



12 YEARS CREATING OPPORTUNITIES
OCTOBER 6 AND 7, 2022

MWBE CONNECTIONS: A GUIDE TO NYS AGENCIES AND AUTHORITIES

2022 ELECTRONIC FORUM VERSION

NAVIGATE CONTRACT OPPORTUNITIES WITH NEW
YORK STATE AGENCIES AND AUTHORITIES

How to Use This Guide

How This Guide is Organized

This eBook is divided into six easy-to-access sections:

Section 1: New York State Top Projects

This section provides a snapshot of more than \$100 billion in New York State's top project opportunities.

Section 2: Access New York State Agencies and Authorities

This section is organized alphabetically by NYS agency and authority. We recommend that you review this text in its entirety and the accompanying opportunities guide. You are also encouraged to visit the respective agencies' and authorities' websites to maximize your prospects.

Section 3: Certification and More

This section will provide you with a snapshot of NYS MWBE certification requirements as well as re-certification and profile enhancements.

Section 4: Doing Business in New York State

Discover more information about Doing Business in New York State as an MWBE and the support services available by the MWBE Business Development unit.

Section 5: Access to Capital Programs

Review access to capital programs that are specifically offered to NYS certified MWBEs on state contracts as well as COVID-19 financial resources and assistance.

This Book Uses Electronic Page Turner Technology

- You can turn each page by clicking on the arrow in the middle or bottom right of the page.
- On the bottom of each page, you will find a toolbar that includes several options to navigate the entire guide. •

You can print the entire guide as a PDF or you can download the file to your computer.

- On individual pages, you can click on select links that will lead you to specific resources

Disclaimer

The data provided in this book is for informational purposes only and is not an exhaustive list and is not representative of all state or local government contracts in New York State. In addition, this information is not intended to replace your own research. The agencies and authorities listed in this book have the right to rescind or withdraw a contract opportunity at their own discretion. Please contact each entity to confirm the availability of a contract opportunity listed within this publication

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Section 1: NYS Top Projects and Initiatives

JOHN F. KENNEDY INTERNATIONAL AIRPORT

John F. Kennedy International Airport (JFK) is one of the busiest airports in the nation and is an indispensable part of global travel and the region's economy. The airport handles nearly 62 million passengers a year, supports 280,000 jobs, and generates more than \$51 billion in sales and \$17.1 billion in wages. It is an essential component of the world's air transportation system and a regional economic driver.

[Learn More About This Project](#)



MTA CAPITAL PROGRAM

The Metropolitan Transportation Authority (MTA) Board's Capital Program is the largest investment ever in the subways, buses, railroads, bridges and tunnels that keep New York moving. And there's more funding projected as the MTA embarks on its historic capital program through 2020-2024 and beyond.

[Learn More About this Program](#)



WORLD TRADE CENTER SITE 5

The Proposed Project would deliver approximately 1,200 residential rental units, of which at least 25% would be affordable housing, office space, retail, a community facility, and connection to Liberty Park. The redevelopment of Site 5 is being led by the Lower Manhattan Development Corp. (LMDC), Empire State Development (ESD), and the Port Authority of New York and New Jersey (PANYNJ).

[Learn More About This Project](#)



VITAL BROOKLYN INITIATIVE

Transforming Central Brooklyn, Vital Brooklyn is a new model of community development and wellness designed to address chronic disparities to health and well-being through eight (8) integrated areas of investment: Open Space and Recreation; Healthy Food; Education; Economic Empowerment; Community-Based Violence Prevention; Community-Based Health Care; Affordable Housing; and Resiliency. This targeted initiative leverages State programs and resources to empower New Yorkers in Central Brooklyn and employs a comprehensive suite of resources funded through the State budget: Community- Based Health Care; Affordable Housing; and Open Space and Other Programming.

[Learn More About This Project](#)



NEW YORK STATE CONNECTALL INITIATIVE

As part of her 2022 State of the State address, Governor Hochul announced the \$1+ billion ConnectALL initiative — the largest ever investment in New York’s 21st century infrastructure. This initiative will deliver affordable internet access to millions of New Yorkers, bolster digital equity, and transform the state’s digital infrastructure through new investments.

[Learn More About This Program](#)



DOWNTOWN REVITALIZATION INITIATIVE

As a key program of the State’s economic development policy, the Downtown Revitalization Initiative (DRI) transforms downtown neighborhoods into vibrant centers that offer a high quality of life and become magnets for redevelopment, business growth, job creation and economic and housing diversity. These compact, walkable downtowns are a key ingredient in helping the State rebuild its economy and civic/community bonds after the COVID-19 pandemic.

[Learn More About This Program](#)



NEW YORK FORWARD

NY Forward supports a more equitable downtown recovery for New York's smaller and rural communities, with a focus on hamlets and villages. Rural and smaller downtowns located in villages, hamlets and other small municipal and neighborhood-scale centers serve a more local economy and often have a distinct feel from larger, metropolitan urban centers. A healthy regional economy relies on a critical mass of vibrant downtowns of various sizes, character, history, needs and challenges. NY Forward completes that picture.

[Learn More About This Program](#)



I-81 VIADUCT PROJECT

Interstate 81 (I-81) is important to the Syracuse area. The highway serves as a major commuter route, providing access to jobs, businesses and services in downtown Syracuse and the hospitals and institutions on University Hill. It also serves as a national and international north-south trade route from Tennessee to the Canadian border. This connectivity is essential and influences the livability, economic vitality, and sustainability of the Syracuse metropolitan region. As part of the \$2.25 billion project, the existing elevated structure that has divided the City of Syracuse for decades and disproportionately impacted residents of color will be replaced by a new Business Loop 81 with an integrated Community Grid that will disperse traffic along local north-south and east-west streets.

[Learn More About This Project](#)



Section 2:

Access New York State Agencies and Authorities



Albany International Airport



The Albany International Airport was created to strengthen and improve the air service in the Capital Region.

WHAT WE DO

The Airport is the sole provider of commercial air transportation serving the eastern upstate region of New York State, including the City of Albany, the Capital of the State of New York. The Airport's primary air trade area (the area from which the Airport draws the majority of its passengers) encompasses 11 counties in eastern New York State, which include the Albany-Schenectady-Troy and Glens Falls Metropolitan Statistical Areas, as well as Berkshire County, Massachusetts and Bennington County, Vermont. The Airport is owned by Albany County and is occupied by the Authority under an Airport Lease Agreement with the County. The lease commenced on May 16, 1996 and expires in December 31, 2049.

The Authority consists of seven members, four appointed by the Majority Leader of the Albany County Legislature and three by the County Executive, who jointly designate one of the seven members as chairperson. All appointments are required to be approved by the County Legislature. The Chair and each of the members of the Authority are appointed for four-year terms and serve until their successor is appointed.

How to Connect With Us

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Albany Port District Commission



At the Port of Albany, rail, maritime and trans-load mobility all converge onto 480 acres into a massive business ecosystem. The maritime and commercial landscape is equipped with specialized facilities and equipment to serve each ship, each customer, and every unique tenant requirement. The APDC strives to ensure facilities are state-of-the-art and that operations offer convenience, high value, integrity, and security. We strive to create an environment for commerce, business innovation, and commercial investment. Our operations can adjust to serve every business need and help reach customer's destinations across the globe. Your connection to the worldwide transportation network starts here. The Port of Albany, New York is a year-round, international seaport located on the upper Hudson River approximately 124 miles north from New York. A variety of bulk cargoes such as molasses, liquid fertilizer, ethanol, and scrap iron as well as break-bulk cargoes of heavy lift, steel, wood pulp, and wind power cargo move through the Port of Albany.

The APDC is the government entity (local public authority) charged with operating the Port of Albany. Created by the Laws of the State of New York in 1925, the Commission includes nearly 480 acres of land on both the east and west sides of the Hudson River, almost 4,000 linear feet of wharf on the Albany (west) side, 1,200 feet of wharf on the Rensselaer (east) side of the Hudson River, a fresh water draft of 31 feet, 300,000 square feet of covered storage space, a 20 acre paved marine terminal, 20 mile standard gauge switching railroad jointly owned by CSX and CP Rail operating as the Albany Port Railroad Corporation, and a 13.5 million bushel capacity grain elevator. The Port of Albany is currently undertaking a \$49million maritime infrastructure investment plan as well as a Port expansion project that will include a variety of competitive procurements opportunities. All of these will be placed in the Contract Reporter and posted on the Port of Albany's website at www.portofalbany.us.

For more information on how to do business with the APDC, including registering for its contact list, please be sure to visit <https://www.portofalbany.us/wp-content/uploads/2022/01/Vendor-request-to-be-placed-onto-bidders-list-for-upcoming-projects.pdf>

How to Connect With Us

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Battery City Park Authority



Battery Park City Authority

The Hugh L. Carey Battery Park City Authority is a Class A New York State public benefit corporation.

WHAT WE DO

The Battery Park City Authority's mission is to plan, create, coordinate and maintain a balanced community of commercial, residential, retail, and park space within its designated 92-acre site on Manhattan's lower west side. Parcels of land are leased to developers who build in accordance with the Authority's guidelines, which also incorporate green provisions mandating state-of-the-art environmental specifications to maximize energy efficiency and minimize water usage. With more than five million square feet of environmentally sustainable construction on its 92-acre site, Battery Park City is the largest "green" neighborhood in the world.

NAVIGATING OUR AGENCY

Battery Park City Authority endorses a competitive public bidding process and, as such, solicits bids from contractors for work throughout Battery Park City. Requests for Proposals (RFPs) are posted in the New York State Contract Reporter and the New York City Record.

Pursuant to Article 15-A and regulations adopted thereunder, the Battery Park City Authority has established goals for the participation of certified minority and women-owned business enterprises in the performance of services under contract with Battery Park City Authority. The language of Article 15-A is in all of their leases.

These goals have been prescribed as percentages of the overall proposal/contract dollar amount. Battery Park City Authority's goals are placed on construction contracts totaling over \$100,000, and procurement contracts over \$25,000. MWBE-certification firms are found in the Directory of Certified MWBEs offered by Empire State Development.

How to Connect With Us

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Buffalo Fiscal Stability Authority



The Buffalo Fiscal Stability Authority (BFSA) is a corporate governmental agency and instrumentality of the State of New York constituting a public benefit corporation created by the Buffalo Fiscal Stability Authority Act, Chapter 122 of the Laws of 2003, as amended from time to time.

The BFSA monitors and oversees the finances of the City of Buffalo and its nonexempt covered organizations. The BFSA is empowered to issue bonds and notes for various City purposes upon request by the City.

The BFSA Act provides the BFSA different financial control and oversight powers depending upon whether the City's financial condition causes the BFSA to be in a control period or an advisory period. The BFSA is currently in an advisory period.

During an advisory period, the BFSA is empowered, among other things, (i) to review the operation, management, efficiency and productivity of City operations and of any Covered Organization's operations, and to make reports and recommendations thereon; (ii) to review and comment on the budget, financial plan and financial plan modifications of the City and any of the Covered Organization's; (iii) to audit compliance with the City and any of the Covered Organization's financial plans; (iv) to review and comment on the terms of any proposed borrowing, including the prudence of each proposed issuance of bonds or notes by the City; (v) to assess and comment on the impact of any collective bargaining agreement to be entered into by the City; and (vi) to impose a control period upon making one of the statutory findings.

How to Connect With Us

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<https://bfsa.ny.gov/about-us>

Capital District Transportation Authority



The CDTA plans, finances, implements and delivers transit services that take people where they want to go in the Capital Region safely, efficiently and at a reasonable cost.

WHAT WE DO

CDTA is a multi-modal transportation provider, delivering comprehensive transit services as well as a transportation demand management program that includes vanpool, carpool and incentive-based ride sharing, with a particular focus on city and suburban locations that have a demonstrated need.

WHAT WE BUY

The CDTA purchases a variety of goods and services to provide its transportation services. More information is available at <https://www.cdta.org/procurements/procurement-opportunities>

Door Openers: Insight on Navigating Our Agency

More information on how to do business with the CDTA, including registering for its contact list, can be found at <https://www.cdta.org/working-cdta>

How to Connect With Us

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Cayuga County Water and Sewer Authority



MISSION STATEMENT

The Authority is a governmental agency constituting a public benefit corporation. Its purpose is to serve the people of the County. The Authority ensures the health and welfare of the County by providing and protecting the water and wastewater services to the County district.

The Cayuga County Water and Sewer Authority (CCWSA) is a "Component Unit" of Cayuga County. CCWSA operates and maintains approximately twenty (20) miles of water main reaching throughout rural areas of our county, supplying water to multiple municipalities and servicing residential customers throughout the system while complying with mandates of County, State, and Federal Department of Health standards. CCWSA also monitors and supports a public sewer system in Fair Haven, Town of Sterling, NY, known as Cayuga County Sewer District 2, to satisfy a DEC Consent Decree agreement. This system was completed through multiple phases of construction consisting of approximately twenty (20) miles of piping of low pressure and gravity sewer force mains, which include 275 grinder pumps and four (4) major pumping stations. CCWSA continues to operate and maintain sewer services through inter-municipal agreements for the infrastructure needs for residential, commercial and/or economic development areas within the district.

CCWSA continues to plan and develop additional water sources to serve as emergent backup to existing systems, serve expanding agriculture business, and potential economic development working cooperatively with governmental agencies to offer prime services through regionalization. We strive to provide the most cost effective services throughout our entire District for the people and municipalities who depend on our service.

<http://www.cayugacounty.us/451/Water-Sewer-Authority>

How to Connect With Us

Cayuga County Water and Sewer Authority

ccwsa@ccwsa.us

Tel. (315) 252-0920

Fax (315) 515-3026

7413 County House Road

Auburn, NY 13021

<http://www.cayugacounty.us/451/>

[WaterSewer-Authority](http://www.cayugacounty.us/451/WaterSewer-Authority)

Central New York Regional Transportation Authority



The Central New York Regional Transportation Authority (Centro) is the public transportation provider for the Cities of Syracuse, Oswego, Auburn, Rome and Utica and throughout Onondaga, Oswego, Cayuga, and Oneida Counties. Centro's mission is to provide safe, convenient, reliable, and environmentally responsible services to its clients with a goal of maximizing the taxpayers' return on investment.

Each year, Centro's fleet of 262 buses travel approximately 7,750,000 miles, and service 15.3 Million passengers – or 42,000 passengers each day. Procurement: Centro has established an MWBE program in accordance with Article 15-A of NYS Executive Law. It is Centro's policy to ensure that MWBEs, as defined in Article 15-A, have an equal opportunity to receive and participate in NYS DOT-assisted contracts.

For more:

<https://www.centro.org/doing-business/procurement-department>

Six Month-Specialized Transportation Services/ Trash Removal Services/ Security Services Twelve Month- Transit Advertising Services/ Pest Control-Buses/ Legal Services/ Trench Drain Repairs

Stockpile Maintenance (Assist in maintaining DHSES's ten stockpiles) - 6 month; Law Enforcement Simulator - 6 months; Moynahan Train Hall - 12 months

Procurement: Centro also maintains a Disadvantaged Business Enterprise (DBE) program in accordance with U.S. Department of Transportation, 49 CFR Part 26 regulations. As a condition of receiving Federal financial assistance from the U.S. Department of Transportation, Centro has signed an assurance that it will comply with 49 CFR Part 26. It is Centro's policy to ensure that DBEs have an equal opportunity to receive and participate in NYS DOT-assisted contracts. For more information on how to do business with Centro, including current contract opportunities and registering as a vendor, please visit the Procurement section of Centro's website at: <https://www.centro.org/doing-business/procurement-department>

How to Connect With Us

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City of Rochester



City of Rochester, NY

WELCOME TO THE CITY OF ROCHESTER!

Located on Lake Ontario and in Monroe County, New York, the City of Rochester has committed itself to providing opportunities for MWBE businesses to participate in and become an integral part of the City's procurement process. The City's MWBE Policy makes Rochester the only city in New York State which has imparted a four- pronged approach to increase purchasing power to minorities and women in Public Works Construction Projects, Public Work Consultants, Professional Service Consultants, and Commodities. Click [here](#) to learn more.

The Purchasing Bureau within the Department of Finance is charged with the timely and efficient procurement of quality goods and services at the lowest cost for the City's departments and agencies.

The City of Rochester procures goods and services through three (3) different processes. Procurement requiring competitive bidding, such as commodities and public works contracts, administered through the Bureau of Purchasing; and procurement of Professional Services, such as engineering and design services, again, administered through the Request for Proposal (RFP) or Professional Services

How to Connect With Us

City of Rochester

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City of Rochester

City of Schenectady



WELCOME TO THE CITY OF SCHENECTADY!

Located in the Capital region in upstate, New York, the City of Schenectady has committed itself to providing opportunities for MWBE businesses to participate in and become an integral part of the City's procurement process. The City's MWBE Policy makes The City of Schenectady a leader in Diversity and Inclusion. The City of Schenectady has launched a four-pronged approach to increase purchasing power to minorities and women in Public Works Construction Projects, Public Work Consultants, Professional Service Consultants, and Commodities.

The Purchasing Bureau within the Department of Finance is charged with the timely and efficient procurement of quality goods and services at the lowest cost for the City's departments and agencies. The City of Schenectady procures goods and services through three (3) different processes. Procurement requiring competitive bidding, such as commodities and public works contracts, administered through the Bureau of Purchasing; and procurement of Professional Services, such as engineering and design services, again, administered through the Request for Proposal (RFP) or Professional Services Agreement (PSA) process.

The City of Schenectady offers capacity building and training programs and services for small businesses and the workforce through our Economic Empowerment Center.

How to Connect With Us

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City of Schenectady

City University Construction Fund



The City University Construction Fund (CUCF) is a public benefit corporation established by New York State to provide facilities for CUNY to support its educational purposes of CUNY. CUNY is the nation's leading urban public university, comprising 25 Colleges and Professional Schools located throughout New York City serving more than 549,000 students. CUNY's facilities include over 300 buildings on over 650 acres of land providing 26 million square feet of space for classrooms, offices, computer centers, laboratories, libraries, gymnasiums and theaters.

WHAT WE DO

The CUCF advances design, construction and development and real estate both for new facilities and for the ongoing renovation of existing facilities. For a number of our procurements, CUCF acts on behalf of CUNY and executes the contracts with the selected firms.

