

Grow your business.
Build the Nation.



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ABOUT MBDA



MBDA is an agency of the **U.S. DEPARTMENT OF COMMERCE** working on behalf of the nation's 5.8 million minority-owned firms in support of their growth and global competitiveness.

VISION

Economic prosperity for all American business enterprises

MISSION

To promote the growth of minority-owned business through the mobilization and advancement of public and private sector programs, policy, and research



Who we serve:
Minority Business Enterprises

U.S. Minority Business Enterprises



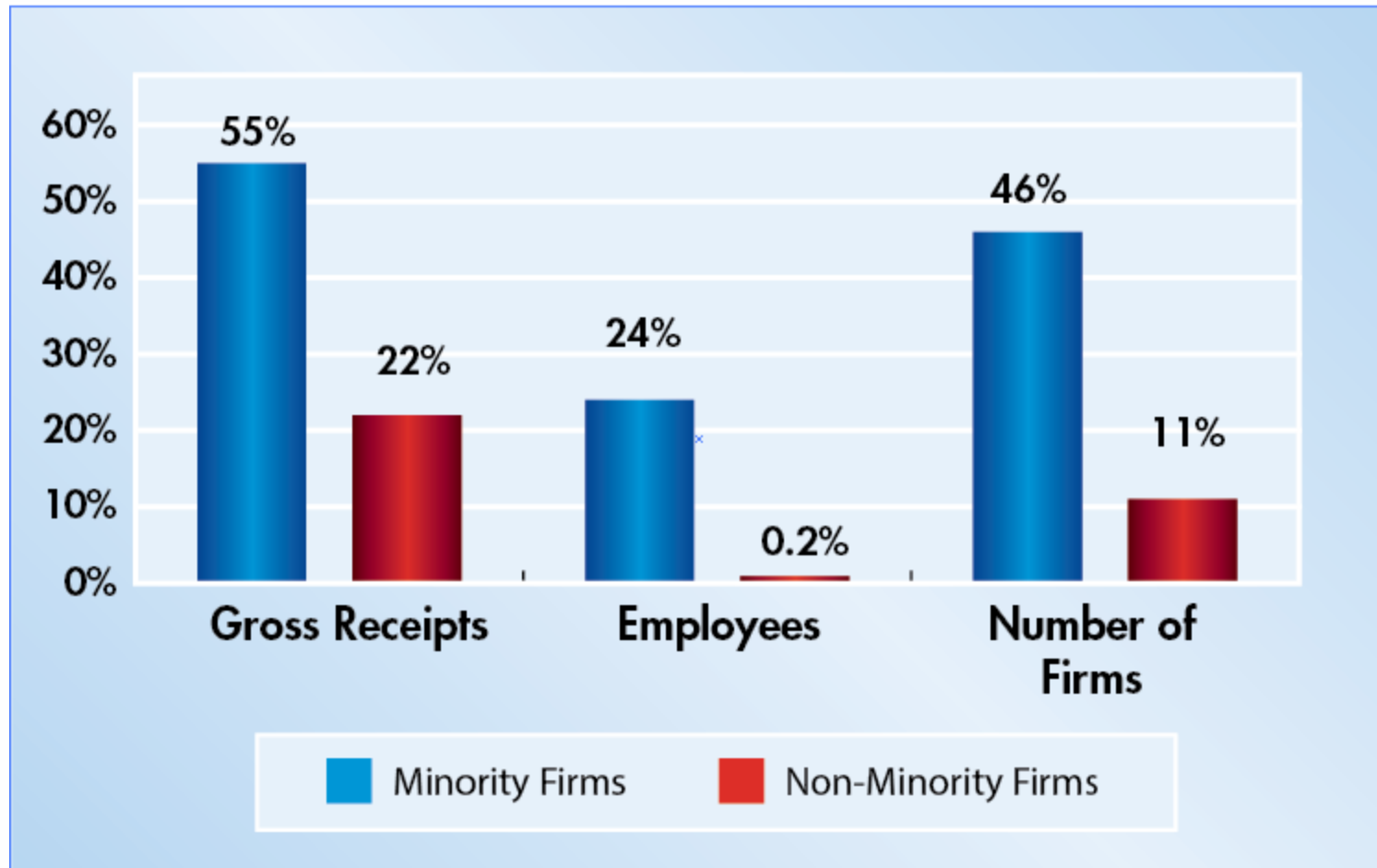
- Contribute **\$1 trillion** in economic output
- Create nearly **6 million jobs** for U.S. citizens
- Represent **21% of all firms** in the U.S.

There are

**5.8
million**

minority-owned
businesses in the U.S.

