



1975-2025

**Florida State
Minority Supplier
Development Council**

Sponsorship Brochure

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Florida State
Minority Supplier
Development Council



YOUR OPPORTUNITY TO HAVE IMPACT

FSMSDC President/CEO Statement



Fifty years ago, our purpose began with a bold vision: a world in which economic success is diverse and inclusive. What started as a modest initiative has evolved into a transformative force, touching countless Minority Business Enterprises and leaving an enduring impact on generations.

In the 1970s, our foundation was laid with programs aimed at providing certification, education, tools, and resources — customized training, technical assistance, and capacity building. These early efforts planted the seeds for economic resilience, helping individuals and families break free from cycles of poverty.

The 1980s and 1990s saw a period of growth and community development. Recognizing the importance of entrepreneurship, we launched initiatives to support minority businesses throughout Florida. We partnered with corporations to develop strategic supplier diversity programs, diversify their supplier base and provide access to qualified suppliers giving rise to success stories that echoed across communities.

Entering the 2000s, we remained at the forefront of providing services that build the capacity of our certified MBEs as a resource for empowerment. Customized business education, capacity building, certification, training, capital access, and procurement support became central to our mission, ensuring that individuals and businesses could thrive in an increasingly interconnected world. Our focus continued to expand statewide, stimulating individual, family, and generational financial success, asset building, and independence, fostering inclusive economic ecosystems.

The last decade has been defined by adaptability and resilience. In the face of unprecedented challenges, including economic downturns and a global pandemic, we doubled down on our commitment to fostering sustainable growth.

Today, as we celebrate 50 years of economic empowerment, we honor the partnerships, innovation, and perseverance that have brought us here. From the lives we've touched to the communities we've revitalized; this journey is a testament to what can be achieved through collaboration and vision.

- Annually, we've served more than 5,000 minority-owned businesses.
- Our certified minority business enterprises employ more than 75,000 people.
- Products and services procured from FSMSDC minority businesses reached approximately \$1 billion annually.
- Helped minority-owned businesses access more than \$50 Billion in transactions, leading to the creation of thousands of new jobs across Florida over the past nine years.

As we look to the future, this is the kind of lasting change we aim to continue—with your support.

Your contributions are vital to sustaining this momentum and ensuring we continue making a positive impact. Together, we can build a brighter future for minority businesses and the communities they serve.

Thank you for your kind consideration and we hope that you remain or become an integral part of our story. Here's to the next 50 years of success, growth, and transformative partnerships!

Sincerely,

A handwritten signature in black ink that reads "Beatrice Louissaint". The signature is fluid and cursive, with a large, sweeping flourish at the end.

Beatrice Louissaint
President & CEO



WHY FSMSDC MATTERS

FSMSDC's impact is undeniable: Through our certification and support programs, we have facilitated over \$50 billion in procurement for minority businesses, creating jobs, fueling business expansions, and driving community wealth. By equipping MBEs with access to capital, mentorship, and corporate connections, we empower them to thrive in competitive markets. This ripple effect extends beyond individual businesses—every success story creates jobs, increases local investments, and builds more inclusive marketplaces. FSMSDC is not just a certifier but a catalyst for economic transformation. Together, we pave the way for sustainable growth, community empowerment, and generational impact.

Success Story

Chef Calvin Harris, MH Foods



Three years ago, I was just an aspiring entrepreneur with a dream of launching my own food brand, online and into retail grocery stores. I created a line of restaurant-quality spice blends that tasted great while making it easier to cook at home. However, I needed help getting it off the ground. That's when I reached out to the Florida State Minority Supplier Development Council (FSMSDC).

The FSMSDC provided me with invaluable support and guidance every step of the way. They helped me develop a marketing plan, get my business certified as a minority-owned business, and secure financing. They also provided me with bookkeeping and financial documentation assistance, which was essential for keeping my business on track.

