



MBDA BUSINESS CENTER: OUR MISSION TO EXPAND MINORITY BUSINESSES

MBDA Business Center - Biloxi, MS
November 17, 2011
Stennis Industry Day

MISSION

The MBDA Business Center is funded by the U.S. Department of Commerce's Minority Business Development Agency.

MBDA Business Center

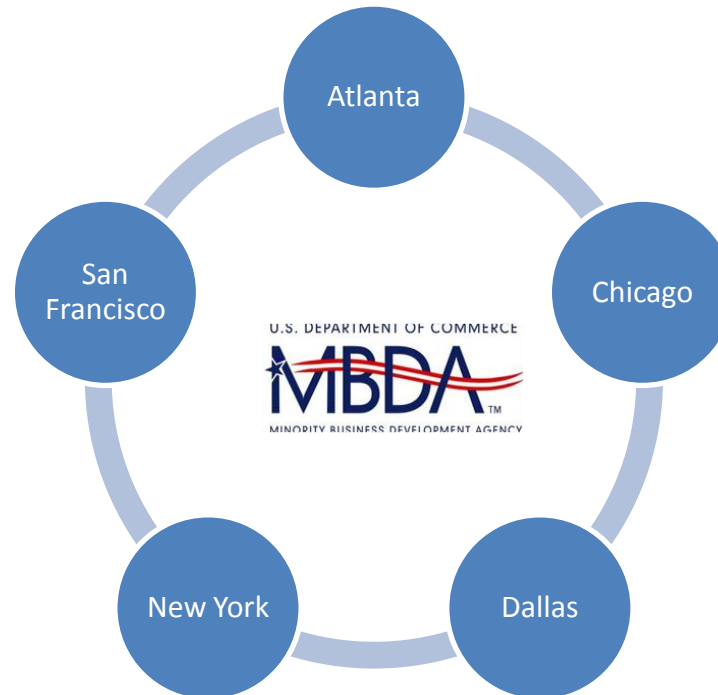
Our Mission is to grow competitive minority businesses.

- The mission of MBDA is to achieve entrepreneurial parity for minority business enterprises by actively promoting their ability to grow and compete in the global economy.

MBDA is the only federal agency created specifically to foster the establishment and growth of minority-owned businesses in America.

MBDA Nationwide Network

- Headquartered in Washington, D.C.
- 5 Regional Offices – Atlanta, Chicago, Dallas, New York, and San Francisco
- Over 40 Business Centers



A nationwide network for minority entrepreneurs

Atlanta

Alabama

Florida

Georgia

Kentucky

Mississippi

North Carolina

South Carolina

Tennessee

Chicago

Illinois

Indiana

Iowa

Kansas

Michigan

Minnesota

Missouri

Nebraska

Ohio

Wisconsin

Dallas

Arkansas

Colorado

Louisiana

Montana

New Mexico

North Dakota

Oklahoma

South Dakota

Texas

Utah

Wyoming

New York

Connecticut

Delaware

Maine

Maryland

Massachusetts

New Hampshire

New Jersey

New York

Pennsylvania

Rhode Island

Vermont

Virginia

West Virginia

District of Columbia

Puerto Rico

Virgin Islands

San Francisco

Alaska

Aarizona

California

Hawaii

Idaho

Nevada

Oregon

Washington

American Samoa

OUR PURPOSE

Minority business owners are growing businesses at a much faster rate than their non-minority counterparts, but minority-owned firms lag behind in annual revenues.

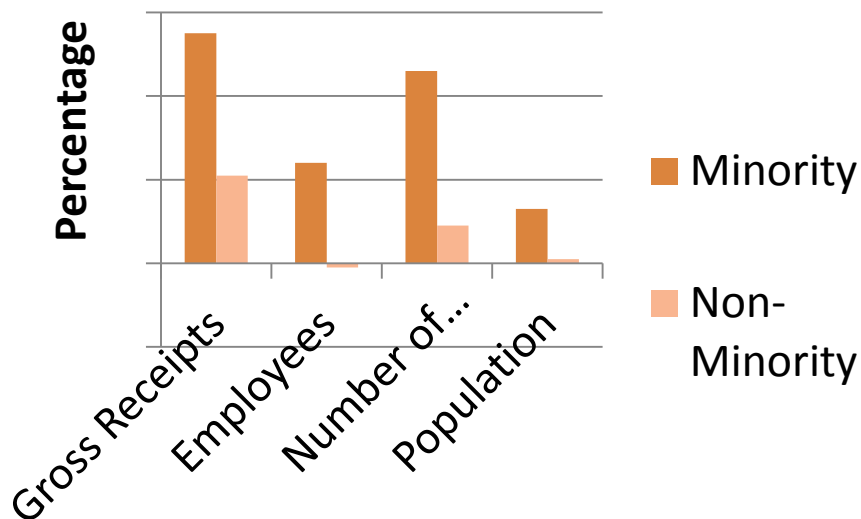


GROWTH OF MINORITY OWNED FIRMS

Between 2002 and 2007, minority-owned firms outpaced the growth of non-minority firms in gross receipts.