WHAT WE BUY

CUCF's bidding and partnering opportunities at multiple tiers (prime contractors, sub-contractors, sub-sub-contractors and suppliers) are or will be available through contracts for specific projects and through task order requirements contracts that cover multiple projects, in the following principal areas: architectural design services, engineering design services, master planning services, construction management/build services, general contracting, trades contracting, property development and real estate services. For more information on CUCF contracting opportunities, go to www.cuny.edu/cunybuilds

How to Connect With Us

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HOW TO GET ON OUR BIDDER LIST OR PREFERRED CONTRACTORS/VENDORS LIST

To get on CUCF's Solicitation Outreach List, register right on our website at www.cuny.edu/cunybuilds Door Openers: Insight on Navigating Our Agency The CUCF Procurement Services website (www.cuny.edu/cunybuilds) is an invaluable resource: solicitation announcements are posted; solicitation documents can be downloaded; and MWBE prime contractors, sub-contractors, sub-sub-contractors and suppliers can use it to identify bidding opportunities, and actual and potential partnering opportunities, now and as the projects roll out, at each stage of the procurement process. The website also provides direct linkage to our CMs' websites for their CUCF procurements. The annual CUNY & CUCF MWBE & SDVOB Conference was recently held in July 2019. At the Conference, hundreds of MWBEs and SDVOBs learned how to do business with CUNY and CUCF, and networked with CUCF, CUNY & College procurement managers, numerous construction and design contractors and resource organizations. Information highlights on this Conference is available at www.CUNYBiz.com

City University of New York



The City University of New York is the nation's largest urban public university, a transformative engine of social mobility that is a critical component of the lifeblood of New York City. Founded in 1847 as the nation's first free public institution of higher education, CUNY today has 25 colleges spread across New York City's five boroughs, serving 275,000 degree-seeking students of all ages and awarding 55,000 degrees each year. More than 80 percent of the University's graduates stay in New York, contributing to all aspects of the city's economic, civic and cultural life and diversifying the city's workforce in every sector. The University's historic mission continues to this day: provide a public first-rate education to all students, regardless of means or background.

HOW TO BECOME A CUNY VENDOR

The University does not maintain a University-wide bidder/proposer's list or preassign CUNY vendor identification numbers. **Vendors are encouraged to contact the Purchasing Departments at each College to be placed on any potential college-specific lists.** Contact information for CUNY purchasing departments is available on our website at cuny.edu/selltocuny. Placement of a vendor by a college on a potential bidder/proposer's list does not guarantee receipt of solicitations from CUNY. To expedite processing and assignment of CUNY vendor IDs, we encourage all vendors to register with the New York State Statewide Financial System (SFS) Vendor Portal at sfs.ny.gov and with the New York City Financial Management System (FMS) Payee Information Portal at nyc.gov/bip.

WHAT WE BUY / LOCATE OUR OPPORTUNITIES

We encourage vendors to review our list of currently advertised procurements on our website (cuny.edu/selltocuny), or on the NYS Contract Reporter (nyscr.ny.gov) and City Record (nyc.gov/cityrecord). CUNY may advertise specific procurements in trade or general publications depending on certain circumstances and marketing availability. These advertisements provide critical information and allow for MWBE and SDVOB firms to identify subcontracting opportunities.

How to Connect With Us

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CUNY publishes a Chart of Frequently Purchased Goods & Services, which is available on our website (cuny.edu/selltocuny). Interested vendors are strongly encouraged to review this chart to determine which CUNY colleges/schools may be interested in their offerings. NYS-certified MWBE firms interested in participating as subcontractors and/or suppliers on specific CUNY contracts are encouraged, but not required, to express such interest on the Sell To CUNY - Current Procurement webpage (cuny.edu/selltocuny). MWBE firms can post a one-page profile about their business for review by interested prime contractors. Procurement opportunities that are not publicly advertised are usually sourced through Preferred Sources, OGS Commodity Contracts, Other Centralized Government Contracts, or are considered informal procurements with an estimated value less than \$50,000. Those opportunities can be identified by contacting the Purchasing Departments at each College.

Door Openers: Insight on Navigating Our Agency

Opportunity for vendors, especially for NYS-certified as owned by minorities, women, and service-disabled veterans, exist at all levels of the University's purchasing hierarchy. CUNY utilizes a University-wide collaborative purchasing process (University-Wide Contracts) for core goods and services managed by the University Office of Strategic Sourcing with decentralized purchasing at the colleges to meet specific needs (Campus Procurements). There are several entry points for vendors to navigate business opportunities at CUNY. When the University competitively sources for University-Wide Contracts or Campus Procurements, we employ a variety of procurement methods, including telephone and written Requests for Quotes, Invitations for Bids, and Requests for Proposals. Generally, we award most contracts greater than \$250,000 based on lowest price or best value.

For certain Campus Procurements, CUNY - at its discretion - may employ an informal purchasing processes to competitively award up to \$250,000 or \$500,000 when the opportunity is targeted to NYS-certified MWBEs, SDVOBs, and/or other classified business types as permitted by University policy and law. For purchases made under the informal process, the University must determine that a price is fair and reasonable. All procurements greater than \$50,000 will be advertised in accordance with applicable law. For more information, review our website, cuny.edu/selltocuny, and/or contact CUNY's Supplier Diversity team.

Development Authority of the North Country



The Development Authority of the North Country (DANC) is a New York State public authority that serves the common interests of Jefferson, Lewis and St. Lawrence Counties by providing technical services and infrastructure, which enhance economic opportunities in the region and promote the health and well-being of its communities.

As its mission states, the Development Authority is committed to environmental stewardship, fiscal integrity and partnerships. To achieve these objectives, the Development Authority works with its municipal partners through shared service solutions utilizing advanced technology and fostering municipal cooperation to achieve cost-effective services for the region.

WHAT WE DO

The Development Authority of the North Country is unique among public authorities in New York State in its scope of activities. Unlike other single purpose state authorities, the Development Authority owns and operates a number of revenue-based infrastructure facilities and manages a wide range of business and housing development programs. The Development Authority owns and operates water and sewer infrastructure linking the City of Watertown's facilities to Fort Drum; a regional waterline serving communities in western Jefferson County; a solid waste management facility; and a 1,500 mile open access telecommunications network. In addition, the Authority provides contract operations and maintenance services to communities to support water and sewer facilities, technical assistance in geographic information services and other telemetry services; and administers revolving loan funds for affordable housing and small business development.

Door Openers: Insight on Navigating Our Agency

More information on procurement opportunities at DANC can be found at <https://www.danc.org/bids>

How to Connect With Us

Carl E. Farone

Executive Director

Leslie Petrie

Procurement Coordinator
(315) 661-3200

lpetrie@danc.org

www.danc.org

314 Washington St.

Suite 414, Watertown,

NY- 13601

Division of Alcoholic Beverage Control/ New York State Liquor Authority (SLA)



The Division of Alcoholic Beverage Control/State Liquor Authority (SLA) was established “for the protection, health, welfare, and safety of the people of the State.”

WHAT WE DO

The SLA was established under New York State Law in 1934 to “regulate and control the manufacture and distribution within the State of alcoholic beverages for the purpose of fostering and promoting temperance in their consumption and respect for and obedience to the law.” The SLA, therefore, seeks to: work cooperatively with community leaders and industry members to ensure participation by all agency stakeholders in the licensing and enforcement processes; ensure that those who abuse the privilege of holding a license are fairly and firmly disciplined; and increase productivity through several technological initiatives.

WHAT WE BUY

The SLA purchases a variety of goods and services in order to serve its mission statement. To learn more about procurement opportunities available at the Division of Alcoholic Beverage Control/State Liquor Authority, visit their website at <http://www.sla.ny.gov/>. The Office of General Services assists in the majority of SLA’s purchasing. Please see “How to Connect With Us” for these representatives’ contact information. Door Openers: Insight on Navigating Our Agency For more information on how the SLA operates and any procurement opportunities it may have available, please see: <http://www.sla.ny.gov/>

How to Connect With Us

Brian Matthews

Chief Financial Officer

brian.matthews@ogs.ny.gov

New York State Office of General Services
Corning Tower, 32nd Floor
Empire State Plaza
Albany, NY 12242
www.ogs.ny.gov

Robert Curtin

Director of Financial Administration

robert.curtin@ogs.ny.gov

New York State Office of General Services
Corning Tower, 32nd Floor
Empire State Plaza
Albany, NY 12242
www.ogs.ny.gov

William Macey

Director

William.macey@ogs.ny.gov

New York State Office of General Services
Financial Administration
Agency Procurement Office
Corning Tower, 32nd Floor
Empire State Plaza
Albany, NY 12242
www.ogs.ny.gov

Office of General Services:

Financial Administration
518-474-5981

Division of Military and Naval Affairs



The New York Division of Military and Naval Affairs (DMNA) is a state agency that serves as the headquarters for New York's organized militia forces (the Army National Guard, the Air National Guard, the New York Guard and the New York Naval Militia).

WHAT WE DO

DMNA performs state and federal functions in support of the Army and Air National Guard. DMNA personnel, military and civilian, serve under The Adjutant General (TAG) for the administration of the agency, and assuring that the New York militia is prepared to perform emergency state roles as directed by the Governor. The Adjutant General is also responsible to the Department of Defense for assuring the military training and preparedness of the Army and Air National Guard units in New York State.

WHAT WE BUY

The Division purchases and contracts a number of supplies and services to support maintenance and repairs of facilities. Construction services, architecture and engineering are managed through the Office of General Services and the US Property and Fiscal Offices.

For information regarding federal vendor contracting, please visit <http://dmna.ny.gov/uspfo?id=contract>

Door Openers: Insight into Navigating Our Agency

New York State DMNA provides a bidding calendar at <http://dmna.ny.gov/state/?page=1323872640>

How to Connect With Us

Lisa M. Bogardus

Deputy Director, Purchasing and Contracting

518-786-4962

lisa.m.bogardus2.nfg@army.mil

<https://dmna.ny.gov/state/?page=1343403906>

Dormitory Authority of the State of NY



DASNY procures goods and services on a competitive basis, awarding contracts to firms that will deliver high quality at the lowest possible cost to New York State, while promoting the use of Small, Minority and Women-Owned Business Enterprises.

How to Connect With Us

Kara Mallard

Chief, Procurement - Professional Services

518-257-3796

KMallard@dasny.org

515 Broadway Albany NY 12207

www.dasny.org

Empire State Development



Empire State Development ("ESD") is New York's chief economic development agency. The mission of ESD is to promote a vigorous and growing economy, encourage business investment and job creation, and support diverse, prosperous local economies across New York State through the efficient use of loans, grants, tax credits, real estate development, marketing and other forms of assistance. ESD has 12 regional offices located throughout the State, which are staffed by experts in the economic needs of the regions they cover. These offices coordinate with the Governor's Regional Councils and small and large businesses to cultivate regional economies.

WHAT WE DO

ESD's core services include targeted outreach to corporate partners in key industry clusters and financial and technical assistance, including loans, grants, tax credits and other programs, to promote innovation, job creation and investment. ESD also supports small businesses and minority and women-owned business enterprises ("MWBES") by offering hands-on technical and financial assistance and support to help businesses engage effectively in the State's procurement process. ESD further advances the States' economy through tourism promotion, international trade development and investment attraction, and assistance services and tax credits for the NYS film industry.

Strategic Projects include:

- Belmont Park Redevelopment Civic and Land Use Improvement Project
- ConnectALL Broadband Program

WHAT WE BUY

ESD purchases a range of goods and services, related, for example, to construction, legal, accounting, architecture, surveying, appraisal, public space management, environmental consulting, engineering, weatherization and restoration projects, financial and underwriting, technical assistance, technology development, photographic lab, and event planning.

How to Connect With Us

Robert Jones

Vice President, Contract Administration
Empire State Development
633 Third Avenue New York, NY 10017
Robert.Jones@esd.ny.gov
www.esd.ny.gov
(212) 803-3632

Jerome A. DuVal

Executive Director
Division of Minority and Women's
Business Development Empire State
Development
633 Third Avenue
New York, NY 10017
Jerome.DuVal@esd.ny.gov
www.esd.ny.gov/
(212) 803-3254

NYS Contract Reporter Contact

Christine McCann

Deputy Director, Procurement Assistance
Division for Small Business NYS Contract
Reporter Empire State Development
625 Broadway
Albany, NY 12245
Christine.McCann@esd.ny.gov
www.nyscr.ny.gov www.esd.ny.gov
(518) 292-5266

HOW TO ACCESS INFORMATION ABOUT ESD PROCUREMENT

In an effort to encourage small businesses and firms owned by minorities and women to pursue contracts and compete for ESD work, we strongly encourage potential vendors to register with the NYS Contract Reporter (NYSCR) at: <https://www.nyscr.ny.gov/index.cfm> to access the site's resources and sign up for bid notification messages. In addition, all interested parties can access ESD's Requests for Proposals at: <http://esd.ny.gov/CorporateInformation/RFPs.html>.

Other relevant links:

ESD agency website:

<http://esd.ny.gov>

ESD's Division of Minority and Women's Business Development:

<http://www.esd.ny.gov/MWBE.html>

The New York State Contract Reporter:

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

The New York State Contract System:

<https://ny.newnycontracts.com>

Entrepreneurship Assistance Centers



**Entrepreneurship
Assistance Centers**

Entrepreneurship Assistance Centers (EAC) provide instruction, training, technical assistance and support services to new and aspiring entrepreneurs in local communities statewide. Strategically located throughout New York State, the EACs assist new and aspiring entrepreneurs in developing basic business management skills, refining business concepts, devising early-stage marketing plans, and obtaining business financing.

A typical EAC provides the following in-depth services, including counseling and assistance on:

- The feasibility of starting a business
- Refining a business concept and business plan
- Completing MWBE Certification Applications
- Business Mentor NY, a web-based volunteer mentor platform
- Established management principles and practices
- Product development and marketing
- Exporting, contract procurement and licensing
- Identifying and accessing capital and credit
- Access to business support networks
- Ongoing and continued technical assistance to program graduates including linkages to other small business services

EACs have the following effects on their communities:

Increase in business ownership among minorities and women

Minority and women-owned start-ups transitioning to small-growth companies

Increased access to financing and expanded sales by minority and women-owned firms

How to Connect With Us

Learn More At

<https://esd.ny.gov/entrepreneurship-assistance-centers>

Erie County



How to Connect With Us

Equal Employment Opportunity (EEO)

Edward A Rath County Office Building 95
Franklin Street, Room 931
Buffalo, New York 14202
Phone: (716) 858-7542
Email: deeo@erie.gov
Link to our MWBE Certified businesses
<https://www3.erie.gov/eoo/>

Department of Public Works

Edward A Rath County Office Building
95 Franklin Street, 14th Floor
Buffalo, New York 14202
<https://www2.erie.gov/dpw/>
Phone: (716) 858-8300
Fax: (716) 858-8303

Division of Purchase

Edward A Rath County Office Building
95 Franklin Street, 12th Floor
Buffalo, New York 14202
<https://www3.erie.gov/purchasing/>
Phone: (716) 858-6395
Fax: (716) 858-6465

Environment and Planning

Edward A Rath County Office Building
95 Franklin Street, 10th Floor
Buffalo, New York 14202
<https://www3.erie.gov/environment/>
Phone: (716) 858-8390
Fax: (716) 858-7248

Division of Sewerage

Management (DSM)
Edward A Rath County Office Building
95 Franklin Street, 10th Floor
Buffalo, New York 14202
<https://www3.erie.gov/dsm/>
Phone: (716) 858-8383

Erie County is a metropolitan center located on the western border of New York State, covering 1,058 square miles and consisting of three cities, 25 town governments, two tribal reservations, and a population of approximately 920,000 people. Buffalo serves as the county seat and is the second largest city in the State.

Lake Erie bounds the county to the west, Niagara County and Canada to the north, Genesee County and Wyoming County to the east, and Cattaraugus and Chautauqua Counties to the south. It is home to countless museums, galleries, restaurants, shops, professional and college sports teams, and more than a dozen colleges and universities. Erie County celebrated its bicentennial on April 2, 2021.

Erie County Medical Center



The ECMC Corporation includes an advanced academic medical center (ECMC) with 573 inpatient beds, on and off-campus health centers, more than 30 outpatient specialty care services and Terrace View, a 390-bed long-term care facility. ECMC is a Level 1 Adult Trauma Center, a regional center for burn care, behavioral health services, transplantation, medical oncology and head & neck cancer care, rehabilitation and a major teaching facility for the University at Buffalo. Most ECMC physicians, dentists and pharmacists are dedicated faculty members of the university and/or members of a private practice plan. More Western New York residents are choosing ECMC for exceptional patient care and patient experiences—the difference between healthcare and true care™.

WHAT WE DO

ECMC is a regional center for trauma, burn, rehabilitation and behavioral health and is also a major teaching facility for the University at Buffalo.

WHAT WE BUY

ECMC is a full-service medical center and educational facility and thus purchases a variety of services, including financial, HR, IT, plant operations and legal services. It also purchases pharmaceutical commodities and various other goods and services. For more information, please contact the agency.

Door Openers: Insight on Navigating Our Agency
Please read more at: www.ecmc.edu.

How to Connect With Us

Nicholas Long
MWBE/SDVOB Analyst
(716) 898-3288
nlong@ecmc.edu
www.ecmc.edu
462 Grider St,
Buffalo, NY
14215

Hudson River Park Trust



Hudson River Park Trust is a unique partnership between New York State and City, charged with the design, construction and operation of the four-mile Hudson River Park in Manhattan. As a public benefit corporation, Hudson River Park Trust is governed by a thirteen-member Board of Directors appointed by the Governor, Mayor and Manhattan Borough President. One hundred percent of the Trust's operating budget is self-generated through rents, occupancy and permit fees, grants, donations and other revenues. Funds for capital construction come primarily from state, city and federal appropriations.

What We Do

The Trust employs a small, focused, diverse staff with experience in parks, design, finance, public policy, operations and maintenance. Construction of Hudson River Park occurs as funding becomes available through the State and City's annual budget processes. Given the nature of the park, most construction opportunities are exterior, with a strong concentration in marine construction and other heavy civil work. Care of the park includes overseeing park patron safety; managing concessions; issuing permits and leases; ensuring compliance with federal, state, and city statutes and requirements; developing and managing educational and cultural programming for park patrons; and planning for future operating needs.

What We Buy

The Trust's purchases include, but are not limited, to architectural, engineering and construction management services, marine construction, concrete, building construction (general contracting, mechanical, electrical, plumbing, steel, etc.), landscaping, irrigation, stone materials, demolition, carting, pest control, office supply, IT equipment and services, equipment rental, tools and more. Most expenditures are related to design and construction.

