



CORPORATE BUNDLE

Annual Meeting | Holiday Brunch December 2020

Annual Meeting | Holiday Brunch

Description: The Annual Meeting is designed to provide a review of the current year's programs, services and activities. The meeting allows HMSDC to present an overview of the plan for the upcoming year and gather feedback from MBEs and Corporate Members. After the business meeting, HMSDC celebrates the holidays with a festive gathering to network and reflect on a great year of minority business development. This event is intended to thank everyone for their participation and to build excitement for the upcoming year!

Impact: It is an opportunity to celebrate all that we have accomplished as an organization and to join in the season of giving.

Sponsorship Level	Platinum	Gold	Silver
Sponsorship Amount	\$7,500	\$5,000	\$2,500
Welcome Comments	x		
Hosted Table of 10	2	2	1
Logo recognition in program	x	x	Name listed
Logo on invitations	x	x	Name listed
Recognition on the HMSDC event website	x	x	Name listed
Recognition on HMSDC website banner	x		
Recognition on HMSDC mobile app	x		

HOST TABLE(S)

\$450

- One (1) host table (1 table; total of 10 seats)



CORPORATE BUNDLE

Emerging 10 Awards Ceremony September 2020

Emerging 10 (E-10) Awards Ceremony

Description: HMSDC will be celebrating 23 years of promoting prominent MBEs by hosting an evening event for this year's Emerging Ten (E-10) Awards. Nominated MBEs are judged by a panel of corporate representatives and community leaders based on their company growth, overcome of challenges and community involvement.

Impact: The Emerging 10 Awards not only spotlight MBEs and how they impact the community, they also display characteristics of successful MBEs that can meet the needs of corporations.

Sponsorship Level	Platinum	Gold	Silver
Sponsorship Amount	\$7,500	\$5,000	\$2,500
Company Logo on all Marketing Materials Promoting the Event	x		
Host Tables (10 seats at each table)	2	2	1
Sponsor Recognition	x	x	x
Exhibit Table	x	x	x
Private Meet and Greet Reception	20	10	6
Company Logo on Program	x	x	x
Company Recognition at Luncheon	x	Listing	Listing
Company Commercial at Luncheon (<i>to be provided by sponsor</i>)	x		
Opportunity to Place Company Materials at Each Table Seating	x		
Opportunity to Present an Award to E-10 Recipient	x	x	x
Opportunity to Speak at the Event	x		
Judge the awards	x	x	x
Company Recognition on the Website	Logo	Listing	Listing
Recognition on the HMSDC website banner	x	x	x
Recognition on HMSDC mobile app	x		

HOST TABLE(S)

\$800

- One (1) host table (1 table; total of 10 seats)



CORPORATE BUNDLE

EXPO Business Opportunity Marketplace

November 19, 2020

George R Brown Convention Center

Houston, Texas

EXPO Business Opportunity Marketplace

Description: EXPO is Texas' largest minority business trade fair focused on bringing buyers from major corporations, government agencies and educational institutions together with minority business enterprises (MBEs) to discuss business opportunities. The Best of Class Reception will be held the evening of November 18th.

Impact: Buyers and decision makers can connect with hundreds of MBEs who can potentially provide products and services at competitive rates, provide innovative solutions and meet the needs of a concern currently within their supply chain. By sponsoring EXPO, you demonstrate your commitment to minority business development and the growth of our economy.

Sponsorship Level	Platinum	Gold	Silver	Bronze
Sponsorship Amount	\$10,000	\$7,500	\$5,000	\$2,500
10' x 10' Carpeted Exhibit Booths – Preferred Location (6' covered and skirted table, two chairs and wastebasket in each booth)	2	2	2	1
Advertisement in Official Marketplace Program	Color – Full page	Color - Full page	Color – Half page	Color – Half page
Company Exhibitor Profile in Official Marketplace Program	x	x	x	x
Logo Recognition on The Marketplace Program Cover	x			
Recognition on the Inside of The Marketplace Program Cover	x	x	x	x
Recognition on the Early Bird Energizer Breakfast Program	x	x	x	x
Logo Recognition on The Rigel Awards Luncheon Program Cover	x			
Recognition on the Inside of The Rigel Awards Luncheon Program Cover	x	x	x	x
Company Logo on all The Marketplace Communications and Press Releases	x			
Head Table Seating at Early Bird	x	x	x	x

