



20
25

PARTNERSHIP PACKAGES

ENGAGE • CONNECT • GROW • IMPACT





WHY

INVEST?



- Input on program development with a focus on developing small and disadvantaged businesses to meet your needs
- Build relationships with peers and stay on trend in the advancement of supplier dynamism.
- Receive placement on digital and print communications that reaches business executives.
- Increase your company's visibility and brand within domestic and global networks.
- Have your logo included on websites, social media, and e-communications.
- Elevate your company's profile within your target market.
- Pay a one-time fee to participate in and gain exposure in signature events (excluding golf).
- Programs and packages are flexible. Packages can be curated to meet your company's needs.

ABOUT US

EMSDC is one of the 23 regional affiliate supplier development council dedicated to promoting supplier diversity and supporting minority businesses. As a crucial part of this network, EMSDC serves as an essential link and local resource, connecting certified minority businesses with the corporations that partner with them. With the recent acquisition of the **World Trade Center Pittsburgh** license, EMSDC is well-positioned to assist businesses in entering the global market and broadening their customer reach. This exceptional resource will provide entrepreneurs and corporate members with alternative avenues for commerce in an evolving global economic environment.





PROGRAMS

\$16,000—\$50,000 sponsorships include the opportunity to select from the following programs. Single program sponsorships are available for \$5,000.

CERTIFY

Sponsorship of these certification programs helps to fund certification and recertification fees for eligible minority business enterprises in all industries on an as needed basis.



The Value of Certification

How and when does certification make sense for a company? Which certifications are the “right” ones? What resources are available to business owners? This ongoing program provides insight and education, on criteria, process and benefits, featuring successful minority business owners and professionals.



Pre-Certification Webinar

Are you a minority-owned business looking to grow your business or access new opportunities? Is your business already in the certification process and in need of assistance? This monthly, hour-long webinar is a crash course on everything you need to know before you get certified; giving you the knowledge for a smoother application process.



You're Certified, What's Next?

Leave with it, don't lead with it. This monthly program educates newly certified EMSDC MBEs and those wanting a refresher on how to use their MBE certification as a business tool and how to get the most out of their Council driven relationships.



PROGRAMS

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DEVELOPMENT

By fostering strategic partnerships and nurturing client relationships, businesses can unlock new growth opportunities. Implementing innovative solutions and remaining adaptable to market changes ensures that these companies stay competitive. Moreover, cultivating a culture of continuous improvement and encouraging collaborative efforts among team members can lead to enhanced productivity and success in achieving long-term objectives.

Empower Growth Initiative

EMSDC provides educational sessions to enhance technical and professional skills, peer-to-peer mentoring to share best practices, and current industry processes and trends. Participants stay current on supplier metrics to accurately prepare for interactions while tracking performance.

Program Objective: To support business owners by providing comprehensive business assessments and strategic growth plans aimed at scaling their businesses and improving sustainability.

Growing Global

As a licensee of the World Trade Center of Allegheny County, EMSDC is uniquely positioned to help local businesses break into global markets. This advantaged position allows EMSDC to provide tailored resources, networking opportunities, and access to international trade expertise, empowering local businesses to expand their reach and increase their competitiveness on a global scale. By fostering connections with potential partners and clients worldwide, EMSDC enhances the growth potential of local enterprises, driving economic development within the community.

Technical Assistance

Targeted workshops to focus on various business deficiencies and provide solutions for the growth, development and sustainability of minority businesses. Offerings include, but are not limited to sales and marketing, technology, taxes, human resources and talent management, funding, financial planning, digital marketing strategies, social media, PR/Media training and how to respond to RFPs.

How to Do Business/UpNext

Meet with prospective suppliers during these curated sessions. This is the perfect opportunity to share more about your company's supply chain program, what are the prerequisites for doing business, who to contact, and how to bid for contracts.