Thanks to the FSMSDC's support, I was able to launch my Spiced Up Seasonings by Chef Calvin product line, in November 2020. And thanks to their continued guidance and support, MH Foods has been a success. We're currently being sold in over 1600 retailers: Winn Dixie, Meijer, Kroger and Amazon. I'm so grateful for the FSMSDC's help, and I highly recommend their services to any minority business owner who is looking to start or grow their business.

PROGRAMS THAT DRIVE CHANGE

Technical Assistance Program (TAP)

Supported over 300 small businesses with personalized coaching, financial literacy training, and access to capital resources, ensuring sustainable growth and resilience.

E-Powerment Broward

Enhanced success rates for minority-led businesses through technical assistance, consulting, workshops, and webinars.

SBA Empower to Grow (E2G) Program

Conducted 600 one-on-one virtual business technical assistance sessions for over one thousand firms. Served over two thousand unique small businesses.

FDOT and USDOT Programs

Through strategic partnerships like FDOT and USDOT, FSMSDC has helped minority businesses secure contracts in critical industries such as transportation and technology, opening doors to innovation and expansion.

Educational and Networking Initiatives

FSMSDC has hosted & attended over 100 workshops and events annually, connecting Minority Business Enterprises (MBEs) with corporate sponsors, mentors, and vital resources to fuel their success.

Success Story & Testimonial

Sandra Ximena DiazHoyos, Smart Network Solutions



I am profoundly honored and immensely grateful to the Florida State Minority Supplier Development Council (FSMSDC) and the National Minority Supplier Development Council (NMSDC) for awarding me the life-changing opportunity to attend the prestigious Tuck Executive Education at Dartmouth at the Dartmouth College — a globally renowned Ivy League institution known for cultivating world-class business leaders.

This experience has been truly transformational! I'm especially proud to share this journey with my incredible business partner, Sandra Valencia, who also received this distinguished scholarship. Together, we've been inspired, challenged, and empowered by visionary professors and exceptional peers whose brilliance leaves us breathless.

With hearts full of gratitude and minds ignited with new possibilities, we're ready to implement these invaluable lessons, build meaningful partnerships, and help shape a more inclusive future. Thank you for believing in our potential and investing in our dreams!



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.

Where applicable, based on sponsorship level, package features may include: annual corporate membership dues in each bundle, exclusive placement of company logo on event signage, collateral and email marketing, company logo on stage backdrop, acknowledgement from podium, and reduced event tickets.

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

SPONSORSHIP PACKAGES



EXCLUSIVE 50TH ANNIVERSARY

As we commemorate this golden occasion, we are offering exclusive sponsorship opportunities to celebrate this momentous milestone in style for Diamond and Platinum sponsors. Aligning your brand with our legacy ensures unparalleled visibility, prestige, and the chance to connect with our loyal community. Exclusive package with premium benefits includes prominent branding at all anniversary-related events, inclusion in a special commemorative booklet, and a spotlight during all council signature events.

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.

	Diamond	Platinum	Gold	Silver	Bronze
	\$35K	\$30K	\$25K	\$20K	\$15K

CERTIFIED MBE BUNDLE

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

	Diamond	Platinum	Gold	Silver
	\$17K	\$15K	\$13K	\$11K

BUSINESS CONFERENCE

The annual Business Conference and the Business Impact Award is an extraordinary celebration of innovation, leadership, and community success! This combined signature conference is a powerful event that draws business leaders from around the United States. It includes components such as one-on-one matchmaking, trade fair, workshops, networking, breakfast, lunch, and an awards ceremony that recognizes the achievement of Florida's top minority-owned and small businesses, dynamic industry leaders and major corporations that are committed to Supplier Diversity.

	Diamond	Platinum	Gold	Silver
	\$25K	\$20K	\$15K	\$10K



Florida State Minority Supplier Development Council

The Florida State Minority Supplier Development Council (FSMSDC) is a 501(c)(3) non-profit organization. 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.

*We rely on the generous support of partners
to continue making a lasting economic impact.*

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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