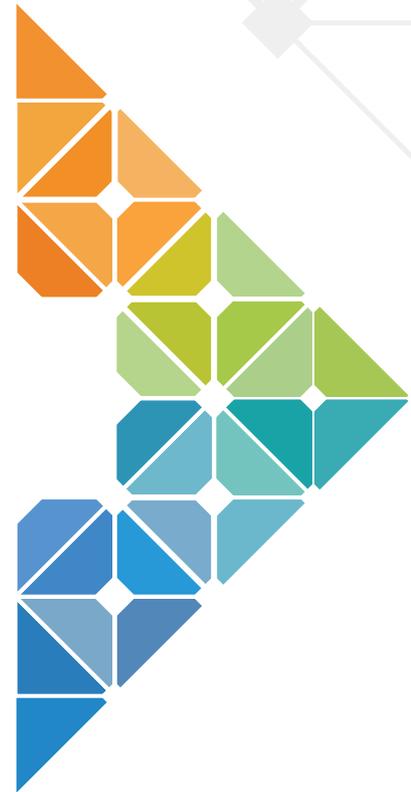


MINORITY SUPPLIER DEVELOPMENT
INVESTING IN THE
FUTURE

2016 NMSDC
CONFERENCE+
BUSINESS OPPORTUNITY EXCHANGE

OCT 23 - 26 - CHICAGO, IL



WE INVITE YOU TO JOIN US!

It is our pleasure to invite you to join your peers, colleagues and business partners in Chicago, Illinois, October 23 - 26, for the 2016 National Minority Supplier Development Council (NMSDC) Conference and Business Opportunity Exchange at McCormick Place Lakeside Center. The Conference theme is "Minority Supplier Development: Investing in the Future."

Participate among the 6,000 procurement executives, supplier diversity professionals, Asian, Black, Hispanic and Native American business owners, government officials and other special guests from the U.S. and abroad who will attend the NMSDC Conference. The Conference offers the best of meetings, special events, minority business and supplier diversity's most senior corporate influencers.

We are also pleased to continue our partnership with the Minority Business Development Agency (MBDA) to bring you *National Minority Enterprise Development (MED) Week* programming in conjunction with the NMSDC Conference. *Powered by MBDA* learning sessions will feature the latest information and trends on federal procurement, international trade and technology innovation. MBDA shares our commitment to creating opportunity, building networks, and acknowledging the outstanding achievements of minority firms and advocates.

Visit NMSDCConference.com today to learn more about the educational sessions, networking and other opportunities that will await you at the Conference. This year's Conference program, coupled with the Business Opportunity Exchange, is an event you can't afford to miss!

Be sure to register by **September 2** to take advantage of savings on registration and booth fees.

Thank you for your continued support. We look forward to seeing you in Chicago!



Joset Wright-Lacy
President
NMSDC



Joseph R. Hinrichs
Chairman
NMSDC

Executive Vice President and
President, The Americas
Ford Motor Company



Corporate Co-Chair



Corporate Presenting Sponsor



Corporate Platinum Sponsor



MBE Co-Chair



MBE Presenting Sponsor



MBE Platinum Sponsor

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Conference Printing Sponsor:





FRIDAY, OCTOBER 21

9 a.m. - 4 p.m.
Exhibitor Setup

SATURDAY, OCTOBER 22

9 a.m. - 4 p.m.
Exhibitor Setup

NMSDC Committee Meetings

Noon - 5 p.m.
Registration

SUNDAY, OCTOBER 23

8 a.m. - 5 p.m.
Emerging Young Entrepreneurs Program (EYE)

9 a.m. - 12 p.m.
MBE "Boot Camps"

9 a.m. - 4 p.m.
Exhibitor Setup

NMSDC Committee Meetings

9 a.m. - 5 p.m.
Registration

10 a.m. - 3 p.m.
MBE Business Wellness Checkups

1 - 5 p.m.
MBE Opportunity Accelerator

7 - 10 p.m.
Welcome to Chicago Reception

MONDAY, OCTOBER 24

6:30 a.m. - 5 p.m.
Registration

7:30 - 8:45 a.m.
Power Breakfast

9 a.m.
Ribbon - Cutting Ceremony

9 a.m. - 12:15 p.m.
Business Opportunity Exchange

9:30 a.m. - 5:05 p.m.
Information Appointments

10 a.m. - 3 p.m.
MBE Business Wellness Checkups

12:30 - 1:45 p.m.
Luncheon

2 - 6 p.m.
Business Opportunity Exchange

8 - 11 p.m.
Peer-to-"Pier" Networking Reception

TUESDAY, OCTOBER 25

7 a.m. - 3 p.m.
Registration

7:30 - 8:45 a.m.
Networking Continental Breakfast

8 a.m. - 5 p.m.
Emerging Young Entrepreneurs Program (EYE)

9 - 10 a.m.
Plenary Sessions

10:15 a.m. - 12:30 p.m.
Concurrent Workshops

12:45 - 2 p.m.
Luncheon

2:15 - 4:15 p.m.
Signature Sessions
2:15 - 5:15 p.m.
NMSDC Matchmaking Event
(By Invitation only)

4:30 - 7 p.m.
Connect Zone

WEDNESDAY, OCTOBER 26

7 - 8:15 a.m.
Networking Continental Breakfast

7 a.m. - 1 p.m.
Registration

7:30 - 10:00 a.m.
BCF Breakfast and Board Meeting

8 a.m. - 12:30 p.m.
Emerging Young Entrepreneurs Program (EYE)

8:30 - 9:30 a.m.
Plenary Session

9:45 - 10:45 a.m.
Concurrent Workshops

11 a.m. - 12:30 p.m.
NMSDC National Corporate
Members' Meeting

11 a.m. - 4 p.m.
Connect Zone

12:45 - 2 p.m.
Luncheon

2:15 - 3:45 p.m.
NMSDC Board of Directors' Meeting

6 - 7 p.m.
Awards Banquet Reception
Hyatt Regency Chicago

7 - 9:30 p.m.
Awards Banquet
Hyatt Regency Chicago

10 p.m. - Midnight
Farewell Reception
Hyatt Regency Chicago

Schedule subject to change.

1 CONDUCT BIG BUSINESS!

As an exhibitor or walk-through participant, the tradeshow featuring more than 750 booths is designed just for you. Make contact with companies showcasing the most innovative products, technologies, services and solutions.

There is no substitute for face-to-face contact with a prospective client or customer.

2 BREAKTHROUGH IDEAS!

Attend the nation's premier forum on minority supplier development and return to your workplace bursting with new ideas and enthusiasm. Choose from more than 20 powerful workshops and plenary sessions on the most current issues, pivotal industry topics and trends. Experience hundreds of the best ideas in supplier diversity and selling to the corporate and government market.

3 ACCESS TO SUCCESS!

Meeting well-connected people is the most valuable aspect of the Conference. Interact with hundreds of industry executives and minority business owners... professionals like yourself.

4 CUTTING-EDGE SIGNATURE SESSIONS AND DISCUSSIONS!

Learn from the best thought leaders. Talk with your peers with similar interests, share your experiences and brainstorm for creative solutions to everyday challenges.

5 EXPAND AND DIVERSIFY BUSINESS FOOTPRINT!

Join the U.S. Department of Commerce, Minority Business Development Agency (MBDA) as they host "Powered by MBDA" sessions and workshops. Meet industry experts from the federal government and take a closer look at trends in exporting and federal procurement, as well as opportunities in technology innovation.

6 NETWORK FROM DAWN TO DUSK!

NMSDC Conference events are networking forums as well as opportunities to conduct business. Take a break from formal sessions rejuvenate and connect to your colleagues at multiple informal networking opportunities, including evening receptions and meal functions. Fun is good for business too!

7 BUILD (AND GROW) RELATIONSHIPS!

Build your business or improve your corporate purchasing activity by meeting with the people you need to know to get your job done. Schedule appointments with procurement representatives or MBEs during your free time.

