



NSBE
NATIONAL SOCIETY OF BLACK ENGINEERS



PITTSBURGH, PA

2019-20
FRC PARTNERSHIP GUIDE
REGION II



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LETTER FROM THE REGIONAL FINANCE CHAIR

Dear Prospective Partners:

Region II of the National Society of Black Engineers is excited to invite you to partner with us as we strive to fulfill the NSBE Mission. This year, our directives will empower our membership through meaningful metrics, by providing them with data on how members can empower themselves, mobilize engineering exposure by sustaining academic excellence and fostering a culture in Region II that is supportive to our members. In order to achieve our goals, this will require communication, execution, and the support of our partners.

Region II boasts 2,133 collegiate members, 1,511 NSBE Jr. (pre-college) members, and 90 Lifetime members. In addition, our NSBE professional membership has grown to 612. Our collegiate members represent 60 active chapters throughout Pennsylvania, Delaware, Maryland, the District of Columbia, West Virginia, Virginia, North Carolina, and South Carolina. Our NSBE Jr. members participate in 65 active chapters and our Professionals membership represent 18 active chapters.



According to U.S. News and World Report's 2019 Top Engineering Programs, 11 of the top 50 ranked universities in the nation are located within Region II. In addition, our region encompasses a wealth of universities with the best undergraduate engineering programs, along with being the home of 12 Historically Black Colleges and Universities. According to Diverse Issues in Higher Education, we have five institutions in the top 10 producers of African-Americans with bachelor's degrees in engineering and six out of the top 10 producers of African-Americans with master's degrees in engineering each year.

Region II is home to some of the top talents that NSBE has to offer. During the 2018–2019 academic year, members of Region II reported a verified average GPA of 3.16 with 1,328 transcripts submitted. Our region has developed a reputation for tremendous leadership, membership participation, and academic prowess. These qualities make Region II a unique and unparalleled opportunity for recruiters.

It is only with the support of our partners that Region II continues to excel year after year. We invite you to connect, engage, and recruit with Region II. In exchange, you will gain access to the best and brightest diverse STEM talent who will foster a well-rounded workplace capable of innovative thinking, empowered leadership, and continual growth.

Thank you very much for your time and consideration.

Sincerely,

Favour Nerrise

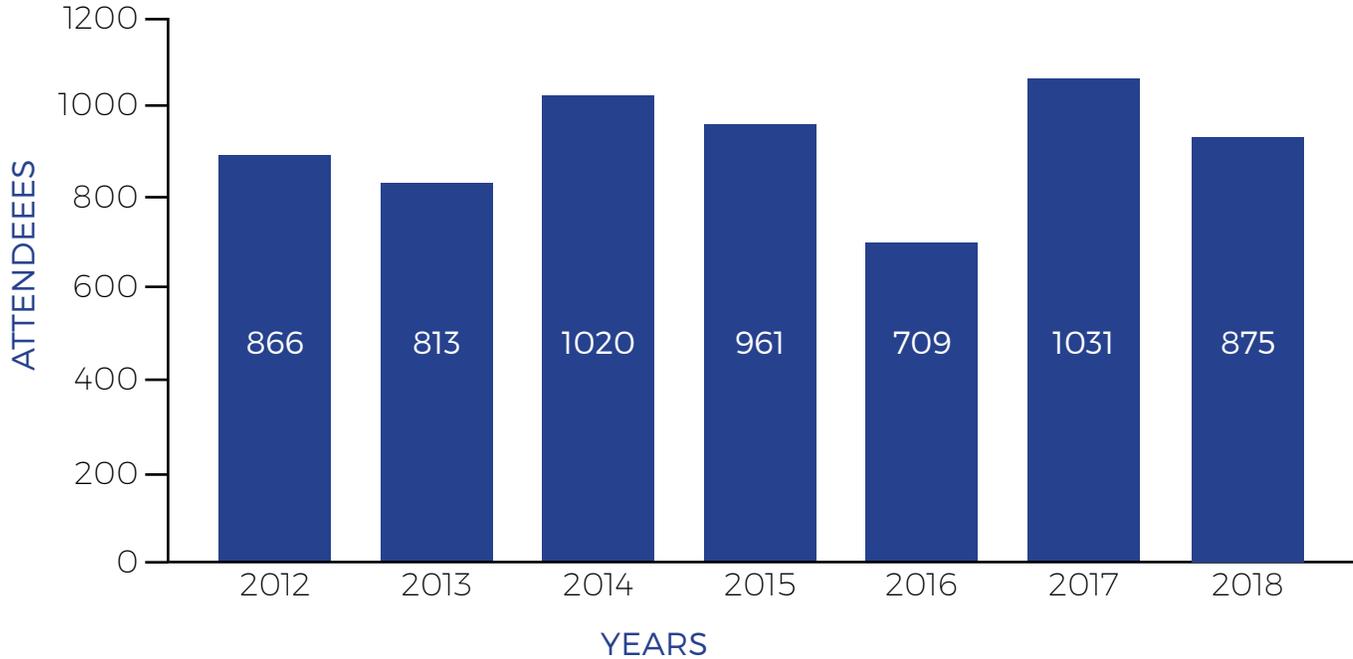
Region II Finance Chair

National Society of Black Engineers
r2finance@nsbe.org | (270) 703-7353

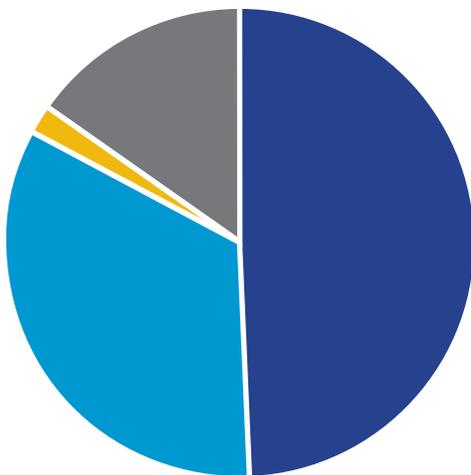
ABOUT NSBE REGION II

FALL REGIONAL CONFERENCE ATTENDANCE

Region II's conference attendance reached a six-year high in 2017:



TOTAL MEMBERSHIP - 4,347 ACTIVE MEMBERS ACROSS 132 CHAPTERS



Membership (Domestic and International)

- Collegiate: 49%
- NSBE Jr.: 35%
- Lifetime: 2%
- Professionals: 14%

COLLEGIATE MAJORS

Aerospace Engineering	2%	Materials Engineering	1%
Biomedical/Bioengineering	6%	Mathematics	2%
Business	2%	Mechanical Engineering	18%
Chemical Engineering	7%	Petroleum Engineering	1%
Civil Engineering	6%	Physical/Applied Sci.	0.3%
Computer Engineering/ C. S.	28%	Physics	1%
Electrical Engineering	14%	Other Engineering	6%
Environmental Engineering	1%	Technology	2%
Industrial/Systems Engineering	4%		

2018 HONOR AND AWARDS

NSBE Jr.

Pre-College Initiative Female Student of the Year 2017-18

C.A.S.H. NSBE Jr. Chapter
Prince Frederick, Md.

Pre-College Initiative Male Student of the Year 2017-18

C.A.S.H. NSBE Jr. Chapter
Prince Frederick, Md.

Pre-College Program of the Year 2017-18

Martinsville/Henry County NSBE Jr. Chapter
Martinsville, Va.

Collegiate

Technical Research Exhibition

First Place, Preliminary, University of Delaware
Third Place, Preliminary, Delaware State University

National Large Chapter of the Year

University of Maryland, College Park

SOCIAL MEDIA - IMPROVED REGIONAL IMPACT

Twitter

+352 followers
6,342 visits

Instagram

+245 followers
1,183 visits

Facebook

+32 likes
1,344 followers

SNAPSHOT OF EVENT PARTICIPATION BETWEEN 2016 AND 2019

PROGRAM	2017-2018	2016-2017	2018-2019
Academic Technical Bowl	7 teams	6 teams	4 teams
Technical Research Exhibition	8 participants	8 participants	5 participants
Hackathon	20 participants	7 participants	16 participants
National Retention Program	11 chapter participants	7 chapter participants	14 chapter participants

14 chapters submitted a total of 143 Activity Reports

GEOGRAPHICAL ZONES AND COLLEGIATE CHAPTERS

COMFORT ZONE

North Carolina

Duke University
East Carolina University
Johnson C. Smith University
North Carolina A&T State University
North Carolina State University
Saint Augustine's University
University of North Carolina, Chapel Hill
University of North Carolina, Charlotte
Western Carolina University

South Carolina

Allen University
Benedict College
Claflin University
Clemson University
Morris College
South Carolina State University
The Citadel Chapter
University Of South Carolina

END ZONE

Pennsylvania

Bucknell University
Carnegie Mellon University
Pennsylvania State University - Behrend
Pennsylvania State University - University Park
University of Pittsburgh

West Virginia

West Virginia University

DANGER ZONE

Delaware

Delaware State University
University of Delaware

Pennsylvania

Community College of Philadelphia
Drexel University
Lehigh University
Lincoln University
Swarthmore College
Temple University
University Of Pennsylvania
Villanova University
Widener University

O ZONE

Virginia

Christopher Newport University
Hampton University
Liberty University
Norfolk State University
Old Dominion University
University of Virginia
Virginia Commonwealth University
Virginia Military Institute
Virginia State University
Virginia Polytechnic Institute and State University
Virginia Union University

TERROR ZONE

District of Columbia

University of the District of Columbia
George Washington University
Howard University

Maryland

Capitol College
Bowie State University
Howard Community College
Johns Hopkins University
Morgan State University
Prince George's Community College
United States Naval Academy
University of Maryland, Baltimore County
University of Maryland, College Park
University of Maryland Eastern Shore

Virginia

George Mason University



FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR RECRUITMENT PARTNERSHIP OPPORTUNITIES

EXPLORE. ENGINEER. ELEVATE.

Pittsburgh, PA | The Sheraton Pittsburgh at Station Square

Nov. 8-10, 2019

The Fall Regional Conference (FRC) is Region II's largest event of the year. The conference allows the Regional Executive Board to develop our membership in accordance with our regional directives. This year Region II—the Model Region—is focusing on streamlining strategic partnerships for our general body members. We plan to implement programming to help strengthen our memberships' academic success, so they can not only maintain their statuses as engineering students but excel in their major as well. At this conference we will work on bridging academic divides that is a common symptom due to graduating, through workshops and programs. The Region II 2019 FRC will give our constituents access to 1) connect with professionals and leadership at both the chapter and regional level, 2) learn from workshops to promote their growth and development as engineers, and 3) career and internship opportunities.

FRC 2019 provides your corporation with the opportunity to promote your organization and highlight the opportunities that are available to the largest body of Region II's membership. The career fair is one of the major focuses of this conference. We offer a wide variety of recruitment packages that will certainly meet your recruitment and diversity goals. Region II takes the title of the Model Region seriously, and we can't wait to see you there!"



