



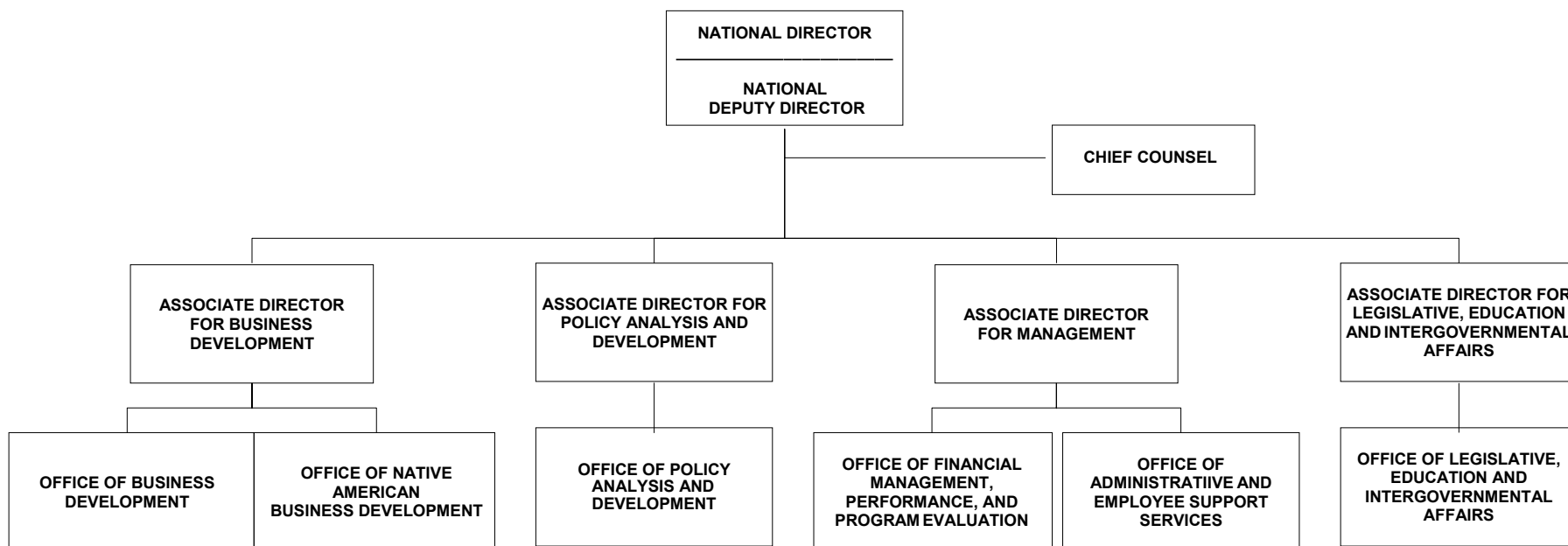
Fiscal Year 2022
Congressional Submission

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**DEPARTMENT OF COMMERCE
MINORITY BUSINESS DEVELOPMENT AGENCY
Budget Estimates, Fiscal Year 2022
Congressional Submission
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U.S. DEPARTMENT OF COMMERCE MINORITY BUSINESS DEVELOPMENT AGENCY



Department of Commerce
Minority Business Development Agency (MBDA)
Budget Estimate, Fiscal Year 2022
Executive Summary

The FY 2022 MBDA Budget Request totals \$70 million and 72 positions MBDA will continue to identify and address social and economic disadvantages which have long stood in the way of minority entrepreneurs realizing their full potential for success in the global marketplace. To its mission and goals, MBDA invests in a nationwide network of MBDA Business Centers, Specialty Centers, and Projects across the United States to ensure minority entrepreneurs have access to the resources needed to create jobs and drive the nation's prosperity.

Vision Statement

Economic prosperity for all American business enterprises.

Performance:

For current Government Performance and Results Act (GPRA) targets, please see the FY 2022/2020 Annual Performance Plan and Report.

Inflationary Adjustments

MBDA's FY 2022 Base includes a total of \$537 thousand and 0 positions to account for the full funding requirement for inflationary adjustments to current programs for MBDA activities. This includes the FY 2021 pay raise of 2.0 percent, and the FY 2022 pay raise of 2.7 percent as well as inflationary increases for labor and non-labor activities, including benefits, service contracts, utilities, and rent charges from the General Services Administration (GSA).

Program Change:

MBDA is requesting a total increase of \$21.5 million and 22 positions. The Budget proposes to elevate MBDA to an Assistant Secretary level organization providing business development grants, developing Minority Business Enterprise (MBE)-related research and advocates for the growth of minority-owned enterprises. MBDA will conduct an organizational review to determine the best structure to support an Assistant Secretary level agency. MBDA will invest in customized business development and industry-focused services to provide greater access to capital, contracts, and markets. MBDA will increase the number of its Business Centers across the nation by partnering with public and private sector entities, including Historically Black Colleges and Universities (HBCUs) and other Minority Serving Institutions (MSI). MBDA will engage with MBEs in innovative ways with a focus on development and commercialization of new technologies, products, and services. MBDA will also assess inequitable access to capital and develop recommendations to address the issue.

Building Minority Business Capacity

MBDA is requesting an increase of \$14.5 million and 9 positions to expand its grants footprint and enhance capacity. According to the 2021 Small Business Credit Survey, minority-owned firms that applied for traditional forms of financing were less likely to receive all the financing they sought compared to white-owned firms. MBDA grant programs promote capital access, procurement and contracting opportunities, capacity building, and market development. Working collaboratively under public-private partnerships (cooperative agreements and broad agency grants), the MBDA grant programs yield excellent performance results and are focused on assisting as many minority businesses as possible. The grant programs are designed to increase racial equity in federal lending programs and ensure minority-owned businesses have access to the tools they need to start and grow their business.

Enhance Intergovernmental Affairs, Policy and Research Capacity

MBDA is requesting an increase of \$7 million and 13 positions to enhance and support capacity in intergovernmental affairs, policy and research. Before the pandemic, small businesses owned by people of color, in aggregate, faced greater challenges than white-owned firms.¹ MBDA will partner with federal agencies to promote access to contracts, capital, and markets for MBEs. In collaboration with various federal agencies, state, and local governments, MBDA will conduct a national effort to evaluate and reduce inclusion challenges and barriers.

MBDA coordinated with the Census Bureau on the release of the 2017 Non-employer Statistics by Demographics (NES-D) in December 2020. Through this collaboration, MBDA aggregated and released 2017 employer and non-employer minority business data. MBDA continues to work with Census Bureau on the development of new NES-D, employer data, and pulse survey data related to minority business enterprises, and determining the impact of COVID-19 on minority businesses in FY2021 and FY2022. MBDA is collaborating with the Economic Development Administration and other Commerce bureaus on measuring investment, outcomes and impact to underserved communities (i.e., minority businesses) in support of E.O. 13985 “Advancing Racial Equity and Support for Underserved Communities through the Federal Government.” MBDA will continue to expand its data maturity model and data personnel skills as prescribed under the Evidence Act including coordination with BEA for statistical processes. MBDA will work towards meeting its FY2021 and FY2022 Learning Agenda.

MBDA will be developing three reports in FY2021.

Technical Transfer: The Department of Commerce (DOC) is proposing to transfer two projects and funding out of the Working Capital Fund and the Advances and Reimbursable account to the Departmental Management Salaries and Expense account as part of its annual review to properly align and account programs and costs. This transfer executes the (Bureau Name) portion of the DOC transfer. For more information regarding the specific projects and funding transfers for the Department of Commerce please refer to Exhibit 3 of the Departmental Management FY 2022 Congressional Justification Budget.

¹ Claire Kramer Mills and Jessica Battisto, “*Double Jeopardy: COVID-19’s Concentrated Health and Wealth Effects in Black Communities*,” New York: Federal Reserve Bank of New York, August 2020.

www.fedsmallbusiness.org/medialibrary/FedSmallBusiness/files/2020/DoubleJeopardy_COVID19andBlackOwnedBusinesses. Lucas Misera,

Department of Commerce
Minority Business Development Agency
Minority Business Development
TRANSFER CHANGE DETAIL BY OBJECT CLASS
(Dollar amounts in thousands)

Activity Minority Business Development
Subactivity Minority Business Development Transfer to the Departmental Management Salaries and Expenses Account

Object Class	2021 Enacted	2022 Transfer	2022 Base
11.1 Full-time permanent	0		0
11.3 Other than full-time permanent	0		0
11.5 Other personnel compensation	0		0
11.8 Special personnel services payments	0		0
11.9 Total personnel compensation	0		0
	0		0
12.1 Civilian personnel benefits	0		0
13 Benefits for former personnel	0		0
21 Travel and transportation of persons	0		0
22 Transportation of things	0		0
23.1 Rental payments to GSA	0		0
23.2 Rental payments to others	0		0
23.3 Communications, utilities and miscellaneous charges	0		0
24 Printing and reproduction	0		0
25 Other contractual services	0		0
25.1 Advisory and assistance services	0		0
25.2 Other services	0		
25.3 Other goods and services from Federal sources	(66)	(1)	(1)
25.4 Operation and maintenance of facilities	0		0
25.7 Operation and maintenance of equipment	0		0
25.8 Subsistence and support of persons	0		0
26 Supplies and materials	0		0
31 Equipment	0		0
32 Land and structures	0		0

