

Panel # 3 – Emerging Entrepreneurial Opportunities

Disclaimer to reader: This document contains the comments provided by participants at the Minority Business Development Agency Summit held on July 6 – 7, 2009 at the Hyatt Regency Washington on Capitol Hill. Participants provided input on strategy, enforcement mechanisms, and legislation that may assist minority entrepreneurs in the future. Note-takers memorialized the comments made at each of the tables. These materials are being provided in raw data format and are for informational purposes only. The views expressed herein are those of the participants and do not necessarily reflect those of MBDA or of the U.S. Department of Commerce.

Panel Number: 3

Panel Name: EMERGING ENTREPRENEURIAL OPPORTUNITIES

Table Number: 1

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Seek opportunities to locate various IT operations on Native American Reservations.
- Provide low interest loan guarantee programs for firms that will create jobs in emerging industries.
- Reserve a percentage of SBIR grants for MBEs.

b. At a State/Local Level:

- Provide loans to MBEs for emerging industries with more flexible terms through CDFIs.

c. In partnership with the Private Sector:

- Locate support services call centers, data centers on tribal lands.

d. In partnership with Academia:

- Work with universities to provide interns with skill sets that can enhance the growth of MBE firms in emerging technologies.

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

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Panel Name: *EMERGING ENTREPRENEURIAL OPPORTUNITIES*

Table Number: 2

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Industries where the US is involved: Health, IT, Energy and Transportation.
- Tax incentives for energy conservation improvements i.e. Weatherization.
- Create a national industry policy, what should be exported, what should be imported, protect local industry from imports and unfair practices from other countries.
- Government should make export easier for Small Business.
- Encourage cluster creation, involving all levels of public sectors, academia, financial and corporations.
- Make programs like SBIR friendlier to MBEs.
- Make MBE assistance offered from MBDA programs free for MBEs
- Coordination among all minority/small businesses programs.
- Let corporations bring talent from abroad, immigration laws are not helping creating and maintaining knowledge in the country.

b. At a State/Local Level:

- Warranty loans for SB for working capital.
- Technical assistance programs, to teach how to do business with corporations and public agencies.
- Share information, businesses, enforce the law and goals
- If there is no law forcing to change, costly new technologies are not going to be implemented.

c. In partnership with the Private Sector:

- Add value to garbage i.e. Energy from garbage.

d. In partnership with Academia:

- Develop engineering and knowledge creation programs, increase the creation of talent within US.

- How new laws and trends can be translated into business opportunities.
- Identify areas within the US where you can hire engineers a competitive cost.

e. In partnership with Community-Based Organizations:

- Organize industry clusters i.e. Green technology.

f. Any other comments:

- The MBEs that create this technologies are not business experienced, they need assistance on that regard electronic medical recording, doctors do not know how to use it.
- Physicians will need training.
- Improve existing technology.
- Look at new inventions and find a way to commercialize.
- SBTDC small business technology development center (university project).
- Identify national/state/local private & public projects focused on helping entrepreneurs and Small Business.
- Focus on creativity and not only on cost efficiency.
- Include a technology transfer specialists to the MBDA regional national enterprise centers.

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Table Number: 3

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Feedback loop - new businesses should have a market assessment and a "go" or "no go" before the company seeks investment or gets too deep into the idea.
- Industry specific assessment tools, external and internal - boiler plate tools that can be used by MBEs or another company externally.
- Ability to get market research that is accessible and current.
- Public sector "growth initiative" that includes access to capital (equity investment) - like happens in private sector - currently you lose your status as an MBE in the system as it is today. Give up some equity in order to get cash/capital. Find a way to not lose status as an MBE.
- Work with embassy staff for more international partnerships or alliances - increase access to global markets.
- Facilitate a meeting with international leaders to encourage business expansion - opportunities for MBEs to meet with foreign leaders.

b. At a State/Local Level:

No Comment

c. In partnership with the Private Sector:

No Comment

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

- More strategic mentoring and alliances.
- Mass customization and flexibility is easier for MBE than for the major corporation.
- More business plan building for international markets - resources at government levels etc.

