

LATINO PILOTS ASSOCIATION



VOLUME II

2024

SPONSORSHIP GUIDE

JUNIDOS!

INSPIRE | MENTOR | DEVELOP

WWW.LATINOPILOT.ORG



SPONSORSHIP GUIDE

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In 2015, an inspired group of friends, Nicholas Sorkki, Jerry Dooyes, Gabe Quintana, Merrill Sutton, and Michael Cerrato-Yeomans, all students at Jacksonville University, shared a common dream: they yearned for a sky where the Latin community had its own voice in the world of professional aviators.

With determination as their compass, they embarked on a journey, carving their path through the endless blue. Their collective passion and pioneering spirit created something truly exceptional—the Latino Pilots Association (LPA), a trailblazing organization that would take flight, uniting a community and propelling dreams to new altitudes.



The Latino Pilots Association is committed in its mission to **INSPIRE, MENTOR** and **DEVELOP** the Latin aerospace & aviation communities; further eliminating socioeconomic barriers through representation, financial support, education and mentorship.

We are a 501(c)(3) non-profit volunteer organization of diverse professionals from various sectors of the aerospace and aviation industries. The LPA plays a crucial role in fostering equity, access, and expanded opportunities within the aviation and aerospace for the Latin community, contributing to a more diverse and inclusive workforce.



ORGANIZATION STATISTICS



2,200+ Active Members

The Latino Pilots Association continues to grow, consistently welcoming new members every day. What truly fills us with pride is our remarkable rate of retention, with existing members choosing to renew their commitment to our mission. Our incredible members not only bring enthusiasm and dedication but also share the sense of belonging that makes our organization thrive. We are truly grateful to the amazing individuals who make up our LPA family.

LPA Expo 2023

The LPA Expo 2023 was an outstanding success, as we proudly sold out our inaugural flagship event, with over 1200 attendees joining us. The event not only exceeded our expectations but also brought the aviation community together, fostering connections and knowledge sharing. It was a remarkable showcase of the growing impact and influence of the Latino Pilots Association.

Virtual Webinar Events

The Latino Pilots Association, in collaboration with our valued partners, hosted over 10 online webinars, offering invaluable insights to aspiring candidates seeking their dream aviation careers across the nation. These webinars played a pivotal role in equipping attendees with the knowledge and tools necessary to reach their career goals. The LPA remains committed to empowering the next generation of aviators.

20 Local Chapters

The LPA's influence and presence continue to flourish, exemplified by the establishment of over 20 chapters in major cities nationwide. This expansive network underscores our commitment to connecting and empowering Latin pilots and aviation enthusiasts from coast to coast. Our reach and impact are steadily growing, fostering a stronger sense of community and support across the country.

5 Student Chapters

The LPA's proactive approach to nurturing the future of aviation is evident through our five student chapters at major aviation institutions across the country. Getting involved early in one's aviation journey has proven to be highly effective in shaping successful careers, fostering mentorship opportunities, and creating a strong foundation for aspiring pilots. We look to expand our organizations growth to more Flight Schools and Universities in 2024!

Over \$785K in Scholarships

In 2023, the Latino Pilots Association proudly awarded over \$785,000 in scholarships, a significant milestone in our commitment to opening doors for our community. We are eager to build upon this remarkable success in 2024, as we continue to provide even more opportunities for aspiring aviators. Our dedication to supporting the dreams and aspirations of our members remains steadfast, driving our mission to new heights in the year ahead.

In 2023, the Latino Pilots Association has experienced remarkable growth, leaving us filled with pride and gratitude. Our community has flourished, not only in terms of the number of members but also in the unwavering support from our generous donors, both at the membership and corporate sponsor levels. This year, we've seen our membership numbers soar, and it's evident that our collective commitment to fostering diversity and inclusivity in the aviation industry is resonating with aviation professionals of Latin heritage. As we look ahead to 2024, we set an ambitious goal to welcome approximately 500 new members, further strengthening our network and influence.



