



U.S. DEPARTMENT OF COMMERCE  
**MBDA**  
MINORITY BUSINESS DEVELOPMENT AGENCY

# Winning Our Future

Out • Innovate

Out • Educate

Out • Build

Annual Performance Report  
Fiscal Year 2010

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## Message to the Nation – Creating Jobs For All Americans

In the 2011 State of the Union address, President Obama asked every American to take steps to ‘Win the Future’ by out-innovating, out-educating and out-building our global competitors. It is in the spirit of winning our future through the minority business community that I present to you the 2010 Annual Performance Report of the Minority Business Development Agency.

The Minority Business Development Agency (MBDA) of the United States Department of Commerce is the only federal agency tasked to create new jobs by expanding the U.S. economy through the nation’s 5.8 million minority-owned and operated businesses. The minority business community accounts for over \$1 trillion in economic output to the nation and provides nearly six million jobs for U.S. citizens.



MBDA experienced record performance in 2010. The Agency created 6,397 new jobs by assisting minority-owned companies in obtaining nearly \$4 billion in contracts and capital, an historic high. During the first two years of the Obama Administration, MBDA created nearly 11,000 new jobs and saved tens of thousands of existing jobs while helping minority-owned firms obtain nearly \$7 billion in contracts and capital.

The success of MBDA is directly attributable to the dedication of our management team, staff and business centers across the nation. During a year where minority-owned firms continued to face the dual challenges of restricted credit access and a slow domestic economy, we have been singularly focused on assisting minority-owned businesses grow. These businesses are particularly valuable to the economy because they create jobs in communities with high levels of unemployment. In addition, they make significant contributions to the national innovation base and represent a powerful long-term contributor to exports, as minority-owned businesses are twice as likely to export as non-minority owned businesses.

Our team worked diligently in 2010 to increase our value to our clients and stakeholders, and we were honored to have both our Agency and our employees recognized for their contributions. MBDA was honored by DiversityBusiness.com for being one of America’s Top 50 organizations for multicultural business opportunities. Secretary of Commerce Gary Locke recognized seven MBDA employees for their outstanding contributions to the U.S. Department of Commerce, and Hispanic Business Magazine recognized our National Deputy Director, Alejandra Y. Castillo, as one of the 100 most influential Hispanics in America.

We appreciate the opportunity to present to you a detailed analysis of MBDA’s operating performance for 2010. The minority business community is and will continue to be a critical component of the U.S. economy.

David A. Hinson

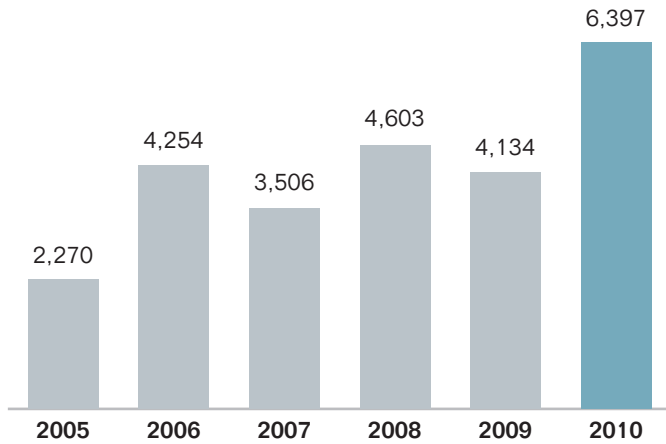
National Director

# Performance Highlights

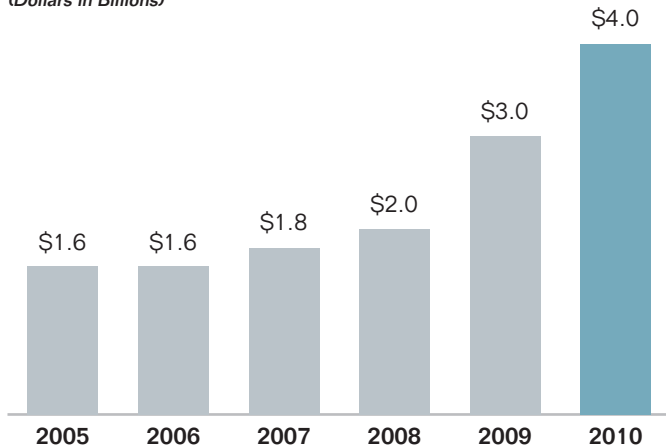
## MBDA Achieved Record Performance in 2010

In FY 2010, MBDA experienced the most productive year in the history of the Agency. MBDA created 6,397 new jobs across the nation and saved tens of thousands of existing jobs by helping minority-owned and operated businesses obtain 964 contracts, totaling \$1.688 billion, and 522 financial awards, totaling \$2.264 billion. This represents a 51% increase in new jobs created and a 34% increase in contracts and capital to minority-owned firms over 2009 levels. MBDA also increased Return on Investment (ROI) to 125x, up from 102x in 2009 and from 70x at the end of the prior administration. This speaks to the increased operating efficiency of the Agency during this Administration.

**Jobs Created**



**Contracts and Financings Obtained**  
(Dollars in Billions)



During the first two years of the Obama Administration, MBDA created nearly 11,000 new jobs and helped save tens of thousands of existing jobs by assisting minority-owned and operated firms in obtaining nearly \$7 billion in contracts and capital. This represents an annual performance increase of 11% in new jobs created and an 86% increase in contracts and capital obtained over the prior administration, all during the worst economic downturn since the Great Depression.

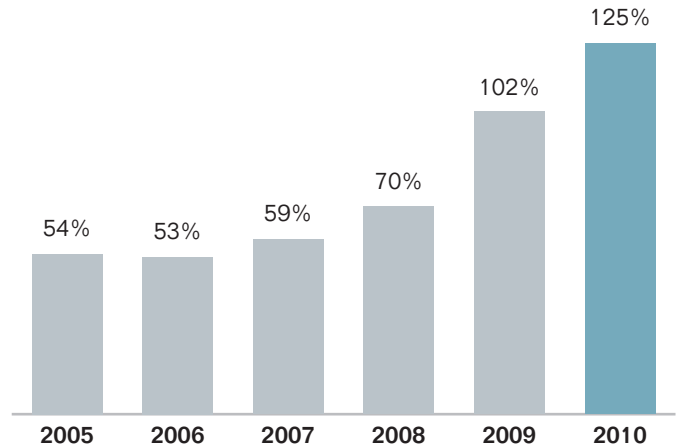
## MBDA Engaged in Substantial Collaboration with the White House and Federal Agencies

MBDA collaborated with the White House, U.S. Department of Commerce agencies and other government entities in support of minority-owned businesses. These critically important activities are outlined below:

### INTERAGENCY TASK FORCE ON FEDERAL CONTRACTING OPPORTUNITIES FOR SMALL BUSINESSES

MBDA represented the Department of Commerce as co-chair of the White House Interagency Taskforce on Small and Minority Business Contracting. This taskforce is a government-wide effort to assist Federal agencies in reaching their small business contracting goal of 23%, while expanding minority business contracting opportunities. The activities of the Taskforce will strengthen existing Federal Acquisition Regulations, training for Contracting Officers and the flow of information about procurement opportunities in support of minority-owned businesses.

**Return on Investment**







Rebuilding  
communities  
in times of  
need.



#### **NATIONAL EXPORT INITIATIVE**

MBDA focused on assisting minority-owned firms increase their export activity in support of the President's National Export Initiative. In addition, the Agency continued to build the infrastructure to institutionalize export support efforts, while pivoting the focus toward maximizing the competitive advantage of minority-owned firms in the global marketplace.

MBDA heavily promoted Department of Commerce secretarial-level trade missions. In addition, the Agency established strategic partnerships with the International Trade Administration (ITA), the Overseas Private Investment Corporation (OPIC), Export-Import Bank and the U.S. Trade and Development Agency (USTDA).

#### **DEEPWATER HORIZON INITIATIVE ON THE BP/GULF COAST OIL SPILL**

In 2010, MBDA played a critical role in supporting minority-owned businesses in the gulf coast region, adversely affected by the BP/Gulf Coast Oil Spill, the worst oil spill in the history of our nation. MBDA provided business rebuilding assistance to local Vietnamese, Cambodian, Hispanic, and African-American fishermen, shrimpers and oyster farmers. MBDA Business Centers located in the Gulf Coast region (Alabama, Louisiana and Mississippi) successfully hosted multiple town hall listening sessions, engaged various chambers of

commerce, trade associations and community leaders to ensure that affected communities were assisted in all aspects of their recovery.

#### **COMMERCE DEPARTMENT'S TASK FORCE ON CHINA**

MBDA played an important role in the Commerce Department's efforts to engage the People's Republic of China through involvement with the Commerce Department Taskforce on China. MBDA participated in two trade missions to China, one in 2010 and one in 2009, supporting government efforts to increase trade between minority-owned businesses and this very important trading partner.

#### **COMMERCECONNECT**

CommerceConnect is a U.S. Department of Commerce initiative launched by Secretary Gary Locke in October 2009 to make businesses more competitive by bringing all of the Commerce Department's services together on one platform. MBDA has aggressively supported this initiative from inception by providing senior staff members to assist with the development, structuring and program rollout.

Throughout 2010, MBDA aggressively supported CommerceConnect's mission from a sole pilot location outside Detroit, through its expansion into a network of centers located around the United States.

#### COMMERCE DEPARTMENT'S INITIATIVE ON HAITI RECONSTRUCTION

Since the first moments of the devastating earthquake in Haiti in January 2010, MBDA has assisted the Obama Administration in Haitian relief efforts by reaching out to the Haitian Diaspora and other minority businesses that could assist with medium to long-term reconstruction. As a part of this effort, MBDA joined a trade mission to Haiti and the Dominican Republic to support the creation of relationships between Haitian and American businesses.

In addition, MBDA developed a leading-edge strategy, which was presented to the U.S. Department of State. This innovative strategy was designed to support the rebuilding of the Haitian small and medium-sized business community while creating new jobs.

#### AMERICAN RECOVERY AND REINVESTMENT ACT

Since its inception, MBDA has played an integral role in supporting minority-owned firms in American Recovery and Reinvestment Act (ARRA) efforts. These efforts include redirecting over \$900,000 in program funding in 2009 to support ARRA efforts on state and local levels. ARRA efforts also included working with key representatives at the federal, state and local government levels to ensure minority

businesses receive their fair and equitable share of ARRA contract opportunities.

MBDA continued to support ARRA-related contracting and financing opportunities in 2010 as ARRA activities wound down. MBDA led or participated in 112 of the total 300 federally sponsored ARRA-related events and helped facilitate \$150 million in additional ARRA-related contracts for minority-owned firms at the state and local level.

### MBDA Achieved Substantial Agency-wide Results

In 2010, MBDA achieved substantial agency wide level results including several that were of historic nature.

#### ESTABLISHMENT OF THE FIRST MBDA-LED NATIONAL ADVISORY COUNCIL IN NEARLY 40 YEARS

In early 2010, MBDA petitioned U.S. Department of Commerce Secretary Gary Locke to establish a secretarial-level advisory council on minority business enterprises. On November 3, 2010, the



Secretary approved the creation of the National Advisory Council for Minority Business Enterprise (NACMBE). The NACMBE is the first Secretarial-level advisory council for minority-owned businesses in nearly 40 years. The Council provides advice and recommendations to the Secretary on a broad range of policy issues affecting the minority business community as part of the Obama Administration's focus on creating new jobs and strengthening the U.S. economy. The NACMBE is composed of chief executive officers of Fortune 500 corporations, chief executive officers of substantial minority-owned corporations and the presidents of national advocacy organizations.

#### **SUCCESSFUL LAUNCH OF THE MBDA BUSINESS CENTER PROGRAM**

On November 10, 2010, MBDA completed a nationwide grant solicitation to operate 30 MBDA Business Centers, including new locations in Cleveland, OH; Denver, Colorado; and Manhattan, New York.

The strategic business consulting services provided by the MBDA Business Centers help create and retain jobs, many in communities hardest hit by the economic downturn.

#### **STRATEGIC PARTNERSHIP WITH THE NATIONAL URBAN LEAGUE**

In July 2010, MBDA and the National Urban League entered into a Memorandum of Understanding to support job creation by expanding both organizations' capabilities to support entrepreneurship and economic growth within minority communities. In this effort, MBDA and the National Urban League Entrepreneurship Centers will pool their collective resources to support the growth of minority-owned firms located in Atlanta, Chicago, Cleveland, Cincinnati, Jacksonville, Kansas City, Los Angeles, New Orleans, and Philadelphia.

MBDA refers early stage or start-up companies that come into the MBDA Business Center network to the National Urban League's Entrepreneurship Centers so they may obtain the critical support needed to launch and stabilize their businesses. Conversely, the Urban League refers larger more established minority-owned firms to MBDA. The National Urban League's Entrepreneurship Center Program expands MBDA's reach to minority-owned firms in areas where it does not currently have a presence and service even more minority entrepreneurs in communities where a presence already exists.

#### **RELEASE OF LANDMARK STUDY ON CAPITAL ACCESS**

In FY 2010, MBDA released a landmark study on disparities in capital access entitled *Disparities in Capital Access between Minority and Non-Minority Firms: The Troubling Reality of Capital Limitations Faced by MBEs*. Findings of the study were presented at many venues including: a U.S. Senate Congressional hearing, numerous Congressional briefings, the Maryland Governor's Office on Minority Business Affairs' MBE University Conference, the National Community Reinvestment Coalition Conference, the Kauffman Foundation Conference, Federal Reserve Bank Research Conference, and the Interagency Network of Enterprise Assistance Providers Conference.

#### **CONGRESSIONAL RELATIONS AND HEARINGS**

In FY 2010, MBDA maintained an active presence on Capitol Hill. MBDA held numerous meetings with individual Members of Congress and their staffs. In addition, MBDA National Director David A. Hinson appeared before a subcommittee of the House Energy and Commerce Committee, a subcommittee of the House Oversight and Government Reform Committee and the full Senate Committee on Small Business and Entrepreneurship. MBDA staff across the country also participated in numerous events hosted by Members of Congress, including business fairs and seminars.

#### **DEVELOPMENT OF LEADING EDGE RESEARCH ON THE MINORITY BUSINESS COMMUNITY**

MBDA produced leading-edge research on the minority business community in partnership with the U.S. Census Bureau. This research produced user-friendly statistical fact sheets, including: *Minority-Owned Business Growth and Global Reach* and *Hispanic-Owned Business Growth and Global Reach*. As more data is released from the 2007 Survey of Business Owners, MBDA will produce additional fact sheets covering businesses owned by African-Americans, Asian-Americans, Native Hawaiians and Other Pacific Islanders, American Indians and Alaskan Natives. State fact sheets are also planned.

In FY 2010, MBDA entered into a Memorandum of Understanding with the U.S. Census Bureau for the purchase of additional cross tabulations of data from the 2007 Survey of Business Owners, a key analytical tool. The cross tabulations will provide additional statistical data on the characteristics of minority-owned businesses, their exports, their capital usage, and the benefits that these companies bring to the U.S. economy.





Minority-owned firms are twice as likely to export as non-minority-owned firms.

**CREATION AND LAUNCH OF NEW, INNOVATIVE, TECHNOLOGY PLATFORM “PARTNERNET”**

MBDA created and launched a new technology platform called Partnernet. This is the first technology platform of its type developed and deployed in the history of the Agency. Partnernet was developed to foster operational efficiency through knowledge sharing and collaboration among MBDA and its network of Centers. Partnernet also features an e-library, e-training module, best practices module, blogs, forums, chat room, members’ directory, business tools, and news.

**CONTINUED SUPPORT FOR THE OFFICE OF NATIVE AMERICAN BUSINESS DEVELOPMENT**

In 2010, MBDA continued its support for the Office of Native American Business Development (ONABD). The Office of Native American Business Development identifies economic opportunities in the areas of federal procurement, energy, manufacturing, international trade, and financial services for Native American businesses. MBDA also provides 100% of funding for the Senior Advisor to the Secretary of Commerce on Native American Affairs.

**EXPANDED NATIONAL MINORITY ENTERPRISE DEVELOPMENT (MED) WEEK CONFERENCE**

MBDA, in collaboration with the Small Business Administration, dramatically expanded the Annual National Minority Enterprise Development (MED) Week Conference held in Washington, D.C. This national conference, the largest government-sponsored conference for minority-owned businesses, provides minority-owned and operated businesses access to policy makers, program managers, financial lenders, procurement officers, and various levels of capacity building and training.

In 2010, MBDA expanded MED Week to include export training, and for the first time, embassy-sponsored events. The Embassy of the People’s Republic of China and the Embassy of Republic of South Africa hosted events for MED Week attendees. MBDA also secured a record \$30 billion in procurement opportunities for the Business-to-Business Expo. These opportunities were showcased to the over 1,500 companies that participated in the event.





## A Look Ahead to 2011

### INCREASED AGENCY-WIDE OPERATING EFFICIENCY – RESTRUCTURING TO ENHANCE LONG-TERM PERFORMANCE

In 2010, MBDA completed the first phase of a two-part Agency-wide restructuring designed to increase overall operating efficiency. The first phase of the restructuring entailed a redesign of the Agency's major business assistance program, including standardizing the delivery of strategic growth services to tens of thousands of minority-owned and operated businesses. The restructuring effort also included the business center grant solicitation process, which will be completed in FY 2011, and the evaluation of future center locations. Additionally, the restructuring called on the Knowledge Management Unit to refocus on interagency alliances and business opportunities. In order to improve efficiency, several existing business development centers will be consolidated and a number of MBDA regional offices will be reconfigured to accommodate a new and innovative telework structure.

