



MBDA PROGRAMS

OPERATED BY:



M. GILL
& ASSOCIATES, INC.
*Management and Economic
Development Consultants*



OVERVIEW

The MBDA Programs, operated by M. Gill & Associates, Inc., provide technical assistance and business development services to generate increased financing, contract opportunities, and greater access to new domestic and global markets for minority business enterprises (MBEs).

MBDA INFRASTRUCTURE CENTER

\$16.9 Billion Allocated to Florida

Public Transportation - \$2.6B

- Florida Department of Transportation
- Amtrak
- Army Corps of Engineers
- Tri-Rail

Federal-aid Highway Apportioned Programs - \$13.1B

- Florida Department of Transportation
- Army Corps of Engineers
- Major Developers

Development for Air and Seaports - \$1.2B

- \$323.9 million for aviation improvements
- \$119.7 million in seaport infrastructure enhancements
- \$212.9 million for safety initiatives



BUSINESS AND EXPORT DEVELOPMENT SERVICES

- Export-Ready Training
- Export Marketing Plan Development
- Worldwide Export Sales Leads
- In-Bound & Out-Bound Trade Missions
- Gold Key Service for Global Connections
- Best Product/Service Market Reports
- Export Insurance
- Export Financing & Bonding
- Access to Targeted Industry Markets
- Assistance with Proposal Writing
- “Boots to Ground” Connections in Global Markets
- Business-to-Business Referrals





TRIPLE “A” Approach

Access to Contracts – Local; State; Federal; International

Access to Capital – Domestic and Export Financing

Access to Markets – Domestic and International Sales Leads

ACCESS TO CONTRACTS

- Assistance to obtain various Local, State, and Federal Certifications
 - DBE
 - ACDBE
 - 8(a)
 - GSA
 - HUB-Zone
 - Section 3
- Specialized Construction Services
- Online Bid opportunities for all business Industries
- Access to various local and international construction project data resources
- Identification and referral of small, minority, and women owned businesses for subcontracting, teaming, and joint venture opportunities on U.S. and Export projects
- Specialized procurement sourcing and training for S/MBE to better access Federal and Commercial contracts within the U.S. and in Global Markets



ACCESS TO CAPITAL

Preparation

- Budgeting
- Pro-formal financials
- Cash flow
- Break-even analysis
- Loan and Investment Packaging
- Franchise Development Services
- Structuring of Mergers & Acquisitions
- Counseling
- Referrals to various financial resources



ACCESS TO CAPITAL

Sourcing

- Export Insurance
- Letters of Credit
- Export Working Capital
- Factoring and Purchase Order Financing
- Identifying Private Equity and Venture Capital Investors
- Bonding for Construction & Service projects



