

THE JAMAICA BUSINESS RESOURCE CENTER

*Queens, Nassau, Suffolk
Minority Business Enterprise Center*

The Jamaica Business Resource Center was designated in 1994 through Presidential authorization to become the national model and pilot for former President Clinton's "One Stop Capital Shop" small business program. This program was developed at the White House Office of Management and Budget. Since becoming operational in 1995, the Jamaica Business Resource Center has provided technical and financial assistance to over 6,750 new and established businesses; secured over \$300 million in financing and procurement opportunities for small, minority and women-owned businesses; and provided high quality, in depth training in the fundamentals of business management to over 4,800 entrepreneurs.

Following the establishment of the Jamaica Business Resource Center, 16 additional 'One Stop Capital Shops' were launched in cities across the nation. JBRC has also been a regional model for numerous economic development initiatives throughout the New York metropolitan area.

Official designations have been received by the U.S. Department of Commerce to operate the Queens, Nassau, Suffolk Minority Business Enterprise Center as well as a new International Trade Center for New York based small businesses.

In 2007, the JBRC/Bradford Team will provide assistance in the rebuild effort in lower Manhattan.

JBRC ECONOMIC IMPACT

(As of Third Quarter, 2006)

Since its inception, The Jamaica Business Resource Center has provided technical and financial assistance to over 6,750 new and established businesses; secured over \$350 million in financing and procurement opportunities for small, minority and women owned businesses; and provided high quality, in depth training to over 4,800 entrepreneurs in the fundamentals of business management, thus directly impacting new business launches, strengthening and expanding established businesses, as well as reducing the number of business failures in low and moderate income communities.

JBRC has provided direct training to "One Stop Capital Shops" in Harlem and Detroit and provided orientation to over 100 LDC's, CDC's, EDC's, Banks and other public/private sector organizations throughout the tri state area on its OCS model. This has resulted in the establishment of satellite centers, mini BIC's, and other business development organizations. As a result of this assistance, many new and established businesses have benefited from JBRC's support, and positive economic benefits have accrued to surrounding communities throughout the tri state area. JBRC has also initiated internal Welfare to Work and Minority College/High School Internship programs over the past decade.

Because of its regional and national impact in the economic development arena, JBRC has been invited to address global conferences in Geneva, Switzerland (the United Nations International Conference Center); South Africa; Amman, Jordan; Montreal, Canada; and Lusaka, Zambia on the the topic of sustainable economic development models. In October, 2005 JBRC addressed a global conference in Thailand on Rebuilding the Pan Asian Economy following the Tsunami crisis.



MBEC[™]
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MBDA

How Does MBDA Help Minority Businesses?

The Minority Business Development Agency (MBDA) is part of the **U.S. Department of Commerce** and the **only** federal agency created specifically to foster the establishment and growth of minority-owned businesses in America. **The Agency's mission is to actively promote the growth and competitiveness of large, medium and small minority business enterprises (MBEs).**

MBDA provides funding for a network of Minority Business Development Centers (MBDCs) like JBRC, Native American Business Development Centers (NABDCs), and Business Resource Centers (BRCs) located throughout the Nation. The Centers provide minority entrepreneurs with one-on-one assistance in writing business plans, marketing, management and technical assistance and financial planning to assure adequate financing for business ventures.

A new paradigm for minority business development requires that the public and private sectors expand their present focus from outreach, certification, and dollars spent to include enabling minority business enterprises to achieve size, scale, scope, education, access to technology and capital. Minority business development services must be designed to create sustainable business values. In order to implement the new paradigm, MBDA will develop a more industry focused, data driven technical assistance approach to give minority business owners the tools essential for becoming first or second tier suppliers to corporate America and the Federal government in the new procurement environment. Sustainable value will translate into entrepreneurial parity and strategic growth through increased gross receipts, number of employees, size and scale of firms associated with minority business enterprise.

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If you're starting or expanding a business, make your first stop the Jamaica Business Resource Center. Our Services are targeted to equip small, minority and women owned business clients for success.

Our services are in the following areas:

- **Business Information Center**
A small Business Library where you can do the necessary business research and planning and access to MBDA/SBA and other Federal, State and Local Programs.
- **Business Advisory Group**
A staff of Professionals who will provide one on one guidance and assistance with business Plans, Loan Packages, and other areas of Technical Assistance.
- **Capital Access**
Access to Banks, Revolving Loan Funds, Equity Mezzanine Funding and other sources of capital for your business.
- **Credit Counseling and Restoration**
A service provided by Budget Credit Counseling Services (BUCCS)
- **NYC Licenses, Permits and other Regulatory Matters**
A service provided by The Department of Small Business Services (NYC DSBS)
- **Uniform Minority and Women Business Certification/8A Certification**
Assistance in the preparation of business Certification application at the Federal, State and Local Levels.
- **Contract Procurement**
Access to Federal State and Local Contract Information
- **Workshops and Seminars**
A series of training sessions on the fundamentals of business management



Program

The MBEC Program requires MBEC staff to provide standardized business assistance services to minority firms with \$500,000 or more in annual revenues and/or "rapid-growth potentials" minority businesses ("Strategic Growth Initiative" or SGI firms) directly; to develop a network of strategic partnerships; and to provide strategic business consulting.

The Program will concentrate on serving SGI firms capable of generating significant employment, and impacting long-term economic growth. The MBEC will operate through use of trained professionals business consultants who will assist minority entrepreneurs through direct client engagements.

This is a fee for service Program, and business assistance services will be used to generate increased results with respect to financing and contracts awarded to minority-owned firms as a key component of this program. Entrepreneurs eligible for assistance under the MBEC Program are African Americans, Puerto Ricans, Spanish-speaking Americans, Aleuts, Asian and Pacific Islander Americans, Asian Indians, Native Americans, Eskimos and Hasidic Jews.

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