



Our Mission is to Keep America Competitive

MBDA fosters the growth and global competitiveness of U.S. businesses that are minority-owned. MBDA is building minority-owned firms of size, scale and capacity. More than 6,000 new jobs were created and thousands more were retained by minority firms in 2010 as a result of MBDA's programs and services.

Serving Minority Businesses Since 1969

MBDA is the only federal agency dedicated to creating minority firms of size, scale and capacity. In 2010, MBDA helped minority firms access nearly \$4.0 billion in contracts and capital.

Creating a New Generation of Multi-Million Dollar Firms

MBDA serves minority entrepreneurs across America who are building and growing their enterprises and those in the high growth or new frontier industries. 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.

Our Reach is Nationwide

MBDA is headquartered at the United States Department of Commerce in Washington, DC with five regional offices that 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

MBDA also has an area manager located in New Orleans, LA; Boston, MA; Philadelphia, PA; Miami, FL; and Los Angeles, CA.

With a national network of 40 MBDA business centers, MBDA provides minority business owners and entrepreneurs with strategic business consulting, procurement matchmaking, capital sourcing, bonding and certification services, teaming arrangements and global marketing.

Our Programs and Services Add Value

- Access to Capital
- Access to Contracts
- Access to Markets
- Business to Business Forums
- Global Trade Opportunities
- On-Line Business Tools
- Executive Education

U.S. DEPARTMENT OF COMMERCE



MinorityBiz Fast Facts*

- 5.8 million minority business enterprises (MBEs) in the United States, District of Columbia and Puerto Rico
- MBEs represent 22% of all U.S. classifiable firms.
- They generate a total of \$1.0 trillion in annual revenues, and;
- Minority-owned firms employ 10% of all paid employees.
- MBEs are twice as likely to export compared to non-minority-owned businesses.
- The global reach of MBEs span 41 countries on six continents
- Mexico, Brazil, Dominican Republic, Nicaragua and India as the top five markets for minority-owned firms export activity.
- The minority population has an estimated buying power of about \$2.5 trillion

*Source: *Minority Business Growth and Global Reach Fact Sheet*, MBDA, 2011

To find a MBDA Center
near you:

www.mbda.gov

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.

African American-Owned Business Growth & Global Reach

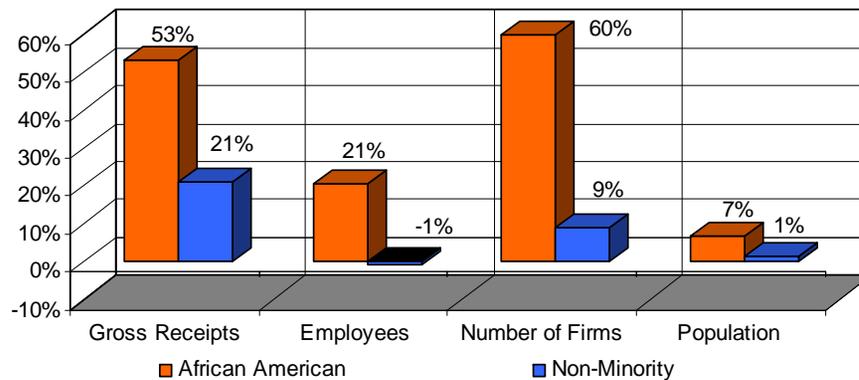
African American-Owned Firms Generate \$136 Billion in Economic Output to the U.S. Economy and Create about 910,000 Jobs*

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 African American	1,921,864	\$135.7 billion	\$70,629	106,566	\$97.1 billion	\$911,594	909,552	\$910.4 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

- In 2007, there were about 1.9 million African American-owned firms, of which **6 percent (106,566) were firms with employees.**
- **African American-owned firms with employees had average receipts of over \$911,000** 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). ***

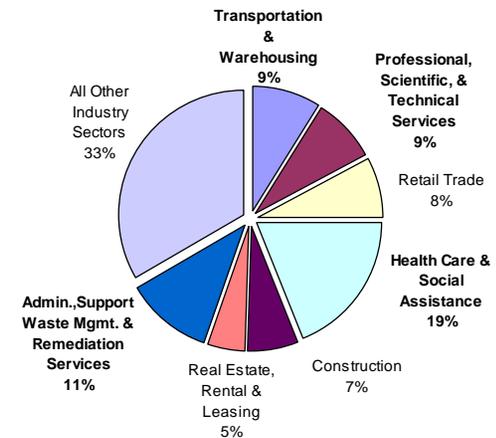
African American Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- Between 2002 and 2007, African American-owned firms outpaced the growth of non-minority firms in gross receipts (53% African American growth), employment (21%), and number of firms (60%).
- African American firms are an engine of job creation, with paid employment growing by **21% from 754,000 to nearly 910,000** compared to a decrease in employment of **1 percent** 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.

Source: *U.S. Census Bureau, *2007 Survey of Business Owners*, June 2011; *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*, 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, August 2011.

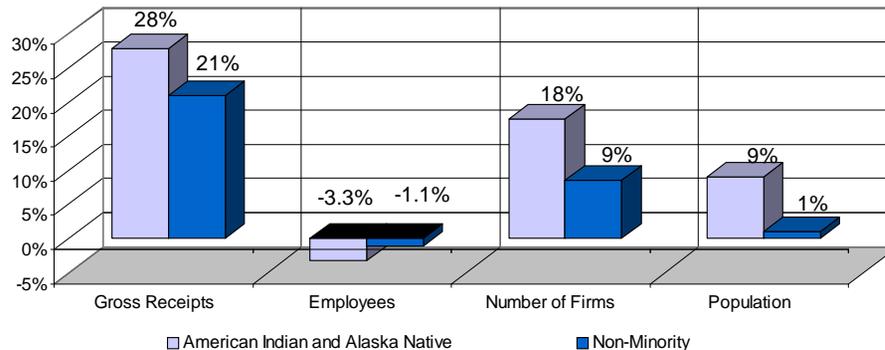
American Indian & Alaska Native-Owned Firms Generate \$34.4 Billion in Economic Output to the U.S. Economy

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)**
American Indian & Alaska Native	236,691	\$34.4 billion	\$145,142	23,662	\$27.5 billion	\$1,161,951	185,037	\$64.7 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