The process to complete the nationwide grant solicitation and move new centers to a fully operational status will result in nearly four months of lost operating time. This factor, coupled with the timing of the restructuring, may reduce 2011 operating performance.

### EXPORT PROMOTION – SUPPORTING THE PRESIDENT'S NATIONAL EXPORT INITIATIVE

Under the auspices of President Obama's National Export Initiative, export promotion and the globalization of the minority business community will be a substantial focus of Agency activities in 2011. MBDA's target clients have unique competitive advantages in the global markets including language skills, cultural knowledge, knowledge of local business practices and familial and other relationships. These competitive advantages have resulted in minority-owned firms being twice as likely to export as non-minority-owned firms.

To leverage these competitive advantages on behalf of the U.S. economy, MBDA will engage more closely in identifying those companies that have export potential and support them as they globalize their business models. MBDA also intends to obtain greater training for its staff and operating centers on export promotion through strategic partnerships with its sister agency, International Trade Administration and global trade show leader, Germany-based Deutsche Messe. Additionally, MBDA will continue to work with minority companies to help them gain access to U.S. Department of Commerce Trade Missions.

**CENTER FOR GOVERNMENT CONTRACTING – EXPANDING THE FOCUS ON GOVERNMENT CONTACTING OPPORTUNITIES**

MBDA plans to open a center for government contracting in 2011 to provide direct support to minority-owned companies across the nation that desire to compete for government contracts. This center will provide a central location for minority-owned businesses to obtain the information, skills and relationships they need to achieve favorable contract acquisition. This center will be launched in conjunction with an MBDA Office of Government Contracting. This effort directly supports the White House initiative to promote greater government contracting among small and minority-owned businesses.

**NATIONAL ADVISORY COUNCIL ON MINORITY BUSINESS ENTERPRISES – SUPPORTING MBE POLICY DEVELOPMENT**

Launched late last year, the National Advisory Council on Minority Business Enterprises is a critical source of policy recommendations on how to expand the economic capability of minority business enterprises (MBEs). MBDA intends to work closely with advisory board members to promote policies that create a level playing field for MBEs across the nation.

**NEW CRM TECHNOLOGY – BRINGING MBDA TECHNOLOGY INTO THE 21ST CENTURY**

MBDA is scheduled to implement a new customer relationship management (CRM) system during 2011. CRM is expected to revolutionize MBDA operations by allowing the Agency to better



Creating a new generation of minority business enterprises.





track export activity, domestic business development activity, agency-wide deal flow, and provide a real-time view of the impact of the current economic events on the minority business community. More important, CRM will allow MBDA to respond more quickly to the needs of customers and stakeholders.

#### **MBDA ADVOCACY PROGRAM – EXPANDING RELATIONSHIP DEVELOPMENT OPPORTUNITIES FOR MBES**

In 2011, MBDA plans to launch a new and exciting program, the MBDA Advocacy Program. Recognizing that the lack of relationships with corporate executives is a key limiting factor to the growth of minority-owned businesses, this program is designed to assist management teams of MBEs in gaining access to the senior management of larger corporations by leveraging the convening power of the U.S. Department of Commerce.

The Advocacy Program will specifically assist minority-owned firms in securing meetings with senior corporate executives around industry-oriented transactions. We believe that by supporting the

strengthening of relationships between large corporate management teams and MBEs management teams, MBDA can eliminate this substantial impediment to the growth of the minority business community.

#### **OVERALL ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE INITIATIVES**

MBDA will continue to work on key initiatives supporting Obama Administration and U.S. Department of Commerce priorities. These initiatives include: continued participation on the White House Council on Government Contracting for Small and Minority Businesses, developing a national solution to the lack of access minority-owned firms face in obtaining surety bonds and assisting minority-owned businesses in obtaining greater access to the global supply chains of our nation's largest corporations. These and other initiatives will help MBDA institutionalize success and lay the groundwork for solid Agency performance for years to come.







Growing the  
economy and  
creating jobs.





## FY 2010 Performance Metrics

MBDA's primary performance goals are boosting job creation, the dollar value of contracts, and the dollar value of financial awards to minority-owned businesses. Performance is based upon an "if not for" standard. As such, performance is recognized only where the presence of MBDA is necessary for the transaction to be consummated. MBDA requires all transactions be verified by at least two independent sources. MBDA does not include in its performance the "multiplier effect" that jobs created, transactions and capital acquisition have on the overall U.S. economy.

### Number of Jobs Created

A key Agency performance measure is the number of jobs created. By assisting minority-owned firms in obtaining contracts and financial awards, MBDA increases the conditions where these firms have the need to grow their employment base. Minority-owned businesses often hire from within the communities where they are located and often, these businesses reside in or near communities with large concentrations of minority workers. As such, minority-owned and operated firms provide a significant opportunity for workers from minority communities to obtain employment, some of whom have very limited employment prospects.

### Dollar Value of Contract Awards Obtained

Dollar value of contracts awarded to minority-owned businesses is another key Agency performance measure. These contracts are facilitated by the MBDA Business Centers and Agency staff. The certainty that minority-owned firms will be awarded a contract varies from contract to contract. Multiple year contracts with option years are less certain as the options may or may not be exercised. MBDA includes the full potential value of multiple-year contract awards obtained in its annual reporting for this performance measure, and discloses the dollar value of option years in the footnotes. For indefinite-delivery, indefinite-quantity (IDIQ) contracts, only actual dollar values realized or guaranteed from task orders are included in this performance measure.

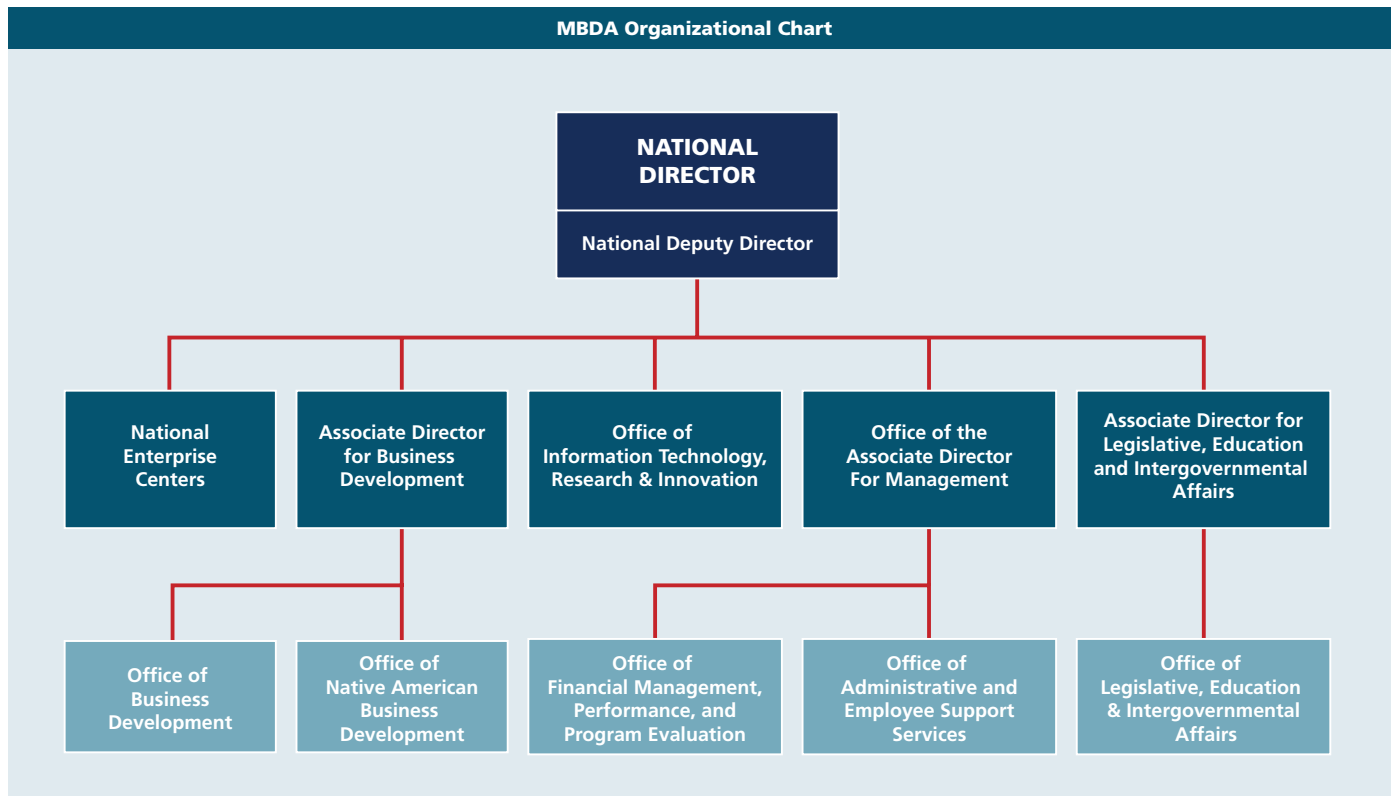
### Dollar Value of Financial Awards Obtained

MBDA works to obtain financial awards or "capital" for MBEs. Capital sources include senior and subordinated loans, surety and other forms of bonds, lines of credit, letters of credit, and various forms of equity. Financial awards are critical to the growth of minority-owned firms. Capital derived from Agency efforts is critical to minority-owned businesses, as MBDA studies show that minority-owned businesses have much more difficulty in obtaining capital in the same amount and at the same cost as non-minority-owned firms.



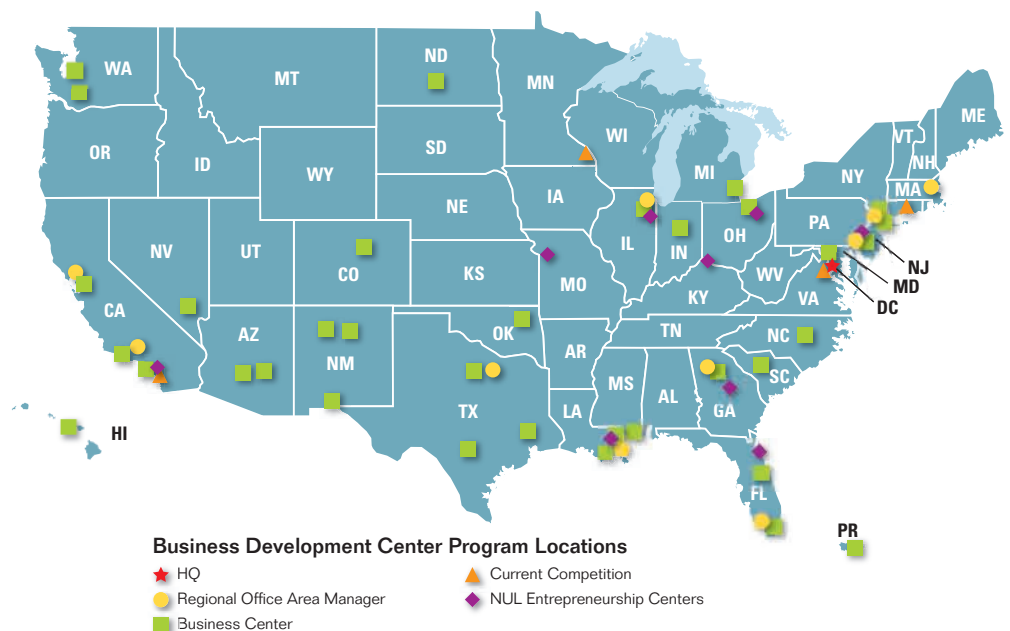


# FY 2010 Operational Overview



## Business Development Center Program & Congressional Locations

Throughout FY 2010, MBDA successfully provided business development services to minority-owned businesses through a national network of centers organized into Minority Enterprise Centers (MBECs), Minority Business Opportunity Centers (MBOCs) and Native American Business Enterprise Centers (NABECs). MBDA supported these centers with a national team of business development specialists located in eight field offices.



**MINORITY BUSINESS ENTERPRISE CENTERS (MBEC)**

In FY 2010, MBDA funded 28 MBECs providing business development services in strategic locations with large concentrations of minority business enterprises. The centers provided one-on-one and group consulting in managerial, technical areas, and marketing, in addition to support in obtaining contracts and financial awards.

**MINORITY BUSINESS OPPORTUNITY CENTERS (MBOC)**

In FY 2010, MBDA funded eight MBOCs which provided business facilitation brokerage services to minority business enterprises. MBOCs fostered contract and financial transactions between MBE clients and public/private sector entities. This program was originally designed to maximize referral and business brokering services while minimizing consulting services unlike the MBEC and NABEC programs.

**NATIVE AMERICAN BUSINESS ENTERPRISE CENTERS (NABEC)**

In FY 2010, MBDA funded six NABECs providing business development services to Native American firms and tribal entities.

The centers provided one-on-one and group consulting services in managerial and technical areas and marketing, in addition to support in obtaining contracts and financial awards.

MBDA funded centers are operated by a network of private and public organizations through cooperative agreements which provide multi-year funding. These entities compete under a public solicitation for an MBDA grant. The network of private and public organizations that operate MBDA funded centers are comprised of for-profit and non-profit entities, state and local governments, tribal entities and institutions of higher education, including minority serving institutions. The operators of an MBDA funded center hire business development professionals in local communities to deliver program-specific services. The average annual funding for an MBDA center in FY 2010 was \$260,000 for MBECs, \$219,000 for NABECs and \$219,000 for MBOCs. These overall funding levels have not increased in over 15 years.

**MBDA Funded Centers**

STATE	CITY	OPERATOR	CONGRESSIONAL DISTRICT	NEW JOBS CREATED
Alabama	Mobile	Mobile Area Chamber of Commerce	AL-01	314
Alabama	Birmingham	South Regions Minority Business Council	AL-06	0
Arizona	Phoenix	Arizona Hispanic Chamber of Commerce	AZ-04	97
Arizona	Mesa	National Center for American Indian Economic Development	CA-32	59
California	Riverside	CHARO Community Development Corporation	CA-44	46
California	Los Angeles	University of Southern California	CA-33	212
California	San Jose	Asian, Incorporated	CA-16	41
California	Los Angeles	City of Los Angeles	CA-34	234
California	El Monte	National Center for American Indian Economic Development	AZ-06	139
DC	Washington	National Community Reinvestment Coalition	DC-At Large	70
Florida	Miami	M. Gill & Associates, Incorporated	FL-18	186
Florida	Orlando	Florida Minority Supplier Development Council	FL-03	153
Georgia	Atlanta	Georgia Tech Research Corporation	GA-05	395
Hawaii	Honolulu	University of Hawaii	HI-01	55
Illinois	Chicago	Chicago Community Ventures	IL-07	126
Illinois	Chicago	Chicago Minority Business Development Council, Incorporated	IL-07	87
Indiana	Indianapolis	State of Indiana	IN-07	935
Indiana	Gary	Chicago Minority Business Development Council, Incorporated	IN-01	0

(continued on next page)

MBDA Funded Centers *(continued)*

STATE	CITY	OPERATOR	CONGRESSIONAL DISTRICT	NEW JOBS CREATED
Louisiana	New Orleans	Louisiana Minority Business Council <i>(operated an MBEC and MBOC)</i>	LA-02	18
Michigan	Detroit	Michigan Minority Business Development Council	MI-13	59
Mississippi	Gulfport	Arkansas Minority Supplier Development Council	MS-04	51
Missouri	St. Louis	St. Louis Minority Business Council	MO-01	73
Nevada	Las Vegas	New Ventures Capital Development Company	NV-01	20
New Mexico	Albuquerque	NEDA Business Consultants, Incorporated	NM-01	836
New Mexico	Albuquerque	American Indian Chamber of Commerce of New Mexico	NM-01	95
New York	Jamaica	Jamaica Business Resource Center	NY-09	54
New York	Brooklyn	ODA Community Development Corporation	NY-12	80
North Carolina	Durham	North Carolina Institute of Minority Economic Development	NC-04	153
North Dakota	Bismarck	United Tribes Technical College	ND	55
Oklahoma	Tulsa	Rural Enterprise of Oklahoma	OK-01	106
Pennsylvania	Philadelphia	The Enterprise Center	PA-02	92
Puerto Rico	San Juan	Asociacion Productos de Puerto Rico, Incorporated	PR-At Large	180
South Carolina	Columbia	DESA, Incorporated	SC-02	210
Texas	Dallas	Grijalva & Allen, PC	TX-32	181
Texas	El Paso	El Paso Hispanic Chamber of Commerce	TX-16	137
Texas	Houston	National Community Reinvestment Coalition	TX-07	0
Texas	San Antonio	University of Texas at San Antonio	TX-23	204
Virginia	Falls Church	Performance-based Solutions, Incorporated	VA-08	370
Washington	Seattle	National Center for American Indian Economic Development	WA-07	140
Washington	Seattle	Seattle Business Assistance Center	WA-07	50
Wisconsin	Milwaukee	Wisconsin Minority Supplier Development Council	WI-04	84
<b>Total Jobs Created</b>				<b>6,397</b>



## Operational Support

MBDA management is committed to providing overall organizational efficiency, effectiveness and responsiveness. To that end, the following areas are regularly addressed through continued process improvements.

