



FUTURE

NOW

U.S. Department of Commerce / MBDA
Minority Business Development Agency

Emerging Small Disadvantaged Business: Transition to Readiness

***Racial Equity, Climate & Economic Inclusion
Resilient Workforce-TechTransfer & IJA Build***

DOD Mentor Protege Summit 2023

Tues., Mar. 28th, 2023 3:15pm-4:15pm

Ron Uba, Senior Bus. Dev. Spc.

Ruba@mbda.gov



MBDA CELEBRATES
NATIVE AMERICAN HERITAGE MONTH
[CLICK HERE FOR MORE INFORMATION](#)



**MINORITY BUSINESS
DEVELOPMENT AGENCY**
U.S. DEPARTMENT OF COMMERCE
www.mbda.gov

(202) 482-2332



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U.S. Minority Business Development Agency



@Minority Business Development Agency - U.S. Department of Commerce

1401 Constitution Avenue, NW ■ Washington, DC 20230

Access to Contracts, Capital and Global Markets



Acting Supervisor Business Development

Team Lead Access to Contract Acquisition

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Minority Business Development Agency

US Department of Commerce

www.mbda.gov

MOBILIZING PARTNERSHIP AND CAPACITY BUILDING

- ARRA \$2.1B Hartford Clean Water EPA Metropolitan District Water Commission Utilities **WORKFORCE / WATER INFRASTRUCTURE**
- **COVID-19 Task Force DLA/ NDRP** Set Aside **Emergency Kits**
- NCAIED Native American / Alakan Native Hawaiian Pacific Islanders RES Conference for **TRIBAL** and **INDIGENOUS TIES**
- Brookhaven National Lab DOE NASA SBIR TechTransfer **INNOVATION**

STRATEGIC EXPANSION INITIATIVES

- GSA NOAA/DOC **WH Sustainable Green Energy Land Grant**
UDC USDA Hydroponics Summit – Aquaculture Interagency
COMMITTEE Fresh Farm to Markets **FOOD INSECURITY**
- NTIA /ED - HBCU, TCU Broadband Data Interagency **DIGITAL DIVIDE**
- DOD, PTAP, DOJ , VA, National Guards- Military Base Fort Detrick (Baltimore) & RedStone Arsenal / FLC (Huntsville,AL) - **VETS/ SDVO SB**
- SIEMENS Commuter and MASS Rail Transportation Manufacturing and Construction Infrastructure – **SMART CITIES**

MBDA: Then & Now

MBDA FORMATION MILESTONES

1969

Executive Order 11458 creates the Office of Minority Business Enterprise (OMBE).

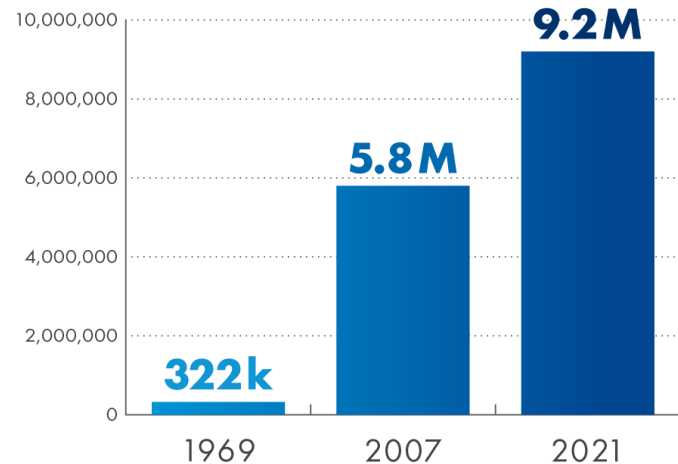
1979

The Office of Minority Business Enterprise becomes the Minority Business Development Agency.

2021

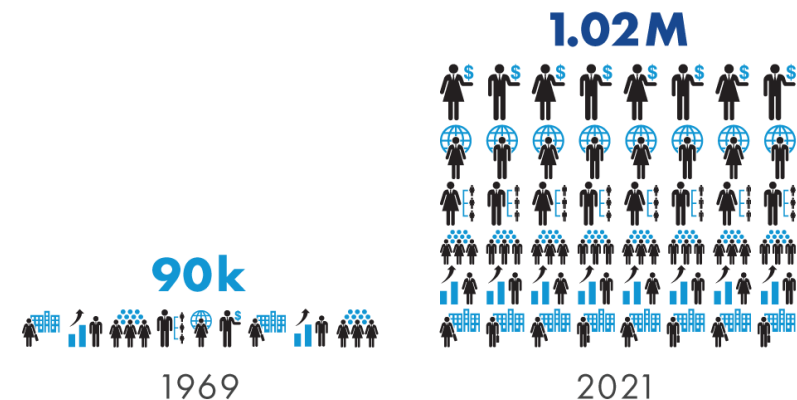
President signs bill making the **Minority Business Development Agency PERMANENT.**

MINORITY-OWNED FIRMS IN THE U.S.



