

Fernando Martinez

President and CEO, Northwest Mountain MSDC



Northwest Mountain MSDC

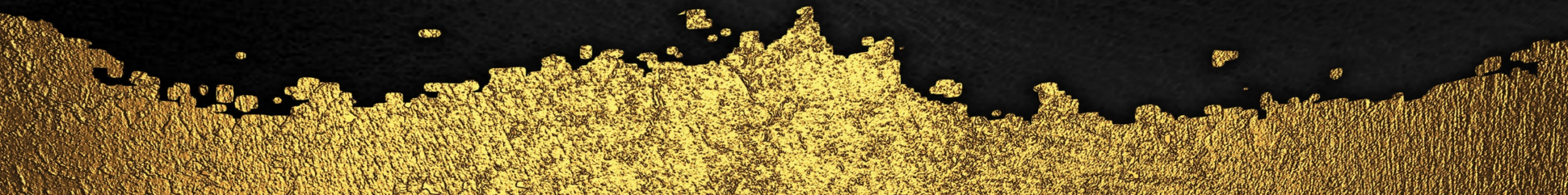
**2017 Annual
Awards Dinner
& Silent Auction**



Northwest Mountain MSDC

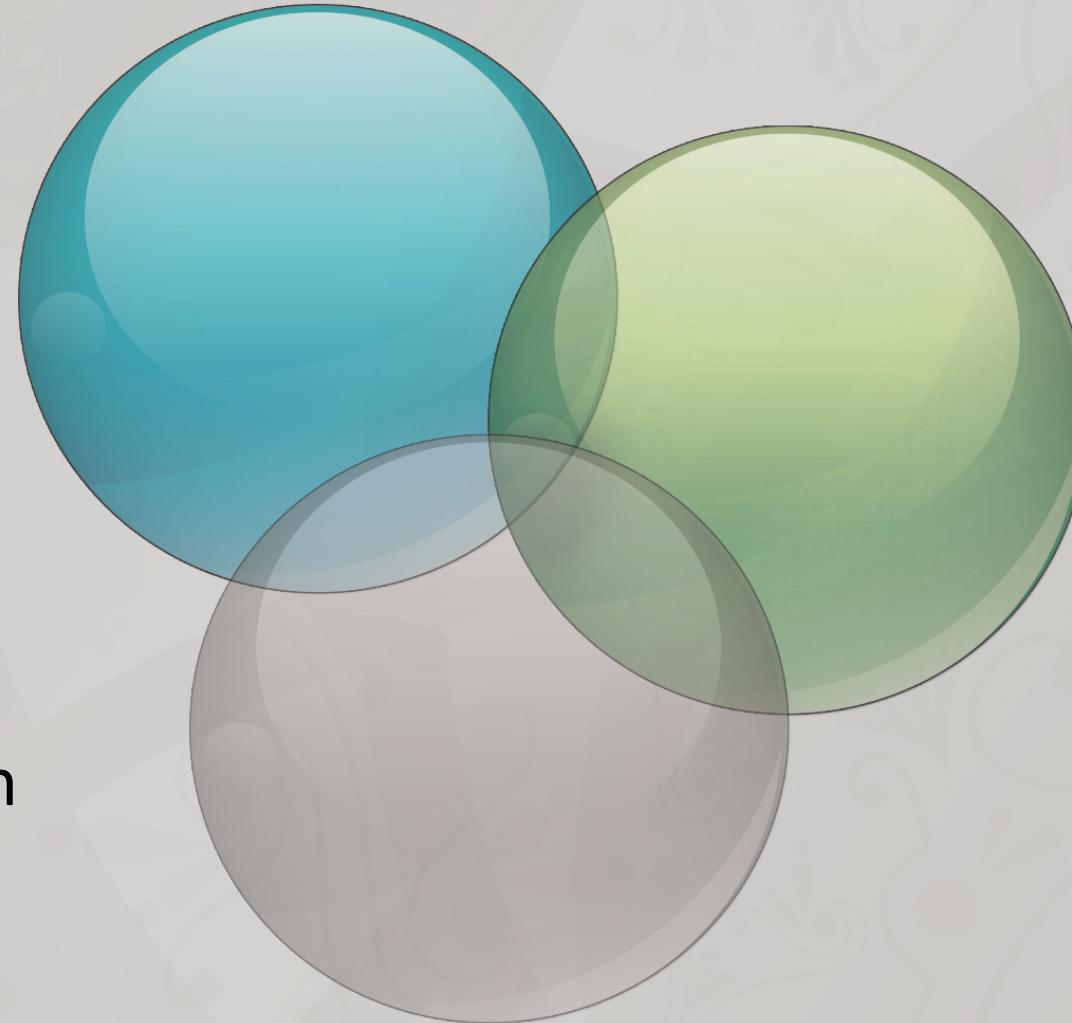


C O U N C I L



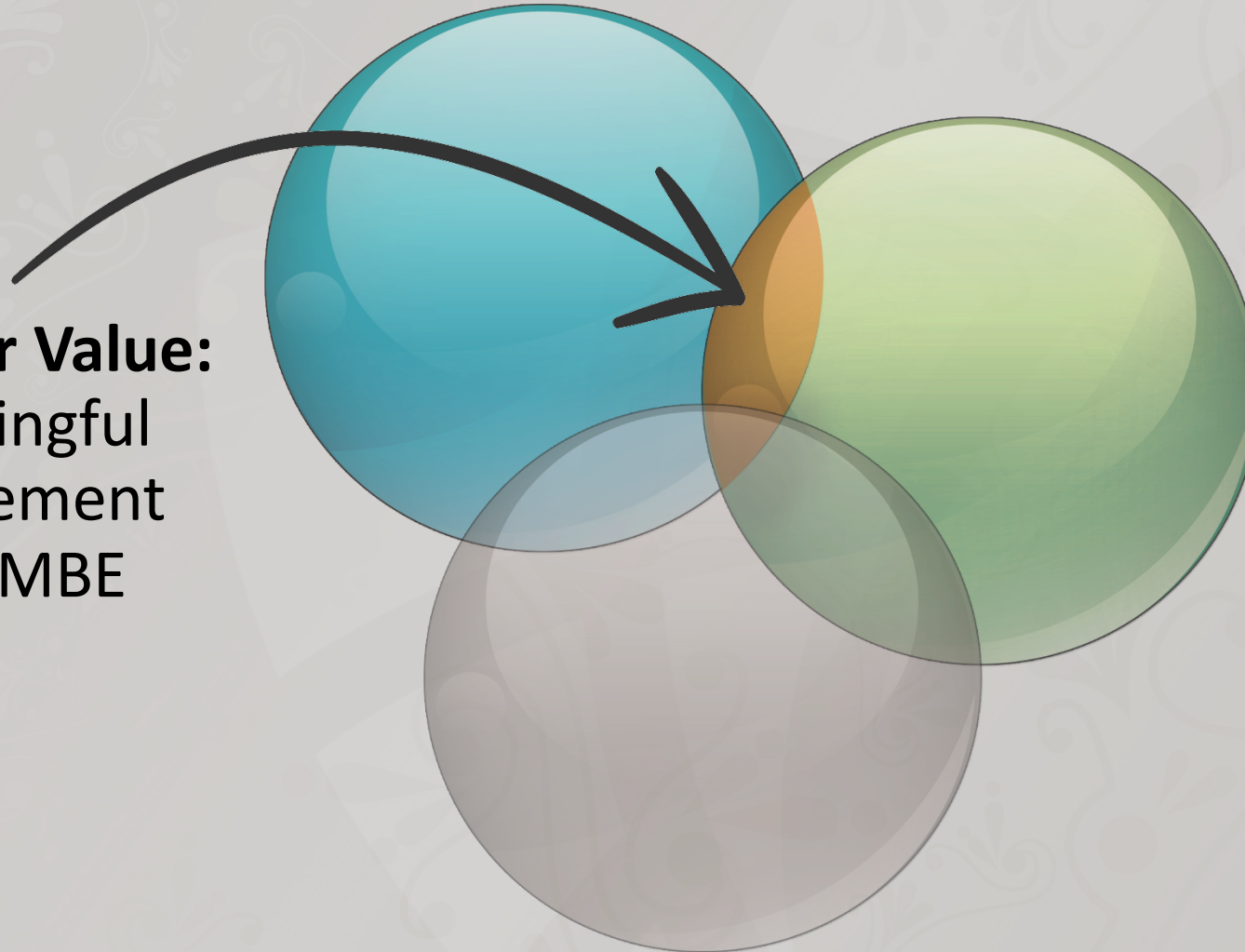
Corporate / Public
Agency Member
Purchases Best Value
Solutions