- In 2007, there were about 237,000 American Indian & Alaska Native firms, of which 10 percent (23,662) were firms with employees.
- **American Indian & Alaska Native firms with employees had average receipts of \$1.2 million** 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 2009 purchasing power of countries such as Kenya (\$63.7 billion), Burma (\$57.5 billion), Slovenia (\$55.8 billion), and Costa Rica (\$48.5 billion). ***

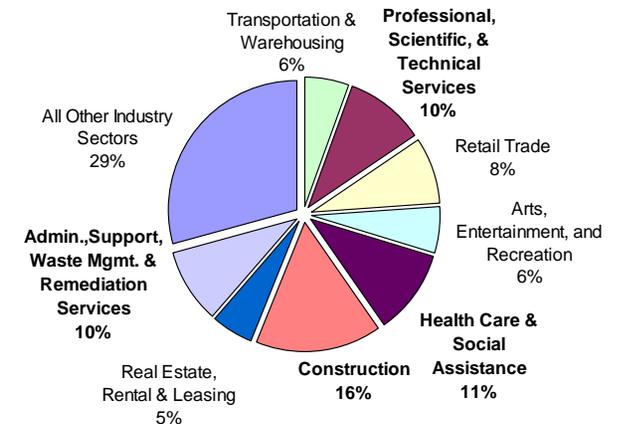
American Indian & Alaska Native Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- Between 2002 and 2007, American Indian & Alaska Native- (AIAN) owned firms outpaced the growth of non-minority firms in gross receipts (28%, AIAN growth) and number of firms (18%).
- American Indian & Alaska Native firms' paid employment decreased by 3.3%, from 191,270 to 185,037, 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.

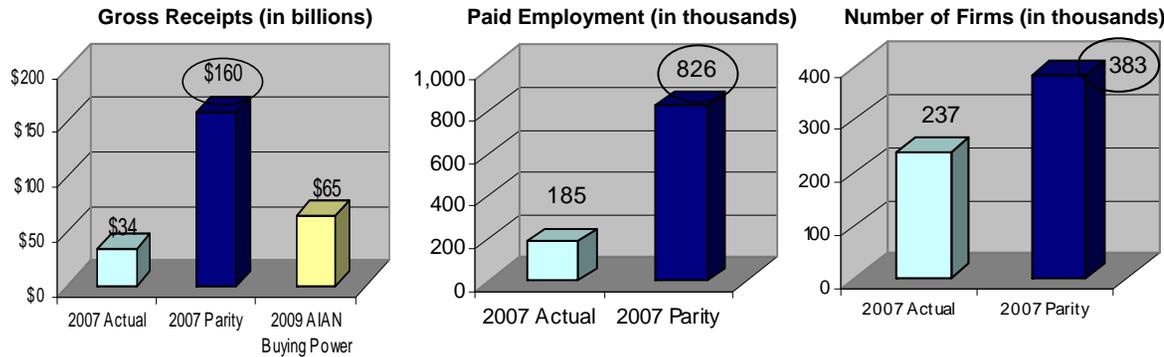
American Indian & Alaska Native-Owned Firms' Top Industry Sectors, 2007



- 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.

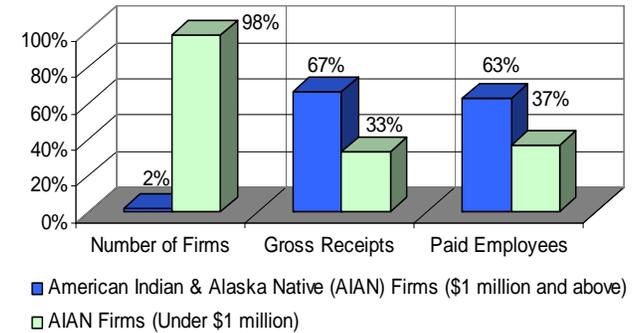
Entrepreneurial Parity Remains Elusive for American Indian & Alaska Native-Owned Businesses

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



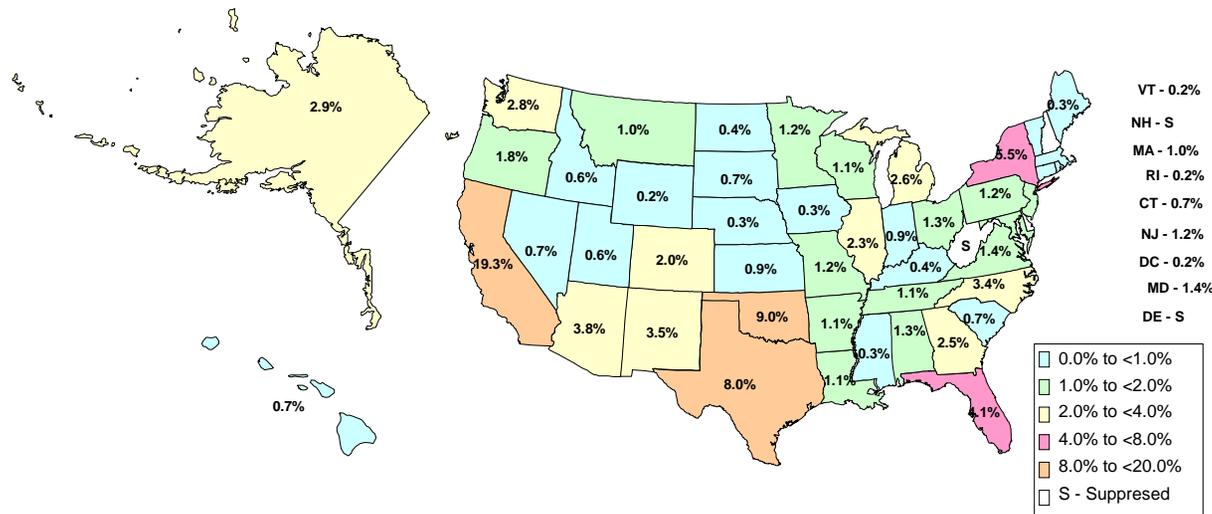
- The adult American Indian & Alaska Native (AIAN) population represented 1.5 percent of the adult U.S. population in 2009, but AIAN held only 0.9% percent of all Classifiable firms, 0.3 percent of these firms' gross receipts and 0.3 percent of their employment.
- If American Indian & Alaska Native firms' gross receipts reflected the 2007 adult American Indian & Alaska Native population share, receipts would have amounted to more than \$160 billion—nearly five times the actual figure.
- Paid employment would have totaled almost 829,000—about 4.5 times the actual employment.
- The number of American Indian & Alaska Native firms would have been over 383,000 firms, nearly 147,000 additional firms.