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Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

- Aware of what are the new technologies, 2 or 3 years down the road what is going to be the new technology and “how can my business take advantage of that”.
- Look at the here and now, what can we take into account now, what is the private sector interested in. Where is the focus.
- How to make things, teaming, and joint ventures. Looking for firms to buy or merge with to add the technological aspect to their business, how to change the focuses through combinations.
- Incentives, for large companies or medium that has to do with research to work with the smaller companies because small can move faster and big have the money and the capital to make things happen.
- SBIR and the other program, the issue is that they are not growth areas or technology development programs only loan programs, don't influence. Growth development or research. Not about building to capacity. Back end funding to recoup your losses from your previous investment.
- 150 thousand for just one concept but not for development that is where venture capitalists come in to invest in the development.
- Highway program to support highways to use the sun more.
- Government is where the opportunities are? Yes because there is a snapshot that is exploitable right now. Not sustainable.
- Take the 5% request of the logic program for development financing, 5% of the stimulus money be made available for development for minority business.
- Growth businesses with what programs we already have may not be feasible.
- The government is the buyer of last resort.
- How to question, how do you change the focus of your businesses in terms of new technologies.
- Need to direct people into these growth industries with the recovery money.
- It's the responsibility of the individual business to make that switch to these growing industries.
- The government is dictating where the growth is going to go because they are the ones with the money.
- Like the widget business, don't have to bid on contracts just make a product market it and sell it.
- Need to know how to change, use joint ventures and partnering

- The government money is for need to do projects that are not being funded by the private sector.
- Services need to be provided.
- Greatest investments to do now and train the MBOC staff to get businesses out of government contracts and into the private sector. Train MBEs to get out of government contracts.

Policy Recommendations

1. Incentives for large companies to do research with small ones who have an idea that needs to be developed, because small companies can move faster, but large ones have the money and the capital to get it done.
2. Take recovery money to train MBOC staff to train MBEs to get out to government contracting.
3. Focus strategically on business combination on growth businesses. Joint ventures and teaming looking for firms to buy or merge with to add the technological aspect that is the growing industry.
4. Would like to see the government pushing more through the development sector, through MBEs.

a. At a Federal Level:

No Comment

b. At a State/Local Level:

No Comment

c. In partnership with the Private Sector:

No Comment

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

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Table Number: 5

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Traditional programs but not specific to entry for MBEs. There are some incentives for small businesses.
- SBIR Program: \$2 billion in spending planned by the government.
- A Federal Resource that provides information about emerging opportunities - laundry list of needs to make strategic decisions about where to take their business.
- Some Federal entity that rewards MBEs for transitioning into commercialization.
- MBDA to provide the resources and information to the MBEs.
- Direct Federal lending to bring together funding, opportunities and MBEs.
- Some kind of standard programming that provides scrolling lists of opportunities, perhaps on a television channel; - simple system
- There should be a demand for easy access.
- ARP and Recovery Act funds should be channeled for public awareness and education.
- We need to implement a paradigm shift - how do the MBEs take the next steps to address this?
- MBDA should use their nationwide network to create a system that links opportunities across centers to create results. For example a venture capitalist in one state could easily know about a fundable opportunity elsewhere. How can we communicate more readily so no opportunities are missed.

b. At a State/Local Level:

- Some states have matching programs.
- Small business technology funds in the local community.
- Use technology that allows discussion about what people want in their community and how they want to access this information. This information should be provided to the government so they can respond accordingly.
- Growth opportunities - how do we make sure that everyone gets an opportunity. Invest in people to get involved in high-growth industries.
- Create serious incentive programs so that private sectors are incentivized to

put money into this effort.

