

BLACK engineer of the YEAR awards conference



Hosted by:
Lockheed Martin
Corporation

*US Black Engineer &
Information Technology
magazine*

The Council of
Engineering Deans
of the Historically
Black Colleges and
Universities



17th Annual Black Engineer of the Year Awards Conference
February 13-15, 2003 Baltimore, MD

www.blackengineer.com



DOES DIVERSITY STILL MATTER?



While much has changed about the way American businesses operate, one thing has remained constant: the need to have access to the best and brightest work force. That work force has changed drastically in the last several decades, and this new century will bring even greater changes. In just a few short years, more than 70 percent of new entrants into the job market will be African Americans, Hispanics, or women. In some states, such as California, this already is true.

For today's progressive employers, these changes mean traditional recruitment strategies will need to be augmented with programs that strongly emphasize work/life issues and enhance their reputations as a good corporate citizens. Being a successful business will require a work force that reflects the changed face of America. The issue today is not whether your company needs to maintain and expand its diversity employment efforts but, rather, how to do so in an economic environment where getting the most value is an urgent priority.

But how large will the return on this investment be? Much depends on the details of your investment plan.

A COMPREHENSIVE SOLUTION

Recruiting top minority technology employees is possibly the most expensive recruiting you will do. There are a number of reasons for this: the small number of candidates, the difficulty in finding sources and venues to regularly connect with them, and the high visibility required of diversity programs.

Today's diversity recruitment requires employers to embrace a totally integrated, multifaceted strategy. For that, Career Communications Group (CCG) is the company you should turn to. CCG's Black Engineer of the Year Awards Conference has proven itself for more than 17 years to be a high-profile event, demonstrating — to leading educators, students, and government officials, as well as employees, consumers, and company shareholders — employers' commitment to diversity.

Make sure you protect your company's image and signal to your existing employees that diversity is still a high priority during the downturn. The 17th Annual Black Engineer of the Year Awards Conference gives you the **opportunity**.

Opportunity HERE'S WHY:



**Visibility among
Opinion-makers**



Wide Geographic Reach

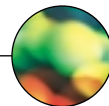


Pipeline Development



**Cost-effective College
Recruiting**

HERE'S WHY:



Visibility among Opinion-makers

The Black Engineer of the Year Awards Conference is unique in bringing together the “Who’s Who” of politics, business, government, and education. Many of the conference’s major sponsors find extra value in joining with their major defense and government clients in celebrating diversity. The value our sponsors get from the visibility and publicity of their involvement distinguishes the Black Engineer of the Year Awards Conference as the most anticipated diversity event of the year.

Wide Geographic Reach

You can’t be everywhere, but your name can. The Black Engineer of the Year Awards Conference gives you the opportunity to promote your name in the most effective way. More than 4,000 students representing 64 colleges — including the historically Black colleges and universities — attend the Black Engineer of the Year Awards Conference each year.

Your participation in the conference is important to your recruitment efforts. According to a study by Ernst & Young LLP, nearly two-thirds of college students believe it is important to work for an organization that values diversity.

Pipeline Development

Guaranteeing the nation a quality technical work force means getting young people interested in science and technology at an early age. In fact, a joint survey between the Information Technology Association of America and *US Black Engineer & Information Technology* magazine found that students find an interest in IT jobs at an early age, through exposure

to the field. The Black Engineer of the Year Awards Conference has worked with leading engineering and K–12 educators to design one of the most effective pre-college programs in the nation. During the conference, students are exposed to technology and teachers are provided with tools needed to coach youngsters.

Cost-effective College Recruiting

One way to locate up-and-coming minority and female students cost-effectively is by recruiting at the Black Engineer of the Year Awards Conference. Here, you will connect with high-level representatives of the nation’s historically Black colleges and universities — women and men who provide the country’s best companies and government agencies with help in recruiting top talent, by giving unique access to their students. In addition, the conference Career Fair, mentoring sessions, and other networking events introduce employers to many quality students and professionals.

Career Communications Group’s diversity programs reach into colleges — and even high schools — to send the message that your organization wants to help the development of young, minority persons into solid business leaders. Our products and services directly support our partners’ retention efforts and, when combined with the other elements of a company’s retention plans, work to reduce attrition.

