



## **SPONSORSHIP OPPORTUNITIES**

### **Phoenix MBDA Business Center**

For more information, please contact:

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## **ABOUT US**

The Phoenix MBDA Business Center is focused on securing large public and private contracts and financing transactions, stimulating job creation and retention, and facilitating entry to global markets for eligible minority-owned businesses.

While the Center serves all MBEs, we focus on clients that include eligible MBEs with annual revenues of over \$1,000,000 or, participants in high-growth industries. The Center strives to create a generation of minority-owned business enterprises (MBEs) generating \$100 million in annual revenues focusing on maximizing job creation and global competitiveness for minority-owned businesses; and, fostering innovation and entrepreneurship.

The Phoenix MBDA Business Center, funded by the Minority Business Development Agency, U.S. Department of Commerce, has been locally operated by the Arizona Hispanic Chamber of Commerce for over 15 years.

## **WHAT WE DO**

Services to grow businesses:

- Global entrepreneurship, procurement and contracting opportunities;
- Marketing, bidding, networking assistance;
- Access to global market opportunities and financing;
- Education on strategic growth alternatives;
- Service referrals to MBEs of all sizes;
- Access to capital, financial packaging including alternative sources of capital;
- Minority certification assistance;
- Management and organizational consulting.

## **ELIGIBILITY**

Qualifying MBE's must meet the guidelines set forth by the Minority Business Development Agency's (MBDA) minority standards which include, but not limited to the following: African Americans, Hispanic Americans, Native Americans, Aleuts, Asian Pacific Americans, Asians Indians, Eskimos & Hasidic Jews.

# ARIZONA

## ECONOMIC IMPACT AT-A-GLANCE

(FY April 2011-March 2015)



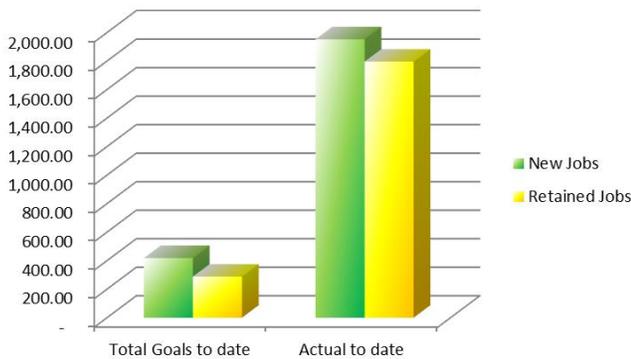
### To date and counting...

Total Awards	\$1,718,607,208
Contracts	\$ 664,056,375
Capital	\$ 1,054,550,833
Total Jobs Created and Retained	3749

### 3-Year Economic Impact At-A-Glance

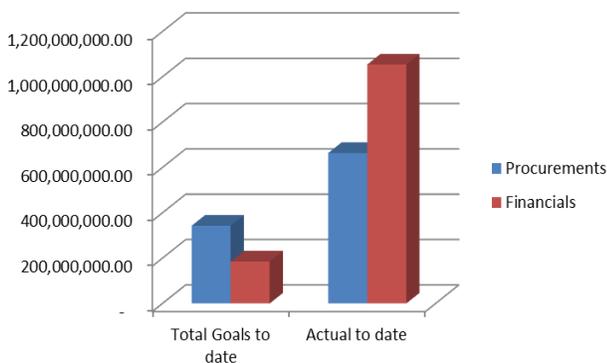
#### JOBS CREATED AND RETAINED

April 2011 to March 2014



#### CONTRACTS AND CAPITAL

April 2011 to March 2015



# 3749

FY2014-2015 JOBS CREATED  
AND RETAINED

# \$1.7

BILLION+  
IN CONTRACTS AND CAPITAL

## SPONSORSHIP OPPORTUNITIES - Why You Should Sponsor Us

- **Be Part of the Transformation:** As you can see by the economic impact we have illustrated, we are constantly expanding our efforts to assist the minority and small business community, and create results. Your sponsorship helps us provide valuable resources to our clients with unwavering focus.
- **Your Sponsorship Supports Real Results:** Our performance speaks for itself. This is an opportunity to position your company as a leader in championing an organization that creates impressive economic impact that you can stand behind. Your sponsorship will support the creation/retention of jobs and wealth in the small business community.
- **Choose How You Want to Be Seen:** We have created a range of affordable sponsorship opportunities to receive exposure throughout the year for a full year. Whether you are at our events or not, your commitment will always be present at the sponsored events listed below.
- **Connect More Effectively with a Growing Community:** The Phoenix MBDA Center enables your company to begin a long-term relationship with the community in a meaningful way, providing another avenue of support beyond traditional advertising.

Thank you for considering a partnership with the Phoenix MBDA Business Center. We solicit sponsorships to provide financial support for the events we host specifically to further the growth of minority businesses. Your support is vital to our success. We would like to work with you to create lasting value for your organization! For more information, please call Alika Kumar at 602-294-6087 or email [alika@phoenixmbdacenter.com](mailto:alika@phoenixmbdacenter.com).

