



TriState  
Minority Supplier  
Development Council

TRISTATE MINORITY SUPPLIER DEVELOPMENT COUNCIL,  
IN PARTNERSHIP WITH WEST VIRGINIA UNIVERSITY

PRESENTS THE  
**FIRST ANNUAL MINORITY BUSINESS SUMMIT**

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**WORKING TOGETHER TO**

**WIN!**

**Wednesday, September 21, 2016 • Four Points by Sheraton Charleston**

600 Kanawha Blvd E • Charleston, West Virginia 25301  
(Prizes will be given throughout the event)

**NO LIMITS ... JUST OPPORTUNITIES!**

**“WORKING TOGETHER TO WIN” is the focus of this one-day event. Challenge your thinking, get fresh ideas and be motivated from powerful insights and strategies that work. Join us for workshops with panel discussions, and attend the Summit Business Networking Luncheon featuring U. S. Senator Joe Manchin, West Virginia.**

**There are no limits to growing your business with purpose. Enjoy this new TSMSDC event, and capitalize on profitable business relationships with... NO LIMITS. JUST OPPORTUNITIES!**



**KEYNOTE LUNCHEON SPEAKER**

**U. S. Senator Joe Manchin, West Virginia**

Senator Manchin was sworn into the United States Senate on November 15, 2010 to fill the seat left vacant by the late Senator Robert C. Byrd. Senator Manchin currently serves on the Senate Energy and Natural Resources Committee, the Senate Armed Services Committee, the Senate Committee on Commerce, Science and Transportation, and the Senate Committee for Veteran Affairs.



**EMCEE**

**Christy Day - Director of Communications, Center for Professional Development in Charleston, WV**

Christy’s professional journey includes broadcast and print journalism, as well as public relations and strategic communications. Christy was a producer, reporter and anchor at the CBS television affiliate in Charleston, WV. She also served as Assistant Director with the West Virginia University Alumni Association.



**WORKSHOP 1 MODERATOR**

**David M. Fryson Esq. - Vice President and Head of Division of Diversity, Equity and Inclusion, West Virginia University (WVU)**

David previously served as the Deputy General Counsel for WVU. He practiced law for over 20 years in a variety of legal and advocacy settings. He has been involved with the NAACP, the Job Corps Centers and is a strong supporter of the West Virginia Multi-Fest, the largest annual diversity gathering in the state.



**WORKSHOP 2 MODERATOR**

**Diane Lewis - Founder, President and CEO of Action Facilities Management, Inc. (AFM)**

Since its inception in 2001, AFM has successfully provided government and commercial contract services across numerous states, and now employs over 300 workers. In 2016, Diane received the Local and National 8(a) Graduate of the Year award from the U.S. Small Business Administration. In 2015, she was awarded the Minority Supplier of the Year (Class III) by the Tristate Minority Supplier Development Council (TSMSDC).

**SCHEDULE**

**WEDNESDAY, SEPTEMBER 21, 2016**

**REGISTRATION**

Lobby Suite Landing . . . . . 8:00 a.m. – 11:00 a.m.  
*Discover and learn about procurement opportunities on the horizon and how to conduct business with supplier diversity professionals.*

**WORKSHOP 1**

**THERE IS A DIFFERENCE! HOW TO BECOME A SUPPLIER TO STATE AND GOVERNMENT ORGANIZATIONS**

Kanawha River Suite . . . . . 9:15 a.m. – 10:15 a.m.

*Panelists will discuss their organizations and how to do business with them. Learn about the difference and how to position your company for business.*

**MODERATOR**

**David M. Fryson Esq. - Vice President and Head of Division of Diversity, Equity and Inclusion, West Virginia University (WVU)**

**Participating Panelists:**

- David Beaver – Assistant Vice President, Chief Procurement Officer, Finance Division, West Virginia University
- Drema L. Smith – Division Director, West Virginia Department of Transportation (WVDOT)
- Becky Jones - Procurement Specialist, West Virginia Lottery

**ON YOUR MARK. GET SET. PARTICIPATE!**

**WORKSHOP 2**

**OPPORTUNITIES WITH CORPORATIONS – LISTEN... LEARN... ACTION!**

Kanawha River Suite . . . . . 10:15 a.m. – 11:15 a.m.

