Grow your business. Build the Nation.

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
**Strategic Focus**

**Business Development**
Maximize job creation and global competitiveness for U.S. minority-owned businesses through increased access to capital, contracts and markets.

**Education, Research and Information**
Produce and promote information for and about minority business enterprises.

**Policy, Advocacy, and Outreach**
Create informed policy agendas to advocate for and to conduct outreach on behalf of minority business enterprises.

**Operational Excellence**
Advance agency services by being responsive and nimble, rapidly adapting to the changes in the minority business landscape.

Who we serve:
Minority Business Enterprises
There are 5.8 million minority-owned businesses in the U.S.

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


Source: U.S. Census Bureau, 2007 Survey of Business Owners released June 2010
What we do:
MBDA Business Center Network

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

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
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
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

Results achieved: FY2014 Performance Report
MBDA Contracts & Capital

FY 2014: $6,933,713,315
FY 2013: $4,789,491,311
FY 2012: $3,584,476,846
FY 2011: $3,957,217,477
FY 2010: $3,951,855,298
FY 2009: $3,071,500,000

MBDA Job Creation & Retention

FY 2009: 4,134 jobs
FY 2010: 6,397 jobs
FY 2011: 5,787 jobs
FY 2012: 10,224 retained
FY 2013: 11,575 retained
FY 2014: 14,319 retained

*Jobs retained not tracked prior to FY 2012
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.

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Thank You!

Jean-Robert D. Baguidy  
Team Lead, Access to Capital  
Minority Business Development Agency  
[www.mbdagov](http://www.mbdagov)  
(202) 482-1015  

1401 Constitution Avenue, NW • Washington, DC 20230
ORGANIZATIONAL BACKGROUND & INFO

About BBIF Florida
- BBIF Florida is a Community Development Financial Institution (CDFI), private non-profit loan fund that specializes in providing loans and financial technical assistance services to Black, minority and underserved small businesses throughout Florida.

Our Market
- Target Market – Black Businesses
- Goal Market – Minority and Underserved Businesses
- Average business loan size: $170,000
- Clients are typically not micro, start up
PRODUCTS AND SERVICES

- **Loan Funds**

  **Black Business Loan Fund**
  The Black Business Loan Fund (BBLF) provides loans to qualified, single Black-owned businesses (established a minimum of 2 years).
  - Loan amounts: $50,000 - $100,000
  - Territory: Orange, Seminole, Osceola, Lake

  **Contract Financing Loan Fund**
  The Contract Financing Loan Fund (CFLF) provides loans to minority businesses with acceptable contracts. Loans are secured by an assignable contract and must provide job creation.
  - Loan amounts: $50,000 - $100,000
  - Territory: Orange, Seminole, Osceola, Lake

  **Small Business Loan Fund**
  The Small Business Loan Fund (SBLF) provides credit support to minority businesses. The business must be of good financial condition and provide job creation.
  - Loan amounts: $50,000 - $250,000
  - Territory: State of Florida

   This fund is race-neutral.

  **CLF Loan Fund**
  The CLF Loan Fund provides credit support to minority businesses. The business must be of good financial condition and provide job creation.
  - Loan amounts: $50,000 - $250,000
  - Territory: Lake, Sumter, Hernando, Hillsborough, Pasco

   This fund is race-neutral.

Use of funds:
- Working Capital
- Equipment
- Contract Financing
- Accounts Receivable

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**HISTORICAL IMPACT**

**THROUGH FY 2014**

- Jobs created and retained: 346
- Total loan dollars: $42MM
- Total loans: 10,845
CHALLENGES/CONDITIONS FOR MINORITY OWNED BUSINESSES

Minority Business Challenges

- Differences between white-owned versus minority-owned business clients
  - Access to capital
  - Access to training and educational resources
- Implication of those differences:
  - Time/expense of working with clients
  - Racial Composition in race-neutral loan programs
    - Ex: SBA Community Advantage
- BBIF Florida as a Minority Business:
  - Challenges in accessing funding
    - Equity capital, debt capital and operating grants
Thank You!

BBIF Florida
Capital Plaza Two
301 East Pine Street, Suite 175
Orlando, FL 32801
P: 407.649.4780
F: 407.648.8688
Web: [www.bbifflorida.com]