### SPONSORSHIP TIERS -- Promoted at listed sponsored Phoenix MBDA Center events throughout the year

Platinum: \$5,000	Gold: \$2,500
<ul style="list-style-type: none"> <li>• Logo reflecting sponsorship level on promotional materials and publications accompanying all listed events all year.</li> <li>• Logo reflecting sponsorship level on the Phoenix MBDA website.</li> <li>• One-page advertisement or capability statement included with handouts at all listed events throughout the year.</li> <li>• Opportunity to speak at two of the listed events during the year.</li> <li>• Recognition at our events at sponsorship level.</li> </ul>	<ul style="list-style-type: none"> <li>• Logo reflecting sponsorship level on promotional materials and publications accompanying all listed events all year.</li> <li>• Logo reflecting sponsorship level on the Phoenix MBDA website.</li> <li>• Half-page advertisement or capability statement included with handouts at all listed events throughout the year.</li> <li>• Opportunity to speak at one of the listed events during the year.</li> <li>• Recognition at our events at sponsorship level.</li> </ul>
Silver: \$1,000	Bronze: \$500
<ul style="list-style-type: none"> <li>• Logo reflecting sponsorship level on promotional materials and publications accompanying all listed events all year.</li> <li>• Logo reflecting sponsorship level on the Phoenix MBDA website.</li> <li>• Quarter-page advertisement/capability statement included with handouts at all listed events throughout the year.</li> </ul>	<ul style="list-style-type: none"> <li>• Logo reflecting sponsorship level on promotional materials and publications accompanying all listed events all year.</li> <li>• Logo reflecting sponsorship level on the Phoenix MBDA website.</li> </ul>
★★★ Youth Entrepreneurship Symposium Sponsorship: \$1,500	
<ul style="list-style-type: none"> <li>• Recognition announcement of sponsorship at the sponsored event.</li> <li>• Opportunity to speak at the sponsored event.</li> <li>• Logo reflecting sponsorship level on all promotional materials and publications accompanying the event.</li> <li>• Logo reflecting sponsorship level on the Phoenix MBDA website.</li> <li>• Sponsor collateral distributed to all attendees at the event. We encourage you to provide promotional items that would be of interest to youth.</li> </ul>	



## **SPONSORED EVENTS - Workshops, Industry Forums & B2B Events**

The Phoenix MBDA Business Center will host the following events each fiscal year (April 1<sup>st</sup> through March 31<sup>st</sup> of each year).

### **Bonding Workshops**

Held once or twice a year, in the Bonding Workshop we discuss how companies could create, increase and/or maintain their bonding capacity; how to identify their current bonding needs for growth; and how to develop a strategy for expanding bonding capacity. Companies will learn more about the surety market; how to get bonded; types of financial statements and their relevance to the surety company; and meet bonding agents to discuss increasing their bonding capacity.

### **Federal Contracting Workshops & B2B\***

The federal government is the largest consumer of supplies and services in the world. Small businesses are given preference, making federal contracting extremely attractive. This workshop offers an overview of government contracting, opportunities for small business, how to get started and where to get assistance. Several workshops will be held and specifically dedicated to government agencies such as "Doing Business with the Federal Aviation Administration," the "Growing your Business with General Services Administration," and other federal contracting workshops with various military contracting units.

### **Technology Inner Circles\*\* and B2B\***

The Technology Forums are held once or twice a year. Designed to bring together small, small disadvantaged businesses and other businesses, attendees will learn about upcoming opportunities and meet with primes and governments contractors. We will host one to include government contractors from various military units as well.

### **Construction Forums & B2B\***

The Construction Industry Forum will discuss upcoming project development, labor & industry networking information among contractors, management companies, community & government officials who deal with commercial & large-scale commercial construction industry issues. The B2B (see below) will allow attendees to meet with contractors for upcoming projects and also to identify potential partners for teaming.

### **8(a) Networking Forums**

The 8(a) Networking Forums are held once or twice a year, and designed to bring together small, small disadvantaged and women owned business and large businesses and promote the purchase and sale of goods and/or services between 8(a) firms. The events promote the development of teaming and/or mentoring relationships between existing 8(a) members. The forum is a means to gather, disseminate, and share information, and experiences relating to both the Small Business Administration's 8(a) program and to business in general for the benefit of all attendees.

#### **NOTES:**

\* **Business to Business (B2B) Forums** connect attendees with contracting and partnering opportunities. We collaborate with prime contractors and large firms to market our MBE clients for upcoming projects through our unique forum. Many of our clients have successfully won contracts as a result of these Forums.

\*\* **Inner Circles B2B Forum** -The Inner Circles is an event designed and crafted to bring together strategically selected companies that have scope, capacity, and an established work record, to meet and get to know potential partners for future projects. The meeting does not obligate the firms to partner, but provides them an opportunity to explore options with like-minded and like-abled companies. We anticipate that this is the first step towards future partnerships and even greater growth opportunities for each company. Various Inner Circles events are held and each is uniquely industry-specific *and often combined with other industry forums listed.*

### **★ ★ ★ Special Sponsorship Opportunity: Youth Entrepreneurship Symposium**

The Phoenix MBDA Business Center will be hosting a day-long symposium for youth (ages between 18-25), on sharpening business acumen, and developing key strategies to run a successful business. At the end of the day, each student will have a brief business plan, laying the foundation for future entrepreneurship ventures. We will seek out youth by doing outreach to the various Chambers of Commerce and other organizations that serve the minority communities. The event will host 60 or more students, twice a year.

**On behalf of the Phoenix MBDA Team, thank you for your support!**