DIAMOND PARTNER \\ \$20,000 \\ LIMITED TO ONE (1) SPONSOR

- Twelve (12) Corporate Conference Registrations
- Two (2) exhibitor tables at the FRC College & Career Fair
- Eight (8) tickets to Graduating Seniors Reception
- Two (2) on-site interview booths
- Opportunity to conduct two (2) FRC Collegiate Workshops (topic subject to approval)*
- Opportunity to host a Hospitality Suite at no charge (Does not include food beverage and A/V)
- Naming rights to either Opening, General or Closing Sessions (pending availability)
- Access to membership at the APEX Networking Event
- Reserved table at the FRC Closing Reception
- Advertisement in the NSBEGuide conference mobile app
- Logo and web link on the NSBE Region website until April 30, 2020
- Three (3) personalized postings from the NSBE Region social media outlets (Instagram and Twitter)
- Three (3) months of complimentary access to the NSBE Career Center resume Database
- Two (2) complimentary job postings on the NSBE Career Center
- Access to the 2019-2020 Region Executive Board Resume Book

*Substitutions of events are available at this level. Contact R2 Finance Chair at r2finance@nsbe.org

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR RECRUITMENT PARTNERSHIP OPPORTUNITIES



PLATINUM PARTNER \\ \$15,000 \\ LIMITED TO TWO (2) SPONSORS

- Eight (8) Corporate Conference Registrations
- Two (2) exhibitor tables at the FRC College & Career Fair
- Six (6) tickets to Graduating Seniors Reception
- Two (2) on-site interview booths
- Opportunity to conduct one (1) FRC Collegiate Workshop (topic subject to approval)*
- Reserved table at the FRC Closing Reception
- Advertisement in the NSBEGuide conference mobile app
- Logo and web link on the NSBE Region website until April 30, 2020
- Two (2) personalized postings from the NSBE Region social media outlets (Instagram and Twitter)
- Three (3) months of complimentary access to the NSBE Career Center resume Database
- Two (2) complimentary job postings on the NSBE Career Center
- Access to the 2019-2020 Region Executive Board Resume Book

*Substitutions of events are available at this level. Contact R2 Finance Chair at r2finance@nsbe.org



GOLD PARTNER \\ \$6,500

- Six (6) Corporate Conference Registrations
- One (1) exhibitor table at the FRC College & Career Fair
- One (1) on-site interview booths
- Recognition in the NSBEGuide conference mobile app
- Logo and web link on the NSBE Region website until April 30, 2020
- Three (3) months of complimentary access to the NSBE Career Center resume Database
- Two (2) complimentary job postings on the NSBE Career Center
- Access to the 2019-2020 Region Executive Board Resume Book



SILVER PARTNER \\ \$5,000

- Four (4) Corporate Conference Registrations
- One (1) exhibitor table at the FRC College & Career Fair
- Recognition in the NSBEGuide conference mobile app
- Recognition NSBE Region website until April 30, 2020
- Three (3) months of complimentary access to the NSBE Career Center resume Database
- Two (2) complimentary job postings on the NSBE Career Center
- Access to the 2019-2020 Region Executive Board Resume Book

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR RECRUITMENT PARTNERSHIP OPPORTUNITIES



BRONZE PARTNER \\ \$4,000

- Three (3) Corporate Conference Registrations
- One (1) exhibitor table at the FRC College & Career Fair
- Recognition in the NSBEGuide conference mobile app
- Recognition NSBE Region website until April 30, 2020
- One (1) month of complimentary access to the NSBE Career Center resume Database
- One (1) complimentary job postings on the NSBE Career Center



NONPROFIT PARTNER \\ \$1,000

*Non-profit partner refers to an organization that is tax-exempt under Internal Revenue Code Section 501(c)(3) as public charities because they are formed to provide public benefit. Non-profit partner also refers Federal Organizations.

- Two (2) Corporate Conference Registrations
- One (1) exhibitor table at the FRC College & Career Fair
- Recognition in the NSBEGuide conference mobile app
- Recognition NSBE Region website until April 30, 2020



UNIVERSITY AFFILIATE \\ \$500

- Two (2) Corporate Conference Registrations
- One (1) exhibitor table at the FRC College & Career Fair
- Recognition in the NSBEGuide conference mobile app
- Recognition NSBE Region website until April 30, 2020

CUSTOM PACKAGE

Not finding what you are looking for? We are happy to work with you to create a custom package that works best for you and your recruitment goals.

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR RECRUITMENT PARTNERSHIP OPPORTUNITIES



INTERVIEW BOOTHS \\ \$500

Interview booths give your organization the chance to take the recruitment process one step further by conducting interviews on site. Take advantage of the opportunity to connect with engineering talent, then follow-up with more in-depth, one-on-one conversations with the students who best suit your needs. Interview booths give you the opportunity to discuss your job opportunities with your top candidates and conduct interviews before leaving the conference.

Interview booths are open on Saturday, 10 a.m.–5 p.m. Each booth is equipped with one table and two chairs. Placing branding and signage in the aisle space outside of the interview booth space is strictly prohibited.

Note: Recruitment Sponsorship Opportunities package is required for Interview Booth purchase. Subject to availability.



HOSPITALITY SUITES \\ \$500 + COST OF FOOD & BEVERAGE

Hospitality Suites provide your organization with the opportunity to network with members in a non-recruiting environment. Sponsors may invite NSBE members to gain a greater knowledge of their character, goals and expectations, without being limited to interview-setting conversations.

