



Maryland/District of Columbia Minority Supplier Development Council

2009 Business Golf, Tennis & Procurement Conference

Prosperity through Partnerships & Innovation

Martin's Crosswinds, Greenbelt MD
June 23-24, 2009



Thank you to the following companies for their support and sponsorship of the 2009 MD/DC MSDC Business Procurement Conference and Golf/Tennis event.



MD/DC MSDC | a 501 (C) 3 organization
 10770 Columbia Pike, Suite LL100
 Silver Spring, MD 20901
 Phone: 301-592-6700 | Fax: 301-592-6704
 www.mddccouncil.org

NETWORKING EVENT AGENDAS

GOLF AND TENNIS BUSINESS MATCHMAKER & CONFERENCE RECEPTION

— JUNE 23, 2009

TIME	EVENT
7:30am – 8:45am	Registration & Networking Breakfast
8:00am – 8:45am	Putting Practice & Driving Range
9:00am – 2:00pm	Golf and Tennis Tournaments / Golf Clinic
2:30pm – 4:30pm	Awards and Networking Luncheon
6:30pm – 8:30pm	MBEIC Evening Reception

BUSINESS PROCUREMENT CONFERENCE EVENT — JUNE 24, 2009

TIME	EVENT
7:00am - 3:00pm	Registration
8:00am - 9:00am	Power Breakfast with The Board
9:00am - 11:00am	Exhibitor Setup
9:00am - 12:00pm	Town Hall Meeting — “Using Partnerships and the Federal Stimulus Recovery Plan to Grow Your Business”
9:00am - 10:00am	Panel A — Federal Stimulus & the Government
10:00am - 10:50am	Panel B — Federal Stimulus & the MBE
11:00am - 12:00pm	Panel C — “Using Strategic Partnerships to Capitalize on the Federal Stimulus”
11:00am – 12:00pm	Corporate Seminar — “Supplier Diversity Management in a Down Economy”
12:00pm - 1:30pm	Conference Luncheon
1:30pm - 6:00pm	Business Opportunity Fair
2:00pm - 3:00pm	Construction Seminar — Bonding, Licensing & Financing
2:00pm - 4:30pm	Business Opportunity Matchmaker
4:30pm - 6:00pm	Networking Reception

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ABOUT US

Established in 1972, the Maryland/District of Columbia Minority Supplier Development Council continues to serve as the leading minority business development organization within the Maryland and Washington, DC areas. We are one of 38 regional councils of the National Minority Supplier Development Council (NMSDC), the certification body of choice by corporate America and the recognized link to highly qualified Minority Business Enterprises (MBEs). In 2008, NMSDC successfully facilitated an estimated \$97 Billion in MBE procurement by corporate members and other large buying organizations nationally with over \$900 Million spent regionally.

MD/DC MSDC MISSION

To provide a direct link between corporate America and minority-owned businesses for the purpose of increasing procurement opportunities.

MD/DC MSDC VISION

To be the leader in meeting member organizations' commitment to their customers, employees and stakeholders to provide procurement and business opportunities for minority businesses of all sizes in the State of Maryland and District of Columbia. This will be accomplished through certification and matching minority-owned businesses with those member corporations which strive to purchase goods and services from qualified minority enterprises.

In support of our mission and vision, we invite you to attend our flagship networking event series which will feature the following events:

Tuesday, June 23 2009

Golf and Tennis Business Matchmaker

7:30am – 4:30pm

Turf Valley Resort
2700 Turf Valley Road
Ellicott City, MD 21042



Whether golf or tennis is your game, join us for a day of networking and friendly competition at the beautiful Turf Valley Resort in Ellicott City, MD! After playing 18 holes of golf or high energy tennis, join us at the barbecue bash where you will enjoy great company, delicious food and door prizes!

MBEIC Evening Reception

6:30pm – 8:30pm

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Wednesday, June 24 2009

2009 Business Procurement Conference

7:00am – 6:00pm

7400 Greenway Center Drive
Greenbelt MD, 20770



This will be a power-packed day where some of the best business minds in America will convene to exchange ideas, to discuss business opportunities and to develop strategies for the future! In addition to our *Power Breakfast with the Board* and *Conference Luncheon*, this event will feature a *Town Hall Meeting*, a *Business Opportunity Fair*, and a *Business Opportunity Matchmaker*.

Town Hall Meeting

“Using Partnerships and the Federal Stimulus Recovery Plan to Grow Your Business.”

