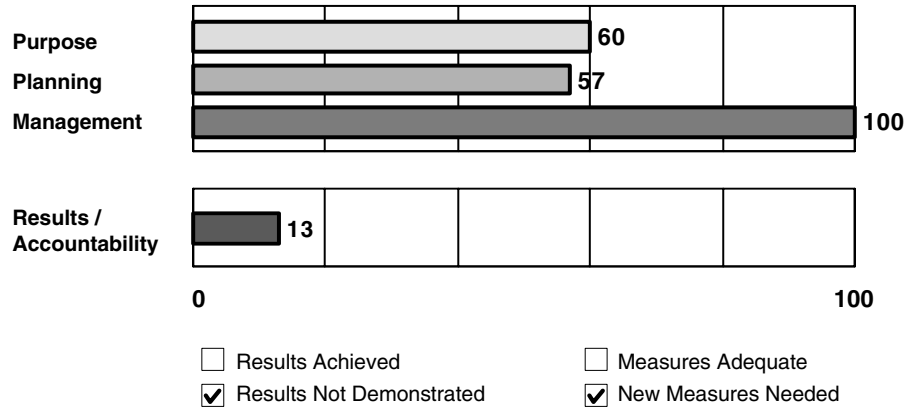


Program: *Minority Business Development Agency*

Agency: *Department of Commerce*

Bureau: *Minority Business Development Agency*



Key Performance Measures

Year Target Actual

Annual Measure:	Year	Target	Actual
Dollar value of contracts (public and private) awarded to assisted minority-owned businesses	1999	\$0.6B	\$0.6B
	2000	\$0.6B	\$1.2B
	2001	\$0.7B	\$1.6B
	2002	\$1B	
Dollar value of financial packages (e.g., loans) awarded to assisted minority-owned businesses	1999	\$0.7B	\$0.7B
	2000	\$0.9B	\$0.2B
	2001	\$1B	\$0.6B
	2002	\$0.4B	
Number of financial packages (e.g., loans) awarded to assisted minority-owned businesses	1999	858	755
	2000	858	556
	2001	925	1,155
	2002	1,000	

Rating: *Results Not Demonstrated*

Program Type: *Competitive Grants*

Program Summary:

The Minority Business Development Agency (MBDA) provides consulting assistance to minority owned businesses.

The assessment indicates that program management efforts are strong but that improvement in planning and subsequently, results, is needed.

1. Current measures do not adequately reflect all MBDA activities. For example, MBDA provides web-based business assistance activities to clients that are not necessarily linked back to its actual performance.
2. Although MBDA has consistently met or exceeded its target for dollar value of contracts awarded to assisted businesses, the remaining two measures produce uneven results compared to the targets.
3. The program scored well on management as a result of its efforts to improve its structure to become a more effective organization. MBDA is exploring regional co-location opportunities to reduce administrative costs and enhance its reach.
4. The agency's current measures are not long-term in nature and therefore, do not connect to long-term achievable outcomes. The 1997 Survey of Minority-Owned Business Enterprises reports minority owned business activity continues to be smaller than the minority representation of the population. The agency may be better able to assess its impact by incorporating these findings into a long-term approach (e.g., by including measures of business formations assisted by MBDA).

In response to these findings, the Budget maintains level funding plus inflationary increases. In addition, MBDA will:

1. Redefine its performance measures and examine unit costs.
2. Continue to engage in strategic partnerships with public and private sector entities to leverage resources and enhance business development activities.
3. Study the viability of obtaining an independent program performance evaluation within current resources to ensure MBDA is best advancing its mission.

Program Funding Level (in millions of dollars)

<u>2002 Actual</u>	<u>2003 Estimate</u>	<u>2004 Estimate</u>
28	29	29