8 GET THE BEST BUSINESS VALUE FOR YOUR \$\$\$!

The full Conference registration fee includes Conference materials, all program sessions, meal functions, the Business Opportunity Exchange and special events. There is no additional charge for any official NMSDC Conference function!

9 EARN CPSM®, CPSD™, C.P.M. AND A.P.P CREDIT!

Attend the NMSDC Conference and earn continuing education hours that may be applied toward Institute for Supply Management (ISM) CPSM®, CPSD™ and C.P.M. recertification and/or A.P.P. reaccreditation program requirements.

10 GET A TAX DEDUCTION

Attendance at this event may be considered a tax-deductible educational expense. Consult your tax advisor for more information.



National Minority Supplier Development Council
 1359 Broadway, Suite 1000
 New York, New York 10018
 212-944-2430
 www.NMSDC.org

Mission

NMSDC is the global leader in advancing business opportunities for certified Asian, Black, Hispanic and Native American business enterprises and connecting them to corporate members. One of the country's leading corporate membership organizations, NMSDC was chartered in 1972 to provide increased procurement and business opportunities for minority businesses of all sizes.

National Network

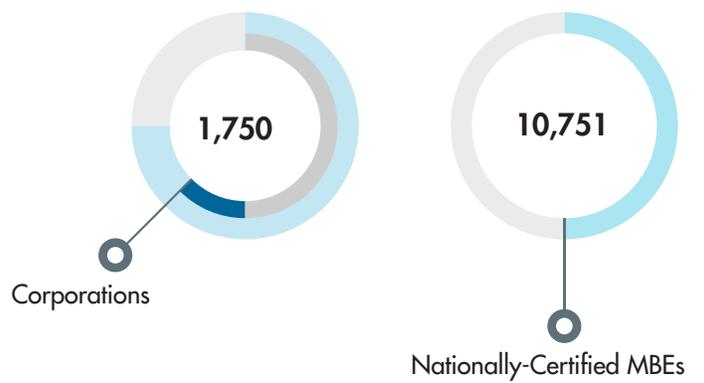
The NMSDC Network includes a national office in New York City and 23 affiliate regional councils across the country. There are approximately 1,700 corporate members throughout the network, including America's top publicly-owned, privately-owned and foreign-owned companies, as well as universities, hospitals and other major purchasing institutions. The regional councils certify and match 11,000 Asian, Black, Hispanic and Native American-owned businesses with member corporations that want to purchase their products, services and solutions.

Economic Impact

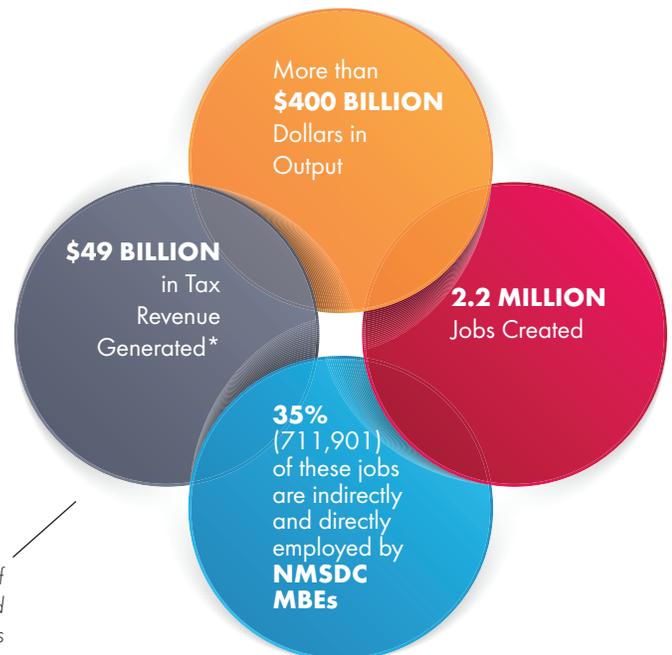
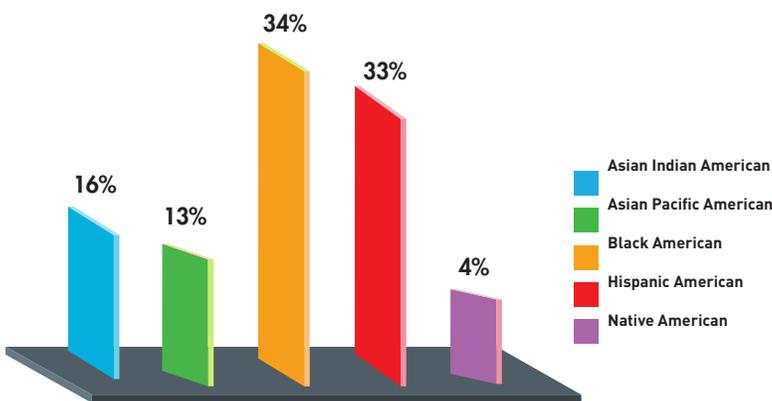
NMSDC-certified minority business enterprises (MBEs) produce more than \$400 billion in annual revenue and actively employ, either directly or indirectly, approximately 2.2 million people in the United States. Additionally, minority-owned businesses contribute close to \$49 billion in local, state and federal tax revenues.

Our Certified MBEs

NMSDC has 11,000 certified MBEs, with 73 percent of the firms owned by males and 27 percent owned by females. Our MBEs represent a broad range of industries in support of the global corporate supply chain.



**NMSDC is transferring its minority supplier (MBE) database to the newly created NMSDC Central. This process has created a temporary discrepancy in MBE accounting versus last year.*



** for the benefit of local, state, and federal governments*

Source: 2014 Economic Impact Report; Scott Anthony Vowels, PhD



NMSDC affiliate regional councils **certify** Asian, Black, Hispanic and Native American-owned business enterprises after screening, interviews and site visits.

NMSDC Central® is the platform for NMSDC's national database of 11,000 certified minority suppliers.

NMSDC provides referrals to corporate buyers of minority suppliers capable of providing quality products, services and solutions.

Corporate Plus® is a membership program for minority businesses with proven capability to execute national contracts.

Corporate Plus® Reception Sponsor:

The Coca-Cola Company

Corporate Plus® Forum Sponsor:



The **Business Consortium Fund (BCF)** provides working capital loans and access to specialized financing to NMSDC-certified minority businesses with supplier/vendor relationships with NMSDC national and regional corporate members.

The **Growth Initiative** creates a certification category for minority-controlled firms that allows NMSDC-certified MBEs to retain minority status and control while accepting equity capital from institutional investors.

Advanced Management Education Program (AMEP) is a four-day customized executive education offering at Northwestern University's Kellogg School of Management with highly intensive training and technical assistance for CEOs of minority-owned firms.

Minority Business Executive Program (MBEP) is a one-week intensive course offered in partnership with the University of Washington's Foster School of Business. The program features an interactive curriculum focused on finance and accounting; human resource management; leadership; marketing and brand strategy; and relationship strategic thinking.

The **Business Opportunity Exchange** is a platform for minority suppliers to present their company's products, services and solutions to hundreds of prospective buyers in one location.

Continuing Education Seminars are available annually to national and regional corporate members in support of minority supplier development.

Networking opportunities allow suppliers to engage directly with appropriate purchasing agents.

The **Global-Link International Program** guides development of a worldwide network of non-governmental organizations that provide linkages between historically-excluded businesses and corporate buyers abroad. NMSDC international partners are located in Australia, Canada, China, South Africa and the United Kingdom.

The invitation-only **Program Connect Reception** is exclusively for participants and graduates of NMSDC programs. This event has been designed for you to network and develop long-term relationships. Build your social capital and leverage relationships, and learn more about NMSDC.

Awards and special recognition for exemplary leadership among corporate members, MBEs and affiliate regional councils are presented at the NMSDC Leadership Awards in May and at the Conference and Business Opportunity Exchange in the fall.



Alejandra Y. Castillo, Esq.
National Director
Minority Business
Development Agency



Albert K. Shen
National Deputy Director
Minority Business
Development Agency

The Minority Business Development Agency (MBDA) is honored to celebrate Minority Enterprise Development (MED) Week in partnership with the National Minority Supplier Development Council at the 2016 NMSDC Conference and Business Opportunity Exchange.

