



Grow your business.
Build the Nation.



MINORITY BUSINESS
DEVELOPMENT AGENCY
U.S. DEPARTMENT OF COMMERCE

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

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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.

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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.

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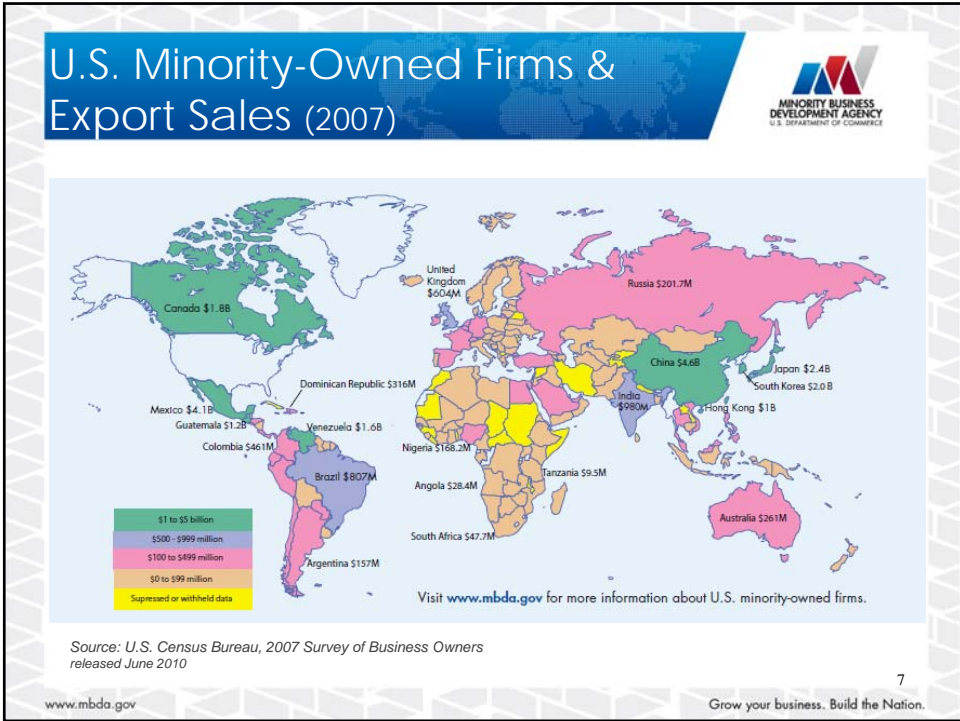
U.S. Minority Business Growth (2002 – 2007)



Metric	Minority Firms	Non-Minority Firms
Gross Receipts	55%	22%
Employees	24%	0.2%
Number of Firms	46%	11%

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

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What we do:
MBDA Business Center Network


MBDA BUSINESS CENTERS


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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


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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



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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



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Expanded Services: Specialty Expertise in the Network



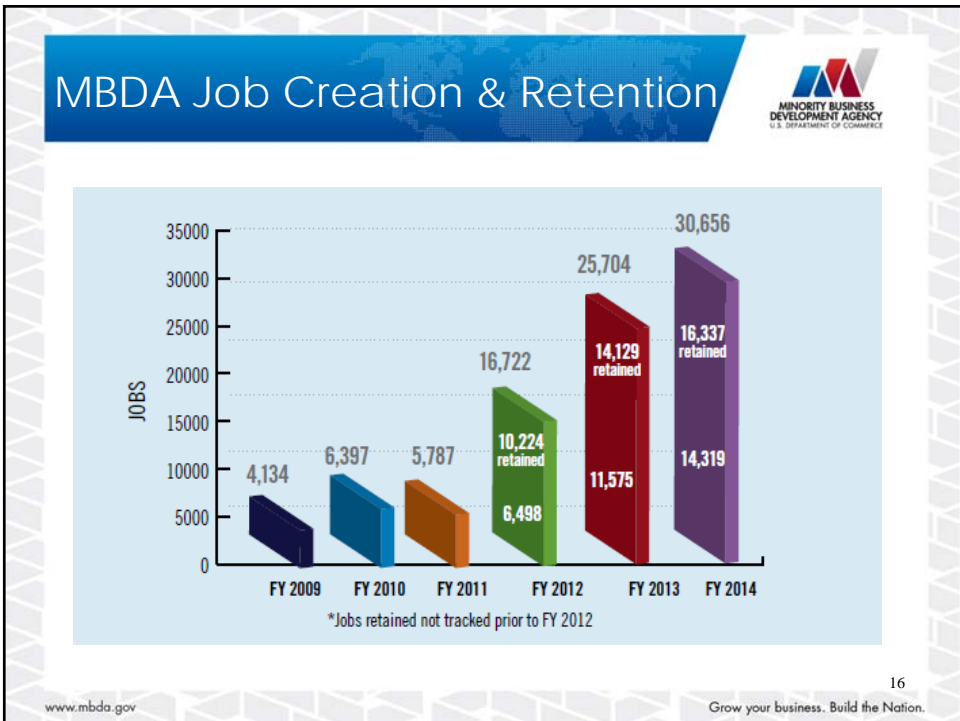
Nine (9) MBDA Business Center locations offer specialty expertise.



