The original documents are located in Box 12, folder "Interagency Council for Minority Business Enterprise, 1974-1975 (2)" of the Stanley Scott Papers at the Gerald R. Ford Presidential Library.

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UNITED STATES DEPARTMENT OF COMMERCE
Office of Minority Business Enterprise
Washington, D.C. 20230

28 January 1975

MEMORANDUM FOR Members of the Interagency Council
for Minority Business Enterprise

Subject: Transmittal of Council Meeting Minutes.

Attached are the minutes of the December 12, 1974, meeting of the Interagency Council for Minority Business Enterprise. Special attention should be paid to the ACTION Items (Attachment 1 to minutes) and the President's memorandum in support of the minority enterprise program (Attachment 2). The Council Chairman, Under Secretary of Commerce John K. Tabor, has already notified each Council member agency that the President expects a reply to his memorandum from all agencies by January 31.

The next Council meeting is scheduled for March 13, 1975, 9:30 a.m. to 11:00 a.m., in Room 4830, Main Commerce Building. Council Chairman Tabor asks that you set aside that time on your calendar and plan to attend.

A. F. Williams
Executive Director
Interagency Council for
Minority Business Enterprise

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Attachments

AMERICAN REVOLUTION BICENTENNIAL 1776-1976

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MINUTES OF THE DECEMBER 12, 1974, MEETING

OF THE

INTERAGENCY COUNCIL FOR MINORITY BUSINESS ENTERPRISE

The Interagency Council meeting was convened by its Chairman John K. Tabor, Under Secretary of Commerce, at 9:30 a.m., in Room 4830, Main Commerce Building. Chairman Tabor welcomed the Council members and their representatives.

1. Presidential Memorandum: The Chairman announced that President Ford had just written each of his Cabinet members to affirm that minority business development is an important objective of the Administration. Mr. Tabor stated he considered the memorandum characteristic of the President's personal concern with the work of the Interagency Council. Deputy SBA Administrator Louis Laun asked if the President's memorandum would also be sent to non-Cabinet level agencies. Chairman Tabor said that while he would discuss this with the White House, all Council members should be responsive to the President's message. No agency, Mr. Tabor emphasized, should consider itself exempt from the requested commitment to minority enterprise. (President's memorandum is Attachment 2 to minutes.)

2. OMB Appointment to Council: Further indication of the President's support, Tabor noted, is the recent appointment of an Office of Management and Budget member to the Council. Mr. Tabor welcomed Carl Hystad who was representing the appointed OMB Council member Walter Scott, Associate Director for Economics and Government.

3. October 1974 Minneapolis MBOC Conference: Chairman Tabor then called on the Council's Executive Director, Art Williams, to report on the most productive MBOC Conference held in Minneapolis in October. Mr. Williams thanked Mr. Tabor, Louis Laun of SBA, and Procurement Task Force Chairman Michael Timbers who personally participated in the conference, and those other Council members who sent their staff as conference speakers and attendees. The conference participants made a number of recommendations, Williams reported, which are now being acted upon by OMBE and the Interagency Council. These recommendations include:

   a. Establishment of an MBOC Task Force of the Interagency Council;

   b. Revision of MBOC reporting requirements;

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c. Training/information seminars by Council members for their MBOC members similar to those conducted by the Department of Labor;

d. Increasing the level of OMBE support for MBOCs; and

e. Updating OMBE publications helpful to MBOCs.

4. Interagency Council Steering Committee: Chairman Tabor then announced the formation of a smaller steering committee of the Interagency Council. This group will supplement the present Executive Committee which is composed of the Council's Task Force Chairmen. Mr. Tabor stated he was asking Dwight Ink of GSA, Louis Laun of SBA, Arthur Mendolia of Defense, Richard Schubert of Labor, James Mitchell of HUD, and John Quarles of EPA, to serve on this Steering Committee. The Committee will meet, prior to each Council meeting, with the Task Force Chairmen, to review Task Force reports and the Council meeting agenda and to discuss any policy issues concerning the minority enterprise program. Mr. Tabor asked if any other Council member was interested in joining the Steering Committee. He also noted that this was an additional burden placed on some members, and that membership would be rotated after one year. Mr. Tabor asked that the HUD representative at the meeting check and report back whether Under Secretary Mitchell of HUD accepts membership on the Steering Committee.

5. Task Force Chairmen Reports: The written reports of the Procurement Task Force (chaired by Commissioner Michael J. Timbers, Federal Supply Service, GSA), Concessions Task Force (chaired by Bill Campbell, Acting Assistant Commissioner for Buildings Management, Public Buildings Service, GSA), Data Subcommittee (chaired by B. William Rock, Chief, Information Analysis Branch, OMBE), Education and Training Task Force (Barry Haley for Chairman John R. Ottina, Assistant Secretary for Administration and Management, HEW), and Working Group: Minority Business Procurement on Federally Assisted Projects (chaired by Art Williams, Deputy Assistant Director for National Programs, OMBE) are submitted as Attachment 4 of these minutes. Highlights of the Task Force reports and the discussion which followed each presentation are outlined below:

a. Procurement Task Force: Chairman Timbers asked that each Council member have their procurement people expedite 8(a) awards to avoid the usual year end crunch and to assure attainment of the FY 75 goal of $275 million in such awards.

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b. Concessions Task Force: A formal agreement between GSA, OMBE and SBA to provide business assistance to minority concessionaires was signed at the Council meeting (Attachment 5). Mr. Campbell also expressed concern over recent amendments to the Randolph-Sheppard Vending Stand Act which would give the blind first option to operate any concession in a Federal building; these amendments, according to Campbell, could limit new minority concessions to barbershops, auto repairs and similar businesses that the blind could not operate. Campbell said the Task Force and GSA were working with HEW as responsible agency for promulgating rules and regulations under the amended Act. Mr. Tabor said he wanted to meet with Bob Trachtenberg of HEW, Mr. Campbell, and anyone else interested in this to discuss the scope of the problem and work out a solution to maintain support for minority concessions under the Act. Art Williams also noted that OMBE's General Counsel would review the Act's amendments to determine the status and rights of existing minority concessionaires.

Labor Under Secretary Schubert asked if there was any possibility of getting blind concessionaires to subcontract to minorities. The Task Force will look into this.

Tabor noted that the Department of Defense has accepted the chairmanship of the Concessions Task Force. He stated he hoped to have the name of the DOD designee from Assistant Secretary Mendolia in the near future. He asked Harvard Powell of DOD to discuss this further with Mr. Mendolia.

c. Data Subcommittee: Mr. Rock distributed reports on total Federal minority enterprise efforts since 1969. The efforts totalled in dollar terms approximately $4.7 billion. The reports also included data on private sector minority enterprise efforts. Mr. Rock said that OMBE was preparing an analysis of all Federal Civil Rights efforts. This report was completed and submitted to OMB on December 19.

One Council member (Treasury) suggested that the agency procurement data would be more meaningful if it showed the relative or percentage effort as well as the total dollar value of agency minority enterprise procurement. Some agencies, he noted, might have a lower dollar volume of minority business enterprise procurement but actually do more percentage wise than other agencies with large procurement budgets. Mr. Rock said he would include percentage figures in his FY 74 report now in preparation.

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Chairman Tabor reminded Council members that the total FY 74 Federal minority enterprise procurement effort was down from last year. He asked that agencies work harder than ever in FY 75 to assist minority firms, particularly in this time of recession. He noted that President Ford had asked for this extra effort in his message to department heads. Mr. Tabor asked Council members to take this call for action back to their agency heads and make it an agenda item at their next staff meetings. Labor Under Secretary Schubert and EPA Deputy Administrator Quarles indicated they would do this. Mr. Laun of SBA echoed Mr. Tabor's concern in noting that 8(a) awards in October were particularly low; he asked each Council member to step up his agency's 8(a) procurement.

d. Education and Training Task Force: Mr. Haley stated the Task Force's five subcommittees were presently developing plans to implement the 10 recommendations of the original Education and Training Task Force. The tentative budget for a national program for minority business education and training is just under $4 million and involves some eight Federal agencies. Mr. Haley asked the Under Secretaries of the eight agencies (HEW, Commerce, Labor, HUD, Interior, SBA, Veterans Administration and Justice) or their staffs to meet with the Task Force on January 21, 1975, to go over the proposed program. Mr. Tabor asked that OMB be included in that meeting. Subcommittee 3, Haley noted, called for the largest amount of money: $2.7 million. Dr. Bill Pierce, HEW Deputy Commissioner for Occupational and Adult Education and Chairman of Subcommittee 3, explained the Subcommittee's proposal to fund approximately 12 pilot programs for those already in business and out-of-school youths considering business as a career. OMBE, SBA, and Labor were asked to join with HEW to provide funding for these projects. Agriculture and Interior could also be involved in the adult education programs, suggested Pierce.

Mr. Tabor suggested that the HEW Under Secretary write and invite the pertinent Under Secretaries to attend the January 21 meeting. Mr. Haley agreed to recommend this to Assistant Secretary Ottina.

e. Working Group: Minority Business Procurement on Federally Assisted Projects: Mr. Williams reported a survey of State Offices of Minority Business Enterprise revealed that states were making few, if any, efforts to channel a part of the general or special revenue sharing or Federal grant funds to assist in creating minority business opportunities. The Working Group expects at the next Council meeting to have

a report and recommendations to increase minority business opportunities on Federally assisted projects.

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6. New Initiatives: The next agenda item concerned new initiatives. Chairman Tabor thanked the Council members for their ideas. (Summary of new initiatives was sent to Council members with notice of the meeting; see Attachment 6.) The Council's Steering Committee recommended Council action on four initiatives:

   a. Labor Initiative: Establish an MBOC Task Force as part of the Interagency Council. The Steering Committee recommended a small Working Group to undertake a 90-day study to look into the problem of why national agency decisions regarding minority enterprise do not filter down to the field or MBOC level. The Working Group will report back to the Council at its next meeting. Mr. Tabor named DOL, OMB, OMBE, SBA, GSA and John Lynch (Minneapolis MBOC Chairman) to the MBOC Working Group. Labor Under Secretary Schubert agreed to provide the chairman for the Working Group. Mr. Tabor asked the Working Group to write a report of their study within 30 days and circulate it to Council members for comment before the next Council meeting. Art Williams of OMBE also suggested that the Philadelphia MBOC Chairman -- Brigadier General E. P. Braucher -- be included on the MBOC Working Group; the Chair and DOD's representative agreed.

Mr. Tabor then asked OMBE Director Alex Armendaris for further comments on MBOC matters. Mr. Armendaris said that he supported Under Secretary Schubert's recommendation and encouraged agencies to send letters of support for the minority enterprise program to their field staff and ask for more senior level agency representation on MBOCs. OMBE, Mr. Armendaris announced, is undertaking its own new support program for MBOCs. Ten MBOCs, under this program, will be provided full-time Executive Directors.

   b. Transportation Initiative: The second initiative the Steering Committee recommended was one submitted by the Transportation Department to provide management and technical assistance to minority contractors with large Federal contracts. Mr. Laun of SBA said the Steering Committee had decided to delegate action on this initiative back to OMBE and SBA rather than establish an Interagency Council task force to handle the issue.

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c. HUD Initiative: Council members then discussed an initiative submitted by HUD. Mayfield Webb of HUD explained his agency's suggestion that a national "Spirit of '76" program be undertaken to promote minority-made products as part of Bicentennial celebrations. Robert Miller of the Bicentennial Administration said that his agency, which licenses products to bear the Bicentennial emblem, would like to know of any minority firms with suitable products for nationwide distribution. In addition, the Bicentennial Administration, Miller noted, could ask states, which also issue Bicentennial licenses, to consider licensing more minority-made products.

