

At MBDA, Minority Business Enterprises are a National Priority.

MBDA serves minority entrepreneurs across America who are building and growing their enterprises. In doing so, minority-owned firms are better equipped to create jobs, impact local economies by contributing to the tax base and compete successfully in domestic and global marketplaces.

With a nationwide network of over 40 business centers and strategic partners, we at MBDA work to meet the needs of our clients. MBDA assists minority entrepreneurs and business owners with consulting services, contract and financing opportunities, bonding and certification services, building business-to-business alliances and executive training.

Our Mission is to grow competitive Minority Businesses.

The mission of MBDA is to achieve entrepreneurial parity for minority business enterprises by actively promoting their ability to grow and compete in the global economy.

Our Agency has served Minority Businesses since 1971.

MBDA is the only federal agency created specifically to foster the establishment and growth minority-owned businesses in America. Guided by its mission, MBDA actively promotes the growth and competitiveness of large, medium and small minority business enterprises.

Our Reach is Nationwide.

MBDA is headquartered at the United States Department of Commerce in Washington, DC with three national offices focused on minority business programs and policy.

- The Office of Business Development
- The Office of Native American Entrepreneurship and Trade
- The White House Initiative on Asian Americans and Pacific Islanders

Our five regional MBDA National Enterprise Centers manage minority business development in the following assigned geographic areas:

- **Atlanta:** AL, FL, GA, KY, MS, NC, SC, TN
- **Chicago:** IL, IN, IA, KS, MI, MN, MO, NE, OH, WI
- **Dallas:** AR, CO, LA, MT, NM, ND, OK, SD, TX, UT, WY
- **New York:** CT, DE, ME, MD, MA, NH, NJ, NY, PA, RI, VT, VA, WV, District of Columbia, Puerto Rico, Virgin Islands
- **San Francisco:** AK, AZ, CA, HI, ID, NV, OR, WA, American Samoa

Our Programs and Services provide value to your business.

- Minority Business Opportunity Centers
- Minority Business Enterprise Centers
- Native American Business Enterprise Centers
- Phoenix Opportunity Online Matching System
- Business to Business Linkage Forums
- National Minority Enterprise Development Week Conference
- Business Plan Writer
- Executive Education

MinorityBiz Fast Facts™

There were 4.1 million minority-owned firms in the U.S., representing 18% of all U.S. firms in 2002.

Between 1997 and 2002, minority firms' total annual gross receipts grew 13% to \$668 billion and their employees grew by 5% to 4.7 million workers.

Since 1997, minority businesses have grown in number at a higher rate than the national average for all U.S. firms:

- Native Hawaiian and Pacific Islanders firms grew 49%
- African Americans firms grew 45%
- Hispanic firms grew 31%
- Asian firms grew 24%

Most minority firms are in other services, health care and social assistance, professional, scientific and technical services and retail trade.

Source: U.S. Census 2002 Survey of Business Owners; State of Minority Business Enterprises, MBDA, 2006

Want more facts?

Go to
MinorityBiz Fast Facts™
at www.mbda.gov.

Our doors are open to you.

1401 Constitution Avenue, NW
Washington, DC 20230
Email. support@mbda.gov
Web. www.mbda.gov
Tel. 1-888-324-1551

What MBDA Can Do for You!

Reduce Unemployment

- More than 3,000 jobs were created by MBDA in FY 2009
- The average investment per job created is \$3,968
- These jobs have an average salary of \$30,000 per year

Create Competitive Businesses

- Each MBDA center secures an average of \$49 M worth of contracts for minority firms; and our high performing centers secure more than \$100 M worth of contracts
- MBDA is focused on increasing annual revenues for minority businesses from an average of less than \$200,000 to more than \$1 million
- MBDA is building the foundation that helps to close the gap between minority-owned firms and non-minority owned firms through the creation of \$100 million dollar minority-owned firms

Expand the Tax Base

- Successful minority business contribute to federal, state and local treasuries through payroll taxes, property taxes, consumption taxes, among others
- If minority owned firms were at economic parity, they would pay an estimated \$100 billion in taxes that could fund 100% of the Head Start program, 100% of the State Children's Health Insurance Program or 10% of the estimate cost to reform healthcare

