



Change...

OPPORTUNITIES



TriState  
Minority Supplier  
Development Council

TriState Minority Supplier Development Council presents the  
**Business Marketplace**

December 11 - 12, 2017 • The Galt House Hotel

140 North 4th Street • Louisville, Kentucky

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

NO LIMITS ... JUST OPPORTUNITIES!

## ***Change is inevitable.*** At times unanticipated, new ways of doing leaves few businesses untouched!

Our inaugural combined conference is focused on essential elements for cultivating opportunities to grow business, while facing the blowing winds brought about by socioeconomic changes. Join conversations presented by esteemed panelists, especially assembled to present a diversity of thought and insights. This conference will be most beneficial for startups and veteran business owners, supplier diversity professionals, with takeaways of soft and hard aspects of building 'win-win' business relationships. The 2017 Business Marketplace will offer a myriad of service providers, corporate, minority and government exhibits, plus mini-matchmakers, by appointment only, to increase business opportunities and make promising connections that count. Challenge your thoughts. Get fresh ideas. Maximize your participation. Become motivated from powerful strategies that work. Take advantage of the networking opportunities that abound and a memorable speaker, Derek L. Anderson, Sr., NBA Champion, entrepreneur and author who will provide the keynote address at the business luncheon.

Enjoy the many facets of this year's event. Capitalize on CHANGE for profitable business relationships where there are "NO LIMITS...JUST OPPORTUNITIES."



### **KEYNOTE LUNCHEON SPEAKER** ***DEREK L. ANDERSON, SR.***

Producer | Author | Screen Writer | Philanthropist | Entrepreneur | NBA World Champion | NCAA Champion | Olympic Gold Medalist



### **MASTER OF CEREMONIES** ***GILBERT CORSEY***

Eight-time Emmy Award Winning TV Anchor/Reporter WDRB News

# SCHEDULE

## MONDAY, DECEMBER 11, 2017

### BUSINESS MARKETPLACE REGISTRATION

Suite Tower, 2nd Floor, Registration Area . . . . . 12 Noon – 5:00 p.m.

### EXHIBIT SET-UP

Suite Tower, 2nd Floor, Ballroom A and B . . . . . 8:00 p.m. – 6:00 p.m.

### CENTERS OF EXCELLENCE (COE) NETWORKING MIXER

(COE FACILITATORS, CORPORATE AND MBE PARTICIPANTS ONLY)

Suite Tower, 2nd Floor, Clements Room . . . . . 5:00 p.m. – 6:00 p.m.

### OPEN NETWORKING MIXER FOR ALL

Suite Tower, 2nd Floor, Clements Room . . . . . 6:00 p.m. – 7:00 p.m.

## TUESDAY, DECEMBER 12, 2017

### REGISTRATION

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

### COFFEE, TEA & TÊTE-À-TÊTE

Suite Tower, 2nd Floor, Grand Foyer . . . . . 7:30 a.m. – 9:00 a.m.

### EXHIBITOR SET-UP

Suite Tower, 2nd Floor, Ballroom A and B . . . . . 9:00 a.m. – 12 Noon

### WORKSHOP 1: TSMSSDC CENTERS OF EXCELLENCE (COE)

CLOSED – COE PARTICIPANTS ONLY

Suite Tower, 2nd Floor, Brown Room . . . . . 7:00 a.m. – 8:00 a.m.

COE Joint Meeting with Corporations and MBEs

Suite Tower, 2nd Floor, Brown Room . . . . . 8:00 a.m. – 10:00 a.m.

### WORKSHOP 2: DO CONTACTS LEAD TO CONTRACTS?

Suite Tower, 2nd Floor, Clements Room . . . . . 8:30 a.m. – 10:00 a.m.

*Panelists: Norton Healthcare, HealthTrust Purchasing Group, RegionalCare Capella Health (RCCH) Healthcare Partners*

*Moderator: Richard Manson, President, SourceMark, LLC*

*Legal Counsel and Board Member: TriState Minority Supplier Development Council*

### WORKSHOP 3: 'RAISING THE BAR' MINI-SERIES - MAKING CONNECTIONS THAT COUNT

Suite Tower, 2nd Floor, Clements . . . . . 10:00 a.m. – 11:30 a.m.