MINORITY-OWNED EMPLOYER FIRMS

(i.e., having one paid employee or more)



THE MINORITY BUSINESS DEVELOPMENT ACT OF 2021



The Minority Business Development Act of 2021 was signed into law as a part of the Bipartisan Infrastructure Law. The passage of this historic legislation means MBDA is permanent and will be expanded and elevated. This action allows the agency to increase programs and outreach to the Nation's more than 9 million minority-owned businesses. The Act also:

- Creates a presidentially appointed and Senate-confirmed **Under Secretary of Commerce for Minority Business Development** to lead the agency.
- **Increases the MBDA's grant-making capacity** to partner with community and national nonprofits engaged in private and public sector development, as well as research.
- Mandates the creation of the **Parren J. Mitchel Entrepreneurship Education Grants Program** to cultivate the next generation of minority entrepreneurs on the campuses of HBCUs and MSIs across the Nation.
- **Creates a council** to advise the Under Secretary on supporting MBEs; and
- Authorizes the Under Secretary to **coordinate federal MBE programs.**

U.S. MINORITY BUSINESS GROWTH

There are more than

9.2 MILLION

minority-owned businesses in the United States



Employing more than **8 million** people

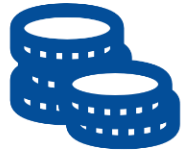


Generating more than **\$1.8 trillion**
in revenue annually

Minority Business Enterprises:

- **Expand the U.S. economy**
- **Strengthen local communities**
- **Support greater job creation**

OUR IMPACT



Access to Capital

MBDA connects entrepreneurs to private lenders, including banks, mutual funds, and investors.

With the Agency's support, minority-owned businesses gained access to **\$708 million in capital** in FY21.



Access to Contracts

MBDA produces and promotes information for and about MBEs.

In FY21, MBDA helped minority-owned businesses secure more than **\$2 billion in contracts**.



Access to Markets

MBDA positions minority-owned businesses to perform in high growth industries, emerging markets and global supply chains.

The Agency helped MBEs facilitate more than **\$330 million in export** transactions during FY21.

Executive Orders #13985, #14008 and #14036



A screenshot of a web browser displaying the 'Office of Economic Impact and Diversity' page on energy.gov. The browser's address bar shows 'energy.gov/diversity/office-economic-impact-and-diversity'. The page content includes a large circular logo for 'Equity in Energy' featuring a handshake and energy icons. To the right, there are two smaller images: one titled 'Promoting Energy Justice' showing a group of people holding a sign in front of a stone building, and another titled 'Environmental, Climate and Energy Justice at DOE' showing a person's silhouette with a raised fist against a sunset background. The Windows taskbar at the bottom shows various open applications and the system clock indicating 11:12 PM on Sunday, 11/14/2021.

Strategic Focus and Dual Use Technologies



Funding Sources:

Infrastructure Act Passage

- www.DOC.Gov **\$1.6 Billion MBDA** , **\$3.0 Billion EDA** , **\$1 Billion NTIA**
- **\$40.2 Billion USDA/ DOE / NTIA / NOAA / GSA Alliant GWAC Set Asides** Vertical Farms Satellite Annual OSDBU, , Solar Integrated Cool Cube Storage, Climate Data IT Track www.USDA.Gov www.GSA.gov
- **\$2.1 Billion ARRA Metropolitan District Commission** EPA/ MBDA/DOC / GSA/ DOL Clean Water Street Construction www.THEMDC.com
- **Commercial Innovation - Consumer Electronics Show** www.SBIR.gov
- **Mentor-Protégé NIH, HHS, HAS, CDC, FDA – COVID-19** www.HHS.gov
- **CDC /FDA / EPA / DHS Mask-Mandates HEPA Filters Bldg. Mgmt, Diversity Alliance** Pharma, Medicine, Tele-Health www.CDC.Gov
- **Align \$4- \$11 Billion NIST/ DOL/ GSA / DOT Tri-State Reg'l Air-Sea- Rail Transit, High Speed, Light Rail & Stadium Build** www.DOT.Gov
- **COVID-19 TASK FORCE Set Aside Contracts Storm Recovery U.S. Department of Defense /DLA/ National Disaster Plan** www.DLA.Mil
- www.DOD.Mil www.USACE.Mil www.NAVY.Mil www.USAF.Mil

INCLUSIVE INNOVATION INITIATIVE

The rate of MBE patent holders equal or exceed non-minority firms in 14 of 19 industry sectors.

