



## **HONOLULU MINORITY BUSINESS ENTERPRISE CENTER**

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Development Agency, U.S. Department Of Commerce**

## **About Us**

The Honolulu Minority Business Enterprise Center (HMBEC) is part of a network of Centers fostering the establishment and growth of minority-owned businesses in America.

HMBEC is partnered with the University of Hawaii at Manoa, Shidler College of Business, under the management of the Pacific Business Center Program.

HMBEC is Federally funded by the Minority Business Development Agency (MBDA), U.S. Department of Commerce.

## **Our Mission**

To cultivate and support the entrepreneurial spirit in the Hawaii minority community: its individuals, businesses and organizations.

## **Our Focus**

Although MBEC will continue to serve as a resource for start-ups and micro-businesses, our assistance is focused toward:

- Business entities with rapid growth potential
- Business entities with current or potential annual revenues of \$500,000 or more

## **Eligibility**

The following persons are defined as socially or economically disadvantaged, and eligible for MBDA assistance:

African-Americans, Puerto-Ricans, Spanish-speaking Americans, American Indians, Native Hawaiians, Eskimos, Aleuts, Hasidic Jews, Asian Pacific Americans, Asian Indians.

# Our Services

## Business Analysis

- Organizational Assessment
- Business Plan Development
- Process Improvement

An Organizational Assessment analyzes the finances, operations and structure of your business to identify strengths, weaknesses, opportunities and threats. This Assessment sets the framework for identifying the type of assistance your business may require.

A Business Plan is an essential tool to set, monitor and accomplish strategic goals and objectives, whether your business is a start-up or has existed for generations. A Business Plan is also frequently a requirement for financing or Small Business certifications.

Identify, analyze and initiate Process Improvement within your organization to develop efficiencies and effectiveness. Process Improvement may examine: lean and green principles, supply chain management, information technology and systems, staffing, Organizational structure, policies and procedures.

## Market Access

- Procurement Guidance
- Small Business Certifications: 8(a), HUBZone, DBE, MBE, WBE
- Market Research and Planning

Through our Procurement expertise and network, seek Federal, State, City and Commercial business opportunities; form partnerships and mentorships that will accelerate your business’s development.

Small Business Certifications increase your market access and competitive advantage. Certify or Register with:

- 8(a) Business Development - SBA
- Historically Underutilized Business Zone (HUBZone) - SBA
- Disadvantaged Business Enterprise (DBE) - DOT
- Minority- and Women-Owned Business Enterprise (M/WBE) - Commercial
- Central Contractor Registration (CCR)
- SBA Supplemental Page (previously, Pro-Net)
- Online Representation and Certifications (ORCA)

Utilize our Market Research and Planning to identify and target new business opportunities with the Government and private sector. Learn to effectively advertise, promote and network your business.

# Helping Minority Businesses Grow!

## Capital Access

- Financial, credit and risk analysis
- SBA and conventional loan preparation
- General financial counseling

Utilize financial, credit and risk analysis tools to understand your business’s attractiveness to lenders and overall financial health. Generate Cash Flow and Breakeven Analyses, Financial and Feasibility Plans.

We’ll help you prepare for SBA and conventional loans by guiding you through the process and performing a final review of financial and application documents. We are also an SBA-approved Technical Assistance Service Provider for the SBA Community Express Loan Program.

We also provide general financial counseling to help you determine the best possible way to access and manage the capital you need. We provide referrals to accountants, attorneys, financial planners, bonding and insurance agencies and other financial professionals.

## Our Fees

The HMbec provides an initial free consultation to qualified minority persons or business enterprises.

For those persons that receive specific business or technical assistance, the fee schedule is detailed below.

Annual Revenues	Hourly Fees
\$0 - \$99,999	\$10
\$100,000 - \$299,999	\$20
\$300,000 - \$999,999	\$30
\$1 Mil. - \$2,999,999	\$40
\$3 Mil. - \$4,999,999	\$50
\$5 Mil. & Above	\$60

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