*Panelists: Louisville Regional Airport Authority (LRAA), Valvoline, Nashville Electric Service (NES), Louisville and Jefferson County Metropolitan Sewer District (MSD), Toyota Motor Engineering & Manufacturing North America, Hooven-Dayton Corporation*

*Moderator: Stanford T. Williams, Jr., Messer Construction Company, Vice President/Chief Inclusion and Diversity Officer*

### NETWORKING PRIOR TO LUNCHEON

Suite Tower, 2nd Floor, Grand Foyer . . . . . 11:30 a.m. – 12 Noon

# SCHEDULE CONTINUED

## BUSINESS MARKETPLACE LUNCHEON

Suite Tower, 2nd Floor, Ballroom C . . . . . 12 noon – 1:30 p.m.  
Keynote Speaker: Derek L. Anderson, Sr., Producer | Author | Screen Writer | Philanthropist | Entrepreneur | NBA World Champion | NCAA Champion | Olympic Gold Medalist  
Master of Ceremonies: Gilbert Corsey, Eight-time Emmy Award Winning TV Anchor/Reporter WDRB News

## RIBBON-CUTTING CEREMONY

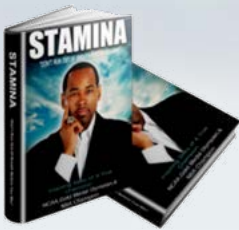
Suite Tower, 2nd Floor, Grand Foyer . . . . . 1:45 p.m.

## EXHIBITS OPEN

Suite Tower, 2nd Floor, Ballroom A and B . . . . . 1:45 p.m. – 5:00 p.m.

## BOOK SIGNINGS

Suite Tower, 2nd Floor, Ballroom A and B . . . . . 2:00 p.m. – 4:00 p.m.  
Books will be available for purchase from both authors at the signings.



### Author, Derek L. Anderson, Sr., NCAA & NBA Champion

**STAMINA** “Don’t run out of breath before you win”  
“I altered my future when I altered my mind”

The author, Derek L. Anderson, Sr., is founder of D. A. Enterprises, Inc., Anderson Development, Inc., Loyalty Entertainment, D. A. Dining, Loyalty Clothing Company, and Loyalty Home & Auto Concierge.



### Author, Herman J. Williams, MD

**“CLEAR!”** Living the Life You Didn't Dream Of  
“My message is that you have to embrace your current reality and decide that you’ll make a positive difference for others,” says Herman. “I want my story to inspire you to create your best life possible.”

The author, Herman J. Williams, MD, is the chief clinical officer for RegionalCare Capella Health (RCCH) Healthcare Partners, and serves as Board Chair of TSMSSDC.

## INGERSOLL RAND MINI-MATCHMAKER

Suite Tower, 2nd Floor, Willis Room. . . . . 2:00 p.m. – 4:00 p.m.  
Pre-scheduled Appointments Only, in intervals of 15-minutes in duration, will be scheduled in assigned meeting rooms.  
MBEs must be certified and registered to attend the event for participation eligibility.

## LOUISVILLE AND JEFFERSON COUNTY METROPOLITAN SEWER DISTRICT MINI-MATCHMAKER

Suite Tower, 2nd Floor, Willis Room. . . . . 2:00 p.m. – 4:00 p.m.  
Pre-scheduled Appointments Only, in intervals of 15-minutes in duration, will be scheduled in assigned meeting rooms.  
MBEs must be certified and registered to attend the event for participation eligibility.

## EXHIBITS CLOSE/MOVE-OUT

Suite Tower, 2nd Floor, Ballroom A and B . . . . . 5:00 p.m. – 6:00 p.m.

# REGISTRATION INFO

Registration deadline is November 30, 2017. 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.



## CANCELLATIONS, SUBSTITUTIONS & REFUNDS

Please notify TSMSSDC in writing no later than November 30, 2017 to: TSMSSDC, MetroCenter, Plaza 1 Building, 220 Athens Way, Suite 105, Nashville, TN 37228. No refunds will be made for cancellations after November 30, 2017.

## 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 November 10, 2017. 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 \$8.00. Overnight self-parking rate is \$15.00 and \$25.00 per night for valet service.

The Galt House offers transportation service through an in-house company called Xtreme Transportation, 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 23 regional affiliates of the National Minority Supplier Development Council, Inc. Through events such as this Business Marketplace TSMSSDC continues to create profitable business relationships by Change...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!