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Energizer Breakfast				
Commemorative Sponsors Trophy at the Early Bird Energizer Breakfast for Display in Booth (Sponsors Choice)	Presented	Seated at Head Table	Seated at Head Table	Seated at Head Table
Head Table Seating at The Rigel Awards Luncheon	x			
Host Tables at The Rigel Awards Luncheon – preferred location (5 seats at each table)	3	2	1	1
Early Bird Energizer Breakfast Tickets	15	10	5	5
Best of Class Reception Tickets (for private and regular reception)	15	10	5	5
Sponsorship Designation on Show Signage	Logo	x	x	x
Sponsor Ribbons by Designation	x	x	x	x
Unlimited Admission for all Company Representatives	x	x	x	x
Recognition on the HMSDC website banner	Logo	x	x	x
Recognition on HMSDC mobile app	Logo	x	x	x

HOST TABLE(S)

\$325

- One (1) host table (1 table; total of 5 seats)



CORPORATE BUNDLE

Scholarship Fundraiser May 18, 2020 Blackhorse Country Club

Scholarship Fundraiser

Description: The annual scholarship fundraiser supports the MBE Executive Scholarship program. The proceeds from the event allows HMSDC, its MBE Development Partners and Sponsors to award scholarships, promote and conduct educational and developmental programs to further the professional acumen of MBEs.

Impact: The fundraiser connects corporate buyers and decision-makers with MBEs in a relaxed atmosphere that promotes comradery and facilitates business relationships.

Sponsorship Level	Title	Platinum	Gold	Silver	Bronze	Golf Clinic
Sponsorship Amount	\$10,000	\$7,500	\$5,000	\$2,500	\$1,250	\$1,500
Luncheon Tickets	16	12	8	4	2	2
Golf Foursomes* - All inclusive (Can also be used for the golf clinic)	4	3	2	1	2 golf players	2 golf players
Logo Placement on all Materials	x					
Logo Placement on Event Website	x	x	x			
Company Banner Displayed on Golf Course	x	x	x	x	x	x
Greeting Opportunity at Golf Tournament Awards Luncheon	x					
Logo Banner in all Award Photos	x					
Company Representative in all Award Photos	x					
Event Website Publicity for 1 Year	x	x	x	x	x	x
Recognition on the HMSDC website banner	Logo	x	x	x	x	x
Recognition on HMSDC mobile app	Logo	x	x	x	x	x

CORPORATE BUNDLE

Hole in One

\$800

(Includes 2 luncheon tickets) Any giveaways and banners that you provide at your own expense should be arranged in ways that do not obstruct play on the course.

Hole Promotional Package

\$800

(Includes 2 luncheon tickets) Any giveaways and banners that you provide at your own expense should be arranged in ways that do not obstruct play on the course. All food and beverage must be approved by HMSDC.

Score Board Logo

\$100

A new sponsorship this year, the Score Board logo allows your brand to rotate on the new electronic score board and mobile app. The Score Board will continue to be active 6 months after the tournament.

SUPPORTERS:

Supporting donation items

- Auction Items
- Beer
- Breakfast Foods
- Coffee
- Golf Balls
- Goodie Bags
- Refreshments
- Snacks
- Transportation/Logistics

All supporters who donate will receive the following:

- Name on banner
- Recognition at Golf Luncheon

Contact Constance Y Jones at events@hmsdc.org to pledge your support.

*All-inclusive fee for golfers includes breakfast, special gift, cart and course fees, putting contest, practice range, hole-in-one (if offered) and the Golf Luncheon.



CORPORATE BUNDLE

Business Opportunity Conferences

Business Opportunity Conferences

Description: HMSDC assist corporate members and their primes in planning and executing these targeted conferences between one or more companies who have the same request for suppliers. These conferences bring corporate members and their prime suppliers together to meet qualified MBEs and discuss tier 1 and tier 2 business opportunities followed by one-to-one sessions targeting specific products and services.

