

NOVEMBER 10 - 12, 2021

GREENVILLE CONVENTION CENTER GREENVILLE, SC

A message from your conference team...

Once again, the 2021 South Carolina Manufacturing Conference & Expo will be the can't miss event of the year for anyone affiliated with the state's flourishing manufacturing community. Our most recent 2020 conference, held virtually due to the COVID-19 pandemic, brought the manufacturing community together in unprecedented circumstances. We were amazed by the ingenuity of our exhibitors and sponsors, who successfully made the pivot in the virtual environment and forged ahead to make connections and showcase what they had to offer. Our virtual conference and expo featured 85+ Exhibitors, 1800+ attendees, 22 training courses and 14 hours of streamed content.

As our nation heads towards recovery from COVID-19, we are pleased to announce our plans to hold our 2021 event in-person November 10th-12th at the Greenville Convention Center in Greenville, SC. This event may look a little different than in the past as we will continue to follow CDC regulations for all in-person events. SC Biz News is committed to bringing business professionals together to recognize leaders and build business relationships, but we are also committed to achieving this in a safe environment.

All sponsorship opportunities are listed in this packet, as well as information on how to become an exhibitor. If you would like to discuss a sponsorship, the possibility of creating a custom sponsorship or have general questions about the conference or exposition, contact Assistant Conference Director Melissa Tomberg at mtomberg@scbiznews.com.

We would like to thank all of Exhibitors and Sponsors, who continue to be an integral part of our nations' manufacturing community and who make this conference the most significant manufacturing event of the year!















EVENT DETAILS:

The 2021 SC Manufacturing Conference and Expo will be held in Greenville, SC on Wednesday, Nov. 10th through Friday, Nov. 12th at the Greenville Convention Center.

We strive to create sponsorship opportunities in ways that provide as much individual exposure as possible. The standard presenting and supporting sponsorships exist, of course. But we also provide other creative sponsorship ideas, such as Ice Cream Truck Sponsor, Coffee Lounge Sponsor or Expo Hallway Intersection Sponsor.

All sponsorship opportunities are listed in this packet, as well as information on how to become an exhibitor. If you would like to discuss a sponsorship, the possibility of creating a custom sponsorship or have general questions about the conference or the exposition, contact conference director Rick Jenkins at rjenkins@scbiznews.com.

The 2019 conference held in Charleston, SC included:

- 2800+ attendees and 283 exhibitors from 14 different states.
- An exhibit floor the equivalent of three football fields.
- The South Carolina Manufacturing Extension Partnership conducted 16 training courses.
- The B2B Matchmaking event, coordinated by the SC Department of Commerce, gave select exhibitors the chance to individually meet with representatives from some of the state's largest OEMs and 1st tier suppliers.
- Economic Forecasts on the auto, tire and aerospace industries.
- The annual Salute to Manufacturing Awards Luncheon, where 20 SC manufacturers were honored.

See more info about the annual conference and expo at www.SCManufacturingConference.com



















LEADERSHIP TRAINING DAY

Leadership Training Day provides an ideal opportunity to showcase your company to managers, leaders, HR executives and professionals.

PRESENTING SPONSOR - \$6500 (1 SLOT)

- Opportunity to name the Leadership Event ("Company X Leadership Training Day)
- Opportunity to address crowd for 2-3 minutes
- Opportunity to distribute marketing items to the crowd
- Logo presented prominently on 10' banner at entrance
- · Logo presented prominently on video screens
- · Logo on all marketing pieces promoting the event
- (1) Vendor Table
- Eight complimentary tickets to the luncheon (1 table)
- Contact list of attendees
- 50% off cost of Exhibit Booth at the SC Manufacturing Conference & Expo

LUNCH GOLD SPONSOR - \$3,500 (4 SLOTS)

- Name presented on 10' banner hanging at lunch entrance
- · Recognition from podium. Emcee will read short company bio
- Logo on sponsor event program placed on every table
- Logo on all marketing pieces promoting the lunch event
- · Four complimentary tickets to event
- Two tickets to post-training networking cocktail reception
- Contact list of all attendees

VENDOR TABLE - \$975 (LIMITED AVAILABILITY)

- 6' display table set up in networking area
- 2 tickets to HR breakfast and lunch events
- Contact list of all attendees













SPONSORSHIP OPPORTUNITIES:

SCMEP MANUFACTURING EXCELLENCE AWARDS

The South Carolina Manufacturing Extension Partnership (SCMEP) is a private, non-profit group that serves as a proven resource to South Carolina businesses, providing them with a range of innovative strategies and solutions. An affiliate of the National Institute of Standards and Technology (NIST), SCMEP operates under the US Department of Commerce to promote innovation and industrial competitiveness.

