

# Public Meeting: Guidance on MBDA Applications for Federal Funding

July 23, 2015  
New Orleans, LA



Grow your business. Build the Nation.

# AGENDA



- Welcome
- Meeting Guidelines
- Introduction of Speakers
- Purpose of Public Meeting
- About MBDA and Programs
- How to Write a Successful Application
- Single Audit and Compliance
- Questions and Answers
- Close

# MEETING GUIDELINES



- Public Meeting
- In House and Live Webcast Presentation
- Webcast Recording
- Additional Information Forthcoming
- Limited Question and Answers
- Sign-Up for Future Notices

# SPEAKERS



## Minority Business Development Agency (MBDA)

- Efrain Gonzalez, Associate Director, Office of Business Development
- Nakita Chambers, Program Manager, Office of Business Development

## National Oceanic and Atmospheric Administration (NOAA)

- Debbie Chen, Branch Chief, Grants Management Division
- Tracy Jackson, Senior Grants Management Specialist/Audits

# Purpose of Public Meeting



- Increase public awareness of MBDA and its programs
- Acknowledge current Business Center program end in calendar year 2016
- Anticipate initiating competition for new round of program awards by early Fall 2015
- Educate public on building better proposals and planning



# ABOUT MBDA



MBDA is an agency of the **U.S. DEPARTMENT OF COMMERCE** working on behalf of the nation's minority-owned firms in support of their growth and global competitiveness.

## VISION

**Economic prosperity for all American  
business enterprises**

## MISSION

**To promote the growth of minority-owned business through the  
mobilization and advancement of public and private sector  
programs, policy, and research**

# U.S. Minority Business Enterprises



- Contribute **\$1 trillion** in economic output
- Create nearly **6 million jobs** for U.S. citizens
- Represent **21% of all firms** in the U.S.

There are

**5.8  
million**

minority-owned  
businesses in the U.S.

Source: U.S. Census Bureau, "2007 Survey of Business Owners"

# STRATEGIC FOCUS



## BUSINESS DEVELOPMENT

Maximize **JOB CREATION** and **GLOBAL COMPETITIVENESS** for U.S. minority-owned businesses through increased access to capital, contracts and markets.

## EDUCATION, RESEARCH AND INFORMATION

**PRODUCE** and **PROMOTE INFORMATION** for and about minority business enterprises.

## POLICY, ADVOCACY, AND OUTREACH

Create informed **POLICY AGENDAS** to **ADVOCATE** for and to conduct **OUTREACH** on behalf of minority business enterprises.

## OPERATIONAL EXCELLENCE

Advance agency services by being **RESPONSIVE** and **NIMBLE**, rapidly adapting to the changes in the minority business landscape.

# MBDA BUSINESS CENTERS



# Services: Access to Capital



- Identify and broker financing opportunities
- Capital identification based on industry specialization
- Financial management and planning
- Financing forums and networking events
- Identification and closure of mergers and acquisitions



# Services: Access to Contracts



- Identification of procurement opportunities
- Solicitation analysis
- Bid and proposal preparation
- Post-award contract administration
- Business certifications and registration assistance
- Targeted teaming arrangements and joint ventures



# Services: Access to Markets



- First-of-its-kind MBDA Federal Procurement Center
- Market research, feasibility studies, and promotion
- Sales consulting and forecasting
- Business-to-Business (B2B) matchmaking forums
- International market analysis and trade assistance



