



**Division of Minority
and Women's
Business Development**

NYS Minority and Women's Business Enterprises (MWBE)

- ✓ Get Certified
- ✓ Get Engaged
- ✓ Access Resources
- ✓ Maximize Opportunities

A Division of Empire State Development

5/20/2019

Division of Minority and Women's Business Development

Works with the Governor's Office to support policies and activities designed to increase the pool of New York State certified firms and their access to state contracting opportunities.

Mission

- ✓ Promote equality of economic opportunities for MWBEs.
- ✓ Eliminate barriers to MWBE participation in state contracts.
- ✓ Provide information and resources that increase access to opportunities for MWBEs throughout the State.
- ✓ Promote & assist MWBEs through outreach, training, technical assistance, and support.

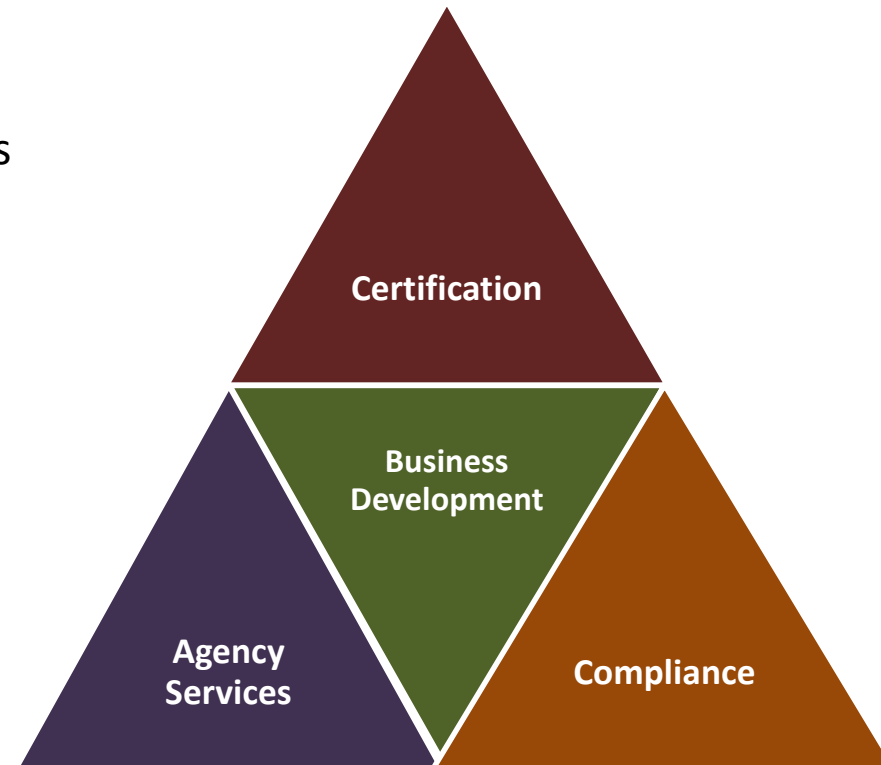


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The Division's Key Units

The Division's activities are delivered by four key units:

- ✓ **Certification** – staff review and vet applications for certification as New York State minority and/or woman-owned enterprises;
- ✓ **Agency Services** – staff work with 97 State Agencies and Authorities to ensure reporting, provide policy guidance, and review performance and utilization;
- ✓ **Compliance** – ensures each Agency & Authority complies with Article 15A of the Executive Law, State Finance Law, and applicable regulations and guidelines; and,
- ✓ **Business Development** - promotes the development of MWBE firms through education, outreach, and technical assistance programs.



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NYS Minority - and Women - Owned Business Enterprise Program

Governor Cuomo established an MWBE utilization goal of 30% in 2014 that applies to all State contracts greater than \$25,000 in commodities and \$100,000 in construction.

Every state contract must identify the MWBE goals and contain enforcement language.

All state contracts, unless excluded, are subject to MWBE goals, including, but not limited to:
commodities,
construction,
professional services,
insurance services, legal contracting, IT, and marketing.

NYS MWBE Eligibility

Under Article 15-A of the Executive Law, any for-profit firm that is at least fifty-one percent (51%) owned, operated and controlled by citizens or permanent resident aliens who are either a woman and/or minority is eligible for certification.

Certification Requirements:

- ✓ **Ownership, Operation and Control**
- ✓ **Independent, Active and In Business One Year**
- ✓ **Personal Net Worth (PNW) Restriction**
- ✓ **Small Business Restriction**

Business Development: Technical Assistance, Education, and Networking



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How to Access the NYS MWBE Benefits

✓ NYS Contract Reporter (NYSCR)

- The NYSCR is New York's official Publication of procurement activity for NYS Agencies and Authorities. State Agencies must advertise procurements of \$50,000 or more (including discretionary purchases).

www.nyscr.ny.gov

✓ NYS Contract Opportunities Ebook

- The NYS Contract Opportunities Ebook introduces firms to NYS Agencies and Authorities and their key decision makers. It contains valuable contact information and upcoming procurement opportunities. The eBook is published each year for the Annual MWBE Forum in October.

<http://nysmwbeforum.org/opportunities/>

✓ NYS Contract System

- Ensure that your contact information is accurate and up to date along with all your business description and NAICs/NIGP Codes to ensure that you are searchable by NYS Agencies/Authorities and Prime contractors looking for MWBEs.

<https://ny.newnycontracts.com/>

CONTACT

Division of Minority and Women's Business Development
www.esd.ny.gov/MWBE.html

For Certification Inquiries: 212-803-2414
MWBEcertification@esd.ny.gov

For Business Development Assistance: 212-803-2433
MWBEbusinessdev@esd.ny.gov

For All NYS MWBE Inquiries: (855) ESD – 4MWB
(855) 373 – 4692



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ESD Resources: Financing Options

✓ Bridge to Success Loan Program

- Provides qualified Minority and Women-owned Business Enterprises (MWBES) with access to short-term loans up to \$200K to execute contracting opportunities with New York State.

www.esd.ny.gov/BusinessPrograms/Data/BridgetoSuccess/02242015_Bridge_to_Success_Flyer_new_branding.pdf

✓ NYS Surety Bond Assistance

- Provides technical and financial assistance to help contractors secure a surety bond line, bid bond or a performance and payment bond on state and city projects. Guarantees up to 30% bonding for NYS Certified MWBEs.

www.esd.ny.gov/BusinessPrograms/BondingAssistance.html

✓ Linked Deposit Program

- Eligible businesses can obtain loans from participating lenders at a reduced interest rate up to two percentage points lower than the prevailing rate. Certified NYS MWBEs are eligible for a three percentage point reduction.

www.esd.ny.gov/linked-deposit-program

Free Technical Assistance

- ✓ **Entrepreneurial Assistance Centers (EAP)** – provide in-depth assistance to entrepreneurs and startup businesses. For information and listing of centers www.esd.ny.gov/BusinessPrograms/EAP.html
- ✓ **Procurement Technical Assistance Centers (PTAC)** – assist local businesses to compete successfully in the government marketplace. To find a local center www.aptac-us.org/find-a-ptac/?state=NY
- ✓ **Small Business Development Centers (SBDC)** – offer free consulting to individuals hoping to grow or start a small business . For a listing of centers www.nyssbdc.org/locations.html
- ✓ **Business Mentor NY** – is a free, social network that allows entrepreneurs and volunteer business mentors to connect so they solve problems and build the business together. To connect with a mentor www.businessmentor.ny.gov/