

# UPCOMING EVENTS

## How to Do Business with the Department of Education (DOE)

Thursday, February 16, 2017  
3:00 p.m. – 5:00 p.m.

Local Development Corporation of East New York  
80 Jamaica Avenue, 3rd Floor, Brooklyn, NY 11207

Hosted by: NYC Department of Education in partnership with Women's Brooklyn Enterprise Center

Please register in advance go to: <http://bit.ly/2igD111>

The Department of Education's next presentation will be, "How to Do Business with the DOE." This presentation will provide your business insight into how you can sell your goods and services to our 1,600 public schools and DOE administration offices. This is a great opportunity to network and to learn how to make an impression with a city agency with an annual spend of \$23.1 Billion.

This event is free and open to the public.

## Tenth Annual Emerging Manager & MWBE Conference

Friday, February 17, 2017  
8:00 a.m. – 4:00 p.m.

Convention Hall  
Empire State Plaza, Albany, NY 12210

The Emerging Manager program helps the Common Retirement Fund tap into previously under utilized investment talent to achieve its goals for growth and security. MWBEs, along with other emerging managers, meet with staff and external advisors at the Conference to learn more about doing business with the Fund.

This event is free and open to the public.



## M/WBE Roundtable

46th Legislative Caucus Conference

Are MWBEs and Small Businesses Threatened Under the Trump Administration?

Saturday, February 18, 2017  
9:15 a.m. – 10:30 a.m.

LOB, Hearing Room C, Albany, NY 12248

This workshop will discuss the anticipated challenges that MWBEs will potentially face under a Trump administration. Panelists will provide a robust discussion about the issues on the city, state, and federal levels. You will get a chance to discuss this issue with experts who have perspectives from multiple angles.

This event is free and open to the public.

## M/WBE Networking Reception

46th Legislative Caucus Conference

Saturday, February 18, 2017  
6:00 p.m. – 8:00 p.m.

Hilton Albany  
40 Lodge Street, Albany, NY 12207

This event is free and open to the public.

## M/WBE Forum

Calling All Minority & Minority-Owned Business Enterprises and Those Aspiring to Be

Thursday, March 16, 2017  
6:00 p.m. – 9:00 p.m.

Berkeley College, Brooklyn Campus  
255 Duffield Street, Brooklyn, NY 11201

The Brooklyn (Kings County) Hispanic Chamber of Commerce, Staten Island Business Outreach Center, and the Queens Economic Development Center will be hosting an M/WBE Forum with keynote speaker, the Honorable Commissioner Gregg Bishop of NYC Small Business Services.

This event is free and open to the public.



## New York Women's Chamber of Commerce

Tuesday, February 28, 2017  
8:30 a.m. – Noon

City College's North Academic Center Ballroom

RSVP: <https://goo.gl/forms/T96lk0YRageye3C>

This event is an procurement fair and free and open to the public.

## Construction Management Program

Saturdays: March 11, 18, 25,  
April 1 and 8, 2017  
9:00 a.m. to 3:00 p.m.

PACE University, One Peace Plaza  
Park Row – Opposite City Hall

Go to: <http://www.regional-alliance.org/events/construction-management-program-0> to register.

This innovative program sponsored by The Port Authority of NY & NJ will lead to a certificate in Construction Management and qualifies for continuing education hours (NYS Approval #C01420).

The objective of this program is to present & discuss the management of construction projects in the field. The coursework is designed for contractors, engineers, designers and others in the construction industry.

The course covers the fundamentals of construction management which includes materials and methods, blueprint reading, construction cost and estimating, project scheduling & contract administration.

There is a cost associated with this program.

## Assembly District 42

## Assemblymember Rodneyse Bichotte

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Website • [nyassembly.gov/mem/Rodneyse-Bichotte](http://nyassembly.gov/mem/Rodneyse-Bichotte)  
Email • [bichotter@nyassembly.gov](mailto:bichotter@nyassembly.gov)

For the most up to date information, you can go to the Assemblymember's online MWBE Resource Center at: [nyassembly.gov/member\\_files/042/mwbe\\_new/](http://nyassembly.gov/member_files/042/mwbe_new/)  
The website is updated on an ongoing basis.

Winter 2017  
Update

# MWBE Minority-And Women-Owned Business Enterprises

Provided by Assemblymember Rodneyse Bichotte



## Message from Assemblymember Rodneyse Bichotte Chair, Subcommittee on Oversight of Minority and Women-Owned Business Enterprises

Dear Friends,

This year is a critical year as Article 15-A of the Executive Law, "participation by minority group members and women with respect to state contracts", expires on December 31, 2017. This statute provides the framework for the MWBE certification and procurement program, and establishes targeted goals for sourcing of services and commodities by certified MWBE businesses is scheduled to expire. Last year, New York State contracted Mason Tillman Associates, Ltd. to conduct a disparity study to examine MWBE participation in contracts awarded from April 2010 to March 2015. The findings of the disparity study will continue to inform the statute. As Chair of the Subcommittee on the Oversight of Minority- and Women-Owned Business Enterprises, I will be working closely with my colleagues in government and the executive branch to be sure that the study is delivered on time.