Council-driven
Engagements

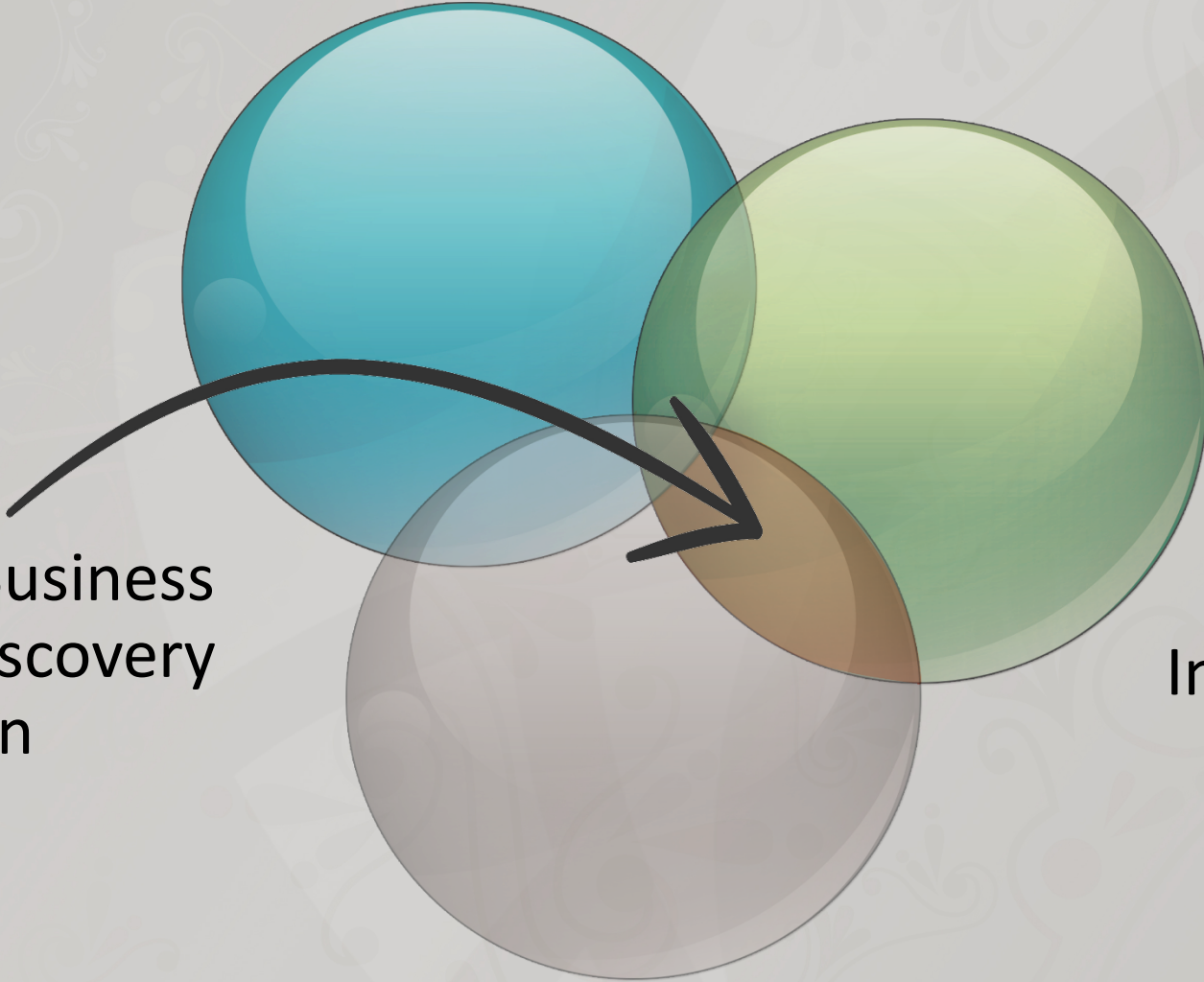


MBE Designs
and Develops Best
Value Solutions

Member Value:
Meaningful
Engagement
with MBE



MBE Value:
Engaged in
Understanding &
Designing Best
Value Solutions

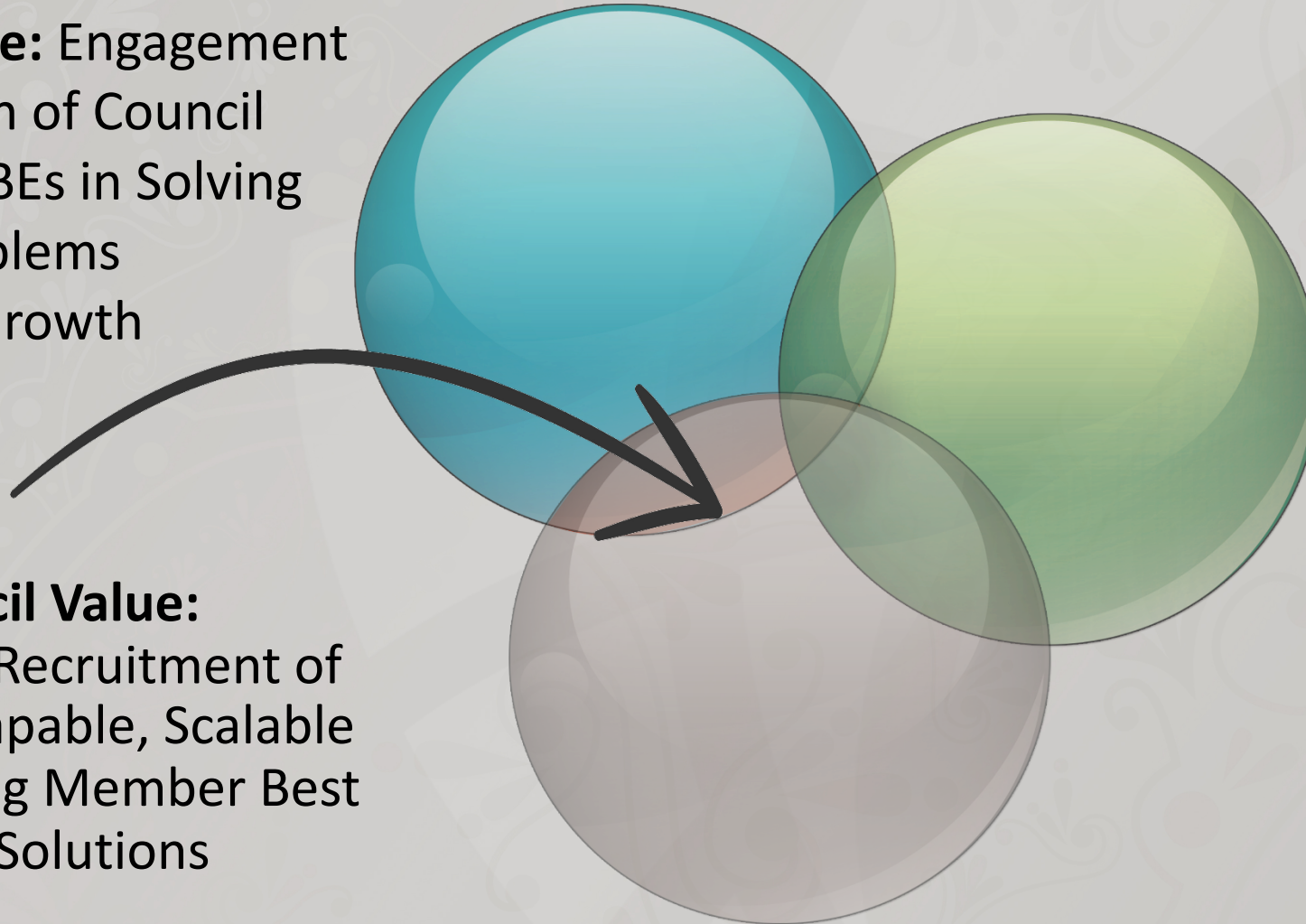


Council Value: Business
Development Discovery
