

## Agenda at a Glance

*The agenda at a glance is tentative and subject to change.*

*Please consult the [online agenda](#) or download the [conference mobile app](#) for the most up-to-date agenda.*

*Last updated: October 13, 2022*

### Saturday, October 21

12:00 - 5:00 p.m. Baltimore Convention Center - Charles Street Lobby and Pratt Street Lobby East & West	<b>Baltimore Convention Center Registration Center</b>
12:00 - 5:00 p.m. Hilton - Key Ballroom - Second Floor	<b>Hilton Registration Center</b>
12:00 - 5:00 p.m. BWI - C Lower Level / Door 9 /Baggage Claim 9	<b>BWI Registration Center</b>
12:00 - 5:00 p.m. Baltimore Convention Center - Pratt Street Lobby East & West	<b>Connect Lounge</b>
12:00 - 5:00 p.m. Baltimore Convention Center - Third Floor Cafe	<b>Community Service</b>
12:00 - 5:00 p.m. Baltimore Convention Center - Room 339-341	<b>Zen Room</b>
12:00 - 5:00 p.m. Baltimore Convention Center - Room 331-332	<b>Sponsor Lounge</b> <i>Sponsors Only</i>

### Sunday, October 22

8:30 - 11:00 a.m. Hilton - Key Ballroom 1	<b>Global Link Advisory Council (formerly Global Committee) Meeting</b> <i>By Invitation Only</i>
9:00 a.m. - 12:00 p.m. Hilton - Key Ballroom 10	<b>NMSDC Kellogg AMEP Alumni Educational and Networking Session</b> <i>Registration Required</i>



<p><b>9:00 a.m. - 5:00 p.m.</b> Baltimore Convention Center - Charles Street Lobby and Pratt Street Lobby East &amp; West</p>	<p><b>Baltimore Convention Center Registration Center</b></p>
<p><b>9:00 a.m. - 5:00 p.m.</b> BWI - C Lower Level / Door 9 /Baggage Claim 9</p>	<p><b>BWI Registration Center</b></p>
<p><b>9:00 a.m. - 5:00 p.m.</b> Baltimore Convention Center - Room 331-332</p>	<p><b>Sponsor Lounge</b> <i>Sponsors Only</i></p>
<p><b>9:00 a.m. - 6:00 p.m.</b> Baltimore Convention Center - Pratt Street Lobby East &amp; West</p>	<p><b>Connect Lounge</b></p>
<p><b>9:00 a.m. - 6:00 p.m.</b> Baltimore Convention Center - Third Floor Cafe</p>	<p><b>Community Service</b></p>
<p><b>9:00 a.m. - 6:00 p.m.</b> Baltimore Convention Center - Room 339-341</p>	<p><b>Zen Room</b></p>
<p><b>9:00 a.m. - 8:00 p.m.</b> Hilton - Key Ballroom - Second Floor</p>	<p><b>Hilton Registration Center</b></p>
<p><b>10:00 a.m. - 12:00 p.m.</b> Hilton - Key Ballroom 2</p>	<p><b>DICCI: India Partner Meeting</b> <i>By Invitation Only</i></p>
<p><b>11:00 a.m. - 3:00 p.m.</b></p>	<p><b>Automotive Industry Group Membership Meeting</b> <i>By Invitation Only</i></p>
<p><b>11:00 a.m. - 6:00 p.m.</b> Hilton - Douglass</p>	<p><b>Hospitality Industry Group: Supplier Diversity Institute</b> <i>By Invitation Only</i></p>
<p><b>12:00-4:00 p.m.</b> Hilton - Key Ballroom 4</p>	<p><b>Consumer Packaged Goods Industry Group: The Working Group Membership Meeting</b> <i>By Invitation Only</i></p>
<p><b>12:30 - 3:00 p.m.</b> Hilton - Key Ballroom 3</p>	<p><b>NMSDC Utility Industry Group Annual In-Person Planning Meeting</b> <i>By Invitation Only</i></p>
<p><b>1:00-3:00 p.m.</b> Hilton - Key Ballroom 1-2</p>	<p><b>Financial Services Roundtable for Supplier Diversity General Body Meeting</b> <i>By Invitation Only</i></p>
<p><b>1:00-3:00 p.m.</b> Hilton - Tubman A-B</p>	<p><b>ARTIG Team Member Meeting</b> <i>By Invitation Only</i></p>
<p><b>1:00-4:00 p.m.</b> Hilton - Key Ballroom 5-8</p>	<p><b>Opportunity Accelerator 2023: Igniting Growth</b> Welcome Growth Mindset: Igniting Leadership in the Midst of Change Growth Strategies: Creating a Sustainable Enterprise Growth Opportunities: HotOpps</p>