This annual awards luncheon, in its 24th year, is the conference's anchor event. Manufacturers from across the state vie for a number of excellence awards. This luncheon typically draws 550-700 attendees. Attendees run the gamut from manufacturing C-suiters, facility managers and human resource executives to government types to supply chain reps.

PRESENTING SPONSOR -

- Industry exclusivity among luncheon sponsors
- Opportunity to speak to crowd for 2-3 minutes
- Opportunity to present awards to manufacturers
- Logo presented prominently on 10' banner hanging at luncheon entrance (...Luncheon Presented by...)
- Logo presented prominently on large 6' square hanging, rotating exhibit piece and on 20' video screens
- Logo on sponsor event programs placed on every table (approximately 60 tables)
- Logo on all marketing pieces promoting conference in general and luncheon individually
- Ad on Manufacturing Conference website
- Half-page ad in Conference Preview Guide and in Expo Show Guide
- 20'x10' expo booth
- Eight complimentary tickets (one table) to Awards Luncheon
- · Four complimentary tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception and one ticket to VIP Dinner
- 25% discount on advertising placed in Manufacturing and Supply Chain Report
- Contact list of attendees













SPONSORSHIP OPPORTUNITIES:

SCMEP MANUFACTURING EXCELLENCE AWARDS

AWARD SPONSOR (WITH NAMING RIGHTS) -

SOLD OUT!

Several manufacturers are honored during luncheon with Smart Move South Carolina Award. This award recognizes a manufacturer that made a "smart move" by either establishing a manufacturing facility in South Carolina or by making a significant expansion to an existing facility.

- Naming rights to award, which will be named the "Company X Smart Move South Carolina Award"
- Opportunity to speak to crowd for 2-3 minutes
- Logo presented prominently on large 6' square hanging, rotating exhibit piece
- Opportunity to present Smart Move Award to winner
- · Logo presented prominently on 20' video screens
- Logo on sponsor recognition cards placed on every table (approximately 60 tables)
- Logo on all marketing pieces promoting Awards Luncheon
- Recognition in Conference Preview Guide and Expo Show Guide
- 10'x10' expo booth
- Eight complimentary tickets (one table) to Awards Luncheon
- Two complimentary tickets to all other luncheons/breakfasts
- Two tickets to VIP Cocktail Reception
- 25% discount on advertising placed in Manufacturing and Supply Chain Report

GOLD SPONSOR - \$5,000 (5 SLOTS)

- Name presented on 10' banner hanging at luncheon entrance
- Recognition from podium. Emcee will read short company bio
- Logo presented prominently on large 6' square hanging, rotating exhibit piece and on 20' video screens
- Logo on sponsor event programs placed on every table (approximately 60 tables)
- Name on all marketing pieces promoting luncheon (print ads, website and e-blasts)
- Recognition in Conference Preview Guide and Expo Show Guide
- Four complimentary tickets to the Awards Luncheon
- Two complimentary tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception













SPONSORSHIP OPPORTUNITIES:

BUILDING A CONNECTED END-TO-END SUPPLY CHAIN

A digitally connected supply chain is designed to address future challenges in logistics due to the complexity of the supplier and production network by using new processes and innovative Industry 4.0 solutions. It's not easy getting producers, vendors, warehouses, transportation companies, distribution centers and retailers all on the same page. But doing so creates efficiencies, maximizes customer satisfaction, which results in increased profitability. South Carolina is home to one of the nation's fastest growing logistics clusters. Hear how industry experts are optimizing and connecting the state's supply chain.