& Inclusion

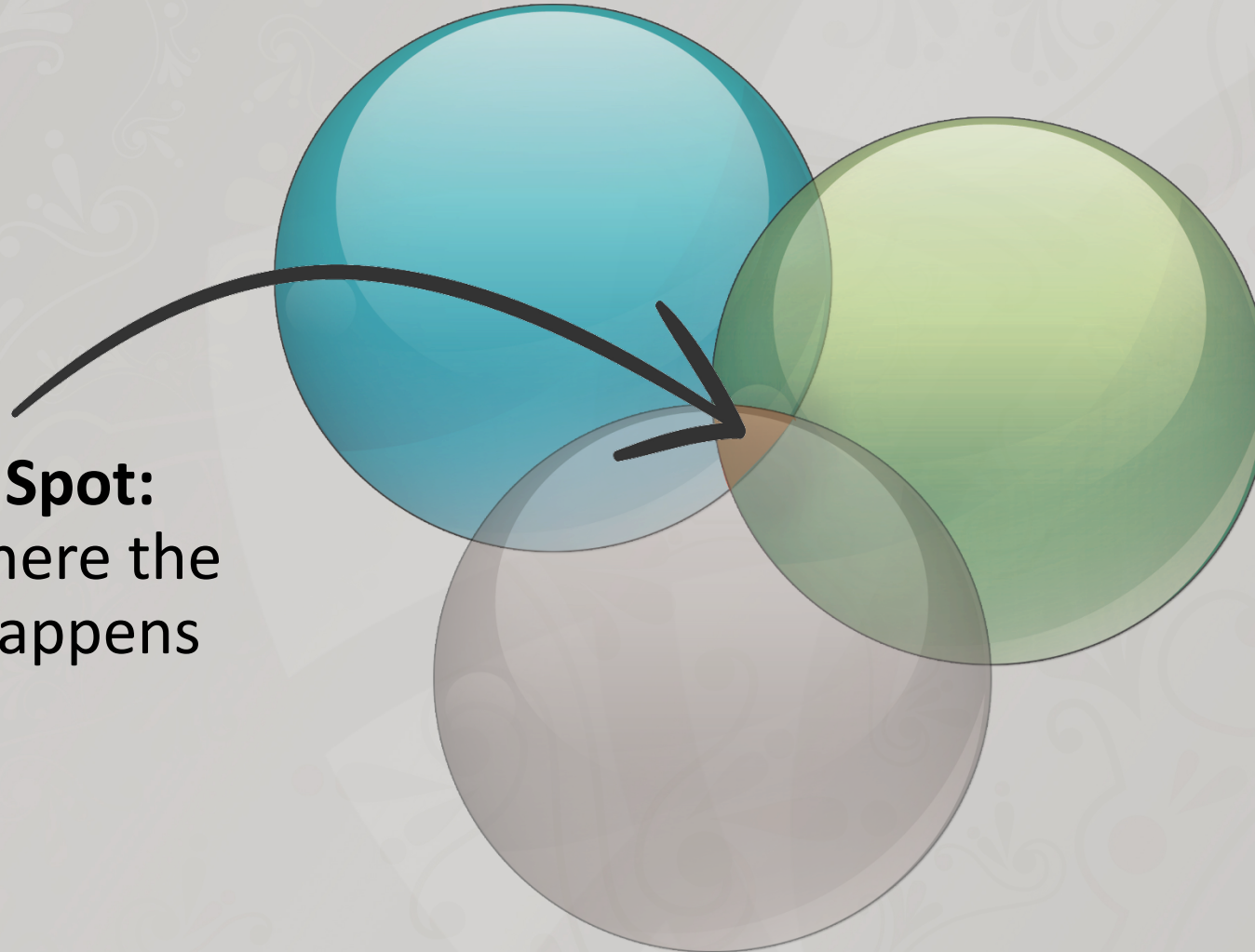
MBE Value:
Insight & Inclusion in
Discovered
Opportunity

Member Value: Engagement
& Inclusion of Council
Certified MBEs in Solving
Problems
For Growth

Council Value:
Search and Recruitment of
Qualified, Capable, Scalable
MBEs to Bring Member Best
Value Solutions