33	Investment loans	0	0	0
41	Grants, subsidies and contributions	0	0	0
42	Insurance claims and indemnities	0	0	0
43	Interest and dividends	0	0	0
44	Refunds	0	0	0
99	Total direct obligations	<u>(66)</u>	<u>(1)</u>	<u>(1)</u>

Department of Commerce
Minority Business Development Agency
FY 2022 PROGRAM INCREASES / DECREASES / TERMINATIONS
(Dollar amounts in thousands)

Increases

Page No. in CJ	Appropriation	Budget Program	Activity/Subactivity	Positions	Budget Authority
MBDA - 35	Minority Business Development	Minority Business Development	Building Minority Business Capacity	9	14,486
MBDA - 40	Minority Business Development	Minority Business Development	Enhance Intergovernmental Affairs, Policy and Research Capacity	13	7,000
Total, Increases				22	21,486

Decreases

Page No. in CJ	Appropriation	Budget Program	Activity/Subactivity	Positions	Budget Authority
No Program Changes				0	0
Total, Decreases				0	0

Terminations

Page No. in CJ	Appropriation	Budget Program	Activity/Subactivity	Positions	Budget Authority
No Program Changes				0	0
Total, Terminations				0	0

Department of Commerce
 Minority Business Development Agency
FY 2022 TRANSFER SUMMARY TABLE
 (Dollar amounts in thousands)
 (Grouped by Title of Transfer, Largest to Smallest)

Page No. in CJ	Budget Program	Appropriation	Title of transfer	Positions	Budget Authority
MBDA - 5	Minority Business Development	Minority Business Development	Transfer to Department Management Salaries and Expenses	0	0.07
		Total, Transfers		0	0.07

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 SUMMARY OF RESOURCE REQUIREMENTS
 (Dollar amounts in thousands)**

	Positions	FTE	Budget Authority	Direct Obligations
Enacted Budget, FY 2021	50	50	48,000	48,000
Coronavirus Response and Relief Supplemental Appropriations Act	0	0	25,000	25,000
2021 Enacted	50	50	73,000	73,000
2022 Adjustments to Base				
plus: Inflationary adjustments to base	0	0	537	537
less: Non-recurring Coronavirus Response and Relief Supplemental Appropriations Act	0	0	(25,000)	(25,000)
2022 Base	50	50	48,537	48,537
plus: 2022 Program Change Building Minority Business Capacity	9	7	14,486	14,486
plus: 2022 Program Change Enhance Intergovernmental Affairs, Policy and Research Capacity	13	10	7,000	7,000
2022 Estimate	72	67	21,486	70,023

Comparison by activity/subactivity		2020		2021		2022		2022		Increase / (Decrease)	
		Actuals		Enacted		Base		Estimate		Over 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Minority Business Development	Pos/BA	50	42,000	50	48,000	50	48,537	72	70,023	22	21,486
	FTE/Obl.	45	41,896	50	48,000	50	48,537	67	70,023	17	21,486
CARES Act (P.L. 116-136)	Pos/BA	0	10,000	0	0	0	0	0	0	0	0
	FTE/Obl.	0	10,000	0	0	0	0	0	0	0	0
Additional Coronavirus Response and Relief Supplemental Appropriations Act (P.L. 116-260)	Pos/BA			0	25,000	0	0				
	FTE/Obl.			0	25,000	0	0				
TOTALS	Pos/BA	50	52,000	50	73,000	50	48,537	72	70,023	22	21,486
	FTE/Obl.	45	51,896	50	73,000	50	48,537	67	70,023	17	21,486

Adjustments to Obligations

Recoveries and Refunds			
Unobligated Balance, start of year		0	
Unobligated balance transferred			
Unobligated Balance, end of year		104	
Unobligated Balance, rescission			
Unobligated balance expiring			
Appropriation		52,000	73,000
		48,537	70,023
			21,486

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 SUMMARY OF FINANCING
 (Dollar amounts in thousands)**

	2020 Actuals	2021 Enacted	2022 Base	2022 Estimate	Increase / (Decrease) Over 2022 Base
Total Obligations	41,896	48,000	48,537	70,023	21,486
Supplemental Funding:					
CARES Act	10,000				
Coronavirus Response and Relief Supplemental Appropriations Act		25,000			
Offsetting collections from:					
Federal Funds	0	0	0	0	0
Trust funds	0	0	0	0	0
Non-Federal sources	0	0	0	0	0
Recoveries	0	0	0	0	0
Unobligated balance direct, start of year	0	0	0	0	0
Unobligated balance transferred	0	0	0	0	0
Unobligated balance direct, end of year	104	0	0	0	0
Unobligated balance expiring	0	0	0	0	0
Budget Authority	52,000	73,000	48,537	70,023	21,486
Financing:					
Transferred from other accounts (-)	0	0	0	0	0
Transferred to other accounts (+)	0	0	0	0	0
Appropriation	52,000	73,000	48,537	70,023	21,486

Department of Commerce
Minority Business Development Agency
Minority Business Development
ADJUSTMENTS TO BASE
(Dollars in thousands)

	<u>Positions</u>	<u>Amount</u>
Transfers of Estimates:		
Transfer to the Departmental Management Salaries and Expenses Account	0	(1)
Other Changes:		
2021 Pay raise		12
2022 Pay raise	0	131
Awards		0
Full-year cost in 2022 of positions financed for part-year in 2021	0	0
Change in compensable days		0
Civil Service Retirement System (CSRS)		(2)
Federal Employees Retirement System (FERS)		56
Thrift Savings Plan (TSP)		95
Federal Insurance Contribution Act (FICA) - OASDI		5
Health insurance		6
Employees Compensation Fund		(107)
Travel:		
Mileage		0
Per diem		0
Rental payments to GSA		23
GSA Furniture and IT Program (FIT)		127
Postage		0
Working Capital Fund, Department Management		125
National Archives Records Administration		0
General Pricing Level Adjustment		53
Continuous Diagnostics and Mitigation Charges		3
Enterprise Services		10
Telecommunications Services – Enterprise Infrastructure Services (EIS)		1
HCHB Utilities		0
Commerce Business System (CBS)		0
Federal Protective Service		0
Other changes unique to Minority Business Development Agency		0
Subtotal, other changes	<u>0</u>	<u>538</u>
Total, adjustments to base	<u>0</u>	<u>537</u>

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 PROGRAM AND PERFORMANCE: DIRECT OBLIGATIONS**
 (Dollar amounts in thousands)

Activity: Minority Business Development

Line Item		2020 Actuals		2021 Enacted		2022 Base		2022 Estimate		Increase / (Decrease) Over 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Minority Business Development	Pos/BA	50	52,000	50	73,000	50	48,537	72	70,023	22	21,486
	FTE/Obl.	45	51,896	50	73,000	50	48,537	67	70,023	17	21,486
Direct Obligations	Pos/BA	50	52,000	50	73,000	50	48,537	72	70,023	22	21,486
	FTE/Obl.	45	51,896	50	73,000	50	48,537	67	70,023	17	21,486

Department of Commerce
Minority Business Development Agency
Minority Business Development
JUSTIFICATION OF PROGRAM AND PERFORMANCE
(Dollar amounts in thousands)

Activity: Minority Business Development

Goal Statement

The goal of Minority Business Development Agency (MBDA) is to promote the growth of minority-owned businesses through the mobilization and advancement of public and private sector programs, policy, and research.

Base Programs

In FY 2022, MBDA will continue administering and managing a competitive cooperative grant program to support its nationwide network of MBDA Business Centers (MBCs). MBDA's partners are state and local governments, tribal entities, and universities, including minority-serving institutions and for-profit entities. The annual award for MBCs ranges from \$285,000 to \$500,000. The COVID-19 Pandemic has had a disproportionate effect on minority businesses nationwide. Research indicates at the onset of the Pandemic (February through April 2020) the number of active African-American-owned businesses dropped 41 percent, Latino business ownership fell by 32 percent, and Asian business ownership dropped by 26 percent, compared to a 17 percent decline for white business owners.¹ Subsequently, MBDA's focus shifted to assisting minority firms to survive, thrive and grow. MBDA quickly deployed CARES Act funds in June 2020 to its existing network of MBCs and minority chambers of commerce aimed at serving all small and minority businesses with information, technical assistance and loan packaging assistance. The existing five-year MBDA Business Center (MBC) program expired in FY 2021. A new five-year MBC program was designed and solicited in FY 2021 to respond to new market demands. The new MBC awards has a starting date of July 2021.

In FY 2020, an independent program evaluation of the MBDA Business Center program determined that many clients seeking assistance has revenues below the \$1 million threshold that had been established for servicing minority-owned firms. The new MBC program includes "capacity building" as a new program priority followed by new measures to determine growth and ability to compete. The new MBC program continues to employ a logic model that measures job creation and retention as its highest impact, followed by: gross revenues generated; value of financing, capital & bonding; percent of clients that increase profits; value of capacity investments as key outcomes.