Pitch Competition

Assist small businesses in refining their pitches. In this workshop series, participants will collaborate with experts to craft their business presentations, leading up to an engaging 2½ hours of high-energy pitching! During the event, each participating Corporate Member and Entrepreneur buyer will be assigned a table, and contestants will have 90 seconds to present their business. This initiative offers corporations access to fresh innovation while providing MBEs with valuable new business opportunities.

Industry Incubator Programs

Designed to provide targeted support and resources to emerging businesses, helping them refine their strategies and operations to meet the demands of potential partners. Participants gain access to expert mentorship, industry insights, and networking opportunities that can propel their ventures forward. By aligning with these incubator initiatives, businesses not only enhance their readiness for contract opportunities but also build robust foundations for long-term success and growth.





PROGRAMS

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PARTNERSHIP

Collaborating with other organizations enables businesses to leverage complementary strengths, enhance innovation, and create efficient processes. Strategic partnerships reduce costs and risks by sharing responsibilities, promoting a culture of learning and adaptability, and fostering continuous improvement. These alliances are vital for sustainable growth and long-term success in a competitive market.



Channel Partnership

Did you know that channel partnerships are one of the most underutilized strategies in our network? Yet, they offer a significant opportunity to scale your business with minimal capital investment. This transformative series will teach businesses how to develop channel partnerships that can drive rapid growth and build meaningful relationships with potential channel partners that can open new doors for your business.

Mergers & Acquisitions

Mergers and Acquisitions represent the best and most immediate opportunity for growth-minded MBEs to achieve exponential growth, gain greater access to capital, and become level competitors in the marketplace. Emerging suppliers will participate in a discussion led by business leaders who have used M&A as a successful growth strategy. Corporate partners can also lead a broader discussion of legal, fiscal, and organizational requirements.



Exclusive Networking Mixers

Take advantage of the unique opportunity to host exclusive, curated networking mixers with our trusted suppliers. These intimate gatherings are designed to foster meaningful connections, explore innovative solutions, and build long-lasting partnerships. Showcase your commitment to collaboration and elevate your brand's presence within the supply chain community by hosting a tailored event that aligns with your goals. Don't miss this chance to connect with industry leaders and unlock new possibilities for success.

Return On All Relationships Conference*

Return On All Relationships (R.O.A.R) is EMSDC's annual conference, where a variety of relevant topics are explored. Participants are encouraged to discover innovative strategies to developing, maintaining, and expanding their businesses amidst economic hurdles. With a dynamic lineup of keynote speakers, plenary sessions, roundtable discussions, and curated workshop tracks, R.O.A.R. presents an exceptional occasion for learning, dialogue, and forging valuable connections.



Business2Business Connections

A program connecting business owners with peers to discover opportunities that can increase their market share, expand capacity, engage new clients, and explore joint venture and other valuable partnerships.

MBEIC Meet & Greets

Informal gatherings hosted by the MBEIC throughout our service territory, put MBEs and corporations together. Great opportunity to meet new MBEs with possible sourcing solutions and to begin forming new relationships.

PROGRAMS

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INVESTMENT

Access to capital is crucial for businesses looking to expand. By utilizing innovative technologies and various financial instruments, companies can enhance their funding options. Financial education helps stakeholders make informed choices, while strategic partnerships can unlock new markets. As competition grows, adopting sustainable practices builds trust and reputation, ensuring long-term growth. A commitment to continuous improvement allows organizations to stay resilient and ready for future challenges.

Access to Capital & Financial Education

Secure your bag. Most small businesses rely on lenders to provide capital for start-up, operations, bridge financing, product expansion, and capital improvements. These financial preparation workshops puts them front and center to learn about traditional and alternative funding sources, how to access them and the impacts on their business plans and growth.

Cultivating Innovation Tech Series

Technology can be a powerful tool to help businesses streamline operations and bolster growth. Through a series of curated sessions, supply chain professionals and businesses alike can discover what new technologies are available to them and how these new tools, like Artificial Intelligence, can assist in strengthening their supply chain programs or business growth plans.