Build Prosperity

- Developing wealth in communities of color is the most effective means to secure personal and family well-being and reduce dependence on government services
- Wealth creation provides an opportunity for more citizens to make philanthropic investments, engage in civic activities and increase retirement savings

Promote Economic Investments

- Each MBDA center secures an average of \$18.8 M worth of financial investment in minority firms; and our high performing centers secure more than \$50 M worth of investment
- Successful minority businesses generate demand for community benefits such as transportation, infrastructure improvements, affordable housing and quality education
- Profitable minority firms increase economic activity within a community. These firms patronize local restaurants and grocery stores, buy goods from other local businesses, sell innovative products to consumers and bank with local financial institutions

Bring Global Businesses to the Community

- Minority businesses are twice as likely to generate sales through exports compared to non-minority firms
- MBDA promotes business-to-business partnerships between U.S. minority firms and firms in Asia, Africa, the Caribbean, Latin America and Europe

Performance Counts: In FY 2009, MBDA and its network of centers created 3,024 new jobs, secured \$2.11 billion worth of contracts and arranged for \$810 million worth of financing for its clients. This equals a return on investment of \$98 dollars for every \$1 spent by MBDA.

Hispanic-Owned Business Growth & Global Reach

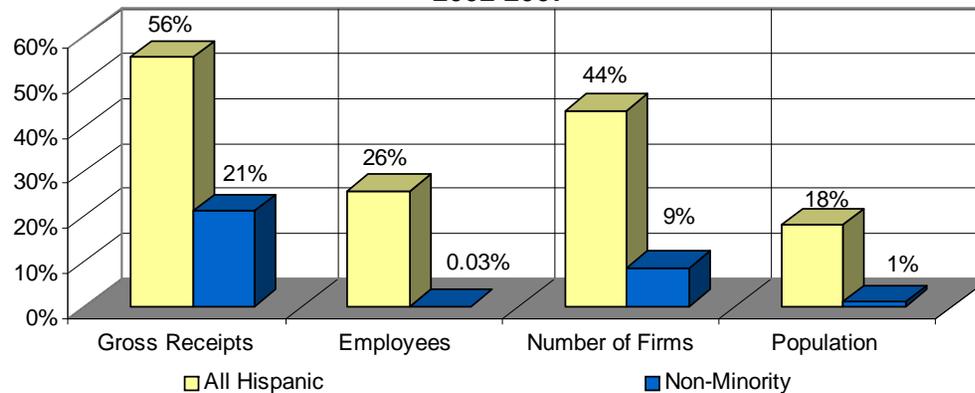
Hispanic-Owned Firms Generate \$345 Billion in Economic Output to the U.S. Economy and Create 1.9 Million Jobs*

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)**
All Hispanic	2,260,309	\$345.2 billion	\$152,715	249,168	\$274.5 billion	\$1,101,644	1,932,243	\$978.4 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	26,306,316	\$11.0 trillion	\$417,944	5,199,259	\$10.1 trillion	\$1,934,875	57,356,178	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,110,353	\$30.2 trillion	\$1,113,271	5,752,967	\$29.2 trillion	\$5,077,115	118,665,692	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.***

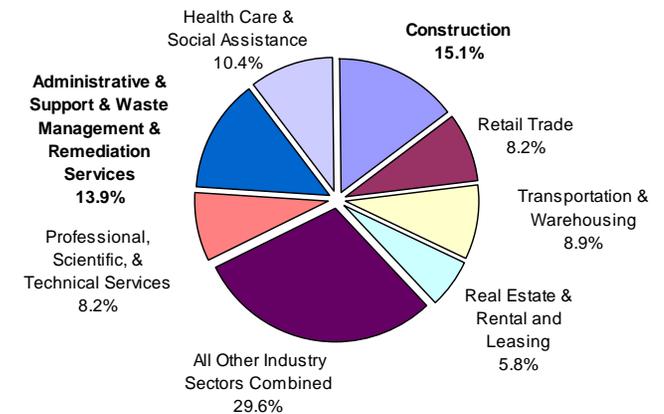
Hispanic-Owned Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- 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, Preliminary Results from the 2007 Survey of Business Owners, July and September 2010. U.S. Census Bureau, 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 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. include 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 Firms' measures for 2002 and 2007, and Non-Minority 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, September 2010.