American Indian & Alaska Native-Owned Firms (\$1 Million and above in Gross Receipts), 2007



- While smaller in number, American Indian & Alaska Native (AIAN) firms with receipts of \$1 million or more (just 2% of all AIAN firms) generated a larger percentage of AIAN revenues (67%) and employment (63%), than AIAN firms with receipts under \$1 million.
- There were there were 4,599 American Indian and Alaskan Native-owned firms generating gross receipts of \$1 million or more in 2007. These firms had combined gross receipts of \$23 billion and employed 117,00 workers.

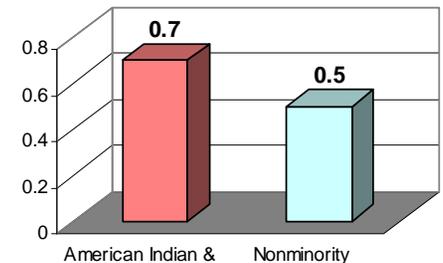
AIAN-Owned Firms Most Concentrated in CA, OK, TX and NY



- American Indian & Alaska Native (AIAN) firms were more concentrated in California (45,569 firms; 19% of all AIAN firms), Oklahoma (21,212 firms; 9%), Texas (18,997, 8%), and New York (13071, 6%).
- Between 2002 and 2007, the number of American Indian & Alaska Native firms may have grown faster than the group's national average of 18 percent in the District of Columbia (by 131%) and 20 states including Hawaii (by 74%), Nebraska (61%*), Illinois (60%), Oregon (39%), Arizona (39%), Vermont (37%*), Connecticut (35%*), North Carolina (34%), Georgia (34%) and Alaska (33%).

Note: Growth rates for AIAN firms by state may not be significantly different from the group's national average of 18 percent. Growth rates for Nebraska, Vermont, and Connecticut may not be significantly different from zero. Percent of AIAN firms in New Hampshire, Delaware and West Virginia of all AIAN firms are not available because 2007 data estimates for those states did not meet publication standards. Statistics do not include firms in Puerto Rico, U.S. Virgin Islands, or other U.S. territories.

AIAN-Owned Firms More Likely to Have Global Operations



- American Indian & Alaska Native (AIAN) firms operating in 2007 were more likely to have operations established outside the U.S. compared to non-minority-owned firms.
- 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 analysis of data from the U.S. Census Bureau, 2007 Survey of Business Owners, June 2011 and from the U.S. Export Import Bank, for calendar years 1992-2009.

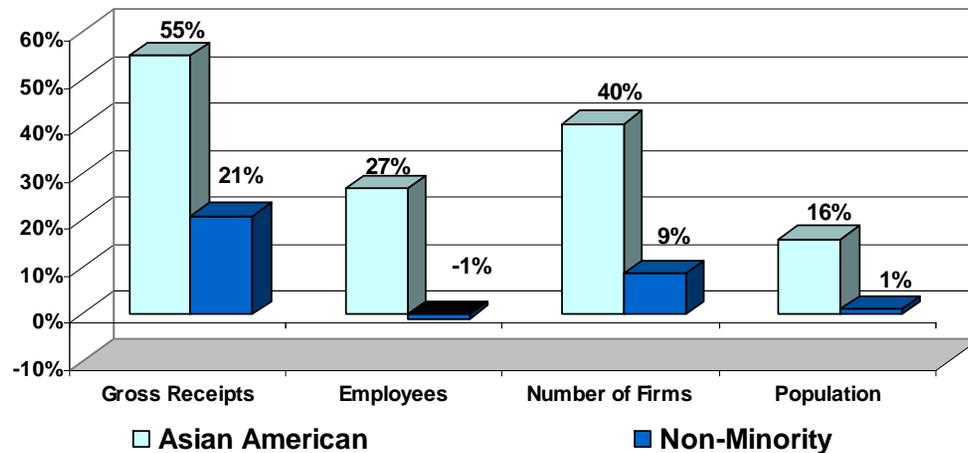
Asian American-Owned Business Growth & Global Reach

Asian American-Owned Firms Generate \$506 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 American	1,549,559	\$506.0 billion	\$326,575	397,426	\$453.6 billion	\$1,141,280	2,807,771	\$508.6 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

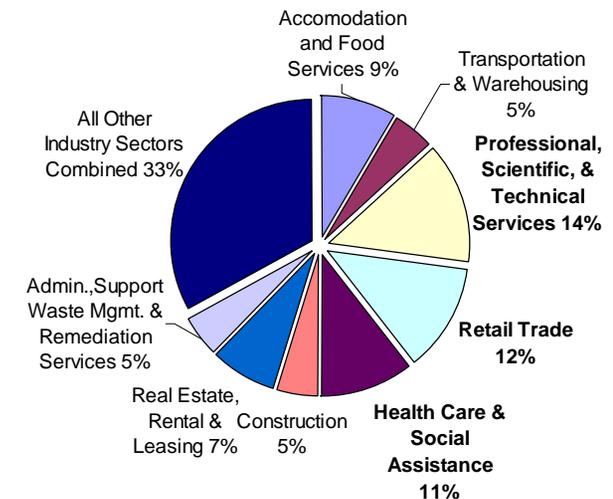
- In 2007, there were over 1.5 million Asian American-owned firms, of which **26 percent (397,426) were firms with employees.**
- **Asian American-owned firms with employees had average receipts of more than \$1.1 million**, and average employment of 7 workers per firm with employees.
- The Asian American population had an estimated **buying power of \$508.6 billion in 2009**, larger than the 2009 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 American Firms Outpace Growth of Non-Minority-Owned Firms 2002-2007



- Between 2002 and 2007, Asian American-owned firms outpaced the growth of non-minority firms in gross receipts (55% Asian growth), employment (27%), and number of firms (40%).
- Asian American firms are an engine of job creation, with paid employment growing by **27% from 2.2 million to 2.8 million**, compared to a decrease in employment of **1 percent** for non-minority firms.
- The rapidly growing Asian American population increased by 16% during the same period, compared to only a 1% increase for non-minorities.

