

# Who We Are



As a part of the U.S. Department of Commerce, the Minority Business Development Agency (MBDA) was created specifically to advance the establishment and growth of minority-owned businesses in America. Furthermore, the South Carolina Minority Business

Enterprise Center (SCMBEC) formed a cooperative agreement with the MBDA, to promote the growth and expansion of South Carolina's minority-owned businesses.

The SCMBEC provides services to increase the exposure and visibility of Minority Business Enterprises (MBE's) like yours, and at the same time, build market presence and stability for these firms. Our consulting services and strategies are designed to increase your capital and contracting opportunities, as well as to help create new jobs in our minority communities.

## Our Clients

We provide services for Strategic Growth Initiative (SGI) firms, which are companies with \$500,000 in annual revenue or more, and have at least 51% minority\* ownership.

Our clients have access to:

- contracting and procurement opportunities,
- bonding and financing services,
- networking connections,
- strategic partnerships and
- writing and marketing services.

\*Minorityethnicitygroupsincluding:AfricanAmericans,Aleuts, AsianIndians,AsianPacificAmericans,Eskimos,HasidicJews, Hispanics, Native Americans and Puerto Ricans.

## Our Strategic Partnerships

We know how valuable networking can be, especially if you are a minority-owned business. That is why we retain highly valuable partnerships (such as financial institutions and government entities) so you can have immediate access to unlimited information tailored to your trade or specialty. This also helps to ensure increased growth for your firm's capacity.

Some of our strategic partners include:



## Our Services

Our services include, but are not limited to:



# Why Choose Us?

Trusting a business partner isn't always easy, but the SCMBEC recognizes the challenges a minority-owned business has to overcome. Our business consultants have the knowledge and practical experience needed to run successful and profitable businesses, and we are here to assist you, to meet the challenges of today's constantly changing business climate. Below are just a few reasons why you should choose us:



- Our detailed client assessment involves a Business Needs Analyzer (BNA) that serves as a roadmap for your firm's growth potential.
- Strategic business consulting tailors a business plan to fit your needs.
- Access to multiple financial institutions provides increased financing opportunities.
- Specific strategies are recommended for greater revenues and higher profits for your company.
- Educational opportunities await you, such as Ivy League business training from the Tuck School of Business at Dartmouth College.
- Well-established access to markets gives your firm expanded market presence and share.
- Advocacy efforts for our clients receives attention from the public and private sectors.
- Procurement notifications and bids for contracts are brought directly to you.
- We can help you develop and implement a well-calculated marketing plan, customized especially for your business.
- Access to state-of-the-art communication devices that can enhance your business' voice within the community.



## What Our Clients Have to Say About Us ...

"The Center has assisted us in virtually all phases of our business to include procurement, financing, identification of a CPA with construction experience, bonding, operating procedures and staffing. In addition, having access to the Center's team of professional consultants makes it possible to overcome business weaknesses and gives me a competitive advantage."

- Mr. Willie Frazier, President  
W. Frazier Construction, Inc.  
Ravenel, SC

"Over the past ten years of partnering with the Center, we have received unparalleled support. This includes assistance in structuring a financial package to purchase our own facility, rather than continuing to lease. Since then, the Center has continued to be our effective agent for sustainable business development."

- Mr. Darrin Thomas, Vice President  
Black Pages USA  
Columbia, SC

## Fee Structure

Client investment is based on the annual gross receipts of your business. The following fee structure applies:

<u>Gross Receipt of Clients:</u>	<u>Client Fee per Hour:</u>
\$300,000-999,999	\$30.00
\$1M-2,999,999	\$40.00
\$3M-4,999,999	\$50.00
\$5M and above	\$60.00

For complete information on how we can help you grow your business, visit our website at [www.scmbec.com](http://www.scmbec.com).



SC Minority Business Enterprise Center  
*Together, growing South Carolina's minority businesses.*



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[www.DESAInc.com](http://www.DESAInc.com)



SCMBEC

400 Percival Road

Columbia, SC 29206

Phone: (803) 743-1154

Fax: (803) 743-1162

Email: [busdev@scmbec.com](mailto:busdev@scmbec.com)

Office Hours: Mon. - Fri., 8:30am - 5:00pm

[www.scmbec.com](http://www.scmbec.com)