

Minority Business Development Agency

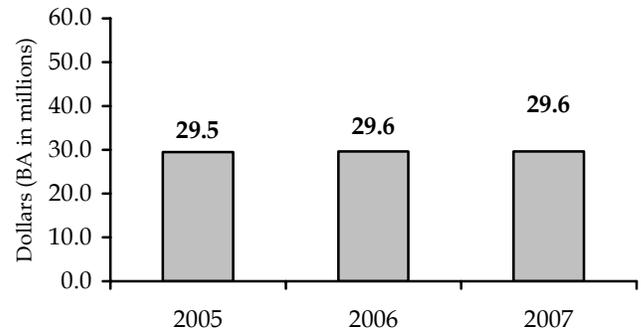
The Minority Business Development Agency (MBDA) promotes minority business development through a range of assistance. MBDA's vision is to achieve entrepreneurial parity for Minority Businesses Enterprises (MBEs) by actively promoting their ability to grow and to participate in the global economy. MBDA has successfully reengineered its organizational structure to expand its frontline support for minority business assistance, information and customer service. MBDA funds a network of centers that provide a variety of direct and indirect business assistance services intended to promote and advance the achievement of economic parity for minority businesses.

For FY 2007, MBDA will continue to focus on increasing opportunities for wealth creation within the minority business community. The Agency's goal is to increase opportunities and access of minority-owned businesses to the marketplace and financing. To accomplish this goal, MBDA will:

- Foster the expansion of opportunities for minority-owned business in the global marketplace;
- Identify sources of financial capital for minority owned firms;
- Develop and enhance electronic tools to provide access to growth markets through automated matching of MBEs to public and private sector opportunities;
- Provide management and technical assistance to minority owned businesses; and,
- Advocate for the increased use of electronic commerce and new technologies by MBEs.

MBDA plans to develop additional avenues by which it can leverage its resources while expanding the availability of services to MBEs. MBDA will continue to use the Internet to establish information clearinghouses and National referral centers for minority-owned businesses of any size, which will provide a wider access to public and private business development resources. MBDA will also expand its automated matching capabilities related to contracting opportunities. MBDA will continue to use the Minority Business Enterprise Centers (MBECs) and Native American Business Enterprise Centers (NABECs) to provide management and technical assistance and Minority Business Opportunity Committees (MBOCs) to provide contract opportunities and financial transactions for minority-owned businesses.

MBDA Funding



Summary of Appropriations

<u>Funding Levels</u>	2005	2006	2007	Increase
<u>Appropriation</u>	<u>Actual</u>	<u>Estimate</u>	<u>Estimate</u>	<u>(Decrease)</u>
Minority Business Development	\$29,500	\$29,641	\$29,641	\$0
 FTE				
Minority Business Development	96	115	115	0

Highlights of Budget Changes

Appropriation: Minority Business Development

Summary of Requirements

	<u>Detailed</u>		<u>Summary</u>	
	<u>FTE</u>	<u>Amount</u>	<u>FTE</u>	<u>Amount</u>
2006 Appropriation			115	\$29,641
Adjustments to Base				
<u>Other Changes</u>				
2006 Pay raise		\$131		
2007 Pay raise		154		
Working Capital Fund Pay Raise		17		
Civil Service Retirement System(CSRS)		(55)		
Federal Employees' Retirement System(FERS)		108		
Thrift Savings Plan		16		
Federal Insurance Contributions Act (FICA) -OASDI		47		
Health insurance		48		
Employees' Compensation Fund		57		
Travel				
Per Diem		(1)		
Mileage		4		
Rent payments to GSA		25		
Printing and reproduction		2		
Working Capital Fund		107		
General Pricing Level Adjustments				
Communications, Utilities, & misc.		1		
Other services		58		
Supplies		2		
Equipment		5		
Subtotal, other cost changes			0	726
Less amount absorbed *			0	(726)
TOTAL, ADJUSTMENTS TO BASE			0	0
2007 Base			115	29,641
Program Changes			0	0
2007 APPROPRIATION			115	29,641

* Minority Business Development Agency (MBDA) will absorb ATBs through reductions in travel and other scalable expenses.

Comparison by Activity

	2006 Currently Avail.		2007 Base		2007 Estimate		Increase / Decrease	
	<u>FTE</u>	<u>Amount</u>	<u>FTE</u>	<u>Amount</u>	<u>FTE</u>	<u>Amount</u>	<u>FTE</u>	<u>Amount</u>
DIRECT OBLIGATIONS								
Minority Business Development	70	\$18,071	70	\$29,641	70	\$29,641	0	\$0
Advocacy, Research & Information	45	11,570	45	0	45	0	0	0
TOTAL DIRECT OBLIGATIONS	115	29,641	115	29,641	115	29,641	0	0
REIMBURSABLE OBLIGATIONS	0	300	0	300	0	300	0	0
TOTAL OBLIGATIONS	115	29,941	115	29,941	115	29,941	0	0
FINANCING								
Unobligated balance, start of year (Direct)		0						
Offsetting collections from:								
Federal funds		(300)				(300)		
Subtotal, financing	0	(300)			0	(300)		
TOTAL BUDGET AUTHORITY/ APPROPRIATION	115	29,641			115	29,641		

MBDA Performance Measures

MBDA's ability to develop an entrepreneurial innovative market-focused economy and improve minority owned business access to financing is demonstrated through the following key performance measures:

- The dollar value of contract awards obtained.
- The dollar value of financing awards obtained.

MBDA will continue to develop and refine its performance measures as a key management tool for benchmarking program impact. The following table shows the measures that MBDA uses to gauge its performance. A more detailed description of these goals and measures may be found in the MBDA section of the Department of Commerce budget.

Performance Goal (Obligations) and Measures (Targets)

(Dollars in millions)

	2005 <u>Actual</u>	2006 <u>Estimate / Target</u>	2007 <u>Estimate / Target</u>
Goal: To increase access to the marketplace and financing for minority-owned businesses *	\$29.7	\$29.9	\$29.9
Dollar value of contract awards obtained	\$1.07B	\$850M	\$850M
Dollar value of financial awards obtained	\$566.7M	\$450M	\$450M
Number of new job opportunities created	2,270	1,800	1,800
Percent increase in client gross receipts	30%	5%	5%
Percent increase in American Customer Satisfaction Index (ACSI)	13%	NA	5%
Number of National and Regional Strategic Partnerships	231	200	200

*Total obligations may differ from those reported in other tables in this section and in Congressional Justification exhibits due to the inclusion of prior year funds in the amounts cited above.