



**Back Your Construction Business
with the Power of Community**

Build your network—become an **HCC Member in 2021!**

- ✓ Expand your professional network
- ✓ Learn how to do business with public entities and large corporations
- ✓ Build your network with qualified certified small business to help you meet your diversity goals
- ✓ Give back to your community
- ✓ Have lobbyist representation at all public levels
- ✓ Promote your business year-round on the HCC website and in newsletters
- ✓ Receive discounts on events and workshops
- ✓ Attend exclusive events hosted by large businesses
- ✓ Serve on a committee

About HCC Founded in 1990, Hispanic Contractors of Colorado (HCC) is a 501(c)6 non-profit corporation and professional trade association. Our membership is made up of general contractors, subcontractors, specialty contractors, engineering/design firms, associate members and public entities. We collaborate with other trade associations, including ABC, AGC, BCG, COMTO and IECRM. We take pride in helping small, diverse contractors understand how to do business with public entities and large corporations.

Our Mission is to build opportunities to strengthen and sustain our members' knowledge, connections and voice within the public/private sector in the Colorado construction industry.

Engage In the Four Pillars of HCC:



We offer a variety of events and monthly membership meetings throughout the year to offer our members opportunities to network. Our small businesses have numerous opportunities to build long-lasting relationships with general contractors and prime professional services. We have strategic partnerships with various organizations as well as local, city, state and county MWBE agencies that also provide resources to our members.



Through involvement in our committees and Board of Directors, we offer opportunities for members to develop their fundamental skills that are helpful in maintaining successful professional relationships, contributing to organizations and actively participating in the construction community. We also help members develop their leadership skills by sponsoring leadership training through the Latino Leadership Institute and growing the next generation of leaders through our Future Leaders program.



Our education program, Contractor Academy, is a 501(c)3 organization that focuses on two areas of education—core classes and the Scaling program. CA core classes are affordable courses that a small business can send its employees to attend. The Scaling program is a six-month leadership program designed for the small business owner. The program provides these leaders with tools to grow their business.



HCC members are influential on local public entity task forces and councils. This ensures programs are structured for maximum opportunity and growth, while also developing and supporting valuable relationships with key policy makers. HCC is a member of the Building Jobs 4 Colorado coalition, which advocates on payment reform and construction legislative issues.

HCC Committees are the perfect way to get involved with a field in which you are passionate. HCC members can participate on a committee and/or the HCC or Contractor Academy (CA) board.

Women in Leadership

Meets the first Friday of the month, 8:30-10:00 am

- Determines topics of interest for stand-alone seminars and workshops
- Plans a variety of sessions committed to enhancing personal and career development with networking opportunities

Aviation

Meets the second Thursday of the month, 8:30-10:00 am

- Identifies ongoing and future expansion project opportunities at DEN and other airports
- Works to connect airports with HCC construction entrepreneurs to learn how to do business with them and their network

Marketing/Membership/Events

Meets the second Tuesday of the month, 11:00 am-1:00 pm

- Plans HCC monthly dinner meetings and other social events
- Reviews and provides guidance regarding membership retention and growth
- Oversees membership development campaigns

Infrastructure

Meets the second Wednesday of the month, 10:00-11:30 am

- Focuses on creating opportunities for diverse businesses to participate on public transportation projects
- Works in conjunction with the Black Construction Group (BCG)
- Extends HCC's geographic footprint and reach

Small Business Roundtable

Meets the third Thursday of the month, 9:00-10:30 am

- Builds on the legacy that HCC has set forth by extending its reach to all diverse small businesses, giving them the tools to be successful entrepreneurs
- Helps to create an ecosystem that helps HCC members navigate through current and unforeseen business challenges
- Offers additional support through mentorship and education that creates opportunities for growth

Legislative Policy Committee for State and Local Affairs

Meets the fourth Thursday of the month, 11:30 am-1:00 pm

- Works to expand the community's footprint in the Colorado construction industry by providing opportunities to strength and sustain HCC members' knowledge, connections and voice within the public/private sector

Hispanic Legacy

Meets as needed

- Promotes and improves equality, solidarity and growth opportunities through leadership education in the Hispanic/Latino construction community
- Recommends outcomes for actions and achievements involving the Hispanic/Latino construction community to the HCC Board

Banquet

Meets as needed

- Plans, coordinates and promotes the annual HCC Awards Banquet

Golf

Meets as needed

- Plans, coordinates and promotes the annual HCC Spring Golf Tournament

Clay Shooting

Meets as needed

- Plans, coordinates and promotes the annual HCC Fall Clay Shooting event

Contractor Academy Programs

Meets the second Friday of the month, 8:00-9:30 am

- Develops and facilitates classes and workshops for Contractor Academy, the education entity of HCC
- Works to provide training and education to small businesses in construction and their employees

