FMA Summits

Sponsor brief



Lighting Summit for Manufacturing Plants

15 guaranteed 1-on-1 meetings with the people who sign the PO for lighting projects.

Two days with plant engineering, facilities, maintenance and energy leaders from Midwest manufacturers planning lighting and controls upgrades. Every meeting is booked before you arrive. No expo hall.

Columbus
April 29–30, 2027
Hilton Columbus Downtown

Detroit
October 28–29, 2027
Detroit Marriott at the Renaissance Center

21

manufacturers have confirmed they will send people

The target is 100+ plant leaders in the room at each summit.

Who's coming so far

Honda ▪ **GE Aerospace** ▪ **General Motors** ▪ **Stellantis / Jeep**
Procter & Gamble ▪ **Cleveland-Cliffs** ▪ **Whirlpool**
Goodyear Tire & Rubber ▪ **Parker Hannifin** ▪ **Swagelok**
Crown Equipment ▪ **Lincoln Electric** ▪ **Sherwin-Williams**

+ 8 very large manufacturers, not named at their request.

Who sits across the table from you

Plant Engineering Director	Specifies the retrofit
Facilities Manager	Owns the fixtures
Energy Manager	kWh and rebates
Maintenance Manager	Replacement burden
EHS Manager	Task lighting, safety

From plants across Ohio, Michigan, Indiana, Pennsylvania and Kentucky. Every delegate is screened by title and plant.

> **"I've personally brought in about $9 million in business."**
>
> **Bill Burke** **18-time FMA sponsor**
> Director of Sales, USLED

35
FMA summits since 2007

17,000+
meetings at those summits

1,470
plant leaders from 495 manufacturers have come to past FMA summits. 1,033 of them pick the vendor, own the budget or sign off.

Lighting Summit for Manufacturing Plants

What you get, and your total investment.

Columbus, April 29–30, 2027
Detroit, October 28–29, 2027



15 guaranteed 1-on-1 meetings

Plant leaders ask to meet you. Your booked schedule arrives before the summit.



A 20-minute case-study talk

To a full room. There is one track, so every delegate sees it.



A fully furnished exhibit

In the meeting room, next to the tables. No expo hall.



Your own dining table

Assigned seating at meals, with the plant leaders who asked for you.



Three people, full access

All sessions, meals and the cocktail reception. The delegate list 30 days before.

Your total investment

$39,000

The full package at one summit. About $2,600 per guaranteed meeting, with the talk, exhibit and table included. $62,500 if bought separately.

Book both 2027 summits

$29,000 each

The full package in Columbus in April and in Detroit in October, 15 guaranteed meetings at each. $58,000 for the two, $20,000 less than booking them one at a time. About $1,900 per guaranteed meeting.

Add meetings up to 40 at $1,500 each. Extra passes are $2,900 each. Or pick only what you want: meetings from $15,000, talk $15,000, exhibit $15,000, dining table $10,000. One category, one summit. Prices in USD.

A missed meeting isn't lost.

Any booked meeting that doesn't happen is added to your next summit: miss 3, and you get 15 plus 3. It's written into your sponsor agreement.

Capped at 20 sponsors.

Each summit is capped at 20 sponsors, each solving a different problem for the people in the room.

No vendor walks the show.

Solution providers attend only as sponsors, so the plant leaders you meet are not being chased by your competitors in the hallway.

> **"Had we not gotten that introduction through FMA, we would likely not have gotten that order."**
>
> **Rob Williams** **17-time FMA sponsor**
> Senior Manager, Key Accounts, Kaeser Compressors

They came back.

Past FMA sponsors, and how many summits each one sponsored, from the printed programs.

18 US LED	**10** Advanced Power Technologies
17 Kaeser Compressors	**14** Covanta



Twenty sponsors per summit. Talk to Joe before it fills.

Joe Piazza started FMA in 2007 and has run every summit himself. In 20 minutes he will tell you who is coming and whether your company fits.

Book a 20-minute call with Joe or write to **info@fmasummits.com**

fmasummits.com/lighting
Scan to watch Lighting sponsors on FMA, 5:02

FMA Summits, by the Future of Manufacturing Alliance. Quotes are from past FMA sponsors and delegates. Photos are from past FMA summits. Past delegates are each counted once; they show who this audience is and are not 2027 attendees.