

2024

CORPORATE SPONSORSHIP INFORMATION



Capital Region
Minority Supplier
Development Council



CRP Capital
Readiness
Program
Powered by the Minority Business Development Agency



OUR MISSION ENDURES

2024 will mark our 52nd year of connecting major global and local organizations with competitively viable minority-owned enterprises. Since its creation in 1972, the Capital Region Minority Supplier Development Council (CRMSDC), has worked tirelessly and diligently to promote the growth and competitiveness of our regional economy.

We are thankful for our relationship with your organization. We are honored that you have supported us and believe in our mission. **Our focus is to continue to add value for you and to seek new ways to support the goals of your organization.**

The purpose of this package is to provide you with the opportunity to continue your support of CRMSDC. In the past couple of years we have deployed our Business Tour segments with our “Get on the Metro” and “Get on the Plane” initiatives. We expanded our reach across regions and provided MBEs with the opportunity to do business with other corporations outside of our region and to introduce them to peers in another jurisdiction. We also have our “Breakfast with the President” series which has featured Erin Chamberlin, Regional President of Caesars Entertainment and Ricky Smith, CEO of the BWI Thurgood Marshall Airport. Our goal is to introduce other CEOs to the organization and to provide our members and suppliers with insights from the top. Our Super Matchmaker Conference proved to be a successful model, because you trusted us to get it right. We end each year with an incredible Leaders & Legends celebration at the beautiful MGM International Resort.

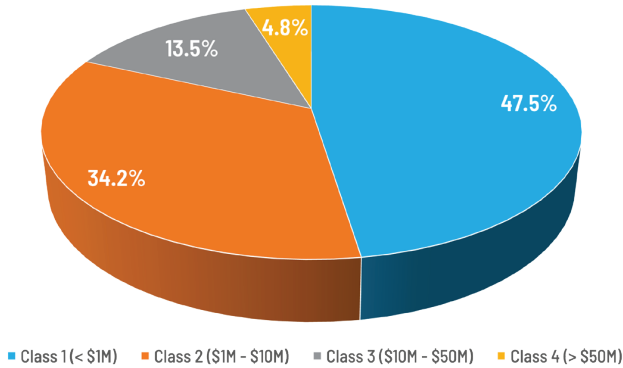
Your financial commitment is essential to the support of our programs. As a member, CRMSDC helps you to enhance, market and advance your minority development program by providing you with access to a pool of certified and qualified minority businesses. It also entitles you to numerous opportunities to network with your peers and take advantage of supplier diversity related offerings from our regional affiliate and the National Minority Supplier Development Council.

I hope you take the time to learn about the sponsorship or partnership opportunities available for 2024. When you are submitting your annual budget, we ask that you think of us and include a generous line item to further ensure our success.

Thank you again. We look forward to your commitment to the region’s most successful supplier diversity and inclusion organization!

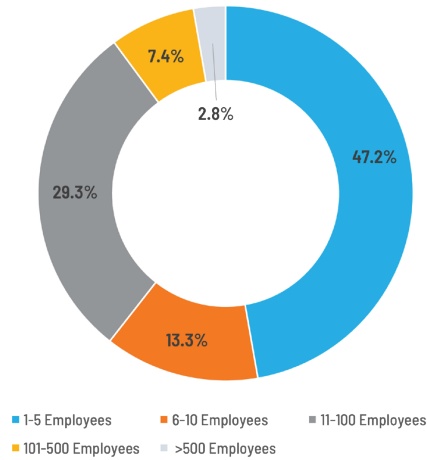
Sharon R. Pinder
President & CEO, CRMSDC