### Grants Management

The National Oceanic and Atmospheric Administration (NOAA) provides MBDA with grants management services. NOAA supports MBDA in meeting all Departmental grants compliance and award requirements. NOAA also provides MBDA with electronic support tools to better manage and process new and existing grant awards.

### Financial Management

The National Institute of Standards and Technology (NIST) provides MBDA with financial services. MBDA successfully met Departmental financial management reporting deadlines with support from NIST. Quarterly financial data was reviewed with NIST and quarterly reporting checklists were submitted to the Department in a timely manner. With the financial services provided by NIST, MBDA supported the Department's efforts to obtain an unqualified audit opinion in FY 2010.

### Information Technology

MBDA Information Technology (IT) Unit achieved both cost and operational efficiencies. Several system deficiencies in IT security were resolved, resulting in a more secure infrastructure. In 2010, MBDA systems were deemed Certified and Accredited (C&A).

### Human Resources Management

In FY 2010, MBDA's human capital activities included the recruitment of 10 new FTEs, including National Deputy Director, attorney Alejandra Castillo and Associate Director for Business Development, Alex Doñé, a former Wall Street investment banker. MBDA also recruited 22 student interns from several colleges that were placed in MBDA headquarters office. These students came from as far away as California. Four new employee orientation sessions were also conducted.

In FY 2010, MBDA centralized the Agency's training budget and program into the Office of Administration and Employee Support

Services (OAESS), making staff training more cost effective and efficient. MBDA received a favorable review from the Department of Commerce indicating compliance with all Departmental human capital goals and bureau requirements.

### Facilities Review

MBDA undertook a review of all facilities for possible cost savings and efficiencies. As a result, several facilities were closed saving the Agency an estimated \$400,000 through FY 2012. In FY 2010, two underutilized storage rooms in the Dallas and San Francisco regions were returned to GSA saving the Agency over \$12,000 annually.

MBDA achieved a positive review on all personal property controls as identified by the Department's Office of Administrative Services. The FY 2010 personal property inventory was completed on a timely basis and achieved a 100% resolution of all property assets. All MBDA property officials conducted refresher training as required and are now using the Sunflower system to manage their respective custodial areas.

### Internal Controls (A-123)

In FY 2010, the Department of Commerce conducted an overall review of MBDA's internal controls and no negative findings were identified. The Department also conducted a review of MBDA's internal control documentation, with no negative findings identified. MBDA senior management continues to consider internal controls a priority and ensures that continuous improvements are made.

### Continuity of Operations Planning (COOP)

In FY 2010, MBDA's COOP plan received a positive review from the Department's Office of Security.

### Automated Travel Processing

In FY 2010, MBDA continued to serve as a pilot bureau for FedTraveler, a new electronic travel planning and processing system which allows for electronic processing of travel orders and travel vouchers. Previously, travel documents were processed through a paper process. MBDA staff maintained proficiency with FedTraveler through training and continuous usage across the Agency.

## MBDA Service Offering

In FY 2010, MBDA actively engaged in fostering deal-making activities and provided the following services through our funded centers and staff.

### Markets Access Services

Market access services include:

- Strategic alliances with purchasing executives and government procurement officials
- Advisory services to purchasing organizations and minority firms
- Assisting in bringing business negotiations to closure
- Conducting Business-to-Business (B2B) forums, procurement/contract matchmaking events, opportunity fairs and networking events between MBEs and potential contract sources

- Educating and assisting in the development of joint ventures, teaming arrangements, strategic alliances, and mergers and acquisitions
- Solicitation analysis and bid/proposal preparation assistance
- Identifying potential export markets, facilitating global transactions and providing referrals to international trade programs and services
- Conducting international market analysis and market promotion assistance.

### Capital Access Services

Capital access is a key business service for minority-owned firms. These firms are less likely to obtain loans than non-minority firms and typically receive financing in lower amounts and at less favorable terms.



Expert and  
dedicated  
partners.

After a thorough client assessment focused on business profitability, stability and solvency, MBDA business development specialists and funded center experts, work with the client firm to determine the appropriate capital structure and tactical approach to obtain the capital needed.

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), equity, mezzanine financing, factoring, and trade credits
- 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

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

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

## Strategic Business Consulting

MBDA business development specialist and funded center professionals provide additional business development services including providing tailored business consulting services directed towards assisting clients in achieving higher levels of growth and competitiveness.

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



## Congressionally Directed Projects

In FY 2010, MBDA funded four Congressional earmarks including West Liberty University, Jamaica Chamber of Commerce, McAllen Economic Development Corporation, and Mississippi Band of Choctaw Indians.

### The West Liberty University Program

The West Liberty University program for Emerging Minority Business Leaders provided college students from across the country with grade point averages of 3.25 (or higher) with a two-week course on entrepreneurship, technology transfer and commercialization. The program also facilitated minority businesses enterprises in attending a week of training on technology and how it could apply to their business. The Emerging Minority Business Leaders program is a premier career-planning resource of entrepreneurship and technology management education for minorities and students from economically disadvantaged regions.



Promoting  
innovation.

### Jamaica Chamber of Commerce Export Center

The Jamaica Chamber of Commerce Export Center (“Export Center”) was created to build a state-of-the-art Export Center that provides support to small and mid-sized freight forwarding businesses with an emphasis on minority and women-owned businesses. The Export Center consists of an educational facility and an incubator program, which provided participants with technical support, business training and access to accountants, attorneys and other network of experts.

### The McAllen Economic Development Corporation

The McAllen Economic Development Corporation (MEDC) is a not-for-profit corporation under contract with the City of McAllen Texas, with a mission of creating jobs by attracting new industry and helping existing companies expand. The MEDC team worked with prospective industrial clients, handles marketing and public affairs and provided corporate support to existing manufacturing and supplier companies. The earmark allowed MEDC to develop a master planning process and to establish design criteria for the development of a series of interconnected University Centers of Innovation focused on advanced manufacturing in the Rio South Texas Economic Region.

### Mississippi Band of Choctaw Indians

The Mississippi Band of Choctaw Indians program provided entrepreneurial training to the Choctaw community. The program focuses on delivering crucial financial management skills to representatives of micro-sized, family-owned business enterprises in the region. The scope of work included designing and implementing an entrepreneurship and personal finance curriculum in Choctaw Central High School, providing training and technical assistance, assisting participants in developing financial packages, and providing advanced technical assistance to Choctaw entrepreneurs and tribal business managers.

## FY 2010 Performance Summary and Regional Overview

MBDA focuses on clients with annual gross revenue of \$500,000 or more, and a sub-focus on companies with \$1 million in gross revenue or more. The Agency's breakdown of contracts and financings are as follows: 1,185 transactions were obtained for clients with gross revenues of \$500,000 and more for a combined contract and financial award amount of \$3.686 billion. Three hundred two (302) transactions were obtained for clients with gross revenue under

\$500,000 for a combined contract and financial award amount of \$266.2 million.

In FY 2010, clients obtained contracts mostly from the private sector. The majority of the contract awards were in the services and construction industries.

### MBDA Program Performance Summary

TOTAL MBDA	ANEC	NYNEC	CNEC	DNEC	SFNEC	HQ	TOTAL
Job Opportunities Created	1,462	846	1,364	1,632	1,093	0	6,397
Number of Contracts	192	207	103	140	323	0	965
Number of Financings	183	49	38	122	129	1	522
<b>Total Transactions</b>	<b>375</b>	<b>256</b>	<b>141</b>	<b>262</b>	<b>452</b>	<b>1</b>	<b>1,487</b>
Dollar Value of Contracts	\$ 650,804,434	\$ 311,749,108	\$ 232,917,958	\$ 261,450,592	\$ 231,193,221	\$ -	\$ 1,688,115,314
Dollar Value of Financings	275,109,381	971,475,549	374,541,762	256,903,712	135,709,579	250,000,000	2,263,739,984
<b>Total Dollar Value of Awards</b>	<b>\$ 925,913,816</b>	<b>\$ 1,283,224,658</b>	<b>\$ 607,459,719</b>	<b>\$ 518,354,305</b>	<b>\$ 366,902,801</b>	<b>\$ 250,000,000</b>	<b>\$ 3,951,855,298</b>

### MBDA Client Assistance by Gross Revenue

TOTAL MBDA	\$500K AND OVER	\$500K AND UNDER	TOTAL
Number of Contracts	744	221	965
Number of Financings	441	81	522
<b>Total Transactions</b>	<b>1,185</b>	<b>302</b>	<b>1,487</b>
Dollar Value of Contracts	\$ 1,595,881,552	\$ 92,233,762	\$ 1,688,115,314
Dollar Value of Financings	2,089,784,528	173,955,456	2,263,739,984
<b>Total Dollar Value of Awards</b>	<b>\$ 3,685,666,080</b>	<b>\$ 266,189,218</b>	<b>\$ 3,951,855,298</b>

### MBDA Client Assistance by Sector Source

TOTAL MBDA	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	OTHER ENTITIES	TOTAL
Number of Contracts	443	278	25	110	109	965
Number of Financings	89	6	15	13	399	522
<b>Total Transactions</b>	<b>532</b>	<b>284</b>	<b>40</b>	<b>123</b>	<b>508</b>	<b>1,487</b>
Dollar Value of Contracts	\$ 856,585,480	\$ 573,028,926	\$ 46,345,660	\$ 122,327,066	\$ 89,828,183	\$ 1,688,115,314
Dollar Value of Financings	1,481,020,496	120,019,516	55,650,215	79,270,770	527,778,987	2,263,739,984
<b>Total Dollar Value of Awards</b>	<b>\$ 2,337,605,977</b>	<b>\$ 693,048,442</b>	<b>\$ 101,995,875</b>	<b>\$ 201,597,836</b>	<b>\$ 617,607,169</b>	<b>\$ 3,951,855,298</b>

**MBDA Client Assistance by Minority Group**

TOTAL MBDA	NUMBER OF CONTRACTS	NUMBER OF FINANCINGS	TOTAL TRANSACTIONS	DOLLAR VALUE OF CONTRACTS	DOLLAR VALUE OF FINANCINGS	TOTAL DOLLAR VALUE OF AWARDS
African American	377	182	559	\$ 949,729,475	\$ 1,544,564,005	\$ 2,494,293,480
Alaska Native	1	0	1	312,447	-	312,447
Asian American	24	22	46	45,249,155	27,021,247	72,270,402
Asian Indian	32	8	40	33,223,073	16,926,200	50,149,273
Asian Pacific American	90	29	119	25,287,055	42,816,234	68,103,288
Hasidic Jew	32	1	33	23,114,873	5,250,000	28,364,873
Hispanic American	243	169	412	379,287,281	459,529,984	838,817,265
Native American	135	95	230	201,064,889	129,275,605	330,340,494
Other Minority	31	16	47	30,847,066	38,356,709	69,203,775
<b>TOTAL</b>	<b>965</b>	<b>522</b>	<b>1,487</b>	<b>\$ 1,688,115,314</b>	<b>\$ 2,263,739,984</b>	<b>\$ 3,951,855,298</b>

**MBDA Client Assistance by Contract Industries**

TOTAL MBDA	NUMBER OF CONTRACTS	DOLLAR VALUE OF CONTRACTS
Agriculture, Forestry, Fishing, and Hunting	4	\$ 7,021,624
Construction	453	507,821,115
Finance, Insurance, and Real Estate	3	9,199
Information	2	1,303,401
Manufacturing	59	97,978,059
Mining	6	1,289,576
Multiple	30	33,880,419
Not Reported	7	4,128,195
Public Administration	14	14,694,685
Retail Trade	18	14,357,928
Services	306	933,608,398
Transportation, Warehousing, and Public Utilities	30	31,643,711
Wholesale Trade	33	40,379,005
<b>TOTAL</b>	<b>965</b>	<b>\$ 1,688,115,314</b>

## Atlanta Region

### Performance and Overview

MBDA's Atlanta region serves minority businesses in the following states: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, and Tennessee.

In FY 2010, the Atlanta region assisted minority-owned businesses in obtaining 192 contracts totaling \$650.8 million and 183 financial awards totaling \$275.1 million. The region created 1,462 new jobs.

For clients with annual gross revenues of \$500,000 or more, the Atlanta region executed 317 contract and financing transactions totaling \$853.1 million. For clients with annual gross revenue less than \$500,000 the Atlanta Region executed 58 transactions totaling \$72.8 million.

### Regional Success Stories

- G-1 Mechanical, Inc. of Moncks Corner, SC is a Marine and Industrial Services Mechanical services company owned by Renee Gant, an African American. MBDA provided procurement and administrative management assistance to the company. As a result, G-1 Mechanical, Inc. obtained two contracts from Northrop Grumman totaling \$525,000 and created 68 new jobs.
- In 2003, MCM, Inc. a construction company became a client of MBDA. During FY 2010, MBDA helped MCM Inc. secure a \$15 million contract for a highway expansion project leading into Miami International Airport, creating 30 new jobs.
- MBDA assisted a team of African-American businesses to bid for a telecommunications contract. The team was composed of primary partners to Trillion Communications Corporation, A2D, Inc. and A-Plus Community Solutions that are working to increase broadband access in underserved communities. With the assistance of MBDA, Trillion Communications Corporation secured an \$84 million procurement project creating 1,200 new jobs.

#### Atlanta Region Performance

ATLANTA REGION	MBEC/ NABEC	MBOC	TOTAL
Job Opportunities Created	153	1,309	1,462
Number of Contracts	19	173	192
Number of Financings	4	179	183
<b>Total Transactions</b>	<b>23</b>	<b>352</b>	<b>375</b>
Dollar Value of Contracts	\$ 187,582,705	\$ 463,221,730	\$ 650,804,434
Dollar Value of Financings	106,900,000	168,209,381	275,109,381
<b>Total Dollar Value of Awards</b>	<b>\$ 294,482,705</b>	<b>\$ 631,431,111</b>	<b>\$ 925,913,816</b>

#### Atlanta Region Client Assistance by Gross Receipts

ATLANTA REGION	\$500K AND OVER	\$500K AND UNDER	TOTAL
Number of Contracts	148	44	192
Number of Financings	169	14	183
<b>Total Transactions</b>	<b>317</b>	<b>58</b>	<b>375</b>
Dollar Value of Contracts	\$ 642,557,234	\$ 8,247,201	\$ 650,804,435
Dollar Value of Financings	210,521,352	64,588,029	275,109,381
<b>Total Dollar Value of Awards</b>	<b>\$ 853,078,586</b>	<b>\$ 72,835,230</b>	<b>\$ 925,913,816</b>



**Atlanta Region Client Assistance by Sector Source**

ATLANTA REGION	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	OTHER ENTITIES	TOTAL
Number of Contracts	89	40	5	39	19	192
Number of Financings	7	2	0	4	170	183
<b>Total Transactions</b>	<b>96</b>	<b>42</b>	<b>5</b>	<b>43</b>	<b>189</b>	<b>375</b>
Dollar Value of Contracts	\$ 493,330,779	\$ 113,249,555	\$ 2,016,624	\$ 39,104,838	\$ 3,102,639	\$ 650,804,435
Dollar Value of Financings	18,692,216	86,256,980	-	726,708	169,433,477	275,109,381
<b>Total Dollar Value of Awards</b>	<b>\$ 512,022,995</b>	<b>\$ 199,506,535</b>	<b>\$ 2,016,624</b>	<b>\$ 39,831,546</b>	<b>\$ 172,536,116</b>	<b>\$ 925,913,816</b>

**Atlanta Region Client Assistance by Minority Group**

ATLANTA REGION	NUMBER OF CONTRACTS	NUMBER OF FINANCINGS	TOTAL TRANSACTIONS	DOLLAR VALUE OF CONTRACTS	DOLLAR VALUE OF FINANCINGS	TOTAL DOLLAR VALUE OF AWARDS
African American	155	99	254	\$ 541,544,346	\$ 267,866,862	\$ 809,411,207
Alaska Native	1	0	1	312,447	-	312,447
Asian American	2	0	2	98,600	-	98,600
Asian Indian	0	0	-	-	-	-
Asian Pacific American	0	0	-	-	-	-
Hasidic Jew	0	0	-	-	-	-
Hispanic American	24	67	91	73,337,352	5,469,287	78,806,639
Native American	10	14	24	35,511,689	421,933	35,933,622
Other Minority	0	3	3	-	1,351,300	1,351,300
<b>TOTAL</b>	<b>192</b>	<b>183</b>	<b>375</b>	<b>\$ 650,804,435</b>	<b>\$ 275,109,381</b>	<b>\$ 925,913,816</b>

**Atlanta Region Client Assistance by Contract Industries**

ATLANTA REGION	NUMBER OF CONTRACTS	DOLLAR VALUE OF CONTRACTS
Agriculture, Forestry, Fishing, and Hunting	2	\$ 3,595,580
Construction	98	127,077,402
Finance, Insurance, and Real Estate	1	649
Information	0	-
Manufacturing	4	46,004,162
Mining	5	389,576
Multiple	0	-
Not Reported	3	1,204,766
Public Administration	4	611,200
Retail Trade	0	-
Services	65	450,213,158
Transportation, Warehousing, and Public Utilities	7	7,838,597
Wholesale Trade	3	13,869,344
<b>TOTAL</b>	<b>192</b>	<b>\$ 650,804,435</b>

## Chicago Region

### Performance and Overview

MBDA's Chicago region serves minority businesses in the following states: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, and Wisconsin.

In FY 2010, the Chicago region assisted minority-owned businesses in obtaining 103 contracts totaling \$232.9 million and 38 financial awards totaling \$374.5 million. The region created 1,364 jobs.

