



Houston
Minority Supplier
Development Council

2023 Engagement Opportunities

Sponsor an HMSDC activity today!



Join us in supporting minority-owned businesses today!

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A Letter from the President

For 50 years, the HMSDC has been leading transformation in communities of color across the greater Houston area by advocating for equity and inclusion in business opportunities that foster the growth of minority-owned businesses; and supports corporate and government supplier diversity programs.

Major corporations founded HMSDC to develop minority-owned businesses that would create jobs, achieve economic self-sufficiency and increase purchasing power in diverse communities. Our certified minority businesses enterprises (MBEs) contribute nearly 2% of Houston's

gross domestic product, making them a key component of Houston's economic engine that keeps our economy strong! Central to our mission is the principle that networking and relationship building among and between minority-owned businesses and corporate/government buyers build businesses.



On behalf of HMSDC, we are requesting your assistance to support programs that are key to the development and resiliency of MBEs. By supporting the Council, corporations, governmental entities and MBEs can attend signature events that recognize organizations and businesses demonstrating best-in-class standards in minority business development. MBEs gain the ability to participate in developmental initiatives designed to provide them with the skills and training necessary to grow their businesses. More importantly, our marketplace connectors facilitate relationship building through intentional networking and provides insight into how industries source goods and services.

Do not miss this opportunity to join the major corporations, government entities, and MBEs committed to the growth and development of minority business enterprises. Your support truly makes a difference!

Yours In Service,

A handwritten signature in blue ink that reads 'Ingrid M. Robinson'. The signature is written in a cursive, flowing style.

Ingrid M. Robinson, MBA
President

Benefits of Membership

For 50 years, the Houston Minority Supplier Development Council (HMSDC) has been providing business development programming and services to minority business enterprises (MBEs). HMSDC has assisted MBEs to create jobs, achieve economic self-sufficiency and increase purchasing power in diverse communities. HMSDC provides MBEs the opportunity to connect face-to-face with many of America's largest public institutions and private sectors companies.

HMSDC provides the only nationally recognized ethnic minority business certification in the greater Houston Region. More than 2/3 of the businesses we serve confirm an increase in revenue by gaining exposure to partnering with publicly owned, privately-owned, and foreign-owned companies, as well as universities, hospitals, local, state, and federal government agencies. The engagement opportunities contained in this document allow HMSDC to pursue an effective marketplace through MBE development and strategic programming that facilitate commerce between corporate members, government agencies and MBEs.

VISION

HMSDC's vision is to be recognized as a model in setting the highest standards of excellence by bringing corporate members and minority business enterprises together to create mutual value.

MISSION

Our mission is to actively involve our members in efforts that will increase and expand business opportunities and business growth for minority business enterprises and to drive excellence in supplier diversity and supplier development.

FUELING HOUSTON'S ECONOMY

HMSDC's certified minority-owned businesses contribute nearly 2% of Houston's gross domestic product (GDP).

ECONOMIC IMPACT

HMSDC's 860+ certified minority business enterprises (MBEs) fuel our economy with more than \$17 billion (about \$52 per person in the US) in revenues and created or preserved more than 82,000 jobs supported.

\$23.2B

ECONOMIC
PRODUCTION

39.3K

JOBS AT
CERTIFIED MBEs

\$4.7B

WAGES EARNED
THROUGH JOBS

2023 Signature Events

ANNUAL MEETING

January 19, 2023 | Amegy Tower | In-Person | 1717 West Loop South

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 of work for the upcoming year and gather feedback from MBEs and Corporate members. After the business meeting, participants will gather to network as we begin a great year of minority business development programs and activities.

Sponsorship Level	Gold (\$5,000)	Silver (\$3,000)	Bronze (\$1,500)	MBE Gold (\$2,500)	MBE Silver (\$1,500)	MBE Bronze (\$500)
Quantity	3	5	5	3	5	5
Welcome Comments	X			X		
Logo recognition in program	X	X	Listing	X	X	Listing
Logo on invitations	X	X	Listing	X	X	Listing
Recognition on the HMSDC website	X	X	X	X	X	X
Recognition on HMSDC website banner	X			X		

EMERGING 10 (E-10) Awards

July 20, 2023 | In-Person | 6:00 PM – 9:00 PM

The Emerging 10 (E-10) Awards is our flagship award presented to ten of Houston's prominent emerging minority business enterprises (MBEs). MBEs are selected based on their company's growth, ability to overcome business challenges and their community involvement. Be inspired by their stories of how they emerged to be successful while facing various trials in an everchanging business landscape.

