

2010 Programs

The SFHCC is a 501c6 non-profit organization established in 1984 to represent the interests of small and medium sized Hispanic businesses and the Hispanic community as a whole in San Francisco.

The mission of the San Francisco Chamber of Commerce is “to connect our business community and promote the economic development of our members and the Hispanic business community in San Francisco and the Greater Bay Area.”

As such, your active involvement in the Chamber is essential to achieving that mission and will serve as the backbone of our efforts to increase the visibility and influence of the Hispanic business community.

About SFHCC

The SFHCC has taken a stronger approach of connectivity by identifying business who can provide products and services to our corporate partners.

This will be accomplished by procurement related activities with various community partners and more engaged participation with SFHCC staff.

Board of Directors

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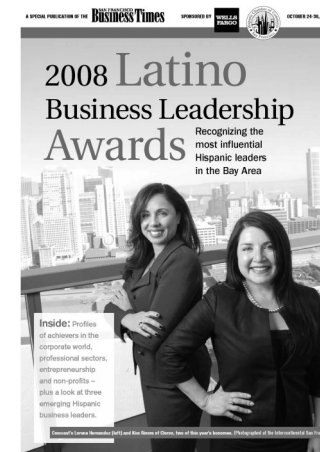
Sofía Ayala, Comcast

Alex Tejada, Kaiser Permanente

Latino Business Leadership Awards

The journey to highlight increasingly Powerful achievements of individuals continues and will introduce some familiar faces in the community and will introduce some new, compelling stories in the corporate world, professional sectors, entrepreneurship, non-profits, and emerging Hispanic business leaders.

The Latino Business Leadership Awards demonstrates the strength of the Hispanic community in the San Francisco Bay Area through the stories of the exemplary leaders in the community. Each story is just as inspiring as the next.



For this reason, the SFHCC and Wells Fargo will present the 6th annual event to acknowledge the most influential Hispanics in the Bay Area. The Latino Business Leadership Awards demonstrates the strength of the Hispanic community in the San Francisco Bay Area through the stories of the exemplary leaders in the community.



"This recognition program long overdue and quickly being established as a significant annual awards program in our business community. As we build leadership in the Latino community, we strengthen the leadership and quality of life for the Bay Area as a whole," said Mary Huss, Publisher of the San Francisco Business Times.

VIEW 2009 INTERVIEWS ON COMCAST ONDEMAND

A special 45 minute segment is currently available OnDemand. Go to channel 1 or choose the OnDemand button on your Comcast remote. Then choose “Get Local,” scroll to “Public Affairs” then choose “LBL Awards”

Event Details Available

www.sfhcc.com



2010 Programs

San Francisco Hispanic Chamber of Commerce

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San Francisco, CA 94103

415-278-9611
www.sfhcc.com

Procurement Technical Assistance

The SFHCC has identified products and services that are purchased by our corporate partners and is dedicated to assisting businesses seeking to compete successfully in federal, state and local government contracting by provide one-on-one counseling, technical information, marketing assistance and training.

The SFHCC has staff dedicated specifically to Procurement who will survey member companies at their facility to determine strengths and liabilities for companies interested in contracting. Staff may recommend specific programs available by the SFHCC or partnering organizations or may provide individual coaching in specific areas.

Services will include:

- Help targeting appropriate government agencies
- Help targeting appropriate corporate supplier diversity programs
- Individual match matching services
- Marketing assistance access to corporate and government opportunities
- Guidance with quality assurance issues
- Assistance with certifications
- Identification of Sub-contracting opportunities
- Network opportunities with area governmental agencies
- Review of Bid Packages

Certification Assistance

For those businesses interested in contracting, we recommend certifications by the San Francisco Human Rights Commission to do business with the City and County of San Francisco, the California Public Utilities Commission to do business with utilities, and the Northern California Minority Supplier Development Council (NCMSDC) to do business with SFHCC corporate partners.