Asian American Firms' Top Industry Sectors

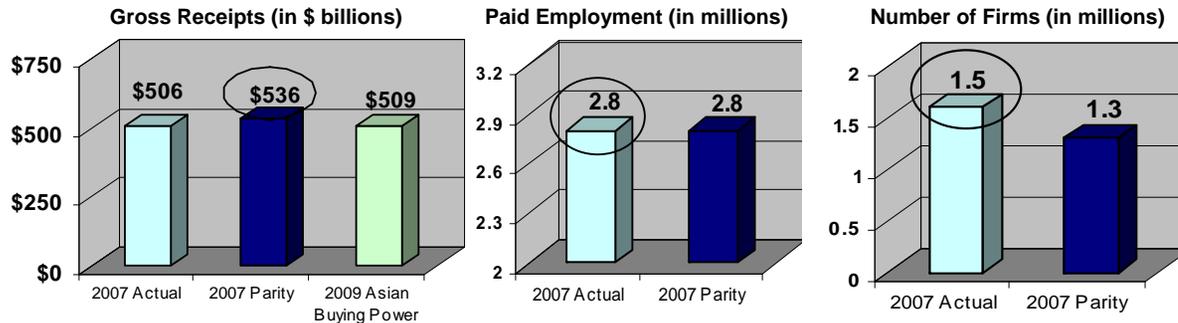


- Asian American firms were most concentrated in Professional, Scientific, & Technical Services (14%); Retail Trade (12%); and Health Care & Social Assistance (11%). All Other Industry Sectors include firms in Agriculture; Mining; Utilities; Manufacturing; Wholesale Trade; Information; Finance & Insurance;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

Source: *U.S. Census Bureau, *2007 Survey of Business Owners*, June 2011; *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*, 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, August 2011.

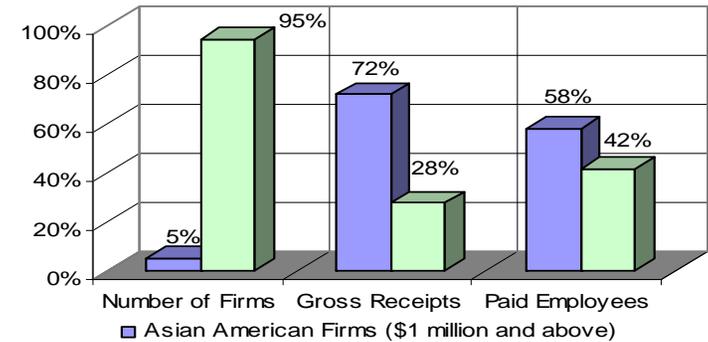
Asian American Firms Reach Entrepreneurial Parity in Number & Employment

Asian American 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 American population and business development measures such as numbers of firms, gross receipts and employees of Classifiable firms (excludes publicly held).



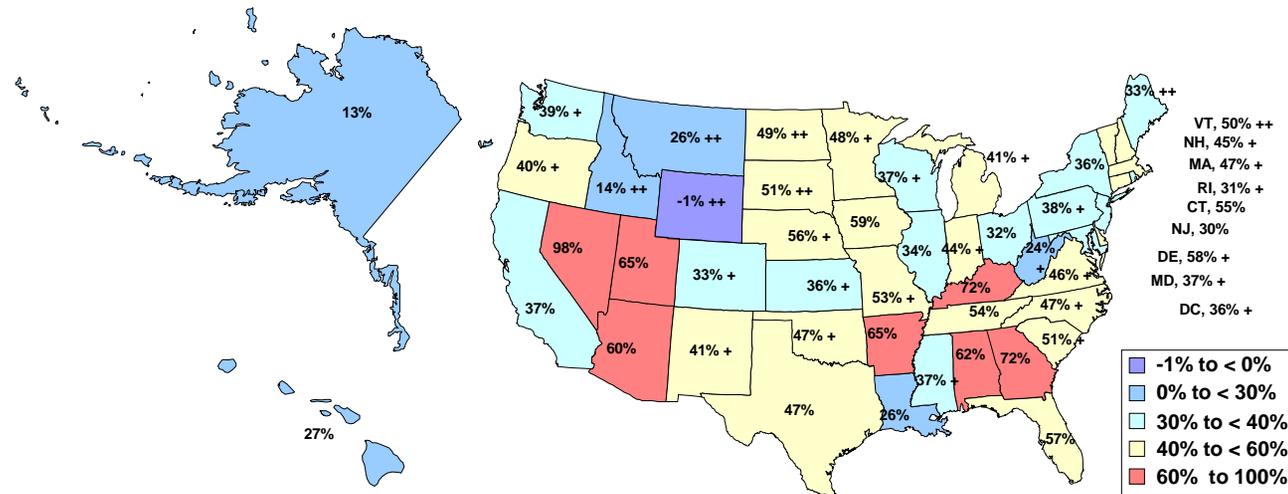
- The adult Asian population represented 4.9 percent of the U.S. adult population in 2007, while Asian Americans held 5.9 percent of all Classifiable firms, 5 percent of these firms' employment, and 4.6 percent of their receipts.
- If Asian American firms' gross receipts reflected the 2007 adult Asian population share, receipts would have amounted to \$538 billion, but the actual figure for Asian American firms closely trails this amount by only \$30 billion.
- The 2007 parity for paid employment was 2.8 million, and Asian American firms employed that many workers in 2007.

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



- While smaller in number (only 5% of Asian American firms), Asian American firms with receipts of \$1 million or more generated a larger percentage of all Asian American firms' revenues (72%) and paid employment (58%) than firms with receipts under \$1 million.
- There were 78,000 Asian American firms with receipts of \$1 million or more in 2007. These firms generated combined receipts of \$366 billion and employed 1.6 million workers.