- There is a distinct role for government - they must have a strategic approach to be the catalyst.
- We need more focused incentives to go into a particular industry such as nanotechnology; automobile industry etc.
- Economic development roadmap - with government incentives
- Implement something at state and local level to get students involved in technology at an early stage.

c. In partnership with the Private Sector:

- Low-interest or free loans to manage payrolls.
- Access to capital.
- Enhancement to line of credit or access to capital.
- Correlation must be established on what we need to create jobs.
- Government should be able to put in the system an incentive or deterrence of award of contract.

d. In partnership with Academia:

- Developing education needed to drive the industry.
- Recruiting good students for some of the high-growth industries.
- Have a math and science program to generate interest - encourage discussion and raise this to a level of a national agenda. Nobody is talking about it.
- Identify initiatives to support such an agenda.

e. In partnership with Community-Based Organizations:

- Venture capitalists - to be more aware of the opportunities and invest in them.
- We need the various agencies listed above to partner with the community based organizations to make it happen.
- Searching and finding grants and resources; to understand where the money is; and then articulating good ways to utilize the funds.

f. Any other comments:

- MBEs should look for opportunities where the government has a role. That is where the opportunities lie.

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Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

Healthcare, Nanotechnologies, Cloud Computing, I.T, Transportation, Energy – Weatherization.

Technology takes 2-5 years to be accepted; look at technologies that have investment opportunities over the next 5 years.

Fed & State Programs: export arena, High tech: SBIR - Small Business Innovation Resource, SBTDC - Small Business Technology Development Centers.

a. At a Federal Level:

- Access to capital problem.
- Have online training/technology.
- Protection of intellectual property.
- Language - talk about small business people and entrepreneurs; this needs to be in the language of the Recovery Act.
- The government should write in language for business people.
- Make access to SBTDC and SBIR program.
- Better collaboration between MBDA and SBA.
- Encourage small business firms to create new technologies, but need to partner with corps with large R&D funds through tax incentives, etc .
- Best practices for joint ventures.

b. At a State/Local Level:

- Take models for training corporations and model it for small businesses.

c. In partnership with the Private Sector:

- Strategy: use past performances; if prime business and can get a sub in, and if sub creates a performance, then can use as own.
- Performance: if no own past performances, then get a sub that does; also

meta-protégé's.

- First self-reflect if business owner is satisfied with where s/he is, or would like to be bigger - collaborations, partnering embrace strategic alliances, joint ventures, meta-protégés, which would give additional resources, experienced partners, and perhaps even new enterprises (joint ventures).
- Private Sector Inclusion.
- Opportunities in R&D in larger corporations; can purchase a R&D from a large corporation and then use their technology to implement - sharing technology.
- Using CRA funds to support innovation growth for MBEs.
- MBE to MBE communication - one on one, org on org, industry to industry.
- If no access to capital, then access to networks, access to marketing opportunities, sharing of talents.
- Regional access to information tours.

d. In partnership with Academia:

- Take models for training corporations and model it for small businesses (universities offer online training programs).

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

- High Tech - easily adaptable contract opportunities; use opportunities of contracts that are already available and that doesn't cost much to implement or too much different knowledge; green technologies, solar, wind.
- Maximizing bidding opportunities, decreasing bidding budget by using the same blueprint for the first contract and using it for the second and third.
- create own specific niche market.

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Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Need an incentive for prime contractors to bring minority businesses to the table on high level contracts.
- More advocacy for emerging businesses at federal and state level.

b. At a State/Local Level:

No Comment

c. In partnership with the Private Sector:

No Comment

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

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Table Number: 8

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Federal government should give tax incentives to corporations that outsource to minority businesses that do the same type of work. In other words, in-source instead of outsource. "Inshore technology."
- Break down the laws that say that small business programs don't apply to contracting overseas. Every time we're in a war, we spend a lot of money -- award contracts here for work over there. Make small business laws apply whether the contract is in the continental U.S. or overseas.
- Technology is constantly changing -- what's new today is old tomorrow. So if you have incentives, these firms will keep doing what they're doing.
- Federally-funded opportunities for minority trade programs through International Trade Association.
- Federal government needs to be more educated about these local, community-based businesses and programs. More outreach b/w the federal government and local communities.

b. At a State/Local Level:

- Should "in-source" work with minority businesses and encourage this with government tax breaks.
- Trade locally with MBEs and within states.
- Government should invest in the MBEs or give some incentive to invest in that company. If they meet federal contracting goals with that MBEs, they get a tax incentive. (Since tax incentive can be complicated sometimes, maybe replace that with an award fee).

c. In partnership with the Private Sector:

- Tax incentives for larger organizations that invest in mentor protégé programs and joint venture programs with the MBEs. Minority businesses are typically averse to that -- how do you encourage joint venture programs among the MBEs? 100 % of 0 is still 0.

d. In partnership with Academia:

- Invite academia to be involved with local chambers, go overseas to China, Africa, and Canary Islands to meet with those companies to buy from those corporations and learn how to manufacture those goods.
- Need to bring graduate business programs locally. Local partnerships with academia with respect to capacity-building. Capacity, capital, character, credit, capability. Let's evolve from having only 1 to 2 programs (like Kellogg, Tufts) and invest in local universities to teach students and small businesses how to be entrepreneurs.

e. In partnership with Community-Based Organizations:

- There needs to be more revenue and funding for community-based organizations with capacity and expertise.
- Councils should partner up with chambers. Should be able to see members when they have a business-to-business function or a roundtable. Why do you have to wait once a year to see them at a gala?
- Have an international SCORE to work locally with minority chambers and technical assistance centers that have knowledge of international business development.

f. Any other comments:

No Comment

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Table Number: 9

Moderator: Ron Uba

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Education if it is a new technology paired with academics
- For example, if it is nano.
- Still, many entrepreneurs are college grads
- Resources?
- National Science Foundation looks for high risk technology. They will fund risk taking technologies.
- Tennessee Valley Authority example, every state in Southeast has a like minded program.
- Need more advertisement regarding these types of programs cross state lines.
- MBEs need to become more innovative to develop a central repository
- Need to think about leveraging information.
- The perception is the AARA will help smaller businesses.
- As a result, big business is actively seeking out these opportunities based upon this perception.
- Academia wants to help train people.
- Big business wants to know how the process works.
- The issues are the environment and green opportunities will stem from these areas. MBEs need to focus on these areas. "We need to fish where the fish are!"
- Need to set-up MBE coordinator on a regional basis to marshal state programs and increase awareness a cross state lines. This will help grow businesses. The value is in cross regional development.
- Teaming is critical, in fact, with the level of money being spent with the AARA teaming is critical.
- Need to build trust (faith based trust).
- Need legally binding documents will help build trust.
- MBDA has infrastructure on website. People globally can access the website.
- (MBDA) website is heretofore underutilized.
- MBDA needs to broker strategic partnerships based upon on these opportunities.

- Need to collect the data and harness the data.
- Need to enhance application and execution.
- Why not an Intergovernmental Liaison to do outreach.
- Put out information which is accurate, empowerment.
- The timing is right because the economy is bad.
- Quantification: How do we know if we are doing well?

b. At a State/Local Level:

No Comment

c. In partnership with the Private Sector:

No Comment

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

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Table Number: 10

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- current traditional credit system is bad. minority businesses do not normally get loan approval on first try. After the third failed attempt, your credit rating goes down 10 pts. Because minority businesses are typically not approved early and often, they often find themselves on the wrong side of this equation, and their credit rating suffers even more, and has a negative effect on future applications. Credit rating system needs to be fixed for the MBE.
- Work w/ government agencies who can convene banks to make loan pools available for MBES to access, that are not credit driven.
- Build on Capital Access Forum done by MBDA. Can-Do Character Program between bank, technical assistance provider, and MBE working in concert to grow that business.
- MBDA should do a better job of partnering with SBA because of SBA's loan program. This would help alleviate issues with the current credit/loan system within U.S. MBDA may need to use Commerce to pressure SBA into more collaborative work.
- involve more of the actual MBEs at forums such as this one. We need their input so that the top tier level of government can get a realistic view of what it is to be an MBE in the current society.
- federal tools/support/resources are needed to actually tap into new and emerging markets. risk assessment is not taken into consideration. many institutions are skeptical of new technologies, and MBEs need support in promoting these products that utilize new markets so that doors are not closed in their face.
- procurement specs match the emerging market. there is no "green" language on how that building should meet environmental standards.

