

MBDA Broad Agency Announcement Granted to ETC

August 1, 2016, MBDA announces it will award Broad Agency Announcement Grant to Emerging Technology Consortium to support Path to Sustainability Contracting Pilot. This initiative creates a blueprint for Minority Serving Institutions (MSIs) to become part of America's innovative ecosystem and permits Minority Business Enterprises (MBEs) to create products and services for every sector of the economy. The pilot accomplishes this by:

- Developing minority owned public and private partnerships (MSIs and MBEs) that commercialize new technologies that provide goods and services for the global market
- Increasing the number and dollar value of Federal research contracts, grants and cooperative agreements awarded to MSIs
- Creating new sources of revenues through commercialization of research for both the MSIs and MBEs.

The *Path to Sustainability Project* creates good paying jobs for both the MSIs and MBEs; it also creates an educational catalyst by placing next generation industries in every American community. As America's demographics change in the 21st Century, MSI's and minority owned companies must become an integral part of the economy if America is going to remain competitive. **The Value Proposition is Billions versus Millions in new revenue to both MBEs and MSIs.**

This Grant requires the ETC to track the *Path to Sustainability Project*. The pilot program provides technical and strategic support to participating MSI's and MBEs as they compete for and win Federal research contracts and grants. The ultimate objective of these partnerships is to create companies or to expand existing companies' ability to develop products and services for the global market. Upon project completion, a program guide will be developed that woman or minority corporations and/or universities can use to develop partnerships to either create a new company or expand the existing company's products or services. The end result is new streams of revenue for minority owned public/private partnerships.

"The 8(a) Business Development Program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. The program helps thousands of aspiring entrepreneurs to gain a foothold in government contracting." To date, Government agencies and minority business development organizations have focused their efforts almost exclusively on contracting with very little emphasis on developing companies to be part of the American economic mainstream. If minority owned companies are to become part of the American mainstream, socially and economically disadvantaged entrepreneurs must develop products and services for the global economy. This can be accomplished by established contracting firms partnering with universities, preferably MSIs, to conduct research and commercialization activities that will result in the development of next generation companies. The *Path to Sustainability Project* creates these minority-owned public private partnerships. The partnership capitalizes on both the university's and MBEs strengths to pursue Federal research contracts and grants with the goal of commercializing the research and creating new economy industries. The Project's goal is to diversify the business areas in which woman and minority firms participate. Developing commercially viable minority owned companies will create new employment requirements that can train workers with new economy skills. It also has the potential to increase the number of



companies that can be placed in socially and economically disadvantaged areas. The *Path to Sustainability Project* completes the original intent of the Small Business Development Program by developing companies that are part of the American economic mainstream. Finally, as America's population increase mirrors the rest of the world, the *Path to Sustainability Project* provides the foundation for economic inclusion where every community contributes to the American economy and its competitiveness by being involved in research and commercialization activities. Including every community in research and development is the key to American innovation. This is a course of action that successful MBEs must pursue as they graduate from the government's business development program. **The value proposition to minority entrepreneurs and their institutions is Billions versus Millions in revenue.**

