2020
Sponsorship Opportunities
JOIN FORCES. SUCCEED TOGETHER.
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**Why Sponsor?**

DEMONSTRATE YOUR COMMITMENT TO THE CONTINUED GROWTH AND SUCCESS OF WOMEN-OWNED BUSINESSES AND BECOME A 2020 WBENC SPONSOR!

At WBENC, our mission is to fuel economic growth by identifying, certifying, and facilitating the development of women-owned businesses. The commitment and support from our valued sponsors allows us to continue to grow our programming, enhance our event experiences, and provide relevant resources to develop women entrepreneurs and their supporters.

With **more than 1,800 attendees at Summit & Salute, more than 4,700 attendees at the National Conference & Business Fair and 50,000 WBENC contacts**, sponsorship provides tremendous visibility for your organization. Our attendees are comprised of women business owners and their staff, corporate executives and purchasing decision-makers, as well as representatives from government agencies and advocacy organizations.

All sponsors are recognized on the web and social media. Sponsors may also be recognized on the WBENC Blog, in print, on on-site event signage and/or in media coverage.
2020 Sponsorship Eligibility Requirements

To be eligible to participate as a sponsor of any of the opportunities designated in this book, you must fall into one of the following categories:

- WBENC NATIONAL CORPORATE MEMBER, IN GOOD-STANDING
- WBENC-CERTIFIED WOMEN’S BUSINESS ENTERPRISE (WBE), CERTIFICATION MUST BE CURRENT
- WBENC REGIONAL PARTNER ORGANIZATION (RPO)
- WBENC NATIONAL STRATEGIC PARTNER, WHICH INCLUDES A SELECT GROUP OF APPROVED NONPROFIT ORGANIZATIONS AND MEDIA ENTITIES

If you do not meet one of the criteria listed above and are still interested in supporting WBENC, please contact us at valuedsponsors@wbenc.org. WBENC reserves the right to approve or deny any sponsorship requests.

PLEASE NOTE, at the WBENC National Conference & Business Fair, Regional Corporate Members of our Host Councils, Greater Women’s Business Council (GWBC) and Women’s Business Enterprise Council Ohio River Valley (WBEC ORV), are eligible to participate as Sponsors and/or Exhibitors. Also, Regional Corporate Members of the 2021 Host Council are eligible to sponsor the 2021 NCBF Launch Party.

WBENC values our members and partners, therefore we extend the prominent visibility of our sponsorships to those who support us and our WBEs.

QUESTIONS?
PLEASE CONTACT:

Mia Delano
Executive Lead, Business Development & Engagement
202.315.1501
valuedsponsors@wbenc.org

Jillian Schneeberger
Senior Director of Marketing, Programs & Business Development
202.315.1483
valuedsponsors@wbenc.org

WBENC welcomes suggestions for customized sponsorships.
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  - 2020 SUMMIT & SALUTE Corporate Member Base Benefits Packages
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- Design Your Own Premier Partner Corporate Custom Sponsorship
- Badge Sponsor
- Bag Sponsor
- Charging Station Sponsor
- Entertainment Sponsor
- Forum Keynote Sponsor
- Hotel Door Hanger Sponsor
- Keynote Sponsor
- Meet & Greet Sponsor
- Meet & Greet Refreshment Sponsor
- Mobile App Sponsor
- Navigation Sponsor
- Networking Lounge Sponsor
- NextGen & New WBE Outreach Reception Sponsor
- NextGen Experiential Learning Sponsor
- Post-Salute Celebration Sponsor
- Registration Sponsor
- Resource Ring Sponsor
- Senior Executive Reception Sponsor
- Snapped! Photo Booth Sponsor
- Summit & Salute Orientation Sponsor
- Sustainability Sponsor
- Technology Sponsor
- Tuesday Lunch Sponsor
- WBENC Business Lab Sponsorship Opportunities
- Wednesday Lunch Sponsor
- WeinNopitch Sponsor
- Welcome Reception Sponsor
- Wireless Internet Sponsor
- Women Owned Pop-Up Shop Sponsor

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**Legend**

- **1** Monday March 16
- **2** Tuesday March 17
- **3** Wednesday March 18
2020 SUMMIT & SALUTE
Event Overview

The Summit & Salute is a three-day event consisting of WBENC Business Lab sessions, procurement connection opportunities, inspiring keynote speakers, networking receptions and more. The Salute! Dinner is a festive evening that honors and celebrates various groups throughout the WBENC network, including the WBE Stars and America’s Top Corporations for Women’s Business Enterprises. Smaller in size than the National Conference & Business Fair, Summit & Salute is focused on providing a more intimate experience and meaningful opportunities for WBEs and Corporate Members to connect, while honoring those throughout the WBENC network most dedicated to advancing women-owned businesses.

VISIT SUMMIT.WBENC.ORG FOR THE MOST UP-TO-DATE INFORMATION ABOUT THE EVENT, INCLUDING UPDATED SCHEDULE INFORMATION, SPEAKERS, WBENC BUSINESS LAB DETAILS, AND MORE.

2020 SCHEDULE AT A GLANCE

MONDAY, MARCH 16 – PRE-SUMMIT DAY
- WBENC Board of Directors & Committee Meetings
- Women of Color Development & Outreach Program
- Women’s Enterprise Forum Meeting
- NextGen Meeting & Reception

TUESDAY, MARCH 17
- Meet & Greet
- WBENC Business Lab
- WeInnoPITCH Tournament
- Lunch
- Welcome Reception

WEDNESDAY, MARCH 18
- WBENC Business Lab
- WeInnoPITCH Tournament
- Keynote Sessions
- Lunch
- Salute! Dinner
- Post-Salute Celebration
By The Numbers 2019 SUMMIT & SALUTE

The theme of the 2019 Summit & Salute in Houston, Texas was LIFTOFF - to launch, rise and succeed, and to fuel economic growth across the country and beyond. Hundreds of women business owners and those who do business with them gathered for three days of networking to uncover business opportunities, learning from top executives, and honoring the success and dedication of various constituents in the WBENC network.

ATTENDEES

1,764 Total

920 WBENC-Certified WBEs
609 National Corporate Members
43 Non-Profit Organizations
29 Regional Corporate Members
66 Other Corporations and Small Businesses
57 Partner Organizations
4 Government Agencies
73 Other

EVENT IMPRESSIONS

91% Are confident that the contacts they made will lead to business opportunities
98% Are likely to attend this event in the future

HONORS AWARDED

60 America’s Top Corporations for Women’s Business Enterprises
14 Women’s Business Enterprise Stars

PROCUREMENT OPPORTUNITY CONNECTIONS

96 Corporations Participated in Meet & Greet
265 WBEs had 1:1 meetings with 99 participating Corporate and Government Members
560 1:1 MatchMaker Meetings

EVENT DETAILS

41 Speakers
78 Sponsors

ATTENDEES BY INDUSTRY

199 Advertising & Marketing
63 Aerospace & Defense
12 Agriculture & Mining
14 Arts, Entertainment & Recreation
73 Automotive
41 Biotech & Pharmaceutical
143 Business Services
47 Construction
77 Consumer Products
111 Energy & Utilities
111 Financial Services
10 Government Agency
41 Healthcare
57 Information Communication Technology
20 Insurance
84 Nonprofit
271 Professional & Technical Services
60 Retail
140 Technology
96 Transportation & Logistics
36 Travel & Hospitality
248 Other

SOCIAL MEDIA

115,170 Social Media Impressions
1,159 SummitSalute Tweets
1,772 #SummitSalute Likes, Comments, or Saves

WBENC BUSINESS LAB

5 Circuits
44 Learn Sessions
9 Coach Opportunities
11 Do Opportunities
**Corporate Member Base Benefits Packages**

This Base Benefits Grid is provided for ease of comparison of sponsorship levels. All Base Benefits are coupled with the unique benefits of the chosen Branding Opportunities that are outlined on the following pages.

<table>
<thead>
<tr>
<th>CORPORATE SPONSOR BASE BENEFITS</th>
<th>Presenting Sponsor</th>
<th>Premier Partner</th>
<th>Champions of Growth</th>
<th>Distinguished Leaders</th>
<th>President’s Circle</th>
<th>Corporate Pioneer</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COST</strong></td>
<td>$50,000</td>
<td>$35,000</td>
<td>$25,000</td>
<td>$20,000</td>
<td>$15,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>Full Summit &amp; Salute registrations</td>
<td>20</td>
<td>10</td>
<td>10</td>
<td>5</td>
<td>5</td>
<td>2</td>
</tr>
<tr>
<td>Marketing recognition and visibility featuring your logo on the event website sponsor page</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Name Listed Only (No Logo)</td>
</tr>
<tr>
<td>Company visibility listed with URL in WBENC Mobile App</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Admissions to the Senior Executive Reception preceding the Salute! Dinner</td>
<td>20</td>
<td>10</td>
<td>6</td>
<td>4</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>On-site logo visibility via various signage throughout the venue</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Social media recognition and promotion</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Reserved tables of (10) at meal functions (excluding receptions)</td>
<td>2 (All Meals)</td>
<td>1 (Salute! Dinner)</td>
<td>1 (Salute! Dinner)</td>
<td>½ (Salute! Dinner)</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Option to place one (1) item in the Program Bag distributed to all attendees (item must meet specs provided by WBENC)</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Logo on Summit &amp; Salute website homepage and in pre-event e-blasts</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>One (1) feature article on company and/or CEO in a WBENC blog post, promoted to more than 50,000 recipients prior to the Summit &amp; Salute</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Company executive makes welcome remarks during a Summit general session</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Company recognized as Summit &amp; Salute Presenting Sponsor in all printed and online WBENC marketing materials</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Company listed in Summit &amp; Salute print advertising appearing in media partner publications</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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</table>
## 2020 SUMMIT & SALUTE

### WBE Base Benefits Packages

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<thead>
<tr>
<th>WBE SPONSOR BASE BENEFITS</th>
<th>Presenting Sponsor</th>
<th>WBE Trailblazer</th>
<th>WBE Groundbreaker</th>
<th>WBE Special Option</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COST</strong></td>
<td>$20,000</td>
<td>$10,000</td>
<td>$7,500</td>
<td>$5,000</td>
</tr>
<tr>
<td>Full Summit &amp; Salute registrations</td>
<td>10</td>
<td>10</td>
<td>5</td>
<td>2</td>
</tr>
<tr>
<td>Marketing recognition and visibility featuring your logo on the event website sponsor page</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
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<td>Yes</td>
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<td>4</td>
<td>2</td>
<td>2</td>
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<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Logo on Summit &amp; Salute website homepage &amp; in pre-event e-blasts</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>One (1) feature article on company and/or CEO in a WBENC blog post, promoted to more than 50,000 recipients prior to the Summit &amp; Salute</td>
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<td>No</td>
<td>No</td>
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<td>Yes</td>
<td>No</td>
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</tr>
</tbody>
</table>
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

FULL SUMMIT & SALUTE REGISTRATION
Access activities taking place March 16-18 with a full Summit & Salute Registration, including: WBENC Business Lab, Meet & Greet sessions, evening festivities, lunch on Tuesday and Wednesday, and the General Salute Reception and the Salute! Dinner. It does not automatically include admission to invitation-only functions.

(Note: Corporate Non-Members and Non-Certified Small Businesses cannot purchase full registrations)

<table>
<thead>
<tr>
<th></th>
<th>EARLY BIRD</th>
<th>REGULAR (After 1.31.20)</th>
<th>ON-SITE</th>
</tr>
</thead>
<tbody>
<tr>
<td>WBENC-Certified or WEConnect-Certified WBEs</td>
<td>$500</td>
<td>$600</td>
<td>$625</td>
</tr>
<tr>
<td>National/Regional Corporate &amp; Government Members, and Nonprofit Organizations</td>
<td>$600</td>
<td>$700</td>
<td>$725</td>
</tr>
</tbody>
</table>

SUMMIT-ONLY REGISTRATION
With a Summit-Only Registration, access all Summit activities taking place March 16-18, including: WBENC Business Lab, Meet & Greet sessions, evening festivities, and lunch on Tuesday and Wednesday. It does not give the ticket-holder access to the General Salute Reception or the Salute! Dinner. It does not automatically include admission to invitation-only functions.

<table>
<thead>
<tr>
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<th>EARLY BIRD</th>
<th>REGULAR (After 1.31.20)</th>
<th>ON-SITE</th>
</tr>
</thead>
<tbody>
<tr>
<td>WBENC-Certified or WEConnect-Certified WBEs</td>
<td>$400</td>
<td>$500</td>
<td>$550</td>
</tr>
<tr>
<td>National/Regional Corporate &amp; Government Members, and Nonprofit Organizations</td>
<td>$450</td>
<td>$550</td>
<td>$600</td>
</tr>
<tr>
<td>Small Business (not WBENC-Certified)</td>
<td>$600</td>
<td>$700</td>
<td>$750</td>
</tr>
<tr>
<td>Corporate &amp; Government Non-Members</td>
<td>$700</td>
<td>$800</td>
<td>$850</td>
</tr>
</tbody>
</table>

SALUTE-ONLY REGISTRATION
With a Salute-Only Registration, access the General Salute Reception and the Salute! Dinner on Wednesday, March 18. It does not automatically include admission to invitation-only functions.

