

Contracts Accepted beginning August 3, 2026

2027 Sponsorship Opportunities

YOUR ENGAGEMENT SUPPORTS THE DAIRY INDUSTRY

ADPI.ORG/SPONSORSHIPS

TABLE OF CONTENTS

- Overview of ADPI Annual Events.....2**
- Year-Round Sponsorship Opportunities3**
- 2027 Individual Event Sponsorship Opportunities**
 - Global Ingredients Summit in March.....7
 - ADPI Annual Conference in May.....8
 - Dairy Purchasing & Risk Management Seminar in November....10
 - Dairy Ingredients Seminar in December11
- Student Video Contest, Cheese Donations & Webinars.....12**
- 2027 Sponsorship Contract..... 13**
- Attendee Overview..... 14**



AMERICAN
Dairy Products
INSTITUTE®

Questions can be directed to:
Tara Anderson, VP of Marketing & Sponsorships
tanderson@adpi.org | 630.530.8700 x229

OVERVIEW OF ANNUAL EVENTS

BRINGING PEOPLE TOGETHER | LEADING THE WAY | SETTING THE STANDARD

ADPI hosts four annual events aligned with our three strategic priorities. Each event offers a different content focus, providing a well-rounded look at the research, innovation, and issues of the dairy ingredients industry--both today and for the future.

ADPI events offer:

- speakers and topics that cover the latest trends, technologies, and best practices;
- extensive networking opportunities to build connections that lead to collaborations, partnerships, and career advancements;
- opportunities to interact with suppliers, customers and potential business partners;
- access to training and professional development opportunities to build and enhance the skills of employees; and
- up-to-date revelations on industry advancements.

At ADPI, we help align goals, create standards and do all we can to allow the dairy industry and our members to focus on what they do best: creating innovative products made with standardized ingredients that feed the world.

GLOBAL INGREDIENTS SUMMIT

MARCH 8-10 | MINNEAPOLIS, MN

Showcasing the research and technology driving the cheese and dairy ingredients industry

ADPI ANNUAL CONFERENCE

MAY 2-4 | CHICAGO, IL

Where the Dairy Industry Does Business

DAIRY PURCHASING & RISK MANAGEMENT SEMINAR

NOVEMBER 3-4 | CHICAGO, IL

Diving into the current trends and key concepts in managing price risk and volatility

DAIRY INGREDIENTS SEMINAR

DECEMBER | SANTA BARBARA, CA

Discover the insights to formulate effective strategies and sustain strong competitive advantages

YEAR-ROUND SPONSORSHIP

PREMIER SPONSOR

\$30,000: One-Year | \$55,000: Two-Years

Sponsorship of all ADPI-hosted events in 2027 ensures maximum exposure to the ADPI community and industry, provides additional value to your organization, and requires less work throughout the year for your team. This investment in a year-round partnership highlights your commitment to training, resources and community in the dairy ingredients industry.

Total Benefits Package estimated at \$40K annually

Benefits*

- Listed as a Premier Sponsor for the annual ADPI-hosted events in 2027 on event promotional materials and event websites
- Listed as a Premier Sponsor on the homepage of ADPI.org year-round (Jan-Dec)
- Opportunity to sponsor one webinar in 2027 at a 63% discounted rate of \$1,000 (\$2,750 value) (see pg 12 for webinar information)
- One (1) complimentary Dairy Ingredients 360 Training Course registration (\$2,250 value)
- One branded email sent to ADPI community in the calendar year (\$2,500 value)
- Annual Conference benefits:
 - Exclusive opportunity to brand one of the following for the 2027 Annual Conference: Lanyards; Hotel Key Cards; Coffee Sleeves; Conference WiFi
 - Complimentary Millennium Suite at the Hyatt Regency Chicago during the 2027 ADPI Annual Conference for up to 4 nights (valued at \$650/night)
- Priority opportunity to participate in additional ADPI activities including the Make it with Dairy Resource Center at SupplySide Global
- Opportunity for employee(s) to serve on event planning committees**
- See page 4 for benefits outlined for each sponsored event

**Supply is limited on some benefits; benefits will be assigned on a first-come basis. ADPI will work with sponsors on replacement benefits, if needed.*