Impact: By participating in the Business Opportunity Conferences, corporations minimize the amount of time spent sourcing through suppliers and creates a forum to share information regarding their supplier needs and sourcing processes cohesively at one time. Corporations can use this meeting to teach MBEs how to better compete for its contracts.

Sponsorship Level	Champion	Advocate	Supporter
Sponsorship Amount	\$3,500	\$2,500	\$1,500
Logo on all marketing materials	x	x	Name listed
Remarks at the event	x		
Table Display at the event	x	x	x
Recognition at Event	x	x	x
Recognition on HMSDC website banner	x	x	
Recognition on HMSDC mobile app	x	X	
Registrations for event	6	4	2



CORPORATE BUNDLE

Corporate Connections

Premier Connections

Description: The programs presented under this sponsorship support our corporate members and their efforts to grow their supplier diversity initiatives.

Impact: Corporate Connections develops Supplier Diversity professionals building robust corporate supplier diversity programs. These programs educate and exposes internal stakeholders to MBEs and improves their ability to effectively communicate their company's supplier diversity value proposition.

- Sponsorship** **\$7,000**
- Sponsorship of all four (4) programs listed below (Corporate Reception, Corporate Trainings, Chief Procurement Officer (CPO) Power Panel, CPO Summit and Industry Forums)

You may also choose to sponsor each program individually at the assigned cost.

Corporate Reception

Description: An exclusive invitation only meet and greet event for current corporate Ambassadors to recruit and/or retain corporate members through networking and the exchange of ideas on how to engage with the Council.

Impact: Current corporate Ambassadors will be integral in broadening HMSDC's reach across industries by attracting and recruiting multi-level corporations to provide opportunities for MBEs across all classes.

Sponsorship Level	Host	Sponsor
Sponsorship Amount	\$1,000	\$500
Logo on all marketing materials and agenda	x	Name listed
Recognition at Event	x	x
Recognition on HMSDC website banner	x	
Recognition on HMSDC mobile app	x	x
Registrations for event	4	2

CORPORATE BUNDLE

Corporate Training (Middle Market Engagement Workshop)

Description: These trainings are designed to address the concerns identified by corporate leaders and procurement professionals based on varying developmental needs of supplier diversity programs, supplier diversity professionals and capacity building of MBE suppliers.

Impact: Corporate Connections develops Supplier Diversity professionals building robust corporate supplier diversity programs. These programs educate and exposes internal stakeholders to MBEs and improves their ability to effectively communicate their company's supplier diversity value proposition.

Sponsorship Level	Host	Sponsor
Sponsorship Amount	\$2,500	\$1,500
Logo on all marketing materials and agenda	x	Name listed
Company advertisement in program book	Full Page	Half Page
Recognition at Event	x	x
Recognition on HMSDC website banner	x	
Recognition on HMSDC mobile app	x	x
Registrations for event	4	2

CPO Power Panel

Description: The Chief Procurement Officer (CPO) Power Panel is an event connecting leading senior procurement executives and innovative prime suppliers to explore the strategic supply chain priorities that matter most in 2020. This session will also discuss key procurement issues and challenges facing the business community, relevant market developments that will impact MBEs, and provide practical steps MBEs can undertake to bring value to their customers supply chains resulting in mutually beneficial outcomes.

Impact: Corporate representatives and MBE Suppliers will gain keen insight into the emerging issues and market challenges facing supply chain organizations across industries. Corporation will learn how they can help prepare MBE Suppliers to successfully navigate and address supply chain needs in a new decade.

Sponsorship Level	Host	Sponsor
Sponsorship Amount	\$2,500	\$1,500
Logo on all marketing materials and agenda	x	Name listed
Recognition at Event	x	x
Recognition on HMSDC website banner	x	
Recognition on HMSDC mobile app	x	x
Registrations for event	4	2

CORPORATE BUNDLE

CPO Summit

Description: The CPO Summit is designed to engage senior procurement leaders representing industries from the Greater Houston community in a forthright and high-energy discussion on supplier diversity effectiveness and inclusion solutions.

