2020 Corporate Annual and Event Sponsorship Opportunities
Dear Corporate Members,

Thank you for your interest in sponsorship opportunities with the New York and New Jersey Minority Supplier Development Council (The Council). We are excited about this year’s initiatives and are looking forward to working with you in strengthening your supplier diversity program and expanding your network of certified suppliers.

In order for The Council to provide opportunities to network with qualified suppliers, it is critical to host events that align with our mission. None of our programs and events would be as impactful as they are without your financial support and participation. From our Networking for Scholarships Golf Outing and regional Business Opportunity Exchanges through to our end of year Partnership Awards Gala, each event creates multiple opportunities for you to connect with our certified suppliers and build relationships that lead to economic success!

We are pleased to announce our 2020 signature events:

- **Business Opportunity Exchanges**
  - July 22: New York City Exchange, WarnerMedia, NYC
  - August 5: Upstate New York Xchange, Wegmans Center, Rochester
  - September 29: New Jersey Exchange, Prudential, Newark, NJ

- **Networking for Scholarships**
  June 8: Crystal Springs Resort, Hamburg, New Jersey

- **Partnership Awards Gala**
  November 13: Cipriani, NYC

- **Educational Programs**
  - September 23: Healthcare Symposium, Northwell, Long Island
  - October 20: Sustainability Symposium, Citi, NYC

We encourage you to consider becoming an annual sponsor of The Council and providing the financial support that makes completing our mission possible. Our sponsorship packages include opportunities to give your corporation recognition and build a presence that strengthens your business relationships in New York and New Jersey.

Once again, thank you in advance for your consideration.

Sincerely,

Terrence Clark
President and CEO
PLATINUM SPONSOR

$25,000

✓ Corporate recognition as a supporter of minority-owned firms
✓ Corporation’s logo placed in all advertising materials as The Council’s Corporate Platinum Sponsor
✓ Highlighted as a major sponsor on The Council’s website and all print promotional materials for the following signature events

Business Opportunity Exchanges: New York City and New Jersey
- Four (4) Full Registrations
- One (1) Four Color Page Advertisement in Exchange Business e-Journal
- Two (2) Marketplace Tables (matchmaking meetings)
- Co-sponsorship of Luncheon
- Reserved seating at Luncheon
- Corporate logo included in sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Business Opportunity Exchange Business e-Journal
- Acknowledgment in media release

Networking for Scholarships:
- One (1) Foursome
- Co-sponsorship of event
- Acknowledgment during the Awards Dinner

Biz Connect Powered by NYNJMSDC
- Four (4) tickets
- Co-sponsorship of event
- Acknowledgment on event website

Educational Programs: Healthcare and Sustainability Symposium
- Attendance included
- Acknowledgment as a supporter of NY & NJ MSDC Educational Programs
- Acknowledgment in event’s website

Partnership Awards Gala
- Ten (10) Tickets
- Co-sponsorship of Opening Reception
- Thirty (30) second commercial spot highlighted during event
- One (1) Four Color Page Advertisement in Awards e-Journal
- Corporate logo included in the sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Partnership Awards Gala e-Journal
- Corporate logo displayed during the Gala
GOLD SPONSOR  $21,500

☑ Corporate recognition as a supporter of minority-owned firms
☑ Corporation’s logo placed in all advertising materials as The Council’s Corporate Gold Sponsor
☑ Highlighted as a major sponsor on The Council’s website and all print promotional materials for the following signature events

Business Opportunity Exchanges: New York City and New Jersey
- Three (3) Full Registrations
- One (1) Four Color Page Advertisement in Awards e-Journal
- Co-sponsorship of Welcome Reception
- Two (2) Marketplace Tables (matchmaking meetings)
- Corporate Logo included in sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Business Opportunity Exchange Business e-Journal
- Acknowledgment in media release

Networking for Scholarships:
- Two (2) Registrations
- Co-sponsorship of event
- Acknowledgment during the Awards Dinner

Biz Connect Powered by NYNJMSDC
- Three (3) tickets
- Co-sponsorship of event
- Acknowledgment on event website

Educational Programs: Healthcare and Sustainability Symposium
- Attendance included
- Acknowledgment as a supporter of NY & NJ MSDC Educational Programs
- Acknowledgment in event’s website