U.S. Minority Business Growth (2002 – 2007)



Source: U.S. Census Bureau, 2007 Survey of Business Owners
released June 2010

MBDA Partnership



CELEBRATING **45** YEARS

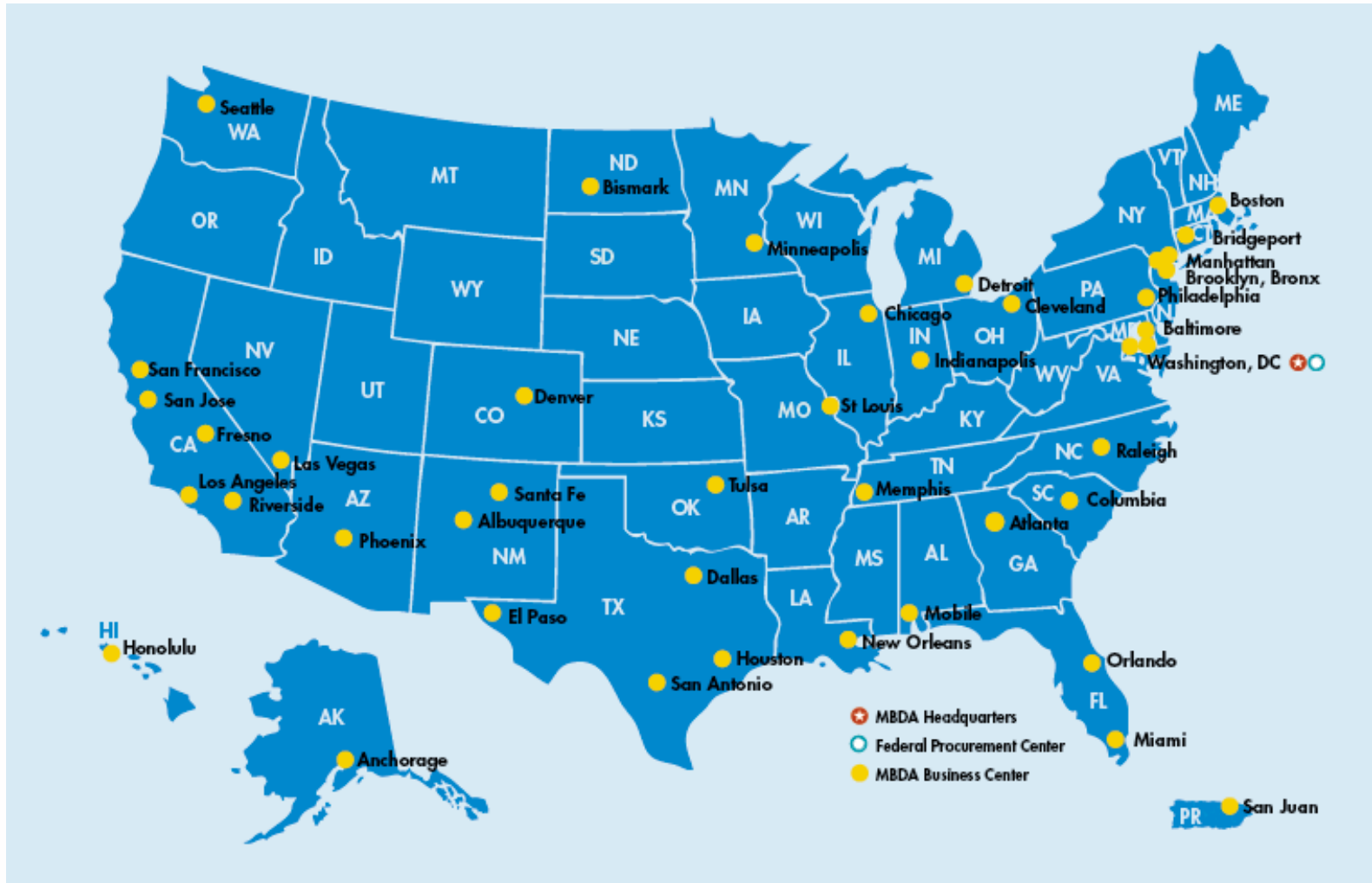
Reasons to Partner with MBDA:

- A growing client base with high revenue growth
 - § The number of minority firms is growing **four times** faster than non-minority firms
 - § The gross receipts of minority firms are growing **two times** faster than non-minority firms
- MBDA is drawing on **45 years** of experience in this high-growth business sector



What we do:
MBDA Business Center Network

MBDA BUSINESS CENTERS



Expanded Services: Specialty Expertise in the Network



Nine (9) MBDA Business Center locations offer specialty expertise.



