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2022 Minority Government Contracting Business Summit connects minority-owned businesses with federal government contract opportunities

The summit is focused on engaging, educating and building business excellence.

FREDERICKSBURG, Va., Sept. 21, 2021 — The 2022 Minority Government Contracting Business Summit is April 14-16, 2022 in Washington, D.C. The three-day summit will bring the nation's minority business owners together with federal government contracting experts to share information and opportunities regarding federal government contracts in FY2022-FY2023.

The 2022 Minority Government Contracting Business Summit is the first of its kind to be held.

The event will invite contracting officers, contracting experts, and business leaders from around the United States to attend this important and informative event that is meant to empower the nation's 1 million minority-owned businesses to secure contracts with the federal government. Historically, minority-owned businesses have had limited access and opportunities to apply for government contracts, and the summit will offer a much-needed opportunity for minority business owners to meet with the nation's top contracting official.

More than 800 prime contractors, subcontractors, Small Business Owners, U.S. Military officials, contracting officials, finance experts, business leaders, and defense agency representatives are expected to join us in Washington D.C. for the live event.

Upcoming government projects, including President Joe Biden's proposed \$2 trillion infrastructure plan may soon lead to key opportunities for small, minority-owned businesses.

At the summit, minority contractors, subcontractors, and small businesses from around the country will learn how to work with the federal government's contracting process, which has historically excluded minority-owned businesses both directly and indirectly. Summit attendees will receive the latest information on government contracting money to be available in the FY2022 - FY2023.

“The goal is to be paid and free, not booked and busy,” said Coach Brooks, CEO of Kaizen Concepts Agency.

Most Small Business Owners are killing themselves trying to survive. The limited opportunities do not allow them to position themselves to have a work life balance. The four-day summit will give minority business leaders valuable opportunities to meet and network with representatives from the largest federal government agencies. There will also be hands-on workshops designed to help small businesses prepare for Quarter Four Funding Distribution, which is July 1 - Sept. 30 every year. Government agencies historically spend more during Q4 to avoid losing any leftover money in their budgets, giving small businesses a good opportunity to secure government contracts.

Important Details About the 2022 Minority GovCon Business Summit

We would love for you to join us at the 2022 Minority GovCon Business Summit. Here is some important logistical information about the event:

Who: The Minority GovCon Business Summit is organizing the event

Where: Washington, D.C.

When: April 14-16, 2022

How to register: www.minoritygovconbusiness.com

The goal of the summit is to open doors for minority businesses to work with the #1 customer in the world, the U.S. Federal Government.

Minority-owned Businesses are Often Left Out of Government Contract Opportunities

Contracts with the federal government create important opportunities for businesses to grow and scale. This can be particularly beneficial to small businesses that are looking to diversify their revenue streams and secure long-term contracts.

However, only a small percentage - usually about 5% - of the contracts awarded by the federal government go to minority-owned businesses, even though there are minority-owned businesses available to do the work, according to a report by [The Urban Institute](#).

There are some exciting contracting opportunities for minority-owned businesses on the horizon.

[The Biden Administration has pledged](#) to increase contracting opportunities for small and [minority-owned businesses by 50% over the next five years](#), and the upcoming Minority GovCon Business Summit can help prepare minority business leaders to submit winning bids for upcoming government contracts.

Key opportunities for minority-owned businesses to contract with the federal government will become available in FY 2022 - FY 2023, thanks in part to a proposed [\\$2 trillion infrastructure initiative](#) that will go toward improving the nation's roads, bridges, broadband, water systems, and other public services.

The proposed infrastructure plan will break up larger contracts into smaller projects to give small, minority-owned businesses better opportunities to bid on contracts.

Studies show minority-owned businesses face more barriers to government contracts

[The U.S. Department of Commerce's Minority Business Development Agency](#), which will be made a permanent agency under the infrastructure bill, has found that minority-owned prime contractors and subcontractors face more discriminatory, non-discriminatory, and pervasive barriers to government contracts compared to white-owned businesses.

Minority-owned businesses are repeatedly excluded from the bidding process based on racism, systematic discrimination, and the scope of projects that are up for bid. Minority-owned businesses can also face more day-to-day challenges, such as securing capital dollars through loans. The Minority Business Development Agency will oversee the federal contracting process to make it easier for minority-owned businesses to access government contracts.

The Agency says perhaps the most difficult barrier facing minority-owned business professionals is that they are routinely excluded from important professional networks where information about government contracts is often shared.

Project leaders may want to work with firms they have prior experience with, demonstrated their quality of work, and have an established presence in the market. However, this attitude often means the same businesses secure government contracts while minority-owned businesses are excluded from formal and informal networks. As a result, minority business leaders get less access to education and notice about future contracting opportunities than their white counterparts.

The 2022 Minority GovCon Business Summit Provides Important Resources for Minority Businesses

Minority-owned businesses have been disproportionately affected by the coronavirus pandemic and corresponding economic devastation for more than a year.

A poll by the U.S. Chamber of Commerce found that two-thirds of minority-owned small businesses were concerned about shutting down during the pandemic versus 57% of non-minority small businesses.

Fortunately, the early months of 2022 will provide key opportunities for these businesses to bounce back as lucrative contracts with the federal government become available for bid.

The 2022 Minority GovCon Business Summit comes at a critical time for the nation's minority-owned businesses. By bringing together key government contract experts and other small business advocates, we hope to inspire and facilitate many exciting opportunities for minority-owned businesses at the summit.

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For more information about the Minority Government Contracting Business Summit please visit www.minoritygovconbusiness.com. Reporters can contact Claresa Baggs for more information.