# Expanded Services: Specialty Expertise in the Network

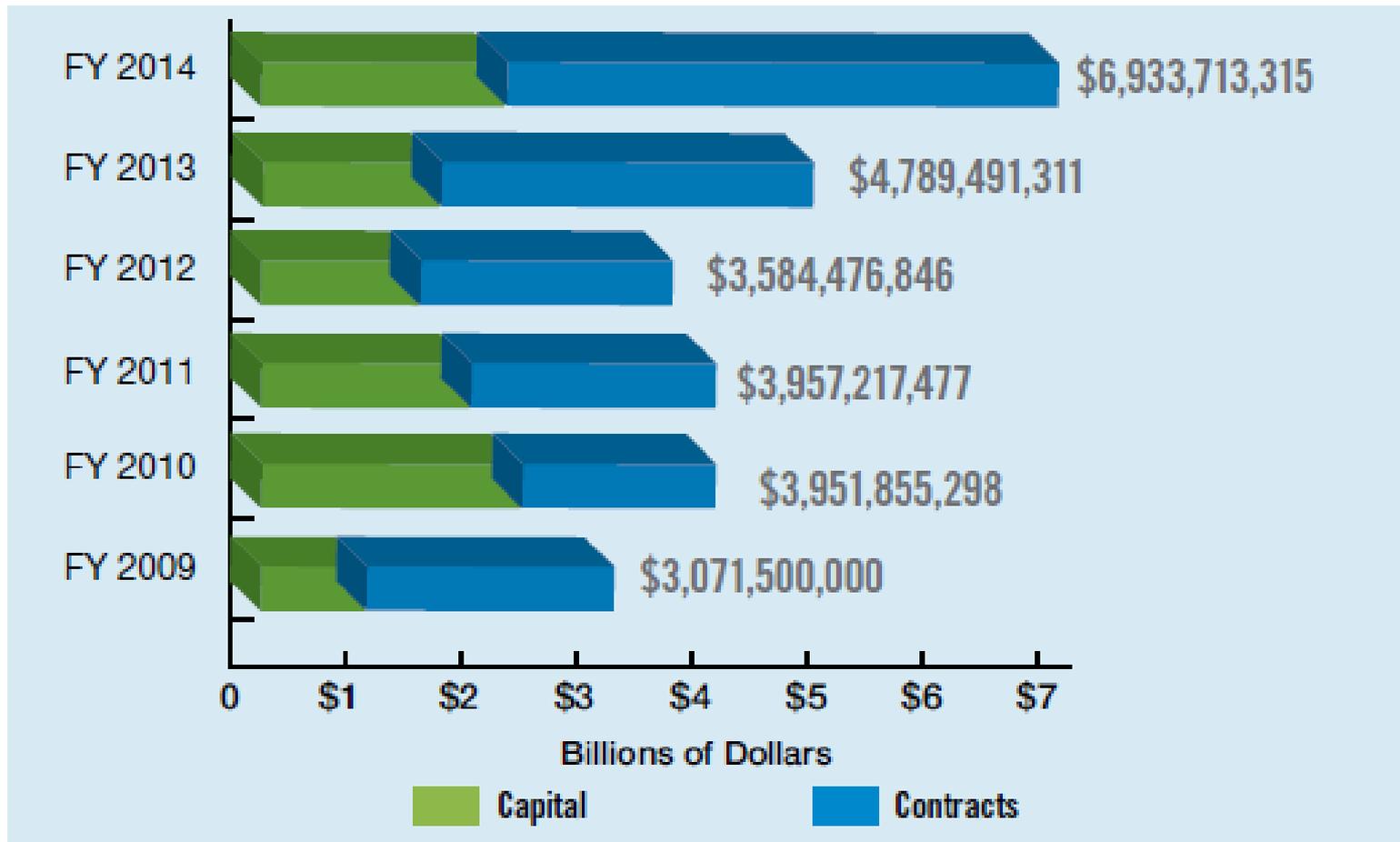


Nine (9) MBDA Business Center locations offer specialty expertise.