<table>
<thead>
<tr>
<th></th>
<th>EARLY BIRD</th>
<th>REGULAR (After 1.31.20)</th>
<th>ON-SITE</th>
</tr>
</thead>
<tbody>
<tr>
<td>WBENC-Certified or WEConnect-Certified WBEs, National/Regional Corporate &amp; Government Members, and Nonprofit Organizations</td>
<td>$300</td>
<td>$350</td>
<td>$400</td>
</tr>
</tbody>
</table>

*EARLY BIRD DEADLINE IS JANUARY 31, 2020

REFUND POLICY: ALL REGISTRATION SALES ARE FINAL, NO REFUNDS WILL BE ISSUED. ALL SPONSOR PACKAGE PURCHASES ARE FINAL.
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

SUMMIT & SALUTE

DESIGN YOUR OWN PREMIER PARTNER CORPORATE CUSTOM SPONSORSHIP

Get creative and design a sponsorship that suits your company’s needs in terms of brand awareness in front of Summit & Salute attendees, as well as through extensive pre-conference marketing and communications. Contact Mia Delano or Jillian Schneeberger at valuedsponsors@wbenc.org to begin a discussion today on how to maximize your presence.

AVAILABILITY: Multiple Corporate Sponsorships Available $35,000

Specific Benefits = Premier Partner Corporate Sponsor Benefits PLUS:
• Visibility and branding to be created in partnership with WBENC
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

BADGE SPONSOR

Take advantage of this opportunity and witness every attendee wearing your logo on their conference badge or lanyard.

AVAILABILITY: Corporate Sponsorship (1) $35,000

Specific Benefits = Premier Partner Corporate Sponsor Benefits PLUS:
• Exclusive presentation of corporate logo on badge holder or lanyard
• Company recognized in Summit & Salute materials as Badge Sponsor
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

SUMMIT & SALUTE

BAG SPONSOR

The Summit & Salute bag is an unbeatable opportunity for a company logo to be viewed by every attendee and taken back home for additional use. Each bag carries the sponsor's logo and the Summit & Salute branding.

AVAILABILITY: Corporate Sponsorship (1) $35,000

Specific Benefits = Premiere Partner Corporate Sponsor Benefits PLUS:
- Exclusive presentation of corporate logo on Summit & Salute bag (given to all 1,800+ Summit & Salute attendees)
- Company recognized in Summit & Salute materials as Bag Sponsor
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

CHARGING STATION SPONSOR

Summit & Salute attendees are rarely seen without their smartphones and tablets with them whether at Meet & Greet or preparing for a workshop session. Often times their devices don’t have enough power to get through the day. Exclusive sponsorship of these stations will provide you with tremendous exposure throughout the entire event. Charging stations will be placed in high traffic areas throughout the week.

AVAILABILITY: Corporate Sponsorship (2) $20,000

Specific Benefits = Distinguished Leaders Corporate Sponsor Benefits PLUS:
• Exclusive presentation of corporate logo on four (4) or more charging stations
• Company recognized in Summit & Salute materials as Charging Station Sponsor
Everyone loves a high energy party to unwind after days of intense networking and education. Be one of the companies responsible for getting everyone on their feet at one of our receptions or post-party!

**AVAILABILITY:** WBE Sponsorship (2) **$10,000**

Specific Benefits = WBE Trailblazer Sponsor PLUS:

- Company logo featured on signage on or near stage: “Entertainment brought to you by…”
- Company recognized in Summit & Salute materials as Entertainment Sponsor
The Women’s Enterprise Forum meeting held during Summit & Salute is a women’s business development focused session. Take advantage of this opportunity to provide an inspiring keynote speaker for our WBEs.

**AVAILABILITY:** Corporate Sponsorship (1) $15,000

Specific Benefits = President’s Circle Corporate Sponsor Benefits PLUS:
- Company logo featured on prominent signage at the Women’s Enterprise Forum meeting
- Company recognized in Summit & Salute materials as Forum Keynote Sponsor
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

SUMMIT & SALUTE

HOTEL DOOR HANGER SPONSOR

Get your name in front of event attendees by having your logo hanging on their hotel room door as they come and go throughout the event. The Door Hangers will be placed on the door of any Summit & Salute attendees staying at the Gaylord Opryland, the host hotel for the event.

AVAILABILITY: Corporate Sponsorship (3) $25,000

Specific Benefits = Champions of Growth Corporate Sponsor Benefits PLUS:
• Company logo placed on the hotel door hanger
• Company recognized in Summit & Salute materials as Hotel Door Hanger Sponsor
New in 2020, attendees will have the option to select from a variety of keynotes to choose the experience best suited to their role during the Keynote Sessions. Take advantage of this opportunity to power inspiring keynote speakers for all attendees.

**AVAILABILITY:** Corporate Sponsorship (8) $20,000, WBE Sponsorship (4) $7,500

Specific Benefits = Distinguished Leaders Corporate Sponsor Benefits OR WBE Groundbreaker Sponsor Benefits PLUS:

- Company logo featured on prominent signage at all Keynote Sessions
- Company recognized in Summit & Salute materials as Keynote Sponsor
Meet & Greet is one of the biggest and most popular programs during Summit & Salute! This session draws a large number of attendees. Receive prime visibility for your company by being the Meet & Greet Sponsor.

**AVAILABILITY:** Corporate Sponsorship (4) $20,000

Specific Benefits = Distinguished Leaders Corporate Sponsor Benefits PLUS:
- Company logo featured on Meet & Greet on-site signage
- Company recognized in all pre-event communications to WBEs and Corporate Members regarding this key networking opportunity
- Company recognized in Summit & Salute materials as Meet & Greet Sponsor
Meet & Greet is filled with exciting conversations and new connections. As the Refreshment Sponsor, you will help attendees stay fresh and ready to network.

**AVAILABILITY:** Corporate Sponsorship (2) **$15,000**, WBE Sponsorship (2) **$7,500**

Specific Benefits = President’s Circle Corporate Sponsor Benefits or WBE Groundbreaker Sponsor Benefits PLUS:

- Company logo featured on cocktail napkins displayed in the Meet & Greet refreshments areas
- Company logo featured on prominent signage at refreshment station
- Company recognized in Summit & Salute materials as Meet & Greet Refreshment Sponsor
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

SUMMIT & SALUTE

MOBILE APP SPONSOR

The WBENC Mobile App has become a must-use resource at WBENC events. Get in front of 1,800+ attendees by being the Mobile App sponsor.

AVAILABILITY: Corporate Sponsorship (1) $25,000

Specific Benefits = Champions of Growth Corporate Sponsor Benefits PLUS:
- Sponsor will have primary visual presence on the WBENC Mobile App
- Company logo featured on all Mobile App promotional materials including e-blasts and on-site signage
- Company recognized in Summit & Salute materials as Mobile App Sponsor

Note: WBENC may offer secondary advertising opportunities to others through the app. All logos and references will be in alignment with sponsorship levels.
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

SUMMIT & SALUTE

NAVIGATION SPONSOR

Help attendees find their way every day throughout the event space as the Navigation Sponsor. With your logo featured on navigational resources, attendees will remember your company while finding their way around.

AVAILABILITY: Corporate Sponsorship (1) $20,000, WBE Sponsorship (4) $7,500

Specific Benefits = Distinguished Leaders Corporate Sponsor Benefits OR WBE Groundbreaker Sponsor Benefits PLUS:
- Company logo featured on navigational resources
- Company recognized in Summit & Salute materials as Navigation Sponsor
In between keynotes, networking sessions, and the WBENC Business Lab, attendees need a place where they can have a productive conversation in a comfortable environment. Each networking lounge will be situated in a high-traffic area to ensure easy access for attendees and strong visibility for lounge sponsors. Each lounge will be exclusively sponsored by one company.

**AVAILABILITY:** Corporate Sponsorship (2) **$25,000**

Specific Benefits = Champions of Growth Corporate Sponsor Benefits PLUS:
- Exclusive signage in and around designated lounge
- Sponsor may place collateral in lounge
- Company recognized in Summit & Salute materials as Networking Lounge Sponsor
This sponsorship offers high visibility at the NextGen & New WBE Outreach Reception that will include NextGen attendees, local entrepreneur ecosystem partner organizations, women entrepreneurs and non-certified women-owned businesses, and other attendee group(s) of your choice. Lead the way in supporting the outreach and engagement of the next generation of women business owners into the WBENC network.

**AVAILABILITY:** Corporate Sponsorship (2) $15,000

Specific Benefits = President’s Circle Corporate Sponsor Benefits PLUS:
- Logo on on-site reception signage
- Company listed in pre-event communications regarding reception
- Company recognized in Summit & Salute materials as NextGen & New WBE Outreach Reception Sponsor
WBENC’s NextGen Program is about developing the next generation of the WBENC network with a community of Women’s Business Enterprises (WBEs) and Supplier Diversity Professionals who are under the age of 40. Be the sponsor that provides NextGen participants an opportunity to get hands-on experience and knowledge at this experiential learning activity. If you are dedicated to building the next generation and the future of the WBENC network, this sponsorship is for you!

**AVAILABILITY:** WBE Sponsorship (2) $10,000

Specific Benefits = WBE Trailblazer Sponsor Benefits PLUS:
- Logo on on-site experiential learning activity
- Company listed in pre-event communications regarding experiential learning activity
- Company recognized in Summit & Salute materials as NextGen Experiential Learning Sponsor
The Post-Salute Celebration is the official after party of the Summit & Salute event. This is where Summit & Salute attendees keep the celebration going after the Salute! Dinner. Put your company on display and leave a lasting impression as the official sponsor of the final affair!

**AVAILABILITY:** Corporate Sponsorship (3) $15,000, WBE Sponsorship (2) $7,500

Specific Benefits = President’s Circle Corporate Sponsor Benefits OR WBE Groundbreaker Sponsor Benefits PLUS:
- Company logo featured on Post-Salute Celebration signage
- Company logo featured on cocktail napkins
- Company recognized in Summit & Salute materials as Post-Salute Celebration Sponsor
This exclusive opportunity is for the company that wants to ensure anyone with an interest in Summit & Salute knows of the sponsor’s support and commitment. The registration sponsor is prominently placed in front of all exploring the Summit & Salute website and equally well-placed in the online registration site as well as the on-site registration area.

**AVAILABILITY:** Corporate Sponsorship (1) $35,000

Specific Benefits = Premier Partner Corporate Sponsor Benefits PLUS:
- Logo on website
- Logo prominently displayed in online registration process
- Logo at on-site registration
- On-site visibility throughout duration of event
- Company recognized in Summit & Salute materials as Registration Sponsor
New in 2020, the Resource Ring is a customizable resource for each attendee. The base Resource Ring will be distributed to each attendee and will feature individual resource cards with the venue’s map and the schedule at a glance. Then attendees will be able to pick up additional resource cards with specific schedule information or educational content for programs like the WBENC Business Lab. As the official Resource Ring Sponsor, your logo will be prominently displayed on the base Resource Ring and on the Resource Ring station near registration.

**AVAILABILITY:** Corporate Sponsorship (2) **$15,000,** WBE Sponsorship (2) **$7,500**

Specific Benefits = President’s Circle Corporate Sponsor Benefits OR WBE Groundbreaker Sponsor Benefits PLUS:
- Sponsor logo prominently displayed on one card in the base Resource Ring
- Sponsor logo prominently displayed on the Resource Ring station
- Company recognized in Summit & Salute as Resource Ring Sponsor
The invitation-only Senior Executive Reception immediately precedes the Salute! Dinner and begins the excitement of the evening for WBENC’s America’s Top Corporations for Women’s Business Enterprises, WBENC WBE Stars and VIPs. Have a spotlight on your company at the reception for WBENC’s top influencers, sponsors, and the WBENC Legacy of Leaders.

**AVAILABILITY:** WBE Sponsorship (4) $7,500

Specific Benefits = Emerald WBE Sponsor Benefits PLUS:
- Company logo featured on signage at Senior Executive Reception
- Company recognized in Summit & Salute materials as Senior Executive Reception Sponsor
Almost in as much demand as business cards, photos of friends and colleagues taken at high-profile events such as the Tuesday Reception and the Salute! Dinner are highly sought after. Be remembered long after the Summit & Salute ends by being a Snapped! Photo Booth Sponsor at one of these well-attended functions.

**AVAILABILITY:**
- Corporate Sponsorship (2) $25,000
- WBE Sponsorship (2) $7,500

Specific Benefits = Champions of Growth Corporate Sponsor Benefits OR WBE Groundbreaker Sponsor Benefits PLUS:
- Company logo featured on the photo frame or photo delivery item, and included in electronic files
- Company recognized in Summit & Salute materials as Snapped! Photo Booth Sponsor

---

*Summit Salute Sponsorship Opportunities*

---

*Snapped! Photo Booth Sponsor*

---

[Image of people posing in a photo booth]
There is a lot going on at the 2020 Summit & Salute! Help attendees make the most of their week at with the Summit & Salute Orientation session. Whether you are a first-time attendee or have been a few times, you will be sure to pick up some tips for a successful event. This sponsorship is open to the Regional Corporate Members of the Women’s Business Enterprise Council South.

**AVAILABILITY:** Corporate Sponsorship (4) $15,000

Specific Benefits = Presidents Circle Corporate Sponsors Benefits PLUS:
- Company logo on orientation signage and presentations
- Company recognized in Summit & Salute materials as Summit & Salute Orientation Sponsor
Each year, WBENC makes strides towards holding an event that more closely follows the precepts of sustainability by reducing our paper output and being more efficient in our energy consumption. If your company also believes sustainability is a mission-critical goal, then this sponsorship is for you.

**AVAILABILITY:** Corporate Sponsorship (1) $20,000; WBE Sponsorship (1) $7,500

Specific Benefits = Distinguished Leaders Corporate Sponsor Benefits OR WBE Groundbreaker Sponsor Benefits PLUS:

- Company logo featured on facilities to encourage sustainable practices while onsite at the event.
- Sponsor given the opportunity to provide a guest blog post on being more sustainable that will be featured in pre-conference communications via a WBENC blog post and social media.
- Company recognized in Summit & Salute materials as the Sustainability Sponsor.
SUMMIT & SALUTE SPONSORSHIP OPPORTUNITIES

SUMMIT & SALUTE

TECHNOLOGY SPONSOR

The sponsor company will partner with WBENC to provide the technology that powers the Summit & Salute workshops and keynote sessions.

