



GRAND  
FARM

# SKY TIER PARTNERSHIP

## SKY TIER PARTNERSHIP

STARTING AT \$100,000

Our Sky Tier Partnership is Grand Farm's highest level of annual partnership, built for organizations looking for deeper engagement throughout the year. Your dedicated Grand Farm relationship lead works with your team to understand your priorities, coordinate opportunities across Grand Farm, and build an annual plan around what you're working to accomplish.

### SKY TIER PARTNERSHIP BENEFITS

#### DEDICATED RELATIONSHIP LEAD

Work with one Grand Farm contact who helps coordinate your partnership across our team throughout the year.

#### CUSTOMIZED ANNUAL PLAN

Start with your organization's priorities and build an annual engagement plan around the Grand Farm opportunities most relevant to your goals.

#### GLOBAL ECOSYSTEM ACCESS

Access Grand Farm's global innovation ecosystem through curated connections and introductions based on your organization's priorities.

#### YEAR-ROUND ENGAGEMENT

Stay connected through regular check-ins with your Grand Farm relationship lead to review priorities and identify relevant opportunities throughout the year.

#### ANNUAL PARTNERSHIP REVIEW

Review your organization's engagement and outcomes with Grand Farm while identifying priorities for the year ahead.

### ONE PARTNERSHIP. DIFFERENT WAYS TO ENGAGE.

Your Sky Tier plan is customized to your organization. Depending on your priorities, your partnership can choose your emphases:

INNOVATION SCOUTING

FIELD VALIDATION

FACILITIES

MARKETING & STORYTELLING

EVENTS & CONVENINGS

...AND MORE



### HOW IT WORKS

#### 1. PLAN

Identify your top priorities from the partnership.



#### 2. BUILD

Develop an annual engagement plan around those priorities.



#### 3. ACTIVATE

Work with Grand Farm throughout the year to carry out your plan.



#### 4. MEASURE

Review progress and identify priorities for continued engagement.

#### CONTACT

**Andrew Jason**, Grand Farm Ecosystem Director  
AndrewJ@grandfarm.com

#### VISIT

**grandfarm.com/partnerships**  
for more information



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# BUILD YOUR SKY TIER PARTNERSHIP

**SKY TIER** brings Grand Farm's partnership opportunities together so your organization can focus its engagement where it creates the most value. Your annual plan may draw from the opportunities below based on your priorities.



## INNOVATION SCOUTING

Focus a scouting engagement around a priority business challenge to identify relevant technologies and companies for further exploration.



## FIELD VALIDATION

Explore opportunities to test and demonstrate technology at Grand Farm, with priority access, initial project planning, and coordination from our team.



## EVENTS & CONVENING

Build a customized presence across relevant Grand Farm events based on the audiences and engagement opportunities that matter to your organization.



## MARKETING & STORYTELLING

Amplify meaningful work from your partnership through relevant Grand Farm promotional and storytelling opportunities.



## FACILITIES

Use Grand Farm facilities for relevant meetings, demonstrations, customer engagement, and other partner activities.



## GLOBAL ECOSYSTEM CONNECTIONS

Work with our team to identify and facilitate connections within Grand Farm's global innovation ecosystem based on your organization's priorities.

## STARTING INVESTMENT

Sky Tier partnerships begin at \$100,000 annually. Your organization's priorities and selected opportunities determine the final scope and total investment.



"Being on the forefront of technology enables our cooperative model, owned by farmers and our owners, to stay as efficient as possible while competing on a global scale. [CHS] relies on innovative thinking, and in the supply chain, to move things faster, better, and safer. By harnessing the power of technology, we are positioning the farmer/owners for the future. We are a proud partner in Grand Farm."

**Jay D. Debertin, CHS Inc.**

*From 2024 U.S. Senate Agriculture Appropriations Committee Field Hearing*

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