There are no silver bullets when it comes to retaining top technology professionals, particularly in this highly charged technology-driven economy. A long-term partnership with Career Communications Group is the best way to get results.

SEMINARS



Help Your Employees Make the Most of Their Careers



Technology Track

The CTI Technology Track has seminars that will advance your knowledge of business applications and the direction of technology, whether you are a seasoned IT professional or an end-user. Acquire the skills needed to increase your productivity and use technology to its fullest potential. Classes are designed to help you manage large projects more easily, learn about the newest technologies, and get hands-on experience with the latest business applications.



New Professionals Track: Laying the Foundation

Build the skills necessary to succeed in your new career and advance to the next level. The New Professionals Track for career-planning exposes students and new professionals to persons whose career paths are similar to theirs. Learn specific actions you can take that lead to success, from the people who know them best. From creating spreadsheets to public speaking, the New Professionals Track will prepare you with skills to excel. These courses will give you the knowledge and confidence to quickly advance in any career.

According to a survey by Career Communications Group, training is the second most important factor to employees considering whether to remain with or join a company. The Black Engineer of the Year Awards Conference takes professional development very seriously. Our goal is to return your employees to you more motivated, better prepared, and more excited about being part of your workplace. The CCG Training Institute presents world-class seminars based on a series of learning tracks developed to enhance the leadership and managerial skills of students and professionals, and to help companies and organizations with cultural coaching and pipeline development strategies.



Business Solutions Track: Thinking Outside of the Box

To succeed in the global marketplace, businesses must learn how to innovate and develop new businesses better and faster than their competitors do. To do this requires a special culture — one much different from the traditional American business culture.

During the past decade, many new opportunities have stemmed from the expansion of small businesses and the development of new enterprises. Thinking outside of the box has created a need for greater “intrapreneurial” skills among employees and greater ability to create an environment more nurturing of business innovation within large organizations.

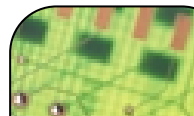
The focus of this track is entirely upon providing the knowledge and skills necessary to increase your competitive advantage in a business arena of intense change and challenge. You will come to see your organization as more than just the sum of its parts and learn how to use this broader vision to make effective management decisions. You will develop a new approach to leadership — one shaped by new business trends, teamwork, and technology.



Management Leadership Track

The CTI Management Leadership Track is designed to enhance the skills and knowledge of mid-level managers and executives. Participants will broaden their business perspectives and develop skills that will help them lead their organizations effectively. Sharpen your understanding of problems in all functional areas of business and develop abilities to develop integrated, holistic solutions. Learn how to manage effectively for the good of your organization and the individuals involved, and take advantage of the opportunity to evaluate the impacts of current social, economic, global, cultural, and technological trends on business.

CORPORATE AND HIGHER EDUCATION PARTNERS



Past Conference Participants

CORPORATE PARTNERS

Boeing
Cisco Systems
Compaq Computer Corporation
DaimlerChrysler
Dell Computer
Department of Transportation/FAA
Eaton Corporation
Ford Motor Company
General Motors
Hewlett-Packard
IBM Corporation
Kraft
The MITRE Corporation
Motorola
Naval Air Systems Command
NASA
Navy Recruiting Command
Northrop Grumman
Raytheon Company
Texas Instruments
TRW
United Technologies
U.S. Marine Corps

PLATINUM PARTICIPANTS

3M Corporation
ARINC
Booz-Allen & Hamilton
U.S. Army Corps of Engineers

GOLD PARTICIPANTS

Abbott Laboratories
Corning Inc.
EDS
Goldman Sachs
Medtronic
Mercedes-Benz
Mitretek Systems
Microsoft
Newport News Shipbuilding
Office of Naval Research
Sun Microsystems
U.S. Army Research Lab

SILVER PARTICIPANTS

Applied Physics Laboratory
Eli Lilly and Company
Honda Manufacturing of America
Lucent Technologies
Nabisco
PECO Energy
Southern Company
SprintTelcordia
Verizon

BRONZE PARTICIPANTS

Applied Research Labs
Battelle
Convergys
Defense Information
Systems Agency
Global Crossing
ITT Industries
Johns Hopkins Hospital
M/A - Com
QUALCOMM
Scientific-Atlanta
Space Naval Warfare Systems
Zefer