The 2016 National MED Week celebration, recognized at the NMSDC Conference, will feature several *Powered by MBDA* workshops and seminars with a focus on federal programs. In addition, various federal agencies will also exhibit together in an area of the Business Opportunity Exchange known as Federal Gateway.

Celebrating MED Week

Since 1983, every president has issued a Presidential Proclamation designating a National Minority Enterprise Development (MED) Week to recognize the contributions of the minority business community to the U.S. economy. MBDA has led the National MED Week program to convene minority business leaders, government officials, corporate executives, and thought leaders; honor outstanding Minority Business Enterprises (MBEs) and advocates; promote business opportunities; and report industry trends. This year, President Obama will proclaim National MED Week in October in 2016.

MBDA Mission

For nearly 50 years, the U.S. Department of Commerce Minority Business Development Agency (MBDA) has led Federal Government efforts to provide support to our nation's fastest growing business sector - MBEs. With eight million minority-owned firms operating in the United States, MBDA serves as a catalyst to ensure the continued growth and global competitiveness of MBEs. Our programs and initiatives, as well as our efforts to advance public policy to support this important business cohort, are focused on providing increased access to capital, contracts, and markets—pillars of MBDA's strategic focus.

MBDA Business Centers

Through our national network of MBDA Business Centers, we provide customized business development services that help minority firms expand their customer base, enter new markets, and gain greater access to capital and contract opportunities. We have made it our business to help you cultivate yours - MBDA is where businesses come to GROW!

Conference Headquarters

The **McCormick Place Lakeside Center** is headquarters for the 2016 NMSDC Conference and Business Opportunity Exchange. The Business Opportunity Exchange, meal functions and all educational sessions will be held at the convention center. The Awards Banquet Reception, Awards Banquet and Farewell Reception, as well as the pre- and post-Conference constituent group meetings will be held at the **Hyatt Regency Chicago**. Please refer to the Conference At A Glance for more details.

McCormick Place Lakeside Center

2301 S. Lake Shore Drive
Chicago, Illinois 60616
<http://mccormickplace.com/attendees/attendees.php>
312-791-7000

Hydration Stations Sponsor:



Chicago, Illinois Weather

The average daily temperatures for October range from a low of 44° to a high of 60°.

Attire

Business attire is the standard meeting dress code. The attire for the Awards Banquet is black tie.

While we attempt to keep the meeting rooms at comfortable temperatures, we recommend that all attendees carry a sweater, shawl or light jacket for your comfort.

Entertainment and Hospitality Suites

NMSDC requests that there be no conflict between individual or company entertainment or other activity and the hours of any official Conference program session or activity.

We ask that hospitality suites remain closed during any period when Conference program activities are in progress.

Food Allergies/Dietary Restrictions

NMSDC strives to accommodate guests with special diets. When you register for the Conference, please share your dietary restrictions to help us prepare accordingly. Many of our meals are self-serve buffet-style and include enough alternatives to accommodate most diet

requirements and preferences. For plated meals, a limited number of alternative meals (e.g. vegetarian, vegan, gluten-free, etc.) are available on a first-come, first-served basis. Advise your server of any dietary restrictions when you arrive at your table to learn your entrée options.

Please note that our caterers do not have separate kitchens to prepare allergen-free items or separate dining areas for guests with allergies or intolerances. Therefore, we cannot guarantee that cross contact with allergens will not occur.

Responsible Drinking Policy

All NMSDC-sponsored receptions offer non-alcoholic beer and soft drinks, in addition to alcoholic beverages. No alcohol will be served to anyone under the age of 21.

The NMSDC Conference Online

Please visit www.NMSDCConference.com for the most up-to-date Conference information. Download the NMSDC mobile app (available in the App Store or Google Play store) for the most up to date information.

Mobile App Sponsor:



Cancellation and Refund Policy

All cancellations are subject to a \$100 processing fee.

Requests for cancellations must be made in writing to NMSDC and postmarked by September 30, 2016 for registrants to receive a refund. No refunds will be made for cancellations postmarked after September 30, 2016, or for no-shows.

Consent to Use of Photographic Images

Registration and attendance at, or participation in, NMSDC meetings and other activities constitute an agreement by the registrant to NMSDC's use and distribution (both now and in the future) of the registrant or attendee's name, likeness, image, voice, comments and/or appearance in any and all media, including the internet, for any purpose consistent with the NMSDC's mission, without compensation.

Sponsorship Opportunities

As an NMSDC-certified minority-owned business or national/local corporate member, position your company for greater visibility with a strategic sponsorship at the 2016 NMSDC Conference and Business Opportunity Exchange - the nation's premier supplier diversity event. For more information, please contact Maureen Simonette, Director of Development and Member Services, at Maureen.Simonette@NMSDC.org or 212-944-2430, ext. 118.

Be an Advertiser

Promote your company's supplier diversity program or your products, services and solutions with an ad in the official Conference Journal. For more information, please contact LaQuita Moore at LaQuita.Moore@NMSDC.org or 212-944-2430, ext. 135.

Corporate Membership

Join the hundreds of corporations dedicated to minority supplier development and become an NMSDC national corporate member today. For more information, please contact Maureen Simonette, Director of Development and Member Services, at Maureen.Simonette@NMSDC.org or 212-944-2430, ext. 118.

NMSDC Industry Groups

NMSDC facilitates the creation of informal networks of leadership companies concerned with issues related to minority supplier development. These industry groups represent hundreds of national member companies in such sectors as advertising, entertainment media and sports; automotive; consumer products; financial services; food and beverage; healthcare; manufacturing suppliers, petrochemical and energy; professional services; retail and apparel; technology; transportation and utilities. Membership is by invitation only to national corporate members.

Volunteer Center Sponsor:





Bootcamp for MBEs

Session for Classes 1 and 2 (< \$10 Million)

Collaboration for Success and Growth

9 a.m. - 12 p.m.

One of the important challenges facing MBEs is their ability to collaborate with other businesses to successfully win larger contracts. Build capacity through collaborative relationships to meet the needs of corporations. This three-hour session explores the principles of successful collaboration. We will use two interactive small group exercises to help participants understand these principles. Participants will gain insight into how to establish successful collaborations and joint ventures with other enterprises.

Seats are limited and are available on a first-come, first-served basis.

Session for Classes 3 and 4 (\$10+ Million)

9 a.m. - 12 p.m.

MBEs prosper and grow to scale when they successfully create and deliver real value for their customers. This three-hour session is all about your business. We'll focus on whether you're choosing the right customers, following a strategy that makes sense for your company, and managing the enterprise in a way that brings you profitability and repeat business. You will be given a diagnostic questionnaire that allows you to evaluate the strengths of your business and the areas that need improvement.

Seats are limited and are available on a first-come, first-served basis.

MBE Opportunity Accelerator

1 - 5 p.m.

The National MBE Input Committee invites you to attend its General Body Meeting. In addition to your attendance, there will be MBEs, Council staff, Corporate representatives, and other stakeholders. Presenters will share corporate opportunities, growth opportunities, and relationship/networking opportunities. Don't miss this occasion to connect, develop, and grow! Tell and bring others - all are welcome! Looking forward to seeing you there!

MBE Business Wellness Checkups

10 a.m. - 3 p.m.

The MetLife Business Wellness program will provide MBEs with advisory services around ensuring their business model is secure and sustainable. Participants must be NMSDC-Certified in order to participate in this program. MBEs registered by September 2 will receive sign-up information. **Space is limited.**

Co-Sponsor:

MetLife

Emerging Young Entrepreneurs Program (EYE)

Created in partnership with McPherson|Berry and MetLife, this unique five-day program will be taking place during the NMSDC Conference and Business Opportunity Exchange, to provide a pipeline of minority millennial entrepreneurs to become certified, innovative and successful MBEs. Participants are engaged pre- and post-conference to continue the development and track progress. Minority millennial entrepreneurs and potential corporate mentor sponsors email Conference@NMSDC.org to express interest in the program.

