

COLLECTIONS

TENNESSEE MINORITY SUPPLIER DEVELOPMENT COUNCIL

TMSDC

Explore the Experience



2010 TMSDC
Marketplace
of Opportunities

WEDNESDAY, AUGUST 25, 2010 • NASHVILLE CONVENTION CENTER

Explore the Experience

The 30th Annual Marketplace of Opportunities is the state's largest conference focusing on supplier diversity. This one-day, power-packed event will offer workshops, one-on-one business interviews, continental breakfast, business luncheon and keynote speaker, a myriad of corporate, government and minority business exhibits, networking sessions, and an exciting performance by a well known recording artist.

This year's theme – "Explore the Experience" – will be a journey to discover innovative strategies to expand business growth and success. It's about charting new plans for the future and uncovering new pathways to greater opportunities, collaborative partnerships, and fact-finding trends to drive both corporate purchasers and minority suppliers towards increased profits and performance. Search for your success. Explore possibilities. Experience the Marketplace.

MARKETPLACE LUNCHEON SPEAKER

A C WHARTON, JR. - Wednesday, August 25



A C Wharton, Jr. was elected Mayor of Memphis, TN in 2009. Prior to becoming the City Mayor, Wharton served as Shelby County Mayor. Subsequently, he served in the Office of General Counsel of Equal Employment Opportunity Commission in Washington, D.C. before moving to the Lawyers' Committee for Civil Rights Under Law to head the Public Employment Project funded by the Rockefeller Foundation. Within his first six months as City Mayor, Mayor Wharton and his team enacted new standards for government transparency and employee ethics; and laid out a new blueprint for comprehensively restructuring the operations and business model for city government.

His record of leadership is well-known among national organizations dealing with issues facing cities. He has testified before the U.S. Congress and has spoken at numerous major conferences, including those of the Brookings Institution, CEOs for Cities, and National Association of Counties.

LUNCHEON MISTRESS OF CEREMONIES



Wednesday, August 25
Vicki Yates

NewsChannel 5 Anchor
Marketplace Luncheon
Mistress of Ceremonies

CLOSING RECEPTION MASTER OF CEREMONIES



Wednesday, August 25
Lelan Statom

Storm 5 HD Weather
Talk of the Town
Closing Reception
Master of Ceremonies

WORKSHOPS & INTERVIEWS

TUESDAY, AUGUST 24

ONE-ON-ONE BUSINESS INTERVIEWS

TIME: 1:30 - 2:45 P.M.

Meet face-to-face with representatives of major corporations and government agencies that may be interested in your products and services. One-on-One interviews are by appointment only, in 15-minute intervals in assigned meeting rooms. MBEs must be TMSDC Certified, and be conference participants for eligibility. Corporations and Governmental Agencies are requested to identify a minimum of six (6) business opportunities over a 6 to 12-month period. Upon receipt, TMSDC will confirm the scheduled interviews in writing. DO NOT write-in names of specific corporations or minority businesses.

PARTICIPANTS MUST REGISTER AS AN EXHIBITOR

WEDNESDAY, AUGUST 25 WORKSHOP ONE

GREATER PROFITABILITY WITH BETTER FINANCIAL RESULTS

TIME: 2:00 - 3:00 P.M.

BBK is an international business advisory firm delivering custom solutions through a unique integration of financial, operational and strategic services. With a core competency in manufacturing and a 30+ year history of successful engagements, BBK provides a proactive mentoring process to facilitate the long-term viability of suppliers. This workshop will highlight what causes suppliers to succeed and fail; how to identify and improve areas of weakness and leverage strengths; and what actions should be taken today to position for improved performance and increased profitability.

FREE TO ATTEND.

WEDNESDAY, AUGUST 25 WORKSHOP TWO

Q & A DIALOGUE – WHO HAS THE ANSWER?

TIME: 3:00 - 4:00 P.M.

