

U.S. Department of Commerce
Minority Business Development Agency



Budget Estimates, Fiscal Year 2015
Congressional Submission

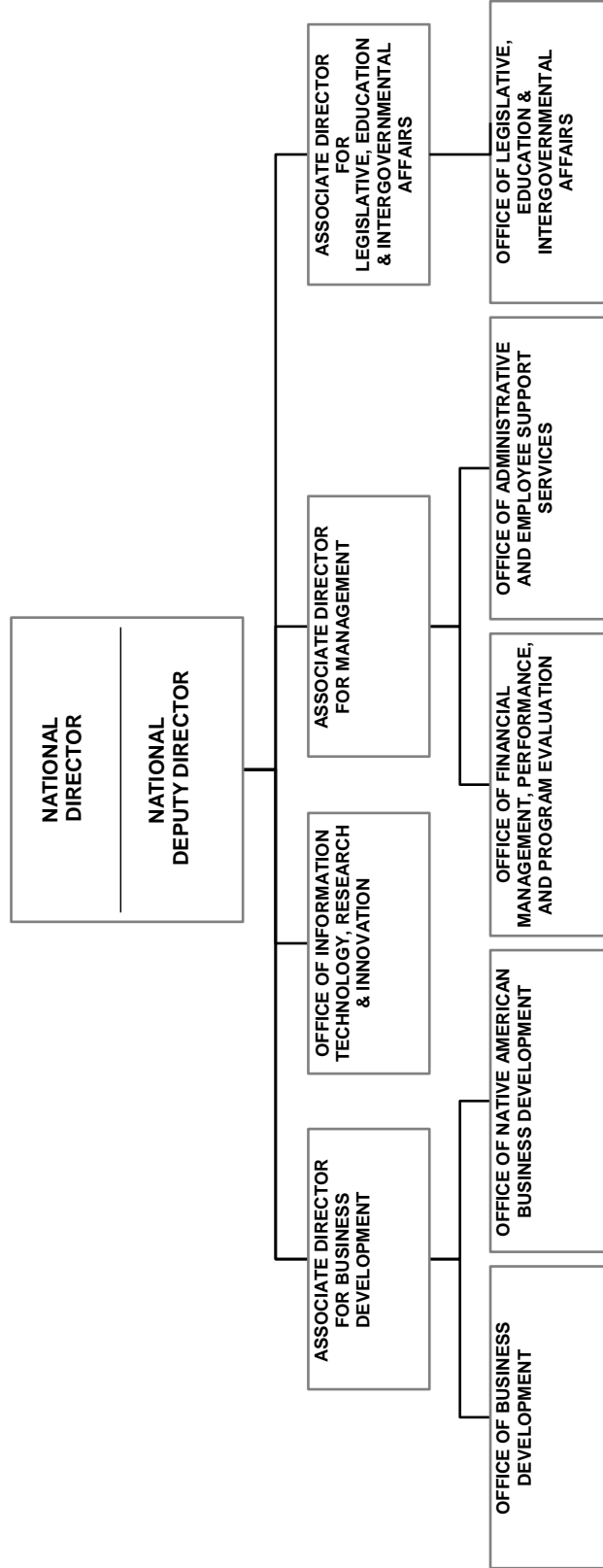
This page left blank intentionally.

DEPARTMENT OF COMMERCE
 MINORITY BUSINESS DEVELOPMENT AGENCY
 Budget Estimates, Fiscal Year 2015
 Congressional Submission

Table of Contents

EXHIBIT NUMBER	EXHIBIT	PAGE NUMBER
1	Table of Contents	
2	Organization Chart.....	MBDA – 1
3	Executive Summary.....	MBDA – 2
3A	Annual Performance Plan.....	MBDA – 5
5	Summary of Resource Requirements: Direct Obligations.....	MBDA – 14
6	Summary of Reimbursable Obligations.....	MBDA – 15
7	Summary of Financing.....	MBDA – 16
9	Justification of Adjustments to Base.....	MBDA – 17
10	Program and Performance: Direct Obligations.....	MBDA – 20
12-15	Program Justification	MBDA – 21
16	Summary of Requirements by Object Class.....	MBDA – 30
34	Advisory & Assistance Services.....	MBDA – 32
35	Periodicals, Pamphlets, & Audiovisual Services.....	MBDA – 33
36	Average Grade & Salaries.....	MBDA – 34

DEPARTMENT OF COMMERCE
MINORITY BUSINESS DEVELOPMENT AGENCY
Organization Chart



**Department of Commerce
Minority Business Development Agency
Budget Estimates Fiscal Year 2015
Executive Summary**

MBDA Mission Statement:

The mission of MBDA is to foster the growth and global competitiveness of U.S. businesses that are minority-owned. MBDA is dedicated to the establishment, growth, and competitiveness of U.S. businesses that are minority-owned.

Department of Commerce Strategic Goals Supported by MBDA:

MBDA's primary contributions to the mission of the Department of Commerce are within the strategic goal areas of Trade and Investment, and Innovation. MBDA supports Department of Commerce efforts in trade and innovation by assisting U.S. minority-owned businesses in those sectors, among others.

Business Problem and Statement of Economic Benefit:

The Agency fully supports Department of Commerce efforts to ensure the full participation of minority-owned businesses in the United States and global marketplaces. MBDA works to remove barriers to entry and open doors to economic opportunity. Many high growth minority firms have successfully competed for larger prime contracts and financial awards, and have had a significant economic impact within the minority community and overall economy. MBDA successfully provides minority business development services to minority business enterprises through a network that includes MBDA staff and its funded centers. The MBDA staff and its network of funded centers provide management and technical assistance and offer business services to grow and expand minority owned and operated firms. These efforts build capacity through new jobs created and retention of existing jobs to promote the vitality and competitiveness of our communities and businesses, particularly those that are disadvantaged or in distressed areas.

Base Program:

Within the single line appropriation, Minority Business Development, MBDA has five base activities with a total FY 2015 base budget estimate of \$28.3M and a Full-Time Equivalent (FTE) count of 70.

MBDA (\$'s in thousands)	FTE	Amount
FY 2014 Enacted	70	\$28,000
FY 2015 Adjustments to Base	0	561
FY 2015 Request	70	\$28,561
Inflationary Adjustment		-275
FY 2015 Budget Request	70	\$28,286

- Minority Business Public Private Partnerships are MBDA's network of funded centers, (grantees) that operate under cooperative agreements. The network of MBDA Business

Centers and Native American Business Enterprise Centers are comprised of for-profit entities, non-profit entities, state and local governments, tribal entities and institutes of higher learning. The centers provide an array of business counseling and development services to the minority business community and work in full collaboration with MBDA staff.

- Minority Business Direct Federal Client Services are the direct MBDA staff and resources which provide direct collaboration with MBDA funded centers, one-on-one client service delivery, referrals, resource match-making, business-to-business teaming facilitation, as well as indirect service delivery through electronic means. The MBDA's Office of Business Development is responsible for this activity.
- Minority Business Advocacy and Outreach is managed by MBDA's Office of Legislative, Education and Intergovernmental Affairs. This group is responsible for establishing and maintaining positive relations between the Agency, Members of Congress, the White House, and other government entities; and, coordinating the Agency's congressional and intergovernmental activity with the Department's Office of Legislative and Intergovernmental Affairs.
- Minority Business Policy and Oversight activities are executed by the Office of the National Director which leads the Agency and is tasked with promoting the growth and competitiveness of minority-owned businesses nationwide.
- Office of Native American Business Development is engaged in identifying opportunities in the areas of federal procurement, energy, manufacturing, international trade, and financial services for Native American constituencies. This office collaborates with other federal agencies, Indian Nations, and private industry to provide leadership in Indian economic development. Other activities include conducting outreach to private sector companies and other minority businesses to collaborate in building private and public partnerships for developing sustainable economies in Indian Country.

