

WHO WE ARE

The MBDA Business Center • Mobile is located in downtown Mobile, Alabama, with satellite operations in Birmingham.

The Center is operated by the Mobile Area Chamber of Commerce (MACC) and is funded through the US Department of Commerce and the Minority Business Development Agency (MBDA).

Learn more about MBDA at www.mbda.gov.

MBDA BUSINESS CENTER • MOBILE TEAM

VP Small Business - MACC	Darrell Randle DRandle@mobilechamber.com
Executive Director	Pamela Ramos PRamos@mobilembdacenter.com
Executive Consultant	Henry A. Turner, Jr. HTurner@mobilembdacenter.com
Executive Consultant	Mel Washington MWashington@mobilembdacenter.com
Executive Consultant	Lloyd Hughes LHughes@mobilembdacenter.com
Business Consultant	Lance Mitchell LMitchell@mobilembdacenter.com
Jr. Business Consultant	Lorrinn C. Woods LWoods@mobilembdacenter.com



Find us on Facebook at:

https://www.facebook.com/pages/MBDA-Business-Center-Mobile/275820702447025?ref=tn_tnmn



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

Operated by the Mobile Area Chamber of Commerce

CLIENT SERVICES



450-A Government Street
Mobile, AL 36602

Phone: 251.433.2250

Fax: 877.382.9896

Web: www.mobilembdacenter.com

E-Mail: Info@mobilembdacenter.com

DIRECT CONSULTING

The MBDA Business Center · Mobile provides its clients with consulting services to help them achieve desired growth levels.

B2B Marketing Matchmakers	Procurement officers from major companies list and discuss opportunities, and MBEs market their capabilities for providing goods and services.
Customer Oriented Management	Companies learn about weighing the market attractiveness of potential clients, and business strengths that need to be developed to create value for customers.
Business Financing	Assistance with preparing and submitting applications for financing equipment purchases, payroll, real estate acquisition and maintenance, and working capital.
Bonding Assistance	Assistance with preparing and submitting applications for bid, payment, and performance bonding.
Financial Capacity Building	Assistance in improving cash flow coverage for financial statement management and marketability for financing activities.
Proposal & Project Management	Assistance with proposal development and analysis, take-offs, estimating, plan reading, online bid submission, and project planning.
Sustainability Training	The center's training provides a fast track for companies to meet the global standard for a certified green and sustainable business.
Strategic Alliances	Facilitation of strategic alliances which includes teaming arrangements, joint ventures, and mergers and acquisitions, etc.
Mentoring	Mentoring instructions include the how-to's for selection, inquiry, sharing, encouraging, caring, and discovering creative business solutions.
Global Business Solutions	Strategy development, loan origination, and political risk insurance for businesses interested in export operations in international markets.
Award Nominations	The center nominates and supports MBEs for internal and external business awards and opportunities.

ONLINE TOOLS

The MBDA Business Center · Mobile provides its clients with on-site access to online business-related tools and resources.

MBDA Portal	Resource for MBEs to find procurement opportunities, locate business resource centers, use social media tools, etc. Learn more at: www.mbda.gov .
Commerce Connect	Online portal for businesses to access over 70 US Department of Commerce business support programs. Learn more at: www.commerceconnect.gov .

ABOUT THE MOBILE CENTER

The MBDA Business Center · Mobile fosters the growth and development of minority-owned business enterprises (MBEs).

Access to Capital

The MBDA Business Center in Mobile assists MBEs in obtaining debt and/or equity financing to fuel their growth and expansion. To this end, we have built relationships with community-based lenders, financial institutions, and internationally-focused strategic partnerships. One of our premier partners is the Enterprise Development Network (EDN) for whom we are loan originators.

Access to Markets

The Mobile Center also assists MBEs in gaining access to

lucrative business markets. To achieve this, we help clients to identify viable bid opportunities and prepare proposal packages for submission. This includes the facilitation of strategic partnerships between MBEs, major corporations, and government. Additionally, the Center assists MBEs interested in export operations.

Our Achievements

The Mobile Center has assisted its clients in securing more than \$460M in procurement agreements and \$55M in financial agreements, and in creating and/or retaining over 460 jobs since 2006.