The purpose of the study is to determine whether or not there is a disparity between the engagement of MWBEs and non-MWBEs that are ready, willing and able to perform in State contracts. I am eagerly anticipating the results of this study as it will no doubt help us to evaluate what practices will best build local business and, if found necessary, to increase the participation of MWBEs. This study will also help the State of New York to lower procurement costs and identify ways to improve the contracting process(1).

It is imperative that these studies provide the transparency that they do so that we can continue to improve upon an equitable procurement process. The last disparity study conducted in May 2010 by the global business firm, NERA, confirmed that minority- and women-owned businesses "have substantially lower business formation rates and business owner earnings"(2). It was also reported that the enterprises are more likely to be denied credit and that these findings are consistent with reports of discrimination in New York State's procurement markets(3).

With that being said, in this legislative session, I am committed to help activate the outcomes of this MWBE disparity study to benefit small businesses and MWBEs throughout the state.

As always, should you have any questions about MWBEs, please contact my office at 718-940-0428. You can also go to my website: [nyassembly.gov/mem/Rodneyse-Bichotte](http://nyassembly.gov/mem/Rodneyse-Bichotte). There you will find an MWBE page that will have up-to-date information.

Sincerely,

Rodneyse Bichotte  
Member of the NYS Assembly

Sources:

- (1) <http://nysdisparitystudy.com/overview/>
- (2) <http://www.nera.com/news-events/press-releases/2010/nera-releases-recommendations-for-improving-new-york-states-min.html>
- (3) <http://www.nera.com/news-events/press-releases/2010/nera-releases-recommendations-for-improving-new-york-states-min.htm>



# LEGISLATION

Among the first pieces of legislation that was re-introduced this year were a bill which expands opportunities for MWBEs throughout the state by attaching an MWBE participation goal to any municipality which receives a grant or appropriation of money from the State (A0453), a bill to increase funding for outreach, which includes an appropriation to increase the workforce that is conducting the outreach (A0429), and A0230 which would require the Empire State Development Corporation to conduct a feasibility study to determine ways that each state agency can develop a mentoring and capacity building program that would create a pipeline of highly qualified and capable MWBEs to be considered for sub-contracts and eventually prime contracts. In addition, a new piece of legislation was introduced, an MWBE anti-discrimination bill (A5622), along with State Senator Brad Hoylman that aims to protect MWBEs from discrimination during the procurement process.

**A0453** • Relates to a minority and women-owned business enterprise participation goal requirement in order to receive grant or appropriation money

**A0429** • Relates to outreach programming for minority and women-owned business enterprises; appropriation

**A0230** • This bill requires ESDC to conduct a study to determine the feasibility of a MWBE capacity mentorship program and to also find out how such a program can better prepare MWBEs for bidding for contracts.

**A5622** • An act to amend the executive law, in a relation to prohibiting discrimination in government procurement

# OPPORTUNITIES

## Current NYC Department of Education Procurement Opportunities:

The DOE makes many different kinds of purchases and opportunities are updated regularly. Vendors who are interested in participating in any of these procurements must be registered on DOE's Vendor Portal. The free registration takes minutes to complete and your company will receive e-mails whenever new bidding opportunities become available. Note that registration in Vendor Portal does not make you an active DOE vendor unless you are awarded a DOE contract. We also highly encourage eligible vendors to seek MWBE certification to grow their business and consumer reach. To learn more, please see the following <http://on.nyc.gov/1H04mC3> or <http://bit.ly/2lwrJb>. Questions? Please contact DOE's Vendor Hotline at 718-935-2300 or [VendorHotline@schools.nyc.gov](mailto:VendorHotline@schools.nyc.gov). We hope you can join us!

(1) **Proposals/Services:** <http://on.nyc.gov/1gSfe4w>

(2) **Bids/Products:** <http://on.nyc.gov/2k9giES>

- **Requirements Contract for Repair of Asphalt Pavement due March 2nd**
- **Integrated Pest Management Service due February 14th**

(3) **Multiple Task Award Contract/pre-qualified school contracting:** <http://on.nyc.gov/2kNx1j2>

## The Immigrant Business Initiative (IBI)

Small Business Services (SBS) Immigrant Business Initiative has partnered with six community-based organizations to design and execute solutions that address needs specific to entrepreneurs in immigrant communities. SBS has created free services available to immigrant entrepreneurs. Through the Immigrant Business Initiative, SBS delivers services in Spanish, Chinese, Haitian Creole, Russian and Korean, and Bengali in partnership with the following organizations: the Business Outreach Center Network, Brooklyn Public Library/HABNET Chamber of Commerce, Make the Road New York, Renaissance Economic Development Corporation, Sapna NYC, and Shorefront YM-YWHA. For additional info: <http://on.nyc.gov/1sdorK1>

## Governor's Office of Storm Recovery

<http://www.stormrecovery.ny.gov/>

To become familiar with all aspects of doing business with the Governor's Office of Storm Recovery site, please go to:

- <http://www.stormrecovery.ny.gov/doing-business-with-gosr>
- <http://www.stormrecovery.ny.gov/gosr-supplemental-contract-opportunities>
- <http://www.stormrecovery.ny.gov/doing-business-with-gosr/rfps>

## Housing and Urban Development (HUD)

HUD has a Section 3 Business Registry site to help you determine if you qualify as a Section 3 Business Concern and complete the registration:

- <https://portalapps.hud.gov/Sec3BusReg/BRegistry/BRegistryHome>

## Office of General Services (OGS)

The Office of General Services provides technical assistance and guidance for contracting, contracting opportunities, general bidding opportunities & emergency contracting on the following links:

- <http://www.ogs.ny.gov/BU/DC/esb/ContractorOpportunities.asp>
- <http://www.ogs.ny.gov/BU/PC/>

## New York State Homes and Community Renewal (NYSHCR)

NYS Homes and Community Renewal has a procurement site with listed RFP's, guidance for procurement, and landing page for MWBEs.

- <http://www.nyshcr.org/AboutUs/Procurement/HCR-Procurement.htm>
- <http://www.nyshcr.org/AboutUs/Procurement/ContractInformation.htm>
- <http://www.nyshcr.org/AboutUs/Offices/FairHousing/MWBE/>

# RESOURCES

## STATE

### Office of the State Comptroller

[www.osc.state.ny.us/procurement/mwbe.htm](http://www.osc.state.ny.us/procurement/mwbe.htm)

The website provides information on the NYS MWBE Certification Process; state contracting; subcontracting and purchasing opportunities for MWBEs; and resources MWBEs need to pursue state business opportunities.

### New York State Procurement

<https://nyspro.ogs.ny.gov/>

NYS' central procurement office, this website provides information on establishing and managing contracts for goods and services.

### Empire State Development

[esd.ny.gov/MWBE.html](http://esd.ny.gov/MWBE.html)

The Empire State Development webpage includes information on the Division of Minority and Women's Business Development.

<http://www.nyfirst.ny.gov/ResourceCenter/Business/FinancialAssistance/BusinessFinancing.hl>

Offers links for programs related to business financing such as tax-based incentives, operational support, innovation support, growth support, MWBEs, small businesses and RFPs.

### Division of Service-Disabled Veterans' Business Development

[ogs.ny.gov/Core/SDVOBA.asp](http://ogs.ny.gov/Core/SDVOBA.asp)

The website includes information for veteran business owners to become certified as New York State Service-Disabled Veteran-Owned Business (SDVOB) and guidelines to assist and promote the compliance of SDVOB participation in the state's procurement activities.

### NYS Contract System

[www.ny.newnycontracts.com](http://www.ny.newnycontracts.com)

The website is the gateway to attract and grow minority-owned and women-owned businesses, and provide a directory for all MWBE's in the state.

### New York State Contract Reporter

[www.nyscr.ny.gov](http://www.nyscr.ny.gov)

NYS' official source of contracting opportunities, this website has information or contacts to bid on, advertising opportunities, the New York State Business Registry and tips on doing business with New York State.



## LOCAL

### NYC MWBE Certification

<https://www1.nyc.gov/nycbusiness/description/minority-and-womenowned-business-enterprise-certification-program-mwbe>

The Minority and Women-owned Business Enterprise (MWBE) Certification Program connects certified businesses with opportunities to sell their products and services to New York City agencies. The program's goal is to promote fairness and equity in City procurement processes by providing services designed to strengthen the ability of certified M/WBEs to increase their capacity and effectively contribute to the City's economy.

### NYC Department of Small Business Services

<http://www.nyc.gov/html/sbs/html/procurement/mwbe.shtml>

This website provides information on MWBE Certification in NYC, as well as new and existing contracting opportunities.

### New York City Department of Design and Construction

<http://www1.nyc.gov/site/ddc/mwbe/mwbe.page>

The Office of Diversity and Industry Relations develops policies to support minority- and women-owned business enterprises (MWBEs) and fosters relationships with industry partners.

### County of Westchester

[mwbe.westchestergov.com](http://mwbe.westchestergov.com)

This website provides information on the county of Westchester's Minority and Women Business Enterprises Program.

### Erie County Equal Employment Opportunity

[www2.erie.gov/eoo/](http://www2.erie.gov/eoo/)

This website provides information on the MWBE Certification process in Erie County.

### City of Syracuse

[syrgov.net/supplier\\_diversity.aspx](http://syrgov.net/supplier_diversity.aspx)

This website provides information on the City of Syracuse's MWBE Participation Program.

### City of Rochester

<http://www.cityofrochester.gov/mwbe>

This website provides information the City of Rochester's MWBE utilization plan.

### City of Albany

<http://www.albanyny.org/Government/Departments/HumanResources/MinorityWomenOwnedBusinessEnterprises.aspx>

This website provides information on the City of Albany's MWBE Participation Program.