For clients with annual gross revenue of \$500,000 or more, the Chicago Region executed 120 transactions totaling \$601.1 million. For clients with annual gross revenues less than \$500,000 the Chicago Region executed 21 transactions totaling \$6.4 million.

### Regional Success Stories

- Time Definite Services, Inc. (TDS), a Certified Minority Company came to MBDA looking for consulting services for financial and procurement to grow their business. Their previous bank no

longer wanted the account and over a year period, MBDA helped the company to identify a new bank. TDS also attended Regional MED Week Matchmaking Events and attended the Tuck School of Business program via MBDA. As a direct result of the assistance offered, TDS was able to secure a \$4.25 million loan with First Merit Bank and create 35 jobs.

- Chicago Architectural Metals, Inc. (CAM), came to the MBDA looking for assistance in bonding, financial and procurement services to grow their business. MBDA assisted CAM in the bid process as well as reviewing MBE Goals in the contracts they bid on. As a result of the assistance offered by MBDA, CAM was able to secure contracts with Turner Construction, Gilbane Construction, WE Oneil, MCarthy and Chicago Commercial Contractors, totaling over \$2.8 million, creating 10 jobs.
- Through the assistance of MBDA, Total Facility Maintenance (TFM) secured a subcontracting agreement as part of United Building Maintenance's contract with the Chicago Public Schools. The agreement was for two years at a value of \$10 million per year, with an option for two additional years, totaling \$40 million retaining 350 jobs.

### Chicago Region Performance

CHICAGO REGION	MBEC/ NABEC	MBOC	STAFF	TOTAL
Job Opportunities Created	171	1,193	0	1,364
Number of Contracts	33	70	0	103
Number of Financings	9	26	3	38
<b>Total Transactions</b>	<b>42</b>	<b>96</b>	<b>3</b>	<b>141</b>
Dollar Value of Contracts	\$ 151,967,088	\$ 80,950,870	\$ -	\$ 232,917,958
Dollar Value of Financings	49,289,351	210,252,410	115,000,000	374,541,762
<b>Total Dollar Value of Awards</b>	<b>\$ 201,256,439</b>	<b>\$ 291,203,280</b>	<b>\$ 115,000,000</b>	<b>\$ 607,459,719</b>

### Chicago Region Client Assistance by Gross Receipts

CHICAGO REGION	\$500K AND OVER	\$500K AND UNDER	TOTAL
Number of Contracts	89	14	103
Number of Financings	31	7	38
<b>Total Transactions</b>	<b>120</b>	<b>21</b>	<b>141</b>
Dollar Value of Contracts	\$ 228,937,787	\$ 3,980,171	\$ 232,917,958
Dollar Value of Financings	372,149,110	2,392,652	374,541,762
<b>Total Dollar Value of Awards</b>	<b>\$ 601,086,896</b>	<b>\$ 6,372,823</b>	<b>\$ 607,459,719</b>

**Chicago Region Client Assistance by Sector Source**

CHICAGO REGION	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	OTHER ENTITIES	TOTAL
Number of Financings	15	0	4	1	18	38
<b>Total Transactions</b>	<b>15</b>	<b>0</b>	<b>4</b>	<b>1</b>	<b>18</b>	<b>38</b>
Dollar Value of Contracts	\$ 169,448,333	\$ 16,278,486	\$ -	\$ 26,443,881	\$ 20,747,257	\$ 232,917,958
Dollar Value of Financings	189,700,503	-	44,100,000	70,000,000	70,741,258	374,541,762
<b>Total Dollar Value of Awards</b>	<b>\$ 359,148,837</b>	<b>\$ 16,278,486</b>	<b>\$ 44,100,000</b>	<b>\$ 96,443,881</b>	<b>\$ 91,488,515</b>	<b>\$ 607,459,719</b>

**Chicago Region Client Assistance by Minority Group**

CHICAGO REGION	NUMBER OF CONTRACTS	NUMBER OF FINANCINGS	TOTAL TRANSACTIONS	DOLLAR VALUE OF CONTRACTS	DOLLAR VALUE OF FINANCINGS	TOTAL DOLLAR VALUE OF AWARDS
African American	50	19	69	\$ 120,626,379	\$ 307,817,353	\$ 428,443,733
Alaska Native	0	0	-	-	-	-
Asian American	1	0	1	100,000	-	100,000
Asian Indian	0	4	4	763,000	15,238,200	16,001,200
Asian Pacific American	4	3	7	988,298	15,986,788	16,975,085
Hasidic Jew	0	0	-	-	-	-
Hispanic American	45	9	54	105,014,449	14,915,692	119,930,141
Native American	2	3	5	5,351,943	20,583,729	25,935,672
Other Minority	1	0	1	73,888	-	73,888
<b>TOTAL</b>	<b>103</b>	<b>38</b>	<b>141</b>	<b>\$ 232,917,958</b>	<b>\$ 374,541,762</b>	<b>\$ 607,459,719</b>

**Chicago Region Client Assistance by Contract Industries**

CHICAGO REGION	NUMBER OF CONTRACTS	DOLLAR VALUE OF CONTRACTS
Agriculture, Forestry, Fishing, and Hunting	1	\$ 25,000
Construction	44	26,478,485
Finance, Insurance, and Real Estate	1	4,550
Information	0	-
Manufacturing	10	9,408,825
Mining	0	-
Multiple	0	-
Not Reported	0	-
Public Administration	0	-
Retail Trade	0	-
Services	37	174,472,331
Transportation, Warehousing, and Public Utilities	5	11,729,986
Wholesale Trade	5	10,798,780
<b>TOTAL</b>	<b>103</b>	<b>\$ 232,917,958</b>



## Dallas Region

### Performance and Overview

MBDA's Dallas region serves minority businesses in the following states: Arkansas, Colorado, Louisiana, Montana, New Mexico, North Dakota, South Dakota, Oklahoma, Texas, Utah, and Wyoming.

In FY 2010, the Dallas region assisted minority-owned businesses in obtaining 140 contracts totaling \$261.5 million and 122 financial awards totaling \$256.9 million. The region created 1,632 new jobs.

For clients with annual gross revenues over \$500,000, the Dallas region executed 189 transactions totaling \$423.3 million. For clients with less than \$500,000 in annual gross revenues, the Dallas Region executed 73 transactions totaling \$95.1 million.

### Regional Success Stories

- MBDA assisted Intelligent Sourcing Group (ISG), in negotiating a line of credit with Dash Point Financial to finance receivables. In addition, MBDA assisted ISG in obtaining over \$30 million of contracts.

- MBDA assisted Dependable Services, Inc. in obtaining an 8 (a) certification and marketing the firm's services to federal medical divisions. This procurement support led to a \$2.5 million contract with the 802nd Contracting Squadron at Lackland AFB to provide drug testing services. This contract created 50 new jobs.
- Sacred Power Corporation (SPC) contacted MBDA seeking assistance to expand its operation in order to increase the production of solar products. MBDA provided assistance in structuring their financial plan and contracting capability. As a result, SPC secured an additional \$2 million in contracts, creating 20 new jobs.
- Hammerman & Gainer contacted MBDA seeking assistance to partner with the Louisiana Recovery Authority (LRA) to manage and operate the "Road Home Program" created for the residents affected by Hurricanes Katrina and Rita. The partnership MBDA facilitated resulted on signed agreements for the management and operation of processing administrative paperwork for the recovery, totaling over \$80 million with the Louisiana Recovery Authority. MBDA also assisted in getting Hammerman & Gainer \$20 million in contracts with Pension Guaranty Corporation for this company.

#### Dallas Region Performance

DALLAS REGION	MBEC/ NABEC	MBOC	STAFF	TOTAL
Job Opportunities Created	18	1,614	0	1,632
Number of Contracts	9	127	4	140
Number of Financings	0	114	8	122
<b>Total Transactions</b>	<b>9</b>	<b>241</b>	<b>12</b>	<b>262</b>
Dollar Value of Contracts	\$ 76,677,038	\$ 181,122,554	\$ 3,651,000	\$ 261,450,592
Dollar Value of Financings	-	241,804,817	15,098,895	256,903,712
<b>Total Dollar Value of Awards</b>	<b>\$ 76,677,038</b>	<b>\$ 422,927,372</b>	<b>\$ 18,749,895</b>	<b>\$ 518,354,305</b>

#### Dallas Region Client Assistance by Gross Receipts

DALLAS REGION	\$500K AND OVER	\$500K AND UNDER	TOTAL
Number of Contracts	94	46	140
Number of Financings	95	27	122
<b>Total Transactions</b>	<b>189</b>	<b>73</b>	<b>262</b>
Dollar Value of Contracts	\$ 228,938,042	\$ 32,512,550	\$ 261,450,592
Dollar Value of Financings	194,332,712	62,571,000	256,903,712
<b>Total Dollar Value of Awards</b>	<b>\$ 423,270,755</b>	<b>\$ 95,083,550</b>	<b>\$ 518,354,305</b>

**Dallas Region Client Assistance by Sector Source**

DALLAS REGION	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	OTHER ENTITIES	TOTAL
Number of Contracts	35	63	2	17	23	140
Number of Financings	25	3	0	1	93	122
<b>Total Transactions</b>	<b>60</b>	<b>66</b>	<b>2</b>	<b>18</b>	<b>116</b>	<b>262</b>
Dollar Value of Contracts	\$ 49,727,081	\$ 171,680,879	\$ 5,234,076	\$ 9,070,684	\$ 25,737,873	\$ 261,450,592
Dollar Value of Financings	69,585,565	32,253,000	-	341,000	154,724,147	256,903,712
<b>Total Dollar Value of Awards</b>	<b>\$ 119,312,646</b>	<b>\$ 203,933,879</b>	<b>\$ 5,234,076</b>	<b>\$ 9,411,684</b>	<b>\$ 180,462,020</b>	<b>\$ 518,354,305</b>

**Dallas Region Client Assistance by Minority Group**

DALLAS REGION	NUMBER OF CONTRACTS	NUMBER OF FINANCINGS	TOTAL TRANSACTIONS	DOLLAR VALUE OF CONTRACTS	DOLLAR VALUE OF FINANCINGS	TOTAL DOLLAR VALUE OF AWARDS
African American	11	7	18	\$ 51,769,488	\$ 20,775,000	\$ 72,544,488
Alaska Native	0	0	-	-	-	-
Asian American	0	0	-	-	-	-
Asian Indian	0	1	1	-	1,013,000	1,013,000
Asian Pacific American	3	2	5	1,941,104	2,050,000	3,991,104
Hasidic Jew	0	0	-	-	-	-
Hispanic American	72	54	126	104,540,335	139,263,983	243,804,318
Native American	51	51	102	100,237,666	81,083,165	181,320,831
Other Minority	3	7	10	2,962,000	12,718,565	15,680,565
<b>TOTAL</b>	<b>140</b>	<b>122</b>	<b>262</b>	<b>\$ 261,450,592</b>	<b>\$ 256,903,712</b>	<b>\$ 518,354,305</b>

**Dallas Region Client Assistance by Contract Industries**

DALLAS REGION	NUMBER OF CONTRACTS	DOLLAR VALUE OF CONTRACTS
Agriculture, Forestry, Fishing, and Hunting	1	\$ 3,401,044
Construction	91	167,132,594
Finance, Insurance, and Real Estate	0	-
Information	0	-
Manufacturing	4	18,967,548
Mining	0	-
Multiple	1	1,138,406
Not Reported	0	-
Public Administration	1	5,900,000
Retail Trade	12	3,673,210
Services	27	57,741,063
Transportation, Warehousing, and Public Utilities	2	3,132,500
Wholesale Trade	1	364,227
<b>TOTAL</b>	<b>140</b>	<b>\$ 261,450,592</b>

## New York Region

### Performance and Overview

MBDA's New York region serves minority businesses in the following states: Connecticut, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Puerto Rico, Rhode Island, Virginia, Vermont, West Virginia, and District of Columbia.

In FY 2010, the New York region assisted minority-owned businesses in obtaining 207 contracts totaling \$311.7 million and 49 financial awards totaling \$971.5 million. The region created 846 new jobs.

For clients with annual gross revenues of \$500,000 or more, the New York region executed 172 contract or financing transactions totaling \$1.25 billion. For clients with annual gross revenues less than \$500,000 the New York region executed 84 transactions totaling \$33.2 million.

### Regional Success Stories

- Parts Life, Inc., a parts manufacturer and supplier, came to MBDA to obtain assistance in marketing the firm to the federal government. With the assistance of MBDA, Parts Life was awarded a \$12 million contract with the Naval Surface Warfare Center in Indian Head, MD. Through the Pennsylvania Center's partnership with the Bill Clinton Foundation Entrepreneur Mentoring Program, Parts Life was also matched with Brighton Cromwell, a prime contractor. Through this partnership, Parts Life has generated \$2 million in revenue in the last quarter of 2010, creating 5 new jobs.
- MBDA worked with the Elysium Group, Inc. to secure capital for their hotel and casino construction project in Las Vegas, NV. Working with the Governor of Nevada, local elected officials, local union officials and institutional investors, the first phase of the \$4 billion construction project is currently underway. MBDA provided indispensable support, assisting in obtaining \$700 million in financing to begin initial construction. Total jobs created from the project are expected to be over 6,000. When completed, this would be the largest minority development in MBDA's history.
- Betterroads, Inc., is a construction, repair and maintenance corporation, and the main supplier of asphalt products in

#### New York Region Performance

NEW YORK REGION	MBEC/ NABEC	MBOC	STAFF	TOTAL
Job Opportunities Created	370	476	0	846
Number of Contracts	76	123	8	207
Number of Financings	10	37	2	49
<b>Total Transactions</b>	<b>86</b>	<b>160</b>	<b>10</b>	<b>256</b>
Dollar Value of Contracts	\$ 181,775,356	\$ 113,255,554	\$ 16,718,199	\$ 311,749,108
Dollar Value of Financings	15,675,000	935,800,549	20,000,000	971,475,549
<b>Total Dollar Value of Awards</b>	<b>\$ 197,450,356</b>	<b>\$ 1,049,056,103</b>	<b>\$ 36,718,199</b>	<b>\$ 1,283,224,658</b>

#### New York Region Client Assistance by Gross Receipts

NEW YORK REGION	\$500K AND OVER	\$500K AND UNDER	TOTAL
Number of Contracts	133	74	207
Number of Financings	39	10	49
<b>Total Transactions</b>	<b>172</b>	<b>84</b>	<b>256</b>
Dollar Value of Contracts	\$ 285,166,232	\$ 26,582,877	\$ 311,749,108
Dollar Value of Financings	964,813,887	6,661,662	971,475,549
<b>Total Dollar Value of Awards</b>	<b>\$ 1,249,980,119</b>	<b>\$ 33,244,539</b>	<b>\$ 1,283,224,658</b>



Puerto Rico. With the assistance of MBDA, Betterroads secured a \$7.9 million contract to repair state road PR-2 from the Puerto Rico Transportation and Highway Authority. This contract

prevented Betterroads from laying off workers during the economic downturn of 2010.

**New York Region Client Assistance by Sector Source**

NEW YORK REGION	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	OTHER ENTITIES	TOTAL
Number of Contracts	73	98	3	22	11	207
Number of Financings	23	1	0	7	18	49
<b>Total Transactions</b>	<b>96</b>	<b>99</b>	<b>3</b>	<b>29</b>	<b>29</b>	<b>256</b>
Dollar Value of Contracts	\$ 48,688,577	\$ 197,462,819	\$ 30,532,673	\$ 30,601,202	\$ 4,463,838	\$ 311,749,108
Dollar Value of Financings	905,159,551	1,509,536	-	8,203,062	56,603,400	971,475,549
<b>Total Dollar Value of Awards</b>	<b>\$ 953,848,128</b>	<b>\$ 198,972,355</b>	<b>\$ 30,532,673</b>	<b>\$ 38,804,264</b>	<b>\$ 61,067,238</b>	<b>\$ 1,283,224,658</b>

**New York Region Client Assistance by Minority Group**

NEW YORK REGION	NUMBER OF CONTRACTS	NUMBER OF FINANCINGS	TOTAL TRANSACTIONS	DOLLAR VALUE OF CONTRACTS	DOLLAR VALUE OF FINANCINGS	TOTAL DOLLAR VALUE OF AWARDS
African American	126	34	160	\$ 213,883,150	\$ 928,205,237	\$ 1,142,088,387
Alaska Native	0	0	-	-	-	-
Asian American	0	1	1	-	50,000	50,000
Asian Indian	6	0	6	16,117,099	-	16,117,099
Asian Pacific American	0	0	-	-	-	-
Hasidic Jew	32	1	33	23,114,873	5,250,000	28,364,873
Hispanic American	31	10	41	41,689,982	17,870,312	59,560,294
Native American	0	1	1	-	100,000	100,000
Other Minority	12	2	14	16,944,005	20,000,000	36,944,005
<b>TOTAL</b>	<b>207</b>	<b>49</b>	<b>256</b>	<b>\$ 311,749,108</b>	<b>\$ 971,475,549</b>	<b>\$ 1,283,224,658</b>

**New York Region Client Assistance by Contract Industries**

NEW YORK REGION	NUMBER OF CONTRACTS	DOLLAR VALUE OF CONTRACTS
Agriculture, Forestry, Fishing, and Hunting	0	\$ -
Construction	39	58,454,707
Finance, Insurance, and Real Estate	0	-
Information	1	736,401
Manufacturing	12	3,626,705
Mining	0	-
Multiple	29	32,742,013
Not Reported	0	-
Public Administration	7	7,603,485
Retail Trade	0	-
Services	110	205,655,260
Transportation, Warehousing, and Public Utilities	1	1,765,800
Wholesale Trade	8	1,164,736
<b>TOTAL</b>	<b>207</b>	<b>\$ 311,749,108</b>

## San Francisco Region

### Performance and Overview

MBDA's San Francisco region serves minority businesses in the following states and territory: Alaska, Arizona, California, Hawaii, Idaho, Nevada, Oregon, Washington, and Guam.