EXHIBITORS

Clorox
Dupont
Ensco Inc.
Epsilon Gamma
KPMG
Legg Mason
NSA
PB King Inc.
Picatinny Arsenal
U.S. Department of Energy
U.S. Nuclear Regulatory
Commission

SPECIAL EVENT SPONSORS

Awards Ceremony
DaimlerChrysler

College Cabaret
Navy Recruiting Command

College Student Orientation
Raytheon Company

Deans' Breakfast
Texas Instruments
Co-Sponsors - AMIE and
Raytheon Company

Empowerment through
Entrepreneurship Luncheon
Ford Motor Company

HBCU Roundtable
Medtronic and
Bristol-Myers Squibb

High School Student Program
Army ROTC

Middle School Student Program
Rensselaer Polytechnic Institute

Networking Reception
Goldman Sachs and
Raytheon Company
Co-Sponsor - Southern Company

Opening Night Reception
Co-Sponsors - Eaton Corporation
and Sun Microsystems

Registration
Compaq

Winners' Reception
Mercedes-Benz

PARTICIPATING COLLEGES AND UNIVERSITIES

AMIE
ASME International
Baltimore City Community
College
Clarkson University
Columbia University
Drexel University
Florida A&M / Florida State
University
GEM Consortium
George Washington University
Hampton University
Howard University
Jackson State University
Morgan State University
National Technical Association
North Carolina A&T University
Princeton University
Rensselaer Polytechnic Institute
Southern University
SUNY Maritime College
Tennessee State University
Tuskegee University
University of Central Florida
University of Houston
University of Maryland
Baltimore County
University of Maryland,
College Park



PARTNERSHIP PACKAGES

3 DAYS OF CORPORATE MARKETNG AND RECRUITING OPPORTUNITIES

For this three-day conference we offer several levels of corporate participation: Corporate Partner, Platinum Partner, Gold Partner, Silver Partner, and Bronze Partner. Sponsors at all levels will receive tickets to the special events and promotion on our Web sites, which receives over 1,400 hits a day.

To maximize your company's visibility, you may want to sponsor or co-sponsor one or more of our 10 exciting events. These events are professionally designed to make the weekend extraordinarily valuable for sponsors and participants.

MAJOR BENEFITS OF PARTNERSHIP PARTICIPATION

Recruitment

Your recruitment activity will be enhanced because you will receive exhibit booth space in the prime location on the floor of the Black Engineer Career Fair. The prime location will make your participation even more successful.

Corporate Visibility

Your organization will receive a listing with the company's name or logo on the Black Engineer of the Year Awards Conference Web Page, where it will be highlighted throughout the year. The organization's name will appear on every promotion that we do for the conference—including ads in *USBE & Information Technology* magazine and the 2003 Black Engineer of the Year Awards program journal, news releases, posters, banners, and other promotional and advertising materials. Tens of thousands of professionals and students will learn of your participation through our comprehensive promotional campaign.

Employee Participation

Participation in the Black Engineer of the Year Awards Conference will allow your organization to interface one-on-one with professionals, students, and educators in the fields of science, engineering, and technology. The nine universities that sponsor this event enroll 28 percent of this nation's African-American students in science and engineering. These schools graduate 40 percent of the African-American science and engineering professionals. Your company will have the opportunity to meet with the engineering deans, engineering chairpersons, and professors of the HBCUs. Your company will interview potential employees and interns from the pool of students and professionals attending the event. In addition, we are joined by other HBCUs such as Jackson State, which produce the lion's share of the nation's Black information technologists and computer scientists.



PARTNERSHIP PACKAGES

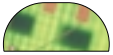
CORPORATE

PLATINUM

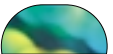
GOLD

SILVER

BRONZE

**CORPORATE PACKAGE \$30,000**

Representative to serve as judge on the 2003 Selection Panel
 Senior-level Representative to present an award at the 2003 Black Engineer of the Year Awards Ceremony
 Publicity Plus Package
 Up to 320 square feet of prime booth space at the Career Fair
 Up to 20 Corporate Registrations
 Up to 20 tickets to the Engineering Deans' Power Breakfast
 Logo link on the Web Page for 3 months

**PLATINUM PACKAGE \$18,000**

Publicity Plus Package
 Up to 80 square feet of booth space in the Platinum Area of the Career Fair
 Up to 10 Corporate Registrations
 Up to 10 tickets to the Engineering Deans' Power Breakfast
 Logo link on the Web Page for 3 months

NOTE: Corporate registrations includes: Opening Night Reception, Entry to Career Fair floor, Admission to the CCG Training Institute Seminars, Modern-day Technology Leadership Luncheon, Entry to Awards Ceremony, and Entry to the Professional Networking Event.