Contractor Academy Fundraising

Meets as needed

- Focused on fundraising efforts for Contractor Academy
- Helps identify grant opportunities



A Message from the Executive Director

Dear current and prospective HCC members,

At HCC, our top priority is the health and safety of our members and their families. We believe it is in the best interest of our members and community to have events that follow the health restriction and safety guidelines. Our decision is in response to guidance by health organizations and local authorities, both of which encourage safe gatherings to minimize transmission of the COVID-19 virus.

Because of this, we have rescheduled the 2021 Annual Awards Banquet to March 12, 2022. Our Awards Committee will communicate the updates about this event through our weekly newsletter and website.

We are a business community. We know this pandemic is having significant financial impacts on you, your family and your businesses. Whether you are an employee, employer or entrepreneur, this will not be an easy time. Situations like this make organizations such as HCC and Contractor Academy that much more important; we encourage you to find ways to support each other through the challenges we face. Do business with other members whenever possible and find ways to support our non-profit members whose clients have been hit the hardest!

We must work together during these difficult times, as a community. Groups like ours remind us that we are never alone. Please check in on friends and colleagues, and show help, compassion and kindness always.

HCC is here to provide the vital tools and resources for individuals and companies looking to change their thinking, discover new talent and create a better company culture.

Best regards,

A handwritten signature in dark ink that reads 'R. Aburto'.



Rosy Aburto McDonough

Executive Director

303-893-3893

rosy@hcc-diversityleader.org

Diamond.....\$15,000

Clay Shoot

- Logo in event marketing materials and on-site materials, including social media postings and website
- One (1) complimentary foursome
- Opportunity to include company promotional materials in “player’s bag”

Spring Golf Tournament

- Logo in event marketing materials and on-site materials, including social media postings and website
- One (1) complimentary foursome
- Opportunity to include company promotional materials in “player’s bag”

Summer Picnic

- Logo in event marketing materials and on-site materials, including social media postings and website
- Four (4) complimentary tickets

Holiday Cake Auction

- Opportunity to speak at the event
- Premier table placement at dinner
- Verbal recognition from stage
- Logo in event marketing materials and on-site materials, including social media postings, website, banners, signs and materials placed on tables
- Four (4) complimentary tickets

General Monthly Membership (GMM) Dinners: Annual Company Package

- One (1) ticket for each of the 11 GMM events
- Logo included on event marketing materials
- Verbal recognition at each GMM event

GMM Dinners “Pay it Forward” Package

- One (1) ticket for each of the 11 GMM events for a young professional or start-up business in the industry to attend

General Benefits

- Logo on exclusive banner
- Logo included in various HCC marketing collateral, including website, social media and HCC events
- Recognition on all presentation slides for HCC and Contractor Academy webinars and trainings
- Reduced registration rates for HCC events, including GMM Dinners
- Listing in the HCC online directory
- Opportunity to post contracting opportunities in weekly newsletters
- Opportunity to post job openings in weekly newsletters and HCC website
- Opportunity to serve on committees based on individual interests: Aviation, Infrastructure, Women in Leadership, Marketing/Events, Legislative and Small Business Round Table

Annual Awards Banquet

Due to the COVID-19 pandemic, the Awards Banquet will not take place in 2021. It will take place on March 12, 2022. Benefits that would typically have been for this event have been allocated under additional events.

There is a \$35 administration fee for all new member applications.

Platinum.....\$10,500

Clay Shoot

- Logo in event marketing materials and on-site materials, including social media postings and website
- One (1) complimentary foursome
- Opportunity to include company promotional materials in “player’s bag”

Spring Golf Tournament

- Logo in event marketing materials and on-site materials, including social media postings and website
- One (1) complimentary foursome
- Opportunity to include company promotional materials in “player’s bag”

Summer Picnic

- Logo in event marketing materials and on-site materials, including social media postings and website
- Two (2) complimentary tickets

Holiday Cake Auction

- Opportunity to speak at the event
- Premier table placement at dinner
- Verbal recognition from stage
- Logo in event marketing materials and on-site materials, including social media postings, website, banners, signs and materials placed on tables

General Monthly Membership (GMM) Dinners: Annual Company Package

- One (1) ticket for each of the 11 GMM events
- Logo included on event marketing materials
- Verbal recognition at each GMM event

