



TriState  
Minority Supplier  
Development Council

TRISTATE MINORITY SUPPLIER DEVELOPMENT COUNCIL  
PRESENTS THE  
**SECOND ANNUAL BUSINESS GATEWAY EXPO**

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**WORKING TOGETHER TO**  
**WIN!**

**December 5-6, 2016 • The Galt House**

140 North 4th Street • Louisville, Kentucky

(Register to win Door Prizes to be given away throughout the event)

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



**“WORKING TOGETHER TO WIN”** is the focus of this one-day forum featuring exciting initiatives with corporations, government agencies and small minority businesses, to help facilitate business relationships. Join us for workshops, the Business Gateway Expo Luncheon, networking opportunities, and exhibits.

Challenge your thinking, get fresh ideas and be motivated from powerful insights and strategies that work. Don't miss an invaluable opportunity to hear a dynamic luncheon speaker, **Max Siegel, CEO, USATF (USA Track and Field)**.

There are no limits to growing your business with purpose. The **Second Annual Business Gateway Expo** is your chance to capitalize on profitable business relationships with **“NO LIMITS... JUST OPPORTUNITIES.”** We look forward to seeing you!



### **KEYNOTE LUNCHEON SPEAKER**

**Max Siegel, CEO, USATF (USA Track and Field)**

...Entrepreneur, Entertainment Executive, Multicultural Activist and Attorney - managing a myriad of sports and entertainment properties, including NASCAR, the NFL, Hershey, Chobani, Rosetta Stone, Garden of Life, the University of Phoenix, Coach's Eye, USA Swimming, Track & Field, Nike and PGA amongst others. In addition, Siegel was part of the executive team overseeing the careers of stars such as Britney Spears, Justin Timberlake, and Usher.

Siegel has appeared on Oprah, NPR's Tavis Smiley, ABC's "Good Morning America", ESPN and CNBC. He has been featured in the Wall Street Journal, USA Today, the New York Times, Ebony's Power100, Crain's New York Business, Black Enterprise and Billboard Magazine!



### **MASTER OF CEREMONIES**

**Atty. Richard Manson, President & CEO, SourceMark, LLC, Legal Counsel, and Board Member, TriState Minority Supplier Development Council (TSMSSDC)**

Atty. Richard Manson is the President & CEO of SourceMark, LLC, a premier provider of innovative products, services and solutions to the healthcare and retail pharmacy industries. His legal career spans over 30 years, managing a private law practice that includes multi-business collaborations, extensive work nationally and internationally with media conglomerates representing high profile clients, a successful publisher, author and university professor. Board affiliations include TSMSSDC, Citizens Savings Bank & Trust Company, TMSDC Education Foundation, Nashville General Hospital at Meharry, and serves as the Ethics Committee Chairman of USATF (USA Track and Field).

# BUSINESS GATEWAY EXPO SCHEDULE

ALL BUSINESS GATEWAY EXPO ACTIVITIES WILL BE HELD AT THE GALT HOUSE HOTEL

## MONDAY, DECEMBER 5, 2016

### CENTERS OF EXCELLENCE (COE) NETWORKING MIXER

(FOR FACILITATORS, CORPORATE AND SELECTED MBE PARTICIPANTS ONLY)

Suite Tower, 2nd Floor, Clements Room ..... 5:00 p.m. – 7:00 p.m.

## TUESDAY, DECEMBER 6, 2016

### REGISTRATION

Suite Tower, 2nd Floor ..... 7:00 a.m. – 4:00 p.m.

### EXHIBITOR SET-UP

Suite Tower, 2nd Floor, Grand Hall ..... 9:00 a.m. – 12:00 Noon

### WORKSHOP 1 CENTERS OF EXCELLENCE - SECOND CORPORATE PLANNING MEETING

(FOR COE FACILITATORS, AND CORPORATE REPRESENTATIVES ONLY)

Suite Tower, 2nd Floor, Brown Room ..... 7:30 a.m. – 10:30 a.m.

*Participating Corporations: Cracker Barrel Old Country Store, Inc. • CoreCivic (formerly known as Corrections Corporation of America CCA) • Fayette County Public Schools (FCPS) • Ingersoll Rand • Kiewit Energy Group • Louisville and Jefferson County Metropolitan Sewer District (MSD) • Louisville Metro Department of Economic Development/LOUISVILLE FORWARD • Nissan North America, Inc. • Tennessee Valley Authority (TVA) • Volkswagen Group of America, Chattanooga Operations, LLC*

### WORKSHOP 2 'RAISING THE BAR' MINI-SERIES #9 - HOW TO BECOME A SUPPLIER TO FEDERAL, STATE AND LOCAL GOVERNMENT (PANEL SESSION)

Suite Tower, 2nd Floor, Clements Room ..... 9:15 a.m. – 10:30 a.m.