**GOLD PACKAGE \$15,000**

Publicity Plus Package
 Up to 80 square feet of booth space in the Gold Area of the Career Fair
 Up to 6 Corporate Registrations
 Up to 6 tickets to the Engineering Deans' Power Breakfast
 Hyperlink on the Web Page for 3 months

**SILVER PACKAGE \$12,500**

Publicity Plus Package
 Up to 80 square feet of booth space in the Silver Area of the Career Fair
 Up to 4 Corporate Registrations
 Up to 4 tickets to the Engineering Deans' Power Breakfast
 Hyperlink on the Web Page for 3 months

**BRONZE PACKAGE \$10,000**

Publicity Plus Package
 Up to 80 square feet of booth space in the Bronze Area of the Career Fair
 Up to 2 Corporate Registrations
 Up to 2 tickets to the Engineering Deans' Power Breakfast
 Hyperlink on the Web Page for 3 months



SPECIAL EVENTS SPONSORSHIP OPPORTUNITIES

Opening Night Reception

Serves as the "kickoff" of the Black Engineer of the Year Awards Conference. It welcomes professionals, industry leaders, and academia, and provides an excellent opportunity for networking. Thursday, February 13, 2003, 6:00 p.m.– 8:00 p.m., Baltimore Convention Center. Participants are approximately 600 professionals, executives, and college deans and faculty from around the country.

The cost is \$30,000.

Modern-Day Technology Leadership Luncheon

This celebrity gathering will honor our new technology leaders, with special appearances by former Black Engineer of the Year Award winners. Friday, February 14, 2003, at the Baltimore Convention Center. Participants are corporate partners, Fortune 500 executives, and professionals from around the country.

The cost is \$30,000.

Professional Networking Event

A fun-filled evening of music, dancing, and socializing to give all conference participants an opportunity to become better acquainted with one another in a relaxed atmosphere. Friday, February 14, 2003, 7:00 p.m.–10:00 p.m. Participants are approximately 300 representatives of industry and academia, corporate sponsors, and VIPs from around the country.

The cost is \$30,000.

Power Breakfast with the Engineering Deans of the Historically Black Colleges and Universities, Corporate America, and Students

Honoring our Special Recognition honorees and providing an excellent opportunity for networking. Saturday, February 15, 2003, 7:30 a.m.–9:00 a.m., Renaissance Hotel, 202 E. Pratt Street. Participants are HBCU deans, VIPs, industry leaders, students, and professionals from around the country.

The cost is \$40,000.

HBCU Deans and Corporate America Roundtable

The Council of Engineering Deans meets here to discuss the state of HBCU engineering programs. This is an opportunity to interact with the deans and discover firsthand how these much-needed programs are developing and what impact Corporate America can have on their future improvement. Saturday, February 15, 2003, at the Baltimore Convention Center. Participants are the nine engineering deans of the Council, Fortune 500 executives, industry leaders, and professionals from around the country.

The cost is \$20,000.

Black Engineer of the Year Awards Ceremony and Exclusive Private Pre-Ceremony Reception

The awards ceremony will recognize and honor the exceptional achievements of distinguished men and women who have excelled in the fields of engineering, science, and technology. The pre-ceremony reception provides an opportunity to meet the winners and presenters before the actual ceremony. Saturday, February 15, 2003, 6:00 p.m.– 7:30 p.m., Exclusive Private Pre-Ceremony Reception; 8:00 p.m.–10:00 p.m., Black Engineer of the Year Awards Ceremony. Participants are approximately 2,000 VIPs, corporate leaders, dignitaries, professionals, and college deans, faculty, and students from around the country.

The cost is \$50,000.

Black Engineer of the Year Awards Winners' Reception

The Winners' Reception provides an opportunity for VIP participants to meet and interact with our Black Engineer of the Year Award winners and presenters in a social environment. Saturday, February 15, 2003, 10:00 p.m.– 1:00 a.m. Participants are approximately 700 award recipients, VIPs, corporate leaders, professionals, and college deans and faculty from around the country (Limited space available).

