

# NY-MANHATTAN MBDA BUSINESS CENTER

*Developing Strategic Relationships*

## Overview:

The NY-Manhattan MBDA Business Center (NYCMBC) is a business development-consulting firm managed by the National Community Reinvestment Coalition (NCRC). The center is committed to augmenting economic parity in performance between minority and non-minority companies. NYCMBC utilizes strategic partnerships and the diverse business and professional backgrounds of its principals to improve minority-owned companies' performance and profitability.

The NYCMBC is part of a family of business services managed by the National Community Reinvestment Coalition (NCRC). NCRC is an association of more than 600 community-based organizations that promotes access to basic banking services including credit and savings, to create and sustain affordable housing, job development and vibrant communities for America's working families. It is the only non-profit in the country that operates three U.S. Department of Commerce Minority Business Centers (located in New York City, Washington, DC and Houston), as well as a small business teaming program, an SBA Women's Business Center and a community development small- and micro-business fund.

Funded in part by the Minority Business Development Agency (MBDA) of the U.S. Department of Commerce, NYCMBC provides management and business consulting assistance to minority business enterprises throughout the NY/NJ region.



## NYCMBC Services:

### 1. Facilitating Access to Capital

Lack of capital is too often a barrier to small and minority business' success. When firms do manage to get financing, many are forced to cobble together numerous loans and pay exorbitant interest rates. NYCMBC works with our clients to provide alternatives. We help minority business owners to secure low-interest loans and other forms of affordable financing. Access to capital includes the following:

- Funding Needs Assessment
- Financial Restructuring
- Loan Packaging
- Facilitate Equity Investing
- Bonding
- Venture Capital

### 2. Providing Access to Markets

NYCMBC has a great deal of experience providing consulting services in the private and public sector arena. We leverage our combined relationships and contacts in all sectors for the benefit of our clients. For those businesses currently serving as sub-contractors to major companies, we can eliminate the middle man. For business owners who have been previously unsuccessful in setting up pivotal meetings, we can leverage our network to set up appointments with key professionals at desired companies or agencies.

We attend meetings with our clients and can even negotiate on their behalf. Access to markets includes the following:

- Contract Capacity Assessment
- Marketing Assessment
- Access to Procurement Opportunities (Public and Private Sector)

### 3. Enhancing Business Efficiencies

After initially assessing your business processes, we spend time with you on a regular basis to identify your specific problems. We can help you create the efficiency that will reduce the overtime costs from clients working longer hours than necessary. We can work with you to develop standardized operating procedures to provide the consistency which, over time, will improve your cash-flow. Organizational efficiencies include the following:

- Growth Strategy
- Business Strategy
- Business Plan Development
- Marketing Strategy
- Marketing Plan Development
- Operational Audit
- Financial Performance Review



### High Level Performance

Since its inception in April 2011, NYCMBC has established key partnerships with public and private sector agencies. The center's growing client list includes some of the most recognized small minority and women-owned firms in the NY/NJ region that operate across a range of industries including construction, information technology, energy, staffing and retail. Annual revenue of our clients range from \$1 million to more than \$9 million.

The NYCMBC has set its performance sights high. Its goal is to match the success of the Washington, DC, Minority Business Center (DCMBC), recognized by the U.S. Department of Commerce as one of the highest performing minority business centers in the U.S. Since the center was created in 2004, DCMBC has helped its clients secure over \$1.5 billion in loan, equity and bond financing and more than \$230 million in procurement contracts, and has created over 1,400 jobs. In addition to helping our clients access capital, expand markets and improve operational efficiencies, we also facilitate teaming of clients to bid on contracts that exceed the capabilities of any single member of the small business team. We also work closely with the U.S. Export-Import Bank and Overseas Private Investment Corporation to assist our clients to export their products and services internationally.

For more information, please contact:

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