



Minority Business Enterprise Center

Minority Business Enterprise Center is a Federally Funded Program
by the Minority Business Development Agency,
U.S. Department of Commerce and operated by DESA, Inc.



South Carolina Minority Business Enterprise Center

Together, growing South Carolina's minority businesses.

2008 Annual Report



Minority Business Enterprise Center

A Federally Funded Program by the Minority Business Development Agency,
U.S. Department of Commerce Operated by DESA, Inc.



Don't take our word for it.

Listen to what some of our clients have to say ...



"The SCMBEC has been a wonderful business resource for my company. In the short two months that we've worked with them, they have developed our capability statement and opened numerous doors for us. I recommend the Center for any minority business seeking a unique strategy for growing their business."

Jimmy Chao, President
Chao and Associates, Inc.



"Not only has the SCMBEC helped my business grow and expand into new markets, they have helped me with contracting and procurement opportunities, bonding and finance services, marketing strategies and strategic partnerships. The business consultants at the Center are always professional, knowledgeable and most importantly ... on my side!"

Todd Corley, Owner
Corley Construction, LLC





Minority Business Enterprise Center
A Federally Funded Program by the Minority Business Development Agency,
U.S. Department of Commerce Operated by DESA, Inc.



The Year in Review

Minority Business Enterprises (MBEs) are an engine of employment growth and economic expansion in America, and in South Carolina. As minority businesses grow in size, scale and capacity, so does the economy.

There are nearly 40,000 minority firms within the state,* and the SCMBEC continues to prove their stability. During the past 12 months, the SCMBEC has diversified, increased its sources of support, inspired new leadership for their growing number of projects and launched many new initiatives to implement throughout 2009.

In 2008, the SCMBEC worked closely with their associates to provide them with the best business outcomes possible. In order to best serve their clients, the SCMBEC entered into new relationships with more strategic partners and offered numerous events which helped strengthen their clients' presence and knowledge base.

Key Accomplishments

The following is a summary of key SCMBEC accomplishments for 2008:

- Facilitated **\$13,163,845** of contracts, which helped their clients grow.
- Developed **\$3,954,092** worth of financing, securing the future of their client's businesses.
- Assisted with **56** new jobs in the communities of South Carolina.
- Served **34** new minority-owned businesses.

The SCMBEC also contributed to the minority community in the following ways, throughout 2008:

- **Are You Ready to Structure Your Deal? Tax Credits, Bond and Loan Guarantees Strategy Session** – Hosted a workshop that provided valuable information on tax credits, bonds and loan guarantees.
- **Minority Enterprise Development Week** – Nominated and awarded Mr. Tony Lawton, Director of the Office of Business Opportunity (City of Columbia), as Regional Minority Business Advocate of the Year, 2008.
- **Opportunity Matching** – Facilitated the matching of business opportunities with qualified firms.
- **Establishment of Strategic Partners** – Provided numerous business and financial opportunities for their clients with the following strategic partners:
 - Business Development Corporation
 - Carolinas Minority Supplier Development Council, Inc.
 - Cities of Charleston and Columbia, SC



Minority Business Enterprise Center

A Federally Funded Program by the Minority Business Development Agency,
U.S. Department of Commerce Operated by DESA, Inc.

- Richland County, SC
- South Carolina Community Bank

Future Goals

For 2009, the SCMBEC has targeted an expansion of its work in the following areas:

- To ensure at least **\$12,134,000** worth of procurement contracts to help perpetuate the growth of minority business.
- Continue the network's growth and achieve an awarded financial contracts goal of at least **\$8,089,500**, helping to sustain their clients' business future.
- To increase financing and bonding for all of their clients.
- To create **47** new jobs for South Carolina's communities.
- To offer services to at least **91** new minority-owned businesses.

In Closing

The SCMBEC is grateful to all of their clients and partners for making 2008 another successful year. For additional information on how your minority-owned business can benefit from the SCMBEC, please visit www.SCMBEC.com.

* Statistics sourced from the MBDA. September, 2007.