***Applicable to ADPI member organizations only*

YEAR-ROUND SPONSORSHIP

PREMIER SPONSOR

Individual Event Benefits

2027 Events	ADPI Annual Conference	Subject Matter Events
Complimentary Registrations	Three (3) \$3,000 value 	Two (2) \$1,600 value 
At-Event Recognition	^Sunday Opening Reception ^Registration Desk Branding	Welcome Signage Branding and all on-site sponsor recognition
Recognition in Marketing Materials	\$2,000 value 	\$1,500 value 
Complimentary Exhibit Space	Exhibit Booth \$775 value 	Table Top Exhibit \$350 value when available 
Additional Benefits	^First opportunity to book a Meeting Space and booking fee waived ^Digital Ad Placement Opportunity (in pre-event communications and on website) ^Opportunity to sponsor a session (provide opening comments)	^Digital Ad Placement Opportunity (in pre-event communications and on website)

YEAR-ROUND SPONSORSHIP

LEAD SPONSOR

\$15,000: One-Year | \$27,500: Two-Years

Sponsorship of our three (3) ADPI-hosted Subject Matter Events ensures high exposure to the ADPI community and industry through targeted marketing opportunities, and highlights your commitment to training, resources and community in the dairy ingredients industry.

Total Benefits Package estimated at \$18K annually

Benefits

- Listed as Lead Sponsor on event promotional materials and at Subject Matter Events:
 - **Global Ingredients Summit**
 - **Dairy Purchasing & Risk Management Seminar**
 - **Dairy Ingredients Seminar**
- Listed as a Lead Sponsor on the homepage of ADPI.org year-round
- Opportunity to sponsor one webinar at a 50% discounted rate of \$1,325 (\$2,750 value). (see pg 12 for webinar information)
- One (1) complimentary Dairy Ingredients 360 Training Course registration (\$2,250 value)
- One branded email sent to ADPI community in the calendar year (\$2,500 value)
- First opportunity to book a meeting suite or meeting room at the 2027 ADPI Annual Conference, and at no additional cost (\$500 value)

Subject Matter Events

Complimentary Registrations	Two (2) at each event \$1,600 value x3 
At-Event Recognition	Welcome Signage Branding and all on-site sponsor recognition
Recognition in Marketing Materials	\$1,500 value per event 
Complimentary Exhibit Space	Table Top Exhibit \$350 value (when available) 
Additional Benefits	Ad Placement Opportunity (in pre-event communications and on website)

YEAR-ROUND SPONSORSHIP

ACADEMIC ENGAGEMENT

\$5,000

This annual sponsorship bolsters a commitment supporting ADPI's Academic Institution membership through sponsoring faculty members and students to attend ADPI hosted events. This sponsorship allows for an inclusive opportunity to involve faculty and students in industry events to learn and network.

Total Benefits Package estimated at \$14K

Benefits

- Listed as an Academic Engagement Sponsor on event promotional materials for the Global Ingredients Summit and the ADPI Annual Conference
- Listed as a Academic Engagement Sponsor on the homepage of ADPI.org year-round
- One email sent to the ADPI Community that recognizes this sponsorship (\$2,000 value)
- Opportunity to sponsor one webinar at a 72% discounted rate of \$750 (\$2,750 value) (see pg 12 for webinar information)
- One (1) complimentary Dairy Ingredients 360 Training Course registration (\$2,250 value)
- Opportunity for employee to serve on the Global Ingredients Summit planning committee
- Sponsorship supports academic attendees (sponsor can choose individuals to attend, or ask ADPI to identify individuals) at the following two events:

2027 Events

	Global Ingredients Summit	ADPI Annual Conference
Sponsored Academic Attendees	Three (3) \$1,500 value 	One (1) \$500 value 
Additional Benefits	<p>^Opportunity to present on a technical topic at Global Ingredients Summit</p> <p>^Ad Placement Opportunity (in pre-event communications and on website)</p>	Ad Placement Opportunity (in pre-event communications and on website)