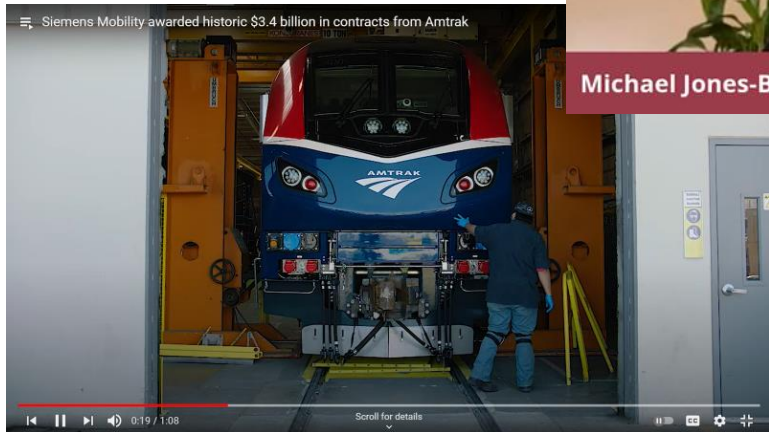
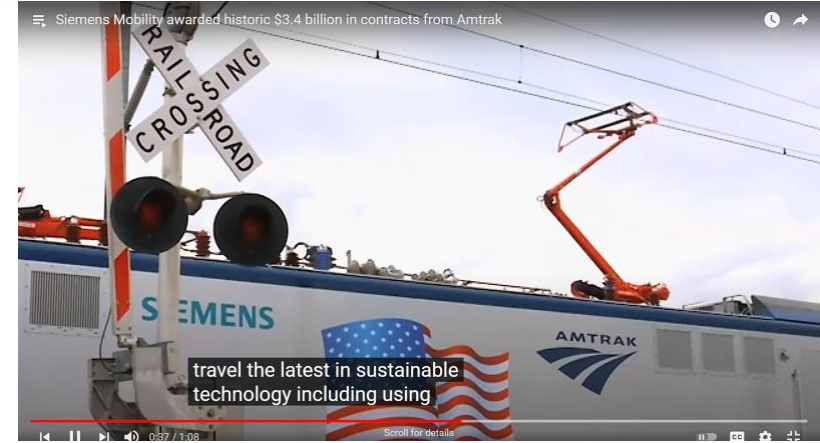
- Launched in 2016, **the Inclusive Innovation Initiative (i3)** connects MBEs with the information and resources they need to leverage emerging technologies and grow their businesses.
- The **MBDA InVision Tour** launched in 2019 to connect minority **industrialists** and **innovators** to agencies and programs like:
 - Small Business Innovation Research funding
 - License agreements
 - Cooperative Research and Development agreements
- The **2021 InVision Tour focused on space industries** with support from the Small Business Administration, NASA and the Federal Laboratory Consortium.



Investing in Workforce, Capacity and Expansion



Michael Jones-Bey



DC to Boston Rail Moves 20% of US Economy
 NY-NJ States \$32-36 Billion Construction Spend

- COSTS: \$16 Billion Cost Split btwn NY- NJ Agreed
- **AT-RISK: \$19 Billion 72,000 Workforce Jobs Creation/Loss**
- CURRENT PROGRAMS DIG READY
- FUNDS: \$11 Billion US Congressional Appropriation
- **SET ASIDE: \$3.2 Billion DBE & M/WBE under represented**

Mar. 29, 1979, President Jimmy Carter set May 4th as 1st Presidential Proclamation 4650 AAPI contributions for **Asian Heritage Week** in Science, Arts, Industry, Government and Commerce

In 1992, Hon. Norman Mineta ushered the Week to Extend thru Month of May.

TOP AAPI Growth Industries

- Professional Science & Tech
- Tourism & Food/ Beverage
- Resort Mgmt. & Hospitality
- Retail & Specialty Mfg
- Healthcare & Social Asst.



- 555,638 MBE's** are **AAPI**
- AAPI's Acct for 40%** of Minority Owned Businesses
- **58% of AAPI's** generate 1/2 of \$1.4 Trillion MBE revs.
- **\$814 Billion** Avg. Amount per year last two years
- **4.6 MM Jobs** Created by AAPI employers
- **\$1.4MM** Avg Amount Receipts generated
- **22.9 MM AAPI's** = **7%** US Pop. Asian Americans
- * High 17% in CA
- * Low 2% in WY



Access to Capital –ECO SCOPE

Office Of Business Development

August 9, 2021

Office of Business Development Snapshot - Today

Senior Advisors are subject matter experts in three fields, contracts capital and global markets

Senior Advisors reside in The Office of Business Development (OBD). OBD is the core of the agency and it's responsible for activities that results in the agencies federally obligated goals being met

OBD SA's build relationships and programs to expand the agencies mission addressing the needs and impediments of the business segment

SA's are located at headquarters and provide national support to the Business Center Network, domestic and global programmatic partners and stakeholders

