

Premier Business Networking Conference & Golf Tournament

ENC | 2027

EXECUTIVE NETWORKING CONFERENCE
MARCH 15-17, 2027 » AT PINEHURST

Our Legacy

A Vision Coming Into Focus

Honoring Our Past... Embracing Our Future

WHAT IS ENC?

The **Executive Networking Conference (ENC)** was established in the mid-1980s as a means of building relationships and supply chain opportunities for minority business executives. Over the years ENC evolved into the region's **premier professional development and business networking event**, convening established and aspiring minority and women-owned businesses, corporate executives, public-sector decision-makers, community leaders, business lenders, equity investors, and other stakeholders engaged in advancing a diverse economy.

THE ENC EXPERIENCE

ENC is the place for people to come together to learn about and share creative and innovative ideas, leadership principles, and equitable economic development strategies.

ENC is uniquely focused on the needs of the diverse business community. Our event brings critical issues, economic updates, innovative funding opportunities, and professional education that uniquely speaks to women, minorities and other diverse business owners.

ENC also creates a conversation - bringing state, local, national, and international leaders together with entrepreneurs in honest dialogues about the current economic opportunities and barriers for diverse business entities.



WHO SHOULD ATTEND

- Small and Diverse Business Owners
- Corporate Executives
- Supplier Diversity Professionals
- Corporate and Government Purchasing Officers
- Public-Sector Decision-Makers
- Community Leaders
- Business Lenders
- Equity Investors
- HBCUs

PAST ATTENDEES HAVE SAID

"... Thank you for putting together an amazing conference. It was truly an honor to attend. I loved every minute of ENC. The sessions were top-tier and the value of the networking at the conference was unmatched. I have been to a lot of conferences this year (A LOT) and ENC was by far the best one."

"This was my first year attending the ENC; it was a great experience all around."

"I thought the flow was very good. The staff was helpful - both ENC and Pinehurst."

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WHY SPONSOR ENC?

BUSINESS RELATIONSHIPS

ENC offers a bridge for corporate employers and small businesses to interact. Whether your company is seeking to expand its supplier inclusion strategies or you are an emerging business looking for new capital resources, ENC offers resources and opportunities to network and find those new business partners and relationships.

SOCIAL RESPONSIBILITY & LEADERSHIP

At ENC, we are building the future of diverse leadership. Through our sponsors and supporters, we offer scholarships to HBCU students and other emerging talent. Special break-out sessions provide professional development, financial literacy, and business education designed for the diverse student entrepreneur. As mentors and employers, we are engaging the next generation at every step.

VISIBILITY

Sponsors are key to our conference success financially, but our sponsors also bring services, networking, programming and education. Whether you are present for our business expo, speed networking, or attending a session - your sponsorship is adding programmatic value in addition to gaining social media and web visibility across our 5,000+ small business clients regionally.

GLOBAL IMPACT

Our relationship reaches far beyond ENC. The Institute is a growing network of wrap-around services and partners. From local programming to support entrepreneurs in our immediate footprint to emerging opportunities on the continent of Africa - we are excited to have you part of our circle.



Interested in becoming a sponsor of ENC 2027?

Please reach out to us at ENC@TheInstituteNC.org.