SUBJECT-MATTER EVENT

GLOBAL INGREDIENTS SUMMIT

MARCH 8-10, 2027 | MINNEAPOLIS, MN

	Gold \$5,000	Silver \$2,500	Bronze \$1,250
Complimentary Registrations	Two (2) ✓ \$1,600 value	One (1) ✓ \$800 value	
Complimentary Table Top Exhibit	\$350 value ✓		
Recognition in Marketing Materials	\$2,000 value ✓	\$1,000 value ✓	\$500 value ✓
Ad Placement Opportunity (in pre-event communications)	✓		
Sponsor Recognition Benefits: Choose One (Options indicated by ^; additional options available upon discussion if needed)	^Opening Session ^Lanyards ^Name Badges ^Notebooks ^Exclusive sponsor of Monday Opening Reception	^Breakfast (Tues or Weds) ^Reception (Tues) ^Lunch (Tues or Weds) ^Student Poster Competition	^Morning Break (Tues or Weds) ^Afternoon Break (Tues or Weds)

Additional Opportunity

Sponsor Academic Institution Faculty Member or Student | \$1,000

Sponsor a registration and travel expenses for an ADPI Academic Institution member (faculty member or a student) to attend this signature technical event to increase diversity of attendees and to connect with our Academic research partners.

SIGNATURE EVENT

ADPI ANNUAL CONFERENCE

MAY 2-4, 2027 | CHICAGO, IL

	Gold \$15,000	Silver \$10,000	Bronze \$5,000
Complimentary Registrations	Three (3) ✓ \$3,000 value	Two (2) ✓ \$2,000 value	One (1) ✓ \$1,000 value
Complimentary Exhibit Booth	\$775 value ✓	\$775 value ✓	Table Top ✓ \$549 value
One-Time Targeted Email (sent to all attendees prior to or after conference)	\$1,000 value ✓	\$1,000 value ✓	
Recognition in Marketing Materials	\$5,000 value ✓	\$2,500 value ✓	\$1,500 value ✓
First Opportunity to Book a Meeting Space or Room Suite (Sponsor access starts 12/1; Additional fees apply)	Booking fee waived (\$500 value) ✓	Booking fee discount (\$250 value) ✓	Booking fee applies ✓
Sponsor Recognition Benefits: Choose One (Options indicated by ^; additional options available upon discussion if needed; italicized means the item has been secured by a current sponsor)	^Monday's Outlook Session ^Name Badges ^Cocktail Napkins ^Cheese Picks ^Monday Reception	^Breakfast (Mon or Tues) ^Lunch (Mon or Tues) ^New to ADPI Reception	^Morning Break (Mon or Tues) ^Afternoon Break (Mon or Tues) ^Charging Station
Additional Benefits	Sponsor of one Conference Track Session (provide opening remarks)	Ad Placement Opportunity (in pre-event communications)	Ad Placement Opportunity (in pre-event communications)

SIGNATURE EVENT

ADPI ANNUAL CONFERENCE

MAY 2-4, 2027 | CHICAGO, IL

Additional Sponsorship Opportunities

Printed Notebooks | \$4,000

Sponsor notebook for all attendees of the conference with opportunity to brand the front and back covers of the 5x8 notebook.

Meeting Lounge | \$3,500 (2 options available)

Meeting lounge space outside ballroom or outside exhibit hall with dedicated branding.

Pre-Conference DI360 Training Session | \$5,000

The pre-conference training session is 3 hours of training geared for those new to dairy taught by subject matter experts.

Marketing Exposure: Product Donation | \$2,000

Companies wishing to highlight a product can donate branded food items (non-cheese products) to be served during the conference. This option is only available for Premier, Lead, Gold, Silver or Bronze sponsors and covers storage/handling and preparation of items.

Sponsor Academic Institution Faculty Member or Student | \$1,000

Sponsor a registration and travel expenses for an ADPI Academic Institution member (faculty member or student) to attend the Annual Conference and participate in the technical track.

Options Available for Premier Sponsors & Gold Level 2-Year Contract* Sponsors

Hotel Key Cards

Put your brand into the hands of attendees by branding the key cards used for the hotel rooms at the Hyatt Regency Chicago.

Lanyards

Lanyards are worn by all attendees of the Annual Conference, and will be co-branded with ADPI.

Conference WiFi

Customize the conference WiFi credentials and landing page that is available throughout the hotel during the duration of the conference.

Coffee Sleeves

Your brand is portable and visible throughout the conference and hotel via the coffee sleeves.