Sweet Spot:
This is where the
Magic Happens

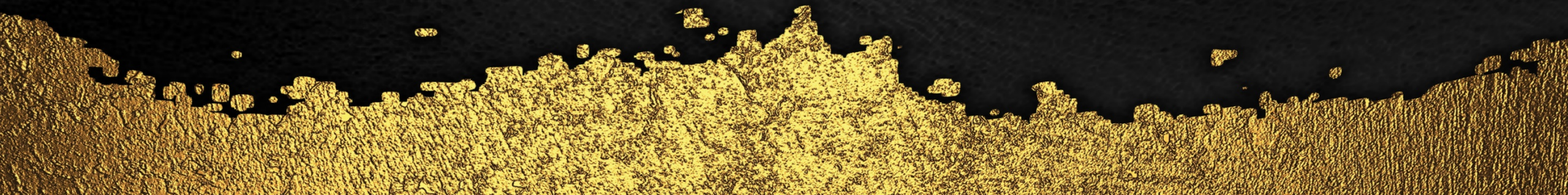




Northwest Mountain MSDC



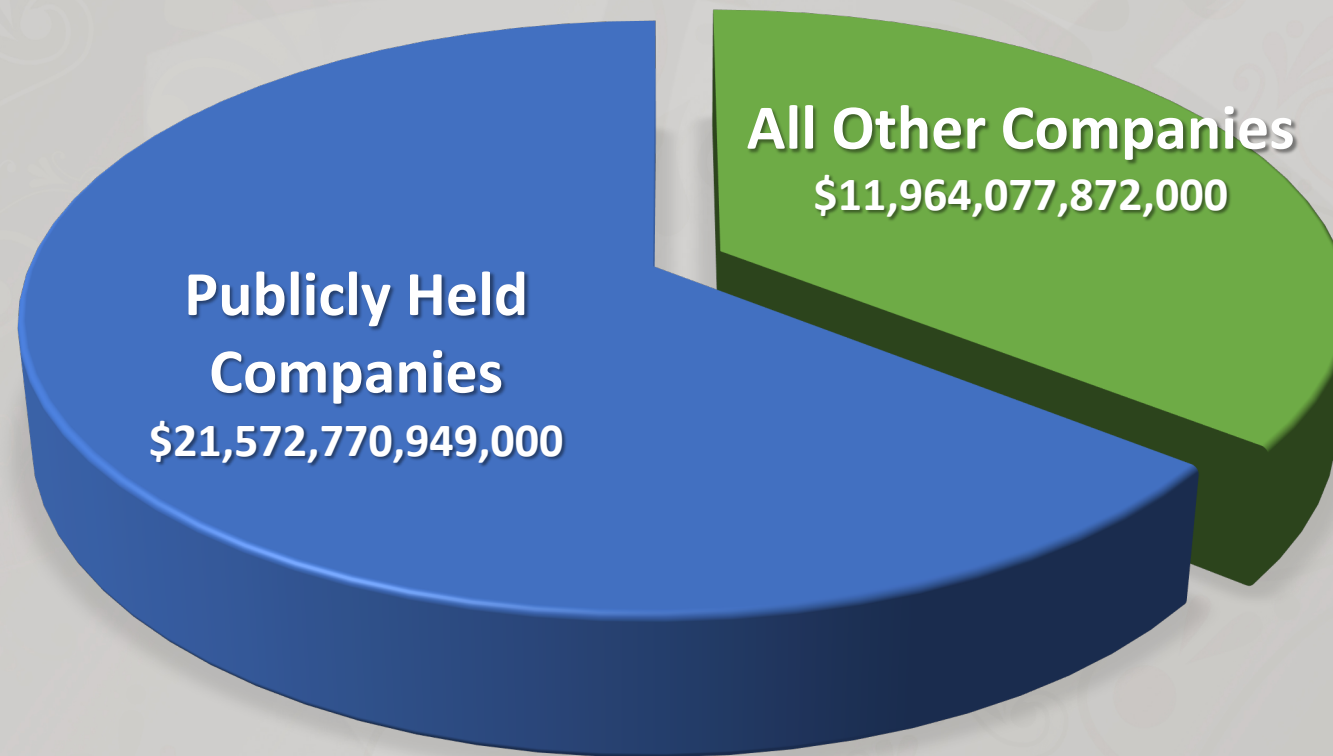
VALUE



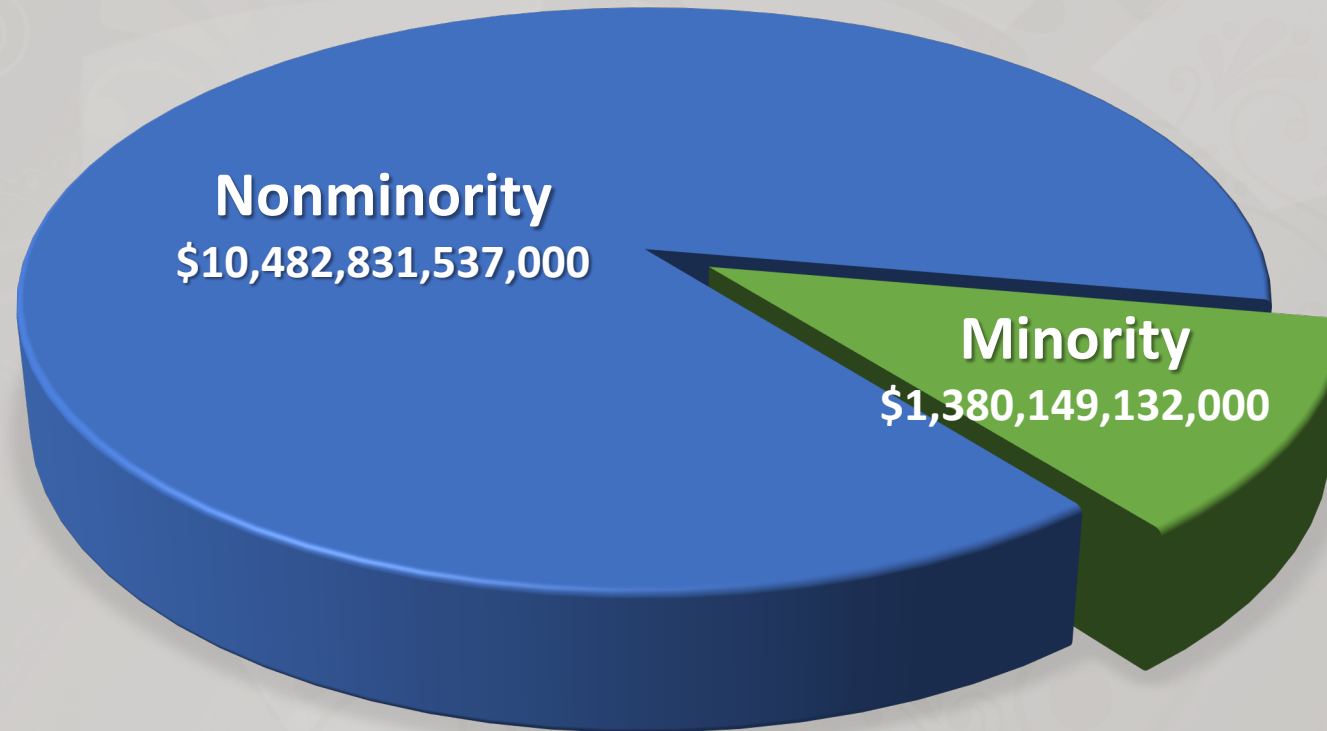