GROWTH

Growth is at the cornerstone of EMSDC's mission. Through fostering business expansion, smaller businesses are empowered to scale, while larger enterprises are encouraged to explore new markets. By providing resources such as market analysis tools, mentorship, financial strategies, and technology solutions, EMSDC equips businesses to succeed in competitive environments. Additionally, innovative businesses that set new industry standards are celebrated. The goal is to create a collaborative environment that nurtures sustainable growth.

Supply Chain Professional Roundtable

Provides corporations a rare opportunity to share processes, procedures, pain points and solutions in small group settings to help elevate success in the dynamic supply chain space.

Legislative Forum - 2 Federal Sessions, 2 State/Local Sessions

Meet one-on-one or in group settings with federal, state, and local representatives in PA, NJ, and DE to discuss the importance and impact of disadvantaged businesses on the region's economy and its long-term growth.

Leaders' Edge

An innovative, comprehensive session that integrates decades of knowledge and experience from area CEOs leading Fortune 500 companies while providing practical and real tips on how to impact profitability, productivity and performance.

Choice Awards*

Celebrate the best in Supply Chain Dynamism! This annual awards ceremony honors best-in-class suppliers, wave-making corporations, and trailblazing advocates who are transforming the supply chain.



PROGRAMS

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SPECIAL INTERESTS

Our Special Interest Programs are tailored to address niche and emerging topics and designed to inspire thought leadership and drive meaningful conversations. These programs provide fresh perspectives and actionable insights on subjects shaping the future of our industries and communities. Perfect for those seeking to explore innovative and impactful themes outside the standard framework, this section is where unique ideas and specialized expertise take center stage.

Health & Wellness Series

Where health, wellness, beauty, and business intersect. This series delves into how these industries and practices support better business outcomes—helping entrepreneurs build confidence, maintain physical and mental health, and achieve work-life balance. Discover how wellness-focused approaches can lead to stronger, more sustainable business practices and personal success.

Beyond Recycling/ESG

Sustainability is vital for the planet—and for business. Dive into strategies that go beyond recycling to create long-term value through environmental, social, and governance practices. Attendees will learn from leaders about innovative solutions like circular economies and renewable energy. Participation helps reduce environmental impact, enhance brand reputation, and gain a competitive edge. Join us in promoting a sustainable and equitable future for our planet and society.

Empower Growth Business Summit

A hub of resources, education, and networking tailored to local small businesses. Participate in workshops and panel discussions focused on overcoming challenges and seizing opportunities for small businesses. Engage in collaborative sessions that promote innovation and community support for growth.

Economic Forecasting

Stay ahead of the curve with insights into macro and microeconomic trends. Learn how economic indicators and global market trends can enhance your business strategies. Connect with expert economists and industry leaders to identify challenges and opportunities, enabling informed decision-making for growth and resilience. This series provides valuable insights for both seasoned executives and emerging entrepreneurs, helping you anticipate market changes and adapt effectively.





Includes executive welcome at your selected program and your company appropriately highlighted using EMSDC social media channels, podcasts, SMS texting, e-blasts, newsletter, press releases, YouTube, website, and virtual event platforms.

PARTNERSHIP LEVELS

Visionary — \$50,000

- 7 in-person or virtual programs of your choice with program partnership recognition
- Self-produced :60 video ad shown during your program session and archived on EMSDC website
- Opportunity for company to propose new program topic
- Company appropriately highlighted via EMSDC electronic media channels, website and onsite
- Branding on registration page and all program marketing material
 - **Value Add – Annual Sponsorship Recognition**
 - Executive speaking opportunity for Choice Awards and ROAR Conference
 - 2 Premier Choice Awards Gala tables of 10 (with priority seating) or virtual tickets
 - 15 ROAR in-person total access passes (with reserved seating) or virtual total access passes swag bag item inclusion
 - Digital event recognition