Letter from the President



On behalf of the Latino Pilots Association (LPA), I would like to express my profound appreciation for sponsoring the LPA's 2024 Aerospace Industry Expo. Your sponsorship has played a pivotal role in our organization's mission to inspire, mentor, and develop the Latin community's accessibility to lucrative career fields in the aviation and aerospace sectors.

Sponsoring the LPA is more than just financial assistance; it signifies a commitment to diversity, inclusion, and, most importantly, equal opportunity for the Latin community. Your generous sponsorship allows us to provide scholarships, mentoring programs, career development programs, and aviation camps for Latin youth to ensure that the Latin community, irrespective of their economic background, can pursue their passion in the aviation and aerospace industries. Your financial contributions leave a lasting impact on the Latin community. By supporting our organization, you are contributing to the narrative of success for countless individuals who have felt excluded from the aviation and aerospace industries.

Sponsorships help shatter stereotypes that only a certain demographic can achieve success in these careers. With your help, the LPA will continue to nurture and support a diverse, skilled, and empowered generation of aviators, mechanics, technicians, engineers, and the countless individuals pursuing careers that make the aviation and aerospace industries successful.

Once again, thank you for your continued support. Your sponsorship means the world to us and the Latin community we serve.

Claudia Zapata-Cardone

President

claudia.zapata-cardone@latinopilot.org



#UNIDOS



SPONSORSHIP STORIES

Luis A. Ortiz Rios



I am deeply honored and grateful to receive the Boeing Scholarship worth \$20,000, which will significantly impact my journey towards a career in aviation. This scholarship represents

not just financial assistance but also a vote of confidence in my abilities, which motivates me to work even harder to excel in my training and future endeavors. This generous contribution will allow me to continue pursuing my dreams and goals in the aviation industry. With this scholarship, I plan to obtain my Commercial Pilot License, Certified Flight Instructor License, and Multi-Engine Rating, essential milestones on the path to becoming a commercial pilot. Along my journey, I pledge to mentor and support fellow aspiring Latino pilots, by sharing my experiences, knowledge, and passion for aviation.

Betty Garcia



Hola familia, my name is Betty Garcia. I'm a proud Mexicana-Americana. I'd like to thank the Latino Pilots Association for the opportunity to be awarded the LPA Scholarship. I currently

hold a CSEL License with an Instrument rating. I have found in LPA a community of support like no other. As Social Media Chair my goal is to continue to build that community in the wonderful work we do. My main goal is to become a Airline Pilot. My long-term purpose is to continue to be of service to young women. My mission is to empower these future leaders to nurture their dreams while providing them access to the world of aviation. Gracias LPA for believing in me.



DREAMS TAKE FLIGHT

Scholarships have the power to transform dreams into soaring realities, and when we invest in the dreams of aspiring Latino pilots through scholarships, we not only invest in their future but also in the future of aviation itself. These scholarships are not just financial aid; they are wings of opportunity that enable talented individuals to reach new heights, breaking barriers and broadening horizons. By sponsoring an LPA Scholarship, sponsors become the wind beneath the wings of future aviators. Together, we can navigate towards a future where diversity soars, and the sky truly knows no limits.

Aracely Vasquez Abarca



My name is Bianca Vasquez-Abarca, and I am deeply honored and thrilled to announce that I have been awarded the Latino Pilot Association Alaska Airlines Scholarship for this year. These funds will play a pivotal role in helping me accomplish my goal of completing my instrument training at Fly Maui flight school. As I embark on this journey, my immediate career aspiration is to become a flight instructor.

By doing so, I hope to share the incredible joys of aviation with individuals who, much like myself, may have once believed that such a dream was out of reach. My passion for aviation is not only a personal pursuit but also a commitment to representing and uplifting my community, mi gente, in all that I undertake. I eagerly anticipate the chance to open doors and pave the way for those who will follow in my footsteps. Thank you for your support!



