



## MBDI Backgrounder

### About MBDI

The Minority Business Development Institute is a not-for-profit organization dedicated to helping socially and economically disadvantaged businesses in the construction industry grow through strategic consulting, education, and training in the areas of infrastructure development, operational efficiency, and financial literacy. By working with small businesses to make them surety bond ready, MBDI positions these businesses for long-term sustainable growth.

MBDI was established in 2010 to provide education, coaching, advocacy and support to socially and economically disadvantaged businesses with the goal of securing bonding and increasing their opportunities, productivity and future profitability.

### Our History

The compelling need for an institute to address the lack of capital and financial literacy faced by minority contracting firms received national attention in New Orleans after Hurricane Katrina in 2005. Plans to rebuild the city called for hiring bonded minority-owned construction contractors. Minority contractors were available, and many had the capacity and the character to do the work, but lacked the capital required to finance the jobs, and accordingly, could not get bonded. MBDI founder, David Cayemitte, began working closely with these contractors as owner of The Cayemitte Group (TCG), a national insurance and surety bond brokerage firm. David soon learned how engrained the minority bond problem was on a national basis, and vowed to find a way to create change.

Later in June 2009, the Dormitory Authority of the State of New York (DASNY) launched its statewide Surety Bond/Capital Access Program, providing education and advisory services to minority and women-owned companies. The development of the DASNY Program was a direct response to former Governor David A. Paterson's stated goal to include Minority and Women-owned Business Enterprise (MWBE) firms in New York State's economic development. Conceived and designed by the MBDI team, the DASNY Program became the pilot for the MBDI initiative. This initiative is one of the many ways that MBDI provides a comprehensive education and support-based program with the goal of providing a permanent solution to the bonding issue that has hindered the emerging contractor.

### Socially and Economically Challenged Businesses

MBDI has identified the following types of businesses as socially or economically challenged:

- Minority-owned businesses
- Veteran-owned businesses
- Women-owned businesses
- Certified local businesses

MBDI understands that it has been a challenge for many of these businesses to pre-qualify for surety bonding because of the complex and rigorous requirements associated with the process as well as limited access to capital. The organization believes that by providing these businesses with strategic and economic resources, they can compete sustainably in the competitive construction marketplace.



### Service Offerings and Expertise

Surety bonding is a complex credit-based product that differs widely from traditional insurance. From a social and historic standpoint, these construction businesses have not had access to much-needed capital. They also have not been exposed to the depth of information and guidance necessary to understand the strict requirements, rigorous process and timetables involved in obtaining bonding.

The MBDI team possesses the financial, legal and surety bond experience and expertise to assist this specific underserved population with achieving sustainable success. Most importantly, construction starts serve as a key economic indicator of growth – and so, real impact can be achieved when focusing on construction. MBDI has mounted this national campaign to position the minority contractor community to be ready for workforce development opportunities.

MBDI serves as a strong advocate on behalf of minority, women and veteran-owned construction businesses and designated participants in its programs. Its rich educational platform grows MWBE prime contractors, building their business infrastructure and preparing them to become surety credit-worthy. The focus on sustainable, long-term growth translates into sound economic development.

- **Classroom Instruction**

A comprehensive classroom curriculum with real-time learning options is taught by subject-matter experts and covers a wide range of topics designed to strengthen each firm’s operating infrastructure, management and bonding readiness. Classes have a strong emphasis on achieving financial literacy and operational stability and include intensive QuickBooks training and financial accounting for contractors.

- **Strategic Consulting**

Personalized, one-on-one advisory services help integrate the subjects offered concurrently in the classroom and lead to meaningful application of the material.

- **Bonding Readiness Services**

MBDI utilizes an assessment and monitoring system to periodically assess each participant’s level of “bond-ability” and provide a road map of action steps toward successful bonding.

- **Capital Access Bond Fund**

Key to a contractor’s success is access to external sources of working capital and collateral. A Capital Access Fund would help to address the issue of inadequate capitalization that has posed a longstanding barrier to minority contractor growth.



### MBDI Management Team

**David R. Cayemitte** is the Chief Executive Officer of MBDI. He is also the President and Founder of The Cayemitte Group, Inc. (TCG), which is one of the nation's premiere insurance service and surety bond providers specializing in managing both personal and corporate risks. David utilizes his more than 20 years in the Fortune 100 insurance management area to directly assist his MBDI clients. He can quickly evaluate a contractor's ability to obtain bonding and formulate a plan to overcome obstacles. Through education, training, and strategic consulting, David and the MBDI team enable minority business owners to position their firms to secure bonding in a standard market.

**Liz Duncan-Gilmour, Esq.** serves as Executive Director and Counsel for MBDI. She strategically positions MBDI with partner organizations and various government agencies, and presents MBDI's vision to potential clients and donors. Liz also helps MWBE contractors build generational wealth and bring high-paying jobs home to their communities by integrating her legal and vast organization infrastructure and financial training with her desire to remedy inequities in our society.

### MBDI's Board of Directors

MBDI is governed by a distinguished Board of Directors including:

- **Andre O'Reggio** serves as President of the Board of Directors. Mr. O'Reggio is a Senior Vice President at Marsh FINPRO, a premier global insurance brokerage firm specializing in Executive Liability coverage for Fortune 500 companies. His primary responsibilities include evaluating, designing, and negotiating Directors and Officers, Employment Practices and Fidelity insurance coverage for clients throughout the U.S. and worldwide.
- **Alan Hanson** is Vice President of the Board of Directors. Mr. Hanson is Senior Vice President of Neo Group, where he leads Global Sales and Marketing and development of its Global Analytics. He is also the owner of Invexity Partners, LLC, which develops and manages intellectual property, and also provides surety bonding consulting, brokering and financial analysis services primarily to minority and women-owned firms.
- **Jack A. Callahan** serves as Treasurer of the Board of Directors. With more than 25 years of experience, Mr. Callahan leads CohnReznick's Construction Industry Practice. He has significant knowledge and experience in accounting, corporate taxation and business consulting matters within the construction community.
- **Jacqueline Hill** is the Secretary of the Board of Directors. She has launched her own consulting business, having formally served as the Director of the Pennsylvania Minority Business Center, a federally funded project of the U.S. Commerce Department. Ms. Hill has spent much of her career advancing economic development in minority communities.



- **Christopher Black** is a Board Member at Large. For over 15 years, Mr. Black has acted as President, CEO and Owner of New England Construction Company Inc. (NEC), one of the largest and best-renowned minority-owned construction companies in the New York Metropolitan area.

For more information, please visit [www.minoritybdi.org](http://www.minoritybdi.org).

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