

NYS MWBE

Business Growth Accelerator Program



Division of Minority
and Women's
Business Development

About the Business Growth Accelerator (BGA) Program

The leading-edge 12-month immersive BGA program provides certified and growth-oriented minority and women-owned business enterprise (MWBE) firms with intensive technical assistance and business development training to accelerate and sustain their business growth.

The regional incubators will provide MWBEs the tools, networks, and resources through both in-person and virtual business development assistance. The training will consist of workshops, one-on-one mentoring, networking, and partnerships to strengthen the operational and development capacity and skills for the growth and sustainability.

Curriculum Topics:

Training topics include but are not limited to:

- Business to Business/Business to Agency
- Technology and Financial Acumen
- Access to Capital, Insurance, and Bonding
- Marketing, Advertising, and Branding
- Scaling and Market Growth
- Project Management and Human Resources Management

BGA Program Structured:

The duration of the program is 12 months:

- **Month 4 - 6:** Curated business development curriculum design and delivery.
- **Month 6 - 8:** Implementation of individualized MWBE business growth plans, mentoring and technical assistance.
- Each incubator will train a cohort divided into two (2) tiers (construction services and construction consulting firms) based on firms' construction project experience and business size.
- The BGA Program covers New York City, Long Island, Mid-Hudson, Central New York, Mohawk Valley, Capital Region economic development regions. Next BGA program editions will cover additional regions.

BGA Eligibility Criteria:

- Must be a construction service and or construction consulting firm
- Be a currently certified NYS MBE, WBE or MWBE
- Must be in business for at least two (2) years
- Must have at least two employees
- Demonstrate annual revenues between \$500,000 and \$5 million during the most recent year
- Business located in the Incubator region
- An application submitted to one of the selected incubators

A Division of Empire State Development

HAVE QUESTIONS? NYS MWBE Certification Hotline: (212) 803-2433

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