ORGANIZATIONAL SPONSORSHIP OPPORTUNITIES

Empowering the Latino Pilots Association and the Latin Aviation Community in 2024!

Engaging with the Latino Pilots Association (LPA) in 2024 offers a multitude of ways to make a meaningful impact on both the organization itself and the wider Latin Aviation community. The sponsorship options available for the upcoming year reflect a commitment to the growth and empowerment of LPA and its mission.

In 2024, annual sponsorship levels will be determined by combining your contributions across various categories.

2024 LPA Annual Sponsorship Tiers							
	BRONZE	SILVER	EMERALD	GOLD	PLATINUM	DIAMOND	TITANIUM
Total Combined Contribution (Minimum):	\$2,500	\$5,000	\$10,000	\$20,000	\$30,000	\$50,000	\$75,000+
<p>Organizational Sponsorship</p> <p>Organizational sponsorships are pivotal in directly fueling LPA's programs and services. These contributions serve as the lifeblood of the organization, enabling us to expand our offerings and uphold our commitment to our members and the broader community. Your support helps us keep operational costs low while amplifying our impact.</p>				<p>EXPO 2024 Sponsorship</p> <p>Prepare for a remarkable experience at the 2nd Annual LPA Latin Aerospace Industry EXPO, scheduled for September 12-13, 2024, in Orlando, FL. Your participation in this flagship event not only showcases your commitment to the Latin Aviation community but also elevates the visibility of your brand within this dynamic industry.</p>			
<p>Scholarship Donations</p> <p>Scholarships represent a potent means to uplift our members and communities. They can be tailored to specific criteria and selection processes, ensuring that your contribution aligns with your vision for support. Whether you opt for restricted or non-restricted scholarships, your generosity helps break down financial barriers, empowering individuals within our Latin Aviation family.</p>				<p>In-kind Donations</p> <p>In-kind donations are warmly welcomed, with their acceptance contingent upon the needs of our LPA membership. We are eager to collaborate with you to tailor an in-kind donation package that seamlessly integrates into your comprehensive sponsorship commitment.</p>			

By choosing your preferred sponsorship levels and contributing across these categories, you play a vital role in bolstering the Latino Pilots Association's mission and making a lasting impact on the Latin Aviation community in 2024. Your support drives progress, fosters inclusivity, and elevates us towards an inclusive future in aviation.



SPONSORSHIP TIER BENEFITS

Sponsorship Tier Benefits							
	BRONZE	SILVER	EMERALD	GOLD	PLATINUM	DIAMOND	TITANIUM
Recognition as Sponsor at LPA Events	X	X	X	X	X	X	X
Company Logo on LPA Website	X	X	X	X	X	X	X
Company Logo on LPA Publications	X	X	X	X	X	X	X
Social Media Post Announcing Sponsor	X	X	X	X	X	X	X
Company Named Scholarships*	X	X	X	X	X	X	X
1/4 Page Advertisement in Publications		X	X	X	X	X	X
1/2 Page Advertisement in Publications					X	X	X
1 Page Advertisement in Publications							X
Host Private Webinars	X	X	X	X	X	X	X
Host Private Recruiting Events**				X	X	X	X

*Company must designate what portions of the funds donated are to be deemed scholarship funds and what will be deemed as organizational sponsorship. Minimum Scholarship Donation amount is \$1,000.

**Private Recruiting events are separate events from the Latin Aerospace Industry Expo and must be coordinated with the Development and National Events Department.





We are thrilled to announce and invite you to the 2024 LPA Latin Aerospace Industry EXPO being held on **Sept 12-13, 2024** at the world class Hilton Signia Bonnet Creek Hotel in beautiful Orlando, Florida. We are soaring with excitement for the return of our annual flagship event for the second year!

Experience over 35,000 sq. feet of exhibit hall space in the brand new Waterside Ballroom at Signia Bonnet Creek and several dedicated breakout rooms for your company to choose from. Perfect for finding that next candidate, client, & future co-worker.