PRESENTING SPONSOR -

SOLD OUT!

- Opportunity to speak to crowd for 2-3 minutes
- Name and logo presented prominently on 10' banner hanging at luncheon entrance (...Luncheon Presented by...)
- Logo presented prominently on large 6' square hanging, rotating exhibit piece and on 20' video screens
- Logo on sponsor recognition cards placed on every table (approximately 50 tables)
- Logo on all marketing pieces promoting conference in general and luncheon individually
- Ad on Manufacturing Conference website
- Half-page ad in Conference Preview Guide and in Expo Show Guide
- 10'x10' expo booth
- Eight complimentary tickets (one table) to event. Plus, four complimentary tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception
- 25% discount on advertising placed in Manufacturing and Supply Chain Report.
- Contact list of attendees

GOLD SPONSOR - \$3,500 4





- Name presented on 10' banner hanging at luncheon entrance
- Recognition from podium. Emcee will read short company bio
- Logo presented prominently on large 6' square hanging, rotating exhibit piece and on 20' video screens
- Logo on sponsor event programs placed on every table (approximately 60 tables)
- Name on all marketing pieces promoting luncheon (print ads, website and e-blasts)
- Recognition in Conference Preview Guide and Expo Show Guide
- Four complimentary tickets to event
- Two complimentary tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception













SPONSORSHIP OPPORTUNITIES:

IMPLEMENTING INDUSTRY 4.0 TECHNOLOGY

Manufacturers are in a race to adopt and implement new manufacturing systems and technologies. The market defines whether a company remains competitive or not, and brands that adopt Industry 4.0 have a much better chance at success than their competitors. But keeping up with technology is not an easy task. And re-training the workforce and finding new qualified employees can also be challenging. Plant managers will explain which technologies are most commonly being adapted and educators will share how they're preparing the existing and future workforce.

PRESENTING SPONSOR -

SOLD OUT!

- Opportunity to speak to crowd for 2-3 minutes
- Opportunity to distribute marketing items to crowd
- Logo presented prominently on 10' banner hanging at breakfast entrance
- Logo presented prominently on large 6' square hanging, rotating exhibit piece and on 20' video screens
- Logo on all marketing pieces promoting event
- Logo on sponsor event program placed on every table
- Ad on Manufacturing Conference website
- Half-page ad in Conference Preview Guide and in Expo Show Guide
- 10'x10' expo booth
- Eight complimentary tickets (one table) to event and four tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception
- 25% discount on advertising placed in Manufacturing and Supply Chain Report
- Contact list of all attendees

GOLD SPONSOR - \$3,500





- Name presented on 10' banner hanging at luncheon entrance
- Recognition from podium. Emcee will read short company bio
- Logo presented prominently on large 6' square hanging, rotating exhibit piece and on 20' video screens
- Logo on sponsor event program placed on every table
- Name on all marketing pieces promoting luncheon (print ads, website and e-blasts)
- Recognition in Conference Preview Guide and Expo Show Guide
- · Four complimentary tickets to event
- Two complimentary tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception













SPONSORSHIP OPPORTUNITIES:

WOMEN IN MANUFACTURING: LEADERS AND INFLUENCERS

This is one of the annual anchor events of the conference. A quartet of female manufacturing executives will discuss their rise to the top of their profession and the obstacles they had to overcome to get there.

PRESENTING SPONSOR - \$7,500

- Opportunity to speak to crowd for 2-3 minutes
- · Opportunity to distribute marketing items to crowd
- · Logo presented prominently on 10' banner hanging at breakfast entrance
- · Logo presented prominently on large 6' square hanging, rotating exhibit piece and on 20' video screens
- Logo on sponsor event program placed on every table
- · Logo on all marketing pieces promoting the breakfast event
- Ad on Manufacturing Conference website
- Half-page ad in Conference Preview Guide and in Expo Show Guide
- 10'x10' expo booth
- Eight complimentary tickets (one table) to event and four tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception.
- 25% discount on advertising placed in Manufacturing and Supply Chain Report
- · Contact list of all attendees