Sponsorship Level	Platinum (\$6,000)	Gold (\$4,000)	Silver (\$2,500)	Bronze (\$1,500)	Past E-10 Winners (\$900)	Individual Ticket (\$75)
Quantity	1	3	5	5	10	125
Emerging 10 Program Recognition	Logo	Logo	Listing	Listing	Logo	
Sponsor Recognition	Logo	Logo	Logo	Listing	Logo	
Program Speaking Opportunity	X					
Opportunity to present an Emerging 10 Award	X	X	X	X		
Emerging 10 Awards Tickets	8	6	4	2	4	
Judge the Emerging 10 Awards	X	X	X	X		
Recognition on HMSDC Website	Logo	Logo	Logo	Logo	Logo	
Marketing Material, Social Media and Press Releases	Logo	Logo	Listing	Listing	Logo	

SCHOLARSHIP FUNDRAISER

June 5, 2023 | In-Person | Black Horse Golf Club

The HMSDC Scholarship Fundraiser is a fun annual event developed in 1987 to raise funds to support minority business development. Proceeds from this event are used to underwrite scholarships to select minority entrepreneurs (active and involved MBEs) to participate in HMSDC high-quality development programs and experiences or to attend educational programs of their choice to enhance specific business accreditation or skills. Building stronger MBEs widens the pool of suppliers that can compete and support corporate supply chains. Priority funding will be given to HMSDC MBE Developmental Initiatives. Applications are judged on specific criteria to ensure scholarships focus directly on the developmental needs of MBEs.

Minimum direct scholarship contribution \$1,000. All tournament and course sponsorships will include recognition on the website with a click through to your company website.

	Corp	Corp	Corp/MBE	Corp/MBE	Corp/MBE	Corp/MBE
Sponsorship Level	Title (\$10,000)	Platinum (\$8,000)	Gold (\$5,000)	Silver (\$2,500)	Bronze (\$1,000)	Golf Clinic (\$1,500)
Quantity	1	2	10	15	20	5
Representative in Award Photos	X					
Golf Foursomes* - All inclusive (Can be used for the golf clinic)	4	3	2	1	2 golf players	2 golf players
Marketing Material, Social Media and Press Releases	Logo	Logo	Logo	Logo	Logo	Logo
Company Banner Displayed at Golf Course	X	X	X	X	X	X
Award Banner	Logo	Logo	Logo			
Recognition on HMSDC website	Logo	Logo	Logo	Logo	Logo	Logo

Golf Course Sponsorship	Price	Qty
Arrival Gift	\$3,000	5
LED Digital Messaging Board This large digital messaging board will showcase your logo, recognize sponsors and provide tournament updates to all attendees.	\$2,500	4
Hole-in-One (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. Get a hole-in-one, get a prize.	\$1,500	1
Halfway House (Front side of house) (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.	\$800	1
Halfway House (Back side of house) (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.	\$600	1
Promotional Tent (4 tents available) Cigar Rolling, Tacos & Tequila	\$750	4

Golf Course Sponsorship	Price	Qty
Beer Refreshment Cart (2 carts available) (Includes 2 luncheon tickets) Cart must be decorated and may promote your company's products and services. The cart must travel around the golf course to serve all golfers. Beer will be provided by Blackhorse for distribution.	\$450	2
Beverage Refreshment Cart (2 carts available) (Includes 2 luncheon tickets) Cart must be decorated and may promote your company's products and services. Soft drinks will be provided by HMSDC for distribution to golfers. Sponsor must provide drivers for beverage cart.	\$350	2
Putting Contest (2 maximum) Includes attractive and highly visible advertising signage at the "Putting Contest" Hole. Special recognition as the "Putting Contest" sponsor during the awards announcements. Complimentary lunch for one at the golf tournament.	\$400	2
Closest to the Pin (2 maximum) Includes attractive and highly visible advertising signage at the "Closest to the Pin" Hole. Special recognition as the "Closest to the Pin" sponsor during the awards announcements. Complimentary lunch for one at the golf tournament.	\$400	2
Longest Drive (2 maximum) Includes attractive and highly visible advertising signage at the "Longest Drive" Hole. Special recognition as the "Longest Drive" sponsor during the awards announcements. Complimentary lunch for one at the golf tournament.	\$400	2
Exit Banner (10 maximum) Showcase your company's brand and gain recognition as this sponsorship is limited to only 10 companies. This is a great way to thank golfers and event sponsors for helping raise money for minority business scholarships and programming.	\$400	10
Tee Box Get your brand visibility by every golfer! This includes attractive and highly visible advertising signage in the tee box area of your assigned golf hole. Complimentary lunch for one at the golf tournament awards luncheon.	\$200	18
Individual Golfer Sign up as an individual golfer and we will partner you with golfers with similar handicaps and scope of business to spur business connections.	\$250	100
Scoreboard Logo 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.	\$100	25