MBDA is focused on assisting small minority businesses to survive and recover from the effects of the COVID-19 Pandemic and ensure equity for minority entrepreneurs by advancing across the Federal Government opportunities. MBDA strives to create stronger and more resilient minority businesses at various size levels. Our strategic focus is to maximize job creation/retention, foster growth and global

¹ Rob Fairlie, PhD see <https://news.ucsc.edu/2021/02/fairlie-house-testimony.html>

competitiveness, promote innovation and support entrepreneurship with minority businesses.

The MBCs provide the following services:

Access to Capital and Finance Management

By far, the most important aspect of developing a business, and often the most difficult to achieve, is access to capital and finance management. MBC business advisors offer extensive experience in commercial lending and banking, financial, credit and risk analysis and general finance counseling. Whether it's securing working capital from a lender, applying for a Small Business Administration (SBA) loan, or responding to a grant proposal, the MBC will help their clients prepare a package with the goal of obtaining funding.

Access to Contracts

MBC business development specialists provide procurement assistance to help minority-owned firms do business with federal, state, and local governments as well as private corporations. MBCs provide identification of procurement opportunities, solicitation analysis, bid and proposal preparation, research contract award histories, post award contract administration and certifications assistance.

Access to Markets

Increasing market share through the identification of new markets or increasing client customer base in an existing market is a goal for each of the MBCs. Services include government procurement assistance, supply chain management, private sector contract identification and specialized certification assistance including 8(a), MBE, as well as Small Disadvantaged Business. The MBCs also assist with market research, market plan development and marketing communications.

Global Business Development

For decades, MBDA has supported expanded trade through minority businesses. The importance of minority owned businesses as a key component of U.S. international trade has never been greater. Minority owned firms are uniquely qualified and equipped to enter global markets. They are twice as likely to export; three times as likely to already have international operations and six times as likely to transact business in a language other than English. These operational factors strategically position MBEs to be successful exporters.²

MBDA's strategic focus is to maximize domestic and global competitiveness of MBEs resulting in American jobs, increased innovation, exports, advanced manufacturing, and entrepreneurship.

MBDA supports departmental and administration priorities through Broad Agency Announcements (BAAs). BAAs are proof of concept that support and complement Department of Commerce initiatives. The BAAs offered opportunities for entities to propose innovative solutions that address specific challenges experienced by MBEs. The BAAs also serve as proof-of-concept models for later consideration as possible programs. For example, one of the most popular competitions has been the American Indian, Alaska Native, Native Hawaiian (AIANNH) BAAs. With 574 Federally recognized tribes that have different needs and priorities, the AIANNH BAAs test and addresses the unique concerns at the tribal level while supporting Native American businesses growth.

² Sharon T. Freeman, Ph.D., "Minority Exporters: Characteristics and Strategies for New Business and Expansion" U.S. Department of Commerce, Minority Business Development Agency, (2015)

MBDA also serves as a pre-eminent policy and advocacy research authority for MBEs in the U.S. government. MBDA will continue operating as a policy and advocacy focused organization for minority businesses across the U.S. The range of policy efforts will impact MBEs seeking to do business across public and private sectors. MBDA generates research focused on the impact of MBEs to the U.S. economy.

Statement of Operating Objectives

MBDA's goal is to secure increased participation and prosperity for MBEs in the U.S economy. MBDA will operate as a data-driven, policy-focused agency aimed at shaping and impacting Federal programs to increase access to contracts and capital for MBEs. MBDA implements its policy, research and data clearinghouse services to remove regulatory obstacles and create new opportunities that foster the next generation of MBEs.

MBDA adheres to the Foundations for Evidence-Based Policymaking Act of 2018 and addresses challenges faced by minority businesses through MBDA's learning agenda. Beginning in FY2022, MBDA will explore: (a) What is the role of cash-on-hand and access to capital in affecting minority business enterprises' (MBE) resiliency? (b) How effective was CARES programming in increasing MBE resiliency? (c) What are the lessons learned from COVID19 recovery programming regarding MBE resiliency. MBDA will use a formative evaluation study for measuring and developing measures of resiliency followed by an impact study using quasi- experimental design to assess the effect of CARES programming. Resiliency is defined as the firm's ability to survive and stay in business during economic downturns (i.e., COVID-19). MBDA will use pre-COVID data to determine typical measures for cash-on-hand, access to capital and survival rates that account for industry sector / ethnic and racial group / geographic location. MBDA will also continue its efforts to develop its data maturity model and employee data skills as required under the Act.

Explanation and Justification

	2020 Actual		2021 Enacted		2022 Base		
	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Minority Business Development							
	Pos/BA	50	42,000	50	48,000	22	21,486
	FTE/Obl.	45	41,896	50	48,000	17	21,486

In FY 2020, MBDA's Business Center Program was the primary delivery system of MBDA's services to the minority business community. MBDA delivered services to MBEs through a network of Minority Business Centers (MBCs) and specialty projects, which positioned

MBEs to perform in high-growth industries, emerging markets, and corporate supply chains. MBDA programs, including MBCs, helped MBEs secure an annual average of \$7.9 billion worth of contracts and financings. MBDA's programmatic facilitation of these contracts and financings contributed to MBEs creating and retaining roughly 27,000 American jobs.

The U.S. needs strong minority-owned firms to achieve maximum economic growth for the nation. Minority-owned firms are an engine of employment growth and economic expansion. MBDA acts as a catalyst to build minority-owned firms of size, scale and capacity. However, the MBC program could only serve a fraction of the 9.2 million MBEs due to its high-touch service model. MBCs rely on center consultants serving a small quantity of clients at a time. While the MBC model regularly generated a high volume of economic impact, it has a limited operational bandwidth and a low overall volume of clients served annually. It is critical the US address the opportunity gaps experienced by MBEs, as latest Census data shows only 2% of all minority businesses generate \$1 million in annual revenues³.

Minority-owned businesses are nearly twice as likely to export their products and services as non-minority-owned businesses. Minority-owned businesses are also three times more likely to generate 100 percent of their revenues from exporting than non-minority-owned firms.⁴ Minority-owned businesses are leaders in exporting in several key industries including wholesale trade, professional science, technical services, finance, and insurance. They also make substantial contributions to exports in the manufacturing, retail trade, technology, and educational services.

Cooperative Agreements and Grants

In FY 2020, MBDA renewed 25 business center cooperative agreements. Also, in FY 2020, MBDA opened one new business center in New Mexico, and one new business center in Nevada to bring the total number of MBCs to 27. The New Mexico, and Nevada MBC are operating on a 1-year cycle that ends with the remaining 25 business centers. The Business Center program was in year 5 of a 5-year award; and MBDA competed a new 5-year award cycle in April 2021. All 27 MBCs will be awarded a 3-month extension in March 2021 so MBDA can solicit proposals and make the first-year award of the new 5-year award cycle. MBDA funded specialty programs that provide targeted assistance to minority manufacturers to increase the number of "Made in America" products that can be sold domestically and globally; provide technical assistance and business development services to generate increased financing, contract opportunities, and greater access to new and global markets for minority business enterprises (MBEs); and provide access to Federal procurement officials and prime contractors throughout the region.

MBDA awarded 24 Broad Agency Announcements (BAAs) that support and complement Department of Commerce initiatives. The BAAs offered opportunities for entities to propose innovative solutions that address specific challenges experienced by MBEs. The

³ U.S. Department of Commerce, Census Bureau, 2012 Survey of Business Owners.

⁴ U.S. Department of Commerce, Minority Business Development Agency, *The State of Minority Business Enterprises, An Overview of the 2002 Survey of Business Owners, Number of Firms, Gross Receipts, and Paid Employees* (2006).

BAAs also serve as proof of concept models for later consideration as possible programs. MBDA continued its efforts supporting the American Indian, Alaska Natives, Native Hawaiian (AIANNH) businesses through BAAs.

Highlights of the BAAs include (in alpha order):

- American Indian, Alaska Native, and Native Hawaiian Project (AIANNH) – Funding innovative projects seeking to impact one or more core needs for AIANNH entities and businesses. Although AIANNH’s experience a range of common needs that impede growth, MBDA has identified five areas that are consistently identified as top needs through the recently held MBDA Tribal Consultations. These core needs are: (1) Access to Capital; (2) Business Training; (3) Federal Program Coaching; (4) Business Incubators and Accelerators; and, (5) Infrastructure Focused Public-Private Partnerships.
- Enterprising Women of Color Initiative – Funding innovative project(s) to support minority women entrepreneurs to build their businesses, secure contracts and capital, and increase employment opportunities.
- Entrepreneurship Education Program for Formerly Incarcerated Persons – Funding innovative project(s) to support formerly incarcerated individuals with entrepreneurship assistance including (but not limited to): (1) Educational programs and workshops; (2) Entrepreneurial training; and (3) Coaching assistance.
- Inner City Innovation Hub Projects – Designed to assist MBEs with adopting and integrating new technologies for their businesses to support the digital transformation of communities suffering from urban decline; and to build clusters of leading innovators, technology entrepreneurs, and investors to foster minority entrepreneurship and facilitate deal-making.

