

Washington Minority Business Development Agency (MBDA) Business Center

City of Tacoma | Community & Economic Development Department

Economic Development Committee

September 12, 2023



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Washington MBDA Business Center Key Topics Today

- 1. WA MBDA Business Center background, goals, and partners**
- 2. Our programs**
- 3. Business Center accomplishments in serving Minority Business Enterprises (MBEs)**
- 4. Our supportive role with Equity in Contracting within the Community & Economic Development Department**

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About Washington MBDA Business Center



WA MBDA Business Center Background

- Cooperative Agreement with City of Tacoma
- Funded by U.S. Department of Commerce
- Current grant: July 1, 2021 – June 30, 2026
- Initial funding: April 1, 2016 – June 30, 2021(as "Tacoma MBDA Business Center")

We provide MBEs with access to Capital, Contracts, and Markets through:

- Technical Assistance
- Strategic Business Consultation

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Washington MBDA Business Center Service to MBEs



We focus on scaling firms with revenue of \$500,000 or more

MBDA Business Center manages relationships and sources of deals by:

1. Promoting the interests of Minority Business Enterprises (MBEs)
2. Educating MBEs on the benefits of strategic growth alternatives (e.g., mergers, acquisitions, and/or joint ventures) and,
3. Providing service referrals to MBEs of all sizes.

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Washington MBDA Business Center Service to MBEs

Fostering and securing new opportunities for MBEs that result in revenue generation by:

- Assisting clients to increase sales and service agreements, product requests, task orders and exports; and
- Matching opportunities and assisting qualified/vetted MBE clients to access, compete, and secure transactions that lead to a financial benefit.

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Washington MBDA Business Center Partnerships

- City of Tacoma Equity in Contracting (EIC)
- Infrastructure Working Group
- Washington Economic Development Association (WEDA)
- Economic Development Boards / Economic Development Councils
- Association of Women and Minority Businesses (AWMB)
- Office of Minority and Women's Business Enterprises (OMWBE)
- MBDA Business Center Network

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Washington MBDA Business Center Programs



WSDOT & Sound
Transit
Capacity Building
Mentorship Program
CBMP



WSDOT
Disadvantaged
Business
Enterprise Support
Services
DBESS



Achieve More
Grant
AMG

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Washington MBDA Business Center Capacity Building Mentorship Program

Project Opportunities

1. Abatement and Demolition Services for Snohomish County
2. City of Bellevue
3. City of Tacoma Housing Development Project
4. Kitsap County Storm Line Repair
5. Department of Justice
6. Department of the Navy
7. Department of Veteran Affairs
8. United States Air Force
9. Port of Seattle

PROTEGE TOTAL REVENUE
FOR 2022-2023

\$14,888,992

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Washington MBDA Business Center

Achieve More Grant Program

Achieve More Grant Program (January – June 2023)

- 40 grant awardees received \$5,000 each
- 746 non-duplicate applications
- Recipients: Minority- and Woman-owned businesses across WA State in 11 counties including distressed and socially and economically disadvantaged regions
- 6 Achieve More Workshops



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Washington MBDA Business Center

Achieve More Grant Awardees

2023 Achieve More Grant Awardees

1. Advent Care LLC dba Home Instead	21. ELBA LLC
2. Allcare Senior Home LLC	22. Eye Level Learning Center
3. American Prestige Homes Inc.	23. Golden Bricks Events
4. Apples to Zebras Insurance, LLC	24. Guerrero & Song DDS PLLC dba Seattle Dental Co.
5. Bee You Organics, LLC	25. Hi Grade Asphalt & Seal Coat Inc
6. Biang Biang Noodles	26. Immortals Fitness LLC
7. BigWu Fitness	27. Innovation Makers, LLC dba Snapology
8. Cafe Alara	28. Laurin Taylor Counseling Services, PLLC 'dba' Garden Counseling and Wellness Group
9. Chico's Classic Barbershop	29. Le Center for Health & Wellness
10. Childress Nursing Services	30. MODE
11. Ciub enterprises LLC	31. Puget Sound Creative LLC (DBA We Are Unicorns)
12. Clear Lake Market	32. Quality Development LLC
13. Cohesive Therapy Healing & Rejuvenation	33. Saltstone Ceramics
14. Craftinomicon	34. Servicios Arellano LLC
15. Dean Alan Architects, PLLC	35. Smokin Mo's LLC
16. DeNotta Seafood LLC	36. Spice Waala
17. Dhanyam LLC DBA TeamLogicIT	37. Stepping Stones Kids Academy
18. Dirt Masters, LLC	38. Synergy HomeCare East King County
19. Discovery Center	39. Taqueria Mexicana
20. Dumpster Values Collective, LLC	40. The Confectional