<b>2:00-4:00 p.m.</b> Hilton - Key Ballroom 10	<b>Retail Industry Group Members Meeting</b> <i>By Invitation Only</i>
<b>2:00-4:00 p.m.</b> Hilton - Key Ballroom 11	<b>Advertising, Entertainment, Media and Sports Industry Group Meeting</b> <i>By Invitation Only</i>
<b>3:00-5:30 p.m.</b> Hilton - Key Ballroom 9	<b>Healthcare Industry Group Member Meeting</b> <i>By Invitation Only</i>
<b>3:00-6:00 p.m.</b> Hilton - Pickersgill	<b>Construction Industry Group Board Meeting and Reception</b> <i>By Invitation Only</i>
<b>4:30-5:30 p.m.</b> Baltimore Convention Center - Room 345-346	<b>EYE Program: Kick-off Session</b>
<b>6:00-7:00 p.m.</b> Hilton - Armistead	<b>Real Estate Industry Group Meeting</b> <i>By Invitation Only</i>
<b>6:00-7:00 p.m.</b> <a href="#">Power Plant Live!</a>	<b>International Reception</b> <i>By invitation only to recognize our international partners and make connections with the C-suite Advisory Committee, Steering Committee, and Sponsors.</i>
<b>7:00-10:00 p.m.</b> <a href="#">Power Plant Live!</a>	<b>The B'more Connect Welcome Reception</b>

## Monday, October 23

<b>6:30 a.m. - 4:30 p.m.</b> Baltimore Convention Center - Room 331-332	<b>Sponsor Lounge</b> <i>Sponsors Only</i>
<b>6:30 a.m. - 6:00 p.m.</b> Baltimore Convention Center - Pratt Street Lobby East & West	<b>Connect Lounge</b>
<b>6:30 a.m. - 6:00 p.m.</b> Baltimore Convention Center - Third Floor Cafe	<b>Community Service</b>
<b>6:30 a.m. - 6:00 p.m.</b> Baltimore Convention Center - Room 339-341	<b>Zen Room</b>
<b>6:45 a.m. - 5:00 p.m.</b> Baltimore Convention Center - Charles Street Lobby and Pratt Street Lobby East & West	<b>Baltimore Convention Center Registration Center</b>
<b>7:15 - 8:00 a.m.</b> Baltimore Convention Center - Hall C	<b>Networking Breakfast</b>



<b>8:00 - 9:45 a.m.</b> Baltimore Convention Center - Hall A & B	<b>Mainstage Sessions</b> Welcome Keynote View From the Top: Insights from CEOs Fostering Prosperity Fireside Chat
<b>10:00 - 10:45 a.m.</b> Baltimore Convention Center	<b>Impact Labs</b>
Room 315	1+1 = 3: How MBE Private Equity Funds Invest in MBEs
Room 307	The Assault on Affirmative Action: How Supplier Diversity Can Survive
Room 309	Federal Agency Equity Action Plans to Advance Equity in Federal Contracting Opportunities for MBEs
Room 318-320	The Green Sustainability Supply Chain and Closing the Gap with MBEs
Room 316	Accessing Economic Empowerment Through Insurance
Room 321-323	ESG & Responsible Business Practices: Recognizing The Importance of Regulatory Requirements
Room 301-303	Reignited NMSDC Global Program: Expand Your Business to the Global Marketplace
Room 314	Painting with Pixels: How Visual Storytelling Ignites Business Growth
Room 327-329	Building Bridges - Making Meaningful Connections
Room 308	Podcasting as a Catalyst for Strategic Alliances and DEI Initiatives
Room 317	Building Enterprise Capability Through Partnership
Room 310	The State Small Business Credit Initiative (SSBCI): What Is It and How Will It Provide Capital for Minority Business Enterprises?
<b>11:00 - 11:45 a.m.</b> Baltimore Convention Center	<b>Impact Labs</b>
Room 315	Charting a Sustainable Path to Community Empowerment and Wealth Creation
Room 307	Champions for Change: Disrupting Systems, Closing Gaps
Room 314	Keys for MWBEs to Scale and Win in the Marketplace
Room 301-303	The Transformative Impact of Supporting Black-Owned Businesses through a Business Diversity Ecosystem
Room 308	Working Together: Strategic Partnerships and Joint Ventures for Minority-Owned Businesses
Room 321-323	Supplier Diversity in an AI World
Room 318-320	Closing the Gap Through Technology - How Artificial Intelligence and other Technologies have Revolutionized Industries