Ambassador — \$35,000

- 5 in-person or virtual programs of your choice with program partnership recognition
- Self-produced :30 video ad shown during your program session and archived on EMSDC website
- Company appropriately highlighted via EMSDC electronic media channels, website and onsite
- Branding on registration page and all program marketing material
 - **Value Add – Signature Event Participation and Recognition**
 - Executive speaking opportunity for ROAR Conference
 - 15 Premier Choice Awards Gala in-person tickets (with priority seating) or virtual tickets
 - 10 ROAR in-person (with reserved seating) or virtual total access passes
 - Virtual swag bag item inclusion
 - Digital event recognition

Benefactor — \$25,000

- 3 in-person or virtual programs of your choice with program partnership recognition
- Company appropriately highlighted via EMSDC electronic media channels, website and onsite
- Branding on registration page and all program marketing material
 - **Value Add – Signature Event Participation and Recognition**
 - 10 Choice Awards Gala in-person or virtual tickets
 - 8 ROAR Conference in-person or virtual total access passes
 - Reserved table for gala and conference seating
 - Digital Event Recognition

Associate — \$16,000

- 2 in-person or virtual programs of your choice with program partnership recognition
- Company appropriately highlighted via EMSDC electronic media channels, website and onsite
- Branding on registration page and all program marketing material
 - **Value Add – Signature Event Participation and Recognition**
 - 5 Choice Awards Gala in-person or virtual tickets
 - 5 ROAR Matchmaker in-person or virtual total access passes
 - Digital Event Recognition

Single Program \$5,000*

- 1 in-person or virtual program of your choice with program partnership recognition
- Company appropriately highlighted via EMSDC electronic media channels, website and onsite
- Branding on registration page and all program marketing material

***Signature Event Participation and Recognition are not included with this option**

ROAR Conference (Return on all Relationships)

Virtually or in-person, this super-sized event brings together suppliers and buyers for industry-focused, one-on-one matchmakers. Perfect opportunity for relationship-building and contract exploration.

Choice Awards Gala

Annual evening to recognize the achievements of top in-network businesses, dynamic industry leaders and major corporations committed to supplier diversity. Regional and National Corporation of the Year, and other awards of distinction are presented.



A round can build lasting relationships in a few short hours, fund projects, build teams, break down barriers, and create an environment of deal-making, stress relief, and wellness.

SCHOLARSHIP PARTNERSHIP

Youth & Entrepreneur Scholarship Golf Invitational

Playing a round is good business! During the 4-5-hour round of golf at the Youth & Entrepreneur Scholarship Golf Invitational, you get to know the other players well. During that time, you can get business leads and learn new reliable sources. Over the course of play, you learn about a person, not so much by what he or she says, but how they handle themselves on the course. Golfers bare their souls on the course, showing their genuine reactions to good shots, medium shots, and catastrophic shots. A golf round also offers a relaxed atmosphere for problem solving, team building, and deepening relationships.

The invitational also supports the mission of the Council to build and foster future business relationships. Proceeds continue to fund business scholarships for our minority business owners, as well as fund programs for youth through **100 Black Men of Western PA, Homeless Children's Education Fund, Pittsburgh Youth Golf Foundation, Tyreem M. Richmond Book Foundation, The Business Center's Youth Entrepreneur Camp, NOMO Foundation Philadelphia, and The Urban Youth Racing School.**

Your company will be appropriately highlighted via social media channels, podcasts, email blasts, newsletter, press releases, program registration sites, YouTube channel, EMSDC website and onsite.

Golf Packages: Include 18 holes of golf (green fees, use of practice tee and pitching green, locker room facilitates); breakfast, lunch, on course, refreshments (beer, soda, and water); awards dinner; and a chance at skill prizes.

