



Pacific Southwest
Minority Supplier
Development Council

2017 Support Opportunities

Dear Minority Business Supporters:

Welcome to the 2017 edition of the Support Opportunity Package offered by the Pacific Southwest Minority Supplier Development Council.

The Pacific Southwest Council positively impacts local economies by helping minority businesses grow! We do this by providing certification that validates firms are at least 51% minority owned, operated and controlled then we connect them to procurement opportunities with our corporate members. We also develop capacities and advocate on behalf of our minority business constituents.

The 2017 Support Opportunity Package assists you in planning your support as you plan your annual operating budget. There is a wide array of support opportunities to take advantage of. The four main categories of support include:

1. **Signature events** - the Council produces four annual signature events including the Awards Gala, Business Conference, Golf Tournament, and Holiday Reception.
2. **Procurement Connection Series** - the PCS is a series of education programs, development and certification workshops that assist MBEs with building capacity and connects them with procurement opportunities.
3. **Regional Corporate Membership** - this level of support gives corporations the opportunity to support our mission, as well as Minority Business Enterprise development, and derive the benefits associated with being part of a national minority organization.
4. **Premier Annual Sponsorship Package** - this package gives corporations the opportunity to support all council events and join as a regional corporate member to help make the greatest impact in the Minority Business Community.

Sponsorship of the Pacific Southwest Council is easy! Simply choose the activities you would like to support, check the appropriate boxes and provide contact information on the Billing Information page, and send back to my attention. If there are any questions please contact me. Thank you for your consideration and continued support of our mission in the minority business community.

Sincerely,



Scott Gregory
President/CEO
Pacific Southwest Minority Supplier Development Council

Who We Are

We are a non-profit 501(c) 3 regional affiliate Council of the National Minority Supplier Development Council. Our corporate membership based organization is the largest certifying entity of ethnic minority businesses in the nation with **12,000** certified Minority Business Enterprises, **421** national corporate members, and **1,300** regional corporate members.

Mission

The Mission of the Pacific Southwest Council is to grow Minority Business Enterprises by *Certifying* and *Connecting* these businesses to our corporate members' procurement opportunities. We also help *Develop* capacity and *Advocate* on behalf of the MBE community.

Vision

The Vision of the Pacific Southwest Council is to create a robust minority business community that meets our corporate members' sourcing needs and contributes positively to the local economy.

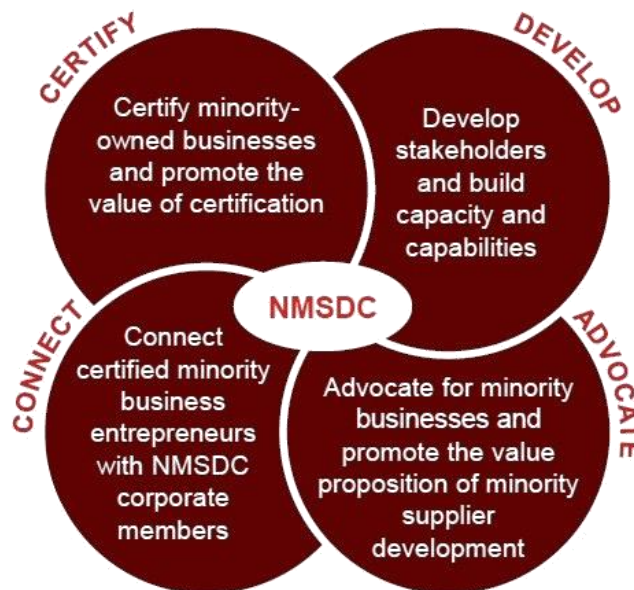


Table of Contents

Corporate Value Proposition & Benefits 4

Corporate Membership Dues 4

Premier Annual Sponsorship Package..... 5

Awards Gala/Business Exchange Sponsorship 6

Business Conference Sponsorship..... 8

Golf Tournament Sponsorship 10

Holiday Reception Sponsorship 12

Procurement Connection Series Sponsorship 13

Additional Support Opportunities 14

Billing Information 15

Thank You 16



Corporate Value Proposition

The Pacific Southwest Council positively impacts local economies by helping minority businesses in Arizona and San Diego grow. We *Certify* capable, qualified MBEs then *Connect* them to procurement opportunities with our Corporate Members. We *Develop* and *Advocate* for minority business inclusion in the corporate supply chain.

Our certified MBEs create jobs and generate tax revenue that supports local, state, and federal governments. Sixty percent of our MBEs have a national or international business footprint. Our Corporate Members have direct access to an emerging \$1.6 trillion ethnic minority economy. Currently there are 1,700 corporations nationwide that support minority business development and invest in local economic growth. We invite you to be part of our national network.