AVAILABILITY: Corporate Sponsorship (1) $35,000

Specific Benefits = Premier Partner Corporate Sponsor Benefits PLUS:
- Logo recognition in on signage and in connection with each electronic display
- Company recognized in Summit & Salute materials as Technology Sponsor
During our first general session, attendees will enjoy lunch and hear from leaders within the WBENC network and key speakers. Have your logo prominently displayed at this celebratory session.

**AVAILABILITY:** Corporate Sponsorship (4) **$25,000**, WBE Sponsorship (2) **$10,000**

Specific Benefits = Champions of Growth Corporate Sponsor OR WBE Trailblazer Sponsor Benefits PLUS:
- Company logo featured on prominent signage and on-screen branding at lunch
- One (1) reserved table of ten (10) at lunch
- Company recognized in Summit & Salute materials as Tuesday Lunch Sponsor
Launched in 2019, the WBENC Business Lab is a new experiential learning activation for all attendees at WBENC’s signature events. In a series of interactive learning circuits, attendees will be able to participate in up to three Business Lab components (Learn, Coach and Do) designed to leave them with actionable insights to improve their business and career. Contribute to the success and ongoing education of our network through one of three levels.

**TOPIC LEAD SPONSOR**

**AVAILABILITY:** Corporate Sponsorship (1) Topic Lead per circuit $35,000

Specific Benefits = Premier Partner Sponsor Benefits PLUS:
- Company assigned as Topic Lead to one circuit
- Opportunity to collaborate and contribute resources across all the Learn, Coach, Do components of your designated circuit
- Company Logo featured on designated circuit hallway signage
- Company name listed or logo featured after “Presented by…” whenever the circuit is referenced in printed materials
- Company recognized in Summit & Salute materials as Business Lab Topic Lead

**CONTENT CONTRIBUTOR SPONSOR**

**AVAILABILITY:** Multiple Corporate Sponsorships available $25,000

Specific Benefits = Champions of Growth Corporate Sponsor Benefits PLUS:
- Opportunity to collaborate and contribute resources within one section of the Learn, Coach, Do components of your designated circuit
- Company Logo featured on in-room signage during the session where you contributed resources
- Company recognized in Summit & Salute materials as WBENC Business Lab Content Contributor

**TRIBUTE TO EDUCATION SPONSOR**

**AVAILABILITY:** Multiple Corporate Sponsorships available $15,000

Specific Benefits = President’s Circle Corporate Sponsor Benefits PLUS:
- Company Logo featured on dedicated signage with Tribute to Education logos in a common, high traffic area of the venue dedicated to the Business labs
- Company recognized in Summit & Salute materials as Tribute to Education Sponsor
The Wednesday Lunch marks a point where strong relationships have been formed and attendees are capitalizing on their time and new contacts.

**AVAILABILITY:** Corporate Sponsorship (4) $25,000; WBE Sponsorship (2) $10,000

Specific Benefits = Champions of Growth Corporate Sponsor OR WBE Trailblazer Sponsor Benefits PLUS:
- Company logo featured on prominent signage and on-screen branding during lunch
- One (1) reserved table of ten (10) at lunch
- Company recognized in Summit & Salute materials as Wednesday Lunch Sponsor
WeInnoPITCH is a tournament-style pitch competition for WBENC-Certified WBEs focused on innovation. Using the tournament model of WBENCPitch, the competition will feature three rounds of pitching, with a focus on innovative products and solutions from WBENC-Certified WBEs, a staple of WeInnovate!

**AVAILABILITY:** Corporate Sponsorship (1) $35,000

Specific Benefits = Premier Partner Sponsor Benefits PLUS:
- Company Logo featured on WeInnoPITCH on-site signage
- Company recognized in all pre-event communications to WBEs and Corporate Members regarding this competition
- Company recognized in Summit & Salute materials as WeInnoPITCH Sponsor
Welcome to Nashville. The Welcome Reception is the official kick-off to Summit & Salute, featuring the Women Owned Pop-Up Shop and more than 1,000 attendees. Be a part of the excitement by sponsoring this key event!

**AVAILABILITY:** Corporate Sponsorship (4) **$35,000**

Specific Benefits = Premier Partner Corporate Sponsor Benefits PLUS:
- Company logo recognition on Welcome Reception cocktail napkins
- Company logo featured on signage at Reception
- Company recognized in Summit & Salute materials as Welcome Reception Sponsor
Be the one who makes internet access possible! Give everyone the opportunity to easily connect to the WBENC Summit & Salute network by tweeting, updating their blogs, posting on Facebook and catching up with email.

**AVAILABILITY:** Corporate Sponsorship (2) $25,000

Specific Benefits = Champions of Growth Corporate Sponsor Benefits PLUS:

- Company logo featured on dedicated signage displaying wifi details and on digital signage throughout the event
- Sponsor logo will appear on Wi-Fi splash page
- Company recognized in Summit & Salute materials as Wireless Internet Sponsor
Women Owned is an initiative from WBENC and WEConnect International to create a movement of support for Women Owned businesses. We support female entrepreneurs and those who do business with them by raising awareness for why, where and how to buy Women Owned. The Women Owned Pop-Up Shop will feature special merchandise from Women Owned businesses available for purchase and help attendees learn more about supporting women-owned businesses.

**AVAILABILITY:** Corporate Sponsorship (1) **$20,000**

Specific Benefits = Distinguished Leaders Corporate Sponsor Benefits PLUS:
- Women Owned Pop-Up Shop exclusively branded with sponsor logo and signage
- Company recognized in all pre-event e-blasts and blogs promoting the Women Owned Pop-Up Shop
- Company may provide flyer to be placed in bag for items purchased at pop-up shop
- Company recognized in Summit & Salute materials as Women Owned Pop-Up Shop Sponsor
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2020 National Conference & Business Fair
Corporate Member Base Benefits Packages
2020 National Conference & Business Fair WBE
Base Benefits Packages
2020 National Conference & Business Fair
Attendee Pricing

LEGEND

Monday June 22
Tuesday June 23
Wednesday June 24
Thursday June 25

- DESIGN YOUR OWN PREMIER PARTNER
- CORPORATE CUSTOM SPONSORSHIP
- BADGE SPONSOR
- BAG SPONSOR
- BUSINESS FAIR CAFE SPONSOR
- BUSINESS FAIR SPONSOR
- BUTTON STATION SPONSOR
- BUY WOMEN OWNED PAVILION SPONSOR
- CHARGING STATION SPONSOR
- CONFERENCE LUGGAGE TAG SPONSOR
- ENTERTAINMENT SPONSOR
- FORUM KEYNOTE SPONSOR
- GRAND ENTRANCE SPONSOR
- HOTEL DOOR HANGER SPONSOR
- INTERACTIVE STORY WALL SPONSOR
- JOIN FORCES. SUCCEED TOGETHER. LOUNGE SPONSOR
- KEYNOTE SPONSOR
- KICK OFF YOUR HEELS SPONSOR
- 2021 LAUNCH PARTY SPONSOR
- MATCHMAKER SPONSOR
- MATCHMAKER REFRESHMENT SPONSOR
- MOBILE APP SPONSOR
- NAVIGATION SPONSOR
- NETWORKING LOUNGE SPONSOR
- NEXTGEN NETWORKING RECEPTION SPONSOR
- NEXTGEN MEET & GREET SPONSOR
- PROFESSIONAL HEADSHOT BOOTH SPONSOR
- REGISTRATION SPONSOR
- RESOURCE RING SPONSOR
- SNAPPED! PHOTO BOOTH SPONSOR
- SUMMIT & SALUTE ORIENTATION SPONSOR
- SUSTAINABILITY – RECYCLE: GENERAL
- SUSTAINABILITY SPONSOR
- SUSTAINABILITY – REDUCE: HYDRATION
- STATION SPONSOR
- TECHNOLOGY SPONSOR
- THURSDAY LUNCH SPONSOR
- TRANSPORTATION SPONSOR
- TRIBUTE! DINNER SPONSOR
- TUESDAY LUNCH SPONSOR
- VOLUNTEER PROGRAM SPONSOR
- WBENC BUSINESS LAB SPONSORSHIP OPPORTUNITIES
- WBENC PITCH SPONSOR
- WBENC SWAG STOP SPONSOR
- WEDNESDAY EVENING EVENT SPONSOR
- WELCOME RECEPTION SPONSOR
- WELLNESS – GET MOVING! SPONSOR
- WELLNESS – HEALTH SCREENINGS SPONSOR
- WELLNESS – NUTRITION SPONSOR
- WIRELESS INTERNET SPONSOR
- WOMEN OWNED POP-UP SHOP SPONSOR
- CORPORATE PARTNER
**Event Overview**

The National Conference & Business Fair is the largest conference of its kind for women business owners in the U.S., attended by Women’s Business Enterprises (WBEs), senior executives and procurement representatives from the Fortune 500 and government agencies, and select partner organizations whose missions align with WBENC’s vision of expanding women’s business opportunities in the marketplace. With three days of robust programming, the conference features keynotes and workshops from today’s thought leaders, engaging panel discussions, 1:1 MatchMaker sessions, networking receptions, and a notable Business Fair.

VISIT CONEWBENC.ORG FOR THE MOST UP-TO-DATE INFORMATION ABOUT THE EVENT, INCLUDING AN UPDATED SCHEDULE, SPEAKERS, EXHIBITOR INFORMATION AND MORE.

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**2020 SCHEDULE AT A GLANCE**

**MONDAY, JUNE 22 – PRE-CONFERENCE DAY**
- Planet Mogul
- Women’s Enterprise Forum Meeting
- NextGen Meeting & Reception
- Women Owned in Retail
- Women of Color Development & Outreach Program

**TUESDAY, JUNE 23**
- WBENCPitch
- Conference Orientation
- Lunch
- WBENC Business Lab
- Welcome Reception

**WEDNESDAY, JUNE 24**
- Business Fair
- Wednesday Evening Event

**THURSDAY, JUNE 25**
- MatchMaker Meetings
- Student Entrepreneur Program Pitch Competition
- Keynote Sessions
- Lunch
- WBENC Business Lab
- Tribute! Dinner
- 2021 Launch Party
By The Numbers

Thousands of women business owners and those who support them gathered in Baltimore, Maryland for the largest event of its kind for women business owners in the U.S. The 2019 WBENC National Conference & Business Fair featured innovative educational programming, inspiring keynotes, 11 MatchMaker meetings, networking opportunities, and an unrivaled Business Fair.

ATTENDEES

<table>
<thead>
<tr>
<th>Industry</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
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<tr>
<td>WBENC-Certified WBEs</td>
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<tr>
<td>WEComeConnect Certified WBEs</td>
<td>83</td>
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<td>Government Agencies</td>
<td>97</td>
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<tr>
<td>Non-Profit Organizations</td>
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<td>National Corporate Members</td>
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<td>Regional Corporate Members</td>
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<td>Partner Organizations</td>
<td>112</td>
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<td>Other Corporations and Small Businesses</td>
<td>401</td>
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<tr>
<td>Students</td>
<td>58</td>
</tr>
<tr>
<td>Other</td>
<td>266</td>
</tr>
</tbody>
</table>

EVENT IMPRESSIONS

94% Are confident that the contacts they made will lead to business opportunities

98% Are likely to attend this event in the future

EVENT DETAILS

75 Speakers

143 Sponsors

328 Exhibitors

PROCUREMENT OPPORTUNITY CONNECTIONS

1,328 1:1 MatchMaker Meetings

474 WBEs had 11 meetings with 148 participating Corporate and Government Members

ATTENDEES BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising &amp; Marketing</td>
<td>436</td>
</tr>
<tr>
<td>Aerospace &amp; Defense</td>
<td>44</td>
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<tr>
<td>Agriculture &amp; Mining</td>
<td>25</td>
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<tr>
<td>Arts, Entertainment &amp; Recreation</td>
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<td>Automotive</td>
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<td>Biotech &amp; Pharmaceutical</td>
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<td>Business Services</td>
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<td>Construction</td>
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<td>Consumer Products</td>
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<td>Energy &amp; Utilities</td>
<td>210</td>
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<tr>
<td>Financial Services</td>
<td>282</td>
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<tr>
<td>Food &amp; Beverage</td>
<td>84</td>
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<tr>
<td>Government Agency</td>
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<td>Healthcare</td>
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<td>Information Communication Technology</td>
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<td>Insurance</td>
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<tr>
<td>Nonprofit</td>
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<tr>
<td>Professional &amp; Technical Services</td>
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<td>Retail</td>
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<tr>
<td>Technology</td>
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<tr>
<td>Transportation &amp; Logistics</td>
<td>157</td>
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<tr>
<td>Travel &amp; Hospitality</td>
<td>102</td>
</tr>
</tbody>
</table>