Total FY 2015 Budget Request:

In summary, MBDA is requesting \$28.3M for critical investment funding in FY 2015 that will assist in the creation of \$3B in contracts and financings and 7,500 new jobs. The FY 2015 budget request also seeks to provide the highest level of service to the minority business community. MBDA will also continue to foster innovation and entrepreneurship within minority communities in high-growth industries in support of the Administration's efforts to out-innovate, out-educate, and out-build our nation's competitors.

APP / Exhibit 3A

FY 2014 Annual Performance Report / FY 2015 Annual Performance Plan

MINORITY BUSINESS DEVELOPMENT AGENCY (MBDA)

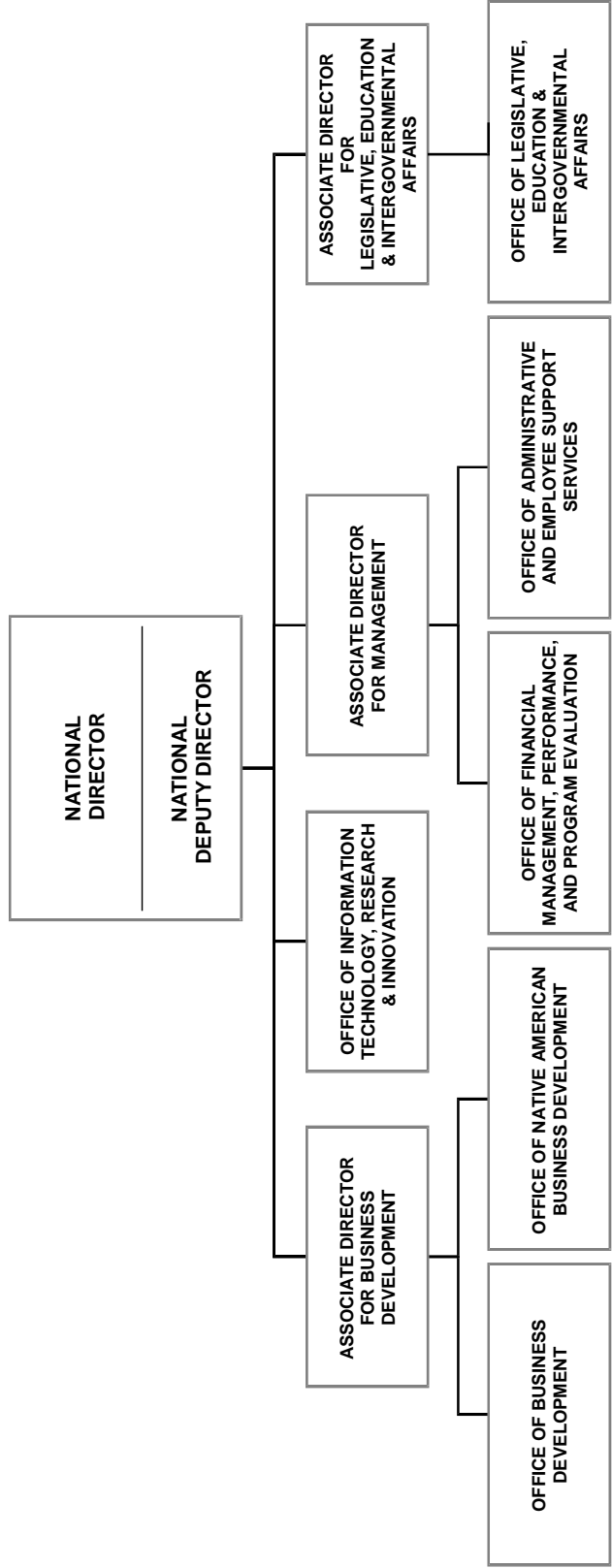
Table of Contents

Part 1 Summary Information

Section 1 Overview

Mission Statement: To foster the growth and global competitiveness of minority-owned U.S. businesses.

Organizational Structure:



MBDA supports Department of Commerce efforts in trade and innovation by assisting U.S. minority-owned businesses. MBDA works to remove barriers to entry and open doors to economic opportunity. Likewise, the MBDA Strategic Growth Initiative has made progress providing performance dividends for minority businesses. Many high growth minority firms have successfully competed for larger prime contracts and financial awards, and have had a significant economic impact within the minority community and overall economy. MBDA successfully provides minority business development services to minority business enterprises through a network that includes MBDA staff and its funded centers. The MBDA staff and its network of funded centers provide management and technical assistance and offer business services to grow and expand minority owned and operated firms. These efforts build capacity through new jobs created and retention of existing jobs.

During FY13, MBDA assisted minority-owned businesses in obtaining more than \$4.8 billion in capital and contract awards, which led to the creation and/or retention of 25,704 jobs, the highest performance level in the Agency's 45-year history.

Section 2 Corresponding DoC Strategic Themes, Goals, and Objectives

Goal	Objective Number	Objective Name	Leader: [Title, Organization/Activity]
Trade and Investment	1.2	Increase U.S. exports by broadening and deepening the U.S. exporter base	Deputy Director, International Trade Administration
Innovation	2.2	Increase the capacity of U.S. regional economies to accelerate the production of value added goods and services to and investments in businesses and communities	Associate Director for Management Resources, National Institute of Standards and Technology
Minority Business Development	MBDA	Foster the growth and global competitiveness of U.S. minority-owned firms	Acting National Director, Minority Business Development Agency

Description

Trade and Investment. MBDA increases U.S. exports and broadens and deepens the U.S. exporter base by funding and incentivizing 44 business development centers under its Minority Public-Private Partnership Program. In order to enable centers to foster minority business exporting, MBDA conducts live and virtual training in cooperation with the International Trade Administration, universities, and other public and private entities to provide export related business development training. The National Association of Small Business International Trade Educators and MBDA promote the Certified Global Business Professional certification for all of its business centers to enable export business development performance.

Innovation. MBDA increases the capacity of US regional economies to accelerate the production of value added goods and services by funding and incentivizing 44 business development centers under its Minority Public-Private Partnership Program. In order to enable centers to foster minority business advanced manufacturing capacity, MBDA has partnered with the National Institute for Science and Technology, and its Manufacturing Extension Program, created an advanced manufacturing specialty center in Atlanta, Georgia, and conducts quarterly advanced manufacturing webinar training.

Minority Business Development. MBDA's 44 grant funded business centers form the center of gravity of the Minority Business Public-Private Partnership Program. This is MBDA's business development service delivery program designed to enable minority business enterprises access to contracts, capital, technical advice and networking assistance.

Supporting Research:

Disparities in Capital Access between Minority and Non-Minority Businesses: The Troubling Reality of Capital Limitations Faced by MBEs (2010):

This MBDA research report provides recent findings on disparities in capital access between minority businesses and non-minority businesses after controlling for a number of factors including size of firm and credit worthiness among others. It reviews the 2008 recession and financial crisis and its effect on the ability of minority businesses to secure the capital needed to establish and grow their businesses. It provides an overview of the barriers to capital access faced by minority businesses.
<http://www.mbda.gov/sites/default/files/DisparitiesinCapitalAccessReport.pdf>

Characteristics of Minority Businesses (2008):

This MBDA publication first revealed the higher performance of MBEs in exporting and their challenges in capital access. It highlights important trends in employment, export activity, and capital access.
<http://www.mbda.gov/sites/default/files/CharacteristicsofMinorityBusinesses.pdf>

The State of Minority Business Enterprises (2006):

This report published by MBDA provides analysis of Census Bureau minority-owned business survey data and insights from a survey of business owners related to MBE economic activity in the United States.
<http://www.mbda.gov/sites/default/files/StateofMinorityBusiness2002SurveyofBusinessOwners.pdf>

Census Data Study on Business Center Program Impact (2014):

MBDA has partnered with the Census Bureau and the IRS to locate MBDA clients in Census and IRS databases and analyze MBDA client business vectors like growth, revenue, employment, and failure rates across similarly situated control groups. This analysis spans sectors like export business activity, advanced manufacturing activity, and general minority business growth. Currently in the feasibility study stage, we expect program evaluation to commence before the end of 4Q FY2014.

