



# State of New York

## Empire State Development

*2024 Disparity Study*



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# E-Executive Summary

## E.1 Introduction

Empire State Development, the State of New York's primary economic development agency, retained MGT of America Consulting, LLC (MGT) to conduct a comprehensive Disparity Study. This study aims to evaluate potential discrepancies in the engagement of minority- or women-owned business enterprises (MWBES), as defined by New York State law, compared to their presence and readiness within the marketplace to offer goods or services sought by the State for procurement.

MGT's analysis spans the period from April 1, 2016, to March 31, 2022, encompassing the sectors of Construction, Construction-Related Services ("CRS"), Non-Construction Related Services, and Commodities.

The primary focus of the Study is to assess whether a disparity exists between the pool of available MWBES capable of providing goods or services within the specified industry categories (availability) and the percentage of New York State contracting dollars committed to MWBES, either as prime contractors or subcontractors (utilization).

The study finds statistical evidence of the presence of business discrimination against MWBES in both the private and public sector within New York State's marketplace. Additionally, to add to the statistical evidence, MGT conducted qualitative and anecdotal activities to understand the discriminatory experiences of vendors in the marketplace. The results of these activities were also consistent with the presence of discrimination against MWBES in the marketplace.

### E.1.1 Legal Framework

When states or local governments institute contracting programs aimed at addressing racial and gender disparities, they must do so consistent with the legal precedents established in federal courts. These cases set forth specific criteria that must be met to ensure these programs pass constitutional scrutiny. Given the evolving legal landscape, local governments must undertake meticulous fact-finding endeavors to construct a robust evidentiary foundation, determining whether discrimination exists to warrant remedial action. Moreover, state and local authorities must continuously update this information and adjust their programs accordingly.

In devising and executing race- or gender-conscious contracting initiatives, understanding how courts interpret constitutional requirements is paramount. To withstand strict scrutiny, agencies must demonstrate a compelling interest justifying such programs. This interest typically begins by illustrating past instances of government discrimination, primarily through statistical disparities between the availability and utilization of firms across demographic categories. However, this analysis must extend beyond statistics to consider factors such as the nature of work, firm capacity, interest in securing agency contracts, and the treatment of subcontractors, especially as many are MWBES yet to enter the prime contractor sphere. Quantitative analysis should be supplemented with qualitative evidence garnered from interviews, surveys, and other anecdotal data collection methods.

Even with a factual basis established, any race-conscious program must be narrowly tailored. Key elements of narrow tailoring include earnestly exploring race-neutral alternatives, setting goals in alignment with business availability, implementing flexible program mechanisms, and avoiding haphazard group inclusions. Courts have consistently upheld federal DBE regulations as meeting these criteria.

While the Second Circuit has not ruled on an MBE program's factual basis in over two decades, guidance from the Fourth Circuit and other federal circuits offers foundational standards. Ultimately, MBE and WBE programs can withstand legal challenges if state and local governments adhere scrupulously to court-mandated requirements.

## **E.1.2 Study Scope and Data Parameters**

The scope of the disparity study included defining the State's market area and analyzing contract data from the State's financial records. MGT staff compiled and reconciled electronic data provided by the State to merge prime and subcontractor contract data to create a Master Utilization Database to support the needs of the study. MGT utilized the State's financial records as the source of prime data and a portion of the subcontractor data that was combined with the subcontractor data collected via a survey of the primes. Based on a common contract ID across both datasets, MGT merged the subcontractor data with the prime data to make up the Master Utilization Database.

## **E.1.3 Market Area**

Defining the Relevant Market Area is pivotal for conducting a thorough examination of contracting activities with vendors, encompassing qualitative analysis, availability estimations, and the determination of disparities. MGT employs a principled approach, predominantly relying on agency spending patterns and historical programmatic considerations to delineate an appropriate geographic boundary.

In establishing the geographical parameters for the study, MGT generally adheres to the widely accepted 75 percent standard to isolate the relevant market area. These areas, defined by geographic units such as counties and states, are chosen for several reasons: firstly, courts have endorsed the use of standard geographic units in conducting equal employment opportunity and disparity studies; secondly, these units are externally determined, eliminating subjective judgments; and thirdly, data collection by federal agencies, including the U.S. Census, routinely employs such geographic units.

Following an analysis of the State's procurement activities, it was determined that the 62 counties comprising New York State should constitute the market area. This selection is substantiated by the fact that this 62-County Market Area accounts for the majority (64.37 percent) of the dollars awarded to vendors based on the procurement data examined in the Study. While the 75% threshold is typically used as a guideline for defining the relevant geographic area in disparity studies, falling below this threshold can be permissible if the portion of procurement represented still constitutes a significant majority of overall procurement activity and allows for meaningful disparity analysis within that area, which is the case for New York State.

Furthermore, in three of the four business procurement categories analyzed (Construction, Construction-Related Services, and Non-Construction Related Services), the 62-County Market Area represents over 75% of the dollars awarded to vendors. However, commodities procurement falls below the 75%

threshold. This variance is generally acceptable due to the distinct characteristics of commodity procurement outlined in **Chapter 4, Section 4.3.3 Market area Conclusions**. It's crucial to acknowledge and accommodate these divergences in procurement practices across different industries.

## E.2 Key Findings

### E.2.1 Availability Estimates *(Chapter 5, Appendix C)*

A reliable estimation of the number of firms *willing* and *able* to provide each of the respective services under the examination scope is an incumbent element in the determination of disparity. Post-*Croson* case law has not prescribed a single approach to deriving firm availability, and agencies have used various means to estimate pools of available vendors that have withstood legal scrutiny.

MGT calculates availability based on a “custom census” approach. This approach is the most accurate for calculating availability at its most granular level. An in-depth explanation of this approach is provided in **Chapter 4**. Detailed availability results by business category and 4-digit NAICS code are provided in **Appendix C, Utilization, Availability, and Disparity by NAICS Codes**. The availability estimates by industry category are illustrated in **Table E-1**.

TABLE E-1.  
ESTIMATION OF AVAILABLE FIRMS

BUSINESS OWNERSHIP CLASSIFICATION	ALL	CONSTRUCTION	CONSTRUCTION RELATED SERVICES	NON-CONSTRUCTION SERVICES	COMMODITIES
ASIAN - FEMALE	1.46%	0.82%	0.99%	1.23%	1.98%
ASIAN - MALE	2.50%	2.42%	4.79%	2.82%	1.87%
<b>ASIAN</b>	<b>3.96%</b>	<b>3.24%</b>	<b>5.78%</b>	<b>4.05%</b>	<b>3.85%</b>
BLACK - FEMALE	1.98%	0.67%	0.23%	2.42%	2.02%
BLACK - MALE	2.34%	3.23%	3.59%	2.40%	1.87%
<b>BLACK</b>	<b>4.32%</b>	<b>3.90%</b>	<b>3.83%</b>	<b>4.82%</b>	<b>3.89%</b>
HISPANIC - FEMALE	1.00%	1.70%	0.89%	1.34%	0.39%
HISPANIC - MALE	14.09%	6.14%	4.66%	26.41%	2.29%
<b>HISPANIC</b>	<b>15.09%</b>	<b>7.84%</b>	<b>5.55%</b>	<b>27.74%</b>	<b>2.68%</b>
NATIVE AMERICAN - FEMALE	0.10%	0.20%	0.00%	0.08%	0.10%
NATIVE AMERICAN - MALE	0.56%	1.14%	1.15%	0.18%	0.78%
<b>NATIVE AMERICAN</b>	<b>0.65%</b>	<b>1.33%</b>	<b>1.15%</b>	<b>0.26%</b>	<b>0.88%</b>
<b>TOTAL MINORITY FIRMS</b>	<b>24.03%</b>	<b>16.31%</b>	<b>16.30%</b>	<b>36.88%</b>	<b>11.30%</b>
NON-MINORITY FEMALE	14.78%	12.94%	12.66%	8.65%	23.17%
<b>TOTAL MWBE FIRMS</b>	<b>38.81%</b>	<b>29.25%</b>	<b>28.96%</b>	<b>45.53%</b>	<b>34.47%</b>
NON-MWBE	61.19%	70.75%	71.04%	54.47%	65.53%

Source: Chapter 4, Market Area and Availability Analyses

## E.2.2 MWBE utilization (Chapter 5, Appendix C)

In **Table E-2**, the public sector utilization analysis shows that non-MWBE firms are utilized at higher rates than their MWBE counterparts. New York State utilization with non-MWBE firms totaled 69.92 percent, while 30.08 percent went to MWBE firms. Overall, the highest utilization rates among MWBE classifications included non-minority female firms accounting for 18.20 percent of dollars awards and Asian and Pacific Islander firms accounting for 5.12 percent of dollars awards. Further analyzing the individual procurement categories, non-minority female firms had the greatest utilization among MWBE firms in Commodities at 32.61 percent or \$37.37 million, followed by non-minority female firms in Construction at 21.31 percent or \$7.17 million.

TABLE E-2.  
UTILIZATION ANALYSIS  
BY BUSINESS OWNERSHIP CLASSIFICATION AND BY PROCUREMENT CATEGORIES

BUSINESS OWNERSHIP CLASSIFICATION	ALL	CONSTRUCTION	CONSTRUCTION RELATED SERVICES	NON-CONSTRUCTION SERVICES	COMMODITIES
ASIAN - FEMALE	\$3,984,219,540	\$887,934,035	\$97,352,328	\$1,416,738,375	\$1,582,194,803
ASIAN - MALE	\$11,561,899,529	\$3,501,133,814	\$1,639,441,615	\$2,003,781,083	\$4,417,543,017
<b>ASIAN</b>	<b>\$15,546,119,069</b>	<b>\$4,389,067,850</b>	<b>\$1,736,793,942</b>	<b>\$3,420,519,457</b>	<b>\$5,999,737,820</b>
BLACK - FEMALE	\$7,921,705,801	\$116,251,439	\$34,389,787	\$4,786,106,775	\$2,984,957,800
BLACK - MALE	\$6,398,960,125	\$999,179,202	\$147,139,430	\$2,586,372,416	\$2,666,269,077
<b>BLACK</b>	<b>\$14,320,665,926</b>	<b>\$1,115,430,642</b>	<b>\$181,529,217</b>	<b>\$7,372,479,191</b>	<b>\$5,651,226,877</b>
HISPANIC - FEMALE	\$1,490,840,668	\$853,299,063	\$13,384,262	\$294,529,401	\$329,627,942
HISPANIC - MALE	\$4,001,580,591	\$1,337,237,379	\$363,585,012	\$1,340,827,367	\$959,930,832
<b>HISPANIC</b>	<b>\$5,492,421,259</b>	<b>\$2,190,536,442</b>	<b>\$376,969,275</b>	<b>\$1,635,356,767</b>	<b>\$1,289,558,774</b>
NATIVE AMERICAN - FEMALE	\$216,767,660	\$29,740,415	\$719,037	\$180,643,714	\$5,664,494
NATIVE AMERICAN - MALE	\$504,102,982	\$94,400,297	\$6,394,703	\$51,037,913	\$352,270,070
<b>NATIVE AMERICAN</b>	<b>\$720,870,642</b>	<b>\$124,140,712</b>	<b>\$7,113,740</b>	<b>\$231,681,627</b>	<b>\$357,934,564</b>
<b>TOTAL MINORITY FIRMS</b>	<b>\$36,080,076,896</b>	<b>\$7,819,175,646</b>	<b>\$2,302,406,174</b>	<b>\$12,660,037,042</b>	<b>\$13,298,458,035</b>
NON-MINORITY FEMALE	\$55,275,503,445	\$7,171,095,335	\$1,699,289,586	\$9,035,085,856	\$37,370,032,668
<b>TOTAL MWBE FIRMS</b>	<b>\$91,355,580,341</b>	<b>\$14,990,270,981</b>	<b>\$4,001,695,760</b>	<b>\$21,695,122,898</b>	<b>\$50,668,490,703</b>
NON-MWBE	\$212,380,906,143	\$18,663,029,328	\$9,576,995,830	\$120,215,198,994	\$63,925,681,992
<b>TOTAL FIRMS</b>	<b>\$303,736,486,484</b>	<b>\$33,653,300,309</b>	<b>\$13,578,691,589</b>	<b>\$141,910,321,892</b>	<b>\$114,594,172,695</b>
BUSINESS OWNERSHIP CLASSIFICATION	ALL	CONSTRUCTION	CONSTRUCTION RELATED SERVICES	NON-CONSTRUCTION SERVICES	COMMODITIES
ASIAN - FEMALE	1.31%	2.64%	0.72%	1.00%	1.38%
ASIAN - MALE	3.81%	10.40%	12.07%	1.41%	3.85%
<b>ASIAN</b>	<b>5.12%</b>	<b>13.04%</b>	<b>12.79%</b>	<b>2.41%</b>	<b>5.24%</b>
BLACK - FEMALE	2.61%	0.35%	0.25%	3.37%	2.60%
BLACK - MALE	2.11%	2.97%	1.08%	1.82%	2.33%
<b>BLACK</b>	<b>4.71%</b>	<b>3.31%</b>	<b>1.34%</b>	<b>5.20%</b>	<b>4.93%</b>
HISPANIC - FEMALE	0.49%	2.54%	0.10%	0.21%	0.29%
HISPANIC - MALE	1.32%	3.97%	2.68%	0.94%	0.84%
<b>HISPANIC</b>	<b>1.81%</b>	<b>6.51%</b>	<b>2.78%</b>	<b>1.15%</b>	<b>1.13%</b>
NATIVE AMERICAN - FEMALE	0.07%	0.09%	0.01%	0.13%	0.00%
NATIVE AMERICAN - MALE	0.17%	0.28%	0.05%	0.04%	0.31%
<b>NATIVE AMERICAN</b>	<b>0.24%</b>	<b>0.37%</b>	<b>0.05%</b>	<b>0.16%</b>	<b>0.31%</b>
<b>TOTAL MINORITY FIRMS</b>	<b>11.88%</b>	<b>23.23%</b>	<b>16.96%</b>	<b>8.92%</b>	<b>11.60%</b>
NON-MINORITY FEMALE	18.20%	21.31%	12.51%	6.37%	32.61%
<b>TOTAL MWBE FIRMS</b>	<b>30.08%</b>	<b>44.54%</b>	<b>29.47%</b>	<b>15.29%</b>	<b>44.22%</b>
NON-MWBE	69.92%	55.46%	70.53%	84.71%	55.78%

Source: Chapter 5, Product Market, Utilization, and Disparity Analyses

### E.2.3 Disparity Analysis *(Chapter 5, Appendix C)*

This section includes the results of the disparity ratios calculated in **Chapter 5**. MGT’s disparity index methodology yields an easily calculable value, understandable in its interpretation, and universally comparable. A disparity in utilization within the minority- and female-owned firms can be assessed comparing the availability of nonminority- and male-owned firms with their respective utilization. MGT applies two significant tests to determine statistical significance: (1) whether the disparity index is less than or equal to 80 percent of respective MWBE availability, which is labeled “substantial disparity,” and (2) whether the disparity index passes the t-test determination of statistical significance. In cases where one, or especially both, measures hold true, a remedy is typically deemed justifiable by courts, making these results critical outcomes of the subsequent analyses.

TABLE E-3.  
DISPARITY RATIO SUMMARY ANALYSIS

BUSINESS OWNERSHIP CLASSIFICATION	ALL	CONSTRUCTION	CONSTRUCTION RELATED SERVICES	NON-CONSTRUCTION SERVICES	COMMODITIES
ASIAN - FEMALE	Disparity	No Disparity	<b>Disparity</b>	Disparity	<b>Disparity</b>
ASIAN - MALE	No Disparity	No Disparity	No Disparity	<b>Disparity</b>	No Disparity
ASIAN	No Disparity	No Disparity	No Disparity	<b>Disparity</b>	No Disparity
BLACK - FEMALE	No Disparity	<b>Disparity</b>	No Disparity	No Disparity	No Disparity
BLACK - MALE	Disparity	Disparity	<b>Disparity</b>	<b>Disparity</b>	No Disparity
BLACK	No Disparity	Disparity	<b>Disparity</b>	No Disparity	No Disparity
HISPANIC - FEMALE	<b>Disparity</b>	No Disparity	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
HISPANIC - MALE	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
HISPANIC	<b>Disparity</b>	Disparity	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
NATIVE AMERICAN - FEMALE	<b>Disparity</b>	<b>Disparity</b>		No Disparity	<b>Disparity</b>
NATIVE AMERICAN - MALE	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
NATIVE AMERICAN	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
TOTAL MINORITY FIRMS	<b>Disparity</b>	No Disparity	No Disparity	<b>Disparity</b>	No Disparity
NON-MINORITY FEMALE	No Disparity	No Disparity	Disparity	<b>Disparity</b>	No Disparity
TOTAL MWBE FIRMS	<b>Disparity</b>	No Disparity	No Disparity	<b>Disparity</b>	No Disparity

Source: Chapter 5, Product Market, Utilization, and Disparity Analyses  
**BOLD** indicates substantial statistically significant disparity.

### E.2.4 Anecdotal Evidence of Discrimination

MGT gathered perceptions, experiences, and proposed suggestions to enhance the contracting experience from the business community, particularly among MWBE firms. Qualitative data were collected using multiple methods and included a broad reach of diverse businesses and business industries. MWBEs cited access to capital, informal networks, prime behavior, slow payment, etc. as barriers to doing business with the State. Several firms also felt discriminated against due to their race, ethnicity, or gender by the State, or prime contractors. Reoccurring comments cited the length of the

certification process, lack of response from procurement or contracting staff, and the denial of certifications as alarming issues.

## E.2.5 Disparities in the Private Sector

Analysis of the private sector demonstrates disparities that exist for MWBE firms operating in the private sector within the State's market area.

Specific findings from the research include:

- ♦ Findings from the U.S Census 2012 Survey of Business Owners (SBO) data and the U.S. Census 2020 NES-D data analysis show consistent underutilization of MWBE firms relative to their availability in the marketplace.
- ♦ Findings from the Public Use Microdata Sample (PUMS) from 2016-2020 data indicate that:
  - MWBE have significantly lower formation rates than non-minority males.
  - MWBE earn significantly less wages and business earnings than their non-minority male counterparts.

This evidence stands alongside the disparities observed in public sector contracting and anecdotal analysis to illustrate the substantial inequities that continue to exist in the State's marketplace. The evidence of widespread disparities in the private sector is relevant because the State is a passive participant in the private sector marketplace and it can be inferred that similar levels disparities in public sector contracting would be seen if not for the State's MWBE program.

TABLE E-4.  
SBO DATA ANALYSIS SUMMARY ANALYSIS

BUSINESS OWNERSHIP CLASSIFICATION	CONSTRUCTION (NAICS 23)		WHOLESALE TRADE (NAICS 42)		ADMIN AND SUPPORT (NAICS 56)		OTHER SERVICES (NAICS 81)	
	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS
AFRICAN AMERICAN	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
AMERICAN INDIAN AND ALASKA NATIVE	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
ASIAN	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	No Disparity	Disparity
HISPANIC5	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
NATIVE HAWAIIAN AND OTHER PACIFIC ISLANDER	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
NON-MINORITY FEMALE	No Disparity	No Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity

Source: Chapter 6, Private Sector Analysis

TABLE E-5.  
ABS DATA ANALYSIS SUMMARY ANALYSIS

BUSINESS OWNERSHIP CLASSIFICATION	CONSTRUCTION (NAICS 23)	WHOLESALE TRADE (NAICS 42)	ADMIN AND SUPPORT (NAICS 56)	OTHER SERVICES (NAICS 81)
	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS
AFRICAN AMERICAN	Disparity	Disparity	Disparity	Disparity
AMERICAN INDIAN AND ALASKA NATIVE	Disparity	No Disparity	Disparity	Disparity
ASIAN	Disparity	No Disparity	Disparity	Disparity
HISPANICS	Disparity	Disparity	Disparity	Disparity
NATIVE HAWAIIAN AND OTHER PACIFIC ISLANDER	No Disparity	Disparity	No Disparity	Disparity
NON-MINORITY FEMALE	Disparity	Disparity	Disparity	Disparity

Source: Chapter 6, Private Sector Analysis

## E.3 Key Recommendations

The following recommendations are based on the synthesis of MGT's findings and do not necessarily tie to one specific finding. MGT recommendations are presented in detail in **Chapter 8, Findings, Recommendations, and Selected Practices** within the full report.

### E.3.1 Improving Data Collection

By improving data collection, associating award and payment data, and enhancing data granularity, the State can gain a deeper understanding of its program's effectiveness. This will enable data-driven decision-making, targeted interventions, and continuous program improvement, ultimately leading to a more equitable and inclusive contracting landscape where small and MWBEs can thrive and contribute to the State's economic prosperity.

### E.3.2 Continue the use of MWBE Program Liaisons IN All NYS Agencies and Authorities

New York State should continue to have employees serve as M/WBE program liaisons/associates within each State Agency and Authority. These designated individuals will serve as crucial focal points, fostering program awareness, ensuring compliance, and driving utilization, ultimately leading to greater economic inclusion and a more diverse vendor network.

### E.3.3 Establish and Measure Key performance indicators (KPIs)

It is recommended that the State establish a comprehensive Key Performance Indicator (KPI) framework. This framework would serve as a critical tool for tracking progress towards DMWBD goals, aligning agency outcomes with these goals, and demonstrating the program's overall success.

### **E.3.4 Establish and Execute Business Processes and Workflows**

The State should continue to use and develop upon its business processes and workflows that will be used to evaluate State Agencies and Authorities performances as well as agency adoption of State policies and standards for program implementation.

### **E.3.5 Implement Discretionary Purchase Tracking and Training**

Implement comprehensive tracking of discretionary purchase awards by agency/authority, category, ethnicity, and region, facilitating informed decision-making and increased MWBE utilization.

### **E.3.6 Provide Increased Access to Capital**

By continuing to strategically utilize State Small Business Credit Initiative (SSBCI) funds, providing targeted financial education, and encouraging equity investment opportunities, New York State can empower MWBEs to overcome capital barriers and compete effectively in government contracting. This will not only enhance MWBE success but also contribute to a more equitable and vibrant economy within the state.

### **E.3.7 Implement Data Collection for Businesses Owned by Indian Nations and Tribes**

Addressing the limitations and challenges in collecting data for businesses owned by Indian nations or tribes is crucial for including them in future disparity analyses and promoting their fair and equitable inclusion.

### **E.3.8 Establish and Implement Contract Specific Goals**

To ensure equitable opportunities for all MWBE firms within the Relevant Market Area to compete in procurement processes, it is imperative to establish project-specific subcontracting goals. These goals should be tailored to the availability of MWBE firms for specific scopes of work across all industry categories, considering factors such as project estimated cost and historical MWBE utilization on similar projects.

By implementing project-specific subcontracting goals, the State can effectively address the disparities highlighted in this report. This proactive measure not only promotes inclusivity and diversity but also fosters a level playing field, empowering MWBE firms to actively participate and thrive in procurement opportunities.

### **E.3.9 Narrowly Tailored MWBE Program**

Any MWBE Program implemented to address the findings of this study should be narrowly tailored to specifically address the identified disparity in accordance with guidance from case law regarding race-conscious procurement programs. Developments in court cases involving federal disadvantaged business

enterprise (DBE) programs provide important insight into the design of local MWBE programs. Federal courts found have consistently found DBE regulations in 49 CFR 26 to be narrowly tailored. The federal DBE program has the features in **Table E-6** that contribute to this characterization as a narrowly tailored remedial procurement preference program. The State should adopt these features in any MWBE program.

TABLE E-6.  
NARROWLY TAILORED MWBE PROGRAM FEATURES

NARROWLY TAILORED GOAL-SETTING FEATURES	DBE REGULATIONS
NYS should not use MWBE quotas.	49 CFR 26(43)(a)
NYS should use race- or gender-conscious set-asides only in extreme cases.	49 CFR 26(43)(b)
NYS should meet the maximum number of MWBE goals through race-neutral means.	49 CFR 26(51)(a)

Source: Suggested features in a proposed narrowly tailored MWBE program based on USDOT 49 CFR 26.

### E.3.10 Aspirational Goals

New York State currently maintains a 30% MWBE aspirational goal, which serves as a benchmark for contracting endeavors across all industry categories. Initial estimations of MWBE availability within the State's market area form the foundation for establishing annual aspirational goals at a statewide level. As the State assesses its progress toward meeting these goals, it must carefully consider whether race- and gender-based interventions are warranted across all industry sectors.

The State should determine aspirational goals based on the relevant factors, such as availability and current utilization.

In addition to these overarching goals, the State must establish project-specific targets to effectively mitigate disparities based on MWBE availability for various project scopes.

# Empire State Development

2024 MWBE Disparity Study

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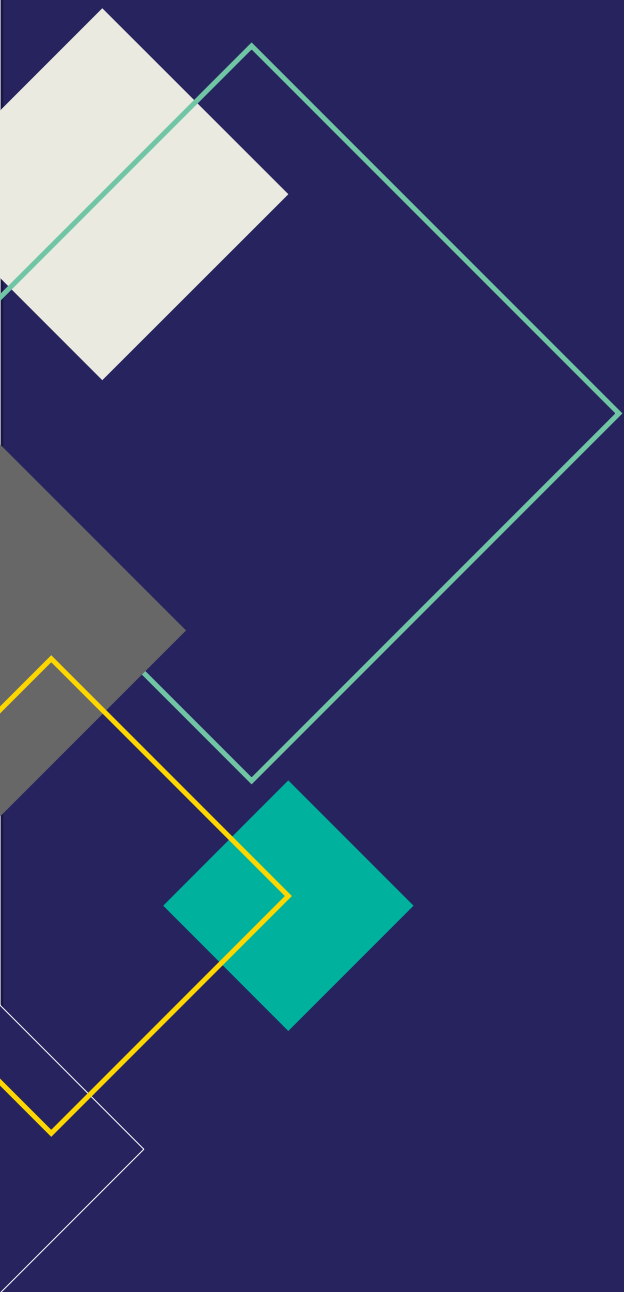
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# Acknowledgements

## Study Team

The MGT team who conducted the New York State’s Disparity Study is the most experienced and skilled team in the disparity study business. MGT staff has extensive social science research experience and experience in all aspects of disparity research. The experience of our team enables us to navigate the challenges, obstacles, and volatility associated with conducting a thorough Disparity Study, which can derail even the most well-planned and executed study.

Chapter Sections	
	♦ ♦ ♦
1.1	Study Team
1.2	Glossary of Terms

## Glossary of Terms

This glossary contains definitions of common terms and acronyms used throughout New York State’s 2024 Disparity Study. Additional and more detailed definitions can be found in various chapters of the report.

Anecdotal	A personal account of experiences of businesses doing business with or attempting to do business with the State and in the private sector marketplace collected through surveys, interviews, focus groups, and business engagement meetings.
Aspirational Goal	For the purposes of this report, a benchmark percentage of State agency spending on the participation of certified minority and/or women-owned businesses in procurement opportunities over a period of time. The aspirational goal is typically an annual goal.
Awards	Awards reflect anticipated dollar amounts a prime contractor or vendor is scheduled to receive upon completion of a contract.
Combined Statistical Area	Combined Statistical Area (CSA) are geographic entities defined by the U.S. Office of Management and Budget (OMB) for use by Federal statistical agencies in collecting, tabulating, and publishing Federal statistics.
Contract	A written agreement that formalizes the obligations of all parties involved.
Custom Census	Custom census involves using Dun & Bradstreet as a source of business availability. A short survey is conducted on a random sample of firms supplied by Dun & Bradstreet, requesting specific information, i.e., ethnic and gender status, and willingness to work on the New York State projects.

Disparity Index/ Disparity Ratio	The ratio of the percentage of utilization and the percentage of availability for a particular demographic group times 100. Disparities were calculated for primes and subcontractors for each of the business categories.
Disparity Study	A study that reviews and analyzes the utilization and availability of minority- and women-owned businesses in a particular market area to determine if disparity exists in the awarding of contracts to minority and women business enterprises by a public entity.
Expenditures	Expenditures are payments made by New York State to primes and payments made by primes to subcontractors.
Good Faith Efforts	Documented evidence of the primes' efforts to meet established project goals to contract with MWBE firms.
Intermediate Scrutiny	The second level of federal judicial review to determine whether certain governmental policies are constitutional. Less demanding than "strict scrutiny," intermediate scrutiny requires the government to show "an exceedingly persuasive justification" for gender-based classifications or preferences."
Lowest Responsive, Responsible Bidder	A bidder or offerer that provides the lowest price, meets the minimum specifications or requirements as prescribed in a solicitation for commodities or services by a state agency, and has the financial ability, legal capacity, integrity, and past performance that are interpreted as relative to public procurements.
MWBE	An acronym for a minority, or woman-owned business enterprise. An MWBE is a business that is at least 51% owned and operated by one or more individuals who are Black, Hispanic/Latino, Native American or Alaskan native, Asian and Pacific Islander, or Non-minority Female.
Master Utilization Database	A database that maintains firms who have conducted business with New York State and were paid by New York State for goods and services.
MBE	An acronym for a minority-owned business enterprise. "Minority-owned business enterprise" shall mean a business enterprise, including a sole proprietorship, partnership, limited liability company or corporation that is: at least fifty-one percent owned by one or more minority group members (Black, Hispanic/Latino, Native American or Alaskan native, Asian and Pacific Islander); an enterprise in which such minority ownership is real, substantial and continuing; an enterprise in which such minority ownership has and exercises the authority to control independently the day-to-day business decisions of the enterprise; an enterprise authorized to do business in New York State and independently owned and operated; an enterprise owned by an individual or individuals, whose ownership, control and operation are relied upon for certification, with a personal net worth that does not exceed fifteen million dollars, and such other amount as the director shall set forth in regulations, as adjusted annually on the first of January for

	inflation according to the consumer price index of the previous year; and an enterprise that is a small business pursuant to subdivision twenty of Article 15-A.
Passive Discrimination	The act of perpetuating discrimination by awarding contracts to firms that discriminate against minority and female-owned firms.
Prima Facie Evidence	Evidence which is legally sufficient to establish a fact unless disproved or rebutted.
Prime	The contractor or vendor to whom a purchase order or contract is issued by New York State.
Private Sector	The part of the national economy that is not under direct government control.
Procurement Category	The type of service or good provided under a contract awarded. The categories analyzed are Construction, Construction-Related Services (“CRS”), Non-Construction Related Services (including but not limited to clean/green energy, cannabis, real estate development and technology), and Commodities.
Project Specific Goals	Calculated goals placed on a specific contract using the project scope, business availability, and project estimated cost.
Public Sector	The non-profit part of the economy that is controlled by the government.
PUMS	An acronym for Public Use Microdata Sample. PUMS contains records for a sample of housing units with information on the characteristics of each unit and each person in it. PUMS files are available from the American Community Survey (ACS) and the Decennial Census.
Purchase Order	An ordering document authorizing a vendor to provide goods or services at a dollar amount within the agency’s authority as set in law or by contract <sup>1</sup> .
Regression Analysis	A technique for modeling and analyzing several variables when the focus is on the relationship between a dependent variable and one or more independent variables. More specifically, regression analysis helps one understand how the typical value of the dependent variable changes when any one of the independent variables is varied, while the other independent variables are held constant. For the purpose of this study, a multivariate regression analysis was used to examine the influence of an owner’s race and gender on gross revenues reported by firms participating in a survey of vendors administered during the study.
Remedial Goals	The term referring to the percentage of aggregate agency expenditures targeted for the remedial participation of certified minority and/or women-owned business enterprises sought to be included in State procurement opportunities as prime contractors, subcontractors, suppliers, consultants, joint ventures, teaming

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<sup>1</sup> New York State Guide to Financial Operations (GFO) XI-A.3, REV. 12/10/2018

agreements, or other similar arrangements. Remedial Goals may be expressed as agency-specific or contract goals.

Relevant Geographic Market Area	The geographical area where the firms that have been awarded the majority of New York State contract dollars are located.
Sole Source	A procurement in which only one bidder/offeree is capable of supplying the required commodities or services <sup>2</sup> .
Statistically Significant	The likelihood that a result or relationship is caused by something other than mere random chance. Statistical hypothesis testing is traditionally employed to determine if a result is statistically significant or not. This provides a "p-value" representing the probability that random chance could explain the result. In general, a 5% or lower p-value is considered to be statistically significant.
Strict Scrutiny	The highest level of federal judicial review to determine whether certain governmental policies are constitutional. Applies to race-conscious programs. To satisfy strict scrutiny, a race-conscious governmental procurement program must be (1) justified by a compelling governmental interest in remedying identified past instances of government discrimination in the marketplace; and (2) narrowly tailored to remedy that past discrimination.
Subcontractor	A vendor or contractor providing goods or services to a prime contractor or vendor under contract with New York State.
Unclassified Firms	A category for firms not identified as minority- or women-owned. If there was no indication of business ownership, these firms were also classified as unclassified firms.
Universal List of Businesses Database	A compiled list of utilized firms, registered vendors, and certification lists developed from several different sources, including Dun & Bradstreet. This list was used to develop the pool of available firms to participate in the anecdotal activities.
Utilization	Examines the expenditures and/or awards made to primes and subcontractors during New York State's relevant study period for each industry category. The utilization data is presented as the dollars spent or awarded and the percentage of the total dollars by racial, ethnic, and gender ownership classification.
WBE	An acronym for a women-owned business enterprise. "Women-owned business enterprise" shall mean a business enterprise, including a sole proprietorship, partnership, limited liability company or corporation that is: at least fifty-one percent owned by one or more United States citizens or permanent resident

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<sup>2</sup> State Finance Law § 163(1)(g)

aliens who are women; an enterprise in which the ownership interest of such women is real, substantial and continuing; an enterprise in which such women ownership has and exercises the authority to control independently the day-to-day business decisions of the enterprise; an enterprise authorized to do business in this state and independently owned and operated; an enterprise owned by an individual or individuals, whose ownership, control and operation are relied upon for certification, with a personal net worth that does not exceed fifteen million dollars, and such other amount as the director shall set forth in regulations, as adjusted annually on the first of January for inflation according to the consumer price index of the previous year; and an enterprise that is a small business pursuant to subdivision twenty of Article 15-A.

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# 1 Introduction

## 1.1 Introduction

Empire State Development, the State of New York's primary economic development agency, retained MGT of America Consulting, LLC (MGT) to conduct a Disparity Study (Study) to determine if there are any disparities between the utilization of minority- or women-owned business enterprises (MWBEs), as defined in New York State law, compared to the availability of MWBEs in the marketplace who are willing and able to provide goods or services the State seeks to procure. MGT examined the statistical data using the following industry categories:

- ♦ Construction
- ♦ Construction-Related Services ("CRS")
- ♦ Non-Construction Related Services
- ♦ Commodities

The Study analyzes whether a disparity exists between the percentage of available MWBEs providing goods or services in the above industry categories (availability) and the percentage of State contracting funds that go to MWBEs that are awarded prime or subcontract agreements with New York State (utilization).

### 1.1.1 Background

In 1988, Governor Mario Cuomo signed Executive Order 10, establishing the commitment of New York State to address disparities in government contracts by promoting minority and women-owned businesses.

The New York State MWBE program is a state initiative that aims to promote the participation of minority- and women-owned business enterprises (MWBEs) in public contracting and procurement. The program has a long history and has undergone several changes and improvements over the years.

- 1988: The program was established by Executive Order 10, laying the foundation for the state's commitment to remedying past discrimination in public procurement.
- 1990: The New York State Executive Law Article 15-A is passed, formalizing the MWBE Program and providing statutory support for the inclusion of minority and women-owned businesses in state contracting opportunities.
- 1993: The program was reauthorized and amended by the New York State Minority and Women's Business Development Act of 1993. The Division of Minority and Women's Business Development is established within the New York State Department of Economic Development to oversee and implement the MWBE Program.

#### Chapter Sections

- 1.1 Introduction
- 1.2 Overview of Study Approach
- 1.3 Report Organization

- 2000: The MWBE certification process is formalized, requiring businesses to undergo a verification process to confirm their status as minority or women-owned enterprises, enhancing their eligibility for state contracts.
- 2005: The program was reauthorized and amended by the New York State Minority and Women's Business Development Act of 2005, which sets specific annual utilization goals for state agencies, authorities, and other entities, to remediate past discrimination against minority and women-owned businesses in state contracts. The act also required the state to conduct a disparity study every five years to evaluate the participation and availability of MWBEs in state contracts.
- 2010: The program was reauthorized and amended by the New York State Minority and Women's Business Development Act of 2010, which aimed to formalize and streamline the MWBE program in New York, promoting greater participation of MWBEs in state contracts while ensuring clear guidelines and regulations for all involved parties. The act also outlines the process for MWBE certification, which includes decentralized certification steps.
- 2016: The state completed the 2016 MWBE Disparity Study, which covered the period from 2010 to 2015 and found that MWBEs in New York State were present in substantially lower numbers, earned substantially less and were substantially more likely to be denied access to credit than would be the case if the market operated in a neutral manner with respect to race and gender. The study also provided recommendations for improving the program's effectiveness and compliance.
- 2019: The program was reauthorized and amended by the New York State Minority and Women's Business Development Act of 2019, which extended the program until 2024 and made it easier for more MWBEs to participate and to give all participating businesses greater benefits. The act also established a workforce diversity program to encourage and support the hiring of minority and women workers by MWBEs.
- 2024: Chapter 58 of the Laws of 2024 extended the program until July 31, 2025.

The program provides certification for MWBEs, which verifies their eligibility and status as minority- or women-owned businesses, as defined by Article 15-A of the New York State Executive Law. The certification is valid for five years and can be renewed online.

The program is supported by regular disparity studies, which evaluate the participation and utilization of MWBEs in state contracts and assess whether there is sufficient government interest for the state to implement measures to remedy any existing or potential discrimination. Sufficient government interest means compelling interest for race-conscious measures and an important government interest for gender-conscious measures. The previous disparity study was conducted in 2016 and covered the period from 2010 to 2015.

## 1.2 Overview of Study Approach

This Study examines procurement activity from April 1, 2016, to March 31, 2022. The objectives of this Study were to:

- ♦ Determine whether the State, either in the past and/or currently, engages in discriminatory practices or passively operates in a discriminatory marketplace, in soliciting and awarding contracts for the industry categories of Construction, Construction-Related Services (“CRS”), Non-Construction Related Services, and Commodities to MWBEs.
- ♦ Determine if a legally justified need exists for the continuation of the MWBE program in accordance with the guidelines set forth by the Supreme Court and relevant subsequent cases.

The Study analyzed contracting opportunities in these industry categories to identify with particularity whether a statistical disparity exists. **Chapter 5** of this report details how disparity is determined. Under the case law, a statistical disparity may give rise to an inference that the State is a passive participant in private sector discrimination and/or lingering effects of past discrimination exist that give rise to a compelling governmental interest for the State’s MWBE program. Although, compelling governmental interest only applies to MBEs, MGT’s methodology strives to provide evidence for both MBEs and WBEs that would meet standards under strict scrutiny. The theory is that if the evidence is sufficient for WBEs under strict scrutiny it should be sufficient under intermediate scrutiny, which is the standard for gender-conscious programs. Of course, if the evidence provided for WBE’s does not meet strict scrutiny, it could still pass under intermediate scrutiny which is a lesser standard.

The work plan consisted of, but was not limited to, the following major tasks:

- ♦ Establish data parameters and finalize the work plan.
- ♦ Conduct a legal review.
- ♦ Review the State’s laws, policies, procedures, and programs.
- ♦ Determine the State’s relevant geographic and product markets.
- ♦ Conduct utilization analyses.
- ♦ Determine estimates of available firms in the relevant geographic market area.

### RESEARCH QUESTIONS

These research questions are embedded in relevant chapters throughout this report.

1. Is there factual predicate evidence to support a race- and gender-conscious MWBE program for New York State?
2. How does case law inform the research methodology for New York State’s disparity study?
3. Are there disparities between the availability and utilization of MWBE primes and subcontractors?
4. If so, what is the cause of the disparity? Is there other evidence that supports and/or explains why a disparity exists?
5. Does New York State passively engage in private sector discrimination?
6. Are there statistically significant disparities in the utilization of MWBEs by primes on projects where there are no MWBE goals?
7. Is there qualitative/anecdotal evidence of disparate treatment of MWBE subcontractors by prime contractors?

- ♦ Analyze prime and subcontractor utilization and availability for disparity.
- ♦ Analyze disparities in the private sector.
- ♦ Collect and analyze qualitative data.
- ♦ Prepare and present draft and final reports for the study.

## 1.3 Report Organization

In addition to this introductory chapter, the New York State’s 2024 Disparity Study report consists of:

<b>CHAPTER 2</b>	<b>LEGAL FRAMEWORK</b> <b>Chapter 2</b> presents the legal framework and an overview of the controlling legal precedents that impact remedial procurement programs with a particular concentration on the United States Court of Appeals for the Second Circuit.
<b>CHAPTER 3</b>	<b>REVIEW OF POLICIES, PROCEDURES, AND PROGRAMS</b> <b>Chapter 3</b> provides MGT’s analysis of the State’s race- and gender-neutral and race- and gender-conscious policies, procedures, and programs.
<b>CHAPTER 4</b>	<b>MARKET AREA AND AVAILABILITY ANALYSES</b> <b>Chapter 4</b> presents the methodology used to determine the State’s relevant geographic market area, and estimates of vendor availability.
<b>CHAPTER 5</b>	<b>PRODUCT MARKET, UTILIZATION, AND DISPARITY ANALYSES</b> <b>Chapter 5</b> presents MWBE utilization, product markets, and the disparity between the availability and utilization of MWBEs.
<b>CHAPTER 6</b>	<b>PRIVATE SECTOR ANALYSIS</b> <b>Chapter 6</b> provides an analysis of the disparities present in the private sector and the effect on MWBEs. This private sector analysis demonstrates why the State’s race- and gender-conscious programs and goals are necessary to ensure it does not become a passive participant in private sector discrimination.
<b>CHAPTER 7</b>	<b>QUALITATIVE DATA COLLECTION AND RESEARCH</b> <b>Chapter 7</b> contains an analysis of qualitative data collected from the survey of business owners, one-on-one interviews, focus groups, and business engagement meetings.
<b>CHAPTER 8</b>	<b>FINDINGS, RECOMMENDATIONS, AND SELECTED PRACTICES</b> <b>Chapter 8</b> provides a summary of the findings, commendations, and recommendations based upon the analyses presented in this study.
<b>APPENDICES</b>	The appendices contain additional analyses and supporting documentation and data.

MGT recommends reading the 2024 Disparity Study in its entirety to understand the basis for the findings and conclusions presented in **Chapter 8, Findings, Recommendations, and Selected Practices**.

# 2 Legal Review

## 2.1 Introduction

This chapter provides a legal background for the Disparity Study and a context for the statistical analysis and qualitative data that are its components. The material that follows does not constitute legal advice to Empire State Development (New York State) on minority and women business enterprise (MWBE) programs, remedial programming, or any other matter. Instead, it provides a context for the statistical and qualitative analysis that appears in subsequent chapters of this report.

### CHAPTER SECTIONS

- 2.1 Introduction
- 2.2 Scrutiny Standards for Race- and Gender-Specific Programs
- 2.3 Conclusions

The Supreme Court decisions in *Richmond v. J. A. Croson Co. (Croson)*,<sup>3</sup> and *Adarand v. Peña (Adarand III)*<sup>4</sup> established and applied the legal framework that governs race-conscious procurement programs. These cases held that strict scrutiny is the standard by which race-conscious governmental programs should be reviewed, including programs of federal, state, and local governments. In particular, the courts held that to survive a constitutional challenge under a strict scrutiny standard, a *race*-conscious governmental procurement program must be (1) justified by a compelling governmental interest in remedying past instances of government discrimination; and (2) narrowly tailored to remedy that past discrimination.

Decisions of the Second Circuit hold the most direct authority within New York State because they are directly binding legal precedent. However, as the Second Circuit has not extensively addressed every aspect of creating a legally sound MWBE program, other circuit court decisions become persuasive authority. Given the limited published case law on this topic within the Second Circuit, this review also incorporates relevant cases from sister circuits to provide additional guidance and insight.

In 2023, the Supreme Court in *Students for Fair Admissions, Inc. v. President and Fellows of Harvard College and Students for Fair Admissions, Inc. v. University of North Carolina et al.*<sup>5</sup>, held that Harvard College and the University of North Carolina had both violated the Fourteenth Amendment of the U.S. Constitution and Title VI of the Civil Rights Act of 1964 by utilizing race as a factor in their undergraduate admissions process. It is important to make the distinction that as it currently stands, *Students for Fair Admissions, Inc.* affects only affirmative action programs not remedial programs like the one implemented by New York State. Supplier diversity programs have already been assessed by the courts and various levels of scrutiny tests have been established to determine their validity under the Fourteenth Amendment of the U.S. Constitution.

<sup>3</sup> *Richmond v. J. A. Croson Co.*, 488 U.S. 469 (1989). It should be noted that as it relates to this analysis, *Croson* refers to the Court's opinion delivered by Justice O'Connor in Parts I, III-B, and IV. Parts II, III-A, and V were plurality opinions delivered by Justice O'Connor.

<sup>4</sup> *Adarand Constructors v. Peña*, 515 U.S. 200 (1995).

<sup>5</sup> *Students for Fair Admissions, Inc. v. President & Fellows of Harv. Coll.*, 600 U.S. 181, 143 S. Ct. 2141 (2023).

## 2.2 Scrutiny Standards for Race- and Gender-Specific Programs

### 2.2.1 Intermediate Scrutiny

The Supreme Court has not addressed the specific issue of a gender-based classification in the context of a woman-owned business enterprise (WBE) program. *Croson* was limited to the review of an MBE program. In evaluating gender-based classifications, the Court has used what some call “intermediate scrutiny,” a less stringent standard of review than the “strict scrutiny” applied to race-conscious classifications. Intermediate scrutiny requires that classifying persons based on sex “must carry the burden of showing an exceedingly persuasive justification for the classification.”<sup>6</sup>

In the intermediate level of scrutiny, some degree of discrimination must be demonstrated in a particular industry before a gender-specific remedy may be instituted in that industry. In *Coral Construction Company v. King County* 941 F.2d 910 (9<sup>th</sup> Cir. 1991), *cert. denied*, 502 U.S. 1033 (1992),<sup>7</sup> the Ninth Circuit Court of Appeals noted that, “The mere recitation of a benign, compensatory purpose will not automatically shield a gender-specific program from constitutional scrutiny.”<sup>8</sup>

Although the United States Supreme Court has not ruled directly on the type of scrutiny it would use for a Women-Owned Business Enterprise (WBE) program, the lower federal courts have applied the “intermediate” scrutiny level of review rather than the strict scrutiny applicable to race-conscious programs.<sup>9</sup> However, the Ninth Circuit has ruled that a gender-conscious remedial program is subject to intermediate scrutiny “supported by an ‘exceedingly persuasive justification’ and substantially related to the achievement of that underlying objective.”<sup>10</sup> In *Engineering Contractors Assoc. of South Florida v. Metropolitan Dade County*, the Eleventh Circuit Court of Appeals recognized that the U.S. Supreme Court’s decision in *United States v. Virginia*, 518 U.S. 515 (1996) may have “signaled” a heightened level of scrutiny by stating that a governmental agency must demonstrate an “exceedingly persuasive justification” for that action. However, the court concluded that, unless and until the United States Supreme Court indicated otherwise, intermediate scrutiny remains the applicable constitutional standard in gender discrimination cases, and a gender-conscious program may be upheld as long as it is substantially related to an important governmental objective.<sup>11</sup>

The Second Circuit has affirmed that intermediate scrutiny “typically is used to review laws that employ quasi-suspect classifications...such as gender.”<sup>12</sup> The Second Circuit has not reviewed factual predicate

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<sup>6</sup> *Miss. Univ. for Women v. Hogan*, 458 U.S. 718, 724 (1982). See also *Kirchberg v. Feenstra*, 450 U.S. 455, 461 (1981); *Pers. Adm’r of Mass. v. Feeney*, 442 U.S. 256, 273 (1979).

<sup>7</sup> 961 F.2d 910 (9<sup>th</sup> Cir. 1991), *cert. denied*, 502 U.S. 1033 (1992).

<sup>8</sup> *Coral Construction v. King County*, 941 F.2d at 932.

<sup>9</sup> See, e.g., *Concrete Works II*, 321 F.3d 950 (10<sup>th</sup> Cir. 2003); *Coral Construction Co. v. King County*, 941 F.2d 910 (9<sup>th</sup> Cir. 1991); *Philadelphia*, 91 F.3d 586 (3d Cir. 1996); *Engineering Contractors Association of South Florida, Inc., et. al. v. Metropolitan Dade County, et. al.*, (“*Engineering Contractors*”), 122 F.3d 895 (11<sup>th</sup> Cir. 1997).

<sup>10</sup> *AGC v. California*, 713 F.3d 1187, 1195 (9<sup>th</sup> Cir. 2013). *United States v. Virginia Military Institute*, 518 U.S. 515 (1996); *Mississippi University for Women v. Hogan*, 458 U.S. 718 (1982); *Michigan Road Builders Ass’n., Inc. v. Milliken*, 834 F.2d 583, 595 (6<sup>th</sup> Cir. 1987); *Associated General Contractors of California v. City and County of San Francisco*, 813 F.2d 922, 940 (9<sup>th</sup> Cir. 1987).

<sup>11</sup> *Engineering Contractors*, 122 F.3d at 908 (11<sup>th</sup> Cir. 1997).

<sup>12</sup> *Ramos v. Vernon*, 353 F.3d 171, 175 (2<sup>nd</sup> Cir. 2003) (citing *Craig v. Boren*, 429 U.S. 190, 197 (1976)).

evidence on a WBE program. Other federal circuits have said that intermediate scrutiny “can rest safely on something less than the ‘strong basis in evidence’ required to bear the weight of a race- or ethnicity-conscious program.”<sup>13</sup> This ‘something less’ can mean that the state statute in this instance must “present ( ) sufficient probative evidence in support of its stated rationale for enacting a gender preference, i.e., . . . the evidence (must be) sufficient to show that the preference rests on evidence-informed analysis rather than on stereotypical generalizations.”<sup>14</sup>

## 2.2.2 Strict Scrutiny - *Richmond v. J. A. Croson Co.* as Applied to State and Local Governments

Justice O’Connor in *Croson* established the framework for testing the validity of race-conscious programs in state and local governments. In 1983, the Richmond City Council (Council) adopted a Minority Business Utilization Plan (the Plan). In adopting the Plan, the Council relied on information that showed there was, “no direct evidence of race discrimination on the part of the city” in its contracting activities and no “evidence that the city’s prime contractors had discriminated against minority-owned subcontractors.”<sup>15</sup>

The Plan required the city’s prime contractors to subcontract at least 30 percent of the dollar amount of each contract to one or more minority-owned business enterprises (MBEs). The Plan did not establish any geographic limits for eligibility. Therefore, an otherwise qualified MBE from anywhere in the United States could benefit from the 30 percent set-aside.

J.A. Croson Company, a non-MBE mechanical plumbing and heating contractor, filed a lawsuit against the city of Richmond, alleging that the Plan was unconstitutional because it violated the Equal Protection Clause of the Fourteenth Amendment of the United States Constitution. After a considerable record of litigation and appeals, the Fourth Circuit Court of Appeals struck down the Richmond Plan, and the Supreme Court affirmed this decision.<sup>16</sup> The Supreme Court strongly implied that the application of strict scrutiny was the appropriate standard of judicial review for MBE programs as it was a racial remedial program, which means that a race-conscious program must be based on a compelling governmental interest and be narrowly tailored to achieve its objectives. This standard requires a firm evidentiary basis for concluding that the underutilization of minorities is a product of past discrimination.<sup>17</sup>

It should be noted that New York State’s current program is not a set-aside program that guarantees a certain percentage or number of contracts to MWBEs. Rather, the State’s current program utilizes aspirational goals, and focuses on good faith efforts to include minority and women businesses.

## 2.2.3 Strict Scrutiny Analysis

Although Justice O’Connor in *Croson* did not specifically define the methodology used to establish the evidentiary basis required by strict scrutiny, the Court outlined governing principles. Lower courts have expanded the Supreme Court’s *Croson* guidelines and have applied or distinguished these principles when

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<sup>13</sup> *Engineering Contractors v. Dade County*, 122 F.3d 895, 909 (11<sup>th</sup> Cir. 1997).

<sup>14</sup> *H.B. Rowe*, 615 F.3d at 242 (citing *Engineering Contractors* at 910, *Concrete Works* at 959).

<sup>15</sup> *Croson*, 488 U.S. at 480.

<sup>16</sup> *Id.* at 511.

<sup>17</sup> *Id.* at 488.

asked to decide the constitutionality of state, county, and city programs to enhance opportunities for minorities.

## 2.2.4 Compelling Governmental Interest

*Croson* identified two necessary factors for establishing racial discrimination sufficiently to demonstrate a compelling governmental interest in establishing an MBE program. First, there needs to be sufficiently specific past discrimination in the relevant market.<sup>18</sup> Second, “the governmental actor enacting the set-aside program<sup>19</sup> must have somehow perpetuated the discrimination to be remedied by the program,”<sup>20</sup> either actively or at least passively with “the infusion of tax dollars into a discriminatory industry.”<sup>21</sup>

### 2.2.4.1 Statistical Evidence

*Croson* may be read to suggest that a proper statistical evaluation would compare the percentage of qualified MBEs in the relevant market with the percentage of total municipal construction dollars awarded to them.<sup>22</sup> In *Croson*, Justice O'Connor recognized statistical measures of disparity that compared the number of qualified and available MWBEs with the rate of state construction dollars actually awarded to MWBEs to demonstrate discrimination in the local construction industry.<sup>23</sup> To meet this more precise requirement, courts, including in the Ninth circuit, have accepted the use of a disparity index.<sup>24</sup>

#### 2.2.4.1.1 Relevant Market Area

To be narrowly tailored, a minority preference program must establish utilization goals that bear a close relationship to minority firms' availability in a particular market. In *Croson* for example, one of the shortcomings that the court identified in the Richmond program was the city's use of the proportion of minorities in the local population to establish the 30 percent quota.<sup>25</sup> The court explained that this numerical goal “rest[ed] upon the completely unrealistic assumption that minorities will choose a particular trade in lockstep proportion to their representation in the local population.”<sup>26</sup> The *Croson* decision established that a relevant market area must be defined in order for a program to be narrowly tailored. The question remains, however, whether the relevant market area should be defined as the area from which a specific percentage of purchases are made; the area in which a specific percentage of qualified, willing, and able contractors may be located; or an area determined by a fixed geopolitical boundary.

While the Supreme Court has not specifically defined the relevant market area, some circuit courts have done so. The Ninth Circuit Court of Appeals found in *Coral Construction* that a DBE (or MBE) program must

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<sup>18</sup> *Croson*, 488 U.S. at 492, 509-10.

<sup>19</sup> As discussed earlier in the chapter, this report does not recommend the State establish any sort of set-aside program but rather recommends the State continue utilizing aspirational goals, which allow for flexibility in the program.

<sup>20</sup> *Coral Const. Co. v. King County*, 941 F.2d 910, 916 (9th Cir. 1991).

<sup>21</sup> *Id.* at 922.

<sup>22</sup> *Croson*, 488 U.S. at 501-02.

<sup>23</sup> *Id.* at 503-04.

<sup>24</sup> *AGC v. Caltrans*, 713 F.3d 1187, 1196 (9th Cir. 2013). See also, *H.B. Rowe, Inc. v. Tippet*, 615 F.3d 233, 243-44 (4th Cir. 2010); *Engineering Contractors*, 122 F.3d at 914; *Concrete Works IV*, 321 F.3d at 962-67.

<sup>25</sup> *Croson*, 488 U.S. at 729-730.

<sup>26</sup> *Western States Paving*, 407 F.3d at 995.

limit its geographical scope to the boundaries of the enacting jurisdiction, clarifying *Croson*.<sup>27</sup> The Tenth Circuit also weighed in on the issue in *Concrete Works II*.<sup>28</sup> There, a non-MWBE construction company argued that, under *Croson*, Denver’s affirmative action program could only rely on data from within the City and County of Denver—not from the larger six-county Denver Metropolitan Statistical Area (MSA). The Tenth Circuit disagreed, holding “[t]he relevant area in which to measure discrimination, then, is the local construction market, but that is not necessarily confined by jurisdictional boundaries.”<sup>29</sup> The court further stated that “[i]t is important that the pertinent data closely relate to the jurisdictional area of the municipality whose program we scrutinize, but here Denver’s contracting activity, insofar as construction work is concerned, is closely related to the Denver MSA.”<sup>30</sup> Because more than 80 percent of Denver Department of Public Works construction and design contracts were awarded to firms located within the Denver MSA, the Tenth Circuit held that the appropriate market area was the Denver MSA, not the City and County of Denver alone.<sup>31</sup> Accordingly, data from the Denver MSA was “adequately particularized for strict scrutiny purposes.”<sup>32</sup>

#### 2.2.4.1.2 Availability

An accurate determination of availability is necessary to “determin[ing] the precise scope of the injury the government seeks to remedy” by its program.<sup>33</sup> Following *Croson*’s guidance on availability, lower courts have considered how legislative bodies may determine the scope of the injury sought to be remedied by an MBE program. As such, courts have rejected studies where the methods used to measure availability were considered insufficient. For instance, in *W.H. Scott Construction Co.*, the Fifth Circuit rejected a study that “was restricted to the letting of prime contracts by the City under the City’s Program; [and which] did not include an analysis of the availability and utilization of qualified minority subcontractors, the relevant statistical pool, in the City’s construction projects.”<sup>34</sup>

In particular, MBEs are deemed to be “available” if they are ready, willing, and able to perform. In determining availability of MBEs, the approach utilized should result in a universe of available firms that is neither overinclusive nor underinclusive. In *Northern Contracting*, the plaintiff attempted to argue that IDOT miscalculated the availability of DBEs by using the results from a custom census, instead of the DBEs registered and prequalified by IDOT. The Seventh Circuit upheld the broader custom census count of DBEs, concluding that it reflected an attempt by IDOT to arrive at more accurate numbers than what would be possible through the use of the registered vendors list.<sup>35</sup>

It should be noted that in addition to a proper methodology for capturing the availability of firms, it is necessary to ensure that the availability is bound by the relevant market area to access the impact of race, ethnicity, and gender within the marketplace that a public entity procures their goods and services.

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<sup>27</sup> *Coral Construction*, 941 F.2d at 925.

<sup>28</sup> *Concrete Works of Colorado, Inc. v. City and Cnty. of Denver*, 36 F.3d 1513, 1520 (10th Cir. 1994).

<sup>29</sup> *Id.*

<sup>30</sup> *Id.*

<sup>31</sup> *Id.*

<sup>32</sup> *Id.*

<sup>33</sup> *Id.* at 498.

<sup>34</sup> 199 F.3d at 218.

<sup>35</sup> *N. Contracting, Inc. v. Illinois*, 473 F.3d 715, 723 (7th Cir. 2007).

