



**FLORIDA BUSINESS**  
DEVELOPMENT COUNCIL

# **Sponsorship Opportunities**

# A Letter from the CEO

Dear Valued Partners,

As Florida continues to grow as a hub of innovation and opportunity, the Florida Business Development Council (FBDC) remains dedicated to empowering small and diverse businesses and strengthening our state's economy. I am honored to serve as Interim President & CEO and to help advance FBDC's proud legacy of impact and inclusion.

With more than two decades of experience in nonprofit leadership and community advancement, I am deeply committed to expanding economic opportunity for entrepreneurs and ensuring that every business has the resources to succeed. As one of 23 regional affiliates of the National Minority Supplier Development Council (NMSDC)—representing hundreds of corporate members—FBDC is part of a powerful network working to build a more equitable and inclusive marketplace.

Florida has one of the nation's most distinct business ecosystems, home to more than 3.5 million small businesses and ranking third for minority-owned enterprises. These firms employ more than 3.8 million Floridians and drive the innovation and job creation that fuel our state's economy.

FBDC's mission is to strengthen these enterprises by expanding access to opportunities, resources, and relationships that enhance their resilience and competitiveness. **Your sponsorship makes this work possible.** It powers programs that support businesses at every stage of growth—from certification and access to capital to technical assistance and matchmaking events. It also sustains signature initiatives such as the Business Conference & Business Impact Awards (BCBIA) and our business education programs that prepare business owners for success.

Today, as government funding for small and minority business development declines, private-sector partnerships have become more essential than ever. **Your investment ensures that our programs continue to deliver measurable impact and provide vital support for businesses in a changing economy.**

This brochure highlights meaningful ways to join us in advancing our mission. Each sponsorship opportunity is designed to deliver value to partners while creating lasting impact for the businesses and communities we serve. By partnering with FBDC, you open doors to sustainable economic advancement and demonstrate your commitment to building a more inclusive and prosperous Florida.

Thank you for your partnership and for your dedication to Florida's small and minority-owned businesses. Together, we can expand opportunity, strengthen resilience, and create a foundation for generational prosperity across our state.

With gratitude,



Monica Cupid, MBA  
*Interim President & CEO*



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# About the FBDC

The Florida Business Development Council (FBDC) is a not-for-profit corporation established to foster the development and expansion of small and diverse businesses. We are committed to building mutually beneficial relationships between small and diverse businesses and corporate and government buyers.

## OUR MISSION

To link corporate and government members with Small and Minority Business Enterprises to foster equity in business.

## OUR VISION

A world in which economic success is diverse and inclusive.

## CUSTOMIZE YOUR SPONSORSHIP

FBDC recognizes that each sponsoring organization has unique interests and needs. Contact FBDC to tailor a sponsorship package of available opportunities that will maximize your exposure and stay within your budget.

To customize a package, contact the *Corporate Engagement & Events Manager*:

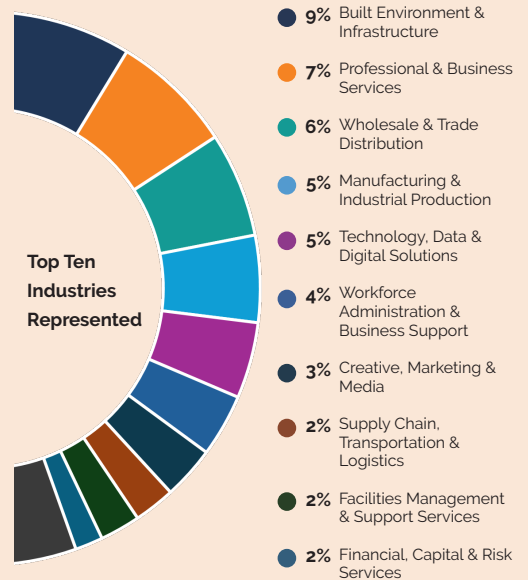
@yasmineen@fmsdc.org 📞 (305) 762-6151 ext. 121

## OUR VALUE

Through FBDC, the National Minority Supplier Development Council (NMSDC) certification is the only nationally recognized certification for small and diverse businesses by the private sector, including most Fortune 500 companies.