Co-Sponsor:

MetLife

Welcome to Chicago Reception

7 - 10 p.m.

The Field Museum

Welcome to Chicago! Join us at the intriguing Field Museum for an evening of networking and discovery. Overlooking beautiful Lake Michigan and the Chicago skyline, the museum will host an evening filled with lively entertainment and delicious fare as you catch up with old colleagues while making lasting new connections.

Business attire is recommended.

Co-Sponsor:

BMW GROUP
Plant Spartanburg



Additional sponsorships are available for this event. Contact Maureen.Simonette@NMSDC.org for details.



The Monday Power Breakfast and Luncheon are the springboards to discussion and interaction with your peers. Build your social capital at these bustling Monday activities! The Monday Power Breakfast and Luncheon springboard discussion and interaction with fellow participants. Find your newest client or supplier in the Business Opportunity Exchange. Conclude the day making connections and sharing experiences, while enjoying entertainment, food and fun.

Monday Power Breakfast

7:30 - 8:45 a.m.

The Monday Power Breakfast, featuring a keynote speaker, kicks off the first full day of activities.

Co-Sponsor:



Additional sponsorships are available for this event.

Contact Maureen.Simonette@NMSDC.org for details.

Information Appointments

9:30 a.m. - 5:05 p.m.

Buyer-supplier group meet and greet appointments. See Page 17 for more details.

MBE Business Wellness Checkups

10 a.m. - 3 p.m.

Business wellness checkups for MBEs continue on the tradeshow floor! See page 10 for more details. **Space is limited.**

Co-Sponsor:



Monday Luncheon

12:30 - 1:45 p.m.

Pause from the tradeshow to "do lunch" with colleagues and gain valuable insights from the keynote address.

Sponsors:



Additional sponsorships are available for this event.

Contact Maureen.Simonette@NMSDC.org for details.

Peer-to-"Pier" Networking Reception

8 - 11 p.m.

Navy Pier

Come relax after a long day at Chicago's iconic Navy Pier. The majestic Aon Ballroom will set the scene for a night to remember. We invite you to an evening celebrating the music and a taste of Chicago, all while connecting with your fellow professionals. **Casual chic attire is suggested.**

Sponsors:



Additional sponsorships are available for this event.

Contact Maureen.Simonette@NMSDC.org for details.



Business Opportunity Exchange Sponsors:



HONDA

human energy



TOYOTA

Headshot Studio Sponsor:

NISSAN

Business Opportunity Exchange Directory Co-Sponsor:



FIAT CHRYSLER AUTOMOBILES

Additional sponsorships are available. Contact Maureen.Simonette@NMSDC.org for details.

Whether you're an exhibitor or walking the show floor, you'll discover that the 2016 Business Opportunity Exchange offers the most comprehensive forum for conducting business. Your participation is also a great opportunity to demonstrate your company's diversity and inclusion efforts.

Build relationships as you connect with the hundreds of corporate and minority exhibitors at the 2016 NMSDC Business Opportunity Exchange on Monday, October 24, at the McCormick Place Lakeside Center.

The largest national procurement event of its kind, this one-day event features nearly 500 exhibitors who showcase their innovative products, services and solutions and is attended by hundreds of key procurement executives and top minority businesses. More than 750 booths are available for exhibitors in all product and service areas.

Buyers can acquaint themselves with the capabilities of Asian, Black, Hispanic and Native American suppliers who are ready to provide products, services and solutions to major corporations, hospitals, universities and other buying organizations.

The Business Opportunity Exchange allows minority business owners to cluster numerous sales calls with dozens of Fortune 500 companies and other buying institutions. It's the only place you can accomplish so much—so conveniently.

More than 6,000 corporate executives, institutional buyers and minority business owners representing every state and industry group are expected to attend.

Booth Fees

	Before 9/2/16	After 9/2/16
National Corporate Members/Government Agencies	\$1,500	\$1,750
Local Corporate Members	\$1,750	\$2,000
NMSDC-Certified Minority-Owned Businesses/ NMSDC Regional Councils/Resource Organizations	\$1,000	\$1,250

If you are interested in profitable trade show marketing, please contact Nicole Hambric, CEM, Exhibit Manager, at Nicole.Hambric@NMSDC.org or 212-944-2430, ext. 138.

Exhibiting at the NMSDC Business Opportunity Exchange is one of the most cost-effective decisions you can make for your business.

Quick Facts for Exhibitors

- NMSDC-Certified Minority-Owned Businesses, NMSDC Regional Councils, Resource Organizations, National Corporate Members, Local Corporate Members and Government Agencies are eligible to exhibit
- Booths are assigned on a first-come, first-served basis
- Booth fees do not include conference registration, meal or event tickets, which are available for purchase on a first-come, first-served basis
- Only one business may be displayed per booth
- No direct selling or order taking

What's Included with Your Booth Purchase

- 10' x 10' booth with an 8' high back drape and 3' high side drapes
- One draped 6' skirted table, two chairs and one wastebasket
- Carpet
- Listing in the Official Exhibitor Directory
- Three "Exhibit Staff Only" badges per 10' x 10' booth space
- Identification sign with company name and booth number
- 400 character description on the NMSDC mobile app and web

Show Schedule

Set Up	Show Day	Move Out
Friday, October 21 8 a.m. - 4 p.m.	Monday, October 24 Ribbon-Cutting Ceremony 9 a.m.	Monday, October 24 6 - 11 p.m.
Saturday, October 22 8 a.m. - 4 p.m.	Business Opportunity Exchange 9:15 a.m. - 12:15 p.m.	Tuesday, October 25 7 a.m. - Noon
Sunday, October 23 8 a.m. - 4 p.m.	Business Opportunity Exchange 2 - 6 p.m.	

Payment Terms

- Payment must be made in full and accompanied by a signed contract.
- Payments postmarked after September 2, 2016 must be by cashier's check, certified bank check, money order or American Express, Discover, MasterCard or Visa credit card.
- All invoices must be requested by September 2, 2016. Payments of invoiced booth fees must be paid by September 2, 2016.
- Requests for cancellations must be made in writing to NMSDC and postmarked by September 30, 2016, to receive refund. All cancellations are subject to a \$100 processing fee. No refunds will be made for cancellations postmarked later than September 30, 2016 or for no-shows.

An exhibitor service manual will be sent to all confirmed exhibitors by August 15.

21st Century Expo Group, an NMSDC-certified minority-owned business, is the official exhibit service contractor for the 2016 NMSDC Conference and Business Opportunity Exchange.



Networking Continental Breakfast

7:30 - 8:45 a.m.

Begin your day right by networking with purchasing executives, supplier diversity professionals and minority business owners.

*Sponsorships are available for this event.
Contact Maureen.Simonette@NMSDC.org for details.*

Plenary Sessions

9 - 10 a.m.

Beyond Procurement: Weaving Supplier Diversity into the Corporate Ecosystem

By infusing supplier diversity into their main business processes, forward-thinking companies are leading in a multicultural marketplace in unique and creative ways. Some have developed strong relationships with minority business owners and are reaping the benefits. The C-suite panel will provide insights on how they aligned supplier diversity goals and demographic trends, with strategic initiatives to help capitalize on the opportunities presented by supplier diversity.

Sponsors:



Are MBE's Ready for the "Internet of Things' IoT and "Big Data" Industries of the Future

Since 2008, more objects than people have been connected to the Internet via "smart" devices that help people manage their lives and communicate through cars, home, appliances, and more. These devices also collect data that impact the development of new products and services.

This year there will be 4.9 billion objects connected and that number will skyrocket to 50 billion by 2020. Imagine how the "Internet of Things" (IoT) has opened the door to endless possibilities in the U.S. marketplace.

How will the IoT change what consumers want, how goods are manufactured, and how companies re-configure their supply chains? In order to ride this next wave of groundbreaking innovation, minority-owned businesses must be ready and at the forefront of the technological frontier. Are you ready?



Tuesday Workshops

10:15 - 11:15 a.m.