#### 2.2.4.1.3 Ability

Another availability consideration is whether the firms being considered are able to perform a particular service. Those who challenge remedial programs often question whether M/WBE firms have the “capacity” to perform specific services. In *H.B. Rowe, Inc. v. Tippet*, from the Fourth Circuit, the court noted that capacity does not have the same force for relatively small subcontracts. In addition, the study for the North Carolina Department of Transportation (NCDOT) contained a regression analysis indicating that “African American ownership had a significant negative impact on firm revenue unrelated to firm capacity or experience.”<sup>36</sup>

In *Concrete Works IV* the court noted that “M/WBE construction firms are generally smaller and less experienced because of discrimination....Additionally, we do not read *Croson* to require disparity studies that measure whether construction firms are able to perform a particular contract.”<sup>37</sup>

#### 2.2.4.1.4 Disparity Index

The Fifth Circuit considered what evidence would suffice to show discrimination in the relevant market in *Kossman Contracting v. City of Houston*.<sup>38</sup> The court noted that “other courts considering equal protection challenges to minority-participation programs have looked to disparity indices, or to computation of disparity percentages, in determining whether *Croson*’s evidentiary burden is satisfied.”<sup>39</sup> At the same time, the Fifth Circuit stated that it was not attempting to “craft a precise mathematical formula to assess the quantum of evidence that rises to the *Croson* ‘strong basis in evidence’ benchmark.”<sup>40</sup>

#### 2.2.4.1.5 Statistical Significance in Disparity Studies

While courts have indicated that anecdotal evidence may suffice without statistical evidence, no case without statistical evidence has been given serious consideration by any circuit court. In practical effect, courts require statistical evidence. Further, the statistical evidence needs to be held to appropriate professional standards.<sup>41</sup> In *Rowe*, the court noted that the NCDOT study, which included both race and gender-conscious components, focused on disparity ratios lower than 80 percent and conducted t-tests of statistical significance.<sup>42</sup>

The Eleventh Circuit has addressed the role of statistical significance in assessing levels of disparity in public contracting. Generally, disparity indices of 80 percent or higher—indicating close to full participation—are not considered consequential evidence of discrimination.<sup>43</sup> The court referenced the Equal Employment Opportunity Commission’s disparate impact guidelines, which establish the 80 percent test as the threshold for determining a *prima facie* case of discrimination.<sup>44</sup> According to the Eleventh Circuit, no circuit that has explicitly endorsed using disparity indices has held that an index of 80 percent

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<sup>36</sup> *H.B. Rowe Co., Inc. v. Tippet*, 615 F.3d 233, 247 (4th Cir. 2010).

<sup>37</sup> *Concrete Works IV*, 321 F.3d 950, 981, 983 (10th Cir. 2003).

<sup>38</sup> *Kossman Contracting v. City of Hous.*, No. H-14-1203, 2016 U.S. Dist. LEXIS 37708, at \*50-51 (S.D. Tex. Feb. 16, 2016).

<sup>39</sup> *Id.* at 218.

<sup>40</sup> *Id.* at 218 n.11.

<sup>41</sup> *Contractors Ass’n v. City of Philadelphia*, 91 F.3d 586, 603 (3d Cir. 1996).

<sup>42</sup> *H.B. Rowe, Inc. v. Tippet*, 615 F.3d at 245 analyzing both the race and gender-conscious programs under the NCDOT

<sup>43</sup> *Eng’g Contrs. Ass’n of S. Florida, Inc.*, 122 F.3d at 914.

<sup>44</sup> *Id.* at 914, citing 29 C.F.R. § 1607.4D (concerning the disparate impact guidelines and threshold used in employment cases).

or greater is probative of discrimination, but they have held that indices below 80 percent indicate “significant disparities.”<sup>45</sup>

In support of the use of standard deviation analyses to test the statistical significance of disparity indices, the Eleventh Circuit observed that “[s]ocial scientists consider a finding of two standard deviations significant, meaning there is about one chance in 20 that the explanation for the deviation could be random and the deviation must be accounted for by some factor other than chance.”<sup>46</sup> With standard deviation analyses, the reviewer can determine whether the disparities are substantial or statistically significant, lending further statistical support to a finding of discrimination. On the other hand, if such analyses can account for the apparent disparity, the study will have little if any weight as evidence of discrimination.

#### 2.2.4.2 Staleness of Data and Time Period of Study

A few cases have addressed the issue of the quantity and timeliness of the data required to satisfy strict scrutiny. There is no clear guidance from the district courts about how many years should be studied, although there is cautionary language in cases about relying on small data samples.<sup>47</sup> Concerning the age of data, the court in *Rothe* ruled that the data relied on in the disparity studies was not stale with regard to reenacting a federal program in 2006. The plaintiff argued that the data utilized in the disparity studies was over five years old and as such stale. *Rothe* held that while agencies should rely on the most current available data, other circuit courts have “relied on studies containing data more than five years old when conducting compelling interest analyses.”<sup>48</sup>

#### 2.2.4.3 Passive Participation to Discrimination

In *Croson*, Justice O'Connor stated, “It is beyond dispute that any public entity, state or federal, has a compelling interest in assuring that *public* dollars, drawn from the tax contributions of all citizens, do not serve to finance the evil of *private* prejudice.”<sup>49</sup> *Croson* provided that the government “can use its spending powers to remedy private discrimination, if it identifies that discrimination with the particularity required by the Fourteenth Amendment.”<sup>50</sup> The government agency’s active or passive participation in discriminatory practices in the marketplace may show a compelling interest. Defining passive participation, *Croson* stated, “Thus, if the city could show that it had essentially become a ‘passive participant’ in a system of racial exclusion practiced by elements of the local construction industry, we think it clear that the city could take affirmative steps to dismantle such a system.”<sup>51</sup>

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<sup>45</sup> *Id.* at 914, citing *Contrs. Ass’n of E. Pennsylvania, Inc.*, 6 F.3d at 1005 (crediting disparity index of 4 percent) and *Concrete Works II*, 36 F.3d at 1524 (crediting disparity indices ranging from 0 percent to 3.8 percent).

<sup>46</sup> *Eng’g Contrs. Ass’n of S. Florida, Inc.*, 122 F.3d at 914 quoting *Peightal v. Metropolitan Dade County*, 26 F.3d 1545, 1556 n.16 (11<sup>th</sup> Cir. 1994) (quoting *Waisome v. Port Authority*, 948 F.2d 1370, 1376 (2<sup>nd</sup> Cir. 1991)).

<sup>47</sup> See, e.g., *Associated Gen. Contrs. of Am. v. City of Columbus*, 936 F.Supp. 1363, 1393 (S.D. Ohio 1996) (*rev’d on other grounds*, 172 F.3d 411).

<sup>48</sup> *Rothe Dev. Corp. v. DOD*, 545 F.3d 1023, 1038 (Fed. Cir. 2008) (citing district court discussion of staleness in *W. States Paving Co. v. Wash. State DOT*, 407 F.3d 983 (9<sup>th</sup> Cir. 2005) and *Sherbrooke Turf, Inc. v. Minn. DOT*, 345 F.3d 964 (8<sup>th</sup> Cir. 2003)).

<sup>49</sup> *Coral Cons Co.*, 941 F.2d at 922 (citing *Croson*, 488 U.S. at 492) (emphasis added).

<sup>50</sup> *Croson*, 488 U.S. at 492; see generally Ian Ayres and Fredrick E. Vars, *When Does Private Discrimination Justify Public Affirmative Action?* 98 *Colum. L. Rev.* 1577 (1998).

<sup>51</sup> *Croson*, 488 U.S. at 492.

Relying on this language in *Croson*, several local agencies have increased their emphasis on evidence of discrimination in the private sector. To succeed, the government needs to be a passive participant in private sector discrimination and cannot rely simply on evidence of general societal discrimination. Evidence of private discrimination presented in litigation was found inadequate in the Philadelphia and Miami-Dade County cases.<sup>52</sup> The Third Circuit stated, in discussing low MBE participation in a local contractors association in the city of Philadelphia, “racial discrimination can justify a race-based remedy only if the City has somehow participated in or supported that discrimination.”<sup>53</sup> Nevertheless, in *Concrete Works IV*, the Tenth Circuit upheld the relevance of data from the private marketplace to establish a factual predicate for MWBE programs.<sup>54</sup> The courts seek to ensure that MBE programs are based on sufficiently specific past instances of active or passive government discrimination in the government contracting marketplace and that remedial program are not simply attempts to remedy general societal discrimination<sup>55</sup>.

Courts also seek to find a causal connection between a statistical disparity and actual underlying discrimination. In *Engineering Contractors*, one component of the factual predicate was a study comparing entry rates into the construction business for MWBEs and non-MWBEs.<sup>56</sup> The analysis provided statistically significant evidence that minorities and women entered the construction business at rates lower than expected, given their numerical presence in the population and human and financial capital variables. The study argued that those disparities persisting after applying appropriate statistical controls were most likely the result of current and past discrimination. Even so, the Eleventh Circuit criticized this study for reliance on general census data and the lack of particularized evidence of active or passive discrimination by Miami-Dade County, holding that the district court was entitled to find that the evidence did not show compelling justification for an MWBE program.<sup>57</sup>

The Seventh Circuit has perhaps set a higher bar for connecting private discrimination with government action. In the *Cook County* case, the trial court extensively considered evidence that prime contractors did not solicit MWBEs as subcontractors and considered carefully whether this evidence on solicitation served as sufficient evidence of discrimination, or whether instead, it was necessary to provide further evidence that there was discrimination in hiring MWBE subcontractors.<sup>58</sup> The Seventh Circuit held that this evidence was largely irrelevant.<sup>59</sup> Beyond being anecdotal and partial, evidence that contractors failed to solicit MWBEs on Cook County contracts was not the same as evidence that MWBEs were denied the opportunity to bid.<sup>60</sup> Furthermore, such activities on the part of contractors did not necessarily implicate the County as being a passive participant in such discrimination as might exist because there was no evidence the County knew about it.<sup>61</sup>

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<sup>52</sup> *Contractors Ass’n*, 91 F.3d at 602; *Engineering Contrs. Ass’n v. Metropolitan Dade County*, 122 F.3d 895, 910-11 (11th Cir. 1997).

<sup>53</sup> *Contractors Ass’n*, 91 F.3d at 602; see also *Webster v. Fulton County*, 51 F. Supp. 2d 1354 (N.D. Ga. 1999).

<sup>54</sup> *Concrete Works IV*, 321 F.3d at 969.

<sup>55</sup> *Adarand Constructors, Inc. v. Slater*, 228 F.3d 1147 (10th Cir. 2000).

<sup>56</sup> *Engineering Contrs. Ass’n v. Metropolitan Dade County*, 122 F.3d at 921-22.

<sup>57</sup> *Id.* at 922.

<sup>58</sup> *Builders Ass’n of Greater Chicago v. County of Cook*, 123 F. Supp. 2d 1087 (N.D. Ill. 2000).

<sup>59</sup> *Builders Ass’n of Greater Chicago v. County of Cook*, 256 F.3d 642, 645 (7th Cir. 2001).

<sup>60</sup> *Id.*

<sup>61</sup> *Id.*

#### 2.2.4.4 Burden of Proof

The *Croson* decision imposes the original burden of proof upon the government to demonstrate that a challenged program is supported by documented evidence of sufficiently specific past government discrimination. The plaintiff has the ultimate burden, however, to prove that the program is unconstitutional through various methods such as alleged flaws in the methodology used by the government to show that past or present discrimination exists, plausible race-neutral reasons for the disparity, or the existence of controverting data.<sup>62</sup>

In *Western States Paving*, the constitutionality of the requirement that contractors use race- and gender-based criteria when awarding sub-contracts was challenged both “on its face” and “as applied.” A program is considered unconstitutional “on its face” when the program’s application is unconstitutional under all circumstances. The court in *Western States Paving* found that the federal DBE regulations and their authorizing statute in TEA-21 were constitutional, and therefore, the federal DBE program is constitutional “on its face.” For example, as the court held in *Western States Paving*, the U.S. Congress could find that discrimination exists across the country and therefore, there is a compelling need for the program. The court also found that the federal DBE regulations were narrowly tailored for the national contracting industry.

On the other hand, a program can be constitutional “on its face” but unconstitutional “as applied” in a particular case. For example, while discrimination exists across the country, it may not exist in the jurisdiction that has the race- and gender-based case. The Ninth Circuit Court of Appeals in *Western States Paving* held that the state of Washington failed to prove that there was adequate evidence of discrimination within the state’s contracting market and thus failed to meet its burden of demonstrating that its DBE program was narrowly tailored as applied. The Ninth Circuit in *Western States* established a two-prong test: (1) the agency must establish the presence of discrimination in its own transportation industry, and (2) the affirmative action program must be “limited to those groups that have actually suffered discrimination.”<sup>63</sup> The Court discussed several ways in which the state’s evidence was insufficient:

- ♦ The state had not conducted a valid statistical study to establish the existence of discrimination in the highway contracting industry;
- ♦ The Washington State Department of Transportation’s (WSDOT) calculation of the capacity of DBEs to do work was flawed because it failed to account for the effects of past race- conscious programs on current DBE participation;
- ♦ The disparity between DBE participation on contracts with and without affirmative action components did not provide any evidence of discrimination;
- ♦ A small disparity between the proportion of DBE firms in the state and the percentage of funds awarded to DBEs in race-neutral contracts (2.7% in the case of WSDOT) was entitled to little

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<sup>62</sup> See, e.g., *Concrete Works of Colo. v. City & County of Denver*, 321 F.3d 950, 959 (10th Cir. 2003), citing *Wygant v. Jackson Bd. of Education*, 476 U.S. 267, 277-78 (1986) (“The ultimate burden remains with the [plaintiff] to demonstrate the unconstitutionality of an affirmative-action program”).

<sup>63</sup> *Western States Paving*, 407 F.3d at 997-99. This two-prong test was re-affirmed in *AGC v. Caltrans*, 713 F.3d 1187, 1196 (9<sup>th</sup> Cir. 2013).

weight as evidence of discrimination, because it did not account for other factors that may affect the relative capacity of DBEs to undertake contracting work;

- ♦ This small statistical disparity was not enough, standing alone, to demonstrate the existence of discrimination. To demonstrate discrimination, a larger disparity would be required;
- ♦ WSDOT did not present any anecdotal evidence of discrimination; and
- ♦ The affidavits required by 49 CFR 26.67(a), in which DBEs certify that they are socially and economically disadvantaged, did not constitute evidence of the presence of discrimination.

Consequently, the court found that the WSDOT DBE program was unconstitutional “as applied.”<sup>64</sup>

The *Western States Paving* case noted that, although narrow tailoring does not require exhaustion of every conceivable race-neutral alternative, “it does require serious, good faith consideration of workable race-neutral alternatives.” *W. States Paving Co. v. Wash. State DOT*, 407 F.3d 983, 987 (9th Cir. 2005); also see *Adarand III*, 515 U.S. at 237-38 (when undertaking narrow tailoring analysis, courts must inquire “whether there was any consideration of the use of race-neutral means to increase minority business participation in government contracting” (internal quotation marks omitted)).

TEA-21 DBE regulations place a preference on the use of race-neutral means, including informational and instructional programs targeted toward all small businesses, to achieve a government’s DBE utilization goal. The regulations require a state to “meet the maximum feasible portion of [its] overall goal by using race-neutral means.” 49 C.F.R. § 26.51(a). Only when race-neutral efforts prove inadequate do the regulations authorize a state to resort to race-conscious measures to achieve the remainder of its DBE utilization goal. *Western States Paving* recognized “[w]e therefore are dealing here with [regulations] that emphasize the continuing need to employ non-race-conscious methods even as the need for race-conscious remedies is recognized.”<sup>65</sup> However, the Ninth Circuit in *Western States Paving* and *AGC v. Caltrans* held that states are not required “to independently meet this aspect of narrow tailoring...”<sup>66</sup> That is, states are not required to first actually implement race-neutral programs and evaluate their success prior to implementing race-conscious programs. States must consider race-neutral programs but are not required to implement them.

*Western States Paving* also emphasizes the need for flexibility to show narrow tailoring in the DBE program. The court noted that a quota system is the hallmark of an inflexible affirmative action program. The court quoted *Grutter* stating that “[w]hile [q]uotas impose a fixed number or percentage which must be attained, or which cannot be exceeded, a permissible goal requires only a good-faith effort to come within a range demarcated by the goal itself.”<sup>67</sup> The court recognized that the TEA-21 DBE regulations explicitly prohibit the use of quotas.<sup>68</sup> Moreover, where race-conscious contracting goals are used, prime contractors can meet that goal either by subcontracting the requisite amount of work to DBEs or by demonstrating good faith efforts to do so.<sup>69</sup> A recipient of federal funds, likewise, cannot be penalized by the federal government for failing to attain its DBE utilization goal as long as it undertakes good faith

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<sup>64</sup> *Id.* at 993 (citing *United States v. Paradise*, 480 U.S. 149 (1987)).

<sup>65</sup> *Id.* at 994 (citing *Adarand VII*, 228 F.3d at 1179).

<sup>66</sup> *AGC v. Caltrans*, No. 11-16228, at 23; *Western States Paving*, 407 F.3d at 995, 997-98.

<sup>67</sup> 539 U.S. 306.

<sup>68</sup> 49 C.F.R. § 26.43(a).

<sup>69</sup> *Id.* § 26.53(a).

compliance efforts.<sup>70</sup> TEA-21 therefore provides for a flexible system of contracting goals that contrasts sharply with the rigid quotas invalidated in *Croson*.<sup>71</sup>

With regard to burden of proof the Eleventh Circuit stated that once the proponent of affirmative action, introduces its statistical proof as evidence of its remedial purpose, thereby supplying the [district] court with the means for determining that [it] had a firm basis for concluding that remedial action was appropriate, it is incumbent upon the non-minority [employees] to prove their case; they continue to bear the ultimate burden of persuading the [district] court that the [public employer's] evidence did not support an inference of prior discrimination and thus a remedial purpose, or that the plan instituted on the basis of this evidence was not sufficiently "narrowly tailored."<sup>72</sup>

#### 2.2.4.5 Anecdotal Evidence

Justice O'Connor in *Croson* discussed the relevance of anecdotal evidence under strict scrutiny, stating: "[E]vidence of a pattern of individual discriminatory acts can, if supported by appropriate statistical proof, lend support to a local government's determination that broader remedial relief is justified."<sup>73</sup>

There was evidence of discriminatory barriers against minority firms gathered from a telephone survey, interviews, and focus groups in *Rowe*. The Fourth Circuit favorably cited survey evidence of a "good old boy network" excluding MBEs from work, double standards in qualifications, primes viewing MBEs as less qualified, dropping MBEs after contract award, and the firms changing their behavior when not required to use MBEs.<sup>74</sup> This material was affirmed in interviews and focus groups. The Fourth Circuit also concluded that "[t]he surveys in the 2004 study exposed an informal, racially exclusive network that systematically disadvantaged minority subcontractors."<sup>75</sup>

The plaintiff argued that this data was not verified, to which the Fourth Circuit responded, "a fact finder could very well conclude that anecdotal evidence need not— and indeed cannot—be confirmed because it 'is nothing more than a witness' narrative of an incident told from the witness' perspective and including the witness' perceptions.'"<sup>76</sup> The Fourth Circuit also commented favorably on the NCDOT study survey oversampling MBEs as long as the sample was random.

In *Associated General Contractors of California, Inc. v. Coalition for Economic Equity (AGCC II)*, the Ninth Circuit discussed the specificity of anecdotal evidence required by *Croson*.<sup>77</sup> Seeking a preliminary injunction, the contractors contended that the evidence presented by San Francisco lacked the specificity needed for an earlier appeal in that case and by *Croson*.<sup>78</sup> The court held that the City's findings were based on substantially more evidence than the anecdotes in the two prior cases and were "clearly based

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<sup>70</sup> *Id.* § 26.47(a).

<sup>71</sup> *Grutter v. Bollinger*, 539 U.S. 982 (2003). See also *Sherbrooke Turf, Inc.*, 345 F.3d at 972 ("the [TEA-21] DBE program has substantial flexibility").

<sup>72</sup> *Eng'g Contrs. Ass'n of S. Florida, Inc.*, 122 F.3d 895, 916 (quoting *Howard v. McLucas*, 871 F.2d 1000, 1007 (11th Cir.1989)).

<sup>73</sup> *Croson*, 488 U.S. at 509; *Kossman Contr. v. City of Houston*, No. H-14-1203, 2016 U.S. Dist. LEXIS 37708 (S.D. Tex. Feb. 16, 2016), adopted by *Kossman Contr. Co. v. City of Houston*, No. H-14-1203, 2016 U.S. Dist. LEXIS 36758 (S.D. Tex. Mar. 22, 2016).

<sup>74</sup> *H.B. Rowe*, 615 F.3d at 248.

<sup>75</sup> *Id.* at 251.

<sup>76</sup> *Id.* at 249 (quoting *Concrete Works*, 321 F.3d at 989).

<sup>77</sup> *AGCC II*, 950 F.2d 1401, 1414-15 (9th Cir. 1991).

<sup>78</sup> *Id.* at 1415-1416.

upon dozens of specific instances of discrimination that are laid out with particularity in the record, as well as significant statistical disparities in the award of contracts.”<sup>79</sup>

The court also ruled that the City was under no burden to identify every instance of discriminatory practices or policies.<sup>80</sup> Reiterating the City’s perspective, the court stated that the City “must simply demonstrate the existence of past discrimination with specificity; there is no requirement that the legislative findings specifically detail each instance that the legislative body ha[d] relied upon in support of its decision that affirmative action is necessary.”<sup>81</sup> Not only have courts found that a municipality does not have to identify all the discriminatory practices impeding MWBE utilization specifically, but the Tenth Circuit in *Concrete Works IV* also held that anecdotal evidence collected by a municipality does not have to be verified.

“There is no merit to [the plaintiff’s] argument that the witnesses’ accounts must be verified to provide support for Denver’s burden. Anecdotal evidence is nothing more than a witness’ narrative of an incident told from the witness’ perspective and including the witness’ perceptions....Denver was not required to present corroborating evidence and [the plaintiff] was free to present its own witnesses to either refute the incidents described by Denver’s witnesses or to relate their own perceptions on discrimination in the Denver construction industry.”<sup>82</sup>

## 2.2.5 Narrowly Tailoring for Race-Conscious Programs

Many courts have held that even if a compelling interest for an MBE program can be proven, the program can still be found not to be narrowly tailored.<sup>83</sup> The Fourth Circuit has laid out the following factors in determining whether a program is narrowly tailored:

(1) the necessity of the policy and the efficacy of alternative race neutral policies; (2) the planned duration of the policy; (3) the relationship between the numerical goal and the percentage of minority group members in the relevant population; (4) the flexibility of the policy, including the provision of waivers if the goal cannot be met; and (5) the burden of the policy on innocent third parties.<sup>84</sup>

In *H.B. Rowe*, the Fourth Circuit added to this list “overinclusiveness,” defined as the “tendency to benefit particular minority groups that have not been shown to have suffered invidious discrimination.”<sup>85</sup>

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<sup>79</sup> *Id.* at 1416. This evidence came from 10 public hearings and “numerous written submissions from the public.” *Id.* at 1414.

<sup>80</sup> *Id.* at 1416 n.11.

<sup>81</sup> *Id.* at 1416.

<sup>82</sup> *Concrete Works IV*, 321 F.3d 950, 989 (10th Cir. 2003).

<sup>83</sup> *Contractors Ass’n v. City of Philadelphia*, 91 F.3d at 605; *Engineering Contrs.*, 122 F.3d at 926-29; *Virdi v. Dekalb County Sch. Dist.*, 135 F. App’x 262 (11th Cir. 2005).

<sup>84</sup> *H.B. Rowe*, 615 F.3d at 252 (quoting *Belk v. Charlotte-Mecklenburg Bd. of Educ.*, 269 F.3d 305, 344 (4th Cir. 2001)).

<sup>85</sup> *H.B. Rowe*, 615 F.3d at 252 (quoting *Alexander v. Estep*, 95 F.3d 312, 316 (4th Cir. 1996)).

The Ninth Circuit in *Western States Paving* agreed with the *Sherbrooke*<sup>86</sup> and *Gross Seed*<sup>87</sup> cases that it is necessary to undertake an as applied inquiry into whether a government's DBE program is narrowly tailored. The *Western States Paving* court stated that even when discrimination is present within a state, a remedial program is only narrowly tailored if its application is limited to those minority groups that have actually suffered discrimination. In *Croson*, for example, one of the rationales upon which the Supreme Court relied to invalidate the city's quota system was the program's expansive definition of "[m]inority group members," which encompassed "[c]itizens of the United States who are Blacks, Spanish-speaking, Orientals, Indians, Eskimos and Aleuts."<sup>88</sup> The Court admonished that the random inclusion of racial groups that, as a practical matter, may never have suffered from discrimination in the construction industry in Richmond suggested perhaps the city's purpose was not in fact to remedy past discrimination.

The Ninth Circuit Court of Appeals noted that it had previously expressed similar concerns about the haphazard inclusion of minority groups in affirmative programs ostensibly designed to remedy the effects of discrimination. In *Monterey Mechanical Co. v. Wilson*, 125 F.3d at 704, the Ninth Circuit relied on *Croson* to invalidate a California statute that required prime contractors on public projects to subcontract 15 percent of the work to minority-owned businesses and 5 percent to woman-owned businesses. The statute defined the term "minority" to include Blacks, Hispanics, Native Americans, Pacific-Asians, Asian-Indians, and over two-dozen subgroups.<sup>89</sup> The court concluded that the statute was not narrowly tailored because it provided race-conscious preferences to "groups highly unlikely to have been discriminated against in the California construction industry".<sup>90</sup> The overly inclusive designation of benefited minority groups was a "red flag signaling that the statute is not, as the Equal Protection Clause requires, narrowly tailored."<sup>91</sup> The court also cited *Builders Ass'n of Greater Chicago v. County of Cook*, 256 F.3d 642, 647 (7th Cir.2001), holding that an ordinance establishing minimum levels of minority participation in county construction contracts was not narrowly tailored because it afforded preferences to a "laundry list" of minorities, not all of whom had suffered discrimination; *Associated Gen. Contractors of Ohio, Inc. v. Drabik*, 214 F.3d 730, 737 (6th Cir. 2000), invalidating a state statute that set aside 5 percent of state construction contracts for "Blacks, American Indians, Hispanics, and Orientals" because "[b]y lumping together [these] groups, ... the [program] may well provide preference where there has been no discrimination, and may not provide relief to groups where discrimination might have been proven;" *O'Donnell Constr. Co. v. District of Columbia*, 963 F.2d 420, 427 (D.C.Cir.1992) "the random inclusion of racial groups for which there is no evidence of past discrimination in the construction industry raises doubts about the remedial nature of [a minority set-aside] program" (internal quotation marks omitted). In contrast, the Caltrans DBE program litigated in *AGC v. Caltrans* had excluded Hispanic-owned firms from race-conscious preferences based on inadequate factual predicate evidence for the Hispanic ethnic category.<sup>92</sup>

Accordingly, any specific minority group benefiting from the state's DBE program must have suffered discrimination within the state. If that is not the case, then the DBE program provides minorities who have

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<sup>86</sup> *Sherbrooke Turf, Inc. v. Minn. DOT*, 345 F.3d 964 (8th Cir. 2003)

<sup>87</sup> *Gross Seed Co. v. DOT*, 541 U.S. 1041, 124 S. Ct. 2158 (2004)

<sup>88</sup> 488 U.S. at 478, 109 S.Ct. 706 (second alteration in original).

<sup>89</sup> *Id.* at 714, 109 S.Ct. 706.

<sup>90</sup> *Id.*

<sup>91</sup> *Id.*

<sup>92</sup> *AGC v. Caltrans*, No. 11-16228, at 4.

not encountered discriminatory barriers with an unconstitutional competitive advantage at the expense of both non-minorities and any minority groups that have actually been targeted for discrimination.

#### **2.2.5.1.1 Race-Neutral Alternatives**

Concerning race-neutral alternatives, Justice O'Connor in *Croson* concluded that a governmental entity should also evaluate the use of race-neutral means to increase minority business participation in contracting or purchasing activities. In *Rowe*, the Fourth Circuit noted that NCDOT had a Small Business Enterprise program and had undertaken all the race-neutral methods suggested by the DOT DBE program regulations. The court pointed out that the plaintiff had identified "no viable race-neutral alternatives that North Carolina has *failed* to consider and adopt"<sup>93</sup> (emphasis in the original). The Court further noted that disparities persisted despite NCDOT employing these race-neutral initiatives.

#### **2.2.5.1.2 Duration of the Remedy**

In *Croson*, Justice O'Connor indicated that, "[a] generalized assertion that there has been past discrimination in the entire construction industry cannot justify the use of an unyielding racial quota, since it provides no guidance for the city's legislative body to determine the precise scope of the injury it seeks to remedy and would allow race-based decision making essentially limitless in scope and duration."<sup>94</sup>

The *Western States Paving* Court noted that a narrowly tailored remedial program must also include adequate durational limitations. The Court noted that TEA-21 comports with this requirement because it is subject to periodic reauthorization by Congress. The debates concerning reauthorization ensure that Congress regularly evaluates whether a compelling interest continues to justify TEA-21's remedial program.

#### **2.2.5.1.3 Relationship of Goals to Availability**

Narrow tailoring under the *Croson* standard requires that remedial goals be in line with disparities caused by past instances of government discrimination, active or passive. Setting percentages arbitrarily has played a vital part in finding programs unconstitutional, as evident with what the city of Richmond did in *Croson*. Setting goal percentages need to be based on statistical studies.<sup>95</sup>

In *H.B. Rowe*, the Fourth Circuit found that NCDOT participation goals were related to percentage MBE availability. First, the NCDOT goals were set project by project. Second, NCDOT generates a report detailing the type of work likely to be subcontracted. Third, the NCDOT goal-setting committee checks its database for availability. Finally, the Fourth Circuit noted that 10 percent of the NCDOT projects had a zero MWBE goal.<sup>96</sup>

With regard to goals the Eleventh Circuit stated that, "we do not agree with the district court that it was "irrational" for the County to set a goal of 19% HBE participation when Hispanics make up more than 22%

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<sup>93</sup> *H.B. Rowe*, 615 F.3d at 252.

<sup>94</sup> *Richmond v. J. A. Croson Co.*, 488 U.S. 469, 476, 109 S. Ct. 706, 713 (1989).

<sup>95</sup> *Contractors Ass'n v. City of Philadelphia*, 91 F.3d at 607 ("The district court also found significant that the ... Ordinance offered only one reference point for the percentages selected for the various set-asides -- the percentages of minorities and women in the general population"). See also *Builders Ass'n of Greater Chicago*, 256 F.3d at 647.

<sup>96</sup> *H.B. Rowe*, 615 F.3d at 253.

of the relevant contracting pool in every SIC category, and more than 30% for SIC 15. We see nothing impermissible about setting numerical goals at something less than absolute parity. Stated somewhat differently, a local government need not choose between a program that aims at parity and no program at all.”<sup>97</sup>

#### **2.2.5.1.4 Flexibility**

Regarding flexibility, in *Kossman Contracting v. City of Houston* the court found that the program met narrow tailoring as it was flexible to accomplish its goals. The program employed goals as opposed to quotas, set goals on an individual contract level, allowed substitution of SBEs for MWBEs, instituted a process for allowing good-faith waivers, and built in due processes.<sup>98</sup>

*Western States Paving* also emphasizes the need for flexibility to show narrow tailoring in the DBE program. The court noted that a quota system is the hallmark of an inflexible affirmative action program. The court quoted *Grutter* stating that “[w]hile [q]uotas impose a fixed number or percentage which must be attained, or which cannot be exceeded, a permissible goal requires only a good-faith effort to come within a range demarcated by the goal itself.”<sup>99</sup> The court recognized that the TEA-21 DBE regulations explicitly prohibit the use of quotas.<sup>100</sup> Moreover, where race-conscious contracting goals are used, prime contractors can meet that goal either by subcontracting the requisite amount of work to DBEs or by demonstrating good faith efforts to do so.<sup>101</sup> A recipient of federal funds, likewise, cannot be penalized by the federal government for failing to attain its DBE utilization goal as long as it undertakes good faith compliance efforts.<sup>102</sup> TEA-21 therefore provides for a flexible system of contracting goals that contrasts sharply with the rigid quotas invalidated in *Croson*.<sup>103</sup>

#### **2.2.5.1.5 Burden on Third Parties**

Narrow tailoring also requires minimizing the burden of the program on third parties. Good faith compliance is a tool that serves the purpose of reducing the burden on third parties.<sup>104</sup> The plaintiff in *Rowe* argued that the solicitation requirements were burdensome and that it was forced to subcontract out work that could be self-performed. The Fourth Circuit noted that the solicitation requirements could be met with existing staff, and the MWBE program did not require subcontracting out work that could be self-performed.<sup>105</sup>

## **2.3 Conclusions**

As summarized earlier, when governments develop and implement a contracting program sensitive to race and gender, they must understand the case law developed in the federal courts. These cases establish

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<sup>97</sup> *Eng’g. Contr. of S. Florida, Inc.* 122 F.3d at 927.

<sup>98</sup> *Kossman Contracting v. City of Hous.*, No. H-14-1203, 2016 U.S. Dist. LEXIS 37708, at \*68 (S.D. Tex. Feb. 16, 2016).

<sup>99</sup> 539 U.S. 306.

<sup>100</sup> 49 C.F.R. § 26.43(a).

<sup>101</sup> *Id.* § 26.53(a).

<sup>102</sup> *Id.* § 26.47(a).

<sup>103</sup> *Grutter v. Bollinger*, 539 U.S. 982 (2003). See also *Sherbrooke Turf, Inc.*, 345 F.3d at 972 (“the [TEA-21] DBE program has substantial flexibility”).

<sup>104</sup> 49 C.F.R. § 26.53.

<sup>105</sup> *H.B. Rowe*, 615 F.3d at 254.

specific requirements that must be addressed so that such programs can withstand judicial review for constitutionality and prove to be just and fair. Given current trends in applying the law, local governments must engage in specific fact-finding processes to compile a thorough, accurate, and specific evidentiary foundation to determine whether there is, in fact, discrimination sufficient to justify a remedial program. Further, state and local governments must continue to update this information and revise their programs accordingly.

In creating and implementing a race- or gender-conscious contracting program, it is necessary to understand how the courts have interpreted the constitutional requirements. To satisfy strict scrutiny, agencies must provide a compelling interest for a race- conscious program.

The compelling interest begins with showing sufficiently specific past instances of government discrimination primarily through statistical disparities between the availability and utilization of firms by demographic category. However, the disparity analysis must be supplemented by factoring in issues such as type of work, as well as firm capacity and interest in pursuing agency contracts. How subcontractors are treated in the absence of goals is also an important part of the factual predicate for a race and gender conscious program as a majority of a subcontractors are M/WBEs and have yet to enter into the prime contractor realm. This quantitative analysis must then be supplemented with qualitative evidence from interviews, surveys and other methods of anecdotal data collection.

If a factual predicate is found for a race-conscious effort, the program still must be narrowly tailored. Critical elements of narrow tailoring include seriously considering race neutral measures, setting goals near business availability, having mechanisms for flexible program implementation, and avoiding the random inclusion of groups into the program. Working with these criteria, the federal courts have consistently ruled that the federal DBE regulations are narrowly tailored.

Although the Supreme Court has left certain questions within this realm of law unresolved, and the Second Circuit has not ruled on a factual predicate for an MBE program in over two decades, the Fourth Circuit and other federal circuits have offered guidance on fundamental standards. In the end, MBE and WBE programs can withstand challenges if state and local governments adhere to the requirements delineated by the courts.

# 3 Review of Policies, Procedures, and Programs

## 3.1 Introduction

An essential function in meeting the needs of New York State (State) is contracting for goods and services. As such, **Chapter 3** provides an overview of the State's procurement and contracting policies, procedures, and programs. In addition, this chapter examines efforts undertaken by the State, under the auspices of the Empire State Development (ESD), to remedy past discrimination within purchasing and contracting. Under the authority of Article 15-A of the NYS Executive Law, ESD through its Division of Minority and Women's Business Development (DMWBD), has the statutory and regulatory authority to oversee and implement the State's Minority and Women Enterprise Business (MWBE) Program.

### Chapter Sections

- 3.1 Introduction
- 3.2 Methodology
- 3.3 Executive Law Article 15-A and the Division of Minority and Women's Business Development
- 3.4 New York State Procurement Environment and Structure
- 3.5 Conclusions

**Chapter 3** includes a review of policies and procedures presented in five sections. The chapter provides a summary of Article 15-A, specifically, the responsibility of ESD's DMWBD and the State's procurement environment. It will also include an overview of enterprise procurement policies and procurement methods. The review and examination of policies in this chapter is intended to provide the foundation for the analysis of availability (**Chapter 4**) and utilization (**Chapter 5**), and the findings and recommendations (**Chapter 8**).

## 3.2 Methodology

This section summarizes the steps undertaken to review the State's procurement policies utilizing a methodology refined over the course of more than 250 disparity studies. MGT's review included developing an understanding of the State's organizational structure and procurement roles and responsibilities of various agencies. The policy review was conducted with the complete cooperation of the State staff who provided data, information, and assistance to MGT throughout the policy review. To conduct the policy review and to prepare this chapter, MGT's approach included collecting and reviewing procurement-related source documents. Procurement policies and practices were also reviewed and discussed with staff to better understand procurement practices and their impact on departments, agencies, authorities, and vendors doing business or seeking to do business with the State. However, an overall assessment of the impact of these policies and procedures can only be made in conjunction with the statistical and anecdotal evidence contained in **Chapters 5 and 7** of this report. The review of policies and procedures included the collection, review, and summarization of ESD's DMWBD governance (Article 15-A, 5 NYCRR parts 140-145), selected State Procurement Governance (NYS Finance Law and Public Authorities Law), and policy discussions with State staff.

Policy discussions were virtually held with the State agencies and authority staff in July 2023 and continued until November 2023. The following agencies and authorities participated in policy discussions, due to their expenditure level and regional footprint: ESD, DASNY, New York State Department of Environmental Conservation (DEC), New York State Department of State (DOS), NYSDOT, New York State Office of Parks, Recreation and Historic Preservation (OPRHP), New York State Telecommunications Association, Inc. (NYSTA), New York Power Authority (NYPA), and Office of General Services (OGS). During this period, meetings were held with staff in the DMWBD. As needed, follow-up contacts were made to obtain additional information and insights. MGT also collected and reviewed a variety of source documents and information pertaining to the policy review.

### **3.3 Executive Law Article 15-A and the Division of Minority and Women's Business Development**

Article 15-A § 310-318 (Article 15-A) of the New York State Executive Law was enacted in 1988 which authorized the creation of the Office of Minority and Women's Business Development within the Governor's Office. Presently the Division of Minority and Women's Business Development (DMWBD) is housed within the Empire State Development Corporation (ESD), New York State's economic development agency. New York State (NYS) Executive Law establishes obligations for the Division, state agencies, and contractors in order to enhance opportunities for MWBEs in State contracting. The objective of Article 15-A is to remedy past discrimination of MWBEs through the facilitation of equitable access to economic opportunities for MWBEs by eliminating barriers to their participation in New York State contracting. According to Article 15-A of the Executive Law of New York State, the DMWBD must encourage, monitor and support the use of MWBEs by entities covered under its provisions.<sup>106</sup> Agencies subject to Article 15-A are listed in [Appendix L](#).

On July 15, 2019, Executive Law Article 15-A was reauthorized extending the program to December 31, 2024. This reauthorization included several modifications to the remedial MWBE program. The reauthorization of Article 15-A increased the certification length from three years to five years and increased the personal net worth certification cap to \$15 million. The Director of the DMWBD is given authority to establish, by regulation, additional personal net worth limits on an industry-by-industry basis. The provisions of the new Article 15-A went into effect in January 2020. Chapter 58 of the Laws of 2024 extended the program until July 31, 2025.

#### **3.3.1 MWBE Certification**

To qualify for New York State certification as a minority and/or women-owned business enterprise (MWBE), an applicant must successfully demonstrate that it is independently owned, operated and authorized to do business in New York State; and is owned and controlled by at least fifty-one percent women or minority group members who are citizens of the U.S. or permanent resident aliens. Such ownership must be real, substantial and continuing; and the minorities or women must have and exercise the authority to control independently the day-to-day business operations and decisions of the enterprise.

A minority group member<sup>107</sup> is a United States citizen or permanent-resident alien who is and can demonstrate membership in one of the following groups:

- ♦ Black persons having origins in any of the Black African racial groups not of Hispanic origin;
- ♦ Hispanic persons of Mexican, Puerto Rican, Dominican, Cuban, Central or South American descent of either Indian or Hispanic origin, regardless of race;
- ♦ Asian and Pacific Islander persons having origins in the Far East, Southeast Asia, and Indian subcontinent or the Pacific Islands; or
- ♦ American Indian or Alaskan Native persons having origins in any of the original peoples of North America.

MWBE certification is limited to small businesses as defined by 300 or less employees. In addition to meeting the above requirements, each minority or woman owner, upon whom certification is based, cannot have a personal net worth exceeding \$15 million. Supporting documentation is required with each application to verify business ownership classification and personal net worth.

An important aspect of the certification process is the assignment of National Institute of Government Purchasing (NIGP) and North American Industrial Classification System (NAICS) commodity codes that are used to classify businesses based on their primary activities. Determining the most appropriate NAICS code for a specific business can be complex, especially for companies with diverse operations. Ensuring that the selected code accurately reflects the firm's activities is crucial. NYS solicitations often specify the applicable NAICS codes for the goods or services being procured.

All firms are subject to NYS eligibility requirements, and may be denied certification with NYS. If a firm is denied certification, they have 30 days to file an appeal. NYS reserves the right to request additional documents, or a full application from any applicant, regardless of application type or method.

### 3.3.2 MWBE Compliance

The New York Codes, Rules and Regulations (NYCRR) Title 5, Part 140-145 (MWBE Regulations) establishes standards, criteria, and procedures by which State agencies set annual goals for direct and indirect contracting opportunities with certified minority and women-owned business enterprises, and the processes by which these master goal plans are submitted, including what information needs to be reported, and procedures and consequences for State agencies that fail to achieve their goals without a good faith effort to maximize contractual opportunities for certified enterprises.

These regulations also provide standards, criteria and procedures for establishing contract goals; to regulate, prepare, submit, and review utilization plans, to prescribe the elements of a contractor's good faith efforts to be reviewed when a waiver of goals is requested, and to provide procedures for evaluating compliance.

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<sup>107</sup> 5 CRR-NY 40.2(g)

Agencies and authorities can use the New York State Contract System (NYSCS) to help navigate various levels of MWBE compliance. NYSCS<sup>108</sup> provides a comprehensive online information management system to track and report on procurement contracts and expenditures with certified MWBE firms. The State's purchases are categorized into four categories for MWBE reporting and utilization. The categories are construction, construction consultants, commodities, and service consultants.

The primary users of the NYSCS system are MWBE liaisons/associates, procurement officers, and others as determined by the respective agencies and authorities. The system consists of four (4) modules:

1. Goal Plan Module
2. Utilization Reporting Module
3. Contract Compliance Module (CCM)
4. Statewide Utilization Management Plan Module (SUMP)

Discussions with NYS staff provided insight into how they engage with the agencies under their purview and how ESD policies and processes are operationalized. Such activities require coordination and collaboration among the agencies, authorities, and ESD. It was apparent throughout the discussions with staff that ensuring policies are routinely followed is paramount to MWBE contract administration and compliance.

## **3.4 New York State Procurement Environment and Structure**

The procurement and contracting of goods and services by public entities is authorized and governed by the applicable state and/or federal statutes and regulations. For state agencies, procurements are guided by the Office of General Services (OGS) Procurement Services and the Procurement Council in accordance with the adopted New York State Procurement Guidelines (Procurement Guidelines). The Procurement Guidelines remain consistent with current statutes, regulations, executive orders, and other actions with the force of law, as changes are made in consultation with OGS Legal Services, and administrative updates made to the Guidelines are reported at the Procurement Council meetings.

### **3.4.1 Procurement Environment Summary and Observations**

New York State is committed to remedying past instances of State involvement in industry-specific discrimination through its procurement methodologies. Through policy discussions and observations, the State has garnered a comprehensive understanding of the intricate dynamics surrounding procurement practices. Staff insights highlighted the necessity of policies that prioritize remedying past discrimination. NYS recognizes the pivotal role procurement plays in shaping the economic vitality of the State through its vendors. As such, staff advocated for processes that enhance the MWBE Program while simultaneously ensuring operational efficiency and effectiveness.

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<sup>108</sup> <https://ny.newnycontracts.com>

## Discretionary Purchases

Purchases up to the Discretionary Buying Threshold are not subject to the formal competitive bidding requirements set forth in State Finance Law §163 but are subject to the advertising requirements set forth in Economic Development Law Article 4-C and State Finance Law §163(6-c). Agencies must also comply with their internal policies and procedures governing discretionary purchases, which should include an assessment as to whether a formal competitive procurement process, or one that is less formal but still competitive, may best meet the Agency's needs. Agencies may also determine, based upon experience, knowledge, and a current analysis, that it is appropriate to limit the discretionary purchase opportunity to MWBEs or to New York State Small Businesses. The Discretionary Buying Threshold for commodities, services, and technology not available from Preferred Sources or from the OGS Centralized Contracts is typically \$50,000 for State agencies; \$85,000 for OGS Agency-Specific Contracts; and \$250,000 for SUNY. Exceptions include purchases for commodities that are food (including milk and milk products) grown, produced, or harvested in New York State, for which the threshold is \$500,000. In addition, the threshold is \$750,000 for purchases by State agencies: from a NYS small business; from a firm certified as a Minority- and/or Women-Owned Business Enterprise (MWBE) by the New York State Department of Economic Development; or of commodities or technology that are recycled or remanufactured (State Finance Law §163(6)).

Agencies may be required to provide ESD with additional data regarding "Discretionary Spending" in a format as defined by the DMWBD. This data includes a breakdown of discretionary spending in the quarter with MWBEs<sup>109</sup>.

## Construction and Construction Consultant

Construction has been the largest single expenditure category for MWBE utilization, according to NYS DMWBD annual MWBE report (approximately 7 billion dollars between 2015 and 2021). It is an important area to review because construction and construction services typically provide the greatest spend and most subcontracting opportunities for small, minority, and women-owned businesses. These opportunities grant MWBEs the opportunity to gain simultaneous experience on multiple projects. For construction contracts that fall under the NYS Public Buildings Law subdivision 6, section 8, as administered by OGS, where a certified MWBE submits a bid of \$1,400,000 or less, the bid of the MWBE is deemed the lowest bid unless it exceeds the lowest bidder by more than 10%.

Based on past findings of disparity within the industry,<sup>110</sup> NYS Executive Law article 15A requires MWBE goals to be incorporated on all construction projects with an estimated value of \$100,000 or more. Traditionally, construction contracts involved the owner engaging a design professional to create design documents, and then soliciting bids from construction contractors to execute the project (the "design-bid-build method"). However, more recently, the design-build method has been authorized for select agencies. In a design-bid procurement, the owner typically issues a request for qualifications ("RFQ") from teams that combine design services and construction into a single venture. From the submissions, the owner creates a shortlist of qualified teams, and then those teams receive a request for proposals ("RFP") to complete the project. Design-build contracting has gained popularity, especially with the Infrastructure

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<sup>109</sup> Agency Guidelines for MWBE Utilization

<sup>110</sup> State of New York 2016 MWBE Disparity Study, Mason Tillman Associates, Ltd

Investment Act's implementation. According to the annual Design-Build report, from 2016 to 2023, it facilitated over \$2 billion in MWBE utilization.

While design-build contracts can provide avenues for MWBE participation, increased competition, contracting requirements, capacity challenges, and the need for strategic partnerships require MWBEs to be proactive, innovative, and collaborative in pursuing and executing design-build projects. Effective advocacy, networking, and relationship-building efforts can help MWBEs maximize their opportunities and contribute to the success of design-build projects.

### 3.5 Conclusions

This disparity study aims to determine whether and where instances of past discrimination justify remedial programming by the State. The outcomes of the disparity study may guide suggested mechanisms to enhance MWBE participation. MGT's policy review focused on procurement policies, procedures, and practices that create opportunities for MWBEs. MGT's review shows that New York State has detailed policies and procedures that govern various aspects of procurement. Based on MGT's review, policy source documents provide ample guidance to department end users and suppliers seeking procurement opportunities. Several opportunities exist to further enhance the MWBE Program and potentially expand the program, as feasible, based on Study results. These opportunities include the use of various methods to achieve increased participation by enhancing personnel resources, processes, and technologies.

In summary, the review conducted by MGT underscores the importance of recognizing that remediating past instances of discrimination in contracting must be organization wide. The extent to which the State provides equitable opportunities for MWBEs will be determined by the results of state-wide efforts and agencies and authorities working collaboratively to increase awareness, interest, and participation in NYS contracting and procurement. The overall assessment of the impact of these policies and procedures on the vendor community can only be made in conjunction with the statistical and qualitative evidence contained in **Chapters 4, 5, and 7** of this report and will be used collectively to identify remedies, if warranted.

# 4 Market Area and Availability Analysis

## 4.1 Introduction

The market area is essential to establishing the universe of available vendors that will be considered in the identification of any disparate treatment of minority and women-owned firms. Availability is a measure of the numbers and proportions of vendors willing and able to work with an agency, while disparity is an observed statistically significant difference between the utilization of minority- and women-owned firms relative to their respective availability.

Chapter Sections	
♦ ♦ ♦	
4.1	Introduction
4.2	Data Collection and Management
4.3	Market Area Analysis
4.4	Availability Estimates

This chapter presents the results of the relevant geographic market area and availability estimates analyses of firms willing and able to do business in the State's market area. The specific industry categories analyzed were Construction, Construction-Related Services ("CRS"), Non-Construction Related Services, and Commodities sectors for the study period of April 1, 2016, to March 31, 2022.

## 4.2 Data Collection and Management

MGT staff compiled and reconciled electronic data provided by New York State to develop a master set of prime and subcontractor contract data into a Master Utilization Database to support the needs of the study. To capture an accurate depiction of utilization MGT generally uses spending information collected of the contracts awarded<sup>111</sup> on the study period. Due to data gaps in New York State's Financial Systems, MGT was unable to use spending<sup>112</sup> data for this study and the analysis was performed based exclusively on awarded contracts.<sup>113</sup> MGT utilized the State's financial records as the source of prime data and a portion of the subcontractor data that was combined with the subcontractor data collected via a survey of the primes. Based on a common contract ID across both datasets, MGT merged the subcontractor data with the prime data to make up the Master Utilization Database.

### 4.2.1 Study Period

The market area analysis is based on contract awards between April 1, 2016, and March 31, 2022.

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<sup>111</sup> Procurement award data is the amount of money that the State has committed to pay for a particular contract or purchase, including any options that may be exercised in the future.

<sup>112</sup> Spend data is the actual amount of money that the State has spent on goods and services from external suppliers.

<sup>113</sup> Awards directly measure disparities in outcomes, are often publicly available, and focus on the result of discrimination. While limitations like selection bias and incomplete representation exist, careful analysis and additional data sources, like the qualitative and private sector analyses, can strengthen the study and provide valuable insights into legal outcomes and disparities in compensation.

## 4.2.2 Procurement Categories and Exclusions

MGT analyzed the industry categories competitively bid by the State, encompassing four sectors: Construction, Construction-Related Services (“CRS”), Non-Construction Related Services, and Commodities. These industry categories are defined as:

- ♦ **Construction:** Services provided for the construction, renovation, rehabilitation, repair, alteration, improvement, demolition, and excavation of physical structures, excluding the performance of routine maintenance.
- ♦ **Construction-Related Services:** includes professional consultant services for engineering, architecture, and land surveying.
- ♦ **Non-Construction Related Services:** A class of services that require the provider to possess specialized skills, including the holding of advanced degrees and exercise of independent judgement, or services that do not typically require a provider to have experience in a specialized field or hold an advanced degree. Including but not limited to clean/green energy, real estate development, and technology.
- ♦ **Commodities:** This category includes all purchases of physical items, including but not limited to equipment and materials, excluding land or a permanent interest in land.

The following types of transactions were excluded from the analysis:

- ♦ Transactions outside of the study period.
- ♦ Transactions where there is limited vendor choice and/or no subcontracting opportunities related to administrative items, such as utility payments, leases for real estate, or insurance, salary and fringe benefits, training, parking, or conference fees.
- ♦ Transactions associated with nonprofit organizations and governmental agencies.

## 4.3 Market Area Analysis

As prescribed by *Croson* and subsequent cases, a disparity study requires definition of a market area to ensure that a relevant pool of vendors is considered in analyzing the availability estimates of firms. If these boundaries are stretched too far, the universe of vendors becomes diluted with firms with no interest or history in working with the governmental entity, and thus their demographics and experiences have little relevance to actual contracting activity or policy. On the other hand, a boundary set too narrowly risks the opposite circumstance of excluding a high proportion of firms who have contracted with, or bid for work with, the governmental entity, and thus may also skew the prospective analyses of disparity.

### 4.3.1 Methodology

Based on *Croson* guidelines, the State should include in its relevant market area the geographic areas from which the majority of its purchases are procured. MGT recommends using counties located within New York State as the geographic unit of measurement by which the relevant market area is established. The choice of counties as the unit of measurement is based on the following: 1) the courts have accepted counties as a standard geographical unit of analysis in conducting equal employment and disparity analyses; 2) county boundaries are externally determined and, hence, are free from any researcher bias

that might result from any arbitrary determinations of boundaries of geographical units of analysis; 3) U.S. Census data and other federal and county data are routinely collected and reported using county boundaries. MGT's methodology used to determine the overall market area and relevant market area are defined as:

- ♦ **Overall Market Area.** To determine the full extent of the market area in which the State utilized firms, MGT staff determined geographic locations of awarded vendors by their county jurisdictions. The overall market area presents the total dollars awarded for each industry category included within the scope of the Study. The overall market area results by industry category are presented in **Figure 4-1** of this chapter.
- ♦ **Relevant Market Area.** Once the overall market area was established, the relevant market area was determined by examining geographic areas from which the majority of its awards are procured. Based on the results of the market area analysis conducted for each industry category, the recommended relevant market area includes and is limited to the 62 counties within New York State.

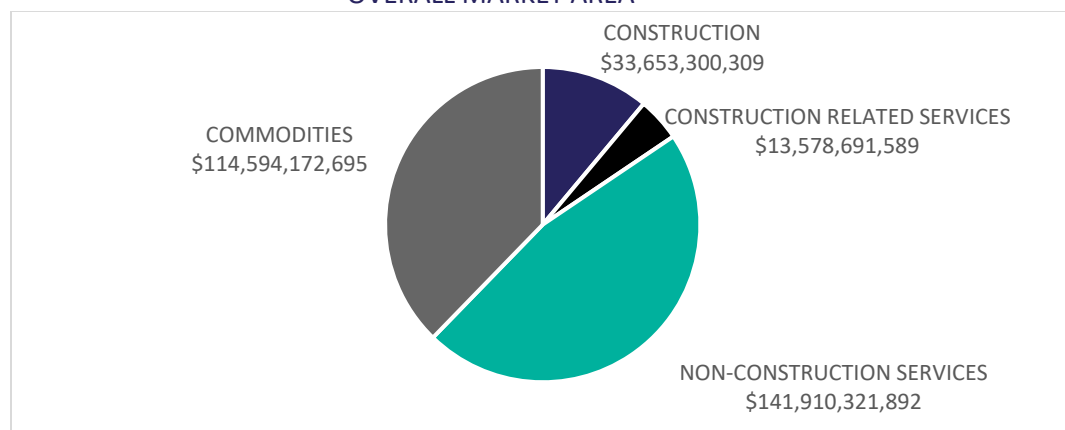
The dollars awarded were summarized by county according to the location of each firm and by the services they provided to the State. Detailed information supporting this market area analyses are presented in **Appendix B, Detailed Market Area Analysis**.

### 4.3.2 Analysis and Identification and Relevant Market Area

As described in the preceding section, an overall market area was first established to account for all relevant contract and procurement awards, after which more specific regions were analyzed to arrive at a relevant market area to support the goals of the Study.

**Figure 4-1** illustrates that \$303,736,486,484 were awarded to firms during the study by industry category between April 1, 2016, and March 31, 2022.

FIGURE 4-1. SUMMARY OF DOLLARS,  
TOTAL CONTRACTS BY PROCUREMENT CATEGORY,  
OVERALL MARKET AREA



Source: MGT developed a Master Utilization Database based on New York State's financial system between April 1, 2016, to March 31, 2022.

To better understand the market dynamics, we narrowed the area of focus. **Table 4-1** details that firms located within the 62-county relevant market area accounted for 64.37 percent of awarded dollars across all industry categories. When analyzed by each industry, firms located within the relevant market area accounted for:

- ♦ 80.25 percent of the dollars awarded in Construction.
- ♦ 79.24 percent of the dollars awarded in Construction-Related Services (“CRS”).
- ♦ 75.27 percent of the dollars awarded in Non-Construction Related Services.
- ♦ 44.43 percent of the dollars awarded in Commodities.

**TABLE 4-1. MARKET AREA ANALYSIS, CONTRACTS DISTRIBUTION OF DOLLARS  
BY BUSINESS CATEGORY, NEW YORK STATE MARKET AREA**

<b>CONSTRUCTION</b>	<b>Amount</b>	<b>Percent</b>
<i>Inside New York State</i>	\$27,006,956,017	80.25%
Outside New York State	\$6,646,344,292	19.75%
<b>CONSTRUCTION, TOTAL</b>	<b>\$33,653,300,309</b>	<b>100.00%</b>
<b>CONSTRUCTION-RELATED SERVICES</b>	<b>Amount</b>	<b>Percent</b>
<i>Inside New York State</i>	\$10,760,403,827	79.24%
Outside New York State	\$2,818,287,762	20.76%
<b>CONSTRUCTION-RELATED SERVICES, TOTAL</b>	<b>\$13,578,691,589</b>	<b>100.00%</b>
<b>NON-CONSTRUCTION RELATED SERVICES</b>	<b>Amount</b>	<b>Percent</b>
<i>Inside New York State</i>	\$106,820,812,613	75.27%
Outside New York State	\$35,089,509,278	24.73%
<b>NON-CONSTRUCTION RELATED SERVICES, TOTAL</b>	<b>\$141,910,321,892</b>	<b>100.00%</b>
<b>COMMODITIES</b>	<b>Amount</b>	<b>Percent</b>
<i>Inside New York State</i>	\$50,912,250,373	44.43%
Outside New York State	\$63,681,922,322	55.57%
<b>COMMODITIES, TOTAL</b>	<b>\$114,594,172,695</b>	<b>100.00%</b>
<b>ALL BUSINESS CATEGORIES</b>	<b>Amount</b>	<b>Percent</b>
<i>Inside New York State</i>	\$195,500,422,829	64.37%
Outside New York State	\$108,236,063,655	35.63%
<b>ALL BUSINESS CATEGORIES, TOTAL</b>	<b>\$303,736,486,484</b>	<b>100.00%</b>

Source: MGT developed a Master Utilization Database based on New York State’s financial system from April 1, 2016, to March 31, 2022.

### 4.3.3 Market Area Conclusions

Defining the Relevant Market Area allows for a focused examination of contracting activity with vendors in regard to qualitative analysis, availability estimates, and determination of disparity. Based on the market area analysis of the State's procurement activity it was determined that the 62 counties in New York State should be used as the market area. This 62-County Market Area represent the majority (64.37 percent) of the dollars awarded to vendors based on the procurement data analyzed for the Study. While the 75% threshold is a common guideline for defining the relevant geographic area in a disparity study, falling below this threshold can be acceptable if the portion of procurement represented still constitutes a significant majority of the overall procurement activity and allows for meaningful analysis of disparities within that area. Furthermore, in three of the four analyzed industry categories (Construction, Construction-Related Services and Non-Construction Related Services) the 62-County Market Area

represent over 75% of the dollars awarded to vendors. However, when it comes to commodities (goods or products), there are specific reasons why they might fall below the 75% threshold for defining the relevant geographic area, and why this is generally acceptable:

- ♦ **Availability and Sourcing:** Commodities are often sourced from a wider geographic area, sometimes even internationally. Suppliers for commodities may not be concentrated within a single geographic area, leading to a more dispersed distribution of awards.
- ♦ **Competitive Market:** The market for commodities is often highly competitive, with suppliers from various regions vying for contracts. As a result, agencies or organizations may procure commodities from suppliers located outside their relevant geographic market area to obtain the best value or meet specific requirements such as price, quality, or availability.
- ♦ **Supply Chain Considerations:** Some commodities may have complex supply chains that involve multiple suppliers and intermediaries across different regions or countries. As a result, the final product may be sourced from locations outside the relevant geographic market area, even if the State primarily operates within that area.
- ♦ **Specialized or Unique Products:** In cases where the State require specialized or unique commodities that are not readily available within the relevant geographic area, they may need to source these products from suppliers located elsewhere. This can lead to a lower percentage of awards within the relevant geographic market area for commodities compared to other types of contracts or services.
- ♦ **Economic Efficiency and Cost-effectiveness:** Procuring commodities from suppliers outside the relevant geographic market area may sometimes be more economically efficient or cost-effective for the State, especially if it allows them to obtain better pricing, quality, or delivery terms.

While commodities fall below the 75% threshold, this is generally acceptable because of the unique characteristics of commodity procurement outlined above. It's important to recognize and account for these differences in procurement practices across the different industries.

## 4.4 Availability Estimates

The availability analysis is based on the defined Relevant Market Area, as described in the preceding sections of this chapter. Analysis of these data is presented by the broader industry categories of Construction, Construction-Related Services ("CRS"), Non-Construction Related Services and Commodities. **Appendix C, Utilization and Availability by NAICS Codes** provides detailed availability estimates based on the 4-digit NAICS codes.