Corporate Membership Benefits

- Cost effective access to a larger pool of qualified suppliers which makes your company more competitive in the marketplace
- Access to NMSDC Central database for regional MBEs
- Reduce supply chain costs, higher quality products, increased service due to increased competition & utilization of local sourcing
- Assist in meeting your supplier diversity goals and customer requirements
- Networking opportunities with minority businesses locally & nationwide
- Invitation to members only match making sessions with capable, qualified MBEs
- Reduced or no cost registration to certain PSWMSDC events
- Potential speaking opportunities & award recognition at PSWMSDC produced events
- Access to emerging urban and global markets in a \$1.6 trillion ethnic minority economy
- Meets strategic objective of having your supplier base reflect your customer base
- Opportunity to open the door to new market segments
- Opportunity to provide specific business training to MBEs
- Opportunity for the Council to structure a specific Meet & Greet with your sourcing team
- Branding opportunity & recognition of our corporate members
- Local sourcing contributes to positive local economic impact
- Identification of potential strategic partners &/or subcontractors
- Expansion of your customer base resulting in greater market share
- Maintains integrity of your supplier diversity program
- Exhibits strong corporate social responsibility as you increase your bottom line

Regional Corporate Membership Dues - \$2,500-\$6,500 (determined by enterprise wide employee count. Please see the following matrix)

# Employees	<500	500-1,000	1,000-5,000	5,000-10,000	10,000+
Annual Dues	\$2,500	\$3,500	\$4,500	\$5,500	\$6,500

Public agency membership dues - \$1,500

Premier Annual Sponsorship Package

For those entities that would like to support all the Pacific Southwest Council events and receive all commensurate benefits we offer the **Premier Annual Sponsorship Package**. Other customized sponsorship packages are available upon request. We're happy to work with you on a solution that meets your individual needs.

As a **Premier Annual Sponsor**, you will receive the following benefits:

<p>Awards Gala Presenting level sponsor benefits including:</p> <ul style="list-style-type: none">• Two tables• Full Page Ad in program• Branding opportunities on our website, social media, all marketing materials and onsite recognition <p>Business Conference & Opportunity Fair Platinum level sponsor benefits including:</p> <ul style="list-style-type: none">• One booth @ Opportunity Fair• Eight registrations• Participation in Match Making session• Half page Ad in program• Branding opportunities on our website, social media, all marketing materials and onsite recognition <p>Holiday Reception- All Presenting Sponsor benefits</p>	<p>Golf Tournament Presenting level sponsor benefits including:</p> <ul style="list-style-type: none">• Ten players• 5 golf carts• Lunch• Sponsor of 5 holes• Branding opportunities on our website, social media, all marketing materials and onsite recognition• Luncheon presenter <p>Procurement Connection Series</p> <ul style="list-style-type: none">• Gold level sponsor of the PCS <p>Regional Corporate Membership</p> <ul style="list-style-type: none">• Benefits of Regional Corporate membership with the Council
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Premier Annual Sponsorship Package - \$20,000

Awards Gala/Business Exchange

May 5, 2017

The Awards Gala/Business Exchange recognizes and awards exemplary performance by Pacific Southwest Council constituent Minority Business Enterprises and the corporations that support a diverse supplier base. A Business Exchange is incorporated in the event to connect our MBEs with corporations and minority businesses in attendance.

Presenting Sponsorship Opportunity

As the **Presenting Sponsor of the Awards Gala**, your company will receive the following benefits:

- Rights to the Pacific Southwest Council name & logo for marketing purposes, allowing your company to align with our organization publically
- Premier placement on our website as the Presenting Sponsor
- All event related, pre- and post-event promotional materials will reflect your company as the Presenting Sponsor of the event
- Company logo on email invitations
- Full page ad in program
- Recognition in all printed materials at event
- Company logo on presentation during awards ceremony
- Recognized as the Presenting Sponsor at the podium
- Speaking opportunity for company representative
- Ability to provide gift bags/branded items to attendees
- Two tables at the Awards Gala

Awards Gala Presenting Sponsorship - \$7,500

Awards Gala/Business Exchange

Table Sponsorship Packages Available:

Platinum Sponsorship - \$5,000

- One table
- Half Page Ad in program
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Gold Sponsorship - \$3,500

- One table
- Quarter Page Ad in program
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Silver Sponsorship - \$2,000

- Five seats
- Logo in program
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Exclusive Awards Gala Sponsorship Packages:

Custom Awards Sponsor - \$1,000

Sponsorship of custom awards includes

- Two seats
- Logo in program
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Center Piece Sponsor - \$1,500

Sponsorship of the table center pieces includes

- Two seats
- Logo in program
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Business Conference & Opportunity Fair