Chairman Tabor suggested that national and State Bicentennial Commissions could also promote minority business development by purchasing their supplies and services from minority firms. Chairman Tabor appointed a working group on the Bicentennial initiative. Members include HUD, the Bicentennial Administration, Veterans Administration, and the State Department. HUD was asked to chair the group which will make action recommendations to the Council at its next meeting in March.

d. Steering Committee Initiative: The Chairman next briefed Council members on a new initiative presented by the Steering Committee. The Steering Committee suggested that the Council review the problem of what could be done to assist minority firms in this time of recession. Labor Under Secretary Schubert said it was urgent to see if anything could be done now to lessen the impact of economic problems on minority enterprise. Chairman Tabor said he would chair a study group to consider this initiative. He asked Treasury to provide the Vice-Chairman. Other agencies asked to be on this study group: Labor, HUD, SBA, GSA, Defense, and OMBE.

7. OMBE Report: OMBE Director Alex Armendaris advised the Council members of the encouraging results of a 1972 census of minority businesses now being completed. Initial data available on Black-owned firms, Armendaris noted, showed a 19 percent increase in the number of Black firms and a 60+ percent increase in the gross receipts of such firms since the last census completed in 1969. Copies of the Black business census, and the Spanish surname census which will be completed in January, will be sent to all Council members.

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7.

Despite these encouraging reports of minority business development, Mr. Armendaris cautioned that present economic problems could have a serious impact on minority firms. OMBE, he said, is concerned about high interest rates, raw material shortages and the general impact of inflation on minority firms. For this reason, OMBE will be concentrating more than ever on existing minority businessmen. Armendaris asked that all Council member agencies, as necessary, call on OMBE to help provide assistance to minority firms which are in trouble. If an agency has a procurement contract or is otherwise doing business with a minority firm and the firm needs assistance, Mr. Armendaris asked the agency to use OMBE's management and technical assistance delivery system. Timely calls for assistance are especially important; OMBE, he noted, is prepared to help.

8. Next Meetings and Adjournments: Chairman Tabor asked the Council members to mark their calendars for the upcoming Council and Steering and Executive Committee meetings:

Council meetings -- (9:30 a.m. to 11:00 a.m.)	March 13, 1975 June 12, 1975 September 11, 1975
Steering and Executive Committee meetings -- (10:00 a.m. to 11:00 a.m.)	March 5, 1975 June 4, 1975 September 3, 1975

The Council meeting was adjourned at approximately 11:15 a.m.

Attachments

1. ACTION Items
2. Presidential Memorandum
3. List of Attendees
4. Task Force Reports
5. GSA-OMBE-SBA Agreement on Concessions Program
6. Summary of New Initiatives (including NASA Initiatives which were inadvertently omitted from summary previously distributed to Council members.)

Attachment 1

INTERAGENCY COUNCIL FOR MINORITY BUSINESS ENTERPRISE

December 12, 1974, Meeting

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ACTION ITEMS TO BE IMPLEMENTED BY
ALL DEPARTMENTS AND AGENCIES

1. Each Council member agency is to respond to President Ford's memorandum of December 11, 1974, asking for a report on his agency's minority enterprise program. This report is to be submitted to the President by January 31, 1975. (See Attachment 2 for copy of Presidential memorandum.)

2. Each Council member is asked to take the President's call for increased minority enterprise efforts back to their respective agency heads. It is recommended that this call for action be made an agenda item at the next senior agency staff meeting.

3. Each Council member is asked to expedite his agency's award of 8(a) contracts to avoid a year-end crunch and to assure attainment of the FY 75 goal of $275 million.

4. Council members are asked to send letters of support for the minority enterprise program to their field staff and agency representatives to MBOCs. These letters should include a request for senior level agency representation on MBOCs.

5. Council member agencies should notify Robert Miller, Senior Assistant Administrator of the American Revolution Bicentennial Administration, of any minority firms which make products suitable for nationwide distribution as part of national Bicentennial celebrations. The Bicentennial Administration will make every effort to license these products to bear the Bicentennial emblem. It will also encourage states to consider licensing more minority-made products for the Bicentennial.

6. All agencies are asked to provide timely notice to OMBE Director Alex Armendaris of any minority firms which need management and technical assistance.

ACTION ITEMS FOR CERTAIN AGENCIES
OR COUNCIL TASK FORCES

1. HUD is to notify Council Chairman John K. Tabor as to whether HUD Under Secretary James Mitchell accepts membership on the Council's Steering Committee.

2.

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2. Robert Trachtenberg of HEW, Bill Campbell of GSA, and OMBE representatives will meet with the Council Chairman to review the effects of recent amendments to the Randolph-Sheppard Act on minority concessions. The group will seek a means to assure continuing support and opportunities for minority concessionaires in Federal buildings. Other interested Council members are invited to participate.

3. OMBE's General Counsel will review the amendments to the Randolph-Sheppard Act to determine the status and rights of minority concessionaires.

4. The Concessions Task Force will review the possibility of applying affirmative action to existing large blind concessions to provide subcontracting opportunities for minority businessmen.

5. The Department of Defense is to name a Chairman for the Concessions Task Force.

6. OMBE will include percentage figures, as well as the total dollar value of minority procurement, in all future data reports on agency minority enterprise performance. Such percentage reporting will commence with the FY 74 report now in preparation.

7. Council members or their staffs of HEW, Commerce, Labor, HUD, Interior, SBA, Veterans Administration, Justice and the Office of Management and Budget are to meet with the Education and Training Task Force on January 21 to review the Task Force's proposed program and budget for minority business education and training. HEW will notify the above agencies of the specific time of this meeting.

8. An MBOC Working Group, comprised of representatives from Labor, OMB, OMBE, SBA, GSA and the Minneapolis and Philadelphia MBOC Chairmen, will undertake a 90-day study of why national agency and Council decisions regarding minority enterprise are not filtered down to the field and MBOCs. The Working Group, which will be chaired by Labor, will circulate its report to Council members and report back to the full Council at its next meeting in March.

9. OMBE, as part of a new support program for MBOCs, will provide salary and travel funds to hire full-time Executive Directors and half-time secretaries for 10 MBOCs. Council members are asked to work with their agency MBOC representatives to identify and provide the required personnel

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slots for the 10 MBOCs: Newark, Philadelphia, Pittsburgh, Atlanta, Chicago, Detroit, Dallas, Los Angeles, San Francisco, Seattle/Portland (stationed in Seattle).

10. A working group to recommend ways to increase minority firms' involvement in national and state Bicentennial celebrations was established and asked to make action recommendations to the Council at its next meeting. Council members from HUD, the Bicentennial Administration, Veterans Administration and the State Department are to each appoint a member to this working group.

11. A study group to explore what can be done to assist minority firms in this time of recession was established. Commerce Under Secretary Tabor will chair the group, and Treasury is asked to provide a Vice Chairman. Council members from Labor, HUD, SBA, GSA, Defense and OMBE are asked to appoint members to the working group, and notify Chairman Tabor of those so designated.

Attachment 2

THE WHITE HOUSE

WASHINGTON

December 11, 1974

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MEMORANDUM FOR

THE SECRETARY OF STATE
THE SECRETARY OF THE TREASURY
THE SECRETARY OF DEFENSE
THE ATTORNEY GENERAL
THE SECRETARY OF THE INTERIOR
THE SECRETARY OF AGRICULTURE
THE SECRETARY OF COMMERCE
THE SECRETARY OF LABOR
THE SECRETARY OF HEALTH, EDUCATION, AND WELFARE
THE SECRETARY OF HOUSING AND URBAN DEVELOPMENT
THE SECRETARY OF TRANSPORTATION

I want to stress that an important objective of my Administration will be assistance to disadvantaged minorities to further allow their participation in the economic benefits of the private enterprise system. Too little attention has been given to this objective in certain sectors of the Federal Government. I am, therefore, seeking improvements in the Government's minority business development program.

Although the Office of Minority Business Enterprise in the Department of Commerce and the Small Business Administration have had primary responsibility for minority business programs, their success to date in these efforts has been due in large measure to the support of other Federal agencies. Your strong backing of this objective is essential to a meaningful Federal effort, and I ask that you undertake a reexamination of your agency's committment to assisting the creation of successful minority businesses and of the effectiveness of your program. Please submit a report of your findings to me by January 31, 1975.

During this difficult economic period, many minority businesses are particularly vulnerable. They need every help the Government can reasonably provide. It is especially important, therefore, that your agency look for every appropriate opportunity for minority businesses to participate in Government programs as contractors, subcontractors, bankers, etc., and that management, technical and financial assistance be provided whenever feasible.

I am confident of your support of this important effort.

Gerald R. Ford

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Attachment 3

INTERAGENCY COUNCIL FOR MINORITY BUSINESS ENTERPRISE

Chairman: Honorable John K. Tabor
Under Secretary of Commerce

Meeting of 12 December 1974

Department or Agency	Members of the Council	Person(s) Actually Attending
White House	Honorable Stanley S. Scott Special Assistant to the President	Honorable John Calhoun Staff Assistant to the President
White House	Honorable Fernando E. C. DeBaca Special Assistant to the President for Spanish-Speaking Affairs	No representative
Department of Agriculture	Honorable J. Phil Campbell Under Secretary of Agriculture	Mr. J. P. Bolduc Deputy Assistant Secretary for Administration
Department of Defense	Honorable Arthur I. Mendolia Assistant Secretary of Defense (Installations and Logistics)	Mr. Harvard W. Powell Director, Small Business and Economic Utilization Policy (I&L)
Department of Health, Education, and Welfare	Honorable Frank C. Carlucci Under Secretary of Health, Education, and Welfare	Mr. Robert L. Trachtenberg Deputy Assistant Secretary for Grants and Procurement Management Mr. William F. Pierce Deputy Commissioner of the Bureau of Occupational and Adult Education

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Department or Agency	Members of the Council	Person(s) Actually Attending
Department of Housing and Urban Development	Honorable James L. Mitchell Under Secretary of Housing and Urban Development	Mr. Mayfield K. Webb Equal Opportunity Specialist Office of Voluntary Compliance
Department of the Interior	Honorable John C. Whitaker Under Secretary of the Interior	Mr. George Mori Minority Business Specialist Office of Equal Opportunity
Department of Justice	Honorable Laurence H. Silberman Deputy Attorney General	Mr. Mark L. Wolf Special Assistant to the Deputy Attorney General
Department of Labor	Honorable Richard F. Schubert Under Secretary of Labor	Honorable Richard F. Schubert
Department of State	Honorable Robert S. Ingersoll Deputy Secretary of State	Mr. Demetri Paris Special Assistant Supply and Transportation Div.
Department of Transportation	Honorable John W. Barnum Under Secretary of Transportation	Mr. William P. Davis Deputy Assistant Secretary for Administration
Department of the Treasury	Honorable Edward C. Schmults Under Secretary of the Treasury	Mr. Robert R. Fredlund Director of Administrative Programs
ACTION	Honorable John L. Ganley, Jr. Deputy Director	No representative
American Revolution Bicentennial Administration	Mr. Robert W. Miller Senior Assistant Administrator	Mr. Robert W. Miller
Atomic Energy Commission	Honorable Paul C. Bender Secretary of the Commission	Mr. Norman Vinson Contract Management Specialist Division of Contracts