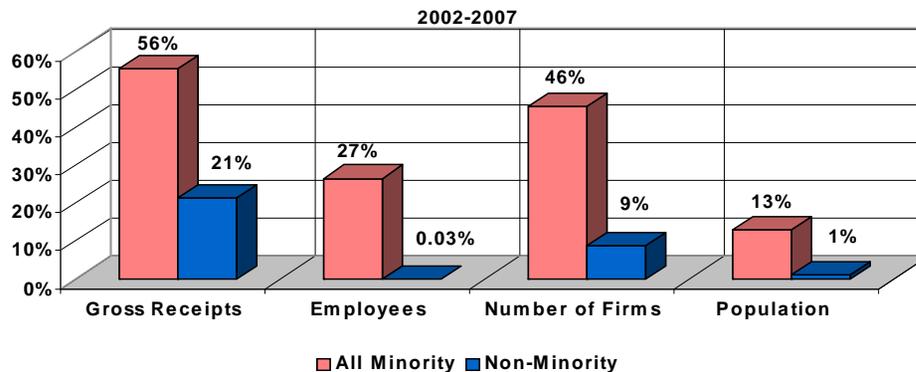
Minority-Owned Business Growth & Global Reach

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	1,921,907	\$137.4 billion	\$71,517	106,779	\$98.8 billion	\$925,651	920,198	\$910.4 billion
American Indian & Alaska Native	237,386	\$34.5 billion	\$145,284	24,064	\$27.6 billion	\$1,146,252	191,472	\$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	\$978.4 billion
Native Hawaiian & Other Pacific Islander	38,881	\$7.0 billion	\$179,301	4,386	\$5.8 billion	\$1,331,483	43,187	Combined in Asian
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
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Total Firms in the U.S.	27,110,353	\$30.2 trillion	\$1,113,271	5,752,967	\$29.2 trillion	\$5,077,115	118,665,692	Non-applicable

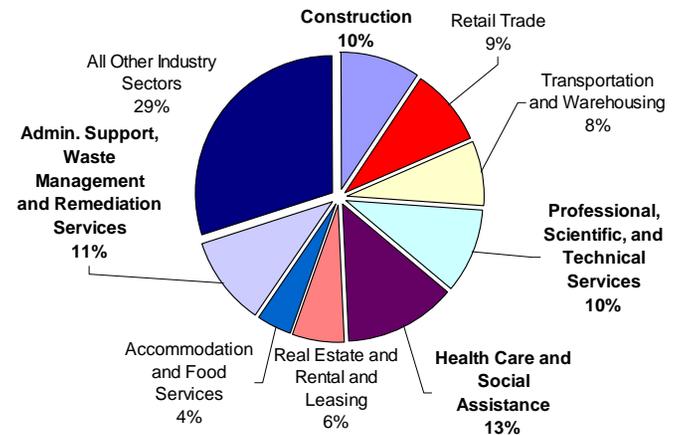
- In 2007, there were 5.8 million minority firms, of which 13 percent (768,147) were firms with employees with average receipts of \$1.1 million, and average employment of 7 workers per employer firm.
- The minority population had an estimated buying power of about \$2.5 trillion in 2009, larger than 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.