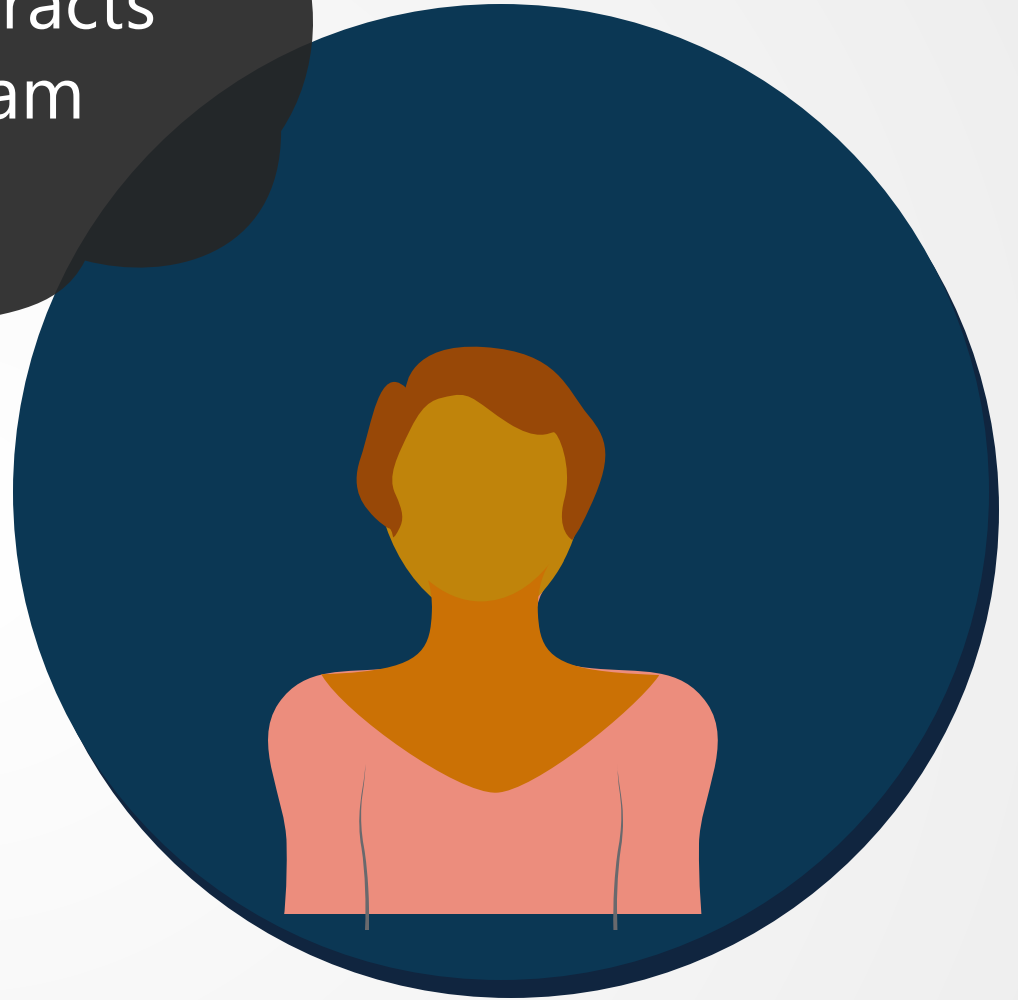
OBD SA's align with cultivation for return on investment (ROI) to contribute to the nation's economy by job creation, job retention, and the growth of minority businesses.

OBD SA's are aligned to the agency's strategic plan and mission and is responsible for program generation during each fiscal year





Ron
Uba



Angela
Washington

ECO-SCOPE

ECO-SCOPE is a systematic approach to collaboration building, utilizing, integrating resources regionally to benefit to the MBE business segment.



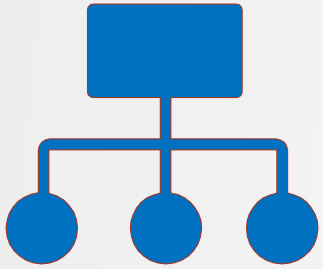


WHY Eco-Scope and Why Now

ECO-SCOPE is a systematic approach to collaboration building, utilizing and integrating MBDA Equities Across a digitized platform to benefit to the MBE business segment.

- Eco-scope is a group project developed by the Senior Advisor/Business Development Team
- Response to a call to action for short and long term priorities, specifically to support the agency's programmatic activities
- Build the framework for the ECO-Scope over the ten-month rotational assignment to create digitized and interconnected ecosystems comprised of MBDA's unique equities and program investments.
- Each team member equally contributed to the development of the innovative concept and will work collaboratively to accomplish the project goal.

Eco-Scope Pillars



Programs



Partnerships



Service



Clients



Outcomes

Five Key Areas that are duplicated across an ecosystem

Key Areas Defined

Programs

To support the Eco-Scope, the governance of MBDA's programs & activities is the key nexus point in establishing the new framework for the establishment of outcome-based activity. National Partnerships aligned with MBDA programmatic equities define how activities are established and how they are administered across the ecosystem.



Outcomes

Valuation of coordinated outcomes including ecosystem partners working in tandem with MBDA programs. Outcomes will explore the capabilities of MBDA programmatic equities and multiplied outcomes. Performance metrics will be matriculated for establishing, measuring and reporting requirements.

Partnerships

Partnerships align national resources to MBDA's national programmatic equities. Partnerships heighten MBDA's reach by coordinating national resources organizations across the ecosystem, deviating from a high touch to a mass penetration model.

Services

Services are a collective of engagements/assistance amongst partners internally and externally though out the Eco-Scope to include MBDA's National Programmatic Equities.