For more info & registration visit TheInstituteNC.org/ENC2027



SPONSOR LEVELS	LEGACY SPONSOR \$ 75,000	TITLE SPONSOR \$ 50,000	PLATINUM SPONSOR \$ 35,000	GOLD SPONSOR \$ 25,000	SILVER SPONSOR \$ 15,000	BRONZE SPONSOR \$ 10,000	CHAMPION SPONSOR \$ 5,000	MWBEs and Non-Profits COMMUNITY SPONSOR \$ 2,500
Complimentary accommodations	3 Rooms for 3 Nights <i>at Carolina Hotel</i>	2 Rooms for 3 Nights <i>at Carolina Hotel</i>	1 Room for 3 Nights <i>at Carolina Hotel</i>					
Exclusive Presidential Reception access	●	●	●	●				
Premier branding and recognition	●	●						
Enhanced speaking and engagement opportunities	Keynote Address Exclusive Roundtable Session	Greetings Dedicated Session EXPO Ribbon Cutting Awards Gala	Intro of Keynote Speaker Awards Gala	Tuesday Luncheon	Monday Luncheon			
Verbal recognition at events	●	●	●	●	●	●		
Prominent recognition on NIMED website and social media	●	●	●	●	●	●		
Course No. 8 hole sponsor signage <i>(first come, first served unless otherwise noted)</i>	● <i>1st & 18th hole</i>	● <i>9th hole</i>	● <i>1 hole (as available)</i>	● <i>1 hole (as available)</i>	● <i>1 hole (as available)</i>	● <i>Tee off area</i>	● <i>Tee off area</i>	● <i>Tee off area</i>
Color ad in program	2-Page spreads <i>(inside front & back)</i>	Centerfold	Full page	Full page	Full page	Half page	Half page	
"All Access" conference passes, including all meals & Awards Gala	16 <i>2 reserved tables at event meals</i>	12 <i>2 reserved tables at event meals</i>	8 <i>1 reserved table at event meals</i>	8 <i>1 reserved table at event meals</i>	6 <i>1 reserved table at event meals</i>	4	2	1
Golf Tournament Passes: Course No. 8	16 <i>(4 Teams)</i>	12 <i>(3 Teams)</i>	8 <i>(2 Teams)</i>	4 <i>(1 Team)</i>	4 <i>(1 Team)</i>	4 <i>(1 Team)</i>	2	1
MWBE Scholarship(s)	8	6	4	3	2	1		
HBCU Student Scholarship(s)	8	6	4	3	2	1		
Exhibit table at Business Expo	●	●	●	●	●	●	●	●
Company logo and listing on all conference materials	●	●	●	●	●	●	●	●
Inclusion as sponsor in digital event app	●	●	●	●	●	●	●	●

2027 ENC SPONSORSHIP LEVELS

LEGACY SPONSOR

(1 opportunity)

\$75,000

Enhanced Speaking & Engagement Opportunities:

- **Keynote Speaking Opportunity:** Opportunity for a prominent representative (e.g., CEO, President) to deliver a keynote address or a significant speaking role during a high-profile general session.
- **Exclusive Private Roundtable Session:** Opportunity to host a private, invitation-only roundtable discussion with select attendees, such as public-sector decision-makers, equity investors, or corporate executives on a topic of sponsor's expertise.

Unrivaled Access & Hospitality:

- **3 - Complimentary hotel rooms at the Carolina Hotel for 3 nights.**
- **16 - "All Access" conference passes** with 2 reserved tables at conference meals.
- **16 - Course No. 8 Golf Tournament passes** (4 teams).
- **VIP Lounge:** Access to **branded VIP lounge** for sponsor to host private meetings and network with high-value attendees throughout the conference.
- **Exclusive Presidential Reception** (*invitation only*).

Premier Branding & Recognition:

- Recognition on NIMED website, all marketing materials, and social media outlets as "ENC 2027 Presented by [YOUR COMPANY NAME]" - Legacy Sponsor".
- "ENC 2027 Presented by [YOUR COMPANY NAME]" banner placed strategically throughout the event, including at major event spaces (main stage, registration, key networking areas).
- Prominent recognition as the Overall Conference Sponsor for all major special event activities (e.g., Awards Gala, Golf Tournament, Welcome Reception, Luncheons).
- Dedicated press release announcing the sponsorship.
- Verbal recognition at conference events.

Scholarship & Community Impact:

- Sponsorship level enables 8 MWBEs and 8 HBCU students to attend the conference with a scholarship.

Premier Marketing & Visibility:

- Exclusive inside front and back spread color advertisement in the conference program.
- Prominent logo and listing as Legacy Sponsor on all conference materials and sponsor video loop.
- Guaranteed prime location for exhibit table at Business Expo.
- Inclusion as the top-tier sponsor in the digital event app with enhanced features (e.g., push notifications to attendees).
- Dedicated email blast to all conference attendees pre-event, highlighting sponsor's involvement and offerings.
- Course No. 8 - 1st and 18th hole sponsor signage.
- Inclusion of sponsor's promotional video (up to 60 seconds) played during plenary session(s).

