



NMSDC
FACTS and
FIGURES

Our Mission

NMSDC develops successful relationships between America's top corporations and supply-chain partners from the Asian, Black, Hispanic and Native American communities.

Chartered in 1972, NMSDC has established a national network of corporate members now numbering **1,450**. That membership includes America's top companies – publicly, privately and internationally owned – as well as universities, hospitals and other institutions with supply-chain needs.

To guarantee the essentials of a strong business relationship, NMSDC connects corporate members with qualified minority-owned suppliers of all sizes – Minority Business Enterprises (MBEs) – that meet a high standard of excellence.





Four dynamic and enduring “action points” forge that standard:



CERTIFY

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



DEVELOP

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



CONNECT

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



ADVOCATE

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

THE URGENT NEED: WHY MINORITY SUPPLIER DEVELOPMENT STILL MATTERS

As demographics in the U.S. continue to evolve, minorities will constitute more than **50%** of the population by the year **2045**. The cause of MBEs endures: their presence in American business represents a common interest in its future.

MBES GENERATED MORE THAN

\$400 BILLION in economic output that resulted in the creation and/or preservation of

2.2 MILLION JOBS

and also contributed

\$49 BILLION in revenue to local, state and federal tax authorities

NMSDC is unwavering in its commitment to advancing the cause Asian, Black, Hispanic and Native American suppliers as critical partners in a globalized corporate supply chain.



What NMSDC Means to Minority Supplier Development

Year in and year out, NMSDC assembles the most capable and dynamic network of certified MBEs in the world.

NMSDC's certification process gives corporate buyers the confidence to build lasting relationships with trusted MBEs. NMSDC certification is the platinum standard in supplier diversity, verifying stability, recognizing promise and helping chart a profitable future for MBEs.

NMSDC connects **1,450** corporations (including **410** national corporate members and **1,030** local corporate members) to nearly **12,000** nationally-certified Asian, Black, Hispanic and Native American owned businesses.

A comprehensive schedule of NMSDC's educational events includes conferences, workshops, seminars and programs delivered by academic partners. Qualified MBEs can access to capital to support growth and develop partnerships with fellow MBEs, in meeting the needs of its corporate members.

Of the 12,000 NMSDC-certified MBEs, 94% (11,198) represent the Top Ten Industry groups listed below.



Vital to You, Vital to the Future: Why Your NMSDC Membership Matters

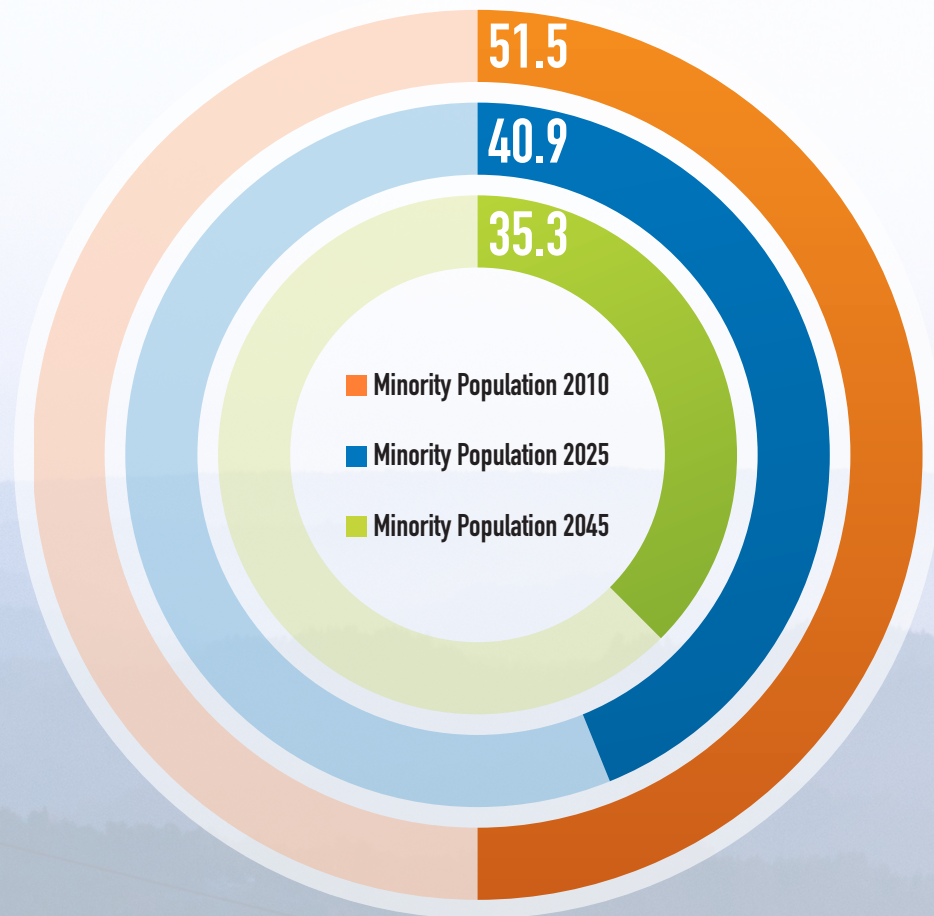
You can play a visionary role in a limitless American future. You can help shape the global supply diversity landscape, improve supply base relationships, and develop a more agile supply chain. That proactive involvement gives you investment in the coming new paradigm in American demographics – a majority-minority population by 2045, when the power and viability of MBEs will grow exponentially. Corporations benefit directly from minority supplier development programs. Their markets expand. The pool of qualified suppliers/contractors grows. Costs are reduced. Quality increases across products and services, with greater competition.