b. At a State/Local Level:

- Many initiatives in the country to revitalize the economy in areas that are "green" or "IT". However, many blue collar workers or the Average American cannot relate to these areas. We need to provide educational training for people in areas such as forestry or janitorial services so that they can work

under standards.

c. In partnership with the Private Sector:

- Identify top MBE leaders in emerging markets. use these leaders as mentors/resources to bring new MBE's into these markets. Who is the MBE "green" leader, or "green" leader in general. Tap into their knowledge and experience for guidance.

d. In partnership with Academia:

- Look into Technology Transfer Programs. There is a large gap between academic schools doing research and the actual MBE's who use this technology data. There should be more involved third party that can connect new and emerging technologies from out of the educational laboratories and match them with an MBE that has capacity to grow the technology and profit.

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

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Table Number: 11

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Develop a group of 10 business owners in each state capable of taking on these emerging markets and provide the training, access to capital and other resources, workforce, etc. to make them successful. Among criteria for selection, companies should be evaluated on what they plan to "give back" and do for the community.
- Can the government do something to connect the buyer and the sellers to test their products?
- Public agencies receiving Federal \$ should include minority enterprises in the development of innovative entrepreneurial pursuits, and support minorities entering emerging opportunities.

b. At a State/Local Level:

- Mandates requiring energy-efficient building.
- Provide training to minority companies to meet the needs of new industries such as weatherization.

c. In partnership with the Private Sector:

No Comment

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

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Table Number: 12

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Federal governments need to identify DOD and aerospace contract opportunities for qualified minority auto suppliers. MBDA need to match MBEs with new technology ideas to collaborate on the state and local government matching program.
- Create tax incentives for the Fed. Govt. to give MBEs to promote the incentive to bring these new technology to market.
- The fed. govt. needs to revise the SBIR program to be more minority business-friendly. Also, there needs to be a move of the SBIR program for MBEs to place it under MBDA.
- Recommend that SBA and MBDA be under the US Dept of Commerce for coordination of programs and accomplishments.

e. At a State/Local Level:

- More specific emerging markets.
- Bridge loans; better ways to finance new technology.
- Promote mentor program between large companies of MBEs for the development of new technologies.
- Financial and economic incentive for small business in the emerging industries. Small businesses should have an easy access to the information listing a demand for new products and services from emerging industries.

c. In partnership with the Private Sector:

- We feel as experts within the field, we as well as federal, state and local entities would benefit.
- Financial and economic incentive for small business is vital for their success in the emerging industries. Small business should have an easy access to the information.

d. In partnership with Academia:

- Need a summit such as this for the purpose of creating a blueprint for MBE progress; help to document deficiencies as well as provide solutions to problems.

e. In partnership with Community-Based Organizations:

- MBDA needs to be stronger advocates for MBEs; the need for a spokesperson on Capital Hill. More money in the budget for marketing.

f. Any other comments:

No Comment

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Table Number: 13

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Specific language for allocation of American Recovery Act for MBEs is needed to ensure the MBEs are given the opportunity for upcoming emerging technology and new industries.
- Training dollars for LEED training for MBEs.
- Organize a series of workshop for learning about the new technologies that is developed via government funding(NIST); learning how to deploy that new technologies to the market. Commercialization of new products by MBEs for new emerging technology via assistance from MBDA, MBEC, etc.
- SBIR - Small Business innovative research - make it known and accessible to MBEs.
- Offer private corporation tax incentives for partnering with MBEs in deploying new and emerging technology.

b. At a State/Local Level:

- Training dollars for LEED training for MBEs.
- Offer private corporation tax incentives for partnering with MBEs in deploying new and emerging technology.

c. In partnership with the Private Sector:

- Participate in program that has tax incentives for partnering with MBEs in deploying new and emerging technology.

d. In partnership with Academia:

- Working with local universities on creation of incubators/entrepreneurs centers for emerging technologies companies.

e. In partnership with Community-Based Organizations:

- Working through Community-based organizations to educate MBEs on how to access contracts for new technologies, etc. Green initiatives for Federal and state.

f. Any other comments:

- Access to contracts in addition to Access to capital; also access to guidance on how to doing business with customers.