Department or Agency	Members of the Council	Person(s) Actually Attending
Cabinet Committee on Opportunities for Spanish-Speaking People	Mr. Reynaldo P. Maduro Executive Director	Mr. Charles Gaston Senior Research Analyst
Office of Economic Opportunity	Honorable Bert Gallegos Director Designate	Mr. Richard B. Whitney Office of Program Review
Environmental Protection Agency	Honorable John R. Quarles, Jr. Deputy Administrator	Honorable John R. Quarles, Jr. Mr. Carol M. Thomas Director, Office of Civil Rights and Urban Affairs
Export-Import Bank of the United States	Honorable Walter C. Sauer First Vice President and Vice Chairman	Mr. Paul Stavrou Assistant Administrative Officer
Federal Energy Administration	Honorable Frank G. Zarb Administrator	Mr. Jack Koser Interagency Liaison Officer
General Services Administration	Honorable Dwight A. Ink Deputy Administrator	Honorable Michael J. Timbers Commissioner Federal Supply Service Mr. Ciro Farina Deputy Assistant Commissioner Office of Transportation and Public Utilities
Interstate Commerce Commission	Honorable Alfred T. MacFarland Vice Chairman	Mr. Dan Radcliffe Attorney-Adviser
Office of Management and Budget	Mr. Walter Scott Associate Director for Economics and Government	Mr. Carlyle Hystad Chief, Commerce Branch

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Department or Agency	Members of the Council	Person(s) Actually Attending
Office of Minority Business Enterprise	Mr. Alex Armendaris Director	Mr. Alex Armendaris
National Aeronautics and Space Administration	Honorable George M. Low Deputy Administrator	Mr. Ken Kier Small Business Advisor
National Science Foundation	Mr. Lowell J. Paige Acting Deputy Director	No representative
Small Business Administration	Honorable Louis F. Laun Deputy Administrator	Honorable Louis F. Laun Mr. Joseph J. Luna Deputy Assistant Administrator for Minority Enterprise
U. S. Postal Service	Honorable Robert H. McCutcheon Assistant Postmaster General for Procurement Supply Department	Honorable Robert H. McCutcheon Mr. Pete Evanko Procurement and Supply Program Officer
Veterans Administration	Honorable Odell W. Vaughn Deputy Administrator	Honorable Odell W. Vaughn Mr. Clyde C. Cook Director, Canteen Service
TASK FORCES	CHAIRMEN	
Concessions Task Force	Mr. Walter A. Meisen Acting Commissioner Public Buildings Service General Services Administration	Mr. William R. Campbell, Jr. Acting Assistant Commissioner for Buildings Management

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TASK FORCES	CHAIRMEN	Person(s) Actually Attending
Data Subcommittee	Mr. B. William Rock Chief, Information Analysis Branch Field Operations and Administration Division Office of Minority Business Enterprise Department of Commerce	Mr. B. William Rock
Education and Training Task Force II	Dr. John R. Ottina Assistant Secretary for Administration and Management Department of Health, Education, and Welfare	Mr. Barry W. Haley Management Analyst Office of Administration and and Management
Procurement Task Force	Honorable Michael J. Timbers Commissioner Federal Supply Service General Services Administration	Honorable Michael J. Timbers
Working Group on Minority Business Procurement on Federally Assisted Projects	Mr. A. F. Williams Deputy Director for Interagency Affairs National Programs Division Office of Minority Business Enterprise Department of Commerce	Mr. A. F. Williams

Attachment 4

TASK FORCE REPORTS

Interagency Council for Minority Business Enterprise

December 12, 1974, Meeting

1. Procurement Task Force
2. Concessions Task Force
3. Data Subcommittee
4. Education and Training Task Force
5. Working Group on Minority Business Procurement on Federally Assisted Projects

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INTERAGENCY TASK FORCE ON PROCUREMENT FOR MINORITY BUSINESSMEN

STATUS OF FY 75 OBJECTIVES

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OBJECTIVE NO. 1

AWARD $275 MILLION IN 8(a) CONTRACTS DURING FY 75

STATUS: $42.25 MILLION HAS BEEN AWARDED THROUGH FIRST QUARTER OF FY 75. THIS REPRESENTS 15 PERCENT OF YEARLY GOAL.

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OBJECTIVE NO. 2

CONTINUE THE "SPONSORSHIP" PROJECT

STATUS: AN INTERIM REPORT HAS BEEN PREPARED BY THE SPONSORSHIP WORKING GROUP.

THE PROCUREMENT TASK FORCE IS REVIEWING THE REPORT AND WILL SUBMIT A FORMAL REPORT TO THE INTERAGENCY COUNCIL.

IN THE INTERIM, WE WILL CONTINUE SPONSORSHIP PROJECT BUT CERTAIN CONCLUSIONS ARE BECOMING CLEAR - SBA AND OMBE NEED TO SUBSTANTIALLY IMPROVE THEIR DELIVERY OF FINANCIAL, MARKETING, MANAGEMENT AND TECHNICAL ASSISTANCE PROGRAMS.

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OBJECTIVE NO. 3

IMPLEMENT THE CONSTRUCTION ACTION PLAN

STATUS:
- CONSTRUCTION WORKING GROUP ESTABLISHED AS A PERMANENT COMMITTEE OF THE PROCUREMENT TASK FORCE.
- SEPARATE 8(a) CONSTRUCTION GOALS SET BY MOST AGENCIES.
- LIAISON ESTABLISHED WITH MINORITY CONSTRUCTION INDUSTRY REPRESENTATIVES. EXCELLENT RECOMMENDATIONS HAVE BEEN PROVIDED.
- AWARDS OF LARGE DOLLAR VALUE CONSTRUCTION AND A&E CONTRACTS WILL BE COLLECTED AT THE SIX MONTH POINT.

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OBJECTIVE NO. 4

ESTABLISH SPECIAL CRITERIA FOR PARTICIPATION OF RESERVATION INDIAN FIRMS IN THE 8(a) PROGRAM.

STATUS: MAJOR CRITERIA DEVELOPED BY THE WORKING GROUP

- WOULD AUTHORIZE PARTICIPATION OF RESERVATION INDIAN FIRMS FOR SOCIO- ECONOMIC REASONS OTHER THAN ENTREPRENEURIAL DEVELOPMENT (e.g., EMPLOYMENT).
- WOULD AUTHORIZE PARTICIPATION FOR AN INDEFINITE PERIOD.
- WOULD REQUIRE SBA, BIA, OMBE, AND PROCUREMENT AGENCY APPROVAL BEFORE PARTICIPATION IS AUTHORIZED.

CRITERIA ARE BEING FORWARDED TO SBA AND OTHER AGENCIES FOR REVIEW AND WE PLAN TO MAKE RECOMMENDATIONS TO THE COUNCIL AT NEXT MEETING.

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STATUS OF REGULATORY

INITIATIVES AFFECTING MINORITY BUSINESS

- COMPETITIVE PROCUREMENT AFFIRMATIVE ACTION REQUIREMENT
- NEW SUBCONTRACT REPORTING FORMAT
- NEW SOLICITATION DOCUMENT CERTIFICATION PROVISIONS FOR IDENTIFICATION OF MINORITY FIRMS

ALL THREE REGULATORY PROPOSALS HAVE BEEN OFFICIALLY CIRCULATED AMONG FEDERAL AGENCIES AND RESPONSES ARE BEING REVIEWED BY THE FPR COMMITTEE.

THE AFFIRMATIVE ACTION REGULATION AND THE NEW SOLICITATION DOCUMENTS SHOULD BE IN PLACE WITHIN 60 DAYS. THE NEW SUBCONTRACTING FORMAT WILL TAKE LONGER.

INTERAGENCY TASK FORCE ON
MINORITY BUSINESS CONCESSIONS

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A. Status since September 19, 1974, meeting:

1. GSA has established five new minority business concessions.

2. We have terminated three minority business concessions.

3. Four concessions which terminated before they opened for business were purged from the statistics.

4. We now have a net total of 59 minority concessions valued at $2.1 million annually. There was no change in the status of the other Task Force members. We have prepared a handout which depicts our present status and lists the concessions we have established and those terminated since the last meeting.

B. GSA has plans underway to establish five new minority business concessions, which are listed on the handout.

C. Status of GSA/SBA/OMBE Agreement. GSA has approved revisions requested by OMBE. SBA will approve within one week and we plan to formally sign Agreement at December 12, 1974, Interagency Council Meeting.

D. New Concessions Task Force Chairman. Has Under Secretary Tabor appointed an individual from DOD?

E. We have received reply from Justice Department (copy attached) again refusing our request to establish minority concession at new FBI Building. Does Under Secretary Tabor plan any further action?

F. Impact of Randolph-Sheppard Act Amendments of 1974:

1. Gives Blind exclusive rights to concessions in GSA-controlled buildings.

2. Only areas left for minority concessions would be ones Blind didn't want, i.e., barber shops, auto repair, etc.

G. Next Concessions Task Force Meeting being planned for early February 1975.

MINORITY BUSINESS CONCESSIONS ESTABLISHED
Since September 19, 1974, Meeting

1. Travel Agency
   Dirksen Federal Building, Chicago, IL

2. Gift Shop
   Federal Building & Courthouse, Detroit, MI

3. Auto Repair
   Federal Center, Ft. Worth, TX

4. Barber Shop
   Chidlaw Building, Colorado Springs, CO

5. Cafeteria
   Chidlaw Building, Colorado Springs, CO

MINORITY BUSINESS CONCESSIONS TERMINATED
Since September 19, 1974, Meeting

1. Gift Shop
   Federal Building, Chicago, IL

2. Shoe Repair
   Davis Federal Building, Memphis, TN

3. Shoe Repair
   Federal Building, Chicago, IL

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MINORITY BUSINESS CONCESSIONS BEING PLANNED

1. New Labor Building, Washington, DC

2. HEW North Building, Washington, DC (OMBE has undertaken feasibility evaluation.)

3. SSA Headquarters, Woodlawn, MD (Optics Shop, Social Security Administration officials are still procrastinating.)

4. Agriculture South Building, Washington, DC (Dry Cleaners)

5. New Federal Building, Seattle, WA (Barber Shop)

OFFICE OF THE DEPUTY ATTORNEY GENERAL
WASHINGTON, D.C. 20530

November 19, 1974

Mr. W. A. Meisen
Acting Commissioner
Public Buildings Service
General Services Administration
Washington, D.C. 20405

Dear Mr. Meisen:

As requested in your October 29, 1974, letter, the Department has carefully considered the possibility of locating concessions in the J. Edgar Hoover FBI Building. Although we are in sympathy with the General Services Administration's efforts to locate minority businesses and blind-operated enterprises in Federal facilities, the Department believes that the security requirements and space restrictions in this building prohibit the inclusion of such concessions. However, I am pleased to inform you that we have identified and reserved space in the Main Justice Building for a minority business enterprise. It is requested that members of your staff contact Mr. Robert Cunningham on 739-3217 to begin planning for installing such a concession as soon as the FBI vacates the space.

Sincerely,

James L. Wilderotter

James A. Wilderotter
Associate Deputy Attorney General

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MINORITY BUSINESS CONCESSIONS

	FISCAL YEAR	TOTAL CONCESSIONS ESTABLISHED	CONCESSIONS STILL IN OPERATION	ANNUAL CONTRACT VALUE	CONCESSIONS BEING PLANNED
GSA	71-72	76	30	$ 769,820	--
	73	25	15	933,750	--
	74	10	9	168,000	--
	75	5	5	222,000	5
TOTAL		116	59	$2,093,570	5

OTHER AGENCIES

DOD	6	3		30
AEC	2	2		--
DOT	?**	?**		--
INTERIOR	1	1		4
HEW	1	1		--
USPS	0	1*		13
TOTAL	12	10		47

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*Transferred to USPS after established by GSA.

**26 additonal concessions were established at non-Federal airports and were reported through the Procurement Task Force.