Partnership Awards Gala
- Ten (10) Tickets
- Co-sponsorship of Opening Reception
- One (1) Four Color Page Advertisement in Awards e-Journal
- Corporate logo included in the sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Partnership Awards Gala e-Journal
- Corporate logo displayed during the Gala
SILVER SPONSOR

$19,500

- Corporate recognition as a supporter of minority-owned firms
- Corporation’s logo placed in all advertising materials as The Council’s Corporate Silver Sponsor
- Highlighted as a major sponsor on The Council’s website and all print promotional materials for the following signature events

Business Opportunity Exchanges: New York City and New Jersey
- Two (2) Full Registrations
- One (1) Four Color Page Advertisement in Awards e-Journal
- Co-sponsorship of Breakfast
- One (1) Marketplace Table (matchmaking meetings)
- Corporate Logo included in sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Business Opportunity Exchange Business e-Journal
- Acknowledgment in media release

Networking for Scholarships:
- Two (2) Registrations
- Co-sponsorship of event
- Acknowledgment during the Awards Dinner

Biz Connect Powered by NYNJMSDC
- Three (3) tickets
- Co-sponsorship of event
- Acknowledgment on event website

Educational Programs: Healthcare and Sustainability Symposium
- Attendance included
- Acknowledgment as a supporter of NY & NJ MSDC Educational Programs
- Acknowledgment in event’s website

Partnership Awards Gala
- Ten (10) Tickets
- Co-sponsorship of Closing Reception
- One (1) Four Color Page Advertisement in Awards e-Journal
- Corporate logo included in the sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Partnership Awards Gala e-Journal
- Corporate logo displayed during the Gala
BRONZE SPONSOR $15,500

- Corporate recognition as a supporter of minority-owned firms
- Corporation’s logo placed in all advertising materials as The Council’s Corporate Bronze Sponsor
- Highlighted as a major sponsor on The Council’s website and all print promotional materials for the following signature events

Business Opportunity Exchanges: New York City and New Jersey
- Two (2) Full Registrations
- One (1) Four Color Page Advertisement in Business Opportunity Exchange Business e-Journal
- One (1) Marketplace Table (matchmaking meetings)
- Corporate Logo included in sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Business Opportunity Exchange Business e-Journal

Networking for Scholarships: June 8, 2020
- Two (2) Registrations
- Co-sponsorship of event
- Acknowledgment during the Awards Dinner

Biz Connect Powered by NYNJMSDC
- Two (2) tickets
- Co-sponsorship of event
- Acknowledgment on event website

Educational Programs: Healthcare and Sustainability Symposium
- Attendance included
- Acknowledgment as a supporter of NY & NJ MSDC Educational Programs
- Acknowledgment in event’s website

Partnership Awards Gala
- Ten (10) Tickets
- One (1) Four Color Page Advertisement in Awards e-Journal
- Corporate logo included in the sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Partnership Awards Gala e-Journal
- Corporate logo displayed during the Gala
ANNUAL CORPORATE PARTNER  $10,000

✔ Corporate recognition as a supporter of minority-owned firms
✔ Corporation’s logo placed in all advertising materials as The Council’s Annual Corporate Sponsor
✔ Highlighted as a major sponsor on The Council’s website and all print promotional materials for the following signature events

Business Opportunity Exchanges: New York City and New Jersey
- Two (2) Full Registrations
- Half (1/2) page Four Color Page Advertisement in Exchange Business e-Journal
- One (1) Marketplace Table (matchmaking meetings)
- Corporate Logo included in sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Business Opportunity Exchange Business e-Journal

Educational Programs: Healthcare and Sustainability Symposium
- Attendance included
- Acknowledgment as a supporter of NY & NJ MSDC Educational Programs
- Acknowledgment in event’s website

Partnership Awards Gala
- Five (5) Tickets
- Half (1/2) Page Four Color Page Advertisement in Awards e-Journal
- Corporate logo included in the sponsors listing on event website
- Corporate logo listed on printed signage
- Acknowledgement in the Partnership Awards Gala e-Journal
- Corporate logo displayed during the Gala
EVENT SPONSORSHIPS
NETWORKING FOR SCHOLARSHIPS

Join us at the 24th Annual Networking for Scholarships. This year, the fun takes place on **Monday, June 8, 2020** at the prestigious Crystal Springs Resort, in Hamburg, New Jersey.

