

CERTIFY. DEVELOP. CONNECT. ADVOCATE.



**Florida State
Minority Supplier
Development Council**



2019

CORPORATE SPONSORSHIP OPPORTUNITIES

ANNUAL CORPORATE MEMBERSHIP DUES INCLUDED

**FSMSDC.ORG
THE GATEWAY COUNCIL**

The Florida State Minority Supplier Development Council (FSMSDC) is a 501(c) organization.
All contributions made are tax-deductible to the fullest extent allowed by law.

**WE ARE OPENING DOORS TO NEW
MARKETS, OPPORTUNITIES & RELATIONSHIPS.**

HELP US TO DO MORE.

EXPOSURE AND REACH



WHY SPONSOR THE FSMSDC?

- To have a measurable impact on the business community and the overall economy
- To increase your company's visibility and brand
- To be featured in newspapers, magazines, online ads, websites, press releases and on television
- To elevate your company's profile
- Pay a one-time fee to participate in all major events and activities and to be included in all brochures and invitations
- To secure the best booth and table at each event
- To set your company apart from competitors

UNIQUE SELLING PROPOSITION

- Certified suppliers
- Multiracial and multi-ethnic
- Corporate organization not a trade organization
- National and international in scope
- Professional staff



Mission

The mission of the Florida State Minority Supplier Development Council is to link corporations and government agencies with Minority Business Enterprises (MBEs) to foster business development and expansion.

Vision

A diverse and inclusive environment where economic success is achieved.

PROFILE OF OUR MBES

101
Average employees working with our MBEs

**HISPANIC- &
AFRICAN-AMERICAN**
Are the largest ethnic groups represented

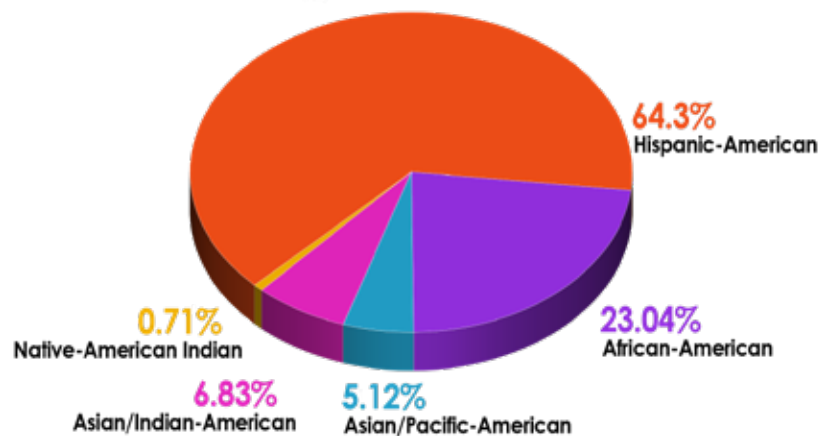
74,612
Employees within the FSMSDC Network