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

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Results achieved: FY2014 Performance Report



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!



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1401 Constitution Avenue, NW ■ Washington, DC 20230 18
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BBIF FLORIDA PRESENTATION

■ INEZ LONG, PRESIDENT/CEO | 6/30/2015

Lead Sponsor



ORGANIZATIONAL BACKGROUND & INFO

■ About BBIF Florida

- BBIF Florida is an 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

<p>BLACK BUSINESS LOAN FUND</p> <p>The Black Business Loan Fund (BBLF) provides loans to qualified stage 1 Black-owned businesses (established a minimum of 2 years).</p> <p>LOAN AMOUNTS: \$10,000 - \$100,000</p> <p>TERRITORY: • Orange • Seminole • Osceola • Lake</p> <p>This fund is for Black businesses.</p>	<p>CONTRACT FINANCING LOAN FUND</p> <p>The Contract Financing Loan Fund (CFLF) provides loans to minority businesses with acceptable contracts. Loans are secured by an acceptable contract and must provide job creation.</p> <p>LOAN AMOUNTS: \$10,000 - \$100,000</p> <p>TERRITORY: • Orange • Seminole • Osceola • Lake</p> <p>This fund is for minority businesses.</p>	<p>SMALL BUSINESS LOAN FUND</p> <p>The Small Business Loan Fund (SBLF) provides SBA Community Advantage loans to established underserved small businesses. The business must be of good financial condition and provide job creation.</p> <p>LOAN AMOUNTS: \$50,000 - \$250,000</p> <p>TERRITORY: • State of Florida</p> <p>This fund is race neutral.</p>	<p>MICRO LOAN FUND</p> <p>The Micro Loan Fund (MLF) provides loans to qualified stage 0 & 1 businesses. The MLF provides small, short-term loans to minority businesses that are established less than two years.</p> <p>LOAN AMOUNTS: \$5,000 - \$50,000</p> <p>TERRITORY: • Orange • Osceola • Seminole • Hillsborough • Lake • Sumter • Polk • Duval</p> <p>This fund is race neutral.</p>
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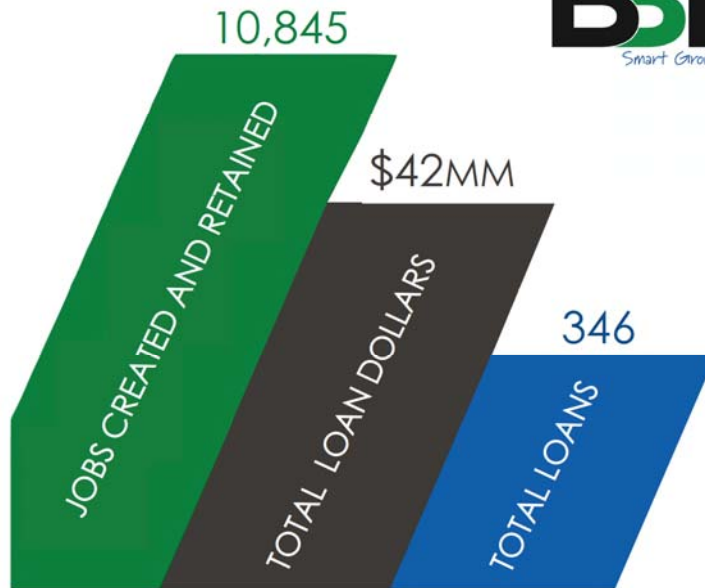
Use of funds:

- Working Capital
- Equipment
- Contract Financing
- Accounts Receivable



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HISTORICAL IMPACT THROUGH FY 2014



CHALLENGES/CONDITIONS FOR MINORITY OWNED BUSINESSES

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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

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