Impact: Senior procurement leaders that participate share information through a spirited exchange of ideas, challenges and best practices to help guide the future of HMSDC's programming, supplier diversity and supplier development.

Sponsorship:

\$2,000

- Company logo on all marketing materials and agenda
- Company remarks at CPO Summit
- Company page in program booklet (if applicable)



CORPORATE BUNDLE

Industry Forums

Industry Forums

Description: Conduct industry-focused business opportunity forums designed to share insight into specific industries needs and business opportunities and share proven strategies to increase industry utilization of MBEs. These forums educate MBEs on how to do business in a featured industry, introduce key decision makers, and provide insight on upcoming business opportunities. These events can include How to Do Business, Straight Talk Sessions, Professional Services Lunch and Learns and more.

Impact: Promotes collaboration amongst industry peers and the sharing of industry insight and information on contract opportunities. HMSDC identifies MBEs with specific interest or experience working within a specific industry. These focused connections provide the corporation with an opportunity to network and build a relationship with new suppliers capable of meeting their requirements.

Sponsorship Level	Host	Sponsor
Sponsorship Amount	\$2,000	\$1,000
Logo on all marketing materials and agenda	x	Name listed
Recognition at Event	x	x
Recognition on HMSDC website banner	x	
Recognition on HMSDC mobile app	x	x
Registrations for event	4	2



CORPORATE BUNDLE

Marketing & Communications Sponsor

Website & Mobile App

Description: Newly developed mobile app which will be accessed regularly by corporate members and MBEs seeking information on business opportunities, business news, success stories, and registration for HMSDC events and activities.

Impact: By sponsoring our website (more than 10,000 hits a week) and mobile app, you will be provided a platform to exhibit your support and affiliation with the best Council in the entire network, reaching thousands of MBEs and Corporate representatives across the country.

Sponsorship

\$5,000

- Company Logo displayed on website as “powered by” on pages throughout and each time a user launches.
- Company Logo displayed on mobile application as “powered by” on pages throughout and each time a user launches.
- Company Logo displayed on the corporate training platform as “powered by” on pages throughout and each time a user launches.
- Company Logo displayed on the MBE training platform as “powered by” on pages throughout and each time a user launches.

Weekly Alert

Description: Market your company to more than 1,500 corporate members, MBE Suppliers and affiliate organizations under the Council brand featuring your logo.

Impact: Your company can show its support and affiliation with one of HMSDC’s best Council’s in the network. Your company will also receive added benefit as our constituents provide network marketing by forwarding information to their associates and members expanding your reach to over 1,500 additional businesses.

Logo impressions: 1 - 10	\$150
Logo impressions: 10 - 25	\$250
Logo impressions: 25 up to 50	\$500

CORPORATE BUNDLE

Procurement Alert

Description: Market your company to more than 1,500 corporate members, MBE Suppliers and HMSDC affiliate organizations (like M/WBE chambers, industry and professional organizations, and elected officials) under the Council brand featuring your logo.

Impact: Your company can show its support and affiliation with one of NMSDC's best Council's in the network. Your firm will also receive added benefit as our constituents provide network marketing by forwarding information to their associates and members expanding your reach to over 1,500 additional businesses.

Logo impressions: 1 - 10	\$150
Logo impressions: 10 - 25	\$250
Logo impressions: 25 up to 50	\$500



CORPORATE BUNDLE

One-to-One Sessions

One-to-One Sessions

Description: One-to-One sessions connect corporations with certified MBEs to explore current and upcoming procurement opportunities within a 6-month period. These meetings are arranged based on the specific product/service needs of the requesting corporate member. The demand is based on your need.

Impact: These sessions provide MBEs with direct access to build relationships with the corporate representative and showcase their products/services. Corporations have the ability to meet multiple suppliers and ascertain if they can meet their company's need.

