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*People* Do  
Exceptional Things

# SPONSORSHIP OPPORTUNITIES

Visit Our Website  
[www.mdhcc.org](http://www.mdhcc.org)



# A Message from our President

To our sponsors,

Thank you for considering sponsorship with the Maryland Hispanic Chamber of Commerce (MDHCC). On behalf of the Board of Directors, we warmly welcome you and your company. As President/CEO, I'm honored to lead an organization driven by a mission to enhance the lives of all Marylanders through collaboration and economic growth.

At MDHCC, we are committed to achieving strategic goals that strengthen Maryland's economy by fostering productive relationships between our sponsors and members. We deeply value our sponsors and strive to provide strong returns on investment by increasing brand recognition, broadening customer reach, enhancing visibility, and building brand loyalty.

We take time to understand each sponsor's unique goals, customizing packages that align with their vision and purpose. Through networking events and strategic engagement, we connect sponsors with members—who represent potential customers and vendors—while offering insights into the Hispanic/Latino market's purchasing power and trends. These engagements help refine customer profiles, generate leads, and create sales opportunities. Our digital platforms and marketing efforts further boost visibility and open avenues for business growth.

MDHCC hosts a range of events throughout the year, offering sponsors meaningful promotional and networking opportunities. Signature events include the Annual Gala, celebrating rising stars and key supporters; the Scholarship Golf Event, supporting Hispanic/Latino students; the Legislative Reception, connecting members with elected officials; and several Multi-Chamber events. We also host industry-focused summits on energy, infrastructure and transportation, health, and real estate and development, offering access to public and private sector opportunities.

Monthly BAM (Business Advocacy & Mentorship) sessions offer entrepreneurship training, where many of our sponsors actively contribute to these programs as speakers, trainers, or mentors. Our events are hosted throughout different regions of our State and on-line.

We invite and encourage your participation. Your support is essential to advancing our mission. ¡Bienvenidos a nuestra familia!



**Marco V. Ávila, P.E.**  
President/CEO  
Maryland Hispanic Chamber of Commerce  
[Marco.Avila@mdhcc.org](mailto:Marco.Avila@mdhcc.org)



# Board of Directors

## Executive Board

**President & CEO**  
Marco V. Ávila, P.E., WSP

**Chair**  
Gigi Guzmán, Inglés-Spanish LLC

**Secretary**  
Ana Karina Pascal, Ideas Insurance Solutions

**Treasurer**  
Claudia Hatch, M&T Bank

**Chief Operating Officer**  
Patricia Mir – MDHCC

## Board of Directors

Marco V. Ávila, P.E.

Gigi Guzmán

Sila Alegret-Bartel

Ana Karina Pascal

Marcela Burbano de Lara

Claudia Hatch

Josh Lopez

Jorge Drijas

## Past Chairs

### Immediate Past Chairman:

Jorge Eduardo Castillo

### Past Chairs:

Dick Colon

Gigi Guzman

Rick Martinez

Susana Ptak

Enrique Melendez

Hector Vinas

Dick Otero

Maria Martinez

Theresa A. Daytner

Veronica Cool

## Regional Committees Chairs

Capital Region: Jorge Drijas

Western Region: Sila Alegret-Bartel

GB-Region: Marco V. Ávila, P.E.

Southern Region: Vacant

Eastern-Shore Region: Vacant

## Committee Chairs

Marco V. Ávila (Sponsorships/Scholarships/Partnerships)

Gigi Guzmán (BAM/Grants)

Vacant (Government Affairs/Bylaws)

Claudia Hatch (Financial)

Hon. James Campos (Energy Committee)

Claudia Grace (Wellness)

Ana Karina Pascal (Special Events & Gala)

Alex Zunca (Sister State Program)

Vacant (Scholarships)

Dick Otero (8a Program)

Patricia Mir (Memberships)

Cristina Oviedo/Santiago Carrera (Howard County Initiatives)

Patricia Mir (Frederick County)

Claudia Hatch (Anne Arundel County Initiatives)

Cristina Oviedo (Cafecito Con, BAM & Social Media)

## Vision

MDHCC empowers the Hispanic business community in the State of Maryland through business development, legislative support, B2B connections, membership and sponsorships. Partnerships ensure success for all.

## Purpose

The purpose of the MDHCC is to serve the Hispanic business community by promoting business opportunities, executive training, and access to resources, coaching, and capital.

## Mission

MDHCC's mission is to promote the establishment, growth, prosperity and retention of Hispanic businesses, and those entities and persons that support them in the State of Maryland.