The following table and map reflect the current MBDA national network (in alpha order by state):

Count	Center Type	City	State
1	MBDA Business Center	Phoenix	Arizona
2	MBDA Business Center	Pasadena	California
3	MBDA Business Center	San Jose	California
4	MBDA Business Center	Denver	Colorado
5	MBDA Business Center	Washington	District of Columbia
6	MBDA Business Center	Miami	Florida
7	MBDA Business Center	Orlando	Florida
8	MBDA Business Center	Atlanta	Georgia
9	MBDA Business Center	Honolulu	Hawaii
10	MBDA Business Center	Chicago	Illinois
11	MBDA Business Center	Baltimore	Maryland

Count	Center Type	City	State
12	MBDA Business Center	Detroit	Michigan
13	MBDA Business Center	Minneapolis	Minnesota
14	MBDA Business Center	St. Louis	Missouri
15	MBDA Business Center	Las Vegas	Nevada
16	MBDA Business Center	Albuquerque	New Mexico
17	MBDA Business Center	Bronx	New York
18	MBDA Business Center	Manhattan	New York
19	MBDA Business Center	Philadelphia	Pennsylvania
20	MBDA Business Center	San Juan	Puerto Rico
21	MBDA Business Center	Columbia	South Carolina
22	MBDA Business Center	Memphis	Tennessee
23	MBDA Business Center	Dallas	Texas
24	MBDA Business Center	El Paso	Texas
25	MBDA Business Center	Houston	Texas
26	MBDA Business Center	San Antonio	Texas
27	MBDA Business Center	Tacoma	Washington
1	Advanced Manufacturing	Atlanta	Georgia
2	Advanced Manufacturing	Baltimore	Maryland
3	Advanced Manufacturing	Detroit	Michigan
4	Advanced Manufacturing	San Antonio	Texas
5	Export Center	Sacramento	California
6	Export Center	Miami	Florida
7	Export Center	Chicago	Illinois
8	Export Center	San Antonio	Texas
9	Federal Procurement	Washington	District of Columbia

Count	Center Type	City	State
1	AIANNH Spruce Root, Inc.	Juneau	Alaska
2	AIANNH National Center for American Indian Enterprise Development	Mesa	Arizona
3	AIANNH Arizona Hispanic Chamber of Commerce	Phoenix	Arizona
4	AIANNH Asian, Inc	San Francisco	California
5	AIANNH Rural Community Assistance Corporation	West Sacramento	California
6	AIANNH Sault Ste. Marie Tribe of Chippewa Indians	Marie	Michigan
7	AIANNH Salish Kootenai College	Pablo	Montana
8	AIANNH Native American Development Corporation Billings Montana	Billings	Montana
9	AIANNH Southwest Business Development Consultants, LLC	Albuquerque	New Mexico
10	AIANNH Regents of New Mexico State University	Las Cruces	New Mexico
11	AIANNH Rural Enterprises of Oklahoma, Inc.	Durant	Oklahoma
12	AIANNH ONABEN	Portland	Oregon
13	AIANNH TAALA Fund	Pacific Beach	Washington
14	Minority Growth Equity Funds Initiative the Billion Dollar Fund	Owings Mill	Maryland
15	Entrepreneurship Education for Formerly Incarcerated Persons Defy Ventures	Los Angeles	California
16	Entrepreneurship Education for Formerly Incarcerated Persons Desa Inc	Columbia	South Carolina
17	Entrepreneurship Education for Formerly Incarcerated Persons Morgan State University	Baltimore	Maryland
18	Entrepreneurship Education for Formerly Incarcerated Persons The Dannon Project	Birmingham	Alabama
19	Enterprising Women of Color MP Services, LLC	Washington	District of Columbia
20	Enterprising Women of Color Operations Hope	Atlanta	Georgia
21	Enterprising Women of Color Washington Area Community Investment Fund, Inc	Washington	District of Columbia
22	Enterprising Women of Color Women's Business	Metairie	Louisiana

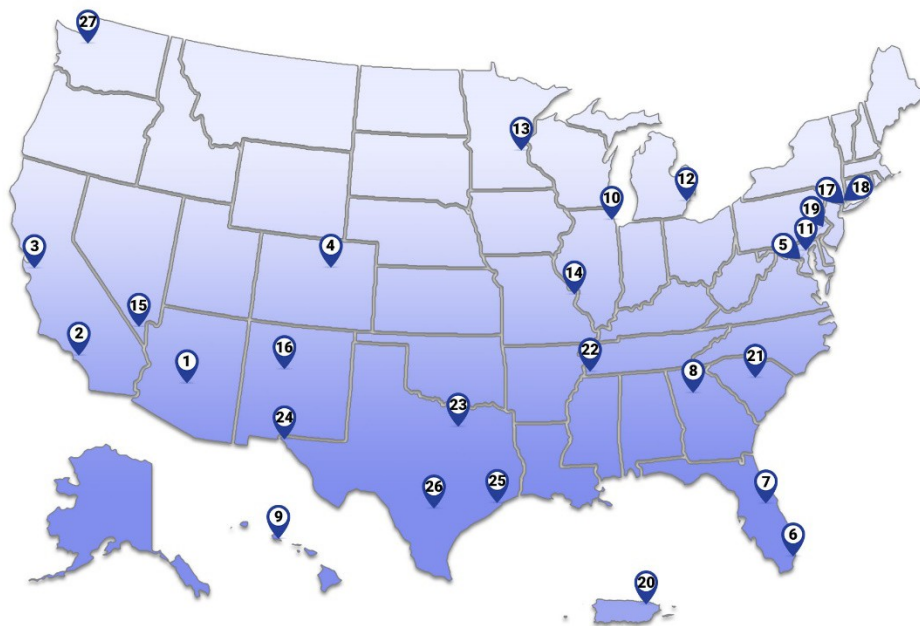
Count	Center Type	City	State
	Enterprise Council South		
23	Enterprising Women of Color Young Women's Christian Association of OAHU	Honolulu	Hawaii
24	Inner City Innovation Hub Georgia Tech Research Corporation	Atlanta	Georgia
25	Inner City Innovation Hub William Marsh Rice University	Houston	Texas



MINORITY BUSINESS DEVELOPMENT AGENCY
U.S. DEPARTMENT OF COMMERCE

NATIONAL NETWORK

MBDA BUSINESS CENTERS



- 1 Phoenix MBDA Business Center
Phoenix, Arizona
- 2 Pasadena MBDA Business Center
Pasadena, California
- 3 San Jose MBDA Business Center
San Jose, California
- 4 Denver MBDA Business Center
Denver, Colorado
- 5 Washington DC MBDA Business Center
Washington, DC
- 6 Miami MBDA Business Center
Miami, Florida
- 7 Orlando MBDA Business Center
Orlando, Florida
- 8 Atlanta MBDA Business Center
Atlanta, Georgia
- 9 Honolulu MBDA Business Center
Honolulu, Hawaii
- 10 Chicago MBDA Business Center
Chicago, Illinois
- 11 Baltimore MBDA Business Center
Baltimore, Maryland
- 12 Detroit MBDA Business Center
Detroit, Michigan
- 13 Minneapolis MBDA Business Center
Minneapolis, Minnesota
- 14 St. Louis MBDA Business Center
St. Louis, Missouri
- 15 Las Vegas MBDA Business Center
Las Vegas, Nevada
- 16 New Mexico MBDA Business Center
Albuquerque, New Mexico
- 17 Manhattan MBDA Business Center
Manhattan, New York
- 18 South Bronx MBDA Business Center
Bronx, New York
- 19 Philadelphia MBDA Business Center
Philadelphia, Pennsylvania
- 20 Puerto Rico MBDA Business Center
San Juan, Puerto Rico
- 21 Columbia MBDA Business Center
Columbia, South Carolina
- 22 Memphis MBDA Business Center
Memphis, Tennessee
- 23 Dallas MBDA Business Center
Dallas, Texas
- 24 El Paso MBDA Business Center
El Paso, Texas
- 25 Houston MBDA Business Center
Houston, Texas
- 26 San Antonio MBDA Business Center
San Antonio, Texas
- 27 Tacoma MBDA Business Center
Tacoma, Washington

Please note: this map displays the location of the Broad Agency Announcements in the chart on Pages MBDA - 19, and MBDA - 20.



NATIONAL NETWORK

MBDA SPECIALTY CENTERS



Please note: this map displays the location of the Broad Agency Announcements in the chart on Pages MBDA -20.

ADVANCED MANUFACTURING CENTERS

Targeted assistance to minority manufacturers that aim to employ new technologies to increase the number of “Made in America” products that can be sold domestically and globally.

- 1** Atlanta MBDA Advanced Manufacturing Center
Atlanta, Georgia
- 2** Baltimore MBDA Advanced Manufacturing Center
Baltimore, Maryland
- 3** Detroit MBDA Advanced Manufacturing Center
Detroit, Michigan
- 4** San Antonio MBDA Advanced Manufacturing Center
San Antonio, Texas

EXPORT CENTERS

Technical assistance and business development services to generate increased financing, contract opportunities, and greater access to new and global markets for minority business enterprises (MBEs).