In FY 2010, the San Francisco region assisted minority-owned businesses in obtaining 323 contracts totaling \$231.2 million and 129 financial awards totaling \$135.7 million. The region created 1,093 jobs.

For clients with annual gross revenues of \$500,000 or more, the San Francisco region executed 386 transactions totaling \$308.3 million. For clients with less than \$500,000 in annual gross revenues, the San Francisco Region executed 66 transactions totaling \$58.7 million.

### Regional Success Stories

- American Steel Placers came to MBDA seeking assistance in accessing capital. MBDA referred the client to Bank of the

West and worked with the client to obtain a line of credit. As a result, Bank of the West approved a \$200,000 line of credit that supported \$5.3 million in contracts—of which \$4.3 million was for an ARRA-funded project.

- Red Arrow Homes & Development, LLC., an Native American-owned general contractor, came to MBDA seeking support in growing their business. MBDA provided marketing development and financial packaging assistance resulting in \$11.2 million in procurement, and nearly one million in surety bonding, creating 12 new jobs.
- Through MBDA Suh'dutsing Technologies (SDT) a Native American-owned company received a \$100 million contract from the US Navy, for telephony and telecommunications system maintenance and support services. MBDA has been providing strategic planning advice to senior management of SDT for several years. SDT increased revenue by 50% over a 6 year period with the assistance of MBDA.

#### San Francisco Region Performance

SAN FRANCISCO REGION	MBEC/ NABEC	MBOC	STAFF	TOTAL
Job Opportunities Created	234	859	0	1,093
Number of Contracts	50	271	2	323
Number of Financings	17	111	1	129
<b>Total Transactions</b>	<b>67</b>	<b>382</b>	<b>3</b>	<b>452</b>
Dollar Value of Contracts	\$ 25,302,589	\$ 200,832,133	\$ 5,058,500	\$ 231,193,221
Dollar Value of Financings	18,624,832	116,096,747	988,000	135,709,579
<b>Total Dollar Value of Awards</b>	<b>\$ 43,927,421</b>	<b>\$ 316,928,880</b>	<b>\$ 6,046,500</b>	<b>\$ 366,902,801</b>

#### San Francisco Region Client Assistance by Gross Receipts

SAN FRANCISCO REGION	\$500K AND OVER	\$500K AND UNDER	TOTAL
Number of Contracts	280	43	323
Number of Financings	106	23	129
<b>Total Transactions</b>	<b>386</b>	<b>66</b>	<b>452</b>
Dollar Value of Contracts	\$ 210,282,258	\$ 20,910,964	\$ 231,193,221
Dollar Value of Financings	97,967,466	37,742,113	135,709,579
<b>Total Dollar Value of Awards</b>	<b>\$ 308,249,724</b>	<b>\$ 58,653,077</b>	<b>\$ 366,902,801</b>

San Francisco Region Client Assistance by Sector Source

SAN FRANCISCO REGION	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	OTHER ENTITIES	TOTAL
Number of Contracts	167	70	15	27	44	323
Number of Financings	18	0	11	0	100	129
<b>Total Transactions</b>	<b>185</b>	<b>70</b>	<b>26</b>	<b>27</b>	<b>144</b>	<b>452</b>
Dollar Value of Contracts	\$ 95,390,710	\$ 74,357,187	\$ 8,562,287	\$ 17,106,462	\$ 35,776,576	\$ 231,193,221
Dollar Value of Financings	47,882,661	-	11,550,215	-	76,276,704	135,709,579
<b>Total Dollar Value of Awards</b>	<b>\$ 143,273,371</b>	<b>\$ 74,357,187</b>	<b>\$ 20,112,502</b>	<b>\$ 17,106,462</b>	<b>\$ 112,053,280</b>	<b>\$ 366,902,801</b>

San Francisco Region Client Assistance by Minority Group

SAN FRANCISCO REGION	NUMBER OF CONTRACTS	NUMBER OF FINANCINGS	TOTAL TRANSACTIONS	DOLLAR VALUE OF CONTRACTS	DOLLAR VALUE OF FINANCINGS	TOTAL DOLLAR VALUE OF AWARDS
African American	35	23	58	\$ 21,906,112	\$ 19,899,553	\$ 41,805,665
Alaska Native	0	0	-	-	-	-
Asian American	21	21	42	45,050,555	26,971,247	72,021,802
Asian Indian	26	3	29	16,342,974	675,000	17,017,974
Asian Pacific American	83	24	107	22,357,653	24,779,446	47,137,099
Hasidic Jew	0	0	-	-	-	-
Hispanic American	71	28	99	54,705,163	32,010,711	86,715,874
Native American	72	26	98	59,963,591	27,086,778	87,050,370
Other Minority	15	4	19	10,867,173	4,286,844	15,154,017
<b>TOTAL</b>	<b>323</b>	<b>129</b>	<b>452</b>	<b>\$ 231,193,221</b>	<b>\$ 135,709,579</b>	<b>\$ 366,902,801</b>

San Francisco Region Client Assistance by Contract Industries

SAN FRANCISCO REGION	NUMBER OF CONTRACTS	DOLLAR VALUE OF CONTRACTS
Agriculture, Forestry, Fishing, and Hunting		\$ -
Construction	181	128,677,926
Finance, Insurance, and Real Estate	1	4,000
Information	1	567,000
Manufacturing	29	19,970,819
Mining	1	900,000
Multiple	0	-
Not Reported	4	2,923,429
Public Administration	2	580,000
Retail Trade	6	10,684,717
Services	67	45,526,586
Transportation, Warehousing, and Public Utilities	15	7,176,827
Wholesale Trade	16	14,181,918
<b>TOTAL</b>	<b>323</b>	<b>\$ 231,193,221</b>





# Minority-Owned Business Growth & Global Reach

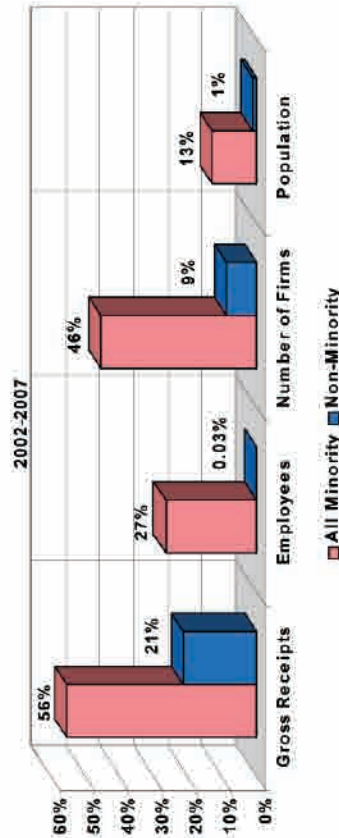
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## Minority-Owned Firms Generate \$1 Trillion in Economic Output to the U.S. Economy and Create 5.9 Million Jobs\*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
African American	1,921,881	\$137.5 billion	\$71,519	106,824	\$98.9 billion	\$925,427	921,032	\$910.4 billion
American Indian & Alaska Native	236,967	\$34.4 billion	\$145,121	23,704	\$27.5 billion	\$1,160,819	184,416	\$64.7 billion
Asian	1,552,505	\$513.9 billion	\$330,995	398,586	\$461.3 billion	\$1,157,420	2,869,153	\$508.6 billion
Hispanic	2,260,309	\$345.2 billion	\$152,715	249,168	\$274.5 billion	\$1,101,644	1,932,243	\$378.4 billion
Native Hawaiian & Other Pacific Islander	37,957	\$6.5 billion	\$170,938	4,172	\$5.4 billion	\$1,296,129	38,750	Combined in Asian
<b>All Minority</b>	<b>5,762,940</b>	<b>\$1.0 trillion</b>	<b>\$178,484</b>	<b>768,147</b>	<b>\$864.2 billion</b>	<b>\$1,125,081</b>	<b>5,916,651</b>	<b>\$2.46 trillion</b>
Non-Minority	20,107,057	\$9.8 trillion	\$489,830	4,344,787	\$9.1 trillion	\$2,093,390	50,707,027	\$8.25 trillion
Classifiable Firms	26,296,817	\$11.0 trillion	\$417,987	5,190,920	\$10.1 trillion	\$1,937,478	56,840,353	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,097,236	\$30.0 trillion	\$1,108,359	5,739,890	\$29.1 trillion	\$5,062,948	117,406,354	Non-applicable

- \* In 2007, there were 5.8 million minority firms, of which 13 percent (768,147) were firms with employees with average receipts of \$1.1 million, and average employment of 7 workers per employer firm.
- \*\* The minority population had an estimated buying power of about \$2.5 trillion in 2009, larger than the purchasing power of all but five countries worldwide, including the United Kingdom (\$2.1 trillion), Russia (\$2.1 trillion), and France (\$2.1 trillion).\*\*\*

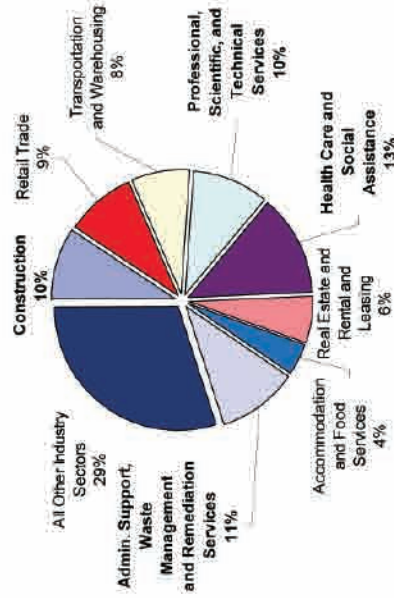
## Minority-Owned Firms Outpace Growth of Non-Minority-Owned Firms



- Between 2002 and 2007, minority-owned firms outpaced the growth of non-minority firms in gross receipts (56% minority growth), employment (27%), and number of firms (46%).
- Minority firms are an engine of job creation, with paid employment growing by 27 percent from 4.7 million to 5.9 million, compared to 0.03 percent for non-minority firms.
- The rapidly growing minority population increased by 13 percent during the same period. In 2009, minorities represented 35 percent of the nation's population and will become the majority population by 2042.

Source: \*U.S. Census Bureau, Results from the 2007 Survey of Business Owners, released July and September 2010, and February, March and April 2011; 2002 Survey of Business Owners, September 2006; Annual Population Estimates, June 2010. U.S. Census, "An Older and More Diverse Nation by Midcentury" (press release), August 2008. \*\*University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2008," Georgia Business and Economic Conditions, 2009. \*\*\*Central Intelligence Agency, The World Factbook, GDP 2009 estimates by country, Statistics for all groups, except Total Firms in the U.S., exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Classifiable and Non-Minority Firms' measures for 2002 are MBDA estimates. Hispanics may be of any race. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency's Research and Knowledge Management Unit, revised March 2011.

## Minority-Owned Firms' Top Industry Sectors, 2007

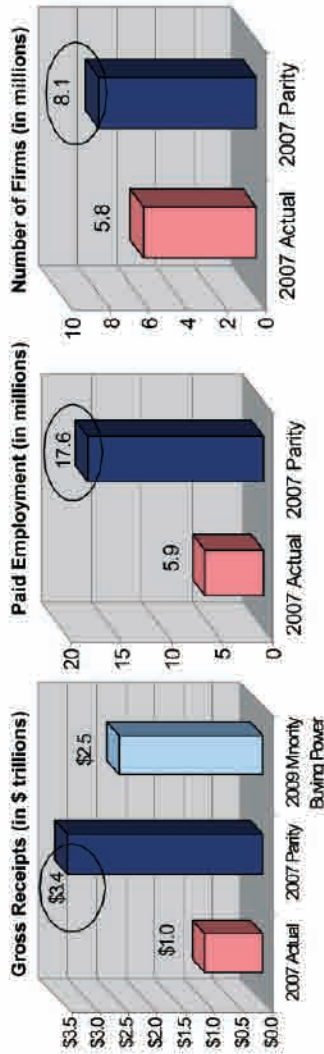


- Minority firms' distribution by ranking: Health Care and Social Assistance (13%); Administrative Support, Waste Management, and Remediation Services (11%); Professional, Scientific and Technical Services, and Construction (both 10%), among other industry sectors.



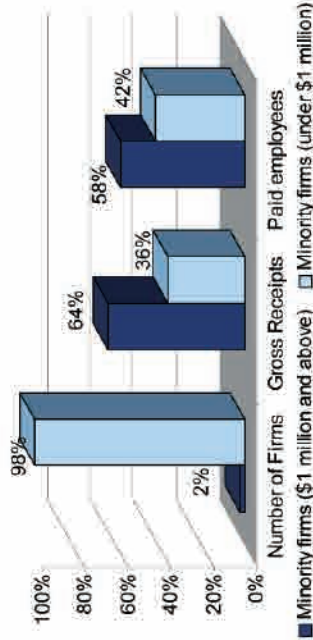
### Entrepreneurial Parity Remains Elusive for Minority-Owned Businesses

Entrepreneurial parity for minority business has yet to be reached. Parity is defined as reaching proportionality between the adult minority population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



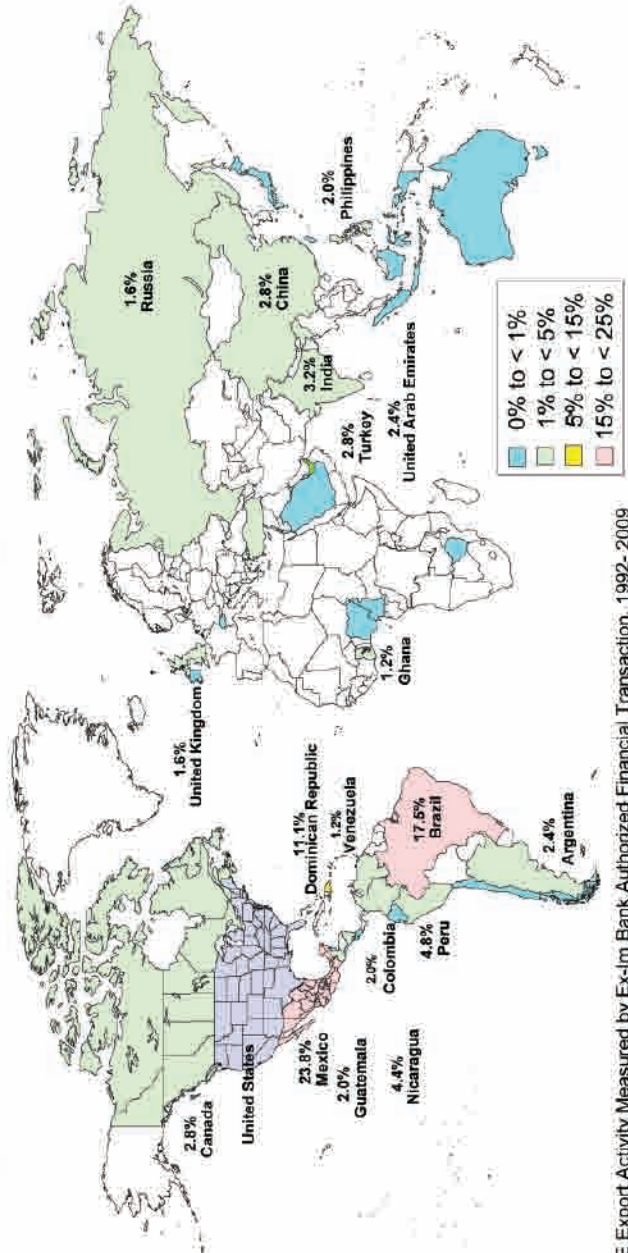
- The adult minority population represented 31 percent in 2007, but minorities held only 22 percent of all Classifiable firms, 9 percent of these firms' gross receipts and 10 percent of their employment.
- If minority firms' gross receipts reflected the 2007 adult minority population share, receipts would have amounted to \$3.4 trillion, about \$2.4 trillion more than the actual figure.
- Paid employment would have totaled 17.6 million—about three times the actual employment.
- The number of minority firms would have been over 8.1 million firms, nearly 2.4 million additional firms.

### Minority-Owned Firms (\$1 Million and above in Gross Receipts), 2002



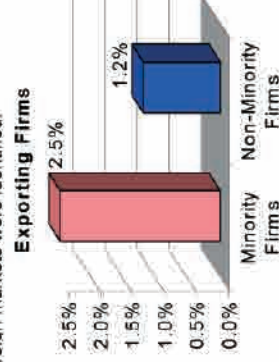
- While smaller in number, minority firms with receipts of \$1 million or more generate a much larger percentage of all minority revenues and paid employment than firms with receipts under \$1 million.

### Minority-Owned Business Global Reach Spans Six Continents



MBE Export Activity Measured by Ex-Im Bank Authorized Financial Transaction, 1992-2009

- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified.