T1 Building Global Cultural Acumen in Business and Community

Building Global Cultural Acumen™ (BGCA) is a tailored interactive diversity session for participants of the NMSDC who need to navigate across cultures in business and community.

This session is designed to help participants become aware of global and domestic diversity trends and their cultural paradigm, how their business/profession is affected; leadership of teams; interaction with others; and critical skills needed in a rapidly changing world.

T2 How to Gain a Competitive Advantage in Global Markets

With a 95% percent of the world's purchasing power outside of the U.S. borders, MBEs must remain competitive in the global market place. This panel provides an understanding on how to gain a competitive advantage in high growth markets. Topics covered will include global supply chains, trade agreements, and Federal Government resources.



T3 Cybersecurity: Improve Your Cybersecurity Posture to Increase Revenue

The risk of data theft continues at an alarming rate, so what can you do to protect your organization and your supply chain? Understand cyber threat, ways to manage the threat, with solutions and tips to improve cyber security posture. Pivot from a cyber expense mind-set to actions that increase revenues by fostering Cyber Security Leadership and responsibility across all employees and customers in your supply chain.

T4 Navigating the Corporate Procurement Process

This workshop is designed to help participants gain insight on the entire procurement process and manage each stage from sourcing through the post-deal relationship. Participants will learn about new trends in the industry, important differences between public and private sourcing processes, as well as reflect on best practices for engaging with sourcing, contracting, and supplier diversity professionals.

11: 30 a.m. - 12:30 p.m.

T5 Opportunities for High Tech Firm

DID YOU KNOW: Every year the Federal Government spends \$500 million dollars procuring goods and services throughout the country? Do you have the Federal Government as a Client?

This panel will provide a comprehensive look at growth strategies for MBEs seeking to do business with the federal government. Panelists will provide insight on how to develop a successful and sustainable federal procurement strategy that leverages available contracting vehicles and opportunities for minority owned firms, while also identifying ways to team and create joint venture partnerships to maximize capture management efforts.



T6 The Blueprint: Leveraging Strategy, Partnership, and Access for Competitive Edge

This engaging session offers a 21st century approach to supplier diversity engagement and partnership. The Blueprint incorporates all NMSDC best practices, provides practical applications, real world examples of how to achieve a best in class program, and proven methods for successful partnering.

This session guides supplier diversity professionals, sourcing professionals, and minority business owners through the process of establishing successful value-to-value relationships between minority business owners and decision makers.

T7 Speaking with Confidence - Step Up Your Game!

When delivering a business presentation or elevator pitch, do you get so nervous and sweat so much that your audience mistakes you for someone who has taken the "Ice Bucket Challenge"? This session provides participants with that next-level preparation to get your presentation "mojo" back and turn you into a stunning success who will captivate your audience.

Participants will be equipped with the knowledge and skills to regain their presentation "swagger," gain confidence, and step up their game.

Tuesday Luncheon

12:45 - 2 p.m.

This keynote luncheon offers an additional opportunity to network, as well as hear a spirited and captivating speaker.

Co-Sponsor:



Additional sponsorships are available for this event. Contact Maureen.Simonette@NMSDC.org for details.

Signature Sessions

These Signature Sessions bring together **Minority Business Enterprises (MBEs), Buying Organizations/Supplier Diversity Professionals and NMSDC Affiliate Council Presidents** for two hours of lively discussion and networking. The sessions run concurrently and audience members can choose to attend one. Seats are limited and are on a first-come, first served basis.

2:15 - 3:45 p.m.

Supplier Training & Empowerment Program (STEP)

STEP, presented by The Coca-Cola Company, is a learning platform that addresses recognized barriers women entrepreneurs may face while trying to start, sustain and grow their businesses! This LIVE streamlined, module-structured experience will provide insights and tools on: Navigating Corporate Procurement; LeadHerShip: The New Game of Follow the Leader (Leadership, Management & Operations); Funding: How to Get Your Piece of the Pie (Financing); and Serve the Sell (Advocacy).

2:15 - 4:15 p.m.

The Growth Initiative - Minority-Controlled Certification

The NMSDC Growth Initiative is built on the premise that equity capital is the leading tool for building global corporations. If minority businesses are to assume a role in this global economy, they also must have access to equity capital. Our initiative is designed to provide MBEs with the potential for substantial growth and the ability to access equity capital, while retaining management and control, and the advocacy of the NMSDC and its member corporations. This, we believe, helps address the scale and capacity issues that flummox so many corporate members when looking to identify suppliers that can grow with them globally.

Doing Business with the Nation's Central Bank

In this highly engaging and interactive panel discussion, senior procurement leaders from the Federal Reserve System share how the nation's central bank procures goods and services. The Fed's hybrid public/private structure and its critical role in shepherding America's economy may sometimes create challenges for suppliers interested in doing business with the organization.

This session will increase the minority supplier's understanding of the Federal Reserve - who we are, what we do, and the various opportunities to do business throughout the System. This workshop will help suppliers determine where the opportunities are that best fit their respective capabilities.

Co-Sponsor:



Additional sponsorships are available for this event. Contact Maureen.Simonette@NMSDC.org for details

Supplier Diversity for Economic Growth

This 90-minute workshop will feature the partners, procedures and projects that Kaiser Permanente Health Plan, Inc. has implemented to enhance the economic impact of its supplier diversity program and to show how results were measured.

While the underlining definition of impact may be different for any given company, the session will provide a conceptual framework that a company can use to increase the economic and social value of their supplier diversity program. Participants will leave this interactive session with strategies and approaches on how to reshape their own efforts, how to engage internal stakeholders and external partners and how to measure the impact.

The Impact Regulatory Changes Are Having On The Color Of Business

The U.S. Insurance industry is a big industry, representing over \$1 trillion in premiums and employing over 2.5 million people. Opportunities for increased supplier diversity in this segment of the economy is growing.

Regulatory changes launched by the state of California have served to place a spotlight on this opportunity. In 2012, the State of California launched its first Insurance Diversity Survey. The survey measures Supplier Diversity and Board Diversity in the insurance industry. Since the launch of this survey, the California insurance industry has reported an increase of over \$586 million in spend with diverse suppliers, a 63% increase in just 3 years.

There is a wave of change underway in the industry; Minnesota, New York, Oregon, Washington and Washington DC have now joined California in this landmark supplier diversity initiative. The net result: over 75 % of the nation's insurance companies will be engaged in the topic of finding ways to engage diverse suppliers.

B2B Connect Events

NMSDC National and Local Corporate Member buyers, category managers and procurement representatives meet with NMSDC-certified suppliers. Meetings are pre-scheduled based on members' needs for goods and services, and suppliers that have the capacity and capability to provide those goods and services.

There are two types of B2B Connect events at this year's Conference:

Information Appointments

9:30 a.m. - 5:05 p.m.

These are group appointments that are opportunities for one corporate representative to share information with up to six suppliers about what it takes to do business with that corporation. These appointments will take place **Monday, October 24** at round tables in the Business Opportunity Exchange, not in an exhibitor's booth. Meet and greet up to 18 suppliers in just over an hour!

Matchmaking Appointments

2:15 - 5:15 p.m.

These are one-on-one appointments that are opportunities for corporations to share more about their specific business needs and to learn more about potential suppliers that are eager to meet those needs. These appointments take place at tables in a Matchmaker Room on **Tuesday, October 25**. Pre-schedule appointments with suppliers and/or invite suppliers from Information Appointments to continue the conversation.

Only NMSDC corporate members, and NMSDC-certified MBEs (current through October 2016) that are registered for the Conference by September 2 can participate. MBEs must complete an online supplier profile by September 16. An additional fee is required for participating buying organizations. Email Conference@NMSDC.org for more information.

Co-Sponsor:



Connect Zone

Tuesday

2:15 - 7 p.m.

Wednesday

11 a.m. - 4 p.m.

Business networking is that much easier in the Connect Zone! This business lounge is the perfect place to continue the conversation with clients and business associates when Conference activities have concluded for the day. Sidebar in a convenient and comfortable atmosphere. With comfortable seating, mobile charging stations, snacks and beverages, the only detail you need to focus on is closing the deal!