MBEs by Class / Revenue



52%
of CRMSDC MBEs have annual revenues over \$1 million

Number of Full-Time Employees

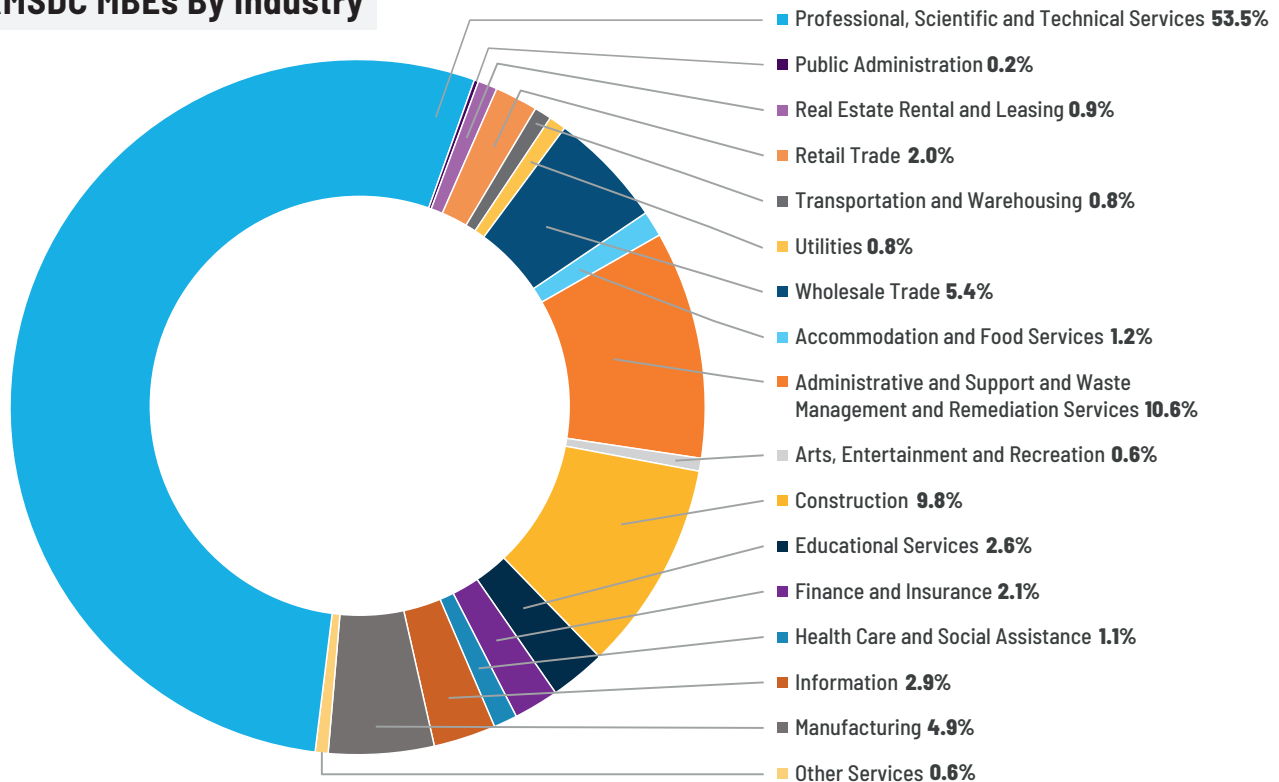


10%
of CRMSDC MBEs
have 100 or more
employees

29%
have 11 to 100
employees

60%
have 1 to 10
employees

CRMSDC MBEs By Industry



2024 CORPORATE MEMBERS

- | | | |
|--|--|--|
| AARP | Fairfax County Economic Development Authority | Peapod Digital Labs |
| American Red Cross | Fannie Mae | Pepco, An Exelon Company |
| Arctaris Impact Investors | Federal Reserve System | PNC |
| Association of American Medical Colleges (AAMC) | Freddie Mac | Potomac Edison FirstEnergy Corporation |
| Aston Carter | Georgetown University | Prince George's County Government |
| AstraZeneca Pharmaceuticals LP/ MedImmune | Grosvenor Americas | Salesforce |
| AT&T | Hilton | Science Applications International Corporation (SAIC) |
| Avolta | Horseshoe Casino, Baltimore | Siemens USA |
| BAE Systems, Inc. | Howard Hughes Medical Institute | Sodexo USA, Inc. |
| Baltimore City Mayor's Office of Minority and Women-Owned Business Development | Huntington Ingalls Industries, Inc. | Southern Maryland Electric Cooperative (SMECO) |
| Baltimore Gas & Electric Company, An Exelon Company | IDEMIA | Stride, Inc. |
| Baltimore-Washington International Thurgood Marshall Airport | International Monetary Fund | T. Rowe Price Group, Inc. |
| Bank of America | Johns Hopkins University | Truist Financial Corporation |
| Bechtel National, Inc. | Learning Without Tears | Tydings, LLC |
| Bloomberg Industry Group | Leidos, Inc. | Under Armour |
| Booz Allen Hamilton | Lockheed Martin Corporation | United States Postal Service, Inc. |
| Capital One | M&T Bank | University of Maryland Global Campus |
| CareFirst BlueCross BlueShield | Marriott International, Inc. | University of Maryland Medical System |
