



**MARYLAND**

**Hispanic Chamber of Commerce**



Sponsorship Opportunities

# Vision Purpose Mission

## Vision

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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

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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

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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?

Hispanics are the fastest  
Growing Demographic Group  
in the State of Maryland.

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

**581,030** Hispanics (10.4% of Maryland's Population) \*

**37,318** Hispanic Owned Businesses in the State of Maryland \*\*

**340 %** Purchasing power growth since 2000

17 of the top 25 largest Hispanic consumer markets

Hispanic businesses owners seek  
opportunities and partnerships to  
grow together.

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

\* Based on the 2018 Census Bureau Data

\*\* Based on the 2012 Census Bureau Data

## EVENTS

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Our events feature a series of thematic gatherings, seminars and large events, as well as monthly, quarterly and annual promotional opportunities for our sponsors.

Our events bring together our members, the fastest growing minority in the State of Maryland, and our sponsors, the strongest companies in the State of Maryland, working together towards our common good and our collective success. It's a win-win at MDHCC events.

## PROGRAMS

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Our programs promote accomplishments, performance and success for our Hispanic entrepreneurs and our Chamber partners by supporting activities involving business coaching, seminars and roundtables, and programs for Minority Business Enterprise Certification at the State and local levels, 8(a) certification at the Federal level, and sub-contracting opportunities with Maryland's largest companies.

We continue to work on these core business values and address current business issues.

## KEY EVENTS

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

Our Annual Golf Outing combines a day away from the office to get together with friends, old and new, and to seize new opportunities in a relaxing country setting. This event will raise funds for Scholarships.

Monthly Members' Meetings at the Engineers' Club of Baltimore. These meetings provide topics to educate, mentor and train our members.

## LEGISLATION

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Our Legislative Reception sets the stage for our Annapolis representatives to listen to our challenges and concerns, our hopes and aspirations, and our innermost desires to work together towards improving the livelihoods of all Marylanders.

We work with the Maryland Chamber of Commerce Federation, the United States Hispanic Chamber of Commerce, and some of the largest and strongest companies in our beloved State of Maryland.

## BUSINESS ADVOCACY & MENTORSHIP (BAM!)

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BAM! links MDHCC's mission, which is to promote the establishment, growth, prosperity and retention of Hispanic businesses, with Maryland's largest companies on a hands-on, intentional approach to business matching.

The BAM! project facilitates connections and eventual contracts between our larger corporate sponsors and our membership of Hispanic companies.

The BAM! objectives are for members to develop strong business relationships that may lead to long-lasting business opportunities, to introduce our members to leaders of organizations that may need their products and services, to seek alliances with state-wide and national organizations to advance the cause of Hispanic-owned businesses, to acquaint our government representatives with the most pressing issues that Hispanic-owned businesses face and to seek potential solutions to our problems and concerns.

In order to achieve these goals, it is imperative for our members to voice their concerns and to actively participate in developing the chamber's goals and aspirations. Partnerships ensure success for all.

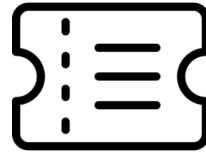
# 3 ways to partner

to expand your customer base and build something that will benefit you for years to come, a relationship with the Hispanic community as a trusted brand.

## EXPERIENTIAL SPONSORSHIP PACKAGES



Annual



Event



Program



# ANNUAL

## SPONSORSHIP PACKAGES

# \$25,000

## CHAIRMAN SPONSOR

Annual Gala Awards | Golf Outing | Economic Outlook Breakfast |  
Legislative Reception | BAM | Monthly Members' Meetings

### Signature Benefits

Premier Branding at all MDHCC events including our NEW Monthly Members' Meeting at ESB,  
MDHCC Gala Awards Sponsor Recognition & preferred sitting at VIP Tables/VIP Cocktail Reception - Ten (10) VIP Tickets

Two (2) \$2,000 Scholarships in your Company 's Name

Three (3) foursomes Golf Annual Event & Sponsor Recognition,

Two (2) Economic Outlook Breakfast - (Federal Reserve Bank)

MDHCC Business-Advocacy-Mentorship (BAM!) Annual Sponsorship (Monthly CEO's Roundtable meetings),

MDHCC Legislative Reception Sponsorship & Speaking opportunities

Speaking opportunities at Host Event Venues, Networking and Meet-Ups

### Additional Benefits

Complementary MDHCC Membership for 30 employees for one year

Your Company Logo on every MDHCC event

Visibility as Sponsor in all key electronic and hard copy communications

# \$15,000

## LEADER SPONSOR

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Annual Gala Awards | Golf Outing | Economic Outlook Breakfast |  
Legislative Reception | BAM | Monthly Members' Meetings