TITLE SPONSOR

(1 opportunity)

\$50,000

Enhanced Speaking & Engagement Opportunities:

- **Dedicated Session/Workshop:** Host a thought leadership session or a workshop led by the Title Sponsor; Opportunity to showcase expertise and engage with attendees more deeply.
- Opportunity for speaking role at Opening Session, Business EXPO Ribbon Cutting, and Awards Gala.

Access & Hospitality:

- **2 - Complimentary hotel rooms at Carolina Hotel for 3 nights.**
- **12 - "All Access" conference passes** with 2 reserved tables at conference meals.
- **12 - Course No. 8 Golf Tournament passes** (3 teams).
- **VIP Lounge:** Access to **branded VIP lounge** for sponsor to host private meetings and network with high-value attendees throughout the conference.
- **Exclusive Presidential Reception** (*invitation only*).

Premier Branding & Recognition:

- Recognition on NIMED website, all marketing materials, and social media outlets as "ENC 2027 in partnership with YOUR COMPANY NAME".
- "ENC 2027 in partnership with YOUR COMPANY" banner placed strategically throughout the event.
- Recognition as Golf Breakfast & Luncheon Sponsor.
- Verbal recognition at conference events.

Scholarship & Community Impact:

- Sponsorship level enables 6 MWBEs and 6 HBCU students to attend the conference with a scholarship.

Premier Marketing & Visibility:

- Course No. 8 – 9th hole sponsor signage.
- Centerfold color ad in conference program.
- Company logo and listing as Title Sponsor on all conference materials and sponsor video loop.
- Exhibit table at Business Expo.
- Inclusion as sponsor in digital event app.

PLATINUM SPONSOR

(2 opportunities)

\$35,000

- **1 - Complimentary hotel room at Carolina Hotel for 3 nights.**
- **8 - "All Access" conference passes** with 1 reserved table at conference meals.
- **8 - Course No. 8 Golf Tournament passes** (2 teams).
- **Exclusive Presidential Reception** (*invitation only*).
- Prominent recognition on NIMED website and on social media.
- Recognition as Awards Gala Sponsor.
- Opportunity for speaking role at Awards Gala and introduction of keynote speaker.
- Sponsorship level enables 4 MWBEs and 4 HBCU students to attend the conference with a scholarship.
- Exclusive logo placement at Course No. 8 golf hole – first come, first served basis (*excludes holes 7, 9, & 18*).
- Verbal recognition at conference events.
- Full-page color ad in conference program.
- Exhibit table at Business Expo.
- Company logo and listing as Platinum Sponsor in all conference materials and sponsor video loop.
- Inclusion as sponsor in digital event app.

GOLD SPONSOR

\$25,000

- **8 - "All Access" conference passes** with 1 reserved table at conference meals.
- **4 - Course No. 8 Golf Tournament passes** (1 team).
- **Exclusive Presidential Reception** (*invitation only*).
- Prominent recognition on NIMED website and on social media.
- Recognition as Tuesday Luncheon Sponsor.
- Opportunity for speaking role at Tuesday Luncheon.
- Sponsorship level enables 3 MWBEs and 3 HBCU students to attend the conference with a scholarship.
- Exclusive logo placement at Course No. 8 golf hole – first come, first served basis (*excludes holes 7, 9, & 18*).
- Verbal recognition at conference events.
- Full-page color ad in conference program.
- Exhibit table at Business Expo.
- Company logo and listing as Gold Sponsor in all conference materials and sponsor video loop.
- Inclusion as sponsor in digital event app.

SILVER SPONSOR

\$15,000

- **6 - "All Access" conference passes** with 1 reserved table at conference meals.
- **4 - Course No. 8 Golf Tournament passes** (1 team).
- Prominent recognition on NIMED website and on social media.
- Recognition as Monday Luncheon Sponsor.
- Opportunity for speaking role at Monday Luncheon.
- Sponsorship level enables 2 MWBEs and 2 HBCU students to attend the conference with a scholarship.
- Exclusive logo placement at Course No. 8 golf hole – first come, first served basis (*excludes holes 7, 9, & 18*).
- Verbal recognition at conference events.
- Full-page color ad in conference program.
- Exhibit table at Business Expo.
- Company logo and listing as Silver Sponsor in all conference materials and sponsor video loop.
- Inclusion as sponsor in digital event app.