MBE Business Executive Scholarships. By building stronger MBEs, it widens the pool of suppliers that can compete and support corporate supply chains. Priority funding will be given to HMSDC MBE Developmental Initiatives. Applications are judged on specific criteria to ensure scholarships focus directly on the developmental needs of MBEs. Minimum direct scholarship contribution **\$1,000**.

Sponsorship Level	\$1,000+
Recognized on HMSDC website	Logo

CHIEF PROCUREMENT OFFICER SUMMIT

March 22, 2023 | In-Person | 2:00 PM – 5:00 PM (Part 1)
 October 11, 2023 | In-Person | 8:30 AM – 10:30 AM (Part 2)

The CPO Summit is designed to engage senior procurement leaders representing industries from the greater Houston area in a forthright and high-energy discussion on supplier diversity effectiveness and inclusion solutions. The CPO Summit brings Houston's top CPOs together to share insight and strategies in supplier diversity while establishing an important professional network. The CPO Summit consists of information sharing from one of Houston's leading economists, followed by a spirited exchange of ideas, challenges and best practices in supplier diversity and supplier development.

Sponsorship Level	Corporate Host (\$2,500)	Corporate Supporter (\$1,500)	MBE (\$1,000)
Quantity	2	1	1
Recognition on the Agenda	Logo		
Marketing Materials	Logo	Logo	
Recognition on HMSDC website	Logo	Logo	Logo
Recognition at Event	X	X	X
Capability Statement			X
Attendance at CPO Summit	X	X	X

50th ANNIVERSARY GALA

October 13, 2023 | In-Person

Join us for a festive celebration of HMSDC's 50th Anniversary at HMSDC's Gala, held every 5 years. The 50th Anniversary Gala is a fundraising event benefitting HMSDC in support of its vision to set the highest standards of excellence in connecting corporate and government entities to minority business enterprises (MBEs) together to create mutual value through business opportunities.

Sponsorship Level	Corporate Platinum (\$15,000)	Corporate Gold (\$10,000)	Corporate Silver (\$5,000)	Corporate Bronze (\$2,500)	MBE Emerald (\$5,000)	MBE Sapphire (\$2,500)	MBE Ruby (\$1,500)	Table Sponsor (\$1,500)
Quantity	1	5	10	15	5	10	20	20
Speaking Opportunity	X	X						
Event Signage	Logo	Listing						
Program Recognition	Logo	Logo	Listing	Listing	Listing	Listing	Listing	
Commemorative Program Recognition	Logo	Logo	Logo	Listing	Logo	Listing	Listing	Listing
Premium Table(s)	1 (10 seats)	1 (10 seats)	1 (10 seats)	6 seats	1 (10 seats)	6 seats	4 seats	1 (10 seats)
Advertisement in Program	8.5 x 11" Full Color	8.5 x 11" Full Color	5.5 x 4.25" Full Color	4.25 x 5.5" B & W	5.5 x 4.25" Full Color	4.25 x 5.5" B & W		
Recognition on HMSDC Website	Logo & Link	Logo & Link	Logo & Link	Logo & Link	Logo & Link	Logo & Link	Logo & Link	Logo & Link
Marketing Material, Social Media and Press Releases	X	X	X	X	X	X	X	X

EXPO BUSINESS OPPORTUNITY MARKETPLACE

October 11 & 12, 2023 | In-Person | ExxonMobil | 22777 Springwoods Village Parkway

EXPO is one of the most successful events of its kind and is Texas' largest minority business trade-fair, supporting the advancement of the minority business community across its service territory area. EXPO serves as the vital link and leading connector between minority, women small businesses and major corporations, prime suppliers, educational institutions, and government agencies who seek to buy their products and services.

