

"Community & Business Training, Economic Development, Partnerships,  
Job Creation.....Rural American Indian Communities Moving Forward"



Operated by Southwest Business Development Consultants, LLC Funded by MBDA-U.S. Department of Commerce

# 2019 - 2021

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# ANNUAL CUMULATIVE REPORT

Four Winds Diversified Project

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Operated & Funded By:



## ABOUT THE FOUR WINDS DIVERSIFIED PROJECT

**"Community & Business Training, Economic Development, Partnerships, Job Creation...Rural American Indian & Minority Communities Moving Forward"**

Provide Access to unlimited Opportunities, Access to Capital & Access to Resources & New Markets for American Indian, Alaskan Native, Native Hawaiian & Minority-owned businesses located in the Southwest & Nation Wide.

**Federal Contracting Strategies Training & Coaching**

**Assessment & Certifications:**  
**Federal Set-Aside Programs, SBA 8(a) , HUBZone, WOSB, SDVOSB & Buy-Indian Act Initiatives.**

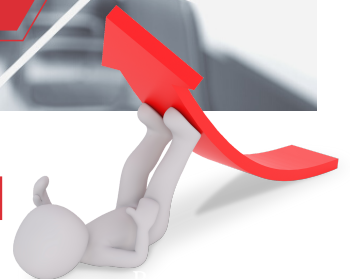
**Quarterly Small Business Training, One-on-One meetings & Strategic Consulting Services.**