### Signature Benefits

Premier Branding at all MDHCC events including our NEW Monthly Members' Meeting at ESB,  
MDHCC Gala Awards Sponsor Recognition & preferred sitting at VIP Tables/VIP Cocktail Reception - Six (6) VIP Tickets

Two (2) \$1,000 Scholarships on your Company Name

Two (2) foursomes Golf Annual Event & Sponsor Recognition,

One (1) Economic Outlook Breakfast - (Federal Reserve Bank)

MDHCC Business-Advocacy-Mentorship (BAM!) Annual Sponsorship (Monthly CEO's Roundtable Meetings),

MDHCC Legislative Reception Sponsorship Recognition

Speaking opportunities at Host Event Venues, Networking and Meet-Ups

### Additional Benefits

Complementary MDHCC membership for 15 employees for one year

Your Company Logo on every MDHCC events

Visibility as Sponsor in all key electronic and hard copy communications



# \$10,000

## VISIONARY SPONSOR

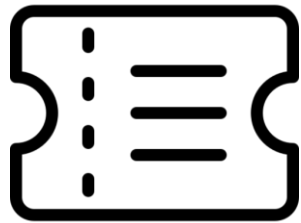
Annual Gala Awards | Golf Outing | Economic Outlook Breakfast |  
Legislative Reception | BAM | Members Monthly Meetings

### Signature Benefits

Premier Branding at all MDHCC events (Including our NEW Monthly Member's Meeting at ESB),  
MDHCC Gala Awards Sponsor Recognition & preferred sitting at VIP Tables/VIP Cocktail Reception - Four (4) VIP Tickets  
One (1) \$1,000 Scholarships on your Company Name  
One (1) foursomes Golf Annual Event & Sponsor Recognition,  
Economic Outlook Breakfast - (FRB) Sponsorship Recognition  
MDHCC Business-Advocacy-Mentorship (BAM!) Annual Sponsorship (Monthly CEO's Roundtable Meetings),  
MDHCC Legislative Reception Sponsorship Recognition  
Speaking opportunities at Host Event Lounges, Networking and Meet-Ups

### Additional Benefits

Complementary MDHCC membership for 10 employees for one year  
Company logo on every MDHCC events  
Visibility as Sponsor in all key electronic and hard copy communications



# EVENTS

SPONSORSHIP PACKAGES

# GALA AWARDS

**\$10,000**

## **PLATINUM SPONSOR**

- MDHCC Gala Awards Sponsorship Recognition & Preferred sitting at VIP Tables/VIP Cocktail Reception - Ten (10) VIP Tickets
- Ten (10) General Admission Gala Tickets
- Prime location company signage including podium banner
- Half (½) page ad on printed program distributed to all attendees
- Speaking opportunity and A/V recognition
- Logo on all digital marketing communications
- Presence on event specific web page- before and after event

**\$7,500**

## **DINNER SPONSOR**

- MDHCC Gala Awards Sponsorship Recognition & Preferred sitting at VIP Tables/VIP Cocktail Reception - Ten (10) VIP Tickets
- Prime location company signage including podium banner
- A/V recognition
- Logo on all digital marketing communications
- Logo on event program
- Presence on event specific web page- before and after event

**\$5,000**

## **RECEPTION SPONSOR**

- Prime location company signage at reception area
- Eight (8) General Admission Gala Tickets
- Logo on all digital marketing communications
- Logo on event program
- Presence on event specific web page- before and after event

**\$2,500**

## **Cocktail SPONSOR**

- Prime location company signage at cocktail area
- Four (4) General Admission Gala Tickets
- Logo on all digital marketing communications
- Logo on event program

# GOLF OUTING

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**\$15,000**

**PLATINO**  
SPONSOR

Six (6) Foursomes  
Co-naming with MDHCC  
8 Tee Signs at Golf Course  
information in gift bags  
Recognition and speaking opportunity at event  
dinner  
Logo on all digital marketing communications  
Presence on event specific web page- before  
and after event

**\$10,000**

**ORO**  
SPONSOR

Four (4) Foursomes  
Co-naming with MDHCC  
6 Tee Signs at Golf Course  
information in gift bags  
Recognition at event dinner  
Logo on all digital marketing  
communications  
Presence on event specific web  
page- before and after event

**\$5,000**

**PLATA**  
SPONSOR

Two (2) Foursomes  
4 Tee Signs at Golf Course  
information in gift bags  
Recognition at event dinner  
Logo on all digital marketing  
communications  
Presence on event specific web page-  
before and after event

