



Pacific Southwest Minority Supplier Development Council

CERTIFY | DEVELOP | CONNECT | ADVOCATE

2018 Corporate Membership Packet

**PSWMSDC is an affiliate council of the National Minority Supplier Development Council serving
Arizona State and San Diego County.**

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San Diego Office: 5780 Chesapeake Court, Suite 24 | San Diego, CA 92123 | 858-560-0790

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www.pswmsdc.org

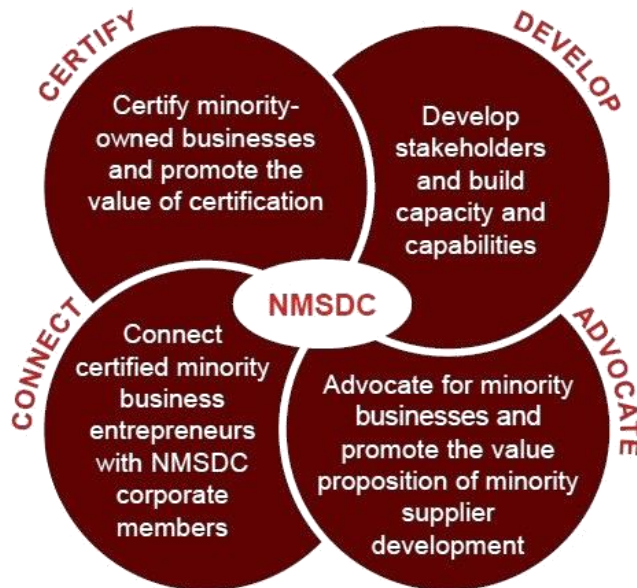
2018 Corporate Membership

Who We Are

The Pacific Southwest Minority Supplier Development Council (PSWMSDC) is a non-profit 501(c) 3 regional affiliate council of the National Minority Supplier Development Council ([NMSDC](#)), the country's leading organization that advances business opportunities for certified Minority Business Enterprises and connects them to corporations. The NMSDC network includes a corporate office headquartered in New York City and 23 regional affiliates councils across the country.

Our Mission

PSWMSDC acts as a strategic partner to major corporations to supply qualified Minority Business Enterprises for current and future purchasing and procurement opportunities. PSWMSDC advocates for diverse suppliers to ensure minority business enterprises have fair and equitable opportunities to compete in an organization's bidding and proposal process.



Corporate Value Proposition

PSWMSDC positively impacts local economies by helping minority businesses in Arizona and San Diego grow. We *Certify* capable, qualified MBEs then *Connect* them to procurement opportunities with our Corporate Members. We *Develop* and *Advocate* for minority business inclusion in the corporate supply chain.

PSWMSDC is a resource that assists our corporate members in developing and advancing their supplier diversity imperatives. One of the key benefits of corporate membership is gaining access to our comprehensive directory of certified minority suppliers. This directory offers a complete listing of MBEs. Regardless of your company's needs, PSWMSDC can match you with certified MBEs that are well-equipped to assist with your specific area of need.

Criteria for Corporate Membership

As a Corporate Member of PSWMSDC, a corporation must commit to the following requirements:

- 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 an appropriate representative from your organization as a point of contact
- Participate in PSWMSDC local activities
- Promote business opportunities for MBEs
- Commit to an annual corporate membership fee
- Support and promote PSWMSDC mission, vision and goals
- Add PSWMSDC logo to your organization's website to show alignment with PSWMSDC's mission, vision and goals

Corporate Membership Benefits

- Access to a pool of certified and qualified minority suppliers
- PSWMSDC organizes sourcing events created and designed specifically for corporate members based upon project needs
- Assistance to achieve a supplier base reflective of your organization's customer base
- Reduce supply chain costs, higher quality products, increased service due to increased competition & utilization of local sourcing
- Networking opportunities with minority businesses locally & nationwide
- Potential speaking opportunities & award recognition at PSWMSDC events
- Access to emerging urban and global markets in a \$1.6 trillion ethnic minority economy
- Opportunity to open the door to new market segments
- Opportunity to provide specific business training to MBEs

- Branding opportunity & recognition of our corporate members
- Local sourcing contributes to positive local economic impact
- Identification of potential strategic partners and/or subcontractors
- Maintains integrity of your organization's supplier diversity program and mitigates risk
- Aligns with your corporation's Sustainability and Corporate Social Responsibility (SSR/CSR) policy

Regional Corporate Membership Annual Dues: \$3,000-\$7,800 (determined by enterprise wide employee count)

<500 Employees	501-1000 Employees	1,001-7,500 Employees	7,501+ employees
Annual Dues: \$3,000	Annual Dues: \$4,200	Annual Dues: \$5,400	Annual Dues: \$7,800

Regional Government/Non-Profit Annual Dues: \$1,250



CORPORATE MEMBERSHIP APPLICATION

Please answer all questions as completely as possible. If a particular question does not apply to your business operation, write N/A in space provided.