- 5** Sacramento MBDA Export Center
Sacramento, California
- 6** Miami MBDA Export Center
Miami, Florida
- 7** Chicago MBDA Export Center
Chicago, Illinois
- 8** San Antonio MBDA Export Center
San Antonio, Texas

FEDERAL PROCUREMENT CENTER

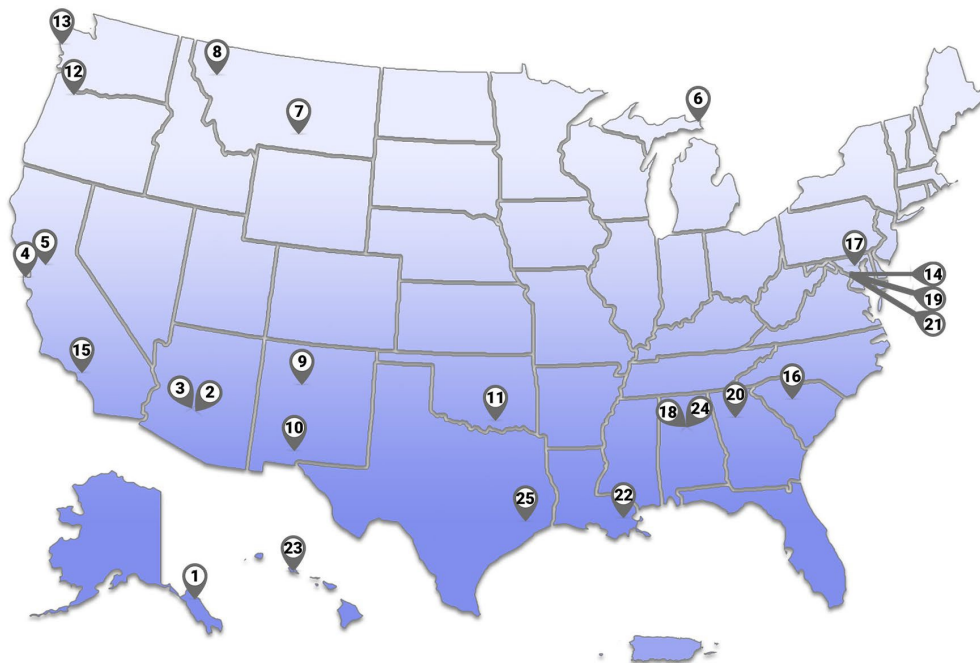
The only MBDA Center solely focused on federal contracting closely aligns with MBE clients to promote their unique offerings to the federal government and connect them to procurement officials and prime contractors

- 9** MBDA Federal Procurement Center
Washington, DC



NATIONAL NETWORK MBDA GRANTEES

MBDA grantees address key priorities of the Agency designed to overcome the unique challenges faced by minority business enterprises. Grantees provide solutions that include education, outreach, sponsorship or other innovative projects that are not addressed through other MBDA programs.



American Indian Alaska Native / Native Hawaiian (AIANNH)

Alaska

- 1 Spruce Root, Inc.

Arizona

- 2 National Center for American Indian Enterprise Development
- 3 Arizona Hispanic Chamber of Commerce

California

- 4 Asian, Inc
- 5 Rural Community Assistance Corporation

Michigan

- 6 Sault Ste. Marie Tribe of Chippewa Indians

Montana

- 7 Native American Development Corporation
- 8 Salish Kootenai College

New Mexico

- 9 Southwest Business Development Consultants, LLC
- 10 Regents of New Mexico State University

Oklahoma

- 11 Rural Enterprises of Oklahoma, Inc.

Oregon

- 12 ONABEN

Washington

- 13 The TAALA Fund

Minority Growth Equity Funds Initiative The Billion Dollar Fund

Washington, DC

- 14 National Association of Investment Companies (NAIC)

Entrepreneurship Education for Formerly Incarcerated Persons

California

- 15 Defy Ventures

South Carolina

- 16 DESA, Inc

Maryland

- 17 Morgan State University

Alabama

- 18 The Dannon Project

MBDA Enterprising Women of Color Business Centers

Washington, DC

- 19 MP Services, LLC

Georgia

- 20 Operations Hope

Washington, DC

- 21 Washington Area Community Investment Fund Inc.

Louisiana

- 22 Womens Business Enterprise Council South

Hawaii

- 23 Young Women's Christian Association of Oahu

Inner City Innovation HUB

Georgia

- 24 Georgia Tech Research Corporation

Texas

- 25 William Marsh Rice University

Please note: this map displays the location of the Broad Agency Announcements in the chart on Pages MBDA - 20, MBDA – 21 and MBDA - 22.

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 PROGRAM CHANGES FOR FY 2022
 (Dollars in thousands)**

		2022 Base		2022 Estimate		Increase (Decrease) Over 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Minority Business Development	Pos/BA	50	48,537	59	55,537	9	14,486
	FTE/Obl.	50	48,537	57	55,537	7	14,486

Building Minority Business Capacity +\$14.5 million. 7 FTE/9 Positions

MBDA will increase Minority Business Enterprises (MBEs) access to capital, procurement and contracting opportunities, capacity building, and market development by expanding the number of MBDA Business Centers (MBCs) and Specialty Centers to 18 additional sites. MBDA will also provide MBEs with an array of pilot projects to include capital access and micro business programs. With increased funding, MBDA proposes to strategically expand its MBC and grantee network through a competitive grant process focused in areas of the country where MBDA does not have locations that are best positioned for MBE pilot/demonstration projects.

*All performance metrics are being re-evaluated because every grant is being competed/recompeted in FY 2021. As new grants are awarded, MBDA will evaluate expected performance.

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 PROGRAM CHANGE PERSONNEL DETAIL**

Activity: Minority Business Development
 Program Change: Building Minority Business Capacity

Title	Grade	Number	Annual Salary	Total Salaries
Supervisory Business Development Specialist	14	1	138,866	138,866
Business Development Specialist	13	3	117,516	352,548
Program Analyst	13	5	117,516	587,580
Total		9		1,078,994
Less lapse		-2		-269,749
Total full-time permanent (FTE)		7		809,246
2022 Pay Adjustment (2.70%)				21,850
				831,095

Personnel Data
 Summary
 Full-time Equivalent Employment

Full-time permanent	7
Other than full-time permanent	0
Total	7

Authorized Positions:

Full-time permanent	9
Other than full-time permanent	0
Total	9

Department of Commerce
Minority Business Development Agency
Minority Business Development
PROGRAM CHANGE BY OBJECT CLASS
(Dollar amounts in thousands)

Activity	Minority Business Development					
	Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	2022 Increase / (Decrease)
11	Personnel compensation					
11.1	Full-time permanent	4,801	5,362	5,505	6,698	1,193
11.3	Other than full-time permanent	0	0	0	0	0
	<i>Subtotal 11-01 and 11-03</i>	<i>4,801</i>	<i>5,362</i>	<i>5,505</i>	<i>0</i>	<i>1,193</i>
11.5	Other personnel compensation	50	96	96	209	113
11.8	Special personnel services payments	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
11.9	Total personnel compensation	4,851	5,458	5,601	6,907	1,306
12.1	Civilian personnel benefits	1,841	1,944	1,997	2,340	343
13.0	Benefits for former personnel	0	0	0	0	0
21.0	Travel and transportation of persons	58	58	58	62	4
22.0	Transportation of things	2	8	8	8	0
23.1	Rental payments to GSA	916	939	962	962	0
23.2	Rental payments to others	0	0	0	0	0
23.3	Communications, utilities and miscellaneous	102	104	107	115	8
24.0	Printing and reproduction	12	14	16	24	8
25.1	Advisory and assistance services	463	463	469	815	346
25.2	Other services from non-federal sources	1,866	1,650	1,680	1,694	14
25.3	Other goods and services from Federal source	4,899	4,945	5,092	5,675	583
25.4	Operation and maintenance of facilities	0	0	0	0	0
25.7	Operation and maintenance of equipment	0	0	0	0	0
26.0	Supplies and materials	8	8	8	9	1
31.0	Equipment	279	409	539	558	19
32.0	Land and structures	0	0	0	0	0
33.0	Investment loans	0	0	0	0	0
41.0	Grants, subsidies and contributions	36,599	57,000	32,000	43,854	11,854

42.0 Insurance claims and indemnities	0	0	0	0	0
43.0 Interest and dividends	0	0	0	0	0
44.0 Refunds	0	0	0	0	0
99.9 Total Obligations	<u>51,896</u>	<u>73,000</u>	<u>48,537</u>	<u>63,023</u>	<u>14,486</u>
Less, Prior Year Unobligated Balance					
Less, Prior Year Recoveries and Refunds					
Plus, Unobligated Balance, EOY	104				
Plus, Unobligated Balance, Expiring					
Total Budget Authority	<u>52,000</u>	<u>73,000</u>	<u>48,537</u>	<u>63,023</u>	<u>14,486</u>

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 PROGRAM CHANGES FOR FY 2022
 (Dollars in thousands)**

		2022 Base		2022 Estimate		Increase (Decrease) Over 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Minority Business Development	Pos/BA	50	48,537	63	63,023	13	7,000
	FTE/Obl.	50	48,537	60	63,023	10	7,000

Enhance Intergovernmental Affairs, Policy and Research Capacity +\$7.0 million, 10 FTE/13 Positions

MBDA research reports and data will ensure the Agency adheres to the Foundations for Evidence-Based Policymaking Act of 2018 and fulfills MBDA's proposed learning agenda to address three key questions: (a) What is the role of cash-on-hand and access to capital in affecting MBEs' resiliency? (b) How effective was CARES Act programs in increasing MBE resiliency? (c) What were the lessons learned from COVID-19 recovery programs regarding MBE resiliency.