# Who are we?

## A Powerful Force Turbocharging Small Business Growth, and Driving Maryland's Economy

- Hispanics are the fastest growing demographic in the State of Maryland.
- 739,816 Hispanics (12% of Maryland's Population)\*
- 100,000+ Hispanic-Owned Businesses in the State of Maryland \*
- 340% Purchasing power growth since 2000
- 17 out of the top 25 largest Hispanic consumer markets
- \$3.65 Trillion GDP Annually in the USA

\* Based on the 2021 Census Bureau Data

### Our sponsors:

- seek to create lasting relationships and meaningful interactions
- get real-life information about our member companies and the Hispanic market
- secure promotional, marketing and speaking opportunities as their return on investment (ROI)

Hispanic  
business owners  
seek opportunities  
and partnerships  
to grow together.



# Our work



## Signature Events

Our series of signature events designed to support and empower Hispanic entrepreneurs and business leaders in Maryland.

The **Annual Gala** celebrates our members' successes and inspires Hispanic entrepreneurs to strive towards business growth and greater financial freedom.

Our **Annual Scholarships Golf Tournament** combines a day away from the office to get together and to seize new opportunities in a relaxing country setting. This event will raise funds specifically for our Scholarship Program.

The **Energy Summit** is your gateway to the latest advancements in the energy sector and an unparalleled networking opportunity with industry experts.

The **Infrastructure Summit** is a premier event dedicated to exploring and advancing the critical infrastructure projects that will shape the future of our communities.

The **Legislative Reception** connects Maryland's Governor, elected officials, and candidates with the Hispanic business community to discuss key concerns and shared goals.

**Multi - Chamber Mixers** are large events (150-250 people) co-hosted with other membership organizations, and they are meant to be an opportunity to expand your network.

## Business, Advocacy & Mentorship (BAM!)

The BAM! program helps members to develop strong capabilities, skills, and qualifications that may enable business relationships leading to sales opportunities. We connect members with decision-makers, form alliances, advocate for Hispanic-owned businesses, and address key challenges through education, mentoring, and training.

## “Cafecito con” Series

This video interviews celebrate the achievements of top members and their businesses and how they significantly impacted their industries and communities —promoting innovation, resilience, and growth across the network.

## CEO's Circle

The CEO's Circle is an exclusive networking group for selected Chamber members, offering a unique opportunity to build meaningful relationships. Members can introduce themselves, showcase their company's capabilities, and connect with fellow sponsors, board members, and the Executive Director in an intimate meet-and-greet setting.

## Health & Wellness Series

The Health Fair is a community event that aims to promote overall wellbeing and healthy living. It is hosted annually and includes a business expo for healthcare providers, wellness experts, and community organizations, free or low-cost health screenings, educational resources, and more.

## Workshops

Workshops, seminars, webinars and podcasts to assist companies to improve their skills and expertise, and help them with minority certifications process (MBE/DBE, 8a, and others).



# PROGRAMS



## Certifications & Government Contracting Workshops

We support certifications like MBE (State/local) and 8(a) (Federal), and connect to subcontracting opportunities with Maryland's top companies.



## Scholarships

The Scholarship program supports all individuals who want to further their education in Maryland (at colleges, universities and trade schools).



## “Cafecito con” Series

The “Cafecito Con” series celebrates the achievements of MDHCC’s top members and businesses, featuring influential leaders who share their success stories. It creates a collaborative space for networking, showcasing innovation, resilience, and leadership, while strengthening community ties and promoting growth.

# MEMBERSHIP OPTIONS & BENEFITS

BENEFITS	Annual Membership Level 3: Business Leader \$1,000	Annual Membership Level 2 - Business Builder \$500	Annual Membership Level 1: Business Basics \$200
Memberships slots	4 employees	2 employees	1 person
Listing at Members Directory on MDHCC website	✓	✓	✓
Discounted or Free admission to Chambers Events	✓	✓	✓
Discounted Membership with Engineers Society of Baltimore (Engineers Club)	✓	✓	✓
Listing in the monthly newsletter when you join (includes logo and link to the website)	✓	✓	✓
Access to members-only events (CEO roundtable, advisory group, etc.)	✓	✓	✓
Priority notice on sponsorship opportunities to increase your visibility and marketing.	✓	✓	✓
Priority notice on relevant business information (grants, regulations, contract opportunities, etc.)	✓	✓	✓
Shared table space at community events when you volunteer to help MDHCC.	✓	✓	✓
Access to join a Committee or Board of Directors	✓	✓	✓
Access to Members Mondays	✓	✓	✓
Member-to-member discount listing	✓	✓	✓
Business milestones/job openings/special announcements in our newsletter	✓	✓	✓
Opportunity to present company's expertise at ONE (1) BAM on Zoom.	✓	✓	
Opportunity to be listed as a member of the MDHCC Speakers' Bureau.	✓	✓	
Members' spotlight on social media	✓	✓	
Support and promotion of Grand Opening/Open House/Anniversary events.	✓	✓	
Event listing on our Community/Partners calendar	✓		
Table space at Annual Business Expo	✓		
Send one (1) email blast to all members per year	✓		
Access to use of conference room at office in Baltimore, Hagerstown, or College Park	✓		