Part 2 Performance Results and Plans

Section 1: FY 2013 Summary Description of Performance by Objective

FY 14-18 Strategic Goal: Trade and Investment

FY 14-18: Strategic Objective: Increase U.S. exports by broadening and deepening the U.S. exporter base.

Benefits: Minority business entities that receive services from MBDA funded centers and acquire contracts, financing, and/or grow, must report these business outcomes, which are individually verified by MBDA business development specialist staff. The minority business enterprise contract amounts, financing award amounts, and jobs created or retained from MBDA client service delivery are recorded as MBDA's performance metrics. Specialized business development in export activity, a strategic focus of the Department of Commerce, is made available through specialized MBDA centers and business center operator training. MBDA partners like the National Association of Small Business International Trade Educators and the International Trade Administration facilitate specialized export training.

Indicator	Target	Actual	Status	Trend
Dollar value of contracts and financing awards in support of minority business export activity	\$28M	\$2.4M	On Track	Positive
Jobs Created or Retained incident to minority business export activity	1000	192	On Track	Positive

FY 14-18 Strategic Goal: Innovation

FY 14-18: Strategic Objective: Increase the capacity of U.S. regional economies to accelerate the production of value-added goods and services by providing services to and investments in businesses and communities

Benefits: Minority business entities that receive services from MBDA funded centers and acquire contracts, financing, and/or grow, must report these business outcomes, which are individually verified by MBDA business development specialist staff. The minority business enterprise contract amounts, financing award amounts, and jobs created or retained from MBDA client service delivery are recorded as MBDA's performance metrics. Specialized business development in advanced manufacturing activity, a strategic focus of the Department of Commerce, is made available through specialized MBDA centers and business center operator training. MBDA partners like the National Institute of Standardization and Technology's Manufacturing Extension Partnership and MBDA's advanced manufacturing business center in Atlanta, GA facilitate specialized advanced manufacturing business development training for MBDA business center operators.

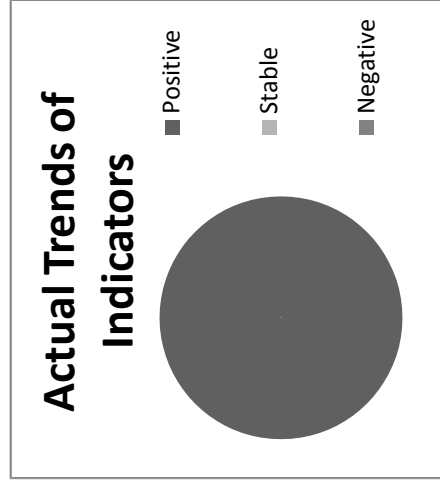
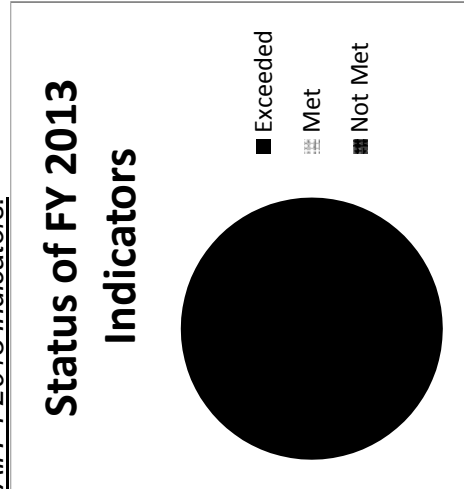
Indicator	Target	Actual	Status	Trend
Dollar value of minority business contracts involving advanced manufacturing activity	\$1000M	\$34M	On Track	Positive
Dollar value of minority business financing for advanced manufacturing activity	\$50M	\$4M	On Track	Positive
Jobs created in advanced manufacturing	1000	69	On Track	Positive
Jobs retained in advanced manufacturing	1500	259	On Track	Positive

FY 14-18 Strategic Goal: Minority Business Development

FY 14-18: Strategic Objective: Assist minority business entities in achieving entrepreneurial parity by delivering technical services and assisting minority business enterprises to acquire contracts, financing, and create jobs.

Benefits: Minority business entities that receive services from MBDA funded centers and acquire contracts, financing, and/or grow, must report these business outcomes, which are individually verified by MBDA business development specialist staff. The minority business enterprise contract amounts, financing award amounts, and jobs created or retained from MBDA client service delivery are recorded as MBDA's performance metrics. MBDA measures the success of its business centers according to the contracts, financing, and jobs created or retained incident to the business development activity the centers deliver to minority business entity clients. Each result is independently verified by an MBDA business development specialists.

All FY 2013 Indicators:



Section 2: Detailed Description of Past and Future Performance by Objective

MBDA Bureau Goals: Minority Business Development

Indicator	MINORITY BUSINESS CONTRACTS AWARDED									
Description	DESCRIBE THE INDICATOR INCLUDING HOW THE INDICATOR REFLECTS THE BUREAU'S PROGRAM. IT MAY BE THAT THERE ARE SIGNIFICANT CHANGES BETWEEN YEARS AS A RESULT OF ADDITIONAL FUNDING IN A GIVEN YEAR. NOTE THAT CHANGE IN THE DESCRIPTION.									
	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015		
Target	\$0.9B	\$0.9B	\$1.0B	\$1.1B	\$1.1B	\$1.1B	\$2B	\$2B		
Actual	\$0.9B	\$2.1B	\$1.5B	\$2.1B	\$2.2B	\$3.2B				
Status	Met	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded				
Trend	POSITIVE									
Explanation (if not met in FY 2013)	N/A									
Actions to be taken / Future Plans										
Adjustments to targets	TARGETS INCREASED 90%									
Information Gaps	DESCRIBE ANY INFORMATION GAPS THAT APPLY TO THIS INDICATOR.									
Validation and Verification										
Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken					

MINORITY BUSINESS FINANCING AWARDED										
Indicator										
Description	DESCRIBE THE INDICATOR INCLUDING HOW THE INDICATOR REFLECTS THE BUREAU'S PROGRAM. IT MAY BE THAT THERE ARE SIGNIFICANT CHANGES BETWEEN YEARS AS A RESULT OF ADDITIONAL FUNDING IN A GIVEN YEAR. NOTE THAT CHANGE IN THE DESCRIPTION.									
	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015		
Target	\$0.9B	\$0.5B	\$0.6B	\$0.9B	\$0.9B	\$0.9B	\$1B	\$1B		
Actual	\$0.9B	\$0.9B	\$1.8B	\$1.8B	\$1.4B	\$1.5B				
Status	Met	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded				
Trend	POSITIVE									
Explanation (if not met in FY 2013)	NA									
Actions to be taken / Future Plans										
Adjustments to targets	INCREASED TARGETS 11%									
Information Gaps										
Validation and Verification										
Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken					

Indicator	MINORITY BUSINESS JOBS CREATED									
Description	DESCRIBE THE INDICATOR INCLUDING HOW THE INDICATOR REFLECTS THE BUREAU'S PROGRAM. IT MAY BE THAT THERE ARE SIGNIFICANT CHANGES BETWEEN YEARS AS A RESULT OF ADDITIONAL FUNDING IN A GIVEN YEAR. NOTE THAT CHANGE IN THE DESCRIPTION.									
	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015		
Target	3,000	3,000	4,000	5,000	5,000	5,000	7,500	7,500		
Actual	4,603	4,134	5,845	5,787	6,500	11,575				
Status	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded				
Trend	POSITIVE									
Explanation (if not met in FY 2013)	N/A									
Actions to be taken / Future Plans										
Adjustments to targets	TARGETS INCREASED 50%									
Information Gaps										
Validation and Verification										
Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken					

Part 3 - Resource Requirements Table

Beginning in FY 2014, the Department of Commerce is shifting to the structure of a new strategic plan. Therefore, the following table demonstrates past funding and FTE from FY 2008 to FY 2013 and projected levels for FY 2014.