How To Connect With Us

Kimberly Quinones

Executive Vice President

kquinones@hrpt.ny.gov

(212) 627-2020

Hudson River Park Trust

Pier 40, 2nd Fl. 353 West

St. (at W. Houston St.)

New York, NY 10014

www.hudsonriverpark.org

How We Bid Our Work

The Trust regularly posts procurement opportunities on its website, in the New York State Contract Reporter and in the New York State Contract System. The procurement advertisement details the scope of the project. The Trust welcomes respondents and bidders to consider proposing on our procurements as the opportunities arise.

Please read more at:

<https://hudsonriverpark.org/about-us/work-with-us/bids-and-business-opportunities/>

If you believe you can provide products or services that the Hudson River Park can use, please contact the Trust to introduce yourself and be added to procurement lists for future opportunities in your area of expertise.

[Door Openers: Insight on Navigating Our Agency](#)

The Hudson River Park Trust establishes goals for the participation of certified MWBE's in the award and performance of goods and services under contract with the Trust. Our overall goal of 30% is satisfied through the award of contracts, subcontracts and direct procurement of purchases to ESD-certified MWBE firms.

For more information on M/WBE opportunities, please reach out to Jennifer Sosa and Sean Singh at mwbe@hrpt.ny.gov

Metropolitan Transportation Authority (MTA)



The Metropolitan Transportation Authority (MTA) is a public benefit corporation responsible for public transportation in the New York City metropolitan area of the U.S. state of New York. The MTA is the largest public transit authority in the United States, serving 12 counties in Downstate New York, along with two counties in southwestern Connecticut under contract to the Connecticut Department of Transportation, carrying over 11 million passengers on an average weekday system wide, and over 850,000 vehicles on its seven toll bridges and two tunnels per weekday.

How to Connect With Us

Janno Lieber

Chairman and CEO

(212) 878-7098

jlieber@mtahq.org

Michael J. Garner

Chief Diversity and Inclusion Officer

(646) 252-1385

mgarner@mtahq.org

<https://new.mta.info/>

2 Broadway, New York, NY- 10004

For more:

[https://new.mta.info/doing-business-with-us/
procurement](https://new.mta.info/doing-business-with-us/procurement)

Nassau County Interim Finance Authority



The Nassau County Interim Finance Authority (NIFA) is a public benefit corporation of the State of New York created by the Nassau County Interim Finance Authority Act, Chapter 84 of the Laws of 2000, as supplemented by Chapter 179 of the Laws of 2000 and as amended from time to time.

WHAT WE DO

NIFA has certain powers under the Act to monitor and oversee the County's finances, including Covered Organization, and upon the declaration of a "control period," additional oversight authority. In addition, NIFA is empowered to issue its bonds and notes for various county purposes, including the restructuring of a portion of the County's outstanding debt.

Door Openers: Insight on Navigating Our Agency

A procurement guide for NIFA can be found at

<https://nifa.ny.gov/guidelinesandpolicies/procurementguidelines.pdf>

How to Connect With Us

Carl Dreyer

Treasurer

Nassau County Interim Finance
Authority 1305 Franklin Avenue, Suite 302

Garden City, NY 11530

Tel. (516) 248-3077

Fax (516) 248-4050

www.nifa.ny.gov

National Heritage Trust



The State University Construction Fund's (the "Fund") mission is to provide academic buildings, and other facilities for the State-operated institutions and contract and statutory colleges under jurisdiction of the State University, to reduce the time lag between determination of need for such facilities and actual occupancy thereof, to expedite the construction, acquisition, reconstruction and rehabilitation or improvement of such facilities and to assure that the same are ready for the purposes intended when needed and when scheduled under the approved master plan of State University of New York.

WHAT WE DO

The Fund's purpose is to construct, reconstruct and rehabilitate facilities on the thirty-two state operated campuses and three university hospitals. The fund additionally provides planning support and advocacy for the SUNY Capital Program. The Fund does not perform any in-house design or construction. Rather, the Fund contracts for these services with private sector firms.

WHAT WE BUY

The State University Construction Fund primarily procures architectural; engineering and construction-related professional services (e.g. construction management, commissioning, etc.) and construction contractor services. The purchase of commodities and non-construction services are a minimal component of its procurement.

HOW WE BID OUR WORK

The Fund procures architectural, engineering and other construction consultant services based on qualifications and or best value methods of selection. Construction contracts are let for single prime contractors competitively bid under public bidding laws of the State of New York. Subcontractors and suppliers bid their services and products to the prime or to other major subcontractor trades.

How to Connect With Us

Michelle Phillips-Conlen

Office Manager

Natural Heritage Trust

michelle.phillips-conlen@parks.ny.gov

(518) 473-8116 ext. 2201

NYS Office of Parks,

Recreation and Historic Preservation

625 Broadway

Albany NY 12207

www.nysparks.com/natural-heritage-trust

New York Convention Center Operating Corporation



The New York Convention Center Operating Corporation (NYCCOC) is a public benefit corporation responsible for the operation of the Jacob K. Javits Convention Center, a 2.1 million square-foot facility on Manhattan's West Side. A major expansion project at the north end of the six-block campus was recently completed adding 1.2 million square feet of event space.

WHAT WE DO

The Javits Center is host to numerous leading conventions, trade shows, consumer shows, meetings and special events. Among its most popular public shows are the New York International Auto Show and New York Comic-Con. Its largest business-to-business events have included National Retail Federation's The Big Show, Toy Fair and Vision Expo East.

WHAT WE BUY

NYCCOC purchases a variety of goods and services from vendors all over New York State to support both operation of its facility and to service the needs of the events it hosts. New opportunities are listed at javitscenter.com, as well as on the New York State Contract Reporter, Minority Commerce Weekly and other trade show industry publications.

HOW WE BID OUR WORK

NYCCOC conducts competitive procurements for most of the goods and services it purchases and utilizes its discretionary buying power in appropriate cases. It welcomes the participation of certified minority and women owned businesses in its many procurement opportunities. For more information, please visit: <http://www.javitscenter.com>

For more:

<https://www.javitscenter.com/en/procurement/>

How to Connect With Us

Andrew Grossman

Director of Procurement Solutions

(212) 216-2340

agrossman@javitscenter.com

<http://www.javitscenter.com/>

655 West 34th Street, New
York NY- 10001

New York Power Authority



The New York Power Authority (NYPA) is the largest state electric utility in the nation, with 16 generating facilities and more than 1,400 circuit-miles of transmission lines. NYPA supports hundreds of thousands of jobs statewide through economic development programs. NYPA is a national leader in promoting energy efficiency and the use of renewable and clean energy technologies.

The New York State Canal Corporation (NYS Canals) became a subsidiary of NYPA in 2017. NYS Canals owns and operates the Erie, Oswego, Champlain and Cayuga-Seneca canals, which span a combined 524 miles and link the Hudson River with the Great Lakes, Finger Lakes and Lake Champlain. It serves as a network for transportation, agriculture and recreation, and features the Erie Canalway Trail used by pedestrians, bicyclists and cross-country skiers.

WHAT WE DO

NYPA provides lower-cost electricity to government agencies, municipal electric systems and rural electric cooperatives, private industries, investor-owned utilities for resale (without profit) to their customers, and to neighboring states under federal requirements. NYS Canals maintains reservoirs that are used to manage water levels along the Canals. Environmental stewardship is recognized as one of the primary responsibilities of NYS Canals.

WHAT WE BUY / HOW WE BID OUR WORK

NYPA and NYS Canals purchase a variety of goods and services in support of their operations. These include major electrical equipment, construction and construction-related goods and services, energy efficient products and services, architectural and engineering services, chemicals and maintenance services. This is a partial list of what we also purchase or lease: advertising, public relations, computer consulting, catering, janitorial, landscaping, supplies and equipment.

Although the [New York State Contract Reporter](https://www.newyorkstatecontractreporter.com/) publishes the official listing of bidding opportunities for NYPA and NYS Canals, free registration with NYPA Ariba is required to bid on open procurement opportunities. For more detailed information, please visit <https://www.nypa.gov/procurement>

How to Connect With Us

John Canale

VP Strategic Supply Management

Eric Alemany

Senior Director Supply Relationship
Management

Lourdes Martinez

Supplier Diversity Specialist

Supplier.Diversity@nypa.gov

New York Power Authority

123 Main St.

White Plains, NY 10601

[NYPA.gov](https://www.nypa.gov)

DOOR OPENERS: INSIGHTS ON NAVIGATING OUR PROGRAMS

NYPA and NYS Canals will continue their aggressive efforts to increase purchasing opportunities for certified New York State Minority and Women-Owned Business Enterprises (MWBES), Disadvantaged Business Enterprises (DBEs) and Service-Disabled Veteran-Owned Businesses (SDVOBs). Supplier Diversity links our diversified product and service needs with qualified suppliers.

HOW TO GET ON OUR BIDDER LIST

The Procurement section of the New York Power Authority website is where NYPA and NYS Canals procurement opportunities are posted and where bidding opportunities for goods and services are announced. To register for access to current bidding opportunities with NYPA and NYS Canals, visit <https://www.nypa.gov/procurement>

New York State Board of Elections



The New York State Board of Elections (NYSBOE) was established in the Executive Department June 1, 1974 as a bipartisan agency vested with the responsibility for administration and enforcement of all laws relating to elections in New York State.

WHAT WE DO

The Board is responsible for regulating disclosure and limitations of a Fair Campaign Code intended to govern campaign practices. In conducting these wide-ranging responsibilities, the Board offers assistance to local election boards and investigates complaints of possible statutory violations. In addition to the regulatory and enforcement responsibilities, the Board is charged with the preservation of citizen confidence in the democratic process and enhancement in voter participation in elections.

WHAT WE BUY

The Board of Elections purchases a variety of goods and services in the pursuit of its mission statement.

The Office of General Services does the majority of NYSBOE purchasing. Please see "How to Connect With Us" for these representatives' contact information.

How to Connect With Us

Erick J Smith

Financial Officer

New York State Office of General Services

Corning Tower, 40th Floor

Empire State Plaza

Albany, NY 12242

www.ogs.ny.gov

Daniel Saxe

Director of Financial Administration

New York State Office of General Services

Corning Tower, 40th Floor

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Albany, NY 12242

www.ogs.ny.gov

Erin L. Datri

Director

Erin@ogs.ny.gov

New York State Office of General Services

Financial Administration

Agency Procurement Office

Corning Tower, 32nd Floor

Empire State Plaza

Albany, NY 12242

www.ogs.ny.gov

Office of General Services:

Financial Administration

518-474-5981

New York State Commission on Ethics and Lobbying in Government

The New York State Commission on Ethics and Lobbying in Government oversees and regulates ethics and lobbying in New York State.

WHAT WE DO

The Commission promotes transparency by making required disclosures filed by statewide elected officials, executive branch officers and employees, legislative branch officers, employees, and candidates, as well as lobbyists, lobbying clients and public benefit corporations available to the public. The Commission provides information, education and advice regarding current ethics and lobbying laws and promotes compliance through audits, investigations, and enforcement proceedings.

WHAT WE BUY

For more information on the goods and services purchased by the Commission, please visit its website at ethics.ny.gov.



How to Connect With Us

Stephen Boland

Director for Administration
New York State Commission on Ethics
and Lobbying in Government
Stephen.Boland@ethics.ny.gov

(518) 408-3976
540 Broadway
Albany, NY
12207
ethics.ny.gov

New York State Council on the Arts



The New York State Council on the Arts (NYSCA) is dedicated to preserving and expanding the rich and diverse cultural resources that are and will become the heritage of New York's citizens.

WHAT WE DO

The Council believes in supporting artistic excellence and the creative freedom of artists without censure, as well as the rights of all New Yorkers to access and experience the power of the arts and culture and the vital contribution the arts make to the quality of life in New York communities. NYSCA strives to achieve its mission through its core grant-making activity and by convening field leaders, providing information and advisory support, and working with partners on special initiatives to achieve mutual goals. As the arts field evolves and changes, NYSCA seeks to support organizational development and ongoing professional development, continuity of leadership and improvement of professional conditions for leaders within cultural organizations.

WHAT WE BUY

The Council on the Arts buys a variety of goods and services for the purpose of furthering their mission statement. For more information, please visit the Council's website here:
www.arts.ny.gov

Furthermore, the Office of General Services does a bulk of the purchasing for NYSCA. As such, please consider these officials' contact information.

Door Openers: Insight on Navigating Our Agency

NYSCA is committed to an agency-wide affirmative action policy that responds to the needs of persons with disabilities, people of color, Vietnam Era veterans and women. NYSCA welcomes requests that address this commitment within the context of the funding programs. Likewise, some NYSCA funding programs or categories have particular goals that address traditionally underrepresented constituencies. Organizations are also urged to develop affirmative action policies to ensure that all employees and applicants for employment are afforded equal opportunities.

How to Connect With Us

Brenda K. Brown

Director of Agency Operations

212-459-8827

brenda.brown@arts.ny.gov

www.arts.ny.gov

300 Park Ave South

10th Floor, New York, 10010

www.arts.ny.gov

New York State Department of Civil Service



The Department of Civil Service is the central personnel agency for the Executive Branch of New York State government, serving approximately 150,000 employees.

WHAT WE DO

Our mission is to build tomorrow's workforce today by promoting a diverse, inclusive, and talented workforce. We lead and deliver world-class workforce management strategies by providing innovative solutions based on merit, fitness, and equality of opportunity.

Department staff also serve as agents of the State Civil Service Commission in fulfilling the Commission's oversight responsibility for merit system administration by local municipal civil service agencies.

WHAT WE BUY

The Department of Civil Service procures goods and services essential to fulfilling our mission. The Department does not purchase construction services or information technology hardware or software.

How to Connect With Us

Kaetlyn Wilder

Acting Director, Office of Financial
Administration
www.cs.ny.gov

Agency Building 1 Empire
State Plaza Albany, New York-
12239

New York State Department of Environmental Conservation (DEC)



**Department of
Environmental
Conservation**

The New York State Department of Environmental Conservation (DEC) was created on July 1, 1970 to combine into a single agency all state programs designed to protect and enhance the environment.

WHAT WE DO

The Department manages the Adirondack and Catskill Forest Preserves, various state forest lands, wildlife management areas, and several campgrounds and recreational areas. The Department is also tasked with regulating hunting, trapping, and sport fishing within New York State, remediating hazardous waste sites on an emergent and long term basis, protecting the State's air and water resources, and overall enforcing the New York Environmental Conservation Law and regulation.

WHAT WE BUY

The New York State Department of Environmental Conservation enters into contracts for commodities, construction and services that are needed to fulfill its mission. The DEC also enters into contracts to provide state and local assistance funding to eligible recipients. All DEC procurements are conducted in accordance with state laws and procurement guidelines.

For more information, please visit:

<http://www.dec.ny.gov/about/61016.html>

DOOR OPENERS: INSIGHT ON NAVIGATING OUR AGENCY

MWBE outreach is a significant component of the DEC's program implementation. All procurements in excess of \$50,000 are advertised in the New York State Contractor Reporter. The MWBE program also assists program staff with the identification of MWBEs for inclusion on bidders lists and, when possible, attends pre-bid and pre-construction meetings as well as participates in events to provide information regarding MWBE certification and upcoming procurement opportunities to prospective bidders.

How to Connect With Us

Jamie Thompson

Compliance Specialist

Jamie.Thompson@dec.ny.gov

Maleeka Abbas

Minority Business Specialist

Maleeka.Abbas@dec.ny.gov

New York State Department of
Environmental Conservation

(518) 402-9240

625 Broadway, 10th Floor

Albany, NY 12233-1080

www.dec.ny.gov

New York State Department of State



Opportunity starts at the New York State Department of State (DOS). From economically empowering individuals to helping grassroots leaders develop their community infrastructures; from licensing 39 occupations to providing a path to incorporation for thousands of job-creating companies, DOS serves as a gateway to opportunity for nearly every New Yorker. DOS enjoys one of the broadest set of responsibilities in New York State government, evolving from being the keeper of the Great Seal of New York and the compiler of Official State records, into a diverse state agency touching everything from combative sports and building code enforcement, to waterfront revitalization and immigrant services to new New Yorkers.

WHAT WE DO

DOS empowers individuals, communities, and businesses through our various divisions. Among its many services, DOS empowers:

- New Yorkers to get good jobs that we all rely on through the Division of Licensing;
- New Americans seeking to join the New York's cultural fabric that makes up our nation through Office for New American Opportunity Centers, New Americans hotline and Liberty Defense Program projects;
- Community Action Agencies and other non-profits to fight poverty in our communities through grant funding;
- Local governments and communities to better serve their residents, businesses and visitors through grant funding and training and assistance programs;
- Communities across the state to become resilient in the face of natural disasters and climate change and grow smarter and make the best use of land and water resources so that they remain viable for future generations through expertise and funding;
- Those seeking to form and grow businesses in New York State through the Division of Corporations;
- New Yorkers' voice in the marketplace through advocacy for affordable utilities and education to protect consumers to avoid scams and mitigate effects of identity theft.

How to Connect With Us

Catherine Traina

Contract Management
Specialist 2

Api Ohouo

Minority Business
Specialist 1
518-474-2754

dos.sm.mwbe@dos.ny.gov

www.dos.ny.gov

One Commerce Plaza, 99 Washington Ave.
Suite 1110, Albany, NY- 12231

New York State Department of Transportation



It is the mission of the New York State Department of Transportation (NYSDOT) to ensure our customers – those who live, work and travel in New York State – have a safe, efficient, balanced and environmentally sound transportation system.

WHAT WE DO

NYSDOT is responsible for coordinating and developing a comprehensive transportation policy for the State; coordinating and assisting in the development and operation of transportation facilities and services for highways, railroads, mass transit systems, ports, waterways and aviation facilities; and formulating and keeping current a long-range, comprehensive statewide master plan for the balanced development of public and private commuter and general transportation facilities.

WHAT WE BUY

As the agency responsible for the roads and railways of New York, the New York State Department of Transportation buys a variety of construction and architectural services as well as construction materials. Within the Agency's eleven regional offices, major areas of procurement include heavy highway construction contracts, engineering consultant services, non-engineering consultant services, and the purchase of commodities.

NYSDOT is committed to maximizing every opportunity to achieve the statewide MWBE goal. NYSDOT's Work Smart NY initiative is a series of workshops held throughout the state aimed at educating the MWBE community on how to access our regional network so they are better able to take advantage of our unique contracting opportunities. NYSDOT is also launching a pilot Mentor Protégé Program and other business assessment services as we strive to deliver a program that promotes diversity in all operations, procurements, and services.