GMM Dinners “Pay it Forward” Package

- One (1) ticket for each of the 11 GMM events for a young professional or start-up business in the industry to attend

General Benefits

- Logo on exclusive banner
- Logo included in various HCC marketing collateral, including website, social media and HCC events
- Recognition on all presentation slides for HCC and Contractor Academy webinars and trainings
- Reduced registration rates for HCC events, including GMM Dinners
- Listing in the HCC online directory
- Opportunity to post contracting opportunities in weekly newsletters
- Opportunity to post job openings in weekly newsletters and HCC website
- Opportunity to serve on committees based on individual interests: Aviation, Infrastructure, Women in Leadership, Marketing/Events, Legislative and Small Business Round Table

Annual Awards Banquet

Due to the COVID-19 pandemic, the Awards Banquet will not take place in 2021. It will take place on March 12, 2022. Benefits that would typically have been for this event have been allocated under additional events.

There is a \$35 administration fee for all new member applications.

Gold \$6,000

Clay Shoot

- One (1) complimentary foursome
- Opportunity to include company promotional materials in “player’s bag”

Spring Golf Tournament

- One (1) complimentary foursome

Summer Picnic

- One (1) complimentary ticket
- Recognition during presentation

Holiday Cake Auction

- Premier table placement at dinner
- One (1) complimentary ticket
- Recognition during presentation

General Monthly Membership (GMM) Dinners: Annual Company Package

- One (1) ticket for each of the 11 GMM events

General Benefits

- Logo on shared banner
- Logo included in HCC marketing collateral and website
- Reduced registration rates for HCC events, including GMM Dinners
- Listing in the HCC online directory
- Opportunity to post contracting opportunities in weekly newsletters
- Opportunity to post job openings in weekly newsletters and HCC website
- Opportunity to serve on committees based on individual interests: Aviation, Infrastructure, Women in Leadership, Marketing/Events, Legislative and Small Business Round Table

Annual Awards Banquet

Due to the COVID-19 pandemic, the Awards Banquet will not take place in 2021. It will take place on March 12, 2022. Benefits that would typically have been for this event have been allocated under additional events.

There is a \$35 administration fee for all new member applications.



Silver \$3,000

Clay Shoot

- Two (2) complimentary tickets

Spring Golf Tournament

- Two (2) complimentary tickets

Summer Picnic

- One (1) complimentary ticket

Holiday Cake Auction

- Premier table placement at dinner
- One (1) complimentary ticket

General Monthly Membership (GMM) Dinners: Annual Company Package

- One (1) ticket for each of the 11 GMM events

General Benefits

- Logo included in HCC marketing collateral and website
- Reduced registration rates for HCC events, including GMM Dinners
- Listing in the HCC online directory
- Opportunity to post contracting opportunities in weekly newsletters
- Opportunity to post job openings in weekly newsletters and HCC website
- Opportunity to serve on committees based on individual interests: Aviation, Infrastructure, Women in Leadership, Marketing/Events, Legislative and Small Business Round Table

Annual Awards Banquet

Due to the COVID-19 pandemic, the Awards Banquet will not take place in 2021. It will take place on March 12, 2022. Benefits that would typically have been for this event have been allocated under additional events.

There is a \$35 administration fee for all new member applications.



Public Agency	\$3,000
General Member (Certified Firms)	\$1,500
Small Business (2-20 employees)	\$525
Small Business (1 employee)	\$355
Non-Profit	\$150

General Benefits

- Reduced registration rates for HCC events, including GMM Dinners
- Listing in the HCC online directory
- Opportunity to post contracting opportunities in weekly newsletters
- Opportunity to post job openings in weekly newsletters and HCC website
- Opportunity to serve on committees based on individual interests: Aviation, Infrastructure, Women in Leadership, Marketing/Events, Legislative and Small Business Round Table

There is a \$35 administration fee for all new member applications.



THE UNFOUNDDOOR
WWW.THEUNFOUNDDOOR.COM

Membership Add-Ons

GMM À La Carte.....\$500/Package of 11 — or — \$50/Dinner

HCC has dinner meetings/socials 11 months of the year. Buy the package and your company is assured of a spot at each dinner (based on company, not person). The monthly dinner meetings/socials are a way to network with fellow association members and peers, stay on top of what is happening in the industry and receive topical and important information from expert speakers and panel members. Additional À La Carte options can be purchased for guests (\$50 each) to each GMM Dinner.