July 28, 2017

Our Business Conference is an event where under one roof, and within one day corporations, minority businesses, and government agencies strategically form long lasting, mutually beneficial business relationships. The conference is actually three events in one:

1. **Learning Sessions** provide an educational and training venue on relevant topics affecting minority businesses today. Minority businesses learn about corporate and government buying practices as well as resources to grow their business
2. **Business Opportunity Fair** provides a format for corporations, government agencies, and minority businesses to showcase their products and capabilities. Buyers meet and mingle with capable, qualified, certified minority businesses.
3. **Match Making** sessions affords an opportunity for minority businesses to meet one-on-one with corporate and government representatives in a formalized capabilities briefing format. Minority businesses have the opportunity to learn specific procurement practices and opportunities from participating organizations

Presenting Sponsorship Opportunity

As the **Presenting Sponsor of the Business Conference** your company will receive the following benefits:

- Rights to the Pacific Southwest Council name & logo for marketing purposes, allowing your company to align with our organization publically
- Branding opportunities on our website, social media, all marketing materials and onsite recognition
- All event related, pre- and post-event promotional materials will reflect your company as the exclusive Presenting Sponsor of the event
- Full color page ad
- Company logo on presentation during luncheon
- Recognition as the Presenting Sponsor at the podium
- Opportunity for company representative to address audience
- Ability to host raffle (information collection opportunity)
- Premium booth presence onsite
- Participation in the Business Match Making Session
- 10 registrations for the event

Business Conference & Opportunity Fair Presenting Sponsorship - \$10,000

Business Conference

Platinum Sponsorship - \$5,000

- One booth @ Opportunity Fair
- Eight registrations
- Business Match Making participation
- Half page Ad in program
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Gold Sponsorship - \$3,500

- One booth @ Opportunity Fair
- Six registrations
- Business Match Making participation
- Quarter page Ad in program
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Silver Sponsorship - \$2,000

- One booth @ Opportunity Fair
- Four registrations
- Business Match Making participation
- Logo in program
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Exclusive Business Conference & Opportunity Fair Sponsorship Packages:

All Exclusive Business Conference Sponsorship Packages include two registrations, expo table at the Business Opportunity Fair, Business Match Making participation, logo in program, and sponsor recognition.

Session sponsor - \$500 (sponsorship of one of the learning sessions)

Luncheon sponsor - \$1,000

Afternoon Break sponsor - \$1,000

Match Making sponsor - \$1,000

Expo sponsor - \$1,000

Breakfast Sponsor - \$500

Golf Tournament

October 27, 2017

The Pacific Southwest Council's golf tournament provides a relaxing day of golf with some serious networking opportunities. Sponsorship of this event funds the *Procurement Connection Series* which supplies training and educational content to help increase the capabilities of our Council's certified Minority Business Enterprises.

Presenting Sponsor - \$5,000

- 10 players
- Five golf carts
- Lunch
- Five Holes Sponsorships
- Luncheon presenter
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Diamond Sponsor - \$4,000

- Eight players
- Four golf carts
- Lunch
- Three Hole Sponsorships
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Platinum Sponsor - \$3,000

- Six players
- Three golf carts
- Lunch
- Two Hole Sponsorships
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Gold Sponsor - \$2,000

- Four players
- Two golf carts
- Lunch
- One Hole Sponsorship
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Silver Sponsor - \$1,000

- Two players
- One golf cart
- Lunch
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Exclusive Golf Tournament Sponsorship Packages

Luncheon sponsor* - \$1,500

Breakfast Sponsor* - \$1,000

Hole Sponsor** - \$250

**All above special sponsorship opportunities, excluding Hole Sponsor, receives two players, one golf cart, lunch, program recognition, and display on banner*

***Hole sponsor receives sponsor signage at a designated course hole*

Holiday Reception

December, 2017

The Holiday Reception is a great way to celebrate the annual achievements of our Corporate Members, certified Minority Business Enterprises and the Pacific Southwest Council as we look back at our many accomplishments in a festive atmosphere. As with all events produced by the Council it's not a social affair but an opportunity to connect for contracts and build long lasting relationships.