Sponsorship Level	Host	Sponsor
Sponsorship Amount	\$1,500	\$1,000
Logo on all marketing materials	x	Name listed
Remarks at the event	x	
Table Display at the event	x	
Recognition at Event	x	x
Recognition on HMSDC website banner	x	
Recognition on HMSDC mobile app	x	
Registrations for event	4	2



CORPORATE BUNDLE

Supplier Bridge

Supplier Bridge

Description: Forging relationships with certified minority business owners is critical to every corporate supplier diversity program. HMSDC's Supplier Bridge meetings are a great opportunity to network with corporate representatives and other MBEs representing various industries all interested in understanding your business needs.

Impact: Sponsoring Supplier Bridge meetings are a high visibility, cost effective means to expand your outreach to corporate representatives and other certified minority business enterprises (MBEs) interested in learning more about your business needs. Invite representatives from your procurement and professional services teams to explore ways to create more opportunities for MBEs while socializing in a non-pressured environment! People do business with people they know, trust and respect. Make this event part of your strategy to meet highly qualified and certified MBEs; get to know and respect them; and foster new business relationships.

Sponsorship Level	Host	Sponsor
Sponsorship Amount	\$1,000	\$500
Logo on all marketing materials	x	Name listed
Remarks at the event	x	
Table Display at the event	x	
Recognition at Event	x	x
Recognition on HMSDC website banner	x	
Recognition on HMSDC mobile app	x	
Registrations for event	4	2



CORPORATE BUNDLE

Talking Stick

Talking Stick

Description: The Talking Stick Networking Seminar is designed to generate real sales opportunities for MBEs. During the event, there will be six (6) networking sessions, each 45 minutes, to provide a 3-minute pitch to share what you do and identify goods/services you are willing to purchase from other MBEs. At the end of each session you will be expected to choose one of the MBEs at the table to make a future sales call.

Impact: The main objective for the seminar is to facilitate 90 new sales calls opportunities for MBEs. This will increase the amount of MBE-to-MBE business and provide corporations a more intimate setting to meet potential suppliers.

Sponsorship Level	Platinum	Gold	Silver
Sponsorship Amount	\$2,500	\$1,500	\$1,000
Participation in the Talking Stick (2 individuals)	X	X	X
Luncheon Table (Table of 10)	X	5 seats	2 seats
Welcome Remarks	X		
Title Sponsor	X		
Advertisement in Program	Full Page	½ Page	¼ Page
Logo on Program (Sized based on sponsorship level)	X	X	X

CORPORATE BUNDLE

Building Bosses

Building Bosses

Description: HMSDC has created a program for young entrepreneurs ranging from age 14-26. This program was created due to the need of new energy and insight in the business community. During this program, students will learn through a combination of direct instruction, training classes and coursework. They will engage and explore with business owners as well as the corporate community who will offer guidance and the necessary tools to facilitate and nurture their potential as a Boss!

Impact: This program is creating and building a pipeline for tomorrow's workforce and employment sources. By exposing young entrepreneurs and professionals to minority business owners and corporations gives them the opportunity to formulate opinions about their future from the experience, exposure and examples provided during the sessions.

Sponsorship Level	Platinum	Gold	Silver
Sponsorship Amount	\$10,000	\$7,500	\$5,000
Logo on all marketing collateral materials (Sized according to level)	x	x	x
Recognized as a Program Partner	x	x	x
Recognized as a MBE Development Partner	x	x	x
Recognized in all media collateral materials	x		
Open invite to participate in the program	x	x	x
Open invite to provide speaker for program	x		
Listing of MBEs participating in program (if requested)	x	x	

CORPORATE BUNDLE

Capacity Building Pipeline

Capacity Building Pipeline

Description: The Capacity Building Pipeline seeks to eliminate constraints and challenges that limit growth and to help MBEs meet increasing customer needs. The goal of this program is to establish a new industry standard for supplier development with growth capital, training, and management augmentation.

Impact: A select number of scalable diverse suppliers to meet the long-term requirements within core industry supply chains. By de-risking an MBE supplier ability to meet operating and capital deployment objectives, we begin to build a competitive supplier base to address strategic “pain points” and challenges across targeted industries.