### 4.4.1 Classification of Firms

Firms included in the utilization analysis were assigned to business owner classifications according to the definitions provided below.<sup>114</sup>

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<sup>114</sup> Business ownership classification was based on the race, ethnicity, and gender classification of the owner during the study period. MWBE sources were cross-referenced to update race, ethnicity, and gender where the State's data had not identified the MWBE status of the vendors. MGT retained MWBE indicators included in the State's data but updated all vendors' information with their MWBE status. MGT used available MWBE certified list with other public entities and MWBEs identified through disparity study outreach efforts as the sources to update the MWBE categories.

- ♦ **MWBE Firms.** In this study, businesses classified as minority- and women-owned firms (MWBE) are firms that are at least 51 percent owned and controlled by members of one of five groups: African Americans, Asian Americans, Hispanic Americans, Native Americans, or non-minority female. These groups were defined according to the New York Codes, Rules and Regulations (NYCRR) Title 5, Section 140 as follows:
  - **Black:** United States citizens or permanent resident noncitizen who is and can demonstrate having origins in any of the Black African racial groups.
  - **Asian and Pacific Islander:** United States citizens or permanent resident noncitizen who is and can demonstrate having origins in any of the Far East countries, Southeast Asia, the Indian subcontinent or the Pacific Islands.
  - **Hispanic/Latino:** United States citizens or permanent resident noncitizen who is and can demonstrate being a person of Mexican, Puerto Rican, Dominican, Cuban, Central or South American of either Indian or Hispanic origin, regardless of race.
  - **Native Americans or Alaskan Native:** United States citizens or permanent resident noncitizen who is and can demonstrate having origins in any of the original peoples of North America.
  - **Non-minority Female:** United States citizens or lawfully admitted permanent residents who are non-Hispanic white female. Minority females were included in their respective minority category.
- ♦ According to the U.S. Department of the Interior, Division of Economic Development, businesses owned by an **Indian nation or tribe** are enterprises that are established, operated, and controlled by a federally recognized Native American tribal government or its members. There are different ways that a tribally owned business can be formed and structured, depending on the tribe's laws, goals, and preferences. Some of the common types of tribally owned businesses are:
  - An Indian Reorganization Act (IRA) Section 17 corporation: This is a corporation that is chartered by the Secretary of the Interior under the authority of the IRA of 1934. It is a separate legal entity from the tribe and has limited liability. It can sue and be sued in its own name, enter into contracts, acquire property, and issue stock. It is subject to federal law, but not state law or taxation.
  - A tribally chartered corporation: This is a corporation that is chartered by the tribal government under its own laws and constitution. It is also a separate legal entity from the tribe and has limited liability. It can sue and be sued in its own name, enter into contracts, acquire property, and issue stock. It is subject to tribal law and federal law, but not state law or taxation.
  - A state-chartered tribal corporation: This is a corporation that is chartered by a state under its laws and regulations. It is a separate legal entity from the tribe and has limited liability. It can sue and be sued in its own name, enter into contracts, acquire property, and issue stock. It is subject to state law and taxation, as well as federal law and tribal law.

- ♦ **Unclassified Firms.** Firms that were identified as non-minority male or majority-owned were classified as Unclassified firms. If there was no indication of business ownership, these firms were also classified as Unclassified firms.
- ♦ **MBE Firms.** All minority-owned firms, regardless of gender.
- ♦ **WBE Firms.** All non-minority female-owned firms.

## 4.4.2 Availability Methodology

As noted in **Chapter 2**, the Supreme Court stated in *Croson* that,

*“Where there is a significant statistical disparity between the number of qualified minority contractors willing and able to perform a particular service and the number of such contractors actually engaged by the locality or the locality’s prime contractors, an inference of discriminatory exclusion could arise.”*

Availability is defined by courts as whether a firm is *willing and able* to work with the agency in question, as a method of constructing the universe of firms that might be considered in that agency’s procurement activities. Due to the statistical limitations of deriving a vendor’s ability, MGT concentrated on the willingness of the vendors and did not adjust availability due to capacity. MGT defines and utilizes the following definitions in its availability methodology for *willing and able*:

- ♦ **Willing** is reasonably presumed via the vendors’ active pursuit of registration to work with any public (government) agency, which drives the scope of identification for the sources of available firms considered.
- ♦ **Able**, or capability to perform work, is more loosely defined due to two obscuring factors: (1) the scalable nature of firms, who may reasonably add capacity to handle jobs beyond previous performance, and (2) the inherent concern that discrimination may have influenced the historic or existing scale of operation of the firms within the market. Therefore, the only confining measure of “ability” used to cull the universe of available vendors is that they have some presence within the defined market area.

Thus, a reliable estimation of the number of firms *willing and able* to provide each of the respective services under the scope of examination is an element in the determination of disparity. Post-*Croson* case law has not prescribed a single, particular approach to deriving vendor availability, and agencies have used a variety of means to estimate pools of available vendors that have withstood legal scrutiny; however, among the array of methods utilized, what is known as a “custom census” has received favorable endorsement. A custom census is characterized as a survey of a representative sample of firms offering the procured goods and services within an organization’s relevant market area to determine an estimate of the prospective *universe* of vendors.

The custom census approach used by MGT required development of representative samples of firms within each of the four industry categories identified for the Study, each of which had to cover the defined 62-county geographic boundaries of the Relevant Market Area. MGT then launch a survey using **Appendix E, Custom Census Survey Questionnaire**.

To comprehensively assess the diversity of potential vendors within the State's marketplace, a two-pronged approach was implemented.

- First, a thorough analysis of the State procurements was conducted to identify the types of goods and services offered by various vendors. Each procurement was assigned a North American Industry Classification System (NAICS) code, which Dun & Bradstreet utilizes to categorize a firm's primary line of business. These industry groupings subsequently served as the basis for establishing weighted criteria for randomly selecting representative vendors for a subsequent survey. Within each industry subsector, target response thresholds were determined to ensure a 95% confidence interval and a +/- 5% margin of error for the survey's findings.
- Second, a carefully designed survey was administered to the firms sampled from D&B via telephone. This survey had the objective of accurately determining and/or validating the race, ethnicity, and gender of ownership among the sampled firms.

By employing this dual approach, a robust and accurate picture of the landscape within the State's vendor pool was effectively established.

Results of the survey were then extrapolated to the full scale of the applicable universe to arrive at an estimation of available firms by ethnicity/gender classification and industry category.

### 4.4.3 Availability Analysis

Following the methodology prescribed in the previous section, MGT derived estimates for proportions of available firms for the racial, ethnic, and gender ownership classes and the four defined industry categories. Corresponding detailed analyses showing the availability of firms by race, ethnicity, and gender are presented in [Appendix C, Utilization and Availability by NAICS Codes](#) and [Appendix D, Utilization, Availability, and Disparity by Region](#).

**Table 4-2** presents availability estimates spanning across all industry categories, in aggregate. We observe that:

- ♦ Asian firms represented 3.96 percent of available vendors.
- ♦ Black firms represented 4.32 percent of available vendors.
- ♦ Hispanic firms represented 15.09 percent of available vendors.
- ♦ Native Americans or Alaskan Native firms represented 0.65 percent of available vendors.
- ♦ MBE firms represented 24.03 percent of available vendors.
- ♦ Non-minority female firms represented 14.78 percent of available vendors.

TABLE 4-2. ESTIMATION OF AVAILABLE FIRMS,  
ALL PROCUREMENT CATEGORIES

BUSINESS OWNERSHIP CLASSIFICATION	% OF AVAILABLE FIRMS
ASIAN FEMALE	1.46%
ASIAN MALE	2.50%
<b>ASIAN</b>	<b>3.96%</b>
BLACK FEMALE	1.98%
BLACK MALE	2.34%
<b>BLACK</b>	<b>4.32%</b>
HISPANIC FEMALE	1.00%
HISPANIC MALE	14.09%
<b>HISPANIC</b>	<b>15.09%</b>
NATIVE AMERICAN FEMALE	0.10%
NATIVE AMERICAN MALE	0.56%
<b>NATIVE AMERICAN</b>	<b>0.65%</b>
<b>MBE FIRMS</b>	<b>24.03%</b>
<b>NON-MINORITY FEMALE</b>	<b>14.78%</b>
<b>TOTAL MWBE FIRMS</b>	<b>38.81%</b>

Source: Custom Census Analysis. Study Period: April 1, 2016, to March 31, 2022.

Within the Construction category (**Table 4-3**), 29.25 percent is the total MWBE proportion, and the business ownership classification availability estimates are as follows:

- ♦ Asian firms represented 3.24 percent of available vendors.
- ♦ Black firms represented 3.90 percent of available vendors.
- ♦ Hispanic firms represented 7.84 percent of available vendors.
- ♦ Native Americans or Alaskan Native firms represented 1.33 percent of available vendors.
- ♦ MBE firms represented 16.31 percent of available vendors.
- ♦ Non-minority female firms represented 12.94 percent of available vendors.

**TABLE 4-3. ESTIMATION OF AVAILABLE FIRMS,  
CONSTRUCTION**

BUSINESS OWNERSHIP CLASSIFICATION	% OF AVAILABLE FIRMS
ASIAN FEMALE	0.82%
ASIAN MALE	2.42%
<b>ASIAN</b>	<b>3.24%</b>
BLACK FEMALE	0.67%
BLACK MALE	3.23%
<b>BLACK</b>	<b>3.90%</b>
HISPANIC FEMALE	1.70%
HISPANIC MALE	6.14%
<b>HISPANIC</b>	<b>7.84%</b>
NATIVE AMERICAN FEMALE	0.20%
NATIVE AMERICAN MALE	1.14%
<b>NATIVE AMERICAN</b>	<b>1.33%</b>
<b>MBE FIRMS</b>	<b>16.31%</b>
<b>NON-MINORITY FEMALE</b>	<b>12.94%</b>
<b>TOTAL MWBE FIRMS</b>	<b>29.25%</b>

Source: Custom Census Analysis. Study Period: April 1, 2016, to March 31, 2022.

The total MWBE availability estimates were 28.96 percent in the Construction-Related Services category. We observe the following availability proportions by the business ownership classification (**Table 4-4**):

- ♦ Asian firms represented 5.78 percent of available vendors.
- ♦ Black firms represented 3.83 percent of available vendors.
- ♦ Hispanic firms represented 5.55 percent of available vendors.
- ♦ Native Americans or Alaskan Native firms represented 1.15 percent of available vendors.
- ♦ MBE firms represented 16.30 percent of available vendors.
- ♦ Non-minority female firms represented 12.66 percent of available vendors.

**TABLE 4-4. ESTIMATION OF AVAILABLE FIRMS,  
CONSTRUCTION-RELATED SERVICES**

BUSINESS OWNERSHIP CLASSIFICATION	% OF AVAILABLE FIRMS
ASIAN FEMALE	0.99%
ASIAN MALE	4.79%
<b>ASIAN</b>	<b>5.78%</b>
BLACK FEMALE	0.23%
BLACK MALE	3.59%
<b>BLACK</b>	<b>3.83%</b>
HISPANIC FEMALE	0.89%
HISPANIC MALE	4.66%
<b>HISPANIC</b>	<b>5.55%</b>
NATIVE AMERICAN FEMALE	0.00%
NATIVE AMERICAN MALE	1.15%
<b>NATIVE AMERICAN</b>	<b>1.15%</b>
<b>MBE FIRMS</b>	<b>16.30%</b>
<b>NON-MINORITY FEMALE</b>	<b>12.66%</b>
<b>TOTAL MWBE FIRMS</b>	<b>28.96%</b>

Source: Custom Census Analysis. Study Period: April 1, 2016, to March 31, 2022.

In Non-Construction Related Services (**Table 4-5**), the total MWBE proportion was 45.53 percent, and individual business ownership classification availability estimates were as follows:

- ♦ Asian firms represented 4.05 percent of available vendors.
- ♦ Black firms represented 4.82 percent of available vendors.
- ♦ Hispanic firms represented 27.74 percent of available vendors.
- ♦ Native Americans or Alaskan Native firms represented 0.26 percent of available vendors.
- ♦ MBE firms represented 36.88 percent of available vendors.
- ♦ Non-minority female firms represented 8.65 percent of available vendors.

**TABLE 4-5. ESTIMATION OF AVAILABLE FIRMS,  
NON-CONSTRUCTION RELATED SERVICES**

BUSINESS OWNERSHIP CLASSIFICATION	% OF AVAILABLE FIRMS
ASIAN FEMALE	1.23%
ASIAN MALE	2.82%
<b>ASIAN</b>	<b>4.05%</b>
BLACK FEMALE	2.42%
BLACK MALE	2.40%
<b>BLACK</b>	<b>4.82%</b>
HISPANIC FEMALE	1.34%
HISPANIC MALE	26.41%
<b>HISPANIC</b>	<b>27.74%</b>
NATIVE AMERICAN FEMALE	0.08%
NATIVE AMERICAN MALE	0.18%
<b>NATIVE AMERICAN</b>	<b>0.26%</b>
<b>MBE FIRMS</b>	<b>36.88%</b>
<b>NON-MINORITY FEMALE</b>	<b>8.65%</b>
<b>TOTAL MWBE FIRMS</b>	<b>45.53%</b>

Source: Custom Census Analysis. Study Period: April 1, 2016, to March 31, 2022.

Lastly, **Table 4-6** illustrates the Commodities availability estimates for MWBEs is 34.47 percent. By business ownership classification the estimates consisted of:

- ♦ Asian firms represented 3.85 percent of available vendors.
- ♦ Black firms represented 3.89 percent of available vendors.
- ♦ Hispanic firms represented 2.68 percent of available vendors.
- ♦ Native Americans or Alaskan Native firms represented 0.88 percent of available vendors.
- ♦ MBE firms represented 11.30 percent of available vendors.
- ♦ Non-minority female firms represented 23.17 percent of available vendors.

**TABLE 4-6. ESTIMATION OF AVAILABLE FIRMS,  
COMMODITIES**

BUSINESS OWNERSHIP CLASSIFICATION	% OF AVAILABLE FIRMS
ASIAN FEMALE	1.98%
ASIAN MALE	1.87%
<b>ASIAN</b>	<b>3.85%</b>
BLACK FEMALE	2.02%
BLACK MALE	1.87%
<b>BLACK</b>	<b>3.89%</b>
HISPANIC FEMALE	0.39%
HISPANIC MALE	2.29%
<b>HISPANIC</b>	<b>2.68%</b>
NATIVE AMERICAN FEMALE	0.10%
NATIVE AMERICAN MALE	0.78%
<b>NATIVE AMERICAN</b>	<b>0.88%</b>
<b>MBE FIRMS</b>	<b>11.30%</b>
<b>NON-MINORITY FEMALE</b>	<b>23.17%</b>
<b>TOTAL MWBE FIRMS</b>	<b>34.47%</b>

Source: Custom Census Analysis. Study Period: April 1, 2016, to March 31, 2022.

#### 4.4.4 Businesses Owned by Indian Nations or Tribes

The intention of the State was to define and quantify availability estimates of businesses owned by an Indian Nation or Tribe in each of the industry categories. The State also desired to list businesses owned by an Indian Nations or Tribes (as either primes or subcontractors) that were utilized on state contracts.

Unfortunately, there were challenges and limitations in collecting data focused on businesses owned by Indian Nations or Tribes.

The data limitations and challenges in identifying Indian Nation or Tribal-owned businesses were:

- ♦ One of the main challenges of finding data on the utilization of businesses owned by Indian Nations or Tribes in state government contracts is the lack of a centralized database or reporting system that tracks such information. Unlike other minority-owned businesses, which register with the DMWBD and participate in the MWBE Program, tribal businesses are not subject to the same regulations and oversight. Therefore, there is no reliable way to measure the extent and impact of tribal businesses on the state's economy and contracting opportunities.
- ♦ Another limitation is the complexity and diversity of the legal and regulatory frameworks that govern tribal businesses and their interactions with state and federal governments. As sovereign entities, tribes have the authority to create their own corporations and enterprises under federal or tribal law, which may or may not waive their sovereign immunity from lawsuits and enforcement actions. Additionally, tribal businesses may benefit from certain preferences and exemptions in federal contracting programs, such as the Small Business Administration's 8(a) Program, which allows them to bid for larger and more lucrative contracts without competition. These factors may affect the availability and accessibility of data on tribal businesses and their participation in State government contracts.
- ♦ Data availability and quality: It can be difficult to obtain reliable and consistent data on the number and location of tribal-owned businesses, as well as the amount and type of contracts they receive.

Nevertheless, MGT collected the available information of businesses owned by Indian Nation located in New York State and assigned primary NAICS codes to them. As a result, MGT found a total of 84 Tribal Enterprises<sup>115</sup> doing business in the New York State product market. This represents a 0.02% of the available businesses in the market area.

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<sup>115</sup> [USET-2022-Tribal-Enterprise-Directory.pdf \(usetinc.org\)](#)

# 5 Product Market, Utilization and Disparity Analyses

## 5.1 Introduction

This chapter presents the results of MGT’s analyses regarding **product market**, **utilization**, and **disparity**. The product market analyses identify total value of dollars awarded by NAICS. Utilization data are central to identifying the total dollars awarded to minority and women-owned businesses in prime and subcontract contracting activity as the first step in the quantitative determination of disparity.

CHAPTER SECTIONS	
♦ ♦ ♦	
5.1	Introduction
5.2	Analysis and Identification of Product Market
5.3	Utilization Analyses
5.4	Disparity Analysis
5.5	Disparity Analyses and Significance Testing Summary

## 5.2 Analysis and Identification of Product Market

Based on the major categories and description of work on each contract, MGT assigned NAICS codes to each transaction based on the description of what was purchased for both primes and subcontractors. MGT assigned both NAICS code industry groups (4-digit level) and NAICS code industries (6-digit level). **Table 5-1** through **Table 5-4** show the awards and their associated weights for Construction, Construction-Related Services (“CRS”), Non-Construction Related Services and Commodities. Overall, state procurements occur in 290 NAICS industry groups at the 4-digit level. **Appendix A, Detailed Product Market Analysis** shows the NAICS code industry groups (4-digit level) for the four procurement categories.

State procurements in Construction occur in 13 NAICS industry groups. **Table 5-1** represents that the top five NAICS codes make up 65.15 percent (\$21,924,834,988) of the Construction utilization.

TABLE 5-1. SUMMARY OF DOLLARS,  
TOP 5 NAICS CODES,  
CONSTRUCTION

NAICS CODE	NAICS DESCRIPTION	AMOUNT	NAICS WEIGHT
238210	Electrical Contractors and Other Wiring Installation Contractors	\$7,299,814,741	21.69%
236220	Commercial and Institutional Building Construction	\$5,009,137,727	14.88%
237310	Highway, Street, and Bridge Construction	\$4,407,468,832	13.10%
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$2,805,997,470	8.34%
238990	All Other Specialty Trade Contractors	\$2,402,416,218	7.14%

Source: MGT developed a Master Utilization Database based on State’s procurements between April 1, 2016, through March 31, 2022.

For Construction-Related Service state procurements occur in two NAICS industry groups. **Table 5-2** the top five NAICS codes make up 96.77 percent (\$13,140,292,559) of the Construction-Related Services utilization.

TABLE 5-2. SUMMARY OF DOLLARS,  
TOP 5 NAICS CODES,  
CONSTRUCTION-RELATED SERVICE

NAICS CODE	NAICS DESCRIPTION	AMOUNT	NAICS WEIGHT
541330	Engineering Services	\$8,182,421,318	60.26%
541310	Architectural Services	\$2,440,850,056	17.98%
541370	Surveying and Mapping (except Geophysical) Services	\$1,566,010,277	11.53%
561730	Landscaping Services	\$514,883,210	3.79%
541350	Building Inspection Services	\$436,127,697	3.21%

Source: MGT developed a Master Utilization Database based on State's procurements between April 1, 2016, through March 31, 2022.

For Non-Construction Related Services state procurements occur in 148 NAICS industry groups. **Table 5-3** the top five NAICS codes make up 42.72 percent (\$60,624,986,863) of the Non-Construction Related Services utilization.

TABLE 5-3. SUMMARY OF DOLLARS,  
TOP 5 NAICS CODES,  
NON-CONSTRUCTION RELATED SERVICES

NAICS CODE	NAICS DESCRIPTION	AMOUNT	NAICS WEIGHT
524114	Direct Health and Medical Insurance Carriers	\$33,967,086,984	23.94%
623110	Nursing Care Facilities (Skilled Nursing Facilities)	\$11,214,463,334	7.90%
541618	Other Management Consulting Services	\$5,553,261,319	3.91%
541611	Administrative Management and General Management Consulting Services	\$5,012,738,021	3.53%
561990	All Other Support Services	\$4,877,437,205	3.44%

Source: MGT developed a Master Utilization Database based on State's procurements between April 1, 2016, through March 31, 2022.

For Commodities state procurements occur in 129 NAICS industry groups. **Table 5-4** the top five NAICS codes make up 47.89 percent (\$54,877,619,496) of the Commodities utilization.

TABLE 5-4. SUMMARY OF DOLLARS,  
TOP 5 NAICS CODES,  
COMMODITIES

NAICS CODE	NAICS DESCRIPTION	AMOUNT	NAICS WEIGHT
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	\$28,823,191,546	25.15%
423840	Industrial Supplies Merchant Wholesalers	\$9,558,609,414	8.34%
336510	Railroad Rolling Stock Manufacturing	\$5,730,321,448	5.00%
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	\$5,403,808,914	4.72%
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	\$5,361,688,174	4.68%

Source: MGT developed a Master Utilization Database based on State's procurements between April 1, 2016, through March 31, 2022.

### 5.3 Utilization Analysis

The utilization analysis is calculated and presented as an aggregate summary of awards within the scope of the Study and an initial assessment of the effectiveness of initiatives in promoting the inclusion of MWBEs in the State's contracting and procurement activities.

The utilization analysis is based on the overall market area, as described in **Chapter 4**. The award data included within this analysis encompass both (1) total dollars awarded to primes and (2) dollars allocated to subcontractors. Analysis of these data is calculated by the Study's industry categories and encompasses awards between April 1, 2016, through March 31, 2022. Corresponding detailed analyses showing the utilization of firms by business ownership classification are presented in **Appendix C, Utilization and Availability by NAICS Codes** and **Appendix D, Utilization, Availability, and Disparity by Region**.

### 5.3.1 Overall Utilization

**Table 5-5** illustrates that the MWBE utilization amounted to 30.08 percent of the total award dollars. Non-minority females represent 18.20 percent of the dollars awarded which is the largest percentage of MWBE utilization. MBE firm collectively represent 11.88 percent of the total award dollars.

TABLE 5-5.  
UTILIZATION ANALYSIS BY BUSINESS OWNERSHIP CLASSIFICATION,  
**ALL PROCUREMENT CATEGORIES**

BUSINESS OWNERSHIP CLASSIFICATION	ALL PROCUREMENT CATEGORIES		
	Dollars (\$)	Percent (%)	Count of Contracts
ASIAN FEMALE	\$3,984,219,540	1.31%	2,680
ASIAN MALE	\$11,561,899,529	3.81%	6,099
<b>ASIAN</b>	<b>\$15,546,119,069</b>	<b>5.12%</b>	<b>8,779</b>
BLACK FEMALE	\$7,921,705,801	2.61%	1,570
BLACK MALE	\$6,398,960,125	2.11%	4,672
<b>BLACK</b>	<b>\$14,320,665,926</b>	<b>4.71%</b>	<b>6,242</b>
HISPANIC FEMALE	\$1,490,840,668	0.49%	1,500
HISPANIC MALE	\$4,001,580,591	1.32%	4,086
<b>HISPANIC</b>	<b>\$5,492,421,259</b>	<b>1.81%</b>	<b>5,586</b>
NATIVE AMERICAN FEMALE	\$216,767,660	0.07%	252
NATIVE AMERICAN MALE	\$504,102,982	0.17%	717
<b>NATIVE AMERICAN</b>	<b>\$720,870,642</b>	<b>0.24%</b>	<b>969</b>
<b>MBE FIRMS</b>	<b>\$36,080,076,896</b>	<b>11.88%</b>	<b>21,576</b>
<b>NON-MINORITY FEMALE</b>	<b>\$55,275,503,445</b>	<b>18.20%</b>	<b>16,885</b>
<b>TOTAL MWBE FIRMS</b>	<b>\$91,355,580,341</b>	<b>30.08%</b>	<b>38,461</b>

Source: MGT developed a Master Utilization Database based on State's procurements between April 1, 2016, through March 31, 2022.

## Utilization by Procurement Category

The next series of tables show the summary results of MGT's utilization analysis of each of the industry categories. Corresponding detailed analyses, showing the utilization of firms by business ownership classification for each procurement category, are presented in **Appendix C, Utilization and Availability by NAICS Codes** and **Appendix D, Utilization, Availability, and Disparity by Region**.

Beginning with an examination of Construction, **Table 5-6** shows the utilization of MWBE firms was 44.54 percent. Otherwise, utilization for specific classifications was:

- ♦ 13.04 percent for Asian firms.
- ♦ 3.31 percent for Black firms.
- ♦ 6.51 percent for Hispanic firms.
- ♦ 0.37 percent for Native American firms.
- ♦ 23.23 percent for MBE firms.
- ♦ 21.31 percent for Non-minority Female firms.

TABLE 5-6.  
UTILIZATION ANALYSIS BY BUSINESS OWNERSHIP CLASSIFICATION,  
**CONSTRUCTION**

BUSINESS OWNERSHIP CLASSIFICATION	CONSTRUCTION		
	Dollars (\$)	Percent (%)	Count of Contracts
ASIAN FEMALE	\$887,934,035	2.64%	644
ASIAN MALE	\$3,501,133,814	10.40%	2,082
<b>ASIAN</b>	<b>\$4,389,067,850</b>	<b>13.04%</b>	<b>2,726</b>
BLACK FEMALE	\$116,251,439	0.35%	393
BLACK MALE	\$999,179,202	2.97%	1,446
<b>BLACK</b>	<b>\$1,115,430,642</b>	<b>3.31%</b>	<b>1,839</b>
HISPANIC FEMALE	\$853,299,063	2.54%	534
HISPANIC MALE	\$1,337,237,379	3.97%	1,416
<b>HISPANIC</b>	<b>\$2,190,536,442</b>	<b>6.51%</b>	<b>1,950</b>
NATIVE AMERICAN FEMALE	\$29,740,415	0.09%	160
NATIVE AMERICAN MALE	\$94,400,297	0.28%	413
<b>NATIVE AMERICAN</b>	<b>\$124,140,712</b>	<b>0.37%</b>	<b>573</b>
<b>MBE FIRMS</b>	<b>\$7,819,175,646</b>	<b>23.23%</b>	<b>7,088</b>
<b>NON-MINORITY FEMALE</b>	<b>\$7,171,095,335</b>	<b>21.31%</b>	<b>5,501</b>
<b>TOTAL MWBE FIRMS</b>	<b>\$14,990,270,981</b>	<b>44.54%</b>	<b>12,589</b>

Source: MGT developed a Master Utilization Database based on State's procurements between April 1, 2016, through March 31, 2022.

**Table 5-7** shows the utilization of MWBE firms was 29.47 percent in Construction-Related Services. Utilization for specific business ownership classifications were:

- ♦ 12.79 percent for Asian firms.
- ♦ 1.34 percent for Black firms.
- ♦ 2.78 percent for Hispanic firms.
- ♦ 0.05 percent for Native American firms.
- ♦ 16.96 percent for MBE firms.
- ♦ 12.51 percent for Non-minority Female firms.

TABLE 5-7.  
UTILIZATION ANALYSIS BY BUSINESS OWNERSHIP CLASSIFICATION,  
CONSTRUCTION-RELATED SERVICES

BUSINESS OWNERSHIP CLASSIFICATION	CONSTRUCTION-RELATED SERVICES		
	Dollars (\$)	Percent (%)	Count of Contracts
ASIAN FEMALE	\$97,352,328	0.72%	379
ASIAN MALE	\$1,639,441,615	12.07%	1,661
<b>ASIAN</b>	<b>\$1,736,793,942</b>	<b>12.79%</b>	<b>2,040</b>
BLACK FEMALE	\$34,389,787	0.25%	179
BLACK MALE	\$147,139,430	1.08%	792
<b>BLACK</b>	<b>\$181,529,217</b>	<b>1.34%</b>	<b>971</b>
HISPANIC FEMALE	\$13,384,262	0.10%	174
HISPANIC MALE	\$363,585,012	2.68%	582
<b>HISPANIC</b>	<b>\$376,969,275</b>	<b>2.78%</b>	<b>756</b>
NATIVE AMERICAN FEMALE	\$719,037	0.01%	6
NATIVE AMERICAN MALE	\$6,394,703	0.05%	28
<b>NATIVE AMERICAN</b>	<b>\$7,113,740</b>	<b>0.05%</b>	<b>34</b>
<b>MBE FIRMS</b>	<b>\$2,302,406,174</b>	<b>16.96%</b>	<b>3,801</b>
<b>NON-MINORITY FEMALE</b>	<b>\$1,699,289,586</b>	<b>12.51%</b>	<b>2,662</b>
<b>TOTAL MWBE FIRMS</b>	<b>\$4,001,695,760</b>	<b>29.47%</b>	<b>6,463</b>

Source: MGT developed a Master Utilization Database based on State's procurements between April 1, 2016, through March 31, 2022.

**Table 5-8** shows the utilization of MWBE firms was 15.29 percent in Non-Construction Related Services. Individually, the MWBE utilization was:

- ♦ 2.41 percent for Asian firms.
- ♦ 5.20 percent for Black firms.
- ♦ 1.15 percent for Hispanic firms.
- ♦ 0.16 percent for Native American firms.
- ♦ 8.92 percent for MBE firms.
- ♦ 6.37 percent for Non-minority female firms.

TABLE 5-8.  
UTILIZATION ANALYSIS BY BUSINESS OWNERSHIP CLASSIFICATION,  
**NON-CONSTRUCTION RELATED SERVICES**

BUSINESS OWNERSHIP CLASSIFICATION	NON-CONSTRUCTION RELATED SERVICES		
	Dollars (\$)	Percent (%)	Count of Contracts
ASIAN FEMALE	\$1,416,738,375	1.00%	752
ASIAN MALE	\$2,003,781,083	1.41%	1,670
<b>ASIAN</b>	<b>\$3,420,519,457</b>	<b>2.41%</b>	<b>2,422</b>
BLACK FEMALE	\$4,786,106,775	3.37%	701
BLACK MALE	\$2,586,372,416	1.82%	1,341
<b>BLACK</b>	<b>\$7,372,479,191</b>	<b>5.20%</b>	<b>2,042</b>
HISPANIC FEMALE	\$294,529,401	0.21%	599
HISPANIC MALE	\$1,340,827,367	0.94%	1,495
<b>HISPANIC</b>	<b>\$1,635,356,767</b>	<b>1.15%</b>	<b>2,094</b>
NATIVE AMERICAN FEMALE	\$180,643,714	0.13%	34
NATIVE AMERICAN MALE	\$51,037,913	0.04%	214
<b>NATIVE AMERICAN</b>	<b>\$231,681,627</b>	<b>0.16%</b>	<b>248</b>
<b>MBE FIRMS</b>	<b>\$12,660,037,042</b>	<b>8.92%</b>	<b>6,806</b>
<b>NON-MINORITY FEMALE</b>	<b>\$9,035,085,856</b>	<b>6.37%</b>	<b>5,685</b>
<b>TOTAL MWBE FIRMS</b>	<b>\$21,695,122,898</b>	<b>15.29%</b>	<b>12,491</b>

Source: MGT developed a Master Utilization Database based on State's procurements between April 1, 2016, through March 31, 2022.

**Table 5-9** shows the utilization of MWBE firms was 44.22 percent in Commodities. Individually, the MWBE utilization was:

- ♦ 5.24 percent for Asian firms.
- ♦ 4.93 percent for Black firms.
- ♦ 1.13 percent for Hispanic firms.
- ♦ 0.31 percent for Native American firms.
- ♦ 11.60 percent for MBE firms.
- ♦ 32.61 percent for Non-minority female firms.

TABLE 5-9.  
UTILIZATION ANALYSIS BY BUSINESS OWNERSHIP CLASSIFICATION,  
**COMMODITIES**

BUSINESS OWNERSHIP CLASSIFICATION	COMMODITIES		
	Dollars (\$)	Percent (%)	Count of Contracts
ASIAN FEMALE	\$1,582,194,803	1.38%	975
ASIAN MALE	\$4,417,543,017	3.85%	1,150
<b>ASIAN</b>	<b>\$5,999,737,820</b>	<b>5.24%</b>	<b>2,125</b>
BLACK FEMALE	\$2,984,957,800	2.60%	341
BLACK MALE	\$2,666,269,077	2.33%	1,460
<b>BLACK</b>	<b>\$5,651,226,877</b>	<b>4.93%</b>	<b>1,801</b>
HISPANIC FEMALE	\$329,627,942	0.29%	250
HISPANIC MALE	\$959,930,832	0.84%	956
<b>HISPANIC</b>	<b>\$1,289,558,774</b>	<b>1.13%</b>	<b>1,206</b>
NATIVE AMERICAN FEMALE	\$5,664,494	0.00%	55
NATIVE AMERICAN MALE	\$352,270,070	0.31%	123
<b>NATIVE AMERICAN</b>	<b>\$357,934,564</b>	<b>0.31%</b>	<b>178</b>
<b>MBE FIRMS</b>	<b>\$13,298,458,035</b>	<b>11.60%</b>	<b>5,310</b>
<b>NON-MINORITY FEMALE</b>	<b>\$37,370,032,668</b>	<b>32.61%</b>	<b>6,732</b>
<b>TOTAL MWBE FIRMS</b>	<b>\$50,668,490,703</b>	<b>44.22%</b>	<b>12,042</b>

Source: MGT developed a Master Utilization Database based on State's procurements between April 1, 2016, through March 31, 2022.

## Utilization Conclusions

The utilization analysis shows that MWBE firms are utilized at lower rates than their unclassified<sup>116</sup> counterparts. Overall, 30.08 percent of the State's contract awards went to MWBE firms, while, in total, 69.92 percent went to unclassified firms. While MWBE utilization is low throughout, the views on

<sup>116</sup> Firms that were identified as non-minority male or majority-owned were classified as Unclassified firms. If there was no indication of business ownership, these firms were also classified as Unclassified firms.

utilization that are presented in this chapter, the proportion of firms willing and able to provide services to the State are a critical qualifying context in any determinations of disparity. Availability presented in **Chapter 4** and resulting disparity ratios, which follows, provide more definitive conclusions in this respect.

### 5.3.2 Businesses Owned by Indian Nations or Tribes

As showed in the previous chapter, there are only 84 businesses owned by Indian Nations statewide in the State's product market. Of those, only one construction company owned by an Indian Nation has been awarded contracts between April 1, 2016, and March 31, 2022, representing a minute utilization rate of 0.00002%. While this disparity may initially suggest systemic barriers to engagement, it is crucial to consider the nuanced factors influencing the participation of these businesses in government contracts.

One potential reason for the low utilization rate could be the unique circumstances and priorities of businesses owned by Indian Nations. Many of these businesses may operate within sovereign territories, governed by their own laws, regulations, and economic structures. As such, they may have different priorities, business models, or objectives that diverge from conventional government contracting opportunities. Additionally, businesses owned by Indian Nations may face challenges in navigating the complex procurement processes, regulatory requirements, and administrative burdens associated with government contracts.

Moreover, historical and cultural factors may also play a significant role in shaping the engagement of these businesses in government contracting. Historical injustices, such as colonialism, displacement, and exploitation, have contributed to a legacy of mistrust and disenfranchisement among Indigenous communities. This legacy may manifest in reluctance or skepticism towards engaging with government entities, including pursuing government contracts.

Furthermore, limited awareness, outreach, and technical assistance resources tailored to the unique needs of businesses owned by Indian Nations may contribute to their underrepresentation in government contracting. Without adequate support and guidance, these businesses may face significant challenges in accessing and competing for government contracts effectively.

Addressing the underutilization of businesses owned by Indian Nations in government contracting requires a multifaceted approach that recognizes and respects their sovereignty, cultural context, and economic autonomy. Efforts to increase utilization should focus on enhancing outreach and technical assistance tailored to the specific needs of these businesses, fostering trust and collaboration between Indigenous communities and government agencies, and promoting policies that recognize and respect the rights and interests of Indigenous peoples. By addressing these underlying barriers and promoting inclusive economic development strategies, New York State can work towards a more equitable and prosperous future for all businesses, including those owned by Indian Nations.

## 5.4 Disparity Analysis

### 5.4.1 Disparity Analysis Methodology

Disparity, in this context, is the analysis of the differences between the utilization of minority- and women-owned firms (as presented in [Section 5.3.1](#)) and the respective availability of those firms ([Chapter 4](#)). Thus, MGT calculated disparity indices to examine whether minority- and women-owned firms received a proportional share of award dollars based on the respective availability of minority- and women-owned firms located in the study's defined Relevant Market Area (as presented in [Chapter 4](#)).

MGT's disparity index methodology yields a value that is easily calculable, understandable in its interpretation, and universally comparable such that a disparity in utilization within minority- and women-owned firms can be assessed with reference to the utilization of non-minority- and male-owned firms.

The disparity index is a simple proportional calculation that divides utilization rates (percent of dollars awarded to firms by class) by their associated availability (percent of firms available to work, within that same class) and multiplies this value by 100. Thus, a disparity index value of zero (0.00) indicates absolutely no utilization and, therefore, absolute disparity. A disparity index of 100 (1.00) indicates that

$$\text{Disparity Index} = \frac{\%U_{m,p_i}}{\%A_{m,p_i}} \times 100$$

$U_{m,p_i}$  = utilization of minorities- and women-owned firms<sub>i</sub> for procurement

$A_{m,p_i}$  = availability of minorities- and women-owned firms<sub>i</sub> for procurement

utilization is perfectly proportionate to availability, therefore indicating the absence of disparity (that is, all things being equal). Alternately, firms are considered **underutilized** if the disparity indices are less than 100, and **overutilized** if the indices are above 100.

MGT utilizes the "80 percent rule" in determining the indication of discrimination in procurement. MGT's methodology to measure disparity or indication of discrimination, if any exists, is based on the Equal Employment Opportunity Commission's (EEOC) "80 percent rule."<sup>117</sup> An employment disparity index

below 80 indicates a "substantial disparity". The Fifth Circuit has accepted the use of the "80 percent rule" as an indicator of discrimination in *Rothe*.<sup>118</sup> Therefore, following a similar pattern, firms are considered substantially underutilized (substantial disparity) if the disparity indices are 80 or less.

Standard deviation tests or testing for **statistical significance**, in this context, is the analysis to determine the significance of the difference between the utilization of minority- and women-owned firms and the availability of those firms. This analysis can determine whether the disparities are substantial or statistically significant, which lends further statistical support to a finding of discrimination. The following explains MGT's methodology.

<sup>117</sup> Equal Employment Opportunity Commission, *Uniform Guidelines on Employee Selection Procedures*, Section 4, Part D, "Adverse impact and the 'four-fifths rule.'"

<sup>118</sup> *Rothe Dev. Corp. v. Dep't of Def.*, 545 F.3d 1023, 1041 (Fed. Cir. 2008).

Standard deviation measures the probability that a result is a random deviation from a predicted result, where the greater the number of standard deviations, the lower the probability the result is a random one. The accepted standard used by Courts in disparity testing has been two standard deviations. Not all courts require finding from both disparity indices and statistical significance testing, but this study takes a more holistic approach and applies both tests to increase the accuracy of the results as it pertains to any finding of the effects of race, ethnicity, or gender. That is, if there is a result that falls within two standard deviations, then one can assume that the results are nonsignificant, or that no disparity has been confidently established.

Regarding the use of statistical significance in the disparity study context, the National Cooperative Highway Research Program Report 644<sup>119</sup> notes that to show discrimination, the statistical disparities:

- should be (a) statistically significant and (b) “substantively” significant. Substantive significance is taken to mean, for example, a DBE utilization measure that is less than or equal to 80% of the corresponding DBE availability measure.”

**Statistical Significance Testing**

$$t = \frac{u - a}{\sqrt{\frac{a * (1 - a) * \sum c_i^2}{(\sum c_i)^2}}}$$

$t$  = the t-statistic

$u$  = the ratio of minorities- and women-owned firms' dollars compared to total dollars  
 $a$  = the ratio of M/W/DBE firms to all firms  
 $c_i$  = the dollar amount.

Note that p-values are used to determine whether the differences between two populations feature legitimate differences (that would be sustained if we continued to collect more observations), or if the variation between them is simply a product of normal random variation between observations that would be washed out if we collected more data. A p-value of less than 0.05 suggests it is highly unlikely that the differences between two groups are just driven by chance. The use of the t-test to calculate p-values for disparity indices was approved by the Fourth Circuit in *H.B. Rowe v. Tippet*, 615 F.3d 233, 244-45 (4<sup>th</sup> Cir 2010).

Thus, MGT applies two major tests to determine statistical significance: (1) whether the disparity index is less than or equal to 80 percent of respective MWBE availability, which is labeled “substantial disparity” and (2) whether the disparity index passes the t-test determination of statistical significance. In cases where one, or especially both, measures hold true, courts have held that an inference of discrimination may arise, making these results critical outcomes of the subsequent analyses. Additionally:

- Underutilization refers to when a public entity is utilizing vendors at lower rates than available. This is anything under 100 disparity indices. Indices between 80 and 100 alone should be investigated but alone do not typically show evidence that race, ethnicity, or gender play a role in the results.
- Substantial underutilization refers to any disparity index under 80. As discussed above this provides evidence of whether race, ethnicity, or gender affects a person’s ability to do business with a particular public entity and has been accepted by courts for determining discrimination.

<sup>119</sup> Transportation Research Board of the National Academies, National Cooperative Highway Research Program Report 644, *Guidelines for Conducting a Disparity and Availability Study for the Federal DBE Program* (2010), pages 49-50.

- Statistical significance refers to whether the disparity index derived happened by chance or if race, ethnicity, or gender does affect a firm's ability to do business within the public entity. Many circuit courts have accepted the use of statistical significance testing in conjunction with substantial underutilization for determining the effects of race, ethnicity, or gender on a firm's ability to do business with a public entity.

Utilizing both substantial underutilization and statistical significance give the strongest evidence of whether race, ethnicity, or gender affects a firm's ability to do business within the public entity.

## 5.4.2 Disparity Analyses and Statistical Significance Testing

Included in this section are inputs and calculations of disparity indices and significance testing for each of the procurement categories and ownership classifications. Corresponding detailed analyses showing the disparity analysis of firms by race, ethnicity, and gender are presented in **Appendix D, Utilization, Availability, and Disparity by Region**. Analysis of disparities across all industry categories in **Table 5-10** reveals:

- ♦ MWBE firms were underutilized with a substantial and statistically significant disparity index of 77.50.
- ♦ Unclassified firms were overutilized with a disparity index of 114.27.

TABLE 5-10.  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.31%	1.46%	89.93	Underutilization		Disparity
ASIAN MALE	3.81%	2.50%	152.11	Overutilization		No Disparity
ASIAN	5.12%	3.96%	129.22	Overutilization		No Disparity
BLACK FEMALE	2.61%	1.98%	131.69	Overutilization		No Disparity
BLACK MALE	2.11%	2.34%	89.90	Underutilization		Disparity
BLACK	4.71%	4.32%	109.04	Overutilization		No Disparity
HISPANIC FEMALE	0.49%	1.00%	49.02	Underutilization		Disparity
HISPANIC MALE	1.32%	14.09%	9.35	Underutilization	***	Disparity
HISPANIC	1.81%	15.09%	11.98	Underutilization	***	Disparity
NATIVE AMERICAN FEMALE	0.07%	0.10%	73.10	Underutilization		Disparity
NATIVE AMERICAN MALE	0.17%	0.56%	29.81	Underutilization		Disparity
NATIVE AMERICAN	0.24%	0.65%	36.27	Underutilization		Disparity
TOTAL MBE	11.88%	24.03%	49.43	Underutilization	***	Disparity
NON-MINORITY FEMALE	18.20%	14.78%	123.11	Overutilization	*	No Disparity
TOTAL MWBE	30.08%	38.81%	77.50	Underutilization	***	Disparity
UNCLASSIFIED	69.92%	61.19%	114.27	Overutilization	***	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table 5-11**. Relevant findings include:

- ♦ MWBE firms were overutilized with a statistically significant disparity index of 152.28.
- ♦ Unclassified firms were underutilized with a statistically significant disparity index of 78.39.

TABLE 5-11.  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	2.64%	0.82%	323.69	Overutilization	***	No Disparity
ASIAN MALE	10.40%	2.42%	429.78	Overutilization	***	No Disparity
ASIAN	13.04%	3.24%	403.05	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.35%</b>	<b>0.67%</b>	<b>51.65</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK MALE	2.97%	3.23%	92.00	Underutilization		Disparity
BLACK	3.31%	3.90%	85.07	Underutilization		Disparity
HISPANIC FEMALE	2.54%	1.70%	148.88	Overutilization		No Disparity
<b>HISPANIC MALE</b>	<b>3.97%</b>	<b>6.14%</b>	<b>64.72</b>	<b>Underutilization</b>	***	<b>Disparity</b>
HISPANIC	6.51%	7.84%	82.99	Underutilization		Disparity
<b>NATIVE AMERICAN FEMALE</b>	<b>0.09%</b>	<b>0.20%</b>	<b>44.87</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.28%</b>	<b>1.14%</b>	<b>24.68</b>	<b>Underutilization</b>	**	<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.37%</b>	<b>1.33%</b>	<b>27.66</b>	<b>Underutilization</b>	**	<b>Disparity</b>
TOTAL MBE	23.23%	16.31%	142.47	Overutilization	***	No Disparity
NON-MINORITY FEMALE	21.31%	12.94%	164.64	Overutilization	***	No Disparity
TOTAL MWBE	44.54%	29.25%	152.28	Overutilization	***	No Disparity
UNCLASSIFIED	55.46%	70.75%	78.39	Underutilization	***	Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table 5-12**. Noteworthy observations include:

- ♦ MWBE firms were overutilized with a substantial disparity index of 101.75.
- ♦ Unclassified firms were underutilized with a disparity index of 99.29.

TABLE 5-12.  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.72%</b>	<b>0.99%</b>	<b>72.27</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	12.07%	4.79%	251.99	Overutilization	***	No Disparity
ASIAN	12.79%	5.78%	221.16	Overutilization	***	No Disparity
BLACK FEMALE	0.25%	0.23%	108.45	Overutilization		No Disparity
<b>BLACK MALE</b>	<b>1.08%</b>	<b>3.59%</b>	<b>30.17</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>1.34%</b>	<b>3.83%</b>	<b>34.94</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC FEMALE</b>	<b>0.10%</b>	<b>0.89%</b>	<b>11.09</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>2.68%</b>	<b>4.66%</b>	<b>57.48</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>2.78%</b>	<b>5.55%</b>	<b>50.04</b>	<b>Underutilization</b>		<b>Disparity</b>
NATIVE AMERICAN FEMALE	0.01%	0.00%	N/A	N/A	N/A	N/A
<b>NATIVE AMERICAN MALE</b>	<b>0.05%</b>	<b>1.15%</b>	<b>4.11</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.05%</b>	<b>1.15%</b>	<b>4.57</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	16.96%	16.30%	104.01	Overutilization		No Disparity
NON-MINORITY FEMALE	12.51%	12.66%	98.84	Underutilization		Disparity
TOTAL MWBE	29.47%	28.96%	101.75	Overutilization		No Disparity
UNCLASSIFIED	70.53%	71.04%	99.29	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table 5-13**. Some findings include that:

- ♦ MWBE firms were underutilized with a substantial and statistically significant disparity index of 33.58.
- ♦ Unclassified firms were overutilized with a disparity index of 155.51.

TABLE 5-13.  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
NON-CONSTRUCTION RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.00%	1.23%	80.87	Underutilization		Disparity
<b>ASIAN MALE</b>	<b>1.41%</b>	<b>2.82%</b>	<b>50.12</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN</b>	<b>2.41%</b>	<b>4.05%</b>	<b>59.49</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK FEMALE	3.37%	2.42%	139.17	Overutilization		No Disparity
<b>BLACK MALE</b>	<b>1.82%</b>	<b>2.40%</b>	<b>75.94</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK	5.20%	4.82%	107.71	Overutilization		No Disparity
<b>HISPANIC FEMALE</b>	<b>0.21%</b>	<b>1.34%</b>	<b>15.50</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.94%</b>	<b>26.41%</b>	<b>3.58</b>	<b>Underutilization</b>	***	<b>Disparity</b>
<b>HISPANIC</b>	<b>1.15%</b>	<b>27.74%</b>	<b>4.15</b>	<b>Underutilization</b>	***	<b>Disparity</b>
NATIVE AMERICAN FEMALE	0.13%	0.08%	157.45	Overutilization		No Disparity
<b>NATIVE AMERICAN MALE</b>	<b>0.04%</b>	<b>0.18%</b>	<b>19.99</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.16%</b>	<b>0.26%</b>	<b>62.60</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MBE</b>	<b>8.92%</b>	<b>36.88%</b>	<b>24.19</b>	<b>Underutilization</b>	***	<b>Disparity</b>
<b>NON-MINORITY FEMALE</b>	<b>6.37%</b>	<b>8.65%</b>	<b>73.64</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MWBE</b>	<b>15.29%</b>	<b>45.53%</b>	<b>33.58</b>	<b>Underutilization</b>	***	<b>Disparity</b>
UNCLASSIFIED	84.71%	54.47%	155.51	Overutilization	***	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table 5-14** presents disparity indices and significance testing for the Commodities sector.

- ♦ MWBE firms were overutilized with a statistically significant disparity index of 128.27.
- ♦ Unclassified firms were underutilized with a disparity index of 85.13.

TABLE 5-14.  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**COMMODITIES**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>1.38%</b>	<b>1.98%</b>	<b>69.72</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	3.85%	1.87%	206.68	Overutilization		No Disparity
ASIAN	5.24%	3.85%	136.15	Overutilization	*	No Disparity
BLACK FEMALE	2.60%	2.02%	128.68	Overutilization		No Disparity
BLACK MALE	2.33%	1.87%	124.68	Overutilization	***	No Disparity
BLACK	4.93%	3.89%	126.76	Overutilization		No Disparity
<b>HISPANIC FEMALE</b>	<b>0.29%</b>	<b>0.39%</b>	<b>73.77</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.84%</b>	<b>2.29%</b>	<b>36.62</b>	<b>Underutilization</b>	***	<b>Disparity</b>
<b>HISPANIC</b>	<b>1.13%</b>	<b>2.68%</b>	<b>42.03</b>	<b>Underutilization</b>	***	<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.10%</b>	<b>4.90</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.31%</b>	<b>0.78%</b>	<b>39.25</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.31%</b>	<b>0.88%</b>	<b>35.34</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	11.60%	11.30%	102.72	Overutilization		No Disparity
NON-MINORITY FEMALE	32.61%	23.17%	140.72	Overutilization	***	No Disparity
TOTAL MWBE	44.22%	34.47%	128.27	Overutilization	***	No Disparity
UNCLASSIFIED	55.78%	65.53%	85.13	Underutilization	***	Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

### 5.4.3 Businesses Owned by Indian Nations or Tribes

Based on an availability rate of 0.01874% and a utilization rate of 0.00002%, Businesses owned by Indian Nation or Tribes have a disparity ratio of 0.10.

The calculated disparity ratio of 0.10 indicates a substantial gap between the availability and utilization of Indian Nation-owned businesses in government contracts. Despite representing a small fraction of the total available businesses in the state, Indian Nation-owned businesses are vastly underutilized, with utilization rates significantly lower than their availability rate. This stark disparity underscores systemic barriers and challenges hindering the meaningful participation of Indian Nation-owned businesses in procurement opportunities within New York State.

The availability rate reflects the limited presence of businesses owned by Indian Nations within the State's business marketplace. While this group constitutes a small percentage of total businesses, their economic potential and contributions remain significant. However, the utilization rate reveals a severe underutilization of Indian Nation-owned businesses in State contracting, highlighting systemic inequities and barriers that prevent these businesses from accessing and competing for government contracts effectively.

Factors contributing to this disparity may include limited awareness of contracting opportunities, insufficient outreach and technical assistance tailored to the needs of Indian Nation-owned businesses, and historical and cultural factors that impact their engagement with government entities. Addressing these underlying barriers and promoting policies and initiatives that support the meaningful participation of Indian Nation-owned businesses in government contracting is imperative to foster a more inclusive and equitable business environment in New York State.

Efforts to mitigate disparities should focus on enhancing outreach and technical assistance, promoting supplier diversity initiatives, and fostering partnerships and collaborations between Indigenous communities and government agencies. By addressing these disparities and promoting equitable access to procurement opportunities, New York State can create a more inclusive and prosperous business environment that benefits all businesses, including those owned by Indian Nations.

## 5.5 Disparity Analyses and Significance Testing Summary

As summarized in the table below (**Table 5-15**), disparities between utilization and availability have been observed for some procurement and MWBE categories included within the scope of the study, both in terms of the order of magnitude (Disparity Indices less than or equal to 80) and statistical significance.

TABLE 5-15. DISPARITY ANALYSIS SUMMARY

Procurement Category	All	Construction	Construction Related Services	Non-Construction Related Services	Commodities
ASIAN FEMALE	Disparity	No Disparity	<b>Disparity</b>	Disparity	<b>Disparity</b>
ASIAN MALE	No Disparity	No Disparity	No Disparity	<b>Disparity</b>	No Disparity
<b>ASIAN</b>	No Disparity	No Disparity	No Disparity	<b>Disparity</b>	No Disparity
BLACK FEMALE	No Disparity	<b>Disparity</b>	No Disparity	No Disparity	No Disparity
BLACK MALE	Disparity	Disparity	<b>Disparity</b>	<b>Disparity</b>	No Disparity
<b>BLACK</b>	No Disparity	Disparity	<b>Disparity</b>	No Disparity	No Disparity
HISPANIC FEMALE	<b>Disparity</b>	No Disparity	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
HISPANIC MALE	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
<b>HISPANIC</b>	<b>Disparity</b>	Disparity	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
NATIVE AMERICAN FEMALE	<b>Disparity</b>	<b>Disparity</b>	N/A	No Disparity	<b>Disparity</b>
NATIVE AMERICAN MALE	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
<b>TOTAL MBE</b>	<b>Disparity</b>	No Disparity	No Disparity	<b>Disparity</b>	No Disparity
NON-MINORITY FEMALE	No Disparity	No Disparity	Disparity	<b>Disparity</b>	No Disparity
<b>TOTAL MWBE</b>	<b>Disparity</b>	No Disparity	No Disparity	<b>Disparity</b>	No Disparity

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

# 6 Private Sector Analysis

## 6.1 Introduction

The **Legal Review** presented in **Chapter 2**, explains that a legally justified race-conscious remedial program must pass strict scrutiny. That means that the program must be (i) justified by sufficiently specific evidence of active and/or passive past government discrimination, and (ii) demonstrating that the program is narrowly tailored to remediate those specific instances of past discrimination<sup>120</sup>. A government may be passively involved with private sector discrimination where its "own spending practices are exacerbating a pattern of prior discrimination." *Croson*, 488 U.S. at 504.

For its part, a gender-based remedial program is subject to intermediate scrutiny. Under this standard, "a gender-based classification favoring one sex can be justified if it intentionally and directly assists members of the sex that is disproportionately burdened." *Mississippi Univ. for Women v. Hogan*, 458 U.S. 718, 728 S(1982) (internal quotation marks omitted). Nonetheless, "the mere recitation of a benign, compensatory purpose is not an automatic shield which protects against any inquiry into the actual purposes underlying a statutory scheme" and "a State can evoke a compensatory purpose to justify an otherwise discriminatory classification only if members of the gender benefited by the classification actually suffer a disadvantage related to the classification." *Id.* This chapter focuses on the overarching question:

- ♦ ***Does evidence of private sector marketplace discrimination and passive government participation in that discrimination support New York State's continuance of its MBE program?***

While discrimination in the private sector may be characterized as a feature of the kind of 'general societal discrimination' that is not a sufficient justification for race- or gender-conscious remedial measures, it is discussed here solely because it is component of passive government involvement in discrimination, which can, along with other statistical and qualitative information, support or help justify such remedial measures. *Passive discrimination* describes a circumstance where a public entity resides in a market with measurable discrimination in the public and private sector that government spending practices support or exacerbate. Courts have favorably looked upon private sector analyses as support to determine *compelling interest* in MWBE programs:

- ♦ Defining passive participation, Justice O'Connor in *Croson* stated, "if the city could show that it had essentially become a 'passive participant' in a system of racial exclusion practiced by elements of the local construction industry, we think it clear that the city could take affirmative steps to dismantle such a system."<sup>121</sup>

<sup>120</sup> *City of Richmond v. Croson Co.*, 488 U.S. 469, 504 (1989)

<sup>121</sup> *Richmond v. J. A. Croson Co.*, 488 U.S. 469, 492 (1989).

### CHAPTER SECTIONS

- 6.1 Introduction
- 6.2 Private Sector Disparities in SBO Census Data
- 6.3 Private Sector Disparities in NES-D Census Data
- 6.4 Analysis of Race, Ethnicity, and Gender Effects on Self-Employment and Earnings
- 6.5 Access to Credit
- 6.6 Conclusion

- ♦ In *Adarand*, the Tenth Circuit favorably cited evidence of capital market discrimination as relevant in establishing the factual predicate for the federal DBE program.<sup>122</sup>
- ♦ *Concrete Works IV* found that “evidence that private discrimination results in barriers to business formation is relevant because it demonstrates that MWBEs are precluded at the outset from competing for public construction contracts.”<sup>123</sup>
- ♦ In *Adarand*, the courts concluded there was a compelling interest for a government Disadvantaged Business Enterprise (DBE) program in part on evidence of private-sector discrimination.<sup>124</sup>
- ♦ Along related lines, a court found regression analysis of census data to be relevant evidence showing barriers to MWBE formation.<sup>125</sup>

Thus, in many circumstances, the persistence of discriminatory practices in the private marketplace is a factor supportive of a finding, of the sort required by courts, that the State has a compelling interest in remediating such practices with gender-, race-, and/or ethnicity-conscious remedial measures.

Various data sources are analyzed to comprehensively assess disparities in revenue and self-employment levels among businesses, as no single source provides all necessary variables for a complete analysis. The data sources used for the analysis of disparities in the private sector are detailed in **Table 6-1** below.

TABLE 6-1.  
DISPARITY ANALYSES DATA SOURCES

Data Source	Data Usage	Notes
2012 Census Survey of Business Owners (SBO)	Provides data on the number of firms in a specific industry, both employer firms <sup>126</sup> and non-employer firms <sup>127</sup> .	In 2017 this data was replaced with the Annual Business Survey (ABS)
2020 Census Annual Business Survey (ABS)	Provides data on the number of firms in a specific industry employer firms only.	
2020 Nonemployer Statistics by Demographics (NES-D)	Provides information on nonemployer firms. Nonemployer firms tend to have higher levels of small and minority owned businesses.	This does not include employer data, so it used in conjunction with the SBO data for a complete assessment of the business marketplace.
2016-2020 Census American Community Survey (ACS) Public Used Microdata Sample (PUMS)	Used to determine, through regression analyses, how race, ethnicity, and gender specifically affects a person's	Five years provides the most robust aggregation of data at a 95% confidence level.

<sup>122</sup> *Adarand Constructors, Inc. v. Slater*, 228 F.3d 1147, 1168-70 (10th Cir. 2000).

<sup>123</sup> *Concrete Works of Colo. v. City & Cnty. of Denver*, 321 F.3d 950, 977 (10th Cir. 2003).

<sup>124</sup> *Adarand Constructors, Inc. v. Slater*, 228 F.3d 1147 (10th Cir. 2000)

<sup>125</sup> *Concrete Works IV*, 321 F.3d 950, 967-69 (10th Cir. 2003).

<sup>126</sup> Employer firms include firms with payroll

<sup>127</sup> Nonemployer firms can hire independent contractors to increase capacity and can be seen as provide services at the subcontractor/subconsultant level.

Data Source	Data Usage	Notes
	wages, business earnings, and self-employment (entrepreneurship) rates compared to their non-minority males' counterparts controlling for other factors such as education, number of employees, etc.	
Small Business Credit Survey (SBCS)	National sample of small businesses, or firms with fewer than 500 employees, aimed at providing insight into firms' financing and debt needs and experiences.	