Room 316	Align Your Value Proposition to Offer Transformational Solutions
Room 309	Federal Export Assistance Resources, Export Grants & Best Practices for Targeting International Markets and Buyers
Room 327-329	Advancing Employee Ownership Through Cross-Sector Collaboration
Room 317	Succession Planning - Bringing Your Business to the Next Level
Room 310	Small Business Growth through Capital, Contracts, and Counseling
<b>11:00 a.m. - 12:00 p.m.</b> Baltimore Convention Center - Room 345-346	<b>EYE Program: Building Excellence with EOS: Goal Setting, Accountability, and Process</b>
<b>12:00 - 12:30 p.m.</b> Baltimore Convention Center - Hall C	<b>Networking Lunch</b>
<b>12:30 - 1:45 p.m.</b> Baltimore Convention Center - Hall A & B	<b>Mainstage Sessions</b> Welcome Remarks Corporate Chief Officers Unleashing the Untapped Impact of Minority Business on the US Economy NextNOW: Learn what comes next NOW!
<b>12:45 - 1:45 p.m.</b> Baltimore Convention Center - Room 345-346	<b>EYE Program: Being an MBE Entrepreneur</b>
<b>2:00 - 6:00 p.m.</b> Baltimore Convention Center - Halls E-G	<b>The Exchange</b> <i>Includes ribbon cutting ceremony to open the exhibition.</i>
<b>2:30 - 5:00 p.m.</b> Baltimore Convention Center - Hall D - NMSDC Theatre	<b>Power Talks</b>
<b>2:30 - 2:50 p.m.</b>	Growth and Sustainability through MBE to MBE Collaboration
<b>2:55 - 3:15 p.m.</b>	Unity and Uniqueness: Closing the Gap Without Losing Who You Are
<b>3.:20 - 3:40 p.m.</b>	Closing the Gap in Black Agriculture
<b>3.:45 - 4:05 p.m.</b>	Unleash Access with MBDA: Doing Business with NASA
<b>4.:10 - 4:30 p.m.</b>	From Intent to Impact: Accelerating the Path to Equity for MBEs
<b>4.:35 - 4:55 p.m.</b>	The Power of Brand Strategy: Taking Your Brand to the Next Level
<b>5.:00 - 5:20 p.m.</b>	Closing the Gap Through Parity
<b>5:30 - 6:30 p.m.</b> Baltimore Convention Center - Room 331-332	<b>Sponsors Happy Hour</b> <i>Sponsors Only</i>



7:00 - 10:00 p.m. <a href="#">Barnes &amp; Noble</a>	Charm City Social Networking Reception
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## Tuesday, October 24

6:30 a.m. - 4:00 p.m. Baltimore Convention Center - Room 331-332	<b>Sponsor Lounge</b> <i>Sponsors Only</i>
6:30 a.m. - 6:00 p.m. Baltimore Convention Center - Pratt Street Lobby East & West	<b>Connect Lounge</b>
6:30 a.m. - 6:00 p.m. Baltimore Convention Center - Third Floor Cafe	<b>Community Service</b>
6:30 a.m. - 6:00 p.m. Baltimore Convention Center - Room 339-341	<b>Zen Room</b>
6:45 a.m. - 5:00 p.m. Baltimore Convention Center - Charles Street Lobby and Pratt Street Lobby East & West	<b>Baltimore Convention Center Registration Center</b>
7:15 - 8:00 a.m. Baltimore Convention Center - Hall C	<b>Networking Breakfast</b>
8:00 - 9:45 a.m. Baltimore Convention Center - Hall A & B	<b>Mainstage Sessions</b> Delivering for the American People
9:00 - 10:00 a.m. Baltimore Convention Center - Room 345-346	<b>EYE Program: Masterclass on Risk Management</b>
10:00 - 11:50 a.m. Baltimore Convention Center - Hall D - NMSDC Theatre	<b>Power Talks</b>
10:00 - 10:20 a.m.	How WEC Energy Group, SDI Presence, LLC, and Chicago City Colleges Provided Access to Jobs, Diverse Talent, and Suppliers, While Bringing Neighborhood Revitalization to Underserved Communities
10:22 - 10:42 a.m.	Government Procurement for All: Closing the Access Gap for MBEs
10:44 - 11:04 a.m.	Leveraging AI to Eliminate Bias and Foster Inclusive Recruiting