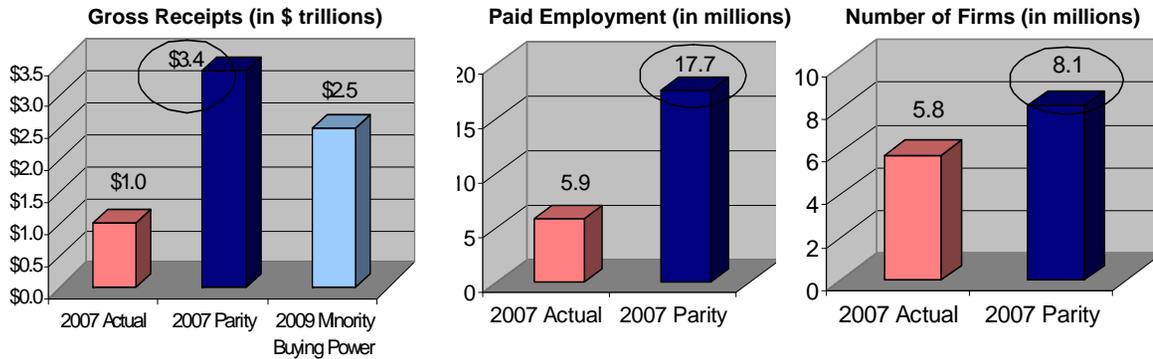
Minority-Owned Firms' Top Industry Sectors, 2007



- 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.

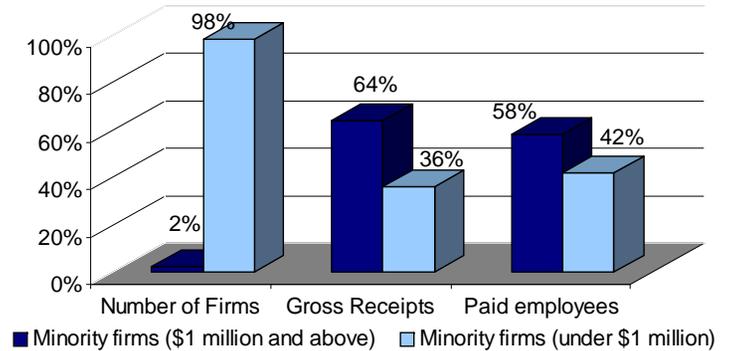
Entrepreneurial Parity Remains Elusive for Minority-Owned Businesses

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).



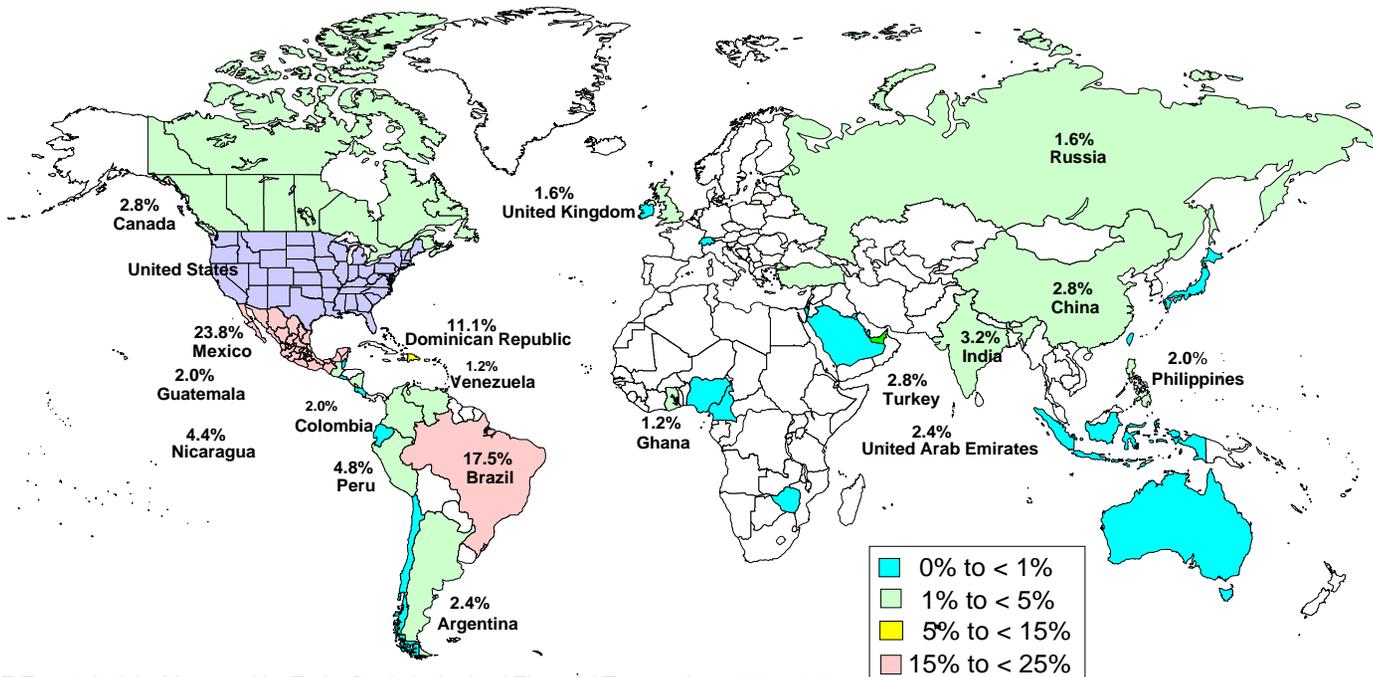
- The adult minority population represented 31 percent in 2007, but minorities held only 22 percent of all Classifiable firms, 9 percent of these firms' gross receipts and 10 percent of their employment.
- If minority firms' gross receipts reflected the 2007 adult minority population share, receipts would have amounted to \$3.4 trillion, about \$2.4 trillion more than the actual figure.
- Paid employment would have totaled 17.7 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.