Cellphone Charging Stations Sponsors:





Networking Continental Breakfast

7 - 8:15 a.m.

Join your peers and colleagues for informal networking. Strike up a conversation, make new contacts or find your next customer.

Co-Sponsor:



*Additional sponsorships are available for this event.
Contact Maureen.Simonette@NMSDC.org for details.*

Plenary Session

8:30 - 9:30 a.m.

Driving Sustainable Value Creation

This CEO-to-CEO discussion will focus on building sustainable relationships between MBEs and Corporate America. One corporate, John Mingé, Chairman, Chief Executive Officer and President of BP America, and one MBE, Leon C. Richardson, founder, president and Chief Executive Officer of ChemicoMays, share key insights and takeaways on how value creation can lead to long term success.

Co-Sponsor:



Wednesday Workshops

9:45 - 10:45 a.m.

W1 The Power of the Innovation Highway R&D Investments to Revolutionize the American Business Landscape

Today's business owners are vital to the U.S innovation ecosystem and the federal government stands ready to equip minority innovators with the tools needed to advance our nation's commercialization success. From the national network of more than 300 federal laboratories that offer technology transfer consulting to the over 2 billion dollars of annual funding to support your innovative spirits, the federal government is eager to lead minority-owned businesses into the next era of innovation.

Learn how leverage and navigate the Federal Government's technology transfer programs and revolutionize your industry.



W2 Getting Ready: Valuing the Target, Making the Bid, and Setting the Price. Monetizing Your Growth through Acquisition

Building a company of value in the marketplace is key for optimal financial returns. As more minority businesses are thinking about growth through M&A activities, being ready is the first step. Our experts in the field including broker dealers, investment bankers and M&A specialists will take your questions on what's required to be ready for growth by acquisition and how to access the capital for the deal.



W3 The Changing Economy: Diversity, Millennials, Generation Z and The Gig Economy

This session will provide insight into the behaviors, attitudes and preferences of cross-cultural millennials and Generation Z pertaining to education, careers and entrepreneurship. Attendees will leave the session with an understanding of the changing makeup of the economy and labor force, and receive tips on how to leverage the gig economy within any organization.

The economic impact of the new “Gig Economy” is significant, but what are the implications for suppliers, corporate America and the future of work? How can organizations tap into this entrepreneurial shift that is bringing significant changes to the labor market and economy?

W4 Strategic Ways to Elevate Your Standard of Business

Developing supplier excellence is an investment for any corporation desiring a competitive advantage. A study of the legacy of successful business in America reveals a series of successive collaborations, partnerships and alliances. As the American business legacy continues, the changing demographic of America creates opportunities for diverse businesses to increasingly become large components of corporate value chains.

This changing landscape makes supplier diversity a strategic priority versus a corporate citizenship obligation. This workshop will explore strategic innovative pathways to pursue supplier diversity growth at the various stages of business at which minority suppliers currently find themselves operating.

W5 Sustainable Procurement—Corporate & Government Policy & Practice

In this panel we will share some of the successful models of policies being implemented to advance sustainable procurement. An increasing number of government entities at the local, state and federal level are deepening commitments to sustainable procurement through the development of policies. Examples include executive orders, city ordinances, regional sustainable purchasing agreements, and the creation of new standards and certifications to better identify sustainable products and services.

This panel will discuss issues such as high road business, good workplaces, climate change, and safer, healthier supply chains that are being incorporated more and more into the practices and policies being adopted by corporations and governments. Understand more about the sustainability market and policy shifts that enable minority suppliers to compete and to meet the challenges of society, their communities and their business.

W6 21st Century Networking: A Modern Approach

Business networking as we know it is dead. Forget the one-on-one idea that networking is only about building business relationships and only the lucky few are deemed worthy enough to network with. This is not the way networking occurs in the 21st century. Today, business networking is about open, flexible and dynamic learning relationships where anyone can take part, anyone can connect to share information and insights, and business professionals can be learners or advisors.

Wednesday Luncheon

12:45 - 2 p.m.

Wednesday's keynote luncheon is sure to leave you energized and brimming with ideas.

Sponsors:

Energy Future Holdings **Raytheon**

Additional sponsorships are available for this event.

Contact Maureen.Simonette@NMSDC.org for details.



Awards Banquet

Hyatt Regency Chicago

6 - 10 p.m.

The Awards Banquet Reception, Awards Banquet and Farewell Reception provide an exciting finale for the week's activities. Awards for Corporation of the Year, Corporate Innovation, Corporate Excellence in Access to Capital, as well as Supplier, Minority Supplier Development Leader and Regional Council of the Year will be presented. **The attire is black tie.**

Reception Co-Sponsor:



Awards Banquet Co-Sponsor:



*Additional sponsorships are available for this event.
Contact Maureen.Simonette@NMSDC.org for details.*

Farewell Reception

Hyatt Regency Chicago

10 p.m. - Midnight

Immediately following the Awards Banquet, we bid farewell to Chicago and look ahead to our 45th anniversary conference in Detroit, Michigan. **The attire is black tie.**

Co-Sponsor:



*Additional sponsorships are available for this event.
Contact Maureen.Simonette@NMSDC.org for details.*



NMSDC advances business opportunities for certified minority business enterprises and connects them to corporate members. One of the country's leading corporate membership organizations, NMSDC was chartered in 1972 to provide increased procurement and business opportunities for minority businesses of all sizes.

The NMSDC Network includes a National Office in New York and 23 affiliate regional councils across the country. The network also includes five international partner organizations located in the United Kingdom, Canada, Australia, China and South Africa.

To meet the growing need for supplier diversity, NMSDC matches its approximately 11,000 certified minority-owned businesses to our network of more than 1,750 corporate members who wish to purchase their products, services and solutions.

NMSDC, a unique and specialized player in the field of minority business enterprise, is proud of its unwavering commitment to advance Asian, Black, Hispanic and Native American suppliers in a globalized corporate supply chain.

2017 SAVE THE DATE

**Leadership Awards
May 17, 2017 - New York, NY**

**NMSDC Conference and Business
Opportunity Exchange
October 22-25, 2017 - Detroit, Michigan**

**National Program Managers' Seminar
July 9-11, 2017 - Chicago, Illinois**

For more information,
visit www.NMSDC.org

All Inclusive Conference Registration Fee: A Great Deal!

Full Conference registration fee covers your attendance at educational sessions; all-day access to the Business Opportunity Exchange; daily morning and afternoon beverage breaks; Conference materials and session handouts; breakfast and luncheon on Monday, continental networking breakfast and luncheon Tuesday and Wednesday; receptions on Sunday and Monday evenings, the Awards Banquet and the pre- and post-Awards Banquet receptions on Wednesday evening.

Note: Conference registration fees do not include booth rental fees for the Business Opportunity Exchange.

Membership and Certification Validation

Corporate members are procurement entities paying national and/or local dues. MBEs are suppliers certified as minority-owned by an NMSDC affiliated regional council only. MBEs must be listed in the NMSDC Central database or provide a copy of their NMSDC-issued certificate and their Federal Employer Identification Number on the registration form in order to validate MBE status and take advantage of registration discounts. If your corporate membership or MBE certification is not current or cannot be verified by NMSDC, you will be charged the corporate non-member or non-certified supplier registration rate.

DISCOUNTED REGISTRATION MUST BE POSTMARKED BY SEPTEMBER 2, 2016.

IMPORTANT DATES & DEADLINES	
September 2	Standard registration and booth rates end. Late registration and booth rates apply on September 3, 2016. Last day to request invoices. Deadline for Journal Ads. After September 2, 2016, payments must be made by cashier's check, certified check, money order or credit card.
September 23	Faxed and/or mailed registration must be postmarked by September 23, 2016. Housing blocks close.
September 30	Deadline for registration and/or booth cancellation. (Subject to a \$100 processing fee.) No refunds for cancellations after September 30, 2016 or for no-shows.
October 5	Online Registration closes.

