



Florida State
Minority Supplier
Development Council

SPONSORSHIP BROCHURE



www.fsmsdc.org

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YOUR OPPORTUNITY TO HAVE IMPACT

FSMSDC President/CEO Statement

I am pleased to share sponsorship opportunities available with the Florida State Minority Supplier Development Council (FSMSDC)! Your sponsorship support will have a positive impact on the growth of minority businesses in the state of Florida, while increasing your company's visibility and brand recognition with a valuable audience.

FSMSDC is at the forefront of providing services that build the capacity of certified Minority Business Enterprises (MBEs) and match them to new procurement and contracting opportunities. We are dedicated to advancing the growth of minority-owned businesses in the state. At the same time, we help companies develop strategic supplier diversity programs, diversify their supplier base and access new, qualified suppliers.

Our continued goal is to increase purchasing from minority suppliers by corporations and government entities, while increasing MBEs' operating capacity through hands-on business technical assistance, training and access to technology and capital resources.

FSMSDC has a commitment to making a difference in the community, which has driven us to create the Doing Well While Doing Good® program. Each year, the Council recognizes businesses that have a positive impact on the overall community through their support of philanthropic initiatives. Also, for more than 20 years, the Council has demonstrated its commitment to the next generation through programs including youth internships and STEAM training for young people. Each year, more than 100 students participate in youth entrepreneurship training as part of our Annual Minority Business Conference.

Your sponsorship enables FSMSDC to provide quality business development programs and services that help shape the supplier diversity landscape, regionally and nationally. Your support contributes to our mission of helping minority businesses to grow.

Thank you for your kind consideration.

Sincerely,



Beatrice Louissaint
President & CEO





FSMSDC MATTERS

A philanthropic partnership with the Florida State Minority Supplier Development Council provides corporations, government entities, minority businesses and others with the opportunity to support programs and services that elevate the standard of living for thousands of families.

Minority-owned businesses play a vital role in workforce employment, economic growth, and community development. When minority-owned businesses thrive so do their owners, families, communities, and country. Furthermore, they have an extended influence on future minority entrepreneurs as well as intergenerational wealth and asset building.

As a valued philanthropic partner, your investment aligns with our commitment to providing quality business development programs and services that help shape the supplier diversity landscape, regionally and nationally. Your support contributes to our mission of helping minority businesses grow.

WHY PARTNER WITH THE FSMSDC?

- The FSMSDC's dedicated staff and Board of Directors certify nearly 1,000 minority businesses each year with an aggregate reported revenue of 20 billion.
- The FSMSDC has one of the largest black-owned companies in the US: Coke Florida.
- The FSMSDC has the first Hispanic publicly traded companies in the US: MasTec.
- MasTec is the first Fortune 500 Company that is minority controlled.
- 75% of the FSMSDC's MBEs have sales of \$500,000 or more.

Testimonial

Susana Robledo CEO & Founder



"Sponsorship with FSMSDC means advocating for the most important change that I want to see in the world – an equal opportunity for MBEs to do business with large corporations. It's a small investment into the community that largely supports the advancement of minority businesses throughout Florida."

COMMITMENT TO OUR PARTNERS

The FSMSDC strategically partners with corporations, businesses, nonprofits and government agencies to strengthen our commitment to building an inclusive economy. As a philanthropic partner, your company will join an esteemed circle of supporters whose investment in minority business is highly visible. Your partnership enables us to continue our work to:

- Provide minority-owned businesses with the education, tools, and resources they need to succeed.
- Offer individualized one-on-one business consultation.
- Offer money management tools to help them prepare and invest for the future.
- Connect minority-owned businesses with financial and capital resources.
- Administer a nationally recognized minority business enterprise certification. This certification strengthens minority-owned businesses' infrastructure and status.
- Maintain a robust membership of large corporations.
- Prepare minority business enterprises for bid responses.
- Create a business environment that promotes and expands opportunity, access, and profitability for minority-owned businesses along with operational support for larger companies.
- Offer personalized programs and services throughout Florida.
- Provide programs and services at no or low cost to minority-owned businesses.

We will work with you to develop a package that meets your needs.

