



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

Operated by the Mobile Area Chamber of Commerce

CLIENT SERVICES



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DIRECT CONSULTING

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

B2B Matchmakers	Business to business matchmaking sessions are held most months. Procurement officers from major companies list and discuss their procurement opportunities with MBEs capable of providing goods and services.
Customer Oriented Management	Framework helps small businesses learn to prioritize target markets by determining and weighing the market attractiveness of potential clients. Companies learn capability strengths that need to be developed to create value for customers.
Loan Packaging	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 Analysis	Assistance in determining cash flow coverage ratios for financial statement management and in preparation for financing activities.
Bidding & Project Management	Assistance with take-offs, estimating, plan reading, automation of bid preparation and submission, online bid submission, manual/mail-in bid submission, bid notification, registration, etc.
Sustainability Training	This program is recognized by the International Sustainability Institute of Applied Sciences (ISIAS) and its associated colleges and universities. The training provides a fast track for companies to meet the global standard for a green and sustainable business.
Strategic Alliance Conferences	Facilitation of strategic alliances which includes, teaming arrangements, joint ventures, etc. Assistance with formalizing collaborative agreements into legal documents.
Insights to Better Mentoring by QMR	Exploration of successful mentoring relationships in very diverse organizations. Mentoring instructions include the how-to's for selection, inquiry, sharing, encouraging, caring, and discovering creative solutions.
EDN · OPIC	Loan origination and political risk insurance for businesses interested in opening export operations in developing countries.

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 lucra-

tive 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.

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

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