, or otherwise connected with activities of the exhibitor at the exhibition. Nothing contained herein shall restrict any rights enjoyed by the show under law.

Compliance With Law: Exhibitor assumes all responsibility for compliance with all pertinent laws, ordinances, regulations, and codes of duly authorized local, state and federal governing bodies including, but not limited to, fire, safety, environmental and health laws, regulations, ordinances or codes, together with the rules and regulations of show management and the operators and/or owners of the property wherein the show is held.

Liability and Insurance: The exhibitor assumes responsibility for, and hereby releases the show, show management, host agencies, and their owners, members, affiliated agents, servants, employees, and assigns from any and all liability resulting from, arising out of, or in any way connected with exhibitor's exhibit or exhibitor's negligence or intentional acts or omissions at the exhibition (including but not limited to installation, operation, use, visitation, and removal of the exhibit or use of the exhibit hall). Exhibitor shall obtain and submit to show management prior to the event insurance sufficient to cover liability for personal injury and for damage to third-party property resulting from its participation at the exhibition. It shall be the exhibitor's responsibility to obtain adequate additional insurance for exhibitor's participation in this event, including but not limited to insurance covering event cancellation and event interruption. Exhibitors assume full responsibility for any damage their exhibits may cause to the Venue. The obligations set forth in this section shall survive termination, performance, and expiration of the exhibitor's contract.

Force Majeure: In the event the show is postponed due to any occurrence not caused by the conduct of show management, or exhibitor, whether such occurrence be an Act of God, weather, fires, floods, common enemy, strikes or other labor dispute, terrorist action, failure of power or utilities, communicable diseases, curtailment or delay in transportation facilities preventing exhibitors and or attendees from attending the show, government action or act or conduct of any person or persons not party or privy to this contract, then performance of the parties under this contract shall be excused for such period of time as is reasonably necessary after such occurrence to remedy the effects thereof, and in any event for the duration of 6 such postponements. In the event that such occurrence results in cancellation of the show, the obligations of the parties shall terminate and all payments made shall be refunded to exhibitor, less a pro rata share for expenses actually incurred by show management in connection with the show.

Payment Schedule: After exhibitor contract is received, the full amount will be due within 30 days of receiving the invoice unless otherwise approved by show management. Until full payment is received, show management reserves the right to release and reassign booth space.

Cancellation Policy: A written notice of cancellation is required. Please send cancellation notice to: CA Dairy Sustainability Summit, c/o GNA, 2525 Ocean Park Blvd, Suite 200, Santa Monica, CA 90405. Cancellations received before October 1, 2020 will be assessed a penalty of 50% of the total participation fee. No refunds will be made for cancellations received after October 1, 2020.

Additional Matters: Any and all matters or questions not specifically covered by the preceding TERMS AND CONDITIONS shall be subject solely to the discretion of show management. These TERMS AND CONDITIONS may be amended at any time by show management with sufficient notice to exhibitor, and all amendments shall be binding on exhibitors equally with the foregoing TERMS AND CONDITIONS.

Show Management: Gladstein, Neandross & Associates (GNA) can be contacted at 310-573-8564 and tony@glatstein.org.