**MIAMI-DADE, ORANGE,
BROWARD & HILLSBOROUGH**
Are the largest counties with certified MBEs

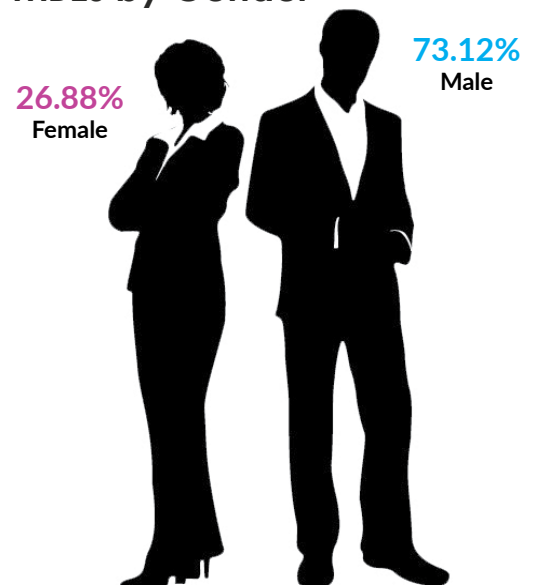
17
Years in business on average per MBE

PROFESSIONAL SERVICES
Is the industry most represented

MBEs by Ethnic Origin



MBEs by Gender



CORPORATE BUNDLE SPONSORSHIP LEVELS

		Presenting	Platinum	Gold	Silver	Bronze	
		\$30K	\$25K	\$20K	\$15K	\$10K	
MARKETING BENEFITS	Naming Rights as Presenting Sponsor of events in public relations and media efforts	✓					
	"Presented By" featured on promotional pieces	✓					
	Logo Recognition on Event Promotional Pieces	Event invitations	✓				
		Event program book	✓	✓	✓	✓	✓
		Event signage	✓	✓	✓	✓	✓
		Listing on event website with link to your company website	✓	✓	✓		
		Logo on event website(s)	✓	✓	✓	✓	✓
		Ad in the program book(s)	Full-page, Color	Half-page, Color	Full-page, B&W	Half-page, B&W	Half-page, B&W
	Florida Targeted Digital Recognition	Social media sponsor announcement via Facebook, Twitter and YouTube	All	1	1		
		Included in event email campaigns	✓	✓	✓	✓	✓
Co-branding opportunity mutually agreed upon event promotion (FSMSDC gets final approval)		✓					
ACTIVATION OPPORTUNITY	VIP reception (Awards Gala)	✓					
	Customized integrated branding component designed collaboratively with the FSMSDC	✓	✓	✓			
	An additional co-sponsored networking event of the sponsors choosing with FSMSDC		✓				
LEADERSHIP PRESENCE	Opportunity to give a "Welcome Address" from the stage to guests (FSMSDC gets final approval)	✓					
	Verbal recognition as Sponsor from stage at event	✓	✓	✓	✓	✓	
	Opportunity to identify a company leader to serve on Advisory Committee	✓	✓	✓			
	CEO letter in program book	✓					

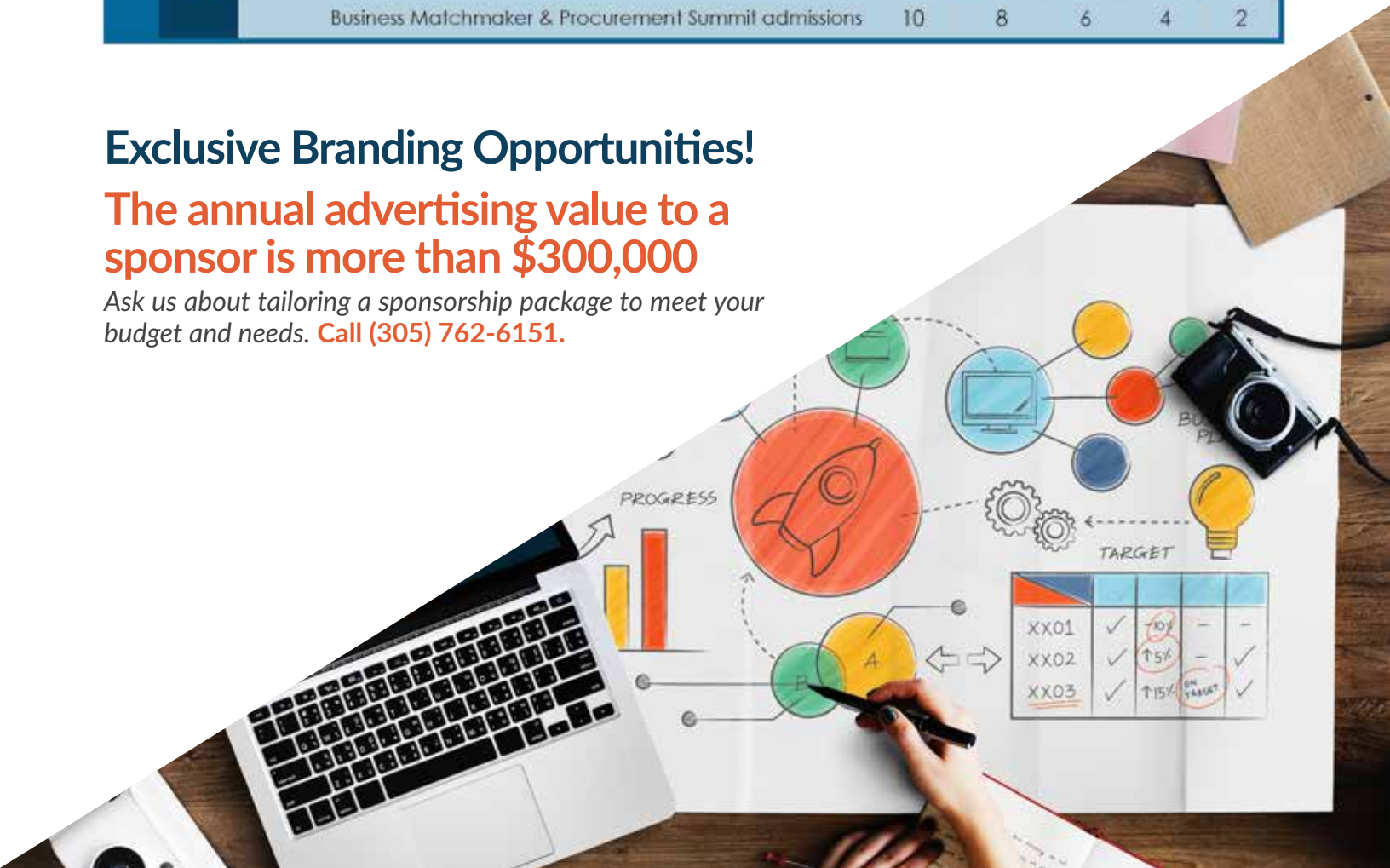
CORPORATE BUNDLE SPONSORSHIP LEVELS (CONTINUED)