Fiscal Year 1974
Minority Business Development
Public and Private Sector Performance

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HIGHLIGHTS OF MINORITY BUSINESS DEVELOPMENT

	Fiscal Year 1969	Fiscal Year 1970	Fiscal Year 1971	Fiscal Year 1972	Fiscal Year 1973	Fiscal Year 1974
.Financial grants, Bonds, loans and guarantees by Federal agencies to minority enterprises	$200,000,000	$315,236,045	$434,019,716	$472,617,473	$ 670,185,569	$580,603,851
.8(a) procurement by Federal agencies	8,884,141	21,814,292	67,770,506	142,319,905	212,963,115	272,141,414
. Summary of 8(a) contracts awarded	(28)	(199)	(809)	(1646)	(1976)	(2246)
.Direct procurement by Federal agencies	3,792,365	8,220,042	77,863,045	242,254,264	523,516,566	429,224,781
Subtotal	$212,676,506	$345,270,379	$579,653,267	$857,191,642	$1,406,665,250	$1,281,970,046
.MESBICS	0	21	35	50	64	67
Capitalization	0	$ 3,946,000	$ 10,000,000	$ 16,223,910	$ 24,988,000	$29,345,000
Borrowing Capacity (SBA Debentures)	0	$ 7,892,000	$ 20,000,000	$ 32,447,820	$ 49,976,000	$78,413,000
Investment Capacity	0	$ 11,838,000	$ 30,000,000	$ 48,671,730	$ 74,964,000	$ 107,758,000
Potential Capital Flow (Leveraged)	-	-	-	-	-	500,000,000
.SBA direct and guaranteed loans and bonds	4,930	8,432	7,776	9,016	9,074	11,443
.Franchise program	450	743	1,184	1,695	2,101	2,453
.Service stations	10,720	12,590	13,010	14,294	13,946	13,506
.Automobile dealerships	14	82	89	145	230	234
.OMBE-funded Business Development Organizations Reporting	0	0	0	160	170	161
.Federally-funded Local and National Economic Development Organizations	Unknown	73	100	600	800	600

GERALD R. FORD LIBRARY

	Fiscal Year 1969	Fiscal Year 1970	Fiscal Year 1971	Fiscal Year 1972	Fiscal Year 1973	Fiscal Year 1974
.EDA Indian Program	$ 17,000,000	$ 19,000,000	$ 20,000,000	$ 24,100,000	$ 24,800,530	$ 29,198,035
.Procurement seminars	0	25	33	0	33	30
.Minority Business Opportunity Seminars	0	0	0	20	16	10
.SBA Management and Technical Assistance	Data Not Available	944 Courses- 4,651 enrollees 927 Conferences- 4,671 attendees 297 Workshops 3,160 attendees	754 Courses- 7,990 enrollees 524 Conferences- 8,273 attendees 321 Workshops 4,464 attendees	726 Courses- 5,074 enrollees 963 Conferences- 11,572 attendees 408 Workships 5,126 attendees	876 Courses- 6,986 enrollees 1,063 Conferences- 10,002 attendees 451 Workshops 4,826 attendees	900 Courses- 8,000 enrollees 1,200 Conferences- 11,000 attendees 475 Workshops 5,755 attendees
.SBA Score and ACE Programs		9,672 Minority Enterprises Assisted in FY 73			14,567 assisted by SCORE and ACE in FY 74	
.Federal Deposit Program	0	0	Deposited $ 46,500,000	Deposited $ 40,000,000	Deposited $141,492,918	$77,873,813
.Minority Business Opportunity Committees			20	20	27	35
.National Shoe Store Retailers Assoc.		43 new minority business established 102 stores assisted in FY 74			Value $1.6 million	
.Cable Communications Resource Center		100 Cable TV ventures formed in FY 1974			Value $18.7 million	
.Menswear Retailers Association		42 new businesses including buyouts and expansions in FY 1974				
.National Minority Purchasing Council		821 Corporations participating in Purchasing Council to date.			$433 million in procurements generated to date	
.Alyeska Pipeline Service Company		$44 million in contracts awarded to 40 minority owned firms			Alyeska Mesbic formed at $1 million for Alaska	
.Commercial Bank Minority Lending Program		Exceeded its 5 year goal in 4 years $1.1 Billion				

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Table 1
November, 1974

Summary of Federal Funding for Minority Business Development
Fiscal Year 1974 (July 1, 1973 - June 30, 1974)

Agency	8(a) Procurement	Direct and Subcontract Procurement 1/	Loans and Loan and Bond Guarantees	Grants	Total
ACTION	$ 173,289	$ 30,000	--	--	$ 203,289
Agriculture	2,592,150	--	--	--	2,592,150
Atomic Energy Comm.	917,592	8,000,000	--	--	8,917,592
Commerce, Dept. of	2,916,263	46,000,666	$ 500,000	$ 31,318,851	80,735,780
Defense, Dept. of	144,130,949	79,371,000	--	--	223,501,949
EEOC	1,554,686	309,000	--	--	1,863,686
Environmental Protection Agcy	2,595,683	10,700,000	--	--	13,295,683
General Services Admin.	41,498,624	5,729,000	--	--	47,227,624
Health, Educ. & Welfare	20,205,075	23,746,000	--	--	43,951,075
HUD, Dept. of	2,281,643	139,752,876	--	9,259,000	151,293,519
Interior, Dept. of	1,228,571	74,260,000	--	--	75,488,571
Labor, Dept. of	3,719,768	10,592,000	--	--	14,311,768
NASA	11,796,765	7,880,000	--	--	19,676,765
OEO	693,336	162,039	--	33,126,000	33,981,375
Postal Service	218,694	--	--	--	218,694
Redevelopment Land Agency	596,209	761,200	--	--	1,357,409
SBA	1,343,673	225,000	506,400,000	--	507,968,673
State (A.I.D.), Dept. of	664,623	7,209,000	--	--	7,873,623
Transportation, Dept. of	16,522,712	1,556,000	--	--	18,078,712
Treasury (IRS) Dept. of	165,346	62,000	--	--	227,346
Veterans Administration	15,163,727	12,879,000	--	--	28,042,727
Justice, Dept. of	836,382	--	--	--	836,382
National Weather Service	39,355	--	--	--	39,355
Civil Service Commission	30,901	--	--	--	30,901
Exec. Office of President	229,398	--	--	--	229,398
General Accounting Office	26,000	--	--	--	26,000
Total.	$272,141,414	$429,224,781	$506,900,000	$73,703,851	$1,281,970,046

1/ Subcontract Procurement includes that portion of a Government Prime Contract awarded to a Non-Minority firm that is in turn subcontracted to a Minority firm.

GERALD R. FORD LIBRARY

Summary Fiscal Years 1969-1974
Federal Funds Obligated to Minority Business Development

Table 2

November, 1974

Category	Fiscal Year 1969	Fiscal Year 1970	Fiscal Year 1971	Fiscal Year 1972	Fiscal Year 1973	Fiscal Year 1974	Cumulative Total
Financial Grants, loans and Loan Guarantees by Federal Agencies.	$200,000,000	$315,236,045	$434,019,716	$472,617,473	$670,185,569	$580,603,851	$2,672,662,654
8(a) Procurement by Federal Agencies	8,884,141	21,814,292	67,770,506	142,319,905	212,963,115	272,141,414	725,893,373
Direct and Subcontract Procurement by Federal Agencies	3,792,365	8,220,042	77,863,045	242,254,264	523,516,566	$429,224,781	1,284,871,063
Total	212,676,506	345,270,379	579,653,267	857,191,642	1,406,665,250	1,281,970,046	4,683,427,090

SUMMARY FUNDED ORGANIZATION PERFORMANCE 1/

	Fiscal Year 1971	Fiscal Year 1972	Fiscal Year 1973	Fiscal Year 1974
Clients Served	12,000	15,637	20,600	24,683
New Businesses Established	-	-	810	262
Procurement Contracts Obtained	-	-	1,400	3,824
Dollar Value of Contracts	-	-	$126,600,000	$252,600,000
Number of Packages:		Packaging Summary		
Approved	1,117	1,540	3,225	4,597
Pending	603	572	734	2,349
Dollar Value of Loan Packages Approved		Total Value	$158,300,000	Total Value $200,800,000
Approved	$ 47,508,125	$ 83,058,123	$128,000,000	$200,800,000
Pending	42,418,781	33,846,390	124,300,000	121,562,382
Average Dollar Value of packages:				
Approved	$ 42,531	$ 59,993	$ 39,340	$ 43,670
Pending	69,882	59,172	71,427	51,750

GERALD R. FORD LIBRARY

1/ Approximately 235 organizations reporting (this includes LBDO, CCAC, State OMBE, BRC and Call Contractors)

Special Summary of Federal Funding for Minority Business Development
Fiscal Year 1974 (July 1, 1973 - June 30, 1974)

AGENCY	1 8(a) Procurement	2 Consultant Procurement	3 Construction Procurement	4 Subcontract Procurement	5 Other Non 8(a) Procurement	6 Total Direct Procurement Colmns.2,3,4,5	7 Grants for Education & Training	8 Grants for Non Education	9 Loans and Bond and Loan Guarantees	10 Federal Deposits in Minority Banks	Total Federal Funding, Columns 1,6,7,8,9
Action	173,289	30,000	-	-	-	30,000	-	-	-	-	203,289
Agriculture	2,592,150	-	-	-	-	-	-	-	-	2,165,000	2,592,150
AEC	917,592	-	700,000	7,100,000	200,000	8,000,000	-	-	-	4,345,730	8,917,592
Commerce	2,916,263	37,418,624	51,000	-	8,531,042	46,000,666	3,019,583	28,299,268	500,000	100,000	80,735,780
Defense	144,130,949	71,000	7,800,000	52,300,000	19,200,000	79,371,000	-	-	-	19,719,000	223,501,949
EEOC	1,554,686	309,000	-	-	-	309,000	-	-	-	-	1,863,686
EPA	2,595,683	2,700,000	7,000,000	-	1,000,000	10,700,000	-	-	-	-	13,295,683
GSA	41,498,624	-	-	-	5,729,000	5,729,000	-	-	-	-	47,227,624
HEW	20,205,075	1,976,000	949,000	1,680,000	19,141,000	23,746,000	-	-	-	7,534,000	43,951,075
HUD	2,281,643	944,000		42,000	138,766,876	139,752,876	3,250,000	6,009,000	-	16,400,000	151,293,519
Interior	1,228,571	2,366,000	7,976,000	-	63,918,000	74,260,000	-	-	-	2,103,000	75,488,571
Labor	3,719,768	1,042,000	-	9,550,000	-	10,592,000	-	-	-	20,000,000	14,311,768
NASA	11,796,765	340,000	340,000	6,700,000	500,000	7,880,000	-	-	-	-	19,676,765
OEO	693,336	117,059	-	-	44,980	162,039	-	33,126,000	-	-	33,981,375
Postal Service	218,694	-	-	-	-	-	-	-	-	1,856,000	218,694
Redevelopment Land Agency:	596,209	261,800	499,400	-	-	761,200	-	-	-	69,800	1,357,409
SBA	1,343,673	225,000	-	-	-	225,000	-	-	506,400,000	-	507,968,673
State (A.I.D.)	664,623	1,510,000	-	-	5,699,000	7,209,000	-	-	-	-	7,873,623
Transportation	16,522,712	532,000	687,000	-	337,000	1,556,000	-	-	-	1,212,283	18,078,712
Treasury	165,346	-	15,000	-	47,000	62,000	-	-	-	1,789,000	227,346
VA	15,163,727	20,000	1,000,000	-	11,859,000	12,879,000	-	-	-	600,000	28,042,727
Justice	836,382	-	-	-	-	-	-	-	-	-	836,382
National Weather Service	39,355	-	-	-	-	-	-	-	-	-	39,355
Civil Service Commission	30,901	-	-	-	-	-	-	-	-	-	30,901
Executive Office President	229,398	-	-	-	-	-	-	-	-	-	229,398
GAO	26,000	-	-	-	-	-	-	-	-	-	26,000
TOTAL	$272,141,414	$ 49,862,483	$ 27,017,400	$ 77,372,000	$ 274,972,898	$ 429,224,781	$ 6,269,583	$ 67,434,268	$506,900,000	$ 77,893,813	$1,278,849,230