Online Registration

You can register online at www.NMSDCConference.com. You must have a valid email address to register online and receive confirmation. **Online registration must be paid by credit card.** NMSDC accepts American Express, Discover, MasterCard and Visa. Online registration will be available through October 5, 2016 only.

Other Payment Options

Registrants may pay Conference registration fees by check, money order, government purchase order or credit card authorization. Registration fees are **per person**.



Please duplicate and complete a registration form for each person.

There is no discount for group, spouse or guest registration.

Complete a registration form FOR EACH PERSON, enclose a check, money order, government purchase order or credit card authorization and mail the registration form(s) and payment to NMSDC no later than September 23, 2016.

Full payment must accompany the registration form. Registration forms will not be processed without full payment.

To save time, complete the registration form and fax with credit card information to NMSDC at (212) 768-0430 or (212) 719-9611. If registration form and credit card authorization are faxed, please **DO NOT MAIL ORIGINAL FORM.**

American Express, Discover, MasterCard and Visa credit cards are accepted for advance, online and on site registration.

Payments after September 2, 2016 and on-site must be by cashier's check, certified check, money order or credit card. Requests for deferred payment will not be honored. Debit cards may be used for on-site registration only.

Faxed and online registration forms without credit card information will not be processed. A valid email address is required for online registration. You can add an additional email address that needs to receive acknowledgment of the registration.

When your registration form is received and processed, you will receive an acknowledgment by email. Your registration bar code will be emailed to you in advance. You will need this bar code to pick up your registration materials.

Do not submit your registration form after September 23, 2016. It will not be processed. You can register online through October 5, and on site beginning Saturday, October 22.

Attendance at this event may be considered a tax deductible educational expense. Consult your tax advisor for additional information.

NMSDC's Federal Employer Identification Number is 23-7348220.

Invoices

If your registration needs to be invoiced, regular registration fees will be charged. **THERE ARE NO DISCOUNTS FOR REGISTRATIONS THAT ARE INVOICED.** All invoices must be requested by September 2, 2016. Payments of invoiced registration must be paid by September 23, 2016.

Government purchase orders for discounted registration are acceptable if received by September 2, 2016. After September 2, late registration fees apply and must be paid by September 23, 2016.

Full payment must be made for on site registration. There is no invoicing for on-site registration.

On-Site Registration

On-site registration will be held at the McCormick Place Lakeside Center, Level 2 Lobby, as follows:

Saturday, October 22	Noon - 5 p.m.
Sunday, October 23	9 a.m. - 5 p.m.
Monday, October 24	6:30 a.m. - 5 p.m.
Tuesday, October 25	7 a.m. - 3 p.m.
Wednesday, October 26	7 a.m. - 1 p.m.

Registration Center Sponsor:



Registration and Barcoded Badge Required to Attend Events

You must wear the appropriate NMSDC-issued barcoded badge to attend the Business Opportunity Exchange, educational sessions, workshops, meal functions and special events. The barcode on your Conference identification badge will give you access to all meal functions and special events for which you have paid. Additional tickets may be purchased separately, based on availability.

Children under 18 are not allowed to attend any NMSDC function, and are not permitted in the exhibit hall at any time.

Persons under the legal drinking age of 21 are not permitted to attend events where alcoholic beverages are served.

Event Tickets – Advance Purchase Suggested

NMSDC recommends meal function and special event tickets be purchased in advance to ensure availability. Tickets may not be available for purchase on-site as capacities may be limited or already sold out.

Pre-paid barcoded tickets will be distributed on-site at the Conference registration area at the McCormick Place Lakeside Center. A ticket claim receipt will be emailed in advance.

Business Opportunity Exchange booth rental fees and complimentary exhibitor passes for booth personnel **do not** include Conference registration, meal function or special event tickets.

NMSDC reserves the right to limit registration, based on space availability.

Cancellation and Refund Policy

All cancellations requested by September 30, 2016 and are subject to a \$100 processing fee.

Requests for cancellations must be made in writing to NMSDC and postmarked by September 30, 2016 for registrants to receive a refund. No refunds will be made for cancellations postmarked after September 30, or for no-shows. For more information, call (212) 944-2430 or visit www.NMSDCConference.com.

Lanyards Sponsors:



Conference Bag Sponsors:



KEEP THESE INSTRUCTIONS FOR FUTURE REFERENCE

To find out more about the NMSDC Conference and Business Opportunity Exchange, go to www.NMSDCConference.com or scan the tag on the right with your smartphone.





The McCormick Place Lakeside Center is headquarters for the 2016 NMSDC Conference and Business Opportunity Exchange. The Business Opportunity Exchange, meal functions and all program sessions will be held at the Convention Center. The Awards Banquet Reception, Awards Banquet and Farewell Reception, as well as the pre- and post-Conference constituent group meetings will be held at the Hyatt Regency Chicago.

NMSDC has secured special discounted rates for blocks of rooms at the Hyatt Regency Chicago and other area hotels. The special rates apply **October 22 through October 26**, on a space-available basis. Once the room blocks are filled, these rates may no longer be available.

For a full list of participating hotels and special rates, go to www.NMSDCConference.com.

NMSDC appreciates your understanding of the importance of booking in the block (and not canceling) so that NMSDC does not incur financial penalties for unused sleeping rooms. Your support also gives us negotiation leverage in future years.

Hotel Keycards Sponsor:



To Make Your Hotel Reservation

The hotel or Passkey website will be used to make, view, modify or cancel your hotel reservations online.

1. Reserve your hotel room using the website indicated under the accommodations tab at www.NMSDCConference.com and see real-time inventory that shows you what's currently available and gives you instant confirmation of your selection. Reservations will NOT be accepted directly by the hotel or at hotel website at the NMSDC Conference rate.
2. All reservation changes must be made using the reservation link indicated for each hotel.

It is important that you make your reservation no later than September 23, 2016. Room reservations may be made at the rates noted as long as rooms are available in the group block **and** reservations are made prior to September 23. After September 23, rates and room availability cannot be guaranteed.

Room reservations require an advance deposit for the first night's room and tax. You must guarantee your reservation with a major credit card. The credit card used to make the reservation must be valid through October 2016.

LOOK BEFORE YOU BOOK.

Housing "Pirates" and "Poachers" are third party companies that misrepresent themselves by claiming to be the housing provider for a given convention or trade show and profit by booking registrants outside the official room block.

Don't be misled! NMSDC does not solicit attendees for housing reservations. If you receive an unsolicited phone call or email by a third-party, avoid providing any personal and/or financial information. These companies are not affiliated or working in partnership with NMSDC, and reservations made through these companies for our annual conference and trade fair cannot be guaranteed. Please also get as much information as you can and pass it along to us.

Book your Conference hotel only on NMSDCConference.com!

Confirmation Acknowledgment

A confirmation (new reservation) acknowledgment will be sent to the email address provided for each guest on the reservation within 24 hours after the online reservation is made. Prior to submitting your reservation for completion, there is an option to add any additional email addresses that need to receive this acknowledgment.

Cancellation Policy

Advance individual reservation deposits are completely refundable if cancelled more than three days prior to arrival.

Each reservation will forfeit one night's room and tax deposit if the reservation is not cancelled at least three days prior to the scheduled arrival date.

A cancellation acknowledgment will be sent when the reservation is cancelled in its entirety.

Any room reservations held with duplicate names must be changed to the name of the attending guest prior to August 19, 2016 or they will be cancelled at the direction of NMSDC.

An early departure fee will apply if your hotel is not notified of the change to your reservation prior to your scheduled arrival.

Reservation Questions

If you have questions about the Conference hotels or the online reservation system, please contact Conference@NMSDC.org.

NMSDC

STAY CONNECTED!

@NMSDCHQ

 **Add marcom@nmsdc.org to your Safe List**

Luggage Tags Sponsor



Air Travel

Travelers can fly into O’Hare International Airport (ORD) or Midway International Airport (MDW) for the Conference. Visit www.flychicago.com for more airport information.