		Presenting	Platinum	Gold	Silver	Bronze	
		\$30K	\$25K	\$20K	\$15K	\$10K	
HOSPITALITY BENEFITS	Business Expo	Booth(s) with prime amenities	3	2	2	1	1
		Table(s) of ten (10) at Luncheon	2	2	1	1	1
		Boot Camp admissions	2	2	2	0	0
		CEO Forum admission	10	8	6	4	4
		Welcome Reception admissions	10	6	6	4	4
		Workshop admissions	20	15	10	6	6
		Trade Fair admissions	20	15	10	6	6
	Awards Gala	Table(s) of ten (10)	2	1	1	1	1
Plus	Sponsor of all Council events and activities		✓	✓	✓	✓	✓
	Kick-off Meeting admissions		10	8	6	4	2
	Business Matchmaker & Procurement Summit admissions		10	8	6	4	2

Exclusive Branding Opportunities!

The annual advertising value to a sponsor is more than \$300,000

Ask us about tailoring a sponsorship package to meet your budget and needs. Call (305) 762-6151.



BUSINESS EXPO SPONSORSHIP LEVELS

			Presenting	Platinum	Gold	Silver
			\$25K	\$15K	\$10K	\$5K
MARKETING BENEFITS	Logo Recognition on Event Promotional Pieces	Event program book	✓	✓	✓	
		Event signage	✓	✓	✓	
		Logo placement on billboard				
		Listing on event website with link to company website	✓	✓		
		Listing on event website	✓	✓	✓	
		Ad in the program book	Full-page, Color	Half-page, Color	Full-page, B&W	Half-page, B&W
	Florida Targeted Digital Recognition	Social media sponsor announcement via Facebook, Twitter and YouTube	1	1	1	1
Included in event email campaigns		✓	✓	✓	✓	
ACTIVATION OPPORTUNITY	Customized event component with integrated branding designed collaboratively with FSMSDC		✓	✓		
	Co-sponsor a networking event with FSMSDC, including name recognition on table sign and in event program		✓	✓		
LEADERSHIP PRESENCE	Verbal recognition as Sponsor from stage at event		✓	✓	✓	
	Opportunity to identify a company leader to serve on Advisory Committee		✓	✓	✓	✓
HOSPITALITY BENEFITS	Business Expo	Booth(s) with prime amenities	2	2	1	1
		Table(s) of ten (10) at Luncheon	2	2	1	5 Tickets
		Boot camp admission	2	2	1	1
		CEO Forum admission	20	15	10	5
		Welcome Reception admission	20	15	10	5
		Workshop admission	20	15	10	5
		Trade Fair Admission	20	15	10	5

