



**Empire State
Development**

Pathways to Achieving MWBE Goals

New NY Broadband Stakeholders Forum Presentation

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Liverpool, New York

Presented by:

Lourdes Zapata, Executive Director

Division of Minority and Women's Business Development

MWBE Utilization Requirements

In accordance with NYS Executive Law Article 15-A, New NY Broadband grant awardees must meet the **MWBE utilization goal of 30%** where practical, feasible, and appropriate.



Areas of Opportunities for M/WBEs

30% goal applies to all elements of development including:

- **Construction of new towers**
- **Building and land costs**
- **Network and access equipment costs**
 - Radio equipment, routers, Ethernet switches, software
- **Professional services**
 - Site engineering
 - Consultant services related to design and construction
 - Testing
 - Site prep work



Getting Prepared: MWBE Pathways

- **Become NYS MWBE certified/recertified**
- **Update your vendor profile**
- **Create a comprehensive capability statement**
- **Visit New NY Broadband website and submit your information**
- **Attend New NY Broadband events**



Getting Prepared: MWBE Pathways

Requesting A Profile Update

Step 1: Log on to NYS Contract System and select "Update Profile"

Step 2: Select "Option 2"



Governor's M/WBE Program

- Press Release
- Executive Order
- 2011 State of the State MWBE Clip
- 2012 State of the State MWBE Clip

Empire State Development

- Who We Are
- MWBE Division

Businesses

Want to Certify?

- Learn About Certification
- Apply for Certification
- Recertify
- **Update Profile**

Find NYS Contracting Opportunities

- Bid & Grant Opportunities



NEW YORK STATE
Contract System



Online M/WBE Certification

Welcome! Thank you for your interest in New York State's Minority and Women's Business Enterprise (MWBE) Certification Program. MWBE certification is administered by Empire State Development's Division of Minority and Women's Business Development. The mission of DMWBD is to promote equality of economic opportunities for MWBEs and to eliminate barriers to their participation in State contracts.

Need Help?

Download the user manual
Sign up for a Training Class

How MWBE Certification benefits your firm:

- Your certified firm is listed in the public Directory of Certified Minority and Women-Owned Business Enterprises
- Your firm attracts new business
- Your firm is sought by agencies seeking contractors and subcontractors
 - All State Agencies
 - Public Authorities
 - Federal Agencies
 - Corporations
- Free workshops, seminars, and networking events:
 - Visit the MWBE Resource Center at www.nyfirst.ny.gov

If you require technical assistance while completing the application, please use our online support form.

To continue, please select an option below:

Option 1

New Certification

Your firm is not currently certified with New York State and will submit a New or Fast Track application

» Create Account

2

Option 2

Recertification or Profile Update

Your firm is currently certified and you would like to update your profile or submit a recertification application.

If you know your username and password for this system: » Login

If you need to lookup your account:
» Lookup Account

Search for Certified Firms

- MWBE Directory

NYSCS Links

- Home/Login
- Contact Us & Support
- Password Reminder
- Account Lookup
- Outreach & Program Notices
- FAQs



Division of Minority and Women's Business Development

Finding MWBEs: ISP Pathways

- Familiarize self with MWBE goal requirements
- Build an MWBE utilization goal plan
- Connect with MWBEs in the NYS MWBE Directory
- Ask BPO and ESD's Office of Contractor and Supplier Diversity (OSCD) for help when needed
- Attend the New NY Broadband Award Winner's Conference



MWBE Business Development Unit

DMWBD's Business Development Unit assists **NYS certified MWBEs** navigate **NYS government**, both directly and through referrals to other state partners.

Business Development Services include:

- **Technical Assistance**
 - Training Tuesdays
 - Procurement Strategy Counseling
 - Newly Certified MWBE Orientation
- **Networking Opportunities**
 - Annual Statewide MWBE Forum
 - Regional Expos
 - Special Initiative Events
- **Special Initiatives**
 - Supply & Demand Utilization Initiative
 - Mentor Protégé Program



Questions & Answers

Contact Information:

Division of Minority and Women's Business Development

www.esd.ny.gov/MWBE.html

For BPO MWBE Requirement Inquiries:

OCSD@esd.ny.gov

For MWBE Business Development Assistance:

MWBEbusinessdev@esd.ny.gov

For NYS MWBE Certification Inquiries:

MWBEcertification@esd.ny.gov



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