For more information, please visit:

<https://www.dot.ny.gov/doing-business>

How to Connect With Us

Sondra A. Little

Director, Office of Diversity and Opportunity

518 457-1129

sondra.little@dot.ny.gov

www.dot.ny.gov

50 Wolf Road Albany, NY

12232

Doing Business with NYSDOT

<https://www.dot.ny.gov/projects>

New York State Division of Criminal Justice Services



**Division of Criminal
Justice Services**

The mission of the New York State Division of Criminal Justice Services (DCJS) is to enhance public safety by providing resources and services that inform decision making and improve the quality of the criminal justice system.

WHAT WE DO

The Division of Criminal Justice Services is a multi-function criminal justice support agency with a variety of responsibilities, including collection and analysis of statewide crime data; administrative oversight of the state's DNA Databank; maintenance of criminal history information and fingerprint files; administration of federal and state criminal justice funds; support of criminal justice-related agencies across the state; and administration of the state's Sex Offender Registry.

WHAT WE BUY

DCJS purchases a wide variety of services in the pursuit of its mission statement, including professional and administrative services. DCJS also includes MWBE requirements on Local Assistance contracts. Upcoming opportunities for MWBEs that may be available within local assistance awards include: forensic lab equipment and supplies, training including materials, technology and general office supplies – all in support of local law enforcement and other criminal justice partners.

Door Openers: Insight on Navigating Our Agency

The Division of Criminal Justice Services website (www.criminaljustice.ny.gov) provides a wealth of information about the agency and its programs. For specific information on doing business with DCJS, visit: <http://www.criminaljustice.ny.gov/pio/vendor/business.html>

How to Connect With Us

Brad Stevens

Director of Financial Services

Brad.Stevens@dcjs.ny.gov

(518) 457-6105

80 South Swan Street

Albany, NY 12210

www.dcjs.ny.gov

New York State Division of Homeland Security and Emergency Services



Created in 2010, the New York State Division of Homeland Security and Emergency Services provides leadership, coordination, and support to prevent, protect against, prepare for, respond to, recover from, and mitigate man-made and natural disasters and other emergencies.

What We Do

The Department manages the Adirondack and Catskill Forest Preserves, various state forest lands, wildlife management areas, and several campgrounds and recreational areas. The Department is also tasked with regulating hunting, trapping, and sport fishing within New York State, remediating hazardous waste sites on an emergent and long term basis, protecting the State's air and water resources, and overall enforcing the New York Environmental Conservation Law and regulation.

What We Buy

For more information on the number of goods and services DHSES purchases as well as procurement opportunities, please visit their procurement assistance page here: <https://www.dhSES.ny.gov/grant-programs>

New York State Division of Human Rights



**Division of
Human Rights**

The New York State Division of Human Rights is dedicated to eliminating discrimination, remedying injustice, and promoting equal opportunity, access and dignity through the enforcement of the state's first-in-the-nation Human Rights Law. The law prohibits discrimination in employment, housing, credit, places of public accommodations and non-sectarian educational institutions based on age, creed, disability, gender identity or expression, race/color, national origin, pregnancy-related conditions, sex, sexual orientation, and other specified classes.

WHAT WE DO

The Division of Human Rights works to create a New York that is free of discrimination, where everyone can fulfill their potential and participate fully in the life of the state. We accomplish our mission by investigating, prosecuting and adjudicating discrimination cases, educating the public about their rights and responsibilities, proposing policy and legislation, and building community awareness.

WHAT WE BUY

The Division of Human Rights purchases administrative services and goods. The Agency also procures promotional items and outreach materials, develops digital media content, and engages in public events to further promote public awareness of its mission.

For more information, please visit:

<https://dhr.ny.gov/>

How to Connect With Us

Michael Small

Director of Finance

Michael.Small@dhr.ny.gov

(718) 741-8358

NYS Division of Human Rights

One Fordham Plaza, 4th Floor

Bronx, NY 10458

www.dhr.ny.gov

New York State Division of Veterans' Services

The New York State Division of Veterans' Affairs (DVA) was created in 1945 as part of the Executive Department with the task of assisting service men and women with readjustment from the military to civilian life.

WHAT WE DO

The New York State Division of Veterans' Affairs assists Veterans, Servicemembers, and their families in their transition from military life to civilian life. The Division's Veterans' Benefits Advisors, all of whom are Veterans, represent Veterans, Servicemembers, and their families in claims and appeals for Federal and State Veterans' benefits, programs, and services, including financial benefits, access to federally funded healthcare services, employment preferences, education benefits, and property tax exemptions. In addition, by working closely with other agencies and organizations, the Division is able to connect Veterans, Servicemembers, and their families with the services that they need in areas such as housing, medical treatment, and other key areas of assistance.

WHAT WE BUY

For information on the goods and services that the Division employs, please visit DVA's website at www.veterans.ny.gov. As the Office of General Services does a majority of DVA purchasing, please see "How to Connect With Us" for these representatives' contact information.

How to Connect With Us

Erick J Smith

Financial Officer
New York State Office of General Services
Corning Tower, 40th Floor
Empire State Plaza
Albany, NY 12242
www.ogs.ny.gov

Daniel Saxe

Director of Financial Administration
New York State Office of General Services
Corning Tower, 40th Floor
Empire State Plaza
Albany, NY 12242
www.ogs.ny.gov

Erin L. Datri

Director
Erin@ogs.ny.gov

New York State Office of General Services

Financial Administration
Agency Procurement Office
Corning Tower, 32nd Floor
Empire State Plaza
Albany, NY 12242
www.ogs.ny.gov
Office of General Services:
Financial Administration
518-474-5981

New York State Education Department



The New York State Education Department (NYSED) is part of the University of the State of New York (USNY), one of the most complete, interconnected systems of educational services in the United States.

WHAT WE DO

Our mission is to raise the knowledge, skill, and opportunity of all the people in New York. Our vision is to provide leadership for a system that yields the best educated people in the world. NYSED has the following offices, each under the direction of the Commissioner of Education: P-12 Education; Higher Education; Cultural Education; Performance Improvement and Management Services; Chief Financial Office; Counsel; Professions; and Adult Career and Continuing Education Services

WHAT WE BUY

NYSED primarily purchases educational consultant services, as well as miscellaneous computer/office equipment and supplies. We lists opportunities on the New York State Contract Reporter and at the following link:

<http://www.nysed.gov/finance-business>

For more:

<http://www.nysed.gov/finance-business>

How to Connect With Us

Nell Brady

Director, Contract Administration, STAC/
Medicaid, and Rate Setting Units

Lynn Quinn

Assistant Director of the Contract
Administration Unit

Brian Hackett

M/WBE Coordinator/
Contract Management Specialist 2

Tara Wildove

Contract Management Specialist 1
MWBEgrants@nysed.gov
www.nysed.gov
89 Washington Avenue
Albany, NY- 12234

New York State Energy Research and Development Authority



NYSERDA, a public benefit corporation, has been developing partnerships to advance innovative energy solutions in New York State since 1975.

WHAT WE DO

NYSERDA works with stakeholder through out New York, offers objective information and analysis, innovative programs, technical expertise, and support to help New Yorkers increase energy efficiency, save money, use renewable energy, and reduce reliance on fossil fuels. NYSERDA professionals work to protect the environment and create clean energy jobs.

To learn more about NYSERDA's programs, visit nyserderda.ny.gov or follow us on Twitter, Facebook, YouTube, or Instagram.

Door Openers: Insight into Navigating Our Agency

For information on procurement opportunities at NYSERDA, please visit <http://www.nyserderda.ny.gov/About/Doing-Business-with-NYSERDA.aspx>

How to Connect With Us

Doreen D. Knudsen

Contract Manager

NYSERDA

contract.manager@nyserderda.ny.gov

(518) 862-1090, ext. 3216

17 Columbia Circle

Albany, NY 12203

www.nyserderda.ny.gov

New York State Environmental Facilities Corporation



**Environmental
Facilities Corporation**

The mission of the Environmental Facilities Corporation is to assist communities throughout New York State to undertake critical water quality infrastructure projects by providing access to low-cost capital, grants, and expert technical assistance. A primary goal is to ensure that these projects remain affordable while safeguarding essential water resources. We support this mission by consistently using an innovative approach to developing and advancing new financing strategies to maximize the funding that can be made available to our clients, aiding compliance with Federal and State requirements, and promoting green infrastructure practices.

What We Do

The Clean Water State Revolving Fund ("CWSRF") and the Drinking Water State Revolving Fund ("DWSRF") are the Environmental Facilities Corporation's core funding programs. With its partner, the State Department of Environmental Conservation ("DEC"), the corporation is responsible for the operation and administration of the State's Clean Water State Revolving Fund. The CWSRF allows EFC to provide interest-free or low-interest rate financing and grants to support a variety of eligible water quality improvement projects, including point source projects, nonpoint source projects and national estuary projects. EFC similarly operates and administers the State's Drinking Water State Revolving Fund, with its partner the State Department of Health ("DOH"), to finance drinking water infrastructure projects.

Other key programs operated by EFC include the Water Infrastructure Improvement Act, the Green Innovation Grant Program, and the Wastewater Infrastructure Engineering Planning Grant.

How to Connect With Us

Brian McGuire

Senior Manager, Procurement and
Program Compliance
NYSDORA

brian.mcguire@efc.ny.gov

518-402-6924

17 Columbia Circle

Albany, NY 12203

www.efc.ny.gov

New York State Gaming Commission

The New York State Gaming Commission regulates all aspects of gaming activity in the State, including horse racing, fantasy sports betting, mobile sports betting, video casinos, Native American casinos, NYS Lottery, commercial gaming, and charitable gaming.



How to Connect With Us

Robert J. Williams

Compliance Specialist

518-388-2134

RJ.Williams@gaming.ny.gov

Christine M. Carpenter

Director of Contract Compliance

518-388-0100

Christine.Carpenter@gaming.ny.gov

NYS Gaming Commission

One Broadway Center

Schenectady, New York- 12305

New York State Homes and Community Renewal



**Homes and
Community Renewal**

New York State Homes & Community Renewal is dedicated to providing affordable housing for all New Yorkers.

WHAT WE DO

HCR consists of all the State's major housing and community renewal agencies, including the Affordable Housing Corporation, Division of Housing and Community Renewal, Housing Finance Agency, State of New York Mortgage Agency, and Housing Trust Fund as well as other agencies. HCR primarily finances the development of affordable housing. The opportunities generated from this include:

- Professional Services, i.e. legal services, financial services
- Construction Services, i.e. architects, engineers
- Construction, i.e. construction trades, construction materials

To see a list of recipients of HCR funding to contact for contracting opportunities, please visit the Opportunities page, for which the link is on the right side of this page. Also, please visit <https://hcr.ny.gov/search/funding-opportunities> for additional funding awards information.

For more information about various opportunities for MWBEs, please visit <https://hcr.ny.gov/oeopd>.

WHAT WE BUY

HCR has a limited number procurement across New York State. For current procurement opportunities please visit <https://hcr.ny.gov/procurement-opportunities>.

How to Connect With Us

Veronica M. Flanders

Assistant Vice President/Director
Office of Economic Opportunity
and Partnership Development

New York State Homes &
Community Renewal

Veronica.Flanders@hcr.ny.gov

(212) 872-0695

641 Lexington Avenue, 5th Floor
New York, NY 10022

www.nyshcr.org

New York State Insurance Fund (NYSIF)



NYSIF's mission is to guarantee the availability of workers' compensation and disability insurance with the lowest possible cost to New York employers while maintaining a solvent fund. Since its inception in 1914, NYSIF has fulfilled this mission by competing with other carriers to ensure a fair marketplace while serving as a guaranteed source of coverage for employers who cannot secure coverage elsewhere. NYSIF strives to achieve the best health outcomes for injured workers and be an industry leader in price, quality and service for New York State employers.

How to Connect With Us

Damaris A. Torres

Associate Director Human Resources/MWBE

Oversight Officer

(212) 312-9923

dtorres@nysif.com

www.nysif.com

199 Church Street, New York,
NY-10007

<http://www.nysif.com/procurement>

New York State Justice Center for the Protection of People with Special Needs



**Justice Center for the
Protection of People
with Special Needs**

The New York State Justice Center for the Protection of People with Special Needs was established on June 30th, 2013. The Justice Center's mission is to protect people with special needs from abuse, neglect, and mistreatment.

WHAT WE DO

The Justice Center receives and investigates allegations of abuse and neglect against vulnerable individuals in settings under the agency's jurisdiction. Those include State-operated, licensed, and certified facilities. In addition, the Justice Center assists in prosecuting individuals alleged to have committed criminal acts, conducts criminal background checks for people seeking employment in certain facilities, and maintains a list of individuals who are barred from working in settings under Justice Center jurisdiction. Additionally, the agency provides outreach, education, and support to individuals receiving services, their families, and personal representatives.

How to Connect With Us

Michele Zeccolo

Director of Finance

518-549-0204

michele.zeccolo@justicecenter.ny.gov

(518) 549-0204

161 Delaware Avenue Delmar, NY 12054

www.justicecenter.ny.gov

New York State Office of General Services



**Office of
General Services**

WHAT WE DO

The Office of General Services (OGS) provides essential services to our state and local partners as well as the general public. OGS contracts for goods, services, and technology; manages and leases real property; designs and builds numerous projects for state agencies; provides HR, finance, and administrative transactions for many state agencies; and delivers a wide array of other support services. It provides government and nonprofit agencies with innovative solutions, integrated service, and best value in support of cost-effective operations and responsible public stewardship. How We Help Government Buy and Build NYS Procurement Services, New York's central procurement office and part of OGS, establishes contracts for a variety of technology, goods, and services needed by government entities across the state, including state agencies and local governments, as well as other authorized users, such as schools, libraries, not-for-profits, and public colleges. To learn more about Procurement Services, visit: <http://nyspro.ogs.ny.gov>. Our Design & Construction division (D&C) administers a full range of construction, architectural, engineering, construction management, and other services for state agencies, SUNY campuses, and other government entities. Additional information on D&C services and opportunities is available at:

How to Connect With Us

Procurement Services

customer.services@ogs.ny.gov

(518) 474-6717

Design and Construction Group

D&C.Plans@ogs.ny.gov

(518) 474-0201

Construction Opportunities

Consultants Opportunities

Automatic Notifications

Opportunities

WHAT WE BUY FOR OURSELVES

OGS purchases the goods and services that help us maintain and operate our facilities and purchases a variety of goods and services for other smaller agencies as part of hosting their administrative operations.

HOW WE BID OUR WORK

Within OGS, the vendor selection process depends on the type of procurement. Centralized commodities contracts and construction contracts are generally awarded through a cost-based competitive bidding process. Architectural, engineering, and other professional services contracts are awarded through a qualifications-based process using a selection board. Most other service and technology contracts are awarded on the basis of a “best value” methodology that considers qualifications and price. Door Openers: Insight on Doing Business with NYS:

The Office of General Services also offers a comprehensive guide on how to do business with New York State at:

<https://nyspro.ogs.ny.gov/content/doing-business-new-york-state-0>

Contract Reporter:

All Businesses wishing to do work with New York State should register with the Contract Reporter for most bidding opportunities with the state and many local governments — <http://www.nyscr.ny.gov>

New York State Office for the Prevention of Domestic Violence



Office for the
Prevention of
Domestic Violence

The Office for the Prevention of Domestic Violence (OPDV) is an executive level state agency created in 1992. It replaced the former Governor's Commission on Domestic Violence established in 1983.

WHAT WE DO

It is the mission of OPDV to improve New York State's response to the prevention of domestic violence with the goal of enhancing the safety of all New Yorkers in their intimate and family relationships. New York State's dedication to ending domestic violence is evidenced by the existence of a unique cabinet-level agency dedicated solely to the issue.

WHAT WE BUY

The New York State Office for the Prevention of Domestic Violence purchases a variety of goods and services that support its operations. Additional information may be obtained by using the contact information provided.

How to Connect With Us

Kimberly Bobb

Director of Administration and Finance

kimberly.bobb@opdv.ny.gov

John Manion

Administrative Specialist I

john.manion@opdv.ny.gov

518-457-5800

<https://opdv.ny.gov/>

Alfred E. Smith Building
80 South Swan Street, Room
1157 Albany, NY- 12210

New York State Thoroughbred Breeding & Development Fund

The New York State Thoroughbred Breeding and Development Fund, established in 1973, has helped shape the New York State thoroughbred industry, making it the benchmark of thoroughbred programs around the world.

Door Openers: Insight on Navigating Our Agency

The Fund's policy on MWBE procurement can be read at <http://www.nybreds.com/wp-content/uploads/Fund-Policy-on-Minority-and-WomenOwned-Businesses.pdf>



How to Connect With Us

Kimberly Kurtzner

Comptroller

New York State Thoroughbred
Breeding & Development Fund

kkurtzner@nybred.com

(518) 388.0174

One Broadway Center - Suite 601
Schenectady, NY 12305

www.nybreds.com

New York State Thruway Authority



NYS Thruway Authority is a public corporation organized and existing pursuant to State Public Authorities Law, responsible for financing, constructing, improving, developing, maintaining and operating a 570-mile superhighway that connects New York City and Buffalo. Other sections of the Thruway connect with the Connecticut and Massachusetts Turnpikes and New Jersey's Garden State Parkway. The Thruway is one of the longest toll roads in the nation.

How to Connect With Us

Elonda Mackey

Chief Compliance Officer
518-471-5830

Compliance@thruway.ny.gov

<https://www.thruway.ny.gov/business/index.html>

200 Southern Blvd, Albany, New York- 12209

Niagara Falls Water Board



OUR MISSION

The mission of the Niagara Falls Water Board (NFWB) is to provide safe and reliable water and wastewater management services to our community in an economical and efficient manner.

OUR VISION

The goal of the Niagara Falls Water Board is to become a first class competitive utility in the next five to seven years. To achieve this vision, we will:

- Continually invest in our infrastructure to maintain our facilities and provide overall customer satisfaction.
- Provide our employees a safe and supportive work environment.
- Invest in our employees' professional development and growth to increase productivity.
- Apply technology, redefine management and work practices to control the cost of providing quality services to our community.

SERVICES

The Niagara Falls Water Board provides water distribution and wastewater management services to the community by operating and maintaining:

- 265 miles of active water mains
- 270 miles of sewer lines
- 9 miles of bedrock tunnels
- 3 major pumping and treatment facilities

WATER

Through our water distribution operations, the Niagara Falls Water Board delivers clean, safe drinking water to the community that meets - or exceeds - all local, State, and Federal drinking water health standards.