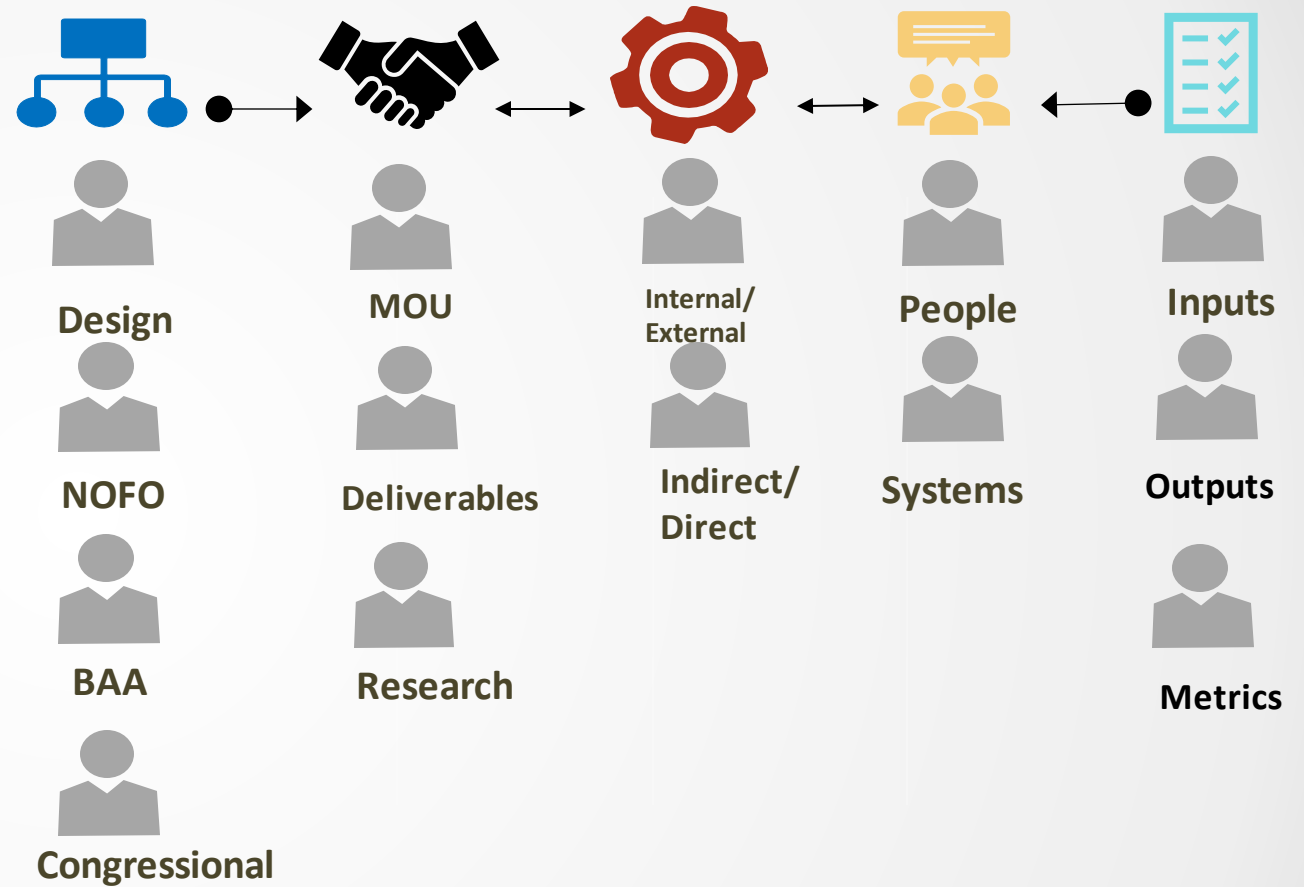
Client/Capacity/Integration, Alignment and Connectivity

Establishes the characterization of targeted MBEs based on MBDA programs and services; Analyzing MBDA target clients to access resources, develop strategies and buyer/ seller goals to funnel MBEs to the appropriate partners for mass penetration to connect