Barriers to participation in the U.S. economy had been a systemic issue impeding entrepreneurial parity and growth of MBEs prior to the founding of MBDA more than 50 years ago. Access to capital has been one of the paramount problems facing MBEs. With all current efforts to assist the minority business community with recovery from the pandemic, MBDA and DOC recognize removing barriers to participation in our economy and fully enforcing policies and laws that are already established will be a core pillar of "building back better".

Performance Measures (Targets)	2020 Actual	2021 Target	2022 Target	2023 Target	2024 Target
Produce Major Policy Papers Related to Minority Businesses	3	3	3	5	5

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 PROGRAM CHANGE PERSONNEL DETAIL**

Activity: Minority Business Development
 Program Change: Enhance Intergovernmental Affairs, Policy & Research Capacity

Title	Grade	Number	Annual Salary	Total Salaries
Leg and Intergov Affairs Specialist	14	1	138,866	138,866
Budget Analyst	13	2	117,516	235,032
Data Specialist	13	1	117,516	117,516
Intergov Affairs Specialist	13	2	117,516	235,032
Management Analyst	13	2	117,516	235,032
Policy Analyst	13	3	117,516	352,548
Public Affairs Specialist	13	2	117,516	235,032
Total		13		1,549,058
Less lapse				-387,265
		25.00%		
Total full-time permanent (FTE)		10		1,161,794
2022 Pay Adjustment (2.70%)				31,368
		2.7%		1,193,162

Personnel Data Summary
 Full-time Equivalent Employment
 Full-time permanent
 Other than full-time permanent
 Total

10
0
<u>10</u>

Authorized Positions:
 Full-time permanent
 Other than full-time permanent
 Total

13
0
<u>13</u>

Department of Commerce
Minority Business Development Agency
Minority Business Development
PROGRAM CHANGE BY OBJECT CLASS
(Dollar amounts in thousands)

Activity	Minority Business Development					
	Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	2022 Increase / (Decrease)
11	Personnel compensation					
11.1	Full-time permanent	4,801	5,362	5,505	6,336	831
11.3	Other than full-time permanent	0	0	0	0	0
	<i>Subtotal 11-01 and 11-03</i>	<i>4,801</i>	<i>5,362</i>	<i>5,505</i>	<i>0</i>	<i>831</i>
11.5	Other personnel compensation	50	96	96	96	0
11.8	Special personnel services payments	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
11.9	Total personnel compensation	4,851	5,458	5,601	6,432	831
12.1	Civilian personnel benefits	1,841	1,944	1,997	2,534	537
13.0	Benefits for former personnel	0	0	0	0	0
21.0	Travel and transportation of persons	58	58	58	58	0
22.0	Transportation of things	2	8	8	8	0
23.1	Rental payments to GSA	916	939	962	962	0
23.2	Rental payments to others	0	0	0	0	0
23.3	Communications, utilities and miscellaneous	102	104	107	107	0
24.0	Printing and reproduction	12	14	16	18	2
25.1	Advisory and assistance services	463	463	469	469	0
25.2	Other services from non-federal sources	1,866	1,650	1,680	7,276	5,596
25.3	Other goods and services from Federal source	4,899	4,945	5,092	5,096	4
25.4	Operation and maintenance of facilities	0	0	0	0	0
25.7	Operation and maintenance of equipment	0	0	0	0	0
26.0	Supplies and materials	8	8	8	10	2
31.0	Equipment	279	409	539	567	28
32.0	Land and structures	0	0	0	0	0
33.0	Investment loans	0	0	0	0	0
41.0	Grants, subsidies and contributions	36,599	57,000	32,000	32,000	0

42.0 Insurance claims and indemnities	0	0	0	0	0
43.0 Interest and dividends	0	0	0	0	0
44.0 Refunds	0	0	0	0	0
99.9 Total Obligations	<u>51,896</u>	<u>73,000</u>	<u>48,537</u>	<u>55,537</u>	<u>7,000</u>
Less, Prior Year Unobligated Balance					
Less, Prior Year Recoveries and Refunds					
Plus, Unobligated Balance, EOY	104				
Plus, Unobligated Balance, Expiring					
Total Budget Authority	<u>52,000</u>	<u>73,000</u>	<u>48,537</u>	<u>55,537</u>	<u>7,000</u>

Department of Commerce
Minority Business Development Agency
Minority Business Development
SUMMARY OF REQUIREMENTS BY OBJECT CLASS
(Dollar amounts in thousands)

Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	2022 Increase / (Decrease)
11 Personnel compensation					
11.1 Full-time permanent	4,801	5,362	5,505	7,529	2,024
11.3 Other than full-time permanent	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Subtotal 11-01 and 11-03</i>	<i>4,801</i>	<i>5,362</i>	<i>5,505</i>	<i>7,529</i>	<i>2,024</i>
11.5 Other personnel compensation	50	96	96	209	113
11.8 Special personnel services payments	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
11.9 Total personnel compensation	4,851	5,458	5,601	7,738	2,137
12.1 Civilian personnel benefits	1,841	1,944	1,997	2,877	880
13.0 Benefits for former personnel	0	0	0	0	0
21.0 Travel and transportation of persons	58	58	58	62	4
22.0 Transportation of things	2	8	8	8	0
23.1 Rental payments to GSA	916	939	962	962	0
23.2 Rental payments to others	0	0	0	0	0
23.3 Communications, utilities and miscellaneous	102	104	107	115	8
24.0 Printing and reproduction	12	14	16	26	10
25.1 Advisory and assistance services	463	463	469	815	346
25.2 Other services from non-federal sources	1,866	1,650	1,680	7,290	5,610
25.3 Other goods and services from Federal source	4,899	4,945	5,092	5,679	587
25.4 Operation and maintenance of facilities	0	0	0	0	0
25.7 Operation and maintenance of equipment	0	0	0	0	0
26.0 Supplies and materials	8	8	8	11	3
31.0 Equipment	279	409	539	586	47
32.0 Land and structures	0	0	0	0	0
33.0 Investment loans	0	0	0	0	0
41.0 Grants, subsidies and contributions	36,599	57,000	32,000	43,816	11,816

Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	2022 Increase / (Decrease)
42.0 Insurance claims and indemnities	0	0	0	0	0
43.0 Interest and dividends	0	0	0	0	0
44.0 Refunds	0	0	0	0	0
99.9 Total Obligations	51,896	73,000	48,537	70,023	21,486
Less, Prior Year Unobligated Balance					
Less, Prior Year Recoveries and Refunds					
Plus, Unobligated Balance, EOY	104				
Plus, Unobligated Balance, Expiring					
Total Budget Authority	52,000	73,000	48,537	70,023	21,486
<u>Personnel Data</u>					
<u>Full-time equivalent Employment</u>					
Full-time permanent	45	50	50	67	17
Other than full-time permanent	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	45	50	50	67	17
<u>Authorized Positions</u>					
Full-time permanent	50	50	50	72	22
Other than full-time permanent	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	50	50	50	72	22

Department of Commerce
Minority Business Development Agency
Minority Business Development
SELECT ACTIVITIES BY OBJECT CLASS
(Dollar amounts in thousands)

Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	2022 Increase / (Decrease)
11.1 Full-time permanent	4,801	5,362	5,505	7,529	2,024
11.3 Other than full-time permanent	0	0	0	0	
11.5 Other personnel compensation	50	96	96	209	113
11.8 Special personnel services payments	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
11.9 Total personnel compensation	4,851	5,458	5,601	7,738	2,137
12.1 Civilian personnel benefits	1,841	1,944	1,997	2,877	880
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	58	58	58	62	4
22 Transportation of things	2	8	8	8	0
23.1 Rental payments to GSA	916	939	962	962	0
23.2 Rental payments to others	0	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	102	104	107	115	8
24 Printing and reproduction	12	14	16	26	10
25 Other contractual services					
25.1 Advisory and assistance services	463	463	469	815	346
25.2 Other services	1,866	1,650	1,680	7,290	5,610
25.3 Other goods and services from Federal sources	4,899	4,945	5,092	5,679	587
25.4 Operation and maintenance of facilities	0	0	0	0	0
25.7 Operation and maintenance of equipment	0	0	0	0	0
25.8 Subsistence and support of persons	0	0	0	0	0
26 Supplies and materials	8	8	8	11	3
31 Equipment	279	409	539	586	47
32 Land and structures	0	0	0	0	0
33 Investment loans	0	0	0	0	0
41 Grants, subsidies and contributions	26,599	32,000	32,000	43,854	11,854
42 Insurance claims and indemnities	0	0	0	0	0

Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	2022 Increase / (Decrease)
43 Interest and dividends	0	0	0	0	0
44 Refunds	0	0	0	0	0
99 Total obligations	41,896	48,000	48,537	70,023	21,486
Less prior year recoveries					
Less unobligated balance	104				
Total Budget Authority	42,000	48,000	48,537	70,023	21,486

Personnel Data

Full-time Equivalent Employment

Full-time permanent	45	50	50	67	17
Other than full-time permanent	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	45	50	50	67	17

Authorized Positions

Full-time permanent	50	50	50	72	22
Other than full-time permanent	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	50	50	50	72	22

Department of Commerce
Minority Business Development Agency
Minority Business Development
SELECT ACTIVITIES BY OBJECT CLASS
(Dollar amounts in thousands)

Supplemental Funding:

CARES Act

Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	2022 Increase / (Decrease)
11 Personnel compensation	0	0	0	0	0
11.1 Full-time permanent	0	0	0	0	0
11.3 Other than full-time permanent	0	0	0	0	0
11.5 Other personnel compensation	0	0	0	0	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	0	0	0	0	0
12.1 Civilian personnel benefits	0	0	0	0	0
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	0	0	0	0	0
22 Transportation of things	0	0	0	0	0
23.1 Rental payments to GSA	0	0	0	0	0
23.2 Rental payments to others	0	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	0	0	0	0	0
24 Printing and reproduction	0	0	0	0	0
25 Other contractual services	0	0	0	0	0
25.1 Advisory and assistance services	0	0	0	0	0
25.2 Other services	0	0	0	0	0
25.3 Other goods and services from Federal sources	0	0	0	0	0
25.4 Operation and maintenance of facilities	0	0	0	0	0
25.7 Operation and maintenance of equipment	0	0	0	0	0
25.8 Subsistence and support of persons	0	0	0	0	0
26 Supplies and materials	0	0	0	0	0
31 Equipment	0	0	0	0	0
32 Land and structures	0	0	0	0	0

33	Investment loans	0	0	0	0	0
41	Grants, subsidies and contributions	10,000	0	0	0	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	<u>10,000</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	Less prior year recoveries					
	Less unobligated balance	0				
	Total Budget Authority	<u>10,000</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>

Department of Commerce
Minority Business Development Agency
Minority Business Development
SELECT ACTIVITIES BY OBJECT CLASS
(Dollar amounts in thousands)

Supplemental Funding:

Coronavirus Response and Relief Supplemental Appropriations Act

Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	2022 Increase / <u>(Decrease)</u>
11 Personnel compensation	0	0	0	0	0
11.1 Full-time permanent	0	0	0	0	0
11.3 Other than full-time permanent	0	0	0	0	0
11.5 Other personnel compensation	0	0	0	0	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	0	0	0	0	0
12.1 Civilian personnel benefits	0	0	0	0	0
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	0	0	0	0	0
22 Transportation of things	0	0	0	0	0
23.1 Rental payments to GSA	0	0	0	0	0
23.2 Rental payments to others	0	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	0	0	0	0	0
24 Printing and reproduction	0	0	0	0	0
25 Other contractual services	0	0	0	0	0
25.1 Advisory and assistance services	0	0	0	0	0
25.2 Other services	0	0	0	0	0
25.3 Other goods and services from Federal sources	0	0	0	0	0
25.4 Operation and maintenance of facilities	0	0	0	0	0
25.7 Operation and maintenance of equipment	0	0	0	0	0
25.8 Subsistence and support of persons	0	0	0	0	0
26 Supplies and materials	0	0	0	0	0
31 Equipment	0	0	0	0	0

32	Land and structures	0	0	0	0	0
33	Investment loans	0	0	0	0	0
41	Grants, subsidies and contributions	0	25,000	0	0	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	<u>0</u>	<u>25,000</u>	<u>0</u>	<u>0</u>	<u>0</u>
	Less prior year recoveries					
	Less unobligated balance	0				
	Total Budget Authority	<u>0</u>	<u>25,000</u>	<u>0</u>	<u>0</u>	<u>0</u>

**Department of Commerce
Minority Business Development Agency
Minority Business Development
Justification of Proposed Language Changes**

To help address longstanding racial inequity and eliminate barriers for minority-owned businesses, the Budget requests \$70 million to enable MBDA to perform business policy functions and execute programs designed to ensure minority-owned businesses have access to the tools they need to start and grow their business.

Existing Language: For necessary expenses of the Department of Commerce in fostering, promoting, and developing minority business enterprises, including expenses of grants, contracts, and other agreements with public or private organizations, \$48,000,000, of which not more than \$16,000,000 shall be available for overhead expenses, including salaries and expenses, rent, utilities, and information technology services

Proposed Language: For necessary expenses of the Department of Commerce in fostering, promoting, and developing minority business enterprises, including expenses of grants, contracts, and other agreements with public or private organizations, \$70,023,000

**Department of Commerce
Minority Business Development Agency
Minority Business Development
Appropriation Language and Code Citation**

For necessary expenses of the Department of Commerce in fostering, promoting, and developing minority business enterprises, including expenses of grants, contracts, and other agreements with public or private organizations, \$70,023,000

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 ADVISORY AND ASSISTANCE SERVICES**

	2020 Actuals	2021 Enacted	2022 Estimate
Consulting Services	0	0	0
Management and Professional Services	287	287	530
Special Studies and Analyses	176	176	285
Management and support services for research and development	<u>0</u>	<u>0</u>	<u>0</u>
TOTALS	463	463	815

MBDA contracts with external vendors for Advisory and Assistance Services to obtain support and advice for standing up new programs, to quickly fill short-term skills gaps, and obtain external advice on MBDA programs.

Department of Commerce
Minority Business Development Agency
Minority Business Development
PERIODICALS, PAMPHLETS, AND AUDIOVISUAL SERVICES
(dollars in thousands)

	FY 2020 Actuals	FY 2021 Enacted	FY 2022 Estimate
Periodicals	0	0	0
Pamphlets	12	14	26
Audiovisuals	0	0	0
TOTALS	12	14	26

Executive Order 11625 authorizes the Minority Business Development Agency (MBDA) to provide "for the development, collection, summarization, and dissemination of information that will be helpful to persons and organizations throughout the nation in undertaking or promoting the establishment and successful operation of minority business enterprise". MBDA's Office of Legislation, Education, and Intergovernmental Affairs is responsible for the creation of periodicals, publications, and audiovisuals to carry out the mandate set forth in Executive Order 11625.

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 AVERAGE GRADE AND SALARIES
 (Dollars in thousands)**

	2020 Actual	2021 Enacted	2022 Estimate
Average ES Salary	\$166,126	\$167,804	\$169,482
Average GS/GM Grade	12	12	12
Average GS/GM Salary	\$109,873	\$110,983	\$112,093

**Department of Commerce
 Minority Business Development Agency
 Minority Business Development IMPLEMENTATION STATUS OF GAO AND OIG RECOMMENDATIONS**

31 U.S.C. 720, as amended January 3, 2019, requires the head of a federal agency to submit a written statement of the actions taken or planned on Government Accountability Office (GAO) recommendations to the House and Senate Committees on Appropriations with the agency's first request for appropriations made more than 180 calendar days after the date of the report.

The Good Accounting Obligation in Government Act (GAO-IG Act), passed on January 3, 2019, (P.L. 115-414) requires each agency to include, in its annual budget justification, a report that identifies each public recommendation issued by GAO and the agency's office of the inspector general (OIG) which has remained unimplemented for one year or more from the annual budget justification submission date. In addition, the Act requires a reconciliation between the agency records and the IGs' Semiannual Report to Congress (SAR).

Section 1. Recommendations for which action plans were finalized since the last appropriations request.

Not applicable.

Section 2. Implementation of GAO public recommendations issued no less than one year ago that are designated by GAO as 'Open' or 'Closed-Unimplemented.'

Open Recommendation(s) the Department has decided not to implement.

Not applicable.

Report Number	N/A
Report Title	N/A
Issue Date	N/A
Recommendation Number	N/A
Recommendation	N/A
Reason for the Decision not to Implement	N/A

Open Recommendation(s) the Department plans to implement.

Not applicable.

Report Number	N/A
Report Title	N/A
Issue Date	N/A
Recommendation Number	N/A
Recommendation	N/A
Target Implementation Date	N/A
Closure Request Pending with GAO (Yes/No)	N/A
Clear Budget Implications (Yes/No)	N/A

Section 3. Implementation of OIG public recommendations issued no less than one year for which Final Action has not been Taken or Action Not Recommended has been Taken

Not applicable.

Report Number	N/A
Report Title	N/A
Issue Date	N/A
Recommendation Number	N/A
Recommendation	N/A
Target Implementation Date	N/A
Reason No Final Action Taken or Action Not Recommended Taken	N/A
Closure Request Pending	N/A

Section 4. Discrepancies between this report and the semiannual reports submitted by the Commerce Office of Inspector General or reports submitted by the GAO

Not applicable.