GOLD SPONSOR - \$3,500





- · Name presented on 10' banner hanging at luncheon entrance
- Recognition from podium. Emcee will read short company bio
- Logo presented prominently on large 6' square hanging, rotating exhibit piece and on 20' video screens
- Logo on sponsor event program placed on every table
- · Name on all marketing pieces promoting breakfast
- Recognition in Conference Preview Guide and Expo Show Guide
- Four complimentary tickets to breakfast
- Two complimentary tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception













SPONSORSHIP OPPORTUNITIES:

2022 ECONOMIC OUTLOOK PRESENTATIONS

Industry experts will present the economic outlook for the automotive, aerospace and biotech industries. Only one sponsor will be accepted for each of the three presentations.

PRESENTING SPONSORSHIPS AVAILABLE FOR THE FOLLOWING KEYNOTE ADDRESSES:

2022 Automotive Economic Outlook -

SOLD OUT!

- 2022 Aerospace Military Economic Outlook \$4,500
- 2022 Aerospace Commercial Economic Outlook \$4,500
- 2022 Biotech Economic Outlook \$4.500

Benefits for each:

- Opportunity to speak to crowd for 2-3 minutes
- · Opportunity to distribute marketing items to crowd
- Logo presented prominently on 10' banner hanging at event entrance
- Logo presented prominently on video screens
- · Logo on all marketing pieces promoting event
- Logo on sponsor event program placed on every table
- Quarter-page ad in Conference Preview Guide and in Expo Show Guide
- Eight complimentary tickets (one table) to event and four tickets to all other luncheons/breakfasts
- Two tickets to pre-conference cocktail reception
- 25% discount on advertising placed in Manufacturing and Supply Chain Report













SPONSORSHIP OPPORTUNITIES:

MANUFACTURING EXPOSITION

The 2019 exposition included 283 exhibitors from 14 different states and 2,800+ attendees. Conference meeting rooms are placed so all attendees must pass through expo floor to reach the content pieces of the conference. The massive exhibit hall at the convention center is transformed into a setting equaling the approximate square footage of three football fields. Exposition sponsors receive significant signage in prominent locations

PRESENTING SPONSOR - \$8,500 (1 SLOT)

- The largest exhibit booth available (20'x20')
- Name and Logo presented prominently on 15' banner hanging at expo entrance (... Exposition Presented by...)
- Logo presented prominently on large 6' square hanging, rotating exhibit piece
- Opportunity to give promo item to everyone in attendance, which will be distributed at registration booth as all attendees check in
- Logo on all marketing pieces promoting conference and expo
- Ad on Manufacturing Conference website (from time sponsorship is contracted through end of conference)
- Full page ad in Conference Show Guide and half-page ad in Conference Preview Guide
- Eight complimentary tickets to all luncheons/breakfasts
- Two tickets to pre-conference cocktail reception
- 25% discount on advertising placed in Manufacturing and Supply Chain Report.
- Contact list of attendees

GOLD SPONSOR -

- · 10'x10' exhibit booth in high-traffic area
- Name presented on 15' banner hanging at expo entrance
- · Logo presented prominently on large 6' square hanging, rotating exhibit piece
- Quarter-page ad in both the Conference Preview Guide and Conference/Expo Show Guide
- Opportunity to give promo item to everyone in attendance
- · Four complimentary tickets to all luncheons/breakfasts
- Two tickets to pre-conference cocktail reception
- 25% discount on advertising placed in Manufacturing and Supply Chain Report.
- · Contact list of attendees.













SPONSORSHIP OPPORTUNITIES:

REGISTRATION SYSTEM PRESENTING **SPONSORSHIP**

The registration center will be located at the entrance to the exhibit hall. All attendees will pass through the registration center to enter the conference. This is an exclusive sponsorship - no other sponsors are allowed in the in the registration area.

PRESENTING SPONSOR -

SOLD OUT!