GMM Sponsorship.....\$500/Dinner

HCC's dinner meetings/socials are an opportunity to network with small businesses, general contractors, subcontractors and specialty subcontractors, A/E firms, public entities, suppliers and service providers. We bring topics to each GMM that inform our members about ways to stay abreast of industry changes, events and contract opportunities, as well as receive topical and important information from expert speakers and panel members. A GMM sponsorship includes 30-40 minutes of participation during a single dinner to inform HCC members about a project or initiative your company is wanting to promote.

NEW! Pay-It-Forward.....\$500/Package of 11 — or — \$50/Dinner

Pay-It-Forward is a workforce development program for high school seniors and students enrolled at a local community college, college or university who are interested in pursuing careers in the construction industry, including construction trades/apprentice programs, construction management and construction-related professional services. Under this program, HCC members serve as hosts and sponsor a student to attend a monthly GMM dinner. The purpose of the Pay-It-Forward program is to attract, recruit and retain young people for the construction industry. You can purchase the "Pay it Forward" option from 3 to 12 dinner tickets (\$50 each) to our GMM Dinners.

Event Fees

General Membership Meeting

\$50/event/person (\$25 when virtual)

Clay Shoot

\$175/person — or — \$700/foursome

Spring Golf Tournament

\$175/person — or — \$700/foursome

Summer Picnic

\$50/person

Holiday Cake Auction Event/Social

\$50/person





Event fees shown are member-only rates.

Sign up today!

Sign up at hcc-diversityleader.org or fill out the Membership Agreement on last page of this brochure and send to:

HCC Diversity Leader
1114 W. 7th Ave. #240
Denver, CO 80204
info@hcc-diversityleader.org

Connect with us on social!

-  facebook.com/hccolorado
-  linkedin.com/company/hccolorado
-  twitter.com/hccolorado
-  instagram.com/hccolorado

HCC Contractor Academy's Mission

is to deliver impactful education of best practices for individuals and companies in the construction industry to create enhanced industry relations, increased opportunities and sustainable growth. HCC Contractor Academy (HCC CA) is a 501(c)3 non-profit supported entirely by sponsors, donations and grants, which are tax deductible. HCC CA counts on contributions to execute its programs. Through your support, HCC CA can continue to play a key economic development role in Colorado by developing the business savvy and technical skills of our local contractors.



Core Classes

Construction 101

Learn basic construction knowledge, life cycle of a construction project, various roles of businesses within the industry, and construction vocabulary and acronyms common in the industry.

Contract Review

Gain an understanding of various contract provisions while reviewing some of the more significant contract provisions subcontractors may encounter on a project, including contract issues specific to construction in Colorado.

Estimating Bootcamp

Learn the latest estimating and preconstruction techniques being used in the industry including pursuits and finding work, early estimating, bidding and competing, contracting and starting the work.

Understanding Plans & Specs

Gain a basic understanding of the layout and format of project specifications and drawings, learn to navigate the project documents, including the CSI Master Format of specifications and methods for navigating drawing sheets will focus on CSI Division 1 through 16.

Project Budgeting

Learn the principals of building a cash flow model for your construction business. Determine job costing and different methods for contract revenue recognition and the basics of budgeting.

CA Scaling Program: Building Blocks for the Successful Contractor

The HCC Contractor Academy's Scaling Program is a unique learning opportunity for companies that are established and ready to move their company to the next level of sustainability and durability. This six-month program is a combination of hands-on classroom, group interaction/discussion and one-on-one support with an industry professional. The intent is to provide the tools, insights and skills they need to scale their business. There will be a small number of companies participating. You will be engaged with other companies of similar size and business evolution. The small group size is intentional, as it allows extensive discussion and exploration of presented topics while offering the time and space for discussions on today's real-life challenges and opportunities. You will be learning while you improve and grow your company.

Content Overview:

- Establishing Executive Effectiveness
- Setting the Strategic Vision Establishing a Financial Foundation
- Building Bench Strength
- Winning Profitable Work
- Managing Your Risk Profile

Eligibility:

- A minimum of \$1,000,000 in annual revenue
- In business for at least three years
- Participant must be the owner, founder and/or president of the company

The Scaling Program is held twice a year. To receive a notification when applications open for the next cohort, sign up at hcc-contractoracademy.org.

Sponsorships for classes are available for core business education, our annual event and our new Scaling Program, which takes HCC CA to the next level with intermediate-level classes focused on scaling and growth strategies.

Contact us for additional sponsorship opportunities or to customize a package that aligns with your corporate mission and goals:

HCC Contractor Academy
303-893-3893
info@hcc-contractoracademy.org
hcc-contractoracademy.org





**Reserve your
membership online at
[hcc-diversityleader.org!](http://hcc-diversityleader.org)**