Learn more at <http://nfwb.org/services/water/>

WASTEWATER

The Niagara River is a precious resource and its downstream uses, including recreation, irrigation, and water supply, must be protected. Through our wastewater operations, the Niagara Falls Water Board ensures that wastewater is treated in accordance with local, State, and Federal regulations before it is released into the river. Learn more at

<http://nfwb.org/services/wastewater>

How to Connect With Us

Patrick Fama

Executive Director

Niagara Falls Water Board

pfama@nfwb.org

(716) 283-9770 ext. 205

5815 Buffalo Avenue

Niagara Falls, NY 14304

www.nfwb.org

Niagara Frontier Transportation Authority



Niagara Frontier Transportation Authority
Serving Buffalo Niagara

The Niagara Frontier Transportation Authority (NFTA) is a public authority responsible for the public transportation oversight of Erie and Niagara counties in the State of New York.

WHAT WE DO

The NFTA oversees a number of subsidiaries, including the NFTA Metro bus and rail system, the Greater Buffalo Niagara International Airport and the Niagara Falls International Airport. The NFTA is one of the four New York agencies that can certify firms as disadvantaged business enterprises, or DBEs. Procurement

For information on the goods and services purchased by the Niagara Frontier Transportation Authority, please see our website at <http://bids.nfta.com.aspx>. The NFTA lists upcoming procurement opportunities on its website. Prospective Suppliers can also register to be notified when a new bid opportunity is available. Engineering and Construction

NFTA also has Engineering Design and Construction Contract Opportunities. The Engineering Branch accepts engineering/construction bids for select projects listed on our website at www.nftaengineering.com

To receive notification of bid opportunities and receive contract plans, you must be registered and have a user ID. With this user ID you will be able to view current bids, view past awarded projects, and see upcoming projects.

How to Connect With Us

Bruce Izard

Procurement Compliance Manager
(716) 855-6515

Bruce.Izard@nfta.com

www.nfta.com

181 Ellicott Street

Buffalo, NY- 14203

nfta.bonfirehub.com

NYC Department of Design and Construction



The Department of Design and Construction (DDC) builds many of the civic facilities New Yorkers use every day. As the City's primary capital construction project manager, we provide communities with new or renovated facilities such as firehouses, libraries, police precincts, courthouses and senior centers.

What We Do

Our staff of almost 1,200 delivers well-built roadway, sewer and watermain construction projects in all five boroughs. Over the last decade, we have completed more than 500 miles of new roadway, 600 miles of water mains, 400 miles of storm and sanitary sewers, and installed more than 42,000 sidewalk pedestrian ramps – all of which are essential for a vibrant city like New York.

What We Buy

As a key New York City agency, NYC DDC purchases a wide range of goods and services, including construction services, architecture and engineering services and other commodities.

How We Bid Our Work

Please visit this site for more information on our bidding process:

<https://www1.nyc.gov/site/ddc/contracts/work-with-ddc.page>

Door Openers: Insight on Navigating Our Agency

DDC promotes the participation and inclusion of certified Minority and Women Owned Enterprises in various projects by:

- Advertising MWBE participation goals and target subcontracting percentages on the agency website.
- Facilitating MWBEs in marketing their services by hosting networking events.
- Assisting prime contractors and consultants in recruiting MWBE subcontractors and sub consultants.
- Providing assistance with bid preparation, payments and insurance.
- Hosting training workshops and seminars.

How to Connect With Us

Keishanna Dennis

Chief Business & Workforce
Development Officer

businessdevelopment@ddc.nyc.gov

Lea Mapp

Chief M/WBE Compliance Officer

mwbe@ddc.nyc.gov

[www1.nyc.gov/site/ddc/mwbe/mwbe.
page](http://www1.nyc.gov/site/ddc/mwbe/mwbe.page)

Joseph Stankus

Business Development Advocacy
Administrator

StankusJo@ddc.nyc.gov

[www1.nyc.gov/site/ddc/mwbe/mwbe.
page](http://www1.nyc.gov/site/ddc/mwbe/mwbe.page)

Kristen Carroll

Business Development Outreach
Administrator

Carrollkr2@ddc.nyc.gov

NYC Department of Education



The New York City Department of Education is the largest school system in the United States. Approximately 135,000 employees share in the mission to provide over 1.1 million students with an education that gives them the tools to thrive in college, in careers, and as active members of their communities.

WHAT WE DO

DOE has contracts with a wide variety of vendors to purchase the goods and services necessary to ensure that our diverse student body receives the high-quality education that they deserve. DOE casts a wide net in search of talented vendors and qualified suppliers from all segments of the community.

The agency strives towards Minority and Women-owned Business Enterprises (MWBEs) participation on DOE contracts and is committed to ensuring that MWBEs fully contribute to the procurement process. DOE awards the vast majority of procurements to the lowest, qualified and responsive bidder. Contracts are not currently subject to specific MWBE goals. However, The DOE recognizes the importance of diversity in procurement. As a result, the DOE engages in initiatives to enhance the abilities of MWBEs to compete and meaningfully participate in opportunities. For example, DOE recently received the legal authority to utilize the MWBE Innovative Procurement Method to solicit City-certified MWBE firms in discretionary solicitations not exceeding \$500,000.

How to Connect With Us

MWBE@schools.nyc.gov

NYC Department of Education
Division of Contracts and Purchasing
65 Court Street, 12th Floor
Brooklyn, NY 11201

<https://infohub.nyced.org/workingwith-the-doe/vendors>

<https://www.finance360.org/vendor/vendorportal>

WHAT WE BUY

Almost everything. Many of the Department of Education's procurements are for educational supplies and programs. Like any large organization, we also purchase staff professional development services, office supplies, and I.T. and facilities support. DOE projects typically include parts, labor, and maintenance. For illustrative purposes, please view our current solicitations and consider reviewing our previously awarded solicitations. DOE's posts contracted solicitations on DOE Vendor Portal. Individual schools and program offices can directly procure smaller, non-contracted opportunities. It is also critical to confirm all disclosures are current and complete via PASSPort so that potential contract awards may be registered quickly and vendors can commence work. We strongly encourage you to attend one of our "How to Do Business with the DOE" presentations to learn how to navigate through our procurement process. DOE Vendor Numbers are needed to make any DOE purchase. They are assigned at the request from a school or program office purchaser. A DOE Vendor Number is separate from a city FMS Vendor Number or a DOE Vendor Portal account. A purchaser has to first establish a need for your product or service and may then request a W-9 form from your business. A firm cannot establish its own DOE Vendor Number; only a DOE purchaser can request a firm be assigned a DOE Vendor Number.

NYS Adirondack Park Agency



The Adirondack Park Agency (APA) is a New York State government agency consisting of approximately 54 staff and an eleven-member board. In 1971, the APA was created by the State Legislature to develop long range land use plans for both public and private lands within the Park.

WHAT WE DO

The APA is responsible for maintaining the protection of the forest preserve and overseeing development proposals of the privately owned lands. The mission of the APA is to protect the public and private resources of the Park through exercising the powers and duties provided by law. The mission is rooted in three statutes administered by the Agency in the Park: the Adirondack Park Agency Act, the New York State Freshwater Wetlands Act, and the New York State Wild, Scenic, and Recreational Rivers System Act.

WHAT WE BUY

Administration of the APA's two regional land use plans require a variety of staff resources and services. More information on business development and the Adirondack Park economy is available at <http://apa.ny.gov/Economy/index.html>

Door Openers: Insight on Navigating Our Agency
For more information on the Adirondack Park Agency and potential contracting opportunities, please visit the APA's website at <http://apa.ny.gov>

How to Connect With Us

Elaine Caldwell

Administrative Officer Adirondack
Park Agency

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(518) 891-4050

Adirondack Park Agency

PO Box 99

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Ray Brook, NY 12997

www.apa.ny.gov

NYS BRIDGE AUTHORITY



WHAT WE DO

The mission of the New York State Bridge Authority is to maintain and operate the crossings of the Hudson River entrusted to its jurisdiction for the economic and social benefit of the people of the State. The Authority maintains the bridges and related infrastructure in good condition for the benefit of the traveling public, and to provide for long-term safety and financial stability of the Authority at the lowest reasonable cost.

We own 5 Hudson Valley vehicular bridges: Bear Mountain, Newburgh-Beacon, Mid-Hudson, Kingston-Rhinecliff, Rip Van Winkle; additionally, we own the structure of the Walkway Over The Hudson pedestrian bridge.

WHAT WE BUY

The New York State Bridge Authority purchases a variety of goods and services from vendors all over New York State and beyond. Our primary contract expenditures are related to long-span bridge construction and engineering, however we also require items such as work clothing, breakroom and office supplies, computer equipment, LED lights, consulting services and more.

Our Bidding Methodology:

NYSBA utilizes the bidder with the lowest price to the Authority in nearly all cases. Variations are allowed only in certain instances, and must be properly justified based on superior service and value to the Authority. For contracts and purchases over \$25,000, the Authority requires all bidders to submit the M/WBE Utilization Plan to achieve a minimum 30% participation of certified minority and women owned businesses. For more information regarding our current contract opportunities, please visit <https://www.nysba.ny.gov/business-opportunities>.

How to Connect With Us

Tonya Ash

Compliance/Procurement Officer
845-691-7245

tash@nysba.ny.gov

<https://www.nysba.ny.gov>

P.O. BOX 1010, HIGHLAND, NY-
12528

OUR PAYMENT PROCESS

In accordance with the New York State Public Authorities Law and NYSBA Prompt Payment Guidelines, contractors will ordinarily be paid within 30 calendar days, excluding holidays, after receipt of the invoice. For more on our policy regarding payment, please see NYSBA's Prompt Payment Guidelines at <http://www.nysba.ny.gov/wysiwyg/6268PROMPT%20PAYMENT%20GUIDELINES.pdf>.

DOOR OPENERS: INSIGHT ON NAVIGATING OUR AGENCY

The New York State Bridge Authority encourages the participation of M/WBE firms as either primary or subcontracting vendors. We welcome solicitations and capability statements for Commodities, Services and Construction at any time. For more information regarding the M/WBE process and certification, please visit <https://www.nysba.ny.gov/minority-and-women-owned-business-enterprises> or contact NYSBA's dedicated MWBE Compliance/ Procurement Officer.

NYS Department of Corrections and Community Supervision



Corrections and
Community Supervision

The New York State Department of Corrections and Community Supervision, guided by the Departmental Mission, is responsible for the confinement and rehabilitation with approximately 35,600 individuals under custody held at 52 state facilities and supervision of over 35,000 parolees throughout seven regional offices statewide.

WHAT WE DO

To ensure public safety by operating safe and secure facilities, preparing individuals for release, and then supervising them to be successful when they return home from prison.

WHAT WE BUY

DOCCS contracts a number of medical, professional and transportation services, as well as many others. For more information on the types of procurement opportunities available, please see the DOCCS contracts page at <https://doccs.ny.gov/procurement-opportunities>.

How to Connect With Us

Marie-Josée Washington

Associate Budgeting Analyst / MWBE-
SDVOB Contract Procurement Unit
Division of Support Operations
New York State Department of
Corrections and Community
Supervision

MWBE@doccs.ny.gov

(518) 436-7886 ext. 3135 1220

Washington Ave

Albany, New York 12226-2050

NYS Department of Health



The New York State Department of Health (DOH) is the governmental body responsible for public health in the state of New York.

WHAT WE DO

The mission of the New York State Department of Health is to protect, improve and promote the health, productivity and well-being of all New Yorkers.

WHAT WE BUY

The New York State DOH regularly lists new opportunities on its website at www.health.ny.gov as well as on the New York State Contract Reporter, a subscriber-based listing of State contract opportunities. Please visit www.nyscr.ny.gov.

For more information, please visit: <http://www.health.ny.gov/funding/>

How to Connect With Us

Elizabeth Wood

Director, Bureau of Contracts
New York State Department of Health
ecf02@health.state.ny.us
(518) 474-7896 Corning Tower
Empire State Plaza, Albany, NY 12237
www.health.ny.gov

NYS Department of Labor



**Department
of Labor**

The mission of the New York State Department of Labor (DOL) is to protect workers, assist the unemployed and connect job seekers to jobs.

WHAT WE DO

We vigorously enforce State Labor Laws to give businesses that obey the law an even break. We work aggressively to ensure a fair wage for all workers. We protect the safety and health of workers and the public. We help the unemployed via temporary payments (Unemployment Insurance). We link job seekers with employers. We guide workers to training that will keep New York strong in the world economy.

How to Connect With Us

Yanelys Diaz

Contract Management Specialist

yanelys.diaz@labor.ny.gov

518-474-2678

Building 12, Room 465-469

W.A. Harriman Campus

Albany, NY 12240

www.labor.ny.gov

NYS Department of Motor Vehicles



The mission of the Department of Motor Vehicles is to issue secure identity documents, deliver essential motor vehicle and driver related services, and administer motor vehicle laws enacted to promote safety and protect consumers.

The Department of Motor Vehicles encourages the full participation of minority and women-owned business enterprises (M/WBEs) in contract and purchasing activity and to ensure that these businesses receive a fair share of state expenditures.

Specifically, the Department of Motor Vehicles will take affirmative actions in the preparation of all bids, specifications, and contracts to ensure that M/WBEs are included in the purchasing process and that the specifications and structure of the process do not artificially exclude M/WBE participation. DMV shall aggressively assist in the development of minority and women-owned businesses and encourage their participation in every way.

WHAT WE DO

Duties of the DMV include the enforcement of state and federal laws regarding motor vehicles.

WHAT WE BUY

The New York State DMV generally purchases system solutions, administrative and printing services.

How to Connect With Us

Shannon Seebode

Director of Procurement
NYS Department of Motor Vehicles

www.health.ny.gov/funding/shannon.seebode@dmv.ny.gov

(518) 402-9681

6 Empire State Plaza, Room 224

Albany, NY 12228

www.dmv.ny.gov

Michele Welch

Compliance Officer/MWBE Liaison
NYS Department of Motor Vehicles

Michele.Welch@dmv.ny.gov

(518) 473-4745

6 Empire State Plaza

Albany, NY 12228

www.dmv.ny.gov

NYS Department of Public Service



The Department of Public Service (DPS) has a broad mandate to ensure that all New Yorkers have access to reliable and low-cost utility services. The Department is the staff arm of the Public Service Commission. The Commission regulates the state's electric, gas, steam, telecommunications and water utilities. The Commission also oversees the cable industry.

How to Connect With Us

Laura Ferraro

laura.ferraro@dps.ny.gov

WHAT WE DO

The primary mission of the New York State Department of Public Service is to ensure safe, secure, and reliable access to electric, gas, steam, telecommunications and water services for New York State's residential and business consumers at just and reasonable rates. The Department seeks to stimulate innovation, strategic infrastructure investment, consumer awareness, competitive markets where feasible, and the use of resources in an efficient and environmentally sound manner.

WHAT WE BUY

The New York State DPS regularly lists new opportunities on its own site. For more information on contracting and vending

NYS Department of Taxation and Finance



The New York State Department of Taxation and Finance (NYSDTF) is a core agency of the State of New York.

MISSION

To efficiently collect tax revenues in support of State services and programs while acting with integrity and fairness in the administration of the tax laws of New York State.

WHAT WE BUY

More information on NYSDTF procurement opportunities can be found at the following link: <https://www.tax.ny.gov/about/procure/>

Door Openers: Insight on Navigating Our Agency

The New York State Department of Taxation and Finance also posts contracting opportunities on the New York State Contract Reporter – available at <https://www.nyscr.ny.gov/> - and regularly solicits and procures from New York State Centralized Contracts which can be found at <https://ogs.ny.gov/procurement/ogs-centralized-contracts>.

How to Connect With Us

Amber Alexander

Procurement Director MWBE
Program Liaison New York State
Department of Taxation and Finance
bfs.contracts@tax.ny.gov
(518) 530-4484
WA Harriman Campus Albany, NY
12227
www.tax.ny.gov

NYS Division of Human Rights



Division of
Human Rights

The New York State Division of Human Rights is dedicated to eliminating discrimination, remedying injustice, and promoting equal opportunity, access and dignity through the enforcement of the state's first-in-the-nation Human Rights Law. The law prohibits discrimination in employment, housing, credit, places of public accommodations and non-sectarian educational institutions based on age, creed, disability, gender identity or expression, race/color, national origin, pregnancy-related conditions, sex, sexual orientation, and other specified classes.

How to Connect With Us

Michael Small

Director of Finance

Michael.Small@dhr.ny.gov

(718) 741-8358

NYS Division of Human Rights

One Fordham Plaza, 4th Floor

Bronx, NY 10458

www.dhr.ny.gov

WHAT WE DO

The Division of Human Rights works to create a New York that is free of discrimination, where everyone can fulfill their potential and participate fully in the life of the state. We accomplish our mission by investigating, prosecuting and adjudicating discrimination cases, educating the public about their rights and responsibilities, proposing policy and legislation, and building community awareness.

WHAT WE BUY

The Division of Human Rights purchases administrative services and goods. The Agency also procures promotional items and outreach materials, develops digital media content, and engages in public events to further promote public awareness of its mission. For more information, please visit: <https://dhr.ny.gov/>

NYS Division of State Police



The New York State Police works to ensure the safety of the state's roadways, prevent and investigate crime, prepare for and respond to emergencies and disasters and provide support to other law enforcement agencies.

How to Connect With Us

Claudine Costello

Assistant Director, Financial Administration
claudine.costello@troopers.ny.gov
troopers.ny.gov

WHAT WE DO

NYSP mission priorities include: reducing the number of deaths, injuries and property damage caused by motor vehicle accidents; reducing violent crime on a statewide basis; providing disorder control and public security at man-made and natural emergencies; providing support to local law enforcement agencies; and serving a crucial role in the state's counter- terrorism efforts through liaison with federal, state and local agencies.

WHAT WE BUY

For more information on the goods and services purchased by NYSP, please visit their website at www.troopers.ny.gov

NYS Division of Veterans' Services



Division of Veterans' Services

The New York State Division of Veterans' Affairs (DVA) was created in 1945 as part of the Executive Department with the task of assisting service men and women with readjustment from the military to civilian life.