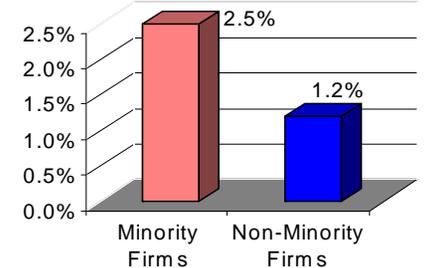
Minority-Owned Business Global Reach Spans Six Continents



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.

Exporting Firms



- 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.



David Hinson
National Director

As National Director of the Minority Business Development Agency (MBDA), Mr. Hinson oversees five regional offices and a network of 48 minority business centers providing services to promote the growth and competitiveness of minority businesses.

The overall mission of MBDA is to achieve economic parity for the minority business community. In order to achieve this goal, MBDA is focused on building the foundation for the next generation of \$100 million dollar minority-owned companies.

Mr. Hinson is uniquely qualified to lead MBDA. Prior to joining MBDA, Mr. Hinson was President and CEO of Wealth Management Network, Inc., a multi-million dollar independent, financial advisory boutique. Before his own path into entrepreneurship, Mr. Hinson managed a 10-state sales region as Director of Advisory Services for Envestnet Asset Management, a \$70 billion financial advisory firm. In his capacity, Mr. Hinson provided advice in asset allocation, portfolio construction, technology and product implementation. He also served as Managing Director of Business Development for the company.

In addition, Mr. Hinson previously held a variety of senior-level and mid-management positions at Bank of America, Morgan Stanley & Company, First Chicago (now JP Morgan Chase) and the Village Foundation.

Mr. Hinson received an MBA in finance from The University of Pennsylvania Wharton School, and a bachelor's degree in insurance and finance with honors from Howard University in Washington, DC. In addition, he completed a fellowship in international finance with honors from the Stockholm School of Economics and graduate-level studies in French with honors at the University of Abidjan, in Ivory Coast, West Africa.

Mr. Hinson is a native of St. Louis, Mo., and currently resides in Washington, DC.



National Deputy Director
Alejandra Castillo

Ms. Alejandra Castillo is the National Deputy Director of the Minority Business Development Agency (MBDA). In this role, Ms. Castillo will serve as the principal advisor to the MBDA National Director and will assist in managing the day-to-day activities of the Agency. Prior to her appointment with MBDA, Ms. Castillo served as Special Advisor to the Under Secretary for the U.S. Department of Commerce's International Trade Administration (ITA) where she was responsible for business outreach and development of policy initiatives geared at trade promotion and enforcement of U.S. trade laws. Ms. Castillo's experience will also be valuable to MBDA as she will play an integral role in developing and implementing MBDA's Global Export Initiative for the minority business community as part of President Obama's National Export Initiative.