SOCIAL MEDIA

137,266 Social Media Impressions

2,113 WBENC/conf Tweets

92 WBENC/conf Instagram posts with Likes, Comments, or Saves

WBENC BUSINESS LAB

10 Circuits

Learn. 75 Learn Sessions

Coach. 35 Coach Opportunities

Do. 9 Do Opportunities

WBENC BUSINESS LAB
## Corporate Member Base Benefits Packages

### Corporate Sponsor Base Benefits

<table>
<thead>
<tr>
<th></th>
<th>Co-Chair</th>
<th>Diamond</th>
<th>Ruby Plus</th>
<th>Ruby</th>
<th>Emerald</th>
<th>Sapphire</th>
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<td>$75,000</td>
<td>$50,000</td>
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<td>$35,000</td>
<td>$25,000</td>
<td>$20,000</td>
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<td>Full conference registrations</td>
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<td>10</td>
<td>6</td>
<td>6</td>
<td>5</td>
<td>4</td>
<td>3</td>
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<tr>
<td>Wednesday Day Passes</td>
<td>10</td>
<td>4</td>
<td>3</td>
<td>3</td>
<td>3</td>
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<td>Booth size</td>
<td>20 x 40</td>
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<td>20 x 10</td>
<td>20 x 10</td>
<td>20 x 10</td>
<td>20 x 10</td>
</tr>
<tr>
<td>Booth upgrade option</td>
<td>n/a</td>
<td>upgrade to 20 x 30 for additional $2,000</td>
<td>upgrade to 20 x 20 for additional $2,000</td>
<td>upgrade to 20 x 20 for additional $2,000</td>
<td>upgrade to 20 x 20 for additional $2,000</td>
<td>No upgrade available</td>
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<tr>
<td>Marketing recognition and visibility featuring your logo on the event website sponsor page</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
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<td>Social media recognition and promotion</td>
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<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Company visibility listed with URL in WBENC Mobile App</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>On-screen branding when company is noted</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Reserved tables of ten (10) at meal functions (excluding receptions and Business Fair Cafe)</td>
<td>2 (All Meals)</td>
<td>1 (All Meals)</td>
<td>1 (Tribute! Dinner)</td>
<td>1 (Tribute! Dinner)</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>On-site logo visibility via various signage throughout the venue</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Logo on conference website homepage</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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<tr>
<td>High visibility speaking opportunity for CEO or other C-Suite representative</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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<tr>
<td>Company executive participation in Opening Ceremony for Business Fair</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Participation of one key executive on the Conference Advisory Committee</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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<tr>
<td>Company recognized as Co-Chair in all WBENC print materials</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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<tr>
<td>Company listed in conference print advertising</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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<tr>
<td>Signage at meal function venues (does not include receptions)</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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<tr>
<td>Option to place one (1) item in the conference bag distributed to all attendees (items must meet specs provided by WBENC)</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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<tr>
<td>Company prominently featured on conference website and in pre-event e-blasts</td>
<td>Yes</td>
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<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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<tr>
<td>One (1) junior suite at host hotel</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>No</td>
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</tr>
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</table>

This Base Benefits Grid is provided for ease of comparison of sponsorship levels. All Base Benefits are coupled with the unique benefits of the chosen Branding Opportunities that are outlined on the following pages.
### 2020 National Conference & Business Fair

#### WBE Base Benefits Packages

<table>
<thead>
<tr>
<th>WBE Sponsor Base Benefits</th>
<th>Co-Chair</th>
<th>Diamond</th>
<th>Ruby</th>
<th>Emerald</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COST</strong></td>
<td>$25,000</td>
<td>$20,000</td>
<td>$10,000</td>
<td>$7,500</td>
</tr>
<tr>
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<td>7</td>
<td>5</td>
<td>4</td>
</tr>
<tr>
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<td>3</td>
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<td>20 x 20</td>
<td>20 x 10</td>
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<td>upgrade to 20 x 10 for additional $1,500</td>
<td>upgrade to 20 x 20 for additional $1,500</td>
</tr>
<tr>
<td>Marketing recognition and visibility featuring your logo on the event website sponsor page</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Social media recognition and promotion</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Company visibility listed with URL in WBENC Mobile App</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>On-screen branding when company is noted</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Reserved tables of ten (10) at meal functions (excluding receptions and Business Fair Cafe)</td>
<td>1 (All Meals)</td>
<td>1 (Tribute! Dinner)</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>On-site logo visibility via various signage throughout the venue</td>
<td>Yes</td>
<td>No</td>
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<td>No</td>
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<tr>
<td>Logo on conference website homepage</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>High visibility speaking opportunity for CEO or other C-Suite representative</td>
<td>Yes (CEO only)</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Company executive participation in Opening Ceremony for Business Fair</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Participation of one key executive on the Conference Advisory Committee</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Company recognized as Co-Chair in all WBENC print materials</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Company listed in conference print advertising</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Signage at meal function venues (does not include receptions)</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>May place one (1) item in the conference bag distributed to all attendees (items must meet specs provided by WBENC)</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Company prominently featured on conference website and in pre-event e-blasts</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>One (1) junior suite at host hotel</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
</tbody>
</table>

This Base Benefits Grid is provided for ease of comparison of sponsorship levels. All Base Benefits are coupled with the unique benefits of the chosen Branding Opportunities that are outlined on the following pages.
NATIONAL CONFERENCE & BUSINESS FAIR SPONSORSHIP OPPORTUNITIES

2020 NATIONAL CONFERENCE & BUSINESS FAIR

Attendee Pricing

FULL CONFERENCE REGISTRATION
With a full conference registration, access to any pre-conference activities is permitted on Monday, June 22 as well as WBENC Business Lab, all speaker sessions, meal functions, evening receptions, the Business Fair, and the Tribute! Reception and Dinner. It does not automatically include admission to invitation-only functions.

<table>
<thead>
<tr>
<th><strong>FULL CONFERENCE REGISTRATION</strong> (Individual Per Person)</th>
<th><strong>EARLY BIRD</strong></th>
<th><strong>REGULAR</strong> (After 4.2.19)</th>
<th><strong>ON-SITE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>WBENC-Certified WBE or WEConnect-Certified WBE</td>
<td>$599</td>
<td>$750</td>
<td>$800</td>
</tr>
<tr>
<td>Small Business (not WBENC-Certified)</td>
<td>$799</td>
<td>$950</td>
<td>$1,000</td>
</tr>
<tr>
<td>WBENC National or Regional Corporate Member</td>
<td>$950</td>
<td>$1,100</td>
<td>$1,150</td>
</tr>
<tr>
<td>Corporate Non-Member</td>
<td>$1,250</td>
<td>$1,400</td>
<td>$1,450</td>
</tr>
<tr>
<td>Government Agency</td>
<td>$750</td>
<td>$900</td>
<td>$950</td>
</tr>
<tr>
<td>Nonprofit Organization</td>
<td>$725</td>
<td>$850</td>
<td>$925</td>
</tr>
<tr>
<td>Full-Time College or University Student (valid college/university ID required)</td>
<td>$200</td>
<td>$200</td>
<td>$200</td>
</tr>
</tbody>
</table>

DAY PASSES

**TUESDAY DAY PASS** includes admission to all general sessions, the WBENC Business Lab, meal functions and the Welcome Reception on Tuesday, June 23. **WEDNESDAY DAY PASS** includes admission to the general sessions, meal functions, the Business Fair and the evening function on Wednesday, June 24. **THURSDAY DAY PASS** includes admission to all keynote sessions, the WBENC Business Lab, meal functions and the Tribute! Dinner on Thursday, June 25. All Day Passes exclude any invitation-only functions.

<table>
<thead>
<tr>
<th><strong>DAY PASSES</strong> (Individual Per Person)</th>
<th><strong>EARLY BIRD</strong></th>
<th><strong>REGULAR</strong> (After 4.2.19)</th>
<th><strong>ON-SITE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>WBENC-Certified WBE or WEConnect-Certified WBE; National/Regional Corporate Member; Government Agency; Nonprofit Organization</td>
<td>$375</td>
<td>$400</td>
<td>$450</td>
</tr>
<tr>
<td>Small Business (not WBENC-Certified); Corporate Non-Member</td>
<td>$475</td>
<td>$500</td>
<td>$550</td>
</tr>
<tr>
<td>Full-Time College or University Student (valid college/university ID required)</td>
<td>$100</td>
<td>$100</td>
<td>$100</td>
</tr>
</tbody>
</table>

**SPOUSE/COMPANION PASS** (Individual Per Person)

<table>
<thead>
<tr>
<th><strong>PRICE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuesday Reception</td>
</tr>
<tr>
<td>Wednesday Reception</td>
</tr>
<tr>
<td>Tribute! Dinner &amp; Reception</td>
</tr>
</tbody>
</table>

**NOTE:** Sponsors may purchase Wednesday Day Passes at the reduced rate of $250 per pass. Exhibitors may purchase up to three (3) Wednesday Day Passes at the reduced rate of $250 per pass.

**REFUND POLICY:** ALL TICKET SALES ARE FINAL, NO REFUNDS WILL BE ISSUED. ALL EXHIBITOR AND SPONSOR PACKAGE PURCHASES ARE FINAL.
2020 NATIONAL CONFERENCE & BUSINESS FAIR

Exhibitor Eligibility and Pricing

ALTHOUGH NOT A SPONSORSHIP OPPORTUNITY, YOU MAY WISH TO PARTICIPATE IN THE NATIONAL CONFERENCE AS AN EXHIBITOR AT THE BUSINESS FAIR ON WEDNESDAY, JUNE 24, 2020.

ELIGIBILITY

The following groups are eligible to exhibit:

- WBENC-Certified Women’s Business Enterprises (WBES)
- WBENC National Corporate Members
- WEConnect International Certified WBES
- Regional Partner Organizations (RPOs)
- Regional Corporate Members of the 2020 Host Councils, GWBC and WBEC ORV
- Pre-approved government agencies, strategic partners and media sponsors, and affiliate nonprofit organizations

WBENC reserves the right to approve all exhibitor applicants.

EXHIBITOR PACKAGES

<table>
<thead>
<tr>
<th></th>
<th>EARLY BIRD</th>
<th>REGULAR (After 4.15.2020)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AVAILABLE TO WBENC NATIONAL CORPORATE MEMBERS AND REGIONAL CORPORATE MEMBERS OF THE 2020 HOST COUNCILS, GWBC AND WBEC ORV:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Silver Exhibitor Package</td>
<td>$6,300</td>
<td>$6,800</td>
</tr>
<tr>
<td>Bronze Exhibitor Package</td>
<td>$4,800</td>
<td>$5,300</td>
</tr>
<tr>
<td>AVAILABLE TO GOVERNMENT AGENCIES AND NONPROFITS ONLY:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Metal Exhibitor Package</td>
<td>$3,800</td>
<td>$4,300</td>
</tr>
<tr>
<td>WBENC-CERTIFIED WBES AND WECONNECT INTERNATIONAL CERTIFIED WBES ONLY:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>WBENC-Certified WBE Exhibitor Package</td>
<td>$2,300</td>
<td>$2,800</td>
</tr>
</tbody>
</table>

NOTE: Sponsors may purchase Wednesday Day Passes at the reduced rate of $250 per pass. Exhibitors may purchase up to three (3) Wednesday Day Passes at the reduced rate of $250 per pass.

FOR MORE INFORMATION on the base benefits associated with each of the various exhibitor packages, please visit conf.wbenc.org/

All exhibitor transactions are final in accordance with WBENC’s No Refund Policy. Booth position on the exhibit floor is determined by a point system.

FOR MORE INFORMATION

please visit conf.wbenc.org/

All exhibitor transactions are final in accordance with WBENC’s No Refund Policy. Booth position on the exhibit floor is determined by a point system.
NATIONAL CONFERENCE & BUSINESS FAIR SPONSORSHIP OPPORTUNITIES

Get creative and design your own sponsorship that suits your company’s needs in terms of brand awareness in front of conference attendees, as well as through extensive pre-conference marketing and communications. Please contact valuedsponsors@wbenc.org to discuss the options.

**AVAILABILITY:** Corporate Sponsorship (3) **$50,000**

Specific Benefits = Diamond Corporate Sponsor Benefits PLUS:
- Additional visibility will be determined based on final sponsorship description
Take advantage of this opportunity and witness every attendee wearing your logo on their conference lanyard. Attendees wear their badge to every conference function.

**AVAILABILITY:** Corporate Sponsorship (1) $40,000

Specific Benefits = Ruby Corporate Sponsor Benefits PLUS:
- Exclusive presentation of corporate logo on lanyard
- Company recognized in National Conference & Business Fair materials as Badge Sponsor
The conference bag is an unbeatable opportunity for a company logo to be viewed by every attendee and taken back home for additional use. Each bag carries the sponsor’s logo and the WBENC National Conference & Business Fair brand.

**AVAILABILITY:** Corporate Sponsorship (1) $40,000

Specific Benefits = Ruby Corporate Sponsor Benefits PLUS:
- Exclusive presentation of corporate logo on conference bag
- Company recognized in National Conference & Business Fair materials as Bag Sponsor
The day of the Business Fair is the longest and most exciting day of the conference and attendees must stay energized. The Business Fair Café, open for breakfast and lunch, will be the go-to spot for attendees to refuel and rest before they hit the Business Fair floor. All attendees will pass through the Café on their way to and from the Business Fair.

**AVAILABILITY:** Corporate Sponsorship (4) $35,000, WBE Sponsorship (4) $10,000

Specific Benefits = Ruby Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:

- Company logo featured on signage
- Company logo featured on napkin or food packaging
- One (1) reserved table of ten (10) in the cafe for breakfast and lunch
- Participation in Opening Ceremony for Business Fair
- Company recognized in National Conference & Business Fair materials as Business Fair Café Sponsor
WBENC’s signature Business Fair is one full day of non-stop networking and opportunity generation. Attendees say they are able to accomplish 50% of their prospecting for the year by attending the Business Fair. Sponsor positions for this event are highly coveted due to the optimum visibility awarded to a sponsor company through representation at the Opening Ceremony and extensive on-site signage.