Passive government participation in private sector discrimination is therefore relevant to determine whether or not evidence exists warranting MWBE programs. This chapter provides evidence for the overarching question of whether New York State has a continued compelling interest in maintaining its MBE program based on discriminatory circumstances observed in the private sector. Three sources of data can help to answer the overarching research question regarding disparities in the private sector:

- ♦ **2012 Census Survey of Business Owners (SBO) and 2020 Census Annual Business Survey (ABS) data, which are used to determine:**
  1. *Do marketplace disparities exist in the private sector regarding revenue within similar New York State procurement categories for firms owned by minorities or non-minority females?*
    - Both the SBO and ABS analysis show consistent underutilization of MWBE firms relative to their availability in the marketplace.
- ♦ **2016-2020 Census American Community Survey (ACS) Public Used Microdata Sample (PUMS) data, which is used to determine whether, even after controlling for a number of relevant factors, there are disparities between minority- and women-owned firms on the one hand, and non-minority, non-women owned firms on the other hand. Among the questions this data allows us to answer are:**
  2. *Does racial, ethnic, and gender status impact individual wages even after controlling for differences among firms?*
    - Minority and women wages were significantly less in 2016-2020 than those of non-minority males, holding all other variables constant.
  3. *Does racial, ethnic and gender status impact business owner earnings even after controlling for differences among firms?*
    - As with individual wages, business owner earnings overall in the New York State marketplace provide consistent evidence that disparities exist in the private

sector, indicating marketplace discrimination against MWBEs when all other variables are controlled for.

4. *Are racial, ethnic, and gender minority groups less likely than non-minority males (unclassified) to be self-employed after controlling for differences? If so, does race, ethnicity, or gender have a role in the disparity?*
  - MWBE firms were significantly less likely than non-minority males to be self-employed. If they were self-employed, most MWBE firms earned significantly less in 2016-2020 than self-employed non-minority males, holding all other variables constant.
5. *If minority and non-minority female-owned business enterprises (MWBEs) and non-minority male-owned firms shared similar traits and marketplace “conditions” (i.e., similar “rewards” in terms of capital, wages, earning, etc.), what would be the effect on rates of self-employment by race, ethnicity, and gender?*
  - Analysis of observed vs. predicted self-employment rates show that marketplace discrimination impacted these rates. Further, this analysis indicates that holding all factors consistent, race, ethnicity, and gender play a role in the lower level of self-employment for MWBEs.

Notably, the results of this private sector analysis mirror many of the same qualitative and anecdotal results offered in **Chapter 7, Qualitative Data Collection and Research**, regarding discrimination faced by MWBE firms in attempting to secure work on private sector projects.

## 6.2 Private Sector Disparities in SBO Census Data

To answer the overarching research question regarding the existence of disparities in the private sector, as well as the specific question of whether these disparities exist in procurement categories relevant to the New York State contracting domain, MGT obtained and analyzed the U.S. Census Bureau’s 2012 Survey of Business Owners (SBO) data.<sup>128</sup> SBO provides data on economic and demographic characteristics for businesses and business owners by geography (such as states and metropolitan areas), categorized by industries defined by North American Industry Classification System (NAICS) codes, and supporting information, including firm receipts (sales),<sup>129</sup> firm employment size, and business ownership classification. The survey has been administered every five years since 1972 as part of the economic census. Although this dataset is produced every five years it was discontinued in 2017 and replaced by the Annual Business Survey (ABS) beginning in 2018. The benefit of the SBO data is that it produces both nonemployer and employer results at a granular data level. This is a limitation within the ABS data that currently the Census is improving on but currently the 2012 data is the most complete dataset with both nonemployer and employee dataset. Although the 2012 SBO data is over ten years old, it still allows for analysis of disparity when compared with the other results from the study.

The SBO gathers and reports data on (1) firms with paid employees, including workers on the payroll (employer firms), (2) firms without paid employees, including sole proprietors and partners of

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<sup>128</sup> These represent the most recent available data provided through the SBO program and were released in 2016.

<sup>129</sup> Sales includes total shipments, receipts, revenue, or business done by the firm.

unincorporated businesses that do not have any other employees on the payroll (nonemployer firms), as well as (3) in aggregate across employer and nonemployer firms (all). For the purposes of the SBO and ABS private sector analysis, utilization is determined by the number of sales going to individual firms, and availability is an estimate based on the survey that indicates the number of firm establishments by 2-digit NAICS code, and by race, ethnicity, or gender for a given geography during any given time within that year. Thus, MGT calculated private sector disparity indices (under or over-utilization) to examine whether MWBE firms in any of these categories received a proportionate share of firm sales (utilization) based on the availability of MWBE firms. Disparity indices were reviewed for all firms and employer firms. It should be noted that all of the disparity indices in the SBO tables are statistically significant within a **95 percent** confidence interval.

The following NAICS codes<sup>130</sup> were analyzed because they align with the procurement categories used for New York State’s utilization analysis:

- ◆ NAICS Code 23, Construction
- ◆ NAICS Code 42, Wholesale Trade
- ◆ NAICS Code 54, Professional, Scientific, and Technical Services
- ◆ NAICS Code 56, Administrative and Support and Waste Management and Remediation Services
- ◆ NAICS Code 81, Other Services (Except Public Administration)

## 6.2.1 Results of Analysis

This private sector analysis presents disparity results based on the New York State geographic marketplace. The New York State marketplace contains the following counties in the New York State: Albany County, NY; Allegany County, NY; Bronx County, NY; Broome County, NY; Cattaraugus County, NY; Cayuga County, NY; Chautauqua County, NY; Chemung County, NY; Chenango County, NY; Clinton County, NY; Columbia County, NY; Cortland County, NY; Delaware County, NY; Dutchess County, NY; Erie County, NY; Essex County, NY; Franklin County, NY; Fulton County, NY; Genesee County, NY; Greene County, NY; Hamilton County, NY; Herkimer County, NY; Jefferson County, NY; Kings County, NY; Lewis County, NY; Livingston County, NY; Madison County, NY; Monroe County, NY; Montgomery County, NY; Nassau County, NY; New York County, NY; Niagara County, NY; Oneida County, NY; Onondaga County, NY; Ontario County, NY; Orange County, NY; Orleans County, NY; Oswego County, NY; Otsego County, NY; Putnam County, NY; Queens County, NY; Rensselaer County, NY; Richmond County, NY; Rockland County, NY; St. Lawrence County, NY; Saratoga County, NY; Schenectady County, NY; Schoharie County, NY; Schuyler County, NY; Seneca County, NY; Steuben County, NY; Suffolk County, NY; Sullivan County, NY; Tioga County, NY; Tompkins County, NY; Ulster County, NY; Warren County, NY; Washington County, NY; Wayne County, NY; Westchester County, NY; Wyoming County, NY; Yates County, NY.

## 6.2.2 New York State Marketplace

**Tables 6-2 through 6-6** show the measures of private sector disparities based on U.S. Census 2012 SBO data for the population of available firms in the New York State marketplace by race, ethnicity, and gender

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<sup>130</sup> The two-digit NAICS code level was utilized as those codes are the most prevalent level across all the 2012 SBO data.

for construction; wholesale trade; professional, scientific, and technical services; administrative and support and waste management and remediation services; and other services (except public administration).

Based on the analysis of the U.S. Census 2012 SBO data, overall, there exists a significant gap between the market share of MWBE firms and their share of the New York State marketplace business population, where data was available.

## NAICS Code 23: Construction, New York State Marketplace

**Table 6-2** shows the construction availability, sales, and disparity results (NAICS Code 23).

There was a total of 2,155,595 construction firms (all firms<sup>131</sup>) in the New York State marketplace in 2012.

- ♦ African American<sup>132</sup> firms (disparity index of 16.03) were substantially underutilized, accounting for 1.76 percent of all firms and 0.28 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 20.88) were substantially and significantly underutilized, accounting for 0.18 percent of all firms and 0.04 percent of sales.
- ♦ Asian American firms (disparity index of 19.03) were substantially and significantly underutilized, accounting for 3.09 percent of all firms and 0.59 percent of sales.
- ♦ Hispanic American firms (disparity index of 17.22) were substantially and significantly underutilized, accounting for 3.37 percent of all firms and 0.58 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 2.97) were substantially and significantly underutilized, accounting for 0.03 percent of all firms and 0.00 percent of sales.
- ♦ Non-minority Female firms (disparity index of 131.58) were overutilized, accounting for 0.44 percent of all firms and 0.58 percent of sales.

There were 548,710 construction employer firms<sup>133</sup> in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 63.21) were substantially and significantly underutilized, accounting for 0.36 percent of all firms and 0.22 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 71.75) were substantially and significantly underutilized, accounting for 0.05 percent of all firms and 0.03 percent of sales.
- ♦ Asian American firms (disparity index of 45.95) were substantially and significantly underutilized, accounting for 1.09 percent of all firms and 0.50 percent of sales.

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<sup>131</sup> All firms include firms with and without payroll at any time during 2012.

<sup>132</sup> The term 'African American' is used throughout the Private Sector Analysis to be consistent with Census data.

<sup>133</sup> Employer firms include firms with payroll at any time during 2012.

- ♦ Hispanic American firms (disparity index of 30.01) were substantially and significantly underutilized, accounting for 1.51 percent of all firms and 0.45 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firm data did not allow for a proper analysis.
- ♦ Non-minority Female firms (disparity index of 108.55) were substantially and significantly overutilized, accounting for 0.54 percent of all firms and 0.59 percent of sales.

TABLE 6-2. PRIVATE SECTOR CENSUS DISPARITIES  
NAICS CODE 23, CONSTRUCTION  
U.S. CENSUS 2012 SURVEY OF BUSINESS OWNERS,  
NEW YORK STATE MARKETPLACE

BUSINESS OWNERSHIP CLASSIFICATION	ALL FIRMS <sup>1</sup> (#)	ALL FIRMS, SALES <sup>2</sup> (\$1,000)	EMPLOYER FIRMS <sup>3</sup> (#)	EMPLOYER FIRMS SALES (\$1,000)
All Firms	2,155,595	975,576,523	548,710	915,746,574
Non-minority Male	1,964,491	955,379,256	529,282	899,259,628
African American	37,953	2,753,035	1,949	2,055,887
American Indian and Alaska Native	3,798	358,915	262	313,749
Asian	66,551	5,731,912	5,979	4,585,428
Hispanic <sup>5</sup>	72,639	5,661,129	8,260	4,137,140
Native Hawaiian and Other Pacific Islander	618	8,301	0	0
Non-minority Female	9,545	5,683,975	2,978	5,394,742
PERCENTAGE OF MARKETPLACE				
All Firms	100.00%	100.00%	100.00%	100.00%
Non-minority Male	91.13%	97.93%	96.46%	98.20%
African American	1.76%	0.28%	0.36%	0.22%
American Indian and Alaska Native	0.18%	0.04%	0.05%	0.03%
Asian	3.09%	0.59%	1.09%	0.50%
Hispanic <sup>5</sup>	3.37%	0.58%	1.51%	0.45%
Native Hawaiian and Other Pacific Islander	0.03%	0.00%	0.00%	0.00%
Non-minority Female	0.44%	0.58%	0.54%	0.59%
DISPARITY RATIOS <sup>4</sup>				
All Firms		100.00		100.00
Non-minority Male		107.46		101.80
African American		16.03		63.21
American Indian and Alaska Native		20.88		71.75
Asian		19.03		45.95
Hispanic <sup>5</sup>		17.22		30.01
Native Hawaiian and Other Pacific Islander		2.97		-
Non-minority Female		131.58		108.55

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2012 Survey of Business Owners (SBO) data.

<sup>1</sup>All Firms include employer and nonemployer firms since nonemployer firms can provide services at the subcontractor/subconsultant level and hire independent contractors to increase capacity. Employer firms include firms with payroll at any time during 2012.

<sup>2</sup>Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup>Employer firms include firms with payroll at any time during 2012.

<sup>4</sup>Disparity index is the ratio of the percentage of sales to the percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>5</sup>Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## NAICS Code 42: Wholesale Trade, New York State Marketplace

**Table 6-3** shows wholesale trade availability, sales, and disparity results (NAICS Code 42).

There was a total of 739,544 wholesale trade firms (all firms) in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 6.81) were substantially and significantly underutilized, accounting for 0.89 percent of all firms and 0.06 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 46.85) were substantially and significantly underutilized, accounting for 0.09 percent of all firms and 0.04 percent of sales.
- ♦ Asian American firms (disparity index of 41.78) were substantially and significantly underutilized, accounting for 2.01 percent of all firms and 0.33 percent of sales.
- ♦ Hispanic American firms (disparity index of 18.49) were substantially and significantly underutilized, accounting for 1.51 percent of all firms and 0.28 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 0.00) were substantially and significantly underutilized, accounting for 0.02 percent of all firms and 0.00 percent of sales.
- ♦ Non-minority Female firms (disparity index of 49.91) were substantially and significantly underutilized, accounting for 1.13 percent of all firms and 0.57 percent of sales.

There was a total of 358,728 wholesale trade employer firms in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 32.51) were substantially and significantly underutilized, accounting for 0.15 percent of all firms and 0.05 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 58.90) were substantially and significantly underutilized, accounting for 0.06 percent of all firms and 0.04 percent of sales.
- ♦ Asian American firms (disparity index of 36.36) were substantially and significantly underutilized, accounting for 4.74 percent of all firms and 1.72 percent of sales.
- ♦ Hispanic American firms (disparity index of 39.70) were substantially and significantly underutilized, accounting for 0.66 percent of all firms and 0.26 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 0.00) were substantially and significantly underutilized, accounting for 0.02 percent of all firms and 0.00 percent of sales.
- ♦ Non-minority Female firms (disparity index of 73.52) were substantially and significantly underutilized, accounting for 0.76 percent of all firms and 0.56 percent of sales.

**TABLE 6-3. PRIVATE SECTOR CENSUS DISPARITIES  
NAICS CODE 42, WHOLESALE TRADE  
U.S. CENSUS 2012 SURVEY OF BUSINESS OWNERS,  
NEW YORK STATE MARKETPLACE**

<b>BUSINESS OWNERSHIP CLASSIFICATION</b>	<b>ALL FIRMS<sup>1</sup> (#)</b>	<b>ALL FIRMS, SALES<sup>2</sup> (\$1,000)</b>	<b>EMPLOYER FIRMS<sup>3</sup> (#)</b>	<b>EMPLOYER FIRMS SALES (\$1,000)</b>
All Firms	739,544	3,316,994,998	358,728	3,276,861,173
Non-minority Male	681,789	3,227,795,055	335,727	3,190,409,095
African American	6,585	2,012,487	597	1,773,113
American Indian and Alaska Native	646	1,357,373	228	1,226,671
Asian	30,852	57,808,874	16,989	56,424,937
Hispanic <sup>5</sup>	11,131	9,231,496	2,384	8,646,466
Native Hawaiian and Other Pacific Islander	148	0	66	0
Non-minority Female	8,393	18,789,713	2,737	18,380,891
<b>PERCENTAGE OF MARKETPLACE</b>				
All Firms	100.00%	100.00%	100.00%	100.00%
Non-minority Male	92.19%	97.31%	93.59%	97.36%
African American	0.89%	0.06%	0.17%	0.05%
American Indian and Alaska Native	0.09%	0.04%	0.06%	0.04%
Asian	4.17%	1.74%	4.74%	1.72%
Hispanic <sup>5</sup>	1.51%	0.28%	0.66%	0.26%
Native Hawaiian and Other Pacific Islander	0.02%	0.00%	0.02%	0.00%
Non-minority Female	1.13%	0.57%	0.76%	0.56%
<b>DISPARITY RATIOS<sup>4</sup></b>				
All Firms		100.00		100.00
Non-minority Male		105.55		104.03
African American		6.81		32.51
American Indian and Alaska Native		46.85		58.90
Asian		41.78		36.36
Hispanic <sup>5</sup>		18.49		39.70
Native Hawaiian and Other Pacific Islander		0.00		0.00
Non-minority Female		49.91		73.52

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2012 Survey of Business Owners (SBO) data.

<sup>1</sup>All Firms include employer and nonemployer firms since nonemployer firms can provide services at the subcontractor/subconsultant level and hire independent contractors to increase capacity. Employer firms include firms with payroll at any time during 2012.

<sup>2</sup>Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup>Employer firms include firms with payroll at any time during 2012.

<sup>4</sup>Disparity index is the ratio of the percentage of sales to the percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>5</sup>Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## NAICS Code 54: Professional, Scientific and Technical Services, New York State Marketplace

**Table 6-4** shows the availability, sales, and disparity results for professional, scientific, and technical services (NAICS Code 54).

There was a total of 3,597,193 professional, scientific, and technical services firms (all firms) in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 13.65) were substantially and significantly underutilized, accounting for 1.46 percent of all firms and 0.20 percent of sales.
- ♦ American Indian and Alaska Native (disparity index of 26.26) were substantially and significantly underutilized, accounting for 0.12 percent of all firms and 0.03 percent of sales.
- ♦ Asian American firms (disparity index of 38.70) substantially and significantly underutilized, accounting for 2.26 percent of all firms and 0.87 percent of sales.
- ♦ Hispanic American firms (disparity index of 24.25) were substantially and significantly underutilized, accounting for 1.73 percent of all firms and 0.42 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 3.13) were substantially and significantly underutilized, accounting for 0.02 percent of all firms and 0.00 percent of sales.
- ♦ Non-minority Female firms (disparity index of 36.53) were substantially and significantly underutilized, accounting for 2.07 percent of all firms and 0.76 percent of sales.

There was a total of 665,214 professional, scientific, and technical services employer firms in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 30.59) were substantially and significantly underutilized, accounting for 0.38 percent of all firms and 0.12 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 24.77) were substantially and significantly underutilized, accounting for 0.06 percent of all firms and 0.02 percent of sales.
- ♦ Asian American firms (disparity index of 44.33) were substantially and significantly underutilized, accounting for 1.71 percent of all firms and 0.76 percent of sales.
- ♦ Hispanic American firms (disparity index of 44.57) were substantially and significantly underutilized, accounting for 0.66 percent of all firms and 0.30 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 3.90) were substantially and significantly underutilized, accounting for 0.01 percent of all firms and 0.00 percent of sales.
- ♦ Non-minority Female firms (disparity index of 45.23) were substantially and significantly underutilized, accounting for 1.33 percent of all firms and 0.60 percent of sales.

TABLE 6-4. PRIVATE SECTOR CENSUS DISPARITIES  
NAICS CODE 54, PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES  
U.S. CENSUS 2012 SURVEY OF BUSINESS OWNERS,  
NEW YORK STATE MARKETPLACE

BUSINESS OWNERSHIP CLASSIFICATION	ALL FIRMS <sup>1</sup> (#)	ALL FIRMS, SALES <sup>2</sup> (\$1,000)	EMPLOYER FIRMS <sup>3</sup> (#)	EMPLOYER FIRMS SALES (\$1,000)
All Firms	3,597,193	1,174,372,103	665,214	1,036,269,096
Non-minority Male	3,321,670	1,147,571,262	637,578	1,017,752,193
Minority	200,970	17,908,672	18,763	12,265,624
African American	52,526	2,340,917	2,523	1,202,254
American Indian and Alaska Native	4,476	383,799	405	156,303
Asian	81,237	10,262,507	11,349	7,837,644
Hispanic <sup>5</sup>	62,078	4,914,784	4,415	3,065,104
Native Hawaiian and Other Pacific Islander	653	6,665	71	4,319
Non-minority Female	74,553	8,892,169	8,873	6,251,279
PERCENTAGE OF MARKETPLACE				
All Firms	100.00%	100.00%	100.00%	100.00%
Non-minority Male	92.34%	97.72%	95.85%	98.21%
Minority	5.59%	1.52%	2.82%	1.18%
African American	1.46%	0.20%	0.38%	0.12%
American Indian and Alaska Native	0.12%	0.03%	0.06%	0.02%
Asian	2.26%	0.87%	1.71%	0.76%
Hispanic <sup>5</sup>	1.73%	0.42%	0.66%	0.30%
Native Hawaiian and Other Pacific Islander	0.02%	0.00%	0.01%	0.00%
Non-minority Female	2.07%	0.76%	1.33%	0.60%
DISPARITY RATIOS <sup>4</sup>				
All Firms		100.00		100.00
Non-minority Male		105.82		102.47
Minority		27.30		41.96
African American		13.65		30.59
American Indian and Alaska Native		26.26		24.77
Asian		38.70		44.33
Hispanic <sup>5</sup>		24.25		44.57
Native Hawaiian and Other Pacific Islander		3.13		3.90
Non-minority Female		36.53		45.23

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2012 Survey of Business Owners (SBO) data.

<sup>1</sup>All Firms include employer and nonemployer firms since nonemployer firms can provide services at the subcontractor/subconsultant level and hire independent contractors to increase capacity. Employer firms include firms with payroll at any time during 2012.

<sup>2</sup>Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup>Employer firms include firms with payroll at any time during 2012.

<sup>4</sup>Disparity index is the ratio of the percentage of sales to the percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>5</sup>Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

Disparity results are statistically significant within a 95 percent confidence interval.

## **NAICS Code 56: Administrative and Support and Waste Management and Remediation Services, New York State Marketplace**

**Table 6-5** shows the availability, sales, and disparity results for administrative, support, waste management, and remediation services (NAICS Code 56).

There were 1,640,020 administrative and support and waste management and remediation services firms (all firms) in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 10.71) were substantially and significantly underutilized, accounting for 3.16 percent of all firms and 0.34 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 8.81) were substantially and significantly underutilized, accounting for 0.17 percent of all firms and 0.02 percent of sales.
- ♦ Asian American firms (disparity index of 9.37) were substantially and significantly underutilized, accounting for 1.87 percent of all firms and 0.18 percent of sales.
- ♦ Hispanic American firms (disparity index of 12.13) were substantially and significantly underutilized, accounting for 6.65 percent of all firms and 0.81 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 4.11) were substantially and significantly underutilized, accounting for 0.06 percent of all firms and 0.00 percent of sales.
- ♦ Non-minority female firms (disparity index of 58.90) were substantially and significantly underutilized, accounting for 1.69 percent of all firms and 1.00 percent of sales.

There were 280,167 administrative and support and waste management and remediation services employer firms in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 30.30) were substantially and significantly underutilized, accounting for 0.73 percent of all firms and 0.22 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 51.66) were substantially and significantly underutilized, accounting for 0.02 percent of all firms and 0.01 percent of sales.
- ♦ Asian American firms (disparity index of 14.32) were substantially and significantly underutilized, accounting for 1.15 percent of all firms and 0.16 percent of sales.
- ♦ Hispanic American firms (disparity index of 31.85) were substantially and significantly underutilized, accounting for 1.73 percent of all firms and 0.55 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 0.00) were substantially and significantly underutilized, accounting for 0.01 percent of all firms and 0.00 percent of sales.
- ♦ Non-minority female firms (disparity index of 63.16) were substantially and significantly underutilized, accounting for 1.49 percent of all firms and 0.94 percent of sales.

TABLE 6-5. PRIVATE SECTOR CENSUS DISPARITIES  
NAICS CODE 56, ADMINISTRATIVE AND SUPPORT/WASTE MANAGEMENT AND REMEDIATION SERVICES  
U.S. CENSUS 2012 SURVEY OF BUSINESS OWNERS,  
NEW YORK STATE MARKETPLACE

BUSINESS OWNERSHIP CLASSIFICATION	ALL FIRMS <sup>1</sup> (#)	ALL FIRMS, SALES <sup>2</sup> (\$1,000)	EMPLOYER FIRMS <sup>3</sup> (#)	EMPLOYER FIRMS SALES (\$1,000)
All Firms	1,640,020	468,858,079	280,167	442,735,271
Non-minority Male	1,416,893	457,910,472	265,825	434,378,081
African American	51,801	1,585,772	2,042	977,846
American Indian and Alaska Native	2,827	71,163	48	39,184
Asian	30,724	822,610	3,211	726,872
Hispanic <sup>5</sup>	109,044	3,782,719	4,836	2,434,292
Native Hawaiian and Other Pacific Islander	974	11,449	18	0
Non-minority Female	27,757	4,673,894	4,187	4,178,996
PERCENTAGE OF MARKETPLACE				
All Firms	100.00%	100.00%	100.00%	100.00%
Non-minority Male	86.39%	97.67%	94.88%	98.11%
African American	3.16%	0.34%	0.73%	0.22%
American Indian and Alaska Native	0.17%	0.02%	0.02%	0.01%
Asian	1.87%	0.18%	1.15%	0.16%
Hispanic <sup>5</sup>	6.65%	0.81%	1.73%	0.55%
Native Hawaiian and Other Pacific Islander	0.06%	0.00%	0.01%	0.00%
Non-minority Female	1.69%	1.00%	1.49%	0.94%
DISPARITY RATIOS <sup>4</sup>				
All Firms		100.00		100.00
Non-minority Male		113.04		103.41
African American		10.71		30.30
American Indian and Alaska Native		8.81		51.66
Asian		9.37		14.32
Hispanic <sup>5</sup>		12.13		31.85
Native Hawaiian and Other Pacific Islander		4.11		0.00
Non-minority Female		58.90		63.16

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2012 Survey of Business Owners (SBO) data.

<sup>1</sup>All Firms include employer and nonemployer firms since nonemployer firms can provide services at the subcontractor/subconsultant level and hire independent contractors to increase capacity. Employer firms include firms with payroll at any time during 2012.

<sup>2</sup>Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup>Employer firms include firms with payroll at any time during 2012.

<sup>4</sup>Disparity index is the ratio of the percentage of sales to the percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>5</sup>Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## NAICS Code 81: Other Services (Except Public Administration), New York State Marketplace

**Table 6-6** shows the availability, sales, and disparity results for NAICS Code other services (except public administration) (NAICS Code 81).

There was a total of 3,116,208 other services (except public administration) firms (all firms) in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 26.40) were substantially and significantly underutilized, accounting for 4.74 percent of all firms and 1.25 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 29.82) were substantially and significantly underutilized, accounting for 0.26 percent of all firms and 0.08 percent of sales.
- ♦ Asian American firms (disparity index of 91.78) were underutilized, accounting for 3.53 percent of all firms and 3.24 percent of sales.
- ♦ Hispanic American firms (disparity index of 33.73) were substantially and significantly underutilized, accounting for 5.63 percent of all firms and 1.90 percent of sales.
- ♦ Native Hawaiian or Pacific Islander firms (disparity index of 19.43) were substantially and significantly underutilized, accounting for 0.07 percent of all firms and 0.01 percent of sales.
- ♦ Data for Non-minority Female firms (disparity index of 63.36) were substantially and significantly underutilized, accounting for 1.43 percent of all firms and 0.91 percent of sales.

There were 407,789 other services (except public administration) employer firms in the New York State marketplace in 2012.

- ♦ African American firms (disparity index of 72.42) were substantially and significantly underutilized, accounting for 0.65 percent of all firms and 0.47 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 0.45) were substantially and significantly underutilized, accounting for 0.05 percent of all firms and 0.00 percent of sales.
- ♦ Asian American firms (disparity index of 49.20) were substantially and significantly underutilized, accounting for 6.47 percent of all firms and 3.18 percent of sales.
- ♦ Hispanic American firms (disparity index of 71.80) were substantially and significantly underutilized, accounting for 1.66 percent of all firms and 1.19 percent of sales.
- ♦ Native Hawaiian or Pacific Islander firms (disparity index of 0.00) were substantially and significantly underutilized, accounting for 0.01 percent of all firms and 0.00 percent of sales.

- ◆ Data for Non-minority Female firms (disparity index of 64.85) were substantially and significantly underutilized, accounting for 1.06 percent of all firms and 0.68 percent of sales.

TABLE 6-6. PRIVATE SECTOR CENSUS DISPARITIES  
NAICS CODE 81, OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)  
U.S. CENSUS 2012 SURVEY OF BUSINESS OWNERS,  
NEW YORK STATE MARKETPLACE

BUSINESS OWNERSHIP CLASSIFICATION	ALL FIRMS <sup>1</sup> (#)	ALL FIRMS, SALES <sup>2</sup> (\$1,000)	EMPLOYER FIRMS <sup>3</sup> (#)	EMPLOYER FIRMS SALES (\$1,000)
All Firms	3,116,208	223,177,573	407,789	165,940,119
Non-minority Male	2,628,434	206,691,306	367,348	157,149,672
African American	147,660	2,791,985	2,651	781,231
American Indian and Alaska Native	7,959	169,997	219	400
Asian	110,047	7,233,393	26,386	5,283,131
Hispanic <sup>5</sup>	175,373	4,236,548	6,818	1,589,141
Native Hawaiian and Other Pacific Islander	2,113	29,396	60	0
Non-minority Female	44,622	2,024,948	4,307	1,136,544
PERCENTAGE OF MARKETPLACE				
All Firms	100.00%	100.00%	100.00%	100.00%
Non-minority Male	84.35%	92.61%	90.08%	94.70%
African American	4.74%	1.25%	0.65%	0.47%
American Indian and Alaska Native	0.26%	0.08%	0.05%	0.00%
Asian	3.53%	3.24%	6.47%	3.18%
Hispanic <sup>5</sup>	5.63%	1.90%	1.67%	0.96%
Native Hawaiian and Other Pacific Islander	0.07%	0.01%	0.01%	0.00%
Non-minority Female	1.43%	0.91%	1.06%	0.68%
DISPARITY RATIOS <sup>4</sup>				
All Firms		100.00		100.00
Non-minority Male		109.80		105.13
African American		26.40		72.42
American Indian and Alaska Native		29.82		0.45
Asian		91.78		49.20
Hispanic <sup>5</sup>		33.73		57.28
Native Hawaiian and Other Pacific Islander		19.43		0.00
Non-minority Female		63.36		64.85

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2012 Survey of Business Owners (SBO) data.

<sup>1</sup>All Firms include employer and nonemployer firms since nonemployer firms can provide services at the subcontractor/subconsultant level and hire independent contractors to increase capacity. Employer firms include firms with payroll at any time during 2012.

<sup>2</sup>Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup>Employer firms include firms with payroll at any time during 2012.

<sup>4</sup>Disparity index is the ratio of the percentage of sales to the percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>5</sup>Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## 6.2.3 SBO Conclusion

The SBO analysis shows consistent underutilization of MWBE firms relative to their availability in the marketplace. The results suggest that disparities exist in the broader private sector in which New York State conducts business and provides support for the idea that New York State should maintain remedies to avoid passive participation in discrimination.

Furthermore, the five procurement categories analyzed showed substantial and statistically significant disparities among defined MWBE classes where sufficient data were available.

TABLE 6-7.  
SBO DATA ANALYSIS SUMMARY

BUSINESS OWNERSHIP CLASSIFICATION	CONSTRUCTION (NAICS 23)		WHOLESALE TRADE (NAICS 42)		ADMIN AND SUPPORT (NAICS 56)		OTHER SERVICES (NAICS 81)	
	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS
AFRICAN AMERICAN	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
AMERICAN INDIAN AND ALASKA NATIVE	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
ASIAN	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	No Disparity	Disparity
HISPANIC5	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
NATIVE HAWAIIAN AND OTHER PACIFIC ISLANDER	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
NON-MINORITY FEMALE	No Disparity	No Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity

Source: the U.S. Census Bureau's 2012 Survey of Business Owners (SBO) data

## 6.3 Private Sector Disparities in NES-D Census Data

As described above, SBO data is a vital resource in helping to answer the overarching research question regarding the existence of disparities in the private sector and the specific question of whether these disparities exist in procurement categories relevant to the New York State contracting domain. A limitation with the SBO data is, of course, its age. In 2017, the Census Bureau replaced the SBO data with the Annual Business Survey (ABS). Essentially this dataset is the same as the SBO. Under the ABS program, the Nonemployer Statistics by Demographics (NES-D) provides information on nonemployer firms. This NES-D data is not only valuable for determining more recent private sector disparities, but it also captures a sector usually dominated by smaller businesses that are the beneficiary of any MWBE program. As of this report, the most recent year for NES-D data is 2020.

It is important to note that both the 2012 SBO data and the 2020 NES-D data are valuable to include as they represent different sectors of the market. The 2012 SBO data shows employer firms, which make up a large proportion of the market and can be thought of as prime contractors. The 2020 NES-D data shows

non-employer data, which represents smaller firms, typically how MWBE firms make their start. As stated above, a limitation with the 2020 NES-D data is that it doesn't include employer data and as such the 2012 data allowed for an analysis of the disparity in employer firms.

As with the SBO data, MGT used NES-D data to calculate private sector disparity indices to examine whether M/WBE firms in any of these categories received a proportionate share of sales based on the availability of M/WBE firms. Disparity indices were reviewed for employer firms. It should be noted that all of the disparity indices in the NES-D tables are statistically significant within a **95 percent** confidence interval. The same NAICS codes as the SBO analysis were analyzed for the NES-D data and the same marketplace.

### 6.3.1 Results of Analysis

**Tables 6-7** through **6-11** show the measures of private sector disparities based on U.S. Census 2020 NES-D data for the population of available firms in the New York State marketplace by race, ethnicity, and gender for construction; wholesale trade; professional, scientific, and technical services; administrative and support and waste management and remediation services; and other services (except public administration).

Based on the analysis of the U.S. Census, 2020 NES-D data, overall, there exists a significant gap between the market share of MWBE firms and their share of the New York State marketplace business population, where data was available.

#### NAICS Code 23: Construction, New York State Marketplace

**Table 6-7** shows the construction availability, sales, and disparity results (NAICS Code 23).

There were 2,537,270 construction nonemployer firms<sup>134</sup> in the New York State marketplace in 2020.

- ♦ African American firms (disparity index of 55.69) were substantially underutilized, accounting for 3.61 percent of all firms and 2.01 percent of sales.
- ♦ American Indian and Alaska firms (disparity index of 67.21) were substantially underutilized, accounting for 0.37 percent of all firms and 0.25 percent of sales.
- ♦ Asian American firms (disparity index of 41.95) were underutilized, accounting for 6.65 percent of all firms and 2.79 percent of sales.
- ♦ Hispanic American firms (disparity index of 69.00) were underutilized, accounting for 7.47 percent of all firms and 5.15 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 84.19) were underutilized, accounting for 0.07 percent of all firms and 0.05 percent of sales.
- ♦ Data for non-minority female firms (disparity index of 39.09) were substantially and significantly underutilized, accounting for 0.96 percent of all firms and 0.37 percent of sales.

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<sup>134</sup> Nonemployer firms include firms with no employees on its payroll at any time during 2020.

TABLE 6-8. PRIVATE SECTOR CENSUS DISPARITIES  
NAICS CODE 23, CONSTRUCTION  
U.S. CENSUS 2020 NONEMPLOYER STATISTICS BY DEMOGRAPHICS,  
NEW YORK STATE MARKETPLACE

BUSINESS OWNERSHIP CLASSIFICATION	NONEMPLOYER FIRMS <sup>1</sup> (#)	NONEMPLOYER FIRMS SALES <sup>2</sup> (\$1,000)
All Firms	2,537,270	110,633,944
Non-minority Male	2,051,850	98,866,338
African American	91,640	2,225,244
American Indian and Alaska Native	9,480	277,830
Asian	168,830	3,087,868
Hispanic <sup>4</sup>	189,540	5,702,233
Native Hawaiian and Other Pacific Islander	1,650	60,571
Non-minority Female	24,280	413,860
PERCENTAGE OF MARKETPLACE		
All Firms	100.00%	100.00%
Non-minority Male	80.87%	89.36%
African American	3.61%	2.01%
American Indian and Alaska Native	0.37%	0.25%
Asian	6.65%	2.79%
Hispanic <sup>4</sup>	7.47%	5.15%
Native Hawaiian and Other Pacific Islander	0.07%	0.05%
Non-minority Female	0.96%	0.37%
DISPARITY RATIOS <sup>3</sup>		
All Firms		100.00
Non-minority Male		110.50
African American		55.69
American Indian and Alaska Native		67.21
Asian		41.95
Hispanic <sup>4</sup>		69.00
Native Hawaiian and Other Pacific Islander		84.19
Non-minority Female		39.09

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2020 Nonemployer Statistics by Demographics (NES-D) data.

<sup>1</sup> Nonemployer firms include firms with no employees on its payroll at any time during 2020.

<sup>2</sup> Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup> Disparity index is the ratio of the percentage of sales to percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>4</sup> Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## NAICS Code 42: Wholesale Trade, New York State Marketplace

**Table 6-8** shows wholesale trade availability, sales, and disparity results (NAICS Code 42).

There were 496,640 wholesale trade employer firms in the New York State marketplace in 2020.

- ♦ African American firms (disparity index of 42.69) were substantially and significantly underutilized, accounting for 2.40 percent of all firms and 1.03 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 135.00) were overutilized, accounting for 0.23 percent of all firms and 0.31 percent of sales.
- ♦ Asian American firms (disparity index of 104.13) were overutilized, accounting for 5.16 percent of all firms and 5.37 percent of sales.
- ♦ Hispanic American firms (disparity index of 54.01) were substantially and significantly underutilized, accounting for 3.69 percent of all firms and 1.99 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 73.11) were substantially and significantly underutilized, accounting for 0.02 percent of all firms and 0.01 percent of sales.
- ♦ Non-minority female firms (disparity index of 55.09) were substantially and significantly underutilized, accounting for 3.50 percent of all firms and 1.93 percent of sales.

TABLE 6-9. PRIVATE SECTOR CENSUS DISPARITIES  
NAICS CODE 42, WHOLESALE TRADE  
U.S. CENSUS 2020 NONEMPLOYER STATISTICS BY DEMOGRAPHICS,  
NEW YORK STATE MARKETPLACE

BUSINESS OWNERSHIP CLASSIFICATION	NONEMPLOYER FIRMS <sup>1</sup> (#)	NONEMPLOYER FIRMS SALES <sup>2</sup> (\$1,000)
All Firms	496,640	51,830,518
Non-minority Male	422,130	46,314,485
African American	11,940	531,951
American Indian and Alaska Native	1,130	159,208
Asian	25,620	2,784,124
Hispanic <sup>4</sup>	18,340	1,033,838
Native Hawaiian and Other Pacific Islander	100	7,630
Non-minority Female	17,380	999,282
PERCENTAGE OF MARKETPLACE		
All Firms	100.00%	100.00%
Non-minority Male	85.00%	89.36%
African American	2.40%	1.03%
American Indian and Alaska Native	0.23%	0.31%
Asian	5.16%	5.37%
Hispanic <sup>4</sup>	3.69%	1.99%
Native Hawaiian and Other Pacific Islander	0.02%	0.01%
Non-minority Female	3.50%	1.93%
DISPARITY RATIOS <sup>3</sup>		
All Firms		100.00
Non-minority Male		105.13
African American		42.69
American Indian and Alaska Native		135.00
Asian		104.13
Hispanic <sup>4</sup>		54.01
Native Hawaiian and Other Pacific Islander		73.11
Non-minority Female		55.09

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2020 Nonemployer Statistics by Demographics (NES-D) data.

<sup>1</sup> Nonemployer firms include firms with no employees on its payroll at any time during 2020.

<sup>2</sup> Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup> Disparity index is the ratio of the percentage of sales to the percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>4</sup> Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## NAICS Code 54: Professional, Scientific, and Technical Services, New York State Marketplace

**Table 6-9** shows the availability, sales, and disparity results for professional, scientific, and technical services (NAICS Code 54).

There was a total of 4,908,960 professional, scientific, and technical services employer firms in the New York State marketplace in 2020.

- ♦ African American firms (disparity index of 59.44) were substantially and significantly underutilized, accounting for 2.97 percent of all firms and 1.77 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 72.17) were substantially and significantly underutilized, accounting for 0.22 percent of all firms and 0.16 percent of sales.
- ♦ Asian American firms (disparity index of 79.42) were substantially and significantly underutilized, accounting for 4.25 percent of all firms and 3.38 percent of sales.
- ♦ Hispanic American firms (disparity index of 61.00) were substantially and significantly underutilized, accounting for 3.25 percent of all firms and 1.98 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 72.49) were substantially and significantly underutilized, accounting for 0.04 percent of all firms and 0.03 percent of sales.
- ♦ Non-minority female firms (disparity index of 76.70) were substantially and significantly underutilized, accounting for 5.26 percent of all firms and 4.03 percent of sales.

TABLE 6-10. PRIVATE SECTOR CENSUS DISPARITIES  
NAICS CODE 54, PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES  
U.S. CENSUS 2020 NONEMPLOYER STATISTICS BY DEMOGRAPHICS,  
NEW YORK STATE MARKETPLACE

BUSINESS OWNERSHIP CLASSIFICATION	NONEMPLOYER FIRMS <sup>1</sup> (#)	NONEMPLOYER FIRMS SALES <sup>2</sup> (\$1,000)
All Firms	4,908,960	254,219,863
Non-minority Male	4,123,540	225,359,705
African American	145,860	4,489,968
American Indian and Alaska Native	10,930	408,485
Asian	208,850	8,589,609
Hispanic <sup>4</sup>	159,630	5,042,818
Native Hawaiian and Other Pacific Islander	2,120	79,583
Non-minority Female	258,030	10,249,695
PERCENTAGE OF MARKETPLACE		
All Firms	100.00%	100.00%
Non-minority Male	84.00%	88.65%
African American	2.97%	1.77%
American Indian and Alaska Native	0.22%	0.16%
Asian	4.25%	3.38%
Hispanic <sup>4</sup>	3.25%	1.98%
Native Hawaiian and Other Pacific Islander	0.04%	0.03%
Non-minority Female	5.26%	4.03%
DISPARITY RATIOS <sup>3</sup>		
All Firms		100.00
Non-minority Male		105.53
African American		59.44
American Indian and Alaska Native		72.17
Asian		79.42
Hispanic <sup>4</sup>		61.00
Native Hawaiian and Other Pacific Islander		72.49
Non-minority Female		76.70

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2020 Nonemployer Statistics by Demographics (NES-D) data.

<sup>1</sup> Nonemployer firms include firms with no employees on its payroll at any time during 2020.

<sup>2</sup> Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup> Disparity index is the ratio of the percentage of sales to the percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>4</sup> Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## **NAICS Code 56: Administrative and Support and Waste Management and Remediation Services, New York State Marketplace**

**Table 6-10** shows the availability, sales, and disparity results for administrative and support and waste management and remediation services (NAICS Code 56).

There were 2,268,950 administrative and support and waste management and remediation services employer firms in the New York State marketplace in 2020.

- ♦ African American firms (disparity index of 65.00) were substantially and significantly underutilized, accounting for 5.54 percent of all firms and 3.60 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 72.35) were substantially and significantly underutilized, accounting for 0.46 percent of all firms and 0.33 percent of sales.
- ♦ Asian American firms (disparity index of 71.03) were substantially and significantly underutilized, accounting for 4.60 percent of all firms and 3.27 percent of sales.
- ♦ Hispanic American firms (disparity index of 75.02) were underutilized, accounting for 11.33 percent of all firms and 8.50 percent of sales.
- ♦ Native Hawaiian and Pacific Islander firms (disparity index of 103.16) were overutilized, accounting for 0.08 percent of all firms and 0.08 percent of sales.
- ♦ Non-minority female firms (disparity index of 72.46) were substantially and significantly underutilized, accounting for 6.16 percent of all firms and 4.46 percent of sales.

**TABLE 6-11. PRIVATE SECTOR CENSUS DISPARITIES**  
**NAICS CODE 56, ADMINISTRATIVE AND SUPPORT/WASTE MANAGEMENT AND REMEDIATION**  
**U.S. CENSUS 2020 NONEMPLOYER STATISTICS BY DEMOGRAPHICS,**  
**STATE NEW YORK MARKETPLACE**

<b>BUSINESS OWNERSHIP CLASSIFICATION</b>	<b>NONEMPLOYER FIRMS<sup>1</sup> (#)</b>	<b>NONEMPLOYER FIRMS SALES<sup>2</sup> (\$1,000)</b>
All Firms	2,268,950	48,277,380
Non-minority Male	1,629,790	38,503,186
African American	125,740	1,739,017
American Indian and Alaska Native	10,500	161,637
Asian	104,460	1,578,745
Hispanic <sup>4</sup>	257,000	4,102,177
Native Hawaiian and Other Pacific Islander	1,760	38,633
Non-minority Female	139,700	2,153,985
<b>PERCENTAGE OF MARKETPLACE</b>		
All Firms	100.00%	100.00%
Non-minority Male	71.83%	79.75%
African American	5.54%	3.60%
American Indian and Alaska Native	0.46%	0.33%
Asian	4.60%	3.27%
Hispanic <sup>4</sup>	11.33%	8.50%
Native Hawaiian and Other Pacific Islander	0.08%	0.08%
Non-minority Female	6.16%	4.46%
<b>DISPARITY RATIOS<sup>3</sup></b>		
All Firms		100.00
Non-minority Male		111.03
African American		65.00
American Indian and Alaska Native		72.35
Asian		71.03
Hispanic <sup>4</sup>		75.02
Native Hawaiian and Other Pacific Islander		103.16
Non-minority Female		72.46

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2020 Nonemployer Statistics by Demographics (NES-D) data.

<sup>1</sup> Nonemployer firms include firms with no employees on its payroll at any time during 2020.

<sup>2</sup> Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup> Disparity index is the ratio of the percentage of sales to percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>4</sup> Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## NAICS Code 81: Other Services (Except Public Administration), New York State Marketplace

**Table 6-11** shows the availability, sales, and disparity results for NAICS Code other services (except public administration) (NAICS Code 81).

There were 2,454,050 other services (except public administration) employer firms in the New York State marketplace in 2020.

- ♦ African American firms (disparity index of 63.41) were substantially and significantly underutilized, accounting for 7.15 percent of all firms and 4.53 percent of sales.
- ♦ American Indian and Alaska Native firms (disparity index of 85.87) underutilized, accounting for 0.36 percent of all firms and 0.31 percent of sales.
- ♦ Asian American firms (disparity index of 70.04) were substantially and significantly underutilized, accounting for 5.32 percent of all firms and 3.72 percent of sales.
- ♦ Hispanic American firms (disparity index of 75.52) were substantially and significantly underutilized, accounting for 7.11 percent of all firms and 5.37 percent of sales.
- ♦ Native Hawaiian or Pacific Islander firms (disparity index of 88.81) underutilized, accounting for 0.07 percent of all firms and 0.06 percent of sales.
- ♦ Non-minority female firms (disparity index of 78.66) were substantially and significantly underutilized, accounting for 5.44 percent of all firms and 4.28 percent of sales.

**TABLE 6-12. PRIVATE SECTOR CENSUS DISPARITIES**  
**NAICS CODE 81, OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)**  
**U.S. CENSUS 2020 NONEMPLOYER STATISTICS BY DEMOGRAPHICS,**  
**NEW YORK STATE MARKETPLACE**

BUSINESS OWNERSHIP CLASSIFICATION	NONEMPLOYER FIRMS <sup>1</sup> (#)	NONEMPLOYER FIRMS SALES <sup>2</sup> (\$1,000)
All Firms	2,454,050	63,919,372
Non-minority Male	1,829,500	52,235,044
African American	175,450	2,897,790
American Indian and Alaska Native	8,900	199,059
Asian	130,490	2,380,357
Hispanic <sup>4</sup>	174,570	3,433,836
Native Hawaiian and Other Pacific Islander	1,760	40,712
Non-minority Female	133,380	2,732,574
<b>PERCENTAGE OF MARKETPLACE</b>		
All Firms	100.00%	100.00%
Non-minority Male	74.55%	81.72%
African American	7.15%	4.53%
American Indian and Alaska Native	0.36%	0.31%
Asian	5.32%	3.72%
Hispanic <sup>4</sup>	7.11%	5.37%
Native Hawaiian and Other Pacific Islander	0.07%	0.06%
Non-minority Female	5.44%	4.28%
<b>DISPARITY RATIOS<sup>3</sup></b>		
All Firms		100.00
Non-minority Male		109.62
African American		63.41
American Indian and Alaska Native		85.87
Asian		70.04
Hispanic <sup>4</sup>		75.52
Native Hawaiian and Other Pacific Islander		88.81
Non-minority Female		78.66

Source: MGT Consulting Group, LLC conducted private sector disparities marketplace analyses based on U.S. Census Bureau, 2020 Nonemployer Statistics by Demographics (NES-D) data.

<sup>1</sup> Nonemployer firms include firms with no employees on its payroll at any time during 2020.

<sup>2</sup> Sales includes total shipments, receipts, revenue, or business done by the firm.

<sup>3</sup> Disparity index is the ratio of the percentage of sales to the percentage of available firms multiplied by 100.00. A disparity index below 80.00 indicates a substantial level of disparity.

<sup>4</sup> Hispanic firms are considered an ethnicity in this Census data and therefore may be double counted in race categories, which leads to percentages equaling greater than 100%.

N/A Denotes that there were no firms or sales for the classification.

Disparity results are statistically significant within a 95 percent confidence interval.

## 6.3.2 NES-D Conclusion

Like the SBO analysis, the NES-D analysis shows consistent underutilization of M/WBE firms relative to their availability in the marketplace. These results provide evidence that disparities exist in the broader private sector, thus supporting the need for New York State to maintain remedies to avoid passive participation in discrimination, quite apart from circumstances in the public sector.

As with the SBO results, the NES-D results for each of the five procurement categories analyzed showed substantial disparity among defined M/WBE classes where sufficient data were available.

TABLE 6-13.  
NES-D DATA ANALYSIS SUMMARY

BUSINESS OWNERSHIP CLASSIFICATION	CONSTRUCTION (NAICS 23)	WHOLESALE TRADE (NAICS 42)	ADMIN AND SUPPORT (NAICS 56)	OTHER SERVICES (NAICS 81)
	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS
AFRICAN AMERICAN	Disparity	Disparity	Disparity	Disparity
AMERICAN INDIAN AND ALASKA NATIVE	Disparity	No Disparity	Disparity	Disparity
ASIAN	Disparity	No Disparity	Disparity	Disparity
HISPANICS	Disparity	Disparity	Disparity	Disparity
NATIVE HAWAIIAN AND OTHER PACIFIC ISLANDER	No Disparity	Disparity	No Disparity	Disparity
NON-MINORITY FEMALE	Disparity	Disparity	Disparity	Disparity

Source: Nonemployer Statistics by Demographics (NES-D) 2020 Census data

## 6.4 Analysis of Race, Ethnicity, and Gender Effects on Self-Employment and Earnings

This section examines further evidence regarding the overarching research question of whether business discrimination exists in the private sector and addresses three more specific questions:

1. Does racial, ethnic, and gender status impact individual wages even after controlling for differences among firms?
2. Does racial, ethnic and gender status impact business owner earnings even after controlling for differences among firms?
3. Are racial, ethnic, and gender minority groups less likely than non-minority males (unclassified) to be self-employed after controlling for differences? If so, does race, ethnicity, or gender have a role in the disparity?
4. If minority and female-owned business enterprises (MWBES) and non-minority male-owned firms shared similar traits and marketplace “conditions” (i.e., similar “rewards” in terms of capital, wages, earning, etc.), what would be the effect on rates of self-employment by race, ethnicity, and gender?

Answers to these questions are achieved by examining the effects of race, ethnicity, and gender, alongside controls for individual economic and demographic characteristics, on individuals' participation in the private sector as self-employed business operators and the effects of these variables on individuals' wages and business-owner earnings. Any negative and statistically significant effects by race, ethnicity, and gender found in the model after individual economic and demographic characteristics are controlled for would be consistent with business-related discrimination. The analysis is targeted to five categories of private sector business activity (Construction, Architecture & Engineering, Professional Services, Goods & Services, and all categories combined) that generally align with New York State procurement categories defined for the study.

Adopting the methodology and variables employed by a City of Denver disparity study (see *Concrete Works v. City and County of Denver*<sup>135</sup>), MGT used Public Use Microdata Samples (PUMS) data derived from the 2016-2020 American Community Survey (ACS) to which MGT applied appropriate regression statistics to draw conclusions. The ACS is an ongoing survey covering the same type of information collected in the decennial census. The ACS is sent to approximately 3.5 million addresses annually, including housing units in all counties within the 50 States and the District of Columbia. The PUMS file from the ACS contains records for a subsample of the full ACS. The data used for the regression analyses are the multi-year estimates combining 2016 through 2020 ACS PUMS records. The combined file contains over six million person-level records. The 2016-2020 ACS PUMS data provides a full range of population and housing information collected in the annual ACS and the decennial census.

### 6.4.1 Links to Business Formation and Maintenance

Economics research consistently finds group differences by race, ethnicity, and gender in business formation rates.<sup>136</sup> MGT knows, for instance, that most minorities and females have a lower median age than non-minority males (ACS PUMS, 2016-2020). In general, the likelihood of being self-employed increases with age (ACS PUMS, 2016-2020). An examination of these variables within the context of a disparity study seeks to control for these other important demographic and economic variables in conjunction with race, ethnicity, and gender – since they also influence group rates of business formation. Through the analyses, MGT can determine whether inequities specific to minorities and females are demonstrably present to warrant possible consideration of race- and gender-conscious remedies. Questions about marketplace dynamics affecting self-employment— or, more specifically, the odds of forming one's own business and then excelling (i.e., generate earnings growth)— are at the heart of disparity analysis research.

### 6.4.2 Statistical Models and Methods

MGT employed two multivariate regression techniques to answer the research questions identified for this section: (1) logistic regression and (2) linear regression. Logistic regression is an econometric method that allows for analyzing dichotomous dependent variables. The results can then be translated into log-likelihoods that examine how likely one variable is to be true compared to another variable. Linear regression is an econometric method that helps explain the linear relationship between the dependent

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<sup>135</sup> *Concrete Works of Colo. v. City & Cnty. of Denver*, 321 F.3d 950, 967 (10th Cir. 2003).

<sup>136</sup> See Journal of Econometrics, Vol. 61, Issue 1, devoted entirely to the econometrics of labor market discrimination and segregation.

and independent variables – how substantially and in what direction each independent variable influences the dependent variable. This will help analyze the direct impact of being part of a specific minority or gender group on earnings.

To understand the appropriate application of these regression techniques, it is helpful to explore the variables inherent in these questions in greater detail. There are two general categories of variables employed in the regression techniques: (1) dependent variables and (2) independent variables.

- ♦ Dependent variables are the phenomena to be explained by influences such as age, race, gender, and disability status (i.e., the independent or “explanatory” variables).
- ♦ The first dependent variable is individual wages, a continuous variable with many possible values. A simple linear regression is used to analyze this variable.
- ♦ The second dependent variable is self-employment business earnings, a continuous variable with many possible values. A simple linear regression is used to analyze this variable.
- ♦ The third dependent variable is the probability of self-employment status, which is a binary, categorical variable based on two possible values: 0 (not self-employed) versus 1 (self-employed). Logistic regression is appropriately used to perform an analysis in which the dependent variable is binary and categorical. This technique was employed to analyze self-employment.<sup>137</sup>
- ♦ For each analysis, several specifications were conducted. The first specification looked at the impact of race, ethnicity, and gender on individuals from the national level. The second and third specifications examined whether race, ethnicity, and gender significantly impacted individuals in the New York State market more than at the national level. The results presented in this chapter are specific to the New York State marketplace. Full specification results can be found in [Appendix K](#).

### 6.4.3 The Influences of Race, Ethnicity, and Gender on Individual Wages

To explore whether there are any measurable impacts on wages, MGT compared minority and female nonbusiness owner wages to those of non-minority males in the New York State marketplace when the effect of other demographic and economic characteristics was controlled. Holding all other personal characteristics constant, if minority and female wage earners cannot achieve comparable wages due to discrimination as their non-minority counterparts, then they are not able to save the necessary capital to start their own businesses. MGT was able to examine the wages of individuals of similar education levels, ages, etc., to permit comparisons more purely by race, ethnicity, and gender.

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<sup>137</sup> Logistical regression, or logit, models generate predicted probabilities that are almost identical to those calculated by a probit procedure, used in *Concrete Works v. City and County of Denver* case. Logit, however, has the added advantage of dealing more effectively with observations at the extremes of a distribution. For a complete explanation, see *Interpreting Probability Models* (T.F. Liao, Text 101 in the Sage University series).

First, MGT derived a set of independent variables known to predict wages, including:

- ♦ ***Race and Gender:*** African American, Asian American, Hispanic American, Native American, non-minority female, non-minority males.
- ♦ ***Availability of Capital:*** Homeownership, home value, mortgage rate, unearned income, residual income.
- ♦ ***Marital Status.***
- ♦ ***Ability to Speak English Well.***
- ♦ ***Disability Status:*** From individuals' reports of health-related disabilities.
- ♦ ***Age and Age Squared:*** Squaring the age variable acknowledges the positive, curvilinear relationship between each year of age and earnings.
- ♦ ***Owner's Level of Education.***
- ♦ ***Residing in the New York State Marketplace.***

MGT used 2016-2020 wages from employment for the dependent variable, as reported in the 5 percent PUMS data.

This analysis examined the statistical effects of these variables on wages for nonbusiness employees in the New York State marketplace. As the linear regression analysis yielded, each number in **Table 6-12** represents a percent change in earnings associated with introducing the variable (business ownership classification) in the left-hand column. For example, in construction, the adjustment factor for an Asian American is -0.349, meaning that an Asian American would be predicted to earn 35 percent less than a non-minority male, all other variables considered or controlled for. Specifically:

- ♦ In construction, the negative disparity differences ranged from -11 percent for Hispanic Americans to -38 percent for non-minority females.
- ♦ In architecture & engineering, the negative disparity differences ranged from -14 percent for Hispanic Americans to -34 percent for non-minority females.
- ♦ In professional services, the negative disparity differences ranged from -21 percent for Asian Americans to -41 percent for non-minority females.
- ♦ In goods & services, the negative disparity differences ranged from -22 percent for Hispanic Americans to -45 percent for non-minority females.

The findings provide further positive evidence that disparities exist in the private sector of New York State's marketplace, which as noted above is a factor in determining passive government participation. The findings also provide affirmative evidence to the more specific questions regarding impacts on wages, demonstrating that racial, ethnic, and gender minority groups earn less wages than their non-minority male counterparts, all variables considered.

TABLE 6-14.  
WAGES ELASTICITIES OF MINORITY GROUPS RELATIVE TO NON-MINORITY MALES AFTER CONTROLLING  
FOR DEMOGRAPHIC AND ECONOMIC CHARACTERISTICS

WAGES	TOTAL	CONSTRUCTION	A&E	PROFESSIONAL SERVICES	GOODS & SERVICES
AFRICAN AMERICAN	-22%***	-28%***	-18%***	-27%***	-27%***
ASIAN AMERICAN	-29%***	-35%***	-16%***	-21%***	-40%***
HISPANIC AMERICAN	-21%***	-11%***	-14%***	-26%***	-22%***
NATIVE AMERICAN	-25%***	-16%***	-27%***	-26%***	-25%***
MBE	-24%***	-22%***	-19%***	-25%***	-29%***
NON-MINORITY FEMALE	-43%***	-38%***	-34%***	-41%***	-45%***
TOTAL MWBE	-28%***	-25%***	-22%***	-28%***	-32%***

Source: PUMS data from 2016-2020 American Community Survey (New York State marketplace) and MGT Consulting Group, LLC, calculations using SPSS Statistics software.

“\*” indicates a significant adverse disparity at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

The regression “elasticity” means the percent change resulting from being a member of one of the MWBE groups.

## 6.4.4 The Influences of Race, Ethnicity, and Gender on Business Owner Earnings

To explore whether there are any measurable impacts on business owner earnings, MGT compared minority and female business owner earnings to those of non-minority males in the New York State marketplace when the effect of other demographic and economic characteristics was controlled or neutralized. Holding all other personal characteristics constant, if minority and female business owners cannot achieve comparable earnings from their businesses as similarly situated non-minorities because of discrimination, then failure rates for MWBEs will naturally be higher and MWBE formation rates will be lower. MGT was able to examine the earnings of business owners of similar education levels, ages, etc., to permit comparisons more purely by race, ethnicity, and gender.

MGT utilized the same model specifications as outlined for wages in this linear regression model. MGT used the dependent variable's 2016-2020 earnings from business owners, as reported in the 5 percent PUMS data.

This analysis examined the statistical effects of the controlled variables on earnings for business owners in the New York State marketplace. As the linear regression analysis yielded, each number in **Table 6-13** represents a percent change in earnings associated with introducing the variable (business ownership classification) in the left-hand column. For example, across all industries, the adjustment factor for an Asian American is -0.225, meaning that an African American would be predicted to earn 23 percent less than a non-minority male, all other variables considered or controlled for. Specifically:

- ♦ In construction, the negative disparity differences ranged from -16 percent for African Americans to -28 percent for non-minority females.
- ♦ In architecture & engineering, the negative disparity differences ranged from -11 percent for Hispanic Americans to -24 percent for Asian Americans.

- ♦ In professional services, the negative disparity differences ranged from -27 percent for non-minority females to -30 percent for African Americans and Asian Americans.
- ♦ In goods & services, the negative disparity differences ranged from -10 percent for Native Americans to -17 percent for Hispanic Americans.

As with individual wages, business owner earnings overall in the New York State marketplace provide consistent evidence that disparities exist in the private sector, indicating marketplace discrimination against MWBEs when all other variables are controlled for.