BRONZE SPONSOR

\$10,000

- **4 - "All Access" conference passes**, including all meals and Awards Gala.
- **4 - Course No. 8 Golf Tournament passes** (1 team).
- Prominent recognition on NIMED website and on social media.
- Sponsorship level enables 1 MWBE and 1 HBCU student to attend the conference with a scholarship.
- Logo placement at Course No. 8 tee off area.
- Verbal recognition at conference events.
- Half-page color ad in conference program.
- Exhibit table at Business Expo.
- Company logo and listing as Bronze Sponsor in all conference materials and sponsor video loop.
- Inclusion as sponsor in digital event app.

CHAMPION SPONSOR

\$5,000

- **2 - "All Access" conference passes**, including all meals and Awards Gala.
- **2 - Course No. 8 Golf Tournament passes.**
- Logo placement at Course No. 8 tee off area.
- Half-page color ad in conference program.
- Exhibit table at Business Expo.
- Company logo and listing as Champion Sponsor in all conference materials and sponsor video loop.

COMMUNITY SPONSOR

\$2,500

Ideal for smaller companies, non-profit organizations, and associations looking for basic or first-time visibility.

- **1 - "All Access" conference pass**, including all meals and Awards Gala.
- **1 - Course No. 8 Golf Tournament pass.**
- Logo placement at Course No. 8 tee off area.
- Company listing as Community Sponsor in all conference materials and sponsor video loop.
- Exhibit table at Business Expo.



2027 ENC SPECIAL SPONSORSHIP LEVELS

GOLF TOURNAMENT SPONSOR

(1 opportunity @ \$15,000)

- 4 - Course No. 8 Golf Tournament passes.
- Logo placement on signage at golf tournament, including signage on team golf carts.
- Golf caddy for each team.
- Shuttle service to and from Course No. 8.
- Promotional items and swag in golf tournament bags.
- Beverage cart with refreshments.
- Bagpipe player
- Putterboy trophies for tournament winners.
- Opportunity to present golf awards at luncheon.

HOSPITALITY SUITE SPONSOR

(2 opportunities @ \$5,000)

- 1 - "All Access" conference pass, including all meals and Awards Gala.
- 1 - Course No. 8 Golf Tournament pass.
- Company listing as Hospitality Suite Sponsor in conference materials and sponsor video loop.
- Exhibit table at Business Expo.
- Logo on signage at hospitality suite and in conference program.

WELCOME RECEPTION SPONSOR

(1 opportunity @ \$12,000)

- 2 - "All Access" conference passes, including all meals and Awards Gala.
- 2 - Course No. 8 Golf Tournament passes.
- Half-page color ad in conference program.
- Exhibit table at Business Expo.
- Company logo and listing as Welcome Reception Sponsor in conference materials and video loop.
- Sponsorship level allows 1 drink ticket per attendee.
- Opportunity to make remarks/toast the attendees at Welcome Reception.
- Opportunity to provide input on theme and decor (for example, table gifts).

AWARD SPONSOR

(4 opportunities @ \$3,500)

- 2 - "All Access" conference passes.
- Company listing as Award Sponsor in conference materials and sponsor video loop.
- Opportunity to present chosen award at Awards Gala.
- Photo opportunity with awardee and use of photo for sponsor publicity.

2027 EXECUTIVE NETWORKING CONFERENCE A LA CARTE OPTIONS

**** All sales are final. No refunds ****

ALL ACCESS* PASS

\$775

Early-bird Rates - if registered by:

September 15, 2026

\$575

November 15, 2026

\$675

- All conference plenary and breakout sessions
- Welcome & Networking Receptions
- All Luncheons
- Awards Gala Dinner
- Conference Souvenir Bag

* Does not include Golf Tournament pass.