11:06 - 11:26 a.m.	Leveraging the Power of Storytelling, Data, and Language to Bridge the Gap in Business and Community
11:28 - 11:48 a.m.	How to Achieve Your Supplier Diversity Spend Goals by Working with A Minority-Owned Insurance Company
10:00 a.m. - 12:00 p.m. Baltimore Convention Center - Halls E-G	<b>The Exchange</b>
10:00 - 11:45 a.m. Baltimore Convention Center - Room 316	<b>C-Suite Advisory Committee Meeting</b> <i>By Invitation Only</i>
10:30 a.m. - 12:00 p.m. Baltimore Convention Center - VIP Suite (Level 100)	<b>Equity in Contracting for Minority Businesses through the Invest in America Plan: A Convener of U.S. Mayors</b> <i>By Invitation Only</i> Hosted by <a href="#">Build Up Local</a>
11:00 a.m. - 12:00 p.m. Baltimore Convention Center - Room 301-302	<b>Commercial Real Estate Industry Group: Understanding Commercial Real Estate</b> <i>By Invitation Only</i>
11:45 a.m. - 12:30 p.m. Baltimore Convention Center - Room 316	<b>C-Suite Advisory Committee Lunch &amp; Learn</b> <i>By Invitation Only</i>
12:00 - 12:30 p.m. Baltimore Convention Center - Hall C	<b>Networking Lunch</b>
12:30 - 2:00 p.m. Baltimore Convention Center - Hall A & B	<b>Mainstage Sessions</b>
2:15 - 5:00 p.m. Baltimore Convention Center - Halls E-G	<b>The Exchange</b>
2:30 - 4:30 p.m. Baltimore Convention Center - Hall D - NMSDC Theatre	<b>Power Talks</b>
2:30 - 2:50 p.m.	Translation vs. Transcreation: How to Speak to the Hispanic Audience in the Language They Understand
2:55 - 3:35 p.m.	The New NMSDC Database: Transforming Access and Expanding Opportunities
3:45 - 4:05 p.m.	Reach the Hearts of Your Audience: Master Public Speaking
4:10 - 4:30 p.m.	Revolutionize Your Revenue: Profit without the Daily Grind
2:30 - 5:00 p.m. Baltimore Convention Center - Room 327-329	<b>C-Suite Summit</b> <i>By Invitation Only</i>
2:30 - 4:30 p.m.	<b>Matchmakers</b>



Baltimore Convention Center - Ballroom 3-4	
<b>4:00 - 5:00 p.m.</b> Baltimore Convention Center – Room 322-323	<b>NMSDC 50th Anniversary Steering Committee Meeting</b> <i>By Invitation Only</i>
<b>5:15 - 6:45 p.m.</b> Baltimore Convention Center - Room 321-323	<b>Meet the Founders Mixer</b> <i>By Invitation Only</i>
<b>Free Evening</b> Inner Harbor	<b>Explore Baltimore</b>

## Wednesday, October 25

<b>6:00 a.m. - 4:00 p.m.</b> Baltimore Convention Center - Room 339-341	<b>Zen Room</b>
<b>6:00 a.m. - 6:00 p.m.</b> Baltimore Convention Center - Third Floor Cafe	<b>Community Service</b>
<b>6:00 a.m. - 11:59 p.m.</b> Baltimore Convention Center - Pratt Street Lobby East & West	<b>Connect Lounge</b>
<b>6:30 a.m. - 12:00 p.m.</b> Baltimore Convention Center - Room 331-332	<b>Sponsor Lounge</b> <i>Sponsors Only</i>
<b>6:45 a.m. - 12:00 p.m.</b> Baltimore Convention Center - Charles Street Lobby and Pratt Street Lobby East & West	<b>Baltimore Convention Center Registration Center</b>
<b>7:15 - 8:00 a.m.</b> Baltimore Convention Center - Hall A/B	<b>Networking Breakfast</b>
<b>8:00 - 9:45 a.m.</b> Baltimore Convention Center - Hall A & B	<b>Mainstage Sessions</b> Opening Remarks Pay It Forward to Close the Equity Gap Funding the Equity Gap: Taking Bold Action to Invest in and Scale MBEs Leadership and Legacy: A Fireside Chat with Loida Lewis
<b>9:00 - 10:00 a.m.</b> Baltimore Convention Center - Room 345-346	<b>EYE Program: Panel of EYE Alumni</b>