Sponsorship

\$5,000

- Company Logo displayed on website as “powered by” on pages throughout and each time a user launches.
- Company Logo displayed on mobile application as “powered by” on pages throughout and each time a user launches.
- Company Logo displayed on the corporate training platform as “powered by” on pages throughout and each time a user launches.
- Company Logo displayed on the MBE training platform as “powered by” on pages throughout and each time a user launches.

CORPORATE BUNDLE

MBE Accelerator

MBE Accelerator

Description: This online assessment tool provides MBEs with direction and support to achieve sustainable growth in sales and employment by addressing management concerns and business growth strategies. The assessment will guide MBEs to online trainings from the Accenture training catalog to fill competency and capability gaps.

Impact: The MBE Accelerator builds the capacity of MBEs by identifying capability and competency gaps and recommends courses the MBE Supplier and its management team are encouraged to take through the Accenture Academy to fill skill gaps.

Sponsorship Level	Gold	Silver	Bronze
Sponsorship Amount	\$5,000	\$2,500	\$1,250
Company logo on Pathways to Excellence web platform	x	Name listed	Name listed
Recognized as Pathways to Excellence partner on web platform	x	x	x
Recognized as a MBE Development Partner	x	x	x
Company recognition on all marketing collateral material	x	x	x



CORPORATE BUNDLE

MBE Business Executive Scholarships

MBE Business Executive Scholarships

Description: MBE Business Executive Scholarships are awarded to minority business entrepreneurs (MBEs) in amounts up to \$5,000 to pursue educational training specifically related to furthering their professional acumen. These scholarships are presented at a special awards luncheon to MBEs who apply and are judged on specific criteria to ensure this program provides direct development to the needs of MBEs.

Impact: HMSDC, its MBE Development Partners and scholarship fundraiser sponsors have awarded over \$1.21 million in scholarships that have encouraged and facilitated the growth of Houston's top minority-owned businesses. By building stronger MBEs, it widens the pool of suppliers that can compete and support corporate supply chains.

Sponsorship:

\$1,000 +

- Present scholarship(s) on behalf of your company
- Company recognition on HMSDC website
- Recognized as MBE Development Partner



CORPORATE BUNDLE

MBE Development

Premier MBE Development

Description: The programs presented under this sponsorship support the development of our MBEs.

Impact: MBE Development Sponsorships exhibits support and increase the number of MBEs in the pipeline for corporations. These trainings prepare and enhance the development of MBEs to become more proficient and professional suppliers.

Sponsorship

\$12,000

- Sponsorship of all four (4) programs listed below (CEO Conversations, MBE Leadership Academy, Supplier Idol and Training Academies)

You may also choose to sponsor each program individually at the assigned cost.

CEO Conversations

Description: The CEO Conversations is an innovative, comprehensive training course that integrates the knowledge of CEOs from leading Fortune 500 companies with decades of experience. MBE participants will learn how to impact profitability, productivity and performance. Additionally, during each session, Accenture leads the cohort of MBEs through sessions that provide insight on growth, management and leadership strategies necessary for the continued growth of their businesses.

Impact: Participating MBEs have been assessed as high growth/strong revenue producing enterprises that will benefit from the leadership skills shared from participating Fortune 500 CEOs as they move their companies from operational leadership to strategic leadership. These sessions cultivate relationships between MBEs and key executives from Houston's major business organizations and best practice sharing amongst participants.

Sponsorship Level	C-Suite	Executive	Champion
Sponsorship Amount	\$7,500	\$5,000	\$2,500
Logo on all marketing collateral material	x	Name listed	Name listed
Company acknowledgement during the event	x	x	x
Spotlight article on HMSDC website and mobile app	x		
Recognized as MBE Development Partner	x	x	x
Receive capability statement of participants	x	x	
Open invite to participate in sessions	x	x	

CORPORATE BUNDLE

MBE Leadership Academy

Description: MBE Leadership Academy is a program designed to assist growth stage MBEs with maintaining operational excellence while developing key strategic planning skills to sustain growth momentum. This 6 module program is designed to assist participating MBEs in the creation of a growth plan that can be used to seek growth capital, target key customer markets and focus leadership on those areas that promote sustainable growth and development.