ALL US BUSINESSES, ALL SECTORS, ALL FIRMS



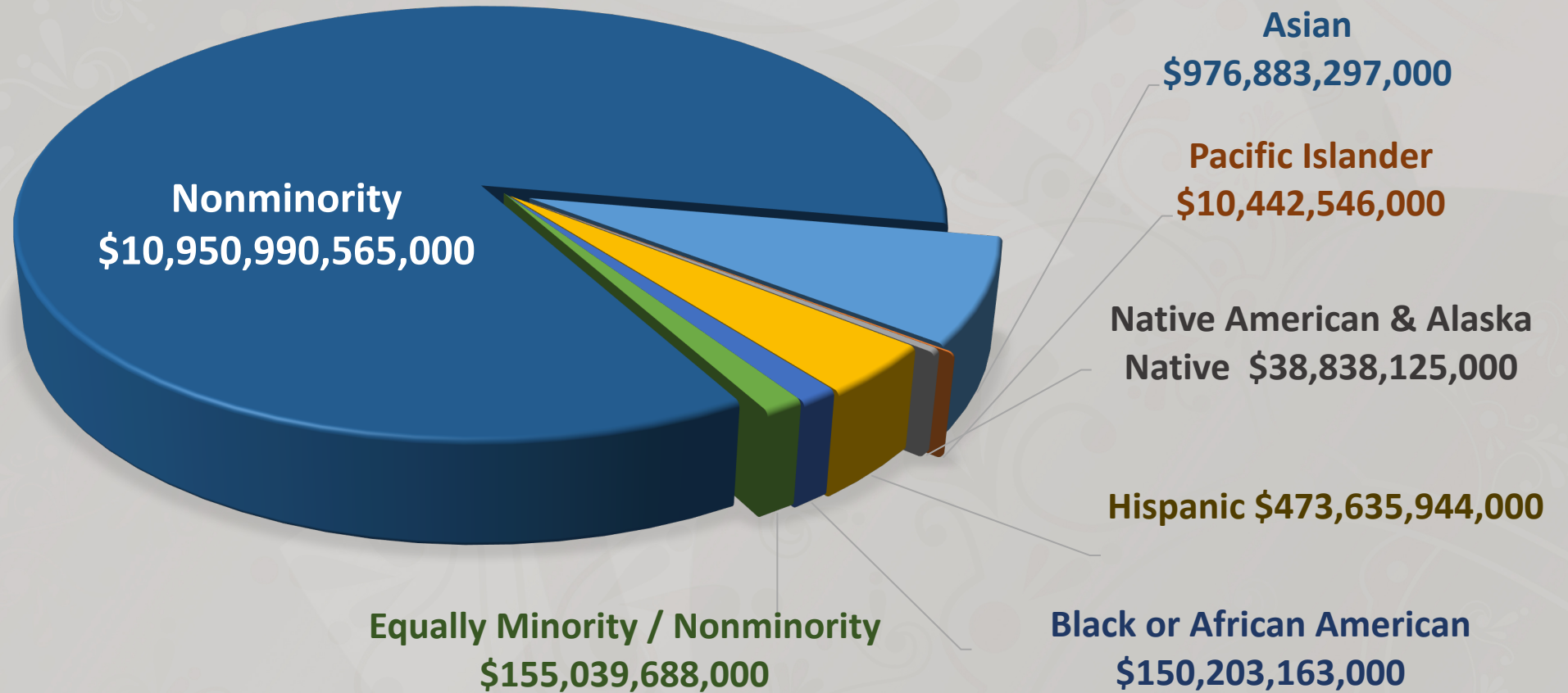
ALL US BUSINESS – PUBLICLY HELD COMPANIES & OTHERS



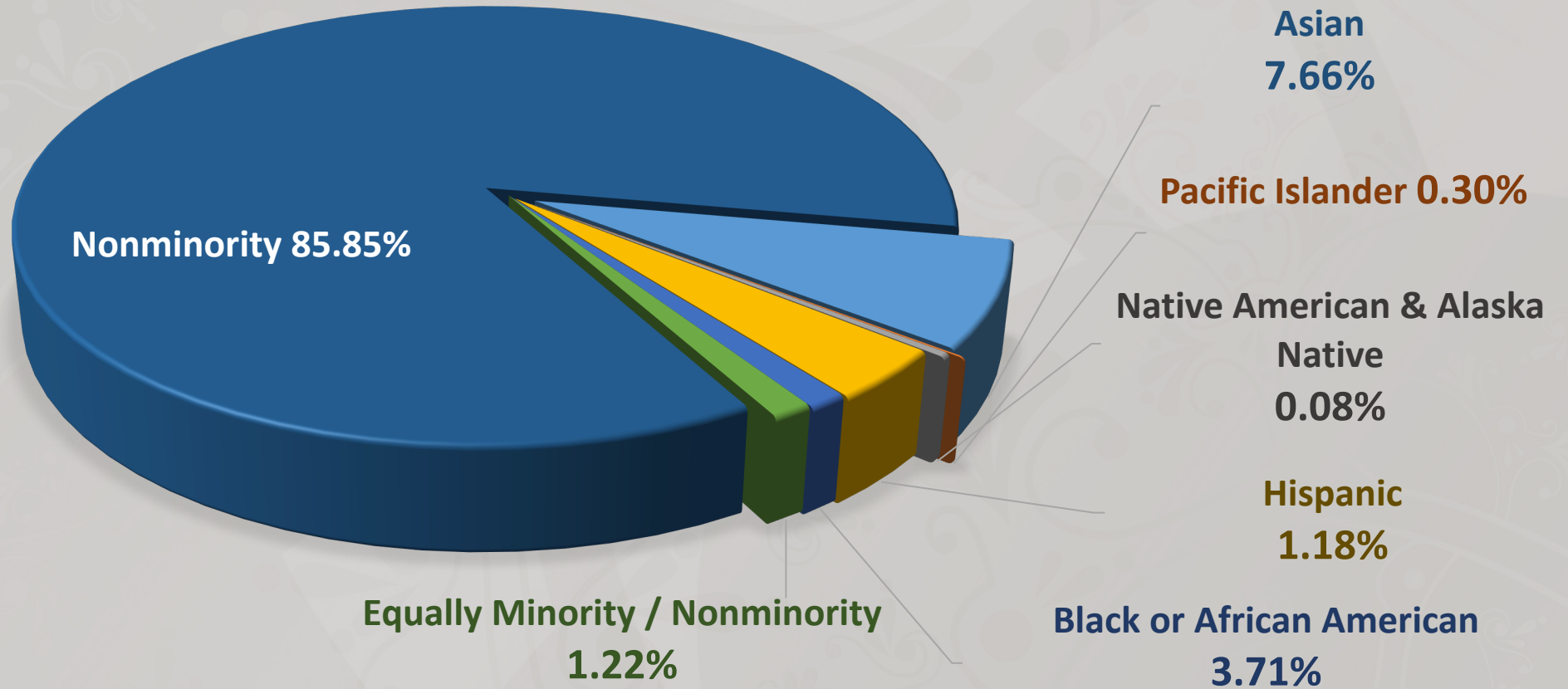
NONMINORITY COMPARED TO MINORITY REVENUE