- Minority firms operating in 2002 were twice as likely to generate sales through exports compared to non-minority firms operating in the same year.\*

Source: \*Minority Business Development Agency (MBDA), Characteristics of Minority Businesses and Entrepreneurs, 2008. MBDA's analysis of data from the U.S. Export Import Bank for calendar years 1992-2009.





# African American-Owned Business Growth & Global Reach

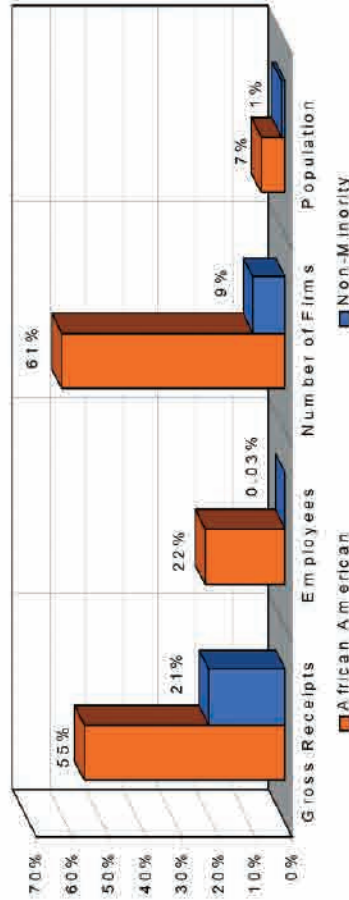
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## African American-Owned Firms Generate \$138 Billion in Economic Output to the U.S. Economy and Create Over 921,000 Jobs\*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
<b>All African American</b>	<b>1,921,881</b>	<b>\$137.5 billion</b>	<b>\$71,519</b>	<b>106,824</b>	<b>\$925,427</b>	<b>921,032</b>	<b>\$910.4 billion</b>
All Minority	5,762,940	\$1.0 trillion	\$178,484	768,147	\$1,125,081	5,916,651	\$2.46 trillion
Non-Minority	20,107,057	\$9.8 trillion	\$489,830	4,344,787	\$2,093,390	50,707,027	\$8.25 trillion
Classifiable Firms	26,296,817	\$11.0 trillion	\$417,987	5,190,920	\$1,937,478	56,840,353	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,097,236	\$30.0 trillion	\$1,108,359	5,739,890	\$5,062,948	117,406,354	Non-applicable

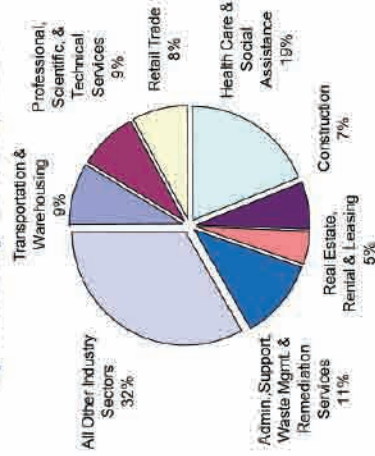
- In 2007, there were about 1.9 million African American-owned firms, of which 6 percent (106,824) were firms with employees.
- African American-owned firms with employees had average receipts of \$925,000 and average employment of 9 workers per firm with employees.
- The African American population had an estimated buying power of \$910 billion in 2009, larger than the 2009 estimated purchasing power of all but 16 countries worldwide, including Australia (\$824 billion), Taiwan (\$717 billion) and the Netherlands (\$654 billion).

## African American Firms Outpace Growth of Non-Minority-Owned Firms 2002-2007



- Between 2002 and 2007, African American-owned firms outpaced the growth of non-minority firms in gross receipts (5.5% African American growth), employment (2.2%), and number of firms (6.1%).
- African American firms are an engine of job creation, with paid employment growing by 22% from 754,000 to 921,000, compared to 0.03 percent growth for non-minority firms.
- The fast growing African American population increased by 7% during the same period, compared to only a 1% increase for non-minorities.

## African American-Owned Firms Top Industry Sectors, 2007



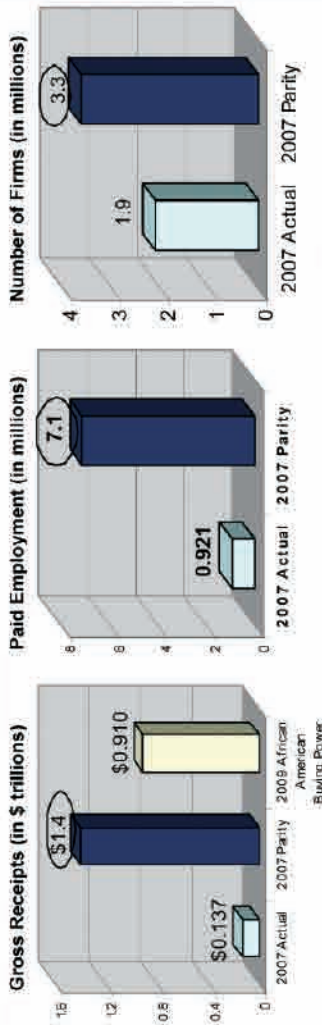
- African American Firms were most concentrated in Health Care & Social Assistance (19%), Administrative & Support and Waste Mgmt. & Remediation Services (11%), Transportation & Warehousing, and Professional, Scientific & Technical Services (both 9%). All Other Industry Sectors include firms in Agriculture; Utilities; Manufacturing; Wholesale Trade; Information; Finance & Insurance; and Accommodation & Food Services, among others.

Sources: \*U.S. Census Bureau, 2007 Survey of Business Owners; February 2011 and March 2011; Preliminary Results from the 2007 Survey of Business Owners; July 2010; 2002 Survey of Business Owners; September 2006; and Annual Population Estimates, June 2010. \*\*University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009." Georgia Business and Economic Conditions, 2009. \*\*\*Central Intelligence Agency, The World Factbook, 2009 GDP estimates by country. Statistics for all groups, except Total Firms in the U.S., exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Classifiable and Non-Minority Firms' measures for 2002 are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency's Research and Knowledge Management Unit, March 2011.



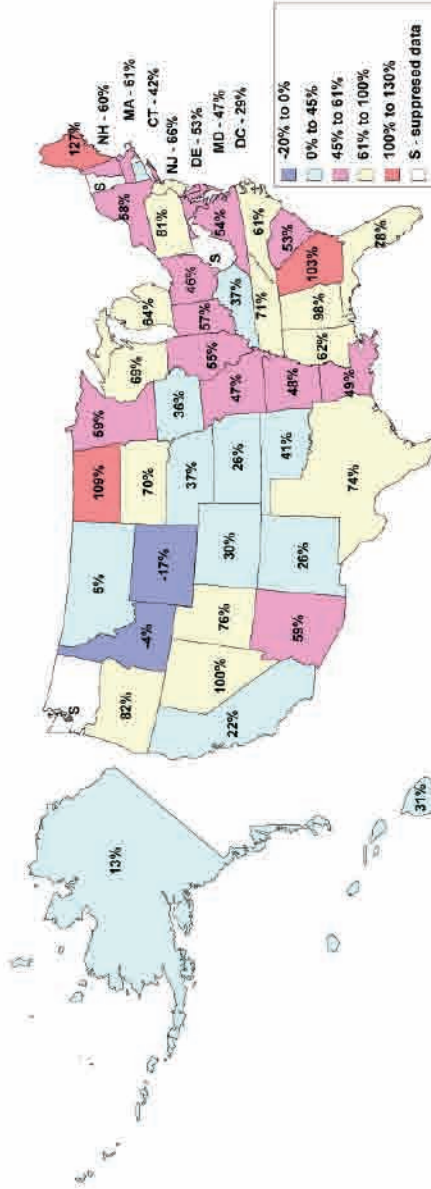
### Entrepreneurial Parity Remains Elusive for African American-Owned Businesses

Entrepreneurial parity for African American businesses has yet to be reached. Parity is defined as reaching proportionality between the adult African American population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



- The adult African American population represented 12 percent of the U.S. adult population in 2007, but African Americans held only 7 percent of all Classifiable firms, 1 percent of these firms' gross receipts and 2 percent of their employment.
- If African American firms' gross receipts had reflected the 2007 adult African American population share, receipts would have amounted to nearly \$1.4 trillion — over \$1.2 trillion more than the actual figure.
- Paid employment would have totaled nearly 7.1 million workers — about 8 times the actual employment.
- The number of African American firms would have been about 3.3 million firms, over 1.3 million additional firms.

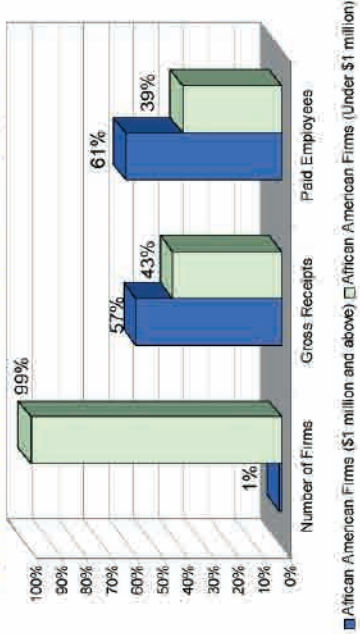
### African American-Owned Firms Grow Fastest in 18 States across USA



- Between 2002 and 2007, the number of African American-owned firms grew at their national average of 61 percent or faster in 18 states. Top states included: Maine (127%), North Dakota (109%), Georgia (103%), Nevada (100%), Alabama (98%), Oregon (82%), Pennsylvania (81%), Florida (78%), Utah (76%), Texas (74%), Tennessee (71%), South Dakota (70%), and six other states.
- African American-owned firms were more concentrated in New York (204,032 firms; 11% of all African American firms), Georgia (183,874 firms; 10%), Florida (181,437; 9%), and Texas (154,281 firms; 8%).

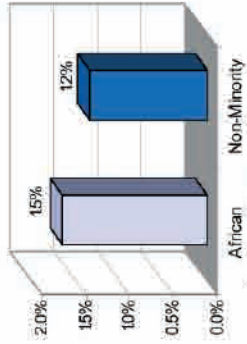
Note: Growth rates for African American firms in Rhode Island, Vermont, Washington and West Virginia are not available because 2007 data estimates did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

### African American-Owned Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number (1% of total African American-owned firms), African American firms with receipts of \$1 million or more generated a larger percentage of African American firms' revenues (57%), and employment (61%), than firms with receipts under \$1 million.

### African American Firms More Likely to Export



- African American firms operating in 2002 were more likely to generate sales through exports compared to non-minority firms operating in the same year.
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Note: The difference in exporter data between African American firms and Non-Minority firms is statistically significant at a 90% confidence level.

Source: MBDA's Characteristics of Minority Businesses and Entrepreneurs, 2008. MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.





# American Indian & Alaska Native-Owned Business Growth and Global Reach

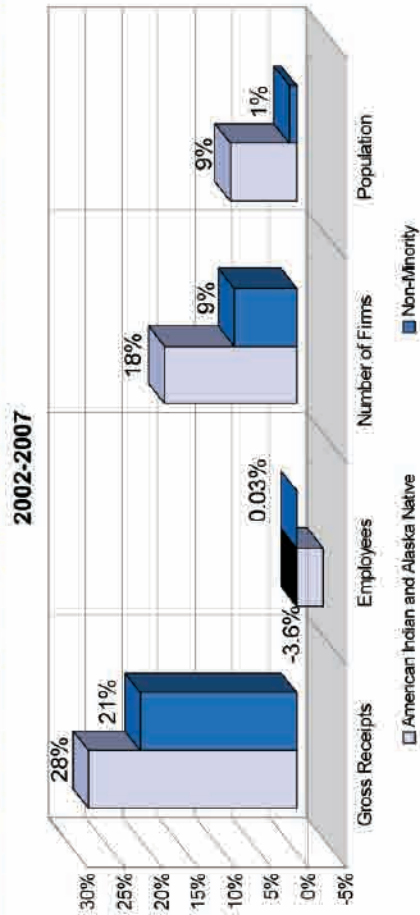
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## American Indian & Alaska Native-Owned Firms Generate \$34.4 Billion in Economic Output to the U.S. Economy\*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
<b>American Indian &amp; Alaska Native</b>	<b>236,967</b>	<b>\$34.4 billion</b>	<b>\$145,121</b>	<b>23,704</b>	<b>\$27.5 billion</b>	<b>\$1,160,819</b>	<b>184,416</b>	<b>\$64.7 billion</b>
All Minority	5,762,940	\$1.0 trillion	\$178,484	768,147	\$664.2 billion	\$1,125,081	5,916,651	\$2.46 trillion
Non-Minority	20,107,057	\$9.8 trillion	\$489,830	4,344,787	\$9.1 trillion	\$2,093,390	50,707,027	\$8.25 trillion
Classifiable Firms	26,296,817	\$11.0 trillion	\$417,987	5,190,920	\$10.1 trillion	\$1,937,478	56,840,353	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,097,236	\$30.0 trillion	\$1,108,359	5,739,890	\$29.1 trillion	\$5,082,948	117,406,354	Non-applicable

- In 2007, there were about 237,000 American Indian & Alaska Native firms, of which 10 percent (23,704) were firms with employees.
- American Indian & Alaska Native firms with employees had average receipts of \$1,160,819**, and average employment of 8 workers per firm with employees.
- The American Indian population had an estimated buying power of **\$64.7 billion in 2009**, larger than the purchasing power of countries such as Kenya (\$63.7 billion), Burma (\$57.5 billion), Slovenia (\$55.8 billion), and Costa Rica (\$48.5 billion). \*\*\*

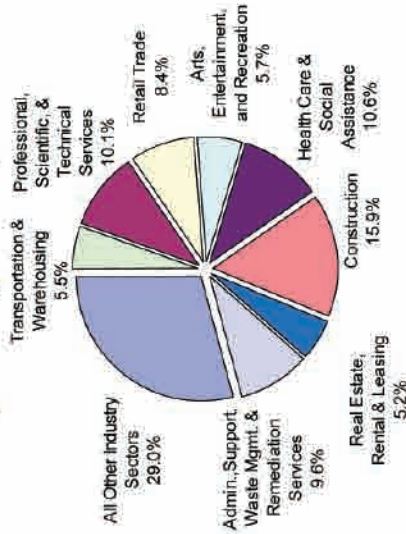
## American Indian & Alaska Native Firms Outpace Growth of Non-Minority-Owned Firms



- Between 2002 and 2007, American Indian & Alaska Native- (AIAN) owned firms outpaced the growth of non-minority firms in gross receipts (28% vs 21%) and number of firms (18% vs 9%).
- American Indian & Alaska Native firms' paid employment decreased by 3.6%, from 191,262 to 184,416, during this period. However, statistically this percent measure is not significantly different from zero.
- The rapidly growing American Indian & Alaska Native population increased by 9% during the same period, compared to a 1% increase for non-minorities.

Sources: \*U.S. Census Bureau, 2007 Survey of Business Owners; February and March 2011; Preliminary Results from the 2007 Survey of Business Owners; September 2008; and Annual Population Estimates, June 2010. \*\*AIAN data excludes tribally-owned businesses. \*\*\*University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009." Georgia Business and Economic Conditions, 2009. \*\*Central Intelligence Agency, The World Factbook, GDP estimates by country in 2009. Statistics for all groups except Total Firms in the U.S. exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Growth estimates for Non-Minority firms are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the MBDA's Research and Knowledge Management Unit, March 2011.

## American Indian & Alaska Native-Owned Firms' Top Industry Sectors, 2007



- American Indian & Alaska Native Firms were most concentrated in Construction (16%); Health Care & Social Assistance (11%); Professional, Scientific, & Technical Services; and Administrative, Support, Waste Management & Remediation Services (both 10%). All Other Industry Sectors include firms in Agriculture; Mining; Utilities; Manufacturing; Wholesale Trade; Information, Finance & Insurance; Accommodation & Food Services; and Educational Services, among other.









