



Preliminary Outcomes of 2009

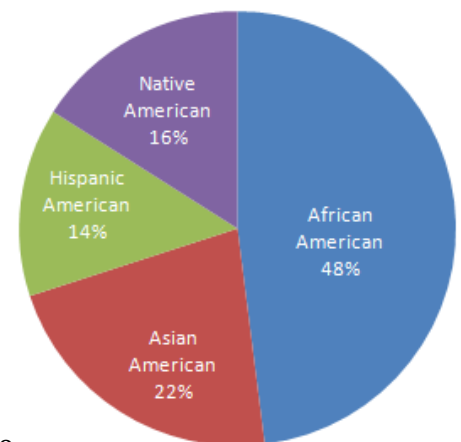
Since its inception in 1971, MEDA has served over 17,500 entrepreneurs of color and assisted in the start-up of more than 440 businesses. We exist to break down the barriers to wealth and self-sufficiency entrepreneurs of color face in building futures for themselves, their families and their businesses. We do this by helping build stable companies that create jobs, new consumers, new corporate suppliers and increase economic activity. **Typically, entrepreneurs of color employ people of color so that the growth and development of these businesses is inextricably linked to the health of minority communities and serve to narrow the racial & economic disparities in our community.**

We provide business consulting, training, leadership development, financing and access to procurement networks. It is when we build businesses of scale that systemic change happens.

MEDA's outcomes for the calendar year 2009 are:

- 502 clients served; 194 new to MEDA in 2009 (37%);
- 136 clients received more than 3 hours of service
- 12,657 hours of client service provided
- 11 small group training sessions, 64 workshops
- 7 MEDA-assisted start-ups created 32 new jobs and project \$2.4 million in first year revenues
- 15 active high potential Pacesetter clients
- 13 active partnerships working on private/public projects through the MEDA Construction Partnering Program
- A web-based MEDA Plan Room for access to project plans
- 23 active mentoring relationships
- \$1,225,600 in financing approved
- 585 government contracts totaling \$129 million in awards to entrepreneurs of color
- 3,664 volunteer hours augmented our capacity to serve our clients
- Launched a new website
- Completed a new three-year strategic plan

2009 Ethnic Breakdown



Return on Investment

Based on the value of new jobs created through business starts, loans portfolio clients and Pacesetter job growth, MEDA returns a minimum of \$11 of economic impact for every \$1 invested.

Economic Impact of Entrepreneurs of Color

Each year, MEDA collects economic impact data from our community of entrepreneurs of color. The 2008 impact data reflected the vital statistics of 176 responding companies and a comparison of 117 which also responded last year. These demonstrates the impact minority business ownership has on our community. (The new survey numbers will be available in April 2010.)

- Total Sales: **\$1.06 billion** (11% increase over 2007)
- Total Employment: **4,146** (10.5% increase)
- Total Minority Employment: **2,378** (8.5% increase)
- 69% said they provide health care benefits to their full-time employees
- 80% of their workforce are paid \$12.00 or more per hour plus benefits
- 84% of clients report volunteering in the community



"helping entrepreneurs of color succeed"

For more information – www.meda.net or 612.332.6332

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