MONDAY ONLY PASS

\$450

Includes the following Monday, March 15th events:

- Plenary and breakout sessions
- Breakfast & Luncheon with keynote speaker
- Business EXPO
- Welcome Reception
- Conference Souvenir Bag

TUESDAY ONLY PASS

\$550

Includes the following Tuesday, March 16th events:

- Plenary and breakout sessions
- Breakfast & Luncheon with keynote speaker
- Awards Gala Dinner
- Conference Souvenir Bag

AWARDS GALA PASS

\$300

Includes the following Tuesday, March 16th events:

- Networking Reception
- Awards Gala Dinner
- After Party
- Silent Auction

GOLF TOURNAMENT PASS

\$650

Includes the following on Wednesday, March 17th:

- Breakfast
- Golf Tournament - Pinehurst Course No. 8
- Course No. 8 green fees
- Golf souvenir package
- Refreshments at beverage cart
(* Tobacco products not provided)
- Golf Awards Luncheon

GOLF CLINIC PASS

\$150

Includes the following on Wednesday, March 17th:

- Golf Clinic - Pinehurst Course No. 8
- Individualized instruction led by a certified Pinehurst Golf Instructor. Practice clubs provided or you are welcome to bring your own clubs
- Golf Awards Luncheon

**** Limited availability. Must be registered at least one day to purchase golf clinic pass.**



CONFERENCE HOTEL

Conference activities will take place at:

The Pinehurst Resort
Carolina Hotel
80 Carolina Vista
Pinehurst, NC 28374

Group dates are Saturday, March 13, 2027 to
Thursday, March 18, 2027.

AVAILABLE ROOM TYPES

Carolina Hotel: \$529 per room, per night

BOOK RESERVATIONS:

Group Code: bkg285 **Password:** 13088721

Online: <https://theinstitutenc.org/pinehurst2027>

By phone: 800.235.8507

Cancellations must be made **at least 30 days prior** to your arrival date. Cancellations received within the 30 days will forfeit the deposit. A **one-night's deposit** will be charged at the time of booking to guarantee reservations. Deposits are fully refundable up to 30 days prior to check-in.

NOTES FOR PROSPECTIVE SPONSORS

The value of benefits under each level for tax purposes can be estimated upon request. Final values will be provided on invoices upon request.

VIRTUAL EXHIBIT BOOTHS

All sponsors will receive a complimentary virtual exhibit booth. Instructions on how to access your booth will be sent to you following registration.



SUPPORT FORM

SPONSOR COMMITMENT

(Please check sponsorship level)

- | | |
|--|---|
| <input type="checkbox"/> LEGACY SPONSOR (\$75,000) | <input type="checkbox"/> GOLF TOURNAMENT SPONSOR (\$15,000) |
| <input type="checkbox"/> TITLE SPONSOR (\$50,000) | <input type="checkbox"/> WELCOME RECEPTION SPONSOR (\$12,000) |
| <input type="checkbox"/> PLATINUM SPONSOR (\$35,000) | <input type="checkbox"/> HOSPITALITY SUITE SPONSOR (\$5,000) |
| <input type="checkbox"/> GOLD SPONSOR (\$25,000) | <input type="checkbox"/> CHAMPION SPONSOR (\$5,000) |
| <input type="checkbox"/> SILVER SPONSOR (\$15,000) | <input type="checkbox"/> AWARD SPONSOR (\$3,500) |
| <input type="checkbox"/> BRONZE SPONSOR (\$10,000) | <input type="checkbox"/> COMMUNITY SPONSOR (\$2,500) |

FOUR PAYMENT OPTIONS

1. CHECK

Mail completed support form and check made payable to **NIMED**, P.O. Box 1331, Durham, NC 27702

2. REGISTER AS A SPONSOR & PAY ONLINE

Visit: <https://TheInstituteNC.org/ENC27sponsor>

3. REQUEST INVOICE

Company: _____

Name of Authorized Representative: _____

Mailing Address: _____

Phone: _____ Email: _____

4. CREDIT CARD

Company: _____

Cardholder Name: _____

Phone: _____ Email: _____

Billing Address: _____

Credit Card Type: Visa MasterCard Discover AMEX

Credit Card Number: _____

Exp. Date: _____ Security Code: _____ Amt. to Charge: _____

I authorize National Institute of Minority Economic Development to charge the amount listed above to my credit card provided herein.

