



## **CAMSC – Black Business Initiative Partnership**

### **Memorandum of Understanding**

#### **Whereas:**

**CAMSC**, the Canadian Aboriginal and Minority Supplier Council, operates as a private sector-led, non profit membership organization composed of major Canadian and global corporations. The organization aims to boost economic development opportunities and through these, employment, for Aboriginal peoples and visible minorities. CAMSC's mission is to deliver programs to facilitate purchasing opportunities between major corporations and suppliers owned and operated by minorities and aboriginal peoples.

#### **And**

The **Black Business Initiative (BBI)** is the principal business and community economic development agency for the African Nova Scotian communities in the Province of Nova Scotia. The BBI has as its vision to foster a dynamic and vibrant Black presence within the Nova Scotia Business Community. The BBI places priority on supporting Black owned firms to improve productivity, invest in strategic innovations and enhance regional and global competitiveness. This includes supporting business starts, business growth and business attraction to Nova Scotia.

#### **Purpose:**

The two Parties agree to collaborate to increase access to business opportunities in the corporate supply chain for their respective members, and when/where it makes sense given our respective mandates, to lobby government to effect change on issues related to economic development of minority-owned businesses and communities in Canada.

#### **Joint Initiatives**

The two Parties agree to meet on an annual basis to identify potential initiatives for collaboration. All such initiatives will be added as an Appendix to this Agreement and updated each year.

#### **Commitment:**

The parties hereby agree to enter into this agreement based on the commitments as outlined below.



### **CAMSC Commitments:**

1. **PARTNER RECOGNITION:** CAMSC will recognize BBI as a Partner, and provide BBI with logo recognition on its Partners page. CAMSC will issue a press release to its membership to highlight this partnership.
2. **CERTIFICATION SERVICES DISCOUNT:** CAMSC will offer certification services to BBI's clients who qualify for certification (51% owned, managed and controlled by minorities). BBI clients are eligible for a **30% discount on** CAMSC certification.
3. **LISTING ON THE DIVERSITY BUSINESS MARKETPLACE:** As a benefit of BBI membership, BBI clients will automatically be listed on the Diversity Business Marketplace directory, for exposure to CAMSC corporate members seeking suppliers for national or Nova Scotia opportunities.
4. **SUPPLIER FIND:** When CAMSC receives requests from corporations for suppliers for an upcoming project/bid, CAMSC will email the SupplierFind request to BBI so that BBI can promote the potential business opportunity to its clients.
5. **EVENT and PROGRAM MARKETING:** CAMSC will promote BBI events and programs to its membership by providing a link and notice on our website, as well as newsletter updates.
6. **EVENT PARTICIPATION:** CAMSC will offer BBI two complimentary passes to its two annual marquee events, the Diversity Procurement Fair and the Business Achievement Awards. In addition, CAMSC will invite BBI clients to participate in other CAMSC training sessions (e.g. Access to Success and Best Practices webinars) that may be of interest to BBI's clients.
7. **EVENT PLANNING:** CAMSC will work together with BBI to organize at least one co-hosted event annually that will be of value to its mutual stakeholder base.

### **BBI Commitments**

1. **PARTNER RECOGNITION:** BBI will recognize CAMSC as a partner, and provide CAMSC with logo recognition on its website. BBI will issue a press release to its stakeholder group to highlight this partnership, and work with CAMSC to organize a partnership launch.
2. **MEMBERSHIP DISCOUNT:** BBI will offer CAMSC certified suppliers a **30% discount**, to attend BBI's biennial summit.



3. **BUSINESS OPPORTUNITY PROMOTION:** BBI will provide CAMSC with at least one annual speaking opportunity, to discuss business opportunities through CAMSC certification. In addition, BBI will disseminate Supplier Find business opportunities to its members when requests are made.
4. **CERTIFICATION SUPPORT SERVICES:** BBI to provide occasional assistance to CAMSC where requested, to validate Nova-Scotia-based supplier qualifications relevant to upcoming business opportunities, as well as potential queries during the CAMSC certification review process.
5. **RESOURCES:** BBI will provide CAMSC with temporary access to its offices and support resources, for occasional meetings when CAMSC staff are in Nova Scotia.
6. **EVENT and PROGRAM MARKETING:** BBI will promote relevant CAMSC events and programs, such as its Diversity Procurement Fair, to its clients and other stakeholders by providing a link and notice on its website, as well as newsletter updates.
7. **EVENT PARTICIPATION:** BBI will offer CAMSC two complimentary passes to its major annual events.
8. **EVENT PLANNING:** BBI will work together with CAMSC to co-organize an event annually that will be of interest to its mutual stakeholder base.
9. **POLICY INITIATIVES:** CAMSC and BBI agree to work together to lobby all levels of government for the purpose of effecting policy change related to improving the economic well-being of minority businesses in Canada.



This partnership agreement is valid for two years from the day of its signing and as agreed to by the signatories below with said agreement renewable thereafter upon mutual consent.

**Signed:**

**For:**

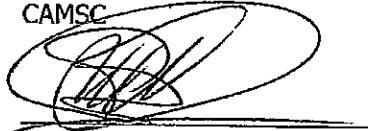
CAMSC

**For:**

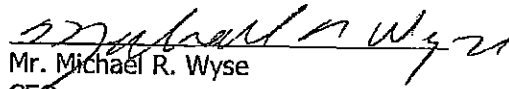
BBI



Ms. Cassandra Dorrington  
President  
CAMSC



Witness: Rustum Southwell



Mr. Michael R. Wyse  
CEO  
BBI



Witness: Greg Browning  
Chair  
BBI

Date:

Date:

June 21, 2012