#2023AchieveMoreGrant

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Achieve More Grant Recipient Regions



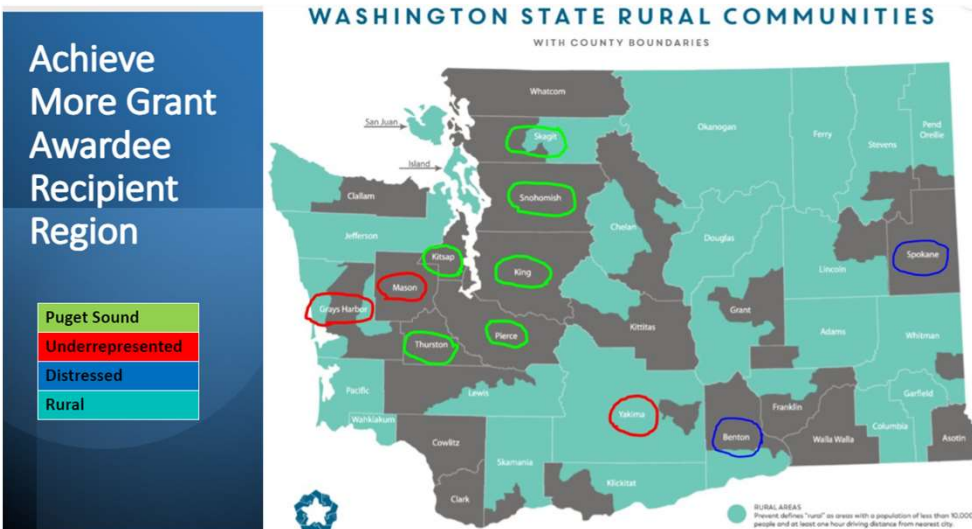
The Greater Washington State Region	Underrepresented Areas	Distressed Areas	Distressed Areas
<ul style="list-style-type: none"> a. King b. Kitsap c. Pierce d. Skagit e. Snohomish f. Thurston 	<ul style="list-style-type: none"> a. Benton b. Island c. Kittitas d. San Juan e. Spokane f. Whatcom 	<ul style="list-style-type: none"> a. Clallam b. Cowlitz c. Ferry d. Franklin e. Grant f. Grays Harbor g. Jefferson h. Lewis 	<ul style="list-style-type: none"> i. Mason j. Okanogan k. Pacific l. Pend Oreille m. Stevens n. Wahkiakum o. Yakima
Legend	These highlighted regions reflect the county type Achieve More Grant Awardees represent.		

2 businesses are in underrepresented communities and 3 are in distressed areas spanning as far as Eastern Washington

Benton	Kitsap	Snohomish
Clark	Mason	Spokane
Grays Harbor	Pierce	Thurston
King	Skagit	Yakima
Legend	These highlighted areas represent rural communities	

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Achieve More Grant Recipient Region



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Washington MBDA Business Center Accomplishments 2016 - 2021

Key Metrics	Year 1 2016	Year 2 2017	Year 3 2018	Year 4 2019	Year 5 2020	Year 6 Extension April - June 2021	Total 2016 - 2021
\$ Value of Contracts	\$7.5M	\$15.6M	\$22.5M	\$50.8M	\$99.5M	\$5.7M	\$201.6M
\$ Value of Financial Transactions	\$2.2M	\$8.2M	\$17.6M	\$55.3M	\$37.6M	\$11.3M	\$132.2M
# of Jobs Created	110	346	286	427	256	47	1,472
# of Jobs Retained	83	215	253	358	205	53	1,167
New Clients Served	60	51	49	51	45	11	267

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Washington MBDA Business Center Accomplishments 2021 - 2023

Key Metrics	Year 1 2021-2022	Year 2 2022-2023	Total 2021 - 2023
\$ Value of Contracts	\$24.7M	\$47.8M	\$72.5M
\$ Value of Financial Transactions	\$49.2M	\$23.8M	\$73M
# of Jobs Created & Retained	259	439	698
MBE Clients Served	85	138	124 Unique Clients

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Washington MBDA Business Center Accomplishments

- ✓ 2023 Century Club 100+ Score
- ✓ 2020 Century Club 100+ Score
- ✓ Served more than 300 minority businesses since 2016



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Washington MBDA Business Center Contact Information



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