**AVAILABILITY:** Corporate Sponsorship (4) $35,000; WBE Sponsorship (4) $10,000

Specific Benefits = Ruby Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:
- Company logo featured in signage and on-screen branding at Opening Ceremony and Business Fair
- Participation in Opening Ceremony for Business Fair
- One (1) reserved table of ten (10) at Business Fair Cafe
- Company recognized in National Conference & Business Fair materials as Business Fair Sponsor
New in 2020! Located right near the highly trafficked registration area, the Button Station lets attendees select the color button representing their Regional Partner Organization and wear their button to each conference function. It’s an excellent networking tool for those in the same region to discover one another.

**AVAILABILITY:** WBE Sponsorship (3) $7,500

Specific Benefits = Emerald WBE Sponsor Benefits PLUS:

- Sponsor logos displayed on Button Station.
- Company recognized in the National Conference & Business Fair materials as Button Station Sponsor.
No one will want to miss the Buy Women Owned Pavilion at the Business Fair, where we’ll have a large display of Women Owned products, sample giveaways and tastings surrounded by booths of innovative Women Owned products to discover! Women Owned is an initiative from WBENC and WEConnect International to create a movement of support for Women Owned businesses. We support female entrepreneurs and those who do business with them by raising awareness for why, where and how to buy Women Owned.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000

Specific Benefits = Emerald Corporate Sponsor Benefits PLUS:
- Buy Women Owned Pavilion exclusively branded with sponsor logo and signage
- Company recognized in all pre-event e-blasts and blogs promoting the Buy Women Owned Pavilion
- Company recognized in National Conference & Business Fair materials as Buy Women Owned Pavilion Sponsor
Conference attendees are rarely seen without their smartphones and tablets with them whether on the Business Fair floor or at a networking function. Often times their devices don’t have enough power to get through the day. Exclusive sponsorship of these stations will provide you with tremendous exposure throughout the entire conference. Charging stations will be placed in high traffic areas throughout the three-day event.

**AVAILABILITY:** Corporate Sponsorship (2) **$25,000**

Specific Benefits = Emerald Corporate Sponsor Benefits PLUS:
- Exclusive logo placement on five (5) or more charging stations
- Company recognized in National Conference & Business Fair materials as Charging Station Sponsor
WBENC helps generate excitement for future events with a special luggage tag featuring the dates and locations for next year’s signature events. This parting gift reminds the current year’s conference attendees to save the date for the future conference, and it serves as a reminder every time the attendee packs their suitcase.

**AVAILABILITY:** Corporate Sponsorship (1) $35,000

Specific Benefits = Ruby Corporate Sponsor Benefits PLUS:
- Logo presentation either on the luggage tag or on the packaging
- The item is included in all conference bags
- Extra tags are used at promotional events for the remainder of the year
- Company recognized in National Conference & Business Fair materials as Conference Luggage Tag Sponsor
Everyone loves a high energy party to unwind after days of intense networking and education. Be one of the companies responsible for getting everyone on their feet at one of our receptions or post-party!

**AVAILABILITY:** WBE Sponsorship (2) $10,000

Specific Benefits = WBE Ruby Sponsor PLUS:
- Company logo featured on signage on or near stage: “Entertainment brought to you by…”
- Company recognized in National Conference & Business Fair materials as Entertainment Sponsor
The Women’s Enterprise Forum meeting held during the National Conference & Business Fair includes a women’s business development focused session. Take advantage of this opportunity to support an inspiring keynote speaker for our WBEs and provide introductory remarks.

**AVAILABILITY:** Corporate Sponsorship (1) $20,000

Specific Benefits = Sapphire Corporate Sponsor Benefits PLUS:
- Company logo featured on prominent signage at the Women’s Enterprise Forum meeting
- Company recognized in National Conference & Business Fair materials as Forum Keynote Sponsor
Make a statement in the grand entry-way to the conference! Your logo will greet attendees as they access the event throughout the week.

**AVAILABILITY:** Corporate Sponsorship (1) $50,000

Specific Benefits = Diamond Corporate Sponsors Benefits PLUS:
- Company logo prominently displayed at the designated main entrance to the conference
- Company recognized in National Conference & Business Fair materials as Grand Entrance Sponsor
NATIONAL CONFERENCE & BUSINESS FAIR SPONSORSHIP OPPORTUNITIES

ON AVERAGE A HOTEL GUEST LOOKS AT THEIR HOTEL KEYCARD AT LEAST 10 TIMES A DAY! GET YOUR NAME IN FRONT OF EVENT ATTENDEES BY HAVING YOUR LOGO ON ONE OF THE MOST IMPORTANT ITEMS THEY WILL CARRY WITH THEM FOR THE DURATION OF THE EVENT. THE HOTEL KEYCARD WILL BE AVAILABLE AT THE MARRIOTT MARQUIS ATLANTA, THE NATIONAL CONFERENCE & BUSINESS FAIR HOST HOTEL, WHERE MORE THAN 1,000 ATTENDEES WILL BE STAYING.

AVAILABILITY: Corporate Sponsorship (2) $25,000

Specific Benefits = Champions of Growth Corporate Sponsor Benefits PLUS:
• Company logo placed on the host hotel keycard
• Company recognized in National Conference & Business Fair materials as Hotel Keycard Sponsor
Help us showcase inspiring stories from across the WBENC network with our Interactive Story Wall. We’ll feature several success stories that showcase WBEs and Corporate Members doing business. The wall will also engage attendees with an interactive component.

**AVAILABILITY:**
- Corporate Sponsorship (1) **$35,000**
- WBE Sponsorship (2) **$7,500**

Specific Benefits = Ruby Corporate Sponsor Benefits OR Emerald WBE Sponsor Benefits PLUS:
- Company logo featured on Interactive Story Wall
- Company listed in pre-event communications regarding Interactive Story Wall
- Company recognized in National Conference & Business Fair materials as Interactive Story Wall Sponsor
The Join Forces. Succeed Together. Lounge is featured in the exhibit hall on the day of the Business Fair. Part of its function is to provide a place for suppliers and potential buyers to meet away from their booths for extended conversations. This area is where staff members from WBENC and each RPO are available to answer attendee questions about Corporate Member benefits, certification, education, and more.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000

Specific Benefits = Emerald Corporate Sponsor Benefits PLUS:
- Join Forces. Succeed Together. Lounge exclusively branded with sponsor logo and signage
- Sponsor may put company collateral in the Lounge
- Sponsor may have a reserved space in the Lounge
- Company recognized in National Conference & Business Fair materials as Join Forces. Succeed Together. Lounge Sponsor
New in 2020, attendees will have the option to listen to a variety of keynotes to choose the experience best suited to their role during the Keynote Sessions. Take advantage of this opportunity to power inspiring keynote speakers for all attendees.

**AVAILABILITY:** Corporate Sponsorship (8) $25,000, WBE Sponsorship (4) $10,000

Specific Benefits = Emerald Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:
- Company logo featured on prominent signage at all Keynote Sessions
- Company recognized in National Conference & Business Fair materials as Keynote Sponsor
Be the company to provide the solution when attendees walk to the conference in flip flops or sneakers. This bag carries the business appropriate kicks they will change into later. This shoe bag will come in handy each day and long after the conference ends!

**AVAILABILITY:** Corporate Sponsorship (1) $25,000, WBE Sponsorship (1) $7,500
Specific Benefits = Emerald Corporate Sponsor Benefits OR Emerald WBE Sponsorship Benefits PLUS:
- Company logo on shoe bag placed in all attendee conference bags
- Company recognized in National Conference & Business Fair materials as Kick Off Your Heels Sponsor
As the conference concludes, leave the last impression on attendees as we celebrate the success of the 2020 National Conference & Business Fair and pass the torch to the 2021 events. This sponsorship is open to the Regional Corporate Members of the 2021 National Conference & Business Fair Host Council.

**AVAILABILITY:** Regional Corporate Members for 2021 Location (4) **$15,000**

Specific Benefits:
- Signage and on-screen branding at the 2021 Launch Party
- Company recognized in National Conference & Business Fair materials as 2021 Launch Party Sponsor
- Three (3) full conference registrations
- 20 x 10 booth (no booth upgrades available)
- Two (2) Wednesday Day Passes (Admission to all events on Day Two – Wednesday)
- Two (2) admissions to Senior Executive Reception
- Marketing recognition and visibility featuring your logo on the 2020 event website sponsor page.
- Social media recognition and promotion of your sponsorship
1:1 MatchMaker Meetings are pre-scheduled meetings between WBENC-Certified WBEs and procurement representatives from the Fortune 1000 and government agencies. Sponsors of this program are putting their brand in front of hundreds of key decision-makers.

**AVAILABILITY:** Corporate Sponsorship (3) $25,000

Specific Benefits = Emerald Corporate Sponsor Benefits PLUS:
- Company logo featured on on-site signage at MatchMaker Sessions
- Sponsor branding will appear on pre-conference communications regarding the MatchMaker program
- Company recognized in National Conference & Business Fair materials as MatchMaker Sponsor
NATIONAL CONFERENCE & BUSINESS FAIR SPONSORSHIP OPPORTUNITIES

NATIONAL CONFERENCE & BUSINESS FAIR
MATCHMAKER REFRESHMENT SPONSOR

MatchMaker is one of WBENC’s signature opportunities. Your company will be showcased during this session front and center when attendees come to grab a refreshment!

AVAILABILITY:  Corporate Sponsorship (1) $20,000, WBE Sponsorship (2) $7,500

Specific Benefits = Ruby Corporate Sponsor Benefits OR Emerald WBE Sponsor Benefits PLUS:
• Company logo featured on cocktail napkins displayed in the MatchMaker refreshments area
• On-site signage at MatchMaker sessions
• Sponsor branding will appear on pre-conference communications regarding the MatchMaker program
• Company recognized in National Conference & Business Fair materials as MatchMaker Refreshment Sponsor
Attendees will be able to design their own schedule, communicate with fellow attendees, browse sponsors and speakers, and navigate the event via interactive maps in our Mobile App.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000

Specific Benefits = Emerald Corporate Sponsor Benefits PLUS:
- Sponsor will have primary presence on the mobile app
- Company logo featured in pre-conference and on-site marketing promotions
- Company recognized in National Conference & Business Fair materials as Mobile App Sponsor

Note: WBENC may offer secondary advertising opportunities to others through the app. All logos and references will be in alignment with sponsorship levels.
Help attendees find their way every day as the Navigation Sponsor. With your logo featured on navigational elements, attendees will remember your company while finding their way around.

**AVAILABILITY:** Corporate Sponsorship (1) $20,000, WBE Sponsorship (4) $10,000

Specific Benefits = Sapphire Corporate Sponsor OR Ruby WBE Sponsor Benefits PLUS:
- Company logo featured on navigational elements
- Company recognized in National Conference & Business Fair materials as Navigation Sponsor
In between keynote sessions, workshops, and the Business Fair, conference participants need a place where they can have a productive conversation in a comfortable environment. Each networking lounge will be situated in a high-traffic area to ensure easy access for attendees and strong visibility for lounge sponsors. Each lounge will be exclusively sponsored by one company.

**AVAILABILITY:** Corporate Sponsorship (3) $30,000; WBE Sponsorship (1) $20,000

Specific Benefits = Emerald Corporate Sponsor OR Diamond WBE Sponsor Benefits PLUS:
- Exclusive signage in and around designated lounge
- Sponsor may place collateral in lounge
- Company recognized in National Conference & Business Fair materials as Networking Lounge Sponsor
This sponsorship offers high visibility at the pre-conference NextGen Networking Reception that will include NextGen attendees, Student Entrepreneur Program participants, and other attendee group(s) of your choice. This pre-conference reception will welcome attendees and set the tone for a great week of connections! WBENC’s NextGen Program is about developing the next generation of the WBENC network with a community of Women’s Business Enterprises (WBEs) and Supplier Diversity Professionals who are under the age of 40. Be the company to provide this opportunity as we pave the future of the WBENC network.

**AVAILABILITY:** Corporate Sponsorship (2) $20,000

Specific Benefits = Sapphire Corporate Sponsor Benefits PLUS:

- Logo on on-site reception signage
- Company listed in pre-event communications regarding reception
- Company recognized in National Conference & Business Fair materials as NextGen Networking Receptions Sponsor
The NextGen Meet & Greet session connects NextGen WBEs to Corporate Members through the opportunity to meet a participating Corporate Member of their choice and provide a one-minute pitch outlining their capacity and differentiators in the industry. After WBE introductions, the Corporate Member has an opportunity to ask questions and engage in round table discussions. If you are dedicated to building the next generation and the future of the WBENC network, this sponsorship is for you!

**AVAILABILITY:** Corporate Sponsorship (2) $20,000, WBE Sponsorship (1) $10,000

Specific Benefits = Sapphire Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:

- Logo on on-site NextGen Meet & Greet signage
- Logo on table signage at NextGen Meet & Greet
- Company listed in pre-event communications regarding NextGen Meet & Greet
- Company recognized in National Conference & Business Fair materials as NextGen Meet & Greet
Gain visibility by offering an item everyone needs, but often do not take the time to obtain: a professional headshot. Attendees walk away with a key tool for future networking and more knowledge about the sponsor.

**AVAILABILITY:** Corporate Sponsorship (2) $20,000

Specific Benefits = Sapphire Corporate Sponsor Benefits PLUS:
- Sponsor logo prominently placed on photo delivery email given to attendee
- Sponsor logo on Professional Headshots signage
- Sponsor recognized in pre-conference promotion encouraging attendees to take advantage of this activity
- Company recognized in National Conference & Business Fair materials as Professional Headshot Booth Sponsor
This opportunity is for the company that wants to ensure anyone with an interest in the National Conference & Business Fair knows of the sponsor’s support and commitment. The registration sponsor is prominently placed in front of all exploring the conference website and equally well-placed in the online registration site as well as the on-site registration area.