Section 1: Company Profile

COMPANY

CONTACT

STREET ADDRESS

CITY, STATE, ZIP

TELEPHONE

EMAIL

WEBSITE

FEIN

DUN & BRADSTREET NUMBER

PARENT COMPANY

STREET ADDRESS (IF DIFFERENT)

CITY, STATE, ZIP

NUMBER OF EMPLOYEES

YEAR BUSINESS ESTABLISHED

YEAR SUPPLIER DIVERSITY
PROGRAM ESTABLISHED

LIST TOP THREE EXECUTIVES IN THE COMPANY AND THEIR TITLES:

NAME

TITLE

NAME

TITLE

NAME

TITLE



CORPORATE MEMBERSHIP APPLICATION

Section 1: Company Profile cont'd

IN THE SPACE PROVIDED, PLEASE GIVE A CONCISE DESCRIPTION OF YOUR COMPANY'S PRODUCT(S) AND SERVICE(S). IF YOUR COMPANY OFFERS MORE THAN ONE PRODUCT/SERVICE, LIST PRIMARY PRODUCT/SERVICE FIRST. USE ADDITIONAL PAPER IF NECESSARY AND ATTACH TO THIS FORM.

PLEASE LIST YOUR EARNINGS FOR THE LAST TWO YEARS. IF LESS THAN ONE YEAR, PROVIDE YEAR-TO-DATE EARNING

_____	_____		_____	_____
YEAR ENDING	EARNINGS		YEAR ENDING	EARNINGS

WHAT WAS YOUR MBE SPEND FOR THE PAST TWO YEARS? IF LESS THAN ONE YEAR, PROVIDE YEAR-TO-DATE SPENDING

_____	_____		_____	_____
YEAR ENDING	EARNINGS		YEAR ENDING	EARNINGS

HOW DID YOU HEAR ABOUT PACIFIC SOUTHWEST MSDC?

- EVENT OR PRESENTATION CORPORATE MEMBER SOCIAL MEDIA
- OTHER _____



CORPORATE MEMBERSHIP APPLICATION

Section 2: References

PLEASE PROVIDE ONE CURRENT CUSTOMER REFERENCE AND TWO MBE REFERENCES

CUSTOMER CONTACT TITLE

STREET ADDRESS

CITY, STATE, ZIP TELEPHONE

EMAIL PRODUCT/SERVICE

DOLLAR VOLUME

MBE #1 CONTACT TITLE

STREET ADDRESS

CITY, STATE, ZIP

TELEPHONE EMAIL PRODUCT/SERVICE SPEND WITH MBE LAST YEAR

MBE #2 CONTACT TITLE

STREET ADDRESS

CITY, STATE, ZIP

TELEPHONE EMAIL PRODUCT/SERVICE SPEND WITH MBE LAST YEAR



PAYMENT AUTHORIZATION FORM

TODAY'S DATE

PAYMENT INFORMATION

AMERICAN EXPRESS DISCOVER MASTERCARD VISA
 DINERS CLUB CHECK ENCLOSED

COMPANY

CONTACT

BILLING ADDRESS

CITY, STATE, ZIP

TELEPHONE

EMAIL

CREDIT CARD NUMBER

VERIFICATION CODE

EXPIRATION DATE

CARDHOLDER SIGNATURE

CARDHOLDER NAME (TYPED/PRINTED)

ENCLOSED, PLEASE FIND MY CHECK FOR \$ _____ MADE PAYABLE TO PACIFIC SOUTHWEST MSDC.

RETURN TO:
PACIFIC SOUTHWEST MSDC
8655 E VIA DE VENTURA
SUITE F163
SCOTTSDALE, AZ 85258

QUESTIONS? CALL US! 602.495.9950