- Opportunity to greet attendees as they check-in
- Your logo on all event badges.
- All Registration Booths will be branded as the "Company X Registration Center"
- Opportunity to put signage in registration area
- Opportunity to distribute marketing pieces to all attendees
- Opportunity for employee sponsors to work registration booth and greet attendees (but not required)
- Two tickets to pre-conference cocktail reception
- Two tickets to all luncheon and breakfast events
- Quarter Page Ad in Conference Preview Guide and Show Guide
- Contact List of Attendees

THE BUSINESS LOUNGE

The lounge is furnished with high-end office furniture. The location of the lounge can be seen on a floor diagram, which can be provided. Sponsor receives the following:

NETWORKING LOUNGE -

- Opportunity to put signage in lounge area
- Signage is provided at entrance to lounge Networking Lounge Presented by Company X
- Two tickets to exhibitor welcome reception
- Two tickets to all luncheons and breakfasts
- Quarter page ad in Conference Show Guide, which will be distributed to all attendees













SPONSORSHIP OPPORTUNITIES:

FOOD & BEVERAGE TRUCKS

The food truck sponsorships are among the conference's most popular. Flatbed golf carts are loaded with coolers of ice cream or breakfast items and driven around the exhibit hall floor.

ICE CREAM TRUCK - \$2,500

SOLD OUT!

- Opportunity to drive golf cart and distribute complimentary ice cream to all attendees
- Golf cart will include sign on top branding truck to company
- Opportunity to hand out marketing materials to attendees along with ice cream
- Two tickets to pre-conference cocktail reception
- Two tickets to luncheon and breakfast events

BREAKFAST TRUCK - \$2,500

SOLD OUT!

- Opportunity to drive golf cart and distribute breakfast items (muffins, pastries, etc.) to all attendees
- Golf cart will include sign on top branding truck to company
- · Opportunity to hand out marketing materials to attendees along with breakfast items
- Two tickets to pre-conference cocktail reception
- Two tickets to luncheon and breakfast events

BEER TRUCK - \$2,500

- Opportunity to drive golf cart and distribute beer to all attendees
- Golf cart will include sign on top branding truck to company
- Branded koozie to place beer can in
- · Opportunity to hand out marketing materials to attendees along with beer
- Two tickets to pre-conference cocktail reception
- Two tickets to luncheon and breakfast events













SPONSORSHIP OPPORTUNITIES:

VIP DINNER

A small exclusive get-together for top level VIPs will be held after the conference's first day concludes. Fifty VIP guests will be invited to event. Guests will include keynote speakers and manufacturing CEOs.

PRESENTING SPONSOR -

SOLD OUT!

- Opportunity to network with VIPs in personal one-on-one setting
- · Opportunity to put up signage
- Opportunity to give promo item to everyone in attendance
- · Logo on all marketing pieces promoting the VIP Dinner
- · Four tickets to VIP Dinner
- Two tickets to VIP Cocktail Reception
- Two tickets to all luncheon and breakfast events
- · Contact list of attendees

MANUFACTURING FACILITY MANAGER MEETING

PRESENTING SPONSOR - \$6,500

SOLD OUT!

Do you want to share your message with a group of manufacturing facility managers? What better place to do that than at our annual SC Manufacturing Conference and Expo. The conference will host a monthly meeting of a select group of approximately 25-35 plant managers. We are looking for one exclusive company to sponsor this event. If you're looking for a quality audience, it doesn't get better than this. Sponsorship includes:

- Opportunity to network with facility managers in a one-on-one setting
- Opportunity to put up signage
- Opportunity to give promo items to everyone in attendance
- Four tickets to meeting
- Two tickets to pre-conference cocktail reception
- Two tickets to all luncheon and breakfast events
- Contact list of attendees













SPONSORSHIP OPPORTUNITIES:

EXHIBITOR COCKTAIL RECEPTION

This reception is held the night before the conference begins. Attendees include speakers, sponsors and exhibitors. There were approximately 350 attendees at the 2019 reception.

PRESENTING SPONSOR - \$4,500 (1 SLOT)

- Opportunity to name signature drink and have it served in a glass with your logo on it
- · Logo recognition as presenting sponsor on all promotions, including print and website ads and e-blasts
- · Opportunity to speak to crowd
- Opportunity to distribute marketing items
- Opportunity to place signage in reception area
- Quarter Page ad in Show Guide, which will be distributed to all attendees
- · Ten passes to reception

OTHER SPONSORSHIP OPPORTUNITIES

TOTE BAG SPONSOR - \$2,500 (1 SLOT)

Opportunity to have logo on all tote bags, which will be distributed to all attendees.

