Minority Business Enterprises and Access to Contracts

NASA Small Business Procurement Conference

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March 29, 2018
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24+ Year Federal Government Career
Bio-Physical Chemist
- US Department of Interior / US Geological Survey Oil / Gas / Mining / H2O
- US Department of Commerce / US & Foreign Commercial Services ITA
- US Department of Commerce / US Bureau of the Census
- US Department of Commerce / Minority Business Development Agency

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Grow your business. Build the Nation.
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
**Strategic Focus**

**Education, Research and Information**

Produce and promote information for and about minority business enterprises.

**Business Development**

Maximize job creation and global competitiveness for U.S. minority-owned businesses through increased access to capital, contracts and markets.

**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.
U.S. Minority Business Enterprises

• Contribute **$1.4 trillion** in economic output

• 11% of minority-owned firms have paid employees — **7.2 million** jobs

• Represent **29% of all firms** in the U.S.

There are **8 million** minority-owned businesses in the U.S.
95% of the World’s Consumers are Outside the U.S.

MBEs are:
• Uniquely qualified to enter global markets
• 2x as likely to export
• 3x as likely to already have international operations
• 6x as likely to transact in a language other than English

Source: U.S. Census Bureau, 2007 Survey of Business Owners released June 2010


Source: U.S. Census Bureau, 2012 Survey of Business Owners released December 2015
MBDA Services: Access to Contracts

- Identification of procurement opportunities
- Opportunity matching and referrals
- Solicitation analysis
- Bid and proposal preparation
- Business certifications and registration assistance
- Targeted teaming arrangements and joint ventures
Specialty Expertise in the Network

- Federal Contracting Center
- Advanced Manufacturing Centers
- Export Centers
- Technology Transfer and Innovation
MBDA Supporting MBEs and the Next Generation in Technology

A national clearinghouse for the minority business community to:
- Access existing federal resources and public/private partnerships
- Accelerate technology commercialization and federal innovation (e.g., patents, R&D services, workforce and equipment agreements)

Partners include:

- NASA
- NIST
- CMS
- CTL
- Sandia National Laboratories
- Argonne National Laboratory
- Los Alamos National Laboratory
- Lawrence Livermore National Laboratory
MBE Client Success

Commercial Construction

R-50 Systems vs. Conventional R-50

Size
1" – 1.5" thickness

Qualities
Fireproof
Mold-resistant
100% American-made

Sustainability
Recyclable
Reusable

GSA Schedule

Size
10" – 15" thickness

Qualities
Not always Fireproof
Mold-resistant

Sustainability
Not recyclable
Not reusable

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Super Wood SBIR

- International interest
- Patented technology
- Simple, scalable, sustainable manufacturing

- Replace carbon fiber
- Similar performance per weight
- >10X cheaper

- Replace steel
- Similar strength, but 4-5X lighter
- Lightweight, energy efficiency
- Buildings, vehicle, defense

- Replace wood
- 10-20 X stronger/more fire resistant.
- Use low-cost/fast growth wood
- Thinner (more living space)
Transparent Wood R&D Energy

- Received USDA SBIR Phase I & submitting Phase II
- Patented technology
- Simple, scalable, sustainable manufacturing
- Two types: (1) Clear wood; (2) Light guide wood

- Replace glass (4X cheaper)
- 6X better thermal insulation (energy efficiency building)
- Lighter and tougher than glass
- CO₂ negative building material

- Light guide wood for ceiling/roof
- Uniform lighting (new design capability)
- When integrated, increase solar cell efficiency by 30-40%
- When needed, can keep wood patterns
Commerce Bureaus

**OS**
Office of Small and Disadvantaged Business Utilization

**MBDA**
MBDA Business Centers
American Indian Alaska Native Centers
Specialty Centers
Opportunity Initiatives

**USPTO**
Inventor’s Assistance Program
Roster of Patent Attorney’s
Patent and Trademark Depository
IP Basics Programs
Trademark Assistance Center

**NIST**
Measurement Services
Office of Technology
Partnerships/SBIR
Manufacturing Extension Partnership
Technology Innovation Program
Baldrige Performance Excellence Program

**EDA**
Trade Adjustment Assistance Centers
University Centers
Revolving Loan Funds

**NTIS**
World News Collection
National Technical Reports Library
DEA Controlled Substances Act (CSA) Database
Social Security Administration’s Death Master File
NTIS Customer Contact Center

**CENSUS**
Statistics of US Business
Survey of Business Owners
Economic Census
Industry Classification
Decennial Census
American Community Survey
Current Population Survey
Survey of Income
Local Employment Dynamics
Business Help Site

**NOAA**
MMC Web Mapping
Fishery Contingency Fund
Navigational Services
Small Business Innovation Research
Digital Coast
Fishing Vessel Capital Construction Fund
Fisheries Finance Program
Seafood Inspection

**ITA**
U.S. Export Assistance Centers
Trade Information Center
Advocacy Center
Sustainable Manufacturing
Export Trade Certificate
Export Yellow Pages
Strategic Partnership Program
Invest in America
Trade Missions Program
Featured U.S. Exporters (FUSE)
Global Teams Program
Trade Agreements Compliance Program
Office of Intellectual Property Enforcement
Trade Finance Guide -Financial Services
International Buyer Program
Florence Agreement Program
U.S. Foreign-Trade Zones
Haiti Earned Import Allowance
Office of Textiles and Apparel
Subsidies Enforcement Office
Steel Import Monitoring and Analysis
Trade Remedy Compliance
Petition Counseling and Analysis
Watch and Jewelry Program
Wool Fabric Tariff

**ES/A/BEA**
Economic Indicators
Survey of Current Business

**NTIA**
Federal Frequency Management
Coordination of Frequency
Broadband Technology Opportunities

**Note:** Programs subject to change

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INDUSTRIES OF THE FUTURE

From Industry 1.0 to Industry 4.0

1.0 Industrial Revolution
Water and steam power is used to create mechanical production facilities

2.0 Industrial Revolution
Electricity lets us create a division of labour and mass production

3.0 Industrial Revolution
IT systems automate production lines further

4.0 Industrial Revolution
IoT and cloud technology automate complex tasks

Degree of complexity

1800  1900  2000  Today

1764: First mechanical loom
1913: First automotive assembly line
1969: First programmable logic controller

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• [www.USA.gov](https://www.USA.gov)  Small Business “One Stop” Shop / Intro to Government Contracting
• [www.SBIR.gov](https://www.SBIR.gov)  12 Federal Agencies w/ access to SBIR Technology Transfer funds
• [https://www.federallabs.org/](https://www.federallabs.org/)  Federal Laboratory Consortiums R&D Collaborations
• [www.noaa.gov](https://www.noaa.gov)  National Oceanic and Atmospheric Administration
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.
Thank you!

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