Eco-Scope Administration- Governance



Senior Advisor TEAM



Capital Team

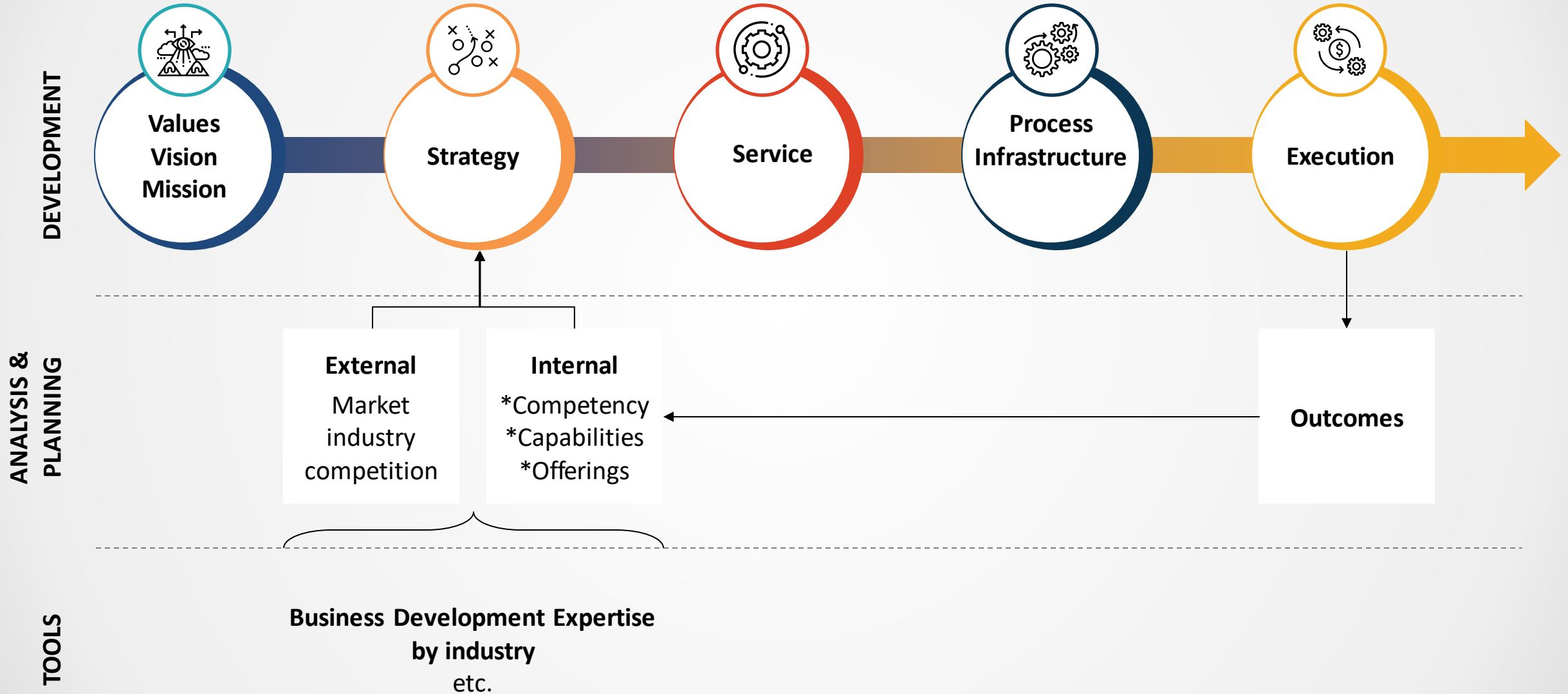


Contracts Team



Global Markets Team

OBD SA Activity Model Model



Key Issues with Minority Businesses Accessing Contracts (Sticky Notes)



#1

- ✓ Task Order Financing
- ✓ Past Performance and Bonding
- ✓ Multiple award's and IDIQ's



#2

- ✓ Acquisition Forecast Trends.....
- ✓ Registration Procurement Ready Credentialing and Licensing
- ✓ SBA / OMB Policy Analysis



#3

- ✓ Market Research
- ✓ Barriers to Market (Term Limits)
- ✓ Acquisition Planning Processing and Teaming



