



Spring 2016  
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,

As Chair of the Subcommittee on Oversight of Minority- and Women-Owned Business Enterprises, my goal is to have my ear to the ground and introduce responsive and meaningful legislation that will support and potentially transform the environment in which MWBEs conduct business.

Therefore, in this legislative session, I have committed myself to turning those conversations into action by introducing a comprehensive package of MWBE legislation. I look forward to continued dialogue.

The first piece of legislation that I introduced this year was A.8700, which will require any locality or municipality that receives money from the state, and those businesses with which they work to attach an MWBE goal to their projects. Including this bill, I have introduced a total of 13 pieces of legislation that I believe will benefit MWBEs and sub-contractors, in addition to A.8044-A that increases discretionary purchase to \$200,000 in New York City, which was passed by the Assembly.

The legislation falls mainly into five categories:

- increased opportunities for MWBEs by attaching MWBE participation goals such as those entities receiving real estate tax exemptions and for sole source contracting;
- increased resources to expand the pool of certified MWBEs, such as appropriations for outreach, and a feasibility study on capacity building and mentorship programs;
- increased transparency and accountability such as the public sharing of data on MWBEs, companies who have received state contracts and companies who have received waivers in regard to compliance with MWBE participation;
- the way in which prime contractors and subcontractors will be paid and reported on in regard to MWBE contractual relationships, which are primarily MWBEs; and
- the lifting of barriers such as the \$3.5 million cap on net worth, which limits the capacity and growth of MWBEs.

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



# LEGISLATIVE CORNER

## Bichotte introduces 13 new bills this legislative year

### A.8044-A

Passed the assembly. The purpose of the bill is to increase the city's MWBE discretionary spending of the small-purchase threshold from \$100,000 to \$200,000, allows MWBE status to be a factor in "best value" awards, establishes capacity building programs for the benefit of state or local MWBE-certified firms doing business in New York City and permits pre-qualified lists for purchase contracts in addition to public works contracts.

### A.8700

Helps widen opportunities for minority- and women-owned business enterprises throughout the State of New York by attaching a MWBE participation goal to any grant received by a locality or municipality, as well as those entities that conduct business with said localities and municipalities.

### A.9074-A

Requires a minority- and women-owned business enterprise participation goal requirement in order to receive exemption of new multiple dwellings from local taxation, such as 421-a.

### A.9122

Studies which state agencies and industries would benefit most from having a capacity-building/mentorship program, and the duration and cost of such a program.

### A.9700

Amends the sole source procurement process so that it will include the solicitation of MWBEs.

### A.9707

Helps enable under-represented MWBEs to be exposed to government contracting opportunities and resources.

### A.9708

Allows the public to see which contracts have received waivers in relation to compliance with MWBE participation.

### A.9710

Requires contractors to report their contractual relationship throughout the life of the project with MWBEs.

### A.9733

Allows the Division of Minority and Women's Business Development to issue an annual report which will summarize the different information required for their development,

including breakdowns by race, gender, contract type, value of contract, and number of contractors, both prime and subcontractors.

### A.9740

Helps streamline the payment process for both prime contractors and subcontractors.

### A.9771

Publishes and announces agencies that have entered into a contract with the state.

### A.9772

Requires real estate developers that are able to claim certain tax credits, abatements and exemptions to attach an MWBE goal to their project.

### A.9774

Eliminates the requirement that MWBE owners have a personal net worth of less than \$3,500,000 in order to obtain certification as a qualifying MWBE.

### A.9775

Requires the NYS Comptroller to report on minority- and women-owned business development and contract spending.

# OPPORTUNITIES

## LaGuardia Redevelopment Program

The program will include the demolition of the existing Central Terminal Building and associated infrastructure and the construction of a new 1.3 million square foot, 35 gate terminal building; a new aeronautical ramp; frontage roads that will serve the new terminal; a new central heating and refrigeration plant; and other utilities and site improvements. This program is run by the Port Authority of New York and New Jersey (PANYNJ).