Minority communities benefit directly when corporations embrace minority supplier development programs. A direct correlation of these benefits emerges in communities where supplier business development and corporate economic development work together.

Simply put, it's a good deal for everyone.

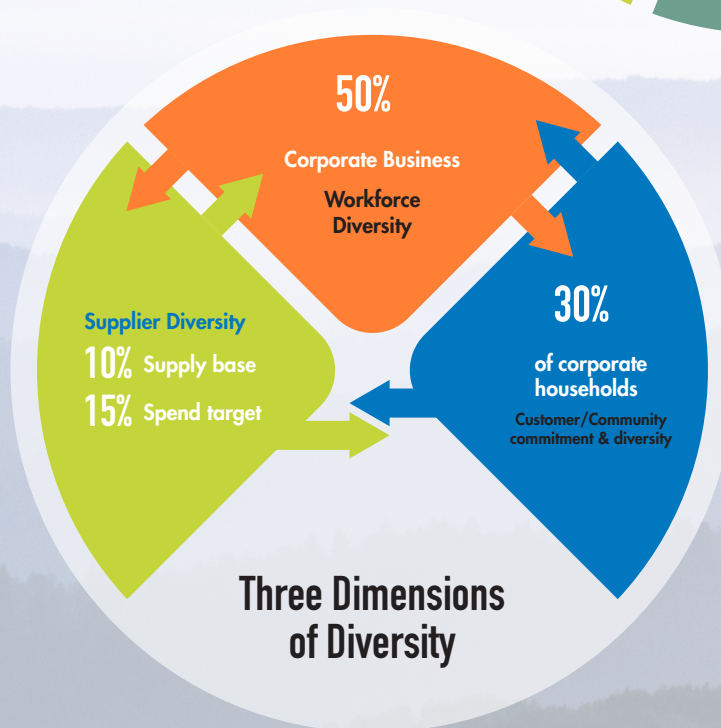
Corporate minority supplier development programs foster economic growth within the minority business community. They bring more minority entrepreneurs into the mainstream of the American economy.

Embracing cultural diversity and transformation will make corporations more responsive to their customers. They will meet the future with confidence, assurance and a commitment to working together that is uniquely American.



Corporations comfortable with cultural diversity and change, that are responsive to their customers, will thrive. Forward-looking corporations see minority supplier development as a value-added way of doing business and being good corporate citizens.

This macroeconomic principle can be a game-changer for the corporations. When MBEs participate in job creation, their communities have a greater stake in the economy.



How NMSDC Developed



1972

The movement that evolved into NMSDC incubated in Chicago in the late 1960s, beginning with events that demonstrated the potential of minority supplier development – the Chicago Business Opportunity Day in 1967 and the Suppliers Opportunity Fair in 1968.

The following year, the Chicago Business Opportunity Fair achieved even more, attracting 600 representatives of minority-owned businesses who met with 200 representatives of large Chicago firms. Another critical development in 1969 was the creation of the Minority Business Development Council (MBDA), established by President Richard M. Nixon.

1974

NMSDC Founded as the National Minority Purchasing Council (NMPC)

A group of Chicago companies – led by Robert Stuart, president of National Can Company – organizes NMPC, which is incorporated the following year.

NMPC Goes National

NMPC publishes its first newsletter, with the establishment of 21 regional American purchasing councils. The same year, the Office of Minority Business Enterprise entered into a contract with NMSDC “to pursue the single objective of encouraging major corporations to adopt and implement programs to increase their purchases of goods and services from minority businesses.”

1979

NMPC Holds Its First Membership Meeting

National members of NMPC approve the four-point criteria that will be ongoing basis for the organization’s work. The purchasing activity of NMPC, which began in 1972 at \$86 million, reaches \$3.1 billion.

1981

NMPC Rebrands as NMSDC

After moving its operations in 1977 from the Chicago to Washington DC, NMPC makes its final move to New York in 1978, establishing a national reach that results in its rebranding in 1981 as the National Minority Supplier Development Council (NMSDC). In the decade that follows, NMSDC discontinues federal funding and becomes a self-supporting organization.

1984

NMSDC Hosts Its first Minority Business Expo

At its annual Conference in Detroit, NMSDC creates the ultimate marketplace for minority business enterprises, the forerunner of the Business Opportunity Exchange – a much-anticipated feature of each annual NMSDC Conference.