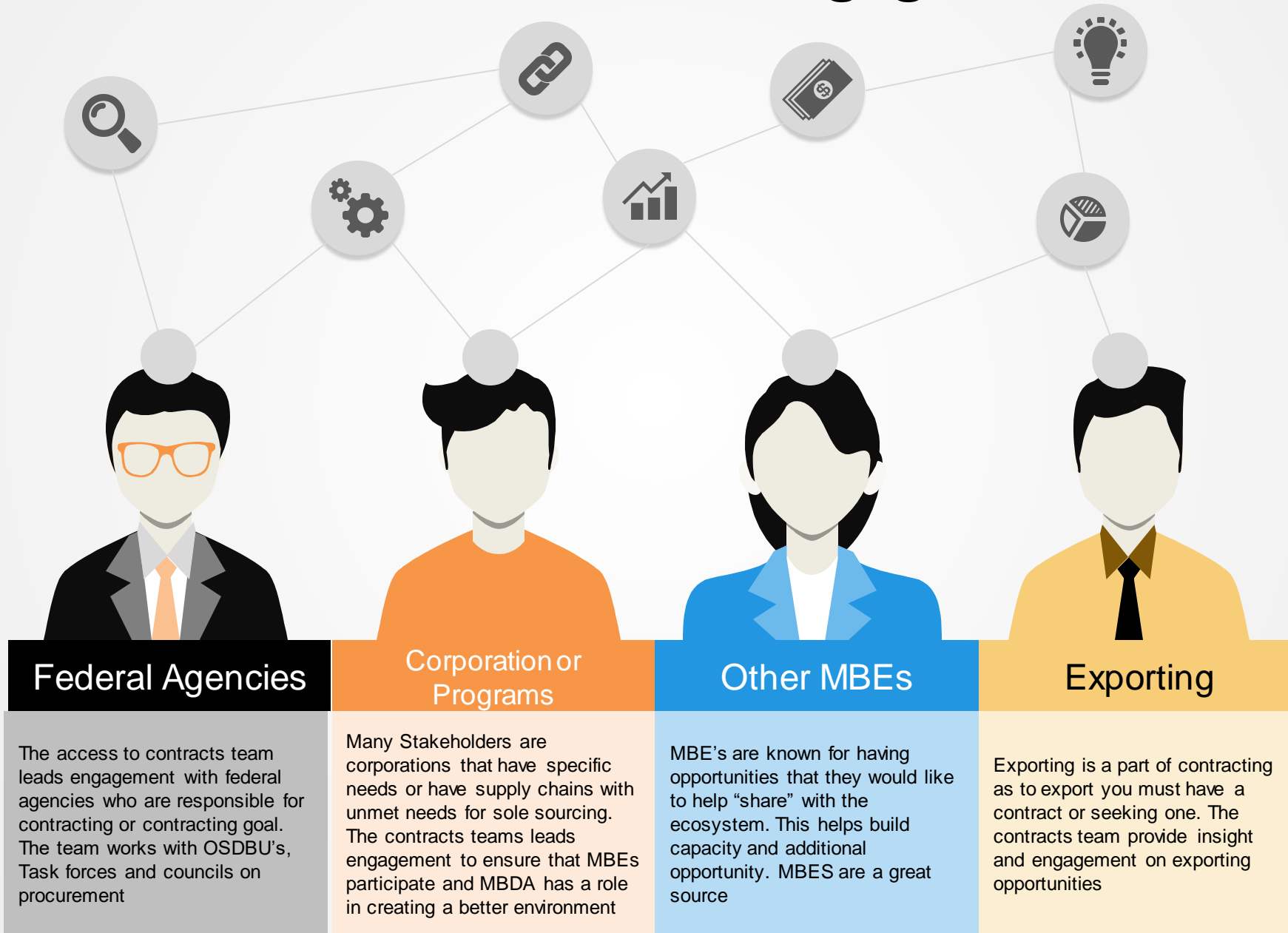
#4

- ✓ Category Management Goals
- ✓ Simplified Acquisition Procedures and Thresholds
- ✓ Sole Sourcing / Set Asides.....

Sample Micro Eco-Scope for Access to Contracts



Access to Contracts Stakeholder Engagement



How we Accomplish our Goals

Access to Contract Activities

MBDA provides:

- Identification of procurement opportunities
- Solicitation analysis
- Bid and proposal preparation
- Research contract award histories
- Post-award contract administration
- Central contractor registration
- Certification assistance

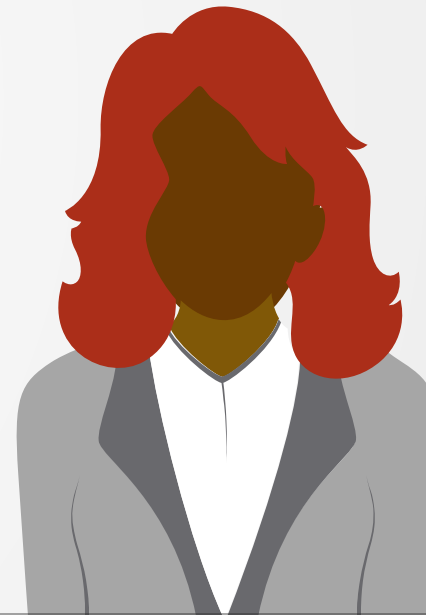
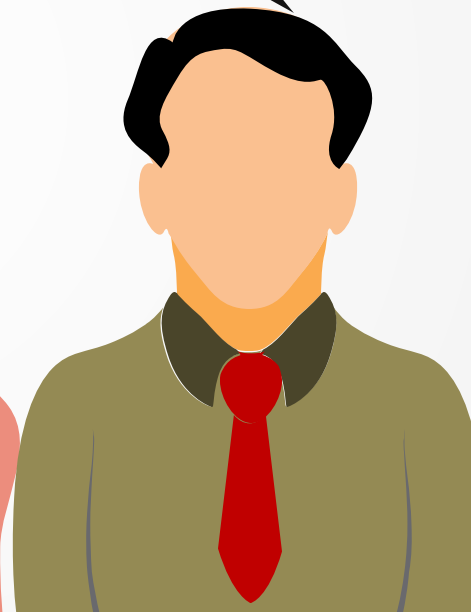
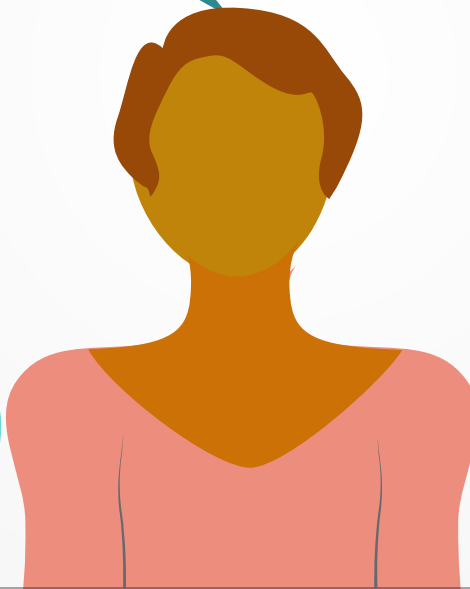
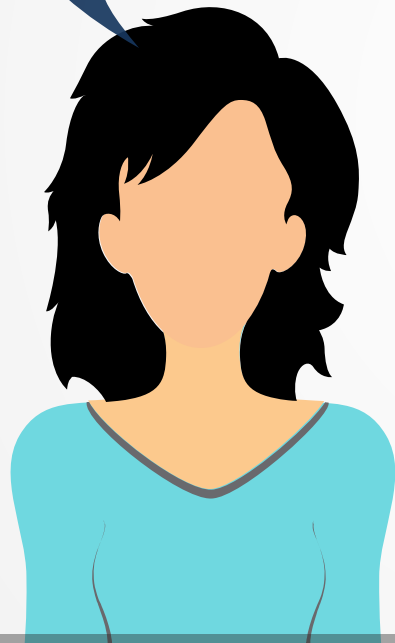
Jean-
Robert