Authorized Signature: _____ Date: _____

Authorized Name: _____

Submit Credit Card form via email to:
ENC@TheInstituteNC.org

SPONSORSHIP AND REGISTRATION ONLINE

Visit: <https://TheInstituteNC.org/ENC2027>

NOTES AND SPECIAL INSTRUCTIONS

VIRTUAL EXHIBIT BOOTHS

All sponsors will receive a complimentary virtual exhibit booth. Instructions on how to access your booth will be sent to you following registration.

ADS

Ads must be received by 5pm EST on Friday, February 12, 2027.

Submit ads to: ENC@TheInstituteNC.org

DESIGN & PRINT SPECIFICATIONS

Available Sizes:

- Full Page – 8.5" x 11"
- Half Page (horizontal) – 8.5" x 5.5"

Full Bleeds (if applicable)

- Bleeds should extend 1/8" on all sides

Resolution:

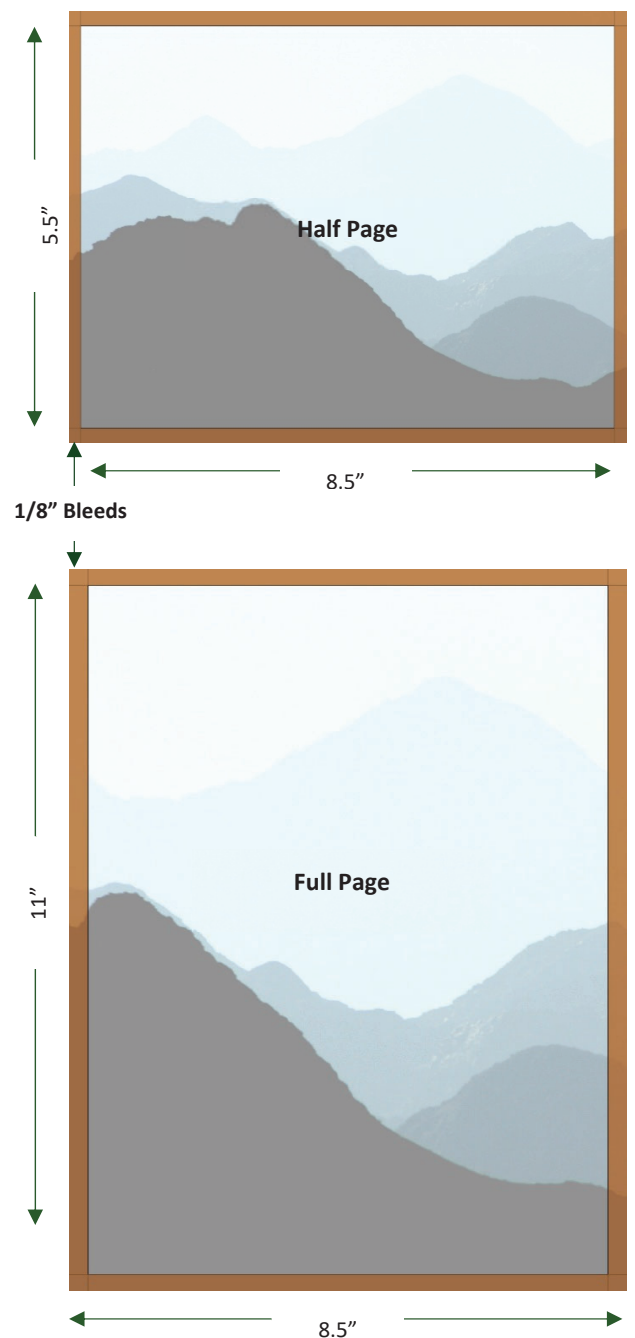
- 300 dpi minimum

Color Preference:

- 4-color (CMYK)

Acceptable File Submission Formats:

- PDF with all text converted to outlines
- JPG (high resolution of 300dpi or better)
- EPS or Adobe Illustrator (.ai)



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114 W. Parrish Street
Durham, NC 27701

919.956.8889

TheInstituteNC.org