

**National Advisory Council on Minority Business Enterprise Meeting
Meeting Minutes
December 10, 2013**

The meeting of the National Advisory Council on Minority Business Enterprise (NACMBE) was held via teleconference call on December 10, 2013.

I. Call to order:

At 2:00 p.m. (EST) on December 10, 2013 the eighth meeting of the NACMBE was called to order by David A. Hinson, National Director of the Minority Business Development Agency.

II. Attendance:

The following members were in attendance:

- Mark Hoplamazian, Chairperson
- Janice Savin-Williams, Vice Chair
- Jean Baderschneider
- Dr. Paul Hsu
- Anthony Jimenez
- Ash Luthra
- Javier Palomarez
- Elizabeth Plaza
- Dick Rizzo
- Alicia Robb
- Roy Roberts
- Michael Schell
- David Segura
- Shelly Stewart
- Chiling Tong
- Joset Wright
- Purnima Vorla
- Ed Sanchez
- Chris Melvin

David A. Hinson, Ivonne Cunarro, Demetria Gallagher, Kimberly Marcus and Wendy Echeverría participated on behalf of the U.S. Department of Commerce's Minority Business Development Agency.

III. Discussion of Recommendation Validations and Principles

Chairman Hoplamzaian announced that the NACMBE has concluded the final recommendations in accordance with the Council's charter which called for the development of recommendations that promote sustainable minority-owned business growth and competitiveness, and to increase the capacity of minority-owned businesses to create jobs and exports. The following principles were considered during the development of recommendations:

1. The Council implemented a data-analysis driven approach by evaluating minority-owned business traits and interacting with the minority-owned business community through a face-to face data-collection process.
2. The proposed recommendations aim to centralize and improve the current federal government efforts pertaining to the minority-owned business community by concentrating on areas that would have a long-term impact on minority business development.

IV. An Overview of the Recommendations Framework

1. **Goal I: Centralize and Optimize Minority Business Development Efforts**
 - a. **Recommendation:** Consolidate and restructure minority business development support and programs. The Council put forward three options for consolidation and restructuring of government programs based on degree of impact and complexity.
 - b. **Recommendation:** Standardize the definition of Minority Business Enterprise and simplify the certification for minority-owned businesses.

2. Goal II: Broker and Sustain Commercial Relationships

- a. **Recommendation:** MBDA should expand Supplier Relationship Management (SRM) Programs to support minority business growth and help these companies become involved with the comprehensive supply chain process.
- b. **Recommendation:** MBDA should establish targeted 'deal brokering' in high-growth industry sectors to help minority-owned businesses build relationships with key customers and find opportunities that will lead to sustainable commercial relationships.
- c. **Recommendation:** MBDA should develop and maintain a centralized minority-owned business portal to connect minority-owned businesses with customers and educate the minority business community about federal resources and programs.

3. Goal III: Expand Access to Capital

- a. **Recommendation:** Evaluate and improve bank lending processes due to the reliance minority-owned businesses place on financial institutions for their access to capital needs.
- b. **Recommendation:** Launch Minority Business Enterprise (MBE) Academy that offers access to a comprehensive curriculum, including education on financing alternatives.
- c. **Recommendation:** Create and foster new sources of capital.

4. Goal IV: Train Minority-Owned Businesses

- a. **Recommendation:** Establish an MBE Academy. Develop curricula to educate MBEs on accessing contracts and financing and increasing export capacity. The Academy could also be a public-private partnership with a networking/mentorship organization, such as the Young Presidents' Organization (YPO).

5. Goal V: Build Data Infrastructure and Other Capabilities

- a. **Recommendation:** MBDA should establish a comprehensive database related to minority-owned businesses to examine the characteristics and performance of the minority business community.

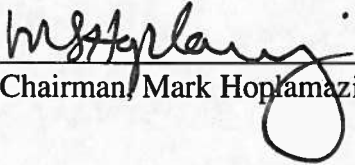
V. Consensus on Final Recommendations

Mark Hoplamazian called the Council to vote on the proposed recommendations and all nineteen members present approved the final recommendation framework.

The Council will be working on finalizing the recommendations document for submission to the Secretary of Commerce.

VI. The meeting adjourned at 3:38 pm

I hereby certify that, to the best of my knowledge, the foregoing summary of minutes is accurate and complete.



Chairman, Mark Hoplamazian

15 MAY 2014
Date