



## Minority Business Enterprise Center

Facilitating Growth, Promoting Excellence

—A program brought to Indiana by Governor Mitch Daniels

Indiana’s new Minority Business Enterprise Center (MBEC) provides high-quality strategic business consulting services to Indiana Minority Business Enterprises (MBEs).

### Serving the MBE Community

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The Minority Business Enterprise Center serves the minority business community by providing solutions to the challenges of growing a business. With a proven knowledge base and an objective perspective, MBEC consultants help clients overcome barriers to expansion.

Consultant expertise is wide-ranging and resources are vast. MBEC provides assistance with questions of law, financing, procurement, operations, planning, management, and marketing. By helping businesses in these areas, MBEC facilitates MBE access to credit, capital, and markets—all of which are necessary to stimulate growth.

MBEC consultants advise on a number of specific topics, such as:

- Access to Contracts
- Assistance with Bank Loan Applications
- Venture Capital/Private Equity
- Private Investor Funding through Private Placement Memorandums (PPP)
- Strategic Process and Planning
- Accelerated Product/Service Sales
- Scale up and Commercialization Growth
- Outsourcing
- Contracting and Negotiation
- Metric Development
- Logistics – Distribution, Warehousing, Transportation
- Facility Management – Environmental Issues, Build Out, Space Management
- Product Management – Development, Marketing, Sales, Pricing, Delivery
- Manufacturing – Discrete, Continuous, Process Control
- Supply Chain Management – Infrastructure and Application
- Plant, Property and Equipment Evaluations

### Eligibility

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To qualify for MBEC services, companies must have \$500,000 or more in annual revenues or be on track for rapid growth capable of generating significant employment and long-term economic impact. Clients fees are pro-rated according to company size.

### Next Steps

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Contact the Minority Business Enterprise Center and put your business on the road to growth.  
Phone: (317) 234-5223 ▪ Email: [rhorne@idoa.in.gov](mailto:rhorne@idoa.in.gov) ▪ Web: <http://www.in.gov/mbec>

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MBEC is a federally funded program of the Minority Business Development Agency, US Department of Commerce. The program is offered in Indiana through the Indiana Department of Administration, Mitchell E. Daniels, Jr., Governor.



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## Minority Business Enterprise Center

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The Minority Business Enterprise Center strengthens Indiana business across the board by strengthening the capacity of minority business enterprises across the state. MBEC provides high-quality strategic business consulting services to Indiana Minority Business Enterprises (MBEs).

### Serving the Entire Business Community

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Between 1997 and 2002, the number of MBEs increased by 35 percent, far outpacing the six percent growth rate of non-minority firms. Today, the United States' 4.1 million minority-owned firms generate \$668 billion in total annual gross receipts. These numbers are illustrative of one point: Minority businesses are making a difference in the economy today, and will continue to positively influence business growth at-large long into the future.

### Indiana Corporations

Large corporations and MBEs mutually benefit from MBE business expansion. By increasing the capacity of MBE firms in Indiana, corporations—both those with and without supplier diversity programs—gain a wider, more competitive pool of potential vendors, service providers, and customers.

### Financial Institutions

Financial institutions and local businesses work hand-in-hand to achieve a shared goal: Business growth and profitability. MBEC serves established, growth-oriented businesses—the type of businesses worthy of investment and in need of financing tools. By building a relationship with Indiana's Minority Business Enterprise Center, financial institutions gain access to firms intent on success *and* prepared to make it happen.

### Supporting the MBEC

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The Minority Business Enterprise Center follows the Minority Business Development Agency's national model of resource and investment partnerships with corporations and financial institutions. These partnerships are integral in making MBEC services available, and to directly support MBE growth through contracting and capitalization opportunities.

### Next Steps

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Contact the Minority Business Enterprise Center to learn how you can promote business growth. Phone: (317) 234-5223 ▪ Email: [rhorne@idoa.in.gov](mailto:rhorne@idoa.in.gov) ▪ Web: <http://www.in.gov/mbec>

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