TABLE 6-15.  
BUSINESS EARNINGS ELASTICITIES OF MINORITY GROUPS RELATIVE TO NON-MINORITY MALES AFTER  
CONTROLLING FOR DEMOGRAPHIC AND ECONOMIC CHARACTERISTICS

BUSINESS EARNINGS	TOTAL	CONSTRUCTION	A&E	PROFESSIONAL SERVICES	GOODS & SERVICES
AFRICAN AMERICAN	-23%***	-16%***	-18%***	-30%***	-14%***
ASIAN AMERICAN	-21%***	-22%***	-24%***	-30%***	-15%***
HISPANIC AMERICAN	-18%***	-19%***	-11%***	-29%***	-17%***
NATIVE AMERICAN	-17%***	-22%***	1%	-29%***	-10%***
MBE	-20%***	-20%***	-13%***	-30%***	-14%***
NON-MINORITY FEMALE	-17%***	-28%***	-16%***	-27%***	-11%***
TOTAL MWBE	-19%***	-21%***	-14%***	-29%***	-13%***

Source: PUMS data from 2016-2020 American Community Survey (New York State marketplace) and MGT Consulting Group, LLC, calculations using SPSS Statistics software.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

The regression “elasticity” means the percent change resulting from being a member of one of the MWBE groups.

## 6.4.5 The Influences of Race, Ethnicity, and Gender on Self-Employment

As noted in the wages and business earnings analyses, discrimination that negatively affects the wages and entrepreneurial earnings of minorities and women will negatively affect the number of businesses formed by these groups as well. MGT used the 2016-2020 U.S. Census ACS 5 percent PUMS data to derive a set of variables known to predict employment status (self-employed/not self-employed). Logistic regression was used to calculate the probability of being self-employed (the dependent variable) based on selected socioeconomic and demographic characteristics with the potential to influence the likelihood of self-employment. The sample for the analysis was limited to labor force participants who met the following criteria:

- ♦ A resident of the New York State marketplace.
- ♦ Self-employed in construction, architecture & engineering, professional services, or goods and services.
- ♦ Employed full-time (more than 35 hours a week).
- ♦ Eighteen years of age or older.

- ♦ Employed in the private sector.

Next, MGT derived the following variables<sup>138</sup> hypothesized as predictors of employment status:

- ♦ **Race and Gender:** African American, Asian American, Hispanic American, Native American, non-minority female, non-minority male.
- ♦ **Availability of Capital:** Homeownership, home value, mortgage rate, unearned income, residual income.
- ♦ **Marital Status.**
- ♦ **Ability to Speak English Well.**
- ♦ **Disability Status:** From individuals' reports of health-related disabilities.
- ♦ **Age and Age Squared:** Squaring the age variable acknowledges the positive, curvilinear relationship between each year of age and earnings.
- ♦ **Owner's Level of Education.**
- ♦ **Number of Individuals Over the Age of 65 Living in Household.**
- ♦ **Number of Children Under the Age of 18 Living in Household.**

**Table 6-14** summarizes the business ownership formation rates in the United States and in the New York State marketplace by race, ethnicity, and gender. Additionally, it compares the differences in formation rates of MWBEs to unclassified firms. As an example, Hispanic Americans in the New York State marketplace have a formation rate of 3.42 percent compared to 10.01 percent for their unclassified counterparts. Thus, the formation rate for Hispanic Americans in the New York State marketplace is 65.8 percent lower than unclassified  $((3.43 - 10.01)/10.01)$ .

TABLE 6-16.  
SELF-EMPLOYMENT FORMATION RATES

TOTALS			
	US	NEW YORK STATE	DIFFERENCE UNCLASSIFIED (NEW YORK STATE)
AFRICAN AMERICAN	3.91%	2.35%	-76.49%
ASIAN AMERICAN	6.93%	6.63%	-33.73%
HISPANIC AMERICAN	8.11%	3.42%	-65.81%
NATIVE AMERICAN	7.39%	6.26%	-37.46%
MBE	5.75%	4.08%	-59.21%
WHITE FEMALES	5.48%	3.52%	-64.82%
MWBE	5.59%	3.75%	-62.55%
UNCLASSIFIED	13.09%	10.01%	

<sup>138</sup> The variables used in this analysis were modeled after those incorporated in the same analysis from *Concrete Works v. City and County of Denver*.

CONSTRUCTION			
	US	NEW YORK STATE	DIFFERENCE FROM UNCLASSIFIED (NEW YORK STATE)
AFRICAN AMERICAN	15.09%	6.33%	-55.20%
ASIAN AMERICAN	16.71%	16.09%	13.88%
HISPANIC AMERICAN	21.83%	9.91%	-29.88%
NATIVE AMERICAN	17.88%	6.95%	-50.83%
MBE	16.54%	10.15%	-28.13%
WHITE FEMALES	15.46%	11.12%	-21.28%
MWBE	16.22%	10.46%	-25.98%
UNCLASSIFIED	22.93%	14.13%	
A&E			
	US	NEW YORK STATE	DIFFERENCE FROM UNCLASSIFIED (NEW YORK STATE)
AFRICAN AMERICAN	6.09%	5.84%	-52.14%
ASIAN AMERICAN	9.18%	5.27%	-56.83%
HISPANIC AMERICAN	6.86%	21.86%	79.19%
NATIVE AMERICAN	8.25%	0.00%	-100.00%
MBE	7.00%	9.95%	-18.45%
WHITE FEMALES	8.40%	6.86%	-43.78%
MWBE	7.78%	8.29%	-32.05%
UNCLASSIFIED	13.82%	12.20%	
PROFESSIONAL SERVICES			
	US	NEW YORK STATE	DIFFERENCE FROM UNCLASSIFIED (NEW YORK STATE)
AFRICAN AMERICAN	3.40%	1.99%	-79.56%
ASIAN AMERICAN	5.63%	4.98%	-48.78%
HISPANIC AMERICAN	7.44%	2.25%	-76.83%
NATIVE AMERICAN	4.90%	3.17%	-67.36%
MBE	4.74%	3.03%	-68.85%
WHITE FEMALES	5.12%	2.99%	-69.19%
MWBE	4.99%	3.01%	-69.07%
UNCLASSIFIED	13.73%	9.72%	

GOODS & SERVICES			
	US	NEW YORK STATE	DIFFERENCE FROM UNCLASSIFIED (NEW YORK STATE)
AFRICAN AMERICAN	2.49%	2.17%	-73.09%
ASIAN AMERICAN	4.00%	8.95%	11.28%
HISPANIC AMERICAN	7.89%	3.25%	-59.60%
NATIVE AMERICAN	5.18%	10.58%	31.56%
MBE	4.04%	4.93%	-38.70%
WHITE FEMALES	5.27%	4.50%	-44.06%
MWBE	4.72%	4.69%	-41.66%
UNCLASSIFIED	6.71%	8.05%	

Source: PUMS data from 2016-2020 American Community Survey (New York State marketplace) and MGT Consulting Group LLC, calculations using SPSS Statistics software.

To test the impact that race, ethnicity, and gender has on the self-employment rates, the logistic regression analysis examined the statistical effects of these variables on being self-employed in the New York State marketplace. The results in **Table 6-15** indicate the percentage difference between the probability of business ownership for a given race, ethnicity, or gender group compared to similarly situated non-minority males. For example, Native Americans in the construction industry have a business formation rate of 61 percent lower than expected in a race-, ethnicity-, and gender-neutral market area. The results in the following tables present rates for the groups after variables such as age and education have been controlled for. Results of logistic regression can be found in **Appendix K, Private Sector Analysis In-depth Results (PUMS) Regression Analysis**.

TABLE 6-17.  
SELF-EMPLOYMENT PERCENT DIFFERENCES CONTROLLING FOR DEMOGRAPHIC AND ECONOMIC CHARACTERISTICS

SELF-EMPLOYMENT PERCENT CHANGES	TOTAL	CONSTRUCTION	A&E	PROFESSIONAL SERVICES	GOODS & SERVICES
AFRICAN AMERICAN	-105%***	-105%***	-39%***	-110%***	-97%***
ASIAN AMERICAN	-42%***	-47%***	-43%***	-67%***	-29%***
HISPANIC AMERICAN	-56%***	-53%***	-11%***	-68%***	-77%***
NATIVE AMERICAN	-9%***	-61%***	-6%	-91%***	-47%***
MBE	-53%***	-66%***	-25%***	-84%***	-63%***
NON-MINORITY FEMALE	-58%***	-35%***	-38%***	-78%***	-55%***
TOTAL MWBE	-54%***	-60%***	-28%***	-83%***	-61%***

Source: PUMS data from 2016-2020 American Community Survey (New York State marketplace) and MGT Consulting Group, LLC, calculations using SPSS Statistics software.

“\*” indicates a significant adverse disparity at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

These findings demonstrate that minorities and women, in general, are statistically significantly less likely to own their businesses than expected based upon their observable demographic characteristics, including age, education, geographic location, industry, and trends over time. Additionally, as with wage and business earnings, these groups are at a significant disadvantage to non-minority males whether they work as wage and salary employees or as entrepreneurs. These findings are consistent with results that would be observed in a discriminatory market area.

#### 6.4.6 Disparities in Rates of Self-Employment

The analyses of self-employment rates and 2016-2020 ACS self-employment earnings revealed general disparities, consistent with business market discrimination, between minority and non-minority self-employed individuals whose businesses were located in the New York State marketplace. **Table 6-16** presents the results of observed formation rates vs. expected formation rates from the logistic regression. Column A presents the observed rates as seen in **Table 6-14**. Column B is calculated using the regression results and adjusting the observed rates accordingly. For example, for an African American in professional services, the percentage difference compared to a non-minority male controlling for all other variables is 110 percent, indicating that the expected self-employment rate for an African American should be 110 percent higher than what is observed (1.99 percent) or 4.18 percent. Column C is the disparity ratio between observed rates and expected rates.

**TABLE 6-18.**  
**OBSERVED AND PREDICTED SELF-EMPLOYMENT RATES**  
**NEW YORK STATE MARKETPLACE**

BUSINESS OWNERSHIP CLASSIFICATION	OBSERVED SELF-EMPLOYMENT RATES (A)	EXPECTED SELF-EMPLOYMENT RATES (B)	DISPARITY RATIO (C)
<b>Overall</b>			
African American Firms	2.35%	4.84%	49
Asian American Firms	6.63%	9.45%	70
Hispanic American Firms	3.42%	5.33%	64
Native American Firms	6.26%	6.80%	92
MBE Firms	4.08%	6.25%	65
Non-minority Female Firms	3.52%	5.58%	63
MWBE Firms	3.75%	5.88%	64
<b>Construction</b>			
African American Firms	6.33%	8.21%	77
Asian American Firms	16.09%	21.70%	74
Hispanic American Firms	9.91%	10.97%	90
Native American Firms	6.95%	8.04%	86
MBE Firms	10.15%	12.91%	79
Non-minority Female Firms	11.12%	15.32%	73
MWBE Firms	10.46%	13.15%	80
<b>Architecture &amp; Engineering</b>			
African American Firms	5.84%	6.88%	85
Asian American Firms	5.27%	6.53%	81
Hispanic American Firms	21.86%	24.31%	90
Native American Firms	0.00%	0.00%	
MBE Firms	9.95%	11.71%	85
Non-minority Female Firms	6.86%	7.94%	86
MWBE Firms	8.29%	9.72%	85
<b>Professional Services</b>			
African American Firms	1.99%	4.18%	48
Asian American Firms	4.98%	8.29%	60
Hispanic American Firms	2.25%	3.78%	60
Native American Firms	3.17%	6.07%	52
MBE Firms	3.03%	5.57%	54
Non-minority Female Firms	2.99%	5.34%	56
MWBE Firms	3.01%	5.54%	54
<b>Goods &amp; Services</b>			
African American Firms	2.17%	4.26%	51
Asian American Firms	8.95%	11.59%	77
Hispanic American Firms	3.25%	5.75%	57
Native American Firms	10.58%	15.53%	68
MBE Firms	4.93%	9.22%	53
Non-minority Female Firms	4.50%	6.99%	64
MWBE Firms	4.69%	7.56%	62

Source: PUMS data from 2016-2020 American Community Survey (New York State marketplace) and MGT Consulting Group, LLC, calculations using SPSS Statistics software.

The findings provide evidence that for MWBEs, discriminatory barriers exist to achieving the same level of self-employment rates as their unclassified counterparts. The results further show that discriminatory marketplace factors are the cause of these differences in several instances.

## 6.5 Access to Credit

As noted throughout this chapter, discrimination occurs when different outcomes occur for individuals of different races, ethnicities, and gender after holding all of the personal characteristics constant. This might happen in private and public labor markets when equally productive individuals in similar jobs are paid different wages because of their race, ethnicity, or gender. In credit markets, it might occur when loan approvals differ across racial or gender groups with otherwise similar financial backgrounds. In this chapter, MGT examined whether there is evidence consistent with the presence of discrimination in the private sector against MWBE businesses. Discrimination in the credit market against MWBEs can significantly affect the likelihood that they will form and succeed, negatively impacting the business's size and longevity.

This section summarizes some national analyses about credit disparities and thus offers illustrative evidence of MWBE firms' barriers to accessing credit. This information provides guidance to the results provided throughout the private-sector analysis.

### 6.5.1 Minority Business Development Agency

The U.S. Department of Commerce, Minority Business Development Agency published a report in January 2010 entitled, *"Disparities in Capital Access between Minority and Non-Minority-Owned Businesses: The Troubling Reality of Capital Limitations Faced by MBEs."* Findings highlighted that access to affordable credit remains one of the main impediments to minority-owned firm growth.

General findings show that minority-owned businesses: pay higher interest rates on loans, are more likely to be denied credit, and are less likely to apply for loans because they fear their applications will be rejected.

- ◆ Among high sales firms, 52% of non-minority firms received loans compared with 41% of minority firms.
- ◆ The average loan amount for all high sales minority firms was \$149,000. The non-minority average was more than twice this amount at \$310,000.
- ◆ Among firms with gross receipts under \$500,000, loan denial rates for minority firms were about three times higher, at 42%, compared to those of non-minority-owned firms, at 16%.
- ◆ Among firms with gross receipts under \$500,000, 33% of minority firms did not apply for loans because of fear of rejection compared to 17% of non-minority firms.
- ◆ For all firms, minority firms paid 7.8% on average for loans compared with 6.4% for non-minority firms.

## 6.5.2 The Federal Reserve Small Business Credit Survey

The Small Business Credit Survey (SBCS) is a national collaboration of the 12 Reserve Banks of the Federal Reserve System<sup>139</sup>. This survey has been conducted annually since 2015. Survey responses are collected from firms throughout the United States. While statistics are provided regarding how many responses are from each census region and division<sup>140</sup>, the data provided online does not report race by division. The reports vary somewhat from year to year. For example, the 2016 reports include specific reports for minority and female-owned firms; and the 2018 reports included one regarding disaster-affected firms. Overall, each year's report documents that minority- and female-owned firms, particularly Black-owned firms, have less access to credit and pay more for credit than similarly situated white-owned firms. Data from four consecutive years documents the continuing challenge that minority-owned firms, particularly Black-owned firms, face regarding access to, and cost of, credit. Summary information from reports for employer firms is provided below.<sup>141</sup>

### SBCS 2016

#### REPORT ON MINORITY-OWNED FIRMS

The 2016 SBCS fielded in Q3 and Q4 2016 yielded 7,916 responses from employer firms with race/ethnicity information in 50 states and the District of Columbia.

- ◆ Black-owned firm application rates for new funding are ten percentage points higher than White-owned firms, but their approval rates are 19 percentage points lower.
- ◆ 40% of Black-owned firms did not apply for financing because they were discouraged (i.e., they did not think they would be approved), compared with 14% of White-owned firms.
- ◆ Looking at just firms approved for at least some financing, when comparing minority- and non-minority-owned firms with good credit scores, 40% of minority-owned firms received the total amount sought compared to 68% of non-minority-owned firms.
- ◆ Black-owned firms report more credit availability challenges (58% vs. 32%) and difficulty obtaining funds for expansion (62% vs. 31%) than White-owned firms.

#### REPORT ON FEMALE-OWNED FIRMS

- ◆ Low credit risk female-owned firms were less likely to be approved for business loans than their low credit risk male counterparts (68% compared to 78%).
- ◆ Sixty-four percent of female-owned firms reported a funding gap, receiving only some or none of the financing sought, compared to 56% of male-owned firms.
- ◆ Fewer female-owned firms received all of the funding sought than male-owned firms, and more females received none. Among low credit risk firms, 48% of female-owned firms received all of the financing requested, compared to 57% of male-owned firms.

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<sup>139</sup> The survey methodology provides for sample weighting to adjust for any sampling biases; race, ethnicity, and gender imputation by using statistical models to capture missing data; comparisons and adjustments to past reports; and credibility intervals to aide in survey estimates.

<sup>140</sup> Census regions and divisions are areas delineated for the purposes of statistical analysis and presentation.

<sup>141</sup> Source: Small Business Credit Survey, Federal Reserve Banks.

## SBCS 2017

### REPORT ON EMPLOYER FIRMS

Fielded in Q3 and Q4 2017, the survey yielded 8,169 responses from small employer firms in the 50 states and the District of Columbia.

- ♦ Minority-owned firms report higher rates of financial challenges in the previous 12 months due to lack of credit availability than White-owned firms.
  - For firms with revenues less than \$1M, Black-owned firms (58%) reported financial challenges at twice the rate of white-owned firms (32%) (Asian 42%, Hispanic 45%).
  - MGT sees the same ratio for firms with revenues at more than \$1M: Black-owned firms, 49%, and White-owned firms, 24% (Asian 38%, Hispanic 34%).
- ♦ Rates of firms receiving at least some of the financing requested: for Black-owned firms, 61%, and White-owned firms 80% (Asian 73%, Hispanic 74%).
- ♦ For low credit risk firms, 85% of non-minority-owned firms received at least some of the financing requested compared with only 75% for similarly situated minority-owned firms.
- ♦ For low credit risk firms receiving total financing, 68% of non-minority-owned firms were approved compared to only 40% of minority-owned firms.

## SBCS 2018

### REPORT ON EMPLOYER FIRMS

There were 8,072 responses received for this survey from firms throughout the United States.

- ♦ Minority-owned firms report higher rates of financial challenges in the prior 12 months due to credit availability than white-owned firms. Rates were: Black-owned firms, 50%; Asian, 33%; Hispanic, 41%; and White-owned firms, 28%.
- ♦ Rates of firms receiving at least some of the financing requested ranged from a high of 80% for White-owned firms to a low of 59% for Black-owned firms.
- ♦ Rates of firms receiving the total amount requested ranged from a high of 49% for White-owned firms to a low of 23% for Black-owned firms.
- ♦ 38% of Black-owned firms did not apply for financing because they were discouraged (i.e., they did not think they would be approved), compared with 12% of White-owned firms.

## SBCS 2019

### REPORT ON MINORITY-OWNED FIRMS & REPORT ON EMPLOYER FIRMS

The annual survey of businesses was fielded in the third and fourth quarters of 2018 and generated 6,614 responses from employer firms.

- ♦ Minority-owned firms report higher rates of financial challenges in the prior 12 months due to credit availability than white-owned firms. Rates were: Black-owned firms, 51%; Asian, 36%; Hispanic, 40%; and White-owned firms, 30%.

- ◆ Rates of firms receiving at least some of the financing requested ranged from a high of 80% for White-owned firms to a low of 62% for Black-owned firms.
- ◆ Rates of firms receiving the total amount requested ranged from a high of 49% for White-owned firms to a low of 31% for Black-owned firms.
- ◆ 28% of Black-owned firms did not apply for financing because they were discouraged (i.e., they did not think they would be approved), compared with 13% of White-owned firms.
- ◆ On average, Black- and Hispanic-owned firm applicants received approval for smaller shares of the financing they sought than White-owned small businesses that applied for financing.
- ◆ Larger shares of Black- and Hispanic-owned firm applicants did not receive any financing they applied for—38% and 33%, respectively—compared to 20% of White-owned business applicants.
- ◆ White-owned business applicants received approval for all the financing they applied for: 49%, compared to 39% of Asian-, 35% of Hispanic-, and 31% of Black-owned firm applicants.

## 6.6 Conclusions

Analysis of the U.S. Census 2012 SBO data, 2020 ABS data, and the PUMS 2016-2020 data demonstrate, in response to the overarching research question driving this analysis, that marketplace discrimination exists for MWBE firms operating in the private sector within New York State's marketplace. Thus, based on the courts' guidance in this domain, New York State has a compelling interest in continuing its current MBE program.

To the more specific research questions:

- ◆ Findings from the U.S Census 2012 SBO and 2020 ABS data indicate substantial disparities for most MWBE firms across industry sectors resembling the procurement categories identified for this study.
- ◆ Findings from the 2016-2020 PUMS data indicate that:
  - Minority and women wages were significantly less in 2016-2020 than those of non-minority males, holding all other variables constant.
  - MWBE firms were significantly less likely than non-minority males to be self-employed.
  - If they were self-employed, most MWBE firms earned significantly less in 2016-2020 than self-employed non-minority males, holding all other variables constant.
  - Analysis of observed vs. predicted self-employment rates show that marketplace discrimination impacted these rates. Further, this analysis indicates that holding all factors consistent, race, ethnicity, and gender play a role in the lower level of self-employment for MWBEs.

A review of access to credit indicates that minorities and females tend to receive less than the requested amount of credit when they are approved than non-minority males; they are approved for credit less frequently than non-minority males, and that credit costs them more than non-minority males.

In light of these findings, credence may be given to the proposition established by Justice O'Connor in *Croson*, which suggested a government could be a passive participant in private-sector discrimination through its spending practices. This evidence stands alongside the disparities observed in public sector contracting to illustrate the substantial discriminatory inequities that continue to exist in New York State's marketplace, underscoring its compelling interest in continuing to pursue remedies to address these gaps.

# 7 Qualitative Data Collection and Research

## 7.1 Introduction

This chapter examines qualitative evidence of conditions and obstacles faced by MWBE firms in the State’s market area in their experiences working with the State, prime contractors, and the private sector. The collection and analysis of anecdotal data was focused on firms in the Relevant Market Area and helps to explain and provide context for the quantitative data analyses found in **Chapter 4, Market Area and Availability Analyses** and **Chapter 5, Product Market, Utilization and Disparity Analyses**. In conjunction with the quantitative data, MGT also was able to draw inferences from the anecdotal data as to the prevalence of obstacles perceived as limiting the participation of MWBEs and other firms in New York State’s procurement transactions.

### CHAPTER SECTIONS



- 7.1 Introduction
- 7.2 Methodology
- 7.3 Qualitative Data Collection Demographics
- 7.4 Anecdotal Comments
- 7.5 Conclusion

Qualitative or anecdotal comments in this chapter detail the perceptions and opinions of individuals, and the evidentiary weight of these opinions depends on how much they are corroborated by statements of others and the quantitative data that has been compiled to substantiate these perceptions. Unlike conclusions derived from other types of analysis in this report, the conclusions derived from anecdotal analyses do not rely solely on quantitative data. Rather, the analysis in this chapter utilizes qualitative data to describe the context of the examined social, political, and economic environment in which all businesses and other relevant entities applicable to the study operate.

The qualitative data collection activities gathered input from 635 business owners or representatives regarding their opinions and perceptions of their experiences working in the State’s marketplace. In addition, 20 professional organizations within the state provided insight on barriers as well as disparate treatment of MWBE firms in their pursuit to win contracts.

## 7.2 Methodology

The blueprint for collecting and analyzing anecdotal information for this Study was provided by the U.S. Supreme Court in *City of Richmond v. J.A. Croson*, 488 U.S. 469, 109 S.Ct. 706 (1989) (“*Croson*”). In that case, the Court held that race-conscious programs must be supported by strong documentation of discrimination, including evidentiary findings that go beyond the demographics of a community. Anecdotal information can bolster the quantitative analyses of contract expenditures to explain whether minority business creation, growth, and retention are negatively affected by discrimination. In *Croson*, the Court held that anecdotal accounts of discrimination could help establish a compelling interest for a local government to institute a race-conscious remedy. Moreover, such information can provide a local entity with a firm basis for fashioning a program that is narrowly tailored to remedy identified forms of marketplace discrimination and other barriers to MWBE participation in contract opportunities. Further

discussion regarding the basis and motivation for collection and analysis of anecdotal data is contained in **Chapter 2, Legal Review**.

MGT used a combination of surveys, business engagement meetings, online comments, focus groups, and one-on-one interviews with businesses to collect anecdotal information that are analyzed to identify issues and concerns that were common to businesses in the market area. In addition to the qualitative data collection from area businesses, MGT conducted focus groups with area professional organizations such as trade associations and business organizations to gather anecdotes on their perceptions on New York State's procurement process and impact of the MWBE program to firms in the market area, both MWBEs and unclassified firms. While the collection of these anecdotes is not required by the courts, input from advocacy and professional development organizations give a third-party perspective of MWBE issues and broadens the collection of MWBE firms experiences doing business or attempting to do business with New York State.

### 7.2.1 Outreach and Engagement

MGT developed a universal list of firms that incorporated datasets from the State's vendor and certification lists; membership lists provided by area trade associations and business organizations; and vendor and certification lists collected from other public agencies to establish a base for the outreach efforts. This database was created to ensure that a broad range of firms in the marketplace were notified about the qualitative data collection activities.

MGT worked with the State to create a Communication, Outreach, and Engagement Plan that included various outreach methods geared to inform and encourage businesses involvement and engagement. Outreach methods included:

- ♦ MGT and the State identified professional organizations whose insights would be valuable to understanding the dynamics and perceptions of the vendor community. The professional organizations were notified via e-mail of upcoming qualitative data collection activities and asked to share and encourage their members to participate.
- ♦ Email blasts from the State were distributed to the businesses to increase awareness and engagement.
- ♦ MGT produced and mailed postcards to approximately 2,500 firms in the Relevant Market Area that contained quick response (QR) codes linked to the vendor survey.

### 7.2.2 Sampling

MGT's sampling methodology for the qualitative data collection was to randomly select firms from the universal list of firms database that generated a sample for the in-depth interviews, vendor survey, and focus groups. Each sample pulled included MWBE and unclassified firms in each industry category studied in this report. To avoid contacting business multiple times the database was cross referenced with previous extractions to ensure that firms did not participate in more than one qualitative data collection activity.

### 7.2.3 Business Survey

The business survey asked respondents to provide information on business ownership, demographics and structure; work bid or performed as prime contractors with the State; work bid or performed as subcontractors to State prime contractors; whether the respondent firm bid or performed work in the private sector; and any perceived barriers to doing business with the State or its primes that the respondents believed they had experienced during the study period. The survey was first administered via an open invitation to firms via email and on the disparity study website. The second stage utilized a random sample of firms from the universal list of firms database and administered via telephone.

Disparity study survey analyses are commonly plagued by sample size limitations, especially where the size of the minority business population is insufficient to permit a valid and representative sample. This problem is compounded when analyses are stratified further by business category. Insufficient sample size can pose problems for the statistical confidence of the results. MGT attempted to collect data in proportion to the distribution of MWBEs and unclassified firms in the relevant market area. Our conclusions drawn from the responses received from Native American firms in the anecdotal findings do not reflect a statistical finding. Although MGT's goal is to report data that can satisfy the 95 percent confidence level, this does not mean that data should not be reported because of slightly reduced confidence intervals, especially when extreme due diligence has been exercised in attempting to meet the 95 percent standard. The survey of vendors questionnaire is included in this report as **Appendix F, Business Survey Questionnaire**.

### 7.2.4 Business Engagement Meetings

Businesses located in the State's Relevant Market Area and professional organizations were invited to attend one of the 10 virtual business engagement meetings to learn about the Study and provide their experiences on doing business or attempting to do business on state contracts, in the marketplace, and whether discrimination based on their race, ethnicity, or gender precluded them from winning contracts or subcontracts. The business engagement meeting provided an overview of the Study's objectives, deliverables, and methods by which qualitative data were to be received. Following the presentation, attendees who wanted to provide comments did so individually.

Business engagement meetings were held on:

- ◆ Thursday, July 27, 2023, at 11:00 AM - North Country
- ◆ Friday, July 28, 2023, at 9:00 AM - Mohawk Valley
- ◆ Tuesday, July 18, 2023, at 4:30 PM – Mid-Hudson
- ◆ Wednesday, July 19, 2023, 4:00 PM -New York City
- ◆ Thursday, July 20, 2023, 11:00 AM - Long Island
- ◆ Thursday, July 20, 2023, 6:00 PM - Capital Region
- ◆ Friday, July 21, 2023, 10:00 AM - Western New York
- ◆ Friday, July 21, 2023, 1:30 PM - Finger Lakes
- ◆ Tuesday, July 25, 2023, 1:00 PM - Central New York
- ◆ Tuesday, July 25, 2023, 5:30 PM - Southern Tier

The business engagement meetings were open to the public, therefore, firms that participated in the business engagement meetings may have been randomly selected for other qualitative data collection activities.

### 7.2.5 Focus Groups

The focus groups were small group conversations with businesses in the relevant geographic market area to gather information about the firms' experiences in attempting to do, and conducting, business with the State (both directly as a prime and/or as a subcontractor). MGT scheduled seven focus groups and invited firms to participate. The industry specific focus groups were construction, professional services, architectural and engineering, and other services. MGT also held two focus groups specifically for Native American Nations and Tribes business owners. The following focus groups were held virtually:

- ◆ August 21, 2023, 10:00am-11:30am (Architectural and Engineering)
- ◆ August 22, 2023, 9:30am-11:00am (Native American Nations and Tribes)
- ◆ August 22, 2023, 3:30pm-5:00pm (Construction Subcontractors)
- ◆ August 24, 2023, 9:00am-10:30am (Construction Primes)
- ◆ August 25, 2023, 9:30am-11:00am (Construction Subcontractors)
- ◆ August 29, 2023, 4:30pm-6:00pm (Professional Services & Other Services)
- ◆ September 8, 2023, 10:00am-11:30am (Native American Nations and Tribes)

### 7.2.6 In-Depth Interviews

The in-depth interviews were one-on-one interviews with MWBE and unclassified firms business owners or representatives to gather information about the firms' experiences in attempting to do, and conducting, business with the State (both directly as a prime and/or as a subcontractor). During the interviews we gathered demographic information such as the firm's primary line of business, ethnicity, gender, education/training background of the owner, business history, size, and gross revenues. The in-depth interviews were structured settings in which an interviewer or facilitator used an interview guide (**Appendix H, In-Depth Interview Guide for Businesses**) to obtain input from participants. The interviews provided more latitude for additional information gathering on issues that are unique to the respondents' experiences than the community meetings or surveys. The interviewer made no attempt to prompt or guide responses from the participants, although follow-up questions were asked to obtain further clarification or information as necessary and appropriate. Before the interviews began, each participant attested that their responses were given freely and were true and accurate reflections of their experience with the State or its prime contractors.

### 7.2.7 Professional Organizations Outreach

Including the professional organizations (trade associations and business organizations) was beneficial to the overall outreach efforts because their assistance extended communication efforts to inform and engage the business community in qualitative data collection activities. The full list of professional organizations, 58 in total, identified are listed in **Appendix J, List of Professional Organizations**.

Professional organizations were invited to participate in in-depth interviews to provide a broader perspective of its members' experiences on the State's MWBE Program, and accounts of member's experiences with barriers faced in the marketplace. The in-depth interviews were conducted using **Appendix I, In-Depth Interview Guide for Professional Organizations**. MGT worked with the State to identify industry specific organizations to invite to interviews.

### 7.2.8 Online Comments

The option to provide written comments via email allowed firms who were not selected for interviews, surveys, etc. the opportunity to provide their anecdotal comments. Comments were accepted until outreach efforts were concluded to ensure that firms were allowed time to submit their comments.

## 7.3 Qualitative Data Collection Demographics

MGT use of a multi-pronged approach to collecting qualitative data provided a broader reach within the Relevant Market Area. The self-reported demographic characteristics of participants by data collection activity type are presented in the sections below.

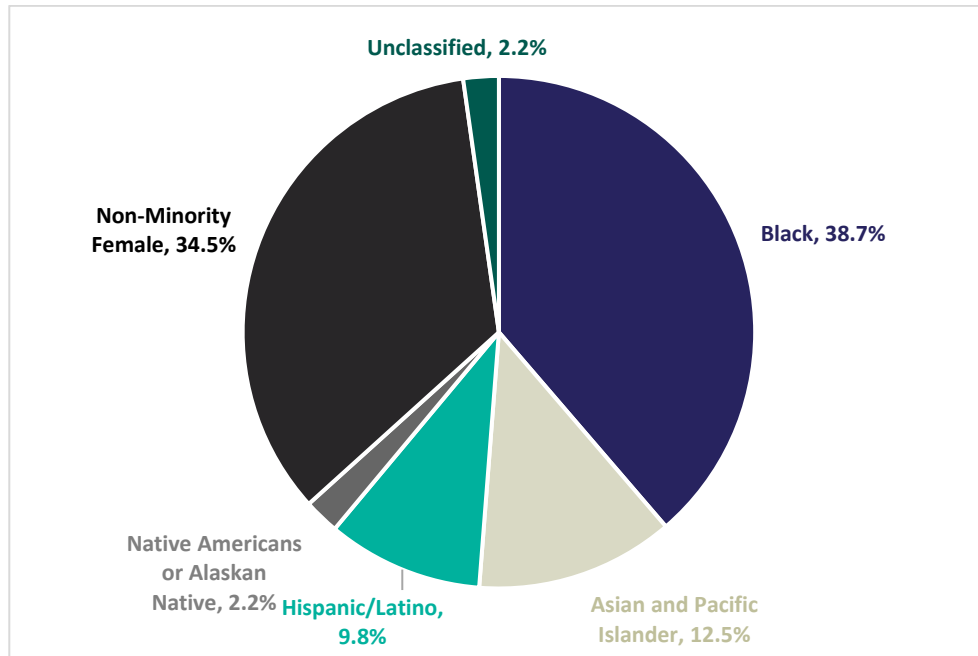
### 7.3.1 Collective Anecdotal Data

This section provides demographic data of firms that participated in the various data collection activities such as the number of MWBE firms and the industries the firms represent in comparison to unclassified firms.

### 7.3.2 Business Surveys

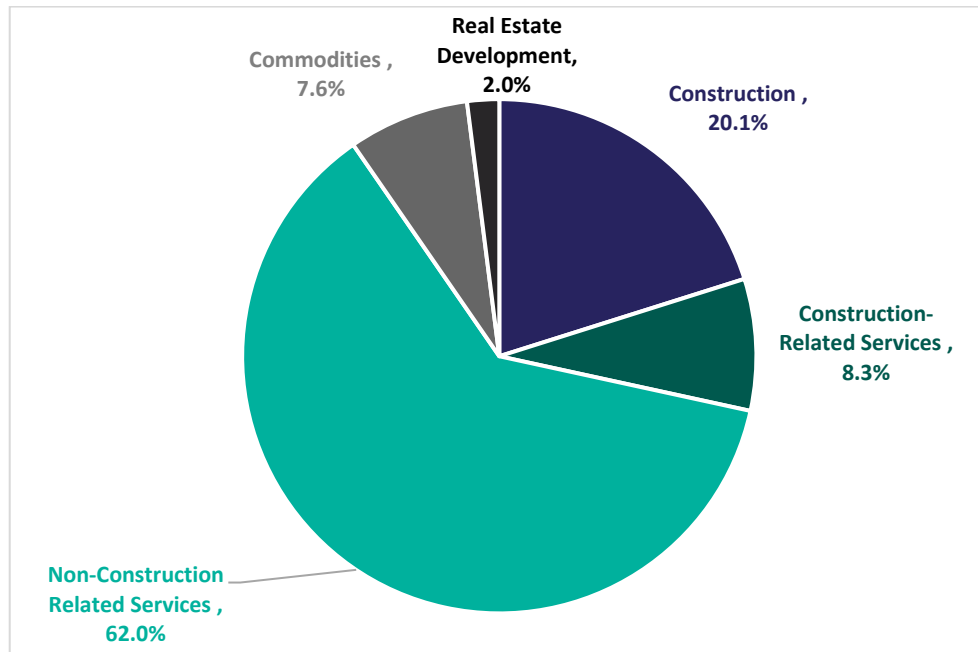
This survey collected 447 responses from firm owners and representatives in New York State's relevant market area. **Figure 7-1** provides the race, ethnicity, and gender of respondents. MWBE firms accounted for 97.8 percent of the total respondents with 38.7% Black- owned, 34.5% Non-minority female-owned, 12.5% Asian and pacific Islander-owned, 9.8% Hispanic or Latino-owned and 2.2% Native Americans or Alaskan Native-owned businesses. In total, there were 437 MWBE respondents. **Figure 7-2** shows response rates per business category. The complete analysis of business survey responses can be found in **Appendix G, Business Survey Results**.

FIGURE 7-1. NEW YORK STATE  
SURVEY OF VENDORS DEMOGRAPHICS:  
PROPORTION OF RESPONDENTS BY MWBE CLASS



Source: Vendor Survey, Rincon & Associates, 2023

FIGURE 7-2. NEW YORK STATE  
SURVEY OF VENDORS DEMOGRAPHICS:  
PROPORTION OF RESPONDENTS BY INDUSTRY



Source: Vendor Survey, Rincon & Associates, 2023

### 7.3.3 Business Engagement Meetings

MGT held ten business engagement meetings attended by 56 business owners and representatives representing varying industries, including multiple industries.

### 7.3.4 Focus Groups

MGT hosted seven focus groups attended by 28 business owners who represented diverse ethnic backgrounds and industries.

### 7.3.5 In-Depth Firm Interviews

The in-depth interviews were conducted with randomly selected firms extracted from the master vendor database and located in New York State's relevant market area.<sup>142</sup> MGT cross-referenced the list of firms for the interviews to ensure they were not previously selected for other anecdotal activities. In total, over one hundred firms were interviewed.

### 7.3.6 Online Comments

Submission of online comments was available via email to firms to provide their comments regarding their experiences doing business with New York State, its primes, or in the private marketplace. Any comments received via email were reviewed for study inclusion.

## 7.4 Anecdotal Comments

The findings below reflect the opinions and perceptions of anecdotal participants characterized in the preceding demographic summary. As such, the themes are drawn from a very broad base of participants reflecting a comprehensive array of viewpoints and experiences regarding work with New York State or its primes.

In the successive sections, findings are generally organized around themes of concerns expressed by vendors, with evidence divided between (1) items identified through qualitative input from anecdotal research participants (interviews and open-ended comments) and (2) quantitative summaries of perceptions collected through the custom census business surveys. In some cases, content is limited to one category of findings or the other based on the scope of information collected through either medium.

With the different categories of anecdotal collection used, the following is a guide to understanding where each excerpt derived from:

- ♦ B=Business Engagement Meeting
- ♦ F=Focus Group
- ♦ I=In-Depth Interview
- ♦ V=Vendor Survey

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<sup>142</sup> See Chapter 4, Market Area and Utilization Analyses.

### 7.4.1 Procurement Process Issues and Challenges of MWBEs

Procurement process issues and challenges are frequent issues of concern among vendors in the relevant market. The fair and equal opportunity to bid or propose on New York State contracts is critical to the growth and success of all firms, and particularly those of disadvantaged social or economic circumstances, such as MWBEs.

Included below is a sampling of comments from participants reflecting specific instances of these barriers:

- ♦ A Non-minority Female owned [I20] construction business stated, "I will tell you that I am a certified WBE nationally and with the city of New York. I was rejected by the state of New York, and I was not provided a reason for my rejection. I was provided with a rejection template letter that was completely redacted and had it listed every one of the possible reasons you could be rejected. And then it was all redacted. They rejected me in May and have yet to respond to a single one of my requests."
- ♦ A Non-minority Female-owned [V11] professional services business stated, "...I was certified as a WBE in New York State since 2017. After that time (during covid) we bid on several projects. We have not won any business in New York state despite trying to do so. When it came time to recertify in NY state, I submitted all of the information required. The recertification was rejected because I have not done business in NY state. So how do I do business if the state doesn't certify my company?"
- ♦ An African American Female-owned [I2] professional services business described the procurement process as being elongated. "I'll give you an example. I forgot what bid I was going for. I can't even think about it. Which one it was at this point, the email that I received was not less than 50 pages long. It included the contracts. We're talking about a bidding process. So, there was just so much paperwork that one small business cannot endure."
- ♦ A Hispanic American Female-owned [V37] professional services business stated, " I don't feel I get enough support on how to bid, it is quite difficult and I am not sure if it's because of English being my second language, I can't understand it, so it is hard to bid and not sure how to even start sometimes."
- ♦ An African American Female-owned [B4] professional services business stated in regard to submitting a bid for the State, "...I know in my mind, I wasn't going to get it, but I just want to know what it into was like you know to work on the RFP project. So yes, I did [submit] and of course I didn't get it. But what I would appreciate, even though I don't get it, somebody send an e-mail and say wow, thank you for applying, but you know for certain such reason.... I never heard anything back."

### 7.4.2 MWBE Program

The Division of Minority and Women's Business Development (DMWBD) provides support, policy guidelines, compliance, and oversight to ensure minority- and women-owned business have a fair opportunity to compete on state contracts.

Included below is a sampling of comments from participants reflecting specific instances of barriers:

- ♦ An African American Female-owned [F4] professional services business described her experience bidding for the State in which the bid was awarded to a Caucasian business that “didn’t have as much specialized experience but they were cheaper. We can’t just be excellent sometimes we have to be excellent and cheap for them to justify giving us a real shot.”
- ♦ An Asian American-owned [I6] professional services business stated, “... as you know, in state contracting, the RFP or the contract may be the subsequent step, not the preliminary step. So, in those preliminary conversations, I know at least I and others in the community MWBE’s feel excluded or unfairly discriminated against because of those relationships.”
- ♦ An African American-owned [I12] construction business described men opening business in their wife’s name to earn MWBE certification and increase business opportunities even though their wife does not own or run the business.
- ♦ A Non-minority Female-owned [V65] professional services business stated, “I was not given any notice about information and was not supported in reapplying. I was sent an email with a denial and told that the only recourse was legal appeal with no legal support given to assist me. It seems that they don’t want to support WBE companies like mine, with owners who sacrifice to keep their businesses growing.”
- ♦ An Asian American-owned [V142] professional services business stated, “NY state typically holds out on the engineers, only make large bids that’s why minority businesses only get to do subcontracting.”
- ♦ A Non-minority Female-owned [B2] construction related business stated, “I’m having a really, really hard time getting approval for my next code expansion. I submitted in April and it’s over 90 days and I’m still waiting on a decision on three very simple codes which I have like demonstrated history and you know, decades of experience to prove my capabilities.”

### 7.4.3 Financial Barriers

Limited access to capital and inconsistent cash flow impacts MWBE and small firms’ ability to successfully complete projects, apply for and receive bonds, hire employees, and operate their businesses. Similarly, cash flow becomes a barrier for MWBE firms, particularly smaller MWBE firms, because it limits the amount of work they can bid.

Included below is a sampling of comments on this barrier.

- ♦ An African American-owned [V14] non-construction-related services business stated “I have problem of accessing capital. High interest rates are one issue. The number of insurances you need to acquire to prequalify is mind boggling. Of course, insurance is a requirement for engaging in these contracts, but I can’t buy insurance when I don’t have any projects.”
- ♦ An Asian American Female-owned [V102] professional services business stated “It’s a challenge to go beyond our line of credit. Our bank has refused to consider increasing our line of credit although we’ve been in business for 28 years and profitable.”

- ♦ A Non-minority Female-owned [V19] professional services business stated “We are currently experiencing extreme cash flow problems. We have to pay our employees the high-level insurance coverage required by the city to do the work and then we have to wait 200 plus days to get paid. If you want to help - make the governing agencies make sure the DBEs are paid in a timely manner.”
- ♦ A Hispanic American Female-owned [V141] professional services business stated, “... When it comes to loans even NY is here to support me. I got denied because they told me there's not enough cash flow but that's why I'm applying...no cash flow. They're supposed to be here to support me.
- ♦ A Native American Female-owned [F5] construction business stated, “on the New York State contract reporter where I do my monitoring reports. It asks if I was paid within a certain date and sometimes it just says the month, sometimes it actually gives a day and a date, but I more often than not, I'm not paid within that time period and I don't know if there is something that exists out there to help people like me, a small business, definitely get paid within a certain time frame because I'm sure you know that when you are working with the State, it's a 90 or 110 day turnaround. So don't get paid for quite some time.”

#### 7.4.4 Prime Contracting Behavior

- ♦ An African American-owned [I102] professional business stated “The biggest thing I see is the people who are in control of the prime contracts and the connections that they have going in...if you're not with the in crowd and you won't get chosen...”
- ♦ An African American Female-owned [I101] non-construction related services business owner stated, “Yeah, I haven't gotten very many. It almost feels like you're just being used for organizations to say that they have at least reached out to MWBEs because you feel ghosted afterwards.”
- ♦ Subcontracting offers MWBE firms a way to grow their businesses. Primes that treat MWBEs unfairly or deny the opportunity to bid on contracts impacts the local economy but also potentially negatively impacts the growth of MWBEs in the marketplace. Specific issues and challenges noted in this area include: A Non-minority Female-owned [V18] professional business stated “In some cases our company wins a contract and is only contacted to fulfil the first month. This has nothing to do with performance but is a way, I think, for prime contractors to commit to a WBE percentage at the signing of the contract, then withdraw that commitment and "self-perform" the rest of the work.”
- ♦ An African American Female-owned [F4] professional services business explained that prime contractors take advantage of new contractors. Primes have also been known to be abusive in terms of withholding payment or blackballing firms if a firm were to complain to the State directly.
- ♦ A Non-minority Female-owned [F4] architecture and engineering business stated it took seven to nine months to get paid for contracts they worked on as a subcontractor.
- ♦ An Asian American Female-owned [I52] architecture and engineering services business stated “As a business development person who has to call primes...I do believe that we're

discriminated against. Sometimes we hear that an agency will tell a prime that they need to use a different color firm. So that knocks us out, even though that's not the law or the rules. And then we're also seeing these documents that come out that what percentage of who should be on these contracts? And it seems already arbitrary. Who's deciding what percentage goes to the Asians, goes to the women, goes to Hispanic, black and so on. It's just arbitrary. But it's really sad when we have a great experience and can bring something to a team and someone doesn't want to give us work because we're Asian American firm.”

### 7.4.5 Discrimination and Disparate Treatment

Proportions of MWBEs indicating such experiences were as follows:

- ♦ A Native American-owned [V109] construction business owner stated “one of the most difficult entities to deal with has been the state itself. When I initially applied, the state refused my application on the fact that my enrollment card was from Canada. It’s completely racist and ripe for litigation that Native Americans are the only race that requires documentation to prove ethnicity.”
- ♦ A Hispanic American Female-owned [I38] construction business stated “...we held the contract for about five years, and then a new project manager come on board. And that's when the dynamic of the relationship completely changed, where we definitely got the sense that because of being a Latino company, having Latino workers, there was a different tone towards management as well as towards the workers. There was an air of hostility. We were constantly placed on the defensive at that point for the work the timeliness, things beyond our control, things like that.”
- ♦ An Asian American Female-owned [I8] architecture and engineering business stated “I’ve heard comments back from certain firms that have been pretty unreasonable and, in a way, downright insulting. When we are reaching out to partner with them on projects, and we are getting sometimes when we meet them face to face, the comments we get from them is, oh, because you are an MWBE, you're getting work and because we are not getting work, and it's all because of you guys, things like that.”

Included below (**Table 7-1**) presents survey of vendors responses by firms as to whether they encountered disparate treatment or discrimination through their exclusion of networks, organizations, or events suggesting there is a “good old boy network” in the marketplace.

TABLE 7-1. DISCRIMINATION EXPERIENCES IDENTIFIED  
BY SURVEY OF VENDORS RESPONDENTS

	Business Ownership				
	African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Female
On a government contract, <i>including the State</i>	21 13.64%	6 12.50%	8 18.18%	2 20.00%	7 5.19%
On a non-government contract	11	5	2	2	10
	7.14%	10.42%	4.55%	20.00%	7.41%
On both types of contracts	48	8	9	4	27
	31.17%	16.67%	20.45%	40.00%	20.00%

In **Table 7-2**, MWBE survey respondents further elaborated on how they experienced various forms of disparate treatment by primes as subcontractors.

Survey respondents were asked if they were solicited to bid on project where there were no MWBE goals. As a result, 40 percent of the MWBE respondents indicated that they were not contacted when there are no goals.

TABLE 7-2. DISPARATE TREATMENT IDENTIFIED BY SUBCONTRACTORS  
SURVEY RESPONSES  
PRIMES LACK OF SOLICITATION ON PROJECTS WITHOUT GOALS

BUSINESS OWNERSHIP CLASSIFICATION	TOTAL
African American	12%
Asian American	6%
Hispanic American	5%
Native American	1%
TOTAL MBE	23%
Non-minority Female	16%
TOTAL MWBE	40%

Source: 2020 Business Surveys, Rincon & Associates.

### 7.4.6 Barriers to Doing Business with the State

The aggregate outcome of the qualitative data indicated that there are three reoccurring barriers of MWBE participants were:

- ♦ Informal network interfering with bid opportunities
- ♦ Certification or recertification denied by the State
- ♦ Slow payment or non-payment for project work

One of the greatest obstacles MWBEs face is securing adequate capital. By leveraging resources like the State Small Business Credit Initiative (SSBCI) and implementing targeted interventions, New York State can significantly bolster MWBE success and foster economic equity through its contracting program.

#### Current Challenges:

- Limited Access to Traditional Financing: MWBEs often encounter systemic biases and stricter qualification requirements when seeking loans from traditional banks, hindering their ability to secure working capital and invest in growth.
- Lack of Awareness and Information: Many MWBEs are unaware of available financing options and lack the financial literacy to navigate complex loan application processes.
- Inadequate Access to Equity Capital: Raising equity capital through venture capital or angel investors can be even more challenging for MWBEs, limiting their ability to scale their businesses and compete for larger contracts.

## 7.5 Conclusion

Qualitative data were collected using multiple methods and included a broad reach of diverse businesses and business industries. A number of MWBEs cited access to capital, informal networks, prime behavior, slow payment, etc. as barriers to doing business with the State. Several firms also felt discriminated against due to their race, ethnicity, or gender by the State, or prime contractors. Reoccurring comments cited the length of the certification process, lack of response from procurement or contracting staff, and the denial of certifications as alarming issues. The anecdotes from this broad population of businesses can provide a footprint of policies and procedures that could meet the need of businesses in the market area.

# 8 Findings, Recommendations, and Selected Practices

## 8.1 Introduction

The 2024 New York State Disparity Study reviewed and analyzed the State’s systems, processes, internal controls, and quality assurance for the overall MWBE program of New York State, in addition to performing a quantitative and qualitative analysis of the contract data and hosting interviews with MWBE and unclassified vendors and stakeholders.

This review has permitted the examination of factors that have impacted MWBE outcomes. These recommendations will address the MWBE program execution, enterprise quality assurance across the respective agencies under Article 15-A, and overall recommendations that can address structural gaps impacting MWBE utilization in New York State. Most of the following commendations and recommendations are based on multiple findings and do not necessarily tie to one finding.

Furthermore, many state and local government agencies have policies and practices that attempt to address marketplace discrimination and barriers faced by minority and women-owned business enterprises. Such assistance may include direct subsidies to businesses, funds for management and technical assistance to small and new entrepreneurs, mentor-protégé programs, diversity training, and bonding assistance, as well as collaboration with and support for organizations that provide management and technical assistance to businesses.

Empire State Development engaged MGT Consulting Group (MGT) to determine if there is a disparity between the number of minority- and woman-owned businesses that are ready, willing, and able to perform Construction, Construction-Related Services (“CRS”), Non-Construction Related Services and Commodities contracts, and the percentage of State contracting dollars committed to MWBEs, either as prime contractors or subcontractors (utilization).

Within the context of studying New York State’s procurement practices, the study was conducted in a manner consistent with disparity study best practices, controlling local legal precedents, and constitutional law to properly advise New York State about the legal basis for potential remedies, if necessary. MGT’s methodology included a review of disparity studies legal framework; a policy and procedures review; analyses of utilization; availability; and statistical disparity; anecdotal research; private sector analyses; and findings, commendations, and recommendations.

The results of this study and conclusions drawn are presented in detail in **Chapters 2** through **7** of this report. This chapter summarizes the evidence on the central research question: *Is there factual predicate evidence for a remedial race- and gender-conscious MWBE program for New York State?* MGT’s findings and evidence are based on fact-finding to analyze New York State procurement trends and practices between April 1, 2016, to March 31, 2022; evaluation of the impact of race-and gender-neutral remedial

### CHAPTER SECTIONS

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efforts; and evaluation of options for future program development. *MGT found sufficient evidence of disparity in the public and private sector marketplaces to recommend the continuation of race- and gender-based remedial procurement programs to address identified disparities consistent with applicable law.*

Under the authority of Article 15-A of the NYS Executive Law, ESD through its Division of Minority and Women's Business Development (DMWBD), has the statutory and regulatory authority to oversee and implement the State's Minority and Women Enterprise Business (MWBE) Program. The DMWBD provides information on how to become MWBE-certified, grow MWBE businesses, find top opportunities and contracts with NYS agencies, and find MWBE-certified businesses to help achieve project goals.

## 8.2 Findings

### 8.2.1 Finding A: Relevant and Product Market Areas

The contract award data gathered for the study period was utilized to determine the relevant geographic market area for the study. This included both contracts awarded to prime contractors and subcontractors. Based on the market area analysis results for each business category, the recommended relevant market area are the 62 counties within the State.

TABLE 8-1. RELEVANT MARKET AREA ANALYSIS,  
CONTRACT DISTRIBUTION OF DOLLARS BY BUSINESS CATEGORY,  
NEW YORK STATE MARKET AREA

CONSTRUCTION	Amount	Percent
<i>Inside New York State</i>	\$27,006,956,017	80.25%
Outside New York State	\$6,646,344,292	19.75%
<b>CONSTRUCTION, TOTAL</b>	<b>\$33,653,300,309</b>	<b>100.00%</b>
CONSTRUCTION-RELATED SERVICES	Amount	Percent
<i>Inside New York State</i>	\$10,760,403,827	79.24%
Outside New York State	\$2,818,287,762	20.76%
<b>CONSTRUCTION-RELATED SERVICES, TOTAL</b>	<b>\$13,578,691,589</b>	<b>100.00%</b>
NON-CONSTRUCTION RELATED SERVICES	Amount	Percent
<i>Inside New York State</i>	\$106,820,812,613	75.27%
Outside New York State	\$35,089,509,278	24.73%
<b>NON-CONSTRUCTION RELATED SERVICES, TOTAL</b>	<b>\$141,910,321,892</b>	<b>100.00%</b>
COMMODITIES	Amount	Percent
<i>Inside New York State</i>	\$50,912,250,373	44.43%
Outside New York State	\$63,681,922,322	55.57%
<b>COMMODITIES, TOTAL</b>	<b>\$114,594,172,695</b>	<b>100.00%</b>
ALL BUSINESS CATEGORIES	Amount	Percent
<i>Inside New York State</i>	\$195,500,422,829	64.37%
Outside New York State	\$108,236,063,655	35.63%
<b>ALL BUSINESS CATEGORIES, TOTAL</b>	<b>\$303,736,486,484</b>	<b>100.00%</b>

Source: Chapter 4, Market Area and Availability Analyses

## 8.2.2 Finding B: Availability Estimates

A reliable estimation of the number of firms *willing* and *able* to provide each of the respective services under the examination scope is an incumbent element in the determination of disparity. Post-*Croson* case law has not prescribed a single approach to deriving firm availability, and agencies have used various means to estimate pools of available vendors that have withstood legal scrutiny.

MGT calculates availability based on a “custom census” approach. This approach is the most accurate for calculating availability at its most granular level. An in-depth explanation of this approach is provided in **Chapter 4**. Detailed availability results by business category and 4-digit NAICS code are provided in **Appendix C, Utilization and Availability by NAICS Codes**. The availability estimates by industry category are illustrated in **Table 8-3**.

TABLE 8-2. ESTIMATION OF AVAILABLE FIRMS

BUSINESS OWNERSHIP CLASSIFICATION	ALL	CONSTRUCTION	CONSTRUCTION RELATED SERVICES	NON-CONSTRUCTION SERVICES	COMMODITIES
ASIAN	3.96%	3.24%	5.78%	4.05%	3.85%
BLACK	4.32%	3.90%	3.83%	4.82%	3.89%
HISPANIC	15.09%	7.84%	5.55%	27.74%	2.68%
NATIVE AMERICAN	0.65%	1.33%	1.15%	0.26%	0.88%
TOTAL MINORITY FIRMS	24.03%	16.31%	16.30%	36.88%	11.30%
NON-MINORITY FEMALE	14.78%	12.94%	12.66%	8.65%	23.17%
TOTAL MWBE FIRMS	38.81%	29.25%	28.96%	45.53%	34.47%
UNCLASSIFIED FIRMS	61.19%	70.75%	71.04%	54.47%	65.53%

Source: Chapter 4, Market Area and Availability Analyses

## 8.2.3 Finding C: MWBE Utilization in Public Sector Contracting

In **Table 8-2**, the utilization analysis shows that unclassified firms are utilized at higher rates than their MWBE counterparts. New York State utilization of unclassified firms totaled 69.92 percent, while 30.08 percent of New York State contract dollars went to MWBE firms. Overall, the highest utilization rates among MWBE classifications included non-minority female firms accounting for 18.20 percent of dollars awards and Asian and Pacific Islander firms accounting for 5.12 percent of dollars awards. Further analyzing the individual procurement categories, non-minority female firms had the greatest utilization among MWBE firms in Commodities at 32.61 percent or \$37.37 million, followed by non-minority female firms in Construction at 21.31 percent or \$7.17 million.

**TABLE 8-3. UTILIZATION ANALYSIS  
BY BUSINESS OWNERSHIP CLASSIFICATION AND BY PROCUREMENT CATEGORIES**

BUSINESS OWNERSHIP CLASSIFICATION	ALL	CONSTRUCTION	CONSTRUCTION RELATED SERVICES	NON-CONSTRUCTION SERVICES	COMMODITIES
ASIAN	\$15,546,119,069	\$4,389,067,850	\$1,736,793,942	\$3,420,519,457	\$5,999,737,820
BLACK	\$14,320,665,926	\$1,115,430,642	\$181,529,217	\$7,372,479,191	\$5,651,226,877
HISPANIC	\$5,492,421,259	\$2,190,536,442	\$376,969,275	\$1,635,356,767	\$1,289,558,774
NATIVE AMERICAN	\$720,870,642	\$124,140,712	\$7,113,740	\$231,681,627	\$357,934,564
TOTAL MINORITY FIRMS	\$36,080,076,896	\$7,819,175,646	\$2,302,406,174	\$12,660,037,042	\$13,298,458,035
NON-MINORITY FEMALE	\$55,275,503,445	\$7,171,095,335	\$1,699,289,586	\$9,035,085,856	\$37,370,032,668
TOTAL MWBE FIRMS	\$91,355,580,341	\$14,990,270,981	\$4,001,695,760	\$21,695,122,898	\$50,668,490,703
UNCLASSIFIED FIRMS	\$212,380,906,143	\$18,663,029,328	\$9,576,995,830	\$120,215,198,994	\$63,925,681,992
TOTAL FIRMS	\$303,736,486,484	\$33,653,300,309	\$13,578,691,589	\$141,910,321,892	\$114,594,172,695
BUSINESS OWNERSHIP CLASSIFICATION	ALL	CONSTRUCTION	CONSTRUCTION RELATED SERVICES	NON-CONSTRUCTION SERVICES	COMMODITIES
ASIAN	5.12%	13.04%	12.79%	2.41%	5.24%
BLACK	4.71%	3.31%	1.34%	5.20%	4.93%
HISPANIC	1.81%	6.51%	2.78%	1.15%	1.13%
NATIVE AMERICAN	0.24%	0.37%	0.05%	0.16%	0.31%
TOTAL MINORITY FIRMS	11.88%	23.23%	16.96%	8.92%	11.60%
NON-MINORITY FEMALE	18.20%	21.31%	12.51%	6.37%	32.61%
TOTAL MWBE FIRMS	30.08%	44.54%	29.47%	15.29%	44.22%
UNCLASSIFIED FIRMS	69.92%	55.46%	70.53%	84.71%	55.78%

Source: Chapter 5, Product Market, Utilization, and Disparity Analyses

## 8.2.4 Finding D: Disparity

This section includes the results of the disparity ratios calculated in [Chapter 5](#). MGT's disparity index methodology yields an easily calculable value, understandable in its interpretation, and universally comparable. A disparity in utilization within the minority- and female-owned firms can be assessed comparing the utilization of non-minority- and male-owned firms. MGT applies two significant tests to determine statistical significance: (1) whether the disparity index is less than or equal to 80 percent of respective MWBE availability, which is labeled "substantial disparity," and (2) whether the disparity index passes the t-test determination of statistical significance. In cases where one, or especially both, measures hold true, a remedy is typically deemed justifiable by courts, making these results critical outcomes of the subsequent analyses.

Disparity is defined as a significant difference or imbalance in the utilization of MWBEs compared to their availability in the relevant market. However, there isn't a uniform standard across all court cases, and interpretations may vary depending on the jurisdiction and specific legal context.

In some cases, courts have considered both substantial and statistically significant disparities as indicators of disparity. Substantial disparity refers to a noticeable difference or imbalance that may not necessarily be statistically significant but is still significant in practical terms. Statistically significant disparity, on the other hand, indicates a difference that is unlikely to have occurred by chance and is supported by statistical analysis.