Platinum \$15,000

- Scholarship Partnership Recognition
- Clinic sponsorship recognition
- 3 golf foursomes or 3 clinic admissions
- \$100 merchandise for each participant
- 3 Tee Signs

Gold \$10,000

- Scholarship Partnership Recognition
- 2 golf foursomes or 2 clinic admissions
- \$100 merchandise for each participant
- 2 Tee Signs

Silver \$8,000

- Scholarship Partnership Recognition
- 1 golf foursome and 2 additional player tickets
- \$100 merchandise for each participant
- 1 Tee Sign

Corporate Bronze \$6,000

- Scholarship Partnership Recognition
- 1 golf foursome or 1 clinic admission
- \$100 merchandise for each participant
- 1 Tee Sign

MBE Bronze \$3,500

- Scholarship Partnership Recognition
- 1 golf foursome or 1 clinic admission
- \$100 merchandise for each participant
- 1 Tee Sign

PARTNER ASSISTS

Programs and services are only as good as their content, presenters, and venues. In the previous pages, we have outlined program series, sessions, and strategies that we are excited to present. Your injection of time, talent, space and technology assistance will give us the flexibility to easily expand growth and development options for our constituents throughout our footprint – Pennsylvania, southern New Jersey, and Delaware, and grow the Council.



To discuss these annual in-kind or financially sponsored opportunities please contact **Brittany Rivera** at brivera@emsd.c.org or at (215) 569-1005.

- Business Growth Champions
- Council and Intern App Development
- Development Content Advisors
- Economic Impact Study
- Event Space
- Graphic Design and Printing Services
- Podcast Production
- Rapid Response Advisory Team
- Subject Matter Experts
- Video Production
- Virtual Platforms
- Website

2025 PARTNERSHIP COMMITMENT

Council Membership*

*[Click here](#) to learn more about the benefits of and criteria for Council Membership.

<input type="checkbox"/> Corporation	\$7,000
<input type="checkbox"/> Education Institution	\$3,000
<input type="checkbox"/> Associate	\$1,500
<input type="checkbox"/> WTC Pittsburgh**	
<input type="checkbox"/> Corporate	\$500
<input type="checkbox"/> Nonprofit	\$350

**[Click here](#) to learn more membership with WTC Pittsburgh.

Program Partner

<input type="checkbox"/> Visionary	\$50,000
• Includes 7 Programs	
<input type="checkbox"/> Ambassador	\$35,000
• Includes 5 Programs	
<input type="checkbox"/> Benefactor	\$25,000
• Includes 3 Programs	
<input type="checkbox"/> Associate	\$16,000
• Includes 2 Programs	

Scholarship Partner

<input type="checkbox"/> Platinum	\$15,000
<input type="checkbox"/> Gold	\$10,000
<input type="checkbox"/> Silver	\$8,000
<input type="checkbox"/> Corporate Bronze	\$6,000
<input type="checkbox"/> MBE Bronze	\$3,500

Single Program Selections***

\$5,000 each

***Signature Event Participation & Recognition not included.

Certification

- Pre-Certification Webinar
- You're Certified; What's Next?

Development

- Empower Growth Initiative
- Growing Global
- Pitch Competition
- Industry Incubator Programs
- How to Do Business/UpNext
- Technical Assistance

Partnership

- Channel Partnership
- Mergers & Acquisitions
- Exclusive Networking Mixer
- MBEIC Meet & Greets

Investment

- Access to Capital & Financial Education
- Cultivating Innovation Tech Series

Growth

- Power-Up Industry Groups
- Supply Chain Profession Roundtable
- Legislative Forums
 - Local
 - Federal

Special Interest

- Health & Wellness Series
- Beyond Recycling/ESG
- Small Business Summit
- Economic Forecasting Series
- Create-Your-Own (Contact [Brittany Rivera](#) for more details)

Partner Assists / In-kind Acts

- Business Growth Champions
- Council and Intern App Development
- Development Content Advisors
- Economic Impact Study
- Event Space
- Graphic Design and Printing Services
- Podcast Production
- Rapid Response Advisory Team
- Subject Matter Experts
- Video Production
- Virtual Platforms
- Website



LET'S WORK TOGETHER

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