Asian American-Owned Firms Grow Fastest in 26 States



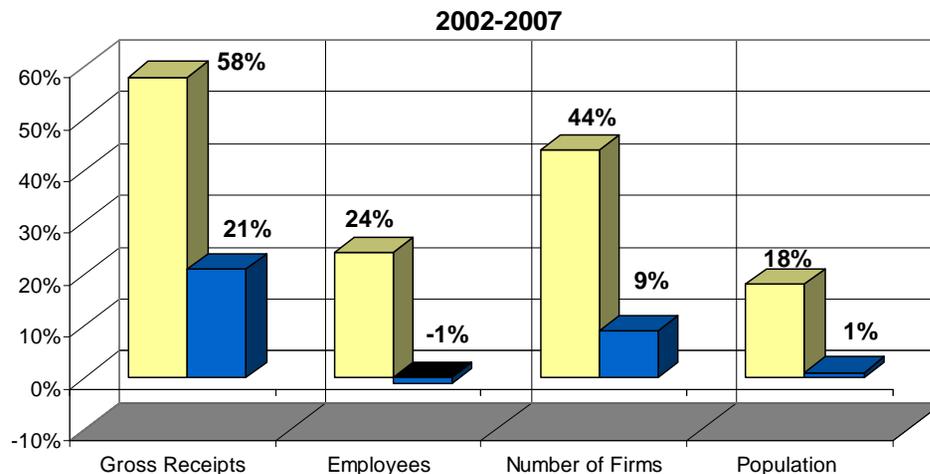
Hispanic-Owned Business Growth & Global Reach

Hispanic-Owned Firms Generate \$351 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	2,260,269	\$350.7 billion	\$155,141	248,852	\$279.9 billion	\$1,124,848	1,908,161	\$978.4 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
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Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

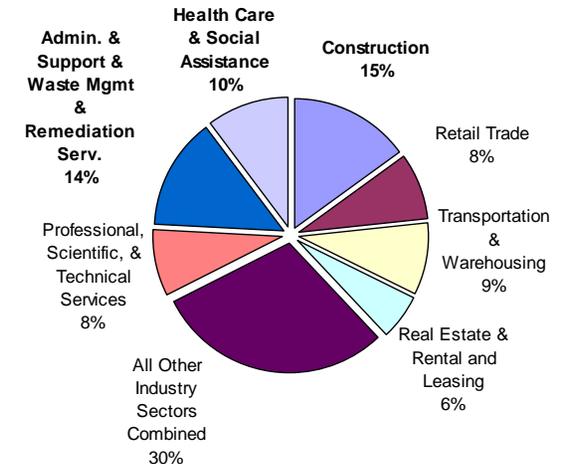
- In 2007, there were about 2.3 million Hispanic firms, of which **11 percent (248,852) were firms with employees.**
- **Hispanic firms with employees had average receipts of \$1.1 million**, and average employment of 8 workers per firm.
- The Hispanic population had an estimated **buying power of \$978.4 billion in 2009**, larger than the 2009 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 (58% Hispanic growth), employment (24%), and number of firms (44%).
- Hispanic firms are an engine of job creation, with paid employment growing by **24 percent from 1.5 million to 1.9 million**, compared to a **decrease in employment of 1 percent** 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



- 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.

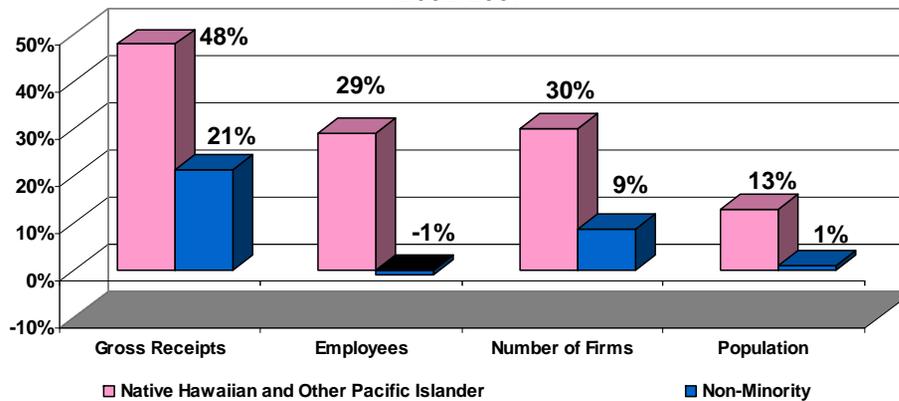
Native Hawaiian & Other Pacific Islander Firms Generate \$6.3 Billion in Economic Output to the U.S. Economy*

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)**
Native Hawaiian & Other Pacific Islander	37,687	\$6.3 billion	\$167,680	4,151	\$5.3 billion	\$1,264,828	37,801	Combined in Asian
Asian American	1,549,559	\$506.0 billion	\$326,575	397,426	\$453.6 billion	\$1,141,280	2,807,771	\$508.6 billion
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
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Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

- In 2007, there were about 38,000 Native Hawaiian & Other Pacific Islander-owned firms, of which **11 percent (4,151) 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 (\$167,680) comparable in size to those of all minority-owned firms (\$177,941), but much smaller compared to average receipts generated by Asian American-owned firms (\$326,575) and non-minority-owned firms (\$488,345).

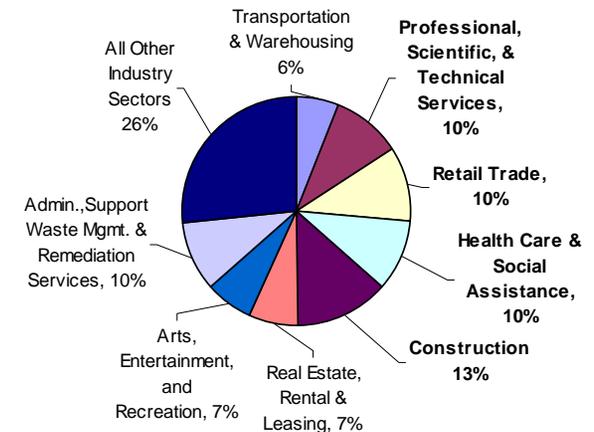
NHPI-Owned Firms Outpace Growth of Non-Minority-Owned Firms

2002-2007



- Between 2002 and 2007, Native Hawaiian & Other Pacific Islander- (NHPI) owned firms outpaced the growth of non-minority firms in gross receipts (48% NHPI growth), employment (29%), and number of firms (30%).
- Native Hawaiian & Other Pacific Islander firms are an engine of job creation, with paid employment growing by 29%, compared to a **decrease in employment of 1 percent** 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.

NHPI Firms' Top Industry Sectors, 2007



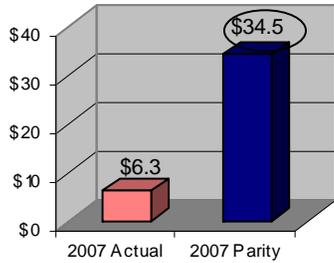
- Native Hawaiian & Other Pacific Islander Firms were most concentrated in Construction (13%), Retail Trade (10%), Health Care & Social Assistance (10%), and Professional, Scientific and Technical Services (10%). All Other Industry Sectors includes firms in Agriculture, Mining, Utilities, Manufacturing,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

Source: *U.S. Census Bureau, *2007 Survey of Business Owners*, June 2011; *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*, 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, August 2011.