| Ciena Corporation | Maryland Governor's Office of Small, Minority & Women Business Affairs | USA Today |
| Common Securitization Solutions | McCormick & Company, Inc. | US Wind |
| Corvias | Metropolitan Washington Airports Authority | Voya Financial, Inc. |
| DC Water | Montgomery County Government | Washington Gas |
| Department of Small & Local Business Development (DSLBD) | Monumental Sports & Entertainment | Washington Metropolitan Area Transit Authority (WMATA) |
| Dominion Energy | Mortgage Bankers Association | WSSC Water |
| Exelon | NCS Pearson, Inc. | Wells Fargo |
| | National Education Association | The Whiting-Turner Contracting Company |
| | NEA Member Benefits Corporation | |
| | Northrop Grumman Corporation | |
| | Parsons | |



2024

PARTNERSHIP OPPORTUNITIES

CORPORATE TITLE SPONSOR

\$45,000

National and local corporate dues not included

Naming Rights on all Council Events

SUPER MATCHMAKER CAPITAL READINESS SUMMIT

- Full Access for 15 conference registration admissions
- Speaking opportunity during opening session
- Full page color ad in Conference Magazine
- Promotional signage at registration area and throughout venue
- Procurement Matchmaker participation
- Corporate Open Table Discussion Leader

BUSINESS GOLF OUTING AND GOLF CLINIC

- 2 - Foursome tickets
- 4 Golf Clinic tickets
- Corporate Roundtable Host
- VIP Seating at the Awards Luncheon
- Hole Signage
- Luncheon Sponsor

ANNUAL LEADERS & LEGENDS WITH SPECIAL AWARDS - SUPPLIER OF THE YEAR; TOP 100 MBE AWARD CEREMONY; CORPORATION OF THE YEAR, ETC.

- 20 Guest tickets and VIP Seating at Awards Ceremony
- 15 VIP invitations to special sponsor pre-award Reception
- Speaking opportunity and signage at special reception for sponsors
- Award presenter with speaking opportunity during ceremony
- Full page color ad in journal
- Title sponsor credit on signage
- Feature story on Council website
- On-screen logo projection at event