# Asian-Owned Business Growth & Global Reach

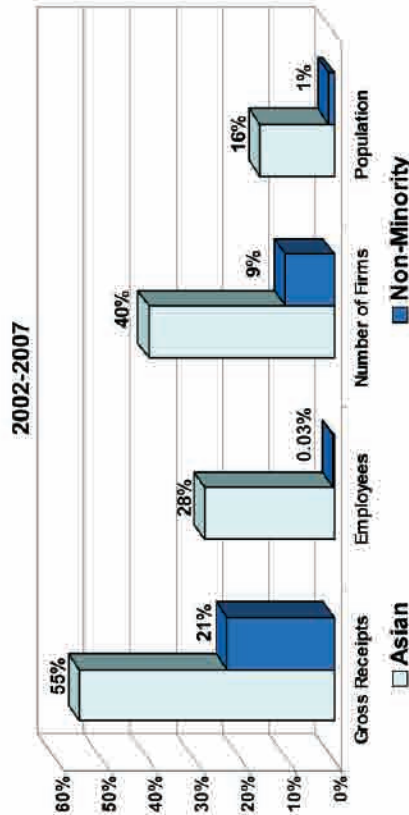
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## Asian-Owned Firms Generate \$508 Billion in Economic Output to the U.S. Economy and Create 2.8 Million Jobs\*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
All Asian	1,549,664	\$507.6 billion	\$327,582	397,484	\$455.2 billion	\$1,145,122	2,822,083	\$508.6 billion
All Minority	5,762,940	\$1.0 trillion	\$178,484	768,147	\$864.2 billion	\$1,125,081	5,916,651	\$2.46 trillion
Non-Minority	20,107,057	\$9.8 trillion	\$489,830	4,344,787	\$9.1 trillion	\$2,093,390	50,707,027	\$8.25 trillion
Classifiable Firms	26,295,951	\$11.0 trillion	\$417,969	5,190,718	\$10.1 trillion	\$1,937,406	56,836,791	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,097,236	\$30.0 trillion	\$1,108,359	5,739,890	\$29.1 trillion	\$5,062,948	117,406,354	Non-applicable

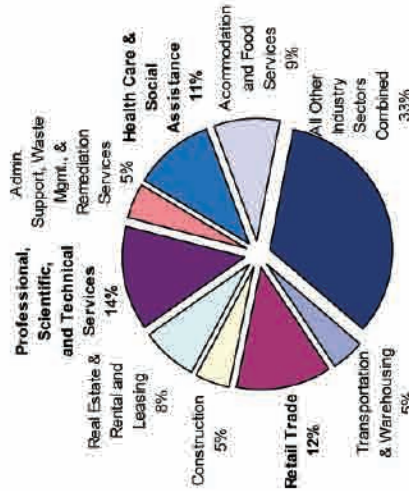
- In 2007, there were over 1.5 million Asian-owned firms, of which 26 percent (397,484) were firms with employees.
- Asian-owned firms with employees had average receipts of more than \$1.1 million, and average employment of 7 workers per firm with employees.
- The Asian population had an estimated buying power of \$508.6 billion in 2009, larger than the purchasing power of countries such as South Africa (\$495 billion), Egypt (\$471 billion), Colombia (\$401 billion), Belgium (\$381 billion), and of all but 24 countries worldwide. \*\*\*

## Asian-Owned Firms Outpace Growth of Non-Minority-Owned Firms



- Between 2002 and 2007, Asian-owned firms outpaced the growth of non-minority firms in gross receipts (55% Asian growth), employment (28%), and number of firms (40%).
- Asian firms are an engine of job creation, with paid employment growing by 28% from 2.2 million to 2.8 million, compared to 0.03 percent growth for non-minority firms.
- The rapidly growing Asian population increased by 16% during the same period, compared to only a 1% increase for non-minorities.

## Asian-Owned Firms' Top Industry Sectors, 2007



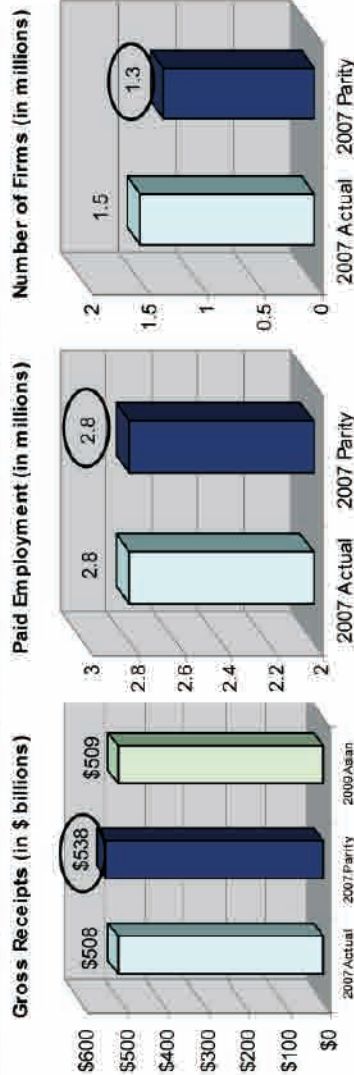
- Asian firms were most concentrated in Professional, Scientific, & Technical Services (14%); Retail Trade (12%); and Health Care & Social Assistance (11%). All Other Industry Sectors include firms in Agriculture; Mining; Utilities; Manufacturing; Wholesale Trade; Information; Finance & Insurance; Arts and Entertainment; Educational Services; Management of Companies and Enterprises; and unclassified industries.

Source: \*U.S. Census Bureau, 2007 Survey of Business Owners; April 2011. Preliminary Results from the 2007 Survey of Business Owners; July 2010; 2002 Survey of Business Owners; September 2008; and Annual Population Estimates; June 2010. \*\*University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009: Georgia Business and Economic Conditions, 2009." \*\*\*Central Intelligence Agency, The World Factbook, GDP estimates by country in 2008. Statistics for all groups except Total Firms in the U.S. exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Growth estimates for Non-Minority firms are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency's Research and Knowledge Management Unit, April 2011.



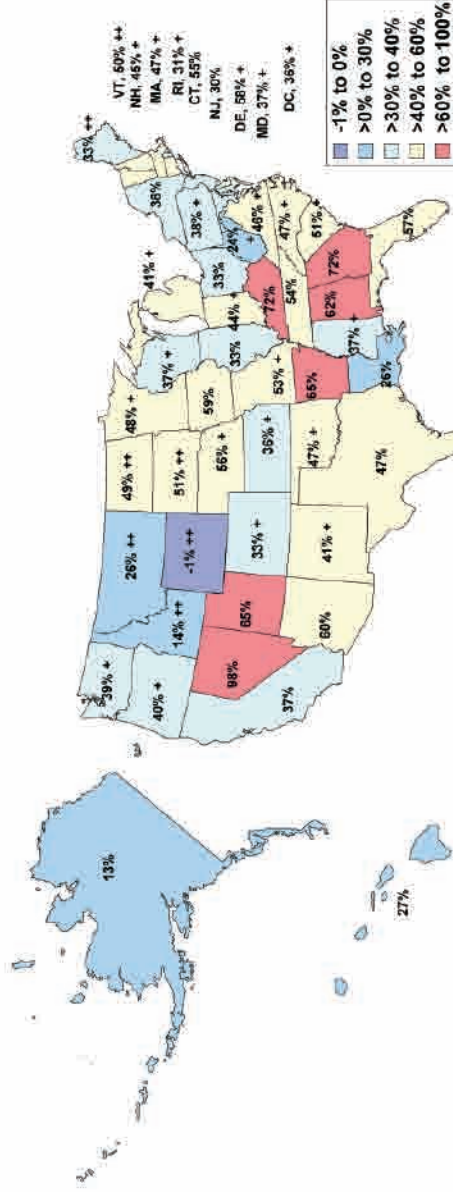
### Asian-Owned Firms Reach Entrepreneurial Parity in Number and Employment

Asian firms are the first minority group to reach entrepreneurial parity in number of firms and paid employees. Parity is defined as reaching proportionality between the adult Asian population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



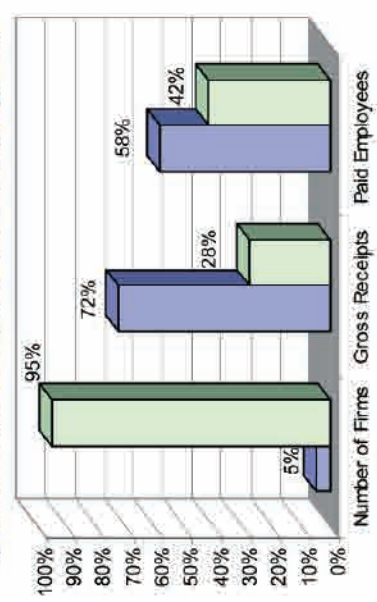
- The adult Asian population represented 4.9 percent in 2007, while Asians held 4.6 percent of these firms' gross receipts, 5.0 percent of their employment, and 5.9 percent of all Classifiable firms.
- If Asian firms' gross receipts reflected the 2007 adult Asian population share, receipts would have amounted to \$538 billion, but the actual figure for Asian firms closely trails this amount by only \$30.1 billion.
- The 2007 parity for paid employment was 2.8 million, and Asian-owned firms employed that many workers in 2007.

### Asian-Owned Firms Grow Fastest in 12 States across USA



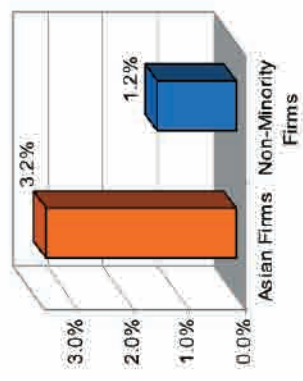
- Between 2002 and 2007, the number of Asian-owned firms grew faster than their national average of 40 percent in 12 states. Top states included: Nevada (by 98%), Kentucky (72%), Georgia (72%), Arkansas (65%), Utah (65%), Alabama (62%), Arizona (60%), Iowa (59%), Florida (57%), Connecticut (55%), Tennessee (54%), and Texas (47%).
  - Asian-owned firms were most concentrated in California (609,097 firms; 33% of all Asian firms), New York (196,852 firms, 13%), Texas (114,336 firms, 7%), New Jersey (67,758 firms, 4%), Florida (64,930 firms, 4%), Illinois (59,347 firms, 4%) and Hawaii (56,835 firms, 4%).
- Note: + Growth rates for these states are not statistically different from the group's average of 40 percent. ++ Growth rates for these states are not statistically different from zero or the group's national average. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

### Asian-Owned Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number (only 5% of total Asian-owned firms), Asian-owned firms with receipts of \$1 million or more generated a larger percentage of all Asian revenues (72%) and paid employment (58%) than firms with receipts under \$1 million.

### Asian Firms More Likely to Export



- Asian firms operating in 2002 were nearly three times as likely to generate sales through exports compared to non-minority firms operating in the same year.
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Note: The exporter data difference between Asian and Non-Minority firms is statistically significant at a 90% confidence level.  
 Source: MBDA's Characteristics of Minority Businesses and Entrepreneurs, 2008: MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.





# Hispanic-Owned Business Growth & Global Reach

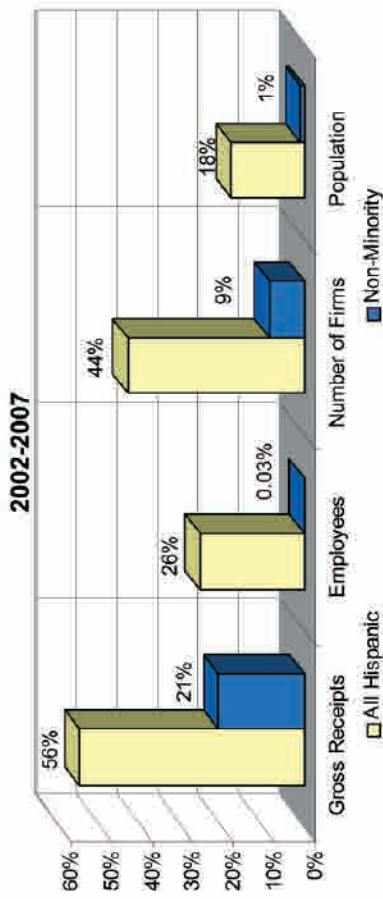
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## Hispanic-Owned Firms Generate \$345 Billion in Economic Output to the U.S. Economy and Create 1.9 Million Jobs\*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
<b>All Hispanic</b>	<b>2,260,309</b>	<b>\$345.2 billion</b>	<b>\$152,715</b>	<b>249,168</b>	<b>\$274.5 billion</b>	<b>\$1,101,644</b>	<b>1,932,243</b>	<b>\$978.4 billion</b>
All Minority	5,762,940	\$1.0 trillion	\$178,484	768,147	\$664.2 billion	\$1,125,081	5,916,651	\$2.46 trillion
Non-Minority	20,107,057	\$9.8 trillion	\$489,830	4,344,787	\$9.1 trillion	\$2,093,390	50,707,027	\$8.25 trillion
Classifiable Firms	26,296,817	\$11.0 trillion	\$417,987	5,190,920	\$10.1 trillion	\$1,937,478	56,840,353	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,097,236	\$30.0 trillion	\$1,108,359	5,739,890	\$29.1 trillion	\$5,062,948	117,406,354	Non-applicable

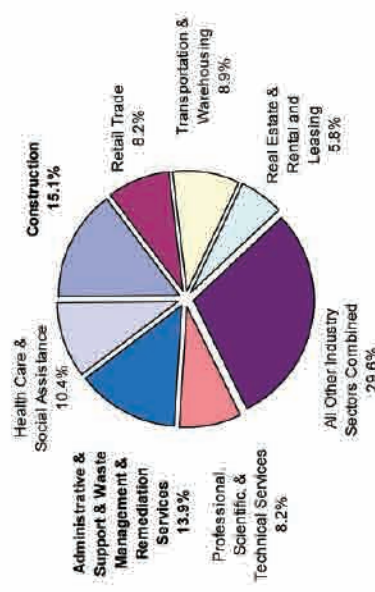
- In 2007, there were about 2.3 million Hispanic firms, of which 11 percent (249,168) were firms with employees.
- Hispanic firms with employees had average receipts of \$1.1 million, and average employment of 8 workers per firm.
- The Hispanic population had an estimated buying power of \$978.4 billion in 2009, larger than the purchasing power of countries such as Indonesia (\$969 billion), Australia (\$824 billion), and the Netherlands (\$654 billion), and of all but 14 countries worldwide.\*\*\*

## Hispanic-Owned Firms Outpace Growth of Non-Minority-Owned Firms



- Between 2002 and 2007, Hispanic-owned firms outpaced the growth of non-minority firms in gross receipts (56% Hispanic growth), employment (26%), and number of firms (44%).
- Hispanic firms are an engine of job creation, with paid employment growing by 26 percent from 1.5 million to 1.9 million, compared to 0.03 percent growth for non-minority firms.
- The rapidly growing Hispanic population increased by 18 percent during the same period, compared to only 1 percent growth for non-minorities.

## Hispanic-Owned Firms' Top Industry Sectors, 2007



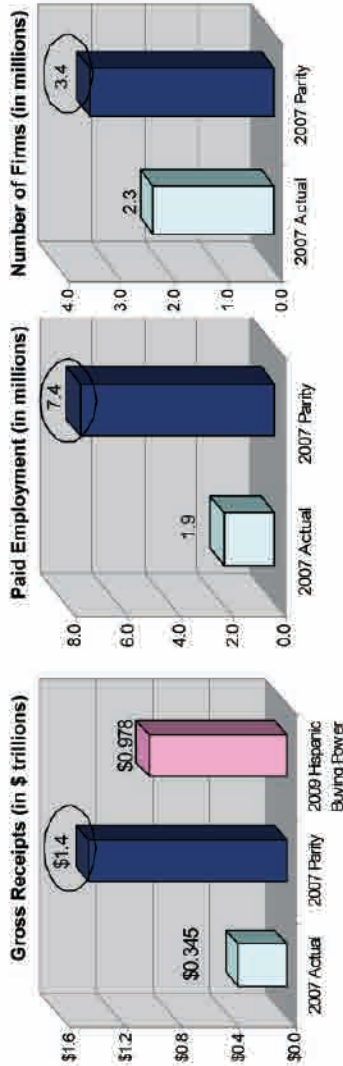
- Hispanic firms were most concentrated in Construction (15%), Administrative and Support and Waste Management and Remediation Services (14%), and Health Care and Social Assistance (10%). All Other Industry Sectors Combined includes firms in Information, Manufacturing, Wholesale Trade, Mining, Utilities, Education, Entertainment, Accommodation and Food Services, Finance, and Agriculture, among other industry sectors.

Source: \*U.S. Census Bureau, 2007 Survey of Business Owners, September and March 2011; Preliminary Results, 2007 Survey of Business Owners, July 2010; 2002 Survey of Business Owners, September 2006; Annual Population Estimates, June 2010  
 \*\*University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009," *Georgia Business and Economic Conditions*, 2009. \*\*\*Central Intelligence Agency, *The World Factbook*, GDP 2009 estimates by country. Statistics for all groups except Total Firms in the U.S., exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit, and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Classifiable and Non-Minority Firms' measures for 2002 are MBDA estimates. Hispanics may be of any race. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency's Research and Knowledge Management Unit, March 2011.



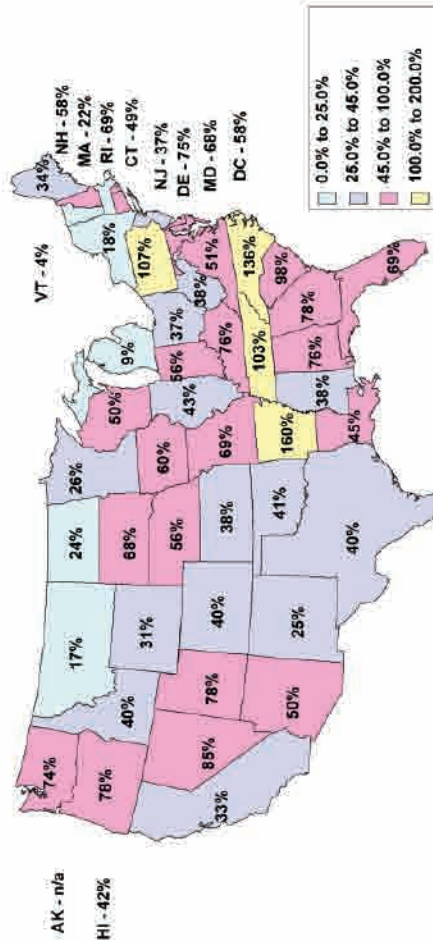
### Entrepreneurial Parity Remains Elusive for Hispanic-Owned Businesses

Entrepreneurial parity for Hispanic businesses has yet to be reached. Parity is defined as reaching proportionality between the adult Hispanic population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



- The adult Hispanic population represented 1.3 percent in 2007, but Hispanics held only 9 percent of all Classifiable firms, 3 percent of these firms' gross receipts and 3 percent of their employment.
- If Hispanic firms' gross receipts reflected the 2007 adult Hispanic population share, receipts would have amounted to more than \$1.4 trillion, about \$1.1 trillion more than the actual figure.
- Paid employment would have totaled 7.4 million—about four times the actual employment.
- The number of Hispanic firms would have been over 3.4 million firms, nearly 1.2 million additional firms.

