

U.S. Department of Commerce
Minority Business Development Agency



MBDA Business Center

General Program and Competition Information



Executive Summary

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Introduction

- MBDA initiated a nationwide competitive solicitation for applications from prospective candidates to operate 30 MBDA Business Centers on September 27, 2010
- Applications must be received by 5:00 pm, EST, November 10, 2010
- The anticipated start date for the MBDA Business Centers is April 1, 2011
- Each MBDA Business Center is strategically located in areas with significant levels of minority population and minority-owned firms
- MBDA Business Centers are not limited by geographic region and may serve minority businesses in all fifty states and Puerto Rico
- The primary objective of the MBDA Business Centers is to provide strategic business consulting services that will result in increased financing, public and private sector contract opportunities and related awards to minority businesses
- The services offered will create and retain jobs at minority-owned firms
- MBDA Business Centers must collaborate with other MBDA funded centers, staff and strategic partners to serve minority-owned businesses and achieve program goals



Eligible Applicants and Submission Requirements

Eligible Applicants:

- For-profit entities (including but not limited to sole-proprietorships, partnerships, limited liability companies and corporations), non-profit organizations, state and local government entities, American Indian Tribes and educational institutions are all eligible to apply to operate the MBDA Business Centers
- Entities may apply to operate more than one MBDA Business Center, however, individual applications for each location are required

Submission Requirements:

- Applicants must review and adhere to the full Announcement of Federal Funding Opportunity (FFO)
- The FFO outlines program details and instructions for submitting an application and can be accessed at www.Grants.gov or www.mbda.gov

Applications must be submitted electronically and time-stamped at www.Grants.gov by 5:00 p.m. Eastern Standard Time (EST) on November 10, 2010.



Pre-Application Conference

Pre-Application Conference:

- MBDA will conduct pre-application conference calls on October 20 and 25, 2010
- The goal of the conference calls is to provide a background and summary of the MBDA Business Center program, as well as provide potential applicants with the opportunity to ask questions about the program and the application process
- The times, locations and registration instructions for the pre-application conferences will be posted on MBDA's website
- Questions pertaining to the program and competition can also be emailed to MBDABusinessCenter@mbda.gov
- Applicants should visit MBDA at www.mbda.gov for updated information



Overview of MBDA Business Center Model

Program Objectives

- Expand the growth and global competitiveness of MBE firms by providing contract sourcing, financial brokering and business development services
- The program focuses on securing large public/private contracts and financing transactions, and facilitating entry to global markets through greater and stronger strategic partnerships
- Focus on deal making

Target Clients

- Special emphasis will be placed on MBE firms with one or more of the following characteristics:
 - Revenues over \$1M
 - Participant in high-growth industries
- Centers will serve MBEs of all sizes; start-ups and smaller firms served electronically and/or by strategic partner (via referral)



Overview of MBDA Business Center Model (cont'd)

Major Program Services

- Develop pool (“pipeline”) of contracting and financing opportunities
- Direct matching of opportunities with qualified/vetted MBEs and facilitation of negotiations
- Assist MBEs in accessing global market opportunities; driven by MBDA partnerships/relationships with ITA, Ex-Im Bank, OPIC, USAID and others
- Identify and secure alternative sources of capital for MBEs
- Promote the advantages of achieving size and scale, and educate on benefits of strategic alternatives (i.e., mergers, acquisitions, joint ventures, and/or divestitures)
- Provide service referrals to MBEs of all sizes
- Client assessment
- Strategic business consulting
- Leveraging of strategic partners

Strategic Partners

- Establish relationships that directly lead to transactions, jobs or assisting our target MBEs achieve size and scale and/or globalization with a minimum of 5 entities
- Focus on direct programmatic impact of each partnership
- Partnerships should assist the center achieve performance goals, including, but not limited to, serving as a referral source to assist start-up and early stage MBEs
- Strategic Partners should provide a service and/or opportunity to MBEs served by the center
- Synchronize outreach efforts
- Foster collaboration



Overview of MBDA Business Center Model (cont'd)

Primary Performance Elements

- Number of Jobs Created
- Number of Jobs Retained
- Number and Dollar Value of Awarded Contracts/Procurements
- Number and Dollar Value of Awarded Financial Transactions
- Number of Export Transactions Facilitated
- Number of Strategic Transactions Facilitated (i.e. mergers and acquisitions, joint ventures and teaming agreements)
- Number of Clients Served
- Number of MBE Referrals

Branding

- MBDA Business Center logo required
- Center to market itself to MBEs as "MBDA Partner Centers"
- Center will not be required to maintain an individual website; MBDA will host center web page on agency portal
- Trade Mark ("TM") cited
- Publication guidance for signage, stationary and publications
- Communication guidance



Locations & Federal Funding Levels

NEC	MBC Locations	Federal \$
Atlanta	Alabama - Mobile	\$230,000
	Georgia – Atlanta	\$250,000
	Florida - Orlando	\$230,000
	Florida - Miami	\$332,112
	Mississippi - Biloxi	\$250,000
	North Carolina, Raleigh	\$250,000
	South Carolina - Columbia	\$250,000
Chicago	Illinois – Chicago	\$590,400
	Indiana – Indianapolis	\$225,000
	Michigan – Detroit	\$290,000
	Ohio - Cleveland	\$225,000
	Wisconsin - Milwaukee	\$225,000

NEC	MBC Locations	Federal \$
Dallas	Colorado – Denver	\$243,359
	New Mexico - Albuquerque	\$237,957
	Texas - Dallas	\$295,238
	Texas - El Paso	\$228,378
	Texas - San Antonio	\$242,490
New York	DC/Maryland/Virginia	\$301,000
	New York - Manhattan	\$500,000
	New York – Queens	\$275,000
	New York - Williamsburg	\$291,000
	Pennsylvania - Philadelphia	\$275,000
	Puerto Rico	\$241,000



Locations & Federal Funding Levels (cont'd)

NEC	MBC Locations	Federal \$
San Francisco	Arizona*	\$290,000
	California - Inland Empire	\$355,000
	California - Los Angeles	\$365,000
	California - Northern*	\$365,000
	Hawaii*	\$295,500
	Nevada*	\$270,000
	Washington*	\$270,000

** Applicant will propose city/location in the designated area*