- Advanced manufacturing initiatives
- Capital initiatives for traditional and alternative financing
- Exports and business linkages in emerging economies
- Technology transfer and innovation

MBDA Services: Access to Contracts



- Identification of procurement opportunities
- Solicitation analysis
- Bid and proposal preparation
- Post-award contract administration
- Business certifications and registration assistance
- Targeted teaming arrangements and joint ventures



MBDA Services: Access to Markets



- First-of-its-kind MBDA Federal Procurement Center
- Market research, feasibility studies, and promotion
- Sales consulting and forecasting
- Business-to-Business (B2B) matchmaking forums
- International market analysis and trade assistance



MBDA Services: Access to Capital



- Identify and broker financing opportunities
- Capital identification based on industry specialization
- Financial management and planning
- Financing forums and networking events
- Identification and closure of mergers and acquisitions



Financing Types Utilized by MBDA



Traditional Financing

- § National Banks
- § Community Banks / CDFIs
- § Export-Import Bank / SBA

Alternative Financing

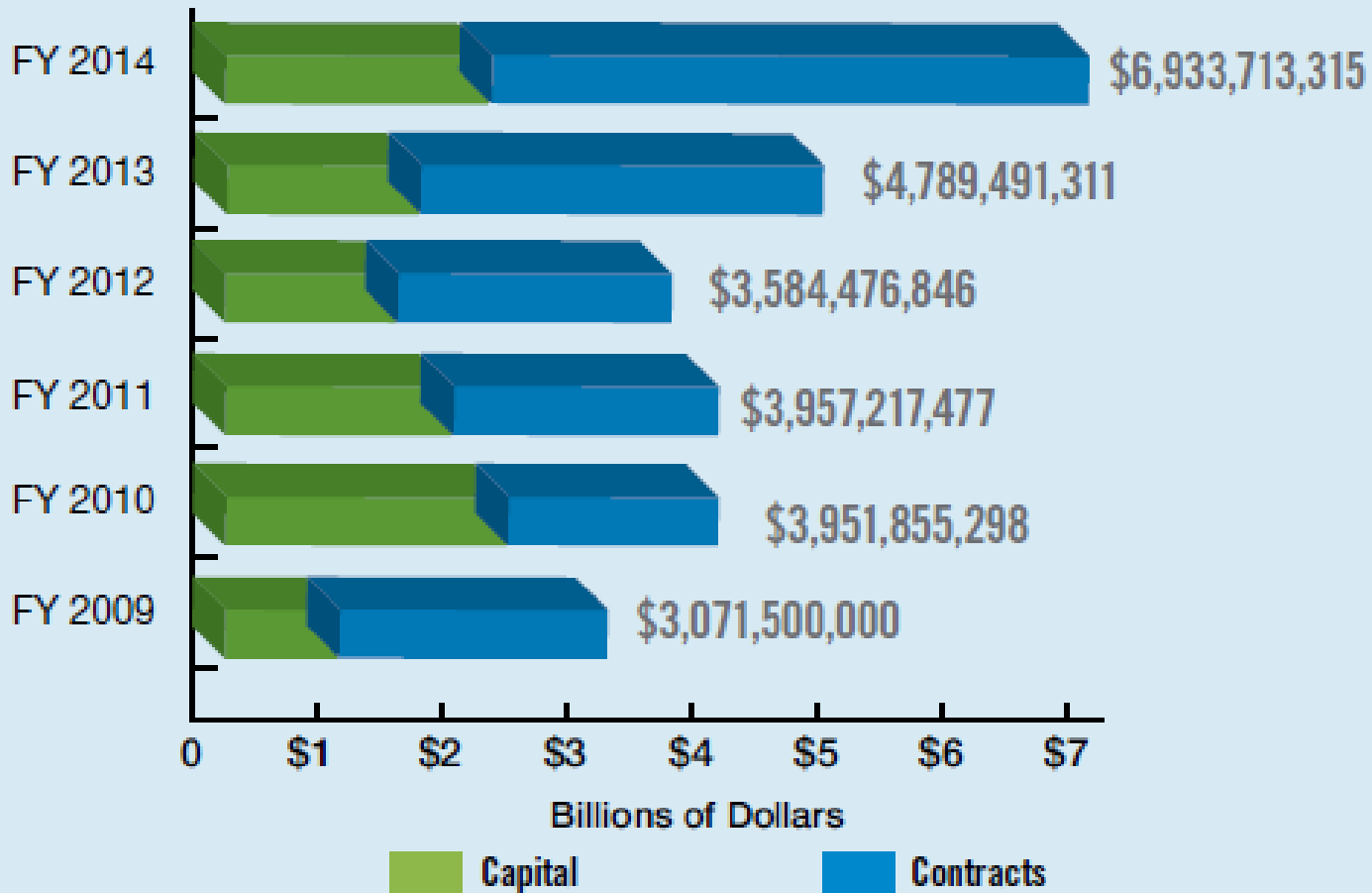
- § Private Equity: Angels, Family, VC
- § Mezzanine Financing
- § M&A Financing
- § New Market Tax Credits