# SPONSORS BENEFITS



BENEFITS		\$25,000 ANNUAL CUSTOM SPONSOR	\$15,000 CHAIRMAN'S SPONSOR	\$10,000 CHAMPION SPONSOR	\$7,500 VISIONARY SPONSOR	\$7,500 "Cafecito Con" SPONSOR	\$5,000 TOP ADVOCATE SPONSOR	\$2,500 BAM SPONSOR
Benefits at large	Memberships slots	25 employees	15 employees	10 employees	7 employees	5 employees	5 employees	3 employees
	Listing at Members Directory on MDHCC website	✓	✓	✓	✓	✓	✓	✓
	Free admission to some Member and Chambers Events	✓	✓	✓	✓	✓	✓	✓
	Discounted Membership with Engineers Society of Baltimore (Engineers Club)	✓	✓	✓	✓	✓	✓	✓
	Logo on the MDHCC website and newsletter	✓	✓	✓	✓	✓	✓	✓
	Recognition as Sponsor at various MDHCC events	✓	✓	✓	✓	✓	✓	✓
<b>BAM (Business Advocacy &amp; Mentorship)</b>								
Valued at \$2,500	Recognition as the BAM on Zoom at Noon sponsor	✓	✓	✓	✓	✓	✓	✓
	Hosting and speaking opportunities at BAM and/or MDHCC events	3 events	3 events	2 events	1 event	1 event	1 event	1 event
	Logo next to the BAM logo on ALL BAM communications	✓	✓	✓	✓	✓	✓	✓
<b>Gala</b>								
Valued at \$10,000	Preferred seating at VIP tables and VIP cocktail reception for ten (10) individuals	10 ticket	10 tickets	10 tickets	5 tickets	5 tickets	2 tickets	
	Prime location company signage	✓	✓	✓	✓	✓	✓	✓
	A/V recognition	✓	✓	✓	✓	✓	✓	✓
	Logo placement on all digital Gala marketing communications	✓	✓	✓	✓	✓	✓	✓
	Logo placement on event's program	✓	✓	✓	✓	✓	✓	✓
	Presence on the event-specific web page before and after the gala	✓	✓	✓	✓	✓	✓	✓
<b>"Cafecito con"</b>								
Valued at \$2,500	Recording of professionally conducted video interview	✓	✓	✓	✓	✓		
	Sponsoring four (4) episodes per year.	✓	✓	✓	✓	✓		
	Company's logo featured in all annual <b>"Cafecito con"</b> video interviews as the main sponsor	✓	✓	✓	✓	✓		
<b>Energy Summit</b>								
Valued at \$10,000	Five (5) admission tickets	✓	✓	✓	✓			
	Prime location company signage	✓	✓	✓	✓			
	1/4 page ad in the printed program distributed to all attendees	✓	✓	✓	✓			
	Logo placement on all digital event's marketing communications	✓	✓	✓	✓			
	Presence on the event-specific webpage	✓	✓	✓	✓			
	Optional: Booth Exhibit	✓	✓	✓	✓			