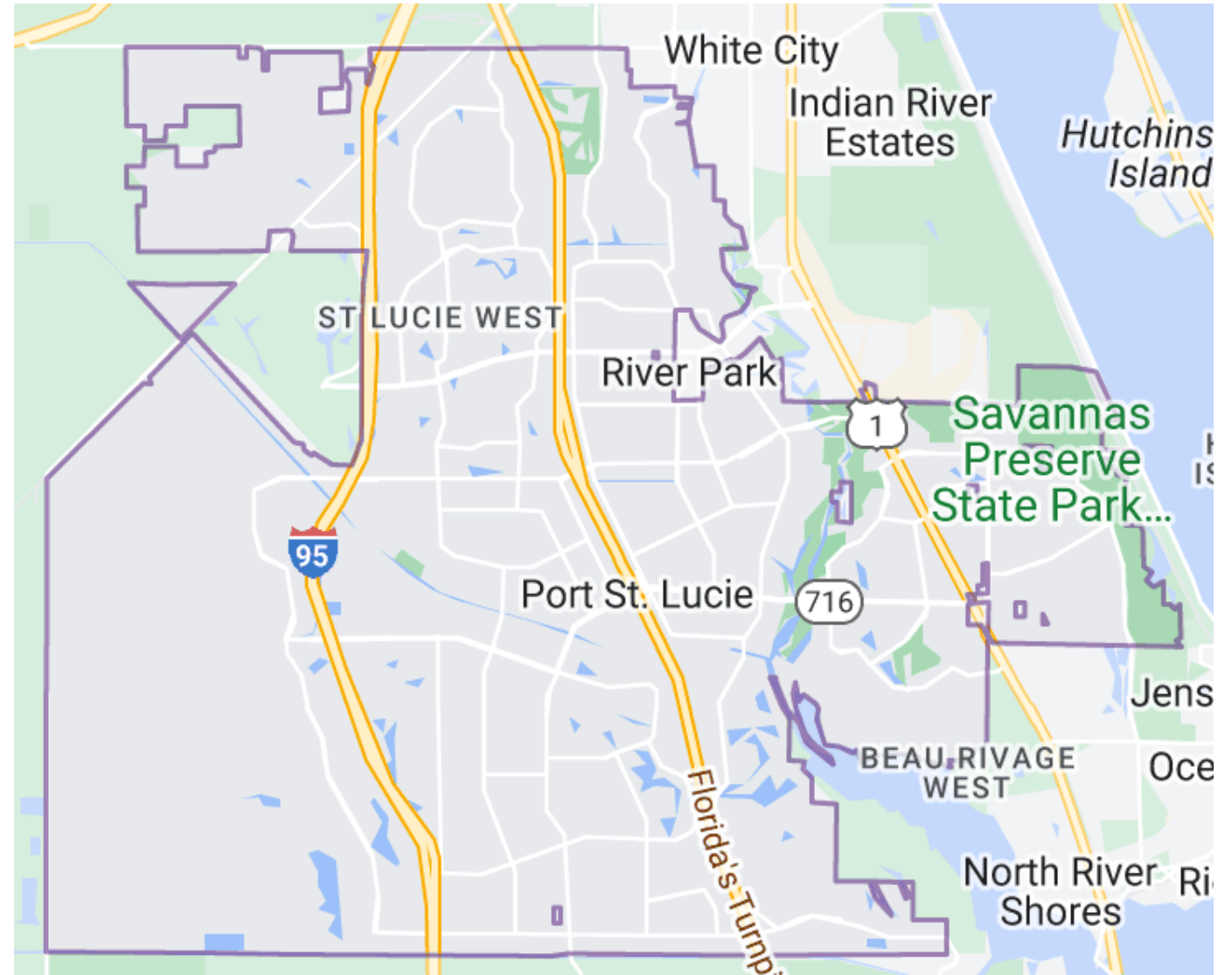
ACCESS TO MARKETS

- Industry and Country Market Research
- Target and Trend Analysis
- Domestic and Export Marketing Plans
- Capability Statements
- International sales and procurement Leads
- Support and Access to trade fairs and trade missions
- JV Support
- Developing Distribution Channels
- Supply chain management and teaming B2B matchmakers
- Expanded Resources through the U.S. Department of Commerce, MBDA, U.S. Commercial Service, U.S. Department of State, Export-Import Bank of the U.S. (EXIM), and Local Government.
- Referrals for graphic design on collateral materials
- Website Design and Maintenance
- E-Commerce Services



PORT SAINT LUCIE

- 342 Small businesses located and contacted on the treasure coast. (Approx. 80% are in Saint Lucie County)
- Managing a portfolio of 74 active Clients in St. Lucie County
 - 50 located in the City of Port St. Lucie
- 8 business plans completed
- Assisted in applying for 5 business tax receipts
- Businesses certified with Office of Supplier Diversity: 14 MBE and 6 WBE
 - Additional 10 Pending Certifications for WBE and MBE
- Assisted in researching grant opportunities and reviewing grant applications for all clients in my portfolio.





www.floridambdaexportacademy.com

SITE IS OFFICIALLY LIVE!

THE FLORIDA MBDA EXPORT ACADEMY IS AN ONLINE REPOSITORY OF TRADE STATISTICS AND RESOURCES THAT WILL BE ACCESSIBLE TO REGISTERED MEMBERS. THE ACADEMY IS POWERED BY THE FLORIDA MBDA EXPORT CENTER, OPERATED BY M. GILL & ASSOCIATES, INC.



This online platform is designed to support the development, growth, and profitability of small and minority business enterprises (S/MBEs). It is the most current and comprehensive vehicle for businesses to obtain technical assistance, trade financing, information on U.S. export regulations and trade agreements, and access to market research. Ideal candidates include businesses that are new-to-export and new-to-global markets.

REGISTER TODAY!



HERE'S WHAT TO EXPECT

- Export-ready training, featuring a 12-Module, On-Demand Certificate Course for new-to-export companies
- Development of export marketing plans
- Global market identification and penetration
- Deal-making & sourcing of exporting opportunities
- Export procurement matchmaking
- Export insurance, financing, and bonding resources
- B2B & B2G global matchmaking with the Caribbean, Canada, the Americas, Europe, Asia, Australia, and various countries in Africa.



The background is a collage of overlapping, colorful calendar pages. The pages are in various shades of blue, green, orange, and red. Large, stylized numbers (1, 2, 3, 4, 6, 7, 9, 10, 11, 15, 17, 18, 20, 22, 23, 24, 25, 29, 30) are scattered across the pages. Some pages show day names like 'TUESDAY', 'THURSDAY', 'SUNDAY', 'MONDAY', and 'TUESDAY'. The text 'UPCOMING EVENTS' is overlaid in the center in a bold, yellow, sans-serif font.