**AVAILABILITY:** Corporate Sponsorship (1) $50,000

Specific Benefits = Diamond Corporate Sponsor Benefits PLUS:
- Logo on conference website
- Logo prominently displayed in online registration process
- Logo at on-site registration throughout the duration of conference
- Company recognized in National Conference & Business Fair materials as Registration Sponsor
New in 2020, the Resource Ring is a customizable resource for each attendee. The base Resource Ring will be distributed to each attendee and will feature individual resource cards with the venue’s map and the schedule at a glance. Then attendees will be able to pick up additional resource cards with specific schedule information or educational content for programs like the WBENC Business Lab. As the official Resource Ring Sponsor, your logo will be prominently displayed on the base Resource Ring and on the Resource Ring station near registration.

**AVAILABILITY:** Corporate Sponsorship (2) $25,000; WBE Sponsorship (2) $7,500

Specific Benefits = Emerald Corporate Sponsor Benefits OR Emerald WBE Sponsor Benefits PLUS:
- Sponsor logo prominently displayed on one card in the base Resource Ring
- Sponsor logo prominently displayed on the Resource Ring station
- Company recognized in National Conference & Business Fair materials as Resource Ring Sponsor
Almost in as much demand as business cards, photos of friends and colleagues taken at high-profile events, such as the Business Fair Evening Event and the Tribute! Dinner, are highly sought after. Be remembered long after the conference ends by being a Snapped! Photo Booth Sponsor at one of these well-attended functions.

**AVAILABILITY:** Corporate Sponsorship (2) $25,000; WBE Sponsorship (2) $7,500

Specific Benefits = Emerald Corporate Sponsor Benefits OR Emerald WBE Sponsor Benefits PLUS:
- Logo will be placed on the photo frame or photo delivery item, and will be included in electronic files
- Company recognized in National Conference & Business Fair materials as Snapped! Photo Booth Sponsor
Each year, WBENC makes strides towards holding an event that more closely follows the precepts of sustainability by reducing our paper output and being more efficient in our energy consumption. If your company also believes sustainability is a mission-critical goal, then this sponsorship is for you.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000, WBE Sponsorship (1) $7,500

Specific Benefits = Emerald Corporate Sponsor Benefits OR Emerald WBE Sponsor Benefits PLUS:

- Company logo featured on the event facility's receptacles that encourage recycling
- Sponsor given the opportunity to provide a guest blog post on being more sustainable that will be featured in pre-conference communications via a WBENC blog post and social media.
- Company recognized in National Conference & Business Fair materials as Sustainability: Recycle Sponsor
Long days of events and networking call for a focus on staying hydrated! The Hydration Station will allow attendees to easily stay hydrated and reduce the amount of single-use plastic water bottles used. If your company also believes sustainability is a mission-critical goal, then this sponsorship is for you.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000, WBE Sponsorship (1) $7,500

Specific Benefits = Emerald Corporate Sponsor Benefits OR Emerald WBE Sponsor Benefits PLUS:

- Company logo featured on the event facility’s features that encourage reducing single-use water bottles i.e. water fountains
- Sponsor given the opportunity to provide a guest blog post on being more sustainable that will be featured in pre-conference communications via the a WBENC blog and social media.
- Company recognized in National Conference & Business Fair materials as Sustainability: Reduce Sponsor
The sponsor company will partner with WBENC to provide the technology that powers the conference workshops and common area screens.

**AVAILABILITY:** Corporate Sponsorship (1) $35,000

Specific Benefits = Ruby Corporate Sponsor Benefits PLUS:
- Logo recognition in connection with each electronic display
- Company recognized in National Conference & Business Fair materials as Technology Sponsor
The Thursday Lunch marks a point where strong relationships have been formed and attendees are capitalizing on their time with new contacts. During this program, the audience hears from passionate speakers and WBENC recognizes some of its most dedicated collaborators for their efforts.

**AVAILABILITY:** Corporate Sponsorship (4) $35,000, WBE Sponsorship (4) $10,000

Specific Benefits = Ruby Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:
- Company logo featured in prominent signage and on-screen branding during lunch
- One (1) reserved table of ten (10) at lunch
- Company recognized in National Conference & Business Fair materials as Thursday Lunch Sponsor
Be a company that moves people to the Wednesday Evening Event by becoming a transportation sponsor. Conference attendees will need to be transported to the Wednesday Evening Event in style! Don’t miss out on having your brand on busses or shuttles.

**AVAILABILITY:** Corporate Sponsorship (4) $20,000, WBE Sponsorship (4) $7,500

Specific Benefits = Sapphire Corporate Sponsor Benefits OR Emerald WBE Sponsor Benefits PLUS:
- Sponsor logo displayed on signage at transportation pick up point(s) for the Wednesday Evening Event
- Sponsor logo displayed on the loading side of the bus through window clings
  OR
- Sponsor logo displayed on the bus seat headrests
- Company recognized in National Conference & Business Fair materials as Transportation Sponsor

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**Note:** In addition to the sponsored transportation to the Wednesday Evening Event, unbranded shuttles will be provided daily from the Marriott and Westin to the conference space.
NATIONAL CONFERENCE & BUSINESS FAIR SPONSORSHIP OPPORTUNITIES

TRIBUTE! DINNER SPONSOR

The Tribute! Dinner gracefully concludes the conference on the evening of June 25. During the program, we honor our strategic partners and individuals who have helped propel WBENC’s mission forward. For sponsors, this opportunity is a terrific way to leave a lasting impression with conference attendees.

AVAILABILITY: Corporate Sponsorship (3) $35,000, WBE Sponsorship (3) $10,000

Specific Benefits = Ruby Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:
• Company logo featured on prominent signage and on-screen branding at the Tribute! General Reception and Awards Dinner
• One (1) reserved table of ten (10) at dinner
• Company recognized in National Conference & Business Fair materials as Tribute! Dinner Sponsor

The Tribute! Dinner gracefully concludes the conference on the evening of June 25. During the program, we honor our strategic partners and individuals who have helped propel WBENC’s mission forward. For sponsors, this opportunity is a terrific way to leave a lasting impression with conference attendees.

AVAILABILITY: Corporate Sponsorship (3) $35,000, WBE Sponsorship (3) $10,000

Specific Benefits = Ruby Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:
• Company logo featured on prominent signage and on-screen branding at the Tribute! General Reception and Awards Dinner
• One (1) reserved table of ten (10) at dinner
• Company recognized in National Conference & Business Fair materials as Tribute! Dinner Sponsor
NATIONAL CONFERENCE & BUSINESS FAIR

TUESDAY LUNCH SPONSOR

The Tuesday Lunch is where the excitement begins. As a sponsor of the first official event of the National Conference & Business Fair, your company will be associated with the energy and charisma that has become an integral part of this program. This is the time when WBENC communicates the goals of the conference and the Co-Chairs share their insights.

**AVAILABILITY:** Corporate Sponsorship (3) $35,000, WBE Sponsorship (3) $10,000

Specific Benefits = Ruby Corporate Benefits OR Ruby WBE Benefits PLUS:
- Company logo featured on prominent signage and on-screen branding at Lunch
- One (1) reserved table of ten (10) at Lunch
- Company recognized in National Conference & Business Fair materials as Tuesday Lunch Sponsor
For this event, we need energetic, dedicated volunteers willing to give their time to help direct participants, register attendees, oversee workshops, and fulfill a number of other tasks. These individuals are vital to our success and we ensure that they are brightly attired and easy for our attendees to see. As the Volunteer Program sponsor, your company will be the exclusive apparel sponsor for all volunteers.

**AVAILABILITY:** Corporate Sponsorship (1) **$20,000**

Specific Benefits = Sapphire Corporate Sponsor Benefits PLUS:
- Logo presented on volunteer apparel
- Company recognized in National Conference & Business Fair materials as Volunteer Program Sponsor
Launched in 2019, the WBENC Business Lab is a new experiential learning activation for all attendees at WBENC’s signature events. In a series of interactive learning circuits, attendees will able to participate in up to three Business Lab components (Learn, Coach and Do) designed to leave them with actionable insights to improve their business and career. Contribute to the success and ongoing education of our network through one of three levels.

**TOPIC LEAD SPONSOR**

**AVAILABILITY:** Corporate Sponsorship (1) Topic Lead per circuit $50,000

Specific Benefits = Diamond Corporate Sponsor Benefits PLUS:
- Company assigned as Topic Lead to one circuit
- Opportunity to collaborate and contribute resources across all the Learn, Coach, Do components of your designated circuit
- Company Logo featured on designated circuit hallway signage
- Company name listed or logo featured after “Presented by…” whenever the circuit is referenced in printed materials
- Company recognized in National Conference & Business Fair materials as Business Lab Topic Lead

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**CONTENT CONTRIBUTOR SPONSOR**

**AVAILABILITY:** Multiple Corporate Sponsorships available $35,000

Specific Benefits = Ruby Corporate Sponsor Benefits PLUS:
- Opportunity to collaborate and contribute resources within one section of the Learn, Coach, Do components of your designated circuit
- Company Logo featured on in-room signage during the session where you contributed resources
- Company recognized in National Conference & Business Fair materials as WBENC Business Lab Content Contributor

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**TRIBUTE TO EDUCATION SPONSOR**

**AVAILABILITY:** Multiple Corporate Sponsorships available $20,000

Specific Benefits = Sapphire Corporate Sponsor Benefits PLUS:
- Company Logo featured on dedicated signage with Tribute to Education logos in a common, high traffic area of the venue dedicated to the Business labs
- Company recognized in National Conference & Business Fair materials as Tribute to Education Sponsor
NATIONAL CONFERENCE & BUSINESS FAIR SPONSORSHIP OPPORTUNITIES

NATIONAL CONFERENCE & BUSINESS FAIR

WBENCPITCH SPONSOR

A large, tournament-style elevator pitch competition for WBENC-Certified Women’s Business Enterprises (WBEs), WBENCPitch is an exciting and engaging opportunity for WBEs to secure funding for their business and deliver their best pitch live during Tribute! Dinner.

AVAILABILITY: Corporate Sponsorship (1) $50,000

Specific Benefits = Diamond Corporate Sponsor Benefits PLUS:
- Company Logo featured on WBENCPitch on-site signage
- Company recognized in all pre-event communications to WBEs and Corporate Members regarding this competition
- Company recognized in National Conference & Business Fair materials as WBENCPitch Sponsor
New in 2020, attendees will have the opportunity to peruse and take home an item of their choosing from the Swag Stop which will feature products from Women Owned businesses and a selection of excellent books.

**AVAILABILITY:** Corporate Sponsorship (3) $35,000, WBE Sponsorship (2) $10,000

Specific Benefits = Ruby Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:
- Company Logo featured on Swag Stop décor
- Company logo featured on bookmark or postcard distributed with each take-home item
- Company recognized in National Conference & Business Fair materials as the WBENC Swag Stop Sponsor
After an exciting day of networking, conference attendees are ready to unwind, have fun, and maybe even do a little karaoke. This popular event consistently brings attendees out for an evening of good times. WBENC leverages the venue to ensure Evening Event Sponsor visibility is maximized in front of the crowd.

**AVAILABILITY:** Corporate Sponsorship (6) **$25,000**, WBE Sponsorship (6) **$10,000**

Specific Benefits = Emerald Corporate Sponsor Benefits OR Ruby WBE Sponsor Benefits PLUS:

- Company logo featured on prominent signage at reception
- Sponsor logos on napkins
- Designated VIP area for reception sponsors (if appropriate)
- Company recognized in National Conference & Business Fair materials as Wednesday Evening Event Sponsor
After attending the Tuesday Lunch and the first round of high impact programs, attendees are ready to mingle! The Welcome Reception is the place for them to channel their energy. Here they engage with colleagues, and keep an eye out for opportunities. Each reception sponsor will have a branded space where they can create a unique experience and interact with attendees to communicate their value proposition.

**AVAILABILITY:** Corporate Sponsorship (3) $35,000; WBE Sponsorship (4) $10,000

Specific Benefits = Ruby Corporate Benefits OR Ruby WBE Benefits PLUS:

- Sponsor will work with WBENC to create an interactive space for attendees to experience your company’s service/product (sponsors may incur additional costs for food & beverage, A/V and electrical, etc.)
- Company logo featured on prominent signage at Welcome Reception
- Company recognized in National Conference & Business Fair materials as Welcome Reception Sponsor

While there, check out the Women Owned Pop-Up Shop!
WBENC places a strong emphasis on wellness for attendees. Sponsors of this opportunity will receive select recognition on conference Get Moving! activities dedicated to both mental and physical wellness. This opportunity has room for creativity. Wellness Get Moving! Sponsors will collaborate to facilitate activities for attendees to learn about and engage in wellness activities like yoga or step challenges.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000; WBE Sponsorship (1) $7,500

Specific Benefits = Emerald Corporate Sponsor Benefits OR Emerald WBE Sponsor Benefits PLUS:
- Sponsor will be recognized in all pre-conference marketing promotions of wellness Get Moving! activities
- Company recognized in National Conference & Business Fair materials as Wellness Get Moving! Sponsor
WBENC places a strong emphasis on wellness for event attendees. Sponsors of this opportunity will receive select recognition in the conference health screenings area dedicated to physical health. Wellness Health Screenings Sponsor will facilitate health screenings for attendees to learn about their physical health. This opportunity has room for creativity.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000

Specific Benefits = Emerald Corporate Sponsor Benefits PLUS:
- Sponsor branding on dedicated health screening area
- Sponsor will be recognized in all pre-conference marketing promotions of health screenings
- Company recognized in National Conference & Business Fair materials as Wellness Health Screenings Sponsor

Any notes or additional call outs about the sponsorship.
WBENC places a strong emphasis on wellness for event attendees. Sponsors of this opportunity will receive select recognition on conference nutrition activities dedicated to wellness. Wellness Nutrition Sponsors will collaborate to facilitate nutrition activities for attendees to learn and engage. This opportunity has room for creativity.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000

Specific Benefits = Emerald Corporate Sponsor Benefits PLUS:
- Sponsor will be recognized in all pre-conference marketing promotions of wellness nutrition activities
- Company recognized in National Conference & Business Fair materials as Wellness Nutrition Sponsor
Be the one who makes access possible! Give everyone the opportunity to easily connect to the WBENC conference network by tweeting, updating their blogs, posting on Facebook, and catching up with email.