Note: Hospitality Suite sponsors must also purchase a Recruitment Sponsorship Opportunities package. Subject to availability.



ADDITIONAL FRC REGISTRATIONS \\ \$100–\$150

- **BCA Only \\ \$100** – One (1) conference registration that includes access to the Career & College Fair, competitions and workshops
- **Non-BCA \\ \$150** – One (1) conference registration that includes access to the College & Career Fair, competitions and workshops



FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR RECRUITMENT PARTNERSHIP OPPORTUNITIES

The FRC also provides our partners with the opportunity to interact directly with our membership outside of the College & Career Fair or an interview setting. Events in this category include central gathering sessions, an array of competitions, workshops and direct interaction with chapter leaders. Some events are available for sponsorship in conjunction with the Recruitment Sponsorship Opportunities listed on pages 10-13.

FRC OPENING SESSION \\ \$4,000

Opening Session is the official welcome event of the conference. Members attend to receive a welcome from the sponsor and NSBE's Regional Executive Board as well as an introduction to the conference agenda.

BENEFITS:

- Naming privileges for the Opening Session (i.e., "Opening Session sponsored by...")
- Opportunity to provide a representative to speak at Opening Session (5 minutes)
- VIP seating with Region II Executive Board
- Advertisement in the NSBEGuide conference mobile app
- Logo and web link on the NSBE Region II website until Jan. 15, 2020

FRC GENERAL SESSION \\ \$2,500

General Session is the official business meeting for Region II. Approximately 800 members attending the conference are required to attend the event, which occurs the morning of College & Career Fair day.

BENEFITS:

- Naming privileges for the General Session (i.e., "General Session sponsored by...")
- Opportunity to provide a representative to speak at General Session (5 minutes)
- VIP seating with Region II Executive Board
- Advertisement in the NSBEGuide conference mobile app
- Logo and web link on the NSBE Region II website until Dec. 31, 2019

FRC CLOSING RECEPTION \\ 2 SPONSORS @ \$3,500 EACH

The Closing Reception is the culminating event of the FRC. Approximately 800 attendees are present at ceremony, which occurs on the final night of the conference. The program includes guest speakers, a conference recap and presentations of competition winners and awards.

BENEFITS:

- Naming privileges for the FRC Closing Reception (i.e., "Closing Session co-sponsored by...and...")
- Opportunity to provide a representative to speak at the Closing Reception (maximum 15 minutes)
- VIP seating at Closing Reception
- Advertisement in the NSBEGuide conference mobile app
- Logo and web link on the NSBE Region II website until Feb. 15, 2020



FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

ACADEMIC TECH BOWL \\ \$1,500

The objective of the Academic Technical Bowl is to encourage and highlight academic excellence and understanding of the fundamental principles of engineering covered in the Fundamentals of Engineering (FE/EIT) Examination. The competition will include three components: the individual Progress Assessment Competition, the group Technical Engineering Competition and the Quiz Bowl, which will be in a "Jeopardy!" style game show format. Questions cover a wide variety of topics, from general engineering and science curricula from the FE/EIT to NSBE and African-American engineers' history. Each team will consist of four members and one alternate, who will represent their NSBE chapter.

BENEFITS:

- Naming privileges for Academic Technical Bowl (i.e., "Academic Technical Bowl sponsored by...")
- Opportunity to place representatives on the judging panel
- Opportunity to display banner and/or marketing materials
- Opportunity to provide prizes to winner
- Recognition in Region II social media outlets (Instagram and Twitter)

FRC TECHNICAL RESEARCH EXHIBITION (TRE) \\ \$2,500

The Technical Research Exhibition (TRE) is designed to showcase NSBE members' skills in technical writing, theoretical research and oral presentation. The competition provides an opportunity for graduate students and technical professionals to present their research findings and encourages undergraduate students to showcase their research and pursue graduate degrees. TRE is held during the FRC and the Annual Convention.

BENEFITS:

- Naming privileges for TRE (i.e., "Technical Research Exhibition sponsored by...")
- Opportunity to place representatives on the judging panel
- Opportunity to display banner and/or marketing materials
- Opportunity to provide prizes to winner
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until Dec. 31, 2018

FRC GRADUATING SENIORS EVENT \\ \$2,000

The Graduating Seniors Event is designed to honor NSBE students who are completing their undergraduate degrees. The purpose of this program is to celebrate the academic achievements of the students as they prepare their entry into the workplace or higher education. This program offers students an opportunity to interact with technical professionals in a social environment that will foster networking, relationship building and mentoring opportunities.

Total Sponsors Needed: 3

BENEFITS:

- Naming privileges for Graduating Seniors Event (i.e., "Graduating Seniors Event sponsored by...")
- Opportunity to address the attendees during the event
- Opportunity to display banner and/or marketing materials
- Six (6) complimentary tickets to the event
- Advertisement in the NSBEGuide conference mobile app
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until Jan. 2, 2019
- Access to the 2018-2019 Region II Executive Board Resume Book

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

NSBE DEBATERS \\ \$1,500

NSBE Debaters is aimed to push students to utilize critical thinking and oratorical skills in a debate setting. This competition operates using the parliamentary debate format. NSBE Debate is open to only collegiate students and focuses on pushing students to use their engineering background to develop strong and solid arguments.