GERALD R. FORD LIBRARY

ACTION

	FY-72	FY-73	FY-74
Grants	347,393	310,897	--
8(a) Procurement	(610,000)	316,925	173,289
Direct Procurement	2,364,649	1,433,217	30,000
Sub		1,750,142	203,289
Total	2,712,042	2,061,039	203,289

GERALD R. FORD LIBRARY

Agriculture, Department of

	FY 70	FY 71	FY 72	FY 73	FY 74
Loans and Loan Guarantees	20,908,337				
EOL - Cooperations		269,000	-	-	-
EOL - Individuals 1/		639,000	-	-	-
Farm Ownership		6,710,000	7,987,500	7,661,000	
Farm Operating		18,150,000	20,229,000	27,110,000	
Subtotal	20,998,337	25,768,000	28,216,500	34,772,000	
Grants					
Export Credit		900,000	450,000	-	
Rice Export		50,000	60,000	-	
Flour Export		150,000	150,000	-	
Subtotal		1,100,000	660,000		
8(a) Procurement	270,000	1,030,898	2,584,869	1,557,138	2,592,150
Direct Procurement	-	112,100	1,050,000	765,491	-
T&A	-	1,169,000	(1,187,900)	- 2/	-
Total	21,178,887	29,179,998	32,511,369	37,094,629	2,592,150

1/ Program discontinued FY 72

2/ Reporting discontinued in FY 73

GERALD R. FORD LIBRARY

Atomic Energy Commission

	FY 70	FY 71	FY 72	FY 73	FY 74
8(a) Procurement	53,000	30,072	187,868	882,426	917,592
Direct Procurement	-	-	-	171,000	900,000
Subcontract				6,320,000	7,100,000
Total	53,000	30,072	187,868	7,373,426	8,917,592

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Civil Service Commission

	FY 71	FY 72	FY 73	FY 74
8(a) Procurement	89,284	39,993	13,948	30,901

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Summary - Department of Commerce

	FY 69	FY 70	FY 71	FY 72	FY 73	FY 74
Economic Development Administration	40,787,481	43,918,736				
EDA Technical Assistance Grants			7,632,422	2,226,000	4,985,832 1/	
EDA Direct Procurements			7,138,000	1,131,230	432,330	1,746,888
EDA Public Works						
Grants				17,912,000		
Direct Procurements				5,349,000		
Subcontracting				2,910,000		
Business Loans			4,888,000	9,871,117	8,338,193 2/	500,000
Indian Program			20,344,829	(8,247,934) 4/	21,800,530 3/	28,198,035
Grants (excludes Grants and Business Loans covered above)						
Regional Development Commission Grants	93,890	535,365	282,900	103,200		
OMBE						
Grants				2,070,000	2,808,356	3,120,816
Contracts				32,730,000	23,447,687	35,722,736
Other Commerce Direct Procurement	87,000	544,540	263,000	1,590,820	596,343	8,531,042
8(a) Procurement	-	424,146	944,575	959,326	4,906,479	2,916,263
	40,968,371	45,422,787	41,493,726	76,852,693	68,865,875	80,735,780

1/ Includes Indian TA for Public Works
2/ Indian Business Loans Included
3/ Public Works
4/ Indian Program Included in Public Works

GERALD R. FORD LIBRARY

Defense, Department of

	FY 69	FY 70	FY 71	FY 72	FY 73	FY 74
8(a) Procurement	8,500,000	12,535,382	28,749,718	73,696,236	104,819,270	144,130,949
Direct Procurement						79,371,000
Total						223,501,949

GERALD R. FORD LIBRARY

8(a) Pro

Direct

8(a) Pro

Direct

Summary EEOC

Equal Employment Opportunity Commission

	FY 70	FY 71	FY 72	FY 73	FY 74
Procurement 8(a)	54,726	25,000	421,081	473,249	1,554,686
Direct Procurement	-	-	-	390,667	309,000
Total	54,726	25,000	421,081	863,916	1,863,686

GERALD R. FORD LIBRARY

Environmental Protection Agency

	FY 71	FY 72	FY 73	FY 74
8(a) Procurement	24,000	930,000	1,091,481	2,595,683
Direment Procurement	-	-	6,100,000	10,700,000
Total			7,191,481	13,295,683

GERALD R. FORD LIBRARY

Executive Office of the President

	FY 72	FY 73	FY 74
8(a) Procurement	25,000	360,000	229,398
Total	25,000	360,000	229,398

GERALD R. FORD LIBRARY

General Accounting Office

		FY 73	FY 74
8 (a)	Procurement	6,000	26,000
	Total	6,000	26,000

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	FY 69	FY 70	FY 71	FY 72	FY 73	FY 74
8(a) Procurement	346,676	3,419,019	15,439,144	34,179,172	21,518,879	41,498,624
Direct Procurement		2,961,000	3,400,000	4,853,678	4,060,439	5,729,000
Total	346,676	6,380,019	18,839,144	39,032,850	33,372,918	47,227,624

GERALD R. FORD LIBRARY

HEW

	FY 70	FY 71	FY 72	FY 73	FY 74
Grants	200,000	431,361	2,794,935	3,226,052	-
Direct Procurement	-	7,315,117	13,231,495	12,936,000	23,746,000
8(a) Procurement	124,000	2,769,197	10,813,174	10,124,616	20,205,075
Total	324,595	10,515,675	26,839,604	26,286,668	43,951,075

GERALD R. FORD LIBRARY

Grant
Direc
8(a)

Grant
Direc
8(a)

HUD

	FY 70	FY 71	FY 72	FY 73	FY 74
Grants					
Model City	11,590,927	17,612,000	19,600,000	20,510,000	6,009,000
MDTA	-	-	-	41,020,000	3,250,000
Sub	11,590,927	17,612,000	19,600,000	61,530,000	9,259,000
Procurement					
Direct	162,000	2,367,000	2,814,217	16,883,564	139,752,876
Indirect	-	42,700,000	86,500,000	339,322,507	--
Sub:				356,206,071	139,752,876
8(a)	44,528	170,000	518,922	777,852	2,281,643
Total	11,797,455	62,849,000	123,433,139	418,513,923	$151,293,519

GERALD R. FORD LIBRARY

Department of the Interior

	FY 70	FY 71	FY 72	FY 73	FY 74
Loans and Grants	16,777,000	35,646,107	3,330,000	1,250,000	-
Direct Procurement		250,000	47,115,325	64,412,096	74,260,000
Sub Contract			413,667	572,607	-
Sub Total (Direct)		250,000	47,528,992	64,984,703	74,260,000
8(a) Procurement		104,000	1,427,863	1,737,491	1,228,571
Total	16,777,000	36,000,286	52,286,855	67,972,194	75,488,571

GERALD R. FORD LIBRARY

Department of Justice

	FY 71	FY 72	FY 73	FY 74
8(a) Procurement	30,000	579,000	97,953	836,382

GERALD R. FORD LIBRARY

8(a) Pr

8(a) Pr

Department of Labor

FY

	FY 69	FY 70	FY 71	FY 72	FY 73	FY 74
Grants	-	-	15,950,000	-	-	-
Direct Procurement	900,000		1,835,000	18,025,386	15,993,098	10,592,000
Sub Contract				8,560	154,135	
				18,033,946	16,147,233	
8(a) Procurement			50,000	1,572,859	3,560,164	3,719,768
Total	900,000		1,885,000	19,606,805	19,707,397	14,311,768

GERALD R. FORD LIBRARY

NASA

	FY 70	FY 71	FY 72	FY 73	FY 74
Direct Procurement			1,903,000	2,156,000	1,180,000
Subcontract			3,423,000	3,208,000	6,700,000
Subtotal			5,326,000	5,364,000	7,880,000
8(a) Procurement	76,909	1,348,010	3,768,042	7,832,132	11,796,765
Total	76,909	1,348,010	8,494,042	13,196,132	19,676,765

GERALD R. FORD LIBRARY

National Weather Service

		FY 73	FY 74
8(a)	Procurement	40,411	39,355

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OEO

	FY 69	FY 70	FY 71	FY 72	FY 73	FY 74
Grants (I-D 232, Economic Dev)	15,983,748	36,828,000	36,957,266	69,136,375	61,922,340	33,126,000
Direct Procurement	2,802,339	2,147,552	2,992,290	3,274,000	1,892,000	162,039
8(a) Procurement	-	155,000	2,350,032	2,354,758	2,038,146	693,336
Total	18,786,087	39,130,552	42,299,588	74,765,133	65,852,486	33,981,375

GERALD R. FORD LIBRARY

Postal Service

	FY 70	FY 71	FY 72	FY 73	FY 74
Direct Procurement	-	-	1,580,676	2,491,585	
8 (a) Procurement	2,697,014	2,494,080	433,288	(230,509)	218,694
Total	2,697,014	2,494,080	2,013,964	2,261,076	218,694

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Redevelopment Land Agency

	FY 71	FY 72	FY 73	FY 74
Direct Procurement	-	-	1,298,300	761,200
Subcontracting	-	-	122,500	-
Subtotal	-------	-------	1,420,800	761,200
8(a) Procurement	467,173	371,507	571,212	596,209
Total	467,173	371,507	1,992,012	1,357,409

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Small Business Administration

	FY 72	FY 73	FY 74
Bus Loans and Guarantees			
Business (7a)		200,900,000	191,500,000
EOL		110,000,000	77,400,000
Displaced Bus		2,500,000	1,900,000
LDC		20,500,000	17,700,000
Line of Credit		(13,600,000)	Included in 7(a) &EOL
Lease Guarantee		7,464,369	6,800,000
Surety Bond		122,900,000	211,400,000
		464,264,369	506,400,000
TA Grants and Call Contracts		4,977,000	-- 1/
Direct Procurement		5,000,000	225,000
		9,977,000	
8(a) Procurement		1,187,729	1,343,673
Total	302,123,953	475,429,098	$507,968,673

1/ Grant Program Discontinued in FY 73

GERALD R. FORD LIBRARY

State Department

	FY 70	FY 71	FY 72	FY 73	FY 74
AID Loan Guarantee	650,000,000	-	-	-	-
Direct Procurement	-	2,065,262	1,565,066	165,000	7,209,000
8(a) Procurement	-	-	129,049	988,435	664,623
Total	650,000,000	2,065,262	1,694,115	1,153,435	7,873,623

GERALD R. FORD LIBRARY

Transportation, Department of

	FY 70	FY 71	FY 72	FY 73	FY 74
Grants	-	-	226,000	-	-
Direct Procurement	-	892,291	1,310,274	2,719,500	1,556,000
8(a) Procurement	895,764	3,386,672	7,613,343	30,545,204	16,522,712
Total	895,764	4,278,963	9,149,617	33,264,704	18,078,712

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Treasury, Department of

	FY 71	FY 72	FY 73	FY 74
Direct Procurement	4,000	20,221	9,500	62,000
8(a) Procurement	191,000	81,083	54,709	165,346
Total	195,000	101,304	64,209	227,346

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Veterans Administration

	FY 69	FY 70	FY 71	FY 72	FY 73	FY 74
Business Loans	-	8,000	11,000	-	-	-
VA Negotiated	1,513,678	3,686,581	498,000	158,000	397,000	
Competitive Procurement		-	5,692,000	7,132,000	10,066,000	12,879,000
Subcontracts		-	-	1,800,000	-	-
Subtotal	1,513,678	3,686,581	6,190,000	9,090,000	10,463,000	12,879,000
8(a) Procurement	-	981,666	4,885,938	9,510,855	12,429,661	15,163,727
Total	1,513,678	4,676,247	11,086,938	19,600,855	22,892,661	28,042,727

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Commercial Bank Minority Lending Program

The banking industry has surpassed its goal of making $1 billion in loans to minority businessmen a full year ahead of schedule. The original aim of the five-year minority lending program, initiated in 1970, was to achieve its $1 billion loan target by 1975. A survey of 410 major metropolitan banks released by the ABA reveals that the total amount of all new loans to minority businesses exceeded the industry's announced goal by a wide margin, totaling $1,133,682,000 by the end of 1973. The statistics also showed that the number of new loans nearly doubled, from 9,529 in 1970 to 18,189 in 1973.