What We Do

The New York State Division of Veterans' Affairs assists Veterans, Servicemembers, and their families in their transition from military life to civilian life. The Division's Veterans' Benefits Advisors, all of whom are Veterans, represent Veterans, Servicemembers, and their families in claims and appeals for Federal and State Veterans' benefits, programs, and services, including financial benefits, access to federally funded healthcare services, employment preferences, education benefits, and property tax exemptions. In addition, by working closely with other agencies and organizations, the Division is able to connect Veterans, Servicemembers, and their families with the services that they need in areas such as housing, medical treatment, and other key areas of assistance.

What We Buy

For information on the goods and services that the Division employs, please visit DVA's website at www.veterans.ny.gov. As the Office of General Services does a majority of DVA purchasing, please see "How to Connect With Us" for these representatives' contact information.

How to Connect With Us

Erik J. Smith

erik.smith@ogs.ny.gov

Chief Financial Officer

New York State Office of General Services

Corning Tower, 32nd Floor

Empire State Plaza

Albany, NY 12242

www.ogs.ny.gov

Daniel Saxe

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Director of Financial Administration

New York State Office of General Services

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Erin L. Datre

Director

erin.datre@ogs.ny.gov

New York State Office of General Services

Financial Administration

Agency Procurement Office

Corning Tower, 32nd Floor

Empire State Plaza

Albany, NY 12242

www.ogs.ny.gov

Office of General Services:

Financial Administration

(518) 474-5981

NYS Higher Education Services Corp.



**Higher Education
Services Corporation**

The New York State Higher Education Services Corporation (HESC) is the State's student financial aid agency and a national leader in providing need-based grant and scholarship awards to college-going students. At HESC's core are programs like the Tuition Assistance Program (TAP), the Excelsior Scholarship and Enhanced Tuition Awards programs, and numerous other State scholarship and federal college access programs. HESC also administers the NYS DREAM Act and co-administers the highly successful 529 College Savings Program with the New York State Office of the State Comptroller.

HESC puts college within the reach of hundreds of thousands of New Yorkers each year through its programs and services. In 2020-21, HESC helped nearly 280,000 students achieve their college dreams by providing more than \$890 million in grants, scholarships and loan forgiveness benefits, including \$702 million awarded through the Tuition Assistance Program (TAP).

HOW WE BID OUR WORK

It is HESC's policy to utilize a procurement system that is fair, equitable, transparent, and free from improper conduct. Please visit: hesc.ny.gov/procurement-opportunities

INSIGHT ON NAVIGATING OUR AGENCY

HESC complies with the provisions of the New York State Executive Law, Article 15A, and the rules and regulations set forth in Title 5 of the New York Codes, Rules and Regulations, Parts 140-144. These policies are intended to promote and encourage participation by minority- and women-owned businesses in State contracting opportunities. For more information, please visit: hesc.ny.gov/procurementMWBE

How to Connect With Us

Warren Wallin

CFO

515-486-7443

warren.wallin@hesc.ny.gov

www.hesc.ny.gov

99 Washinton Avenue, Albany, NY 12210

NYS Office for People with Developmental Disabilities (OPWDD)



Office for People With Developmental Disabilities

The New York State Office for People With Developmental Disabilities (OPWDD) is responsible for coordinating services for nearly 140,000 New Yorkers with developmental disabilities, including intellectual disabilities, cerebral palsy, Down syndrome, autism spectrum disorders, Prader-Willi syndrome and other neurological impairments. It provides services directly and through a network of approximately 650 nonprofit service providing agencies, with about 80 percent of services provided by the private nonprofits and 20 percent provided by state-run services.

The OPWDD purchases many services that fall into the category of commodities, construction, and consulting. The agency regularly lists new contracting opportunities on the New York State Contract Reporter website, available at www.nyscr.ny.gov.

How to Connect With Us

Donelle Mastropietro

Contract Management Specialist 2

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Marc Kleinhenz

Contract Management Specialist 4

marc.l.kleinhenz@opwdd.ny.gov

518-388-1914

www.opwdd.ny.gov

44 Holland Avenue, 5th floor, Attn: MWBE
Program Unit, Albany, NY- 12229

NYS Office of Addiction Services and Supports (OASAS)



**Office of Addiction
Services and Supports**

The New York State Office of Addiction Services and Supports (OASAS) oversees one of the nation's largest Substance Use Disorder systems of care with approximately 1,700 prevention, treatment and recovery programs serving over 680,000 individuals per year. This includes the direct operation of 12 Addiction Treatment Centers where our doctors, nurses, and clinical staff provide inpatient and residential services to approximately 8,000 individuals per year. OASAS is the single designated state agency responsible for the coordination of state-federal relations in the area of addiction services. Our mission is to improve the lives of New Yorkers by leading a comprehensive system of addiction services for prevention, treatment, and recovery.

Our vision is a future where New York State is alcohol-safe and free from chemical dependence and compulsive gambling.

How to Connect With Us

Kristen DelSignore

Contract Management Specialist 1

Nicole Gennarelli

Contract Management

Specialist 2

518-485-2194

OpportunityPrograms@oasas.ny.gov

<https://oasas.ny.gov/>

1450 Western Ave. Albany, NY- 12203

NYS Office of Information Technology Services



**Office of Information
Technology Services**

The New York State Office of Information Technology Services (ITS) was created in 2012 to transform IT services in an effort to make New York State government work smarter for New Yorkers and enable the state to be accessible for businesses through the use of technology. ITS provides statewide IT strategic direction, directs IT policy, and delivers centralized IT products and services that support the mission of the State.

ITS operates data centers 24 hours a day, 365 days a year to support statewide mission-critical applications for 54 Agencies, 19 million New Yorker accounts, 120,000 State employee accounts, 70,000 VOIP phones and 27,000 mobile phones, 94,000 desktops and laptops, 10,000 virtual and

real servers, 25 petabytes of storage and 3,500 Virtual Desktop remote connections. ITS operates a secure network of over 1,600 miles of fiber to deliver telecommunications, internet and intranet services, enterprise email systems and support, IT training, networking, data storage and processing

to State government entities in addition to developing new services in support of New Yorkers, businesses, and State Agencies. For more information, visit <https://its.ny.gov> and follow us on Twitter @NYSITS.

WHAT WE BUY:

Information on the goods and services that ITS purchases can be found on Open Book New York and in the New York State Contract Reporter at: <https://www.osc.state.ny.us/open-book-new-york> and www.nyscr.ny.gov.

Door Openers: Insight on Navigating Our Agency:

Dedicated to the Executive Articles 15A and 17B Supplier Diversity programs, ITS looks to increase participation by the New York State certified Minority and Women-Owned Business Enterprise (MWBE) and Service-Disabled Veteran Owned Business (SDVOB) suppliers. More information can be found about ITS's dedication to encouraging contracting at: <https://its.ny.gov> and www.nyscr.ny.gov/

Other avenues for certified suppliers to learn, understand, and become aware of the New York State procurement process is through the New York State Office of General Services (OGS) Procurement unit or by inclusion in OGS centralized contracts; information is available at: www.ogs.ny.gov/procurement

How to Connect With Us

New York State Office of Information Technology Services

Empire State Plaza
P.O. Box 2062
Albany, NY 12220
www.its.ny.gov

How to Connect with OGS:

New York State Office of General Services

Corning Tower, 38th Floor
Empire State Plaza
Albany, NY 12242
www.ogs.ny.gov/

NYS Office of Parks, Recreation and Historic Preservation



**Parks, Recreation
and Historic Preservation**

The New York State Office of Parks, Recreation & Historic Preservation (OPRHP) is responsible for maintaining and promoting New York's 180 state parks and many historical sites.

WHAT WE DO

The mission of the Office of Parks, Recreation and Historic Preservation integrates the following objectives: to provide safe and enjoyable recreational and interpretive opportunities for all New York State residents and visitors and to be responsible stewards of our valuable natural, historic and cultural resources. The agency is responsible for conserving, protecting and enhancing these resources for public enjoyment today and into the future. With more than 225 diverse properties across the state, the agency offers visitors a variety of campgrounds, swimming beaches, golf courses, swimming pools, nature centers and more than 1,400 miles of trails. Our properties are also home to a variety of plant and animal life that occur naturally in these areas and help to clean and protect our environment.

WHAT WE BUY

The range of items which Parks buys is extensive—from unique curatorial supplies and materials needed for our Historic Preservation function, to the everyday nuts-and-bolts type materials required by our park maintenance staff to keep our Parks operating. Many purchases are actually for amounts which total less than \$2500 and are made from firms that are local to our regional facilities. Each of Parks' regions also contract for a variety of services. The top categories of goods and services purchased by Parks are as follows: (i) building repair and maintenance, (ii) fuel for vehicle and equipment, (iii) clothing for patrons and staff, (iv) equipment and vehicle repair.

How to Connect With Us

Ashley Arnold

Minority Business Specialist II

MWBE@parks.ny.gov

(518) 486-2636

New York State Office of Parks,
Recreation & Historic Preservation

Albany, NY 12238

www.nysparks.com

NYS Office of Victim Services



Office of
Victim Services

The State of New York's commitment to its innocent victims of violent crime began with the creation of the Crime Victims Compensation Board in 1966, now named the Office of Victim Services (OVS).

WHAT WE DO

OVS provides substantial financial relief to victims of crime and their families by paying unreimbursed crime-related expenses, including but not limited to: medical and funeral expenses, loss of earnings or support, counseling costs, crime scene clean-up expenses, the cost to repair or replace items of essential personal property, reasonable and necessary court transportation expenses, assistance to crime victims acting as a good Samaritan, the cost of residing at or utilizing the services of a domestic violence shelter and limited attorney fees.

WHAT WE BUY

The Office of Victim Services purchases a number of goods and services in relation to assisting New York's victims of crime and/or their families.

How to Connect With Us

Cristin Connor

Administrative Service Unit Chief

518.485.0179

cristin.connor@ovs.ny.gov

www.ovs.ny.gov

NYS Offices of the Inspector General



The Offices of the Inspector General is comprised of three distinct entities: the Office of the New York State Inspector General, the Office of the Welfare Inspector General, and the Office of the Workers' Compensation Fraud Inspector General. The mission of these three entities is to identify and investigate allegations of corruption, fraud, criminal activity, conflicts of interest or abuse within their respective areas of jurisdiction and to implement best practices, provide oversight and conduct training.

WHAT WE DO

The New York State Inspector General has jurisdiction over all executive branch agencies, departments, divisions, officers, boards and commissions, public authorities and public benefit corporations. The Inspector General's responsibilities include receiving and investigating complaints concerning allegations of corruption, fraud, criminal activity, conflicts of interest or abuse in any entity under the Inspector General's jurisdiction. Additionally, the Inspector General has oversight of all New York State construction and building projects. The Inspector General also investigates fraud within the Minority and Women-owned Business Enterprise program.

The Welfare Inspector General is tasked with maintaining the integrity of New York State's public assistance programs. Specifically, the Welfare Inspector General is responsible for conducting investigations of fraud, abuse or illegal acts perpetrated within local social services districts and by beneficiaries of public assistance services.

The Office of the Workers' Compensation Fraud Inspector General is responsible for investigating violations of the laws and regulations pertaining to the operation of the workers' compensation system, and through its efforts to identify, investigate and prevent workers' compensation fraud.

WHAT WE BUY

The Offices of the Inspector General purchases a variety of goods and services that support its operations. Additional information may be obtained by using the contact information provided.

How to Connect With Us

Finance and Budget Unit

NYS Offices of the Inspector General

Inspector.General@ig.ny.gov

(518) 474-1010

Empire State Plaza

Agency Building 2, 16th Floor

Albany, New York 12223

www.ig.ny.gov

NYS Workers' Compensation Board



The New York State Workers' Compensation Board protects the rights of employees and employers by ensuring the proper delivery of benefits and by promoting compliance with the law.

How to Connect With Us

Karen E. Meyer

Contract Management Specialist II

wcbmwbe.sdvob@wcb.ny.gov

wcb.ny.gov

328 State Street

Schenectady, NY- 12305

<http://www.wcb.ny.gov/procurements.jsp>

Office of Children and Family Services



Office of Children and Family Services

Office of Children and Family Services oversees a wide range of services provided to children, youth, families, and vulnerable adults in New York State. The agency oversees programs and services involving the protection of children, including the Statewide Central Register of Child Abuse and Maltreatment; preventive services for children and families; childcare and childcare referral; foster care; adoption and adoption assistance; protective programs for vulnerable adults; and vocational training for blind New Yorkers. OCFS also administers juvenile justice programs and operates residential facilities across New York State for youth who are placed in the agency's custody by the courts. The agency supports and monitors detention, aftercare, and a range of community-based programs. OCFS also coordinates, in part, the state government response to the needs of Native Americans and their children on reservations and in communities.

OCFS has regional offices in Albany, Buffalo, New York City, Rochester, Syracuse, and the Hudson Valley. The regional offices help districts and agencies keep children safe, achieve permanency, and improve the quality of life for children and families.

WHAT WE DO

OCFS is dedicated to improving the integration of services for New York's children, youth, families and vulnerable populations; to promoting their development; and to protecting them from violence, neglect, abuse and abandonment. The agency provides a system of family support, juvenile justice, childcare and child welfare services that promote the safety and well-being of children and adults. Among the operating principles across all program areas are that services should be developmentally appropriate, family-centered and family-driven, community-based, locally responsive, and evidence and outcome based.

WHAT WE BUY

OCFS purchases commodities to support operating needs. MWBE-certified vendors are encouraged to contact the OCFS purchasing agent with a description of goods, commodities,

How to Connect With Us

OCFS Contract Compliance Unit

(518) 486-7224

ContractCompliance@ocfs.ny.gov

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OCFS Compliance CMS2 (518) 474-9395

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Francis McCall

OCFS Compliance CMS1

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Kathleen Belmonte

OCFS Purchasing CMS 2

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Contracts, Grants and RFPs | Contracts, Grants

[https://ocfs.ny.gov/main/and RFPs |](https://ocfs.ny.gov/main/and_RFPs/)

[OCFS \(ny.gov\)](https://ocfs.ny.gov)

and services offered by the firm.

Door Openers: Insight on Navigating Our Agency

OCFS awards contracts primarily to not-for-profit (NFP) entities and local departments of social services (LDSS) to deliver services throughout New York State. MWBEs are encouraged to contact OCFS contractors to inquire about subcontracting opportunities on awards resulting from the Request for Proposals (RFP) process.

The types of services sought may include, but are not limited to:

- Training
- Barbers
- Landscaping Services
- Speech-Language Pathologists
- Psychiatrists
- Janitorial Services
- Snow Removal

Office of Employee Relations



**Office of
Employee Relations**

Under the Public Employees' Fair Employment Act (the Taylor Law), the Governor's Office of Employee Relations (GOER) assists the Governor in relations between the State and its employees, including representing the Executive Branch in collective bargaining negotiations with ten public employee unions.

WHAT WE DO

GOER's mission is to advance the performance of State government through collaborative labor relations, workforce training, education and benefits. That mission consists primarily of four functional areas: (1) contract negotiations and administration; (2) legal matters; (3) administration of the labor management committees; and (4) statewide training, employee development, and organizational consulting.

WHAT WE BUY

The Governor's Office of Employee Relations and the Statewide Labor- Management Committees purchase a number of goods and services in pursuit of our missions. For more information on vendor and procurement opportunities, please see our vendor information page at <https://goer.ny.gov/vendor-information-page>.

How to Connect With Us

Nicholas Giuliano

Employee Program Assistant

518-474-5625

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<https://oer.ny.gov/>

2 Empire State Plaza

8th Floor

Albany, NY 12223

Office of Mental Health



Office of
Mental Health

The New York State Office of Mental Health (OMH) operates 23 Psychiatric Centers, including two (2) Research Institutes that serve over 700,000 individuals each year throughout New York State. The OMH also regulates, certifies, and oversees more than 4,500 programs that are operated by local governments and non-profit organizations. This includes inpatient and outpatient programs, emergency services, community support, residential, and family-care programs. OMH also has programs that support critical research into the most current and cutting edge evidence-based treatments that aid in the prevention, treatment, and recovery of those living with mental illness.

OMH purchases a variety of goods and services to support the operation of our Psychiatric Centers and Research Institutes. These goods and services include, but are not limited to: clothing, food, anti-ligature hardware, advanced scientific equipment, medical and behavioral health services, PPE, building maintenance, barber/ beautician services, grounds keeping and janitorial services.

OMH publishes all its bid opportunities in accordance with NYS Finance Law. All contracting opportunities are published to the New York State Contract Reporter (NYSCR) website. This is a valuable resource for interested vendors for notification of bid opportunities for OMH and all NYS Agencies. Information about the NYSCR can be obtained at: New York State Contract Reporter (ny.gov). We highly recommend signing up for this resource to ensure you are notified of new opportunities in your respected field.

How to Connect With Us

Le'ana H. Williams

Associate Director - Procurement Logistics

518-474-4804

Leana.Williams@omh.ny.gov

www.omh.ny.gov

75 New Scotland Avenue

Albany, NY- 12208

New York State Contract Reporter (ny.gov)

Office of Temporary and Disability Assistance



**Office of Temporary
and Disability Assistance**

The Office of Temporary and Disability Assistance (OTDA) is responsible for supervising programs that provide assistance and support to eligible families and individuals.

WHAT WE DO

OTDA's functions include: providing temporary cash assistance; providing assistance in paying for food; providing heating assistance; overseeing New York State's child support enforcement program; determining certain aspects of eligibility for Social Security Disability benefits; supervising homeless housing and services programs; and providing assistance to certain immigrant populations.

WHAT WE BUY

The Office of Temporary and Disability Assistance has a number of contract and grant opportunities. For a comprehensive list of OTDA opportunities and bidding procedures, please visit www.otda.ny.gov/contracts

How to Connect With Us

Wallis Howe-Rosenzweig

MWBE/SDVOB Program Director

518-474-4356

Wallis.Howe-Rosenzweig@otda.ny.gov

www.otda.ny.gov

40 North Pearl Street

Albany, NY- 12243

Olympic Regional Development Authority



New York State Olympic Regional Development Authority (ORDA) is a New York State public benefit corporation created by the State of New York to manage the facilities used during the 1932 & 1980 Olympic Winter Games at Lake Placid, New York. Today, ORDA creates economic and social benefits in the Adirondack and Catskill Regions by operating and maintaining premier year-round venues.

WHAT WE DO.