However, generally courts do not require both substantial and statistically significant disparities to be present for a finding of disparity. Some courts may consider either substantial or statistically significant

disparities alone as sufficient evidence of disparity, while others may take a more nuanced approach, considering various factors such as the context of the program, the availability of data, and the purpose of the disparity study or program.

TABLE 8-4.  
DISPARITY RATIO SUMMARY ANALYSIS<sup>143</sup>

BUSINESS OWNERSHIP CLASSIFICATION	ALL	CONSTRUCTION	CONSTRUCTION RELATED SERVICES	NON-CONSTRUCTION SERVICES	COMMODITIES
ASIAN	No Disparity	No Disparity	No Disparity	<b>Disparity</b>	No Disparity
BLACK	No Disparity	Disparity	<b>Disparity</b>	No Disparity	No Disparity
HISPANIC	<b>Disparity</b>	Disparity	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
NATIVE AMERICAN	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>	<b>Disparity</b>
TOTAL MINORITY FIRMS	<b>Disparity</b>	No Disparity	No Disparity	<b>Disparity</b>	No Disparity
NON-MINORITY FEMALE	No Disparity	No Disparity	Disparity	<b>Disparity</b>	No Disparity
TOTAL MWBE FIRMS	<b>Disparity</b>	No Disparity	No Disparity	<b>Disparity</b>	No Disparity

Source: Chapter 5, Produce Market, Utilization, and Availability Analyses

**BOLD** indicates substantial disparity; light blue shade indicates statistically significant disparity.

## 8.2.5 Finding E: Private Sector Disparities in Census SBO and NES-D Data

Based on US Census 2012 SBO and 2020 ABS data, MGT attempted to answer the research question; “Do marketplace disparities exist in the private sector regarding revenue within similar State procurement categories for firms owned by minorities or females?”. Both data sets gather and report firm information for firms with paid employees, including workers on the payroll (employer firms). SBO data is the only data set that provides firms without paid employees, including sole proprietors and partners of unincorporated businesses that do not have any other employees on the payroll (non-employer firms). This is an important distinction because it provides a more encompassing picture of the private sector. SBO is limited in the age of the data, but it can be supplemented with more recent ABS data. It should also be noted that all the disparity indices in the SBO tables are statistically significant within a 95 percent confidence interval.

According to the findings, the SBO (**Table 8-5**) and NES-D (**Table 8-6**) data analysis show consistent underutilization of MWBE firms relative to their availability in the marketplace.

<sup>143</sup> These results have been analyzed utilizing the methodology of using both disparity indices and statistical significance testing.

TABLE 8-5.  
SBO DATA ANALYSIS SUMMARY ANALYSIS

BUSINESS OWNERSHIP CLASSIFICATION	CONSTRUCTION (NAICS 23)		WHOLESALE TRADE (NAICS 42)		ADMIN AND SUPPORT (NAICS 56)		OTHER SERVICES (NAICS 81)	
	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS	ALL FIRMS	EMPLOYER FIRMS
AFRICAN AMERICAN	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
AMERICAN INDIAN AND ALASKA NATIVE	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
ASIAN	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	No Disparity	Disparity
HISPANIC5	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
NATIVE HAWAIIAN AND OTHER PACIFIC ISLANDER	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity
NON-MINORITY FEMALE	No Disparity	No Disparity	Disparity	Disparity	Disparity	Disparity	Disparity	Disparity

Source: Chapter 6, Private Sector Analysis

TABLE 8-6.  
NES-D DATA ANALYSIS SUMMARY ANALYSIS

BUSINESS OWNERSHIP CLASSIFICATION	CONSTRUCTION (NAICS 23)	WHOLESALE TRADE (NAICS 42)	ADMIN AND SUPPORT (NAICS 56)	OTHER SERVICES (NAICS 81)
	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS	NONEMPLOYER FIRMS
AFRICAN AMERICAN	Disparity	Disparity	Disparity	Disparity
AMERICAN INDIAN AND ALASKA NATIVE	Disparity	No Disparity	Disparity	Disparity
ASIAN	Disparity	No Disparity	Disparity	Disparity
HISPANIC5	Disparity	Disparity	Disparity	Disparity
NATIVE HAWAIIAN AND OTHER PACIFIC ISLANDER	No Disparity	Disparity	No Disparity	Disparity
NON-MINORITY FEMALE	Disparity	Disparity	Disparity	Disparity

Source: Chapter 6, Private Sector Analysis

## 8.2.6 Finding F: Disparities In Individual Wages, Business Earnings, Self-Employment Rates

Findings from the Public Use Microdata Sample (PUMS) from 2016-2020 data indicate that minorities and women earn significantly less wages and business earnings than their non-minority male counterparts.

Additionally, the findings show that minorities and women have significantly lower formation rates than non-minority males. When these self-employment rates were stratified by race and by business type, trends varied within individual race-by-type cells, but disparities persisted, in general, for all minorities and non-minority females. These findings support the conclusion that discriminatory disparities for these

groups (of adequate sample size to permit interpretation) were likely the result of differences in the marketplace due to race, gender, and ethnicity. Additionally, analysis of observed vs. predicted self-employment rates shows that there are instances that discrimination impacted these rates, and that business marketplace discrimination exists in New York State market.

### **8.2.7 Finding G: Qualitative and Anecdotal Results**

Qualitative data were collected using multiple methods and included a broad reach of diverse businesses and business industries. A number of MWBEs cited access to capital, informal networks, prime behavior, slow payment, etc. as barriers to doing business with the State. Several firms also felt discriminated against due to their race, ethnicity, or gender by the State, or prime contractors. Reoccurring comments cited the length of the certification process, lack of response from procurement or contracting staff, and the denial of certifications as alarming issues.

## **8.3 Commendations and Recommendations**

New York State is commended for its unwavering commitment to minority and women business inclusion in state contracting and purchases. Since 1988 the State has implemented policies and procedures to provide opportunities for minority and women businesses to be invited and to participation in the economic growth of New York.

The State should also be commended for continuous improvement of programs, processes, and the use of technology to measure their minority and women business utilization over time.

The following recommendations incorporate selected industry practices. Some have worked in certain localities, and some have not been as effective in others. Effectiveness can depend on a variety of factors. As such, it is difficult to determine whether a particular policy or practice is solely responsible for the success of a program.

### **8.3.1 Race- and Gender-Neutral Recommendations**

Most of the following commendations and recommendations are based on multiple findings and do not necessarily tie to one finding. We acknowledge that New York State has implemented many of these recommendations and the disparities noted in this study exist, nonetheless.

#### **Improving Data Collection for the NYS**

Ensuring robust and comprehensive data collection, particularly associating award and payment data, is crucial for effectively monitoring and improving the New York State business inclusion program. The State currently utilizes B2Gnow contract compliance software that is designed to collect contract award and payment data for primes and subcontractors. The State currently has many challenges with using the software to ensure consistency and accuracy of the spend data.

### **Current Challenges:**

1. Disparate Data Systems: Data on contract awards is scattered across various agency systems, hindering comprehensive analysis and program-wide insights.
  - Unconnected Award and Payment Data: Lack of association between contract awards and actual payments to primes and all subcontractors limits understanding of contract completion, fulfillment, and goal attainment.

### **Recommendations for Improved Data Collection:**

1. Centralized Data Platform:
  - Develop a centralized data platform to consolidate award and payment data from all Agencies and Authorities in New York State.
  - Standardize data formats and ensure consistent reporting requirements across agencies to facilitate seamless integration.
2. Linking Award and Payment Data:
  - Establish a unique identifier system to track contracts from award through payment stages, ensuring transparent and accurate data association.
  - Develop automated or semi-automated processes for reconciling award and payment data, minimizing manual interventions and potential errors.
3. Enhanced Data Granularity:
  - Expand data collection to include detailed information on contract type (prime or subcontract), industry sector (construction, construction related services, non-construction related services, commodities), commodity codes (E.g., NAICS code, NIGP codes, etc.), geographic location, and MWBE subcategories (e.g., minority, woman-owned).
  - Collect data on subcontracting opportunities awarded to all subcontractors within prime contracts to gain a comprehensive understanding of small and MWBE participation throughout the contracting chain.

By improving data collection, associating award and payment data, and enhancing data granularity, the State can gain a deeper understanding of its program's effectiveness. This will enable data-driven decision-making, targeted interventions, and continuous program improvement, ultimately leading to a more equitable and inclusive contracting landscape where small and MWBEs can thrive and contribute to the State's economic prosperity.

## **Continuation of MWBE Program Liaisons/Associates within All NYS Agencies and Authorities**

New York State should continue to have employees serve as an MWBE program liaisons/associates within each State Agency and Authority. These designated individuals serve as crucial focal points, fostering program awareness, ensuring compliance, and driving utilization, ultimately leading to greater economic inclusion and a more diverse vendor network. The MWBE Program Liaison/Associates objectives are:

- Integration into Purchasing Documents: Liaisons/Associates will continue to work closely with procurement teams to seamlessly integrate program elements into all relevant purchasing documents. This includes:
- Clearly and consistently outlining applicable program goals and participation requirements.
- Providing readily available resources and guidance for vendors regarding program participation.
- Reporting, Policy Guidance, and Performance Review:
- Liaisons/Associates will continue play a key role in collecting and analyzing data on SBE and MWBE utilization across agencies.
- They will develop comprehensive reports, identifying trends, gaps, and areas for improvement.
- Based on data analysis, liaisons/associates will continue to provide ongoing policy guidance and recommendations to enhance program effectiveness and address implementation challenges.
- Regular performance reviews of agencies and authorities will be conducted to assess compliance with program guidelines and utilization targets.
- Monitoring and Enforcement: Liaisons/Associates will continue to actively monitor program compliance within their respective agencies. This includes:
- Developing and implementing effective compliance monitoring procedures.
- Investigating potential non-compliance issues and taking appropriate corrective actions.
- Collaborating with central oversight bodies to ensure consistent statewide enforcement.

The continued use of MWBE Program Liaisons/Associates represents a strategic investment with significant potential to optimize the impact of New York State inclusion programs, fostering a more inclusive and diverse vendor network within New York State. By promoting increased utilization, ensuring compliance, and driving continuous program improvement, liaisons/associates will play a key role in strengthening the state's economic landscape and creating opportunities for a broader range of businesses to thrive.

## **Establish and Measure Key Performance Indicators (KPIs)**

It is recommended that the State establish a comprehensive Key Performance Indicator (KPI) framework. This framework would serve as a critical tool for tracking progress towards DMWBD goals, aligning agency outcomes with these goals, and demonstrating the program's overall success. The KPI objectives are:

- **Strategic Alignment:** Develop specific KPIs that directly track progress towards the DMWBD's stated goals.
- **Agency Accountability:** Establish KPIs for each state agency involved in the program implementation, ensuring their actions directly contribute to DMWBD objectives and state-wide economic inclusion.
- **Data-Driven Decision Making:** Regularly track and analyze KPI data to identify areas of success, potential challenges, and opportunities for improvement. This data will inform strategic planning, resource allocation, and program adjustments to maximize effectiveness.
- **Transparency and Accountability:** Regularly report on KPI achievements and provide transparent data regarding the program results to stakeholders, including policymakers, the public, and SBE and MWBE businesses themselves.

Implementing a comprehensive KPI framework represents a transformative opportunity for the DMWBD and New York State. By establishing clear, measurable objectives and tracking progress with rigor, this initiative will ensure the effectiveness of New York State inclusion programs, driving meaningful economic inclusion in New York State.

## **Establish and Execute Business Processes and Workflows**

The DMWBD should develop business processes and workflows that will be used to evaluate DMWBD, Agencies, and Authorities performances as well as agency adoption of DMWBD policies and standards for program implementation.

These recommendations aim to improve the business inclusion performance in supporting small and MWBEs in New York State. By developing processes that document program implementation and create formal standards for program execution, training agencies and authorities to build each agency's processes, and ensuring all processes include program, legal, and procurement as stakeholders in program execution, the DMWBD can standardize program operations, structure, and culture. Evaluating each agency and authority's development and implementation of these processes and providing support from the other DMWBD units to ensure the agencies and authorities are trained and supported by the DMWBD to ensure their adoption will help to ensure that the DMWBD's policies and standards are being implemented effectively.

## Implement Discretionary Purchase Tracking and Training

Implement comprehensive tracking of discretionary purchase awards by agency/authority, category, ethnicity, and region, facilitating informed decision-making and increased MWBE utilization.

### Selected Practices

- California: The California Public Contract Code Section 10720 authorizes state agencies to make discretionary purchases up to \$100,000 without formal competitive bidding<sup>144</sup>.
- Maryland: The State of Maryland deems procurements which do not exceed \$100,000<sup>145</sup> in price as Small Procurements (SP). The State encourages agencies to contact certified minority-, women-, veteran owned small-, and small business enterprises in addition to any other prospective vendors to solicit bids/offers. Any SP may be designated as a Small Business Reserve<sup>146</sup> procurement to allow small businesses to compete against other small businesses instead of larger, more established companies for contract awards. Once a solicitation has been designated as “SBR,” an award can only be made to a registered SBR vendor.

## Provide Increased Access to Capital

On March 11, 2021, President Biden signed the American Rescue Plan Act of 2021, which provided \$10 billion to fund the State Small Business Credit Initiative (SSBCI). Through SSBCI, Treasury will provide funds to states, the District of Columbia, territories, and Tribal governments for small business credit support and investment programs. These funds can be used to provide targeted access to MWBE firms specifically tailored to their needs. This helps address the financial barriers that MWBEs often face and enables them to compete on a level playing field.

### To Increase access to capital, New York State should continue to do the following:

1. Leveraging SSBCI Funds:
  - Maintain and operate New York State’s dedicated loan programs and investment funds which help to support MWBEs (as well as other target populations in accordance with applicable federal requirements). Continue working with community development financial institutions (CDFIs) and minority-owned banks to expand lending capacity and offer specialized loan products tailored to MWBE needs.
  - Implement loan guarantee programs to reduce risk for lenders and incentivize increased financing for MWBEs (as well as other target populations in accordance with applicable federal requirements).
2. Enhancing Outreach and Education:
  - Conduct workshops and training sessions to educate MWBEs on various financing options, loan application procedures, and financial management best practices.

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<sup>144</sup> “Ca. Pub. Cont. Code § 20211” Cal. Pub. Contract Code § 20211

<sup>145</sup> The Maryland Department of General Services and Maryland Department of Transportation are authorized for construction contracts up to \$100,000 per SFP 13-109.

<sup>146</sup> SFP Title 14, Subtitle 5; COMAR 21.11.01.06

- Develop and distribute informational resources in multiple languages, outlining available government programs, grants, and loan opportunities for MWBEs.
- Continue providing easily accessible information and resources on access to capital for MWBEs.

### 3. Fostering Equity Investment Opportunities:

- Partner with venture capital firms and angel investors to support investment funds focusing on MWBEs in high-growth sectors.
- Implement tax incentives or matching grant programs to encourage private sector investment in MWBEs.
- Facilitate networking opportunities and connect MWBEs with potential investors through conferences, pitch events, and mentorship programs.

### 4. Monitoring and Evaluation:

- Track the utilization of capital access programs and investment initiatives, analyzing their impact on MWBE business growth, job creation, and contract awards.
- Regularly assess the effectiveness of implemented strategies and adapt them based on data insights and stakeholder feedback to ensure continuous improvement.

### Examples of Similar Efforts

- California: The California Infrastructure and Economic Development Bank (I-Bank) offers loan programs and technical assistance specifically designed to support contractors seeking financing for public works projects.
- Massachusetts: The Massachusetts Supplier Diversity Office (SDO) partners with various organizations to offer capital access programs, such as loan guarantee programs and venture capital funds, specifically targeted at MWBEs.

By strategically utilizing SSBCI funds, providing targeted financial education, and encouraging equity investment opportunities, New York State can empower MWBEs to overcome capital barriers and compete effectively in government contracting. This will not only enhance MWBE success but also contribute to a more equitable and vibrant economy within the state.

## 8.3.2 Race- and Gender-Specific Recommendations

### Implement Data Collection for Businesses Owned by Indian Nations and Tribes

Addressing the limitations and challenges in collecting data for businesses owned by Indian nations or tribes is crucial for including them in future disparity analyses and promoting their fair and equitable inclusion.

#### Current Limitations and Challenges:

- Lack of Standardized Definitions: Definitions of "tribal-owned businesses" can vary across agencies and data sources, hindering accurate identification and aggregation of data.
- Limited Data Availability: Many tribal-owned businesses operate informally or lack online presence, making them difficult to track through traditional data collection methods.
- Privacy Concerns: Tribal nations might have specific data privacy protocols or sensitivities around sharing business information, requiring culturally appropriate data collection approaches.
- Resource Constraints: Tribal governments and organizations may lack the resources and capacity to conduct comprehensive data collection and disparity studies independently.

#### Recommendations for Addressing Limitations:

1. Collaboration and Partnership:
  - Establish collaborative partnerships with tribal governments and organizations to understand their needs and concerns regarding data collection and disparity studies.
  - Seek guidance from tribal communities on culturally appropriate data collection methods and ensure their involvement in all stages of the research process.
  - Partner with tribal colleges and universities to leverage their expertise and resources in data collection and analysis.
2. Standardized Definitions and Data Sources:
  - Develop a standardized definition of "tribal-owned businesses" in collaboration with tribal representatives, considering federal guidelines and tribal specificities.
  - Utilize diverse data sources beyond traditional business databases, including tribal directories, tribal government records, and community networks.
3. Building Trust and Addressing Privacy Concerns:
  - Clearly communicate the purpose and intended use of collected data, ensuring transparency and addressing potential privacy concerns.
  - Develop data-sharing agreements and protocols that adhere to tribal data sovereignty principles and ensure data security.

- Offer opportunities for tribal communities to review and provide feedback on data collection methods.
4. Capacity Building and Resource Sharing:
- Provide training and technical assistance to tribal communities.
  - Share best practices and resources from other states and organizations with proven success in collecting data for tribal businesses.
  - Consider allocating research grants or funding opportunities specifically for tribal governments and organizations to conduct their own data collection and disparity studies.

#### **Examples of Similar Efforts:**

- Minnesota: The Minnesota Department of Administration collaborates with tribal partners to conduct disparity studies and implement targeted initiatives to increase opportunities for tribal businesses in state contracting.
- Washington: The Washington State Department of General Administration established a Tribal Business Advocate position to facilitate data collection, conduct disparity studies, and advocate for policy changes to support tribal business participation in state contracts.
- Montana: The Montana Department of Administration partners with tribal governments and organizations to develop a centralized directory of tribal businesses and offer training programs on government contracting procedures.

### **Establish and Implement Contract Specific Goals**

To ensure all MWBE firms in the Relevant Market Area have opportunities to compete on all procurement, project-specific subcontracting goals should continue to be established where there is availability for specific scopes of work across all industry categories, taking into account the project estimated cost historical utilization of MWBE on identical or similar projects. Project-specific subcontract goals will assist the State in addressing identified disparities found in this report.

### **Narrowly Tailored MWBE Program**

Any new MWBE Program implemented to address the findings of this study should be narrowly tailored to specifically address the identified disparity in accordance with guidance from case law regarding race-conscious procurement programs. Developments in court cases involving federal disadvantaged business enterprise (DBE) programs provide important insight into the design of local MWBE programs. Federal courts have consistently found DBE regulations in 49 CFR 26 to be narrowly tailored. The federal DBE program has the features in [Table 8-7](#) that contribute to this characterization as a narrowly tailored remedial procurement preference program. The State should adopt these features in any new MWBE program.

TABLE 8-7.  
NARROWLY TAILORED MWBE PROGRAM FEATURES

NARROWLY TAILORED GOAL-SETTING FEATURES	DBE REGULATIONS
NYS should not use MWBE quotas.	49 CFR 26(43)(a)
NYS should use race- or gender-conscious set-asides only in extreme cases.	49 CFR 26(43)(b)
NYS should meet the maximum number of MWBE goals through race-neutral means.	49 CFR 26(51)(a)

Source: Suggested features in a proposed narrowly tailored MWBE program based on USDOT 49 CFR 26.

### Aspirational Goals Methodology

Currently, New York State has a 30% MWBE aspirational goal. Estimates of MWBE availability in the State's market area provide the starting point for statewide annual aspirational goals for contracting across all industry categories. As the State continues to review its achievement toward the annual aspirational goals, it should assess whether race-and gender-based remedies are necessary for all industry categories. New York State should first start with current MWBE availability and determine, based on the private sector formation rates, and possibly utilization rates, if aspirational goals should be gradually updated with the goal of eventually aligning with the availability results found in this study.

New York State goal setting can be done in conjunction with programmatic policies. It should be noted that aspirational goals should not be applied rigidly to every individual procurement. Instead, MWBE goals should vary from project to project. Future adjustments to the State's aspirational goals should be based on relative availability and adjusted as needed.

### 8.3.3 Selected Industry Practices

#### Outreach and Education

State MWBE programs actively engage in outreach and education efforts to raise awareness about the benefits of certification and government contracting opportunities. Conduct workshops, webinars, and networking events to educate MWBEs about the process and provide them with the necessary tools to succeed. Part of the outreach initiative should include updating and maintaining MWBE databases which may be out-of-date.

Robust outreach and education efforts are critical for maximizing the effectiveness of any MWBE program. By actively engaging with potential MWBEs and providing them with the knowledge and resources necessary to succeed, New York State can significantly increase program participation and drive MWBE success in government contracting.

#### Current Challenges:

- Limited Awareness and Understanding: Many MWBEs may not be aware of the benefits of certification and government contracting opportunities, hindering program participation.
- Lack of Access to Resources and Training: Insufficient access to workshops, webinars, and networking events leaves MWBEs unprepared to navigate the certification process and compete effectively for contracts.
- Outdated MWBE Databases: Inaccurate or out-of-date information in MWBE databases can limit visibility and hinder agencies' ability to connect with qualified MWBE vendors.

#### Recommendations for Enhanced Outreach and Education:

1. Targeted Outreach Campaigns:
  - Develop and implement targeted outreach campaigns using diverse communication channels (multilingual websites, social media, community events) to reach MWBEs across various industries and geographies.
  - Partner with community organizations, business associations, and chambers of commerce to amplify outreach efforts and leverage existing networks.
2. Comprehensive Training and Resources:
  - Offer a variety of workshops, webinars, and training programs focused on different aspects of government contracting, including the certification process, proposal writing, marketing, and financial management.
  - Develop and distribute user-friendly guides, infographics, and other resource materials explaining program benefits, eligibility requirements, and best practices.
3. Regular Networking Events:

- Organize networking events and matchmaking sessions to connect MWBEs with contracting officers, prime contractors, and other businesses, fostering collaboration and partnership opportunities.
  - Participate in industry conferences and trade shows to increase program visibility and connect with potential MWBE participants.
4. MWBE Database Maintenance:
- Implement proactive measures to ensure MWBE databases are accurate and up to date, including automated verification processes and user-friendly update mechanisms.
  - Leverage technology to categorize and filter database entries based on industry, location, and capabilities, facilitating efficient matchmaking between agencies and qualified MWBEs.
5. Performance Tracking and Evaluation:
- Regularly track and analyze outreach and education program data, including participation rates, knowledge acquisition, and contract awards and spend.
  - Utilize data insights to refine program strategies, optimize resource allocation, and measure program effectiveness in driving MWBE participation and success.

**Similar Government Entities:**

- Massachusetts: The Massachusetts Supplier Diversity Office (SDO) hosts regular networking events and training sessions, offers a comprehensive online resource library, and maintains an updated MWBE database with user-friendly search features.
- Maryland: The Maryland Department of Transportation (MDOT) actively partners with community organizations and business associations to reach MWBEs, provides on-site training workshops, and utilizes an interactive online directory of certified MWBEs.

By investing in robust outreach and education initiatives, New York State can unlock the full potential of its MWBE program. By connecting MWBEs with valuable resources, building their capacity, and ensuring accurate database information, New York can build a thriving MWBE community and facilitate their participation and success in government contracting, ultimately contributing to a more equitable and prosperous state economy.

# Empire State Development

## 2024 Disparity Study - Appendix

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# Appendix A

## A. Detailed Product Market Analysis

Note: All percentages in the **Table A-1** to **Table A-5** are rounded to two decimal places for simplicity and clarity. Consequently, a percentage displayed as 0.00% does not imply that the value is exactly zero, but rather that it is a very small percentage of the total, too small to be represented within two decimal places.

TABLE A-A-1.  
NEW YORK STATE PRODUCT MARKET AREA  
ALL NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
524114	Direct Health and Medical Insurance Carriers	\$33,967,086,984.01	11.18%	11.18%
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	\$28,823,191,545.63	9.49%	20.67%
623110	Nursing Care Facilities (Skilled Nursing Facilities)	\$11,214,463,333.53	3.69%	24.36%
423840	Industrial Supplies Merchant Wholesalers	\$9,558,609,413.84	3.15%	27.51%
541330	Engineering Services	\$8,260,093,508.90	2.72%	30.23%
238210	Electrical Contractors and Other Wiring Installation Contractors	\$7,299,814,740.95	2.40%	32.63%
336510	Railroad Rolling Stock Manufacturing	\$5,730,321,448.01	1.89%	34.52%
541618	Other Management Consulting Services	\$5,553,261,319.16	1.83%	36.35%
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	\$5,403,808,914.03	1.78%	38.13%
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	\$5,361,688,174.20	1.77%	39.89%
541611	Administrative Management and General Management Consulting Services	\$5,012,738,021.47	1.65%	41.54%
236220	Commercial and Institutional Building Construction	\$5,009,137,726.57	1.65%	43.19%
561990	All Other Support Services	\$4,877,437,205.09	1.61%	44.80%
541512	Computer Systems Design Services	\$4,830,720,897.72	1.59%	46.39%
621610	Home Health Care Services	\$4,457,345,071.28	1.47%	47.86%
237310	Highway, Street, and Bridge Construction	\$4,407,551,321.52	1.45%	49.31%
541511	Custom Computer Programming Services	\$4,365,250,793.23	1.44%	50.75%
541620	Environmental Consulting Services	\$4,182,394,001.28	1.38%	52.12%
621491	HMO Medical Centers	\$3,837,034,205.39	1.26%	53.39%
336390	Other Motor Vehicle Parts Manufacturing	\$3,353,959,201.68	1.10%	54.49%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	\$3,339,394,047.16	1.10%	55.59%
441310	Automotive Parts and Accessories Stores	\$3,314,828,308.38	1.09%	56.68%
423830	Industrial Machinery and Equipment Merchant Wholesalers	\$3,262,637,187.46	1.07%	57.75%
446110	Pharmacies and Drug Stores	\$3,135,854,278.69	1.03%	58.79%
622110	General Medical and Surgical Hospitals	\$2,898,405,615.47	0.95%	59.74%
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$2,805,997,470.34	0.92%	60.67%
925120	Administration of Urban Planning and Community and Rural Development	\$2,793,324,064.71	0.92%	61.59%
488210	Support Activities for Rail Transportation	\$2,610,100,225.84	0.86%	62.44%
561311	Employment Placement Agencies	\$2,505,448,404.14	0.82%	63.27%
541310	Architectural Services	\$2,448,564,112.04	0.81%	64.08%
238990	All Other Specialty Trade Contractors	\$2,402,416,218.33	0.79%	64.87%
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	\$2,320,644,474.51	0.76%	65.63%
425120	Wholesale Trade Agents and Brokers	\$2,177,755,340.63	0.72%	66.35%
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	\$2,161,781,067.18	0.71%	67.06%
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	\$2,022,803,787.87	0.67%	67.73%
541519	Other Computer Related Services	\$1,787,144,078.57	0.59%	68.31%
813410	Civic and Social Organizations	\$1,745,632,084.12	0.57%	68.89%
561720	Janitorial Services	\$1,743,005,500.61	0.57%	69.46%
423110	Automobile and Other Motor Vehicle Merchant Wholesalers	\$1,683,906,930.94	0.55%	70.02%
444130	Hardware Stores	\$1,620,466,144.80	0.53%	70.55%
541370	Surveying and Mapping (except Geophysical) Services	\$1,568,088,811.21	0.52%	71.07%
523910	Miscellaneous Intermediation	\$1,553,063,670.24	0.51%	71.58%
238140	Masonry Contractors	\$1,479,188,633.71	0.49%	72.06%
624120	Services for the Elderly and Persons with Disabilities	\$1,433,474,253.00	0.47%	72.54%
339113	Surgical Appliance and Supplies Manufacturing	\$1,430,427,637.06	0.47%	73.01%
441110	New Car Dealers	\$1,423,332,472.03	0.47%	73.48%
562119	Other Waste Collection	\$1,364,936,147.30	0.45%	73.93%
238110	Poured Concrete Foundation and Structure Contractors	\$1,363,104,164.64	0.45%	74.37%
561499	All Other Business Support Services	\$1,354,744,612.43	0.45%	74.82%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
334111	Electronic Computer Manufacturing	\$1,350,459,536.30	0.44%	75.26%
561320	Temporary Help Services	\$1,305,361,296.51	0.43%	75.69%
238120	Structural Steel and Precast Concrete Contractors	\$1,251,826,585.87	0.41%	76.11%
332312	Fabricated Structural Metal Manufacturing	\$1,227,832,447.83	0.40%	76.51%
531120	Lessors of Nonresidential Buildings (except Miniwarehouses)	\$1,182,564,409.74	0.39%	76.90%
484110	General Freight Trucking, Local	\$1,160,401,996.93	0.38%	77.28%
485113	Bus and Other Motor Vehicle Transit Systems	\$1,132,008,924.83	0.37%	77.66%
517919	All Other Telecommunications	\$1,114,762,788.82	0.37%	78.02%
238320	Painting and Wall Covering Contractors	\$1,067,304,572.98	0.35%	78.37%
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	\$1,065,810,310.23	0.35%	78.72%
238910	Site Preparation Contractors	\$1,061,378,733.99	0.35%	79.07%
337214	Office Furniture (except Wood) Manufacturing	\$1,048,083,568.26	0.35%	79.42%
485320	Limousine Service	\$1,044,671,895.61	0.34%	79.76%
561612	Security Guards and Patrol Services	\$1,020,626,339.47	0.34%	80.10%
518210	Data Processing, Hosting, and Related Services	\$998,044,949.10	0.33%	80.43%
334419	Other Electronic Component Manufacturing	\$978,472,335.93	0.32%	80.75%
423810	Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers	\$950,764,916.28	0.31%	81.06%
611420	Computer Training	\$942,067,857.06	0.31%	81.37%
324121	Asphalt Paving Mixture and Block Manufacturing	\$856,018,638.04	0.28%	81.65%
541990	All Other Professional, Scientific, and Technical Services	\$822,833,240.56	0.27%	81.93%
541690	Other Scientific and Technical Consulting Services	\$762,082,527.10	0.25%	82.18%
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing	\$758,451,722.83	0.25%	82.43%
562910	Remediation Services	\$740,213,656.34	0.24%	82.67%
423990	Other Miscellaneous Durable Goods Merchant Wholesalers	\$729,264,706.62	0.24%	82.91%
484220	Specialized Freight (except Used Goods) Trucking, Local	\$715,358,582.03	0.24%	83.15%
493110	General Warehousing and Storage	\$707,536,196.61	0.23%	83.38%
511210	Software Publishers	\$685,240,391.20	0.23%	83.60%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423730	Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers	\$681,379,939.75	0.22%	83.83%
423390	Other Construction Material Merchant Wholesalers	\$675,656,216.73	0.22%	84.05%
611310	Colleges, Universities, and Professional Schools	\$669,071,008.26	0.22%	84.27%
423320	Brick, Stone, and Related Construction Material Merchant Wholesalers	\$654,435,227.59	0.22%	84.49%
524210	Insurance Agencies and Brokerages	\$652,633,746.73	0.21%	84.70%
541614	Process, Physical Distribution, and Logistics Consulting Services	\$636,514,888.35	0.21%	84.91%
323111	Commercial Printing (except Screen and Books)	\$628,069,611.09	0.21%	85.12%
336120	Heavy Duty Truck Manufacturing	\$588,397,060.94	0.19%	85.31%
541810	Advertising Agencies	\$557,079,762.41	0.18%	85.49%
561611	Investigation Services	\$541,742,489.29	0.18%	85.67%
236115	New Single-Family Housing Construction (except For-Sale Builders)	\$530,483,072.04	0.17%	85.85%
611710	Educational Support Services	\$528,348,757.96	0.17%	86.02%
424990	Other Miscellaneous Nondurable Goods Merchant Wholesalers	\$526,490,106.56	0.17%	86.20%
541380	Testing Laboratories	\$526,180,166.97	0.17%	86.37%
333249	Other Industrial Machinery Manufacturing	\$526,149,571.98	0.17%	86.54%
561730	Landscaping Services	\$523,533,267.58	0.17%	86.71%
237110	Water and Sewer Line and Related Structures Construction	\$517,850,121.43	0.17%	86.88%
561621	Security Systems Services (except Locksmiths)	\$514,621,538.22	0.17%	87.05%
325180	Other Basic Inorganic Chemical Manufacturing	\$505,569,412.81	0.17%	87.22%
532120	Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing	\$499,063,060.29	0.16%	87.38%
541211	Offices of Certified Public Accountants	\$492,059,761.44	0.16%	87.55%
713990	All Other Amusement and Recreation Industries	\$481,680,780.47	0.16%	87.71%
561110	Office Administrative Services	\$481,236,742.75	0.16%	87.86%
423710	Hardware Merchant Wholesalers	\$476,739,442.28	0.16%	88.02%
482111	Line-Haul Railroads	\$476,194,456.18	0.16%	88.18%
811111	General Automotive Repair	\$469,067,297.46	0.15%	88.33%
485991	Special Needs Transportation	\$460,963,456.18	0.15%	88.48%
441228	Motorcycle, ATV, and All Other Motor Vehicle Dealers	\$458,165,841.37	0.15%	88.63%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
541350	Building Inspection Services	\$440,247,391.36	0.14%	88.78%
237990	Other Heavy and Civil Engineering Construction	\$433,600,428.04	0.14%	88.92%
517911	Telecommunications Resellers	\$428,880,873.92	0.14%	89.06%
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing	\$423,637,975.63	0.14%	89.20%
485111	Mixed Mode Transit Systems	\$423,477,518.10	0.14%	89.34%
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$408,711,027.71	0.13%	89.48%
237130	Power and Communication Line and Related Structures Construction	\$408,658,015.78	0.13%	89.61%
423690	Other Electronic Parts and Equipment Merchant Wholesalers	\$402,457,026.32	0.13%	89.74%
424410	General Line Grocery Merchant Wholesalers	\$392,583,014.49	0.13%	89.87%
485410	School and Employee Bus Transportation	\$379,441,062.37	0.12%	90.00%
453210	Office Supplies and Stationery Stores	\$377,835,232.47	0.12%	90.12%
333921	Elevator and Moving Stairway Manufacturing	\$377,004,486.59	0.12%	90.25%
325510	Paint and Coating Manufacturing	\$372,961,953.89	0.12%	90.37%
424120	Stationery and Office Supplies Merchant Wholesalers	\$372,105,116.67	0.12%	90.49%
551112	Offices of Other Holding Companies	\$366,811,749.40	0.12%	90.61%
424130	Industrial and Personal Service Paper Merchant Wholesalers	\$362,566,607.48	0.12%	90.73%
423210	Furniture Merchant Wholesalers	\$360,308,216.53	0.12%	90.85%
238160	Roofing Contractors	\$357,013,204.03	0.12%	90.97%
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing	\$356,039,644.69	0.12%	91.09%
424690	Other Chemical and Allied Products Merchant Wholesalers	\$354,106,374.43	0.12%	91.20%
454310	Fuel Dealers	\$349,894,545.80	0.12%	91.32%
424110	Printing and Writing Paper Merchant Wholesalers	\$347,240,665.50	0.11%	91.43%
541612	Human Resources Consulting Services	\$342,821,318.34	0.11%	91.54%
238310	Drywall and Insulation Contractors	\$340,543,096.35	0.11%	91.66%
333912	Air and Gas Compressor Manufacturing	\$340,480,453.24	0.11%	91.77%
335932	Noncurrent-Carrying Wiring Device Manufacturing	\$334,944,823.73	0.11%	91.88%
621330	Offices of Mental Health Practitioners (except Physicians)	\$327,274,939.98	0.11%	91.99%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
238290	Other Building Equipment Contractors	\$325,946,671.31	0.11%	92.09%
333618	Other Engine Equipment Manufacturing	\$318,300,811.70	0.10%	92.20%
531110	Lessors of Residential Buildings and Dwellings	\$314,889,742.90	0.10%	92.30%
541320	Landscape Architectural Services	\$291,806,485.99	0.10%	92.40%
517312	Wireless Telecommunications Carriers (except Satellite)	\$278,930,259.61	0.09%	92.49%
221210	Natural Gas Distribution	\$277,521,819.24	0.09%	92.58%
517311	Wired Telecommunications Carriers	\$273,114,300.55	0.09%	92.67%
713210	Casinos (except Casino Hotels)	\$272,300,000.00	0.09%	92.76%
541930	Translation and Interpretation Services	\$254,961,309.77	0.08%	92.85%
221114	Solar Electric Power Generation	\$251,950,954.33	0.08%	92.93%
221122	Electric Power Distribution	\$248,402,491.38	0.08%	93.01%
236118	Residential Remodelers	\$247,950,704.51	0.08%	93.09%
532412	Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing	\$247,255,989.92	0.08%	93.17%
541613	Marketing Consulting Services	\$245,677,130.20	0.08%	93.25%
813910	Business Associations	\$234,215,189.14	0.08%	93.33%
511130	Book Publishers	\$225,369,582.20	0.07%	93.41%
488490	Other Support Activities for Road Transportation	\$224,173,942.58	0.07%	93.48%
331110	Iron and Steel Mills and Ferroalloy Manufacturing	\$223,470,336.77	0.07%	93.55%
327320	Ready-Mix Concrete Manufacturing	\$223,036,864.98	0.07%	93.63%
621511	Medical Laboratories	\$222,598,804.47	0.07%	93.70%
423310	Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers	\$221,522,569.11	0.07%	93.77%
322121	Paper (except Newsprint) Mills	\$217,810,179.47	0.07%	93.84%
335911	Storage Battery Manufacturing	\$216,023,269.35	0.07%	93.91%
621111	Offices of Physicians (except Mental Health Specialists)	\$213,273,829.79	0.07%	93.99%
524126	Direct Property and Casualty Insurance Carriers	\$213,178,033.99	0.07%	94.06%
334290	Other Communications Equipment Manufacturing	\$210,821,969.07	0.07%	94.12%
611110	Elementary and Secondary Schools	\$208,834,580.00	0.07%	94.19%
312112	Bottled Water Manufacturing	\$203,428,528.34	0.07%	94.26%
484210	Used Household and Office Goods Moving	\$200,530,547.97	0.07%	94.33%
562111	Solid Waste Collection	\$199,418,706.42	0.07%	94.39%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
441320	Tire Dealers	\$191,271,768.51	0.06%	94.46%
423620	Household Appliances, Electric Housewares, and Consumer Electronics Merchant Wholesalers	\$185,877,772.27	0.06%	94.52%
523930	Investment Advice	\$185,154,977.19	0.06%	94.58%
448190	Other Clothing Stores	\$183,712,250.94	0.06%	94.64%
562219	Other Nonhazardous Waste Treatment and Disposal	\$179,966,626.61	0.06%	94.70%
541513	Computer Facilities Management Services	\$176,510,493.66	0.06%	94.76%
238350	Finish Carpentry Contractors	\$175,239,800.20	0.06%	94.81%
532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing	\$175,130,628.76	0.06%	94.87%
333318	Other Commercial and Service Industry Machinery Manufacturing	\$174,458,315.05	0.06%	94.93%
486910	Pipeline Transportation of Refined Petroleum Products	\$174,300,828.80	0.06%	94.99%
541111	Offices of Lawyers	\$170,903,129.16	0.06%	95.04%
332722	Bolt, Nut, Screw, Rivet, and Washer Manufacturing	\$170,619,804.76	0.06%	95.10%
238190	Other Foundation, Structure, and Building Exterior Contractors	\$170,270,796.84	0.06%	95.15%
236210	Industrial Building Construction	\$169,632,681.07	0.06%	95.21%
333242	Semiconductor Machinery Manufacturing	\$169,266,748.31	0.06%	95.27%
488119	Other Airport Operations	\$169,128,978.00	0.06%	95.32%
453998	All Other Miscellaneous Store Retailers (except Tobacco Stores)	\$168,797,513.03	0.06%	95.38%
321113	Sawmills	\$168,354,414.07	0.06%	95.43%
485999	All Other Transit and Ground Passenger Transportation	\$167,559,006.63	0.06%	95.49%
322230	Stationery Product Manufacturing	\$167,429,952.87	0.06%	95.54%
444190	Other Building Material Dealers	\$166,258,354.34	0.05%	95.60%
484121	General Freight Trucking, Long-Distance, Truckload	\$163,099,527.98	0.05%	95.65%
334310	Audio and Video Equipment Manufacturing	\$162,328,730.75	0.05%	95.70%
315190	Other Apparel Knitting Mills	\$162,254,111.65	0.05%	95.76%
324110	Petroleum Refineries	\$162,011,565.16	0.05%	95.81%
339950	Sign Manufacturing	\$161,518,849.89	0.05%	95.86%
923120	Administration of Public Health Programs	\$160,772,985.24	0.05%	95.92%
922190	Other Justice, Public Order, and Safety Activities	\$158,130,888.56	0.05%	95.97%
541922	Commercial Photography	\$157,467,748.26	0.05%	96.02%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
522110	Commercial Banking	\$157,098,237.07	0.05%	96.07%
531210	Offices of Real Estate Agents and Brokers	\$155,903,269.34	0.05%	96.12%
511199	All Other Publishers	\$155,185,371.20	0.05%	96.18%
238390	Other Building Finishing Contractors	\$154,449,633.99	0.05%	96.23%
312111	Soft Drink Manufacturing	\$154,280,925.27	0.05%	96.28%
624230	Emergency and Other Relief Services	\$150,567,944.23	0.05%	96.33%
621999	All Other Miscellaneous Ambulatory Health Care Services	\$149,693,320.11	0.05%	96.38%
541830	Media Buying Agencies	\$149,578,751.88	0.05%	96.42%
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	\$145,962,344.71	0.05%	96.47%
541360	Geophysical Surveying and Mapping Services	\$144,047,907.73	0.05%	96.52%
561421	Telephone Answering Services	\$139,070,757.73	0.05%	96.57%
524128	Other Direct Insurance (except Life, Health, and Medical) Carriers	\$139,029,727.45	0.05%	96.61%
624190	Other Individual and Family Services	\$138,365,744.24	0.05%	96.66%
532420	Office Machinery and Equipment Rental and Leasing	\$135,370,003.90	0.04%	96.70%
488999	All Other Support Activities for Transportation	\$129,167,821.17	0.04%	96.74%
522210	Credit Card Issuing	\$128,353,163.31	0.04%	96.79%
541910	Marketing Research and Public Opinion Polling	\$126,973,388.42	0.04%	96.83%
511110	Newspaper Publishers	\$126,202,590.72	0.04%	96.87%
221118	Other Electric Power Generation	\$124,951,011.74	0.04%	96.91%
621320	Offices of Optometrists	\$122,072,653.69	0.04%	96.95%
238130	Framing Contractors	\$120,315,916.03	0.04%	96.99%
445110	Supermarkets and Other Grocery (except Convenience) Stores	\$117,361,330.85	0.04%	97.03%
238330	Flooring Contractors	\$115,955,717.85	0.04%	97.07%
922160	Fire Protection	\$115,622,306.59	0.04%	97.11%
541199	All Other Legal Services	\$115,262,495.94	0.04%	97.14%
813319	Other Social Advocacy Organizations	\$112,142,855.49	0.04%	97.18%
325412	Pharmaceutical Preparation Manufacturing	\$109,842,391.31	0.04%	97.22%
332994	Small Arms, Ordnance, and Ordnance Accessories Manufacturing	\$106,768,593.77	0.04%	97.25%
541820	Public Relations Agencies	\$105,666,361.21	0.03%	97.29%
812320	Drycleaning and Laundry Services (except Coin-Operated)	\$104,310,394.21	0.03%	97.32%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423510	Metal Service Centers and Other Metal Merchant Wholesalers	\$101,698,842.64	0.03%	97.35%
624310	Vocational Rehabilitation Services	\$101,084,504.06	0.03%	97.39%
423220	Home Furnishing Merchant Wholesalers	\$99,214,026.68	0.03%	97.42%
238150	Glass and Glazing Contractors	\$97,280,432.57	0.03%	97.45%
423490	Other Professional Equipment and Supplies Merchant Wholesalers	\$92,507,789.84	0.03%	97.48%
485119	Other Urban Transit Systems	\$90,987,185.92	0.03%	97.51%
562991	Septic Tank and Related Services	\$88,259,890.55	0.03%	97.54%
621498	All Other Outpatient Care Centers	\$87,536,228.00	0.03%	97.57%
238340	Tile and Terrazzo Contractors	\$87,071,353.96	0.03%	97.60%
812331	Linen Supply	\$85,559,811.90	0.03%	97.63%
541430	Graphic Design Services	\$84,889,238.92	0.03%	97.66%
515210	Cable and Other Subscription Programming	\$82,621,746.60	0.03%	97.68%
511140	Directory and Mailing List Publishers	\$81,319,555.00	0.03%	97.71%
611430	Professional and Management Development Training	\$80,800,412.91	0.03%	97.74%
522291	Consumer Lending	\$80,753,021.38	0.03%	97.76%
541410	Interior Design Services	\$80,190,605.04	0.03%	97.79%
722310	Food Service Contractors	\$79,585,215.97	0.03%	97.82%
488190	Other Support Activities for Air Transportation	\$79,307,895.80	0.03%	97.84%
519110	News Syndicates	\$79,074,491.87	0.03%	97.87%
333413	Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing	\$79,011,532.46	0.03%	97.89%
237120	Oil and Gas Pipeline and Related Structures Construction	\$78,134,351.78	0.03%	97.92%
424490	Other Grocery and Related Products Merchant Wholesalers	\$77,268,549.43	0.03%	97.95%
335314	Relay and Industrial Control Manufacturing	\$77,021,143.64	0.03%	97.97%
327110	Pottery, Ceramics, and Plumbing Fixture Manufacturing	\$76,589,765.90	0.03%	98.00%
221310	Water Supply and Irrigation Systems	\$76,568,647.83	0.03%	98.02%
311615	Poultry Processing	\$76,157,511.29	0.03%	98.05%
813312	Environment, Conservation and Wildlife Organizations	\$73,274,234.92	0.02%	98.07%
236116	New Multifamily Housing Construction (except For-Sale Builders)	\$72,421,204.47	0.02%	98.09%
325120	Industrial Gas Manufacturing	\$72,352,299.57	0.02%	98.12%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
212393	Other Chemical and Fertilizer Mineral Mining	\$71,286,062.89	0.02%	98.14%
922130	Legal Counsel and Prosecution	\$70,645,669.42	0.02%	98.16%
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	\$70,618,734.13	0.02%	98.19%
485210	Interurban and Rural Bus Transportation	\$69,276,899.00	0.02%	98.21%
481112	Scheduled Freight Air Transportation	\$68,766,354.72	0.02%	98.23%
812930	Parking Lots and Garages	\$68,310,347.59	0.02%	98.26%
451211	Book Stores	\$67,302,369.00	0.02%	98.28%
339112	Surgical and Medical Instrument Manufacturing	\$66,302,195.47	0.02%	98.30%
921110	Executive Offices	\$64,870,921.22	0.02%	98.32%
813311	Human Rights Organizations	\$61,118,647.68	0.02%	98.34%
561710	Exterminating and Pest Control Services	\$60,860,643.54	0.02%	98.36%
813990	Other Similar Organizations (except Business, Professional, Labor, and Political Organizations)	\$60,266,307.06	0.02%	98.38%
423330	Roofing, Siding, and Insulation Material Merchant Wholesalers	\$59,886,719.29	0.02%	98.40%
551114	Corporate, Subsidiary, and Regional Managing Offices	\$59,247,485.44	0.02%	98.42%
212319	Other Crushed and Broken Stone Mining and Quarrying	\$59,046,926.27	0.02%	98.44%
621910	Ambulance Services	\$58,558,819.78	0.02%	98.46%
624110	Child and Youth Services	\$57,277,635.00	0.02%	98.48%
441120	Used Car Dealers	\$57,250,000.00	0.02%	98.50%
454110	Electronic Shopping and Mail-Order Houses	\$56,705,699.03	0.02%	98.52%
488510	Freight Transportation Arrangement	\$56,600,285.11	0.02%	98.53%
315990	Apparel Accessories and Other Apparel Manufacturing	\$56,440,564.77	0.02%	98.55%
713290	Other Gambling Industries	\$54,647,335.00	0.02%	98.57%
561450	Credit Bureaus	\$54,233,819.00	0.02%	98.59%
446199	All Other Health and Personal Care Stores	\$52,331,138.52	0.02%	98.61%
561492	Court Reporting and Stenotype Services	\$51,540,306.01	0.02%	98.62%
611519	Other Technical and Trade Schools	\$49,338,443.92	0.02%	98.64%
333120	Construction Machinery Manufacturing	\$49,241,048.69	0.02%	98.65%
813211	Grantmaking Foundations	\$48,928,762.28	0.02%	98.67%
424470	Meat and Meat Product Merchant Wholesalers	\$48,527,598.90	0.02%	98.69%
813920	Professional Organizations	\$46,872,386.92	0.02%	98.70%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
237210	Land Subdivision	\$46,595,229.53	0.02%	98.72%
561790	Other Services to Buildings and Dwellings	\$46,197,025.44	0.02%	98.73%
541110	Offices of Lawyers	\$46,105,232.76	0.02%	98.75%
337211	Wood Office Furniture Manufacturing	\$45,454,663.47	0.01%	98.76%
311511	Fluid Milk Manufacturing	\$45,238,779.32	0.01%	98.78%
541490	Other Specialized Design Services	\$45,010,523.16	0.01%	98.79%
453991	Tobacco Stores	\$44,777,949.90	0.01%	98.81%
624410	Child Day Care Services	\$44,453,262.45	0.01%	98.82%
423410	Photographic Equipment and Supplies Merchant Wholesalers	\$44,406,517.30	0.01%	98.84%
623220	Residential Mental Health and Substance Abuse Facilities	\$44,015,902.00	0.01%	98.85%
519130	Internet Publishing and Broadcasting and Web Search Portals	\$43,878,162.50	0.01%	98.87%
423820	Farm and Garden Machinery and Equipment Merchant Wholesalers	\$43,353,336.98	0.01%	98.88%
212312	Crushed and Broken Limestone Mining and Quarrying	\$42,972,683.75	0.01%	98.89%
212321	Construction Sand and Gravel Mining	\$42,749,341.70	0.01%	98.91%
423420	Office Equipment Merchant Wholesalers	\$42,728,689.67	0.01%	98.92%
311812	Commercial Bakeries	\$40,461,794.03	0.01%	98.94%
921140	Executive and Legislative Offices, Combined	\$40,433,015.57	0.01%	98.95%
532112	Passenger Car Leasing	\$40,199,756.00	0.01%	98.96%
485510	Charter Bus Industry	\$40,043,700.34	0.01%	98.98%
561440	Collection Agencies	\$39,403,796.37	0.01%	98.99%
424610	Plastics Materials and Basic Forms and Shapes Merchant Wholesalers	\$39,382,439.66	0.01%	99.00%
561622	Locksmiths	\$39,190,362.34	0.01%	99.01%
562211	Hazardous Waste Treatment and Disposal	\$38,296,776.52	0.01%	99.03%
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	\$38,062,151.88	0.01%	99.04%
561910	Packaging and Labeling Services	\$38,031,121.56	0.01%	99.05%
541219	Other Accounting Services	\$37,350,817.12	0.01%	99.06%
541420	Industrial Design Services	\$35,062,842.34	0.01%	99.08%
561599	All Other Travel Arrangement and Reservation Services	\$34,585,306.45	0.01%	99.09%
531390	Other Activities Related to Real Estate	\$34,419,374.68	0.01%	99.10%
327910	Abrasive Product Manufacturing	\$34,354,203.65	0.01%	99.11%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
334519	Other Measuring and Controlling Device Manufacturing	\$34,086,377.53	0.01%	99.12%
924110	Administration of Air and Water Resource and Solid Waste Management Programs	\$33,748,483.41	0.01%	99.13%
442110	Furniture Stores	\$33,733,124.05	0.01%	99.14%
221115	Wind Electric Power Generation	\$33,524,642.65	0.01%	99.15%
221320	Sewage Treatment Facilities	\$33,509,613.60	0.01%	99.17%
336330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	\$33,236,768.45	0.01%	99.18%
424430	Dairy Product (except Dried or Canned) Merchant Wholesalers	\$32,848,362.82	0.01%	99.19%
561312	Executive Search Services	\$32,346,677.36	0.01%	99.20%
336111	Automobile Manufacturing	\$31,946,496.32	0.01%	99.21%
811192	Car Washes	\$30,816,648.45	0.01%	99.22%
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	\$29,799,061.97	0.01%	99.23%
711110	Theater Companies and Dinner Theaters	\$29,549,738.16	0.01%	99.24%
522310	Mortgage and Nonmortgage Loan Brokers	\$29,533,202.53	0.01%	99.25%
621112	Offices of Physicians, Mental Health Specialists	\$29,130,892.70	0.01%	99.26%
445292	Confectionery and Nut Stores	\$28,767,493.56	0.01%	99.27%
448210	Shoe Stores	\$28,605,186.94	0.01%	99.28%
313210	Broadwoven Fabric Mills	\$28,553,923.39	0.01%	99.29%
926120	Regulation and Administration of Transportation Programs	\$28,397,521.64	0.01%	99.29%
326191	Plastics Plumbing Fixture Manufacturing	\$28,104,372.02	0.01%	99.30%
327390	Other Concrete Product Manufacturing	\$27,189,979.10	0.01%	99.31%
332323	Ornamental and Architectural Metal Work Manufacturing	\$27,144,052.93	0.01%	99.32%
711310	Promoters of Performing Arts, Sports, and Similar Events with Facilities	\$26,810,824.79	0.01%	99.33%
712110	Museums	\$26,223,665.96	0.01%	99.34%
621420	Outpatient Mental Health and Substance Abuse Centers	\$25,951,838.00	0.01%	99.35%
441222	Boat Dealers	\$25,871,480.92	0.01%	99.36%
452319	All Other General Merchandise Stores	\$25,362,834.39	0.01%	99.36%
334516	Analytical Laboratory Instrument Manufacturing	\$25,275,664.62	0.01%	99.37%
488410	Motor Vehicle Towing	\$24,893,226.69	0.01%	99.38%
624210	Community Food Services	\$24,206,502.49	0.01%	99.39%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
512110	Motion Picture and Video Production	\$24,182,754.52	0.01%	99.40%
722511	Full-Service Restaurants	\$23,928,045.15	0.01%	99.41%
531190	Lessors of Other Real Estate Property	\$23,616,548.48	0.01%	99.41%
722320	Caterers	\$23,354,757.63	0.01%	99.42%
423440	Other Commercial Equipment Merchant Wholesalers	\$23,329,007.21	0.01%	99.43%
561210	Facilities Support Services	\$23,033,748.00	0.01%	99.44%
561920	Convention and Trade Show Organizers	\$22,820,216.97	0.01%	99.44%
337212	Custom Architectural Woodwork and Millwork Manufacturing	\$22,671,803.80	0.01%	99.45%
541850	Outdoor Advertising	\$22,215,593.70	0.01%	99.46%
711130	Musical Groups and Artists	\$21,568,202.88	0.01%	99.47%
522220	Sales Financing	\$21,086,958.58	0.01%	99.47%
336611	Ship Building and Repairing	\$20,828,913.52	0.01%	99.48%
541890	Other Services Related to Advertising	\$20,707,477.90	0.01%	99.49%
541720	Research and Development in the Social Sciences and Humanities	\$20,554,590.99	0.01%	99.49%
811212	Computer and Office Machine Repair and Maintenance	\$20,540,283.96	0.01%	99.50%
524298	All Other Insurance Related Activities	\$20,222,810.09	0.01%	99.51%
561410	Document Preparation Services	\$19,227,061.55	0.01%	99.51%
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	\$18,860,789.60	0.01%	99.52%
515120	Television Broadcasting	\$18,828,941.20	0.01%	99.52%
524291	Claims Adjusting	\$18,376,289.14	0.01%	99.53%
333112	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing	\$18,000,000.00	0.01%	99.54%
332322	Sheet Metal Work Manufacturing	\$17,865,097.50	0.01%	99.54%
336999	All Other Transportation Equipment Manufacturing	\$17,835,082.21	0.01%	99.55%
519120	Libraries and Archives	\$17,532,248.17	0.01%	99.55%
712190	Nature Parks and Other Similar Institutions	\$17,316,952.84	0.01%	99.56%
212311	Dimension Stone Mining and Quarrying	\$17,263,148.15	0.01%	99.57%
311991	Perishable Prepared Food Manufacturing	\$17,142,808.00	0.01%	99.57%
424920	Book, Periodical, and Newspaper Merchant Wholesalers	\$17,029,877.00	0.01%	99.58%
332996	Fabricated Pipe and Pipe Fitting Manufacturing	\$16,857,937.44	0.01%	99.58%
337127	Institutional Furniture Manufacturing	\$16,838,408.82	0.01%	99.59%
333996	Fluid Power Pump and Motor Manufacturing	\$16,683,648.62	0.01%	99.59%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
611699	All Other Miscellaneous Schools and Instruction	\$16,164,400.90	0.01%	99.60%
443142	Electronics Stores	\$16,104,468.96	0.01%	99.60%
511120	Periodical Publishers	\$15,673,723.98	0.01%	99.61%
621410	Family Planning Centers	\$15,374,253.20	0.01%	99.61%
333913	Measuring, Dispensing, and Other Pumping Equipment Manufacturing	\$15,279,109.44	0.01%	99.62%
443141	Household Appliance Stores	\$14,899,099.51	0.00%	99.62%
423930	Recyclable Material Merchant Wholesalers	\$14,743,021.78	0.00%	99.63%
541714	Research and Development in Biotechnology (except Nanobiotechnology)	\$14,089,644.00	0.00%	99.63%
523991	Trust, Fiduciary, and Custody Activities	\$14,042,688.39	0.00%	99.64%
332321	Metal Window and Door Manufacturing	\$14,033,853.25	0.00%	99.64%
712120	Historical Sites	\$13,871,819.19	0.00%	99.65%
485112	Commuter Rail Systems	\$13,650,142.37	0.00%	99.65%
485310	Taxi Service	\$13,530,659.47	0.00%	99.66%
111998	All Other Miscellaneous Crop Farming	\$13,499,061.00	0.00%	99.66%
531311	Residential Property Managers	\$13,368,387.98	0.00%	99.67%
322220	Paper Bag and Coated and Treated Paper Manufacturing	\$13,318,855.59	0.00%	99.67%
333111	Farm Machinery and Equipment Manufacturing	\$13,280,000.00	0.00%	99.67%
524130	Reinsurance Carriers	\$13,174,660.00	0.00%	99.68%
621512	Diagnostic Imaging Centers	\$12,804,766.03	0.00%	99.68%
213112	Support Activities for Oil and Gas Operations	\$12,767,697.28	0.00%	99.69%
323113	Commercial Screen Printing	\$12,550,646.96	0.00%	99.69%
331315	Aluminum Sheet, Plate, and Foil Manufacturing	\$11,364,158.31	0.00%	99.69%
611512	Flight Training	\$11,304,300.00	0.00%	99.70%
517110	Wired Telecommunications Carriers	\$11,250,000.00	0.00%	99.70%
721110	Hotels (except Casino Hotels) and Motels	\$10,840,008.78	0.00%	99.71%
332993	Ammunition (except Small Arms) Manufacturing	\$10,836,000.00	0.00%	99.71%
115112	Soil Preparation, Planting, and Cultivating	\$10,752,317.98	0.00%	99.71%
336992	Military Armored Vehicle, Tank, and Tank Component Manufacturing	\$10,714,868.16	0.00%	99.72%
711510	Independent Artists, Writers, and Performers	\$10,607,534.91	0.00%	99.72%
923130	Administration of Human Resource Programs (except Education, Public Health, and Veterans' Affairs Programs)	\$10,592,075.00	0.00%	99.72%

