



The future of business is here.

The Enterprise Center Programs

The Enterprise Center (TEC) is a minority business development center that cultivates market-driven opportunities for established and emerging minority entrepreneurs.

The Enterprise Center's **Business Education Department** offers a variety of youth and adult entrepreneurship programs such as:

- Project Great Potential for adult males ages 18 to 25
- Youth + Entrepreneurship = Success (YES) program which is an after school business education program and mentorship opportunity that uses an in-house developed, award winning and globally replicated curriculum.
- Minority Business Plan Competition, which awarded \$85,000 in cash prizes to business plan competition winners.

The Enterprise Center **Community Development Corporation** (CDC) that works in an effort to benefit the Walnut Hill residents.

www.theenterprisecenter.com

Pennsylvania Minority Business Enterprise Center

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Pennsylvania Minority Business
Enterprise Center



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A Federally Funded Program by the Minority Business Development Agency U.S. Department of Commerce Operated by The Enterprise Center

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Background

The region's # 1 leader in minority business development services. Since 2004, PAMBEC has generated over \$150,000,000 in contracts and capital for the growth and development of minority business enterprises. These business have generated thousands of dollars in tax revenue for the region, along with creating hundreds of jobs.

PAMBEC believes that capacity building is the key to developing stable viable businesses. Our unique approach to assessment, service delivery and continuous improvement have allowed us to garner key partners for our client base.

A sampling of partners include: Disney Studios, Drexel University, Sovereign Bank, CB Richard Ellis, University of Pennsylvania, Saint Josephs University, Temple University and Community College of Philadelphia.

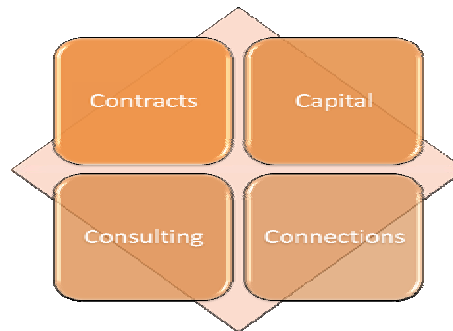
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Business Acceleration – 4C's

PAMBEC has established a unique methodology for accelerating minority businesses, which we call the 4C's of Success.

1. **Contracts:** PAMBEC has helped our clients secure over \$150,000,000 in contracts
2. **Capital:** Our banking partners include; Commerce, Sovereign, First Trust, and Susquehanna Bank.
3. **Consultants:** PAMBEC has partnered with experienced consultants including Deloitte to assist our clients with strategic growth plans, business planning seminars such as Growth and Marketing.
4. **Connections:** The MBDA, an Agency of the U.S. Commerce Department, is nationally recognized as an advocate for minority business. Through this recognition we have been able to establish Nationwide partnerships that benefits our clients.



University Purchasing Initiative

The University Purchasing Initiative (UPI) strives to provide maximum exposure to opportunities for minority-owned businesses to participate at both the prime and subcontractor level for goods and services. Our Purchasing Action Team consisting of University Purchasing Directors and the PAMBEC Team, helps streamline the process to ensure that minority firms are strongly considered for contracting opportunities.

Becoming an UPI Supplier

To become a supplier for various universities, you need to complete a full UPI assessment. This will determine if your company has the capacity to do business with the Universities. PAMBEC cannot guarantee procurement opportunities; however we will work with you to meet the best purchasing officer and find your place in the buying cycle. If your firm does not at present have the ability to handle large contracts PAMBEC will work with you to build your capacity or identify strategic partners who can help you fulfill the contract opportunities.

Participating Universities:

-  University of Pennsylvania
-  Drexel University
-  Saint Joseph's University
-  Community College of Philadelphia
-  Temple University
-  La Salle University
-  Montgomery County Community College