



The **MBDA Business Center-Atlanta** specializes in helping Minority Business Enterprises (MBEs) grow and prosper in the global marketplace. With expertise in finance, management, technology, marketing, procurement, and research, our team can help improve your company's access to capital and markets while creating jobs, increasing profitability, and generating long-term sustainable growth.

As part of a national network of centers established to increase the number of MBEs and strengthen existing ones, the Center offers a full-range of services to assist MBEs experience significant growth.

The Center specializes in helping clients with:

- *Access to capital through commercial lending, private equity, and bonding assistance.*
- *Access to markets with government procurement, construction development opportunities, certifications, and private-sector assistance.*
- *Focusing on strategy, organizational structure, infrastructure, policies, procedures, and technology.*
- *Improving processes and implementing environmental management, sustainability programs, and ISO 9001/ ISO 14000 certifications.*

MBDA Business Center-Atlanta Accomplishments

Since 2004, the MBDA Business Center has assisted thousands of entrepreneurs in their efforts to strengthen and grow their businesses. We are results-oriented and measure our effectiveness primarily by how many dollars our clients secure through contracts, financing and sales; how many new jobs those clients create; and how many jobs are retained. We are laser-focused on our clients' success because their success is our success.



Selected Client Successes

Industry-specific examples of our clients' successes:

- **Chemical Company:** Secured \$6.6 million in alternative financing.
- **Construction:**
 - Secured \$2 million in contracts with financing assistance.
 - Sales increased by \$1.8 million.
 - Secured \$4.5 million in bonding.
 - Winner of the 2007 Construction Firm of the Year at the Regional and National Minority Enterprise Development (MED) Week.
- **Environmental/Engineering:** Secured \$8.25 million in bonding
- **Relocation and Property Management:** Won \$61 million/5-year contract with procurement assistance
- **Staffing Firm:** Won Georgia statewide contract generating over \$3 million in sales.
- **Technology Startup:** Secured \$2.7 million in equity.
- **Telecommunications:** Secured \$84 million American Recovery and Reinvestment Act project to provide infrastructure for broadband communication network.
- **Transportation:**
 - Won \$5 million federal contract in a teaming arrangement.
 - Grew from \$8.5 million to \$12.5 million through facilitated merger and acquisition.

MBDA Business Center Successes

- Special recognition award from the Georgia Hispanic Chamber of Commerce.
- Received Institute Award from Greater Atlanta Economic Alliance.
- Outstanding MBDA Performing Center.
- Selected as Atlanta Gas Light Resources' Business Development Partner of Choice for Mentor Protégé Program.
- Selected as technical assistance provider for Atlanta Development Authority's Tax Allocation District (TAD) Program.