Sponsorship Level	Corporate Title Sponsor (\$25,000)	Corporate/ Prime Platinum (\$10,000)	Corporate/ Prime Gold (\$8,000)	Corporate/ Prime Silver (\$6,000)	Corporate/ Prime Bronze (\$2,500)	MBE Gold (\$2,500)	MBE Silver (\$1,500)	MBE Bronze (\$750)
Quantity	1	3	6	10	15	5	10	15
Virtual Trade Show Exhibit Booth	1	1	1	1	1			
EXPO Trade Show Tickets	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	4	3	2
Recognition in the EXPO Marketplace Program	Front Cover Prominent Placement	Logo Front Cover	Logo Front Cover	Logo Back Cover	Listing Back Cover	Inside Logo	Inside Listing	Inside Listing
Advertisement in Official Marketplace Program	(2) 8.5 x 11" Full Color	8.5 x 11" Full Color	8.5 x 5.5" Full Color	4.25 x 5.5" Full Color	4.25 x 5.5" Black and White	8.5 x 5.5" Full Color	4.25 x 5.5" Full Color	4.25 x 5.5" Black and White
Company Exhibitor Profile in Program	X	X	X	X	X			
Rigel Awards Program Recognition	Opening Address	Greetings & Logo	Logo	Logo	Listing	Listing	Listing	Listing
Rigel Awards Tickets	10 (2 tables/5 seats each table)	10 (2 tables/5 seats each table)	10 (2 tables/5 seats each table)	5 (1 table/5 seats)	5 (1 table/5 seats)	5 (1 table/5 seats)	3 (3 seats)	2 (2 seats)
Commemorative Sponsors Awards	Presented at Rigel Awards	Presented at Rigel Awards	Presented at Rigel Awards	Presented at Rigel Awards	Presented at Rigel Awards	Presented at BIC Reception	Presented at BIC Reception	Presented at BIC Reception
Best In Class (BIC) Reception Tickets	10	10	8	6	4	8	6	4
Recognition on the HMSDC website	Logo Prominent Placement	Logo	Logo	Logo	Logo	Logo	Logo	Logo
Marketing Material, Social Media and Press Releases	Logo	Logo	Logo	Listing	Listing	Logo	Listing	Listing
Qty: 1	Keynote Speaker Sponsor (\$5,000)			<ul style="list-style-type: none"> • Introduction of Keynote Speaker • Recognition on keynote marketing materials • Recognition in the EXPO Marketplace Program • 1 – Virtual Trade Show Exhibit Booth • 4 – Tickets to EXPO Trade Show and Rigel Awards • 2 – Best In Class Reception Tickets 				
Qty: 15	Matchmakers (\$1,500)			<ul style="list-style-type: none"> • Recognition in the EXPO Marketplace Program • 1 – Virtual Trade Show Exhibit Booth • 2 – Tickets to EXPO Trade Show and Rigel Awards • 2 – Best In Class Reception Tickets 				
Qty: 300	General Attendee Ticket(s) 300 person limit			<ul style="list-style-type: none"> • \$250 Certified MBE/Corporate Member • \$350 Non Certified MBE / Non-Member 				
Qty: 150	MBE Matchmaker only			<ul style="list-style-type: none"> • \$150 – participation in matchmaking activities 				
Qty: 15	Corporate Matchmaker only			<ul style="list-style-type: none"> • \$500 – logo on website and business matches 				

MBE Public Policy Day

March 15, 2023 | In-Person | Austin, TX

During each session of the Texas legislature, the Houston Minority Supplier Development Council (HMSDC) in conjunction with our sister organizations across Texas travel to the capital to meet with legislators and advocate for policies that promote a pro-business climate that supports the growth of minority business enterprises (MBEs) and historically underutilized businesses (HUBs). Join HMSDC in advocating for MBE business priorities and discussing issues impacting diverse business owners. Join HMSDC in advocating for MBE business priorities and discuss issues impacting diverse business owners.