**Options will be available to Gold Level 2-Year Contract Sponsors if opportunities remain available.*

SUBJECT MATTER EVENT

DAIRY PURCHASING & RISK MANAGEMENT SEMINAR NOVEMBER 3-4, 2027 | CHICAGO, IL

	Gold \$5,000	Silver \$2,500	Bronze \$1,250
Complimentary Registrations	Two (2) ✓ \$1,600 value	One (1) ✓ \$800 value	
Recognition in Marketing Materials	\$1,500 value ✓	\$1,000 value ✓	\$500 value ✓
Ad Placement Opportunity (in pre-event communications)	✓		
Sponsor Recognition Benefits: Choose One (Options indicated by ^; additional options available upon discussion if needed)	^Lanyards ^Name Badges ^Notebooks ^Exclusive sponsor of Wednesday Reception	^Breakfast (Weds or Thurs) ^Lunch (Weds or Thurs)	^Morning Break (Weds or Thurs) ^Afternoon Break (Weds or Thurs)

SUBJECT MATTER EVENT

DAIRY INGREDIENTS SEMINAR

Dates TBD 2027 | Santa Barbara, CA

	Gold \$5,000	Silver \$2,500	Bronze \$1,250
Complimentary Registrations	Two (2) ✓ \$1,600 value	One (1) ✓ \$800 value	
Complimentary Table Top Exhibit	\$350 value ✓		
Recognition in Marketing Materials	\$1,500 value ✓	\$1,000 value ✓	\$500 value ✓
Ad Placement Opportunity (in pre-event communications)	✓		
Sponsor Recognition Benefits: Choose One (Options indicated by ^; additional options available upon discussion if needed)	^Lanyards ^Name Badges ^Notebooks ^Hotel Key Cards ^Exclusive sponsor of Monday Opening Reception	^Breakfast (Tues or Weds) ^Lunch (Tues) ^Reception (Tues)	^Morning Break (Tues or Weds) ^Afternoon Break (Tues)

OTHER SPONSORSHIP OPPORTUNITIES

MAKE IT WITH DAIRY STUDENT VIDEO CONTEST | \$3,500

The Make it with Dairy Student Video Contest is an engaging opportunity for college and university students to create a short video featuring a recipe made with dairy ingredients and why to use those dairy ingredients. The sponsor of this contest helps us reach students through messaging, the use of dairy ingredients, and supports the cash prizes awarded to the top three winning videos. Sponsors will be invited to judge the video submissions and invited to present the winners at the 2027 ADPI Annual Conference, May 2-4 in Chicago.

Learn more about the contest and the past two years of winning videos at ADPI.org/VideoContest.

CHEESE/CHEESE PRODUCT DONATION

- Opportunity to donate 1-3 cheese/cheese products for consumption during a break, lunch or reception at the ADPI Annual Conference, International Whey Conference or Dairy Ingredients Seminar.
- Logo and cheese name recognition along with cheese presentation.
- No cost!
- Contact Tara Anderson at tanderson@adpi.org to donate.

WEBINARS | \$2,750

ADPI organizes a series of webinars that offer cutting-edge information, showcasing the value of dairy ingredients and providing an opportunity for suppliers to showcase products and services to potential customers.

Sponsoring an ADPI webinar associates your company's brand with our mission to provide valuable professional education and information about the dairy ingredient sector and provides new potential business leads.

- Working with ADPI staff, sponsor has the opportunity to:
 - Develop a webinar topic and identify a speaker on a topic that's relevant to an ingredient line or timely to the industry's challenges or opportunities
 - Determine an advantageous date to host the webinar (not to conflict with any existing ADPI events)
- Branding (logo recognition) on all webinar promotions and event webpage
- List of registered webinar attendees
- Access to recorded webinar following the event for future use
- Direct marketing to all ADPI community and industry

Contact Beth Holcomb at bholcomb@adpi.org to set up a webinar for 2027.

2027 SPONSORSHIP CONTRACT

All sponsorships are secured on a first-come, first-serve basis, and are only considered secure upon receipt of this contract followed by a written confirmation from ADPI staff. No substitutions of benefits.