## Select Registration Package

### Sponsor/VIP Registration

**DIAMOND TITLE: \$20,000**

Exclusive recognition as a title sponsor  
Priority 20' x 40' (800 sq. ft.) Island Exhibit  
Two (2) Reserved Tables (of 8) at Luncheon – prominent location  
Full-page four color ad - prominent location in Business Marketplace Program  
Display logo and link from TSMSDC website  
Logo on Constant Contact announcement distribution

**PLATINUM TITLE: \$10,000**

Recognition as a presenting sponsor  
20' x 40' (800 sq. ft.) Island Exhibit  
One (1) Reserved Table (of 8) at the Luncheon - prominent location  
Full-page color ad in Business Marketplace Program  
Display logo and link from TSMSDC website  
Logo on Constant Contact announcement distribution

**GOLD: \$5,000**

Acknowledgement  
20' x 20' (400 sq. ft.) booth  
One (1) Reserved Table (of 8) at the Luncheon  
Full-page black and white ad in Business Marketplace Program

**SILVER: \$4,000**

Two (2) adjoining 10' x 10' Booth (200 sq. ft.)  
One (1) Table (of 8) at the Luncheon  
Full-page black and white ad in Business Marketplace Program

**BRONZE: \$3,000**

One (1) 10' x 10' Booth (100 sq. ft.)  
One (1) Table (of 8) at the Luncheon  
Half-page color ad in Business Marketplace Program

**SUPPORTER: \$2,000**

One (1) 10' x 10' Booth (100 sq. ft.)  
4 tickets at the Luncheon  
Half-page black and white ad in Business Marketplace Program

**CONTRIBUTOR: \$1,000**

One (1) 10' x 10' Booth (100 sq. ft.)  
2 tickets to the Luncheon  
Quarter-page black and white ad in Business Marketplace Program

### General Registration Includes:

Two (2) Luncheon Tickets  
One (1) 10' x 10' Booth

### Type of Membership for General Registration

- TSMSDC Certified MBE ..... \$300
- 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** ..... \$ \_\_\_\_\_

## Advertising Opportunities

### COLOR

Full-Page Ad ..... \$600  
*Trim 8.5" x 11", Live area 8" x 10.25", Bleed 8.75" x 11.25"*  
Half-Page Ad ..... \$450  
*Vertical: 3.75" x 10" Horizontal: 7.125" x 4.875"*  
Quarter-Page Ad ..... \$350  
*3.625" x 4.875"*

### BLACK and WHITE

Full-Page Ad ..... \$400  
*Trim 8.5" x 11", Live area 8" x 10.25", Bleed 8.75" x 11.25"*  
Half-Page Ad ..... \$350  
*Vertical 3.75" x 10" Horizontal 7.125" x 4.875"*  
Quarter-Page Ad ..... \$250  
*3.625" x 4.875"*

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

*Make advertising in the 2017 Business Marketplace easy and convenient for you. You can snail mail or e-mail your ad before the ad submission deadline on November 20, 2017. E-mail your ad to: info@tsmsdc.net.*

*IMPORTANT! Ads must be received in the TSMSDC office no later than November 20, 2017. 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.*

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

*Cancellations, Substitutions & Refunds: Notify TSMSDC in writing no later than November 30, 2017. No refunds will be made for cancellations after November 30, 2017.*

**Advertising deadline is November 20, 2017.**

# 3 Contact Information

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 Registrants**

1 \_\_\_\_\_

3 \_\_\_\_\_

5 \_\_\_\_\_

7 \_\_\_\_\_

# 4 Select Payment

Sponsor/VIP Total .....	\$ _____
Diamond .....	\$20,000
Platinum .....	\$10,000
Gold .....	\$ 5,000
Silver .....	\$ 4,000
Bronze .....	\$ 3,000
Supporter .....	\$ 2,000
Contributor .....	\$ 1,000

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

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

Luncheon Table of 8 - \$400

Individual Luncheon Ticket - \$55

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

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

2 \_\_\_\_\_

4 \_\_\_\_\_

6 \_\_\_\_\_

8 \_\_\_\_\_

# 5 Payment Method

Payment in full is required at time of placement. Registrations are non-refundable. Surcharge of 1% on all credit card transactions. No credit cards accepted on the day of the event. Make checks payable to: TSMSDC Business Marketplace, and mail with registration form to:

TSMSDC, 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 \_\_\_\_\_