

Annual Performance Summary | Fiscal Year 2020



11,597 JOBS CREATED
 15,720 JOBS RETAINED
 \$6,925,573,545 CONTRACTS
 \$967,306,145 CAPITAL
 \$7,892,879,690 CONTRACTS AND CAPITAL
 188% RETURN ON INVESTMENT

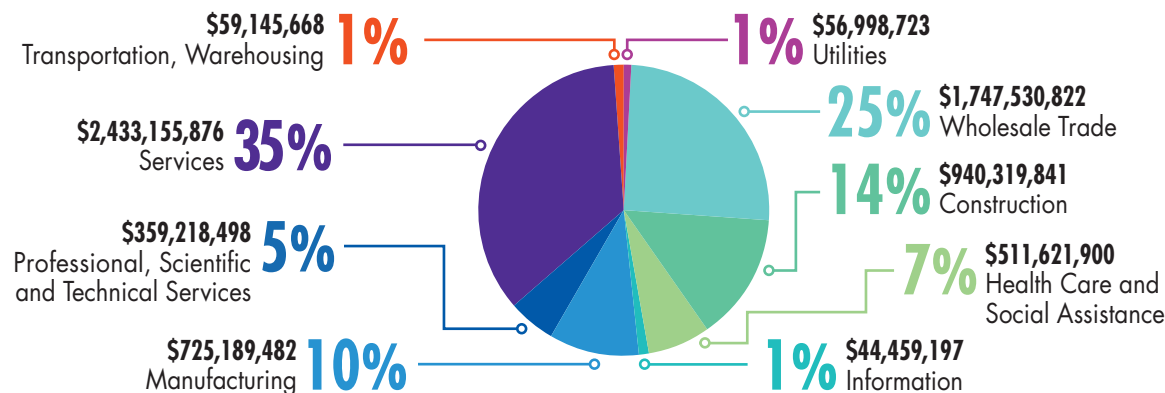
Contracts and Capital by Sector Source

	Private	Federal Government	State Government	Local Government	Other or Not Disclosed
Contracts	\$ 5,761,636,785	\$ 786,012,242	\$ 134,371,652	\$ 241,016,240	\$ 2,536,627
Capital	\$ 663,237,387	\$ 45,929,786	\$ 34,981,932	\$ 208,294,727	\$ 14,862,315
TOTAL	\$ 6,424,874,171	\$ 831,942,028	\$ 169,353,584	\$ 449,310,966	\$ 17,398,942

Performance by Race/Ethnicity of Business Owner

	African American	American Indian/ Alaska Native	Asian American	Hasidic Jew	Hispanic American	Native Hawaiian/ Other Pacific Islander	Not Available
Contracts	\$ 5,271,133,589	\$ 163,019,091	\$ 235,658,822	\$ 3,455,046	\$ 1,017,419,074	\$ 664,427	\$ 234,223,496
Capital	\$ 304,472,462	\$ 78,727,552	\$ 118,273,174	\$ —	\$ 398,325,253	\$ 5,968,975	\$ 61,538,730
Jobs Created	7,081	322	1,015	—	2,089	148	940
Jobs Retained	7,572	273	1,507	23	5,787	238	320

Contracts by Industry Sector*



* The following industry sectors amounted to less than 1%: Accommodation and Food Services; Agriculture, Forestry, Fishing and Hunting; Arts, Entertainment and Recreation; Educational Services; Finance and Insurance; Mining, Quarrying, Oil and Gas Extraction; Other Services (Except Public Administration); Public Administration; and Retail Trade.

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Inaugural Buy MBE Day

At the close of the 7-day celebration of the Minority Enterprise Development Week, MBDA launched another FIRST – the inaugural “Buy MBE Day” in coordination with our national network of MBDA Business Centers, Advanced Manufacturing Centers, Export Centers, and Federal Procurement Center. The nationwide effort, promoted in major cities across the country, encouraged corporations, government buyers, and individuals to purchase goods and services from their local minority-owned business community. The awareness campaign created a tremendous buzz across the country, where local newspapers, radio stations, and consumers took to social media and other communication channels to demonstrate support for minority-owned businesses by sharing “good news” stories and personal referrals to favorite stores, restaurants, and service providers.

The Minority Business and Technology Initiative

A new collaboration with Amazon Business, focused on helping thousands of minority entrepreneurs expand their businesses globally and increase sales exponentially through e-commerce technology. MBDA’s national network of MBDA Business Centers, Amazon Business and MBDA launched six (6) virtual training events that were attended by thousands of minority-owned firms and entrepreneurs from across the country.

CARES Act Grants

MBDA deployed \$10 million in federal funding under sections 1107 and 1108 of the **Coronavirus Aid, Relief, and Economic Security Act of 2020**. The funding was awarded to the network of MBDA Business Centers and national minority chambers of commerce with the infrastructure and capacity to implement nationwide programs that reach large quantities of minority business enterprises. The one-year grants were used for education, training, and advising small and minority-owned businesses in their recovery from the effects of the COVID-19 crisis.

2020 Minority Business Enterprise Award Recipients:

Award	Recipient
Robert J. Brown Minority Business Enterprise of the Year	Carter Health Disposables LLC
Minority Construction Firm of the Year	Corporate Environmental Risk Management, LLC
Minority Export Firm of the Year	Aventure Aviation
Minority Health Products and Services Firm of the Year	Sourcemark, LLC
Minority Manufacturing Firm of the Year	Y-Not Manufacturing
Minority Marketing and Communications Firm of the Year	Montage Marketing Group
Minority Professional Services Firm of the Year	Esolvit, Inc.
Minority Technology Firm of the Year	KFA, Inc.
Minority Veteran-Owned Firm of the Year	FedBiz IT Solutions, LLC
Access to Capital Award	FSB Agency, Inc.
Advocate of the Year Award	John Shoraka, co-founder and Managing Director for GovContractPros
Distinguished Supplier Diversity Award	Forma Automotive Group
Ronald H. Brown Leadership Award	Salvador M. Enriquez
Abe Venable Legacy Award	Diane E. Sumpter