	FY 2008 Actual	FY 2009 Actual	FY 2010 Actual	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY 2014 Enacted	FY 2015 Base	Increase/Decrease	FY 2015 Request
Minority Business Development	\$28.6	\$30.1	\$31.8	\$30.6	\$30.3	\$27.5	\$28.0	\$28.6	-\$0.3	\$28.3
FTE	74	82	86	84	68	50	70	70	0	70
Total Funding	\$28.3	\$29.8	\$31.5	\$30.3	\$30.3	\$27.5	\$28.0	\$28.6	-\$0.3	\$28.3
Direct	\$28.3	\$29.8	\$31.5	\$30.3	\$30.3	\$27.5	\$28.0	\$28.6	-\$0.3	\$28.3
Reimbursable	\$0.3	\$0.3	\$0.3	\$0.3	\$0.0	\$0.0	\$0.0	\$0.0	0	\$0.0
Total	\$28.6	\$30.1	\$31.8	\$30.6	\$30.3	\$27.5	\$28.0	\$28.6	-\$0.3	\$28.3
Total FTE	74	82	86	84	68	50	70	70	0	70

Part 4 Agency Priority Goals

All of the MBDA performance measures detailed above are considered Agency priority goals.

Part 5 Other Information

- a) Management reviews – MBDA Management review progress against its priority performance measures on a weekly basis.
- b) Cross-Agency collaborations – MBDA is collaboratively conducting a program impact study with the Census Bureau.
- c) Program evaluations – a Census Program Impact Study is underway and should be completed by 3QFY15.
- d) MBDA’s most recent Annual Performance Report can be found at the following link: <http://www.mbda.gov/sites/default/files/APR2012.pdf>

This page left blank intentionally.

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

FY 2014 Enacted
 plus: 2015 Adjustments to Base
 2015 Base
 Less Inflationary Adjustment
 Plus (or less): 2015 Program Changes
 2015 Estimate

	Positions	FTE	Budget Authority	Obligations
	70	70	28,000	28,000
	0	0	561	561
	70	70	28,561	28,561
	0	0	-275	-275
	70	70	28,286	28,286

Comparison by activity:

	2013 Actual		2014 Enacted		2015 Base		2015 Estimate		Increase/ (Decrease) over 2015 Base
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	

Minority Business Development:

Total	50	27,472	70	28,000	70	28,561	70	28,286	0	-275
Pos./BA	50	27,472	70	28,000	70	28,561	70	28,286	0	-275
FTE/Obl.										

Adjustments to Obligations:

Recoveries
 Unobligated Balance, SOY
 Unobligated Balance, Transferred
 Unobligated Balance, EOY
 Unobligated Balance, Expiring

Financing from transfers:

Transfer from other accounts
 Transfer to other accounts

Appropriation		27,472		28,000		28,561		28,286		-275
---------------	--	--------	--	--------	--	--------	--	--------	--	------

Department of Commerce
 Minority Business Development Agency
 Minority Business Development
SUMMARY OF REIMBURSABLE OBLIGATIONS
 (Dollar amounts in thousands)

Comparison by activity:	2013	2014	2015	2015	Increase/
	Actual	Enacted	Base	Estimate	(Decrease) over 2015 Base
	Personnel Amount	Personnel Amount	Personnel Amount	Personnel Amount	Personnel Amount
Minority Business Development	0	0	0	0	0
Total	0	0	0	0	0

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

	2013 Actual Amount	2014 Enacted Amount	2015 Base Amount	2015 Estimate Amount	Increase/ Decrease Amount
Total Obligations	27,472	28,000	28,561	28,286	-275
Financing:					
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, start of year	0	0	0	0	0
Unobligated balance transferred	0	0	0	0	0
Unobligated balance, end of year	0	0	0	0	0
Unobligated balance expiring	0	0	0	0	0
Budget Authority	27,472	28,000	28,561	28,286	-275
Transfer from other accounts (-)	0	0	0	0	0
Transfer to other accounts (+)	0	0	0	0	0
Appropriation	27,472	28,000	28,561	28,286	-275

Department of Commerce
 Minority Business Development Agency
 Minority Business Development
 JUSTIFICATION OF ADJUSTMENTS TO BASE
 (Dollar amounts in thousands)

Object Class	FTE	Amount
-----	-----	-----
2014 Pay Raise.....	0	29

A pay raise of 1% is assumed to be effective January 1, 2014.

Total cost in 2015 of 2014 pay increase.....	102,347
Less amount funded in 2013.....	72,720
Less amount absorbed.....	<u>0</u>
Amount requested in 2014 to provide cost of 2013 pay increase.....	29,627

2015 Pay Raise.....	0	89
---------------------	---	----

A general pay raise of 1% is assumed to be effective January 1, 2014.

The cost in 2014 of pay increase.....	74,893
Less amount absorbed in FY 2014.....	<u>0</u>
Amount requested for 2014 pay increase.....	74,893
Payment to Working Capital Fund.....	<u>14,000</u>
Total, adjustment for 2014 pay increase.....	88,893

Civil Service Retirement System (CSRS)	0	1
--	---	---

The number of employees covered by Civil Service Retirement System (CSRS) continues to drop as positions become vacant and are filled by employees who are covered by the Federal Employees Retirement System (FERS). The estimated percentage of payroll for employees covered by CSRS will drop from 19.1% in 2013 to 10.9% in 2014 for regular employees. Contribution rates will remain the same at 7.0%.

2015 \$6,800,000 x .111 x .0700.....	52,412
2014 \$6,800,000 x .109 x .0700.....	<u>51,884</u>
Total adjustment-to-base.....	528

Federal Employees Retirement System (FERS)..... 0 123

The number of employees covered by FERS will continue to rise as employees covered by CSRS leave and are replaced by employees covered by FERS. The estimated percentage of payroll for employees covered by FERS will rise to 89.1% and the contribution factor was 11.9% in 2014

2015	844,000
2014	<u>720,997</u>
Total adjustment-to-base.....	123,003

Thrift Savings Plan (TSP)..... 0 5

The cost of agency contributions to the Thrift Savings Plan will also rise as FERS participation increases. The contribution rate is expected to rise 1% in FY 2015.

2015	126,023
2014	<u>121,176</u>
Total adjustment-to-base.....	4,847

Federal Insurance Contribution Act (FICA)..... 0 25

As the percentage of payroll covered by FERS rises, the cost of Old Age, Survivors, and Disability Insurance (OASDI) contributions will increase. In addition, the maximum salary subject to OASDI tax will rise from \$106,800 to \$110,175 in 2014. The OASDI tax rate will remain at 6.20% in 2014.