AWARDS GALA SPONSORSHIP LEVELS

		Presenting	Platinum	Gold	Silver	
		\$10K	\$7K	\$5K	\$3K	
MARKETING BENEFITS	Logo Recognition on Event Promotional Pieces	Event invitations	✓	✓		
		Event program book	✓	✓	✓	✓
		Event signage	✓	✓	✓	✓
		On screen	✓			
		Listing on event website	✓	✓	✓	
	Ad in the program book	Full-page, Color	Half-page, Color	Full-page, B&W	Half-page, B&W	
	Recognition award	✓	✓			
Florida targeted Digital Recognition	Included in event email campaigns	✓	✓	✓		
LEADERSHIP PRESENCE	Opportunity to give a "Welcome Address" from the stage to guests (FSMSDC gets final approval)		✓			
	Verbal recognition as Sponsor from stage at event		✓	✓	✓	✓
HOSPITALITY BENEFITS	Awards Gala	Table(s) of ten (10)	2 Tables	1 Table	8 Tickets	5 Tickets

MAKE FACE-TO-FACE CONNECTIONS

Live events allow you to connect face-to-face with certified MBEs with capacity.



SIGNATURE EVENTS

2019 Kick-off Meetings

January 24, 2019

National Entrepreneur Center (NEC) | Orlando

January 25, 2019

Skanska USA | Tampa

January 31, 2019

Brightline at MiamiCentral | Miami

34th Annual Business Expo

April 11-12, 2019

44th Annual Awards Gala

September 27, 2019

Business Opportunity Matchmaker Summit

November 21, 2019

Other Sponsored Events

- Networking Luncheons
- Women's Empowerment Workshop
- Webinars
- Networking Receptions
- B2B Matchmakers
- Dates TBA*

**All dates are subject to change.*



Florida State
Minority Supplier
Development Council

CORPORATE BUNDLE

<input type="checkbox"/> Presenting	\$30,000
<input type="checkbox"/> Platinum	25,000
<input type="checkbox"/> Gold	20,000
<input type="checkbox"/> Silver	15,000
<input type="checkbox"/> Bronze	10,000

AWARDS GALA

<input type="checkbox"/> Presenting	\$10,000
<input type="checkbox"/> Platinum	7,000
<input type="checkbox"/> Gold	5,000
<input type="checkbox"/> Silver	3,000

BUSINESS EXPO

<input type="checkbox"/> Presenting	\$25,000
<input type="checkbox"/> Platinum	15,000
<input type="checkbox"/> Gold	10,000
<input type="checkbox"/> Silver	5,000

CONTACT

NAME _____ TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____ FAX _____

EMAIL _____ WEBSITE _____

PAYMENT

Check enclosed *Make checks payable to Florida State Minority Supplier Development Council*

Credit Card: VISA MasterCard American Express Discover

NAME ON CARD _____

CREDIT CARD NUMBER _____

CVC# _____ EXP _____ AMOUNT TO BE CHARGED \$ _____

Check if billing address is the same as contact address

BILLING ADDRESS _____

CITY _____ STATE _____ ZIP _____

SUBMISSION

Please email completed form to petula@fsmcdc.org, by fax to **(305) 762-6158** or mail form along with payment to:
9499 NE 2nd Avenue, Suite 201
Miami, FL 33138



Florida State Minority Supplier Development Council

PROGRAMS & SERVICES FOR CORPORATE MEMBERS

- Bids Sent and Identification of Suppliers
- Best Practices Information
- Training (Regional and National)
- Mentoring of New Supplier Diversity Professionals
- PowerNet Matchmakers
- National Conference
- National Database of Certified MBEs
- Recognition Programs

PROGRAMS & SERVICES FOR MINORITY BUSINESS ENTERPRISES

- National MBE Certification
- Miami and Orlando MBDA Business Centers
- MBE Aquaculture Program
- FDOT DBE Specialized Development Program
- Matchmaking Events
- Technical Assistance Program (TAP)
- Annual Business Expo and Awards Gala
- Workshops & Seminars
- Advanced Management Training
- Newsletters
- Mentor Protégé Program
- Lunch & Learn Series
- Business Referrals
- Free Business Courses at Broward College
- MBE Marketplace



STATEWIDE LOCATIONS

fsmsdc.org

Headquarter & Southern Office
9499 NE 2nd Avenue, Suite 201
Miami, FL 33138
(305) 762-6151

Central & Northern Office
8251 Presidents Drive, Suite 155
Orlando, FL 32809
(407) 251-7021