*Take your business to the next level by meeting new corporate business prospects for new opportunities. You’ll get detailed business background, and receive an insight into their individual company infrastructure – LISTEN... LEARN... ACTION!*

**MODERATOR**

**Diane Lewis - Founder, President and CEO of Action Facilities Management, Inc. (AFM)**

**Participating Corporations:**

- Michael Bracey – Procurement Diversity Group, North American Purchasing Cost Planning, Honda North America, Inc.
- Mike Proctor – Procurement Manager, NGK Spark Plugs (U.S.A.), Inc.
- AND OTHER INVITEES!

**BUSINESS NETWORKING LUNCHEON**

Capitol City Suite A . . . . . 11:30 a.m. – 1:00 p.m.

# Easy 5-Step Registration!

WORKING TOGETHER TO  
**WIN!**

## 1 Select Registration Package

### General Registration Includes:

- 2 Luncheon Tickets
- Quarter page Black and White Ad
- Admission to both Workshops

### Type of Membership for General Registration

<input type="checkbox"/> TSMSDC Certified MBE	..... \$150
<input type="checkbox"/> Government/Non-Profit	..... \$200
<input type="checkbox"/> MBE (Non-certified)	..... \$300
<input type="checkbox"/> TSMSDC Corporate Member	..... \$300
<input type="checkbox"/> NMSDC MBE Affiliate	..... \$300
<input type="checkbox"/> Corporate (Non-member)	..... \$500
<input type="checkbox"/> NMSDC Corporate Affiliate	..... \$400

**TOTAL Registration Package** ..... \$ \_\_\_\_\_

### Sponsor/VIP Registration

#### PLATINUM SPONSOR \$10,000

- Exclusive Recognition
- Two Reserved Luncheon Tables of 8
- Full page Color Ad in the 2016 Annual Minority Business Summit Program

#### GOLD SPONSOR \$5,000

- Recognition
- One Reserved Luncheon Table of 8
- Full page Black and White Ad in the 2016 Annual Minority Business Summit Program

#### SILVER SPONSOR \$4,000

- Recognition
- 6 Tickets to Luncheon
- Half page Color Ad in the 2016 Annual Minority Business Summit Program

#### BRONZE SPONSOR \$3,000

- Acknowledgment
- 4 Tickets to Luncheon
- Half page Black and White Ad in the 2016 Annual Minority Business Summit Program

#### SUPPORTER SPONSOR \$2,000

- Acknowledgment
- 4 Tickets to Luncheon
- Quarter page Black and White Ad in the 2016 Annual Minority Business Summit Program

#### CONTRIBUTOR \$1,000

- Acknowledgment
- 2 Tickets to Luncheon
- Quarter page Black and White Ad in the 2016 Annual Minority Business Summit Program

Please make checks payable to:

TSMSDC Annual Minority Business Summit - WV  
MetroCenter, Plaza 1 Building, 220 Athens Way,  
Suite 105, Nashville, TN 37228

*Ads must be received in the TSMSDC office no later than September 9, 2016. The 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 which do not meet our requirements will incur a minimum \$100 per hour re-design fee.*

*Cancellations, Substitutions & Refunds: Notify the TSMSDC in writing no later than September 9, 2016. No refunds will be made for cancellations after September 9, 2016.*

*Acceptable file formats are high resolution PDF or JPEG, 4-Color (CMYK) or Black and White.*

## 2 Advertising Opportunities

### COLOR

Full Page Ad: 8.375"x10.875" - Live area 7.125"x9.875"	.. \$600
Half Page Ad Horiz: 7.125"x4.875"	..... \$450
Half Page Ad Vertical: 3 1/2"x9.875"	..... \$450
Quarter Page Ad: 3.5"x4.875"	..... \$350