More 

# SPONSORS BENEFITS (cont.)



	BENEFITS	\$25,000 ANNUAL CUSTOM SPONSOR	\$15,000 CHAIRMAN'S SPONSOR	\$10,000 CHAMPION SPONSOR	\$7,500 VISIONARY SPONSOR	\$7,500 "Cafecito Con" SPONSOR	\$5,000 TOP ADVOCATE SPONSOR	\$2,500 BAM SPONSOR
<b>Infrastructure/Transportation Summit</b>								
Valued at \$3,500	Recognition at the event	✓	✓	✓	✓			
	Speaking slot to feature your firm	✓	✓	✓	✓			
	Five (5) admission tickets	✓	✓	✓	✓			
	Prime location company signage	✓	✓	✓	✓			
	1/4 page ad in the printed program distributed to all attendees	✓	✓	✓	✓			
	Logo placement on all digital event's marketing communications	✓	✓	✓	✓			
	Presence on the event-specific webpage	✓	✓	✓	✓			
<b>Holidays Celebration</b>								
Valued at \$1,000	5 Event Tickets	✓	✓	✓				
	Recognition at the event	✓	✓	✓				
	Logo placement on all digital event's marketing communications	✓	✓	✓				
	Logo placemnet on the event-specific web page	✓	✓	✓				
<b>Health &amp; Wellness Fair</b>								
Valued at \$3,000	Logo on all event advertising (website, social media, newsletter, event banner)	✓	✓					
	Vendor table with VIP location	✓	✓					
	Informational time at the event	✓	✓					
	Special mention at the beginning/end of event	✓	✓					
	Mention on social media postings after the event	✓	✓					
<b>Multi-Chamber Mixers</b>								
Valued at \$1,000	5 tickets	✓						
	Space to display flyers at MDHCC table	✓						
	Mention on social media postings and website	✓						
	Special mention during the event	✓						
	Logo or Ad display at the event	✓						
	Speech opportunity during the event (up to 3 minutes)	✓						

# GALA SPONSORSHIPS

Benefits	GIFT BAGS	PHOTO BOOTH SPONSOR	PHOTO SPONSOR	BAR SPONSOR	DANCE SPONSOR	DINNER SPONSOR	EVENT SPONSOR
	\$2,500	\$2,500	\$3,500	\$4,000	\$5,000	\$10,000	\$20,000
Individual tickets	2 tickets	2 tickets	3 tickets	4 tickets	8 tickets	10 Tickets	20 Tickets
Mentions on social media posts	✓	✓	✓	✓	✓	✓	✓
Name and logo display on screens during Gala	✓	✓	✓			✓	✓
Logo on event program	✓	✓	✓	✓	✓	✓	✓
Name and Logo on attendees' Gif bags	✓						
Name and logo on all Photo Booth's pictures		✓					
Prime location company signage at the cocktail area				✓			
Prime location company signage at reception area					✓		
Presence on event-specific web page before and after event					✓	✓	✓
Preferred table location						✓	✓
A/V recognition						✓	✓
Hotel room paid for the night of the Gala						1 room	2 rooms
Half (½) page ad on printed program							✓
Speaking opportunity							✓
Prime location company signage (podium)							✓

# ENERGY SUMMIT SPONSORSHIPS

The Maryland Hispanic Chamber of Commerce (MDHCC), Virginia Hispanic Chamber of Commerce (VHCC), and United States Hispanic Chamber of Commerce (USHCC) collaborate to present a highly anticipated Annual Energy Summit in the DMV region.

This dynamic event will bring together industry leaders, experts, and advocates to explore innovative solutions and strategies for achieving energy independence in our communities. Featuring five expert panels, the summit will cover critical topics such as: Data Centers & AI, Energy Innovation & Generation, Mid-Atlantic Energy Landscape & Forecast, Small Modular & Advanced Modular Reactors, How to Win Government Contracts, and more.

Benefits	Platinum	Gold	Silver	Bronze	Cocktail	Amigos	Booth/Table	Summit + Membership	Non-Member Admission	Member Admission	Virtual Admission
	\$20,000	\$15,000	\$10,000	\$5,000	\$3,000	\$1,000	\$750	\$200	\$50	\$25	Free
Individual Tickets	20	15	10	5	3	2	1	1	1	1	1
Speaking opportunity	✓										
Logo on Social Media posts and digital marketing	✓	✓	✓	✓	✓	✓					
Logo on event program	✓	✓	✓	✓	✓	✓					
Ad on printed program	Full page	Half page	1/4 page	1/4 page	1/4 page						
Prime location company signage (podium)	✓	✓	✓	✓	✓						
Presence on event-specific web page before and after event	✓	✓	✓	✓							
Booth exhibit presence (Optional)	✓	✓	✓				✓				

**Summit + Membership:** If you join MDHCC as an individual member today, this will include a one-year Individual Membership and the Energy Summit admission.

# INFRASTRUCTURE & TRANSPORTATION SUMMIT SPONSORSHIPS

The Infrastructure/Transportation Summit showcases Mega Infrastructure Projects that are set to revolutionize the way we think about transportation and infrastructure in our State of Maryland. Whether you're a professional in the field, a policymaker, or just passionate about infrastructure, this event is your gateway to the latest insights and innovations.