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Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

1. Green technologies

- Federal government should identify new green technology to be used in the future for home and office construction where opportunities can be created for minorities.
- Federal government should help with the transition. From old to new technology.
- Policy decisions to make small businesses succeed.
- The impact of fines. There should be different time frames for small businesses.
- Make investment capitol available to comply with federal guidelines/policies.
- Agencies need to lead by example. Require government to comply with the same rules.
- Train the trainers.
- Specifically marked emerging businesses.
- Make sure the cost benefits are real, look at spain's experience, they are getting out of the energy efficient program.
- Partnership with the private sector to develop technology infrastructure that can be sublet by minority women owned firms and allowing them access to state of the art technology transferring commercialization. Federal government needs to partner with the private sector and invest in technology.
- Academia: peace corps concept for small and emerging businesses. Send student interns with business and technology backgrounds to emerging businesses. (public/private partnerships).
- Concern on being able to finance new ideas. California is a great example. Lots of ideas but no money.
- Awards programmed for minority innovation. High tech and low tech.
- Reward large companies that will support emerging companies with large company discipline.
- Drive MBE's to academia and incubation.

b. At a State/Local Level:

No Comment

c. In partnership with the Private Sector:

No Comment

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

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Table Number: 15

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Utilize EPA workforce training for weatherization and efficiency. Training is filled up quickly not enough.
- Outreach for emerging technologies workforce training is also needed so people know about these programs.
- Connect MBEs with universities/colleges with emerging technologies to commercialize products.

b. At a State/Local Level:

- Mentoring program (Governor's Roundtable in Florida). Match corporations in emerging technologies with MBEs interested in that field. This probably works best for smaller firms.
- PA Environmental agency also provides workforce training that is helpful, but more is needed (see above).
- Dept. of Economic Growth Corp (Michigan) can help fund workforce training at the state level.

c. In partnership with the Private Sector:

- Transition other sectors to emerging technologies. Like automobile suppliers to wind turbine companies.
- Private sector needs to be a leader in working with MBEs.
- Philadelphia Electronic Company (Exelon) offering tax credits in partnership with local government . Have MBEs apply to do this energy audits to get this tax credit.

d. In partnership with Academia:

- Need early exposure at the early level. Minorities should be target in college and in business school to grow the next minority businesses.

- Youth entrepreneurship programs (middle and high school) are important instill the ideas early.
- High knowledge industries need to be supported early.

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

Panel Number: 3

Panel Name: EMERGING ENTREPRENEURIAL OPPORTUNITIES

Table Number: 16

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Develop workshops for minority business to participate in to understand the global economy market.
- Create a capital pool for Minority Businesses to participate.
- Encourage minority businesses to participate in existing technology.

b. At State/Local Level:

- Develop workshops for minority business to participate in to understand the global economy market.
- Create a capital pool for Minority Businesses to participate.
- Encourage minority businesses to participate in existing technology.

c. in partnership with the Private Sector:

- Partnership with the local or state government to negotiate contracts to stay in the local community.

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

Panel Number: 3

Panel Name: *EMERGING ENTREPRENEURIAL OPPORTUNITIES*

Table Number: 17

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- USG already has many programs out there - biggest problem is that people never know the programs are there - need to create awareness of these programs.
- access to/knowledge of acquisition forecasts is a way that MBEs can take advantages of new opportunities.
- Procurement Technology Assistance Centers are state and federal - a resource for MBEs.
- creation of a resource database for procurements - should be a link on MBDA's website.

b. At a State/Local Level:

- Procurement Technology Assistance Centers are state and federal - a resource for MBEs.
- MBEs want to know where federal money for ARRA is going.
- States get money in two pools: discretionary by governor, and pre-ordained.
- Recovery.gov - tracks where the money has been allocated.
- National Association of State Procurement Officers - NASPO - knows where Federal Recover Money went as disbursements occur.
- big challenge with ARRA is obligating the money fast enough.
- energy efficiency programs is a big area of opportunity - an example of this is weatherization of buildings - There are certifications programs by laboratories that teach how to become a weatherization expert, to apply to weatherization funds.
- for example, TN Oakridge Laboratory is a good example.
- Need feet on the ground to spend money horizontally - so governor looks responsible that responding to needs of citizens.

c. In partnership with the Private Sector:

- MBEs can tap Chambers of Commerce.
- Federal Government should work with banking industries for a loan guarantee program between the federal government/private. banking sector/and MBEs. The Federal Government. will guarantee up to a certain bank amount. Federal Govt. will buy down percentage points of the MBE loan.

d. In partnership with Academia:

- MBEs should focus more on Research & Development.
- Every university wants its students to get real world experience - COOP student graduates - an opportunity for MBEs - this is another resources that MBEs can tap that is cost effective (youth entrepreneurship focus).
- science, technology, engineering, and mathematics ("STEM") - minority students graduating in these areas less than their proportion in the population. STEM is a priority of the Obama administration. (youth entrepreneurship focus).
- Good case study - STEM focused students at minority serving institutions in Oakridge, Tennessee (youth entrepreneurship focus).
- increase incentives for universities offering training for STEMs needed (youth entrepreneurship focus).
- Loan guarantee program for minority students needed that is more accessible for innovative emerging markets - need to assure that MBEs have access to these programs - like loan guarantees for minority businesses (youth entrepreneurship focus).
- goals needed for SBIR dollars spent.

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

Panel Number: 3

Panel Name: **EMERGING ENTREPRENEURIAL OPPORTUNITIES**

Table Number: 18

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Educating the general public on emerging opportunities in the near and distance.
- Ensure more Green procurements are available.

b. At a State/Local Level:

- Transparency of available information and emerging opportunities

• In partnership with the Private Sector:

- *No Comment*

• In partnership with Academia:

- Intervention and education at earliest as High School on understanding and identifying on Green and emerging opportunities.
- Using higher education clustering around of Universities.
- Establishing mentoring program on the education of contracting and emerging opportunities.

d. In partnership with Community-Based Organizations:

- Begin facilitating the discussion and fostering relationships between MBE's to connect them to emerging opportunities.

f. Any other comments:

- MBE need a national vehicle to identify emerging opportunities and the strategy to access them.

Panel Number: 3

Panel Name: EMERGING ENTREPRENEURIAL OPPORTUNITIES

Table Number: 19

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

- Utilize Technology transfer Programs from DOE Primes, any government agency programs or Lawrence laboratory to learn about programs themselves.
- Educate staff and have them participate in forums where they are promoting the transfer of technology for MBEs (i.e. LARTA, USC Communications Program).
- Teaming arrangements with large companies creating tax incentives.
- Become patent holders if participants of recipient of SBIRs of products that have not been commercialized (i.e. CDC for swine flu).
- Become a low cost energy/telecommunications provider (i.e. Liberty Power).
- Utilize the system in U.S Government (i.e.. Golden Key System) - Your business can get assistance on marketing if you have products or services.

b. At a State/Local Level:

No Comment

c. In partnership with the Private Sector:

No Comment

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment

Panel Number: 3

Panel Name: EMERGING ENTREPRENEURIAL OPPORTUNITIES

Table Number: 20

Given the new market/emerging opportunities for MBEs in the national and global economy, what programs and strategies are needed for MBEs to enter and succeed in these emerging and new industries? (Please provide answers from (a) through (f).)

a. At a Federal Level:

No Comment

b. At a State/Local Level:

No Comment

c. In partnership with the Private Sector:

No Comment

d. In partnership with Academia:

No Comment

e. In partnership with Community-Based Organizations:

No Comment

f. Any other comments:

No Comment