MINORITY BUSINESS DEVELOPMENT AGENCY

- Branding opportunity for Minority Business Development Week

WEB, PRINT AND DIGITAL ADVERTISING

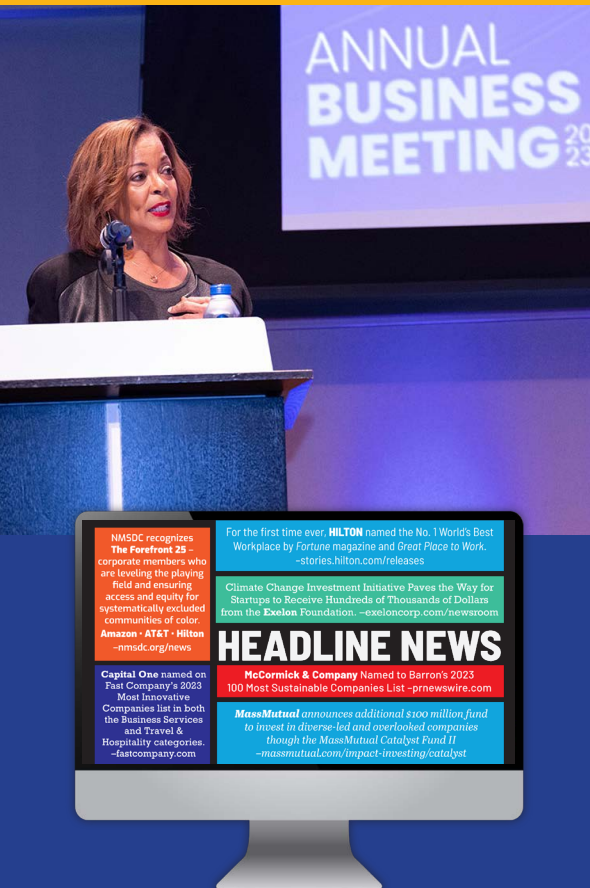
- Hyperlinked logo and link on website and social media applications
- Title sponsor placement in electronic promotional emails with logo throughout the year
- Logo on all print promotions
- Newsletter - special highlights throughout the year

ANNUAL REPORT AND ANNUAL MEETING

- 6 tickets to Annual Business Meeting
- Full page color ad - back page
- Speaking opportunity at general session

BUSINESS TOURS

- 2 Seats - Get on the Bus or Metro



PARTNERSHIP OPPORTUNITIES

CORPORATE SIGNATURE SPONSOR

\$35,000

National and local corporate dues not included



SUPER MATCHMAKER CAPITAL READINESS SUMMIT

- Full Access for 8 conference registration admissions
- Speaking opportunity during opening session
- Full page color ad in Conference Magazine
- Promotional signage at registration area and throughout venue
- Procurement Matchmaker participation
- Corporate Open Table Discussion Leader

BUSINESS GOLF OUTING AND GOLF CLINIC

- 2 - Foursome tickets
- 2 Golf Clinic tickets
- Corporate Roundtable Host
- VIP Seating at the Awards Luncheon
- Hole Signage
- Luncheon Sponsor

ANNUAL LEADERS & LEGENDS WITH SPECIAL AWARDS - SUPPLIER OF THE YEAR; TOP 100 MBE AWARD CEREMONY; CORPORATION OF THE YEAR, ETC.

- 10 Guest tickets and VIP Seating at Awards Ceremony
- 5 VIP invitations to special sponsor pre-award Reception
- Speaking opportunity and signage at special reception for sponsors
- Award presenter with speaking opportunity during ceremony
- Full page color ad in journal
- Signature sponsor credit on signage
- Feature story on Council website
- On-screen logo projection at event

MINORITY BUSINESS DEVELOPMENT AGENCY

- Branding opportunity for Minority Business Development Week

WEB, PRINT AND DIGITAL ADVERTISING

- Hyperlinked logo and link on website and social media applications
- Signature sponsor placement in electronic promotional emails with logo throughout the year
- Logo on all print promotions
- Newsletter - special highlight feature

ANNUAL REPORT AND ANNUAL MEETING

- 4 tickets to Annual Business Meeting
- Full page color ad - priority placement
- Speaking opportunity at general session



PARTNERSHIP OPPORTUNITIES

CORPORATE DIAMOND SPONSOR

\$30,000

National and local corporate dues not included



SUPER MATCHMAKER CAPITAL READINESS SUMMIT

- Full Access for 8 conference registration admissions
- Speaking opportunity from center stage
- Full page color ad in Conference Magazine
- Promotional signage at registration area and throughout venue
- Procurement Matchmaker participation
- Corporate Open Table Discussion Leader

BUSINESS GOLF OUTING AND GOLF CLINIC

- 1 - Foursome tickets
- 2 Golf Clinic tickets
- Corporate Roundtable Host
- VIP Seating at the Awards Luncheon
- Hole Signage

ANNUAL LEADERS & LEGENDS WITH SPECIAL AWARDS - SUPPLIER OF THE YEAR; TOP 100 MBE AWARD CEREMONY; CORPORATION OF THE YEAR, ETC.