*Panelists: University of Kentucky • Small Business Administration (SBA), Kentucky District Office • Kentucky Community & Technical College System (KCTCS) • Kentucky Government Office, Finance and Administration Cabinet, Div. of Engineering and Contract Admin. • Louisville Regional Airport Authority • Cincinnati/Northern Kentucky International Airport (CVG) • Kenton County Airport Board (KCAB)*

### WORKSHOP 3 MAKING CONNECTIONS WITH MAJOR CORPORATIONS

Suite Tower, 2nd Floor, Clements Room ..... 10:30 a.m. – 11:45 a.m.

*Panel featuring Centers of Excellence (COE) Corporate Participants (as listed in Workshop 1)*

### NETWORKING BREAK

Suite Tower, 2nd Floor, Foyer ..... 11:45 a.m. – 12:00 Noon

### BUSINESS GATEWAY EXPO LUNCHEON

Suite Tower, 2nd Floor, Ballroom B ..... 12:00 Noon – 1:30 p.m.

*Keynote Speaker: Max Siegel, CEO, USATF (USA Track and Field)*

*Master of Ceremonies: Attorney Richard Manson, President & CEO, SourceMark, LLC, Legal Counsel and Board Member, TriState Minority Supplier Development Council (TSMSSDC)*

### RIBBON-CUTTING CEREMONY

Suite Tower, 2nd Floor, Grand Hall Foyer ..... 1:30 p.m.

### EXHIBITS OPEN

Suite Tower, 2nd Floor, Grand Hall ..... 1:30 p.m. – 4:00 p.m.

### EXHIBITS CLOSE/MOVE-OUT

Suite Tower, 2nd Floor, Grand Hall ..... 4:00 p.m. – 5:00 p.m.

## DONATE A TOY FOR CHRISTMAS

Bring a new unwrapped toy for TOYS FOR TOTS!



Registration deadline is November 30, 2016. In addition to cash contributions and VIP participants, TSMSSDC welcomes in-kind contributions and sponsorships of special conference events. These donations will be appropriately acknowledged in printed materials and at the conference.



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## CANCELLATIONS, SUBSTITUTIONS & REFUNDS:

Please notify TSMSSDC in writing no later than November 14, 2016. TSMSSDC, MetroCenter, Plaza 1 Building, 220 Athens Way, Suite 105, Nashville, TN 37228.

## GALT HOUSE RESERVATION PROCEDURE & HOTEL INFORMATION

Special hotel rate of \$139 is available during the event. Guests may call the Central Reservations Office at 1-800-The-Galt (1-800-843-4258) or (502) 589-5200, and must identify themselves as part of the TriState Minority Supplier Development Council to receive the group rate.

Deadline for special group event reservation is Saturday, November 26, 2016. Cancellation of a reservation must be received 48 hours in advance of the arrival date. Failure to notify the hotel will result in a charge of one night's tariff, plus state and local taxes.

## PARKING AND TRANSPORTATION

The Galt House offers parking in an attached covered garage for all registered guests of the hotel. The discounted self-parking group rate is \$12.00. Valet parking is \$25.00.

The Galt House offers transportation service through an in-house company called Sandollar, located in the Suite Tower Lobby of the hotel. They offer transportation to the airport and the surrounding area. Pricing information and arrangements can be made by calling 502-561-4022.

## TSMSSDC GENERAL INFORMATION

The TriState Minority Supplier Development Council, Inc. (TSMSSDC), is a privately funded, not-for-profit organization, and serves as a vital link between major corporations and minority business enterprises (MBEs). Each year, member corporations have reported billions of dollars spent with Council-certified MBEs. Serving Tennessee, Kentucky, and West Virginia, TSMSSDC is one of the new 23 regional affiliates of the National Minority Supplier Development Council, Inc. Through events such as this Business Gateway Expo, TSMSSDC continues to create profitable business relationships by "WORKING TOGETHER TO WIN - NO LIMITS ... JUST OPPORTUNITIES!"