**Diamond**
- Co-Sponsorship of Networking & Awards Dinner
- 2 – Golf Foursomes
- 4 – Additional Networking & Awards Dinner Tickets
- 2 – Golf Tee Box sponsorship (one on each course)
- 2 – Golf Hole sponsorship (one on each course)
- 2 – Networking Passes
- 1 – Golf Cart sponsorship
- Inclusion of promotional materials in Golfer Gift Bag
- Prominent logo placement on event signage
- Link from event website to sponsor website
- Recognition as Diamond sponsor during the Awards Dinner

**Ruby**
- Co-Sponsorship of Networking & Awards Dinner
- 1 – Golf Foursome
- 1 – Networking Pass
- 2 – Networking & Awards Dinner Tickets
- 1 – Golf Tee Box sponsorship
- 1 – Golf Hole sponsorship
- Inclusion of promotional materials in Golfer Gift Bag
- Prominent logo placement on event signage
- Link from event website to sponsor website
- Recognition as Ruby sponsor during the Awards Dinner

**Emerald**
- 2 – Full Golf Packages
- 1 – Golf Tee-Box sponsorship
- 1 – Golf Hole sponsorship
- Prominent logo placement on event signage
- Link from event website to sponsor website
- Recognition as Emerald sponsor during the Awards Dinner

For additional sponsorship opportunities: visit [www.NYNJMSDC.org/GOLF](http://www.NYNJMSDC.org/GOLF)
**BUSINESS OPPORTUNITY EXCHANGE**

The Business Opportunity Exchanges bring together hundreds of certified MBEs, member corporations, and government entities to discuss the advancement of firms in the New York and New Jersey area. The exchanges will be held on:

- **July 22**: New York City Exchange, WarnerMedia, NYC
- **September 29**: New Jersey Exchange, Prudential, Newark, NJ

<table>
<thead>
<tr>
<th>Platinum</th>
<th>$10,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>- One (1) Marketplace Table (matchmaker meetings)</td>
<td></td>
</tr>
<tr>
<td>- Four (4) Full Registrations</td>
<td></td>
</tr>
<tr>
<td>- Co-sponsorship of Sponsor’s Luncheon</td>
<td></td>
</tr>
<tr>
<td>- One (1) Four Color Page Advertisement in Awards e-Journal</td>
<td></td>
</tr>
<tr>
<td>- Corporate Logo included in sponsors listing on event website</td>
<td></td>
</tr>
<tr>
<td>- Corporate logo listed on printed signage</td>
<td></td>
</tr>
<tr>
<td>- Acknowledgement in the Business Opportunity Exchange Business e-Journal</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Gold</th>
<th>$8,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>- One (1) Marketplace Table (matchmaker meetings)</td>
<td></td>
</tr>
<tr>
<td>- Three (3) Full Registrations</td>
<td></td>
</tr>
<tr>
<td>- Co-sponsorship of Reception</td>
<td></td>
</tr>
<tr>
<td>- One (1) Four Color Page Advertisement in Awards e-Journal</td>
<td></td>
</tr>
<tr>
<td>- Corporate Logo included in sponsors listing on event website</td>
<td></td>
</tr>
<tr>
<td>- Corporate logo listed on printed signage</td>
<td></td>
</tr>
<tr>
<td>- Acknowledgement in the Business Opportunity Exchange Business e-Journal</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Silver</th>
<th>$6,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>- One (1) Marketplace Table (matchmaker meetings)</td>
<td></td>
</tr>
<tr>
<td>- Two (2) Full Registrations</td>
<td></td>
</tr>
<tr>
<td>- Co-sponsorship of Power Breakfast</td>
<td></td>
</tr>
<tr>
<td>- One (1) Four Color Page Advertisement in Awards e-Journal</td>
<td></td>
</tr>
<tr>
<td>- Corporate Logo included in sponsors listing on event website</td>
<td></td>
</tr>
<tr>
<td>- Corporate logo listed on printed signage</td>
<td></td>
</tr>
<tr>
<td>- Acknowledgement in the Business Opportunity Exchange Business e-Journal</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Bronze</th>
<th>$4,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>- One (1) Marketplace Table (matchmaker meetings)</td>
<td></td>
</tr>
<tr>
<td>- Two (2) Full Registrations</td>
<td></td>
</tr>
<tr>
<td>- One (1) Four Color Page Advertisement in Awards e-Journal</td>
<td></td>
</tr>
<tr>
<td>- Corporate Logo included in sponsors listing on event website</td>
<td></td>
</tr>
<tr>
<td>- Corporate logo listed on printed signage</td>
<td></td>
</tr>
<tr>
<td>- Acknowledgement in the Business Opportunity Exchange Business e-Journal</td>
<td></td>
</tr>
</tbody>
</table>