Regular:

2015	369,081
2014	<u>344,467</u>
Subtotal	24,614

Other Salaries:

2015	3,930
2014	<u>3,542</u>
Subtotal	388

Total adjustment-to-base 25,002

Health Insurance.....	0	17
<p>Effective January 2014, MBDA's contribution to Federal employees' health insurance premiums increases by 6.8%. Applied against the 2014 estimate of \$510,000, the additional amount required is \$17,000.</p>		
Rental Payments to GSA.....	0	38
<p>GSA rates are projected to increase 1.6% in 2014. This percentage was applied to the 2014 estimate to arrive at an increase of \$38,352.</p>		
HCHB Electricity.....	0	(9)
<p>Electricity cost share reduction in the Herbert C. Hoover building.</p>		
HCHB Water.....	0	5
<p>Water cost share increase in the Herbert C. Hoover building is \$8,000 Steam cost share is -\$3,000</p>		
Other Services.....	0	215
<p>This request includes a working capital fund increase of \$214,000 at the Department of Commerce. \$1,000 adjustment for NARA (interagency line item support for National Archives services)</p>		
General Pricing Level Adjustment.....	0	23
<p>This request applies OMB economic assumptions for FY 2015 to sub-object classes where the prices that the government pays are established through the market system. Factors are applied to communications, utilities and miscellaneous charges (excluding postage & FTS 2000); other services (\$21,000); rental of office copying equipment (\$1,802);</p>		
Total Adjustments to Base	0	561

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

Activity: Minority Business Development
 Subactivity: Minority Business Development

	2013 Actual	2014 Enacted		2015 Base		2015 Estimate		Increase/ (Decrease) over 2015 Base		
		Personnel	Amount	Personnel	Amount	Personnel	Amount			
Minority Business Development	50	27,472	70	28,000	70	28,561	70	28,286	0	-275
	50	27,472	70	28,000	70	28,561	70	28,286	0	-275
Total	50	27,472	70	28,000	70	28,561	70	28,286	0	-275
	50	27,472	70	28,000	70	28,561	70	28,286	0	-275

Department of Commerce
Minority Business Development Agency
Minority Business Development
PROGRAM JUSTIFICATION

APPROPRIATION ACCOUNT: MINORITY BUSINESS DEVELOPMENT

BUDGET PROGRAM: MINORITY BUSINESS DEVELOPMENT

For FY 2015, MBDA requests a total of \$28,286,000 and 70 FTE. This amount reflects no increase over the MBDA's FY 2014 appropriation. It recognizes \$561,000, in inflationary adjustments, \$275,000 of which, will be absorbed by cross cutting reductions and aggressive bureau management of administrative savings.

BASE JUSTIFICATION FOR FY 2015

Within the single line appropriation, Minority Business Development, MBDA has five base sub-programs with a total FY 2015 budget estimate of \$28.3M and a Full-Time Equivalent (FTE) count of 70. The five sub-programs are as follows:

- Minority Business Public Private Partnerships are MBDA's network of funded centers (grantees) that operate under cooperative agreements. The network of MBDA Business Centers is comprised of for-profit entities, non-profit entities, state and local governments, tribal entities and institutes of higher learning. The centers provide an array of business counseling and development services to the minority business community and work in full collaboration with MBDA staff.
- Minority Business Direct Federal Client Services are the direct MBDA staff and resources which provide direct collaboration with MBDA funded centers, one-on-one client service delivery, referrals, resource match-making, business-to-business teaming facilitation, as well as indirect service delivery through electronic means. The MBDA unit responsible for this program is the Office of Business Development.
- Minority Business Policy and Oversight programs consist of the Office of the National Director and the Research and Knowledge Management unit. The Office of the National Director leads the Agency and is tasked with promoting the growth and competitiveness of minority-owned businesses nationwide.
- Minority Business Advocacy and Outreach is managed by MBDA's Office of Legislative, Education and Intergovernmental Affairs. This group is responsible for establishing and maintaining positive relations between the Agency, Members of Congress, the White House, and other government entities; and coordinating the Agency's congressional and intergovernmental activity with the Department's Office of Legislative and Intergovernmental Affairs.
- Office of Native American Business Development is engaged in identifying opportunities in the areas of federal procurement, energy, manufacturing, international trade, and financial services for Native American constituencies. This office collaborates with other federal agencies, Indian Nations, and industry to provide leadership in Indian economic development. Other activities include conducting outreach to private sector companies and other minority businesses to collaborate in building private and public partnerships for developing sustainable economies in Indian Country.

MINORITY BUSINESS PUBLIC PRIVATE PARTNERSHIPS

MBDA successfully provides business development services to minority business enterprises (MBEs) through a network that includes the MBDA's staff and funded organizations. MBDA continues to build on this base by using the services of MBDA Business Centers (MBCs) (formerly MBECs and MBOCs and Native American Business Enterprise Centers (NABECs)).

The MBCs are operated by a network of private and public organizations. These entities compete under a public solicitation for MBDA grant opportunities. Selected candidates are offered cooperative agreements under multi-year awards. The network of private and public organizations that operate MBDA Business Centers are comprised of for-profit entities, non-profit entities, state and local governments, tribal entities and institutes of higher education (including minority serving institutes). The network of private and public organizations hires individuals in local communities to deliver business-specific services. The annual award for an MBC ranges from \$225,000 to \$590,000.

The MBC program provides an array of business counseling and development services to the minority business community. MBCs are required to work in full collaboration with MBDA staff. Collaboration efforts help expand the network of existing resources and strategic relationships offered throughout MBDA for the benefit of the individual minority business enterprise (MBE) that is being served. As strategic partners, MBDA and the network of public and private partnerships are able to harness greater efficiencies, leading to increased performance.

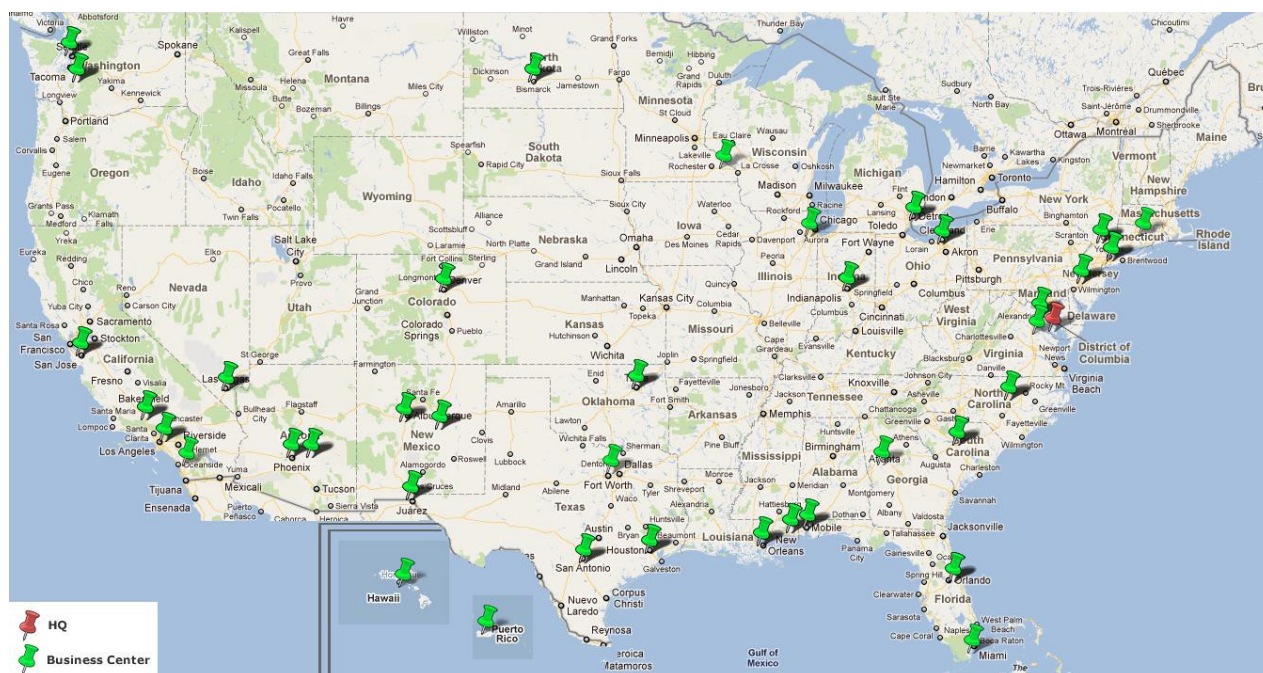
MBDA's Business Center program is able to standardize services, expand outreach and leverage limited resources. The MBDA public private partnerships provide the following services to MBEs:

- business counseling (also known as management and technical assistance);
- identification of market and contracting opportunities for minority firms;
- growth in the dollar values and numbers of actual contract awards to MBEs;
- capacity building through new jobs created and retention of existing jobs;
- increase the dollar value and number of financial awards to MBEs;
- increased access to equity, working capital, lines of credit, surety and performance bonding, and other alternative sources of financing;
- assistance in expanding growth and global competitiveness;
- promotion of the advantages to achieving size and scale through teaming opportunities;
- training in management skills and business acumen for minority entrepreneurs; and
- assistance in gaining and maintaining access to profitable markets.

The MBC program leverages resources from outside the federal government as the recipients of MBDA grant awards contribute over \$5.8 million in non-federal cost share. This level of commitment can only be obtained through outstanding public and private partnerships. MBDA and the centers work collaboratively with other local service providers such as local chambers of commerce, city council offices, local colleges and universities and other trade associations to effectively meet the needs of minority businesses. MBDA conducts 100% verification of all awarded transactions reported by its funded centers and by its staff.

MBDA's Business Center program will continue to provide core program services that reach minority entrepreneurs across the country. These funded centers will provide one-on-one and group consulting services in such areas as business counseling (i.e., management and technical assistance); deal facilitation and brokering services; marketing and growth strategies; teaming

assistance; global expansion assistance; and assistance in obtaining contract and financial award opportunities. Designed to provide expanded consulting and “hands-on” services, the MBDA Business Center program will primarily service ethnic minority firms, along with Native American, tribal entity, and minority-owned firms.



The cooperative agreements (grants) are managed by a grants management team within MBDA's Office of Business Development. The grants management team is centralized within MBDA headquarters and utilizes the NOAA Grants Online system to process and monitor grants. The grants management team works closely with NOAA grants officers and performs internal audits on each of the funded centers on an annual basis.

Minority Business Public Private Partnerships make up the core delivery system of MBDA's services to the minority business community. Today, the minority population in the United States represents 35 percent of total U.S. population and is expected to represent 54 percent by 2050. According to the US Census Bureau's 2007 Survey of Business owners, in 2007 there were 5.7 million minority-owned businesses (22% of all businesses) generating \$1 trillion in gross receipts (9% of total gross receipts of classifiable firms) and employing 5.9 million paid workers. 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 in America and have the potential to contribute significantly to the balance of trade. MBDA is a catalyst to build minority-owned firms of size, scale and capacity.

The MBDA report titled, “Disparities in Capital Access between Minority and Non-Minority-Owned Businesses” and released in 2010, finds that minority businesses are less likely to have access to loans and equity investments, compared with non-minority-owned business. When minority businesses secure loans and equity, on average, the loans are for lower amounts and carry higher interest rates compared to non-minority-owned firms similar in size and credit scores among other characteristics. Moreover, some minority-owned businesses still face obstacles in accessing procurement opportunities. Recently, the Department of Justice (DOJ) developed a statement to

update its 1996 Review of Barriers for Minority- and Women-Owned Businesses submitted to the U.S. Congress. In its statement, DOJ finds “evidence clearly shows that discriminatory barriers continue to impede the ability of minority- and women-owned businesses to compete with other firms on a fair and equal footing in government contracting markets. Significant discrimination in arenas such as access to capital and employment, limits the formation of minority-owned businesses.”

Structural barriers and discrimination have slowed the growth and expansion of minority-owned businesses resulting in economic inefficiencies. If minority-owned businesses reach entrepreneurial parity, they would represent 8.1 million firms, generating more than \$3.4 trillion in gross receipts and employing 17.7 million workers.

Today, the importance of minority-owned businesses as a key component of U.S. international trade has never been greater. The Department of Commerce has charged MBDA with enabling minority businesses to compete in international trade and MBDA has tailored Business Center training and distance learning VTCs and Webinars to enable service delivery of that critical business development information. Furthermore, MBDA is partnered with the International Trade Administration to facilitate export training for MBDA business center leaders.

The Department of Commerce also charged MBDA with enabling minority sector businesses to innovate in the area of advanced manufacturing. Similar to the approach in exports, MBDA is partnered with the National Institute for Standardization and Technology, to train MBDA business center operators in opportunities and business development under NIST’s Manufacturing Extension Partnership program.

MINORITY BUSINESS DIRECT FEDERAL CLIENT SERVICES

The Minority Business Direct Federal Client Services program is MBDA’s effort to provide services directly to minority businesses. These activities compliment MBDA’s public-private partnership service delivery efforts and ensure that MBDA resources are focused on assisting as many minority businesses as possible. The Direct Federal Client Services program involves direct collaboration with MBDA funded centers, one-on-one client service delivery, referrals, resource match-making, business-to-business teaming facilitation, as well as indirect service delivery through electronic means.

The MBDA unit primarily responsible for this program is the Office of Business Development (OBD). This unit is comprised exclusively of MBDA staff. This program consists of just over 33% of the overall MBDA budget and 70% of MBDA’s staff. The Minority Direct Federal Client Services program promotes capital access, procurement and contracting opportunities, capacity building, market development, and advocacy for minority business enterprises. This program works collaboratively with MBDA Business. Together, MBDA’s efforts yield excellent performance results for MBDA.

MBDA also coordinates the establishment of strategic partnerships between minority businesses and large corporations to achieve broader market penetration and access to capital. MBDA staff identify opportunities through direct communications and ongoing relationships with private and public sector procuring entities. MBDA staff captures key information pertaining to the upcoming opportunity, matches the opportunity with minority business clients and communicates with the matched firm. Although, there are many electronic bid opportunity matching services available, the value of MBDA’s service is having human interaction between potential buyers and minority vendors. Anecdotal information from minority businesses indicates that most bid matching systems are a necessary tool and facilitate the identification of contracting opportunities. However,

bid matching systems cannot evaluate the qualitative aspect of the opportunity or competition in a satisfactory manner. Technology supports minority firms in opportunity matching and notification of general competition requirements. However, human interaction and contract opportunity intelligence gathered through person to person dialogue is perceived as highest value.

MBDA's outreach and relationship building efforts with public and private procurement entities generates an indirect benefit to minority firms. MBDA's ongoing efforts reinforce the importance of procuring entities when it comes to supplier diversity. The net result is that the public and private entities prioritize supplier diversity when broader diversity is achieved.