ORDA operates multiple venues, including the Olympic Center, Olympic Jumping Complex, Mt Van Hoevenberg, Whiteface Mountain, Gore Mountain, and Belleayre Mountain. ORDA owns the United States Olympic & Paralympic Training Center in Lake Placid, leased to the United States Olympic & Paralympic Committee. As host to international and national championships, ORDA has brought millions of athletes and spectators to the regions it serves. ORDA receives funding from New York State and the Town of North Elba. With support from New York State, ORDA has undergone a massive modernization of its facilities in preparation for the Lake Placid 2023 FISU World University Games. ORDA is committed to environmental stewardship, fiscal responsibility, and delivering exceptional customer experiences. The organization emphasizes the continuous improvement of its facilities and processes while furthering its legislative mandate through programming for the enjoyment of recreational activities and supporting all levels of athletic skill development. For more information visit: <https://orda.org/>

How to Connect With Us

NYS Olympic Regional Development Authority Olympic Center

2634 Main Street
Lake Placid, NY 12946S

Tel: (518) 523-1655

Fax: (518) 523-8157

info@orda.org

Regional Development Authority
Olympic Center
2634 Main Street

Port of Oswego Authority



The Port of Oswego Authority is the first U.S. port of call and deep-water port on the Great Lakes from the St. Lawrence Seaway. Located on Lake Ontario, on route to the interior of North America, we are accessible from any international port in the world.

The historical port is also home to the Oswego Marina, the H. Lee White Marine Museum, historic maritime district, and fourteen companies that call it home for domestic and international operations.

The Port of Oswego's strategic location at the crossroads of the Northeastern North American shipping market, puts us less than 350 miles from 60 million people. Extend that to 750 miles and you'll reach half of the United States and Canadian population, and half of their business and manufacturing facilities.

Our location at the Southeastern point of Lake Ontario allows us to be a leader not only as a domestic partner, but as a leading international port. We are proud to be one of the most productive ports in North America, with nearly 120 vessels and more than one million tons of cargo moving through the port on an annual basis.

With international clients and cargoes that span the globe from Brazil and the Netherlands, to Russia and Indonesia, the Port of Oswego is an international contender. Free of coastal port congestion and large city traffic, we are able to offer all of our international and domestic shippers virtual year-round access to various Northeastern United States industrial and agricultural markets. As an ice free port, the Port of Oswego can receive vessel traffic 12 months out of the year, with deep draft vessels arriving from the North shore of Lake Ontario, even when the St. Lawrence Seaway is closed to navigation.

How to Connect With Us

Meghan Wahrendorf

Purchasing Technician

(315) 343-4503 x.106

mwahrendorf@portoswego.com

William Scriber

Executive Director

(315) 343-4503 x.109

wscriber@portoswego.com

www.portoswego.com

1 E. 2nd Street
Oswego, NY 13126

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Procurement Technical Assistance Centers



How to Connect With Us

FIND YOUR LOCAL NYS PTAC HERE:

<https://www.aptac-us.org/find-a-ptac/?state=NY>

APTAC is the professional organization of and for DoD-funded Procurement Technical Assistance Programs (PTAP). APTAC supports PTA Centers by providing comprehensive training, contracting updates, networking, and a voice in national government contracting assistance and policy are-nas.

The Procurement Technical Assistance Program was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the government marketplace.

PTACS HELP GOVERNMENT

- Ensure capable competition on the military, federal, state and local levels.
- Strengthen the Defense Industrial Base.
- Add new small, socially disadvantaged, women, veteran, Hubzone certified firms as capable suppliers.

PTACS HELP ALL BUSINESS

- Provide no-cost counseling, training and networking opportunities.
 - Assist Agencies and Primes meet their contracting goals.
 - 300+ locations across the U.S. and Territories.
- PTACs Help Communities
- Strategically aligned with:
 - State & Local Governments
 - Economic Development Agencies and
 - Educational Institutions
 - Boost economic activity by increasing contracts and subcontracts awarded.

2021 Return on Investment: \$517 for Every Federal Dollar Invested in PTACs!

- 56,000+ businesses trained and advised.
- 5,200+ events hosted by PTAC's on how to succeed in the government marketplace.
- \$24 Billion in contracts and subcontracts won.

PSEG Long Island, an Agent of LIPA



PSEG Long Island, an Agent of Long Island Power Authority (LIPA), a municipal subdivision of the State of New York, is the third largest public-power utility in the nation. Our mission is to enable clean, reliable, and affordable electric service for our 1.1 million customers on Long Island and the Rockaways, meet the expectations of our bondholders and be a trusted and valued member of the community. Since January 1, 2014, LIPA has contracted with PSEG Long Island, a subsidiary of Public Service Enterprise Group (PSEG), to operate the electric transmission and distribution infrastructure under a 12-year Operations Services Agreement (OSA). Among the services to be provided under the OSA, PSEG Long Island procures goods and services on behalf of LIPA for the day-to-day management of the electric grid.

WHAT WE BUY

PSEG Long Island, on behalf of LIPA, procures a variety of goods and services to support our operation and maintenance of the electric grid from power transformers, distribution transformers, wood and steel poles, construction services, engineering services, professional and consulting services, facilities and warehouse management services, MRO equipment, PPE, large/medium/small fleet vehicles and maintenance services, utility bodies services etc. The following table represents a partial list of the goods and services generally procured by PSEG Long Island.

HOW TO GET ON OUR BIDDERS LIST

All suppliers interested in doing business with PSEG Long Island must first register their business in our vendor registration portal. Please note there is no guarantee an invitation to participate in a bid event will be solicited. Supplier Registration Portal Link: <https://www.pseg.com/suppliers>

DOOR OPENERS: INSIGHT ON NAVIGATING OUR AGENCY

PSEG Long Island is committed to doing business with NYS Certified Minority and Women-Owned Business Enterprises (MWBE) in accordance with Executive Law 15-A. We strive to include the participation of MWBEs at both Tier 1 and Tier 2 levels in our procurement process. We recognize the value that diverse suppliers bring to our

How to Connect With Us

Jimmy Alty

Supplier Diversity Manager
516-398-8912

jimmy.alty@pseg.com

www.psegliny.com

175 East Old Country Road
Hicksville, NY- 11801

[https://www.psegliny.com/aboutpseglongisland/
proposalsandbids/](https://www.psegliny.com/aboutpseglongisland/proposalsandbids/)

Rosa Rhoden

Senior Manager of Procurement
516-719-4706

rrhoden@lipower.org

www.lipower.org

333 Earle Ovington Blvd Suite 403
Uniondale, NY- 11553

<https://www.lipower.org/about-us/proposalsbids/>

Public Employees Relations Board



The Public Employment Relations Board (PERB) was created in 1967 with the enactment of the Public Employees' Fair Employment Act (commonly known as the Taylor Law). In July 2010, PERB assumed the responsibility of administering the State Employment Relations Act (SERA).

WHAT WE DO

As the enforcers of the Taylor Law and SERA, it is the responsibility of PERB to: grant public employees the right to organize and be represented by a union of their choice; require public employers to negotiate with such unions concerning terms and conditions of employment of employees; establish impasse procedures for the resolution of disputes in negotiations; define and prohibit improper practices by unions and public employers; and prohibit strikes in the public sector.

WHAT WE BUY

PERB purchases a variety of professional goods and services. For more information on PERB and potential procurement opportunities, please see <http://www.perb.ny.gov>.

How to Connect With Us

Administrative Officer

New York State
Public Employment
Relations Board
www.perb.ny.gov

Regional Transit Service



WHO WE ARE/MISSION:

Regional Transit Service (RTS) is a regional transit authority established by New York State with more than 1,000 employees who proudly serve customers and business partners in Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Wayne and Wyoming counties. Recognized as one of the best-run transit systems in the nation, RTS partners with the community it serves to provide vital, safe, and sustainable transportation services to nearly 8 million people each year. We carry out our mission by connecting our customers to jobs, school, healthcare, shopping, and recreational activities every day.

PROCUREMENT PRACTICE:

RTS receives funding from both New York State and the Federal Government. As such, Diversity requirements follow the requirements of the funding source.

Federally-funded procurements are subject to Disadvantaged Business Enterprise (DBE) requirements.

State-funded procurements are subject to Minority/Women Business Enterprise (MWBE) and Service-Disabled Veteran-Owned Business (SDVOB) requirements.

Access to Procurement Information:

Firms interested in doing business with RTS are encouraged to register on our Supplier Portal where you can view upcoming and active events and their planholders' list, register to receive event notifications, submit bids and proposals, monitor payments, and sign and monitor contracts:

<https://supplierportal.myrts.com/>

How to Connect With Us

Justin Feasel

Manager of Purchasing and Project Management

jfeasel@MyRTS.com

Dawn Sywulski

"Manager of Contract Administration/
Civil Rights/Diversity Officer"

dsywulski@myRTS.com

www.myrts.com

585.654.0603

1372 East Main Street,
Rochester, New York- 14609

Roosevelt Island Operating Corporation



**Roosevelt Island
Operating Corporation**

WHERE WE ARE

The Roosevelt Island Operating Corporation (RIOC) is a 147-acre island located in the borough of Manhattan situated between Manhattan and Queens with road access from Queens. With a \$25-Million dollar Capital Development budget over the next 4 years and a dedicated Capital Development team, we have a selection of prioritized opportunities that we look forward to embarking on!

WHAT WE DO

RIOC is a public-benefit corporation with a mission to plan, design, develop, operate, and maintain Roosevelt Island. RIOC is committed to providing services that enhance the island's residential community. RIOC manages the two-mile long island's roads, parks, buildings, a sports facility, and public transportation, including the iconic aerial tramway. Additionally, RIOC operates a Public Safety Department that helps maintain a safe and secure environment for employees, business owners, visitors and the approximately 14,000 residents.

WHAT WE BUY

RIOC operates in essence as a town. The breadth of opportunities is wide here at RIOC. Some upcoming examples of projects to be developed or maintained are as follows:

Sportspark: sports facility, including gym, pool, locker rooms and multipurpose rooms. (approx. 45,000 sq. ft)

Seven Outdoor parks and fields

Telecom developments Motorgate: 8-story parking garage(

approx. 656,000 sq. ft) Cultural Center and Youth Center:

community centers that provide space to different programs such as dance classes, after school programs, religious

gathering etc. (approx. 13,000 sq. ft) The Chapel of the Good Shepherd (Historical Landmark property, approx. 10,178 sq. ft)

How to Connect With Us

Amy Firestein

Procurement Manager

Roosevelt Island Operating Corporation (RIOC)

524 Main Street Roosevelt Island,

NY 10044

212-832-4540

amy.firestein@rioc.ny.gov <https://rioc.ny.gov/>

The Blackwell House (Historical Landmark property, approx. 3,162 sq. ft) RIOC offices, Bus Garage and Warehouse (approx. 3,500 sq. ft) Five miles of Sea Wall repairs or replacement Ten RIOC busses

AVAC: Island-wide waste system via pneumatic tubes that collects residential building refuse to a central location, where it gets compacted and carted out of the island. (building approx. 24,835 sq. ft, plus miles of tubes)

TRAM buildings on Roosevelt Island and Manhattan which house all components of the cable cars. (approx. 5,239 sq. ft)
Information on RIOC's current RFPs can be located here: <http://rioc.ny.gov/216/RFPs-Bids>

RIOC advertises Request for Proposals (RFP) in the New York State Contract Reporter. <https://www.nyscr.ny.gov/> For the most updated list of RIOC RFP see the current issue of the New York State Contract Reporter. For any additional information you can contact Amy Firestein at RIOC.

State University Construction Fund



The State University Construction Fund (the Fund) was created in 1962 by Governor Rockefeller and the State Legislature and established to expedite the completion of SUNY's \$700 million master plan that would enable SUNY to accommodate double the number of students. The Fund manages the capital projects for the educational facilities (all campus facilities excluding residence halls), and hospital facilities, on each of the state-operated campuses and hospitals. Capital projects for these facilities can also be managed by the campuses. SUNY is the Fund's only client. The Fund has no authority to build for any other entity, and our sole mission is to act as an agent for SUNY to design, construct, acquire and improve State University facilities.

How to Connect With Us

Scott W. Clay

Director

H. Carl McCall SUNY Building 353 Broadway

Albany, NY 12246

518-320-1673

scott.clay@suny.edu

www.sucf.suny.edu

State University of New York



The State University of New York (SUNY) is the largest comprehensive system of higher education in the United States. It currently serves approximately 370,000 students, and more than 95 percent of all New Yorkers live within 30 miles of one of SUNY's 64 colleges and universities. In total, SUNY serves about 1.3 million students across its credit- and non-credit bearing courses and programs, continuing education, and community outreach programs.

WHAT WE DO

The mission of the state university system is to provide to the people of New York educational services of the highest quality, with the broadest possible access, fully representative of all segments of the population in a complete range of academic, professional and vocational postsecondary programs including such additional activities in pursuit of these objectives as are necessary or customary.

WHAT WE BUY

The SUNY procurement process is decentralized. While there are some University-wide contracts, each of the 30 state-operated campuses does the vast majority of their own purchasing. You are encouraged to contact the individual campus purchasing offices to share information about your business, be placed on their vendor list and discuss how your company might meet the campuses' specific needs.

HOW WE BID OUR WORK

SUNY bids where commodities or services are available from small businesses or New York State certified MWBEs, or where commodities or technology that is recycled or remanufactured is available, effective January 1, 2020, SUNY may make purchases in amounts not exceeding \$500,000 without competitive bidding. Advertising requirements under New York State Economic Development Law still apply. SUNY's bidding opportunities are advertised in the New York State Contract Reporter at [http:// www.nyscr.ny.gov](http://www.nyscr.ny.gov) and listed on the Fund's website as well.

How to Connect With Us

Rodney Smith

Director - MWBE and Supplier Diversity, Office
of System-wide Procurement
518.320.1376

Rodney.Smith@suny.edu

www.suny.edu/meansbusiness

SUNY System Administration H.
Carl McCall SUNY Building
Albany, NY- 12246

The Department of Citywide Administrative Services



How to Connect With Us

If Interested in Citywide Contracts for Goods/
Services Over \$100,000, please visit:
Citywide Contract Portfolio - Department of
Citywide Administrative Services (nyc.gov)
Apurchasing@dcas.nyc.gov
dcasmwbervices@dcas.nyc.gov or
Apurchasing@dcas.nyc.gov

The Department of Citywide Administrative Services (DCAS) provides critical resources to City agencies by helping them manage their personnel, facilities, real estate, procurement, fleet, and energy needs so that the City can provide high quality services to the public.

On an annual basis, DCAS purchases more than \$1 billion in goods, construction, and other services on behalf of other City agencies and for itself. This allows for greater efficiencies and cost effectiveness.

WHAT WE BUY

As part of this function, DCAS is helping deliver on Mayor Bill de Blasio's goals to increase opportunities for M/WBEs, including:

- Awarding \$20 billion to M/WBEs by the end of FY 2025
- Reaching over 10,000 City-certified M/ WBEs by the end of FY 2022
- Awarding 30% of the value of all City contracts to M/WBEs by the end of FY 2022

The New York State Governor's Office of Motion Picture & Television Development (MPTV)



**Governor's Office
of Motion Picture
& Television
Development**

How to Connect With Us

Yoni Bokser

Executive Director, Governor's Office of Motion
Picture & Television Development

nyfilm@esd.ny.gov

212-803-2330

Opportunities

LINK to Diverse Supplier Directory landing page:

<https://esd.ny.gov/film-tv-diverse-suppliers-directory>

WHAT WE DO

The New York State Governor's Office of Motion Picture & Television Development (MPTV), a division of Empire State Development, aims to grow and support the film, television and digital media industries by guiding filmmakers and content creators through the many programs and assets New York State has to offer. MPTV promotes New York's top-tier talent, state of the art facilities, competitive tax incentives, and versatile locations that can double for anywhere in the world. The office serves as a liaison between production companies and local governments, state agencies, local film offices and professional location scouts and managers. MPTV collaborates on programs and initiatives to help advance the next generation of diverse talent, including the New York State Multicultural Creativity Summit, the New York Entertainment Workforce Diversity Grant Program, and the Diverse Suppliers Directory. More information on filming across New York State can be found at esd.ny.gov/industries/tv-and-film.

NEW YORK STATE'S FILM & TELEVISION INDUSTRY

Ranking second in the nation in industry jobs, wages, and number of productions, New York State is home to one of the most dynamic film and television ecosystems in the world, boasting a strong infrastructure and robust economy. The industry supports over 57,000 jobs, over \$3.7 billion in earnings, and \$10 billion in spending each year in New York State.

It's not only film and television industry professionals who benefit from this economic activity; in addition to actors and crew, productions need caterers, dry cleaners, waste management firms, mechanics, accountants, construction companies, hardware suppliers, office cleaners, and a wide variety of other products, vendors, and services

LIST YOUR BUSINESS IN THE NEW YORK STATE FILM & TV INDUSTRY DIVERSE SUPPLIER DIRECTORY

Although MPTV does not typically conduct procurement, it does manage an online directory of diverse vendors targeted to hundreds of film productions to hire services and suppliers that reflect the diversity of the broader New York State community. The Diverse Suppliers Directory aims to increase diversity in New York's entertainment industry by connecting producers and entertainment industry professionals with diverse vendors across the state, including costume designers, makeup artists, grip/camera equipment, janitorial services, security companies, health and safety services, landscaping, and more. New York-based business owners who self-identify as diverse and want to supply goods and services to film, television and media productions in New York State are encouraged to apply at esd.ny.gov/film-tv-diverse-suppliers-directory.

United Nations Development Corporation



The United Nations Development Corporation is a New York State public benefit corporation created in 1968 to develop and operate office space and other facilities for the United Nations in the vicinity of UN headquarters in New York City. UNDC operates the One, Two, and Three UN Plaza buildings which contain approximately one million square feet of office space. Most of the office space at One and Two UN Plaza is occupied by the UN, and all of Three UN Plaza is occupied by UNICEF as its worldwide headquarters.

WHAT WE BUY

UNDC purchases a range of services related to the operation and maintenance of its buildings, certain professional services, and construction contractor services related to capital improvement projects. Additional information is available on our website at www.undc.org. Procurement opportunities valued at \$50,000 or more are advertised in the New York State Contract Reporter.

How to Connect With Us

Robert Cole

Executive Vice President

rcole@undc.org

Justin Handman

Assistant Vice President,

Director of MWBE

Compliance

jhandman@undc.org

United Nations Development Corporation

Two UN Plaza, 27th Floor

New York, NY 10017

(212) 888-1618

www.undc.org

Upper Mohawk Valley Regional Water Authority



The Mohawk Valley Water Authority was created to deliver superior potable water that meets or exceeds all water quality standards. The company continually strives to operate, maintain and improve its water distribution system in a manner that supports regional economic development and provides customers with cost-effective, reliable and professional water services.