### CUMULATIVE RECAP

**\$160,789,914**  
**in contracts & procurements**

**\$98,675,505**  
**in financial transactions**

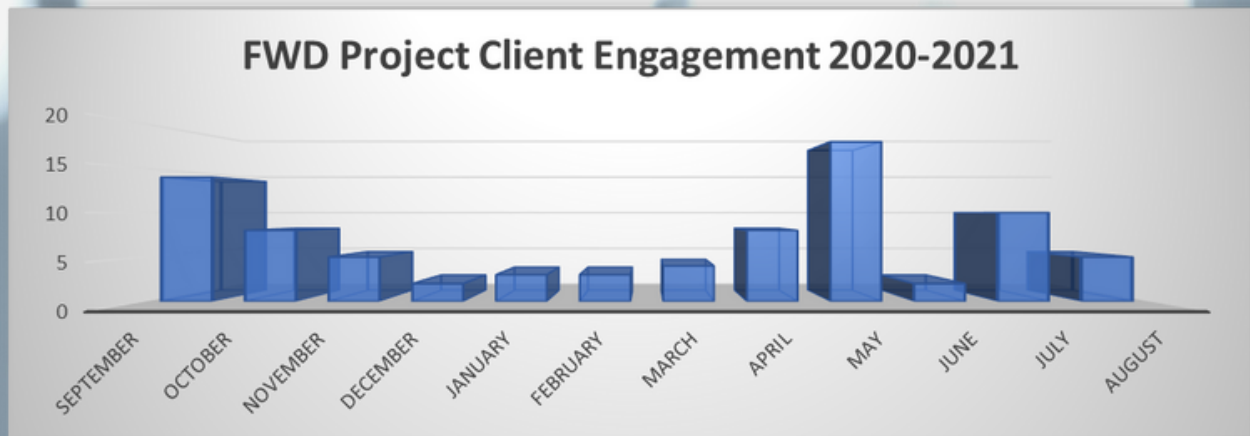
**2,398 Jobs Created/Jobs Retained**



# 40 SUCCESS STORIES SHOWCASED TO DEPARTMENT OF COMMERCE



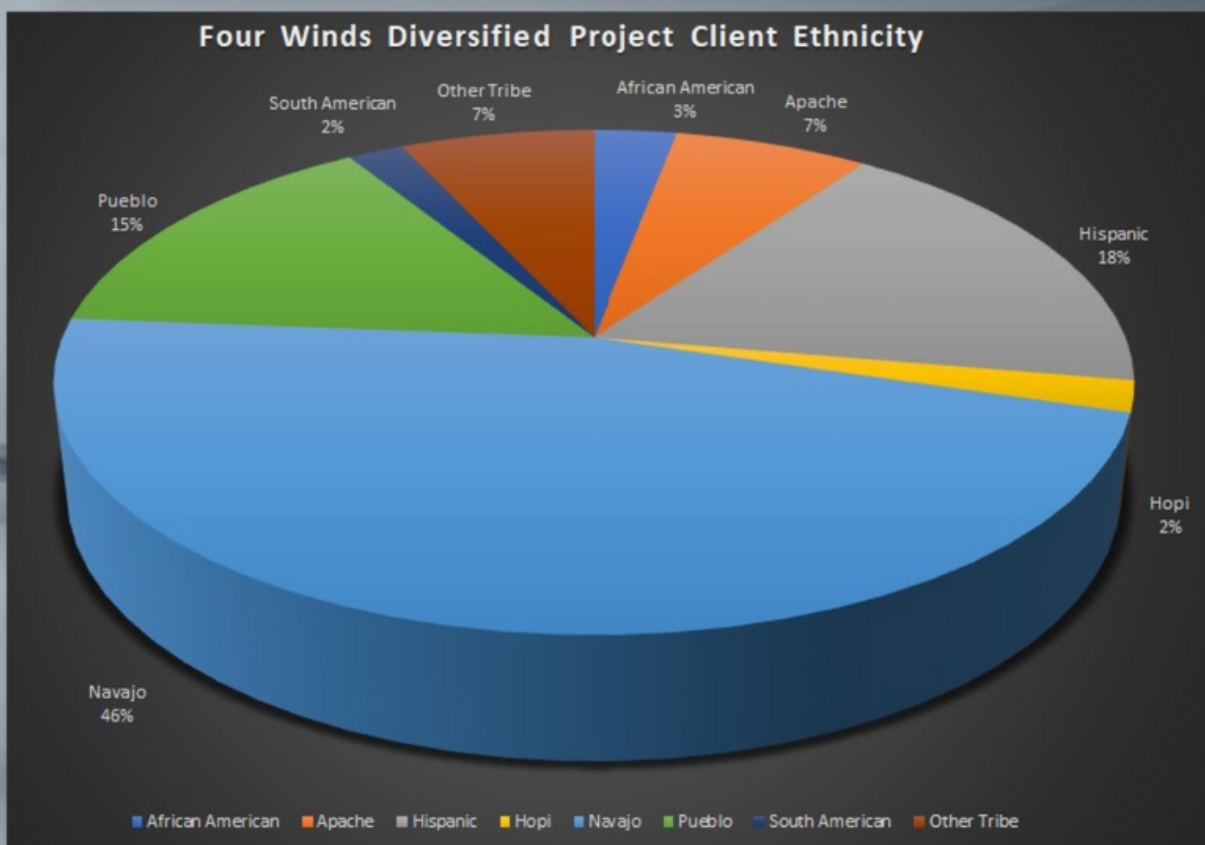
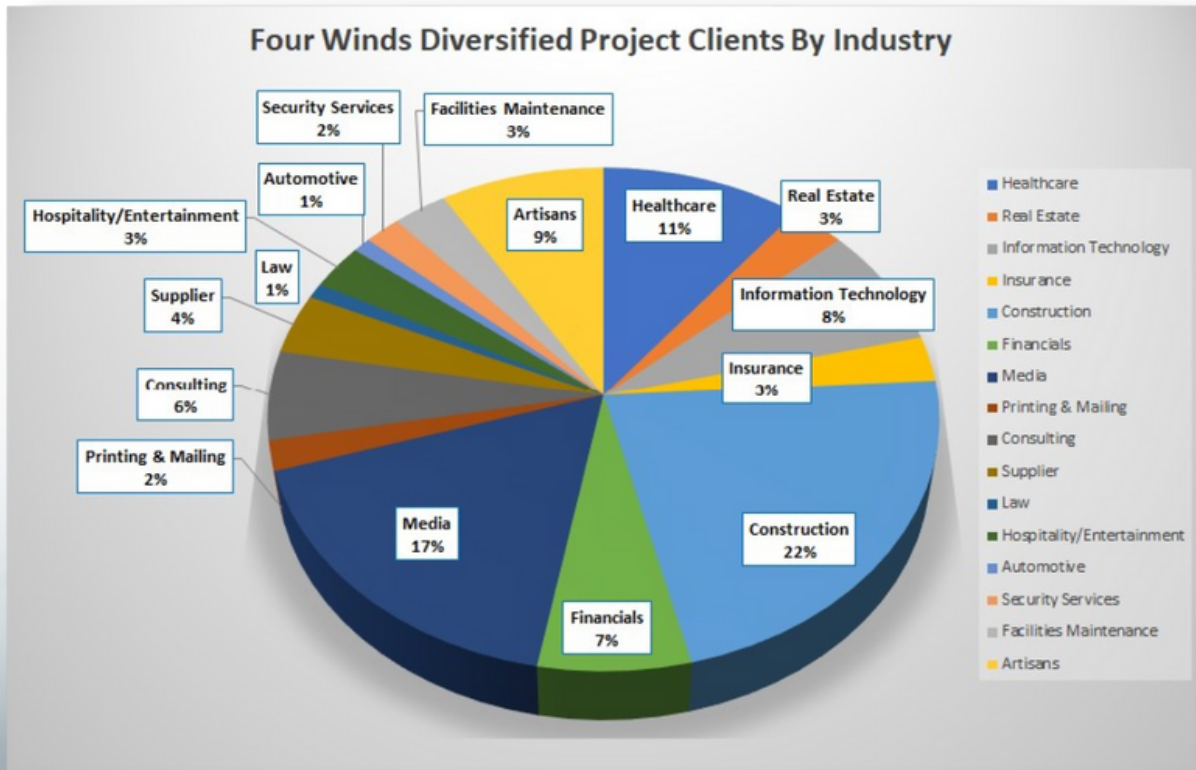
**150 businesses served**



**EIGHT TRAINING SESSIONS  
700+ PARTICIPANTS**



# CLIENTS BY INDUSTRY & DIVERSITY



# Innovative Solutions

The COVID-19 pandemic has shed light on both the financial fragility of MBE's and the accelerated shift to digital. The FWDP team is enhancing and expanding the added value they provide to their clientele by providing a unique approach that will assist in maximizing their clients brand awareness and digital impact in their markets. By utilizing updated technology and software applications, the FWDP team is currently producing high quality HD video formatted 'virtual success stories'.

"The FWD Project goal is to develop strategies to address job creation barriers within minority-own small business communities."

## Best Practices

FWD Project adapted to the current drastic changes of the uncertainty of the economy following the Covid-19 pandemic. With a significant decline in revenue since March 2020 for the entertainment, food service and hospitality industry, the FWD Project staff focused on sustainable federal, state and local opportunities for their clients in addition to coaching and preparing their clients to compete within the government sector.







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*It is through such partnerships that among many significant business values, the Four Winds Diversified Project finds another agile and prestigious Partner in The Loan Fund.*



*The Four Winds Diversified Project is proud to announce The Loan Fund's sponsorship for the procurement matchmaking software. This strategic partnership will provide unprecedented opportunities to minority-owned businesses, increasing their competitive advantage and their capabilities to create jobs. This partnership assists firms that show promise of growth and sustainability in today's marketplace.*

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