Sponsorship Level	Corporate Supporter (\$1,000)	MBE (\$500)	General Attendee (\$100)
Quantity	2	2	
Logo on marketing material	X	X	
Sponsor recognition at event	X	X	
Sponsor recognition in the Quarterly Alert	X	X	
Pre-Trip Briefing	X	X	X
Legislative Training	X	X	X
Public Policy Packet	X	X	X
Legislative Assignment	X	X	X
Continental Breakfast and returning snacks	X	X	X
Lunch at the Capital	X	X	X

2023 MBE Development Initiatives

Revenue Categories:

- Class 1: < \$1M
- Class 2: \$1M - \$10M
- Class 3: \$10M - \$50M
- Class 4: \$50M +

INDUSTRY DAYS

Bundle your marketplace connection activities in an industry-specific package to gain greater value and visibility of your program. These mini-conferences are designed to provide exposure to industry experts and increase knowledge of a particular industry. Industry Days will provide a macro-overview of current industry practices and activities with C-Suite Executives; to industry advisors that will discuss sector-specific trends and developments; followed by practical instructions from Corporate and Government agencies on How to do Business within each sector; concluding by pairing MBEs with current business opportunities through targeted matchmakers.

- Transportation (February)
- Energy (March)
- Retail/Distribution (May)
- Construction/Infrastructure (August)

Sponsorship Level	Corporate Gold (\$2,500)	Corporate Silver (\$1,500)	Corporate Bronze (\$1,000)	MBE Silver (\$1,500)	MBE Bronze (\$750)	Attendee Ticket (\$75)
Quantity	3	5	10	5	5	100
L.E.A.D. Conversations	X	X	X	X	X	
Industry Forums	X	X	X	X	X	
How to Do Business	X	X		X		
MatchMakers	X	X	X	X	X	



MBE LEADERSHIP ACADEMY

■ Class 1: < \$1M ■ Class 2: \$1M - \$10M



The MBE Leadership Academy is a comprehensive 8-week program that develops the essential skills that emerging minority business enterprises (MBEs) need to enhance their strategic and operational leadership. This program is designed to guide MBEs in developing a growth plan and provide the opportunity for them to pitch to financial institutions. The MBE Leadership Academy provides the tools that will help them manage their profitability, productivity and performance in cyclical markets.

Sponsorship Level	Gold (\$6,000)	Silver (\$4,000)	Bronze (\$2,000)	Pitch Grant (\$5,000)
Quantity	2	2	4	4
Opening Session	Speaking Opportunity			
Marketing Materials & Training Sessions	Logo	Logo	Logo	Logo
Recognition on the HMSDC Website	Logo	Logo	Logo	Logo
Participation in Graduation	X	X	Recognition Only	Recognition Only
Judge Supplier Idol Sessions	X	X	X	X
Pitch Competition	Welcome Address	Introductions	X	Grant Award Presentation
Capability Statement of each participant	X	X	X	X

SUPPLIER IDOL

■ Class 1: < \$1M ■ Class 2: \$1M - \$10M ■ Class 3: \$10M - \$50M ■ Class 4: \$50M



Supplier Idol sessions are designed to assist MBEs with perfecting their business pitch to key decision-makers. MBEs conduct 15-minute presentations to a panel of corporate representatives who provide candid advice, mentoring and feedback on their sales presentation, marketing material, email and phone etiquette.

Sponsorship Level	Gold (\$4,000)	Silver (\$2,500)	Bronze (\$1,000)
Quantity	2	2	6
Speaking Opportunity at Opening Session	X		
Marketing Materials & Participant Videos	Logo	Logo	Name Listing
Recognition on HMSDC Website	Logo	Logo	Logo
Judge Supplier Idol Sessions	X	X	X
Presentation to HMSDC Board	In-Person	In-Person	Recognition Only
Capability Statement of each participant	X	X	X

CEO CONVERSATIONS

■ Class 3: \$10M - \$50M ■ Class 4: \$50M +



© CEO Conversations is designed for CEOs, presidents and senior executives of companies with over \$10 million in revenue. The program helps participants gain an understanding of how Houston's top executives lead their organizations. These MBEs meet quarterly with senior executives from major corporations to develop strategic leadership skills to create well-rounded C-level MBE owners. Through innovation sessions led by Accenture, MBEs are guided through topics that help them transition from operational to strategic leaders.

Sponsorship Level	Gold (\$6,000)	Silver (\$4,000)	Bronze (\$2,000)	General Attendee Tickets
Quantity	1	2	4	
Marketing Material and social media	Logo	Logo	Logo	
Recognition during each session	X	X	X	
Recognition on HMSDC website	X	X	X	
Biographies and capability statement of participants	X	X	X	
Open invite to participate in sessions	3	2	1	

TOTAL BUSINESS DEVELOPMENT

■ Class 1: < \$1M ■ Class 2: \$1M - \$10M ■ Class 3: \$10M - \$50M ■ Class 4: \$50M +



© Total Business Development is designed to address business capability gaps, promote business growth, and increase utilization of the professional services of certified Minority Business Enterprises (MBEs). The program allows MBEs that have identified a strategic need within their organization to hire MBE firms with the technical

expertise to provide a solution - at half the cost! The program encourages the utilization of HMSDC's certified professional service firms by contributing 35% up to \$500 towards the cost of professional services needed by other MBEs.