Gabriela

Angela

Ron

Carmen



Q&A

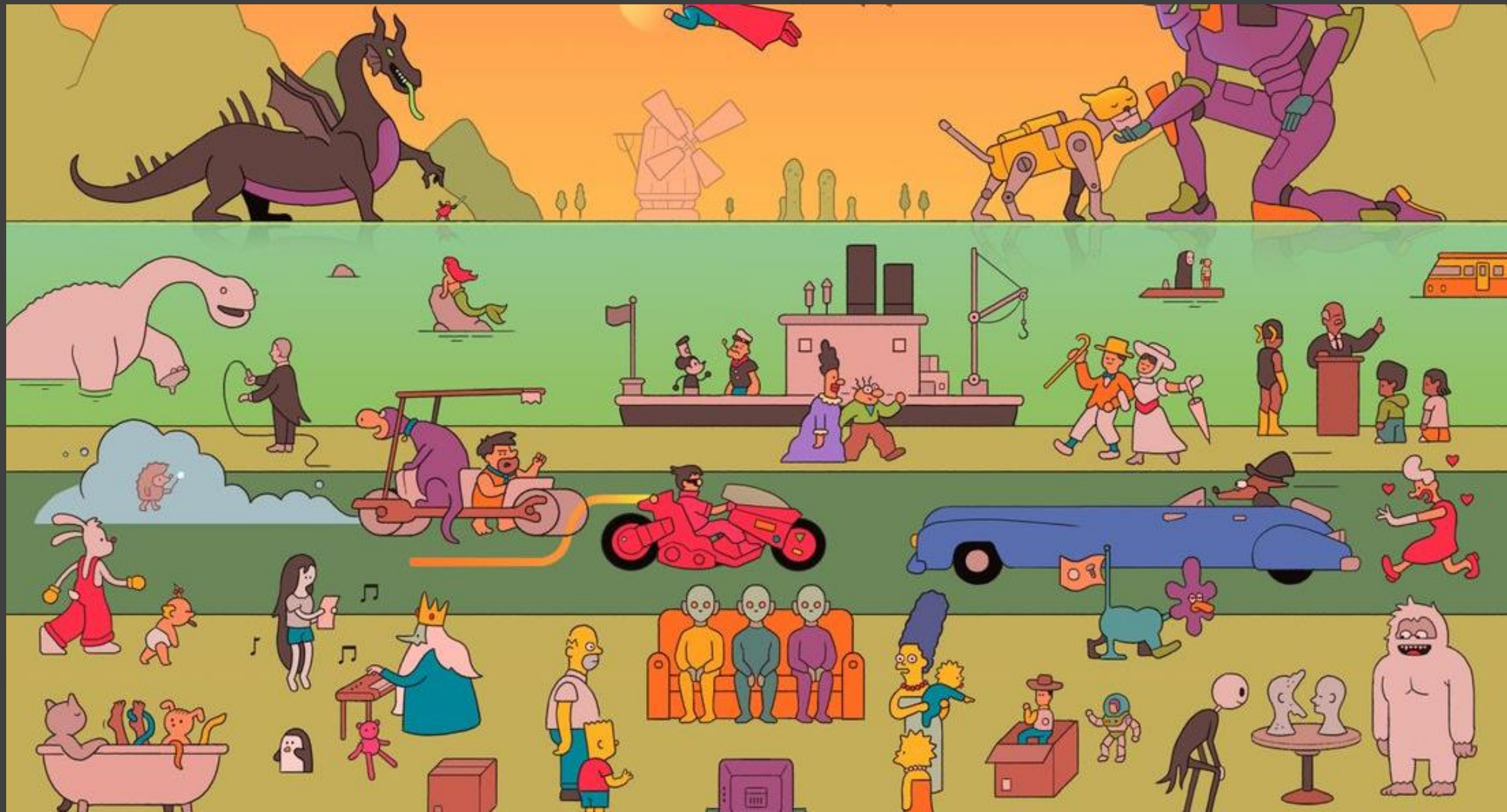
Ron Uba, Senior Business Development Specialist

In 2020 the BIA- Only 574 Federally Recognized Distinct Tribal Groups of various Native American Backgrounds and Regions

- 1.65% of US Pop. 2019
- In 36 States, 231 in AK
- In ND 4 Tribal Colleges

“ PAST IS PROLOGUE”

- COVID-19 PIVOT
- SOCIAL CIVIL UNREST INCLUSION – CANCEL CULTURE
- ACCESS to Underserved, Underrepresented, Underutilized
- SUCCESSION PLANNING
- LIFE CYCLE - PARITY
- LIMITED SERVICE CAPACITY AND OPPORTUNITIES
- Clean Water
- Energy Sourcing
- Food Insecurity
- Legal Enforcement, Property Rights and Shelter in Place
- Medicine , Health and Safety
- Bridge Data Digital Divide Gap
- Using Technology to Re-Skill and Bring New Value/Life Needs



THANK YOU – DOD Mentor Protege Summit 2023!

* Mr. Karem Sykes\ Ms. Kacey B. Diaz CivOUSD A&S\Ms.Monica Pendergrass DM

*Mr. Andres Chong-Qui Torres, Dir. Neighborhood Partnerships\Ms. Ann Ngo
USEC Maj., Don Cravins, Jr., Esq. USDOC / Ms. Joann Hill, OBD Chief MBDA



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