NON PUBLICLY HELD COMPANIES MARKET SHARE



MARKET SHARE MINORITY VS. NONMINORITY

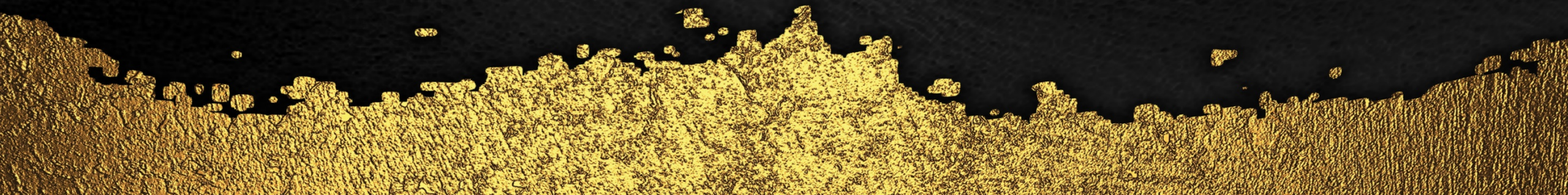




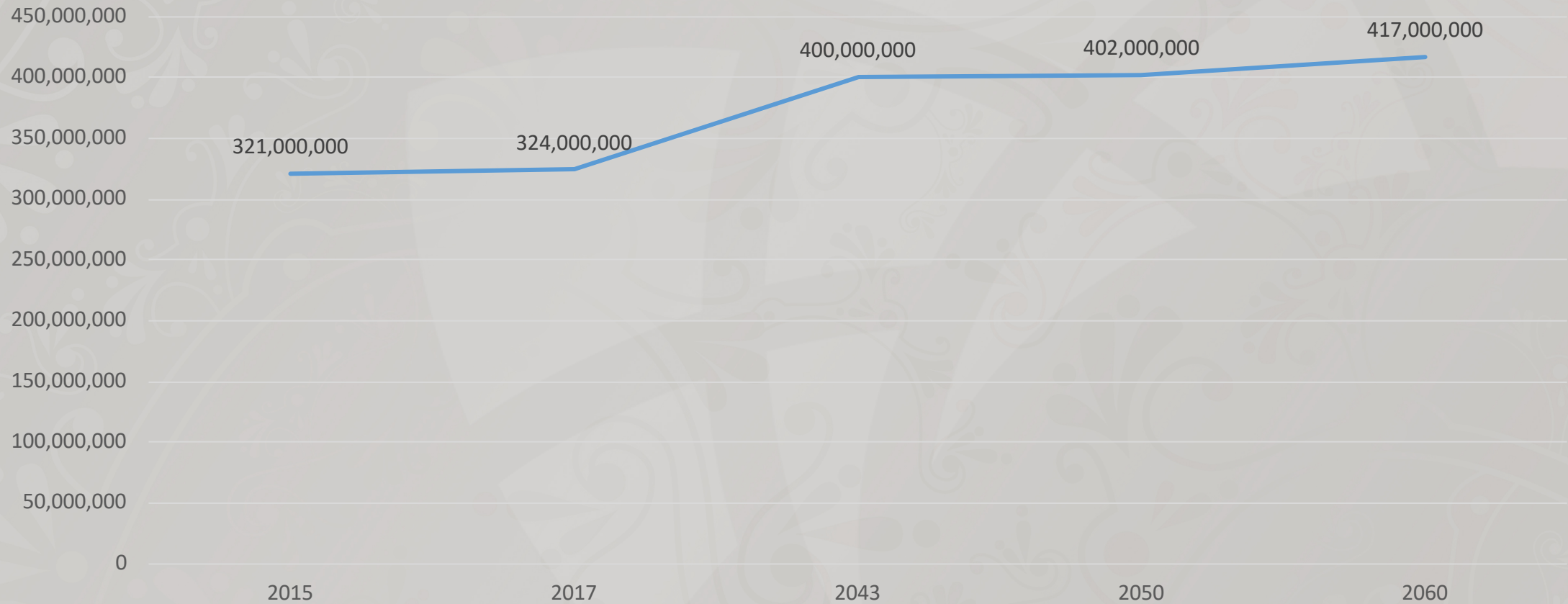
Northwest Mountain MSDC



