
MINORITY BUSINESS ACCELERATION

The University of Pennsylvania Wharton School's Small Business Development Center in 1989 seeded and launched The Enterprise Center, www.theenterprisecenter.com, today a nationally acclaimed resource for minority entrepreneurs and businesses. TEC is headquartered in the building where Dick Clark started *American Bandstand*. Paul Mathison, president of **pjmathison**, has served as a director and/or volunteer at TEC since its inception. Paul and the firm have assisted on many of the most important initiatives of TEC, including:

- Board governance, e.g., recruiting directors, drafting & amending bylaws, instituting staff performance reviews, activating board committees, forming real estate ventures, and reviewing & approving contractual agreements.
- Strategic communication, e.g., drafting & editing strategic plans, annual reports, press releases, OpEds, fundraising proposals, letters of introduction, web site content, and written testimony presented before government bodies.
- Federal, state and local government support, including more than \$10 million in grants, loans and other economic incentives for both capital and operating needs.
- Design and implementation of TEC programs, including government procurement training, business plan competitions, and entrepreneurship and personal development programs for high school students and males aged 18-25.
- Host to VIPs, including elected & appointed government officials, business CEOs, foundation executives, and members of the regional and national news media.
- Solicitation of cash and in-kind contributions and pro bono professional assistance for multiple client advisory programs, two annual fundraising and award events, and a multimillion dollar food industry incubator subsidiary.
- Selection of TEC as a site for conferences sponsored by prominent groups, including a 600-member association of institutional purchasing managers.
- Introduction of TEC business clients to prospective customers that lead directly to the execution of sales agreements between these parties.
- Assistance with planning and launching TEC's government relations program and its capital formation and community development subsidiaries.

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