

Export Assistance and Global Market Access

ACCESS NEW CONTRACTS AND CAPITAL

GLOBALIZE YOUR BUSINESS MODEL

DIVERSIFY YOUR REVENUE STREAM

INCREASE VALUE THROUGH GLOBAL PARTNERSHIPS



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

Contact an MBDA Business Center today!

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 a catalyst for business growth and global competitiveness. Our Agency operates a national network of more than 40 MBDA Business Centers designed to help clients develop cross-border relationships to sell their goods and services worldwide. By taking advantage of international markets, clients can benefit from the "Made in America" brand while leveraging the unique export capabilities that exist with diverse firms. The globalization of more U.S. businesses keeps America competitive and creates jobs!



MBDA GLOBAL BUSINESS SUPPORT

- International market research
- International contracts
- Direct support through MBDA Global Business Center
- Global financing and investment options
- Unique market-entry pathways
- Introductions to global business leaders

ACCESS TO INTERNATIONAL CONTRACTS

Contracting opportunities exist in every market in the world. With 95% of the world's consumers living outside the United States, there are substantial contracts available offshore. MBDA is here to help you identify and gain access to them by collaborating with other federal agencies, global strategic partners, and international organizations. MBDA provides access to international deals for our clients, particularly in the telecommunications, technology, equipment and machinery, transport, logistics, medical supplies, and consumer goods industries.

RESOURCE PARTNERS: MBDA GLOBAL BUSINESS CENTER

MBDA has global business development experts throughout our national network of business centers, anchored by an **MBDA Global Business Center** located in San Antonio, Texas. The MBDA Global Business Center conducts international capabilities assessments, identifies international opportunities,

assists with global matchmaking in certain markets, and helps conduct market identification and research.

If you want to learn about global business, and believe your product or service can be sold abroad, your first stop should be an MBDA Business Center.

GLOBAL EXCHANGES AND BUSINESS-TO-BUSINESS FORUMS

MBDA hosts international business-to-business forums and buyers' events in collaboration with embassies and consulates. As part of the U.S. Department of Commerce, we bring you a full range of trade promotion services, including recruitment for trade missions, trade shows, and reverse trade missions. Whether it's abroad or state-side, introductions and meetings with members of international governments and corporations are part of our strategy for taking your company global.

RESEARCH AND INTERNATIONAL MARKET EXPERTISE

For decades, MBDA has recognized the value of global markets and worked with companies to expand their operations abroad. Regardless of which markets interest you, MBDA can provide you with the information and relationships you need to make informed market-entry decisions. We offer webinars and conduct research on the most profitable markets for our clients and continue to establish best practices not just for minority-owned firms, but for all U.S. firms looking to grow their businesses through exports.

GLOBAL FINANCING AND INVESTMENT OPTIONS

Financing the sale of your goods and services on the global platform is intricately linked to international business success. Through MBDA's *Global Outreach Alliance* with the Export-Import Bank of the United States, we offer you access to a portfolio of financial resources to support your expansion into global markets. MBDA

also offers counseling on an assortment of financial strategies and products to support your export and investment goals.

MARKET-ENTRY PATHWAYS

Cost and time efficient market access is a must when operating in the highly competitive global economy. MBDA develops unique market-entry pathways into countries where we can offer you a competitive advantage. Currently, the Agency is targeting 11 countries consistent with major initiatives and opportunities underway.

- ***Doing Business in Africa*** markets: Gabon, South Africa, Zambia
- ***Western Hemisphere*** markets: Brazil, Colombia, Mexico
- ***National Export Initiative*** markets: Australia, China, India, South Korea, Turkey

MINORITY BUSINESS FAST FACTS*

- Twenty-one percent of all firms in the United States are owned by minorities.
- Minority-owned firms contribute over \$1.0 trillion in annual economic output and account for six million U.S. jobs.
- The global reach of minority-owned businesses spans 41 countries on six continents.
- Minority-owned firms are export leaders in 14 key industry sectors.
- Minority-owned firms are twice as likely to export and three times as likely to have international operations compared to non-minority-owned firms.
- Minority-owned firms are six times as likely to transact business in a language other than English compared to non-minority-owned firms.

We invite you to make MBDA a part of your business strategy. To find the MBDA Business Center closest to you, visit www.mbda.gov.

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

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