**AVAILABILITY:** Corporate Sponsorship (3) $20,000

Specific Benefits = Sapphire Corporate Sponsor Benefits PLUS:

- Sponsor logo will appear on dedicated signage displaying the Wi-Fi information and on digital signage throughout the conference
- Sponsor logo will appear on Wi-Fi splash page
- Company recognized in National Conference & Business Fair materials as Wireless Internet Sponsor
Women Owned is an initiative from WBENC and WEConnect International to create a movement of support for Women Owned businesses. We support female entrepreneurs and those who do business with them by raising awareness for why, where and how to buy Women Owned. The Women Owned Pop-Up Shop will feature special merchandise from Women Owned businesses available for purchase and help attendees learn more about supporting women-owned businesses.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000

Specific Benefits = Emerald Corporate Sponsor Benefits PLUS:
- Women Owned Pop-Up Shop exclusively branded with sponsor logo and signage
- Company recognized in all pre-event e-blasts and blogs promoting the Women Owned Pop-Up Shop
- Company may provide flyer to be placed in bag for sold items at pop-up shop
- Company recognized in National Conference & Business Fair materials as Women Owned Pop-Up Shop Sponsor
Our Corporate Partner sponsors provide a strong base of support for the conference, and enjoy an excellent opportunity to gain visibility and brand awareness in front of a broad audience.

**AVAILABILITY:** Corporate Sponsorship (10) $15,000

- Recognition as a sponsor during the Conference Orientation
- 10 x 20 booth (no upgrades available)
- Two (2) Wednesday Day Passes (admission to all events on Day 2 – Wednesday)
- Two (2) admissions to Senior Executive Reception
- Marketing recognition and visibility featuring your logo on the event website sponsor page
- Social media recognition and promotion of your sponsorship.

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Note: Content for event publication must be received prior to the print deadline.
2020 STUDENT ENTREPRENEUR PROGRAM

Overview

The Women’s Business Enterprises National Council Student Entrepreneur Program (WBENC SEP) is a premier startup program for collegiate female founders. With 200+ alumnae across the country, SEP is advancing the next generation of women entrepreneurs. Each year SEP hosts its on-site program during the WBENC National Conference & Business Fair where students participate in engaging entrepreneurship curriculum, network with Women’s Business Enterprises & Fortune 500 Corporate Members, and pitch their ventures for $20,000 in seed capital.

VISIT WBENC.ORG/STUDENT-ENTREPRENEUR-PROGRAM FOR MORE INFORMATION ABOUT THE PROGRAM.

“So many incredible connections were made at WBENC that I don’t even know where to begin to describe the experience! There is nothing short of support from every individual you meet.”

– KAT SAMARDZIJA, 1st place Pitch Competition Winner & 2019 SEP Graduate from Grand Valley State University, Founder of Locker Lifestyle
The title sponsors of this initiative are companies with a clear understanding of the need to build the next generation of female entrepreneurs through this unforgettable experience.

**AVAILABILITY:** Corporate Sponsorship (2) $50,000

- Company logo placed on signage throughout SEP program
- Opportunity to mentor up to three (3) students selected for the program. Sponsorship includes their scholarship to attend, a $4,000 per student value covering the cost of lodging and transportation; welcome meeting for student, program administration; conference registration; and incidentals
- Company recognized as host of the Student Entrepreneur Program Mentor Meet & Greet Reception on Monday June 22, 2020
- Company recognized as the Student Entrepreneur Program Title Sponsor throughout the year featured on the website and in program communications
- Ten (10) full admissions to the National Conference & Business Fair
- 20 x 20 booth at the Business Fair (upgrade to a 20 x 30 for an additional $2,000, subject to space availability)
- Booth placed in sponsor section of the Business Fair floor if pledge form received by February 1, 2020, after which placement is subject to space availability
- Four (4) Wednesday Day Passes during the National Conference & Business Fair (admission to all events on Day Two – Wednesday)
- One (1) reserved table of ten (10) at all meal functions throughout the National Conference & Business Fair (excluding receptions)
- Marketing recognition and visibility featuring your logo on the event website sponsor page
- Social media recognition and promotion
- Company visibility listed with URL in WBENC Mobile App
- On-screen branding when company is noted
- On-site logo visibility via various signage through the venue
- Logo on SEP webpage on [WBENC.org](http://WBENC.org) and [conf.wbenc.org](http://conf.wbenc.org)
The WBENC Student Entrepreneur Program supports the future of WBENC by creating a pipeline of innovative women entrepreneurs. Our Alumnae Champion Sponsor helps provide the much-needed educational resources and mentoring expertise to support the continued growth and development of these NextGen women entrepreneurs. The Alumnae Champion Sponsorship allows WBENC to bring back select SEP alumna including previous pitch competition winners as peer advisors to our cohort. These alumnae play an active role in supporting the growth of our new cohort and receive the resources and support needed to continue their entrepreneurial journey.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000

- Company logo placed on SEP signage throughout program
- Exclusive opportunity to engage with five (5) SEP Alumna, WBENC’s leading NextGen women entrepreneurs.
- Sponsorship includes their scholarship to attend covering the cost of lodging and transportation; conference registration; and incidentals
- Company recognized as the Alumnae Champion Sponsor throughout the year featured on the website and in program communications
- Five (5) full conference registrations
- 20 x 10 booth (upgrade to 20 x 20 for an additional $2,000, subject to space availability)
- Booth placed in sponsor section of the Business Fair floor if pledge form received by February 1, 2020, after which placement is subject to space availability
- Three (3) Wednesday Day Passes (admission to all events on Day Two – Wednesday)
- Marketing recognition and visibility featuring your logo on the event website sponsor page
- Social media recognition and promotion
- Company visibility listed with URL in WBENC Mobile App
The WBENC Student Entrepreneur Program Pitch Competition is an education experience available to WBENC SEP selected students. The Pitch Competition is a two-round pitch competition hosted at the WBENC National Conference & Business Fair. The competition promotes women entrepreneurship by focusing on student created, managed, and owned ventures. Students are provided with expert feedback and the opportunity to win prizes to help fund their ventures.

**AVAILABILITY:** Corporate Sponsorship (2) $25,000

- Company logo placed on SEP signage throughout program
- Opportunity to mentor (1) student selected for the program. Sponsorship includes their scholarship to attend, a $4,000 per student value covering the cost of lodging and transportation; welcome meeting for student, program administration; conference registration; and incidentals
- Company recognized as host of the Student Entrepreneur Program Pitch Competition
- Four (4) full conference registrations
- 20x10 booth (no booth upgrades available)
- Booth placed in sponsor section of the Business Fair floor if pledge form received by February 1, 2020, after which placement is subject to space availability
- Three (3) Wednesday Day Passes (admission to all events on Day Two – Wednesday)
- Marketing recognition and visibility featuring your logo on the event website sponsor page
- Social media recognition and promotion
- Company visibility listed with URL in WBENC Mobile App
The WBENC Student Entrepreneur Program Pitch Competition is an educational experience available to WBENC SEP selected students. The Pitch Competition is a two-round pitch competition hosted at the WBENC National Conference & Business Fair. The competition promotes women entrepreneurship by focusing on student created, managed, and owned ventures. Students are provided with expert feedback and the opportunity to win prizes to help fund their ventures.

**AVAILABILITY:** WBE Sponsorship (Multiple) **$3,000 / $5,000 / $10,000**
- Company logo placed on SEP signage throughout program
- Company recognized as Student Entrepreneur Program Pitch Sponsor
- Help invest in the Next Generation of Female Founders. Your contribution will fund our seed fund to provide seed capital to our SEP Pitch Competition winners.
- Marketing recognition and visibility featuring your logo on the event website sponsor page
- Social media recognition and promotion
Support our incredible NextGen women entrepreneurs. Help create the opportunity for our SEP Cohort to showcase their businesses and products at the Business Fair. The SEP Showcase booth will create a fun marketplace and experience for our students to share their business with conference attendees.

**AVAILABILITY:** Corporate Sponsorship (1) $25,000

- Recognized as SEP Women Entrepreneur Showcase Sponsor.
- Marketing recognition & visibility featuring your logo on the showcase booths
- Company logo placed on SEP signage throughout program
- Opportunity to mentor (1) student selected for the program. Sponsorship includes their scholarship to attend, a $4,000 per student value covering the cost of lodging and transportation; welcome meeting for student, program administration; conference registration; and incidentals.
- Four (4) full conference registrations
- 20x10 booth (no booth upgrades available)
- Booth placed in sponsor section of the Business Fair floor if pledge form received by February 1, 2020, after which placement is subject to space availability
- Three (3) Wednesday Day Passes (admission to all events on Day Two – Wednesday)
- Marketing recognition and visibility featuring your logo on the event website sponsor page
- Social media recognition and promotion
- Company visibility listed with URL in WBENC Mobile App
One core element of the WBENC SEP curriculum is experiential learning, the opportunity for students to immerse themselves into the entrepreneurial experience and learn firsthand from the amazing Corporate and Government Members and WBEs within the WBENC Network. Through off-site visits, WBENC SEP allows students to learn about the start-up ecosystem, experience what a successful woman owned business can look like and observe the day to day of running of a major corporation as they prepare for their own success.

**AVAILABILITY:** Corporate Sponsorship (1) $20,000

- Company logo placed on SEP signage throughout program
- Opportunity to mentor (1) student selected for the program. Sponsorship includes their scholarship to attend, a $4,000 per student value covering the cost of lodging and transportation; welcome meeting for student, program administration; conference registration; and incidentals
- Company recognized as partner and host of the SEP Experiential Learning off-site visits.
- Three (3) Full conference registrations
- 20x10 booth (no booth upgrades available)
- Booth placed in sponsor section of the Business Fair floor if pledge form received by February 1, 2020, after which placement is subject to space availability
- Two (2) Exhibitor day passes (admission to all events on Day Two – Wednesday)
- Marketing recognition and visibility featuring your logo on the event website sponsor page
- Social media recognition and promotion
- Company visibility listed with URL in WBENC Mobile App
An invaluable part of the student entrepreneur experience is the interaction students have with their mentors. A Student Entrepreneur Supporter is a WBENC Corporate Member who serves alongside a WBENC-Certified WBE as a mentor (2 to 1 ratio) to guide and enhance the experience of the students before, during, and after SEP. Student Entrepreneur Supporters can choose their WBE co-mentor, or WBENC can assist to identify a certified WBE to serve as their co-mentor. WBENC seeks to partner the student and their designated Corporate Member and WBE Mentors based on the students’ field of study, interest, and entrepreneurial or career aspirations aligning with the Corporation and WBE’s industry and expertise.

**AVAILABILITY:** Corporate Sponsorship (14) $4,000

- A Student Entrepreneur Supporter provides a scholarship of $4,000 which covers the cost of lodging and transportation; welcome meeting for student, corporate and WBE supporters; program administration; a student registration; and incidentals.
- Two (2) scholarships may be purchased for $7,000.
- Company logo placed on signage at all Student Entrepreneur Program sessions.
- Marketing recognition and visibility featuring your logo on the event website sponsor page.
- Social media recognition and promotion.
- Company visibility listed with URL in WBENC Mobile App.
A female founder’s entrepreneurial journey doesn’t stop at SEP. These amazing women are just beginning to build and scale their businesses, but with that comes the need for continued access to resources, mentorships, and coaching to help take their business to the next level. Join us as we launch our inaugural Alum Accelerator. SEP will join forces with NextGen to drive the growth and development of SEP Alum and NextGen WBEs.

**AVAILABILITY:** Corporate Sponsorship (2) $50,000

- Company recognized as inaugural sponsor for Alum Accelerator sponsor throughout the year featured on the website and in program communications
- Opportunity to join as mentor, coach, or program leader in the execution of the Alum Accelerator
- Company logo placed on signage at all Alum Accelerator sessions
- Marketing recognition and visibility featuring your logo on the event website sponsor page
- Social media recognition and promotion
- Company visibility listed with URL on website and program e-blasts
Tuck-WBENC Programs

SPONSORSHIP OPPORTUNITIES

SEPTEMBER 20-25, 2020
General Information

IN COLLABORATION WITH THE TUCK SCHOOL OF BUSINESS AT DARTMOUTH, WBENC IS EXCITED TO OFFER TWO TUCK-WBENC PROGRAMS BROUGHT TO YOU BY IBM. FOR YEARS, IBM HAS BEEN COMMITTED TO THE DEVELOPMENT AND ADVANCEMENT OF WOMEN-OWNED BUSINESSES THROUGH EDUCATION AND TOGETHER WE ARE PROUD TO OFFER THE FOLLOWING EDUCATIONAL OPPORTUNITIES.

VISIT WWW.WBENC.ORG/TUCK-WBENC-PROGRAMS FOR MORE INFORMATION ABOUT THE PROGRAMS.

