
MINORITY BUSINESS ACCELERATION

In 1989, The Wharton School's Small Business Development Center seeded and launched The Enterprise Center (www.theenterprisecenter.com), which today is a nationally acclaimed resource for minority entrepreneurs and businesses. The Center is headquartered in the building where Dick Clark started *American Bandstand*. Paul J. Mathison, president of **pjmathison**, is a cofounder and director of the Center. The firm has had a major role in many of the most important efforts of the Center, including:

- board governance, including recruitment of board members, adoption & amendment of by-laws, institution of staff performance reviews, activation of board committees, formation of real estate ventures, and negotiation of contracts.
- strategic communication, including drafting & editing of strategic plans, annual reports, press releases, OpEds, fundraising proposals, letters of introduction, web site content, and public testimony, plus the forging of new external relationships.
- federal, state and local government support, including more than \$10 million in grants, loans and other economic incentives for various capital & operating needs.
- design and execution of Center programs, including government procurement training, business plan competitions, Youth + Entrepreneurship = Success (YES) for students, and Project Greater Potential for males aged 18-25.
- host to VIPs, including elected officials, candidates for public office, industry CEOs, foundation executives, and members of the regional and national news media.
- solicitation of cash and in-kind contributions for various purposes, including training programs, an annual awards gala, and *pro bono* consulting assistance (e.g. from a "Fortune 500" retail industry executive to the Center's Retail Resource Network).
- selection of the Center as a site for large conferences sponsored by prominent groups, including a 600-member association of institutional purchasing managers.
- introduction of Center clients to prospective customers (e.g. between a building supply company and a public housing authority which lead to a "six-figure" purchase by the authority).

For profiles of our work experience in other areas, please see www.pjmathison.com.