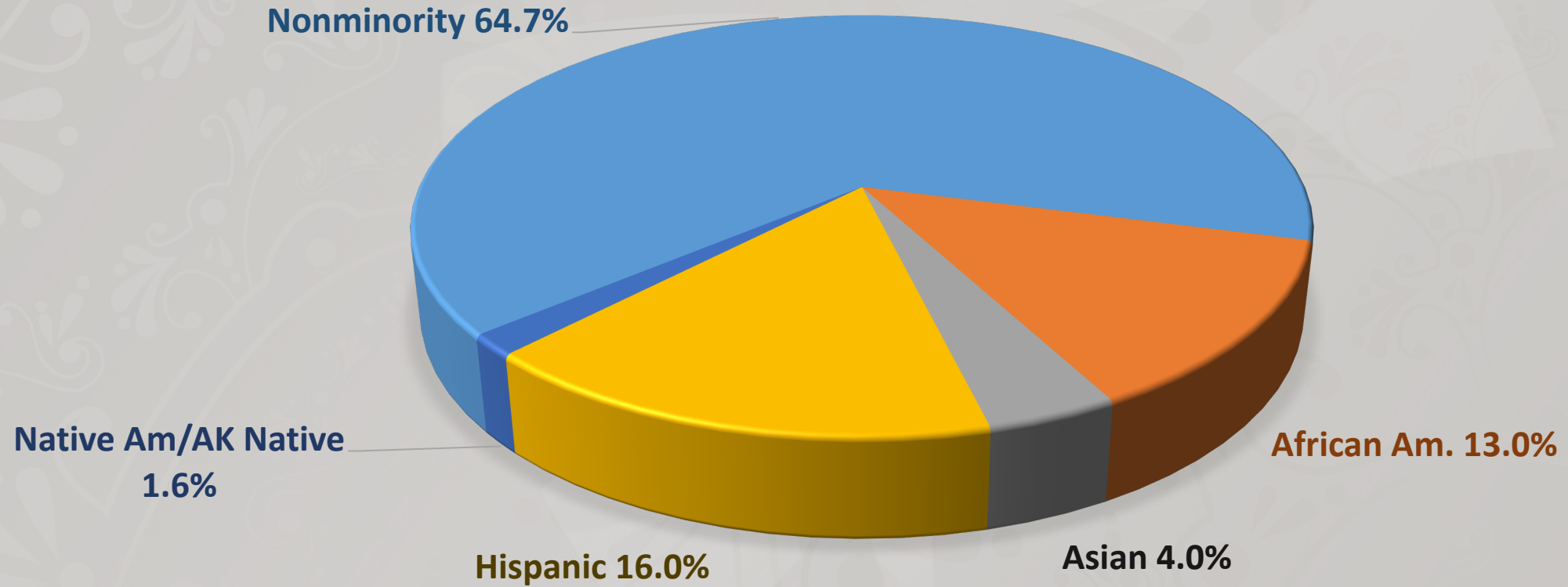
VALUE PROPOSITION



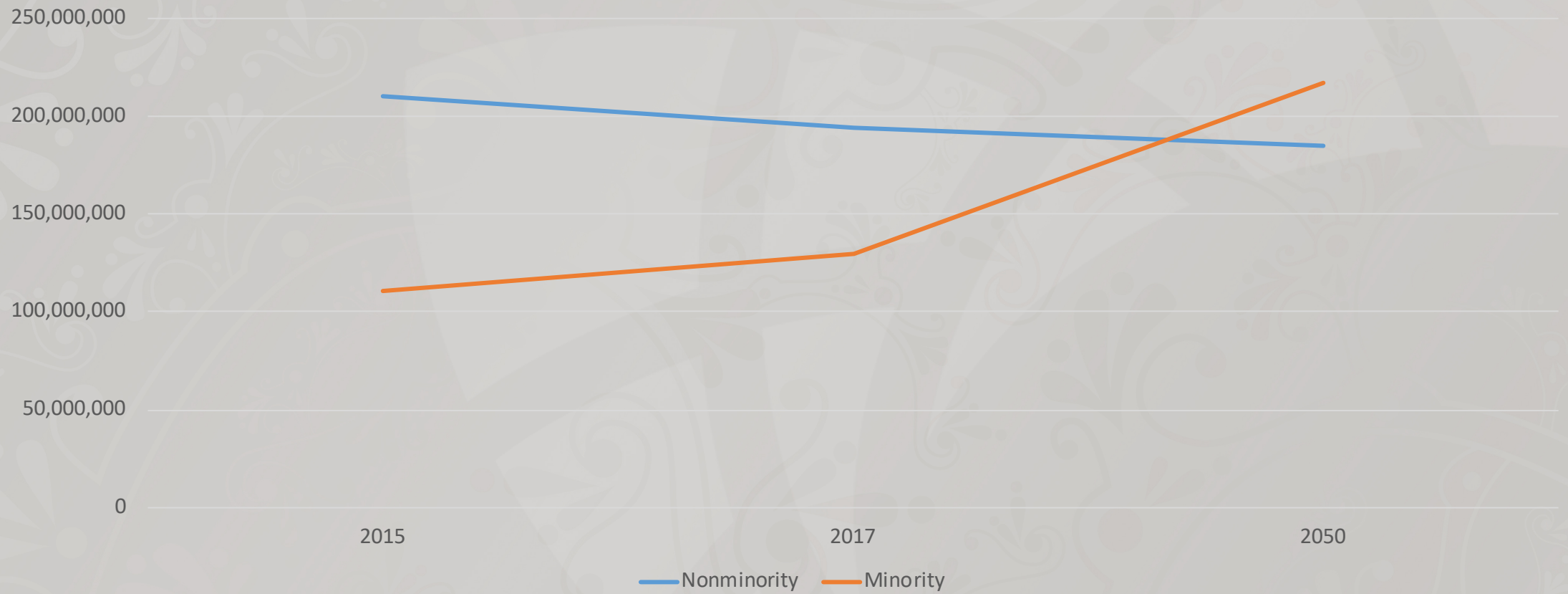
U.S. POPULATION GROWTH (IN MILLIONS)



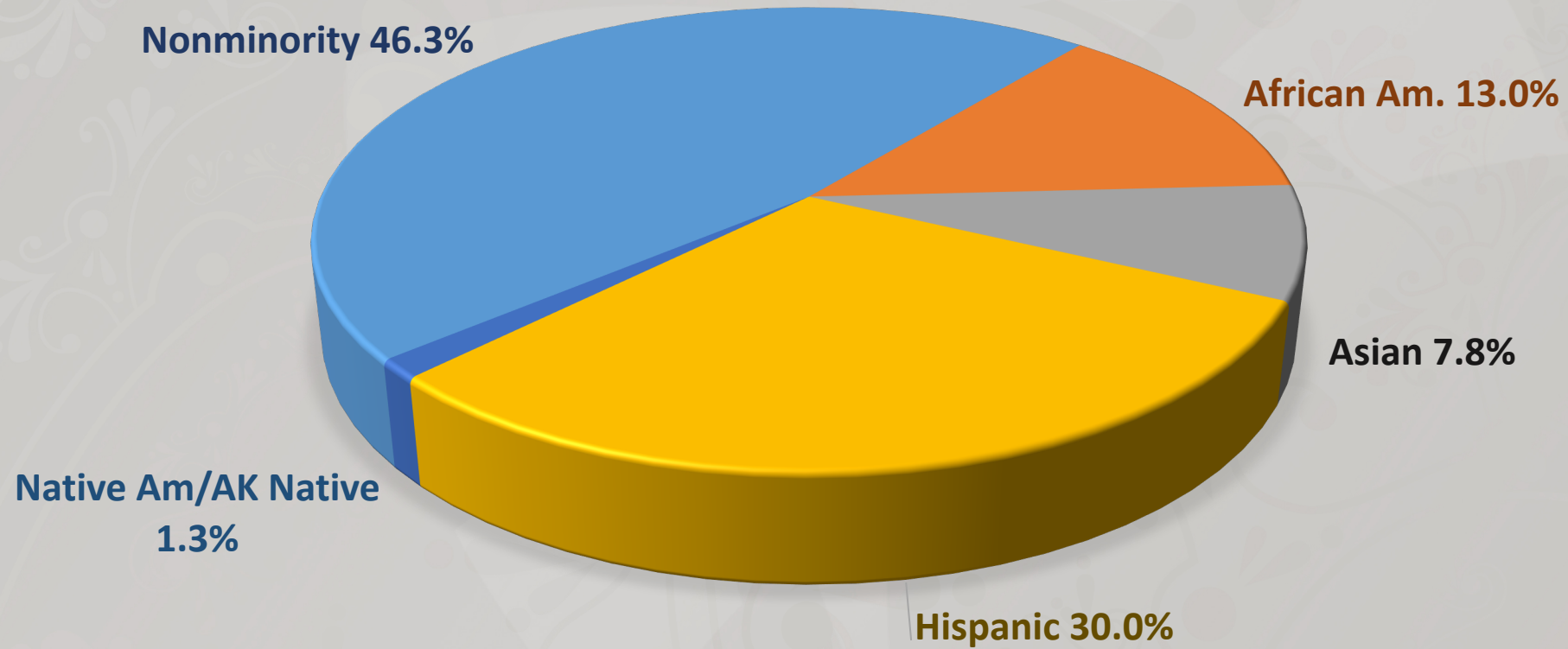
U.S. DEMOGRAPHICS 2015 (321,000,000)



