

CORPORATIONS



POWER IN NUMBERS\$

FUELING ECONOMIC GROWTH

ECONOMIC
EMPOWERMENT
THROUGH
COLLABORATION





WHO IS THE MID-STATES MINORITY SUPPLIER DEVELOPMENT COUNCIL (Mid-States MSDC)?

We are a 501(c) 3 non-profit organization and one of 23 regional affiliates of the National Minority Supplier Development Council (NMSDC). Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and supply-chain providers from the Asian, Black, Hispanic and Native American communities.

Our mission is to accelerate economic growth by driving opportunities and collaboration between corporations and minority businesses.

The Mid-States MSDC's footprint includes Central Illinois, Indiana and Eastern Missouri and we connect our corporate members with qualified minority-owned suppliers of all sizes – Minority Business Enterprises (MBE) – that meet a high standard of excellence.

We ensure that standard in four essential steps:



1

Certify

Examine and investigate each MBE, verifying its viability, its practices and its capacity for growth.



2

Develop

Assist and enable MBEs in expanding their vision and capabilities, to meet the needs of corporate members.



3

Connect

Introduce and facilitate a mutually beneficial business relationship between MBEs and corporate members.



4

Advocate

Promote and strengthen a universal understanding of the value of minority supplier development.



CORPORATE MEMBERSHIP BENEFITS

Corporate members benefit by expanding their link to the rapidly growing minority marketplace and by gaining greater access to qualified suppliers to source. By integrating our supplier pool with minorities, you increase your competition, reduce cost and improve quality. This fosters a transitional relationship with stakeholders that can lead to a stronger local economy.

Mid-States MSDC is a resource that can assist corporations in developing, marketing and enhancing their minority business development program in a productive and efficient manner.

We offer:

- Access to a regional pool of more than 300 certified and qualified minority suppliers with the ability to connect to a national pool of more than 12,000 minority suppliers
- Assistance to achieve a supplier base that closely reflects your customer’s demographics
- Increased opportunity for greater savings and higher quality goods and services due to increased competition
- Increased return on investment from minority business development and corporate economic development efforts in the community where you do business
- Support in developing or improving your company’s supplier diversity programs
- Adding recognition by stakeholders and the local community of your strong corporate citizenship
- Meeting the demands of your customers and/or government compliance requirements
- Opportunity to enhance your ethnic market sales initiatives
- MBE Referral System – matching MBEs to corporations that have purchasing opportunities
- Becoming part of a network of over 1,422 national and local corporate members
- Providing industry specific benchmarking and best practices in supplier diversity
- Training for supplier diversity professionals
- Networking with corporations and MBEs

CRITERIA FOR MEMBERSHIP

As a Corporate Member of the Mid-States MSDC, a corporation must commit to the following:

- Have or establish a minority business development policy or plan in support of supplier diversity and minority business development
- Report annually aggregate dollar purchases from MBEs
- Designate a representative as a point of contact
- Participate in Mid-States MSDC local activities
- Promote business opportunities for MBEs
- Commit to an annual Corporate Membership fee
- Serve as an Ambassador for Mid-States MSDC in support of our mission
- Support and promote Mid-States MSDC mission, vision and goals



INTERESTED IN BECOMING A CORPORATE MEMBER? CLICK, CALL, OR EMAIL:

Main Office

2126 N. Meridian St.
Indianapolis, IN 46202
P: 317-921-2681
F: 317-923-2204
info@midstatesmsdc.org

St. Louis Office

One U.S. Bank Plaza, Suite 1820
505 N. 7th St.
St. Louis, MO 63101
P: 314-278-5616
www.midstatesmsdc.org

NMSDC

The National Minority Supplier Development Council connects 1,422 corporations (including 472 national corporate members and 950 local corporate members) with nearly 12,000 nationally-certified Asian, Black, Hispanic and Native American-owned businesses.

MBE GROWTH RATE

Increase expected by 3.3 million minority business owners from 2000-2045

70%

CERTIFIED MBE's

Asian, Black, Hispanics and Native American-owned businesses

12,000

BILLION ANNUALLY

2.25 million people actively employed both directly and indirectly by NMSDC-certified MBE firms

\$ 400

CORPORATE MEMBERS

Including 472 national corporate members and 950 local corporate members

1,422

MID-STATES MSDC

PORTFOLIO HIGHLIGHTS

Our diversity is the engine that drives the success of our members, employees and the business community we serve.