UPCOMING EVENTS



**M. GILL
& ASSOCIATES, INC.**
Management and Economic
Development Consultants



FLORIDA'S 41st ANNUAL MEDWeek

Power Lunch & B2B Matchmaker Conference

SAVE THE DATE

FRIDAY | OCTOBER 6, 2023

FIU Kovens Conference Center
3000 N.W. 151 Street | Miami, FL 33181

MORE DETAILS TO COME

For Early Registration & Sponsorships – Please Contact:
admin@miamimbdacenter.com | 786.515.0670

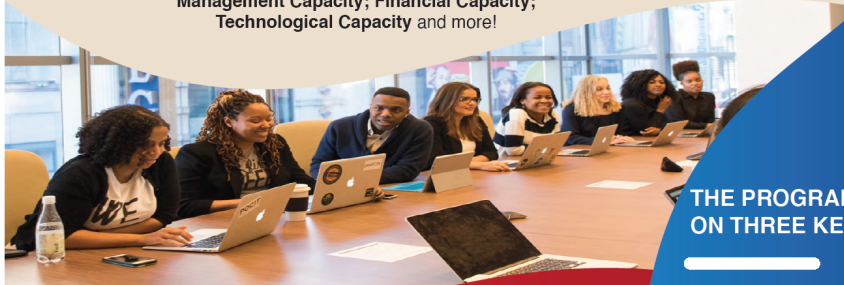


ATTENTION MINORITY BUSINESS OWNERS
EDUCATE & ELEVATE
BUILD CAPACITY
INCREASE PROFITABILITY

Scholarships available for the MBDA Capacity Building Certificate Program

The Minority Business Development Agency (MBDA) Business Center of the U.S. Department of Commerce, operated By M. Gill & Associates, Inc. has partnered with Miami-Dade College and wants to help put your business skills on a fast track with the MBDA Capacity Building Certificate Program.

This nine (9) hour program will assist Minority Business Enterprises (MBEs) to gain first-hand skills and knowledge to enhance their success. Business owners will gain experience and exposure to opportunities to develop and expand their **Management Capacity; Financial Capacity; Technological Capacity** and more!



**THE PROGRAM FOCUSES
ON THREE KEY AREAS:**

**Operational
Efficiencies**

The adoption of plans and practices that reduce costs, increase revenues, and enhance team development, as well as understanding aspects of risk management and liability.

**Financial
Management**

Develop financial acumen and securing new sources of capital, including both traditional and alternative financing, and various forms of investments.

**Emerging
Technologies**

Capitalizing on new technologies and equipment to increase scalability, business exposure and efficiency.

**GRADUATES OF THE MBDA CAPACITY BUILDING
CERTIFICATE COURSE WILL RECEIVE:**

- ❖ Certificate of Completion issued by Miami-Dade College
- ❖ Access to **Financial Investment Opportunities**
- ❖ Access to **New Contracting Opportunities**
- ❖ Access to **New Local and International Resources** for Domestic and Global **Business Growth**
- ❖ Opportunity to host MDC's Student Interns
- ❖ Ongoing, **No-Cost Technical Assistance** from the Miami MBDA Business Center – Operated by M. Gill & Associates, Inc.
- ❖ Potential **Matchmaking Opportunities** with **Business Growth Professionals and Mentors**

Apply for the **APRIL, 2023 ONLINE** Course to be presented on the following dates:

Apr. 13, 2023 – 6:00 – 9:00 p.m. (3 hours)

Apr. 20, 2023 – 6:00 – 9:00 p.m. (3 hours)

Apr. 27, 2023 – 6:00 – 9:00 p.m. (3 hours)

Don't miss out – click here to apply

<https://form.jotform.com/212435632966056>

Please **UPDATE YOUR COMPANY'S REGISTRATION** with the Florida Division of Corporations (Sunbiz.org), or your relevant State's Division of Corporations, before applying for this Capacity Building Program. **Your company must be listed as ACTIVE**, in order to be considered for participation in this Program. Thank you.

Classes Resume July 2023

July 13, 2023 - 6:00 – 9:00 p.m.

July 20, 2023 – 6:00 – 9:00 p.m.

July 27, 2022 – 6:00 – 9:00 p.m.

August 10, 2023 - 6:00 – 9:00 p.m.

August 17, 2023 – 6:00 – 9:00 p.m.

August 24, 2023 – 6:00 – 9:00 p.m.

September 14, 2023 - 6:00 – 9:00 p.m.

September 21, 2023 – 6:00 – 9:00 p.m.

September 28, 2023 – 6:00 – 9:00 p.m.

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Women Mean BU\$INE\$\$
International (WMBI) Conference



WOMEN MEAN BUSINESS
INT'L CONFERENCE

MARCH 2024

Details to Come

Thank You

STARR CHAMBERS

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MARIE GILL

Operator/Executive Director

**MBDA Programs in Florida, Puerto Rico,
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