To visit the LaGuardia Gateway Partners and for additional information, please go to: [laguardiagatewaypartners.com](http://laguardiagatewaypartners.com). To visit the Port Authority of New York and New Jersey LaGuardia Airport Redevelopment Program site, please go to: [www.panynj.gov/airports/lgaireimagined/](http://www.panynj.gov/airports/lgaireimagined/)

Contracting opportunities for MWBEs may be found through a variety of sources, including:

The New York State Contract Reporter: [www.nyscr.org](http://www.nyscr.org) | LaGuardia Gateway Partners: [laguardiagatewaypartners.com/opportunities](http://laguardiagatewaypartners.com/opportunities)

The Port Authority of New York and New Jersey's Procurement Department: [www.panynj.gov/business-opportunities/bid-proposal-advertisements.html](http://www.panynj.gov/business-opportunities/bid-proposal-advertisements.html)

## New York State Casino Projects

The New York State Gaming Commission has approved licenses for resort gaming destinations in Sullivan, Schenectady, Seneca and Tioga counties, ushering new jobs and investments, as well as revenue for local governments and school districts that will come to the regions as a result. The four projects were selected through a competitive bid process and include: Rivers Casino & Resort in Schenectady County, Montreign Resort Casino in Sullivan County, Lago Resort & Casino in Seneca County and Tioga Downs Casino Racing and Entertainment in Tioga County.

Contracting opportunities can be found by contacting the following construction managers to participate as a subcontractor on any of these projects:

### Montreign Casino & Resort

[www.montreign.com](http://www.montreign.com)

Email: [spennington@lpciminelli.com](mailto:spennington@lpciminelli.com);  
MWBEcasino@DackConsulting.com

### Lago Resort & Casino

[www.lagoresortandcasino.com](http://www.lagoresortandcasino.com)

Email: [dharder@wilmorite.com](mailto:dharder@wilmorite.com)

### Rivers Casino & Resort

[www.riverscasinoandresort.com](http://www.riverscasinoandresort.com)

Email: [jglapion@norwoodco.com](mailto:jglapion@norwoodco.com)

### Tioga Downs Casino

[www.tiogadowns.com/expansion](http://www.tiogadowns.com/expansion)

Email: [spennington@lpciminelli.com](mailto:spennington@lpciminelli.com)

# RESOURCES

## STATE

### Office of the State Comptroller

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

This 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

[nyspro.ogs.ny.gov](http://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

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

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

This website includes information for veteran business owners to become certified as a 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.

### New York State Contract System

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

This website is the gateway to attract and grow minority-owned and women-owned businesses, and provides a directory for all MWBEs 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 on contracts to bid on, advertising opportunities, the New York State Business Registry and tips on doing business with New York State.



## LOCAL

### NYC Department of Small Business Services

[www.nyc.gov/html/sbs/html/procurement/mwbe.shtml](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

[www1.nyc.gov/site/ddc/mwbe/mwbe.page](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 (MWBE) 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 MWBE Program.

### Erie County Equal Employment Opportunity

[www2.erie.gov/eoo/index.php?q=mbewbe-resources](http://www2.erie.gov/eoo/index.php?q=mbewbe-resources)

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

[www.cityofrochester.gov/mwbe/](http://www.cityofrochester.gov/mwbe/)

This website provides information on the city of Rochester's MWBE Utilization Plan.

### City of Albany

[albany.ny.gov/Government/Departments/HumanResources/MinorityWomenOwnedBusinessEnterprises.aspx](http://albany.ny.gov/Government/Departments/HumanResources/MinorityWomenOwnedBusinessEnterprises.aspx)

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



# UPCOMING EVENTS

## MWBE Expo

**June 28 • Long Island**  
Stony Brook University  
Charles B. Wang Center  
100 Nicolls Road, Stony Brook, NY 11794

This year, Empire State Development's Division of Minority and Women's Business Development will be hosting the NYS Regional Minority- and Women-Owned Business Enterprise (MWBE) Opportunities EXPO series in five regions. The MWBE Opportunities EXPOs will bring together state agencies to provide MWBE firms with local networking opportunities. To register for a 2016 NYS Regional MWBE Opportunities EXPO event, visit [www.esd.ny.gov/MWBE.html](http://www.esd.ny.gov/MWBE.html).

