

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



FOUR WINDS

Diversified Project

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



The *Four Winds Diversified (FWD)* Project “Community & Business Training, Economic Development, Partnerships, Job Creation..... Rural American Indian & Minority Communities Moving Forward.”

A project funded by the Minority Business Development Agency (U.S. Department of Commerce) and is operated by Southwest Business Development Consultants, LLC in partnership with Data Management of New Mexico, LLC. The project provides Access to unlimited Opportunities, Access to Capital, and Access to Resources & new markets for American Indian, Alaskan Native, Native Hawaiian and Minority-owned Businesses located on Southwest rural reservation lands and local community areas. There is no cost for our core services, which will focus on Entrepreneurship, Small Business Training, Federal Set-Aside Training & Coaching, Community & Economic Development and Small Business Resource Referral/Identification. Minority Certification Services are fee based. The purpose of the Project is to provide the following services & resources:

- 1. Federal Contracting Strategies, Training & Coaching. Assessment & Certification Services for Federal Set-Aside Programs such as the SBA 8(a) Certification Program, HUB Zone, WOSB, SDVOSB, & Buy-Indian Act Initiatives**
- 2. Quarterly Small Business Training, One-On-One Meetings & Consulting Services**
- 3. Access to Opportunities / Access to Resources / Access to Capital**

To schedule an Initial Consultation with our professional staff please contact:

Michael D. Peacock
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Darla M. Jones
Project Manager
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Michael D. Peacock, C.E.O. & President

Southwest Business Development Consultants, LLC

Project Role: Project Operator & Senior Business Strategic Consultant

Mr. Peacock's entire business life has been dedicated to serving American Indian & minority-owned businesses and his passion is to be an inspiration, role model and mentor to local communities in building self-sufficiency and empowerment. Mr. Peacock possesses a B.B.A. Degree from the College of Santa Fe with concentrations in Accounting and Business Management and he is a 2008 Graduate of Tuck School of Business at Dartmouth – Building a High-Performing Minority Business – MBDA Partnership Program. Mr. Peacock possesses over 30 years of experience in providing comprehensive business, community, and economic development services to individuals, businesses, organizations and tribes throughout New Mexico and the United States through his past and current affiliations with the New Mexico Native American Business Development Center and the National Center for American Indian Enterprise Development – Native American Business Consultant Program, Management Consulting Services Program and Marketing & Procurement Services Program. He is an enrolled tribal member of the Pueblo of Laguna (New Mexico) and Seneca/Mohawk tribal descent.



Darla M. Jones, Project Manager

Southwest Business Development Consultants, LLC

Darla M. Jones serves as the Project Manager for the Four Winds Diversified Project and Southwest Business Development Consultants, LLC. Her main role is engaging new clients, provide access to capital, resources and new markets for American Indian, Alaskan Native, Native Hawaiian & Minority-owned businesses located in the Southwest rural reservation lands and local communities. Ms. Jones' focus is promoting entrepreneurship, small business training & coaching, assessment & certification services for Federal set-aside programs. She also Directs, Edits and Produces the Four Winds Diversified Project Virtual Success Stories and client video content. She has co-owned a chauffeur transportation company and possesses eight years of experience as a Business Consultant with the New Mexico Native American Business Enterprise Center, Minority Business Development Agency. She has served as a board member for the NM Diversity Leadership Council and is an avid volunteer for the Albuquerque Public School Community Diners. Ms. Jones is Dine and Iroquois decent and is an enrolled member of the Navajo Nation.



Teaming Partner – Russell F. Pedro, President / CEO

Data Management of New Mexico, LLC

Project Role: Senior Business Certification & Training Specialist

Russell F. Pedro, President & CEO of Data Management of New Mexico, LLC. is a member of the Pueblo of Laguna, one of the 19 Pueblo Tribes of New Mexico. Mr. Pedro possess over 18 years' experience in providing comprehensive business and economic development services and training to individuals, minority and women-owned business, our Native youth, Native American Tribes and Tribal Organizations in New Mexico and across the United States through past affiliations with the Minority Business Development Agency (MBDA) Native American Business Development Center Network.



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