Testimonial

Carmen Deale, MBA
Program Manager, Supplier Diversity



"The Florida State council has helped ODP Corporation and me by connecting our corporation to MBEs and providing opportunities to develop and grow. From the SDR sessions, in May 2021, ODP launched its Tier II Indirect reporting program. The council also encourages corporations to get involved and support it. I currently serve on the MBE certifying committee and sponsor several events. I can't thank the Council enough for your support and dedication. I've learned so much within five years. We've only just begun, and our future is bright!"





GIVING OPPORTUNITIES

SINGLE OR MULTI-YEAR PLEDGE

Make a one-time or sustained multi-year commitment of unrestricted support.

PLANNED GIVING LEAVES A LASTING LEGACY

Give a gift through a Will while receiving tax benefits as a donor. Speak to your personal advisor today and leave a gift that impacts individuals and families for decades to come.

SUPPORT PROGRAMS AND EVENTS

Provide mission-match opportunities for your company to support FSMSDC programs while connecting directly with consumers in a deep and meaningful way.

IN-KIND DONATIONS/TRAINING

Provide visibility and awareness for your product donation. Equipment, services, supplies and training, are some of the many ways to make an impact.

EVENT SPONSORSHIP

Provide unique and meaningful exposure for your brand while demonstrating your commitment to individuals and families. Pay a one-time fee to participate in all the Council's signature events.

Based on sponsorship level, package features include: annual corporate membership dues in each bundle (if applicable). Exclusive placement of company logo on event signage, collateral and email marketing. Company logo on stage backdrop. Acknowledgement from podium. Complementary event tickets/admission.

Our marketing efforts reach audiences via social media, email, direct mail, television and radio and have an annual advertising value of over \$300,000!

Testimonial

Abel Herrera
President/CEO



"First of all, I strongly believe in the mission of the Council and the excellent work they do for all their certified MBEs. The sponsorship has given my company additional visibility and inquiries amongst other certified MBEs and Corporate members."

SPONSORSHIP PACKAGES

CORPORATE BUNDLE

Pay a one-time fee to participate in all the Council's signature events. Your annual corporate membership dues are included in each bundle.

	Presenting	Platinum	Gold	Silver	Bronze
	\$30K	\$25K	\$20K	\$15K	\$10K

CERTIFIED MBE BUNDLE

Pay a one-time fee to participate in all the Council's signature events.

	Diamond	Platinum	Gold	Silver
	\$12K	\$10K	\$8K	\$6K

MINORITY BUSINESS CONFERENCE

The annual Minority Business Conference is a powerful matchmaking event that draws business leaders from around the United States. The event may include components such as a trade fair, workshops, luncheon and a reception that provides a forum to network and meet with large MBEs and key decision-makers in the private and public sectors.

	Presenting	Platinum	Gold	Silver
	\$20K	\$15K	\$10K	\$5K

BUSINESS IMPACT AWARDS

The Business Impact Awards recognizes the achievement of Florida's top minority-owned businesses, dynamic industry leaders and major corporations that are committed to Supplier Diversity. This upscale evening of honor and elegance celebrate the achievements of minority-owned businesses and professionals that are shaping the future of the state of Florida.

	Presenting	Platinum	Gold	Silver
	\$20K	\$15K	\$10K	\$5K

BUSINESS OPPORTUNITY PROCUREMENT SUMMIT

The Business Opportunity Procurement Summit is a powerful networking opportunity for corporate members and top minority businesses with capacity.

	Presenting	Platinum	Gold	Silver
	\$7K	\$6K	\$5K	\$4K



Florida State Minority Supplier Development Council

The Florida State Minority Supplier Development Council (FSMSDC) was founded in 1975 by the Greater Miami Progress Foundation for the purpose of fostering the development of minority-owned businesses throughout South Florida. The FSMSDC is one of the 23 regional councils affiliated with the National Minority Supplier Development Council (NSMSDC).

HOW CAN I GET INVOLVED?

**Visit www.fsmsdc.org/sponsorship
or call us at (305) 762-6151**

If you are interested in learning about
our special sponsorships,
our team can tailor a package
to fit your budget needs.



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