1988

Harriet R. Michel Becomes NMSDC's President

The second woman to take the helm of NMSDC, Harriet R. Michel begins two remarkable decades of leadership as its President. At the end of the 1980s, NMSDC purchasing power has increased for \$3.9 billion to \$13.5 billion. During the same decade, NMSDC's automated supplier database – the Minority Business Information System (MBISYS) – becomes available to members.

1990

The Leadership Awards Dinner

NMSDC inaugurates an annual spring tradition in celebrating the achievements of its members and MBEs with the Leadership Awards Dinner in New York.

1992

Program Managers Seminar

Convening in Chicago, the first annual Minority Business Program Managers Seminar helps define NMSDC's expanding effort to facilitate the role of minority supplier development within corporate America.

1996

NMSDC Partners with Kellogg School of Management

With an initial investment by Sears Roebuck, NMSDC begins a longstanding educational partnership with the Kellogg School of Management at Northwestern University in Evanston IL. The 1990s also see the establishment of NMSDC's Corporate Plus® Program and, in 1997, its celebration of 25 transformative years as a changemaker.

2008

NMSDC Purchasing Activity Approaches \$1 Trillion

At the end of a busy decade of steady development and growth, NMSDC makes its first moves to spread global awareness of minority supplier development, as its purchasing activity reaches \$858.2 billion, prior to the economic downturn in 2008.

2010

A Five-Year Strategic Plan Transforms NMSDC

With new leadership in a time of change – an economic recovery, during the administration of the first African American President – NMSDC modernizes with the reorganization of its affiliate council structure and a global commitment to its mission. The post-2008 economic recovery enables NMSDC's purchasing power to surpass \$1 billion.

Value Proposition

01 MBE Certification

02 NMSDC Central

03 Membership in NMSDC Industry Groups

04 Networking Opportunities

05 Business Opportunity Exchange

06 Discounts for NMSDC Events

Benefits of Corporate Membership in NMSDC

07 Program Managers' Seminar

08 Best Practices in Supplier Diversity

09 Industry Leader Workshops

10 Corporate Plus® Directory

11 Opportunity Awareness Program

12 Certified MBE Data Scrubbing



MBE CERTIFICATION

NMSDC's rigorous certification process requires that minority businesses in our Network are at least **51%** minority-owned, -operated and -controlled. Eligibility is established after NMSDC conducts a series of screenings, interviews and site visits. NMSDC is the only national minority business development organization that provides and guarantees this degree of certification throughout the United States where MBEs are genuinely minority-owned and operated.

NMSDC CENTRAL

NMSDC Central is our comprehensive database of minority supplier management information. This information empowers corporate members to identify MBEs and establish with them mutual relationships. Together, they meet each other's needs, while renewing a commitment to developing minority-owned businesses in the corporate supply chain.

MEMBERSHIP IN NMSDC INDUSTRY GROUPS

NMSDC facilitates the creation of informal leadership networks within the membership. Breaking out the conversation – in specific, focused groups – allows members to “cut to the chase” in discussing issues related to minority supplier development within their respective sectors.

NETWORKING OPPORTUNITIES

Your membership gives you access to networking opportunities with CPOs and other industry peers, as well as the most outstanding MBEs.

BUSINESS OPPORTUNITY EXCHANGE

The Business Opportunity Exchange is the heartbeat of NMSDC's annual Conference, a spectacular, one-day forum for the future that allows thousands of corporations and MBEs to break the ice, face to face.

DISCOUNTS FOR THE NMSDC CONFERENCE

Your membership provides you with valuable discounts in securing access to the annual four-day NMSDC Conference and Business Opportunity Exchange. More than **6,000** corporate CEOs, procurement executives and supplier diversity professionals from the top multinational companies connect with leading Asian, Black, Hispanic and Native American business owners and international organizations. The Conference is a yearly opportunity for every in the NMSDC network to renew and re-energize our commitment to the mission – Certify > Develop > Connect > Advocate.

PROGRAM MANAGERS SEMINAR

Your membership includes complimentary registration for the annual National Program Managers Seminar, as well as access to the Regional Program Managers Seminar.

BEST PRACTICES IN SUPPLIER DIVERSITY

Becoming an NMSDC member places you in consideration for a slot in our Advanced Practices Group (APG). This elite leadership circle explores current trends and issues in minority supplier development, to identify areas of future opportunity for Asian, Black, Hispanic and Native American businesses.

NMSDC PROGRAMS

NMSDC's extensive network of programs is available to all members. Centers of Excellence and Corporate Plus® are only two examples of our development activities.

CORPORATE PLUS® DIRECTORY

All national corporate members have access to NMSDC's online Corporate Plus® directory. Corporate Plus® is the ultimate distinction for MBEs – a unique program that designates MBEs who have achieved success of the highest caliber.

REQUEST FOR PROPOSAL

NMSDC fully supports Request for Proposal (RFP)/Bid Distribution for all its members





NMSDC

**National Minority Supplier
Development Council**

1359 Broadway 10th Floor, Suite 1000

New York, NY 10018

Phone: 212-944-2430

Fax: 212-719-9611

www.nmsdc.org