

Leveraging Assistance from MBDA



Presented by:

New Mexico MBDA Business Center

Operated by the City of Albuquerque, Economic Development Department

New Mexico Minority Business Development Agency

- An agency of the U.S. Department of Commerce that helps create and retain U.S. jobs by promoting the growth and global competitiveness of minority owned businesses of all sizes
- National network of 36 business centers and a wide range of domestic and international strategic partners
- Provides clients with the technical assistance and access to capital, contract opportunities, and new markets

New Mexico Minority Business Development Agency

- MBDA is working on behalf of the nation's 11 million minority-owned firms in support of their growth and global competitiveness.
- **VISION** : Economic prosperity for all American business enterprises
- **MISSION**: To promote the growth of minority-owned business through the mobilization and advancement of public and private sector programs, policy and research.

New Mexico Minority Business Development Agency

Who We Serve

Our clients are U.S. minority business enterprises (MBEs) owned and operated by African Americans, Asian Americans, Hasidic Jews, Hispanic Americans, Native Americans, and Pacific Islanders.

The Center will maximize its impact by focusing on high growth sectors in which New Mexico excels: biosciences, aerospace and drone technology, energy, defense, construction, health care, optics and photonics, cybersecurity, advanced manufacturing, and film and television.



New Mexico Minority Business Development Agency



There are nearly
11 million
minority-owned businesses
in the United States



Employing more than
6.3 million
people



Generating more than
\$1.8 trillion
in revenue annually

New Mexico Minority Business Development Agency



Access to Capital

MBDA connects entrepreneurs to private lenders, including banks, mutual funds, and investors. With the Agency's support, minority-owned businesses gained access to **more than \$1.6 billion in capital in FY19**



Access to Contracts

MBDA produces and promotes information for and about MBEs. **In FY19, MBDA helped minority-owned businesses secure \$3.1 billion in contracts**



Access to Markets

MBDA positions minority-owned businesses to perform in high growth industries, emerging markets and global supply chains. **The Agency helped MBEs facilitate more than \$300 million in export transactions during FY19**

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ACCESS TO CAPITAL :

- Identification of financing opportunities and equity funds; relationship-building with MBE-specific lenders; assistance with applications and loan packaging.

ACCESS TO CONTRACTS:

- Preparation of government RFPs; identification of procurement opportunities; solicitation analysis; bid and proposal preparation; negotiation and closing support; contract lead-sharing and matching.

ACCESS TO MARKETS:

- Government procurement assistance; identification of export markets; analysis of trade zone opportunities; international trade assistance and identification of export markets; and market research assistance.

CAPACITY DEVELOPMENT & TRAINING:

- Growth plan consulting; business certification and registration help; promotion assistance. Business growth Sprint Workshop; roadshow events; virtual and in-person small group trainings; procurement training; Small Business Innovation Research and Small Business Technology Transfer workshops.

Strategic Partners

- Arrowhead NM State University
- Hispano Chamber of Commerce
- WESST Enterprise Center
- City of Albuquerque

Contact Information:

Gabriela Marques

Project Director

Phone (505) 376.7823

Email: gmarques@cabqmbdcenter.com

Mike Silva

Business Advisor

Phone (505) 376.7824

Email: msilva@cabqmbdcenter.com

Website – www.cabqmbdcenter.com