- 8 Guest tickets and VIP Seating at Awards Ceremony
- 4 VIP invitations to special sponsor pre-award Reception
- Award presenter with speaking opportunity during ceremony
- Full page color ad in journal
- Diamond sponsor credit on signage
- Feature story on Council website
- On-screen logo projection at event

MINORITY BUSINESS DEVELOPMENT AGENCY

- Branding opportunity for Minority Business Development Week

WEB, PRINT AND DIGITAL ADVERTISING

- Hyperlinked logo and link on website and social media applications
- Sponsor placement in electronic promotional emails with logo throughout the year
- Logo on all print promotions

ANNUAL REPORT AND ANNUAL MEETING

- 2 tickets to Annual Business Meeting
- Full page color ad



PARTNERSHIP OPPORTUNITIES

CORPORATE PLATINUM SPONSOR

\$25,000

National and local corporate dues not included



SUPER MATCHMAKER CAPITAL READINESS SUMMIT

- Full Access for 6 conference registration admissions
- Half page color ad in Conference Magazine
- Promotional signage at registration area and throughout venue
- Procurement Matchmaker participation
- Corporate Open Table Discussion Leader

BUSINESS GOLF OUTING AND GOLF CLINIC

- 1 - Foursome ticket
- 1 Golf Clinic ticket
- Corporate Roundtable Host
- Hole Signage

ANNUAL LEADERS & LEGENDS WITH SPECIAL AWARDS – SUPPLIER OF THE YEAR; TOP 100 MBE AWARD CEREMONY; CORPORATION OF THE YEAR, ETC.

- 8 Guest tickets and VIP Seating at Awards Ceremony
- 4 VIP invitations to special sponsor pre-award Reception
- Award presenter with speaking opportunity during ceremony
- Half page color ad in journal
- Platinum sponsor credit on signage
- Feature story on Council website
- On-screen logo projection at event

MINORITY BUSINESS DEVELOPMENT AGENCY

- Branding opportunity for Minority Business Development Week

WEB, PRINT AND DIGITAL ADVERTISING

- Hyperlinked logo and link on website and social media applications
- Sponsor placement in electronic promotional emails with logo throughout the year
- Logo on all print promotions

ANNUAL REPORT AND ANNUAL MEETING

- 2 tickets to Annual Business Meeting
- Half page color ad



PARTNERSHIP OPPORTUNITIES

CORPORATE GOLD SPONSOR

\$15,500

National and local corporate dues not included



SUPER MATCHMAKER CAPITAL READINESS SUMMIT

- Full Access for 4 conference registration admissions
- Half page color ad in Conference Magazine
- Promotional signage at registration area and throughout venue
- Procurement Matchmaker participation
- Corporate Open Table Discussion Leader

BUSINESS GOLF OUTING AND GOLF CLINIC

- 2 tickets
- 1 Golf Clinic ticket
- Corporate Roundtable Host
- Hole Signage

ANNUAL LEADERS & LEGENDS WITH SPECIAL AWARDS – SUPPLIER OF THE YEAR; TOP 100 MBE AWARD CEREMONY; CORPORATION OF THE YEAR, ETC.