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611630	Language Schools	\$10,437,514.00	0.00%	99.73%
333991	Power-Driven Handtool Manufacturing	\$10,386,985.78	0.00%	99.73%
315280	Other Cut and Sew Apparel Manufacturing	\$10,205,802.85	0.00%	99.73%
444110	Home Centers	\$10,164,890.44	0.00%	99.74%
326122	Plastics Pipe and Pipe Fitting Manufacturing	\$10,099,887.75	0.00%	99.74%
525910	Open-End Investment Funds	\$10,048,846.64	0.00%	99.74%
488310	Port and Harbor Operations	\$9,801,203.00	0.00%	99.75%
325998	All Other Miscellaneous Chemical Product and Preparation Manufacturing	\$9,685,278.84	0.00%	99.75%
339940	Office Supplies (except Paper) Manufacturing	\$9,272,913.25	0.00%	99.75%
334510	Electromedical and Electrotherapeutic Apparatus Manufacturing	\$9,257,791.33	0.00%	99.76%
621210	Offices of Dentists	\$8,952,729.03	0.00%	99.76%
238170	Siding Contractors	\$8,781,327.42	0.00%	99.76%
523110	Investment Banking and Securities Dealing	\$8,698,215.14	0.00%	99.76%
561422	Telemarketing Bureaus and Other Contact Centers	\$8,637,386.20	0.00%	99.77%
561520	Tour Operators	\$8,541,024.52	0.00%	99.77%
522320	Financial Transactions Processing, Reserve, and Clearinghouse Activities	\$8,419,818.21	0.00%	99.77%
562998	All Other Miscellaneous Waste Management Services	\$8,270,767.31	0.00%	99.78%
921120	Legislative Bodies	\$8,262,199.00	0.00%	99.78%
482112	Short Line Railroads	\$7,956,339.00	0.00%	99.78%
442299	All Other Home Furnishings Stores	\$7,942,256.78	0.00%	99.78%
441210	Recreational Vehicle Dealers	\$7,936,255.56	0.00%	99.79%
325199	All Other Basic Organic Chemical Manufacturing	\$7,862,000.00	0.00%	99.79%
621493	Freestanding Ambulatory Surgical and Emergency Centers	\$7,661,690.00	0.00%	99.79%
336212	Truck Trailer Manufacturing	\$7,624,246.26	0.00%	99.79%
325413	In-Vitro Diagnostic Substance Manufacturing	\$7,245,639.81	0.00%	99.80%
611692	Automobile Driving Schools	\$7,065,507.00	0.00%	99.80%
334515	Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals	\$6,935,608.56	0.00%	99.80%
813110	Religious Organizations	\$6,848,559.00	0.00%	99.80%
562112	Hazardous Waste Collection	\$6,797,225.71	0.00%	99.81%
711120	Dance Companies	\$6,723,709.00	0.00%	99.81%
451110	Sporting Goods Stores	\$6,588,382.00	0.00%	99.81%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
926150	Regulation, Licensing, and Inspection of Miscellaneous Commercial Sectors	\$6,581,442.44	0.00%	99.81%
621310	Offices of Chiropractors	\$6,564,060.40	0.00%	99.81%
812332	Industrial Launderers	\$6,559,513.29	0.00%	99.82%
325612	Polish and Other Sanitation Good Manufacturing	\$6,541,203.86	0.00%	99.82%
333517	Machine Tool Manufacturing	\$6,532,051.57	0.00%	99.82%
921130	Public Finance Activities	\$6,521,372.59	0.00%	99.82%
339920	Sporting and Athletic Goods Manufacturing	\$6,449,491.84	0.00%	99.83%
454390	Other Direct Selling Establishments	\$6,442,947.76	0.00%	99.83%
531320	Offices of Real Estate Appraisers	\$6,257,656.65	0.00%	99.83%
444220	Nursery, Garden Center, and Farm Supply Stores	\$6,246,885.85	0.00%	99.83%
332313	Plate Work Manufacturing	\$6,197,195.97	0.00%	99.83%
332215	Metal Kitchen Cookware, Utensil, Cutlery, and Flatware (except Precious) Manufacturing	\$6,084,570.19	0.00%	99.84%
488320	Marine Cargo Handling	\$5,929,544.40	0.00%	99.84%
327332	Concrete Pipe Manufacturing	\$5,780,142.03	0.00%	99.84%
311612	Meat Processed from Carcasses	\$5,752,243.00	0.00%	99.84%
335912	Primary Battery Manufacturing	\$5,731,957.00	0.00%	99.84%
531312	Nonresidential Property Managers	\$5,683,435.53	0.00%	99.84%
311999	All Other Miscellaneous Food Manufacturing	\$5,683,099.16	0.00%	99.85%
324191	Petroleum Lubricating Oil and Grease Manufacturing	\$5,597,625.90	0.00%	99.85%
337110	Wood Kitchen Cabinet and Countertop Manufacturing	\$5,590,555.66	0.00%	99.85%
532283	Home Health Equipment Rental	\$5,518,761.25	0.00%	99.85%
326199	All Other Plastics Product Manufacturing	\$5,480,855.33	0.00%	99.85%
621399	Offices of All Other Miscellaneous Health Practitioners	\$5,449,006.40	0.00%	99.86%
611610	Fine Arts Schools	\$5,404,583.00	0.00%	99.86%
623210	Residential Intellectual and Developmental Disability Facilities	\$5,381,661.89	0.00%	99.86%
442210	Floor Covering Stores	\$5,344,668.10	0.00%	99.86%
813212	Voluntary Health Organizations	\$5,321,181.42	0.00%	99.86%
713940	Fitness and Recreational Sports Centers	\$5,288,355.60	0.00%	99.86%
561439	Other Business Service Centers (including Copy Shops)	\$5,241,710.57	0.00%	99.87%
221330	Steam and Air-Conditioning Supply	\$5,162,768.72	0.00%	99.87%

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333924	Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing	\$5,137,678.54	0.00%	99.87%
311119	Other Animal Food Manufacturing	\$5,106,392.60	0.00%	99.87%
451120	Hobby, Toy, and Game Stores	\$5,000,000.00	0.00%	99.87%
312130	Wineries	\$4,978,942.00	0.00%	99.87%
424460	Fish and Seafood Merchant Wholesalers	\$4,952,583.73	0.00%	99.88%
561431	Private Mail Centers	\$4,903,464.33	0.00%	99.88%
541860	Direct Mail Advertising	\$4,847,763.00	0.00%	99.88%
322299	All Other Converted Paper Product Manufacturing	\$4,798,707.34	0.00%	99.88%
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	\$4,794,333.02	0.00%	99.88%
561510	Travel Agencies	\$4,784,327.59	0.00%	99.88%
314999	All Other Miscellaneous Textile Product Mills	\$4,760,206.92	0.00%	99.89%
313310	Textile and Fabric Finishing Mills	\$4,749,749.15	0.00%	99.89%
333515	Cutting Tool and Machine Tool Accessory Manufacturing	\$4,635,369.00	0.00%	99.89%
331210	Iron and Steel Pipe and Tube Manufacturing from Purchased Steel	\$4,399,753.64	0.00%	99.89%
561330	Professional Employer Organizations	\$4,352,605.61	0.00%	99.89%
721120	Casino Hotels	\$4,331,357.44	0.00%	99.89%
453920	Art Dealers	\$4,225,456.18	0.00%	99.89%
423920	Toy and Hobby Goods and Supplies Merchant Wholesalers	\$4,164,971.25	0.00%	99.90%
332311	Prefabricated Metal Building and Component Manufacturing	\$4,068,144.04	0.00%	99.90%
522390	Other Activities Related to Credit Intermediation	\$4,030,500.00	0.00%	99.90%
324122	Asphalt Shingle and Coating Materials Manufacturing	\$4,025,168.03	0.00%	99.90%
488390	Other Support Activities for Water Transportation	\$3,822,315.08	0.00%	99.90%
446191	Food (Health) Supplement Stores	\$3,821,172.90	0.00%	99.90%
811211	Consumer Electronics Repair and Maintenance	\$3,756,675.00	0.00%	99.90%
814110	Private Households	\$3,722,500.00	0.00%	99.91%
423910	Sporting and Recreational Goods and Supplies Merchant Wholesalers	\$3,657,128.30	0.00%	99.91%
335311	Power, Distribution, and Specialty Transformer Manufacturing	\$3,568,855.08	0.00%	99.91%
326211	Tire Manufacturing (except Retreading)	\$3,514,468.39	0.00%	99.91%
325611	Soap and Other Detergent Manufacturing	\$3,511,262.37	0.00%	99.91%

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541340	Drafting Services	\$3,471,781.78	0.00%	99.91%
924120	Administration of Conservation Programs	\$3,449,126.00	0.00%	99.91%
926110	Administration of General Economic Programs	\$3,442,591.00	0.00%	99.91%
336411	Aircraft Manufacturing	\$3,435,628.50	0.00%	99.91%
314910	Textile Bag and Canvas Mills	\$3,358,895.30	0.00%	99.92%
322211	Corrugated and Solid Fiber Box Manufacturing	\$3,330,271.34	0.00%	99.92%
453220	Gift, Novelty, and Souvenir Stores	\$3,301,019.19	0.00%	99.92%
326111	Plastics Bag and Pouch Manufacturing	\$3,239,341.32	0.00%	99.92%
624229	Other Community Housing Services	\$3,239,279.37	0.00%	99.92%
442291	Window Treatment Stores	\$3,168,811.84	0.00%	99.92%
459110	Sporting Goods Retailers	\$3,164,252.63	0.00%	99.92%
522293	International Trade Financing	\$3,147,616.17	0.00%	99.92%
488330	Navigational Services to Shipping	\$3,096,000.00	0.00%	99.92%
424310	Piece Goods, Notions, and Other Dry Goods Merchant Wholesalers	\$3,093,035.43	0.00%	99.92%
333999	All Other Miscellaneous General Purpose Machinery Manufacturing	\$3,043,847.09	0.00%	99.93%
454210	Vending Machine Operators	\$3,036,685.48	0.00%	99.93%
711211	Sports Teams and Clubs	\$3,028,732.37	0.00%	99.93%
541840	Media Representatives	\$3,026,293.01	0.00%	99.93%
311412	Frozen Specialty Food Manufacturing	\$3,020,181.81	0.00%	99.93%
813930	Labor Unions and Similar Labor Organizations	\$3,006,328.73	0.00%	99.93%
541921	Photography Studios, Portrait	\$2,994,445.29	0.00%	99.93%
323120	Support Activities for Printing	\$2,991,613.99	0.00%	99.93%
311514	Dry, Condensed, and Evaporated Dairy Product Manufacturing	\$2,913,882.53	0.00%	99.93%
532111	Passenger Car Rental	\$2,868,537.00	0.00%	99.93%
448150	Clothing Accessories Stores	\$2,850,000.00	0.00%	99.94%
332420	Metal Tank (Heavy Gauge) Manufacturing	\$2,816,930.00	0.00%	99.94%
611511	Cosmetology and Barber Schools	\$2,777,904.03	0.00%	99.94%
562920	Materials Recovery Facilities	\$2,776,066.75	0.00%	99.94%
712130	Zoos and Botanical Gardens	\$2,757,091.69	0.00%	99.94%
331523	Nonferrous Metal Die-Casting Foundries	\$2,707,923.71	0.00%	99.94%
113210	Forest Nurseries and Gathering of Forest Products	\$2,640,000.00	0.00%	99.94%
321991	Manufactured Home (Mobile Home) Manufacturing	\$2,634,928.00	0.00%	99.94%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
332510	Hardware Manufacturing	\$2,628,504.98	0.00%	99.94%
335122	Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing	\$2,622,435.99	0.00%	99.94%
445320	Beer, Wine, and Liquor Retailers	\$2,616,004.80	0.00%	99.94%
115116	Farm Management Services	\$2,559,031.28	0.00%	99.95%
511219	Software Publishers	\$2,530,000.00	0.00%	99.95%
336612	Boat Building	\$2,439,191.78	0.00%	99.95%
621991	Blood and Organ Banks	\$2,430,999.00	0.00%	99.95%
922120	Police Protection	\$2,413,565.19	0.00%	99.95%
541870	Advertising Material Distribution Services	\$2,388,796.00	0.00%	99.95%
523120	Securities Brokerage	\$2,342,995.63	0.00%	99.95%
624221	Temporary Shelters	\$2,341,919.74	0.00%	99.95%
336412	Aircraft Engine and Engine Parts Manufacturing	\$2,321,685.70	0.00%	99.95%
335313	Switchgear and Switchboard Apparatus Manufacturing	\$2,277,685.50	0.00%	99.95%
333923	Overhead Traveling Crane, Hoist, and Monorail System Manufacturing	\$2,240,715.83	0.00%	99.95%
333244	Printing Machinery and Equipment Manufacturing	\$2,223,479.42	0.00%	99.95%
623312	Assisted Living Facilities for the Elderly	\$2,220,403.57	0.00%	99.95%
327420	Gypsum Product Manufacturing	\$2,216,642.16	0.00%	99.96%
325520	Adhesive Manufacturing	\$2,212,218.15	0.00%	99.96%
623990	Other Residential Care Facilities	\$2,198,008.43	0.00%	99.96%
327215	Glass Product Manufacturing Made of Purchased Glass	\$2,197,014.50	0.00%	99.96%
333992	Welding and Soldering Equipment Manufacturing	\$2,189,889.23	0.00%	99.96%
423740	Refrigeration Equipment and Supplies Merchant Wholesalers	\$2,180,508.43	0.00%	99.96%
334611	Software Reproducing	\$2,147,209.85	0.00%	99.96%
484122	General Freight Trucking, Long-Distance, Less Than Truckload	\$2,131,344.20	0.00%	99.96%
323117	Books Printing	\$2,131,307.54	0.00%	99.96%
925110	Administration of Housing Programs	\$2,069,126.25	0.00%	99.96%
722513	Limited-Service Restaurants	\$1,994,799.46	0.00%	99.96%
424930	Flower, Nursery Stock, and Florists' Supplies Merchant Wholesalers	\$1,963,897.67	0.00%	99.96%
446130	Optical Goods Stores	\$1,957,888.00	0.00%	99.96%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$1,955,352.58	0.00%	99.96%
311611	Animal (except Poultry) Slaughtering	\$1,799,999.99	0.00%	99.97%
812210	Funeral Homes and Funeral Services	\$1,710,657.62	0.00%	99.97%
334614	Software and Other Prerecorded Compact Disc, Tape, and Record Reproducing	\$1,705,000.00	0.00%	99.97%
512120	Motion Picture and Video Distribution	\$1,649,804.60	0.00%	99.97%
922140	Correctional Institutions	\$1,640,000.00	0.00%	99.97%
424910	Farm Supplies Merchant Wholesalers	\$1,594,931.02	0.00%	99.97%
311520	Ice Cream and Frozen Dessert Manufacturing	\$1,590,676.65	0.00%	99.97%
236100	Residential Building Construction	\$1,588,106.23	0.00%	99.97%
333997	Scale and Balance Manufacturing	\$1,574,579.00	0.00%	99.97%
525920	Trusts, Estates, and Agency Accounts	\$1,564,350.00	0.00%	99.97%
524113	Direct Life Insurance Carriers	\$1,539,556.00	0.00%	99.97%
424420	Packaged Frozen Food Merchant Wholesalers	\$1,536,706.08	0.00%	99.97%
811490	Other Personal and Household Goods Repair and Maintenance	\$1,516,273.39	0.00%	99.97%
423130	Tire and Tube Merchant Wholesalers	\$1,493,712.25	0.00%	99.97%
332812	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers	\$1,485,128.16	0.00%	99.97%
213111	Drilling Oil and Gas Wells	\$1,440,370.00	0.00%	99.97%
321912	Cut Stock, Resawing Lumber, and Planing	\$1,438,315.95	0.00%	99.97%
561613	Armored Car Services	\$1,415,639.13	0.00%	99.97%
326299	All Other Rubber Product Manufacturing	\$1,408,974.14	0.00%	99.97%
622210	Psychiatric and Substance Abuse Hospitals	\$1,396,646.00	0.00%	99.97%
722410	Drinking Places (Alcoholic Beverages)	\$1,378,613.00	0.00%	99.98%
453110	Florists	\$1,356,352.25	0.00%	99.98%
332216	Saw Blade and Handtool Manufacturing	\$1,351,828.45	0.00%	99.98%
325211	Plastics Material and Resin Manufacturing	\$1,350,021.42	0.00%	99.98%
336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing	\$1,306,860.00	0.00%	99.98%
334417	Electronic Connector Manufacturing	\$1,286,777.45	0.00%	99.98%
812310	Coin-Operated Laundries and Drycleaners	\$1,279,255.20	0.00%	99.98%
337124	Metal Household Furniture Manufacturing	\$1,277,230.00	0.00%	99.98%
517410	Satellite Telecommunications	\$1,232,867.35	0.00%	99.98%
812990	All Other Personal Services	\$1,220,699.48	0.00%	99.98%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
561620	Security Systems Services	\$1,210,774.26	0.00%	99.98%
492110	Couriers and Express Delivery Services	\$1,206,086.03	0.00%	99.98%
711190	Other Performing Arts Companies	\$1,194,970.00	0.00%	99.98%
562212	Solid Waste Landfill	\$1,164,893.01	0.00%	99.98%
541214	Payroll Services	\$1,154,427.00	0.00%	99.98%
448120	Women's Clothing Stores	\$1,137,380.00	0.00%	99.98%
335129	Other Lighting Equipment Manufacturing	\$1,113,166.00	0.00%	99.98%
333995	Fluid Power Cylinder and Actuator Manufacturing	\$1,103,425.00	0.00%	99.98%
812220	Cemeteries and Crematories	\$1,072,855.31	0.00%	99.98%
812910	Pet Care (except Veterinary) Services	\$1,053,330.00	0.00%	99.98%
321920	Wood Container and Pallet Manufacturing	\$1,046,964.00	0.00%	99.98%
493120	Refrigerated Warehousing and Storage	\$1,041,599.35	0.00%	99.98%
611410	Business and Secretarial Schools	\$1,020,867.00	0.00%	99.98%
326150	Urethane and Other Foam Product (except Polystyrene) Manufacturing	\$1,006,980.80	0.00%	99.98%
114112	Shellfish Fishing	\$1,005,000.00	0.00%	99.98%
445210	Meat Markets	\$1,000,000.00	0.00%	99.98%
811118	Other Automotive Mechanical and Electrical Repair and Maintenance	\$1,000,000.00	0.00%	99.99%
523920	Portfolio Management	\$998,325.00	0.00%	99.99%
311211	Flour Milling	\$984,369.46	0.00%	99.99%
812112	Beauty Salons	\$943,555.00	0.00%	99.99%
517010	Telecommunications Resellers	\$937,500.00	0.00%	99.99%
332811	Metal Heat Treating	\$917,476.00	0.00%	99.99%
486210	Pipeline Transportation of Natural Gas	\$900,933.21	0.00%	99.99%
322219	Other Paperboard Container Manufacturing	\$887,088.48	0.00%	99.99%
335921	Fiber Optic Cable Manufacturing	\$877,376.32	0.00%	99.99%
333993	Packaging Machinery Manufacturing	\$856,276.00	0.00%	99.99%
611513	Apprenticeship Training	\$815,515.06	0.00%	99.99%
337121	Upholstered Household Furniture Manufacturing	\$775,396.75	0.00%	99.99%
611620	Sports and Recreation Instruction	\$745,345.00	0.00%	99.99%
111130	Dry Pea and Bean Farming	\$718,181.81	0.00%	99.99%
311411	Frozen Fruit, Juice, and Vegetable Manufacturing	\$718,181.81	0.00%	99.99%
337125	Household Furniture (except Wood and Metal) Manufacturing	\$709,000.00	0.00%	99.99%
812199	Other Personal Care Services	\$672,730.00	0.00%	99.99%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
112511	Finfish Farming and Fish Hatcheries	\$667,062.00	0.00%	99.99%
811219	Other Electronic and Precision Equipment Repair and Maintenance	\$662,700.45	0.00%	99.99%
711219	Other Spectator Sports	\$661,759.00	0.00%	99.99%
711410	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	\$658,850.00	0.00%	99.99%
334118	Computer Terminal and Other Computer Peripheral Equipment Manufacturing	\$651,919.08	0.00%	99.99%
424950	Paint, Varnish, and Supplies Merchant Wholesalers	\$650,552.37	0.00%	99.99%
212399	All Other Nonmetallic Mineral Mining	\$636,865.05	0.00%	99.99%
533110	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	\$634,223.00	0.00%	99.99%
446120	Cosmetics, Beauty Supplies, and Perfume Stores	\$619,932.50	0.00%	99.99%
541713	Research and Development in Nanotechnology	\$619,233.73	0.00%	99.99%
452210	Department Stores	\$618,963.40	0.00%	99.99%
339115	Ophthalmic Goods Manufacturing	\$613,172.00	0.00%	99.99%
811121	Automotive Body, Paint, and Interior Repair and Maintenance	\$602,523.51	0.00%	99.99%
425110	Business to Business Electronic Markets	\$600,000.00	0.00%	99.99%
112120	Dairy Cattle and Milk Production	\$598,498.80	0.00%	99.99%
111310	Orange Groves	\$591,752.00	0.00%	99.99%
523999	Miscellaneous Financial Investment Activities	\$591,175.99	0.00%	99.99%
333314	Optical Instrument and Lens Manufacturing	\$587,254.38	0.00%	99.99%
327991	Cut Stone and Stone Product Manufacturing	\$583,672.00	0.00%	99.99%
921190	Other General Government Support	\$569,702.53	0.00%	99.99%
325620	Toilet Preparation Manufacturing	\$546,220.25	0.00%	99.99%
337920	Blind and Shade Manufacturing	\$538,497.78	0.00%	99.99%
515112	Radio Stations	\$537,655.57	0.00%	99.99%
331314	Secondary Smelting and Alloying of Aluminum	\$537,334.00	0.00%	99.99%
711212	Racetracks	\$511,000.00	0.00%	99.99%
339114	Dental Equipment and Supplies Manufacturing	\$501,050.01	0.00%	99.99%
311920	Coffee and Tea Manufacturing	\$500,000.00	0.00%	99.99%
512240	Sound Recording Studios	\$497,279.78	0.00%	99.99%
424210	Drugs and Druggists' Sundries Merchant Wholesalers	\$475,300.40	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
811122	Automotive Glass Replacement Shops	\$474,000.00	0.00%	100.00%
316998	All Other Leather Good and Allied Product Manufacturing	\$470,000.00	0.00%	100.00%
339999	All Other Miscellaneous Manufacturing	\$469,493.34	0.00%	100.00%
811412	Appliance Repair and Maintenance	\$466,475.19	0.00%	100.00%
314994	Rope, Cordage, Twine, Tire Cord, and Tire Fabric Mills	\$458,175.00	0.00%	100.00%
512199	Other Motion Picture and Video Industries	\$453,000.00	0.00%	100.00%
444210	Outdoor Power Equipment Stores	\$443,243.43	0.00%	100.00%
312113	Ice Manufacturing	\$441,850.52	0.00%	100.00%
112519	Other Aquaculture	\$437,970.39	0.00%	100.00%
333316	Photographic and Photocopying Equipment Manufacturing	\$437,000.00	0.00%	100.00%
721214	Recreational and Vacation Camps (except Campgrounds)	\$434,579.00	0.00%	100.00%
311821	Cookie and Cracker Manufacturing	\$432,540.00	0.00%	100.00%
928120	International Affairs	\$432,499.00	0.00%	100.00%
532289	All Other Consumer Goods Rental	\$430,081.00	0.00%	100.00%
424330	Women's, Children's, and Infants' Clothing and Accessories Merchant Wholesalers	\$427,941.00	0.00%	100.00%
711320	Promoters of Performing Arts, Sports, and Similar Events without Facilities	\$427,300.00	0.00%	100.00%
424820	Wine and Distilled Alcoholic Beverage Merchant Wholesalers	\$425,511.75	0.00%	100.00%
112920	Horses and Other Equine Production	\$421,679.20	0.00%	100.00%
311423	Dried and Dehydrated Food Manufacturing	\$419,090.99	0.00%	100.00%
453910	Pet and Pet Supplies Stores	\$417,609.08	0.00%	100.00%
314120	Curtain and Linen Mills	\$411,267.60	0.00%	100.00%
811198	All Other Automotive Repair and Maintenance	\$398,355.00	0.00%	100.00%
325910	Printing Ink Manufacturing	\$394,261.00	0.00%	100.00%
335110	Electric Lamp Bulb and Part Manufacturing	\$383,552.00	0.00%	100.00%
333612	Speed Changer, Industrial High-Speed Drive, and Gear Manufacturing	\$365,070.76	0.00%	100.00%
334112	Computer Storage Device Manufacturing	\$352,231.12	0.00%	100.00%
561740	Carpet and Upholstery Cleaning Services	\$344,818.00	0.00%	100.00%
493190	Other Warehousing and Storage	\$336,425.00	0.00%	100.00%
211130	Natural Gas Extraction	\$320,497.00	0.00%	100.00%
321918	Other Millwork (including Flooring)	\$308,319.00	0.00%	100.00%
451212	News Dealers and Newsstands	\$306,000.00	0.00%	100.00%

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111219	Other Vegetable (except Potato) and Melon Farming	\$299,998.00	0.00%	100.00%
448140	Family Clothing Stores	\$297,842.00	0.00%	100.00%
512131	Motion Picture Theaters (except Drive-Ins)	\$294,484.13	0.00%	100.00%
611691	Exam Preparation and Tutoring	\$280,000.00	0.00%	100.00%
926140	Regulation of Agricultural Marketing and Commodities	\$276,053.00	0.00%	100.00%
327310	Cement Manufacturing	\$270,000.00	0.00%	100.00%
332721	Precision Turned Product Manufacturing	\$267,840.00	0.00%	100.00%
523210	Securities and Commodity Exchanges	\$262,227.50	0.00%	100.00%
332911	Industrial Valve Manufacturing	\$254,800.00	0.00%	100.00%
311352	Confectionery Manufacturing from Purchased Chocolate	\$250,000.00	0.00%	100.00%
313110	Fiber, Yarn, and Thread Mills	\$249,283.10	0.00%	100.00%
112990	All Other Animal Production	\$243,018.65	0.00%	100.00%
424480	Fresh Fruit and Vegetable Merchant Wholesalers	\$237,571.00	0.00%	100.00%
339991	Gasket, Packing, and Sealing Device Manufacturing	\$232,900.00	0.00%	100.00%
332919	Other Metal Valve and Pipe Fitting Manufacturing	\$231,728.43	0.00%	100.00%
336360	Motor Vehicle Seating and Interior Trim Manufacturing	\$227,318.30	0.00%	100.00%
312120	Breweries	\$225,000.00	0.00%	100.00%
444120	Paint and Wallpaper Stores	\$222,300.22	0.00%	100.00%
337215	Showcase, Partition, Shelving, and Locker Manufacturing	\$217,652.00	0.00%	100.00%
423460	Ophthalmic Goods Merchant Wholesalers	\$217,199.15	0.00%	100.00%
334517	Irradiation Apparatus Manufacturing	\$213,690.55	0.00%	100.00%
512191	Teleproduction and Other Postproduction Services	\$199,048.00	0.00%	100.00%
515111	Radio Networks	\$189,419.02	0.00%	100.00%
424710	Petroleum Bulk Stations and Terminals	\$188,465.46	0.00%	100.00%
622310	Specialty (except Psychiatric and Substance Abuse) Hospitals	\$185,000.00	0.00%	100.00%
448310	Jewelry Stores	\$183,156.00	0.00%	100.00%
921150	American Indian and Alaska Native Tribal Governments	\$182,341.00	0.00%	100.00%
325920	Explosives Manufacturing	\$181,500.00	0.00%	100.00%
713910	Golf Courses and Country Clubs	\$176,793.87	0.00%	100.00%

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531130	Lessors of Miniwarehouses and Self-Storage Units	\$167,227.90	0.00%	100.00%
922110	Courts	\$158,579.63	0.00%	100.00%
315220	Men's and Boys' Cut and Sew Apparel Manufacturing	\$153,858.33	0.00%	100.00%
311314	Cane Sugar Manufacturing	\$152,000.00	0.00%	100.00%
312140	Distilleries	\$150,000.00	0.00%	100.00%
541120	Offices of Notaries	\$142,800.00	0.00%	100.00%
311513	Cheese Manufacturing	\$142,743.29	0.00%	100.00%
484230	Specialized Freight (except Used Goods) Trucking, Long-Distance	\$139,806.40	0.00%	100.00%
335312	Motor and Generator Manufacturing	\$117,822.24	0.00%	100.00%
812111	Barber Shops	\$117,120.00	0.00%	100.00%
811213	Communication Equipment Repair and Maintenance	\$116,025.00	0.00%	100.00%
333248	All Other Industrial Machinery Manufacturing	\$115,385.00	0.00%	100.00%
323119	Other commercial printing	\$115,236.88	0.00%	100.00%
115210	Support Activities for Animal Production	\$114,050.00	0.00%	100.00%
321999	All Other Miscellaneous Wood Product Manufacturing	\$113,700.00	0.00%	100.00%
333519	Rolling Mill and Other Metalworking Machinery Manufacturing	\$113,454.00	0.00%	100.00%
524292	Third Party Administration of Insurance and Pension Funds	\$112,500.00	0.00%	100.00%
424940	Tobacco and Tobacco Product Merchant Wholesalers	\$111,500.00	0.00%	100.00%
541191	Title Abstract and Settlement Offices	\$109,880.00	0.00%	100.00%
611210	Junior Colleges	\$101,667.00	0.00%	100.00%
111331	Apple Orchards	\$100,000.00	0.00%	100.00%
311351	Chocolate and Confectionery Manufacturing from Cacao Beans	\$100,000.00	0.00%	100.00%
339992	Musical Instrument Manufacturing	\$100,000.00	0.00%	100.00%
311919	Other Snack Food Manufacturing	\$100,000.00	0.00%	100.00%
331221	Rolled Steel Shape Manufacturing	\$100,000.00	0.00%	100.00%
713110	Amusement and Theme Parks	\$98,100.00	0.00%	100.00%
483114	Coastal and Great Lakes Passenger Transportation	\$97,600.00	0.00%	100.00%
512230	Music Publishers	\$95,750.00	0.00%	100.00%
813940	Political Organizations	\$94,688.26	0.00%	100.00%

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334413	Semiconductor and Related Device Manufacturing	\$91,165.92	0.00%	100.00%
541940	Veterinary Services	\$89,400.00	0.00%	100.00%
451140	Musical Instrument and Supplies Stores	\$87,000.00	0.00%	100.00%
326112	Plastics Packaging Film and Sheet (including Laminated) Manufacturing	\$80,501.00	0.00%	100.00%
812191	Diet and Weight Reducing Centers	\$80,427.00	0.00%	100.00%
333131	Mining Machinery and Equipment Manufacturing	\$79,826.64	0.00%	100.00%
923110	Administration of Education Programs	\$76,140.00	0.00%	100.00%
311811	Retail Bakeries	\$74,491.06	0.00%	100.00%
512250	Record Production and Distribution	\$73,980.00	0.00%	100.00%
321911	Wood Window and Door Manufacturing	\$73,950.00	0.00%	100.00%
512290	Other Sound Recording Industries	\$73,500.00	0.00%	100.00%
115310	Support Activities for Forestry	\$72,000.00	0.00%	100.00%
333243	Sawmill, Woodworking, and Paper Machinery Manufacturing	\$71,200.00	0.00%	100.00%
513210	Software Publishers	\$69,764.02	0.00%	100.00%
492210	Local Messengers and Local Delivery	\$69,275.00	0.00%	100.00%
532310	General Rental Centers	\$69,187.86	0.00%	100.00%
491110	Postal Service	\$67,719.75	0.00%	100.00%
336310	Motor Vehicle Gasoline Engine and Engine Parts Manufacturing	\$62,870.00	0.00%	100.00%
332710	Machine Shops	\$60,558.75	0.00%	100.00%
316210	Footwear Manufacturing	\$59,849.60	0.00%	100.00%
532210	Consumer Electronics and Appliances Rental	\$57,473.16	0.00%	100.00%
335220	Major Household Appliance Manufacturing	\$56,400.00	0.00%	100.00%
451130	Sewing, Needlework, and Piece Goods Stores	\$49,680.00	0.00%	100.00%
212210	Iron Ore Mining	\$49,440.50	0.00%	100.00%
621492	Kidney Dialysis Centers	\$49,350.00	0.00%	100.00%
333241	Food Product Machinery Manufacturing	\$48,429.00	0.00%	100.00%
327331	Concrete Block and Brick Manufacturing	\$42,195.20	0.00%	100.00%
447110	Gasoline Stations with Convenience Stores	\$40,349.43	0.00%	100.00%
525990	Other Financial Vehicles	\$38,049.92	0.00%	100.00%
334412	Bare Printed Circuit Board Manufacturing	\$37,466.50	0.00%	100.00%
334210	Telephone Apparatus Manufacturing	\$36,000.00	0.00%	100.00%
481111	Scheduled Passenger Air Transportation	\$35,000.00	0.00%	100.00%

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332618	Other Fabricated Wire Product Manufacturing	\$25,200.00	0.00%	100.00%
561591	Convention and Visitors Bureaus	\$24,594.00	0.00%	100.00%
339910	Jewelry and Silverware Manufacturing	\$23,514.00	0.00%	100.00%
327999	All Other Miscellaneous Nonmetallic Mineral Product Manufacturing	\$20,000.00	0.00%	100.00%
332410	Power Boiler and Heat Exchanger Manufacturing	\$20,000.00	0.00%	100.00%
928110	National Security	\$18,511.00	0.00%	100.00%
453930	Manufactured (Mobile) Home Dealers	\$17,170.00	0.00%	100.00%
926130	Regulation and Administration of Communications, Electric, Gas, and Other Utilities	\$16,500.00	0.00%	100.00%
721211	RV (Recreational Vehicle) Parks and Campgrounds	\$16,000.00	0.00%	100.00%
333511	Industrial Mold Manufacturing	\$14,280.00	0.00%	100.00%
321114	Wood Preservation	\$14,164.26	0.00%	100.00%
722330	Mobile Food Services	\$13,552.50	0.00%	100.00%
721199	All Other Traveler Accommodation	\$13,272.84	0.00%	100.00%
923140	Administration of Veterans' Affairs	\$10,000.00	0.00%	100.00%
323110	Cards (e.g., business, greeting, playing, postcards, trading) lithographic (offset) printing without publishing (deactivated in 2012 codeset)	\$7,842.80	0.00%	100.00%
448110	Men's Clothing Stores	\$6,800.00	0.00%	100.00%
332439	Other Metal Container Manufacturing	\$3,747.58	0.00%	100.00%
335929	Other Communication and Energy Wire Manufacturing	\$3,500.00	0.00%	100.00%
423940	Jewelry, Watch, Precious Stone, and Precious Metal Merchant Wholesalers	\$3,120.00	0.00%	100.00%
112910	Apiculture	\$3,000.00	0.00%	100.00%
445291	Baked Goods Stores	\$2,341.00	0.00%	100.00%
713930	Marinas	\$900.00	0.00%	100.00%
313320	Fabric Coating Mills	\$523.66	0.00%	100.00%
522298	All Other Nondepository Credit Intermediation	\$0.00	0.00%	100.00%
315210	Cut and Sew Apparel Contractors	\$0.00	0.00%	100.00%
339930	Doll, Toy, and Game Manufacturing	\$0.00	0.00%	100.00%
332111	Iron and Steel Forging	\$0.00	0.00%	100.00%
333922	Conveyor and Conveying Equipment Manufacturing	(\$227,248.09)	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
334512	Automatic Environmental Control Manufacturing for Residential, Commercial, and Appliance Use	(\$4,466,113.89)	0.00%	100.00%
236117	New Housing For-Sale Builders	(\$5,669,703.00)	0.00%	100.00%
<b>Total</b>		<b>\$303,736,486,484.24</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

TABLE A-A-2.  
NEW YORK STATE PRODUCT MARKET AREA  
CONSTRUCTION NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
238210	Electrical Contractors and Other Wiring Installation Contractors	\$7,299,814,740.95	21.69%	21.69%
236220	Commercial and Institutional Building Construction	\$5,009,137,726.57	14.88%	36.58%
237310	Highway, Street, and Bridge Construction	\$4,407,551,321.52	13.10%	49.67%
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$2,805,997,470.34	8.34%	58.01%
238990	All Other Specialty Trade Contractors	\$2,402,416,218.33	7.14%	65.15%
238140	Masonry Contractors	\$1,479,188,633.71	4.40%	69.54%
238110	Poured Concrete Foundation and Structure Contractors	\$1,363,104,164.64	4.05%	73.60%
238120	Structural Steel and Precast Concrete Contractors	\$1,251,826,585.87	3.72%	77.31%
238320	Painting and Wall Covering Contractors	\$1,067,304,572.98	3.17%	80.49%
238910	Site Preparation Contractors	\$1,061,378,733.99	3.15%	83.64%
236115	New Single-Family Housing Construction (except For-Sale Builders)	\$530,483,072.04	1.58%	85.22%
237110	Water and Sewer Line and Related Structures Construction	\$517,850,121.43	1.54%	86.76%
237990	Other Heavy and Civil Engineering Construction	\$433,600,428.04	1.29%	88.04%
237130	Power and Communication Line and Related Structures Construction	\$408,658,015.78	1.21%	89.26%
238160	Roofing Contractors	\$357,013,204.03	1.06%	90.32%
238310	Drywall and Insulation Contractors	\$340,543,096.35	1.01%	91.33%
238290	Other Building Equipment Contractors	\$325,946,671.31	0.97%	92.30%
221210	Natural Gas Distribution	\$277,521,819.24	0.82%	93.12%
221114	Solar Electric Power Generation	\$251,950,954.33	0.75%	93.87%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
221122	Electric Power Distribution	\$248,402,491.38	0.74%	94.61%
236118	Residential Remodelers	\$247,950,704.51	0.74%	95.35%
238350	Finish Carpentry Contractors	\$175,239,800.20	0.52%	95.87%
238190	Other Foundation, Structure, and Building Exterior Contractors	\$170,270,796.84	0.51%	96.37%
236210	Industrial Building Construction	\$169,632,681.07	0.50%	96.88%
238390	Other Building Finishing Contractors	\$154,449,633.99	0.46%	97.34%
221118	Other Electric Power Generation	\$124,951,011.74	0.37%	97.71%
238130	Framing Contractors	\$120,315,916.03	0.36%	98.07%
238330	Flooring Contractors	\$115,831,745.82	0.34%	98.41%
238150	Glass and Glazing Contractors	\$97,280,432.57	0.29%	98.70%
238340	Tile and Terrazzo Contractors	\$87,071,353.96	0.26%	98.96%
237120	Oil and Gas Pipeline and Related Structures Construction	\$78,134,351.78	0.23%	99.19%
221310	Water Supply and Irrigation Systems	\$76,568,647.83	0.23%	99.42%
236116	New Multifamily Housing Construction (except For-Sale Builders)	\$72,421,204.47	0.22%	99.63%
237210	Land Subdivision	\$46,595,229.53	0.14%	99.77%
221115	Wind Electric Power Generation	\$33,524,642.65	0.10%	99.87%
221320	Sewage Treatment Facilities	\$33,509,613.60	0.10%	99.97%
238170	Siding Contractors	\$8,781,327.42	0.03%	100.00%
221330	Steam and Air-Conditioning Supply	\$5,162,768.72	0.02%	100.01%
236100	Residential Building Construction	\$1,588,106.23	0.00%	100.02%
236117	New Housing For-Sale Builders	(\$5,669,703.00)	-0.02%	100.00%
<b>Total</b>		<b>\$33,653,300,308.79</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

TABLE A-A-3.  
NEW YORK STATE PRODUCT MARKET AREA  
CONSTRUCTION-RELATED SERVICES NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
541330	Engineering Services	\$8,182,421,318.16	60.26%	60.26%
541310	Architectural Services	\$2,440,850,056.24	17.98%	78.23%
541370	Surveying and Mapping (except Geophysical) Services	\$1,566,010,277.24	11.53%	89.77%
561730	Landscaping Services	\$514,883,210.33	3.79%	93.56%
541350	Building Inspection Services	\$436,127,696.95	3.21%	96.77%
541320	Landscape Architectural Services	\$291,741,133.99	2.15%	98.92%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
541360	Geophysical Surveying and Mapping Services	\$143,949,867.10	1.06%	99.98%
541340	Drafting Services	\$2,708,029.10	0.02%	100.00%
<b>Total</b>		<b>\$13,578,691,589.12</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

TABLE A-A-4.  
NEW YORK STATE PRODUCT MARKET AREA  
NON-CONSTRUCTION RELATED SERVICES NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
524114	Direct Health and Medical Insurance Carriers	\$33,967,086,984.01	23.94%	23.94%
623110	Nursing Care Facilities (Skilled Nursing Facilities)	\$11,214,463,333.53	7.90%	31.84%
541618	Other Management Consulting Services	\$5,553,261,319.16	3.91%	35.75%
541611	Administrative Management and General Management Consulting Services	\$5,012,738,021.47	3.53%	39.28%
561990	All Other Support Services	\$4,877,437,205.09	3.44%	42.72%
541512	Computer Systems Design Services	\$4,830,720,897.72	3.40%	46.12%
621610	Home Health Care Services	\$4,457,345,071.28	3.14%	49.27%
541511	Custom Computer Programming Services	\$4,365,250,793.23	3.08%	52.34%
541620	Environmental Consulting Services	\$4,182,394,001.28	2.95%	55.29%
621491	HMO Medical Centers	\$3,837,034,205.39	2.70%	57.99%
622110	General Medical and Surgical Hospitals	\$2,898,405,615.47	2.04%	60.04%
925120	Administration of Urban Planning and Community and Rural Development	\$2,793,324,064.71	1.97%	62.00%
488210	Support Activities for Rail Transportation	\$2,610,100,225.84	1.84%	63.84%
561311	Employment Placement Agencies	\$2,505,448,404.14	1.77%	65.61%
541519	Other Computer Related Services	\$1,787,144,078.57	1.26%	66.87%
813410	Civic and Social Organizations	\$1,745,632,084.12	1.23%	68.10%
561720	Janitorial Services	\$1,743,005,500.61	1.23%	69.33%
523910	Miscellaneous Intermediation	\$1,553,063,670.24	1.09%	70.42%
624120	Services for the Elderly and Persons with Disabilities	\$1,433,474,253.00	1.01%	71.43%
562119	Other Waste Collection	\$1,364,936,147.30	0.96%	72.39%
561499	All Other Business Support Services	\$1,354,744,612.43	0.95%	73.35%
561320	Temporary Help Services	\$1,305,361,296.51	0.92%	74.27%
531120	Lessors of Nonresidential Buildings (except Miniwarehouses)	\$1,182,564,409.74	0.83%	75.10%
484110	General Freight Trucking, Local	\$1,160,401,996.93	0.82%	75.92%
485113	Bus and Other Motor Vehicle Transit Systems	\$1,132,008,924.83	0.80%	76.72%
517919	All Other Telecommunications	\$1,114,762,788.82	0.79%	77.50%
485320	Limousine Service	\$1,044,671,895.61	0.74%	78.24%
561612	Security Guards and Patrol Services	\$1,020,626,339.47	0.72%	78.96%
518210	Data Processing, Hosting, and Related Services	\$998,044,949.10	0.70%	79.66%
611420	Computer Training	\$942,067,857.06	0.66%	80.32%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
541990	All Other Professional, Scientific, and Technical Services	\$822,833,240.56	0.58%	80.90%
541690	Other Scientific and Technical Consulting Services	\$762,082,527.10	0.54%	81.44%
562910	Remediation Services	\$740,213,656.34	0.52%	81.96%
484220	Specialized Freight (except Used Goods) Trucking, Local	\$715,358,582.03	0.50%	82.47%
493110	General Warehousing and Storage	\$707,536,196.61	0.50%	82.96%
511210	Software Publishers	\$685,240,391.20	0.48%	83.45%
611310	Colleges, Universities, and Professional Schools	\$669,071,008.26	0.47%	83.92%
524210	Insurance Agencies and Brokerages	\$652,633,746.73	0.46%	84.38%
541614	Process, Physical Distribution, and Logistics Consulting Services	\$636,514,888.35	0.45%	84.83%
541810	Advertising Agencies	\$557,079,762.41	0.39%	85.22%
561611	Investigation Services	\$541,742,489.29	0.38%	85.60%
611710	Educational Support Services	\$528,348,757.96	0.37%	85.97%
541380	Testing Laboratories	\$526,180,166.97	0.37%	86.34%
561621	Security Systems Services (except Locksmiths)	\$514,621,538.22	0.36%	86.71%
532120	Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing	\$499,063,060.29	0.35%	87.06%
541211	Offices of Certified Public Accountants	\$492,059,761.44	0.35%	87.41%
713990	All Other Amusement and Recreation Industries	\$481,680,780.47	0.34%	87.75%
561110	Office Administrative Services	\$481,236,742.75	0.34%	88.08%
482111	Line-Haul Railroads	\$476,194,456.18	0.34%	88.42%
811111	General Automotive Repair	\$469,067,297.46	0.33%	88.75%
485991	Special Needs Transportation	\$460,963,456.18	0.32%	89.08%
517911	Telecommunications Resellers	\$428,880,873.92	0.30%	89.38%
485111	Mixed Mode Transit Systems	\$423,477,518.10	0.30%	89.68%
485410	School and Employee Bus Transportation	\$379,441,062.37	0.27%	89.94%
551112	Offices of Other Holding Companies	\$366,811,749.40	0.26%	90.20%
541612	Human Resources Consulting Services	\$342,821,318.34	0.24%	90.44%
621330	Offices of Mental Health Practitioners (except Physicians)	\$327,274,939.98	0.23%	90.67%
531110	Lessors of Residential Buildings and Dwellings	\$314,889,742.90	0.22%	90.90%
517312	Wireless Telecommunications Carriers (except Satellite)	\$278,930,259.61	0.20%	91.09%
517311	Wired Telecommunications Carriers	\$273,114,300.55	0.19%	91.29%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
713210	Casinos (except Casino Hotels)	\$272,300,000.00	0.19%	91.48%
541930	Translation and Interpretation Services	\$254,961,309.77	0.18%	91.66%
532412	Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing	\$247,255,989.92	0.17%	91.83%
541613	Marketing Consulting Services	\$245,677,130.20	0.17%	92.00%
813910	Business Associations	\$234,215,189.14	0.17%	92.17%
511130	Book Publishers	\$225,369,582.20	0.16%	92.33%
488490	Other Support Activities for Road Transportation	\$224,173,942.58	0.16%	92.49%
621511	Medical Laboratories	\$222,598,804.47	0.16%	92.64%
621111	Offices of Physicians (except Mental Health Specialists)	\$213,273,829.79	0.15%	92.79%
524126	Direct Property and Casualty Insurance Carriers	\$213,178,033.99	0.15%	92.94%
611110	Elementary and Secondary Schools	\$208,834,580.00	0.15%	93.09%
484210	Used Household and Office Goods Moving	\$200,530,547.97	0.14%	93.23%
562111	Solid Waste Collection	\$199,418,706.42	0.14%	93.37%
523930	Investment Advice	\$185,154,977.19	0.13%	93.50%
562219	Other Nonhazardous Waste Treatment and Disposal	\$179,966,626.61	0.13%	93.63%
541513	Computer Facilities Management Services	\$176,510,493.66	0.12%	93.75%
532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing	\$175,130,628.76	0.12%	93.88%
486910	Pipeline Transportation of Refined Petroleum Products	\$174,300,828.80	0.12%	94.00%
541111	Offices of Lawyers	\$170,903,129.16	0.12%	94.12%
488119	Other Airport Operations	\$169,128,978.00	0.12%	94.24%
485999	All Other Transit and Ground Passenger Transportation	\$167,559,006.63	0.12%	94.36%
484121	General Freight Trucking, Long-Distance, Truckload	\$163,099,527.98	0.11%	94.47%
923120	Administration of Public Health Programs	\$160,772,985.24	0.11%	94.59%
922190	Other Justice, Public Order, and Safety Activities	\$158,130,888.56	0.11%	94.70%
541922	Commercial Photography	\$157,467,748.26	0.11%	94.81%
522110	Commercial Banking	\$157,098,237.07	0.11%	94.92%
531210	Offices of Real Estate Agents and Brokers	\$155,903,269.34	0.11%	95.03%
511199	All Other Publishers	\$155,185,371.20	0.11%	95.14%
624230	Emergency and Other Relief Services	\$150,567,944.23	0.11%	95.24%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
621999	All Other Miscellaneous Ambulatory Health Care Services	\$149,693,320.11	0.11%	95.35%
541830	Media Buying Agencies	\$149,578,751.88	0.11%	95.46%
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	\$145,962,344.71	0.10%	95.56%
561421	Telephone Answering Services	\$139,070,757.73	0.10%	95.66%
524128	Other Direct Insurance (except Life, Health, and Medical) Carriers	\$139,029,727.45	0.10%	95.75%
624190	Other Individual and Family Services	\$138,365,744.24	0.10%	95.85%
532420	Office Machinery and Equipment Rental and Leasing	\$135,370,003.90	0.10%	95.95%
488999	All Other Support Activities for Transportation	\$129,167,821.17	0.09%	96.04%
522210	Credit Card Issuing	\$128,353,163.31	0.09%	96.13%
541910	Marketing Research and Public Opinion Polling	\$126,973,388.42	0.09%	96.22%
511110	Newspaper Publishers	\$126,202,590.72	0.09%	96.31%
621320	Offices of Optometrists	\$122,072,653.69	0.09%	96.39%
922160	Fire Protection	\$115,622,306.59	0.08%	96.47%
541199	All Other Legal Services	\$115,262,495.94	0.08%	96.56%
813319	Other Social Advocacy Organizations	\$112,142,855.49	0.08%	96.63%
541820	Public Relations Agencies	\$105,666,361.21	0.07%	96.71%
812320	Drycleaning and Laundry Services (except Coin-Operated)	\$104,310,394.21	0.07%	96.78%
624310	Vocational Rehabilitation Services	\$101,084,504.06	0.07%	96.85%
485119	Other Urban Transit Systems	\$90,987,185.92	0.06%	96.92%
562991	Septic Tank and Related Services	\$88,259,890.55	0.06%	96.98%
621498	All Other Outpatient Care Centers	\$87,536,228.00	0.06%	97.04%
812331	Linen Supply	\$85,559,811.90	0.06%	97.10%
541430	Graphic Design Services	\$84,889,238.92	0.06%	97.16%
515210	Cable and Other Subscription Programming	\$82,621,746.60	0.06%	97.22%
511140	Directory and Mailing List Publishers	\$81,319,555.00	0.06%	97.28%
611430	Professional and Management Development Training	\$80,800,412.91	0.06%	97.33%
522291	Consumer Lending	\$80,753,021.38	0.06%	97.39%
541410	Interior Design Services	\$80,190,605.04	0.06%	97.45%
722310	Food Service Contractors	\$79,585,215.97	0.06%	97.50%
488190	Other Support Activities for Air Transportation	\$79,307,895.80	0.06%	97.56%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
519110	News Syndicates	\$79,074,491.87	0.06%	97.62%
541330	Engineering Services	\$77,672,190.74	0.05%	97.67%
813312	Environment, Conservation and Wildlife Organizations	\$73,274,234.92	0.05%	97.72%
922130	Legal Counsel and Prosecution	\$70,645,669.42	0.05%	97.77%
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	\$70,618,734.13	0.05%	97.82%
485210	Interurban and Rural Bus Transportation	\$69,276,899.00	0.05%	97.87%
481112	Scheduled Freight Air Transportation	\$68,766,354.72	0.05%	97.92%
812930	Parking Lots and Garages	\$68,310,347.59	0.05%	97.97%
921110	Executive Offices	\$64,870,921.22	0.05%	98.01%
813311	Human Rights Organizations	\$61,118,647.68	0.04%	98.06%
561710	Exterminating and Pest Control Services	\$60,860,643.54	0.04%	98.10%
813990	Other Similar Organizations (except Business, Professional, Labor, and Political Organizations)	\$60,266,307.06	0.04%	98.14%
551114	Corporate, Subsidiary, and Regional Managing Offices	\$59,247,485.44	0.04%	98.18%
621910	Ambulance Services	\$58,558,819.78	0.04%	98.22%
624110	Child and Youth Services	\$57,277,635.00	0.04%	98.26%
488510	Freight Transportation Arrangement	\$56,600,285.11	0.04%	98.30%
713290	Other Gambling Industries	\$54,647,335.00	0.04%	98.34%
561450	Credit Bureaus	\$54,233,819.00	0.04%	98.38%
561492	Court Reporting and Stenotype Services	\$51,540,306.01	0.04%	98.42%
611519	Other Technical and Trade Schools	\$49,338,443.92	0.03%	98.45%
813211	Grantmaking Foundations	\$48,928,762.28	0.03%	98.49%
813920	Professional Organizations	\$46,872,386.92	0.03%	98.52%
561790	Other Services to Buildings and Dwellings	\$46,197,025.44	0.03%	98.55%
541110	Offices of Lawyers	\$46,105,232.76	0.03%	98.58%
541490	Other Specialized Design Services	\$45,010,523.16	0.03%	98.62%
624410	Child Day Care Services	\$44,453,262.45	0.03%	98.65%
623220	Residential Mental Health and Substance Abuse Facilities	\$44,015,902.00	0.03%	98.68%
519130	Internet Publishing and Broadcasting and Web Search Portals	\$43,878,162.50	0.03%	98.71%
921140	Executive and Legislative Offices, Combined	\$40,433,015.57	0.03%	98.74%
532112	Passenger Car Leasing	\$40,199,756.00	0.03%	98.77%
485510	Charter Bus Industry	\$40,043,700.34	0.03%	98.79%
561440	Collection Agencies	\$39,403,796.37	0.03%	98.82%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
561622	Locksmiths	\$39,190,362.34	0.03%	98.85%
562211	Hazardous Waste Treatment and Disposal	\$38,296,776.52	0.03%	98.88%
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)	\$38,062,151.88	0.03%	98.90%
561910	Packaging and Labeling Services	\$38,031,121.56	0.03%	98.93%
541219	Other Accounting Services	\$37,350,817.12	0.03%	98.96%
541420	Industrial Design Services	\$35,062,842.34	0.02%	98.98%
561599	All Other Travel Arrangement and Reservation Services	\$34,585,306.45	0.02%	99.01%
531390	Other Activities Related to Real Estate	\$34,419,374.68	0.02%	99.03%
924110	Administration of Air and Water Resource and Solid Waste Management Programs	\$33,748,483.41	0.02%	99.05%
561312	Executive Search Services	\$32,346,677.36	0.02%	99.08%
811192	Car Washes	\$30,816,648.45	0.02%	99.10%
711110	Theater Companies and Dinner Theaters	\$29,549,738.16	0.02%	99.12%
522310	Mortgage and Nonmortgage Loan Brokers	\$29,533,202.53	0.02%	99.14%
621112	Offices of Physicians, Mental Health Specialists	\$29,130,892.70	0.02%	99.16%
926120	Regulation and Administration of Transportation Programs	\$28,397,521.64	0.02%	99.18%
711310	Promoters of Performing Arts, Sports, and Similar Events with Facilities	\$26,810,824.79	0.02%	99.20%
712110	Museums	\$26,223,665.96	0.02%	99.22%
621420	Outpatient Mental Health and Substance Abuse Centers	\$25,951,838.00	0.02%	99.24%
488410	Motor Vehicle Towing	\$24,893,226.69	0.02%	99.25%
624210	Community Food Services	\$24,206,502.49	0.02%	99.27%
512110	Motion Picture and Video Production	\$24,182,754.52	0.02%	99.29%
722511	Full-Service Restaurants	\$23,928,045.15	0.02%	99.30%
531190	Lessors of Other Real Estate Property	\$23,616,548.48	0.02%	99.32%
722320	Caterers	\$23,354,757.63	0.02%	99.34%
561210	Facilities Support Services	\$23,033,748.00	0.02%	99.35%
561920	Convention and Trade Show Organizers	\$22,820,216.97	0.02%	99.37%
541850	Outdoor Advertising	\$22,215,593.70	0.02%	99.39%
711130	Musical Groups and Artists	\$21,568,202.88	0.02%	99.40%
522220	Sales Financing	\$21,086,958.58	0.01%	99.42%
541890	Other Services Related to Advertising	\$20,707,477.90	0.01%	99.43%
541720	Research and Development in the Social Sciences and Humanities	\$20,554,590.99	0.01%	99.44%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
811212	Computer and Office Machine Repair and Maintenance	\$20,540,283.96	0.01%	99.46%
524298	All Other Insurance Related Activities	\$20,222,810.09	0.01%	99.47%
561410	Document Preparation Services	\$19,227,061.55	0.01%	99.49%
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	\$18,860,789.60	0.01%	99.50%
515120	Television Broadcasting	\$18,828,941.20	0.01%	99.51%
524291	Claims Adjusting	\$18,376,289.14	0.01%	99.53%
519120	Libraries and Archives	\$17,532,248.17	0.01%	99.54%
712190	Nature Parks and Other Similar Institutions	\$17,316,952.84	0.01%	99.55%
611699	All Other Miscellaneous Schools and Instruction	\$16,164,400.90	0.01%	99.56%
511120	Periodical Publishers	\$15,673,723.98	0.01%	99.57%
621410	Family Planning Centers	\$15,374,253.20	0.01%	99.58%
541714	Research and Development in Biotechnology (except Nanobiotechnology)	\$14,089,644.00	0.01%	99.59%
523991	Trust, Fiduciary, and Custody Activities	\$14,042,688.39	0.01%	99.60%
712120	Historical Sites	\$13,871,819.19	0.01%	99.61%
485112	Commuter Rail Systems	\$13,650,142.37	0.01%	99.62%
485310	Taxi Service	\$13,530,659.47	0.01%	99.63%
111998	All Other Miscellaneous Crop Farming	\$13,499,061.00	0.01%	99.64%
531311	Residential Property Managers	\$13,368,387.98	0.01%	99.65%
524130	Reinsurance Carriers	\$13,174,660.00	0.01%	99.66%
621512	Diagnostic Imaging Centers	\$12,804,766.03	0.01%	99.67%
611512	Flight Training	\$11,304,300.00	0.01%	99.68%
517110	Wired Telecommunications Carriers	\$11,250,000.00	0.01%	99.69%
721110	Hotels (except Casino Hotels) and Motels	\$10,840,008.78	0.01%	99.69%
115112	Soil Preparation, Planting, and Cultivating	\$10,752,317.98	0.01%	99.70%
711510	Independent Artists, Writers, and Performers	\$10,607,534.91	0.01%	99.71%
923130	Administration of Human Resource Programs (except Education, Public Health, and Veterans' Affairs Programs)	\$10,592,075.00	0.01%	99.72%
611630	Language Schools	\$10,437,514.00	0.01%	99.72%
525910	Open-End Investment Funds	\$10,048,846.64	0.01%	99.73%
488310	Port and Harbor Operations	\$9,801,203.00	0.01%	99.74%
621210	Offices of Dentists	\$8,952,729.03	0.01%	99.74%
523110	Investment Banking and Securities Dealing	\$8,698,215.14	0.01%	99.75%
561730	Landscaping Services	\$8,650,057.25	0.01%	99.76%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
561422	Telemarketing Bureaus and Other Contact Centers	\$8,637,386.20	0.01%	99.76%
561520	Tour Operators	\$8,541,024.52	0.01%	99.77%
522320	Financial Transactions Processing, Reserve, and Clearinghouse Activities	\$8,419,818.21	0.01%	99.77%
562998	All Other Miscellaneous Waste Management Services	\$8,270,767.31	0.01%	99.78%
921120	Legislative Bodies	\$8,262,199.00	0.01%	99.79%
482112	Short Line Railroads	\$7,956,339.00	0.01%	99.79%
541310	Architectural Services	\$7,714,055.80	0.01%	99.80%
621493	Freestanding Ambulatory Surgical and Emergency Centers	\$7,661,690.00	0.01%	99.80%
611692	Automobile Driving Schools	\$7,065,507.00	0.00%	99.81%
813110	Religious Organizations	\$6,848,559.00	0.00%	99.81%
562112	Hazardous Waste Collection	\$6,797,225.71	0.00%	99.82%
711120	Dance Companies	\$6,723,709.00	0.00%	99.82%
926150	Regulation, Licensing, and Inspection of Miscellaneous Commercial Sectors	\$6,581,442.44	0.00%	99.83%
621310	Offices of Chiropractors	\$6,564,060.40	0.00%	99.83%
812332	Industrial Launderers	\$6,559,513.29	0.00%	99.84%
921130	Public Finance Activities	\$6,521,372.59	0.00%	99.84%
531320	Offices of Real Estate Appraisers	\$6,257,656.65	0.00%	99.84%
488320	Marine Cargo Handling	\$5,929,544.40	0.00%	99.85%
531312	Nonresidential Property Managers	\$5,683,435.53	0.00%	99.85%
532283	Home Health Equipment Rental	\$5,518,761.25	0.00%	99.86%
621399	Offices of All Other Miscellaneous Health Practitioners	\$5,449,006.40	0.00%	99.86%
611610	Fine Arts Schools	\$5,404,583.00	0.00%	99.86%
623210	Residential Intellectual and Developmental Disability Facilities	\$5,381,661.89	0.00%	99.87%
813212	Voluntary Health Organizations	\$5,321,181.42	0.00%	99.87%
713940	Fitness and Recreational Sports Centers	\$5,288,355.60	0.00%	99.88%
561439	Other Business Service Centers (including Copy Shops)	\$5,241,710.57	0.00%	99.88%
561431	Private Mail Centers	\$4,903,464.33	0.00%	99.88%
541860	Direct Mail Advertising	\$4,847,763.00	0.00%	99.89%
561510	Travel Agencies	\$4,784,327.59	0.00%	99.89%
561330	Professional Employer Organizations	\$4,352,605.61	0.00%	99.89%
721120	Casino Hotels	\$4,331,357.44	0.00%	99.90%
541350	Building Inspection Services	\$4,119,694.41	0.00%	99.90%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
522390	Other Activities Related to Credit Intermediation	\$4,030,500.00	0.00%	99.90%
488390	Other Support Activities for Water Transportation	\$3,822,315.08	0.00%	99.90%
811211	Consumer Electronics Repair and Maintenance	\$3,756,675.00	0.00%	99.91%
814110	Private Households	\$3,722,500.00	0.00%	99.91%
924120	Administration of Conservation Programs	\$3,449,126.00	0.00%	99.91%
926110	Administration of General Economic Programs	\$3,442,591.00	0.00%	99.91%
624229	Other Community Housing Services	\$3,239,279.37	0.00%	99.92%
522293	International Trade Financing	\$3,147,616.17	0.00%	99.92%
488330	Navigational Services to Shipping	\$3,096,000.00	0.00%	99.92%
711211	Sports Teams and Clubs	\$3,028,732.37	0.00%	99.92%
541840	Media Representatives	\$3,026,293.01	0.00%	99.93%
813930	Labor Unions and Similar Labor Organizations	\$3,006,328.73	0.00%	99.93%
541921	Photography Studios, Portrait	\$2,994,445.29	0.00%	99.93%
532111	Passenger Car Rental	\$2,868,537.00	0.00%	99.93%
611511	Cosmetology and Barber Schools	\$2,777,904.03	0.00%	99.93%
562920	Materials Recovery Facilities	\$2,776,066.75	0.00%	99.94%
712130	Zoos and Botanical Gardens	\$2,757,091.69	0.00%	99.94%
113210	Forest Nurseries and Gathering of Forest Products	\$2,640,000.00	0.00%	99.94%
115116	Farm Management Services	\$2,559,031.28	0.00%	99.94%
511219	Software Publishers	\$2,530,000.00	0.00%	99.94%
621991	Blood and Organ Banks	\$2,430,999.00	0.00%	99.94%
922120	Police Protection	\$2,413,565.19	0.00%	99.95%
541870	Advertising Material Distribution Services	\$2,388,796.00	0.00%	99.95%
523120	Securities Brokerage	\$2,342,995.63	0.00%	99.95%
624221	Temporary Shelters	\$2,341,919.74	0.00%	99.95%
623312	Assisted Living Facilities for the Elderly	\$2,220,403.57	0.00%	99.95%
623990	Other Residential Care Facilities	\$2,198,008.43	0.00%	99.95%
484122	General Freight Trucking, Long-Distance, Less Than Truckload	\$2,131,344.20	0.00%	99.96%
541370	Surveying and Mapping (except Geophysical) Services	\$2,078,533.97	0.00%	99.96%
925110	Administration of Housing Programs	\$2,069,126.25	0.00%	99.96%
722513	Limited-Service Restaurants	\$1,994,799.46	0.00%	99.96%
812210	Funeral Homes and Funeral Services	\$1,710,657.62	0.00%	99.96%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
512120	Motion Picture and Video Distribution	\$1,649,804.60	0.00%	99.96%
922140	Correctional Institutions	\$1,640,000.00	0.00%	99.96%
525920	Trusts, Estates, and Agency Accounts	\$1,564,350.00	0.00%	99.96%
524113	Direct Life Insurance Carriers	\$1,539,556.00	0.00%	99.97%
811490	Other Personal and Household Goods Repair and Maintenance	\$1,516,273.39	0.00%	99.97%
561613	Armored Car Services	\$1,415,639.13	0.00%	99.97%
622210	Psychiatric and Substance Abuse Hospitals	\$1,396,646.00	0.00%	99.97%
722410	Drinking Places (Alcoholic Beverages)	\$1,378,613.00	0.00%	99.97%
812310	Coin-Operated Laundries and Drycleaners	\$1,279,255.20	0.00%	99.97%
517410	Satellite Telecommunications	\$1,232,867.35	0.00%	99.97%
812990	All Other Personal Services	\$1,220,699.48	0.00%	99.97%
561620	Security Systems Services	\$1,210,774.26	0.00%	99.97%
492110	Couriers and Express Delivery Services	\$1,206,086.03	0.00%	99.97%
711190	Other Performing Arts Companies	\$1,194,970.00	0.00%	99.98%
562212	Solid Waste Landfill	\$1,164,893.01	0.00%	99.98%
541214	Payroll Services	\$1,154,427.00	0.00%	99.98%
812220	Cemeteries and Crematories	\$1,072,855.31	0.00%	99.98%
812910	Pet Care (except Veterinary) Services	\$1,053,330.00	0.00%	99.98%
493120	Refrigerated Warehousing and Storage	\$1,041,599.35	0.00%	99.98%
611410	Business and Secretarial Schools	\$1,020,867.00	0.00%	99.98%
114112	Shellfish Fishing	\$1,005,000.00	0.00%	99.98%
811118	Other Automotive Mechanical and Electrical Repair and Maintenance	\$1,000,000.00	0.00%	99.98%
523920	Portfolio Management	\$998,325.00	0.00%	99.98%
812112	Beauty Salons	\$943,555.00	0.00%	99.98%
517010	Telecommunications Resellers	\$937,500.00	0.00%	99.98%
486210	Pipeline Transportation of Natural Gas	\$900,933.21	0.00%	99.98%
611513	Apprenticeship Training	\$815,515.06	0.00%	99.98%
541340	Drafting Services	\$763,752.68	0.00%	99.99%
611620	Sports and Recreation Instruction	\$745,345.00	0.00%	99.99%
111130	Dry Pea and Bean Farming	\$718,181.81	0.00%	99.99%
812199	Other Personal Care Services	\$672,730.00	0.00%	99.99%
112511	Finfish Farming and Fish Hatcheries	\$667,062.00	0.00%	99.99%
811219	Other Electronic and Precision Equipment Repair and Maintenance	\$662,700.45	0.00%	99.99%
711219	Other Spectator Sports	\$661,759.00	0.00%	99.99%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
711410	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	\$658,850.00	0.00%	99.99%
533110	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	\$634,223.00	0.00%	99.99%
541713	Research and Development in Nanotechnology	\$619,233.73	0.00%	99.99%
811121	Automotive Body, Paint, and Interior Repair and Maintenance	\$602,523.51	0.00%	99.99%
112120	Dairy Cattle and Milk Production	\$598,498.80	0.00%	99.99%
111310	Orange Groves	\$591,752.00	0.00%	99.99%
523999	Miscellaneous Financial Investment Activities	\$591,175.99	0.00%	99.99%
921190	Other General Government Support	\$569,702.53	0.00%	99.99%
515112	Radio Stations	\$537,655.57	0.00%	99.99%
711212	Racetracks	\$511,000.00	0.00%	99.99%
512240	Sound Recording Studios	\$497,279.78	0.00%	99.99%
811122	Automotive Glass Replacement Shops	\$474,000.00	0.00%	99.99%
811412	Appliance Repair and Maintenance	\$466,475.19	0.00%	99.99%
512199	Other Motion Picture and Video Industries	\$453,000.00	0.00%	99.99%
112519	Other Aquaculture	\$437,970.39	0.00%	99.99%
721214	Recreational and Vacation Camps (except Campgrounds)	\$434,579.00	0.00%	99.99%
928120	International Affairs	\$432,499.00	0.00%	99.99%
532289	All Other Consumer Goods Rental	\$430,081.00	0.00%	99.99%
711320	Promoters of Performing Arts, Sports, and Similar Events without Facilities	\$427,300.00	0.00%	99.99%
112920	Horses and Other Equine Production	\$421,679.20	0.00%	100.00%
811198	All Other Automotive Repair and Maintenance	\$398,355.00	0.00%	100.00%
561740	Carpet and Upholstery Cleaning Services	\$344,818.00	0.00%	100.00%
493190	Other Warehousing and Storage	\$336,425.00	0.00%	100.00%
111219	Other Vegetable (except Potato) and Melon Farming	\$299,998.00	0.00%	100.00%
512131	Motion Picture Theaters (except Drive-Ins)	\$294,484.13	0.00%	100.00%
611691	Exam Preparation and Tutoring	\$280,000.00	0.00%	100.00%
926140	Regulation of Agricultural Marketing and Commodities	\$276,053.00	0.00%	100.00%
523210	Securities and Commodity Exchanges	\$262,227.50	0.00%	100.00%
112990	All Other Animal Production	\$243,018.65	0.00%	100.00%
512191	Teleproduction and Other Postproduction Services	\$199,048.00	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
515111	Radio Networks	\$189,419.02	0.00%	100.00%
622310	Specialty (except Psychiatric and Substance Abuse) Hospitals	\$185,000.00	0.00%	100.00%
921150	American Indian and Alaska Native Tribal Governments	\$182,341.00	0.00%	100.00%
713910	Golf Courses and Country Clubs	\$176,793.87	0.00%	100.00%
531130	Lessors of Miniwarehouses and Self-Storage Units	\$167,227.90	0.00%	100.00%
922110	Courts	\$158,579.63	0.00%	100.00%
541120	Offices of Notaries	\$142,800.00	0.00%	100.00%
484230	Specialized Freight (except Used Goods) Trucking, Long-Distance	\$139,806.40	0.00%	100.00%
238330	Flooring Contractors	\$123,972.03	0.00%	100.00%
812111	Barber Shops	\$117,120.00	0.00%	100.00%
811213	Communication Equipment Repair and Maintenance	\$116,025.00	0.00%	100.00%
115210	Support Activities for Animal Production	\$114,050.00	0.00%	100.00%
524292	Third Party Administration of Insurance and Pension Funds	\$112,500.00	0.00%	100.00%
541191	Title Abstract and Settlement Offices	\$109,880.00	0.00%	100.00%
611210	Junior Colleges	\$101,667.00	0.00%	100.00%
111331	Apple Orchards	\$100,000.00	0.00%	100.00%
713110	Amusement and Theme Parks	\$98,100.00	0.00%	100.00%
541360	Geophysical Surveying and Mapping Services	\$98,040.63	0.00%	100.00%
483114	Coastal and Great Lakes Passenger Transportation	\$97,600.00	0.00%	100.00%
512230	Music Publishers	\$95,750.00	0.00%	100.00%
813940	Political Organizations	\$94,688.26	0.00%	100.00%
541940	Veterinary Services	\$89,400.00	0.00%	100.00%
812191	Diet and Weight Reducing Centers	\$80,427.00	0.00%	100.00%
923110	Administration of Education Programs	\$76,140.00	0.00%	100.00%
512250	Record Production and Distribution	\$73,980.00	0.00%	100.00%
512290	Other Sound Recording Industries	\$73,500.00	0.00%	100.00%
115310	Support Activities for Forestry	\$72,000.00	0.00%	100.00%
513210	Software Publishers	\$69,764.02	0.00%	100.00%
492210	Local Messengers and Local Delivery	\$69,275.00	0.00%	100.00%
532310	General Rental Centers	\$69,187.86	0.00%	100.00%
491110	Postal Service	\$67,719.75	0.00%	100.00%
541320	Landscape Architectural Services	\$65,352.00	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
532210	Consumer Electronics and Appliances Rental	\$57,473.16	0.00%	100.00%
621492	Kidney Dialysis Centers	\$49,350.00	0.00%	100.00%
525990	Other Financial Vehicles	\$38,049.92	0.00%	100.00%
481111	Scheduled Passenger Air Transportation	\$35,000.00	0.00%	100.00%
561591	Convention and Visitors Bureaus	\$24,594.00	0.00%	100.00%
928110	National Security	\$18,511.00	0.00%	100.00%
926130	Regulation and Administration of Communications, Electric, Gas, and Other Utilities	\$16,500.00	0.00%	100.00%
721211	RV (Recreational Vehicle) Parks and Campgrounds	\$16,000.00	0.00%	100.00%
722330	Mobile Food Services	\$13,552.50	0.00%	100.00%
721199	All Other Traveler Accommodation	\$13,272.84	0.00%	100.00%
923140	Administration of Veterans' Affairs	\$10,000.00	0.00%	100.00%
112910	Apiculture	\$3,000.00	0.00%	100.00%
713930	Marinas	\$900.00	0.00%	100.00%
522298	All Other Nondepository Credit Intermediation	\$0.00	0.00%	100.00%
<b>Grand Total</b>		<b>\$141,910,321,891.59</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