Report Number	N/A
Report Title	N/A
Issue Date	N/A
Recommendation Number	N/A
Recommendation	N/A
Discrepancy	N/A
Reason for Discrepancy	N/A

Annual Performance Plan / Report

Overview of Bureau Accomplishments

The Minority Business Development Agency (MBDA) delivered services to Minority Business Enterprises (MBEs) through a network of Minority Business Centers (MBCs) and specialty projects, which positioned MBEs to perform in high-growth industries, emerging markets, and corporate supply chains. MBDA programs help MBEs secure an annual average of \$7 billion worth of contracts and financings. MBDA's programmatic facilitation of these contracts and financings will contribute to MBEs' creation and retention of roughly 11,000 American jobs, each year.

Planned Actions for FY 2022

MBDA will design and implement business development grants, develop Minority Business Enterprise (MBE)-related research, and advocate for the growth of minority-owned enterprises. MBDA will invest in customized business development and industry-focused services to provide greater access to capital, contracts, and markets. MBDA will increase the number of its Business Centers across the nation by partnering with public and private sector entities, including Historically Black Colleges and Universities (HBCUs) and other Minority Serving Institutions (MSI). MBDA will engage with MBEs in innovative ways with a focus on development and commercialization of new technologies, products, and services.

MBDA's Office of Policy and Analysis Development (OPAD) will continue collecting, aggregating and analyzing data, and release information that meets the needs of the MBE communities and their stakeholders in the public and private sectors. In FY 2022, MBDA will focus on policy analysis and development. MBDA will continue to develop evidence-based approaches that find new solutions to impact all MBEs and produce 3 policy papers related to minority businesses that will give insight into the challenges and barriers minority businesses face.

Analysis of Performance Indicators

In FY 2020, MBDA's Business Center Program was the primary delivery system of MBDA's services to the minority business community. MBDA delivered services to MBEs through a network of Minority Business Centers (MBCs) and specialty projects, which positioned MBEs to perform in high-growth industries, emerging markets, and corporate supply chains. MBDA programs, including MBCs, helped MBEs secure an annual average of \$7 billion worth of contracts and financings. MBDA's programmatic facilitation of these contracts and financings contributed to MBEs creating and retaining roughly 11,000 American jobs.

The U.S. needs strong minority-owned firms to achieve maximum economic growth for the Nation. Minority-owned firms are an engine of employment growth and economic expansion. MBDA acts as a catalyst to build minority-owned firms of size, scale and capacity. This focus is critical to addressing the opportunity gaps experienced by MBEs, as latest Census data shows 2% of all minority businesses generate \$1 million in annual revenues¹.

MBDA uses a leading U.S. client relationship management (CRM) software system to collect and analyze data. This CRM System is a commercial off-the-shelf (COTS) software package that is utilized by MBDA Business Centers, and MBDA program analyst staff to ensure transactions are input within 72 hours after a transactional outcome resulting from an MBDA served clients. This practice is a requirement of the Federal Funding Opportunity announcement, and grants management policy.

¹ U.S. Department of Commerce, Census Bureau, 2012 Survey of Business Owners.

Performance Indicators

Current Milestone based Metric:

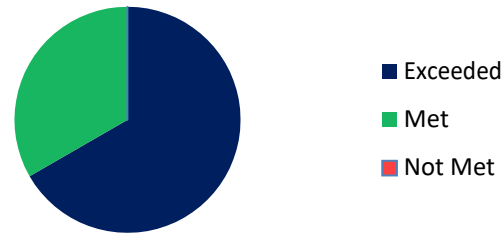
Indicator Name	2020 Target	2020 Actual
Dollars leveraged (contracts and financings) through minority business manufacturing and export activity	\$624M	\$727M

Indicator Name	2020 Target	2020 Actual
Number of jobs created through minority business manufacturing and export activity	1,325M	2,932M

Summary of Performance Indicators

In FY 2020, MBDA reported results on 6 performance indicators. Of those indicators, MBDA exceeded 4 targets and met 2 targets.

Status of FY 2020 Indicators



Strategic Objective	Indicator	FY 2020 Target	FY 2020 Actual	Status
2.3	Dollars leveraged (contracts and financings) through minority business manufacturing and export activity (Actual in millions of dollars)	\$624	\$727	Exceeded
2.3	Number of jobs created through minority business manufacturing and export activity	1,325	2,932	Exceeded
2.3	Dollar Value of Contracts (in millions of dollars)	\$2,000	\$7,000	Exceeded
2.3	Dollar Value of Financing (Actual in millions of dollars)	\$1,000	\$1,000	Met
2.3	Jobs Created and Retained (Actual)	10,293	27,317	Exceeded
2.3	Policy Papers Related to Minority Businesses	3	3	Met

All Performance Indicators

Indicator	Minority Business Contracts and Financing Awarded (millions)						
Strategic Goal	Enhance Job Creation, Goal 2						
Objective	Strengthen Domestic Commerce and the U.S. Industrial Base, Objective 2.3						
Program Activity Name	Business Development						
Indicator Class	Discontinued						
Type	Intermediate Outcome						
Source	Salesforce CRM System						
Description	Dollars leveraged (contracts and financings) through minority business export activity as a result of supplemental Global Pathways and Advanced Manufacturing grants from MBDA that support U.S. exports and manufacturing						
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Target	624	624	624	624	624	624	Discontinued
Actual	737	1,600	1,200	1,111	727		
Status*	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded		

*Status is defined as follows: Exceeded (over 100% of target); Met (90%-100% of target); Not Met (below 90% of target). Once actuals and targets are entered, the status cell should populate automatically.

Indicator	Minority Business Jobs Created / Retained						
Strategic Goal	Enhance Job Creation, Goal 2						
Objective	Strengthen Domestic Commerce and the U.S. Industrial Base, Objective 2.3						
Program Activity Name	Business Development						
Indicator Class	Discontinued						
Type	Intermediate Outcome						
Source	Salesforce CRM System						
Description	Number of jobs created through minority business manufacturing and export activity. MBDA tracks job creation and job retention through its national network of Minority Business Centers, Advanced Manufacturing Centers, and the Federal Procurement Center.						
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Target	1,325	1,325	1,325	1,325	1,377	1,377	Discontinued
Actual	1,014	2,090	976	1,450	2,932		
Status*	Not Met	Exceeded	Not Met	Exceeded	Exceeded		

Indicator	Dollar Value of Contracts						
Strategic Goal	Enhance Job Creation, Goal 2						
Objective	Strengthen Domestic Commerce and the U.S. Industrial Base, Objective 2.3						
Program Activity Name	Business Development						
Indicator Class	Discontinued						
Type	Intermediate Outcome						
Source	Salesforce CRM System						
Description	Dollar value of contracts resulting from clients served and direct client services by MBDA national network of Minority business centers. The business centers facilitate access to public and private sector procurement opportunities for minority business enterprises both domestically and internationally.						
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Target	2	2	2	2	2	2	Discontinued
Actual	1.9	2.9	3.4	2.4	7		
Status*	Met	Exceeded	Exceeded	Exceeded	Exceeded		

Indicator	Dollar Value of Financings						
Strategic Goal	Enhance Job Creation, Goal 2						
Objective	Strengthen Domestic Commerce and the U.S. Industrial Base, Objective 2.3						
Program Activity Name	Business Development						
Indicator Class	Discontinued						
Type	Intermediate Outcome						
Source	Salesforce CRM System						
Description	Dollar value of financing resulting from clients served and direct client services by MBDA national network of Minority business centers. The business centers facilitate access to public and private sector procurement opportunities for minority business.						
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Target	1.0	1.0	1.0	1.0	1.0	1.0	Discontinued
Actual	1.4	4.9	1.2	1.2	1.0		
Status*	Exceeded	Exceeded	Exceeded	Exceeded	Met		

Indicator	Jobs Created and Retained						
Strategic Goal	Enhance Job Creation, Goal 2						
Objective	Strengthen Domestic Commerce and the U.S. Industrial Base, Objective 2.3						
Program Activity Name	Business Development						
Indicator Class	Discontinued						
Type	Intermediate Outcome						
Source	Salesforce CRM System						
Description	MBDA tracks job creation and job retention through its national network of Minority Business Centers, Advanced Manufacturing Centers, the Federal Procurement Center.						
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Target	7,500	7,500	7,500	7,500	10,293	10,293	Discontinued
Actual	15,797	18,555	19,473	22,130	27,317		
Status*	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded		

Indicator	Policy Papers Related to Minority Businesses						
Strategic Goal	Enhance Job Creation, Goal 2						
Objective	Strengthen Domestic Commerce and the U.S. Industrial Base, Objective 2.3						
Program Activity Name	Business Development						
Indicator Class	New						
Type	Intermediate Outcome						
Source	MacroDyn Group and National Association of Investment Companies						
Description	The number of policy papers related to minority businesses.						
	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Target				3	3	3	3
Actual				3	3		
Status*				Met	Met		