All registered guests are invited to attend this Town Hall Meeting where federal, state and local dignitaries will discuss the key opportunities that exist within the Federal Stimulus and TARP programs. You will gain strategic insights on how to leverage strategic partnerships in an effort to better access federal stimulus funds.

Moderator: Mr. Kelvin Boston, Producer and Host of “The Color of Money”

Guest Speakers & Town Hall Panelists:

- **David Barfield**, Senior Vice President , The Bartech Group;
President, Bartech Workforce Management
- **Regiel Days**, Senior Technical Specialist, Microsoft
- **Wilbur C. Giles**, Assistant Director of Construction Design Building &
Renovation (Washington, DC)
- **Cathy Hughes**, Owner and CEO, Radio One, Inc (invited)
- **Luwanda Jenkins**, Special Secretary, Governor’s Office of Minority Affairs (Maryland)
- **Teresa Lewis**, Director, Office of Small and Disadvantaged Business Utilization,
Department of the Treasury
- **Denise Lloyd**, President and CEO, DH Lloyd and Associates Inc
- **Carla Nelson**, Director, Baltimore City Mayor’s Office of Minority &
Women-Owned Business Development
- **Robert Wallace**, President and CEO, The BITHGROUP
- **Joshua Smith**, President/CEO – The Coaching Group and Host of *Biz Talk with Josh*
(WOL Radio, Radio One)
- Executives from the Department of Commerce and the FDIC
- A host of successful entrepreneurs and corporate members

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Business Opportunity Fair & Opportunity Matchmaker Events



The Business Opportunity Fair is an annual tradeshow which offers your organization the opportunity to discuss current and future contracting opportunities with corporate members, government agencies and certified Minority Business Enterprises (MBEs) from across the NMSDC network. There will be an estimated 350 professionals and business leaders in attendance.

Concurrent to the Business Opportunity Fair, we will host a Business Opportunity Matchmaker in which the Maryland/ District of Columbia Minority Supplier

Development Council will facilitate pre-arranged business meetings between corporate members, government agencies and certified MBEs. During the Matchmaker, procurement officers and suppliers will spend up to 15 minutes discussing the corporation's projected contracting needs as well as the supplier's capabilities.

To maximize your visibility at the 2009 Business Opportunity Fair all NMSDC corporate members, major buying organizations and NMSDC certified MBEs are invited to sponsor activities, exhibit at the tradeshow, participate in the Business Opportunity Matchmaker and advertise in the 2009 program booklet.



BUSINESS PROCUREMENT CONFERENCE SPONSORSHIP OPTIONS

**All Diamond, Platinum, and Gold Sponsors will receive sponsorship recognition from the podium.*

DIAMOND SPONSOR—\$8,500 CORPORATE \$6,500 MBE

- Back cover, full page, full color, advertisement in souvenir journal (Corporate)
- Front inside cover, full page, full color advertisement in souvenir journal (MBE)
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- Signage posted at registration table
- 10 conference registration packets
- One (1) table (10 seats) with company signage at the luncheon
- Procurement Matchmaker participation
- Company logo included on the sponsors page in souvenir journal
- Company logo posted on all e-mail promotions for conference sent to more than 3,500 MBEs and corporations
- Placement of promotional item in conference bag

PLATINUM SPONSOR—\$7,000 CORPORATE \$5,000 MBE

- First inside page, full page, full color advertisement in souvenir journal (Corporate)
- Back inside cover, full page, full color advertisement in souvenir journal (MBE)
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- Signage posted at registration table
- 7 conference registration packets
- One (1) table (10 seats) with company signage at the Corporate Executive Luncheon
- Procurement Matchmaker participation
- Company logo included on the sponsors page in the souvenir journal
- Company logo posted on all e-mail promotions for conference sent to more than 3,500 MBEs and corporations
- Placement of promotional item in conference bag

GOLD SPONSOR—\$6,500 CORPORATE \$3,000 MBE

- 1/2 page, full color advertisement in souvenir journal
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- 5 conference registration packets
- Procurement Matchmaker participation
- Company logo included on the sponsors page in the souvenir journal
- Placement of promotional item in conference bag

SILVER SPONSOR—\$5,000 CORPORATE \$2,000 MBE

- 1/2 page, full color advertisement in souvenir journal
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- 3 conference registration packets
- Procurement Matchmaker participation
- Company logo included on the sponsors page in souvenir journal
- Placement of promotional item in conference bag