American Airlines, Delta and United are offering special discounted airfares for NMSDC Conference registrants, spouses and guests. To take advantage of these discounted savings, you or your travel agent must call the toll-free number listed below or book online and refer to the NMSDC reference number. Frequent flyer program members are eligible for mileage credit and will receive full credit for miles flown. This Conference discounted fare is available only by calling the toll-free number below or booking online. If you call the airline’s local reservation line, you will not get the discount.

Airline	To make reservations	Discounts Valid	Reference Number
American	800-433-1790 www.aa.com	10/13 - 10/27	Authorization Number: VANZLWD (Weekend) VANZLXD (Midweek)
Delta	800-328-1111 www.delta.com	10/13 - 11/1	Meeting Event Code: NMNGZ
United	800-426-1122 www.united.com	10/20 - 10/29	Z Code: ZX48

Train Travel

Amtrak
Chicago Union Station (CHI)
225 South Canal Street
Chicago, IL 60606
www.amtrak.com

Ground Transportation

Taxis	Fares are based on traffic conditions. Average fares: * O’Hare to downtown Chicago - \$30-40 * Midway to downtown Chicago - \$28-30
Shared Ride Airport Shuttle	Go Airport Express offers a 10% discount on round-trip travel. www.airportexpress.com
Public Transportation	Chicago’s famous “L” trains can easily take you to the Loop. The CTA Orange Line train travels between Midway International Airport and downtown Chicago (Loop). CTA buses are available during off hours.

Rental Car Discounts

Avis, Budget and Hertz have been selected as the car rental companies for the Conference. Special discounted rates are guaranteed and available for Conference attendees and guests. For reservations, call the toll-free numbers listed below or book online and refer to the NMSDC reference number.

	Call to make reservations	Reference Number
Avis	800-525-7537	J099921
Budget	800-842-5628	U006627
Hertz	800-654-2240	CV#04YX0003

REGISTRATION FORM

THREE EASY WAYS TO REGISTER

Online:
Visit NMSDCConference.com
Credit card payments only.



24-hour Fax:
212-768-0430 or 212-719-9611
Credit card payments only.



Mail:
Conference Registrar
NMSDC
P.O. Box 28478
New York, New York 10087-8478



Send information about:

- Exhibiting at the Business Opportunity Exchange
- Advertising in the Conference Journal
- Sponsorship Opportunities

ONE REGISTRATION FORM PER PERSON. PLEASE PHOTOCOPY THIS FORM TO REGISTER ADDITIONAL ATTENDEES. (ONE FORM PER ATTENDEE) CONFERENCE REGISTRATION FEES DO NOT INCLUDE BOOTH RENTAL FEES. BUSINESS OPPORTUNITY EXCHANGE BOOTH RENTAL FEES DO NOT INCLUDE CONFERENCE REGISTRATION, MEAL OR EVENT TICKETS.

Name			
Title			
Company/Organization			
Address			
City	State	Country	Zip
Telephone	Fax	Email	
Email a Copy of Acknowledgement to			
Nickname for Badge		Regional Council Affiliation	
Emergency Contact Name		Emergency Contact Phone	

ALTERNATE MEAL REQUEST

- Vegetarian/Vegan
- Gluten-Free
- Gluten-Free Vegetarian/Vegan

Please check if you require special accommodations to fully participate. Attach a written description of your needs.

SELECT ONE TO BE ELIGIBLE FOR THE DISCOUNT *NMSDC-CERTIFIED MBE YES NO
IF YES, YOU MUST SUPPLY YOUR FEDERAL EMPLOYER IDENTIFICATION NUMBER TO RECEIVE DISCOUNT FEIN#

NATIONAL CORPORATE MEMBER LOCAL CORPORATE MEMBER

CONFERENCE REGISTRATION FEES (Fees are per person)	STANDARD FEES 8/1/16 - 9/2/16	LATE/ON-SITE FEES AFTER 9/2/16	TOTAL COST
NATIONAL CORPORATE MEMBERS (Procurement entities paying national dues)			
Full Registration	\$950	\$1,100	
One Day-Monday	\$550	\$625	
Business Opportunity Exchange Passes	\$350	\$375	
<input type="checkbox"/> Tuesday Registration <input type="checkbox"/> Wednesday Registration	\$350	\$400	
NMSDC-CERTIFIED MINORITY OWNED BUSINESSES (Must provide copy of NMSDC certificate) GOVERNMENT AGENCIES/RESOURCE ORGANIZATIONS/NMSDC REGIONAL COUNCILS			
Full Registration	\$850	\$1,100	
One Day-Monday	\$550	\$625	
Business Opportunity Exchange Passes	\$350	\$375	
<input type="checkbox"/> Tuesday Registration <input type="checkbox"/> Wednesday Registration	\$350	\$400	
LOCAL CORPORATE MEMBERS (Procurement entities paying local dues)			
Full Registration	\$1,300	\$1,500	
One Day-Monday	\$700	\$775	
Business Opportunity Exchange Passes	\$500	\$525	
<input type="checkbox"/> Tuesday Registration <input type="checkbox"/> Wednesday Registration	\$350	\$400	
NON-MEMBER COMPANIES/NON-CERTIFIED MBES			
Full Registration	\$1,700	\$1,900	
One Day-Monday	\$900	\$1,000	
Business Opportunity Exchange Passes	\$650	\$675	
<input type="checkbox"/> Tuesday Registration <input type="checkbox"/> Wednesday Registration	\$350	\$400	
ADDITIONAL TICKETS (Subject to space availability; one ticket for each function is included in full conference registration fee)			
Sunday Night Reception	\$150		
Monday Breakfast	\$60		
Monday Luncheon	\$90		
Monday Night Reception	\$150		
Tuesday Networking Continental Breakfast	\$40		
Tuesday Luncheon	\$90		
Wednesday Networking Continental Breakfast	\$40		
Wednesday Luncheon	\$90		
Awards Banquet and Pre- and Post-Banquet Receptions	\$250		
TOTAL			

When your registration form is processed, you will receive an acknowledgment. Name badges will be mailed in advance. Pick up tickets on site. For more information, call 212-944-2430.

FOR NMSDC USE ONLY
ID Code
Date
Processed by
Badge Info

*FULL PAYMENT MUST ACCOMPANY REGISTRATION FORM. Payment Method: Check Money Order American Express Discover MasterCard Visa
Pay by certified check, money order or credit card. Make checks payable to the National Minority Supplier Development Council.
Discounted fees do not apply to invoiced registration.
No invoicing after September 2, 2016.

Payment Method: Check Money Order American Express Discover MasterCard Visa

Credit Card Number	Exp
Name of Cardholder	
Signature	

After September 2, payments received by mail and on-site must be made by certified check, money order or credit card. Do not submit registration form after September 23, 2016. It will not be processed. You can register online through October 5 or on-site. Requests for cancellations must be made in writing to NMSDC and postmarked by September 23 for registrants to receive a refund. ALL CANCELLATIONS ARE SUBJECT TO A \$100 PROCESSING FEE. No refunds will be made for cancellations postmarked later than September 23, 2016, or for no-shows. Please return this completed form and amount due to: Conference Registrar, National Minority Supplier Development Council, P.O. Box 28478, New York, New York 10087-8478.



NMSDC

National Minority Supplier
Development Council

1359 Broadway
Suite 1000
New York, NY 10018
Telephone: 212-944-2430
Fax: 212-719-9611
www.NMSDC.org

2016 NMSDC CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE

THE NATION'S PREMIER FORUM ON MINORITY SUPPLIER DEVELOPMENT

- BUSINESS OPPORTUNITY EXCHANGE
 - National Exposition
 - More than 750 booths
 - Key Buyers
 - Networking with hundreds of prospects in one setting
- MATCHMAKERS (By Invitation Only)
- AWARDS BANQUET
- NETWORKING RECEPTIONS
- PLENARY SESSIONS AND WORKSHOPS WITH:
 - Corporate CPOs
 - Procurement Executives
 - Minority Suppliers
 - Government Decision-Makers and many other National Experts on Minority Supplier Development
- POWER LEARNING SESSIONS
- CONDUCT A YEAR'S WORTH OF BUSINESS IN JUST FOUR DAYS!

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