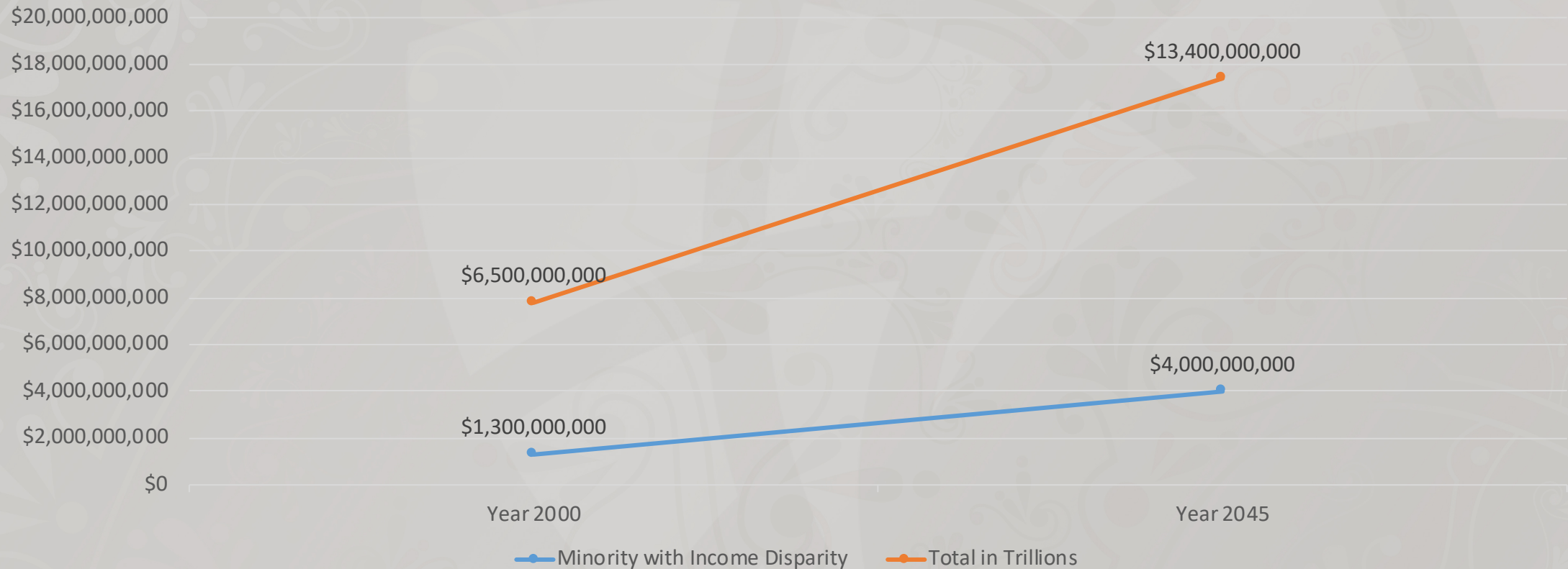
U.S. POPULATION CROSSOVER TO MINORITY-MAJORITY SOCIETY 2043-2045



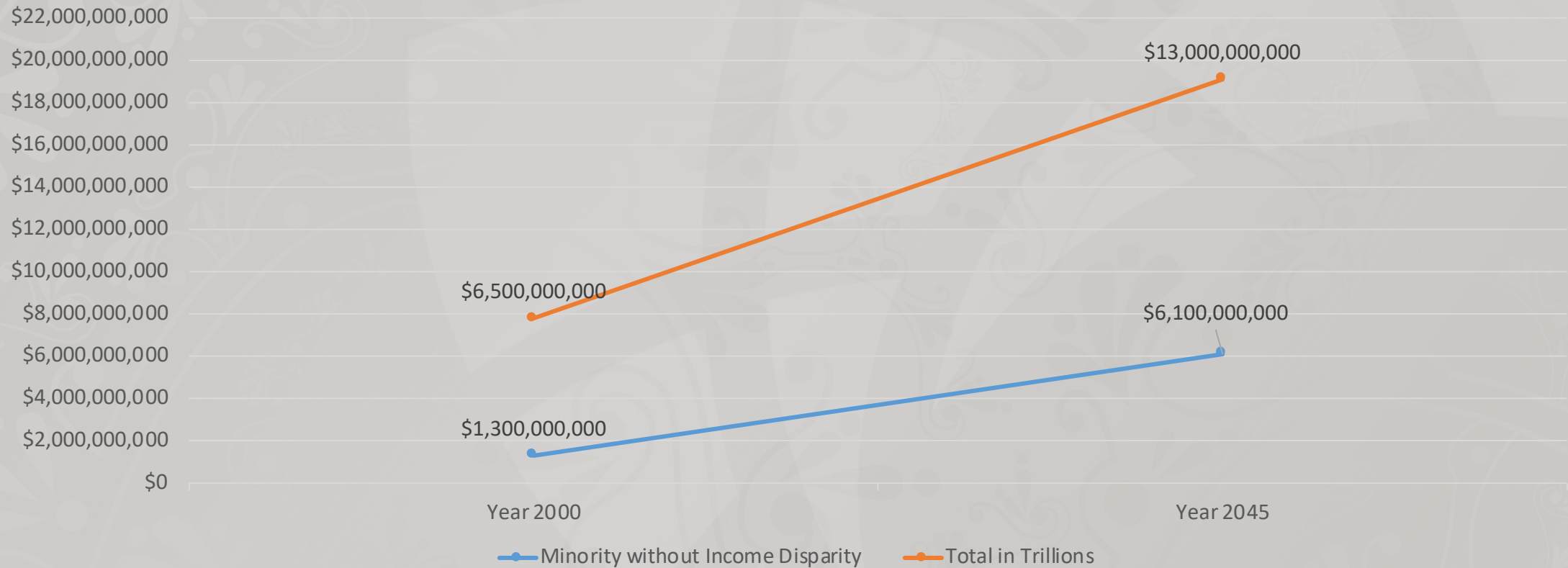
U.S. DEMOGRAPHICS 2050 (402,000,000)



2045 MINORITY PURCHASING POWER COMPARED TO 2000 WITH INCOME DISPARITY



2045 MINORITY PURCHASING POWER COMPARED TO 2000 WITHOUT INCOME DISPARITY



Supplier Diversity is Our Advantage



Supplier Diversity, Acceptance and Inclusion.