BRONZE SPONSOR—\$3,500 CORPORATE \$1,500 MBE

- 1/2 page, full color advertisement in souvenir journal
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- 2 conference registration packets
- Procurement Matchmaker participation
- Company logo included on the sponsors page in souvenir journal
- Placement of promotional item in conference bag

Matchmaker event is open to NMSDC Certified MBEs ONLY

ADDITIONAL CONFERENCE SPONSORSHIP OPTIONS

POWER BREAKFAST SPONSOR - \$3,000 CORPORATE \$1,500 MBE

- 1 full page, full color advertisement in souvenir journal
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- 2 conference registration packets
- 1 table (10 seats) with sponsor signage
- Welcome remarks at breakfast
- Placement of promotional item at each table seat
- Company signage on display at breakfast event
- Company logo included on the sponsors page in souvenir program

LUNCHEON SPONSOR - \$ 5,000 CORPORATE \$2,500 MBE

- 1 full page, full color advertisement in souvenir journal
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- 2 conference registration packets
- 1 table (10 seats) with company signage at luncheon
- Welcome remarks at luncheon
- Placement of promotional item at each table seat
- Company signage on display at luncheon
- Company logo included on the sponsors page in the souvenir journal

CONFERENCE RECEPTION SPONSOR - \$ 2,500 CORPORATE \$1,500 MBE

- 1/2 page, full color advertisement in souvenir journal
- 5 guest tickets to the Evening Reception
- Company signage on display at Evening Reception
- Company logo included on sponsors page in souvenir journal
- Placement of promotional item in conference bag

REFRESHMENT SPONSOR - \$2,500 CORPORATE \$1,500 MBE *

- 1/2 page, full color advertisement in souvenir program
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- 2 conference registration packets
- Company logo included on the sponsors page in souvenir journal
- Placement of promotional item in conference bag

**\$1,500 for a single MBE sponsor or \$500 each for multiple MBE sponsors*

BAG OR BADGE SPONSORS - \$2,500 CORPORATE \$1,500 MBE

- 1/2 page advertisement full color in souvenir journal
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- 2 conference registration packets
- Company logo included on the sponsors page in souvenir journal

TRANSPORTATION SPONSOR - \$2,500 CORPORATE \$1,500 MBE

- 1/2 page advertisement full color in souvenir journal
- One (1) 8'x10' draped booth, skirted table, 2 chairs with sponsor signage
- 2 conference registration packets
- Company logo included on the sponsors page in souvenir journal
- Company logo on limousine pick-up sign for out-of-town guest

Special Visibility Package for NMSDC Certified MBEs \$100

Gain greater visibility for your company by placing your capability statements in conference bag.
(Must be registered)

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CONFERENCE REGISTRATION FORM

General Registration Deadline: Friday, June 12, 2009

(Please print names clearly as they should appear on name badge.)

Company Name: _____

Full Name: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ E-mail Address: _____

Regional Council Affiliation: _____

List additional registrants here:

Name: _____	Event: _____
_____	_____
_____	_____
_____	_____

CONFERENCE REGISTRATION TICKETS	CONFERENCE	Quantity	TOTAL COST
Full-Day Admission - Corporate Member	\$600		
Full-Day Admission - Corporate Non-Member	\$750		
Full-Day Admission - Government/Non-Profit	\$375		
Full-Day Admission - NMSDC-Certified MBE	\$150		
Full-Day Admission - Non-NMSDC Certified MBE	\$200		
INDIVIDUAL ADMISSION	CONFERENCE		
Trade Show - Corporate	\$150		
Trade Show - Government/Non-Profit	\$100		
Trade Show - Non-certified MBE	\$150		
Trade Show - NMSDC-certified MBE	\$75		
Power Breakfast Only (Corp. & MBE)	\$50		
Luncheon Only (Corp. & MBE)	\$75		
MATCHMAKER ONLY TICKET			
Corporate	\$200		
Government	\$200		
NMSDC Certified MBEs	\$100		
Special Visibility Package for NMSDC Certified MBEs only	\$100		
	TOTAL		

PAYMENT METHOD: Make Check (Payable to "MD/DC MSDC") American Express MasterCard Visa
 Credit Card Number (Include 3-digit Security Code) _____ Exp. Date _____
 Name on Card _____ Signature _____

Please make checks payable to MD/DC MSDC. Fax completed form with payment information to the MD/DC Council office (301) 592-6704. Mail checks to 10770 Columbia Pike, Lower Level, Suite L100, Silver Spring, MD 20901. For additional information, contact Renee Sandford at (301) 592-6700.