**Reception Sponsorship:** Full Sponsorship: $7,500 or (2) Co-Sponsorships $3,750

- Corporate logo listed on printed signage
- Acknowledgement in the Business Opportunity Exchange Business e-Journal
UPSTATE NY XCHANGE & GOLF OUTING

The 4th Annual Upstate New York Xchange & Golf Outing will take place on **August 4-5, 2020**. We tee off at the Eagle Vale Golf Club in Fairport, New York on August 4th and then reconvene on the next day for a day of stimulating professional development and business relationship-building at Wegmans Conference Center in Rochester.

- **August 4**: Upstate New York Golf Outing
- **August 5**: Upstate New York Xchange

**Combined Golf and Xchange Sponsorship Packages**

**Platinum Sponsor**
- Welcome Address at the Xchange and Golf Dinner
- Acknowledgment on Xchange Website and Marketing Materials
- Xchange: Five (5) Full-Pass Tickets to Xchange, Five (5) Additional Reception Tickets
- Golf: Four (4) Golf Foursomes

**Gold Sponsor**
- Welcome Address at Xchange & Golf Dinner
- Acknowledgment on Xchange Website and Marketing Materials
- Xchange: Four (4) Full-Pass Tickets to Xchange, Four (4) additional Reception Tickets
- Golf: Three (3) Golf Foursomes

**Silver Sponsor**
- Acknowledgment on Xchange Website and Marketing Materials
- Xchange: Two (2) Full-Pass Tickets to Xchange
- Golf: Two (2) Golf Foursomes

**Partner Sponsor**
- Acknowledgment on Xchange Website and Marketing Materials
- Xchange: Two (2) Full-Pass Tickets to Xchange
- Golf: One (1) Golf Foursome
**UPSTATE NY XCHANGE & GOLF OUTING**
*(continued)*

**Individual Golf Sponsorship Packages**

**Golf Platinum Sponsor** $2,500
- Four (4) Golf Foursomes
- Two (2) Additional Tickets to Golf Dinner
- Welcome Address at the Golf Dinner
- Acknowledgment on event website and marketing materials

**Golf Gold Sponsor** $2,000
- Two (2) Golf Foursomes
- Three (3) Additional Tickets to Golf Dinner
- Acknowledgment on event website and marketing materials

**Golf Silver Sponsor** $1,000
- One (1) Golf Foursome
- Two (2) Additional Tickets to Golf Dinner
- Acknowledgment on event website and marketing materials

**Golf Reception Sponsor** $1,800
- Welcome Address at the Golf Dinner
- Two (2) Foursomes
- Five (5) Additional Tickets to Golf Dinner
- Acknowledgment on event website and marketing materials

**Individual Xchange Sponsorship Packages**

**Xchange Platinum Sponsor** $2,500
- Five (5) Full-Pass Tickets to Xchange
- Five (5) Additional Reception Tickets
- Welcome Address at the Xchange
- Acknowledgment on event website and marketing materials

**Xchange Gold Sponsor** $1,000
- Four (4) Full-Pass Tickets to Exchange, includes Reception
- Four (4) Additional Reception Tickets
- Acknowledgment on event website and marketing materials

**Xchange Reception Sponsor** $2,000
- Three (3) Full-Pass Tickets to Xchange
- Three (3) Additional Reception Tickets
BIZ CONNECT POWERED BY NYNJMSDC

This annual event presents an incredible opportunity to network with Minority Business Enterprises (MBEs) and corporate partners while enjoying drinks and food.

Platinum $1,000
- Five (5) Tickets
- Welcome Address at the event
- Prominent logo placement on event signage
- Acknowledgment on event website and marketing materials

Gold $800
- Four (4) Tickets
- Prominent logo placement on event signage
- Acknowledgment on event website and marketing materials

Silver $600
- Two (3) Tickets
- Prominent logo placement on event signage
- Acknowledgment on event website and marketing materials

Bronze $400
- Two (2) Tickets
- Prominent logo placement on event signage
- Acknowledgment on event website and marketing materials
PARTNERSHIP AWARDS GALA

The Partnership Awards Gala scheduled for November 13, 2020 honors the achievements of minority-owned firms and corporations who have exceeded expectations in creating rewarding business relationships.