## DIRECT ALL QUESTIONS TO TSMSSDC OFFICES:

KENTUCKY: 502-365-9762  
NASHVILLE: 615-259-4699  
E-MAIL: [info@tsmsdc.net](mailto:info@tsmsdc.net)  
WEBSITE: [www.tsmsdc.net](http://www.tsmsdc.net)

TRISTATE MINORITY SUPPLIER DEVELOPMENT COUNCIL

CERTIFY | DEVELOP | CONNECT | ADVOCATE



# Easy 5-Step Registration!

## 1 Select Registration Package

### Sponsor/VIP Registration

**DIAMOND TITLE - \$15,000**

Exclusive Recognition as a presenting sponsor  
Full page, prominent location, color ad in the Business Gateway Program  
Two tables (of eight) at Luncheon – prominent location  
20' x 40' (800 sq. ft.) booth – prominent location

**PLATINUM - \$10,000**

Recognition as a presenting sponsor  
Full page color ad in the Business Gateway Program  
One table (of eight) at Luncheon - prominent location  
20' x 20' (400 sq. ft.) booth

**GOLD - \$5,000**

Media exposure, including major print and electronic media  
Full page black and white ad in the Business Gateway Program  
One table (of eight) at Luncheon  
1 (one) 10' x 10' (100 sq. ft.) booth

**SILVER - \$4,000**

Media exposure, including print and electronic media  
Full page black and white ad in the Business Gateway Program  
4 tickets to Luncheon  
1 (one) 10' x 10' (100 sq. ft.) booth

**BRONZE - \$3,000**

Media exposure, including print and electronic media  
Half page black and white ad in the Business Gateway Program  
2 tickets to Luncheon  
1 (one) 10' x 10' (100 sq. ft.) booth

**SUPPORTER - \$2,000**

Listing in print and electronic media  
Quarter page black and white ad in the Business Gateway Program  
2 tickets to Luncheon  
1 (one) 10' x 10' (100 sq. ft.) booth

**CONTRIBUTOR \$1,000**

Quarter page black and white ad in the Business Gateway Program  
2 tickets to luncheon  
1 (one) 10' x 10' (100 sq. ft.) booth

### General Registration Includes:

Two tickets to Luncheon  
1 (one) 10' x 10' (100 sq. ft.) booth

### Type of Membership for General Registration

- TSMSDC Certified MBE . . . . . \$300
- TSMSDC Corporate Member . . . . . \$500
- NMSDC MBE Affiliate . . . . . \$400
- NMSDC Corporate Affiliate . . . . . \$700
- Government/Non-Profit . . . . . \$300
- MBE (Non-certified) . . . . . \$500
- Corporate (Non-member) . . . . . \$800
- Booth Only . . . . . \$200

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

## 2 Advertising Opportunities

### COLOR

- Full Page Ad: 8.75" x 11.25" - Live area 7.5" x 10" . . . . . \$600
- Half Page Ad: 7.5" x 4.8" . . . . . \$450
- Quarter Page Ad: 3.55" x 4.8" . . . . . \$350

### BLACK and WHITE

- Full Page Ad: 8.75" x 11.25" - Live area 7.5" x 10" . . . . . \$400
- Half Page Ad: 7.5" x 4.8" . . . . . \$350
- Quarter Page Ad: 3.55" x 4.8" . . . . . \$250

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

*IMPORTANT! Ads must be received in the TSMSDC office no later than November 11, 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 TSMSDC in writing no later than November 14, 2016. No refunds will be made for cancellations after November 14, 2016.*

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

**Advertising deadline is November 11, 2016.**



# Contact Information

Please complete both sides. Be sure to include all attendees for the workshops and the luncheon on a separate sheet of paper.

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

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

Address \_\_\_\_\_

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

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

Business Type

Corporate  MBE  Government  Non-profit  Business Resource

Telephone (     ) \_\_\_\_\_ Fax (     ) \_\_\_\_\_

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

Website \_\_\_\_\_

List all Names and Titles of additional registrants

1 \_\_\_\_\_

2 \_\_\_\_\_

3 \_\_\_\_\_

4 \_\_\_\_\_

5 \_\_\_\_\_

6 \_\_\_\_\_

7 \_\_\_\_\_

8 \_\_\_\_\_

# 4

## Select Payment

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

- Diamond \$15,000     Silver \$4,000     Supporter \$2,000
- Platinum \$10,000     Bronze \$3,000     Contributor \$1,000
- Gold \$5,000

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. Please make checks payable to: TSMSSDC, Annual Business Gateway Expo, and mail with registration form to:

TSMSSDC Business Gateway Expo  
MetroCenter, Plaza 1 Building, 220 Athens Way, Suite 105, Nashville, TN 37228

For credit card payments, please contact  
Paula Nelson: T: 615-259-4699, or E: pnelson@tsmsdc.net

- Cash     Check     Visa     MasterCard     AMEX

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

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

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

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

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

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

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

Signature \_\_\_\_\_



**TriState**  
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Metro Center, Plaza 1 Building  
220 Athens Way, Suite 105  
Nashville, Tennessee 37228

## **REMEMBER THE DATES:**

**Ad Deadline: NOVEMBER 11**

**Hotel Registration: NOVEMBER 26**

**Conference Registration: NOVEMBER 30**