ADDITIONAL OPPORTUNITIES FOR SPONSORSHIP OF THE PROGRAM ARE DETAILED ON THE FOLLOWING PAGES.
**Tuck-WBENC Executive Program (Tuck I) brought to you by IBM**

A six-day intensive experience focused on skill development to increase business capacity, operations, and leadership, will take place Sunday, September 20 through Friday, September 25, 2020. Participants examine their businesses as case studies throughout the week and apply core business concepts through real-world applications.

**Curriculum**

- Evaluate overall business strategy in rapidly-changing markets
- Diagnose the strengths and weaknesses of operations
- Analyze a balance sheet, income statement, and statement of cash flows
- Develop an effective marketing strategy
- Improve ability to communicate vision and inspire teams
- Strengthen your professional network through collaborative learning groups.

**Who Should Attend**

WBENC-Certified WBEs who are dedicated to understanding a multifaceted approach to business operations and leadership. Participant must be a female owner of the company with minimum sales revenues of $500,000.

“The Tuck-WBENC Executive Program provides an invaluable experience that helps give women the knowledge, strength, and support to help us go back and run our businesses, knowing we can and will be successful. The professors are top notch, both in their knowledge, and also in their passion. They teach you how to view your business more strategically. They also help you self-reflect, which is hard to do at times, but with building relationships with other women entrepreneurs, you’re all in it together and lifelong friendships are developed. Thank you, WBENC, Tuck, and IBM for this amazing opportunity!”

— MARCE H. ROTH, President & CEO, Agilea Solutions, Inc

Learn more about the programs at https://www.wbenc.org/tuck-wbenc-programs
Supporting WBEs through education today yields better, stronger, and wiser leaders for tomorrow. Advanced Supporters help women business leaders plan ahead and ease their ability to commit to time away from their business so they can arrive fully focused and ready to learn. Advanced Supporters receive the following benefits:

- Advanced Supporters of the Tuck I program may opt to have a WBE of their choosing apply to the program, or they can opt to have their funds partially support several WBEs. All program candidates must meet the eligibility requirements as outlined in the application.
- Recognition in the WBENC Blog and on WBENC’s website.
- Sponsor name included on all printed materials, as applicable.

**AVAILABILITY:** Sponsorship (multiple sponsorships available) $6,000

All WBENC Executive Leadership Programs may also be supported through the Dorothy B. Brothers Scholarship.

"Attending the Tuck-WBENC Executive Program was life-changing and affirming in ways I can’t adequately articulate, and that feeling was reaffirmed for a second time during the Tuck-WBENC Strategic Growth Program. Thank you for the support which has given me the opportunity to become my best."

– CATHERINE DOWNEY,
CATMEDIA is honored to be named on Inc. 500’s Fastest Growing Companies from 2014-2016.
Dorothy B. Brothers Scholarship Program

SPONSORSHIP OPPORTUNITIES
General Information

HISTORY OF THE SCHOLARSHIP
DOROTHY B. BROTHERS WAS A SUPPLIER DIVERSITY & DEVELOPMENT EXECUTIVE AND WBENC BOARD MEMBER WHO PASSED AWAY IN 2002.

The Dorothy B. Brothers Scholarship was founded by Ms. Brothers and was made available to owners of WBENC-Certified Women’s Business Enterprises (WBEs) firms looking to attend executive programs. This scholarship provides women business owners access to the same high caliber executive development that is available to Fortune 500 Companies and a framework that enables WBEs to formulate and implement business strategies and achieve a competitive advantage in the new millennium.

Visit www.wbenc.org/dorothy-b-brothers-executive-scholarship to learn more about the scholarship.

CANDIDATE ELIGIBILITY
CANDIDATES SHOULD MEET THE FOLLOWING CRITERIA FOR SCHOLARSHIP CONSIDERATION:

- Currently certified and in good standing as a Women’s Business Enterprise (WBE) by WBENC
- Must be a female owner of the organization
- Have at least 3 to 5 years experience running their business
- Maintain a minimum annual sales volume of $500,000
- Have not recently attended an executive management program (some exceptions)
- Have not previously been awarded a Dorothy B. Brothers Scholarship
DOROTHY B. BROTHERS SCHOLARSHIP PROGRAM SPONSORSHIP OPPORTUNITIES

General Information

APPROVED SCHOOLS & PROGRAMS

WBENC regularly reviews the Approved Schools & Programs identified below for availability, criteria, and value to ensure that they comply with WBENC’s goals and objectives. Additional programs may be added as appropriate. Executive programs are selected to meet the developmental needs of the scholarship winners. Scholarship recipients may choose outside of the list below only with approval from WBENC.

CURRENTLY, THE FOLLOWING SCHOOLS ARE APPROVED FOR USE OF THE DOROTHY B. BROTHERS SCHOLARSHIP:

• Dartmouth Tuck School, Executive Education
• Harvard Kennedy School, Executive Education
• Harvard School of Business, Executive Education
• Northwestern University, Kellogg Executive Education
• University of California, Berkeley Executive Education
• University of Southern California, Marshall Executive Education
• University of Texas at Austin, Texas Executive Education

• University of Virginia, Darden Executive Education
• WBENC, Tuck-WBENC Executive Program (Tuck I), brought to you by IBM
• WBENC, Tuck-WBENC Strategic Growth Program (Tuck II), brought to you by IBM
• WBENC, Energy Executive Program
• WBENC, Accelerated Leadership Development Program, sponsored by Robert Half

CONTRIBUTIONS TO THE SCHOLARSHIP FUND

In today’s complex, fast-paced, competitive environment, Women’s Business Enterprises (WBEs) must be adept at moving quickly to build new leadership capabilities. Your contribution to the Dorothy B. Brothers Scholarship fund will allow WBEs to attend robust programs that will strengthen their business acumen in core areas such as finance, marketing, management, and strategy. These skills lead to successful, capable, sustainable companies who are poised for successful supply chain integration.

“One of the many benefits of WBENC is the Dorothy B. Brothers Scholarship. I was awarded this scholarship to attend the Tuck-WBENC Advanced Executive Program, where I gained insights into my leadership, methods to grow my company, and made new, lasting relationships with other WBENC entrepreneurs. The Dorothy B. Brothers Scholarship made my decision to attend the Tuck-WBENC Advanced Executive Program effortless.”

– DARBY BRUNO, BEI Net.works
Women Owned Program
SPONSORSHIP OPPORTUNITIES
Overview

ACROSS THE GLOBE WOMEN OWNED BUSINESSES SUPPLY AN INCREDIBLE RANGE OF PRODUCTS SOLD IN RETAIL STORES EVERYWHERE. THE WOMEN OWNED PROGRAM IS AN INITIATIVE TO ENABLE CONSUMERS TO IDENTIFY THOSE PRODUCTS SUPPLIED BY WOMEN OWNED BUSINESSES DURING THEIR SHOPPING EXPERIENCE. ANY PRODUCT THAT BEARS THE WOMEN OWNED LOGO IS PRODUCED BY A COMPANY THAT IS OWNED AND OPERATED BY A WOMAN OR WOMEN, AS CERTIFIED BY THE WOMEN’S BUSINESS ENTERPRISE NATIONAL COUNCIL (WBENC) IN THE UNITED STATES AND WECONNECT INTERNATIONAL GLOBALLY.

The vision of Women Owned is to build a broad consumer movement of support for women-owned businesses. Help us amplify our voice as a leader in women's business development to support women-owned businesses and those who do business with them by raising awareness of why, where and how to buy Women Owned. Sponsors of this initiative are companies with a strong commitment to evolving the Women Owned Logo and supporting women-owned businesses in the consumer market.

Visit www.WomenOwnedLogo.com for more information about the program.
WOMEN OWNED PROGRAM SPONSORSHIP OPPORTUNITIES

WEBSITE SPONSOR

The Women Owned website (WomenOwnedLogo.com) is the vehicle to build broad awareness and support for Women Owned businesses. It houses the searchable product directory, inspirational Women Who Own It blog, and resources for consumers, WBEs, and Corporate Members to demonstrate their support for women-owned businesses. The Women Owned website is fast becoming the go-to source of information on women-owned businesses.

This sponsorship includes logo branding on all pages of the Women Owned website (WomenOwnedLogo.com) including the about, resources, searchable directory, and blog pages.

AVAILABILITY: Corporate Sponsorship (1) $15,000
The Women Owned Product Directory is an online user-friendly searchable directory housed on WomenOwnedLogo.com. The directory empowers consumers to use their economic voice to support women-owned businesses and to increase sales for WBEs and Corporate Members supporting the Logo.

This sponsorship includes logo branding at the top of Women Owned product searchable directory and related search results and product pages.

**AVAILABILITY:** Corporate Sponsorship (4) **$7,500**

Please note, Women Owned Website Sponsor logo will appear at bottom of all webpages.
Women Owned Wednesday is a weekly email series, featuring interesting Women Owned businesses, inspiring female entrepreneurs, and innovative ways to support Women Owned businesses every day. Reaching thousands each week, the email delivers bite-size information and inspiration to the inboxes of subscribers to help them support Women Owned businesses.

This sponsorship provides logo branding included on each weekly email for one month of the year. Sponsor can work with the Women Owned team to contribute content relevant to the audience to be featured. Sponsor has the opportunity to select the month(s)* they would like to be featured.

**AVAILABILITY:** Corporate Sponsorship (12) **$2,000**

*Months are assigned on a first come first term basis and subject to availability.*
WOMEN OWNED PROGRAM SPONSORSHIP OPPORTUNITIES

PUBLIC AWARENESS CAMPAIGNS PARTNER**

Women Owned public awareness campaigns help position Women Owned as the nation’s thought leader on why, where and how to buy Women Owned. The objective is to increase the use and recognition of the Women Owned Logo on products, storefronts and online through promotional campaigns to WBEs, consumers, and Corporate Members.

This sponsorship provides visibility on all campaign materials which may include distributed media kits, blog posts, promotional videos, email blasts and more.

AVAILABILITY: Multiple Corporate Sponsorships starting at $10,000

** The Women Owned team welcomes innovative sponsorship proposals and in-kind suggestions for marketing/research campaigns and would be happy to work with you to design a custom sponsorship.
WOMEN OWNED PROGRAM SPONSORSHIP OPPORTUNITIES

RESEARCH PARTNER**

Women Owned research will aim to gather data on market trends, current Logo utilization and recognition, effectiveness of Logo, consumer behavior, etc. The objective is to provide resources to help consumer-facing WBEs grow and improve their business as well as resources for Corporate Members to expand their support for Women Owned businesses.

This sponsorship provides visibility on all partnered research reports and materials published which may include whitepapers, webinars, blog posts, press releases, and social media noting partnered research report.

AVAILABILITY: Multiple Corporate Sponsorships starting at $10,000

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2020 NextGen Program

SPONSORSHIP OPPORTUNITIES
Overview

THE WBENC NEXTGEN PROGRAM FOSTERS OPPORTUNITIES AND DEVELOPMENT OF THE NEXT GENERATIONS OF BOTH WOMEN-OWNED BUSINESSES AND SUPPLIER DIVERSITY PROFESSIONALS UNDER 40. LAUNCHED IN 2017, THE NEXTGEN PROGRAM HAS CONTINUED TO SEE PHENOMENAL GROWTH DRAWING NEW MILLENNIAL AND GEN Z WOMEN’S BUSINESS ENTERPRISES (WBES) INTO THE WBENC NETWORK. WBENC IS PROUD TO BE ON THE CUTTING EDGE OF ENGAGING THE NEXT GENERATION THROUGH THE SUPPORT OF WBENC CORPORATE AND GOVERNMENT MEMBERS.

VISIT WWW.WBENC.ORG/NEXTGEN FOR MORE INFORMATION ABOUT THE PROGRAM.

NOTE: Interested in sponsoring the NextGen sessions at Summit & Salute or National Conference & Business Fair? See more NextGen Sponsorship Opportunities at the links below.

2020 SUMMIT & SALUTE
NEXTGEN & NEW WBE OUTREACH RECEPTION
NEXTGEN EXPERIENTIAL LEARNING

2020 NATIONAL CONFERENCE & BUSINESS FAIR
NEXTGEN NETWORKING RECEPTION
NEXTGEN MEET & GREET
Be the company providing opportunities to pave the future of the WBENC network. The NextGen Program offers sessions at both Summit & Salute and the National Conference & Business Fair as well as engagement throughout the year via Facebook and LinkedIn NextGen Groups.

**AVAILABILITY:** Corporate Sponsorship (2) $50,000; WBE Sponsorship (1) $20,000

Benefits include:
- Recognition as 2020 NextGen Program Sponsor in LinkedIn and Facebook NextGen Groups.
- Seat on 2020 NextGen Advisory Board
- Signage at 2020 Summit & Salute and National Conference & Business Fair NextGen sessions
- Company listed in pre-event communications regarding 2020 NextGen sessions at Summit & Salute and National Conference & Business Fair
- Speaking role at 2020 NextGen sessions at Summit & Salute and National Conference & Business Fair
Each year WBENC publishes a comprehensive annual report to showcase our accomplishments, growth, and financial health. This sponsorship will provide the opportunity to be recognized in a success story or other featured content within the 2019 Annual Report, as well as logo visibility on the back cover.

The WBENC Annual Report, winner of the Platinum Hermes Award in 2016 and 2017, is published online at wbenc.org and printed for the November Board of Directors meeting. Take advantage of getting your story and brand in front of all of WBENC’s National Corporate & Government Members!

**AVAILABILITY:** WBE Sponsorship (10) $5,000

**VISIT** [WWW.WBENC.ORG/ANNUAL-REPORTS](http://WWW.WBENC.ORG/ANNUAL-REPORTS) **FOR THE LATEST WBENC ANNUAL REPORT.**