Presenting Sponsorship Opportunity

As the **Presenting Sponsor of the Holiday Reception**, your company will receive the following benefits:

- Rights to the Pacific Southwest Council name & logo for marketing purposes, allowing your company to align with our organization publically
- All event related, pre- and post-event promotional materials will reflect your company as the exclusive Presenting Sponsor of the event
- Recognized as the Presenting Sponsor at the podium
- Opportunity for company representative to address audience
- Ability to host the event at your corporate office
- Six registrations for the event
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Holiday Reception Presenting Sponsorship - \$2,000

Exclusive Holiday Reception Sponsorship Opportunity:

Food & Beverage Sponsor - \$1,000

- Four registrations
- Informational table at the event
- Branding opportunities on our website, social media, all marketing materials and onsite recognition

Procurement Connection Series

The *Procurement Connection Series* is a series of events produced in the Council's geographic regions of Arizona and San Diego that facilitates connection with our corporate members, their contracting opportunities and/or develops capacity of our MBEs. Examples of previous events include How to do Business with a specific corporation, Leadership, Change Management, Joint Venture formation, Sales Training, etc.

Presenting Sponsor - \$10,000

- Sponsor of 10 PCS events in both geographic regions
- Ability to structure one specific event
- Branding opportunities on our website, social media, all marketing materials and onsite recognition
- 10 minute address to attendees at event

Platinum Sponsor - \$7,500

- Sponsor of eight PCS events in both geographic regions
- Ability to structure one specific event
- Branding opportunities on our website, social media, all marketing materials and onsite recognition
- 10 minute address to attendees at event

Gold Sponsor - \$5,000

- Sponsor of six PCS events in both geographic regions
- Ability to structure one specific event
- Branding opportunities on our website, social media, all marketing materials and onsite recognition
- 10 minute address to attendees at event

Silver Sponsor - \$2,500

- Sponsor of two PCS events in both geographic regions
- Ability to structure one specific event
- Branding opportunities on our website, social media, all marketing materials and onsite recognition
- 10 minute address to audience

Additional Support Opportunities

Annual Report Sponsor- \$1,000 to defray publication cost. Sponsor receives a full page ad in the Annual Report

Value In Kind Donations

Event Needs:

Companies making In Kind Event Donations are recognized on all event marketing materials, website, social media, and onsite recognition the day of event.

- Printing of event materials
- Event photographer
- AV equipment, setup and staffing
- Raffle and silent auction items
- Golf bag items e.g. water, snacks, golf balls, tote bags

Office Supplies:

- Technology – laptops for staff, software (Microsoft Office, Photoshop, etc)
- Copy paper
- Bottled water
- Coffee

Please Note

Presenting Sponsorship is available to one corporation and one MBE as Corporate Presenting Sponsor and MBE Presenting Sponsor.

All other sponsorship levels can have multiple co-sponsors.

Pricing and event dates subject to change without notice.

Billing Information

- Corporate Membership Dues \$1,500-\$6,500 range (Determined by number of employees. See Corporate Membership section for details)
- Premier Annual Sponsorship Package \$20,000

Awards Gala Sponsor Packages

- Presenting Sponsor \$7,500
- Platinum Sponsor \$5,000
- Gold Sponsor \$3,500
- Silver Sponsor \$2,000
- Custom Awards Sponsor \$1,000

Business Conference/Expo Sponsor Packages

- Presenting Sponsor \$10,000
- Platinum Sponsor \$5,000
- Gold Sponsor \$3,500
- Silver Sponsor \$2,000

Golf Tournament Sponsor Packages

- Presenting Sponsor \$5,000
- Diamond Sponsor \$4,000
- Platinum Sponsor \$3,000
- Gold Sponsor \$2,000
- Silver Sponsor \$1,000
- Lunch Sponsor \$1,500
- Breakfast Sponsor \$1,000
- Hole Sponsor \$250

Holiday Reception Sponsor Packages

- Presenting Sponsor \$2,000
- Food & Beverage Sponsor \$1,000

Procurement Connection Series Sponsor Packages

- Presenting Sponsor \$10,000
- Platinum Sponsor \$7,500
- Gold Sponsor \$5,000
- Silver Sponsor \$2,500

- Additional Support Opportunities. Please note specific opportunity, dollar amount, or in kind donation in the box to the right or attach document to this page.

Company Name: _____

Billing Address: _____

City / State / Zip Code: _____

Contact Name: _____

Contact Email: _____

Phone: _____

- VISA
- MASTERCARD
- AMEX
- CHECK*

Card Number: _____

Expiration: _____

Security Code: _____

Thank You!

Thank you so much for your consideration and the support of our mission in the Minority Business Community! Please contact us for more information and to discuss your level of support!

For Corporate Membership and all sponsorship opportunities, please contact:

Scott Gregory

President/CEO

sgregory@pswmsdc.org

8655 E Via De Ventura, Suite F-163

Scottsdale, AZ 85258

602.495.9950 Work

480-772-0047 Cell

602.495.9943 Fax

For Corporate Membership and San Diego sponsorship opportunities, please contact:

Letty Alvarez

Corporate Services Manager

lalvarez@pswmsdc.org

San Diego, CA

858.230.6221