- 4 Guest tickets and VIP Seating at Awards Ceremony
- 2 VIP invitations to special sponsor pre-award Reception
- Award presenter during ceremony
- Half page color ad in journal
- Gold sponsor credit on signage
- Feature story on Council website
- On-screen logo projection at event

MINORITY BUSINESS DEVELOPMENT AGENCY

- Branding opportunity for Minority Business Development Week

WEB, PRINT AND DIGITAL ADVERTISING

- Hyperlinked logo and link on website and social media applications
- Sponsor placement in electronic promotional emails with logo throughout the year
- Logo on all print promotions

ANNUAL REPORT AND ANNUAL MEETING

- 1 ticket to Annual Business Meeting
- Half page color ad



PARTNERSHIP OPPORTUNITIES

CORPORATE SILVER SPONSOR

\$10,000

National and local corporate dues not included



SUPER MATCHMAKER CAPITAL READINESS SUMMIT

- 2 conference registration admissions
- Procurement Matchmaker participation
- Open Table Discussion Leader

BUSINESS GOLF OUTING AND GOLF CLINIC

- 1 Golf Clinic ticket
- Hole Signage
- Corporate Roundtable Host

ANNUAL LEADERS & LEGENDS AND TOP 100 MBE AWARD CEREMONY

- 2 Guest tickets to VIP Reception and Awards Ceremony
- Silver sponsor credit on signage
- Priority seating

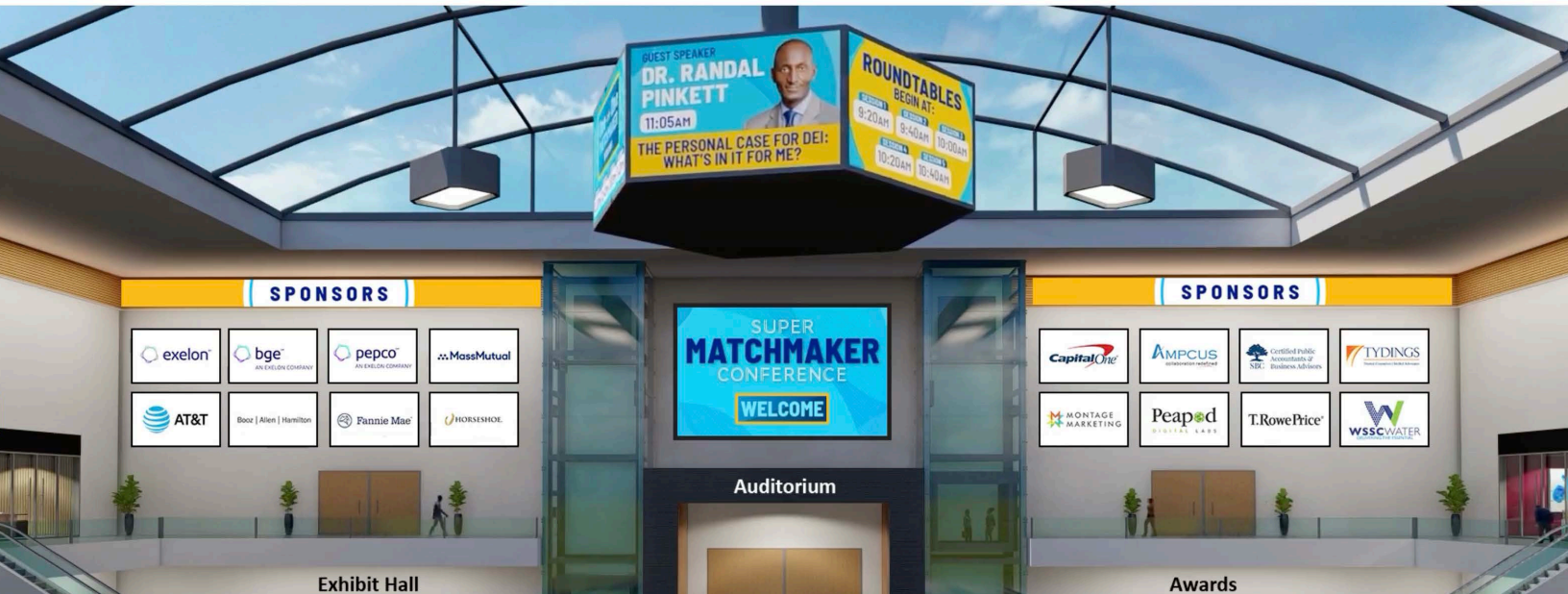
WEB, PRINT AND DIGITAL ADVERTISING

- Hyperlinked logo and link on website
- Sponsor placement in electronic promotional emails with hyperlinked logo
- Logo on all print promotions