Learn from a panel of talented and well versed supplier diversity experts as they present concepts and ways to navigate the pipeline and the corporate culture in supplier diversity. You will learn how award winning programs have achieved success and how to replicate that success within your organization for growth and success. This 'must attend session will include representatives from Volkswagen Group of America, Bridgestone Americas, and Nashville Electric Service. It will be facilitated by Keith Updike, Managing Director of BBK.

FREE TO ATTEND.



Don't miss the Closing Reception, featuring
KEVON EDMONDS

One of the most unique and recognizable voices over the last decade.

PLOT YOUR COURSE AND REGISTER NOW.

Make important connections by purchasing a package or individual tickets. Showcase your products at the dynamic Vendor Booth Fair, featuring over 200 exhibitors. It's open to the public.

PREMIER SPONSORSHIP PACKAGES

DIAMOND: \$20,000

- Exclusive recognition as a presenting sponsor
- Priority 20' x 40' (800 sq. ft.) Island Exhibit
- Two Reserved Tables (of eight) at the Luncheon
- Two Reserved Tables (of eight) at the Closing Reception
- Full-page, four color advertisement in the 2010 Marketplace of Opportunities Program

PLATINUM: \$10,000

- Recognition as a presenting sponsor
- 20' x 40' (800 sq. ft.) Island Exhibit
- One Reserved Table (of eight) at the Luncheon
- One Reserved Table (of eight) at the Closing Reception
- Full-page, four color advertisement in the 2010 Marketplace of Opportunities Program

GOLD: \$5,000

- 20' x 20' (400 sq. ft.) Island Exhibit
- One Reserved Table (of eight) at the Luncheon
- One Reserved Table (of eight) at the Closing Reception
- Full-page, black-and-white advertisement in the 2010 Marketplace of Opportunities Program

SILVER: \$4,000

- Two adjoining 10' x 10' booths (200 sq. ft.)
- One Reserved Table (of eight) at the Luncheon
- One Reserved Table (of eight) at the Closing Reception
- Full-page, black-and-white advertisement in the 2010 Marketplace of Opportunities Program

BRONZE: \$3,000

- One 10' x 10' booth (100 sq. ft.)
- One Reserved Table (of eight) at the Luncheon
- One Table (of eight) at the Closing Reception
- Half-page, black-and-white advertisement in the 2010 Marketplace of Opportunities Program



REGISTRATION PACKAGE INFO

Pick the affiliation category from below for the best registration deal and receive:

- Two tickets to the luncheon
- Two tickets to the closing reception
- One 10' x 10' booth (100 sq. ft.)

GENERAL REGISTRATION PACKAGE

PACKAGE	BEFORE AUGUST 6	AFTER AUGUST 6	ADDITIONAL BOOTH
TMSDC Certified MBE	\$300	\$400	\$100
TMSDC Corporate Member	\$500	\$600	\$200
NMSDC MBE Affiliate	\$400	\$500	\$100
NMSDC Corporate Affiliate	\$700	\$800	\$200
Government/Non-Profit	\$300	\$400	\$100
MBE (Non-certified)	\$500	\$600	\$100
Corporate (Non-member)	\$800	\$900	\$200
Booth Only (per 10 x 10)	\$200	\$300	\$100

A LA CARTE OPTIONS

You can purchase individual event tickets.

EVENT	RESERVED TABLE OF 8	INDIVIDUAL TICKETS
Marketplace Luncheon	\$360	\$50
Closing Reception	\$300	\$40

ADVERTISING SPECS

AD RATES & SPECS

We want to make advertising in the 2010 Marketplace Program easy and convenient for you. You can snail mail or e-mail your ad before the ad submission deadline on August 6.

E-mail your ad to: info@tmsdc.net.

AD SIZE	B/W	COLOR
<input type="checkbox"/> Full Page Ad Trim, 8.375" x 10.875" • Live Area, 7.125" x 9.875" • Bleed, add .5"	\$400	\$600
<input type="checkbox"/> Half Page Ad	\$350	\$450
<input type="checkbox"/> Vertical 3.5" x 9.875" q Horizontal 7.125" x 4.875"		
<input type="checkbox"/> Quarter Page 3.5" x 4.875"	\$250	\$350

Make checks payable to: TMSDC
MetroCenter, Plaza 1 Building
220 Athens Way, Suite 105
Nashville, TN 37228

Ads must be received in the TMSDC office no later than **August 6, 2010**. Publisher is not responsible for ad materials not submitted in proper format and/or size.