The cost is \$25,000.



SPECIAL EVENTS SPONSORSHIP OPPORTUNITIES

PRE-COLLEGE STUDENT PROGRAMS

Sponsored by Maryland Mathematics, Engineering, Science Achievement (MESA) and Career Communications Group, Inc.

Operating for more than 20 years, the MESA Program consists of a consortium of technical employers and universities working together with individual schools to create a superior education process enabling students to reach their full potential in the areas of math, engineering, science, and technology.

Elementary/Middle School Student Program

Students will participate in a series of comprehensive technology exhibitions and hands-on scientific experiments.

Thursday, February 13, 2003, 9:00 a.m.–3:00 p.m.

Participants are 600 elementary/middle school students ranging from grades 4 through 8, from public and private schools throughout Maryland and around the country.

The cost is \$10,000.

High School Student Program

Students will engage in a comprehensive science and technology program at the Baltimore Convention Center and Columbus Center. They will meet representatives from major corporations, colleges, and universities from around the country at the Career Fair.

Friday, February 14, 2003, 9:00 a.m.–3:00 p.m.,

Baltimore Convention Center, 1 West Pratt Street. Participants are 2,000 high school students ranging from grades 9 through 12, from public and private schools throughout Maryland and around the country.

The cost is \$10,000.

COLLEGE STUDENT PROGRAM

College Student Orientation and Reception

Students receive a formal presentation about the Black Engineer of the Year Awards Conference and the opportunities available through the workshops and the Career Fair.

Friday, February 14, 2003, 5:00 p.m.–7:00 p.m.,

Baltimore Convention Center. Participants are approximately 800 students from historically Black colleges and universities and other major universities from around the country.

The cost is \$20,000.

SPONSORSHIP REGISTRATION

Yes, I will attend. Please register me for the 2003 Black Engineer of the Year Awards Conference. This form may be duplicated. Exhibiting personnel please call 410.244.7101 to order the exhibitor personnel registration form.

Name _____

Company _____

Title _____ Department _____

E-mail _____

Business Address _____

City _____ State _____ Zip _____

Business Phone _____ Fax _____

Method of Payment

A check/money order for \$ _____ is enclosed, payable to:
Career Communications Group, Inc.

Purchase Order number _____ and amount \$ _____
(Purchase order must be attached to registration form enclosed.)

Please charge \$ _____ to my credit card:

M/C Visa Diner's Club AmEx Discover

Credit Card Number _____ Exp. Date _____

Card Holder Signature _____

Exhibit Space Only

Exhibit Space not included in our package

Platinum Exhibit Space \$8,000 Silver Exhibit Space \$6,000

Gold Exhibit Space \$7,000 Bronze Exhibit Space \$5,000

We agree to pay the sum of \$ _____ as rental for the space allotted to us, of which \$ _____ is enclosed (A deposit of no less than 50% of the total booth rental is required). We also understand that the complete rental fee must be received by Career Communications Group, Inc. by December 31, 2002. Deposit must accompany this signed contract; no exceptions will be made.

Fax or mail the conference registration form to:

Black Engineer of the Year Awards Conference

Attn: Stan Levin

729 East Pratt Street, 5th Floor

Baltimore, Maryland 21202

Telephone: 410.244.7101

Fax: 410.752.1837

OFFICE USE ONLY

Date Received _____ Paid in Full _____ Payment _____

Booth Number(s) _____ Total Price _____ Date Acknowledged _____

Confirmed by _____

Please turn over for package prices

SPONSORSHIP REGISTRATION

PARTNERSHIP PACKAGES

- Corporate Package **\$30,000**
- Platinum Package **\$18,000**
- Gold Package **\$15,000**
- Silver Package **\$12,500**
- Bronze Package **\$10,000**

Corporate Participation Partners can purchase additional exhibit booth space at a 50% discount for each additional booth.

Please reserve, for our use at the 2003 Black Engineer of the Year Awards Conference, exhibit space on the official floor plan as requested below. We understand that our use of this space is subject to the conditions and terms provided in this booklet. Upon acceptance by CCG, this document shall become a binding contract between the exhibitor and CCG. Number of booths desired: _____.

