

# UPSTATE NEW YORK XCHANGE 18

**WEDNESDAY, AUGUST 15, 2018**

## **WEGMANS CONFERENCE CENTER, ROCHESTER, NY**

The Council is excited to present its second *Upstate New York Regional Conference and Xchange*. The event is designed to heighten awareness about the needs of corporate America and government entities to secure partnerships with minority-owned business enterprises (MBEs) and the challenges faced by MBEs seeking contracting opportunities in Upstate New York.

### **SCHEDULE AT A GLANCE**

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9am	<b>Welcome</b>
9:30am	<b>Welcome Keynote Address:</b> Mayor Lovely Warren, City of Rochester
10am	<b>Public Sector Opportunities in Upstate New York</b>
10:50am	<b>Building Relationships with Corporations</b>
11:25am	<b>Corporate Breakout Sessions:</b> <ul style="list-style-type: none"><li>• Bridging Diversity &amp; Inclusion and Supplier Diversity</li><li>• Compliance Concerns (as it relates to NYS MWBE)</li></ul> <b>Supplier Breakout Sessions:</b> <ul style="list-style-type: none"><li>• How to do Business with ESL Federal Credit Union</li><li>• How to do Business with Excellus Health Plan, Inc.</li><li>• Access to Capital, presented by MBE Capital</li><li>• Access to Capital, presented by Excelsior Growth Fund</li></ul>
12pm	<b>Luncheon and Keynote Speaker:</b> Mr. Kevin Beckford
1:30pm	<b>Marketplace Session</b> Suppliers in attendance can sign up and meet with Government and Corporate Representatives to discuss potential contract opportunities.
3:30pm	<b>Reception</b>

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### **REGISTRATION FEES**

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|--------------------------------------|----------|------------------------------------|-----------|
| • Non-Member, Non-Certified Supplier | \$150.00 | • NYNJMSDC Certified Supplier      | \$50.00   |
| • NYNJMSDC Corporate Member          | \$100.00 | • Reception Tickets Only           | \$50.00   |
| • Corporate Member Additional Pass   | \$50.00  | • State & City Government Agencies | No Charge |

**Click on the link for more information and to register: [www.nynjmsdc.org/xchange](http://www.nynjmsdc.org/xchange)**