BENEFITS:

- Naming privileges to NSBE Debaters (i.e. The NSBE Debaters sponsored by...)
- Opportunity to place representatives on the judging panel
- Opportunity to display company banner and/or marketing materials
- Opportunity to provide company prizes to winner
- Region II recognizes company on Social Media Outlets (Instagram & Twitter)"

FRC APEX LUNCHEON \\ \$2,000 + COST OF FOOD & BEVERAGE

The Academic Pyramid of Excellence (APEX) Luncheon brings together some of NSBE's top academic talent for networking and professional development. Students in attendance will have GPAs of 3.0 or higher.

Total Sponsors Needed: 3

BENEFITS:

- Naming privileges for APEX Luncheon (i.e., "APEX Luncheon sponsored by...")
- Opportunity to provide keynote speaker for the luncheon
- Opportunity to collect the resumes of APEX students
- VIP seating at APEX Luncheon
- Advertisement in the NSBEGuide conference mobile app
- Logo and web link on the NSBE Region II website until Dec. 31, 2019
- Access to the 2019-2020 Region II Executive Board Resume Book

FRC APEX NETWORKING EVENT \\ \$200*

The Academic Pyramid of Excellence (APEX) Networking Event enables companies to mix and mingle with the highest academic achievers a day before the College & Career Fair in a casual setting. This event will feature students with a GPA of 3.0 or higher, exclusively, in one room for the first hour. The event will open to all members after the first hour. With a more relaxed atmosphere than the College & Career Fair, this pre-screening event will give students a chance to showcase who they are outside of what is listed on their resume.

Note: APEX Networking Event partners must also purchase a Recruitment Sponsorship Opportunities package. Subject to availability.

BENEFITS:

- Opportunity to network with members in a non-recruiting environment
- Opportunity to collect the resumes of students the day before the College & Career Fair

*Event is complimentary to BCA partners.

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

FRC CHAPTER OFFICERS' EVENT \\ POWER \$3,000 / TABLE \$1,500

The Chapter Officers' Event is a collaboration session for chapter officers to network and develop solutions to the challenges they are facing in their chapters. Leaders will hear from their peers on how to solve these challenges. This event gives sponsors visibility to the top level of chapter leadership.

Total Sponsors Needed: 1 Power/2 Table

BENEFITS:

- Naming privileges to Chapter Officers' Event (i.e. Chapter Officers' Event sponsored by...)
(Power Sponsor only)
- Opportunity to provide keynote speaker to address the attendees during the luncheon
(Power Sponsor only)
- Opportunity to collect resumes of chapter officer
- Opportunity to provide a table topic at the event
- Reserved seating for company (maximum of 4 seats for Power Sponsor / 2 seats for Table Sponsor)
- Company advertisement within the Fall Conference Official Guidebook App (Power Sponsor only)
- Company logo and web link on Region II's NSBE website until January 2, 2020
- Access to the 2019-2020 Region II Executive Board Resume Book

FRC PRE-COLLEGE INITIATIVE (PCI) MEALS \\ 2 SPONSORS @ \$2,500 EACH

Breakfast, lunch and dinner are provided to PCI participants for the duration of the conference. Sponsor must select breakfast or lunch. Your contribution will ensure we are having the greatest possible impact on our young people by keeping them energized and engaged.

BENEFITS:

- Sponsorship recognition given during PCI Mini-Conference (at the region's discretion)
- Verbal recognition given at the FRC Closing Reception
- Opportunity to provide representative to speak during PCI Mini-Conference (5 minutes)
- Logo in the FRC Program Packet
- Logo and web link on the NSBE Region II website until Jan. 2, 2020

FRC ELEVATOR PITCH 2.0 \\ \$1,000

In this competition, NSBE members realize their visions of entrepreneurship in technology by pitching their ideas and business plans to showcase an original product or venture. The competition seeks new, independent ventures in the pre-seed, seed, start-up or early growth stages.

Total Sponsors Needed: 2

BENEFITS:

- Naming privileges for NSBE Elevator Pitch 2.0 (i.e., "NSBE Elevator Pitch 2.0 sponsored by...")
- Opportunity to place representatives on the judging panel
- Opportunity to display banner and/or marketing materials
- Opportunity to provide prizes to winner
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until Dec. 31, 2019

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

TORCH FESTIVAL \\ \$3,000

TORCH Festival is an event used to positively and effectively engage the community with STEM and TORCH. It is a “reverse” science fair. Instead of a traditional science fair where students present their discoveries to judges, we as the experts in the field will present our knowledge and demonstrations to youth to encourage them to consider entering a STEM field. This event will present a mixture of booths with demonstrations and explanations and interactive activities for students to walk through in groups.

Total Sponsors Needed: 2

BENEFITS:

- Naming privileges for TORCH Festival (i.e., “TORCH Festival sponsored by...”)
- Opportunity to distribute marketing materials
- Premium booth at TORCH Fest.
- Speaking opportunity at the opening and closing of a sponsored event.
- Opportunity to design the apparel for the event, including your organization’s logo
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until March. 31, 2020

FRC ‘THE ART OF TECHNICAL COMMUNICATION’ (ATC) \\ \$1,000

Presented in collaboration with STEMedia Inc., The Art of Technical Communication (ATC) is designed to showcase NSBE members’ technical experiences through creative mediums such as poetry, art, multimedia and more. This interdisciplinary competition challenges future engineers to develop innovative and imaginative techniques to express their knowledge of STEM and bring awareness to their unique experiences in STEM. This will be the first ATC hosted at a Region II NSBE conference.