We have several fantastic sponsorship opportunities available for you this year that are sure to make a difference in the Latin Aviation Community and will contribute to your overall organizational sponsorship tier for 2024.

We look forward to welcoming you, your organizations and your families to Central Florida in September 2024 on as we kick off **Hispanic Heritage Month**. We can't wait to see you there!



LPA LATIN AEROSPACE INDUSTRY EXPO SEPTEMBER 12-13, 2024



LPA EXPO 2024 SPONSORSHIP

	SUPPORT	INSPIRATION	INNOVATION (3)	IMPACT (3)	PRESENTING
	\$5,000	\$10,000	\$20,000	\$40,000	BID*
Expo Exhibit Space	10' x 10' = 100SqFt	10' x 20' = 200SqFt	10' x 30' = 300SqFt	20' x 20' = 400SqFt	20' x 30' = 600SqFt
Expo Exhibitor Passes **	4	8	10	12	16
Executive Suite Upgrade at Group Rate				1	2
Program Advertisement	Quarter	Half	Half	Full	2 Full
Guest Speaking Opportunity			X	X	X
Gala Table Reserved			2	3	4
Gala Dinner Tickets Included	2	4	10	12	16
Breakout Room (Daytona)					Preserve 6*7 (1656 sq.ft.)
Breakout Room (Nassau / Palm Beach)				Orange / Nassau / Palm Beach (1376 / 1182 / 1179 sq.ft.)	
Breakout Room (Preserve 3/4/5)			Preserve 3/4/5 (882 / 840 / 840 sq.ft.)		

*Organizations seeking to be the title sponsor will bid. See Page 13.
 **Additional Exhibitor Passes can be purchased at the discounted "Exhibitor" pricing.

ADDITIONAL EXPO SPONSORSHIP OPPORTUNITIES

Welcome Cocktail Reception (September 12)	\$20,000	Sold Out
LPA Fase De Vuelo Donor Gala Reception (September 13)	\$15,000	1 Available
Volunteer Boxed Lunch	\$10,000	1 Available
Registration	\$10,000	Sold Out
Company Branded Attendee/Exhibitor Lanyards	\$10,000	Sold Out
Breakout Room 8am-5pm (Union - 1080 sq. ft.)	\$10,000	1 Available
Breakout Room 8am-5pm (Sarasota- 798 sq. ft.)	\$7,000	1 Available
Breakout Room 8am-5pm (Manatee - 796 sq. ft.)	\$7,000	1 Available
Headshot Station	\$7,000	1 Available
Exhibitor 2 Hr Beverage Service Coffee / Water / Tea / Soda / Lemonade / Infused Waters	\$4,000	4 Available
Speaking Opportunities Preserve 1-2 Breakout Room (2,226 Sq. ft.)	\$1,500	Inquire For Availability and Time
Hotel Branding Opportunities	Email LPA for Quote	Walls, Doors, Windows, Etc.

Additional Sponsorship Opportunities are available. Please reach out for any additional areas not listed above in which you would like to contribute to the 2024 LPA EXPO.

For those interested in one of the above sponsorship packages, please E-mail the 2024 Sponsorship Form located on page 14 to the development team ASAP to secure your sponsorship spot for the 2024 Latin Aerospace Industry Expo! Selections will be honored on a first come first serve basis. General Exhibitor registration details will be sent out in the coming weeks!



LPA EXPO GENERAL EXHIBITOR

If you are not able to join us as sponsor for 2024, we still hope that you are able to join us for our 2nd annual LPA Latin Aerospace Industry EXPO. Additional Exhibitor Passes can be purchased at exhibitor EXPO pricing. Your organization name will appear on our website listing of EXPO Exhibitors and on the EXPO Program. Add-ons such as program ad buys, speaking engagements and more will only be offered on a space available basis. The below option does NOT count towards annual tier level sponsorship.

