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ABOUT THE REPORT—Published April 2020
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The Houston Minority Supplier Development Council (HMSDC) is an affiliate of the National Minority Supplier Development Council (NMSDC). HMSDC’s 2020 strategy is focused on capacity building with measurable impact through connecting key programs to services; delivering value to stakeholders; measuring growth and communicating impact; and, executing quality programs and events.

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A positive outlook...

A word of encouragement...

A corporate network...

An entrepreneurial spirit...

An advocate for your needs...

An organization dedicated to your success... HMSDCares!

The Houston Minority Supplier Development Council (HMSDC) is an affiliate of the National Minority Supplier Development Council (NMSDC). HMSDC’s 2020 strategy is focused on capacity building with measurable impact through connecting key programs to services; delivering value to stakeholders; measuring growth and communicating impact; and, executing quality programs and events.
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- Strategic Partnerships
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Vice President Operations

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- Certification
- Coaching Corner
- Community Outreach
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- EXPO Business Opportunity Marketplace
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Director Corporate Services

Contact Ms. Turner:
- Business Matchmaking Opportunities
- Business Opportunity Forums
- Corporate Business Reviews
- Corporate Membership
- How to Do Business Sessions
- Industry Forums
- Forecasting Reports
- Levels of Excellence
- Sourcing
- One-to-One Sessions
- Professional Services
- Straight Talk Sessions

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Office Manager

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- Calendar of Events | Activities
- Committee Management
- MBE Subscription Services

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Certification Specialist

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- MBE Certification
- MBE Records Management
- MBE Recertification

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Pre-Certification Workshop
Every month, HMSDC host a pre-certification workshop to support HMSDC’s Each One Reach One campaign.

⇒ Jan: 5
⇒ Feb: 6
⇒ Mar: 12

ENTERchange
Every month, HMSDC host a post certification workshop to provide information into the programs, services, strategies and activities offered.

⇒ Jan: 10
⇒ Feb: 20
⇒ Mar: 15
Certify—New Subscriber

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HMSDC held its Annual Meeting where attendees had the opportunity to engage in open dialogue and discussion on capacity building for corporate members and minority-owned businesses. HMSDC’s 2020 Strategic Plan is designed to make onboarding and navigating HMSDC easier by providing roadmaps for MBE suppliers and Corporate members. It increases focus on key programs, development initiatives and signature events that make direct and meaningful connections for MBEs.

“We must do a better job at communicating the impact of our key programs and development initiatives, said Ingrid Robinson.” HMSDC plans to showcase MBE success stories and corporate innovation across all media platforms. In today’s economy where all industries are stagnant and most companies are still struggling to determine a path toward recovery, HMSDC believes it is imperative that the Council demonstrates the return on investment for HMSDC programs; communicate the value of HMSDC certification; and leverage the NMSDC network and strategic partner organizations to extend value to corporate members and MBEs.

During the Fireside Chat, long-time certified MBE, Paula Mendoza shared her story of growth and development as a result of her participation in HMSDC. She shared that the support she received over the years through HMSDC has helped her gradually grow from a class 1 MBE, generating revenue under $1M to a class 4 this year with revenue over $50K. This demonstrates why it is so important for MBEs to take a holistic approach to utilization of HMSDC programs including maintaining certification, participation in committees, applying for scholarships, attending networking events and applying developmental training to be a better supplier to your customers. Dan Alden, Director of Procurement and Strategic Sourcing at Texas State University shared how they established a relationship with Possible Missions and what makes their relationship continue to grow. He shared the requirements of a “good supplier”, what are the keys to doing business with government and educational institutions.

We are excited about this plan and want to promote active engagement and relationship building between corporate members and MBEs. The Minority Business Enterprise Input Committee (MBEIC) led attendees through a Supplier Bridge activity that engaged MBEs and corporate members on teams to facilitate informal networking and relationships. “This by far was one of the highlights of the meeting, said Anthony Curtis, MBEIC Chair”. He went on to say, “Over time, we get to meet and learn the names and faces of supplier diversity managers, but often times, we still don’t feel like we KNOW them. By working on a team together, we got the opportunity to make real connections with them”.

Annual Meeting
On Thursday, February 13, 2020 The Houston Minority Supplier Development Council (HMSDC) in partnership with the Federal Reserve Bank of Dallas, Houston Branch (FRBHB) hosted a Finance Symposium. The purpose of this event was to provide our certified MBEs increased awareness as well as literacy and understanding of financial mechanisms to build capacity of their firms. MBEs had the opportunity to network with the partnering organizations and FRBHB staff. This event provided technical assistance and shared resources to help small businesses further grow. Attendees learned firsthand from banking industry experts:

⇒ The role of the Federal Reserve Bank of Dallas and the D&I dimension – diverse spend
⇒ The State of Small Business in the Houston region
⇒ Shared learning for capacity and finances
⇒ Overview of resources provided by partners
⇒ How to access capital

This full day of information was presented by experts in the banking (local and national), angel networking, capital investments, private and governmental industries. Panelists shared a wealth of knowledge on topics such as “The 5 C’s of Credit, Loan Packaging, Understanding Traditional and Non-Traditional Financial Services and putting it All Together to ask for Funding.

Lastly, HMSDC asked all attendees to complete a survey about their experience during the Symposium and we received feedback such as:

⇒ This was a great information source on Funding
⇒ I couldn’t have spent my day any better
⇒ When are you all doing this again
⇒ Membership really does have its privileges, I’m glad I came

**UPDATE:** As a result of the information shared and relationships developed at the Finance Symposium, we’ve had MBEs report they have been able to obtain financing, do business with others they met at the event and utilize the resources the presenters provided for their own clients.
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HMSDC Receives Strategic Partner of the Year Award
For more than 20 years, HMSDC has worked as a partner to the Greater Houston Business Procurement Forum (GHBPF). The GHBPF is a great place for the Council to share information on HMSDC pillars to Develop and Advocate for MBEs. The GHBPF provides HMSDC another way to connect with corporations, government entities and non-certified MBEs to promote certification and business opportunities for MBEs.

Maximizing Economic Development Council Relationships
President Ingrid Robinson was a panelist at NBDA. The organization hosted an event welcoming the Area Economic Development Councils for an engaging fast paced panel discussion. They shared information about their 2020 growth plans and business opportunities for businesses. Panelist shared key goals for their respective areas of Houston, what their objectives and tactics are and more.