Impact: MBEs are exposed to a series of world-class developmental programs to assist in the growth and development of their company. The series include sessions on growth strategies, talent management, cost modeling, access to capital, creating a competitive advantage and completing supplier idol.

Sponsorship

\$2,500

- Speaking opportunity at MBE Leadership Academy Session of choice
- Company logo on all marketing materials, agenda, and e-blasts
- Company acknowledgment during the event
- Company page in program booklet (if applicable)

Supplier Idol

Description: Supplier Idol is a unique program designed to showcase MBEs and provide candid feedback and coaching on communication presentation skills. MBEs are instructed to send a blind email, make a follow up phone call and provide an oral presentation before a group of corporate judges. The MBE is scored on verbal, written and presentation skills. Afterwards, the MBE is provided resources and guidance for improvements.

Impact: Supplier Idol provides a pipeline of MBEs with strong verbal, written and presentation skills who can clearly articulate their value proposition in a manner which positions them to create corporate interest and gain access to business opportunities.

Sponsorship:

\$1,000

- Company logo on all marketing materials and e-blasts
- Company acknowledgement in the participant summary

CORPORATE BUNDLE

Training Academies

Description: Training Academies are educational seminars focuses on the growth and development of minority businesses. These corporate designed and sponsored seminars are intended to fill industry specific skill gaps identified in MBE Suppliers. Seminars include, but are not limited to:

- Cost Modeling (Class 3 & 4)
- Oil and Gas Industry Safety
- Construction Estimating
- How to Price Your Proposal – Public Sector Bidding Tips

Impact: MBEs are exposed to a series of world-class developmental programs to assist in the growth and development of their company. These industries specific and designed trainings prepares MBEs to become a more valuable and insightful supplier in these industries and business sectors.

Sponsorship

\$2,000

- Company logo on all marketing materials, agenda, and e-blasts
- Company acknowledgment during the event
- Company page in program booklet (if applicable)
- Open invitation to participate in seminar series
- Listed as a MBE Development Partner – Website Market piece
- Opportunity to provide presenter for seminar series

CORPORATE BUNDLE

Pathways to Excellence

Pathways to Excellence

Description: Pathways to Excellence is a self-assessment tool which guides an MBE through corporate identified development categories to help them target their HMSDC customer markets and create a path to successfully utilize HMSDC's programs and services. The self-assessment tool identifies the MBEs capabilities at their current state of business.

Impact: Corporations will be able to identify MBEs with the ability to meet their supplier requirements. MBEs will be able to identify target markets that may yield the highest probability of making connections and creating business opportunities. The assessment charts a deliberate path toward revenue growth and capacity building.

Sponsorship Level	Platinum	Gold	Silver	Bronze
Sponsorship Amount	\$7,500	\$5,000	\$2,500	\$1,250
Company logo on Pathways to Excellence web platform	x			
Recognized as Pathways to Excellence partner on web platform		x	x	x
Recognized as a MBE Development Partner	x	x	x	x
Recognized in all media collateral materials	x			
Listed on select media collateral material		x	x	
Company recognition on all marketing collateral material	x		x	
Listed on select marketing collaterals		x	x	
Listing of MBEs participating in program (if requested)	x			



CORPORATE BUNDLE

Total Business Development Program

Total Business Development Program

Description: The Total Business Development Program is designed to promote business growth and networking opportunities among certified suppliers of HMSSDC. The primary purpose is to cultivate relationships and develop MBEs of the Council by utilizing the experience and demonstrate the skills of other MBE professional service firms within the HMSSDC.

Impact: HMSSDC will demonstrate tangible examples of the competence of HMSSDC certified MBE professional service firms. This program will also facilitate MBE-to-MBE business opportunities and relationship building which benefits both firms.

Sponsorship Level	Executive	Champion
Sponsorship Amount	\$2,000	\$1,000
Logo on all marketing collateral material	X	Name listed
Recognized as MBE Development Partner	X	x
Receive year-end report of companies helped by program	X	X