General Exhibitor and Attendee Registration details will be sent out in the coming weeks! In the mean time please fill out your intention to become an exhibitor on Page 14 of this document and send this form to the Development Team ASAP to guarantee your spot!

Exhibit Space	Price	Exhibitor Passes
10' x 10' = 100SqFt	\$2,000	2

Additional General Exhibitor Customizations are available. Please reach out for any additional areas not listed above in which you would like to contribute to the 2024 LPA EXPO. We will do our best to accommodate your request. Please note extra space requests will incur an additional cost. Please reach out to the Development Team ASAP to secure the best space possible for your organization.





ALAS Sponsorship 2024

The LPA "ALAS" - Academy for Latinos in Aviation Science ('Wings' in Spanish) is a 4 day long camp that provides an immersive training experience for high school youth during spring and summer breaks that works to expose Hispanic & Latin students to different careers in the aerospace industry.

Academy for Latinos in Aviation Science Sponsorship Levels		
	SUPPORT	SPONSOR
Cost	\$15,000	\$25,000
Recognition as ALAS Program Sponsor	YES	YES
Social Media Post Recognizing your Contribution	YES	YES
Participation as Sponsor: (Tours & Education Resources)	1 Event	1+ Events
Exclusive Host Opportunity at ALAS Event	No	Yes
Featured as Sponsor Across Multiple Cities	No	Yes

*The ALAS Academy is fully customizable and NOT included in Annual Sponsorship Tiers





The unwavering support of our donors is absolutely instrumental in fulfilling our mission to **Inspire, Mentor, and Develop** the Latin aviation community. Your generous contributions sustain our current programs, enable us to launch innovative initiatives, and cover essential operational costs.

Your involvement goes far beyond donations; it's about turning dreams into reality. By partnering with us, you play a central role in building a more inclusive and diverse aviation industry where talent knows no bounds. Thank you for being a crucial part of our journey towards empowering and inspiring the Latin aviation community.

Latino Pilots Association (LPA) Is a 501(c)(3) non-profit organization.
Tax ID: 47-5444274

For any questions regarding sponsorships please contact our development team.

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LPA 2024 SPONSORSHIP FORM

Name: _____ **Phone Number:** _____

Company: _____ **Email:** _____

Address: _____

General Organizational Sponsorship:

Organizational Sponsorship Total: _____

EXPO 2024 Sponsorship:

(Circle One)

EXHIBITOR ONLY (10x10)	SUPPORT	INSPIRATION	INNOVATION (3)	IMPACT (3)	PRESENTING (BID)*
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*If you intend to bid for the Presenting Sponsor Level please circle and our development team will contact you regarding the process.

Add-On Sponsorship Selection					
	Welcome Cocktail Reception (Sept 12)		LPA Fase De Vuelo Donor Gala Reception (Sept 13)		Volunteer Boxed Lunch (1 Available)
	Registration (1 Available)		Company Branded Attendee & Exhibitor Lanyards (1 Available)		Headshot Station (1 Available)
	Breakout Room (8AM - 5PM) (Union - 1080 sq. ft.)		Breakout Room (8AM - 5PM) (Sarasota - 798 sq. ft.)		Breakout Room (8AM - 5PM) (Manatee - 796 sq. ft.)
	Exhibitor 2 Hr. Beverage Service (4 Available) <small>Coffee / Water / Tea / Soda / Lemonade / Infused Waters</small>		Speaking Opportunities (Preserve 1-2 Breakout Room)		Hotel Branding Opportunities

EXPO Sponsorship Total: _____

Scholarship Donations:

Restricted: _____ (Min. \$1,500) Unrestricted: _____

Scholarship Total: _____

In-kind Donations:

Items/Services Donated: _____

In Kind-Donations Value: _____

Total Amount Pledged: _____

Thank you for your contribution to the LPA and our community. An Invoice/Receipt will be provided for your donation. LPA is a 501(c)(3) non-profit organization with Tax Id: 47-5444274.

LATINO PILOTS ASSOCIATION



LPA