<b>10:00 - 10:45 a.m.</b> Baltimore Convention Center	<b>Impact Labs</b>
Room 315	Empowering Suppliers by Providing Affordable Financing to Fulfill Contracts and Purchase Orders
Room 301-303	MBE Success Story
Room 316	Leveraging Data to Increase Diverse Supplier Access & Outcomes
Room 318-320	Electric Vehicle Evolution
Room 317	Preparing for the Conversation: Making Sure You are Prepared to Meet with Your Banker!
Room 314	From Identity to Impact: Strategies for MBE Growth
Room 321-323	How to Use AI To Market Your Business in 2023 and Beyond!
Room 307	Closing the Knowledge Gap in the Largest Infrastructure Investment in US History: A Practical Guide to Navigating the Ecosystem
Room 309	The Game Changer On LinkedIn: Infusing Storytelling to Maximize Your Content AND Business Growth
Room 308	Bridging the Wealth Gap: Pathways Towards Racial Economic Equity
Room 310	Never Bark Alone: The Power of Relational and Social Intelligence, the Science of Connection, and NLP in Bridging Relationship Gaps in Business
Room 327-329	Boost your Business! Leverage your Network to Expand your Customer Mix
<b>10:00 - 11:00 a.m.</b> Baltimore Convention Center - Room 350	<b>Business Diversity and Financial Services – What Gets Measured Gets Managed!</b>
<b>10:00 a.m. - 12:00 p.m.</b> Baltimore Convention Center - Ballroom 3-4	<b>Matchmakers</b>
<b>10:00 a.m. - 12:00 p.m.</b> Baltimore Convention Center - Room 347	<b>Business Consortium Fund Board Meeting</b> <i>By Invitation Only</i>
<b>10:00 a.m. - 1:00 p.m.</b> Hilton – Johnson B	<b>Regional Affiliate Presidents Meeting</b> <i>By Invitation Only</i>
<b>10:30 a.m. - 12:00 p.m.</b> Baltimore Convention Center - Room 345-346	<b>Emerging Young Entrepreneurs Pitch Competition</b>
<b>11:00 - 11:45 a.m.</b> Baltimore Convention Center	<b>Impact Labs</b>
Room 309	Strengthening Health Equity: Leveraging Local Partnerships for Community-Driven Healthcare Transformation



Room 318-320	Transforming Access: Empowering MBEs through Artificial Intelligence
Room 316	Bridging the Gap - Creating a Transformative Pipeline for MBEs Success in Agriculture
Room 327-329	Advancing Racial Equity in America's New Industrial Transformation
Room 308	Unlocking International Growth: Exploring Business Expansion Opportunities
Room 314	Strategic Sales Mastery
Room 310	IT WAS ALL A DREAM: Scaling Your Business with the Most Powerful Culture on Earth
Room 317	Amplifying Success: Unlocking Opportunities for MBEs and Corporations through Strategic Initiatives
Room 301-303	Investing in America's Communities - Making Sure MBE's Don't Get Left Out
Room 331-332	Clink & Connect: Corporate Plus Welcome Reception
Room 315	Business Diversity: Getting Beyond Supplier Diversity
Room 321-323	MBE Engagement ROI
<b>12:00 - 12:30 p.m.</b> Baltimore Convention Center - Hall C	<b>Networking Lunch</b>
<b>12:30 - 1:45 p.m.</b> Baltimore Convention Center - Hall A & B	<b>Mainstage Sessions</b> Insights from Corporate Chief Procurement Officers The Impact of Legal Challenges to DEI in an Era of Polarization
<b>2:00 - 3:00 p.m.</b> Baltimore Convention Center - Room 321-323	<b>NMSDC Members Meeting</b> <i>Corporate Members Only</i>
<b>3:30 - 5:00 p.m.</b> Baltimore Convention Center - Room 327-328	<b>NMSDC Board of Directors Meeting</b> <i>By Invitation Only</i>
<b>3:30 - 5:00 p.m.</b> Baltimore Convention Center - Room 316	<b>tech:SCALE Industry Group Member Meeting</b> <i>By Invitation Only</i>
<b>7:00 p.m. - 12:00 a.m.</b> Baltimore Convention Center - Hall A & B	<b>Awards Ceremony and Farewell Reception</b>

## Thursday, October 26

<b>9:00 a.m. - 4:00 p.m.</b> <a href="#">U.S. Capital</a>	<b>NMSDC Network Hill Day</b> <i>By Invitation Only</i>
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# CLOSE THE EQUITY GAP

NMSDC ANNUAL  
Conference  
& Exchange

MED Week 2023  
CELEBRATING 40 YEARS

BALTIMORE OCTOBER 22-25, 2023