How to Connect With Us

Scott Gorgas

Deputy Comptroller

315-792-0359

sgorgas@mva.us

www.mva.us

1 Kennedy Plaza Utica,
NY- 13502

Westchester County Health Care Corporation



**Westchester
Medical Center**

Westchester Medical Center Health Network

Located in Valhalla, New York, Westchester Medical Center is the Hudson Valley region's advanced medical care and referral hospital, serving more than 3.5 million people. Each year, more than 120,000 patients receive care at Westchester Medical Center in every clinical specialty through our main hospital, our Maria Fareri Children's Hospital – the only all-specialty children's hospital in the region - and our Behavioral Health Center. Westchester Medical Center's services are also accessible to residents of New York City and portions of Fairfield County, Connecticut.

Westchester Medical Center is committed to meaningfully engaging the supplier diversity community by proactively engaging the diverse businesses located throughout the communities we serve. Our Supplier Diversity Initiative focuses on cultivating partnerships with Minority and Women-Owned Business Enterprises and Service Disabled Veteran-Owned Businesses. We understand supplier diversity supports local communities, generates fresh perspectives and drives innovation, which enhances our competitive advantage. Ensuring that our procurement opportunities are open to all members of the diverse communities we serve is a top priority. For Westchester Medical Center, investing in the economic health and wellness of our diverse communities is good business.

Door Openers: Insight on Navigating Our Agency

Westchester Medical Center's procurement policy and procurement opportunities can be found at

www.WestchesterMedicalCenter.com/procurement

How to Connect With Us

Ainsley Maynard

MWBE Analyst

ainsley.maynard@wmchealth.org

((914) 493-5959

100 Woods Road

Valhalla, NY 10595

www.westchestermedicalcenter.com

Workers Compensation Board



The Workers' Compensation Board (WCB) protects the rights of employees and employers by ensuring the proper delivery of benefits and by promoting compliance with the law. Through year-round outreach events the Office of the Advocate for Business connects with the business community to share beneficial information with all NYS Employers by providing publications and contact sheets, participating in educational presentations important to business and assisting employers with understanding regulatory compliance requirements.

PROCUREMENT:

The Board encourages MWBE participation in procurements and consults The Division of Minority and Women's Business Development Directory of Certified MWBEs and submitted capability statements to conduct outreach to firms appropriate for each new procurement. Identified firms receive an announcement of the procurement opportunity directly from the WCB. In addition, MWBE Guidelines and the Directory link are included in solicitations to encourage Bidders to directly contact MWBE entities to discuss opportunities.

Procurements to support the operations of the WCB are often exacting and require specific skill-sets, specialized work, and knowledge. Agency Contracts fall primarily within the Industry Category of Services & Consultants in the fields of Financial, Legal, Administration and Technical.

The NYS Office of General Services handles all construction related procurements on behalf of the Board.

Additional Information:

- WCB Procurement website: wcb.ny.gov/procurements.jsp
- New York State Contract Reporter website: nyscr.ny.gov
- WCB Procurements email: WCBContracts@wcb.ny.gov
- WCB MWBE-SDVOB email Capability Statements to: wcbmwbe.sdvoib@wcb.ny.gov

Section 3: Certification and More

Become New York State Certified

The Division of Minority and Women's Business Development (DMWBD), Empire State Development, New York's economic development agency, administers the New York State Minority and Women-Owned Business Enterprise (MWBE) program.

Why should you seek NYS certification as a Minority or Women-Owned Business Enterprise (MWBE)?

Certified MWBEs are listed in the New York State Directory of Certified MWBE Firms. The Directory is used by New York State agencies, public authorities, prime contractors and more to find MWBEs for procurement opportunities.

Benefits of NYS MWBE Certification:

- Listed on the NYS Directory of Certified MWBE Firms.
- Access to MWBE procurement and/or contracting opportunities.
- Access to lending and bonding programs exclusively for New York State Certified MWBEs.
- Access to statewide network of services, trainings, workshops, technical assistance and MWBE events

Qualifications for NYS MWBE Certification

To qualify for New York State MWBE certification, an applicant must successfully demonstrate the following:

- Be a for-profit firm that is at least 51 percent owned, operated and controlled by citizens or permanent resident aliens who are either a minority and/or a woman.
- The firm must be independently owned, operated and controlled by minority and/or women members. The ownership must be real, substantial and continuing, and owner(s) must exercise the authority to control and independently operate the day-to-day business decisions.
- Each minority or woman upon which certification is based must have a Personal Net Worth (PNW) which does not exceed \$15 Million after allowable deductions. These are allowable deductions under the law:
 - Primary residence or the mortgage for that residence
 - Ownership interest in the applicant firm
 - Ownership interest in a holding company established for the exclusive and sole purpose of leasing machinery, equipment, or vehicles exclusively to the certified minority or women-owned business enterprise, that is majority owned by the minority group member or women relied upon for certification, and the holding company does not own any other assets of any kind.
 - Up to \$750,000 of any qualified retirement savings plan.
- Each applicant firm must be independent, active and in business for at least one year.
- Each applicant must not employ more than 300 employees (full-time or part-time).
- All applicants must have the 'Authority to Do Business in New York State' prior to applying.

NYS MWBE Certification: Getting Started

View our Animation Video: NYS MWBE Next Generation Certification Process!

Learn more about the decentralized MWBE certification process in the Division of Minority and Women's Business Development's new animated video. <https://esd.ny.gov/doing-business-ny/mwbe>

Take the MWBE Certification Assessment Tool

The MWBE Certification Assessment Tool ("self-assessment tool") is the first step towards certification. This tool helps MWBE applicants better understand the criteria for NYS MWBE certification and aims to improve our customer service. The purpose of the self-assessment tool is to assist MWBEs in the preliminary steps toward certification. While utilizing

this tool does not offer legal advice or guarantee certification, it allows prospective businesses to assess if they meet the NYS MWBE certification eligibility criteria.

The self-assessment tool is located on DMWBD's website: <https://esd.ny.gov/doing-business-ny/mwbe> and specifically under the "How do I become MWBE certified?" section. It can also be accessed directly by visiting: <https://esd.ny.gov/doing-business-ny/mwbe/mwbe-certification-assessment>

The New York Contract System

The New York State Contract System (NYSCS) enables users to apply for the NYS MWBE certification, search for NYS MWBE certified firms, and easily interact with New York State agencies and authorities. The NYSCS holds the public Directory of Certified MWBEs and enables businesses to be found by New York State agencies, authorities, prime contractors, and others for procurement opportunities. Certified MWBEs can also easily manage their own records, maintain accurate contact information, and submit reports online. The NYSCS can be accessed by visiting: <https://ny.newnycontracts.com/>

New York State Contract System

CERTIFICATION APPLICATION OPTIONS FOR FIRST TIME APPLICATIONS

If you are seeking certification as a Minority and/or Women-Owned Business from New York State, review the options below to identify which application is best for your firm.

I. New York State MWBE New Application

Firms that have never been certified by any of the New York State based or Federal Partners listed below (under New York State MWBE Fast-Track Application) can proceed to apply by following these steps:

1. Login to <https://ny.newnycontracts.com/>;
2. Click "Certify or Recertify with New York" under 'MWBE Certification'
3. Click "Create Account" under "Option 1: New Certification"
4. Click on "Apply/Renew/Update Certification"
5. Select the option "Your firm has never been certified by New York State"
6. Click on "Your firm is not certified by any of the New York agencies listed above, is not a DBE, and is not a Federal 8(a) firm"
7. Then, click on "Submit a new MWBE application".

Take a moment and view the eligibility criteria for each option to determine if your firm meets the requirements listed in the qualifications section above or online before completing the application.

II. New York State MWBE FAST-TRACK Application

Firms based in New York State and certified by one of the below listed New York State and/or Federal Fast-Track Partners can utilize the NYS MWBE Fast-Track application option:

New York State Based Partners

- County of Erie and City of Buffalo, Joint Certification Committee
- New York City Department of Small Business Services
- Port Authority of New York and New Jersey
- New York & New Jersey Minority Supplier Development Council
- Women President's Educational Organization (Women's Business Enterprise National Council – NY Chapter)

Federal Partners

- U.S. Department of Transportation Disadvantaged Business Enterprise (DBE)
- U.S. Small Business Administration Federal 8(a) Disadvantaged Business

To begin the Fast-Track application process, please:

1. Login to <https://ny.newnycontracts.com/>
2. Click "Certify or Recertify with New York" under 'MWBE Certification'
3. Click "Create Account" under "Option 1: New Certification"
4. Click on "Apply/Renew/Update Certification"
5. Select the option "Your firm has never been certified by New York State"
6. Click on "Your firm is based in New York State and is currently certified as an MBE and/or WBE by one of the entities listed below (e.g., New York State based partners)"; or, if certified by a federal partner:
 - Click on "Your firm is certified as a Disadvantaged Business Enterprise (DBE) in the U.S. DOT program from anywhere in the country", or
 - Click on "Your firm is certified as a Federal 8(a) Disadvantaged Business with U.S. Small Business Administration
7. Click on "Submit Fast-Track application"

III. Disadvantaged Business Enterprise (DBE)

Firms

There are numerous opportunities for Disadvantaged Business Enterprises (DBEs) in New York State. DBEs are eligible for contract opportunities on projects that receive federal funding.

If your firm is currently certified as a DBE from anywhere in the country and meets certain criteria, you may use the Fast-Track Application and Release of Information forms to become a New York State certified MWBE.

IV. Federal 8 (A) Business Development Program

Firms

If a firm is currently part of the Federal 8(a) program from anywhere in the country and meets certain criteria, you may use the Fast-Track Application and Release of Information forms in this section to become a New York State certified MWBE.

V. Standard Application: New application with addendums for Port Authority of New York and New Jersey, The Joint Certification Committee of Erie County and City of Buffalo, and New York Department of Small Business Services

New York State and our partners listed above have made it easier for firms certified with one entity to apply for certification with the other. Firms can use this addendum feature within the application even if they have no prior or current certifications. Please note that our Certification unit will only forward your certification application information to these addendum partners if you become certified with New York State.

RECERTIFICATION

What You Need to Do

If you are currently a NYS certified MWBE and seek to recertify your business, log-in to your account in the New York State Contract System to begin the process today:

1. Login to "<https://ny.newnycontracts.com/>"
2. Click "Certify or Recertify with New York" under 'MWBE Certification'
3. Click on "Login" under "Option 2: Recertification or Vendor Profile Update"
4. Click on "Apply/Renew/Update Certification"
5. Select the option "Your firm has been or is currently certified by New York State."
6. Click on "It is the FIFTH year since your original certification or last certification, or you have been notified to submit a recertification application".

UPDATE YOUR NEW YORK STATE MWBE PROFILE

What You Need to Do

If you are seeking to update your firm's profile, you can begin the process today:

1. Login to <https://ny.newnycontracts.com>
2. Click "Certify or Recertify with New York" under 'MWBE Certification'
3. Click on "Login" under "Option 2: Recertification or Vendor Profile Update"
4. Click on "Apply/Renew/Update Certification"
5. Select the option "You would like to update your certification profile or report a change."
6. Then, click on either:
7. "Update ONLY business name, DBA name, address, phone, fax, and/or email"; or,
8. "Add/update commodity, supply, and/or service work categories on your certification profile".

How To Connect with Us

MWBE Certification Unit Division of Minority and Women's Business Development,
Empire State Development
Customer Care Unit

MWBEcertification@esd.ny.gov

Tel. (212) 803-2414

For more information on getting certified, please visit:

<https://esd.ny.gov/mwbe-new-certification>

Section 4:

Doing Business in New York State as an MWBE

New York State is committed to assisting businesses across all market sectors to increase contracting opportunities with State agencies and authorities. Navigating the process requires mining many opportunities and identifying the ones that are right for your firm.

If you are an MWBE, there are opportunities to work for a state agency or authority as a prime contractor.

Mission

The mission of the Division of Minority and Women's Business Development is to promote equality of economic for Minority and Women-owned Business Enterprises (MWBEs) and to eliminate barriers to their participation in state contracts.

DMWBD Business Development Unit

DMWBD's Business Development Unit provides the following services to help New York State Certified MWBEs navigate NYS government, both directly and through referrals to state partners.

Technical Assistance

- Training opportunities
- Procurement strategy counseling

Networking Opportunities

- Annual New York State MWBE Forum
- New York State Regional MWBE Opportunities Expo Series

Special Initiative Programs

- Mentor Protégé Program
- New York State MWBE Business Growth Accelerator (BGA) Program

To learn more visit

<https://esd.ny.gov/doing-business-ny/mwbe/mwbe-business-development-unit>

Follow the Division of Minority and Women's Business Development on Social-Media.

Whom to Contact:

Business Development Unit,
Division of Minority and Women's Business
Development
Empire State Development
633 Third Avenue
New York, NY 10017

MWBEBusinessDev@esd.ny.gov

Customer Care Unit
Division of Minority and Women's Business
Development
Empire State Development
633 Third Avenue
New York, NY 10017
(212) 803-2414

MWBECertification@esd.ny.gov

Christine McCann

Deputy Director, Division of Small Business
Procurement Assistance/NYS
Contract Reporter Empire State Development
625 Broadway
Albany, NY 12207
(518) 292-5320

Christine.McCann@esd.ny.gov

www.nyscr.ny.gov | www.esd.ny.gov

Social Media
Twitter: <https://twitter.com/NYSMWBE>
LinkedIn: <https://www.linkedin.com/showcase/nys-mwbe>

Where to Find Contract Opportunities

- The New York State Contract Reporter (NYSCR) — The New York State Contract Reporter, <https://www.nyscr.ny.gov/>, is New York State's official publication of procurement activity for all New York State agencies, public authorities, and public benefit corporations. Registration on the Contract Reporter is free.

New York State agencies and authorities using the Contract Reporter must advertise procurements of \$50,000 or more (including discretionary purchases) when soliciting bids from the business community for goods, services, and construction projects.

- Discretionary Purchases — Agencies can make direct procurements to certified MWBEs of up to \$500,000 in value without a formal bid process. Know that (a) discretionary spend between \$50,000 - \$500,000 must be advertised in the NYSCR; (b) discretionary spend less than \$50,000 is NOT required to be advertised in the NYSCR; and (c) The Metropolitan Transit Authority (MTA) has increased its discretionary spend cap with certified MWBEs to \$1,000,000. Engage directly with Agencies and Authorities to learn if they have discretionary opportunities.

- Agency Procurement Websites — New York State agencies and authorities have individual websites listing their competitive and discretionary procurement opportunities. Independently research each NYS agency/authority, and determine which agencies' needs best fit your offered services/products. Visit each agency website for additional details.

- The NYS Office of General Services (OGS) — OGS manages centralized contracts in the Commodities, Information Technology (IT), and Services. There are presently more than 1,500 centralized contracts in place, valued at over \$29 billion. Contracts meet a broad range of commodities, services, and technologies that fit the form, function, and utility requirements of contract users. Generally, a centralized contract is established through an open, competitive-bid process among eligible businesses for the purchase of commodities. Service and technology contracts are procured using best value. Certified MWBEs can compete as Prime contractors, as well as subcontractors or resellers on centralized contracts. For more information visit: <https://ogs.ny.gov/procurement/ogs-centralized-contracts>.

- Open Book New York — Open Book New York allows one to (1) Search through existing State contracts in this online publication. MWBEs can search by agency, prime vendor, contract number or start dates (2) Create an outreach list of State Agencies and Authorities for you to contact. (3) Contact the primes identified to learn about potential future subcontracting opportunities and to discuss how and why your company should be considered for these opportunities. One can also search past contracts going back twelve years to determine if their goods or services have been purchased in the past. For more information visit: <https://www.osc.state.ny.us/open-book-new-york>



Section 5:

Access to Capital and Additional Resources

New York State Offers a variety of small business resources to help you succeed.

BRIDGE TO SUCCESS LOAN PROGRAM

The Bridge to Success Loan Program provides qualified Minority and/or Woman-Owned Business Enterprises (MWBEs) access to short-term bridge loans necessary to participate in contracting opportunities with New York State through participating lenders. These loans typically range from \$75,000 to \$200,000, with loan terms up to 24 months. Funds will provide qualified MWBEs with bridge capital giving them a better chance to secure and perform on contracting opportunities.

The Benefits of Bridge to Success

- Loan amounts up to \$200,000.
- Lending periods up to 24 months.
- \$20 million in short-term loans provided by participating lenders in New York State.
- \$2.73 million Loan Loss Reserve Fund provided by ESD to encourage lending to MWBEs

Participating Lenders:

- Carver Federal Savings Bank New York City Region
- New York Business Development Corp (NYBDC) Statewide
- State Employees Federal Credit Union (SEFCU) parts of the Capital District, Southern Tier, Central New York, Mohawk Valley, Finger Lakes and Western New York Regions
- Tompkins Mahopac Bank Mid-Hudson Region
- TruFund Financial Services (TruFund) Mid-Hudson, Long Island and New York City Regions

Find Out More:

If you're interested in applying, please visit:
<https://esd.ny.gov/bridprogramqe-success-loan->

SURETY BOND ASSISTANCE PROGRAM

The New York State Surety Bond Assistance Program (NYSBAP) provides technical and financial assistance to help contractors secure surety bonding. Contractors may be eligible to receive a guarantee of up to 30% to secure a surety bond line, bid bond or a performance and payment bond on state projects.

Being eligible for this program does not automatically ensure bonding. Approval is based on both underwriting by a surety company and ESD's credit assessment. Participating surety companies will make a credit determination in accordance with their internal underwriting standards.

Who is eligible?

- Applicant must be a NYS small business or MWBE with at least two years of business operation.
- Maximum bond line or project size is \$2 million
- Minimum average gross revenue of \$400,000 in the last two fiscal or calendar years and maximum gross revenue not to exceed \$5 million in the most recent calendar or fiscal year.
- Minimum credit score of 600.
- Previous experience completing similar work to the contract opportunity being pursued.

Find Out More:

If you're interested in learning more, please visit:
<https://esd.ny.gov/new-york-state-surety-bond-assistance-program>

Entrepreneurship Assistance Centers

Entrepreneurship Assistance Centers (EACs) provide instruction, training, technical assistance and support services to new and aspiring entrepreneurs in local communities statewide. The 24 EACs assist new and aspiring entrepreneurs with MWBE Certification applications, as well as developing basic business management skills, devising marketing plans, and obtaining business financing.

Find Out More:

If you're interested in learning more, please visit:

<https://esd.ny.gov/entrepreneurship-assistance-centers>