## Key Highlights:

- In-depth presentations on groundbreaking projects
- Expert panels featuring industry leaders
- Networking opportunities with top professionals in the sector

MDHCC Member - General Admission	\$129.99
Non-Member - General Admission	\$199.99
MDHCC 2026 Individual Membership (Event included)	\$280
Admission DBE/WBE/MBE/VSBE	\$89.99
Advocate Level Sponsorship	\$500
Member Level Sponsorship	\$1,000
Partner Level Sponsorship	\$1,750
Leader Level Sponsorship	\$2,500

# SCHOLARSHIP GOLF TOURNAMENT

## SPONSORSHIPS

Levels / Benefits		Foursomes Included	Activities for the Day	Tee/Green Sign	Recognition in Program	Speaking Opportunity	Banner Recognition (Lunch & Dinner)	On-Course Recognition
Platino	\$ 10,000	4	✓	✓	✓	✓		
Cena	\$ 6,000	3	✓	✓	✓		✓	
Almuerzo	\$ 2,500	2	✓	✓	✓		✓	
Bar	\$ 2,500	2	✓	✓	✓			✓
Gift Bag	\$ 2,500	2	✓	✓	✓			✓
Straightest Drive	\$ 1,600	1	✓	✓	✓			✓
Mulligan	\$ 1,600	1	✓	✓	✓			✓
Driving Range	\$ 1,600	1	✓	✓	✓			✓
Longest Drive Men's/Women's	\$ 1,600	1	✓	✓	✓			✓
Closest to Hole	\$ 1,600	1	✓	✓	✓			✓
Photo	\$ 1,600	1	✓	✓	✓			✓
Compadres	\$ 1,600	1	✓	✓	✓			✓
Beer	Donated	Twosome	✓	✓	✓			
Foursome	\$ 700	1	✓					
Hoyo	\$ 650		✓	✓	✓			
Individual	\$ 175		✓					

Please consider this fun and rewarding event! All the proceeds from this annual event are to support the **MDHCC Scholarship Program**. This signature golf event is hosted every year on Columbus day at The Woodlands Golf Course, Windsor Mill, MD.



# SPONSORSHIP FORM

Sponsor Name (As you would like it to appear on the sponsor listing): \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

Website: \_\_\_\_\_

I will sponsor the MDHCC Gala at the following level:

- \$25,000 ANNUAL CUSTOM SPONSOR
- \$15,000 CHAIRMAN'S SPONSOR
- \$10,000 CHAMPION SPONSOR
- \$7,500 VISIONARY SPONSOR
- \$7,500 "Cafecito Con" SPONSOR
- \$5,000 TOP ADVOCATE SPONSOR
- \$2,500 BAM SPONSOR
- Other \_\_\_\_\_

Please return this form to: [info@mdhcc.org](mailto:info@mdhcc.org)

All sponsors will receive an Invoice receipt upon payment. If you need an Invoice to process your payment, please return the complete form and request an invoice by checking the appropriate box on the right.

## Payment options

- Paid with credit card** (convenience fee applies) at [mdhcc.org](http://mdhcc.org)
- Paid by check** - Please make your check payable to the Maryland Hispanic Chamber of Commerce and include Gala 2025 in the memo line. Mail check to:  
Maryland Hispanic Chamber of Commerce  
11 West Mount Vernon Place, Suite 304, Baltimore, MD 21201
- Pay by Bank Transfer**  
Depository Institution (Bank) Name: PNC Bank  
ABA Routing Transit Number: 054000030 Account Number: 5353231026  
Bank Address: 1 E. Pratt Street, Baltimore, MD 21202  
Beneficiary Name: Maryland Hispanic Chamber of Commerce  
Remittance Communication: [marco.avila@mdhcc.org](mailto:marco.avila@mdhcc.org)  
AR Contact: Marco Avila AR Contact Phone: 443.519.6909 AR Contact Email: [marco.avila@mdhcc.org](mailto:marco.avila@mdhcc.org)  
Alpine Remit to Address: 11 West Mount Vernon Place, Suite 304, Baltimore, MD 21201
- Invoice me**



# Contact Us

Expand your customer base and build a relationship with the Hispanic Community as a trusted brand for years to come.

-  +443-620-0165
-  [info@mdhcc.org](mailto:info@mdhcc.org)
-  [www.mdhcc.org](http://www.mdhcc.org)
-  11 West Mount Vernon Place,  
#304, Baltimore MD 21201



**THANK YOU  
for your  
support**

Visit Our Website  
**[www.mdhcc.org](http://www.mdhcc.org)**