Total Sponsors Needed: 1

BENEFITS:

- Naming privileges for ATC (i.e., “The Art of Technical Communication sponsored by...”)
- Opportunity to place representatives on the judging panel
- Opportunity to display banner and/or marketing materials
- Opportunity to provide prizes to winner
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until Dec. 31, 2019



FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

FRC HACK-A-THON \\ \$3,000

The Hack-A-Thon is geared toward innovative college students with a passion for solving problems through coding. This competition will allow creative students 2 weeks prior to FRC to design an application that will solve a given problem. This program will enable students to interact with sponsors during brief presentations in which teams will discuss and showcase their solution. Each student will be judged using a set of criteria, including creativity, practicality, and others.

Total Sponsors Needed: 2

BENEFITS:

- Naming privileges for Hackathon (i.e., "Hack-A-Thon sponsored by...")
- Opportunity to place representatives on the judging panel
- Opportunity to display banner and/or marketing materials
- Opportunity to provide prizes to winner
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Access to the 2019-2020 Region II Executive Board Resume Book
- Logo and web link on the NSBE Region II website until Dec. 31, 2019

GRE PREP WORKSHOP \\ \$1,500

The objective of the GRE-Prep workshop is to give collegiate and post-collegiate students considering graduate school education the tools necessary to excel on the placement test. This workshop will start with a general overview of what the GRE for those who are not familiar, and other critical test information (where to take it, best practices for preparing, and how to sign up/register to take it). Then the workshop will go into the different parts of the test and end with a few practice problems and strategies on how to do different types of problems.

Total Sponsors Needed: 1 (University)

BENEFITS:

- Naming privileges for GRE Prep Workshop (i.e., "GRE Prep Workshop sponsored by...")
- Opportunity for representatives to lead the workshop
- Distribution of partner's marketing materials
- Discussion with participants about partner's graduate programs
- Recognition on NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until Dec. 31, 2019

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

FRC TEN80 STEM INITIATIVE \\ \$2,500

The Ten80 STEM Initiative is a supplemental STEM curriculum of Ten80 Education's National STEM League. Students in grades 6-12 form Ten80 Student Racing Challenge teams that use model (1:10 scale) radio-controlled cars and mimic professional motorsport teams. The first weeks of engagement are spent learning how systems operate and how to organize data, rather than following "build" directions. After being "certified" in mechanical systems, data and problem solving, students spend the duration of the program year rebuilding the car with improved parts. Once students master the fundamentals of problem solving, data and mechanical systems, they specialize in areas of personal interest, to include project management, marketing and business. The curriculum specifically addresses enterprise and data-driven design projects. NSBE's Ten80 STEM Initiative finals take place at the Annual Convention.

Total Sponsors Needed: 1

BENEFITS:

- Naming privileges for Ten80 STEM Initiative (i.e., "Ten80 STEM Initiative sponsored by...")
- Opportunity to place representatives on the judging panel
- Opportunity to display banner and/or marketing materials
- Opportunity to provide prizes to winner
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until Jan. 15, 2019

TECHNICAL MINDS \\ \$2,000

A technical workshop for the sponsoring partner to develop a series of technical challenges to show NSBE Jr. members how to use their products such as specific software, hardware, VR/AR, etc. The partner will bring their products to be displayed at challenge stations and will also hold a raffle for participating members.

The curriculum specifically addresses enterprise and data-driven design projects. NSBE's Ten80 STEM Initiative finals take place at the Annual Convention.

Total Sponsors Needed: 1

BENEFITS:

- Naming privileges for Technical Minds (i.e., "Technical Minds sponsored by...")
- Promotion of company products
- Opportunity to distribute marketing materials
- Exposure to membership of possible opportunities & interests
- Recognition on NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until Dec. 31, 2019

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

SAT/ACT/AP BREAKDOWN \\ \$1,500

A seminar that will explain and breakdown each one of these tests to NSBE Jr. members, and explain what they tell colleges. It will also provide studying tips, techniques, and practice books to ensure that our members will obtain high scores on these standardized tests.

Total Sponsors Needed: 1 (University)

BENEFITS:

- Naming privileges for SAT/ACT Prep Workshop (i.e., "SAT/ACT/AP Breakdown sponsored by...")
- Opportunity for representatives to lead the workshop
- Distribution of partner's marketing materials
- Discussion with participants about partner's undergraduate programs
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- § Logo and web link on the NSBE Region II website until Dec. 31, 2019

FRC APPAREL SPONSOR \\ \$2,500

Conference apparel is an excellent way to increase the visibility of your organization. All conference attendees will be given an item of apparel at registration. Your logo will be given prominent placement on the item. Sponsor has the option to insert a flyer into the bag (one-color organization logo requested) if tote bags are provided. Fee quoted is for 1,000 tote bags or lanyards. Item selection is at Region II's discretion.

Total Sponsors Needed: 2

FRC SOCIAL MEDIA SPONSOR \\ \$1,000

This package will maximize your organization's brand and will provide a month of promotional time on our social media websites.

Our social media platforms have the following statistics: Facebook: 1,308 likes; Twitter: 2,531 followers; Instagram: 1,183 followers.

BENEFITS:

- Weekly posts of the sponsor's logo and careers page link on NSBE Region II's social media pages for a month before FRC
- Opportunity to advertise official multimedia graphics (1 item per week)
- Opportunity to promote partnership with Region II a month before the conference (on a biweekly basis)

FRC WORKSHOPS \\ \$500

Organizations interested in hosting a workshop should contact Favour Nerrise at r2finance@nsbe.org, with their intended topic of discussion. Workshop topics are subject to approval by the FRC chair and will be based on availability in schedule. Organizations may host a maximum of two (2) workshops, depending on the duration of the workshop and AV equipment availability. Workshop proposals cannot be accepted after Oct. 1, 2019 for the FRC.