MBDA supports the Department of Commerce's various initiatives including: competitiveness and innovation, manufacturing, trade missions, exporting and job creation. The Minority Business Direct Client Services program ensures minority businesses participate in the Department's initiatives and more importantly, contribute to the U.S. economy. These Department-wide initiatives rely on Agency involvement to communicate key information to a target constituency, recruit prospective participants, and provide technical support and service referrals. These services are important aspects to achieving success. However, entrepreneurs engage when opportunities are converted into actual deals. It is at the deal making level when investments are executed, local economies are impacted, and jobs are created. This program augments the Department's initiatives by assisting minority entrepreneurs in identifying high-value transactions and by facilitating partnerships, financing, and contracts.

As previously described, MBDA is actively engaged in fostering deal-making activities. The Agency tracks work-in-progress (defined as a transaction anticipated to close within 30 days or less) and pipeline (defined as a transaction anticipated to close beyond 30 days) contracting and financing deals every two weeks. MBDA reviews each line item entry with Federal employees (business development specialists) to understand the deal, provide deal-making support and to determine the probability of success. This effort has refined the Minority Business Direct Federal Client Services program and has improved its focus on increasing performance results.

MBDA continues to leverage its resources and to expand minority business participation in the global marketplace. The Agency has formed partnerships with other government agencies such as the International Trade Administration (ITA), Small Business Administration (SBA), as well as non-governmental organizations (NGOs), and the minority business trade associations. MBDA and its partners engage with minority businesses, promote advantages of international trade, conduct education forums and business-to-business partnerships. Furthermore, MBDA promotes the advantage of working with minority businesses and the fact that minorities are twice as likely to be engaged in global commerce as non-minorities. Many minority entrepreneurs maintain relationships in other countries due to personal affinities that may include family relationships, understanding of language and culture. These characteristics make minority businesses high prospects for expanding U.S. share of the global marketplace.

The future growth of minority-owned businesses is dependent on accessing growth markets and resources necessary to penetrate those markets in real time. Given the broad geography, economic clusters, industries and different cultures that comprise the minority business sector, technology plays a key role in supporting the Agency's programmatic success. The MBDA Minority Business Internet Portal (MBIP) is a menu driven, user-friendly system that assists clients with business development needs and information. The MBIP includes a variety

of online resources that foster higher performance such as: Customer Relationship Management system, Partners.Net system, Phoenix/Opportunity On-line Bid-Matching system, Business Planner, Business Loan Analyzer, and the Capital Access business tool. MBDA also uses the Internet Portal as an information clearinghouse and national center for referral of minority-owned businesses of all sizes to the vast network of public and private business development resources. The MBIP is also an important addition to the BusinessUSA effort as clients are able to easily navigate to MBDA's portal and find out about MBDA tools and services.

Minority Business Direct Client Services program works in tandem with MBDA's Minority Business Public Private Partnerships to identify, facilitate and secure contracting and financing transactions for minority businesses. Today, the minority population in the United States represents 35 percent of total U.S. population and is expected to represent 54 percent by 2050. According to the U.S. Census Bureau's 2007 Survey of Business owners, there were 5.7 million minority-owned businesses (22% of all businesses) generating \$1 trillion in gross receipts (9% of total gross receipts of classifiable firms) and employing 5.9 million paid workers. 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 in America and have the potential to contribute significantly to the balance of trade. MBDA is a catalyst to build minority-owned firms of size, scale and capacity.

MINORITY BUSINESS POLICY AND OVERSIGHT

The Minority Business Policy and Oversight program consists of the Office of the National Director (OND).

The Office of the National Director leads the Minority Business Development Agency (MBDA). MBDA is tasked with promoting the growth and competitiveness of minority-owned businesses nationwide. By Executive Order 11625, MBDA conducts the following:

1. Coordinate the plans, programs and operations of Federal agencies to strengthen minority business enterprises (MBEs).
2. Promote the mobilization of activities and resources of State and local governments, businesses and trade associations, universities, foundations, professional organizations towards the growth of MBEs.
3. Establish a center for the development, collection, summarization and dissemination of information for and about minority business.
4. Provide financial assistance to public and private organizations so they may render business consulting services to MBEs.

The Department Organization Order 25-4A (2005-04-07) prescribes the organization and assignment of major functions within MBDA, including the scope of authority and functions of the Office of The National Director:

1. The National Director serves as the Chief Executive Officer for the Agency. In consideration of global and domestic market opportunities, innovations and challenges, the National Director shall direct the formulation, implementation and evaluation of policies and manage programs for all activities of the Agency.
2. The National Deputy Director is the principal assistant to the National Director and shall assist in the day-to-day activities of the Agency. The National Deputy Director may supervise the Executive Staff in the formation and execution of the budget, personnel issues, program and

operational activities. In the National Director's absence, the National Deputy Director or the National Director's designee shall serve as the Agency focal point for liaison with the Congress, White House, Office of the Secretary, and related organizations in coordination with appropriate Departmental officials.

MINORITY BUSINESS ADVOCACY AND OUTREACH

The Minority Business Advocacy and Outreach program is managed by MBDA's Office of Legislative, Education and Intergovernmental Affairs (OLEIA).

OLEIA is responsible for establishing and maintaining positive relations between the Agency, Members of Congress, the White House, the Office of Management and Budget and intergovernmental associations; and coordinating the Agency's congressional and intergovernmental activity with the Department's Office of Legislative and Intergovernmental Affairs. As part of the congressional and intergovernmental outreach efforts, OLEIA ensures an effective two-way communication system that promotes the Agency and minority businesses exists, and; provides timely responses to inquiries or requests for information, reports, or other assistance from Members of Congress and their staffs. This program ensures that the Agency is abreast of all legislation impacting the minority business community and provides analytical, legislative/policy reports to the Deputy National Director; and appropriately manages all intergovernmental activities.

OLEIA is also responsible for the development and implementation of an organized effort to build strategic alliances with public and private sector organizations, trade associations, educational institutions, and business advocacy groups as well as Federal, state and local government officials. Activities associated with building strategic alliances include the hosting of stakeholder meetings, issue forums, and participation in stakeholder conferences, seminars and events. From these alliances and partnerships, MBDA creates and expands programs, services and opportunities in support of minority business enterprises. As part of the Advocacy and Outreach program, OLEIA oversees the National Advisory Council on Minority Business Enterprise, an official Federal advisory council. This program also allows the Agency to propose, evaluate and recommend national policies which affect minority business development. Key initiatives undertaken by OLEIA in support of this program include educational conferences and seminars such as the Minority Business Enterprise Summit and the National Minority Enterprise Development Week Conference.

Two additional components to the Advocacy and Outreach program under the auspices of OLEIA are the Agency's public affairs, communications, marketing and branding activities and the Agency's executive secretariat function. This includes maintaining effective relationships with the media to promote the Agency's programs, accomplishments and priorities; message development and promotional materials; content development for the Agency's social media sites and website; and coordination of public affairs activities with the Department's Office of Public Affairs. As the Agency's executive secretariat, OLEIA serves as the focal point for all documents and correspondence directed to or issued by the Office of the National Director.

OFFICE OF NATIVE AMERICAN BUSINESS DEVELOPMENT

MBDA's Office of Native American Business Development (ONABD) is engaged in identifying opportunities in the areas of federal procurement, energy, manufacturing, international trade, and financial services for Native American constituencies. The ONABD collaborates with other federal agencies, Indian Nations, and industry to provide leadership in Indian economic development. The ONABD also conducts outreach to private sector companies and other minority businesses to collaborate in building private and public partnerships for developing sustainable economies in Indian Country.