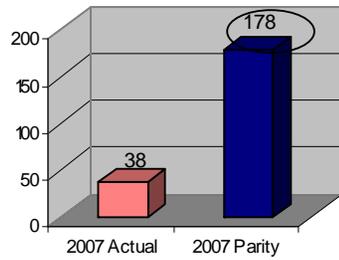
Entrepreneurial Parity Remains Elusive for Native Hawaiian & Other Pacific Islander Businesses

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).

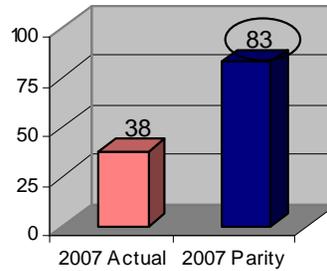
Gross Receipts (in \$ billions)



Paid Employment (in thousands)

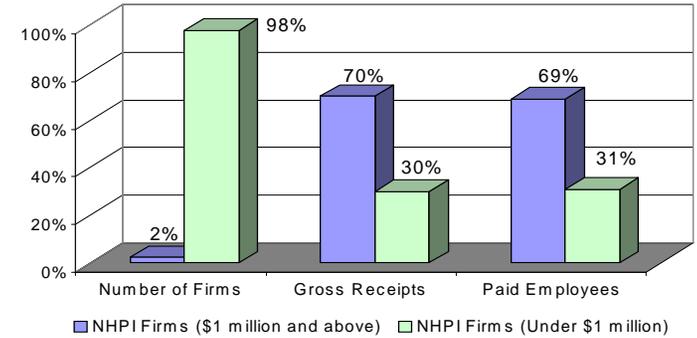


Number of Firms (in thousands)



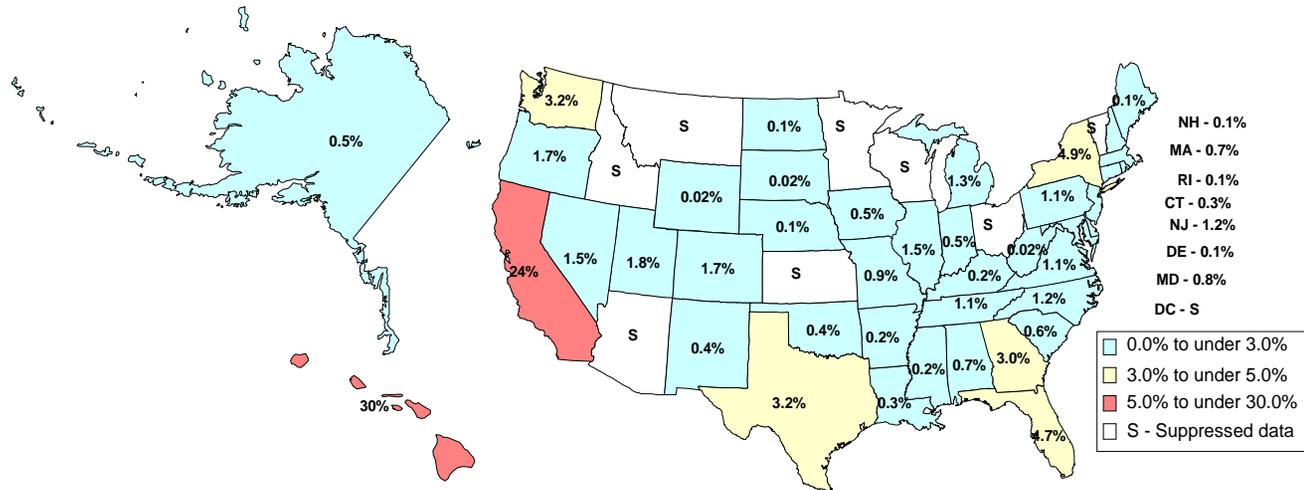
- The adult Native Hawaiian & Other Pacific Islander (NHPI) population represented 0.3% percent in 2007, but NHPIs only owned 0.1 percent of all Classifiable firms, 0.1 percent of these firms' gross receipts and 0.1 percent of their employment.
- If NHPI-owned firms' gross receipts reflected the 2007 adult Native Hawaiian & Pacific Islander population share, receipts would have amounted to \$34.5 billion— \$28 billion more than the actual figure.
- Paid employment would have totaled 178,000— nearly 5 times the actual employment.
- The number of NHPI-owned firms would have been about 83,000, more than twice as many firms.

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 (NHPI) firms), NHPI-owned firms with receipts of \$1 million or more generated a larger percentage of NHPI revenues (70%) and employment (69%) than NHPI firms with receipts under \$1 million.
- There were 879 NHPI-owned firms with receipts of \$1 million or more in 2007. These firms generated combined receipts of \$4.4 billion and employed 26,000 workers.

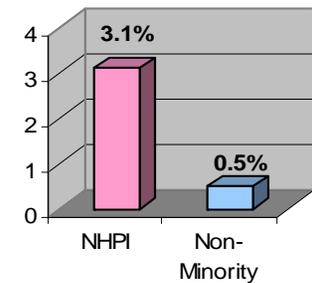
NHPI-Owned Firms Most Concentrated in Hawaii, California, New York, and Florida



- Native Hawaiian & Other Pacific Islander firms were located in all 50 states and the District of Columbia, and were most concentrated in Hawaii (11,403 firms; 30% of all NHPI firms), California (9,174 firms; 24%), New York (1,852 firms; 5%), and Florida (1,772 firms; 5%).
- Between 2002 and 2007, the number of NHPI firms grew fastest in North Dakota (1,150%) and Georgia (551%) and faster or at their national average of 30 percent in 9 other states* including South Carolina (420%), Maryland (254%), Nevada (86%), Oregon (82%), Washington (64%), Colorado (62%), Utah (61%), Hawaii (36%), and California (30%).

Note: *Growth rates for the states in this section were not significantly different from the group's national average of 30% due to relatively high standard errors. "S" indicates percent distribution of NHPI 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.