The SFHCC will provide guidance in obtaining necessary certifications by assisting with understanding of needs to complete application process.

Some businesses may qualify for a grant to become certified by NCMSDC.

Procurement Matchmaking

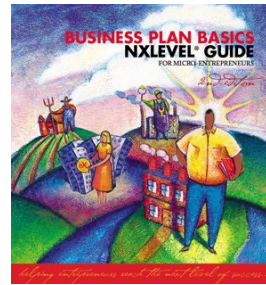
The SFHCC will provide individual matchmaking for appropriate member companies or will recommend events to network with corporate supplier diversity opportunities and opportunities by government entities.

The SFHCC currently has a procurement section in the Friday Report and will supplement outreach with a procurement page on our website and Facebook to keep member companies of opportunities. Dedicated SFHCC staff will also call specific business categories to ensure member companies are aware of opportunities.

Procurement Bootcamp – NXLevel

The NxLevel Entrepreneurial Training Programs are practical, hands-on business development courses designed to help entrepreneurs advance their skills in growing and managing their business to compete in supplier diversity programs. Graduates walk away with:

- business skills training, including preparing a business plan;
- hands-on practical guidance in bookkeeping, marketing, financial projections and negotiating with lenders by experienced content experts in various fields of development; and
- standardized curriculum that is cost-effective, yet flexible and focused on the community level.



A component has been added to educate participants on “greening” your business enabling one’s company to increase it’s visibility and competitive advantage.

A third party evaluation was commissioned to determine the economic impact of the NxLevel courses. The University of Calgary conducted the study. The results showed that an existing business, on average experience a 32 percent increase in gross sales within one year after graduation, and create 1.3 new jobs.

When surveyed after three years, over 93 percent of the businesses were still in operation, whereas the national average is a mere 16.5 percent for the same time period.

Latina Business Strategies

Join us for this stimulating morning brought to in partnership with the National Association of Women Business Owners (NAWBO-SFBA).

NAWBO-University provides a unique education forum for women business owners in Northern California. NAWBO-U is designed to provide high-impact content on issues that will help to accelerate business growth for women entrepreneurs.

Latina
Business Strategies
Breakfast

This current economy is not “business as usual,” and we are being challenged as women business owners to find new ways to do business just to maintain our current market share. How can we grow our business in this unpredictable market?

Join us for this diverse panel of women entrepreneurs who will share their experiences and tips for navigating and succeeding in this economy and sharing tips on contracting for Women Business Enterprises.

Business Mixers

SFHCC members have access to four networking events, each partnering with a different group of professionals to increase your exposure. Networking mixers enable corporate representatives to interact directly with members in an informal setting.

The SFHCC hosts mixers with various organizations to continually place new faces in front our membership to increase marketing opportunities. Attendance ranges from 80 to 200.

Enjoy lively conversation, mix and mingle, build new contacts and get re-acquainted at our mixers.

2010 Mixers will include

- Mixer with Ibero-American Consuls in April
- Mixer with Latino Winemakers in June
- Mixer with Latino Association in August
- Holiday Mixer in December

Event Details Available Online

www.sfhcc.com

Access to Business Capital

The Access to Business Capital Training Program is a formal training by the California Hispanic Chamber of Commerce for those businesses ready to take the next step.

Selected participants may qualify for an opportunity “to pitch” their business plan to investors, angel investors and venture capital companies in a more formal and in depth format.

ABC Pitch Series seeks growing businesses that are ready to receive private investment or equity financing. Provides informal but focused forums to pitch to potential investors and free “coaching” available.

Community Programs

Mar 26 - Telemundo Hispanic Business Salute @ Four Season's Hotel

Mar-Sep - Mexican Bicentennial @ Various Locations

May 17-20 - San Francisco Small Business Week @ Various Locations

Aug 14 - Viva Las AmericaS @ Pier 39

Nov 6 - Dia De Los Muertos with San Francisco Symphony