Cancellation Policy: Requests for cancellation must be made in writing and received by the MD/DC MSDC no later than June 12, 2009 to qualify for a 50% refund. **No refunds will be made for cancellations postmarked later than June 12, 2009.** All cancellations are subject to a \$100 processing fee. **Please DO NOT fax any correspondence into the MD/DC MSDC office after noon on Friday June 19, 2009.**

SPONSORSHIP, EXHIBIT AND ADVERTISEMENT FORM

Deadline: June 8, 2009
 (Please print names clearly.)

Company Name: _____

Full Name: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ E-mail Address: _____

Regional Council Affiliation: _____

Exhibitor Names: _____ Official Titles: _____

Audio Visual Requirements: _____

PARTICIPANT LEVEL	CONFERENCE			QTY	TOTAL COST
Diamond - Corporate	\$8,500				
Platinum - Corporate	\$7,000				
Gold - Corporate	\$6,500				
Silver - Corporate	\$5,000				
Bronze - Corporate	\$3,500				
Diamond - NMSDC-certified MBE	\$6,500				
Platinum - NMSDC-certified MBE	\$5,000				
Gold - NMSDC-certified MBE	\$3,000				
Silver - NMSDC-certified MBE	\$2,000				
Bronze - NMSDC-certified MBE	\$1,500				
EXHIBITOR'S PACKAGE					
Corporate	\$1,000				
Government/Affiliated Organizations	\$300				
NMSDC-Certified MBE	\$600				
ADVERTISEMENTS IN SOUVENIR JOURNAL		CORPORATE MEMBER	NMSDC CERTIFIED MBE		
Full page - 8" x 10.5"		\$825	\$550		
Half Page - 8" x 5.0"		\$700	\$425		
Quarter Page - 3.75" x 5.0"		\$500	\$350		
Business Card - 3.75" x 2.5"			\$150		
EVENT AND ITEM SPONSORSHIP					
Power Breakfast Sponsor		\$3,000	\$1,500		
Luncheon Sponsor		\$5,000	\$2,500		
Evening Reception Sponsor		\$2,500	\$1,500		
Refreshment Sponsor		\$2,500	\$1,500		
Bag Sponsor		\$2,500	\$1,500		
Badge Sponsor		\$2,500	\$1,500		
Transportation Sponsor		\$2,500	\$1,500		
NMSDC-certified MBE Visibility			\$ 100		
		TOTAL			

PAYMENT METHOD: Make Check (Payable to "MD/DC MSDC") American Express MasterCard Visa
 Credit Card Number (Include 3-digit Security Code) _____ Exp. Date _____

Name on Card _____ Signature _____

Please make checks payable to MD/DC MSDC. Fax completed form with payment information to the MD/DC Council office (301) 592-6704. Mail checks to 10770 Columbia Pike, Lower Level, Suite L100, Silver Spring, MD 20901. For additional information, contact Renee Sandford at (301) 592-6700.

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ADVERTISEMENT PACKAGES

Advertising File Submission Deadline: June 8th, 2009

We welcome all NMSDC certified MBEs and Corporate Members to advertise in the 28th Annual Business Procurement Conference “Celebratory” Souvenir Journal. The journal will be designed to support your networking efforts at the conference and the days to follow. This opportunity is an exclusive benefit to NMSDC certified MBEs and Corporate Members.

JOURNAL ADVERTISEMENT.

Submission Requirements:

For best quality, all ads must be submitted on CD or e-mail. File resolutions must be 300 dpi (high-resolution) JPEG, or PDF formats. If your ad has a bleed (i.e. if a full page ad was purchased), the bleed should be at least 1/4 inch all around the full parameter of the ad. **Please DO NOT send MS Word or PowerPoint documents.**

Ad Dimensions and Cost:

	Corporate Member	NMSDC Certified MBE
Full Page8.5” x 11”	\$825	\$550
Half Page7.7” x 5.0”	\$700	\$425
Quarter Page3.75” x 5.0”	\$500	\$350
Business Card.....3.75” x 2.5”	\$150	

For additional information, or to submit your high resolution files, please contact:

Ms. Veronica Walton

MD/DC Minority Supplier Development Council

10770 Columbia Pike, Suite LL100

Silver Spring, MD 20901

veronica.walton@mddccouncil.org

(301) 592-6703

EXHIBITOR PACKAGE

Exhibitor Commitment Deadline: June 8, 2009

All Certified MBEs and NMSDC Members are invited to feature your organization's products and services at our 2009 Business Opportunity Fair. This is a great place to interact with prospective buyers, suppliers, strategic partners as well as NMSDC leaders.