NHPI-Owned Firms More Likely to Have Global Operations



- NHPI-owned firms operating in 2007 were six times more likely to have operations established abroad (3.1% of firms) compared to non-minority firms (0.5%) 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 analysis based on data from respondent firms in the U.S. Census Bureau's 2007 Survey of Business Owners. **MBDA's analysis of data from the U.S. Export Import Bank, for calendar years 1992-2009.

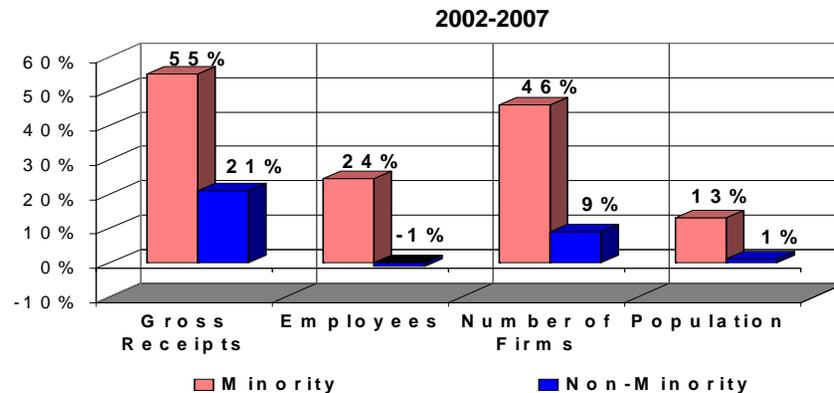
Minority-Owned Business Growth & Global Reach

Minority-Owned Firms Generate \$1 Trillion in Economic Output to the U.S. Economy and Create 5.8 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)**
African American	1,921,864	\$135.7 billion	\$70,629	106,566	\$97.1 billion	\$911,594	909,552	\$910.4 billion
American Indian & Alaska Native	236,691	\$34.4 billion	\$145,142	23,662	\$27.5 billion	\$1,161,951	185,037	\$64.7 billion
Asian	1,549,559	\$506.0 billion	\$326,575	397,426	\$453.6 billion	\$1,141,280	2,807,771	\$508.6 billion
Hispanic	2,260,269	\$350.7 billion	\$155,141	248,852	\$279.9 billion	\$1,124,848	1,908,161	\$978.4 billion
Native Hawaiian & Other Pacific Islander	37,687	\$6.3 billion	\$167,680	4,151	\$5.3 billion	\$1,264,828	37,801	Combined in Asian
All Minority	5,759,209	\$1.0 trillion	\$177,941	766,533	\$860.5 billion	\$1,122,577	5,816,114	\$2.46 trillion
Non-Minority	20,100,926	\$9.8 trillion	\$488,345	4,337,535	\$9.1 trillion	\$2,089,363	50,113,990	\$8.25 trillion
Classifiable Firms	26,294,860	\$10.9 trillion	\$416,411	5,189,968	\$10.0 trillion	\$1,929,712	56,626,555	\$10.7 trillion (all U.S.)
Total Firms in U.S.	27,092,908	\$30.0 trillion	\$1,108,464	5,735,562	\$29.1 trillion	\$5,066,431	117,310,118	Non-applicable

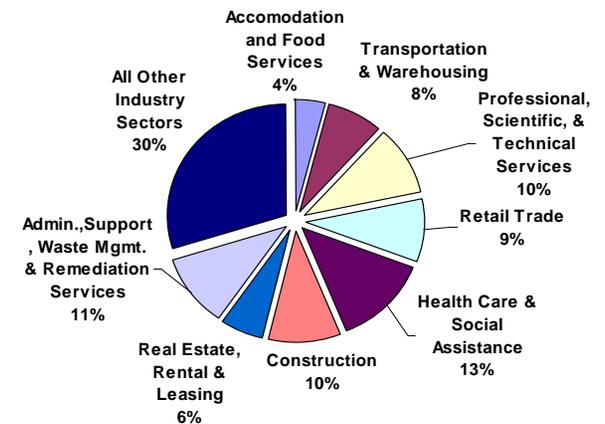
- In 2007, there were 5.8 million minority firms, of which 13 percent (766,533) were firms with employees with average receipts of \$1.1 million, and average employment of 8 workers per employer firm.
- The minority population had an estimated buying power of about \$2.5 trillion in 2009, larger than the purchasing power of all but five countries worldwide in 2009, 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 (55% minority growth), employment (24%), and number of firms (45%).
- Minority firms are an engine of job creation, with paid employment growing by 24 percent from 4.7 million to 5.8 million, compared to a decrease in employment of 1.1 percent for non-minority firms.
- The rapidly growing minority population increased by 13 percent during the same period.
- Minorities represented 36 percent of the nation's population in 2010, and will become the majority of the population by 2042.

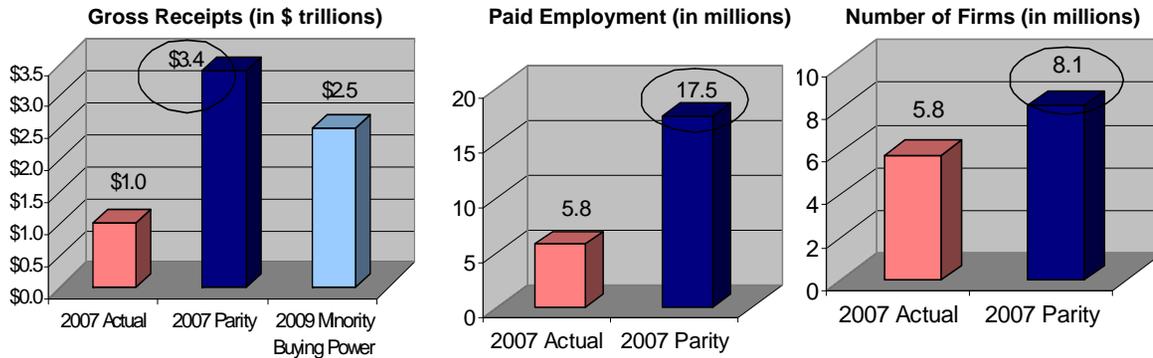
Minority-Owned Firms' Top Industry Sectors, 2007



- Minority firms were widely distributed but most concentrated in 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.