All charges associated with adjusting, completing, or correcting ad materials will be passed on to you (the advertiser) at a one hour minimum at **\$75 per hour**.

FORMATS ACCEPTED

All ads must be submitted in digital form on a standard size CD, or by e-mail.

Acceptable formats
High resolution PDF preferred

QuarkXpress, 7.0 or earlier (Mac only)
Illustrator, CS2 or earlier (Mac only)

4-color ads

Provide document name, list of fonts & support files.

Full color and spot color files must be CMYK
Provide color proof

B/W ads

Provide document name, list of fonts & support files.

Provide proof
Provide all supporting artwork files
Include all screen & printer fonts

AD SUBMISSION DEADLINE: AUGUST 6

HERE IS YOUR MARKETPLACE SCHEDULE

All Marketplace activities will be held at the Nashville Convention Center
601 Commerce Street
Nashville, Tennessee 37203
(615) 742-2000

TUESDAY, AUGUST 24

Noon – 5:00 p.m. Registration
1:00 – 5:00 p.m. Exhibitors Set-up
1:30– 2:45 p.m. One-on-One Business Interviews
3:00 – 5:00 p.m. Exhibitors Reception

WEDNESDAY, AUGUST 25

7:00 a.m. – 7:00 p.m. Registration
8:30 a.m. Ribbon-Cutting Ceremony
8:45 – 9:45 a.m. Continental Breakfast (Inside Exhibit Hall)
8:45 – 11:45 a.m. Exhibits Open
Noon - 1:30 p.m. Marketplace Luncheon Featuring Keynote Speaker: AC Wharton, Jr. Mayor of Memphis
1:30 - 6:00 p.m. Exhibits Open
2:00 - 3:00 p.m. Workshop One
3:00 - 4:00 p.m. Workshop Two
6:00 – 8:30 p.m. Closing Reception Heavy Hors d'oeuvres, Cocktails

Featuring Kevon Edmonds – A Unique and Recognizable Voice of all times

SHOW SCHEDULE

Freeman Decorators
Move-in: Monday, August 23
Exhibitors Move-in: Tuesday, August 24
Exhibit Hours Open: Wednesday, August 25
8:45 a.m. – 11:45 a.m.
1:30 p.m. – 6:00 p.m.
Exhibitors Move-out: Wednesday, August 25
6:00 p.m. – 7:00 p.m.
Thursday, August 26
7:00 a.m. - 8:30 a.m.

HOST HOTEL

Special rates are available at the Renaissance Nashville Hotel until Friday, August 13, 2010. Phone local 615/255-8400 or 1-800-327-6618. Mention TMSDC Marketplace to receive the following: **Single/Double: \$130**

PARKING

Ample surface lot parking adjacent to the Convention Center - 6th and 7th Avenues; Commerce Street at nominal fees. Self-parking across from the hotel is \$8 per day; and hotel valet is \$27 per day.

REGISTRATION & EXHIBITOR CHECK LIST:

- Complete Registration form in its entirety no later than August 18, 2010
- Identify your Team/Cluster Leader to participate as an exhibitor
- Provide your high resolution Ad before August 6, 2010
- Make Hotel Reservations by August 13, 2010

WHAT TO WEAR

Professional business/business casual attire is the standard dress ode.

TRANSPORTATION

Hotel Shuttle to and from airport - GrayLine Downtown Express \$12 one-way; \$20 round-trip (615) 275-1180.

WHO SHOULD ATTEND

Anyone interested in developing and growing their business, learning about industry trends, evaluating potential prospects to expand and market business services, increasing diversity demographics, and making connections that count.

WHO YOU WILL MEET:

Network with procurement managers, supplier diversity executives, Fortune 500 representatives, minority businesses, bankers, government agencies, educational and financial Institutions.

