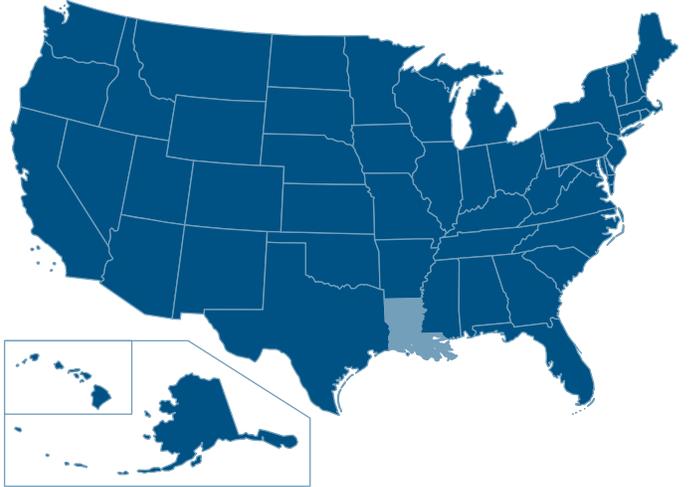


# Louisiana

## MBDA Business Center

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 pkmire@lamsdc.org



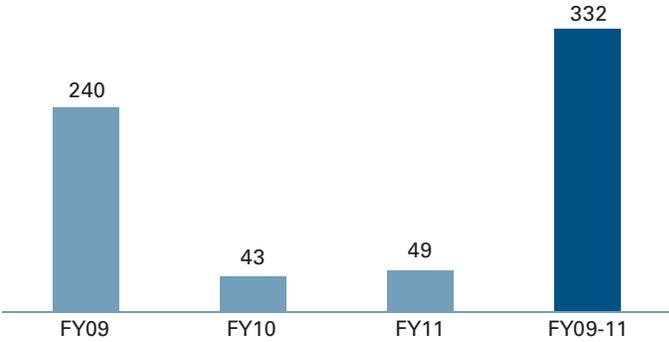
## PERFORMANCE OVERVIEW

In FY2011, MBDA helped Louisiana minority-owned businesses obtain 23 contracts totaling \$82,230,992 and \$183,000 in capital through one financial transaction.

For clients with gross annual revenues of \$500,000 or more, the MBDA Business Center completed 18 transactions totaling \$79,402,071. For clients with annual gross revenues below \$500,000, the MBDA Business Center completed six transactions totaling \$3,011,921.

MBDA assisted Louisiana minority-owned businesses in creating 49 new jobs in FY2011.

## NEW JOBS CREATED BY MBDA



## MBDA PERFORMANCE AT-A-GLANCE

Total Awards	\$ 82,413,992
Contracts	\$ 82,230,992
Capital	\$ 183,000
<b>Total Jobs Created FY09-11</b>	<b>332</b>

## CLIENT ANALYSIS BY REVENUE

	\$500K AND OVER	\$500K AND UNDER	TOTAL
Number of Contracts	17	6	23
Number of Capital Transactions	1	0	1
<b>Total Transactions</b>	<b>18</b>	<b>6</b>	<b>24</b>
Value of Contracts	\$ 79,219,071	\$ 3,011,921	\$ 82,230,992
Dollar Value of Capital	183,000	0	183,000
<b>Total Dollar Value of Awards</b>	<b>\$ 79,402,071</b>	<b>\$ 3,011,921</b>	<b>\$ 82,413,992</b>

## CLIENT ASSISTANCE BY SECTOR

	PRIVATE	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT REPORTED	TOTAL
Number of Contracts	13	2	1	0	7	23
Number of Capital Transactions	0	0	0	0	1	1
<b>Total Transactions</b>	<b>13</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>8</b>	<b>24</b>
Dollar Value of Contracts	\$ 10,746,620	2,603,000	15,500,000	0	53,381,372	\$ 82,230,992
Dollar Value of Capital	\$ 0	0	0	0	183,000	\$ 183,000

## MINORITY BUSINESS COMMUNITY AT-A-GLANCE (Based on 2007 Census)

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	59,909	\$ 2,767,418	\$ 46,194	23,946
American Indian & Alaska Native	2,682	\$ 629,421	\$ 234,683	2,836
Asian American	10,365	\$ 2,642,926	\$ 254,986	20,401
Native Hawaiian & Pacific Islander	125	\$ 10,429	\$ 83,432	93
Hispanic American	11,068	\$ 2,580,362	\$ 233,137	13,271
All Minority-Owned	83,279	\$ 8,995,284	\$ 108,014	61,864

## SUCCESS STORY



**MSF Global**, a digital solutions company based in New Orleans, provides local governments, universities, businesses, and charities with cost-effective geospatial information services (GIS) and related information technology support. Started in 2003 by Marseyas S. Fernandez, the firm has grown from \$650,000 in 2008 to \$1.7 million. Fernandez attributes much of his success to the assistance that he received from the MBDA Business Center in New Orleans.

*“I’ve had great experiences at the MBDA Business Center. It’s meant a lot of introductions and networking and our last three engagements have been a result of the MBDA Business Center. They’ve created a great platform to put the word out there, and we put ourselves in a position to respond.”*

—Marseyas S. Fernandez, *Founder*

## CLIENT ASSISTANCE BY INDUSTRY

INDUSTRY	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	3	\$ 198,738
Finance, Insurance, & Real Estate	2	\$ 55,040,993
Manufacturing	1	\$ 5,000
Mining	7	\$ 4,082,196
Retail Trade	1	\$ 18,600
Services	10	\$ 23,068,465