A practicing attorney for several years, Ms. Castillo has worked in the private, government and non-profit sector. Prior to joining the Obama Administration, Ms. Castillo served as the Interim Executive Director of the Hispanic National Bar Association headquartered in Washington D.C. During her tenure at HNBA, she was instrumental in working with the White House as well as non-profit organization, such as the Latinos for a Fair Judiciary, in support of the nomination and confirmation process to the Supreme Court of Justice Sonia Sotomayor.

Ms. Castillo served in the Clinton Administration as a Senior Policy Analyst to the Deputy Director at the White House Office of National Drug Control Policy (ONDCP). In her position, Ms. Castillo was responsible for developing and analyzing White House initiatives on drug control policies in areas of drug trafficking interdiction, anti money laundering, as well as drug prevention and treatment programs. Before joining the White House, Ms. Castillo served as key staff for the Democratic National Committee Chairman, Don Fowler, and then joined the Clinton Gore Re-election campaign as Deputy Director for Special Projects.

A native of New York, Ms. Castillo holds a Bachelor Degree of Arts from the State University of New York at Stony Brook in economics and political science. Ms. Castillo holds a Master's degree in Public Policy from the Lyndon Baines Johnson School of Public Affairs, University of Texas at Austin and has a Juris Doctorate degree from American University (AU)-Washington College of Law.

Ms. Castillo is active in a number of civic and professional organizations, including: The Hispanic National Bar Association, and the Hispanic Bar Association of DC, the American Bar Association, and serves a Board Member of the Dominican American Society of Queens, NY among others. She has worked on several presidential campaigns since 1992. During the 2008 Presidential Campaign, Ms. Castillo served as a member of the DNC's Hispanic Leadership Council and the Obama Latin America Foreign Policy Group, as well as working as a Voter Protection Attorney in Broward County, FL.

Ms. Castillo is a native Spanish and English speaker, and is fluent in Portuguese. She has appeared as a commentator or guest on Univision, Telemundo, HITN and CNN-Spanish, as well as Spanish language radio programs.



Alex Doñé
Associate Director for Business Development

The overall mission of MBDA is to achieve economic parity for the minority business community. In order to achieve this goal, MBDA is focused on building the foundation for the next generation of \$100 million dollar minority-owned companies.

As the Associate Director for Business Development of the Minority Business Development Agency (MBDA), Mr. Doñé is charged with overseeing the Agency's business development activities, capital access initiatives, grants and program administration and research efforts. In 2009, MBDA assisted minority businesses in securing nearly \$3 billion in financings and private and/or public sector contracts, which in turn lead these minority businesses to create more than 4,000 jobs.

Mr. Doñé is uniquely qualified to lead the Office of Business Development of MBDA. Mr. Doñé began his career at Merrill Lynch & Co. where he spent more than 10 years as part of the company's Consumer & Retail Investment Banking practice. His experience covers a full range of financial and advisory transactions including mergers, acquisitions, divestitures, exclusive sale transactions, general corporate finance advisory and underwriting of equity and debt capital for public and private companies and financial sponsors. As a Vice President and officer in Merrill Lynch's Investment banking Division, Mr. Doñé lead over 20 transactions representing more than \$4 billion in transaction value and more than \$50 million in total revenue production.

Prior to joining MBDA, Mr. Doñé served as a consultant to Clearlake Capital Group, a privately held investment firm with the mandate to invest \$1 billion. In addition, Mr. Doñé served as Director and Head of Retail Industry Investment Banking at KPMG Corporate Finance, a leading financial services firm providing a wide range of investment banking and advisory services to its clients worldwide.

Mr. Doñé holds an A.B. in Public and International Affairs from the Woodrow Wilson School of Public and International Affairs at Princeton University in Princeton, NJ. While at Princeton, Mr. Doñé was awarded the Martin A. Dale Scholarship for academic distinction and spent a semester at the University of Stockholm researching Sweden's juvenile justice system.

Mr. Doñé is a native of Santurce, Puerto Rico, was raised in the New York City metro area and currently resides in Washington, D.C.