Sponsorship Level	Gold (\$4,000)	Silver (\$2,500)	Bronze (\$1,000)
Quantity	2	4	6
Marketing Material and social media	Logo	Logo	Name Listing
Recognized on HMSDC website	Logo	Name Listing	Name Listing
Impact Report	Sponsor Letter	Ad	Acknowledgement
Digital Copy of Impact Report	X	X	X

PATHWAYS TO EXCELLENCE (P2E)

■ Class 1: < \$1M ■ Class 2: \$1M - \$10M ■ Class 3: \$10M - \$50M ■ Class 4: \$50M +

PATHWAYS TO EXCELLENCE®

Pathways to Excellence is a business self-assessment that helps diverse suppliers understand the standards and business requirements used by major corporations and governmental entities in the supplier selection process. P2E provides the technical assistance training to close identified gaps within the seven pillars (HSSE, Cyber Security, Quality, Corporate Policies, Technical, Financials, and ESG) reflecting business standards and corporate requirements. This increases a MBEs ability to compete for higher value added contracts.

Sponsorship Level	Gold (\$8,000)	Silver (\$6,000)	Bronze (\$3,000)
Quantity	2	4	8
Speaking Opportunity at Introductory Session	X	Recognition	Recognition
Marketing Materials & Training Sessions	Logo	Logo	Name Listing
Recognition on P2E web-based portal	Logo	Logo	Logo
Participation in Graduation	X	X	X
Matchmaking Opportunity with Graduates	X	X	X

LUNCH WITH THE PRESIDENT

■ Class 1: < \$1M ■ Class 2: \$1M - \$10M ■ Class 3: \$10M - \$50M ■ Class 4: \$50M +



Lunch with the President is a bi-monthly session held by the President with MBEs and corporate members of HMSDC to provide candid feedback on HMSDC programming and services; to learn about upcoming programs and events; and discuss how to effectively utilize HMSDC to develop and grow. Corporate participants provide insight into marketplace trends and successful strategies to penetrate corporate and government supply chains.

Sponsorship Level	Corporate Gold (\$500)	Corporate Silver (\$250)	Corporate Bronze (\$100)	MBE Gold (\$500)	MBE Silver (\$250)	MBE Bronze (\$100)
Quantity	5	5	10	5	5	10
Recognized at each Session	Logo	Logo	Listing	Logo	Logo	Listing
Speaking Opportunity at each session	X			X		

FINANCE SYMPOSIUM

April 20, 2023 | Federal Reserve Bank of Dallas (Houston Branch)

■ Class 1: < \$1M ■ Class 2: \$1M - \$10M ■ Class 3: \$10M - \$50M ■ Class 4: \$50M +

The purpose of the Finance Symposium is to provide MBEs increased awareness, literacy and understanding of financial mechanisms available to build capacity for their companies. Participating financial institutions will share information with MBEs on financial products, investment services, and interest rates that will demonstrate their commitment to minority business growth.

Sponsorship Level	Corporate Gold (\$5,000)	Corporate Silver (\$2,500)	Corporate Bronze (\$1,000)
Quantity	4	4	10
Company Logo on Symposium Signage and advertising material	Logo	Logo	Listing
6' Display Table in preferred location	X	X	X
Speaker on panel(s) of choice	2 panels	1 panel	
Video commercial provided by sponsor to play at event	X		
Distribute Material to all Attendees	X	X	
Ad in official program	8.5 x 11" Full Color	5.5 x 4.25" B & W	4.25 x 5.5" B & W

2023 Corporate Development Initiative

SUPPLIER DIVERSITY PROGRAM MANAGERS MEETING

June 14, 2023 | Ion

HMSDC's 2023 Program Managers Meeting will consist of workshops designed to ensure Supplier Diversity professionals, Tier 1 Prime Suppliers, and our corporate member advocates have access to information and inspiration that support minority business success. HMSDC's Program Managers meeting will feature:

- Best practices in Supplier Diversity. These sessions are for new supplier diversity professionals and those wanting to refresh their supplier development initiatives.
- Innovative Content. This meeting will share program innovations, career development paths, and available learning solutions for more experienced supplier diversity professionals. We will be offering industry group breakouts for more intensive connections and information sharing within industries.
- Soft skills development. To build support and drive supplier diversity depends on the ability to convey an executive presence, gain support for internal champions, and understanding supply chain management structures, and available certifications that help support career goals.