In the four years of the minority lending program, the dollar amount of new loans by the banks surveyed grew by 141 per cent. The banking industry's wide involvement in minority lending is without question more extensive than these statistics indicate, since they are based only on the responses of the banks which participated in the survey. The banks surveyed are all in the $50-million-plus deposit category.

To assist its member banks in the effort which met and then went beyond their $1 billion goal, the ABA instituted several programs. Its "Key Cities" program brought involved bankers from across the nation into certain cities to encourage chief executive officers and lending officers of those cities' banks to expand their minority business lending efforts.

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Special minority lending classes for the ABA's several commercial lending schools and workshops were also established, and a continuing program of close relations with the involved government agencies was developed.

Additionally, so that banks might measure their progress more effectively, the ABA sought and received an opinion from the U. S. Commission on Civil Rights declaring permissible a bank's right to code commercial loans on a racial basis for purposes of assembling information.

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1974 MINORITY LENDING SURVEY

Year	Banks Surveyed	# of New Loans 1973	Total Amt. of New Loans 1973	Average Loan Size	(New Loans-Dollar Amt) % Inc. Over Prev. Year
70		9,529	$159,701,000	$16,759	
71	305	12,255	251,420,000	20,516	57%
72	361	13,477	337,010,000	25,006	34%
73*	410	18,189	385,551,000	21,197	14%
			$1,133,682,000		

* 1973

Number of Banks Surveyed:	964
Number of Banks Responded:	517
Number of Respondents Processed:	410
Number of Respondents Not Considered:	107
Response Rate:	53.6%

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MESBIC PERFORMANCE

	Fiscal 72	Fiscal 73	Fiscal 74
MESBIC's Licensed	50	64	67
MESBIC's Making Financings	36	63	65
MESBIC Capitalization	$ 16,223,910	$ 24,988,000	$ 29,345,000

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MESBIC Financing

	Fiscal 72	Fiscal 73	Fiscal 74
Number of Financing 3/	252	285	Available Jan.1, 1975
MESBIC Capital	3,000,000	4,988,000	6,145,000 1/
Govt. Guarantee Capital	12,000,000	20,000,000	23,200,000 1/
	$ 15,000,000	$ 24,988,000	$ 29,345,000
MESBIC Borrowing Capacity	30,000,000	50,000,000	78,413,000 2/
Investment Capacity	45,000,000	74,988,000	107,758,000
Potential Capital Flow	$220,000,000	$350,000,000	$500,000,000

1/Projected estimates

2/Change in regulation allowing 3:1 ratio for some Mesbics

3/Data Based on Calendar Year

FEDERAL DEPOSITS IN MINORITY BANKS (as of June 30, 1974)

AGENCY	MINORITY BANK DEPOSIT
Agriculture	$ 2,165,000
AEC 1/	4,345,730
Commerce	100,000
Defense	19,719,000
HUD	16,400,000
HEW	7,534,000
Interior	2,103,000
Labor	20,000,000
Postal Service	1,856,000
Redevelopment Land Agency	69,800
Transportation	1,212,283
Treasury	1,789,000
VA	600,000
TOTAL	$ 77,893,813

1/ Decline in Total AEC Deposits

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FISCAL YEAR 1974 MINORITY AUTO DEALERSHIP REPORT

	Minority Dealerships Reported	Black	Spanish Surname	Indian	Other
	98	26	37	.33	2
	47	12	18	14	3
	24	5	11	-	8
	16	-	9	-	7
	14	1	6	1	6
	12	2	8	1	1
	9	-	8	-	1
	8	2	6	-	-
	3	3	-	-	-
	1	1	-	-	-
	1	-	1	-	-
	1	1	-	-	-
FY 74 Total	234	53	104	49	28

FY 74 - 234
FY 73 - 230 1/

Increase = 4 = 2%

FY 69	FY 70	FY 71	FY 72	FY 73	FY 74
14	82	89	145	230	234

1/ Corrected FY 73 Figure Based on British Leyland Report

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FISCAL YEAR 1974 SERVICE STATION/DEALERSHIP REPORT

REPORTING COMPANY	TOTAL DEALERSHIPS REPORTED	TOTAL MINORITY DEALERSHIPS REPORTED	BLACK	SPANISH SURNAME	INDIAN	OTHER MINORITY
	2,297	8	8	-	-	-
	1,411	70	39	29	1	1
	3,205	156	39	103	14	5
	9,705	817	447	307	10	53
	2,403	77	49	25	0	3
	18,621	1,041	656	334	23	28
	1,293	48	36	7	2	3
	16,700	1,144	UNKNOWN		UNKNOWN	
	18,216	856	398	255	67	136
	11,039	555	238	181	8	128
	8,691	1,022	463	241	7	311
	2,800	44	20	10	14	0
	7,232	598	147	297	18	136
	26,525	1,002	UNKNOWN		UNKNOWN	
	2,114	84	81	3	-	-
	7,968	367	273	81	3	10
	35,000	1,997	942	967	49	39
	2,289	353	38	123	9	183
FY 74 TOTALS	175,539	10,239[1/]	3,874	2,963	225	1,038

EXTRAPOLATION ESTIMATES BASED ON TOTAL MARKET

FY 69	FY 70	FY 71	FY 72	FY 73 [3/]	FY 74 [2/]
10,720	12,590	13,010	14,294	13,946	13,506

FY 73 13,946
FY 74 13,506

Decrease 440 = 3% Decrease

1/ This figure represents 6% minority for the total Dealerships reported by 18 major firms.

2/ Extrapolation Estimates for FY 74 determined by multiplying the 6% minority figure times 54,461 (Non-reported firms based on a total market of 230,000) and adding this to 10,239.

3/ The FY 73 figure has been readjusted to the new base figure of 230,000 companies for the total market. The base had previously been reported as 280,000 companies.

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PRIVATE FOUNDATION ASSISTANCE TO MINORITY BUSINESS
FY 1974 REPORT

FOUNDATION	PROGRAM	TOTAL DOLLARS
Taconic Foundation	Minority Business Investments	$ 300,000
Lewis Latimer Foundation	Management/Technical Asst.	319,500
Inland Steel/Ryerson Foundation	Minority Bank Deposits	24,165
Carnegie Corp, N.Y.	Minority Bank Desposits	20,000
Mary Reynolds Balcock Foundation	Management/Technical Assistance	197,000
Rockefeller Foundation	Minority Business Grants	495,362
Luthern Resources Community	Management/Technical Assistance	400,000
Ford Foundation	Minority Business Investments	1,000,000
	Minority Business Loans	900,000
	Management & Technical Assistance	3,000,000
	FY 74 Total	$ 6,656,027

FY 1974 - 6,656,027
FY 1973 - 5,307,425

Increase - 1,348,602 or 25%

Cumulative Dollar Total (1969 to Date) - $26,951,927

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MINORITY-OWNED FRANCHISE DATA

Increase in Minority-Owned Franchises by Calendar Year

CY 1969	CY 1970	CY 1971	CY 1972	CY 1973
405	743	1,184	1,695	2,453 1/

1/ This Indicates a 45% Increase Over The Previous Year Total.

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IMPLEMENTATION TASK FORCE
EDUCATION AND TRAINING FOR
MINORITY BUSINESS ENTERPRISE

December, 1974

Dr. John Ottina, Chairman

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IMPLEMENTATION TASK FORCE ON
EDUCATION AND TRAINING FOR
MINORITY BUSINESS ENTERPRISE

GOALS:

THE GOALS OF THE TASK FORCE ARE TO IMPLEMENT THE RECOMMENDATIONS WHICH ARE CONTAINED IN THE REPORT ON EDUCATION AND TRAINING FOR MINORITY BUSINESS ENTERPRISE.

LISTED BELOW ARE THE FIVE(5) SUBCOMMITTEES THAT REPRESENT THE BREAKOUT OF THE TEN MAJOR RECOMMENDATIONS WHICH ARE CONTAINED IN THE TASK FORCE REPORT.

SUBCOMMITTEE #1

* STATE & LOCAL MECHANISMS
* FORTY (40) LOCAL DELIVERY SYSTEMS

SUBCOMMITTEE #2

* MINORITY ENTERPRISE CURRICULA
* TWO-YEAR DEGREE
* FELLOWSHIPS, SCHOLARSHIPS AND LOANS
* IDENTIFY FEDERAL FUNDS

SUBCOMMITTEE #3

* CAREER AWARENESS - TWELVE (12) PILOTS
* CAREER AWARENESS - SIX (6) PILOTS

SUBCOMMITTEE #4

* PRIVATE ENTERPRISE COMMITTEE

SUBCOMMITTEE #5

* SOCIAL, CULTURAL, ECONOMIC, AND HISTORICAL DIFFERENCES

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SUBCOMMITTEE RESPONSIBILITIES

SUBCOMMITTEE #1 MR. WILLIAM HARRIS, CHAIRMAN (LABOR)

ESTABLISH COORDINATION MECHANISMS AT THE STATE AND LOCAL LEVEL TO UTILIZE THE VAST NETWORK OF EXISTING EDUCATION AND TRAINING RESOURCES. LOCAL RESOURCES SHOULD BE BROUGHT TOGETHER AS CONSORTS TO MATCH THE EDUCATION AND TRAINING RESOURCES WITH THE NEEDS OF MINORITY ENTREPRENEURS IN THEIR AREAS.

ESTABLISH FORTY (40) LOCAL DELIVERY SYSTEMS TO PROVIDE BASIC MANAGEMENT TRAINING IN MAXIMUM IMPACT AREAS BY THE END OF FISCAL YEAR 1975.

SUBCOMMITTEE #2 MR. AL CARTER, CHAIRMAN (SBA)

ESTABLISH A COMMITTEE ON MINORITY ENTERPRISE CURRICULA TO ADDRESS THE DEVELOPMENT OF TEACHING PROGRAMS FOR YOUTH WHICH WILL PROVIDE AN EARLY INTRODUCTION TO BUSINESS ECONOMICS, VENTURE INITIATION, AND THE AMERICAN FREE ENTERPRISE SYSTEM.

ESTABLISH COMMITTEES WHO WILL COLLECTIVELY WORK TOWARD THE DEVELOPING OF A TWO-YEAR PROGRAM LEADING TO AN ASSOCIATE DEGREE IN SMALL BUSINESS OWNERSHIP.

ESTABLISH COMMITTEES TO WORK IN COOPERATION WITH FEDERAL AND STATE AGENCIES, SCHOOLS OF MANAGEMENT AND BUSINESS ADMINISTRATION, PRIVATE BUSINESSES, AND FOUNDATIONS TO ESTABLISH "MINORITY ENTERPRISE" FELLOWSHIPS, SCHOLARSHIPS AND LOANS TO SUPPORT FORMAL BUSINESS TRAINING FOR MINORITY STUDENTS.

ESTABLISH COMMITTEES TO IDENTIFY FEDERAL FUNDS FOR INCREASING SUPPORT TO PREDOMINANTLY MINORITY INSTITUTIONS OF HIGHER EDUCATION TO IMPROVE AND EXPAND THEIR UNDERGRADUATE AND GRADUATE BUSINESS MANAGEMENT PROGRAMS.

