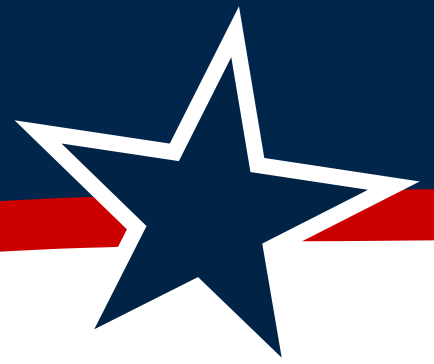


# U.S. Department of Commerce Minority Business Development Agency



*“Over the past 40 years, minority-owned businesses have grown from 300,000 to nearly four million today. It’s time for America to get back to basics and empower the doers, the builders, and the entrepreneurs to start growing and innovating again.”*

Commerce Secretary Gary Locke

*“Government contracts can play a key role in helping small businesses turn the corner in terms of expansion and job creation, but make no mistake, the benefits the government receives are equally as impressive.”*

SBA Administrator Karen Mills

## **Stakeholders Outreach Initiative (SOI)**

### American Recovery and Reinvestment Act (ARRA) Contracting

On July 30, President Obama and Vice President Biden asked the U.S. Department of Commerce and the U.S. Small Business Administration (SBA) to co-lead an effort designed to ensure that minority businesses, small businesses, and firms owned by women and veterans have greater access to federal government contracting opportunities.

#### ***What is the Stakeholder Outreach Initiative?***

- The initial 90-day Stakeholder Outreach Initiative is focused on Recovery Act contracts, which provide a great opportunity to renew the overall commitment to contracting with minority businesses, small businesses and businesses owned by women and veterans.

#### ***Why is this important?***

- To achieve maximum economic growth, all small businesses must participate in the economic recovery of the United States.
- Contracting with firms owned by minorities, women, and veterans, as well as with small businesses, is “win-win.”
  - ***Businesses benefit*** with increased sales, capacity, and job growth.
  - ***Federal government benefits*** from working with some of the nation’s most innovative, nimble, responsive companies.
- In recent years, the federal government has not reached its small business contracting goals. Enhanced outreach efforts will help engage small businesses as partners with the government.
- Minority businesses are owned and operated by the fastest growing segment of the population and offer a competitive advantage to working in diverse communities.

#### ***What will take place during this 90-day initiative?***

- **Outreach events:** Federal agency procurement officials will hold or participate in more than 200 events over the next 90 days to share information on government contracting

opportunities, including those available under the American Recovery and Reinvestment Act.

- **Training:** SBA has developed an online training module ([www.sba.gov/training](http://www.sba.gov/training)) to help businesses understand the federal procurement process. And, through 50 regional offices around the country, MBDA offers one-on-one workshops and training for minority-owned businesses to help educate them about federal opportunities ([www.mbda.gov](http://www.mbda.gov)).
- **Agency activities:** In addition to the 200 outreach events, agencies will work to:
  - **Make procurement information available and accessible** through [recovery.gov](http://recovery.gov), and promote [fedbizopps.gov](http://fedbizopps.gov) as a database that businesses can access contracting opportunities,
  - **Reach out to organizations and networks** that support small businesses and businesses owned by minorities, women and veterans at conferences,
  - **Reach out to prime contractors** to encourage them to place a special emphasis on providing subcontracting opportunities to businesses owned by minorities, women and veterans, as well as small businesses, and
  - **Track their agency's progress** on reaching small businesses and businesses owned by minorities, women, and veterans.
- **State contracting:** SBA and MBDA are working with state Recovery Act coordinators to identify state contracting opportunities for minority-, women-, and veteran-owned businesses as well as small businesses.
- **The Commerce Department's Minority Business Development Agency (MBDA)** funds Business Development Centers nationally to assist with the start-up, expansion and development of minority-owned firms. Minority Business Enterprise Centers (MBECs), Native American Business Enterprise Centers (NABECs), and Minority Business Opportunity Committees (MBOCs) are designed to identify business opportunities and leverage existing programs to increase market access for minority-owned firms.
- **The Small Business Administration** offers training and counseling through its partners – Small Business Development Centers (SBDC), Women's Business Centers (WBC), and the Service Corps of Retired Executives (SCORE).

#### *How are we currently doing?*

- **Small Business Involvement:** As of September 4, 2009, 23.1% of federal agency Recovery Act contracting dollars, totaling \$2.5 billion, have gone into the hands of small businesses
- **Minority-Owned Business Participation:** 14.1% of ARRA contracting dollars have gone to minority-owned firms
- **Small Disadvantaged Business Involvement:** Various types of small businesses have received significant Recovery Act contracting dollars:
  - **Small Disadvantaged Businesses:** 10.6%
  - **Women-Owned Businesses:** 4.1%
  - **Service-Disabled Vet Businesses:** 3.0%
  - **HUBZone:** 6.4%



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