**\$2,500**

**19<sup>th</sup> HOLE/DINNER**  
SPONSOR

One (1) Foursome  
Signage at lunch and dinner  
Recognition at event dinner  
Logo on all digital marketing  
communications  
Presence on event specific web page-  
before and after event

**\$1,500**

**LUNCH SPONSOR**

Signage at lunch  
Recognition at event dinner  
Logo on all digital marketing  
communications  
Presence on event specific web page-  
before and after event

**\$1,000**

**BEVERAGE CART**  
SPONSOR

Recognition at event dinner  
Logo on all digital marketing  
communications  
Presence on event specific  
web page- before and after  
event

**\$300**

**HOLE**  
SPONSOR

**\$600**

**FOURSOME**

**\$150**  
**INDIVIDUAL**

# Quarterly Economic Outlook Breakfast

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**\$5,000**

**LEADER  
SPONSOR**

- Reserved premier location table of 8 with table signage
- Company signage including podium banner
- Speaking opportunity and A/V recognition
- Logo on all digital marketing communications
- Presence on event specific web page- before and after event

**\$2,500**

**VISIONARY  
SPONSOR**

- Reserved premier location table of 8 with table signage
- Recognition at event
- Logo on all digital marketing communications
- Presence on event specific web page- before and after event

**\$1,000**

**BREAKFAST  
SPONSOR**

- Signage at breakfast table
- Logo on all digital marketing communications



# PROGRAM

SPONSORSHIP PACKAGES

# MDHCC PROGRAMS

## BAM!

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Business-Advocacy-Mentorship (BAM!) advocates for all MDHCC's small and mid-size corporate members and mentors them towards increased business opportunities.

The program facilitates connections between the MDHCC's larger corporate members business to provide access to better sub-contracting opportunities for participating members.

BAM! Matches business owners with seasoned MDHCC veterans and senior members for one-on-one mentoring, advocacy, and connections.

## MONTHLY MEMBERS' MEETINGS

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MDHCC Monthly Members' Meeting takes place at the Engineers Club of Baltimore (MDHCC new Headquarters).

The Maryland Hispanic Chamber of Commerce hosts these meetings every third (3rd) Thursday of each month.

MDHCC offers members (and non-members) topics to improve their businesses.

MDHCC has "top notch experts" on the topics of the month.

Speaking opportunities to feature your business before the Key Note Speakers.

## MOVERS and SHAKERS

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Don't talk to strangers - unless they're super famous. Our stage will host industry luminaries and CEOs Q&A sessions featuring major local brands.

Experts from different industries: Business, Education, Sports, News & Politics, Science & Medicine, Society & Culture, TV, Film & Comedy provide new insights and original ideas on management, leadership, creativity, methods and technologies to chamber members.

# BAM!

## CO-HOST SPONSOR

# \$5,000



## Business Advocacy-Mentorship

- Prominent visibility as Sponsor in all key electronic and hard copy communications related to BAM! Events.
- Invitation to attend La Mesa Redonda (Roundtable) sessions for one year.
- Participation in our Business Advocacy and Mentorship Program (BAM!) for the purposes of identifying potential vendors and service providers among our small business members.
- Recognitions as a BAM Sponsor program at the Annual Gala Awards.

MDHCC's Small to mid-size Hispanic Businesses enroll in the BAM! Program for at least two years. This enables participants to maximize opportunities to work with their mentors on their internal business processes in order to eventually improve the outcome of their products and services.





# SPONSOR

## \$7,500

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### MONTHLY MEMBER'S MEETING

- Prominent visibility as Sponsor in all key electronic and hard copy communications.
- Sponsor branding incorporated into the stage design, incorporated into the programs.
- Opportunity to show a video reel (up to one minute long) prior to each meeting.
- This sponsorship also includes Networking opportunities at the cocktail hour prior to the meeting presentation.
- 2 event passes for each monthly meeting (meetings run from September to April every year).
- Logo on website and marketing materials.
- Brand mention in all PR materials.

MDHCC Monthly Members' Meetings take place at the Engineers' Club of Baltimore (MDHCC new Headquarters).

The Maryland Hispanic Chamber of Commerce hosts these meetings every third (3rd) Thursday of the month.

MDHCC offers members (and non-members) topics to improve their businesses. MDHCC presents "top notch experts" on the topic of the month and provides speaking opportunities to feature your business before the Key Note Speakers and the members.