Year-Round Sponsorships

- | | |
|--|---|
| <input type="checkbox"/> Premier Sponsor: \$30,000 | <input type="checkbox"/> Lead Sponsor: \$15,000 |
| <input type="checkbox"/> Premier Sponsor (2 years): \$55,000 | <input type="checkbox"/> Lead Sponsor (2 years): \$27,500 |
| Select Branding Opportunity for Annual Conference (PREMIER ONLY) | |
| <input type="checkbox"/> Lanyards | <input type="checkbox"/> Coffee Sleeves |
| <input type="checkbox"/> Hotel Key Cards | <input type="checkbox"/> Conference WiFi |
| | <input type="checkbox"/> Academic Engagement Sponsor: \$5,000 |
| | <input type="checkbox"/> Student Video Contest: \$3,500 |

Individual Event Sponsorships

Global Ingredients Summit

- | | |
|--|---|
| <input type="checkbox"/> Gold: \$5,000 | <input type="checkbox"/> Academic Attendee Sponsor: \$1,000 |
| <input type="checkbox"/> Silver: \$2,500 | |
| <input type="checkbox"/> Bronze: \$1,250 | |

ADPI Annual Conference

- | | |
|--|---|
| <input type="checkbox"/> Gold: \$15,000 | <input type="checkbox"/> Printed Notebooks: \$4,000 |
| <input type="checkbox"/> Silver: \$10,000 | <input type="checkbox"/> Meeting Lounge: \$3,500 |
| <input type="checkbox"/> Bronze: \$5,000 | <input type="checkbox"/> Pre-Conference Training Session: \$5,000 |
| <input type="checkbox"/> I am interested in booking a meeting room or suite at Annual Conference | <input type="checkbox"/> Academic Attendee Sponsor: \$1,000 |
| | <input type="checkbox"/> Marketing Exposure: \$2,000 |

Dairy Purchasing & Risk Management Seminar

- | |
|--|
| <input type="checkbox"/> Gold: \$5,000 |
| <input type="checkbox"/> Silver: \$2,500 |
| <input type="checkbox"/> Bronze: \$1,250 |

Dairy Ingredients Seminar

- | |
|--|
| <input type="checkbox"/> Gold: \$5,000 |
| <input type="checkbox"/> Silver: \$2,500 |
| <input type="checkbox"/> Bronze: \$1,250 |

TOTAL \$ _____

If there are options listed under your chosen sponsorship, please indicate your top two choices:

Event _____

Option 1 _____ Option 2 _____

Company Name _____

Contact Name _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

Signature _____ Date _____

Please return signed contract to: Tara Anderson, VP of Marketing
tanderson@adpi.org | 126-2 N Addison Ave, Elmhurst, IL 60126





AMERICAN
Dairy Products
INSTITUTE®

OVERVIEW OF ANNUAL EVENTS ATTENDEE PROFILES

GLOBAL INGREDIENTS SUMMIT

A collaborative mix of food scientists, engineers and researchers with a goal of connecting industry and academia through research and technology on dairy ingredients and cheese

- 34% attendees are represented at the technical executive and director leadership level
- 36% represent academic institutions
- 30% fall under specialists and line engineers (process technologists, application scientists, and technical sales engineers)
- Average annual attendees: 150

ADPI ANNUAL CONFERENCE

A senior commercial audience heavily weighted toward sales, procurement, and executive decision-makers

- 1 in 5 attendees holds a C-suite level, President or Owner title (seniority-driven)
- Over 50% of attendees hold director-level or higher titles
- Sales & Business Development (30%) Procurement & Sourcing (7.5%) - Buyers and supply chain decision makers are well-represented
- Average annual attendees: 1,000

DAIRY PURCHASING & RISK MANAGEMENT SEMINAR

Bringing together high-level financial professionals, market analysts and supply chain strategists to focus on key concepts and trends in markets

- Executive density: 44% of total attendees representing c-suite level and VP leadership
- 38% attendees are a concentration of advisors, analysis and traders
- Other attendees represent procurement and client relations
- Average annual attendees: 140

DAIRY INGREDIENTS SEMINAR

A lively mix of commercial and global trade professionals alongside technical R&D and applications scientists, balanced by risk management and market intelligence

- High concentration of director and VP level at around 35% total attendees
- Executive leadership (c-suite level) makes up around 32% attendees
- Account managers and research scientists, including academics, round out the attendee profile
- Average annual attendees: 195