An Office of Native American Business Development was mandated by Congress in 2001 following passage of the Native American Business Development, Trade Promotion and Tourism Act of 2000. Section 4(a)(1) of the Native American Business Development, Trade Promotion, and Tourism Act of 2000 (25 U.S.C. § 4301 *et seq.*) requires the establishment of an ONABD within the Department of Commerce. Section 4(b)(1) of the Act charges the ONABD with “the coordination of Federal programs that provide assistance...to eligible entities for increased business, the expansion of trade by eligible entities, and economic development on Indian lands.” Sections 5 and 6 of the Act require the ONABD to implement a Native American trade and export promotion program, and a Native American tourism program, respectively. Section 7 of the Act requires the Secretary of Commerce, in consultation with the ONABD, to report on an annual basis to the Senate Committee on Indian Affairs and the House Committee on Resources a summary of the activities of the ONABD in carrying out Sections 4 through 6 of the Act and any recommendations for legislation determined to be necessary to carry out Sections 4 through 6 of the Act.

Section 4(a)(1) of the Indian Tribal Regulatory Reform and Business Development Act of 2000 (25 U.S.C. § 4301 note) requires the Secretary to establish an authority known as the Regulatory Reform and Business Development on Indian Lands Authority (Authority). As set forth in Section 4(a)(2) of the Act, the purpose of the Authority is to “facilitate the identification and subsequent removal of obstacles to investment, business development, and the creation of wealth with respect to the economies of Native American communities.” The membership of the Authority shall be comprised of 21 members, of which 12 members shall be representatives of the Indian tribes recognized by the Bureau of Indian Affairs and no fewer than 4 members shall be representatives of non-governmental economic activities carried out by private enterprises in the private sector. The Authority is responsible for conducting “a review of laws (including regulations) relating to investment, business, and economic development that affect investment and business decisions concerning activities conducted on Indian lands” and for preparing and submitting a report to the Senate Committee on Indian Affairs, the House Committee on Resources, and to the governing body of each Indian tribe a report that includes the Authority's findings and recommendations, including proposed revisions to the laws and regulations reviewed by the Authority. (See Sections 4(d) and 5 of the Act.)

In March 2003, the Secretary of Commerce delegated to MBDA his authorities and responsibilities under the Native American Business Development, Trade Promotion, and Tourism Act of 2000 and under the Indian Tribal Regulatory Reform and Business Development Act of 2000. MBDA established the ONABD within the Agency's Office of Business Development in June 2005.

The Department Organization Order 25-4A (2005-04-07) prescribes the organization and assignment of major functions within MBDA, including the scope of authority and functions of the Office of Native American Business Development. Per the order, the Office of Native American Business Development shall: ensure the coordination of Federal programs that provide assistance, including financial and technical assistance to eligible entities for increased business, the expansion of trade by eligible entities, and economic development on Indian lands.

The Department of Commerce has never received specific appropriated funds to implement the Native American Business Development, Trade Promotion, and Tourism Act of 2000 or to implement the Indian Tribal Regulatory Reform and Business Development Act of 2000. As a result, MBDA directed the use of base resources in support of establishing an expert appointment. An ONABD expert liaison was selected and hired in 2005 to execute ONABD activities. MBDA has provided infrastructural support and a nominal discretionary budget to support outreach activities nationally since FY 2005. However, due to limited budgetary and human resources, the ONABD has not engaged in any activities under the Indian Tribal Regulatory Reform and Business Development Act of 2000. Today, the ONABD is temporarily led by a Senior Advisor of Native American Affairs who reports directly to the Secretary of Commerce.

PROGRAM CHANGES FOR FY 2015:

INFLATIONARY ADJUSTMENT (-\$275,000)

MBDA has \$561,000 in inflationary adjustments-to-base (ATBs) and requests funding of \$286,000 to partially cover these costs. The remaining \$275,000, will be offset managing on-going administrative savings, managing the backfilling of vacated positions due to attrition, and carefully monitoring all travel and training.

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

Object Class	2013 Actual	2014 Enacted	2015 Base	2015 Estimate	Increase / (Decrease)
11 Personnel compensation	6,492	6,800	6,918	6,800	(118)
11.1 Full-time permanent				0	0
11.3 Other than full-time permanent	50	70	70	70	0
11.5 Other personnel compensation	0	0	0	0	0
11.8 Special personnel services payments				0	0
11.9 Total personnel compensation *	6,542	6,870	6,988	6,870	(118)
12.1 Civilian personnel benefits	1,883	1,883	2,051	1,894	(157)
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	303	303	303	303	0
22 Transportation of things	12	12	12	12	0
23.1 Rental payments to GSA *	1,756	1,756	1,794	1,794	0
23.2 Rental payment to others	2	2	4	4	0
23.3 Commun., util., misc. charges	154	154	154	154	0
24 Printing and reproduction	106	106	106	106	0
25.1 Advisory and assistance services *	495	495	495	495	0
25.2 Other services *	380	380	594	594	0
25.3 Purchases of goods and services from Government accounts	2,141	2,141	2,162	2,162	0
25.4 Operations and maintenance of facilities	0	0	0	0	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical care	0	0	0	0	0
25.7 Operation and maintenance of equipment	38	38	38	38	0
25.8 Subsistence and support of persons	0	0	0	0	0
26 Supplies and materials	20	20	20	20	0
31 Equipment	277	277	277	277	0
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0
41 Grants, subsidies and contributions	13,363	13,563	13,563	13,563	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	27,472	28,000	28,561	28,286	(275)
Less: Recoveries					
Less: Unobligated Balance, SOY					
Plus: Unobligated Balance, Transferred					
Plus: Unobligated Balance, EOY					
Plus: Unobligated Balance, Expiring					
Less: Transfer from other accounts					
Less: Transfer to other accounts					
99.1 Total Budget Authority	27,472	28,000	28,561	28,286	(275)

2013 Actual	2014 Enacted	2015 Base	2015 Estimate	Increase / (Decrease)
27,472	28,000	28,561	28,286	(275)

Object Class
 Less: Obligations from prior years
 Total Budget Authority

Personnel Data

Full-Time Equivalent Employment:				
Full-time permanent	50	70	70	0
Other than full-time permanent	0	0	0	0
Total	50	70	70	0
Authorized Positions:				
Full-time permanent	50	70	70	0
Other than full-time permanent	0	0	0	0
Total	50	70	70	0

Department of Commerce
 Minority Business Development Agency
 Minority Business Development

Advisory and Assistance Services
 (Obligations in thousands of dollars)

	FY 2013 Actual -----	FY 2014 Enacted -----	FY 2015 Estimate -----
Consulting Services.....	230	230	230
Management and professional services.....	222	222	222
Special studies and analyses.....	43	43	43
Management and Support services for research and development.....	0	0	0
Total.....	495	495	495

Department of Commerce
 Minority Business Development Agency
 Minority Business Development

Periodicals, Pamphlets, and Audiovisual Products
 (Obligations in thousands of dollars)

	FY 2013 Actual -----	FY 2014 Enacted -----	FY 2015 Estimate -----
Periodicals.....	1	1	1
Pamphlets.....	5	5	5
Audiovisuals.....	<u>0</u>	<u>0</u>	<u>0</u>
Total.....	6	6	6

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 Salaries and Grades

	FY 2013 Actual	FY 2014 Enacted	FY 2015 Estimate
Average ES salary.....	\$ 156,567	\$ 158,133	\$ 159,714
Average GS/GM grade.....	10	10	10
Average GS/GM salary.....	\$ 85,979	\$ 86,839	\$ 87,707
Total compensable workyears:			
Full-time equivalent employment.....	50	70	70
Full-time equivalent of overtime and holiday hours.....	0	0	0