LANYARD SPONSOR -

SOLD!

Opportunity to have logo on all lanyards -- used to hold nametags, which will be distributed to all attendees.

TRAINING ROOM SPONSOR -

- Opportunity to put signage in training room
- Signage is provided at entrance to training room Training Room Presented by Company X
- Two tickets to exhibitor welcome reception
- · Two tickets to all luncheons and breakfasts
- Quarter page ad in Conference Show Guide, which will be distributed to all attendees













SPONSORSHIP OPPORTUNITIES:

OTHER SPONSORSHIP OPPORTUNITIES

SCBIZTV NEWS DESK LIVE - \$1,500/VIDEO (6 SLOTS, 5 AVAILABLE)

During the conference, we interview dozens of manufacturing executives live on the expo floor. These interviews are edited by a professional videographer and sent out to our database of 40,000 manufacturing employees, as well as another 35,000 business executives throughout South Carolina. Sponsors of a News Desk Live video receive a voice-over commercial before the video begins, a super-imposed logo on the screen throughout the video and sponsor exclusivity. Sponsors can choose their video subject in the order in which they reserve a spot. Interviewees last year included, Gov. Henry McMaster, Sec. of Commerce Bobby Hitt and many business owners and CEOs.

CHARGING STATIONS - SOLD OUT!

Get plenty of brand exposure by sponsoring electronic charging stations, which will be placed in three separate lounge areas to capitalize on expo floor traffic. The charging stations can accommodate most electronic devices and are equipped to display poster-size creative. This is an exclusive opportunity for one individual sponsor.

BEVERAGE COOLERS - \$1,500

Much like the charging stations, you'll receive plenty of brand exposure by sponsoring portable water/soft drink coolers, which will be placed in a variety of meeting rooms to capitalize on event traffic. These coolers are equipped to display poster-size creative. This is an exclusive opportunity for one individual sponsor.

RETARGETING & GEO FENCING - \$1,500 AND UP

Target conference attendees in the weeks leading up to and following the event. You'll be able to identify potential customers within an established geographical zone, who are likely to be interested in your company/product. In turn, your marketing message will be seen by conference attendees (and others that fit a pre-set customer profile) as they surf the internet. These highly popular campaigns produce a minimum of 100,000 impressions.













NOV. 10 - NOV. 12 GREENVILLE CONVENTION CENTER



EXHIBITOR MOVE-IN ON NOV. 10, EXPO RUNS NOV. 11 - NOV. 12

275 Booth Locations Available.

To reserve your booth, visit www.scmanufacturingconference.com/exhibitor-info/

STANDARD EXHIBITOR PACKAGE

Exhibitors will receive the following:

- A standard booth is 10'x10' and includes table, two chairs & waste basket. Larger booths can also be reserved.
- Two complimentary tickets to pre-conference cocktail reception. Additional tickets can be purchased
- Opportunity to purchase "All Access Pass", which provides entrance into breakfast and lunch events.
- Attendee contact list, with titles and email addresses when available COST: \$2,150

2019 CONFERENCE INCLUDED:

- 2,800+ attendees and 280+ exhibitors
- 10 keynote speakers, including SC Gov. Henry McMaster and SC Secretary of Commerce Bobby Hitt
- Economic forecasts for the auto, tire and aerospace industries
- The annual Salute to Manufacturing Awards Luncheon, where 20 companies were honored with excellence awards
- Aerospace Luncheon, Manufacturing 4.0 Breakfast, Executive Women in Manufacturing and Apprenticeship in Advanced Manufacturing panel discussions.
- B2B matchmaking event pairing state manufacturers with conference exhibitors
- 16 training courses and best-practice workshops for the state's manufacturing employees conducted by the SC Manufacturing Extension Partnership







Contact Melissa Tomberg at mtomberg@scbiznews.com for more information and additional sponsorship opportunities.