Corporate Member	\$1,000
Government/Affiliated Organization	\$ 300
MSDC-certified MBE	\$ 600

Includes:

- 2 luncheon tickets
- 2 breakfast tickets
- 2 opportunity fair tickets
- 8'x10' exhibit booth with and 8' high back drape and 3' high side drapes
- 1 draped 6' table, 2 chairs, 1 wastebasket and identification sign
- Contact information listed in the souvenir journal

WHO CAN EXHIBIT?

- NMSDC Certified MBEs
- National or local NMSDC Members in the following categories:
 - Corporate Members
 - Local, State and Federal Government Agencies
 - Educational Institutions
 - Financial Institutions
 - Non-Profit Agencies
 - Medical Institutions
 - Other large buying entities

EXHIBIT & SPACE INFORMATION

- Space and location are reserved on a first come, first served basis
- Exhibitors may use a full or table top display
- Upon receipt of registration to exhibit, you will be mailed an exhibit kit, complete with full instructions for set up, shipment of your exhibit equipment, booth location, etc.
- Please list your electrical, AV and wireless services on your Exhibitor sign-up form

REGULATIONS

- Only ONE company may exhibit at each exhibit space
- Only registered company representatives are permitted to staff exhibit space
- No direct selling or order taking
- No soliciting in the aisles or entrances

For additional information, contact the MD/DC MSDC office (301-592-6700).

GOLF & TENNIS EVENT SPONSORSHIP OPTIONS

DIAMOND (\$5,000)

- One Foursome (Golf or Tennis)
- Hole Signage
- Opportunity for trophy presentation
- Sponsor Station (on course)**
- Company logo on luncheon signage and program
- Company logo and link on Council Website
- Company promotional item in gift bag
- Company logo on email & print promotions
- Full page ad in Business Procurement Conference event booklet

PLATINUM (\$4,000)

- One Foursome (Golf or Tennis)
- Hole Signage
- Opportunity for trophy presentation
- Sponsor Station (on course)
- Company logo on luncheon signage and program
- Company promotional item in gift bag
- Company logo on email & print promotions
- 1/2 page ad in Business Procurement Conference event booklet

GOLD (\$3,000)

- One Foursome (Golf or Tennis)
- Hole Signage
- Sponsor Station (on course)
- Opportunity for trophy presentation
- Company logo on luncheon program
- Company promotional item in gift bag
- Company logo on email & print promotions

SILVER (\$2,000)

- One Foursome (Golf or Tennis)
- Hole Signage
- Company logo prominently displayed at registration table
- Company promotional item in gift bag
- Company logo on luncheon program
- Company logo on email & print promotions

GOLF APPAREL SPONSOR (\$1,500)

- Supply your company's golf apparel
- One Foursome (Golf or Tennis)
- Hole Signage
- Company logo on luncheon program
- Company logo on email & print promotions

TOURNAMENT SPONSOR (\$1,000)

- One Foursome (Golf or Tennis)
- Company logo prominently displayed at registration table
- Company logo on luncheon program
- Company logo on email & print promotions

GOLF CART SPONSOR (\$1,000) (Only 1 sponsorship available)

- One Foursome (Golf or Tennis)
- Hole Signage
- Company logo on luncheon program
- Company logo on email & print promotions

** On course Sponsor Stations are a great place to raise visibility and interaction with your organization's products or services.

Golf and Tennis Matchmaker Registration

MD/DC Minority Supplier Development Council

2009 Golf & Tennis Outing — June 23, 2009

Turf Valley Resort • 2700 Turf Valley Road • Ellicott City • MD 21042

Contact Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Please list your Foursome/Doubles below:

1. _____ 2. _____

3. _____ 4. _____

[#] Left-handed Sets Requested: _____

Golf: Individual \$225 Foursome \$800 Lessons \$100
Golf, Breakfast & Luncheon

Tennis: Individual \$150 Doubles \$300
Tennis, Breakfast & Luncheon

Golf Luncheon: Individual

Method of Payment: Check American Express
 Visa Mastercard

Credit Card Number Security Code Exp. Date

Signature (email stamp will serve as signed authorization)

Email or fax this completed form to renee.sandford@mddccouncil.org

Phone: 301.592.6700 • Fax: 301.592.6704

You are cordially invited to join us for the
Maryland/District of Columbia Minority Supplier Development Council
28th Annual Leadership Awards Gala
October 16, 2009

Baltimore Marriott, Waterfront • Baltimore, MD





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