SUBCOMMITTEE #3 DR. WILLIAM PIERCE, CHAIRMAN (HEW)

ESTABLISH A MINIMUM OF TWELVE (12) PILOT PROGRAMS IN ENTREPRENEURIAL CAREER AWARENESS AND TRAINING FOR MINORITY YOUTH AT THE ELEMENTARY AND SECONDARY LEVELS, AND FOR YOUTH OUTSIDE THE ESTABLISHED SCHOOL SYSTEMS.

ESTABLISH A MINIMUM OF SIX (6) PILOT PROGRAMS IN ENTREPRENEURIAL CAREER AWARENESS AND TRAINING BE ESTABLISHED FOR ADULTS.

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SUBCOMMITTEE #4 MR. RICHARD WHITNEY, CHAIRMAN (OEO)

ESTABLISH A COMMITTEE WHICH WILL WORK WITH PRIVATE ENTERPRISE, TO INCREASE APPRENTICESHIPS, INTERNSHIPS, AND OTHER WORK EXPERIENCE OPPORTUNITIES. THESE PROGRAMS SHOULD BE DEVELOPED FOR MINORITY PERSONS STUDYING IN ACADEMIC INSTITUTIONS AS WELL AS FOR THOSE ENGAGED IN VOCATIONAL TRAINING.

SUBCOMMITTEE #5 MR. WILLIAM MILLER, CHAIRMAN (INTERIOR)

ESTABLISH A COMMITTEE WHICH TAKES INTO CONSIDERATION THE SOCIAL, CULTURAL, EXONOMIC, AND HISTORICAL DIFFERENCES OF THE VARIOUS MINORITY GROUPS TO DESIGN COMPONENTS OF EDUCATION AND TRAINING PROGRAMS. BILINGUAL INSTITUTIONS MUST BE PROVIDED FOR NON-ENGLISH SPEAKING MINORITIES.

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IMPLEMENTATION TASK FORCE ON
EDUCATION AND TRAINING FOR
MINORITY BUSINESS ENTERPRISE

BUDGETARY NEEDS

	I	II	III	IV	V
DEPT. COMMERCE/OMBE	$22,000	$ 90,000	$ 450,000	$75,000	$150,000
HEALTH EDUCATION & WELFARE	33,000	110,000	1,350,000	50,000	150,000
HOUSING & URBAN DEVELOPMENT	0	0	0	75,000	0
INTERIOR	0	0	0	75,000	0
JUSTICE	9,000	0	0	0	0
LABOR	57,000	0	450,000	0	0
SMALL BUSINESS ADMINISTRATION	32,000	100,000	450,000	0	150,000
VETERANS ADMINISTRATION	23,000	0	0	0	0
	$176,000 *	$300,000 *	$2,700,000	$200,000	$600,000

***COULD BE SATISFIED WITH MANPOWER

TOTALS

COMMERCE	$ 787,000
HEW	1,693.000
HUD	75,000
INTERIOR	75,000
JUSTICE	9,000
LABOR	507,000
SBA	732,000
VA	23,000

$3,976,000

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REVIEW OF SUGGESTED PLAN
FOR IMPLEMENTATION OF GROUP III
RECOMMENDATIONS

I. Objective: To effect actions required to implement recommendations in the final report of the Task Force on Education and Training for Minority Business Enterprise.

A. Establish a minimum of twelve (12) pilot programs in entrepreneurial career awareness and training for minority youth at the elementary and secondary levels, and for youth outside the established school systems.

B. Establish a minimum of six (6) pilot programs in entrepreneurial career awareness and training for adults.

II. Rationale:

A. Statistics show a great disparity between minority business ownership versus ownership by other elements of total population: minority persons represent about 17 percent of total population but own only about 4 percent of businesses and less than seven-tenths of 1 percent of the country's total business assets. Since business is such a fundamental part of American life, minority enterprise must be improved. Along with other remedies, we must alter the curricula in our schools and motivate young people to see business as a believable career option in life.

B. Another significant statistic reveals that 80 percent of the businesses started will fail within a 5-year period. This suggests a critical need to advance the state of the art for improved management techniques that will help reduce the high incidence of business failure. More effective education and training on business management must therefore be provided for actual, potential, and future minority entrepreneurs.

III. Commitment of Resources: The success of the implementation activities will depend greatly on the commitment of education and training funds to the effort. The following projections for funds are being made:

A. Office of Education, HEW

Of the 12 pilot career awareness and training programs recommended for youths, the Office of Education is committing itself to fund 9 as follows:

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Already funded: 2 Atlanta School System - $170,000
National - $160,489

Tentative commitments made (no problem anticipated) 4 ($600,000)

Commitments in principle (discussions must take place before final decision) 2 ($500,000)

Search being made to identify source of funds 1 ($150,000)

Total amount of Office of Education commitment $1,380,489

B. Commitments being sought from other agencies.

1. Manpower Administration, Department of Labor. Interagency transfer of funds to Office of Education to fund one (1) of the 12 career awareness and training programs for youths $150,000

   Funds for two (2) of the 6 career awareness and training programs for adults $300,000

   Total amount being sought from Department of Labor $450,000

2. Office of Minority Business Enterprise, Department of Commerce

   Interagency transfer of funds to Office of Education to fund one (1) of the 12 career awareness and training programs for youths $150,000

   Funds for two (2) of the 6 career awareness and training programs for adults $300,000

   Total amount being sought from Department of Commerce $450,000

3. Small Business Administration (SBA)

   Interagency transfer of funds to Office of Education to fund one (1) of the 12 career awareness and training programs for youths $150,000

   Funds for two (2) of the 6 career awareness and training programs for adults $300,000

   Total amount being sought from SBA $450,000

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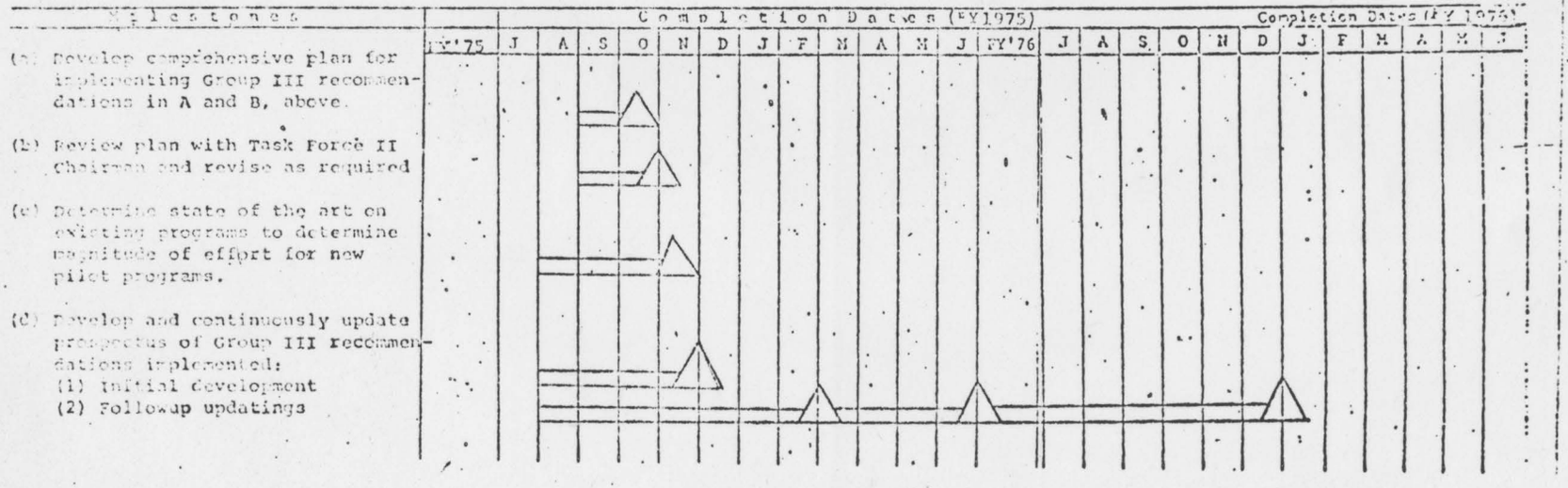
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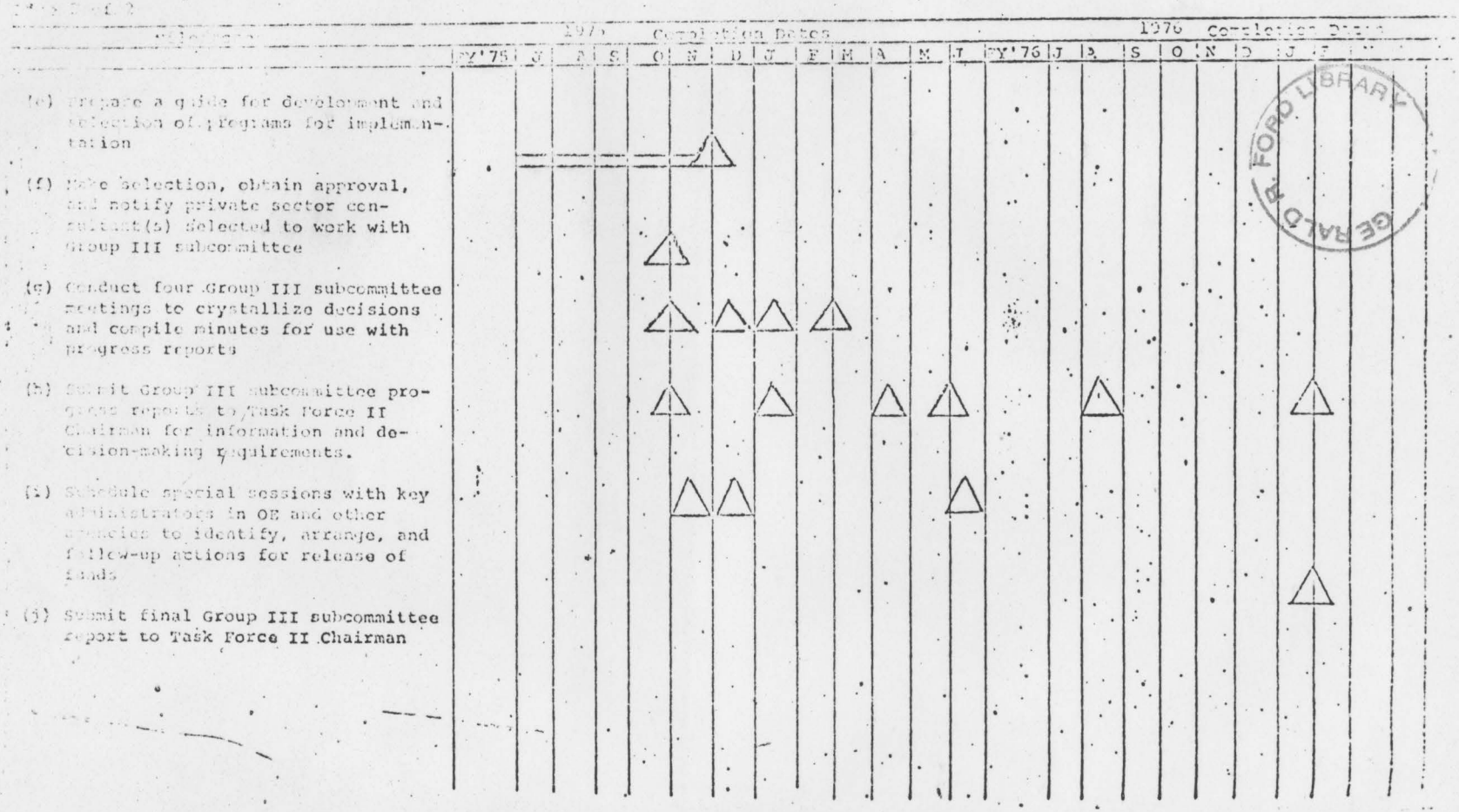
SUGGESTED PLAN FOR IMPLEMENTATION
OF GROUP III RECOMMENDATIONS
FISCAL YEAR 1975 and 1976

OBJECTIVE: To effect actions required to implement recommendations in the final report of the Task Force on Education and Training for Minority Business Enterprise:

A. Establish a minimum of twelve (12) pilot programs in entrepreneurial career awareness and training for minority youth at the elementary and secondary levels, and for youth outside the established school systems.