## NYSDOT Orientation

**June 15 • NYSDOT Region 4 - Rochester**  
1530 Jefferson Road

Orientation is designed to assist firms with doing business with the New York State DOT (NYSDOT) and is open to Disadvantaged Business Enterprises (DBE), Minority- and Women-Owned Business Enterprises (MWBE) and Service-Disabled Veteran-Owned Small Businesses (SDVOSB). Topics include: Introduction to NYSDOT, Understanding NAICS & Work Codes, Navigating the NYSDOT Website & Accessing the NYS Contract Reporter, and Understanding the Pre-Bid and Pre-Award Process.



## General Contractors Association of NY Forum

**May 19, 8 – 11 a.m. • New York City**  
Club 101, 101 Park Ave.

The GCA is hosting a forum to provide unionized D/M/WBEs who specialize in heavy civil construction with the opportunity to network with its members who perform the majority of public infrastructure work in New York City and to learn about their upcoming subcontract and bid opportunities. Certified D/M/WBEs who work in the unionized heavy civil construction field should not miss this unique networking opportunity!

## MWBE Forum

**May 19, 6 – 9 p.m. • Brooklyn**  
30 Flatbush Ave., Ground Floor

The keynote speaker will be Kim Hardy, Deputy Commissioner of Economic and Financial Opportunity from Small Business Services (SBS).

## Procurement Opportunity Luncheon

**May 26, Noon - 2 p.m. • New York City**  
BNY Mellon, 101 Barclay St., 16th Floor

Mr. Nino Campos, Senior Director of Corporate Supplier Diversity Oracle, will talk about how MWBEs can do business with the Oracle Corporation and the goods and services they buy on a regular basis from outside businesses like yours. There are costs associated with this event. To learn more and register, visit [www.nmbc.org](http://www.nmbc.org), mail registrations or email [John.Robinson@nmbc.org](mailto:John.Robinson@nmbc.org). Mailed applications should be sent by May 20th.

## Contractor/Subcontractor Networking Fair for Minority, Women and Disadvantaged Business Enterprises

**May 26, 8:30 a.m. • Jamaica**  
First Presbyterian Church in Jamaica  
89-60 164th St.

State Senator Leroy Comrie and Councilman I. Daneek Miller, in partnership with First Jamaica Community and Urban Development Corporation and Greater Jamaica Development Corporation, present this networking fair to increase opportunities for subcontractors to obtain contracts to help their businesses grow. To RSVP email: [mlewis@gjdc.org](mailto:mlewis@gjdc.org) or call 718-291-0282, extension 117.

## MTA Conference on Contract Opportunities

**June 1, 7:30 a.m. – Noon • New York City**  
CUNY Graduate Center  
360 Fifth Ave.

Join the MTA's Operating Agencies as they present their new \$27 billion Capital Plan and learn about available contract opportunities. There is a large number of opportunities for primes and MWBEs through the Small Business Development Program, whose goal is to award SBDP contracts totaling more than \$300 million. For more information, email [kgobins@sacks.com](mailto:kgobins@sacks.com). Visit [diversityagenda.com/2016mtaconference/register.htm](http://diversityagenda.com/2016mtaconference/register.htm) to learn more.

## Department of Design and Construction (DDC) Consultants Open House

**July 20, 9 – 11 a.m. • Long Island City**  
30-30 Thomson Ave.

## Assemblymember Rodneyse Bichotte Assembly District 42

**District Office**  
1414 Cortelyou Road  
Brooklyn, NY 11226  
718-940-0428

**Albany Office**  
LOB 833  
Albany, NY 12248  
518-455-5385

[nyassembly.gov/mem/Rodneyse-Bichotte](http://nyassembly.gov/mem/Rodneyse-Bichotte)  
[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.