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

FRC IN-KIND DONATIONS

This is a great opportunity for your organization to increase its visibility and brand recognition by supplying material donations. Conference participants will use materials throughout the FRC. This is an incredible opportunity to leave a lasting image of your organization in the minds of participants. Benefits for each donation will be negotiated on a case by case basis. We request a variety of items, including but not limited to:

BENEFITS:

- Awards and souvenirs
- Conference printing
- Conference supplies (pens, pencils, etc.)
- Conference t-shirts
- Projectors and other A/V equipment
- Regional Executive Board polos
- Recognition gifts and certificates)

FALL AND SPRING ZONE SUMMITS - PARTNERSHIP OPPORTUNITIES

PARTNERSHIP COST: \$750 PER SUMMIT

The End Zone, O Zone, Terror Zone, Comfort Zone and Danger Zone make up the five geographical areas of Region II. Each zone consists of collegiate, pre-collegiate and NSBE Professionals chapters. The following indicates the areas that comprise each zone.

- End Zone: Western Pennsylvania and West Virginia
- O-Zone: Virginia, excluding Northern Virginia
- Terror Zone: Northern Virginia, District of Columbia and Maryland
- Comfort Zone: North Carolina and South Carolina
- Danger Zone: Eastern Pennsylvania and Delaware

The Fall Zone Summits are held in late September or October, and the Spring Zone Summits are in late February or early March. The goal of these summits is to unite the chapters with the others in their zones while encouraging the membership to come together and network. This year's Zone Summit plans include events such as toy design and prototyping sessions and STEM Fairs to cater to middle school and high school students. This is a way for organizations to increase their visibility, while networking with the talent present at the summit in a relaxed setting.

BENEFITS:

- Exclusive naming privileges for the Zone Summit
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Recognition by Zone coordinator during the Zone Summit
- Opportunity to promote your organization at the Zone Summit
- Opportunity to network with Region II students before the Annual Convention (Spring Zone Summit only)
- Opportunity to host one (1) workshop at the Zone Summit

Total Sponsors Needed: 10 (one sponsor per summit)

FALL REGIONAL CONFERENCE AND COLLEGE & CAREER FAIR EVENT PARTNERSHIP OPPORTUNITIES

A WALK FOR EDUCATION \\ \$2500 + COST OF FOOD & BEVERAGE

The goal of A Walk for Education (AWFE) is “to increase awareness of the opportunities available through education particularly in the STEM fields and to shatter myths about African-Americans in math, science, engineering, and other technologies.” AWFE is a grassroots program in which NSBE members go door to door in underserved Black communities and hand out information on college, scholarship information, SAT/ACT preparation tools, NSBE and share information on the benefits of majoring in STEM fields. AWFE is the primary outreach and advertising mechanism of TORCH. AWFE is a one-time broad effort to reach into the community and initiate a relationship that can be developed further through other TORCH activities.

Total Sponsors Needed: 1

BENEFITS:

- Naming privileges for A Walk For Education (i.e., “A Walk For Education sponsored by...”)
- Opportunity to distribute marketing materials
- Opportunity to design the apparel for the event, including your organization’s logo
- Recognition in NSBE Region II social media outlets (Instagram and Twitter)
- Logo and web link on the NSBE Region II website until March. 31, 2019

POLICIES, PURCHASING AND TROUBLESHOOTING

POLICIES

The deadline for submission of this fully completed form is 30 days prior to the event date. Payment in full for any sponsored item contained in the 2019-2020 NSBE Region II Partnership Guide must be received no later than 30 days prior to the event date. Otherwise, access to the NSBE Regional Conference events will not be permitted and/or fulfillment of all benefits cannot be promised if payment is received less than 30 days prior to event date.

Within 30 days of the event date, there will be absolutely NO REFUNDS. A full invoice will be issued for all sponsored items ordered 30 days or more prior to the event date, except for registrations (Payment for registrations must be made by credit card.). After 30 days, only credit card will be accepted as the form of payment for the event.

A 10% late fee will be assessed on any unpaid invoices falling within 30 days of the event date.

TROUBLESHOOTING/ADDITIONAL HELP

If you have an account but are not a corporate representative, you will not be able to register your attendees. If you are not linked to the organization you desire, or if you do not have the ability to register attendees, contact the primary NSBE representative within your organization to gain access privileges. If that individual is inaccessible, you may contact a NSBE Corporate Relations representative at corp_relations@nsbe.org.

Cancellation/Change/Refund Policy - *subject to change* -

Annual Convention

All payments must be received no later than February 13, 2020. Invoices that remain unpaid after February 13, 2020, will be subject to having their associated sponsorship forfeited. ANY outstanding invoice(s) with NSBE after this date will prohibit entrance to the career fair and/or college fair/graduate school floor(s). Additional items purchased after February 13, 2020, will require credit card payment only; no other form of payment will be honored after this date (with the exception of forms mailed in along with a check with prior approval). There will be no invoicing after February 13, 2020.

A 10% late fee will be assessed to all payments made after February 13, 2020. There will be a 25% Administrative Fee for any sponsorship cancellations after January 3, 2020. This includes paid and unpaid invoices. There will be no refunds after February 1, 2020.

Certain sponsored events/items will require advance payment prior to January 1, 2020. Such event/items include but are not limited to: Convention Bags, Tours, Lanyards, Sessions, Registration and more. Please visit nsbe.org for up-to-date information.