Please refer to "Terms & Conditions" when filling out this section.

Special Events Sponsorship Opportunities Event Marketing Opportunities

Pre-College Student Programs

- Elementary/Middle School Student Program **\$10,000**
- High School Student Program **\$10,000**

College Student Programs

- College Student Orientation and Reception **\$20,000**

Special Events

- Opening Night Reception **\$30,000**
- Modern-Day Technology Leadership Luncheon **\$30,000**
- Professional Networking Event **\$30,000**
- Power Breakfast with the Engineering Deans of the Historically Black Colleges and Universities, Corporate America, and Students **\$40,000**
- HBCU Deans and Corporate America Roundtable **\$20,000**
- Black Engineer of the Year Awards Ceremony and Exclusive Private Pre-Ceremony Reception **\$50,000**
- Black Engineer of the Year Awards Winners' Reception **\$25,000**

Total = \$ _____

TERMS AND CONDITIONS FOR PARTNERS AND EXHIBITORS

You will be offered the available location nearest to your choice, and you will be able to confirm your space. A copy of the exhibitors' agreement will be mailed to you for confirmation. The exhibit booth space and all displays will be assigned in the same order in which the exhibitors' agreements are received with the payments. The assignments to booth spaces will be made, whenever possible, in accordance with the preferences you have indicated. It is understood that CCG does not guarantee any particular space.

Method of Exhibitor Assignment

Exhibit booths will be assigned in accordance with *THE EXHIBITOR'S PREFERENCE IN THE ORDER IN WHICH THE EXHIBITOR'S AGREEMENTS ARE RECEIVED* in the CCG office with the payment. If a company's first choice has been previously assigned, it receives its second choice, provided the second choice has not been previously assigned; etc. If all five choices have been previously assigned, the assignment will be made by CCG.

What the Exhibit Fee Covers

Exhibit booths are furnished. The space includes table and chairs. Booths are decorated with flame-proof draperies, and a standard 7" x 44" identification sign will be provided.

Payment

In the event any remaining balance of the full remittance in payment for the booth(s) engaged by the exhibitor has not been received by CCG on or prior to December 31, 2002, CCG reserves the right to cancel this contract without liability. In such event, CCG shall retain the amount paid by such exhibitor as a forfeited deposit.

Management Company

Career Communications Group, Inc.
729 E. Pratt Street, 5th Floor
Baltimore, MD 21202
Phone: 410.244.7101

Installation of Exhibits

Information will be included in the exhibitor package, upon receipt of confirmed space reservations.

Cancellation of Exhibit Space

Request for cancellation of exhibit space shall be presented to CCG in writing not later than December 31, 2002. Each exhibitor shall be liable for the full space rental unless all spaces are sold, at which time such liability will be reduced to 30 percent of full participation packages.

Care of Space

The exhibitor agrees not to deface, injure, or mar the exhibit hall of the Baltimore Convention Center or any of the furniture or fixtures contained therein, and/or any of the property of whatever nature placed therein. The exhibitor shall be liable for any damage resulting from any of its agents, servants, or employees, and the exhibitor shall defend and hold harmless CCG from all claims and suits against the aforesaid commissions or omissions of the exhibitor, its agents, servants, or employees.

Insurance

CCG assumes no responsibility for the safety of the personnel or property of exhibitors or the personal property of their officers, agents, servants, or employees. Any exhibitor wishing to insure personnel or goods against injury, theft, damage by fire, accident, or other cause, must do so at their own expense.

Security

Security will be provided to guard exhibits, Thursday, February 13, 2003 continuing through Saturday, February 15, 2003, each night until 6:00 p.m.

Liability

CCG shall not be liable for any damages in the event that performance of this contract is rendered impossible for any cause.

HOTEL REGISTRATION

J. Spargo & Associates (JS&A) has been designated as the official housing bureau for the 2003 Black Engineer of the Year Awards Conference.

To reserve hotel accommodations, please complete the reservation form. JS&A will confirm your reservation within seven (7) business days of receipt. After January 8, 2003, rooms are subject to availability and higher rates.

GUARANTEE NOTICE

All reservations MUST BE guaranteed by a credit card. Forms provided without complete credit card information will be returned.