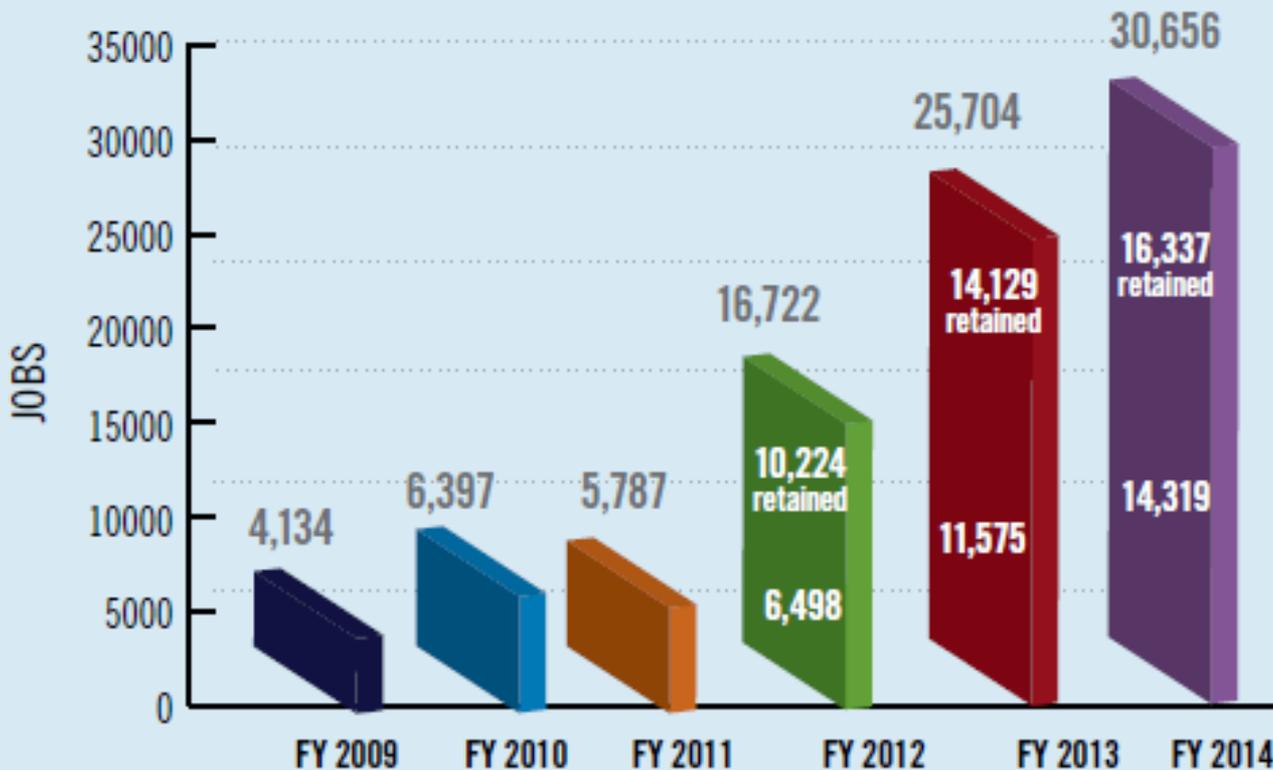


- Advanced manufacturing initiatives
- Capital initiatives for traditional and alternative financing
- Exports and business linkages in emerging economies
- Technology transfer and innovation

# Performance: Contracts & Capital



# Performance: Job Creation & Retention



\*Jobs retained not tracked prior to FY 2012



# Questions & Answers

A world map is formed by a dense arrangement of small, white text characters on a solid blue background. The characters are arranged to outline the continents and major landmasses, creating a stylized, digital representation of the globe. The text is small and uniform in size, contributing to a textured, mosaic-like appearance.

# Wrap-Up

# Summary



**WHO WE ARE:** MBDA is the only Federal Government agency solely dedicated to the growth and global competitiveness of minority business enterprise.

**WHAT WE DO:** Our initiatives, programs, and services provide greater access to capital, contracts, and markets for minority-owned businesses.

**WHY WE DO IT:** Minority-owned firms expand the U.S. economy, strengthen local communities, and support greater job creation.

# GETTING READY



## **MONITOR [WWW.GRANTS.GOV](http://www.grants.gov) AND [WWW.MBDA.GOV](http://www.mbda.gov) FOR UPDATED NOTICES**

By participating in today's event you will be automatically placed on a communication list and a broadcast will be going out on the day of the competition.

## **RESEARCH MBDA, ITS MISSIONS, PROGRAMS, AND PERFORMANCE**

Our annual performance report can be found on [www.mbda.gov](http://www.mbda.gov). You can also refer to [www.federalregister.gov](http://www.federalregister.gov) for prior program competitions. These resources can help you determine if you could be a strategic partner of MBDA.

## **PLEASE KEEP IN MIND**

The minimum competition period is 60 days.

# Important Reminders



- Details of the competition will be issued at the time of the Federal Funding Announcement
- Notice of competition will be available through:
  - [www.grants.gov](http://www.grants.gov) : please see CFDA 11.805 MBDA Business Center Program
  - [www.mbda.gov](http://www.mbda.gov)
- A pre-application conference will be scheduled during the competition period. Information will be posted in the competition announcement.
- Get a head start by registering on the System for Award Management at [www.sam.gov](http://www.sam.gov).

# Public Meeting Close



Minority Business Development Agency

**[www.mbda.gov](http://www.mbda.gov)**

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