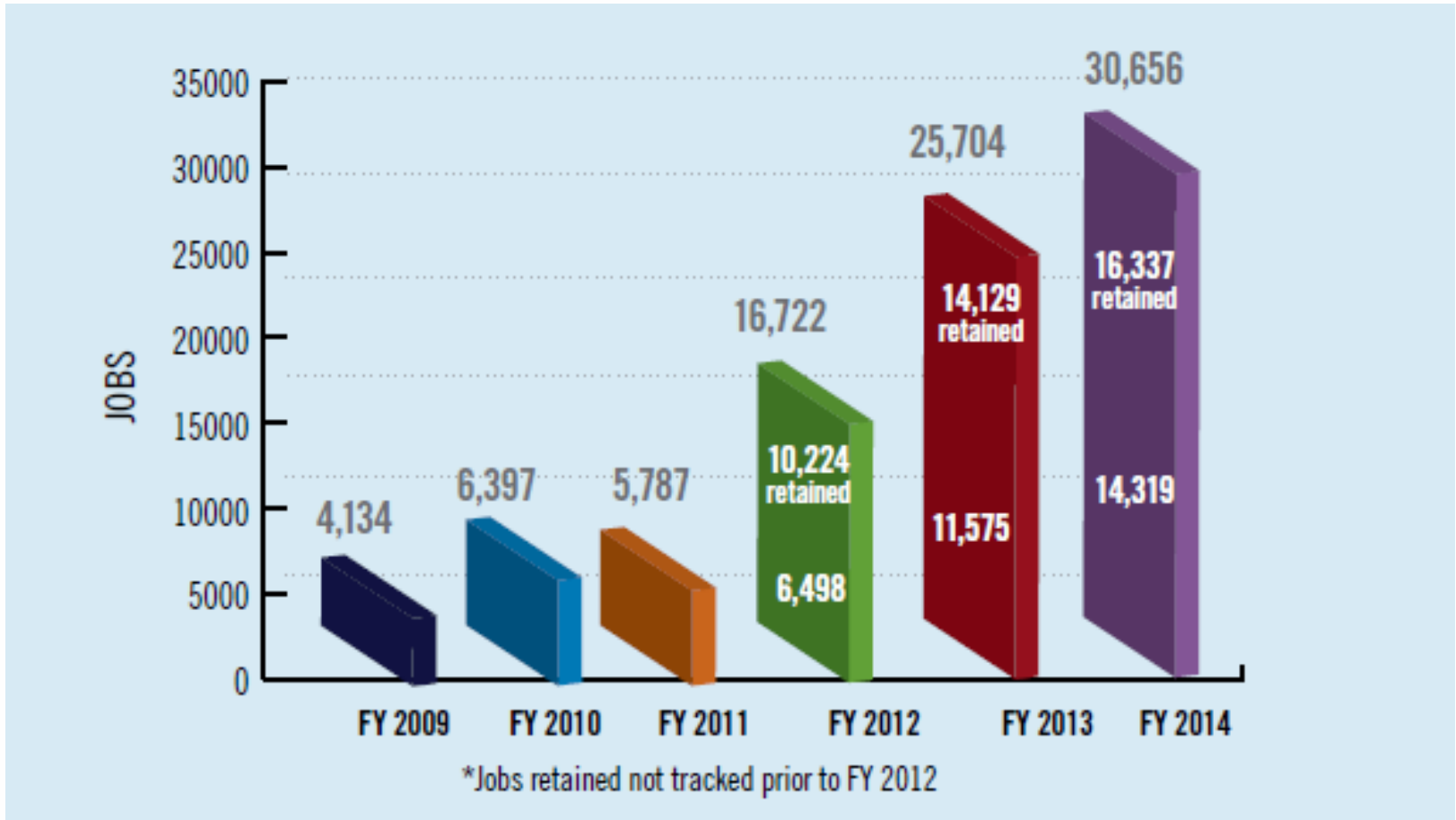


Results achieved:
FY2014 Performance Report

MBDA Contracts & Capital



MBDA Job Creation & Retention



Summary



WHO WE ARE: MBDA is the only Federal Government agency solely dedicated to the growth and global competitiveness of minority business enterprise.

WHAT WE DO: Our initiatives, programs, and services provide greater access to capital, contracts, and markets for minority-owned businesses.

WHY WE DO IT: Minority-owned firms expand the U.S. economy, strengthen local communities, and support greater job creation.

Thank You!



Jean-Robert D. Baguidy
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Minority Business Development Agency

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