B. Establish a minimum of six (6) pilot programs in entrepreneurial career awareness and training be established for adults.





FORD LIBRARY GERALD

UNITED STATES DEPARTMENT OF COMMERCE
Office of Minority Business Enterprise
Washington, D.C. 20230

12 December 1974

MEMORANDUM FOR The Interagency Council for
Minority Business Enterprise

From: A. F. Williams, Chairman
Working Group on Minority Procurement
on Federally Assisted Projects

Subject: Progress Report.

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Subsequent to the Council meeting in September 1974, the Working Group (WG), through its two sub-groups, proceeded to gather data associated with the project.

At a meeting on December 10, 1974, the sub-groups reported as follows:

1. Sub-group #1, looking into present agency programs and efforts to promote MBE on Federally assisted projects, chaired by Mr. Carol Thomas of EPA, began to collect data on the project. This effort was temporarily delayed due to key personnel changes in EPA. However, it is back on the track and the effort is continuing. Those agencies who have not yet received a request for agency regulations, policies, etc. to encourage minority business involvement in Federally-funded projects or responded to same may expect a reminder in the near future. That reminder will probably take the form of an explanation of the type of information required and a request for same.

2. Sub-group #2, looking into State and local attitudes and programs to include minority participation in the opportunities made available as a result of Federally assisted projects, chaired by Art Williams, prepared and sent out an 8-point questionnaire to 15 State Offices of Minority Business Enterprise funded by OMBE. Over half of the expected responses have been received and a cursory analysis indicates quite wide variances in programs and effectiveness. Tentative Conclusions from Survey of State OMBEs follow:

   a. States are making few or no special efforts to follow the flow of Federal dollars to see that they result in business opportunities for minorities.

AMERICAN REVOLUTION BICENTENNIAL 1776-1976

b. Minority enterprise effort at State level where Federal funds are involved is only as good as State's general ME effort.

c. Some State OMBEs were motivated by Working Group's questionnaire; they are now looking at what's happening to Federal grant and revenue sharing monies and how they can be used to promote MBE.

A completed report with appropriate recommendations to the Council on this subject will be presented at the next Council meeting.

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Attachment 5

AN AGREEMENT BETWEEN

THE GENERAL SERVICES ADMINISTRATION

AND

THE SMALL BUSINESS ADMINISTRATION

AND

THE OFFICE OF MINORITY BUSINESS ENTERPRISE

DEPARTMENT OF COMMERCE

In an effort to assure that all minority concessionaires operating business concessions under the auspices of the National Task Force on Minority Business Concessions are given adequate assistance necessary to enhance their probability of success, the General Services Administration (GSA) representing itself and the property-holding members of the Concessions Task Force, the Small Business Administration (SBA), and the Office of Minority Business Enterprise (OMBE), do hereby mutually agree, as follows:

THE GENERAL SERVICES ADMINISTRATION (AND THE PROPERTY-HOLDING MEMBERS OF THE CONCESSIONS TASK FORCE) WILL:

1. Identify space on property it manages which has features suitable for the successful operation of a minority business concession.
2. Convey this information in writing to the appropriate OMBE and SBA regional representatives.
3. Cooperate with the designated OMBE and SBA representatives in all efforts to evaluate the space made available.
4. Meet with the designated OMBE and SBA representatives to determine the appropriate type of concession(s) suitable for the space.

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5. Make the space generally suitable for a concession; however, this is not to include any special preparations incident to the concession.

6. Bring all relevant information concerning the operation of the concession to the attention of the OMBE and SBA representatives both prior to the commencement of the concession and periodically (at least quarterly) during the first year of operation.

7. Cooperate fully with the representatives of OMBE and SBA in aiding the concessionaire to promote sales and successfully operate his business to the extent feasible.

8. Identify existing minority concessionaires in need of management and/or technical assistance to achieve or increase their viability.

9. Notwithstanding paragraph 1., below, determine the division of responsibility between OMBE and SBA for the development of minority business concessions. OMBE and SBA will jointly share that responsibility. GSA will determine such division of responsibility according to the resources available to OMBE and SBA in any particular locality.

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THE SMALL BUSINESS ADMINISTRATION WILL:

1. Determine the eligibility of the proposed minority concessionaire for participation in the 8(a) program.

2. Evaluate the proposed concessionaire's ability to perform, from both a financial and work experience standpoint.

3. Assist the prospective concessionaire in obtaining an SBA working capital loan or loan guarantee, if necessary.

4. Meet with the OMBE and GSA representatives to establish a specific business plan for the prospective concessionaire.

5. Meet with the OMBE representative to assist the proposed concessionaire in the preparation of a detailed, responsible proposal, when necessary, during the negotiation stage.

6. Notify the GSA Contracting Officer and the appropriate OMBE offices of the signing of the tripartite agreement and furnish them with a copy of the executed agreement for their records.

7. Cooperate fully with the representatives of OMBE and GSA in aiding the concessionaire to promote sales and successfully operate his business to the extent feasible.

THE OFFICE OF MINORITY BUSINESS ENTERPRISE WILL:

1. Make an evaluation of the viability of the concession opportunity. This evaluation shall include, but not limit itself to:

   a. The appropriateness of the space designated for the establishment of the concession.

   b. The type(s) of concession(s) which can best use the space selected.

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4.

c. An analysis of the market volume required for success, the extent of competition, and other relevant business factors which may affect the success of the prospective concessionaire.

d. The general qualifications which the prospective concessionaire should possess to enable successful operation.

e. The financial requirements for startup and operation of the concession.

f. Make recommendation as to whether a marketing feasibility study is required.

2. Upon completion of the evaluation, promptly inform GSA and SBA of the results.

3. Propose to SBA a prospective minority concessionaire in accordance with the parameters set forth by the evaluation.

4. In cooperation with SBA, provide to the prospective concessionaire assistance in obtaining the financial, management, and other identified needs.

5. In cooperation with representatives of SBA and GSA, provide continuous management, marketing and financial management assistance to the minority concessionaire on a regular basis throughout the startup period.

6. Provide regular, periodic follow-up on the performance of the concessionaire and bring to SBA and/or GSA attention any problems requiring their action.

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5.

ALL PARTIES AGREE TO:

Jointly develop any additional procedures necessary for implementation of this agreement.

GENERAL SERVICES ADMINISTRATION	DEPARTMENT OF COMMERCE	SMALL BUSINESS ADMINISTRATION
DWIGHT A. INK Deputy Administrator	JOHN K. TABOR Under Secretary	LOUIS F. LAUN Deputy Administrator
W. A. MEISEN Acting Commissioner Public Buildings Service	ALEX ARMENDARIS Director Office of Minority Business Enterprise	CONNIE MACK HIGGINS Assistant Administrator for Minority Enterprise
DEC 12 1974	DEC [illegible]	DEC [illegible]
Date	Date	Date

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Attachment 6

New Initiatives for the

INTERAGENCY COUNCIL FOR MINORITY
BUSINESS ENTERPRISE

(As presented at the September 19, 1974 Council meeting)

Labor Department

1. Establish a Task Force on Minority Business Opportunity Committees (MBOCs), as part of the Interagency Council. Such a task force, or similar reporting and accountability mechanism, should review MBOC operations and provide the Council with ideas to improve MBOC coordination with national agencies and upgrade their overall operations.

2. Revise existing MBOC reporting requirements to more accurately reflect MBOC activities. Each MBOC could be asked to set its own objectives or goals, and progress toward those objectives would be monitored on both the local and national agency levels through the management by objectives system.

3. A national Task Force on MBOCs might use incentives, such as recognition of exceptional efforts by high level agency officials, to increase MBOC performance.

4. Council member agencies could join with the Labor Department to explore the possibility of undertaking a cooperative effort to provide information on procurement opportunities involved with special revenue sharing grants to assure that minority firms have opportunities to obtain such indirect procurement contracts from Federal grantees.

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Interior Department

1. OMBE should develop a master source file of minority businesses which could be used by all Federal agency procurement personnel.

Interstate Commerce Commission

1. OMBE, through its local offices or funded organizations, should maintain a master registry of minority contractors and operate

as a clearinghouse for matching firms with agency procurement requirements.

Treasury Department

1. OMBE and/or SBA should conduct a Vendors' Day in Washington, D. C. to enable minority firms and/or trade and professional organizations to present their products and service capabilities to Federal agency contracting officers.

U. S. Postal Service

1. Revise the Commerce Business Daily to include a separate legend or section which would list procurements identified by Federal contracting officers as particularly suitable for minority business firms.

Transportation Department

1. The Interagency Council should undertake an effort to improve the quantity and quality of management and technical assistance which is available to minority firms that are moving up to higher dollar value contracts. A system to provide adequate assistance from the start of contract to finish should be devised.

Small Business Administration

1. SBA, with OMBE assistance, should establish and support seven new local development companies composed of successful business persons and other professionals involved in local community economic development.

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Veterans Administration

1. The Interagency Council should obtain a Presidential statement reaffirming support for the Council and the national minority enterprise program.

2. The Council should increase its efforts to accelerate Federal agency activities to increase the minority business share of Federal competitive procurement. A reevaluation of types of data collected and progress indicators should be made to determine if there is a need to expand them beyond monetary value of contracts let.

3. The Council should increase efforts to promote greater private sector purchasing from minority firms now handling non-competitive government contracts.

Housing and Urban Development Department

1. The Council could sponsor a national minority trade fair with participation of minority businesses, Federal and State governments and the private business sector. Participants would be selected with the intent of producing good matches between suppliers and buyers.

2. A national "Spirit of '76" matching program could be undertaken to promote minority-made goods and services that would be sold on a national basis as part of the Bicentennial celebrations.

3. The Council, or HUD, could sponsor a program to revitalize previously deactivated Federal, State and local government facilities for use by minority entrepreneurs for purposes of a cluster approach to single, varied and/or multi-faceted economic production, processing and marketing.

Office of Minority Business Enterprise

Recommendations for strengthening the linkage between MBOCs and the Interagency Council:

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1. Establishment of an MBOC Task Force of the Interagency Council (concur with Labor Under Secretary Schubert's initiative). Task Force would review the operation of MBOCs and present ideas and programs for strengthening agency's MBOC participation. The Task Force could also coordinate activities of MBOC subcommittees with the appropriate Council subcommittees.

2. Encourage national agencies, on Interagency Council, to conduct training and information seminars for their local representatives to MBOCs. Such training, similar to that conducted by the Labor Department, should have the full support and participation of each Council member and his senior staff. OMBE and MBOC Task Force could work with agencies on this.

3. National agencies should monitor their local agencies' minority business performance. National agency goal setting and performance reports should be expanded to include efforts of their local offices. Local agencies are not getting message of national agency support. There is a need for vertical direction and responsibility for minority enterprise within each department to assure that national agency commitments are met.

National Aeronautics and Space Administration

1. Council members should encourage industry sponsorship of the Minority Enterprise Small Business Investment Company (MESBIC) program. For example, Rockwell International, NASA's principal contractor for the Space Shuttle program, is now establishing a MESBIC.

2. Council member agencies could consider establishing central planning and advisory groups or offices for minority enterprise within their national agencies and field offices or installations. NASA is presently establishing a Minority Business Enterprise Program Council at each NASA installation. These groups will involve the direct participation of NASA's upper level management personnel.

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