Cancellations and/or changes will not be honored until approved in writing by NSBE Corporate Relations.

DEADLINES AT A GLANCE

January 1, 2020	Last day to cancel sponsorships (besides those needing advance payment) without paying 25% admin fee.
February 1, 2020	No refunds after this date
February 13, 2020	Deadline for payments. Credit card payments only accepted after this date with 10% late fee applied unless otherwise specified.

If participating in the Annual Convention, please note that there is a minimum fee requirement of \$200.00 for carpet per 10x10 Career Fair Booth (see Exhibitor's Manual).

If there is a requirement for additional investment such as additional food, beverages, gifts or equipment, above and beyond the NSBE purchase price within the applicable NSBE Partnership Guide, your organization will be responsible for payment. You will be directly billed from the supplying vendor and required to pay them accordingly.

Regional and Professional Conferences (Fall and Leadership)

Payment in full for any sponsored item must be received no later than 30 days prior to the Regional or Professional Conference event date. Otherwise, access to the NSBE Regional or Professional Career Fair Floor and conference events will not be permitted. Within 30 days of the event date, there are absolutely NO REFUNDS and a full invoice will be issued for all sponsored items, except registrations (credit card only).

2019-2020 SPONSORSHIP COMMITMENT FORM

The following form may be used to reserve sponsorship items related to any National- or Regional-Level NSBE events/items. Please follow the instructions below when completing this form. The NSBE fiscal year is August 1 to July 31. Benefits are generally applicable during this period of time.

Please fill out our online commitment form found here: [2019-20 NSBE Commitment Form](#)

Questions, please reach out to corp_relations@nsbe.org.

1/ Complete Contact Information

Please fill out contact information in its entirety. Note that the primary contact will receive all email notifications, invoices and other general information. Billing (Secondary) contacts are generally contacted when the primary contact is unreachable.

2/ Select a National Partnership Package

You can choose to become a Board of Corporate Affiliates (BCA) or Affiliate Partner. These levels are active year-round.

3/ Select a National or Regional Sponsorship Level

To exhibit on our regional or national Career Fair floor, you must sign up for a particular sponsorship level. If you selected a National Partnership Package above, you will again need to indicate which sponsorship level you would like to choose for the specific event, other than the Annual Convention, in which your organization is participating. Registration of personnel is handled separately from this form. Note: All exhibiting packages are bundled as defined in the sponsorship guides. There is no separate pricing to just reserve a booth.

4/ Add On Additional Items/Sponsorships

Use this section of the form to select additional items for your order. You may reserve additional booth space, onsite interview rooms, Hospitality Suite space, and more.

5/ Sign & Date

Enter the grand total of all requested items in the Grand Total box. After reviewing the cancellation policy, place your signature and date on the next line. Unsigned or incomplete forms will not be accepted.

6/ Submit Your Form

Complete, sign and submit the form, following the instructions listed on the form. We cannot guarantee receipt of your request through any other means, unless specifically agreed to separately in writing. A PDF of your invoice will be delivered to the billing contact's email address on the 15th and 30th of every month. This policy is subject to change.

ORGANIZATION PARTNERSHIP CODE OF CONDUCT AGREEMENT

The National Society of Black Engineers (NSBE) is privileged to partner with many wonderful corporate and other organization sponsors who support our mission. We are so thankful for your support. These partnerships take many different forms, almost all of which involve employees of the sponsor interacting in some way with NSBE employees and many of which involve employees of the sponsor interacting in some way with NSBE members.

When it comes to NSBE employees, it is the policy of NSBE to maintain a workplace that is healthy and safe and free from harassment and other forms of discrimination based on race, color, religion, sex, national origin, age, disability, sexual orientation, and any other applicable legally protected category. Accordingly, NSBE has zero tolerance for harassment or any other form of unlawful discrimination or other inappropriate conduct.

When it comes to NSBE members, all members are subject to NSBE's Code of Conduct, which similarly prohibits unacceptable personal conduct at any NSBE-sponsored event, which includes, for example, harassment of any kind, disorderly conduct, or blatant disregard of publicized rules and regulations.

NSBE must also insist that employees of partner organizations act in accord with the above standards. Because most of NSBE's collegiate members are under 21 years of age, NSBE is particularly protective of the environment in which NSBE-sponsored events are conducted.

We know that you share our values of embracing diversity and respect for the personal dignity of our employees and members. As such, NSBE asks that you confirm the following:

1. You understand and agree that all employees of your organization who interact with NSBE employees and/or members will conduct themselves at all times professionally and refrain from any conduct or comments that are or could be construed as harassing, discriminatory, offensive, or inappropriate.
2. You will notify all employees of your organization who will interact with NSBE employees and/or members of these standards.
3. You will notify all employees of your organization who will attend any NSBE-sponsored event that they are expected to act professionally at all times, including refraining from the excessive consumption of any alcohol and abiding by set rules and regulations of the society.

If any employees of your organization violates any of the above rules, NSBE reserves the right to communicate the matter to NSBE's relevant points of contact within your organization, have them removed from an event and/or preclude them from any future involvement with NSBE.

REGION II CONTACT INFORMATION

r2finance@nsbe.org · region2.nsbe.org

WORLD HEADQUARTERS

205 Daingerfield Road, Alexandria, VA 22314

Phone: 703.549.2207 · Fax: 703.683.5312



NSBE
NATIONAL SOCIETY OF BLACK ENGINEERS