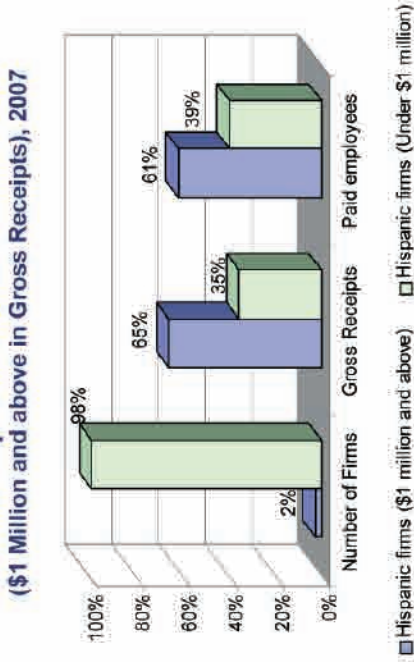
### Hispanic-Owned Firms Grow Fastest in 28 States across USA



- Between 2002 and 2007, the number of Hispanic firms grew faster than their national average of 44 percent in 28 states. Top states included: Arkansas (by 160%), North Carolina (136%), Pennsylvania (107%), Tennessee (103%), South Carolina (98%), Nevada (85%), Oregon (78%), Utah (78%), Georgia (78%), Kentucky (76%), and Delaware (75%).
- Hispanic-owned firms were more concentrated in California (566,567 firms; 25% of all Hispanic firms), Florida (450,185 firms; 20%), Texas (447,486; 20%), and New York (193,248; 9%).

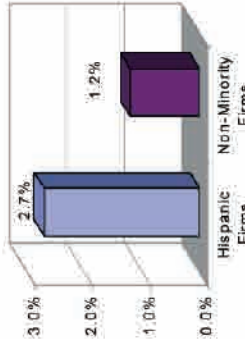
Note: Growth rates for Hispanic firms in Alaska are not available because 2007 data estimates did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

### Hispanic-Owned Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number, Hispanic firms with receipts of \$1 million or more generated a larger percentage of all Hispanic revenues (65%) and paid employment (61%) than firms with receipts under \$1 million.

### Hispanic Firms More Likely to Export



- Hispanic firms operating in 2002 were more than twice as likely to generate sales through exports compared to non-minority firms operating in the same year.\*
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Source: \*MBDA's Characteristics of Minority Businesses and Entrepreneurs, 2006. MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.





# Native Hawaiian & Other Pacific Islander- Owned Business Growth & Global Reach

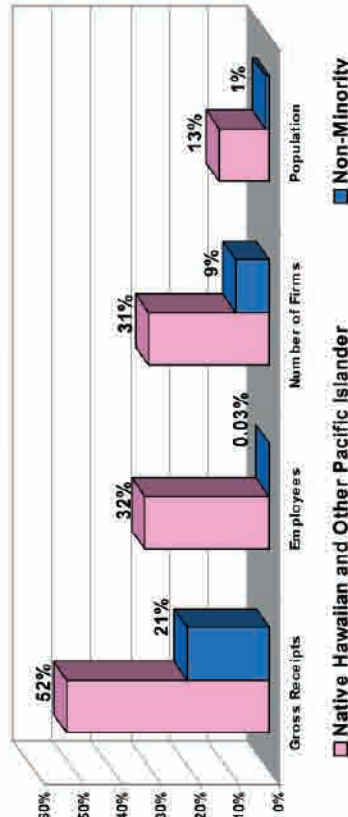
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## Native Hawaiian & Other Pacific Islander Firms Generate \$7 Billion in Economic Output to the U.S. Economy\*

Group	All Firms	All Firms Gross Receipts	Avg. Gross Receipts	Firms with Employees	Receipts of Firms with Employees	Avg. Employer Receipts	Paid Employees	Population Buying Power (2009)**
<b>Native Hawaiian &amp; Other Pacific Islander</b>	<b>37,957</b>	<b>\$6.5 billion</b>	<b>\$170,938</b>	<b>4,172</b>	<b>\$5.4 billion</b>	<b>\$1,296,129</b>	<b>38,750</b>	<b>Combined in Asian</b>
Asian	1,552,505	\$513.9 billion	\$330,995	398,586	\$461.3 billion	\$1,157,420	2,869,153	\$508.6 billion
All Minority	5,762,940	\$1.0 trillion	\$178,484	768,147	\$864.2 billion	\$1,125,081	5,916,651	\$2.46 trillion
Non-Minority	20,107,057	\$9.8 trillion	\$489,830	4,344,787	\$9.1 trillion	\$2,093,390	50,707,027	\$8.25 trillion
Classifiable Firms	26,296,617	\$11.0 trillion	\$417,987	5,190,920	\$10.1 trillion	\$1,937,478	56,840,363	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,097,236	\$30.0 trillion	\$1,108,359	5,739,890	\$29.1 trillion	\$5,062,948	117,406,354	Non-applicable

- In 2007, there were about 38,000 Native Hawaiian & Other Pacific Islander-owned firms, of which 11 percent (4,172) were firms with employees.
- Native Hawaiian & Other Pacific Islander (NHPI) firms with employees had average receipts of \$1.3 million, and average employment of 9 workers per firm.**
- Native Hawaiian & Other Pacific Islander firms had average receipts (\$170,938) comparable in size to those of all minority-owned firms (\$178,147), but much smaller compared to average receipts generated by Asian-owned firms (\$330,995) and non-minority-owned firms (\$489,830).

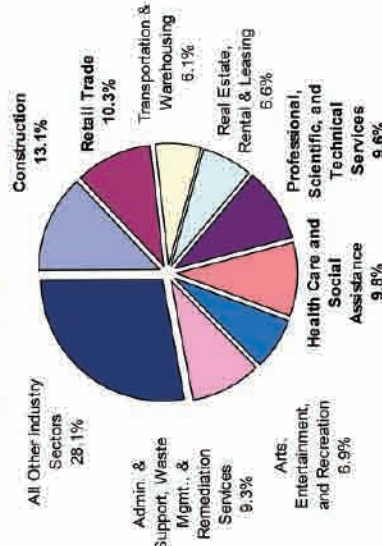
## NHPI-Owned Firms Outpace Growth of Non-Minority-Owned Firms 2002-2007



- Between 2002 and 2007, Native Hawaiian & Other Pacific Islander-owned firms outpaced the growth of non-minority firms in gross receipts (52% growth), employment (32%), and number of firms (31%).
- Native Hawaiian & Other Pacific Islander firms are an engine of job creation, with paid employment growing by 32% from 29,319 to 38,750, compared to 0.03 percent growth for non-minority firms.
- The rapidly growing Native Hawaiian & Other Pacific Islander population increased by 13% during the same period, compared to only a 1% increase for non-minorities.

Source: \*U.S. Census Bureau, 2007 Survey of Business Owners, March and April 2011; Preliminary Results from the 2007 Survey of Business Owners, July 2010; 2002 Survey of Business Owners, September 2006; and Annual Population Estimates, June 2010. \*\*University of Georgia, Selig Center for Economic Growth, "The Multicultural Economy 2009: Georgia's Business and Economic Conditions, 2009." \*\*\*Central Intelligence Agency, The World FactBook, GDP estimates by country in 2009. Statistics for all groups except Total Firms in the U.S. exclude publicly held, foreign-owned and not-for-profit entities. Classifiable Firms are all U.S. firms less publicly held, foreign-owned, non-profit and other firms whose ownership cannot be classified in terms of race, ethnicity, or gender. Growth estimates for Non-Minority firms are MBDA estimates. The Selig Center for Economic Growth defines buying power as the total personal income of residents available for spending after taxes, excluding borrowed income or income saved in prior years. Buying power data for All Minority and Non-Minority are MBDA estimates. Produced by the Minority Business Development Agency's Research and Knowledge Management Unit, April 2011.

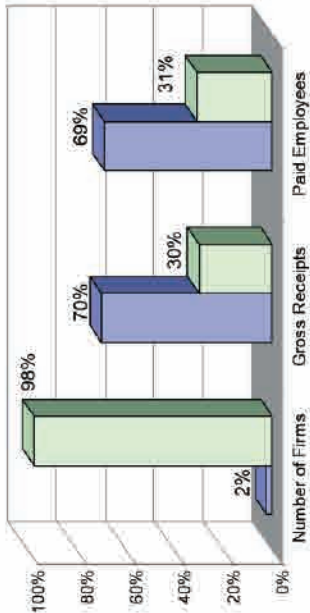
## Native Hawaiian & Other Pacific Islander Firms' Top Industry Sectors, 2007



- Native Hawaiian & Other Pacific Islander Firms were most concentrated in Construction (13%), Retail Trade (10%), Health Care & Social Assistance (10%), and Professional, Scientific and Technical Services (10%). All Other Industry Sectors includes firms in Agriculture, Mining, Utilities, Manufacturing, Wholesale Trade, Information, Finance, Educational Services, Management of Companies, and Accommodation & Food Services, among other.



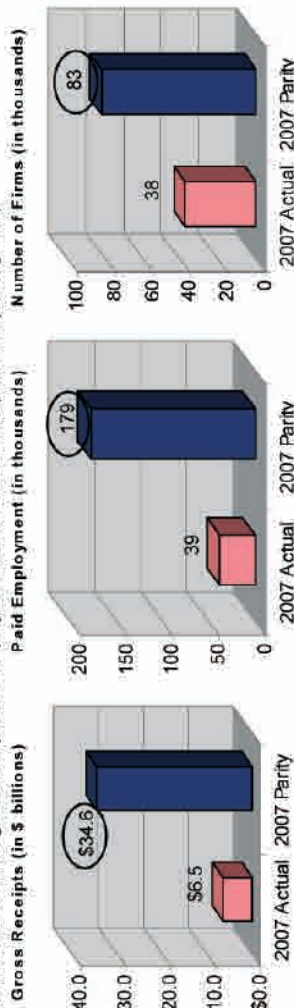
### Native Hawaiian & Other Pacific Islander Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number (2% of all Native Hawaiian & Other Pacific Islander (NHPFI) firms), NHPFI-owned firms with receipts of \$1 million or more generated a larger percentage of NHPFI revenues (70%) and employment (69%) than NHPFI firms with receipts under \$1 million.

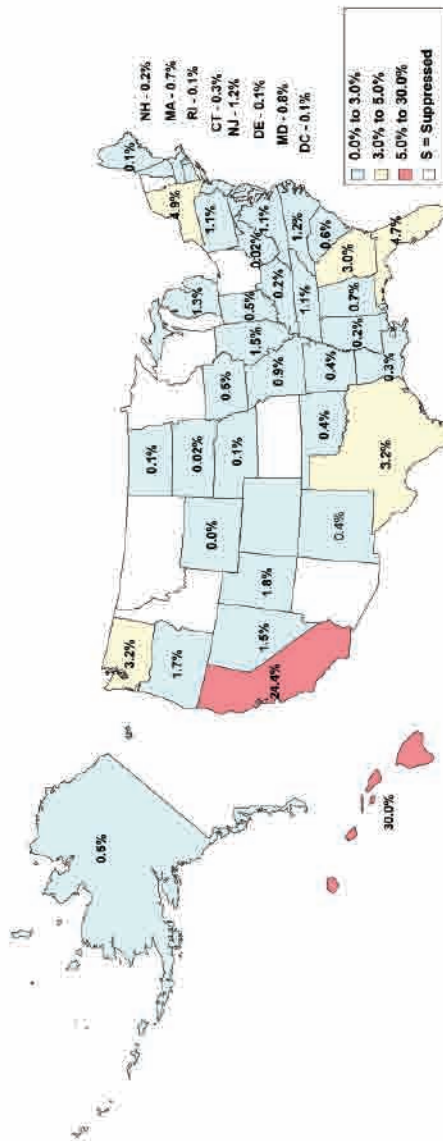
### Entrepreneurial Parity Remains Elusive for Native Hawaiian & Other Pacific Islander Businesses

Entrepreneurial parity for Native Hawaiian & Other Pacific Islander businesses has yet to be reached. Parity is defined as reaching proportionality between the adult Native Hawaiian & Pacific Islander population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



- The adult Native Hawaiian & Other Pacific Islander (NHPFI) population represented 0.3% percent in 2007, but NHPFI's only owned 0.1 percent of all Classifiable firms, 0.1 percent of these firms' gross receipts and 0.1 percent of their employment.
- If NHPFI-owned firms' gross receipts reflected the 2007 adult Native Hawaiian & Pacific Islander population share, receipts would have amounted to nearly \$35 billion—\$28 billion more than the actual figure.
- Paid employment would have totaled 179,000—nearly 5 times the actual employment.
- The number of NHPFI-owned firms would have been about 83,000, more than twice as many firms.

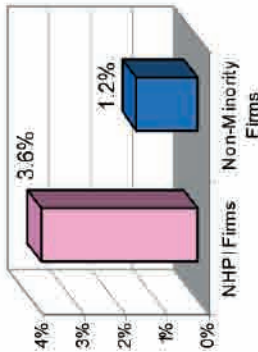
### NHPFI-Owned Firms Most Concentrated in Hawaii, California, New York, and Florida



- Native Hawaiian & Other Pacific Islander firms were located in all 50 states and the District of Columbia, and were most concentrated in Hawaii (1,383 firms; 30% of all NHPFI firms), California (9,255 firms; 24%), New York (1,854 firms; 5%), and Florida (1,773 firms; 5%).
- Between 2002 and 2007, the number of NHPFI firms grew fastest in North Dakota (1,150%) and Georgia (552%). NHPFI firms grew faster or at their national average of 31 percent in 9 other states,\* including California (by 31%), Colorado (62%), Hawaii (36%), Maryland (255%), Nevada (87%), Oregon (81%), South Carolina (420%), Utah (61%), and Washington (67%).

Note: \*Growth rates for the states in this section were not significantly different from the group's national average of 31% due to relatively high standard errors. "S" indicates percent distribution of NHPFI firms in the outlined states was not available because data did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

### Native Hawaiian & Other Pacific Islander Firms More Likely to Export



- Native Hawaiian & Other Pacific Islander firms operating in 2002 were more likely to generate sales through exports compared to non-minority firms operating in the same year.
- Minority business export activity spanned 41 countries over six continents (North America, South America, Europe, Asia, Africa and Australia), according to U.S. Export Import Bank financial transaction data between 1992 and 2009.
- Mexico, Brazil, and Dominican Republic are the top three markets for minority firms' export activity, accounting for 52% of all financing transactions authorized for these firms when foreign markets were identified between 1992 and 2009.

Note: Due to the relatively large standard error, the percentage of Native Hawaiians and Other Pacific Islander firms with export sales ranged between 2.0% and 5.2%, at a 90% confidence level. Sources: \*MBDA's Characteristics of Minority Businesses and Entrepreneurs, 2008. MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.

## Acronyms

<b>AAPI</b>	Asian American and Pacific Islanders	<b>MBEC</b>	Minority Business Enterprise Center
<b>APR</b>	Annual Performance Report	<b>MBOC</b>	Minority Business Opportunity Center
<b>ARRA</b>	American Recovery and Reinvestment Act	<b>MED Week</b>	Minority Enterprise Development Week
<b>B2B</b>	Business-to-Business	<b>MOU</b>	Memorandum of Understanding
<b>CFO</b>	Chief Financial Officer	<b>NABEC</b>	Native American Business Enterprise Center
<b>COOP</b>	Continuity of Operations Planning	<b>NEC</b>	National Enterprise Center
<b>CRM</b>	Customer Relationship Management	<b>NEI</b>	National Export Initiative
<b>DBE</b>	Disadvantaged Business Utility	<b>NIST</b>	National Institute of Standards and Technology
<b>DOC</b>	Department of Commerce	<b>NOAA</b>	National Oceanic and Atmospheric Administration
<b>DOJ</b>	Department of Justice	<b>OAESS</b>	Office of Administration and Employee Support Services
<b>DOCHROC</b>	Department of Commerce Human Resources Operations Center	<b>OBD</b>	Office of Business Development
<b>ESA</b>	Economics and Statistics Administration	<b>OFMPPE</b>	Office of Financial Management, Project and Program Evaluation
<b>FMFIA</b>	Federal Manager's Financial Integrity Act	<b>OMB</b>	Office of Management and Budget
<b>GPRA</b>	Government Performance and Results Act	<b>ONABD</b>	Office of Native American Business Development
<b>GSA</b>	General Services Administration	<b>OPIC</b>	Overseas Private Investment Corporation
<b>IDIQ</b>	Indefinite Delivery, Indefinite Quantity	<b>ROI</b>	Return on Investment
<b>ITA</b>	International Trade Administration	<b>SBA</b>	Small Business Administration
<b>KM</b>	Knowledge Management	<b>SBO</b>	Survey of Business Owners
<b>M&amp;TA</b>	Management & Technical Assistance	<b>SGI</b>	Strategic Growth Initiative
<b>MBC</b>	MBDA Business Center	<b>USACE</b>	U.S. Army Corps of Engineers
<b>MBDA</b>	Minority Business Development Agency		
<b>MBE</b>	Minority Business Enterprise		







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