NATIONAL & INTERNATIONAL MBEs

156

CERTIFIED MBEs

228

MINORITY EMPLOYEES

10,257

AGGREGATE REVENUE

14.6b

EMPLOYED BY MID-STATES MSDC CERTIFIED SUPPLIERS

29,341

ETHNICITY

ETHNICITY	GENDER	TOTAL REVENUE
Asian Indian American	Female	295.2m
Asian Indian American	Male	724.6m
Asian Pacific American	Female	1.3b
Asian Pacific American	Male	331.8m
Black American	Female	236.8m
Black American	Male	10.4b
Hispanic American	Female	317.4m
Hispanic American	Male	804.2m
Native American	Female	4.1m
Native American	Male	166.8m

MBEs BY GENDER

76.75%



23.25%



45 YEARS

OF CREATING JOBS IN AMERICA



DID YOU KNOW...

The idea of minority supplier development began with a Presidential mandate, during the Nixon administration, for federal government projects to seek the inclusion of suppliers from the Asian, Black, Hispanic and Native American communities in the bidding and awarding of federal contracts.

Inspiring this innovation was a series of initiatives in Chicago in 1968 to showcase minority business and what they offered.



45 YEARS

LATER

Minority businesses generate **\$1 trillion**
in economic output



CORPORATE MEMBERSHIP APPLICATION

Please complete all information and as you would like for it to appear in Mid-States MSDC publications, mailings and official documents

MAIN CONTACT INFORMATION

Principal Representative's Name:

Title:		Company Name:	
Address:			
City:		State:	Zip Code:
Phone:	Fax:	Email:	

ADDITIONAL CONTACTS

Name:

Title:		Company Name:	
Address:			
City:		State:	Zip Code:
Phone:	Fax:	Email:	

Name:

Title:		Company Name:	
Address:			
City:		State:	Zip Code:
Phone:	Fax:	Email:	

COMPANY INFORMATION

Please provide a detailed description of your company and the products and services provided:

Please list products and services that your company typically purchases:

Would you be interested in serving on an Mid-States MSDC committee or hosting a Mid-States MSDC meeting or event?

NOTE: This application is available online at www.midstatesmsdc.org



Corporate members pay annual dues in an amount reflected in the table below. Payment can be made via check or credit card by mailing the application or applying online. Checks should be made payable to: Mid-States Minority Supplier Development Council.

Mid-States MSDC Local Corporate Member Dues

<500 Employees	500-1,000 Employees	1,001-5,000 Employees	5,001-10,000 Employees	10,001+ Employees
\$2,500	\$2,700	\$3,000	\$3,200	\$3,500

Enclosed is a check for \$

I authorize Mid-States MSDC to charge my (VISA) (MasterCard) (AMEX) in the amount of \$

Credit Card Number:

CW:

Expiration Date:

Authorized Signature:

Date:

Mid-States MSDC Local Corporate Member Dues

On July 3, 1980, the Mid-States MSDC Board of Directors approved the bylaws containing the following criteria for Corporate membership in the Mid-States Minority Supplier Development Council:

Corporate Membership

Corporate membership shall include those persons, firms, corporations, or divisions, thereof, which from time to time shall represent interests that shall purchase goods and services from minority businesses. Members shall:

1. Have or establish a minority business development policy or plan in support of supplier diversity and minority business development
2. Report annually aggregate dollar purchases from MBEs
3. Designate a representative as a point of contact
4. Participate in Mid-States MSDC local activities
5. Promote business opportunities for MBEs
6. Commit to an annual Corporate Membership fee
7. Serve as an Ambassador for Mid-States MSDC in support of our mission
8. Support and promote Mid-States MSDC mission, vision and goals

My company believes that private enterprise must make a commitment to the mutual benefit of minority and corporate business. I affirm that I am duly authorized by my company to commit to the payment of dues and the general support of the Mid-States MSDC as pledged herein.

Signature

Name Printed

Date:

Please return this application to Mid-States Minority Supplier Development Council

2126 North Meridian Street 46202
 Fax: (317) 923-2204
 www.midstatesmsdc.org

or

One U.S. Bank Plaza
 505 N. 7th Street, Suite 1820
 St. Louis, MO 63101



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The Mid-States MSDC is an affiliate of the National Minority Supplier Development Council.