

# **Dairy** NORTH **Challenge** AMERICAN INTERCOLLEGIATE *Tomorrow's Dairy Leaders*™

Dear Colleague:

Since 2002 Dairy Challenge has partnered with industry, producers and universities to build a workforce that is well prepared to face the challenges of the dairy industry. We are inviting you to sponsor the North American Intercollegiate Dairy Challenge to help top collegiate dairy students to develop countless skills – dairy management, teamwork, communication and problem-solving. The 17th national Dairy Challenge Contest and Academy will be April 12-14, 2018 in Visalia, CA. Regional contests are also planned:

- Northeast Regional: October 26-28, 2017 in Auburn, NY
- Southern Regional: November 12-14, 2017 in Live Oak, FL
- Midwest Regional: February 7-9, 2018 in Madison, WI
- Western Regional: March 1-3, 2018 hosted by University of Idaho

During a Dairy Challenge event, students work as a team to:

- 1) Evaluate a modern dairy through farm visit, record analysis and interviews with owner or manager.
- 2) Identify strengths and opportunities for the dairy.
- 3) Present recommendations to a panel of judges and sponsors.
- 4) Meet with key sponsors about career opportunities and new technologies.

Regional and Academy participants follow a similar format with one key exception: their "team" includes sponsors who share expertise and work directly with students to analyze and develop recommendations.

Your support of Dairy Challenge will enhance the abilities of young professionals entering the dairy industry. As a sponsor, you gain hands-on time with hundreds of students from 2- and 4-year colleges across the US and Canada who aim to be dairy industry professionals, producers and veterinarians. Evaluate their abilities first-hand. Identify top recruits and potential customers. Demonstrate your company's latest innovations. Be a part of our program. Complete sponsor benefits are listed on the accompanying form and more program details are at [www.dairychallenge.org](http://www.dairychallenge.org).

The NAIDC has 100+ sponsoring companies and producers, more than half of which are Platinum Sponsors. As you evaluate your contributions for this coming year, please include Dairy Challenge in your plans. For maximum publicity, donate online at [http://www.dairychallenge.org/sponsor\\_donation.php](http://www.dairychallenge.org/sponsor_donation.php) or return the enclosed commitment form at your earliest convenience, or by February 1, 2018.

Sincerely,

Chad Wright, DVM  
Board Chair

PH: (661) 477-7278 EM: [chadwrightdvm@gmail.com](mailto:chadwrightdvm@gmail.com)

Dave Whitlock, Select Sire Power-Select Sires  
Finance Committee Chair

PH: (540) 392-5693 EM: [dwhitlock@selectsirepower.com](mailto:dwhitlock@selectsirepower.com)

# 2017-2018 NAIDC Sponsor Commitment Form

Go to [www.dairychallenge.org](http://www.dairychallenge.org) for complete information about Dairy Challenge

To pay by credit card, complete online using [Donate Now](http://www.dairychallenge.org/sponsor_donation.php) link at [http://www.dairychallenge.org/sponsor\\_donation.php](http://www.dairychallenge.org/sponsor_donation.php)

Yes, we will support NAIDC by providing the following contribution:

- \_\_\_\_\_ \$10,000+ Platinum Sponsor\*
- \_\_\_\_\_ \$5000+ Platinum Sponsor
- \_\_\_\_\_ \$2500 Gold Sponsorship
- \_\_\_\_\_ \$1000 Silver Sponsorship
- \_\_\_\_\_ \$ 500 Bronze Sponsorship

As a sponsor, your support will be used for each NAIDC event you designate below:

Use our funds as designated below:

- \$ \_\_\_\_\_ Northeast Regional
- \$ \_\_\_\_\_ Southern Regional
- \$ \_\_\_\_\_ Midwest Regional
- \$ \_\_\_\_\_ Western Regional
- \$ \_\_\_\_\_ National Contest/Dairy Challenge Academy

\_\_\_\_\_ Yes, we would like to receive information about other ways to support NAIDC.

**Company Name to Be Listed on All Sponsor Recognition:**

\_\_\_\_\_

**Send Invoice To:**

Or, prefer to receive an invoice in: \_\_\_\_\_ December 2017 \_\_\_\_\_ January 2018

Name \_\_\_\_\_ Title \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
Telephone \_\_\_\_\_ Email \_\_\_\_\_

**Send Thank You To:**

Name \_\_\_\_\_ Title \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
Telephone \_\_\_\_\_ Email \_\_\_\_\_

Submitted By: \_\_\_\_\_ Date: \_\_\_\_\_

**Please return form by February 1, 2018 to:** NAIDC, 3310 Latham Drive, Madison, WI 53713  
PH: 608-224-0400 FX: 608-224-0300 EM: [naidc@wdexpo.com](mailto:naidc@wdexpo.com)

For credit card payments, complete form online using [Donate Now](http://www.dairychallenge.org/sponsor_donation.php) link at [http://www.dairychallenge.org/sponsor\\_donation.php](http://www.dairychallenge.org/sponsor_donation.php)

**One-Star Platinum Sponsor - \$10,000 +\***  
- Industry Technology Seminar at Dairy Challenge Academy  
plus all other Platinum perks below  
\* Exclusive opportunities available to sponsors at \$10,000 +

**Platinum Sponsor - \$5,000 +\***  
- Free unlimited job/internship postings on NAIDC's web site  
- First opportunity to provide contest officials and Academy Advisors  
- Sponsor recognition in national advertising  
- Sponsor link from NAIDC web page  
- Primary booth space for Innovation Fair at contests  
- Participation in student recruitment mixers  
- Recognition at national and regional contests  
- Student contact information  
- Invitation to view the participant presentations

**Gold Sponsor - \$2,500**  
- Two free job/internship postings on NAIDC's web site  
- Booth space for Innovation Fair at contests  
- Participation in student recruitment mixers  
- Recognition at national and regional contests  
- Student contact information  
- Invitation to view the participant presentations

**Silver Sponsor - \$1,000**  
- One free job/internship posting on NAIDC's web site  
- Recognition at national and regional contests  
- Student contact information  
- Invitation to view the participant presentations

**Bronze Sponsor - \$500**  
- Recognized at event sponsored  
- Recognition at event awards program  
- Invitation to view participant presentations