Sponsorship Level	Gold (\$5,000)	Silver (\$2,500)	Bronze (\$1,000)
Quantity	5	5	10
Company Logo on Event Signage and advertising material	Logo	Logo	Logo
Speaker on panel(s) of choice	2 panels	1 panel	
Video commercial provided by sponsor to play at event	X		
Distribute Material to all Attendees	X	X	
Ad in official program	Full-Page	Half-Page	¼ Page
Company Logo on Event Signage and advertising material	Logo	Logo	Logo

General Sponsorships

TECH TOOLS

■ Class 1: < \$1M ■ Class 2: \$1M - \$10M ■ Class 3: \$10M - \$50M ■ Class 4: \$50M +

Technology sponsors support HMSDC's virtual event hosting, program platforms, and content development. Our Technology sponsors are strategic to our value delivery model and have many benefits, including heightened visibility through increased traffic streams. HMSDC's 2023 rollout of its Customer Relationship Management (CRM) system, the "eXchange" will accelerate your ability to collaborate and track value delivery, key performance indicators, and provide information faster to all stakeholders.

Sponsorship Level	Corporate Platinum (\$8,000)	Corporate Gold (\$6,000)	Corporate Silver (\$3,000)	MBE Silver (\$3,000)	MBE Bronze (\$1,000)
Quantity	2	4	6	3	3
Recognized on website as "powered by"	Logo	Logo	Logo	Logo	Logo
Recognized on Standing Committee SharePoint Sites	X	X	X	X	X
Recognized on eXchange ticker	X	X	X	X	X

WEEKLY ALERTS

■ Class 1: < \$1M ■ Class 2: \$1M - \$10M ■ Class 3: \$10M - \$50M ■ Class 4: \$50M +

The Weekly Alerts provide the opportunity to market your company to more than 1,500 corporate members, MBE Suppliers and affiliate organizations under the Council brand featuring your logo. 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.

Sponsorship Level	\$500	\$250	\$150
Quantity	10	10	10
Logo impressions: 1 - 10	Large Logo	Medium Logo	Small Logo
Logo impressions: 11 - 25	Large Logo	Medium Logo	
Logo impressions: 26 up to 50 (Priority Placement)	Large Logo		

RECERTIFICATION ASSISTANCE PROGRAM (RAP)

■ Class 1: < \$1M

The Recertification Assistance Program (RAP) is designed to assist minority business enterprises (MBEs) that have been adversely affected due to the COVID-19 crisis and economic recession and needs assistance to remain an active certified minority business of the HMSDC. This will allow MBEs with revenue under \$1M to maintain their certification status which will continue to provide them access to development programs, MBE MatchMakers and procurement opportunities that they will need to gain financial stability.

Sponsorship Level	Corporate Gold (\$3,000)	Corporate Silver (\$2,000)	Corporate Bronze (\$1,000)
Quantity	10	10	10
Sponsors 12 MBEs	X		
Sponsors 8 MBEs		X	
Sponsors 4 MBEs			X

DIVERSE BUSINESS FINDER



The Diverse Business Finder directory is a web-based directory that allows anyone interested in doing business with diverse-owned businesses (minority, women, veteran, LGBTQ) in greater Houston to quickly search and download a list of certified and self-identified businesses. This one-stop searchable solution (search engine) makes it easy to identify diverse companies of all types. The Diverse Business Finder connects buyers to all types of diverse suppliers and is intended to encourage both corporate-to-diverse business and diverse business-to-diverse business buying and partnerships.

Sponsorship Level	Corporate Platinum (\$20,000)	Corporate Gold (\$10,000)	Corporate Silver (\$6,000)	Corporate Bronze (\$4,000)
Quantity	2	4	6	10
Recognized on search page	X			
Recognized on the website sponsor ticker	Logo	Logo	Logo	Logo
Recognized as "supported by" sponsor on home page	Logo	Logo		
Access to aggregate site data analytics	X	X	X	