### BLACK and WHITE

Full Page Ad: 8.375"x10.875" - Live area 7.125"x9.875"	.. \$400
Half Page Ad Horiz: 7.125"x4.875"	..... \$350
Half Page Ad Vertical: 3 1/2"x9.875"	..... \$350
Quarter Page Ad: 3.5"x4.875"	..... \$250

**TOTAL Advertising** ..... \$ \_\_\_\_\_

*Important! Ads must be submitted as a high resolution PDF or JPEG. Allow 1/4" trim for full page ads with bleed. All charges associated with adjusting, completing, or correcting ad material will be passed on to you (the advertiser).*

**Advertising space reservation and art deadline is Wednesday September 9, 2016.**

### HOTEL INFO

Four Points by Sheraton Charleston  
600 Kanawha Blvd E  
Charleston, WV 25301

Reservations are to be made INDIVIDUALLY by calling 1-800-368-7764, and specify the group name 1st Annual Minority Business Summit. Please note that all reservations must be accompanied by a first night's room or guaranteed by a major credit card.

Special Hotel Rate:

For Traditional Double and Traditional King - \$109

### PARKING

Overnight Hotel Parking:  
Discounted rate - \$5.00



### About TriState

The TriState Minority Supplier Development Council (TSMSDC) is a privately funded, not-for-profit organization, dedicated to increasing mutually beneficial relationships among minority-owned businesses (suppliers) and major corporations (purchasers).

Its footprint comprises Kentucky, Tennessee, and West Virginia. Through its affiliation with the National Minority Supplier Development Council (NMSDC) in New York, TSMSDC has access to a network of more than 1,750 corporations, 12,000 certified minority businesses nationwide, and 23 other Regional Councils who are committed to building business relationships for mutual gain. Serving three-states, the TSMSDC has more than 150 corporate members and over 300 certified minority businesses representing a wide and diverse spectrum of industries. TSMSDC encourages corporations to develop and implement successful supplier diversity programs; brings major purchasers together with certified minority businesses, and provides education and professional development programs that meet the needs of MBEs and member corporations.

For more information, contact TSMSDC at:  
615-259-4699 • www.tsmsdc.net

# Fill out and return this page to TSMSSDC.

## 3 Contact Information

Company Name \_\_\_\_\_

Company Representative and Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Brief Description of Business \_\_\_\_\_

Business Type

Corporate  MBE  Government  Non-profit  Business Resource

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

E-Mail \_\_\_\_\_

Website \_\_\_\_\_

List all Names and Titles of additional registrants/luncheon attendees

1 \_\_\_\_\_

2 \_\_\_\_\_

3 \_\_\_\_\_

4 \_\_\_\_\_

5 \_\_\_\_\_

6 \_\_\_\_\_

7 \_\_\_\_\_

8 \_\_\_\_\_

## 4 Select Payment

Sponsor/VIP Total ..... \$ \_\_\_\_\_

- Platinum \$10,000     Bronze \$3,000  
 Gold \$5,000         Supporter \$2,000  
 Silver \$4,000         Contributor \$1,000

General Registration Total ..... QTY \_\_\_\_\_ ..... \$ \_\_\_\_\_

Luncheon Tickets Total ..... QTY \_\_\_\_\_ ..... \$ \_\_\_\_\_

- Luncheon Table of 8 - \$360     Individual Luncheon Ticket - \$50

Advertising Total ..... \$ \_\_\_\_\_

**PAYMENT TOTAL** ..... \$ \_\_\_\_\_

## 5 Method of Payment

Payment in full required at time of placement. Registrations are non-refundable. Surcharge of 1% on all credit card transactions. No credit cards accepted on day of event.

Make checks payable to:

TSMSSDC Annual Minority Business Summit - WV

MetroCenter, Plaza 1 Building, 220 Athens Way, Suite 105, Nashville, TN 37228

- Cash     Check     Visa     MasterCard     AMEX

Purchase Order# \_\_\_\_\_

Cardholder Name \_\_\_\_\_

Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Sec Code \_\_\_\_\_

Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Print Name \_\_\_\_\_

Signature \_\_\_\_\_