HOW YOU WILL BENEFIT:

Gain corporate customers, meet capable minority bsuinesses and cement new relationships. All will benefit and leave with timely new ideas and strategies to promote business and increase sells.

THE TENNESSEE MINORITY SUPPLIER DEVELOPMENT COUNCIL

Facilitating Opportunities, Change and Success!
Advocate – Catalyst – Educator
The TMSDC was established in 1980 as a privately funded, not-for-profit organization. Since its founding, TMSDC has been responsible for for generating more than \$12 billion in contracts awarded to minority-owned businesses. Through events, such as this conference, TMSDC continues to create profitable partnerships for mutual success.

WWW.TMSDC.NET OR INFO@TMSDC.NET

An Affiliate of the National Minority Supplier Development Council

EXPLORE THE EXPERIENCE

REGISTER NOW!

REGISTRATION FORM

REGISTRATION PACKAGE SELECTION PREMIER SPONSOR

- Diamond \$20,000
- Platinum \$10,000
- Gold \$5,000
- Silver \$4,000
- Bronze \$3,000

GENERAL REGISTRATION

	Before Aug. 06	After Aug. 06	Additional Booth
<input type="checkbox"/> TMSDC Member (MBE)	\$300	\$400	\$100
<input type="checkbox"/> TMSDC Member (Corporate)	\$500	\$600	\$200
<input type="checkbox"/> NMSDC MBE Affiliate	\$400	\$500	\$100
<input type="checkbox"/> NMSDC Corporate Affiliate	\$700	\$800	\$200
<input type="checkbox"/> Government/Non-Profit	\$300	\$400	\$100
<input type="checkbox"/> MBE (Non-Certified)	\$500	\$600	\$100
<input type="checkbox"/> Corporate (Non-member)	\$800	\$900	\$200
<input type="checkbox"/> Booth Only	\$200	\$300	\$100

A LA CARTE

- Marketplace Luncheon (reserved table of 8) \$360
- Closing Reception (reserved table of 8) \$300
- Marketplace Luncheon \$50
- Closing Reception \$40

WORKSHOPS

Provide # of attendees

- Greater Profitability With Better Financial Results _____
- Q & A Dialogue - Who Has The Answer? _____

ONE-ON-ONE BUSINESS INTERVIEWS

- Corporation _____
NAME/TITLE _____
- MBE _____
NAME/TITLE _____
- Government _____
NAME/TITLE _____
- Phone number _____
- E-mail _____
- Business Description _____

ADVERTISING ORDER

- Specify B&W Or Color B&W Color
- Full Page Ad \$400 \$600
 - Half Page Ad \$350 \$450
 - Vertical
 - Horizontal
 - Quarter Page Ad \$250 \$350

REGISTER BY FRIDAY, AUGUST 6, 2010 AND SAVE!

For more information, contact TMSDC at:
615-259-4699 (Office)
615-259-9480 (Fax)
info@tmsdc.net (E-mail)
www.tmsdc.net (Website)

Online Registration Now Available!
Log on at www.tmsdc.net
CONTACT INFORMATION

Company _____

Contact _____

Title _____

Address _____

City _____

State _____

Zip Code _____

Telephone _____

Fax _____

E-mail _____

Web Address _____

CORPORATION MBE GOVERNMENT BUSINESS ADVISORY

Business Category (check one)

Description of Business

YES NO

Exhibit/Cluster | Name of Cluster (no changes after submission of registration)

Attach Names/Titles of Additional Registrants.

PAYMENT METHOD

Total Payment Due: \$ _____

Check or Money Order

Make checks payable to:

Tennessee Minority Supplier Development Council
MetroCenter, Plaza 1 Building
220 Athens Way, Suite 105
Nashville, Tennessee 37228

Purchase Order (P.O.#: _____)

VISA* MasterCard* AMEX*

Cardholder _____

Card Number _____

3-number Security Code | Expiration Date

Print Name _____

Cardholder Signature _____

*5% surcharge on all credit cards