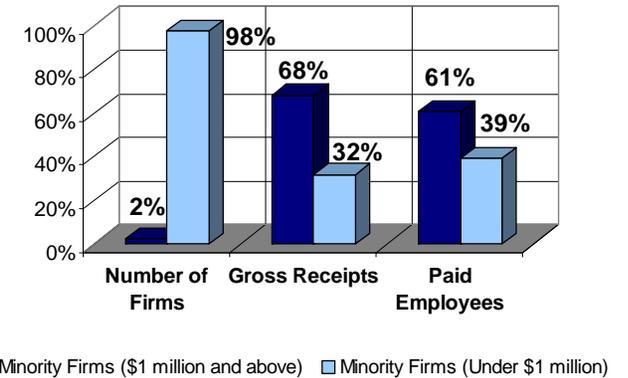
Entrepreneurial Parity Remains Elusive for Minority-Owned Businesses

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).



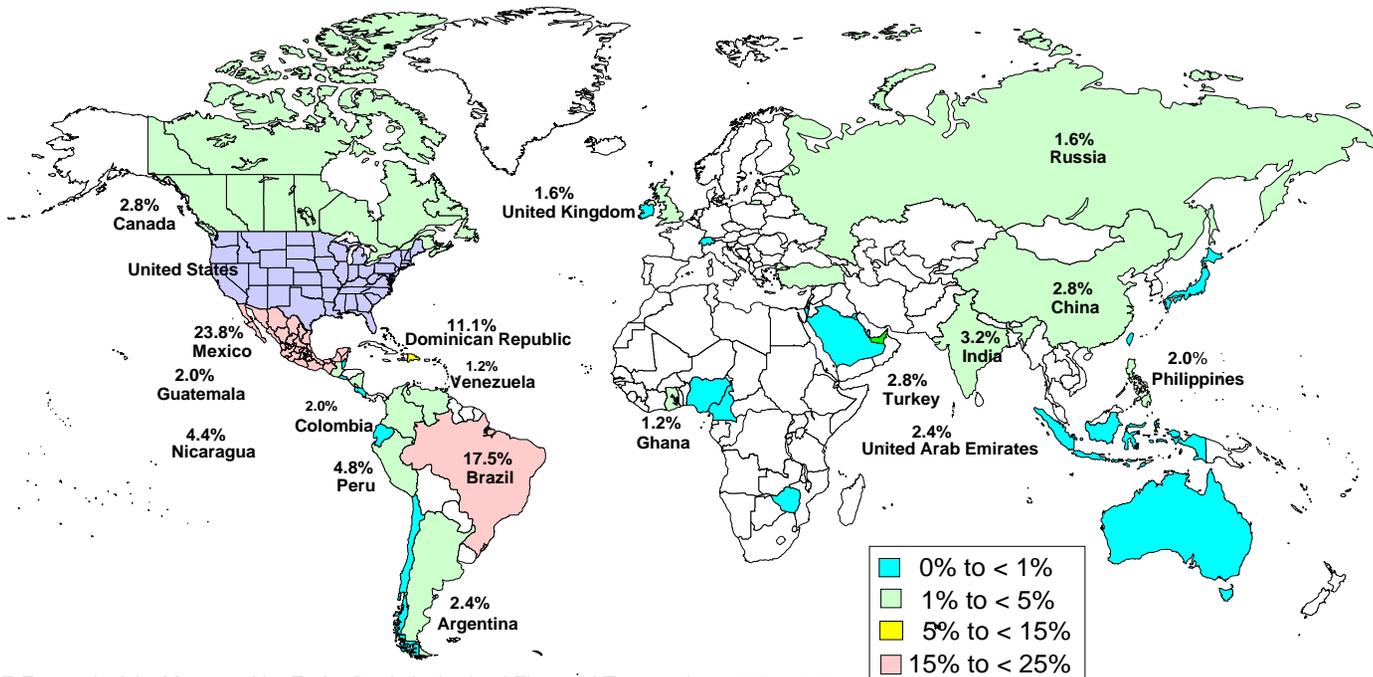
- The adult minority population represented 31 percent in 2007, but minorities held only 22 percent of all Classifiable firms, 9 percent of these firms' gross receipts and 10 percent of their employment.
- If minority firms' gross receipts reflected the 2007 adult minority population share, receipts would have amounted to \$3.4 trillion, about \$2.4 trillion more than the actual figure.
- Paid employment would have totaled 17.5 million—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), 2007



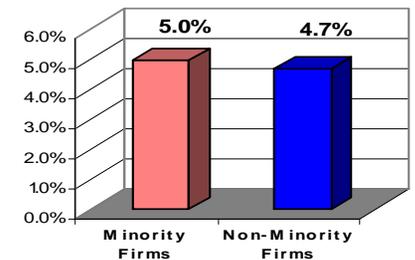
- While smaller in number, minority firms with receipts of \$1 million or more generate a much larger percentage of all minority revenues and paid employment than firms with receipts under \$1 million.
- There were over 141,000 minority-owned firms with receipts of \$1 million or more. These firms generated combined gross receipts of about \$700 billion and employed 3.5 million workers.

Minority-Owned Business Global Reach Spans Six Continents



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

MBEs More Likely to Export



- Minority-owned firms (5% of firms) were more likely to export than non-minority firms (4.7%).
- Among firms generating 20 percent or more of their sales in exports in 2007, minority firms (2.1%) were twice as likely to export compared to non-minority firms (1.1%).
- Minority business export activity spanned 41 countries over six continents, 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.

Source: Export data by country based on 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 a national operation of five regional offices and 48 minority business centers. This operation expands the U.S. economy and creates new jobs by providing services to promote the growth and global competitiveness of minority businesses.

Since the start of the Obama Administration, this operation has assisted minority-owned firms in obtaining nearly \$7 billion in contracts and capital, creating nearly 11,000 new jobs.

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 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 and Managing Director of Business Development for Envestnet Asset Management, a publicly traded, \$70 billion financial advisory firm.

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) at the U.S. Department of Commerce, Mr. Doñé is charged with overseeing the Agency's business development activities, capital access initiatives and grants and program administration. In FY 2010, MBDA assisted minority businesses in securing nearly \$4 billion in financings and private and/or public sector contracts, which in turn led these minority businesses to create more than 6,300 jobs.

Mr. Doñé is uniquely qualified to lead the Office of Business Development at 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 member of Merrill Lynch's Investment Banking Division, Mr. Doñé has either led or participated in the execution of financial and strategic transactions representing more than \$25 billion in transaction value.

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.