- Minority Growth 55 percent
- Employment 24 percent
- Number of Firms 45 percent

Minority firms are an engine of job creation, with paid employment growing by 24% from 4.7 million to 5.8 million, compared to a decrease in employment of 1.1 percent for non-minority firms.



The rapidly growing minority population increased by 13% during the same period.

Minorities represented 36% of the nation's population in 2010 and will become the majority of the population by 2042.

MBDA Business Centers offer the following services:



Business consulting



Procurement matching



Private equity and venture capital sourcing

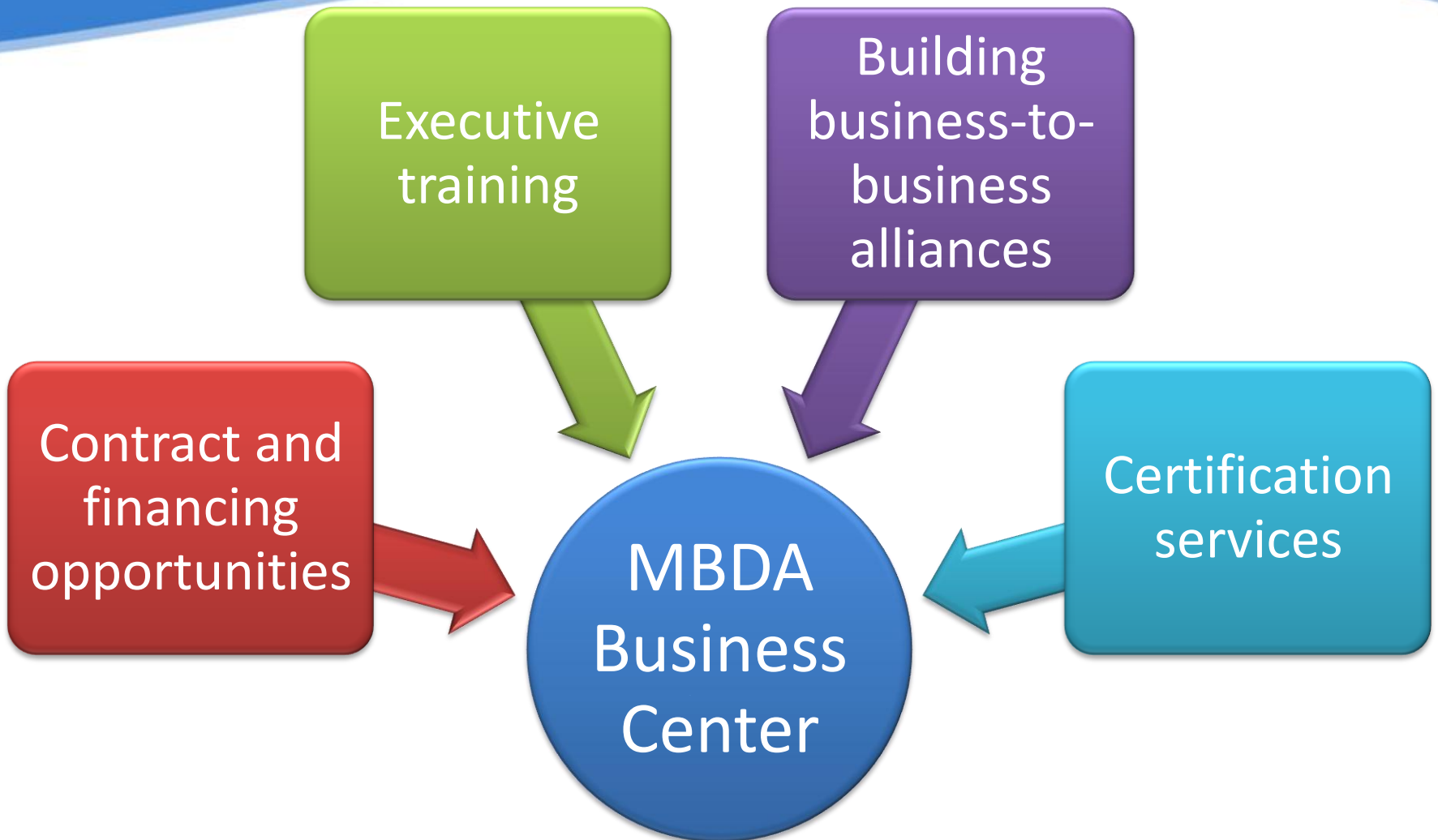


Bonding assistance and loan packaging



Strategic partnering and joint ventures

MBDA assists minority entrepreneurs and business owners with:



MBDA BUSINESS CENTER

SERVICE OFFERING

MBDA actively engages in fostering deal-making activities and provides the following services:

Markets
Access
Services

Strategic
Business
Consulting

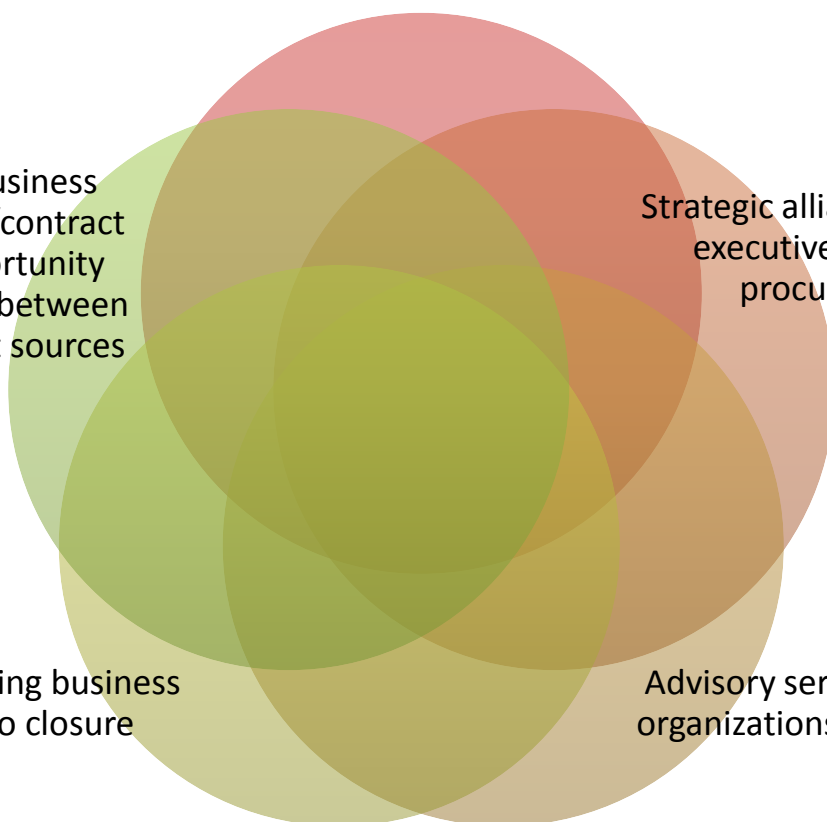
Capital Access
Services

Contract
Access



MARKET ACCESS SERVICES

Market access services include:



Conducting Business-to-Business (B2B) forums, procurement/contract matchmaking events, opportunity fairs and networking events between MBEs and potential contract sources

Strategic alliances with purchasing executives and government procurement officials

Assisting in bringing business negotiations to closure

Advisory services to purchasing organizations and minority firms

CAPITAL ACCESS

Capital access services include:

Identifying financing opportunities based on client needs, and sourcing deals

Developing and maintaining strategic alliances with banks and other financial institutions

Brokering of financial transactions by establishing relationships between pre-qualified clients and sources of financing

Identifying financial assistance, e.g., identification, preparation and packaging of standard commercial and alternative debt, bonding, leases (property and equipment), and equity

Identifying and closure of opportunities for mergers and acquisitions

Conducting financing forums and networking events between client firms and potential financing sources

Conducting cost analysis

CONTRACT ACCESS

Contract
access
services
include:

Identifying
procurement
opportunities
based on
client needs,
and sourcing
deals

Solicitation
analysis

Bid and
proposal
preparation

Research
contract
award
histories

Post-award
contract
administration

Central
contractor
registration

Certification
assistance

MBDA staff and Business Centers collaborated to provide procurement assistance to help minority-owned firms do business with the federal, state, and local governments as well as private corporations.

STRATEGIC BUSINESS CONSULTING

Strategic business consulting services include:

- Market research, promotion, advertising and sales, sales forecasting, market feasibility studies, pricing, product and customer service, brochure design
- Financial Management, e.g., capital budgeting, general accounting, break-even analysis, cost accounting, financial planning and analysis budgeting, tax planning, business consulting
- Operations & Quality Management
- Manufacturing – facility lease
- Construction – estimating, bid preparation and bonding
- International Trade Assistance – export/import, letters of credit, bank draft, distributorship, exporting trading companies, and joint ventures
- General Management – organization and structure, formulating corporate policy, feasibility studies, legal services (excluding litigation), business planning, and organizational development

OUR PERFORMANCE

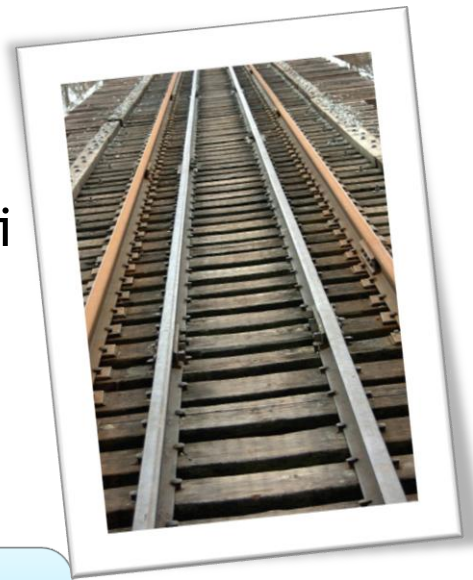
MBDA Business Center - Biloxi, Mississippi

Since our 2007 inception, the MBDA Business Center has connected our clients to:

Nearly 100 million dollars in contract and procurement opportunities

Over 40 million dollars in financial resources such as bonding and commercial loans

Creating hundreds of jobs in minority owned firms



MBDA Business Center

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