

# Minority-Owned Businesses Strengthen the U.S. Economy

CREATING AND SUSTAINING JOBS

EXPANDING LOCAL ECONOMIES

STRENGTHENING THE TAX BASE

LEVERAGING GLOBAL OPPORTUNITIES



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

*Contact an MBDA Business Center today!*

[www.mbda.gov](http://www.mbda.gov)



## OUR MISSION IS TO STRENGTHEN AMERICA'S COMPETITIVENESS

The Minority Business Development Agency (MBDA), a bureau of the U.S. Department of Commerce, is the only federal agency dedicated to the growth and global competitiveness of U.S. minority-owned businesses. We are focused on building the size, scale and capacity of minority businesses. Through our efforts, minority-owned businesses are better equipped to create jobs, strengthen local economies, and compete successfully in domestic and global markets. MBDA provides services through a network of more than 40 MBDA Business Centers in the United States, the District of Columbia, and Puerto Rico.

### **Access to Capital**

Business development experts at MBDA work to assess business profitability, stability, and solvency to create the capital structure and tactical approach to secure the right financing for our clients.

### **Access to Contracts**

MBDA works closely with your constituents to identify contracting opportunities in the public and private sectors, both domestically and globally. Customized business services may also include strategic consulting, bid preparation, market research, and facilitation of teaming arrangements.

### **Access to Markets**

MBDA paves the way for clients to enter international markets and to connect with opportunities in the United States. MBDA collaborates

with U.S. trade promotion agencies and organizations to promote minority-owned firms to government officials around the world and alert clients to emerging opportunities.

### **Business-to-Business (B2B) Forums**

B2B forums have revolutionized the way companies do business. For more than a decade, MBDA has organized and facilitated signature B2B forums across the globe that seamlessly align and execute the objectives of buyers, contractors, and procurement entities.

### **Global Supply Chain**

## BUSINESS EXPERTISE

Since 1969, the Minority Business Development Agency has been on the forefront promoting the business case and competitive advantages of a diverse global supply chain. The Agency manages an online research library with statistical fact sheets and publications that detail the economic environment of the minority business community.



## MBDA PERFORMANCE HIGHLIGHTS

### **Yielding Quantifiable Results**

- Over the past four years, \* MBDA and its national network of business centers supported the creation and retention of more than 33,000 jobs and helped secure \$14.6 billion in contracts and capital for its clients.

### **Growing Competitive Businesses**

- MBDA is creating a new economic foundation of minority-owned firms generating \$100 million and more.
- Each MBDA Business Center secures an average of \$49 million in contracts for their clients.

### **Promoting Economic Investments**

- Profitable minority-owned businesses create jobs for all Americans, contribute to municipal and state economic activity, and anchor long-term economic development.
- Successful minority-owned businesses drive demand for community improvements in

transportation, infrastructure, affordable housing, and education.

- Each MBDA Business Center secures an average of \$18.8 million in capital for their clients.

### **Bringing Global Businesses to the Community**

- Minority businesses are twice as likely to generate sales through exports compared to non-minority firms; and three times more likely to generate 100% of their revenues from exporting.
- MBDA promotes business-to-business partnerships between U.S. minority firms and firms in Asia, Africa, the Caribbean, Latin America, and Europe.

## KEY MINORITY BUSINESS INDICATORS\*

- Twenty-one percent of all firms in the United States are owned by minorities.
- Minority-owned businesses generate \$1 trillion in economic output to the U.S. economy, creating nearly six million American jobs.
- Minority-owned firms are an engine of job creation demonstrating the highest level of new job growth and company formation compared to non-minority-owned firms.
- Today, minorities represent 35% of the total U.S. population and are expected to become the majority by 2043.

To find the MBDA Business Center nearest you, visit [www.mbda.gov](http://www.mbda.gov).

\*Source: U.S. Census Bureau, 2007 Survey of Business Owners

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