SPECIAL NOTICE

Rebate on professional room rate will be used to underwrite the Black Engineer of the Year Awards College Program.

RETURN COMPLETED FORM TO:

Black Engineer of the Year Awards Conference
 c/o JS&A, 11212 Waples Mill Rd. Ste 104, Fairfax VA 22030
 Telephone: 800.739.8716 Fax: 703.631.6288

PLEASE FILL OUT THIS SECTION CAREFULLY. NOTIFY J. SPARGO & ASSOCIATES (JS&A) IN WRITING FOR CHANGES AND CANCELLATIONS. RATES SUBJECT TO CHANGE. PLEASE CALL TO CONFIRM.

HOTELS

Please number hotels in order of preference.

— **Baltimore Marriott Inner Harbor**
110 South Eutaw St.
 Courtyard/City view
 Single (one person/one bed) **\$149**
 Double (two persons/one bed) **\$149**

— **Sheraton Inner Harbor Hotel**
300 South Charles Street
 (Black Engineer of the Year Headquarters Hotel)
 Single (one person/one bed) **\$159**
 Double (two persons/one bed) **\$159**

— **Renaissance Harborplace Hotel**
202 East Pratt Street
 Single (one person/one bed) **\$165**
 Double (two persons/one bed) **\$165**

— **The Harbor Court Hotel**
550 Light Street
 Courtyard/City view
 Single (one person/one bed) **\$165**
 Double (two persons/one bed) **\$165**
 Harborview
 Single (one person/one bed) **\$195**
 Double (two persons/one bed) **\$195**

Name _____
 Company _____
 Title _____
 E-mail _____
 Business Address _____
 City _____ State _____ Zip _____
 Business Phone _____ Fax* _____
 Arrival Date (Check-in time, 4:00 p.m.) _____
 Departure Date (Check-out time, 12:00 noon) _____
 Special Requests _____

* Confirmations will be sent via fax.

METHOD OF PAYMENT

Please charge my hotel deposit of \$ _____ to my:
 M/C Visa Diner's Club AmEx Discover
 Card Number _____
 Exp. Date _____
 Card Holder _____
 Signature _____

I understand that I must cancel my reservation according to the individual hotel's cancellation policy and that if I do not occupy the room on the specified arrival date, my credit card will be charged the applicable cancellation fee. The hotel is authorized to use the card indicated under Method of Payment to guarantee my room reservation.

ADVERTISING OPPORTUNITIES AND MATERIALS DEADLINE

USBE & INFORMATION TECHNOLOGY MAGAZINE CONFERENCE ISSUE DISTRIBUTION

USBE & Information Technology magazine reaches the overwhelming majority of Black engineering students, as well as many engineering professionals. Four times a year, these select audiences comb our pages for success stories, pertinent articles about technology and education, and timely career advice.

MECHANICAL REQUIREMENTS

Full-page (live area) 7 x 10
 2/3-page (horizontal) 7 x 6-11/16
 2/3-page (vertical) 4-5/8 x 10
 1/2-page (horizontal) 7 x 5
 1/2-page (vertical) 3-3/8 x 10
 1/3-page (horizontal) 4-5/8 x 5
 1/3-page (vertical) 2-1/2 x 10
 Full-page (bleed) 8-5/8 x 11-1/4
 Full-page (trim) 8-1/4 x 10-7/8
 Double-page 15 x 9
 Double-page (bleed) 17-1/4 x 11-1/4

ADVERTISING RATES

BLACK & WHITE (1X)

Full-page \$5085
 2/3-page \$3990
 1/2-page \$3195
 1/3-page \$2798

2-COLOR (1X)

Full-page \$5835
 2/3-page \$4740
 1/2-page \$3945
 1/3-page \$3548

3- or 4-COLOR (1X)

Full-page \$6360
 2/3-page \$5265
 1/2-page \$4470
 1/3-page \$4073

Advertising and Materials Deadline: January 11, 2003

(Ads submitted after the deadline will not be published)
 Advertising Department: 410.244.7101

CAMERA-READY MATERIAL

- Right-reading, emulsion-side-down negatives preferred
- Veloxes, scotch prints, art work, and mechanicals accepted
- Halftone and line screen 133-150

FOLD-OUTS ALSO AVAILABLE

***USBE & Information Technology* magazine**

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