

## Standard Membership Benefits

All levels (except Student) include Standard Benefits

- ✓ Invitation to LBA annual events
- ✓ Business development and networking events
- ✓ Business development seminars and workshops
- ✓ Business referrals and referral network
- ✓ Access to capital programs
- ✓ Affinity program discounts
- ✓ Access to LBA Auto Program
- ✓ Discounted Corporate/Partner products & services
- ✓ Complimentary SCORE counseling
- ✓ Listing in LBA Digital Membership Directory
- ✓ Subscription to LBA Members only e-Newsletter

*\*\*Latino owned businesses (at least 51%) are eligible for the following additional benefits:*

- Voting Privileges
- Eligibility for election to Board of Directors
- Two free tickets to one Gala event
- Booth setup at one LBA event

## Membership Categories

### Business Membership

- 1 - 30 Employees (\$250)
- 31-100 Employees (\$350)
- 101 + Employees (\$500)

### Associate Membership \$250

- Professional
- Non-Profit Must submit non-profit letter status

## Partners

### Business Membership

- Bronze
- Silver
- Gold
- Platinum
- Diamond



LATIN BUSINESS ASSOCIATION®

building economic wealth and opportunity™

120 S. San Pedro St., Ste. 530  
Los Angeles, CA 90012  
Tel: (213) 628-8510  
membership@lbausa.com  
www.LBAUSA.com



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## Our Purpose

The primary purpose of the LBA is to promote the growth of Latino-owned companies through business development, education and advocacy.

## Our History

The Latin Business Association (LBA) serves as the unifying voice for Latino businesses who advocates for opportunities and services that set business owners at a higher world-class competitiveness and contributes to the overall wellness of our community.

Established in 1976 as a private non-profit organization the LBA is one of the most active associations on the basis of its membership and overall outreach to Latino business owners.

In 1998, the LBA created the LBA-Institute (LBAI) a 501(c) (3) non-profit institute. The LBAI is an educational, research, and economic development entity that provides technical assistance and generates procurement funding.

The LBA and LBAI work in partnership to deliver comprehensive events and programs to fulfill our commitment to serve our membership and community.

In July 2010, The Latin Business Association Political Action Committee (LBA-PAC) was established as a not-for-profit, non-partisan partnership.

The LBA Political Action Committee is a separate entity from the Latin Business Association (LBA). Both groups share the same business interests and core goal; to provide the Hispanic business community with a greater voice in shaping legislation in California.



## Exclusive Member Benefits

- ❖ **New Member Orientation** – Welcomes and informs new LBA members about member benefits, provides an opportunity to meet with other members, and motivates participation in LBA events and programs to maximize their benefits.
- ❖ **Business Networking Series** - Enables members, entrepreneurs and corporate representatives to interact directly in an informal setting to share business knowledge and obtain referrals.
- ❖ **Morning Referral Network Breakfast** - A networking series for developing strategic member-to-member business relationships through an exchange of business leads in a brief informal breakfast setting.
- ❖ **Interactive Member Directory** - Exclusive online forum and marketing tool for members to promote their company's products and services, increase their business, and further integrate with other constituents.
- ❖ **Access-to-Capital Programs** - Provides access to the capital needed to start or grow your business through our partnerships with: VEDC, SBA, SCORE and LBA Contract Financing Program.
- ❖ **LBA AutoProgram** - A program for all your automotive needs offering pre-arranged wholesale pricing on new and used vehicles, discounts on parts, service, and auto body repairs through a variety of premier partner-dealerships.
- ❖ **LBA e-Newsletters** - General and member-exclusive information keeping you up-to-date with LBA news and events.
- ❖ **Member 2 Member Program (M2M Program)** Provides members with an opportunity to promote their products and services by offering incentives or discounts to other members.



## LBA Events

- ❖ **Membership Conference & Expo** - Exclusive conference to address the current needs of LBA membership that provides access to resources, business tools, seminars and panel discussions. This forum allows LBA business leaders to meet and network.
- ❖ **Members Picnic** - Bringing LBA families together to enjoy food and activities as well as strengthen members-to-member relations.
- ❖ **SoI Business Awards Gala** - The premier annual black-tie Latino Business networking event honoring entrepreneurs, corporations, and leaders for major contributions to the success of Latino Business.
- ❖ **Global Business Conference (GBC)** –Conference that provides global business opportunities, resources, and panelists for LBA members and the community who seek to expand their international trade capabilities.
- ❖ **End of the Year Celebration & Toy Drive** – Celebrating LBA and Corporate Partners' participation while brightening the holiday season of underprivileged children with new donated toys.
- ❖ **Board of Directors Leadership Retreat** - Guiding the new LBA Board with an introduction to LBA history, goals, programs and events, and serving as a venue for the creation of the upcoming year's plan-of-action.

## LBA Affinity Program

Our partnership with these major corporations provides the following special savings to LBA members:

**Office DEPOT**  
Taking Care of Business

Up to 24% on selected FedEx®, FedExExpress®, U.S. and International, and FedEx Ground® services--the FedEx Advantage— with no minimum shipping.

**FedEx**

Up to 65% on Office Depot products with convenient, secure online ordering and, where available, next-day delivery.