Corporate Chair: Full Sponsorship $20,000 or (2) Co-Sponsorships $10,000
- Twenty-two (22) tickets for event and reception
- One (1) Four Color Page Advertisement in Awards e-Journal
- Seat for two (2) at the Head Table
- Participation of appointed Corporate Executive as a presenter
- Welcome letter from Corporate Executive in the Awards e-Journal
- One (1) page narrative on Corporate Supplier Diversity Program in the e-Journal
- Display of company’s logo at event
- Highlighted in all printed material, press releases and event website
- A 3-minute welcome presentation by Corporate CEO (if desired)
- Thirty (30) second commercial spot highlighted during event
- Acknowledgment in event website, e-Journal, and printed materials

Platinum $15,000
- Co-sponsorship of Reception
- Display of company logo at event
- Ten (10) Tickets
- One (1) Four Color Page Advertisement in Awards e-Journal
- Thirty (30) second commercial spot highlighted during event
- Acknowledgment in event website, e-Journal, and printed materials

Gold $12,000
- Co-sponsorship of Reception
- Ten (10) Tickets
- One (1) Four Color Page Advertisement in Awards e-Journal
- Acknowledgment in event website, e-Journal, and printed materials

Silver $10,000
- Co-sponsorship of Reception
- Ten (10) Tickets
- One (1) Four Color Page Advertisement in Awards e-Journal
- Acknowledgment in event website, e-Journal, and printed materials

Bronze $7,500
- Ten (10) Tickets
- One (1) Four Color Page Advertisement in Awards e-Journal
- Acknowledgment in event website, e-Journal, and printed materials

Reception Sponsor $12,500

Entertainment Sponsor $15,000
## ANNUAL SPONSORSHIPS

- **Platinum** $25,000  
- **Gold** $21,500  
- **Silver** $19,500  
- **Bronze** $15,500  
- **Corporate Partner** $10,000

## EVENT SPONSORSHIPS

<table>
<thead>
<tr>
<th>Event</th>
<th>Diamond</th>
<th>Ruby</th>
<th>Emerald</th>
</tr>
</thead>
<tbody>
<tr>
<td>Networking for Scholarships</td>
<td>$6,000</td>
<td>$3,750</td>
<td>$1,750</td>
</tr>
<tr>
<td>Partnership Awards Gala</td>
<td>$20,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BizConnect Powered By NYNJMSDC</td>
<td>$1,000</td>
<td>$800</td>
<td>$600</td>
</tr>
<tr>
<td>New York &amp; New Jersey Business Opportunity Exchanges</td>
<td>$10,000</td>
<td>$8,000</td>
<td>$600</td>
</tr>
<tr>
<td>Upstate NY Business Xchange &amp; Golf</td>
<td>$5,000</td>
<td>$3,000</td>
<td>$1,500</td>
</tr>
<tr>
<td>Golf Only</td>
<td>$2,500</td>
<td>$2,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>Xchange Only</td>
<td>$2,500</td>
<td>$1,000</td>
<td>$2,000</td>
</tr>
</tbody>
</table>

## Payments

Please be sure to check (x) the appropriate box. Preferred Payment Method: Company Check — Thank You

- **CHECK #:**
- **INVOICE?** □ YES □ NO
- **PURCHASE ORDER #:**

Credit card charges greater than $4,000 are subject to 3.25% fee. Please apply fee when processing your credit card.

---

**Mail Order Form and Payment to:** New York & New Jersey Minority Supplier Development Council, Inc.  
**Attn:** Maria Rosa, 65 W. 36th Street, 7th Floor, Ste.702, NY, NY 10018  
**Send via email:** mrosa@nynjmsdc.org
Your Direct Link
to Business Opportunities

CERTIFY
DEVELOP
CONNECT
ADVOCATE

New York & New Jersey Minority Supplier Development Council, Inc.
65 W. 36th Street
7th Floor, Ste 702
New York, NY, 10018

nynimsdc.org
f /NYNJMSDC
W @NYNJCouncil

P: 212 502 5663
F: 212 502 5807