



Reports Available through the Minority Business Development Agency

Our research studies on the state of minority business provide tools that support the growth of minority-owned businesses, expand the knowledge of MBEs, and help to shape programs in support of minority business development. The following MBDA-sponsored studies are widely distributed to minority entrepreneurs, business development professionals, government agencies and the academic community. They may be found at www.mbda.gov/research.

Minority Business Enterprises Mastering the Supply Chain: A Perspective (2006) asserts that MBEs can become nationally and globally competitive by learning about and mastering supply chain strategies. The levels of mastery include: managing the fundamentals of the supply chain, addressing concerns that businesses may have about the supply chain, and transcending today's supply chain. To help MBEs achieve the final level of mastery, the study introduces the "Supply-Chain Life Cycle," a new framework developed from an examination of MBEs and their responses to current supply chains and the global economy. *Authored by the Tuck School of Business at Dartmouth College.*

The State of Minority Business Enterprises: An Overview of the 2002 Survey of Business Owners (2006) analyzes the U.S. Census Bureau's economic survey to identify trends in minority business enterprises, which can be the basis for further research. Findings from this document provide a benchmark for the development of policies and programs that support the growth and expansion of minority business enterprises. *Authored by MBDA staff.*

The Life Cycle of Minority-Owned Business: Implications for the American Economy (2004) introduces a theoretical framework that divides a firm's existence into four phases – birth, adolescence, maturity, and death. This study argues that, to understand the state of minority business more fully, researchers must consider the life-cycle of minority businesses and their behavior. *Authored by the Tuck School of Business at Dartmouth College.*

Accelerating Job Creation and Economic Productivity: Expanding Financing Opportunities for Minority Businesses (2001; reissued 2004) examines disparities in minority business financing. This study's specific finding is that with wider, more diverse financing choices minority entrepreneurs will be able to grow sustainable enterprises that employ more people and, thereby, positively affect the nation's overall economic development. *Authored by MBDA staff.*

Minority Business Enterprises (MBEs) in the Global Economy: The Business Case (2003) reports the results of a preliminary study into the current situation of minority-owned businesses and their prospects for entering the global economy. This examination concludes that while minority businesses may not be able to compete directly with massive U.S. companies that have established multinational presences, MBEs can, by capitalizing upon their unique strengths, compete with larger multinational companies. *Authored by the Tuck School of Business at Dartmouth College.*

Keys to Minority Entrepreneurial Success: Capital, Education, and Technology (2002) identifies inequities in access to higher education and capital as factors that contribute to differences between minority and non-minority businesses. The report concludes that technology is crucial to entrepreneurial success and that minority business owners are at a disadvantage because they are less likely to be computer or Internet users. *Authored by MBDA staff.*

Minority Businesses' Use of Internet Technology: A Preliminary Case Study of Large Firms (2001) examines the use of the Internet by minority-owned businesses. Surveying a sampling of over 39,000 larger minority-owned firms (those that gross at least \$500,000 in annual sales), the report concludes that minority businesses use the Internet and have websites at rates comparable to non-minority firms; nonetheless, a much smaller number of minority businesses use the Internet for e-commerce. *Authored by the Tomas Rivera Public Policy Institute.*

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