ANNUAL REPORT AND ANNUAL MEETING

- 1 ticket to Annual Business Meeting
- Half page color ad in journal

Lobby Agenda Navigation Video Auditorium Roundtable Exhibit Hall Event Resources Information Desk Leaderboard Award Ceremony Tech Help



PARTNERSHIP OPPORTUNITIES

A LA CARTE SPONSORSHIPS

ECONOMIC IMPACT STUDY

\$8,500

Regional procurement study that identifies the availability and utilization of regional minority businesses

BUSINESS OPPORTUNITY TOURS

\$8,000

The business tours provide the opportunity to network with MBEs and corporations. It also provides the opportunity to obtain direct procurement plans from executives or high-level officials.

- Get on the Bus Business Tour
- Get on the Plane Business Tour (Southwest Airlines)
- Get on the Metro Business Tour

BREAKFAST WITH THE PRESIDENT

FEATURING CEOs SERIES

\$8,000 • HOST SPONSOR

Have breakfast and coffee with CRMSDC CEO and other CEOs from around the region

EXECUTIVE INDUSTRY FORUM SERIES

\$8,000

Branding opportunity for Minority Business Development Week

RED CARPET SPONSOR

\$5,000

- Signage on red carpet during major events
- Half page ad

WEBSITE SPONSOR

\$6,500

- Company Name prominently displayed for 1 Year
- Link to your Supplier Diversity Web page or Business Website
- Feature story in newsletter

CUSTOMIZED SUPPLIER DIVERSITY PROFESSIONALS WORK GROUP

\$3,500

Share best practices around minority business inclusion

NMSDC ADVANCED MANAGEMENT

EDUCATION PROGRAM SPONSOR

PRICED PER PROGRAM

Select a CRMSDC certified MBE to attend NMSDC executive education programs conducted by Tuck, Kellogg and the University of Washington

CUSTOMIZED MATCHMAKING PACKAGE

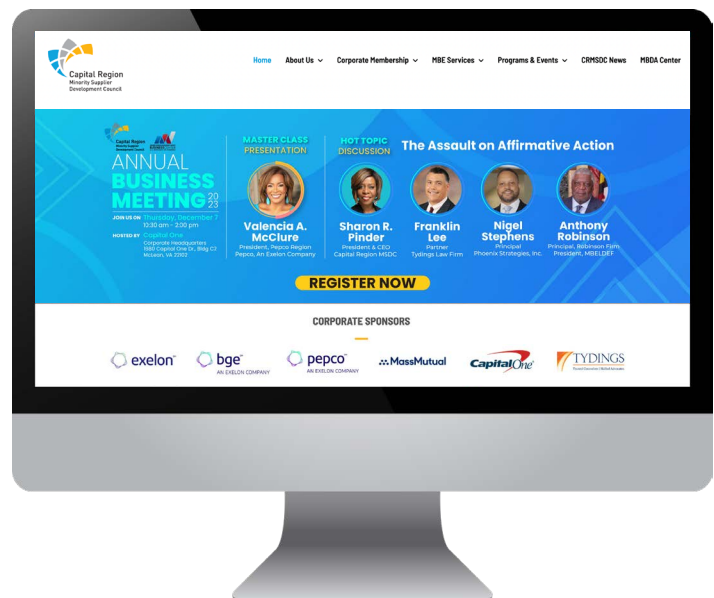
PRICED PER CUSTOMER

CRMSDC will manage your company's matchmaker session targeting MBEs specific to your company's needs

VENUE HOST

COST OF FOOD AND BEVERAGE

- Company name prominently displayed as host
- 2-3 minute welcome on event program



BECOME A SPONSOR TODAY!

CALL
301.593.5860

CLICK
www.crmsdc.org

EMAIL
membership@crmsdc.org



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Minority Supplier
Development Council

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