### Our Network Includes:

- **1,100+** nationally certified suppliers
- **Hundreds** of national and local corporate members
- **Over 1/3** of our suppliers have the capacity to do business nationwide



5% Other: Retail & Consumer Markets; Workforce, Education & Talent Systems; Healthcare, Wellness & Human Services; Real Estate, Facilities & Asset Management; Automotive & Equipment Services; Energy, Environment & Sustainability; Hospitality, Food & Events; AgriFood & Natural Resources; Personal Services

# Corporate Packages

	Presenting	Platinum	Gold	Silver	Bronze
PACKAGE FEATURES	\$35K	\$25K	\$20K	\$15K	\$10K
Corporate membership dues	✓	✓	✓	✓	✓
Brand recognition (logo placement)	✓	✓	✓	✓	*
Dedicated social media post	✓	✓	✓		
Speaking opportunity at select events	✓	✓			
Sponsor spotlight in e-newsletter	✓	✓			
Premium seating at signature events	✓				
Advertisement space on digital signage <i>One signature event only</i>	Premium Landscape	Landscape	Portrait	Portrait	
<b>Event Admissions</b>					
Strategic Business Exchange	8	6	4	2	2
Business Opportunity Procurement Summit	8	6	4	2	2
Regional/Micro Events	4	3	2	1	0

\*Logo placement will be limited.

# Supplier Packages

	Diamond	Platinum	Gold	Silver	Bronze	
PACKAGE FEATURES	\$20K	\$15K	\$10K	\$6K	\$3K	
Brand recognition (logo placement)	✓	✓	✓	✓	*	
Dedicated social media post	✓	✓	✓			
Speaking opportunity at select events	✓	✓				
Sponsor spotlight in e-newsletter	✓					
Premium seating at signature events	✓					
Advertisement space on digital signage <i>One signature event only</i>	Premium Landscape	Landscape	Portrait	Portrait		
Event Admissions	Strategic Business Exchange	6	4	3	2	2
	Business Opportunity Procurement Summit	6	4	3	2	2
	Regional/Micro Events	3	2	2	1	0

\*Logo placement will be limited.

# Event Packages

	Champion	Partner	Ally	Friend	Associate
PACKAGE FEATURES	\$7K	\$5K	\$3K	\$2K	\$1K
Name listing on event page	✓	✓	✓	✓	✓
Access to the FBDC Rewards Program*	✓	✓	✓		
Logo on event materials	✓	*			
<b>Event Admissions</b>					
Strategic Business Exchange	3	3	2	2	1
Business Opportunity Procurement Summit	3	3	2	2	1
25% Discount on Regional/Micro Events	3X	2X	1X	0	0

\*Logo placement will be limited.

\*The FBDC Rewards Program was created to help spread the word about our upcoming events! As part of select packages, sponsors receive a personalized shareable code offering 10% off event registration. **For every five attendees who sign up using your code, you'll earn one FREE admission to the event — including our signature events.** It's a rewarding way to connect, share, and celebrate with your network.

# In-kind Opportunities

Join us in supporting FBDC's programs, services, events, and daily operations through meaningful non-cash contributions. Your support can be customized to match specific initiatives or occasions and will be proudly recognized alongside our cash sponsors whenever appropriate.

To finalize your partnership, each in-kind contribution will include an assigned dollar value. In appreciation, FBDC offers event admissions and brand visibility opportunities that reflect the value of your generous support.

- Advertising (TV, Radio, Podcast, Digital)
- AV Services
- Catering/Food & Beverage
- Conference Gifts
- Event Space/Venue
- Event Registration System
- Decor Services
- Gift Cards
- Graphic or Web Design Services
- Marketing Services
- Office Furniture
- Office Supplies
- Photography/Videography Services
- Printing Services
- Promotional Merchandise
- Swag Bag & Items
- Training/Workshops
- Transportation
- Travel & Hotel
- Other

To begin your in-kind sponsorship journey, please contact the *Corporate Engagement & Events Manager* at [yasmeen@fmsmsdc.org](mailto:yasmeen@fmsmsdc.org) or call (305) 762-6151.



**FLORIDA BUSINESS**  
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**Headquarters**

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