# STAGE SPONSOR

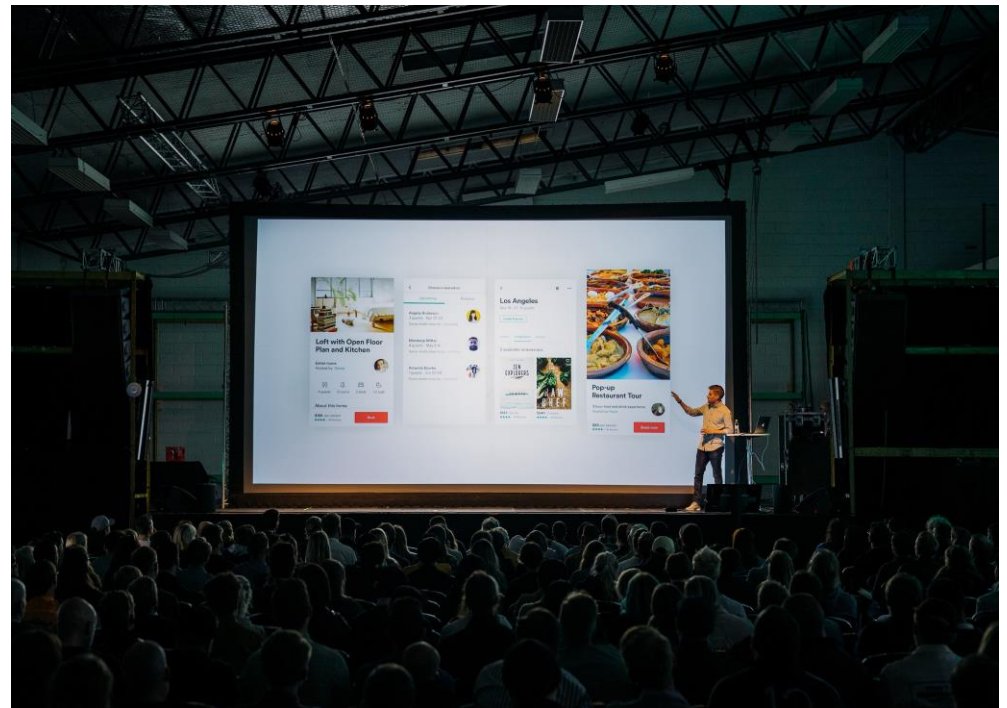
## \$5,500



## MOVERS & SHAKERS

- Prominent visibility as Sponsor in all key electronic and hard copy communications.
- Sponsor branding incorporated into the stage design, incorporated into all programs.
- Opportunity to show video reel (up to one minute long) prior to events.
- 10 event passes.
- Logo on website and program book.
- Brand mention in all PR materials.

Hear from top industry and influential leaders. Our stage will host industry luminaries and CEOs that have attained eminence in his or her field with Q&A sessions featuring Experts from different industries: Business, Education, Sports, News & Politics, Science & Medicine, Society & Culture, TV & Film. Learn new insights and original ideas on management, leadership, creativity, methods and technologies to chamber members.

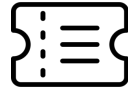


# SPONSOR PACKAGE SELECTION



Annual

- Chairman - \$25,000
- Leader - \$15,000
- Visionary - \$10,000



Events

- Gala Awards:  
Platinum \$10,000 | Dinner \$7,500 | Reception \$5,000 | Cocktail \$2,500
- Golf Outing:  
Platino \$15,000 | Oro \$10,000 | Plata \$5,000 | 19<sup>th</sup> Hole-Dinner \$2,500 |  
Lunch \$1,500 | Beverage Cart \$1,000 | Hole Sponsor \$300 |  
Foursome \$600 | Individual \$150
- Quarterly Economic Outlook Breakfast  
Leader \$5,000 | Visionary \$2,500 | Breakfast \$1,000



Programs

- BAM! - \$5,000
- Monthly Members' Meetings - \$7,500
- Stage Sponsor Movers & Shakers - \$5,500

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_  
 Zip Code \_\_\_\_\_

Company Name \_\_\_\_\_  
 Work Phone \_\_\_\_\_  
 Mobile Phone \_\_\_\_\_  
 Email \_\_\_\_\_

**CREDIT CARD INFORMATION:**

Name on Card: \_\_\_\_\_  
 Billing Address: \_\_\_\_\_  
 Credit Card # \_\_\_\_\_

Type of Card: \_\_\_\_\_ VISA \_\_\_\_\_ MC \_\_\_\_\_ AMEX  
 Expiration Date: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
 CSC Number: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

Send this form with a check made payable to: **Maryland Hispanic Chamber of Commerce (MDHCC)**. and mail it to:  
 11 West Mount Vernon Place, Suite 304, Baltimore, MD 21201. For more information call 443.620.0165 or via email at [info@mdhcc.org](mailto:info@mdhcc.org).