TABLE A-A-5.  
NEW YORK STATE PRODUCT MARKET AREA  
COMMODITIES NAICS CODES

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	\$28,823,191,545.63	25.15%	25.15%
423840	Industrial Supplies Merchant Wholesalers	\$9,558,609,413.84	8.34%	33.49%
336510	Railroad Rolling Stock Manufacturing	\$5,730,321,448.01	5.00%	38.49%
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	\$5,403,808,914.03	4.72%	43.21%
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	\$5,361,688,174.20	4.68%	47.89%
336390	Other Motor Vehicle Parts Manufacturing	\$3,353,959,201.68	2.93%	50.82%
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	\$3,339,394,047.16	2.91%	53.73%
441310	Automotive Parts and Accessories Stores	\$3,314,828,308.38	2.89%	56.62%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
423830	Industrial Machinery and Equipment Merchant Wholesalers	\$3,262,637,187.46	2.85%	59.47%
446110	Pharmacies and Drug Stores	\$3,135,854,278.69	2.74%	62.21%
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	\$2,320,644,474.51	2.03%	64.23%
425120	Wholesale Trade Agents and Brokers	\$2,177,755,340.63	1.90%	66.13%
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	\$2,161,781,067.18	1.89%	68.02%
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	\$2,022,803,787.87	1.77%	69.78%
423110	Automobile and Other Motor Vehicle Merchant Wholesalers	\$1,683,906,930.94	1.47%	71.25%
444130	Hardware Stores	\$1,620,466,144.80	1.41%	72.67%
339113	Surgical Appliance and Supplies Manufacturing	\$1,430,427,637.06	1.25%	73.91%
441110	New Car Dealers	\$1,423,332,472.03	1.24%	75.16%
334111	Electronic Computer Manufacturing	\$1,350,459,536.30	1.18%	76.34%
332312	Fabricated Structural Metal Manufacturing	\$1,227,832,447.83	1.07%	77.41%
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	\$1,065,810,310.23	0.93%	78.34%
337214	Office Furniture (except Wood) Manufacturing	\$1,048,083,568.26	0.91%	79.25%
334419	Other Electronic Component Manufacturing	\$978,472,335.93	0.85%	80.11%
423810	Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers	\$950,764,916.28	0.83%	80.94%
324121	Asphalt Paving Mixture and Block Manufacturing	\$856,018,638.04	0.75%	81.68%
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing	\$758,451,722.83	0.66%	82.34%
423990	Other Miscellaneous Durable Goods Merchant Wholesalers	\$729,264,706.62	0.64%	82.98%
423730	Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers	\$681,379,939.75	0.59%	83.57%
423390	Other Construction Material Merchant Wholesalers	\$675,656,216.73	0.59%	84.16%
423320	Brick, Stone, and Related Construction Material Merchant Wholesalers	\$654,435,227.59	0.57%	84.74%
323111	Commercial Printing (except Screen and Books)	\$628,069,611.09	0.55%	85.28%
336120	Heavy Duty Truck Manufacturing	\$588,397,060.94	0.51%	85.80%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
424990	Other Miscellaneous Nondurable Goods Merchant Wholesalers	\$526,490,106.56	0.46%	86.26%
333249	Other Industrial Machinery Manufacturing	\$526,149,571.98	0.46%	86.72%
325180	Other Basic Inorganic Chemical Manufacturing	\$505,569,412.81	0.44%	87.16%
423710	Hardware Merchant Wholesalers	\$476,739,442.28	0.42%	87.57%
441228	Motorcycle, ATV, and All Other Motor Vehicle Dealers	\$458,165,841.37	0.40%	87.97%
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing	\$423,637,975.63	0.37%	88.34%
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$408,711,027.71	0.36%	88.70%
423690	Other Electronic Parts and Equipment Merchant Wholesalers	\$402,457,026.32	0.35%	89.05%
424410	General Line Grocery Merchant Wholesalers	\$392,583,014.49	0.34%	89.39%
453210	Office Supplies and Stationery Stores	\$377,835,232.47	0.33%	89.72%
333921	Elevator and Moving Stairway Manufacturing	\$377,004,486.59	0.33%	90.05%
325510	Paint and Coating Manufacturing	\$372,961,953.89	0.33%	90.38%
424120	Stationery and Office Supplies Merchant Wholesalers	\$372,105,116.67	0.32%	90.70%
424130	Industrial and Personal Service Paper Merchant Wholesalers	\$362,566,607.48	0.32%	91.02%
423210	Furniture Merchant Wholesalers	\$360,308,216.53	0.31%	91.33%
333415	Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing	\$356,039,644.69	0.31%	91.64%
424690	Other Chemical and Allied Products Merchant Wholesalers	\$354,106,374.43	0.31%	91.95%
454310	Fuel Dealers	\$349,894,545.80	0.31%	92.26%
424110	Printing and Writing Paper Merchant Wholesalers	\$347,240,665.50	0.30%	92.56%
333912	Air and Gas Compressor Manufacturing	\$340,480,453.24	0.30%	92.86%
335932	Noncurrent-Carrying Wiring Device Manufacturing	\$334,944,823.73	0.29%	93.15%
333618	Other Engine Equipment Manufacturing	\$318,300,811.70	0.28%	93.43%
331110	Iron and Steel Mills and Ferroalloy Manufacturing	\$223,470,336.77	0.20%	93.62%
327320	Ready-Mix Concrete Manufacturing	\$223,036,864.98	0.19%	93.82%
423310	Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers	\$221,522,569.11	0.19%	94.01%
322121	Paper (except Newsprint) Mills	\$217,810,179.47	0.19%	94.20%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
335911	Storage Battery Manufacturing	\$216,023,269.35	0.19%	94.39%
334290	Other Communications Equipment Manufacturing	\$210,821,969.07	0.18%	94.57%
312112	Bottled Water Manufacturing	\$203,428,528.34	0.18%	94.75%
441320	Tire Dealers	\$191,271,768.51	0.17%	94.92%
423620	Household Appliances, Electric Housewares, and Consumer Electronics Merchant Wholesalers	\$185,877,772.27	0.16%	95.08%
448190	Other Clothing Stores	\$183,712,250.94	0.16%	95.24%
333318	Other Commercial and Service Industry Machinery Manufacturing	\$174,458,315.05	0.15%	95.39%
332722	Bolt, Nut, Screw, Rivet, and Washer Manufacturing	\$170,619,804.76	0.15%	95.54%
333242	Semiconductor Machinery Manufacturing	\$169,266,748.31	0.15%	95.69%
453998	All Other Miscellaneous Store Retailers (except Tobacco Stores)	\$168,797,513.03	0.15%	95.84%
321113	Sawmills	\$168,354,414.07	0.15%	95.98%
322230	Stationery Product Manufacturing	\$167,429,952.87	0.15%	96.13%
444190	Other Building Material Dealers	\$166,258,354.34	0.15%	96.27%
334310	Audio and Video Equipment Manufacturing	\$162,328,730.75	0.14%	96.42%
315190	Other Apparel Knitting Mills	\$162,254,111.65	0.14%	96.56%
324110	Petroleum Refineries	\$162,011,565.16	0.14%	96.70%
339950	Sign Manufacturing	\$161,518,849.89	0.14%	96.84%
312111	Soft Drink Manufacturing	\$154,280,925.27	0.13%	96.97%
445110	Supermarkets and Other Grocery (except Convenience) Stores	\$117,361,330.85	0.10%	97.08%
325412	Pharmaceutical Preparation Manufacturing	\$109,842,391.31	0.10%	97.17%
332994	Small Arms, Ordnance, and Ordnance Accessories Manufacturing	\$106,768,593.77	0.09%	97.27%
423510	Metal Service Centers and Other Metal Merchant Wholesalers	\$101,698,842.64	0.09%	97.35%
423220	Home Furnishing Merchant Wholesalers	\$99,214,026.68	0.09%	97.44%
423490	Other Professional Equipment and Supplies Merchant Wholesalers	\$92,507,789.84	0.08%	97.52%
333413	Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing	\$79,011,532.46	0.07%	97.59%
424490	Other Grocery and Related Products Merchant Wholesalers	\$77,268,549.43	0.07%	97.66%
335314	Relay and Industrial Control Manufacturing	\$77,021,143.64	0.07%	97.73%
327110	Pottery, Ceramics, and Plumbing Fixture Manufacturing	\$76,589,765.90	0.07%	97.79%

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311615	Poultry Processing	\$76,157,511.29	0.07%	97.86%
325120	Industrial Gas Manufacturing	\$72,352,299.57	0.06%	97.92%
212393	Other Chemical and Fertilizer Mineral Mining	\$71,286,062.89	0.06%	97.98%
451211	Book Stores	\$67,302,369.00	0.06%	98.04%
339112	Surgical and Medical Instrument Manufacturing	\$66,302,195.47	0.06%	98.10%
423330	Roofing, Siding, and Insulation Material Merchant Wholesalers	\$59,886,719.29	0.05%	98.15%
212319	Other Crushed and Broken Stone Mining and Quarrying	\$59,046,926.27	0.05%	98.20%
441120	Used Car Dealers	\$57,250,000.00	0.05%	98.25%
454110	Electronic Shopping and Mail-Order Houses	\$56,705,699.03	0.05%	98.30%
315990	Apparel Accessories and Other Apparel Manufacturing	\$56,440,564.77	0.05%	98.35%
446199	All Other Health and Personal Care Stores	\$52,331,138.52	0.05%	98.40%
333120	Construction Machinery Manufacturing	\$49,241,048.69	0.04%	98.44%
424470	Meat and Meat Product Merchant Wholesalers	\$48,527,598.90	0.04%	98.48%
337211	Wood Office Furniture Manufacturing	\$45,454,663.47	0.04%	98.52%
311511	Fluid Milk Manufacturing	\$45,238,779.32	0.04%	98.56%
453991	Tobacco Stores	\$44,777,949.90	0.04%	98.60%
423410	Photographic Equipment and Supplies Merchant Wholesalers	\$44,406,517.30	0.04%	98.64%
423820	Farm and Garden Machinery and Equipment Merchant Wholesalers	\$43,353,336.98	0.04%	98.68%
212312	Crushed and Broken Limestone Mining and Quarrying	\$42,972,683.75	0.04%	98.72%
212321	Construction Sand and Gravel Mining	\$42,749,341.70	0.04%	98.75%
423420	Office Equipment Merchant Wholesalers	\$42,728,689.67	0.04%	98.79%
311812	Commercial Bakeries	\$40,461,794.03	0.04%	98.83%
424610	Plastics Materials and Basic Forms and Shapes Merchant Wholesalers	\$39,382,439.66	0.03%	98.86%
327910	Abrasive Product Manufacturing	\$34,354,203.65	0.03%	98.89%
334519	Other Measuring and Controlling Device Manufacturing	\$34,086,377.53	0.03%	98.92%
442110	Furniture Stores	\$33,733,124.05	0.03%	98.95%
336330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	\$33,236,768.45	0.03%	98.98%
424430	Dairy Product (except Dried or Canned) Merchant Wholesalers	\$32,848,362.82	0.03%	99.01%
336111	Automobile Manufacturing	\$31,946,496.32	0.03%	99.04%

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334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	\$29,799,061.97	0.03%	99.06%
445292	Confectionery and Nut Stores	\$28,767,493.56	0.03%	99.09%
448210	Shoe Stores	\$28,605,186.94	0.02%	99.11%
313210	Broadwoven Fabric Mills	\$28,553,923.39	0.02%	99.14%
326191	Plastics Plumbing Fixture Manufacturing	\$28,104,372.02	0.02%	99.16%
327390	Other Concrete Product Manufacturing	\$27,189,979.10	0.02%	99.18%
332323	Ornamental and Architectural Metal Work Manufacturing	\$27,144,052.93	0.02%	99.21%
441222	Boat Dealers	\$25,871,480.92	0.02%	99.23%
452319	All Other General Merchandise Stores	\$25,362,834.39	0.02%	99.25%
334516	Analytical Laboratory Instrument Manufacturing	\$25,275,664.62	0.02%	99.28%
423440	Other Commercial Equipment Merchant Wholesalers	\$23,329,007.21	0.02%	99.30%
337212	Custom Architectural Woodwork and Millwork Manufacturing	\$22,671,803.80	0.02%	99.32%
336611	Ship Building and Repairing	\$20,828,913.52	0.02%	99.33%
333112	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing	\$18,000,000.00	0.02%	99.35%
332322	Sheet Metal Work Manufacturing	\$17,865,097.50	0.02%	99.37%
336999	All Other Transportation Equipment Manufacturing	\$17,835,082.21	0.02%	99.38%
212311	Dimension Stone Mining and Quarrying	\$17,263,148.15	0.02%	99.40%
311991	Perishable Prepared Food Manufacturing	\$17,142,808.00	0.01%	99.41%
424920	Book, Periodical, and Newspaper Merchant Wholesalers	\$17,029,877.00	0.01%	99.43%
332996	Fabricated Pipe and Pipe Fitting Manufacturing	\$16,857,937.44	0.01%	99.44%
337127	Institutional Furniture Manufacturing	\$16,838,408.82	0.01%	99.45%
333996	Fluid Power Pump and Motor Manufacturing	\$16,683,648.62	0.01%	99.47%
443142	Electronics Stores	\$16,104,468.96	0.01%	99.48%
333913	Measuring, Dispensing, and Other Pumping Equipment Manufacturing	\$15,279,109.44	0.01%	99.50%
443141	Household Appliance Stores	\$14,899,099.51	0.01%	99.51%
423930	Recyclable Material Merchant Wholesalers	\$14,743,021.78	0.01%	99.52%
332321	Metal Window and Door Manufacturing	\$14,033,853.25	0.01%	99.53%
322220	Paper Bag and Coated and Treated Paper Manufacturing	\$13,318,855.59	0.01%	99.55%
333111	Farm Machinery and Equipment Manufacturing	\$13,280,000.00	0.01%	99.56%

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213112	Support Activities for Oil and Gas Operations	\$12,767,697.28	0.01%	99.57%
323113	Commercial Screen Printing	\$12,550,646.96	0.01%	99.58%
331315	Aluminum Sheet, Plate, and Foil Manufacturing	\$11,364,158.31	0.01%	99.59%
332993	Ammunition (except Small Arms) Manufacturing	\$10,836,000.00	0.01%	99.60%
336992	Military Armored Vehicle, Tank, and Tank Component Manufacturing	\$10,714,868.16	0.01%	99.61%
333991	Power-Driven Handtool Manufacturing	\$10,386,985.78	0.01%	99.62%
315280	Other Cut and Sew Apparel Manufacturing	\$10,205,802.85	0.01%	99.63%
444110	Home Centers	\$10,164,890.44	0.01%	99.64%
326122	Plastics Pipe and Pipe Fitting Manufacturing	\$10,099,887.75	0.01%	99.64%
325998	All Other Miscellaneous Chemical Product and Preparation Manufacturing	\$9,685,278.84	0.01%	99.65%
339940	Office Supplies (except Paper) Manufacturing	\$9,272,913.25	0.01%	99.66%
334510	Electromedical and Electrotherapeutic Apparatus Manufacturing	\$9,257,791.33	0.01%	99.67%
442299	All Other Home Furnishings Stores	\$7,942,256.78	0.01%	99.68%
441210	Recreational Vehicle Dealers	\$7,936,255.56	0.01%	99.68%
325199	All Other Basic Organic Chemical Manufacturing	\$7,862,000.00	0.01%	99.69%
336212	Truck Trailer Manufacturing	\$7,624,246.26	0.01%	99.70%
325413	In-Vitro Diagnostic Substance Manufacturing	\$7,245,639.81	0.01%	99.70%
334515	Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals	\$6,935,608.56	0.01%	99.71%
451110	Sporting Goods Stores	\$6,588,382.00	0.01%	99.71%
325612	Polish and Other Sanitation Good Manufacturing	\$6,541,203.86	0.01%	99.72%
333517	Machine Tool Manufacturing	\$6,532,051.57	0.01%	99.73%
339920	Sporting and Athletic Goods Manufacturing	\$6,449,491.84	0.01%	99.73%
454390	Other Direct Selling Establishments	\$6,442,947.76	0.01%	99.74%
444220	Nursery, Garden Center, and Farm Supply Stores	\$6,246,885.85	0.01%	99.74%
332313	Plate Work Manufacturing	\$6,197,195.97	0.01%	99.75%
332215	Metal Kitchen Cookware, Utensil, Cutlery, and Flatware (except Precious) Manufacturing	\$6,084,570.19	0.01%	99.75%
327332	Concrete Pipe Manufacturing	\$5,780,142.03	0.01%	99.76%
311612	Meat Processed from Carcasses	\$5,752,243.00	0.01%	99.76%
335912	Primary Battery Manufacturing	\$5,731,957.00	0.01%	99.77%

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311999	All Other Miscellaneous Food Manufacturing	\$5,683,099.16	0.00%	99.77%
324191	Petroleum Lubricating Oil and Grease Manufacturing	\$5,597,625.90	0.00%	99.78%
337110	Wood Kitchen Cabinet and Countertop Manufacturing	\$5,590,555.66	0.00%	99.78%
326199	All Other Plastics Product Manufacturing	\$5,480,855.33	0.00%	99.79%
442210	Floor Covering Stores	\$5,344,668.10	0.00%	99.79%
333924	Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing	\$5,137,678.54	0.00%	99.80%
311119	Other Animal Food Manufacturing	\$5,106,392.60	0.00%	99.80%
451120	Hobby, Toy, and Game Stores	\$5,000,000.00	0.00%	99.81%
312130	Wineries	\$4,978,942.00	0.00%	99.81%
424460	Fish and Seafood Merchant Wholesalers	\$4,952,583.73	0.00%	99.81%
322299	All Other Converted Paper Product Manufacturing	\$4,798,707.34	0.00%	99.82%
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	\$4,794,333.02	0.00%	99.82%
314999	All Other Miscellaneous Textile Product Mills	\$4,760,206.92	0.00%	99.83%
313310	Textile and Fabric Finishing Mills	\$4,749,749.15	0.00%	99.83%
333515	Cutting Tool and Machine Tool Accessory Manufacturing	\$4,635,369.00	0.00%	99.84%
331210	Iron and Steel Pipe and Tube Manufacturing from Purchased Steel	\$4,399,753.64	0.00%	99.84%
453920	Art Dealers	\$4,225,456.18	0.00%	99.84%
423920	Toy and Hobby Goods and Supplies Merchant Wholesalers	\$4,164,971.25	0.00%	99.85%
332311	Prefabricated Metal Building and Component Manufacturing	\$4,068,144.04	0.00%	99.85%
324122	Asphalt Shingle and Coating Materials Manufacturing	\$4,025,168.03	0.00%	99.85%
446191	Food (Health) Supplement Stores	\$3,821,172.90	0.00%	99.86%
423910	Sporting and Recreational Goods and Supplies Merchant Wholesalers	\$3,657,128.30	0.00%	99.86%
335311	Power, Distribution, and Specialty Transformer Manufacturing	\$3,568,855.08	0.00%	99.86%
326211	Tire Manufacturing (except Retreading)	\$3,514,468.39	0.00%	99.87%
325611	Soap and Other Detergent Manufacturing	\$3,511,262.37	0.00%	99.87%
336411	Aircraft Manufacturing	\$3,435,628.50	0.00%	99.87%
314910	Textile Bag and Canvas Mills	\$3,358,895.30	0.00%	99.88%
322211	Corrugated and Solid Fiber Box Manufacturing	\$3,330,271.34	0.00%	99.88%
453220	Gift, Novelty, and Souvenir Stores	\$3,301,019.19	0.00%	99.88%

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326111	Plastics Bag and Pouch Manufacturing	\$3,239,341.32	0.00%	99.88%
442291	Window Treatment Stores	\$3,168,811.84	0.00%	99.89%
459110	Sporting Goods Retailers	\$3,164,252.63	0.00%	99.89%
424310	Piece Goods, Notions, and Other Dry Goods Merchant Wholesalers	\$3,093,035.43	0.00%	99.89%
333999	All Other Miscellaneous General Purpose Machinery Manufacturing	\$3,043,847.09	0.00%	99.89%
454210	Vending Machine Operators	\$3,036,685.48	0.00%	99.90%
311412	Frozen Specialty Food Manufacturing	\$3,020,181.81	0.00%	99.90%
323120	Support Activities for Printing	\$2,991,613.99	0.00%	99.90%
311514	Dry, Condensed, and Evaporated Dairy Product Manufacturing	\$2,913,882.53	0.00%	99.91%
448150	Clothing Accessories Stores	\$2,850,000.00	0.00%	99.91%
332420	Metal Tank (Heavy Gauge) Manufacturing	\$2,816,930.00	0.00%	99.91%
331523	Nonferrous Metal Die-Casting Foundries	\$2,707,923.71	0.00%	99.91%
321991	Manufactured Home (Mobile Home) Manufacturing	\$2,634,928.00	0.00%	99.91%
332510	Hardware Manufacturing	\$2,628,504.98	0.00%	99.92%
335122	Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing	\$2,622,435.99	0.00%	99.92%
445320	Beer, Wine, and Liquor Retailers	\$2,616,004.80	0.00%	99.92%
336612	Boat Building	\$2,439,191.78	0.00%	99.92%
336412	Aircraft Engine and Engine Parts Manufacturing	\$2,321,685.70	0.00%	99.93%
335313	Switchgear and Switchboard Apparatus Manufacturing	\$2,277,685.50	0.00%	99.93%
333923	Overhead Traveling Crane, Hoist, and Monorail System Manufacturing	\$2,240,715.83	0.00%	99.93%
333244	Printing Machinery and Equipment Manufacturing	\$2,223,479.42	0.00%	99.93%
327420	Gypsum Product Manufacturing	\$2,216,642.16	0.00%	99.93%
325520	Adhesive Manufacturing	\$2,212,218.15	0.00%	99.94%
327215	Glass Product Manufacturing Made of Purchased Glass	\$2,197,014.50	0.00%	99.94%
333992	Welding and Soldering Equipment Manufacturing	\$2,189,889.23	0.00%	99.94%
423740	Refrigeration Equipment and Supplies Merchant Wholesalers	\$2,180,508.43	0.00%	99.94%
334611	Software Reproducing	\$2,147,209.85	0.00%	99.94%
323117	Books Printing	\$2,131,307.54	0.00%	99.95%
424930	Flower, Nursery Stock, and Florists' Supplies Merchant Wholesalers	\$1,963,897.67	0.00%	99.95%

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446130	Optical Goods Stores	\$1,957,888.00	0.00%	99.95%
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$1,955,352.58	0.00%	99.95%
311611	Animal (except Poultry) Slaughtering	\$1,799,999.99	0.00%	99.95%
334614	Software and Other Prerecorded Compact Disc, Tape, and Record Reproducing	\$1,705,000.00	0.00%	99.95%
424910	Farm Supplies Merchant Wholesalers	\$1,594,931.02	0.00%	99.95%
311520	Ice Cream and Frozen Dessert Manufacturing	\$1,590,676.65	0.00%	99.96%
333997	Scale and Balance Manufacturing	\$1,574,579.00	0.00%	99.96%
424420	Packaged Frozen Food Merchant Wholesalers	\$1,536,706.08	0.00%	99.96%
423130	Tire and Tube Merchant Wholesalers	\$1,493,712.25	0.00%	99.96%
332812	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers	\$1,485,128.16	0.00%	99.96%
213111	Drilling Oil and Gas Wells	\$1,440,370.00	0.00%	99.96%
321912	Cut Stock, Resawing Lumber, and Planing	\$1,438,315.95	0.00%	99.96%
326299	All Other Rubber Product Manufacturing	\$1,408,974.14	0.00%	99.97%
453110	Florists	\$1,356,352.25	0.00%	99.97%
332216	Saw Blade and Handtool Manufacturing	\$1,351,828.45	0.00%	99.97%
325211	Plastics Material and Resin Manufacturing	\$1,350,021.42	0.00%	99.97%
336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing	\$1,306,860.00	0.00%	99.97%
334417	Electronic Connector Manufacturing	\$1,286,777.45	0.00%	99.97%
337124	Metal Household Furniture Manufacturing	\$1,277,230.00	0.00%	99.97%
448120	Women's Clothing Stores	\$1,137,380.00	0.00%	99.97%
335129	Other Lighting Equipment Manufacturing	\$1,113,166.00	0.00%	99.97%
333995	Fluid Power Cylinder and Actuator Manufacturing	\$1,103,425.00	0.00%	99.98%
321920	Wood Container and Pallet Manufacturing	\$1,046,964.00	0.00%	99.98%
326150	Urethane and Other Foam Product (except Polystyrene) Manufacturing	\$1,006,980.80	0.00%	99.98%
445210	Meat Markets	\$1,000,000.00	0.00%	99.98%
311211	Flour Milling	\$984,369.46	0.00%	99.98%
332811	Metal Heat Treating	\$917,476.00	0.00%	99.98%
322219	Other Paperboard Container Manufacturing	\$887,088.48	0.00%	99.98%
335921	Fiber Optic Cable Manufacturing	\$877,376.32	0.00%	99.98%
333993	Packaging Machinery Manufacturing	\$856,276.00	0.00%	99.98%

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337121	Upholstered Household Furniture Manufacturing	\$775,396.75	0.00%	99.98%
311411	Frozen Fruit, Juice, and Vegetable Manufacturing	\$718,181.81	0.00%	99.98%
337125	Household Furniture (except Wood and Metal) Manufacturing	\$709,000.00	0.00%	99.98%
334118	Computer Terminal and Other Computer Peripheral Equipment Manufacturing	\$651,919.08	0.00%	99.98%
424950	Paint, Varnish, and Supplies Merchant Wholesalers	\$650,552.37	0.00%	99.98%
212399	All Other Nonmetallic Mineral Mining	\$636,865.05	0.00%	99.99%
446120	Cosmetics, Beauty Supplies, and Perfume Stores	\$619,932.50	0.00%	99.99%
452210	Department Stores	\$618,963.40	0.00%	99.99%
339115	Ophthalmic Goods Manufacturing	\$613,172.00	0.00%	99.99%
425110	Business to Business Electronic Markets	\$600,000.00	0.00%	99.99%
333314	Optical Instrument and Lens Manufacturing	\$587,254.38	0.00%	99.99%
327991	Cut Stone and Stone Product Manufacturing	\$583,672.00	0.00%	99.99%
325620	Toilet Preparation Manufacturing	\$546,220.25	0.00%	99.99%
337920	Blind and Shade Manufacturing	\$538,497.78	0.00%	99.99%
331314	Secondary Smelting and Alloying of Aluminum	\$537,334.00	0.00%	99.99%
339114	Dental Equipment and Supplies Manufacturing	\$501,050.01	0.00%	99.99%
311920	Coffee and Tea Manufacturing	\$500,000.00	0.00%	99.99%
424210	Drugs and Druggists' Sundries Merchant Wholesalers	\$475,300.40	0.00%	99.99%
316998	All Other Leather Good and Allied Product Manufacturing	\$470,000.00	0.00%	99.99%
339999	All Other Miscellaneous Manufacturing	\$469,493.34	0.00%	99.99%
314994	Rope, Cordage, Twine, Tire Cord, and Tire Fabric Mills	\$458,175.00	0.00%	99.99%
444210	Outdoor Power Equipment Stores	\$443,243.43	0.00%	99.99%
312113	Ice Manufacturing	\$441,850.52	0.00%	99.99%
333316	Photographic and Photocopying Equipment Manufacturing	\$437,000.00	0.00%	99.99%
311821	Cookie and Cracker Manufacturing	\$432,540.00	0.00%	99.99%
424330	Women's, Children's, and Infants' Clothing and Accessories Merchant Wholesalers	\$427,941.00	0.00%	99.99%
424820	Wine and Distilled Alcoholic Beverage Merchant Wholesalers	\$425,511.75	0.00%	99.99%
311423	Dried and Dehydrated Food Manufacturing	\$419,090.99	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
453910	Pet and Pet Supplies Stores	\$417,609.08	0.00%	100.00%
314120	Curtain and Linen Mills	\$411,267.60	0.00%	100.00%
325910	Printing Ink Manufacturing	\$394,261.00	0.00%	100.00%
335110	Electric Lamp Bulb and Part Manufacturing	\$383,552.00	0.00%	100.00%
333612	Speed Changer, Industrial High-Speed Drive, and Gear Manufacturing	\$365,070.76	0.00%	100.00%
334112	Computer Storage Device Manufacturing	\$352,231.12	0.00%	100.00%
211130	Natural Gas Extraction	\$320,497.00	0.00%	100.00%
321918	Other Millwork (including Flooring)	\$308,319.00	0.00%	100.00%
451212	News Dealers and Newsstands	\$306,000.00	0.00%	100.00%
448140	Family Clothing Stores	\$297,842.00	0.00%	100.00%
327310	Cement Manufacturing	\$270,000.00	0.00%	100.00%
332721	Precision Turned Product Manufacturing	\$267,840.00	0.00%	100.00%
332911	Industrial Valve Manufacturing	\$254,800.00	0.00%	100.00%
311352	Confectionery Manufacturing from Purchased Chocolate	\$250,000.00	0.00%	100.00%
313110	Fiber, Yarn, and Thread Mills	\$249,283.10	0.00%	100.00%
424480	Fresh Fruit and Vegetable Merchant Wholesalers	\$237,571.00	0.00%	100.00%
339991	Gasket, Packing, and Sealing Device Manufacturing	\$232,900.00	0.00%	100.00%
332919	Other Metal Valve and Pipe Fitting Manufacturing	\$231,728.43	0.00%	100.00%
336360	Motor Vehicle Seating and Interior Trim Manufacturing	\$227,318.30	0.00%	100.00%
312120	Breweries	\$225,000.00	0.00%	100.00%
444120	Paint and Wallpaper Stores	\$222,300.22	0.00%	100.00%
337215	Showcase, Partition, Shelving, and Locker Manufacturing	\$217,652.00	0.00%	100.00%
423460	Ophthalmic Goods Merchant Wholesalers	\$217,199.15	0.00%	100.00%
334517	Irradiation Apparatus Manufacturing	\$213,690.55	0.00%	100.00%
424710	Petroleum Bulk Stations and Terminals	\$188,465.46	0.00%	100.00%
448310	Jewelry Stores	\$183,156.00	0.00%	100.00%
325920	Explosives Manufacturing	\$181,500.00	0.00%	100.00%
315220	Men's and Boys' Cut and Sew Apparel Manufacturing	\$153,858.33	0.00%	100.00%
311314	Cane Sugar Manufacturing	\$152,000.00	0.00%	100.00%
312140	Distilleries	\$150,000.00	0.00%	100.00%
311513	Cheese Manufacturing	\$142,743.29	0.00%	100.00%
335312	Motor and Generator Manufacturing	\$117,822.24	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
333248	All Other Industrial Machinery Manufacturing	\$115,385.00	0.00%	100.00%
323119	Other commercial printing	\$115,236.88	0.00%	100.00%
321999	All Other Miscellaneous Wood Product Manufacturing	\$113,700.00	0.00%	100.00%
333519	Rolling Mill and Other Metalworking Machinery Manufacturing	\$113,454.00	0.00%	100.00%
424940	Tobacco and Tobacco Product Merchant Wholesalers	\$111,500.00	0.00%	100.00%
311351	Chocolate and Confectionery Manufacturing from Cacao Beans	\$100,000.00	0.00%	100.00%
311919	Other Snack Food Manufacturing	\$100,000.00	0.00%	100.00%
331221	Rolled Steel Shape Manufacturing	\$100,000.00	0.00%	100.00%
339992	Musical Instrument Manufacturing	\$100,000.00	0.00%	100.00%
334413	Semiconductor and Related Device Manufacturing	\$91,165.92	0.00%	100.00%
451140	Musical Instrument and Supplies Stores	\$87,000.00	0.00%	100.00%
326112	Plastics Packaging Film and Sheet (including Laminated) Manufacturing	\$80,501.00	0.00%	100.00%
333131	Mining Machinery and Equipment Manufacturing	\$79,826.64	0.00%	100.00%
311811	Retail Bakeries	\$74,491.06	0.00%	100.00%
321911	Wood Window and Door Manufacturing	\$73,950.00	0.00%	100.00%
333243	Sawmill, Woodworking, and Paper Machinery Manufacturing	\$71,200.00	0.00%	100.00%
336310	Motor Vehicle Gasoline Engine and Engine Parts Manufacturing	\$62,870.00	0.00%	100.00%
332710	Machine Shops	\$60,558.75	0.00%	100.00%
316210	Footwear Manufacturing	\$59,849.60	0.00%	100.00%
335220	Major Household Appliance Manufacturing	\$56,400.00	0.00%	100.00%
451130	Sewing, Needlework, and Piece Goods Stores	\$49,680.00	0.00%	100.00%
212210	Iron Ore Mining	\$49,440.50	0.00%	100.00%
333241	Food Product Machinery Manufacturing	\$48,429.00	0.00%	100.00%
327331	Concrete Block and Brick Manufacturing	\$42,195.20	0.00%	100.00%
447110	Gasoline Stations with Convenience Stores	\$40,349.43	0.00%	100.00%
334412	Bare Printed Circuit Board Manufacturing	\$37,466.50	0.00%	100.00%
334210	Telephone Apparatus Manufacturing	\$36,000.00	0.00%	100.00%
332618	Other Fabricated Wire Product Manufacturing	\$25,200.00	0.00%	100.00%
339910	Jewelry and Silverware Manufacturing	\$23,514.00	0.00%	100.00%

NAICS CODE	NAICS CODE DESCRIPTION	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
327999	All Other Miscellaneous Nonmetallic Mineral Product Manufacturing	\$20,000.00	0.00%	100.00%
332410	Power Boiler and Heat Exchanger Manufacturing	\$20,000.00	0.00%	100.00%
453930	Manufactured (Mobile) Home Dealers	\$17,170.00	0.00%	100.00%
333511	Industrial Mold Manufacturing	\$14,280.00	0.00%	100.00%
321114	Wood Preservation	\$14,164.26	0.00%	100.00%
323110	Cards (e.g., business, greeting, playing, postcards, trading) lithographic (offset) printing without publishing (deactivated in 2012 codeset)	\$7,842.80	0.00%	100.00%
448110	Men's Clothing Stores	\$6,800.00	0.00%	100.00%
332439	Other Metal Container Manufacturing	\$3,747.58	0.00%	100.00%
335929	Other Communication and Energy Wire Manufacturing	\$3,500.00	0.00%	100.00%
423940	Jewelry, Watch, Precious Stone, and Precious Metal Merchant Wholesalers	\$3,120.00	0.00%	100.00%
445291	Baked Goods Stores	\$2,341.00	0.00%	100.00%
313320	Fabric Coating Mills	\$523.66	0.00%	100.00%
315210	Cut and Sew Apparel Contractors	\$0.00	0.00%	100.00%
332111	Iron and Steel Forging	\$0.00	0.00%	100.00%
339930	Doll, Toy, and Game Manufacturing	\$0.00	0.00%	100.00%
333922	Conveyor and Conveying Equipment Manufacturing	(\$227,248.09)	0.00%	100.00%
334512	Automatic Environmental Control Manufacturing for Residential, Commercial, and Appliance Use	(\$4,466,113.89)	0.00%	100.00%
<b>Total</b>		<b>\$114,594,172,694.73</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

# Appendix B

## B. Detailed Market Area Analysis

TABLE B-B-1.  
NEW YORK STATE GEOGRAPHIC MARKET AREA  
ALL FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
NEW YORK COUNTY, NY	\$45,468,113,797.08	14.97%	14.97%
QUEENS COUNTY, NY	\$22,038,419,283.44	7.26%	22.23%
SUFFOLK COUNTY, NY	\$18,562,100,631.64	6.11%	28.34%
NASSAU COUNTY, NY	\$13,811,329,132.43	4.55%	32.88%
ALBANY COUNTY, NY	\$12,767,513,345.10	4.20%	37.09%
RICHMOND COUNTY, NY	\$12,378,739,605.40	4.08%	41.16%
WESTCHESTER COUNTY, NY	\$9,420,190,294.76	3.10%	44.26%
KINGS COUNTY, NY	\$9,345,151,866.78	3.08%	47.34%
SCHENECTADY COUNTY, NY	\$9,116,511,914.27	3.00%	50.34%
ERIE COUNTY, NY	\$5,758,443,056.09	1.90%	52.24%
MONROE COUNTY, NY	\$4,960,244,235.22	1.63%	53.87%
ONONDAGA COUNTY, NY	\$3,826,198,208.03	1.26%	55.13%
ROCKLAND COUNTY, NY	\$3,395,139,855.36	1.12%	56.25%
ONEIDA COUNTY, NY	\$3,247,910,084.53	1.07%	57.32%
MONTGOMERY COUNTY, NY	\$2,133,660,085.78	0.70%	58.02%
DUTCHESS COUNTY, NY	\$1,984,498,666.65	0.65%	58.67%
BROOME COUNTY, NY	\$1,897,129,021.05	0.62%	59.30%
STEUBEN COUNTY, NY	\$1,644,030,948.65	0.54%	59.84%
NIAGARA COUNTY, NY	\$1,203,278,321.21	0.40%	60.24%
SARATOGA COUNTY, NY	\$1,199,405,167.58	0.39%	60.63%
BRONX COUNTY, NY	\$1,084,696,594.11	0.36%	60.99%
RENSSELAER COUNTY, NY	\$848,256,523.40	0.28%	61.27%
CLINTON COUNTY, NY	\$784,223,585.24	0.26%	61.53%
ORANGE COUNTY, NY	\$779,995,427.32	0.26%	61.78%
MADISON COUNTY, NY	\$686,793,833.61	0.23%	62.01%
ULSTER COUNTY, NY	\$673,966,674.06	0.22%	62.23%
CAYUGA COUNTY, NY	\$607,289,087.59	0.20%	62.43%
SCHOHARIE COUNTY, NY	\$580,759,549.10	0.19%	62.62%
SAINT LAWRENCE COUNTY, NY	\$503,671,025.65	0.17%	62.79%
PUTNAM COUNTY, NY	\$378,793,303.55	0.12%	62.91%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
ONTARIO COUNTY, NY	\$365,378,547.52	0.12%	63.03%
CORTLAND COUNTY, NY	\$314,953,771.49	0.10%	63.14%
SULLIVAN COUNTY, NY	\$297,615,886.10	0.10%	63.23%
CHEMUNG COUNTY, NY	\$295,000,404.83	0.10%	63.33%
LIVINGSTON COUNTY, NY	\$273,121,254.68	0.09%	63.42%
WARREN COUNTY, NY	\$248,648,866.65	0.08%	63.50%
JEFFERSON COUNTY, NY	\$244,674,546.36	0.08%	63.58%
OTSEGO COUNTY, NY	\$221,575,527.25	0.07%	63.66%
OSWEGO COUNTY, NY	\$217,874,648.62	0.07%	63.73%
HERKIMER COUNTY, NY	\$183,513,794.07	0.06%	63.79%
CHAUTAUQUA COUNTY, NY	\$181,751,755.63	0.06%	63.85%
FRANKLIN COUNTY, NY	\$133,976,904.77	0.04%	63.89%
ORLEANS COUNTY, NY	\$133,937,142.27	0.04%	63.94%
TOMPKINS COUNTY, NY	\$132,873,090.53	0.04%	63.98%
FULTON COUNTY, NY	\$128,347,995.96	0.04%	64.02%
COLUMBIA COUNTY, NY	\$127,172,195.17	0.04%	64.06%
WYOMING COUNTY, NY	\$112,059,730.30	0.04%	64.10%
CHENANGO COUNTY, NY	\$102,537,835.66	0.03%	64.14%
GENESEE COUNTY, NY	\$99,793,233.19	0.03%	64.17%
ALLEGANY COUNTY, NY	\$89,967,198.21	0.03%	64.20%
ESSEX COUNTY, NY	\$77,432,327.89	0.03%	64.22%
WASHINGTON COUNTY, NY	\$71,066,479.63	0.02%	64.25%
WAYNE COUNTY, NY	\$69,231,441.62	0.02%	64.27%
CATTARAUGUS COUNTY, NY	\$65,793,990.22	0.02%	64.29%
DELAWARE COUNTY, NY	\$53,889,085.41	0.02%	64.31%
SENECA COUNTY, NY	\$49,642,320.94	0.02%	64.32%
SCHUYLER COUNTY, NY	\$32,461,409.80	0.01%	64.34%
GREENE COUNTY, NY	\$28,278,232.65	0.01%	64.34%
TIOGA COUNTY, NY	\$22,916,393.95	0.01%	64.35%
LEWIS COUNTY, NY	\$14,264,783.44	0.00%	64.36%
HAMILTON COUNTY, NY	\$13,793,183.66	0.00%	64.36%
YATES COUNTY, NY	\$10,425,726.25	0.00%	64.37%
SPARTANBURG COUNTY, SC	\$11,714,112,225.97	3.86%	68.22%
ALLEGHENY COUNTY, PA	\$6,366,049,161.17	2.10%	70.32%
ESSEX COUNTY, NJ	\$6,230,473,536.39	2.05%	72.37%
International	\$6,092,790,615.23	2.01%	74.37%
BERGEN COUNTY, NJ	\$5,906,923,091.55	1.94%	76.32%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SUFFOLK COUNTY, MA	\$5,596,103,534.05	1.84%	78.16%
DALLAS COUNTY, TX	\$5,441,658,189.65	1.79%	79.95%
COOK COUNTY, IL	\$5,399,288,820.68	1.78%	81.73%
ANNE ARUNDEL COUNTY, MD	\$5,123,303,593.72	1.69%	83.42%
MIDDLESEX COUNTY, MA	\$4,413,754,679.72	1.45%	84.87%
SOMERSET COUNTY, NJ	\$3,586,196,124.02	1.18%	86.05%
MIDDLESEX COUNTY, NJ	\$2,642,282,622.66	0.87%	86.92%
LOS ANGELES COUNTY, CA	\$2,382,115,857.49	0.78%	87.71%
MONMOUTH COUNTY, NJ	\$2,254,108,617.77	0.74%	88.45%
DUPAGE COUNTY, IL	\$2,050,403,892.76	0.68%	89.12%
CARROLL COUNTY, MD	\$2,041,959,285.73	0.67%	89.80%
PHILADELPHIA COUNTY, PA	\$1,977,743,137.63	0.65%	90.45%
PALM BEACH COUNTY, FL	\$1,448,619,652.42	0.48%	90.92%
FRANKLIN COUNTY, OH	\$1,352,294,142.13	0.45%	91.37%
FULTON COUNTY, GA	\$1,202,343,800.88	0.40%	91.76%
FAIRFAX COUNTY, VA	\$1,089,002,580.35	0.36%	92.12%
UNION COUNTY, NJ	\$978,458,269.35	0.32%	92.45%
PASSAIC COUNTY, NJ	\$954,050,519.32	0.31%	92.76%
CLARK COUNTY, NV	\$902,335,610.38	0.30%	93.06%
MORRIS COUNTY, NJ	\$865,776,890.72	0.29%	93.34%
BALTIMORE COUNTY, MD	\$815,598,730.18	0.27%	93.61%
HUDSON COUNTY, NJ	\$764,164,486.42	0.25%	93.86%
CAMDEN COUNTY, NJ	\$756,388,312.93	0.25%	94.11%
GLOUCESTER COUNTY, NJ	\$716,004,203.21	0.24%	94.35%
MONTGOMERY COUNTY, PA	\$537,529,457.26	0.18%	94.52%
TRAVIS COUNTY, TX	\$524,280,857.25	0.17%	94.70%
LAKE COUNTY, IL	\$499,270,737.49	0.16%	94.86%
MARICOPA COUNTY, AZ	\$483,114,380.11	0.16%	95.02%
JEFFERSON COUNTY, AL	\$465,088,638.16	0.15%	95.17%
HARTFORD COUNTY, CT	\$451,838,887.41	0.15%	95.32%
SOLANO COUNTY, CA	\$426,572,905.34	0.14%	95.46%
GUILFORD COUNTY, NC	\$408,230,483.15	0.13%	95.60%
SCOTLAND COUNTY, NC	\$392,975,157.35	0.13%	95.73%
HENNEPIN COUNTY, MN	\$392,198,440.28	0.13%	95.85%
LEHIGH COUNTY, PA	\$388,439,651.13	0.13%	95.98%
SAN FRANCISCO COUNTY, CA	\$381,927,932.25	0.13%	96.11%
HARRIS COUNTY, TX	\$379,694,535.31	0.13%	96.23%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
FAIRFIELD COUNTY, CT	\$375,198,669.51	0.12%	96.36%
LOUISA COUNTY, VA	\$343,866,656.80	0.11%	96.47%
BURLINGTON COUNTY, NJ	\$338,825,727.26	0.11%	96.58%
CUMBERLAND COUNTY, NJ	\$336,018,899.08	0.11%	96.69%
NEW HAVEN COUNTY, CT	\$302,596,924.76	0.10%	96.79%
JEFFERSON COUNTY, KY	\$298,637,168.12	0.10%	96.89%
SAINT LOUIS COUNTY, MO	\$296,888,957.16	0.10%	96.99%
CUMBERLAND COUNTY, PA	\$294,713,106.69	0.10%	97.09%
BERKS COUNTY, PA	\$276,689,977.51	0.09%	97.18%
DURHAM COUNTY, NC	\$245,796,893.49	0.08%	97.26%
HAMILTON COUNTY, OH	\$245,277,567.88	0.08%	97.34%
MECKLENBURG COUNTY, NC	\$229,169,513.92	0.08%	97.41%
LITCHFIELD COUNTY, CT	\$219,073,350.82	0.07%	97.49%
SANTA CLARA COUNTY, CA	\$211,762,617.62	0.07%	97.56%
BRISTOL COUNTY, MA	\$210,899,029.42	0.07%	97.62%
MONTGOMERY COUNTY, MD	\$202,103,279.74	0.07%	97.69%
JOHNSON COUNTY, KS	\$201,920,579.83	0.07%	97.76%
CUMBERLAND COUNTY, ME	\$189,394,164.74	0.06%	97.82%
YORK COUNTY, PA	\$187,694,972.65	0.06%	97.88%
HAMILTON COUNTY, TN	\$174,474,749.02	0.06%	97.94%
LUZERNE COUNTY, PA	\$174,067,041.51	0.06%	98.00%
KNOX COUNTY, TN	\$170,036,893.87	0.06%	98.05%
HAYS COUNTY, TX	\$168,713,747.45	0.06%	98.11%
LAWRENCE COUNTY, PA	\$167,641,592.87	0.06%	98.16%
MCHENRY COUNTY, IL	\$166,062,902.43	0.05%	98.22%
BROWARD COUNTY, FL	\$160,632,802.83	0.05%	98.27%
ORANGE COUNTY, FL	\$149,277,858.32	0.05%	98.32%
ORANGE COUNTY, CA	\$132,091,653.32	0.04%	98.36%
STARK COUNTY, OH	\$131,185,027.07	0.04%	98.41%
DELAWARE COUNTY, PA	\$122,310,139.77	0.04%	98.45%
DISTRICT OF COLUMBIA COUNTY, DC	\$122,050,900.81	0.04%	98.49%
SAN DIEGO COUNTY, CA	\$109,923,772.47	0.04%	98.52%
WAYNE COUNTY, MI	\$109,094,032.61	0.04%	98.56%
SAN MATEO COUNTY, CA	\$109,032,606.07	0.04%	98.60%
HAMPDEN COUNTY, MA	\$107,578,079.08	0.04%	98.63%
KING COUNTY, WA	\$106,134,885.02	0.03%	98.67%
MIAMI-DADE COUNTY, FL	\$92,263,198.36	0.03%	98.70%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
CLAY COUNTY, MO	\$91,994,559.22	0.03%	98.73%
MERCER COUNTY, NJ	\$91,166,081.78	0.03%	98.76%
VIRGINIA BEACH CITY COUNTY, VA	\$87,472,175.07	0.03%	98.78%
BEXAR COUNTY, TX	\$82,937,315.50	0.03%	98.81%
WORCESTER COUNTY, MA	\$78,723,880.42	0.03%	98.84%
WARREN COUNTY, NJ	\$77,459,755.61	0.03%	98.86%
TARRANT COUNTY, TX	\$75,803,342.85	0.02%	98.89%
HOWARD COUNTY, MD	\$71,033,641.74	0.02%	98.91%
WAKE COUNTY, NC	\$68,798,985.92	0.02%	98.93%
DOUGLAS COUNTY, NE	\$68,737,160.24	0.02%	98.96%
ORANGE COUNTY, NC	\$68,599,720.10	0.02%	98.98%
SHELBY COUNTY, TN	\$65,801,397.05	0.02%	99.00%
CHESTER COUNTY, PA	\$65,237,139.80	0.02%	99.02%
POLK COUNTY, IA	\$64,765,802.77	0.02%	99.04%
DEKALB COUNTY, GA	\$62,551,357.23	0.02%	99.06%
CHITTENDEN COUNTY, VT	\$60,640,313.87	0.02%	99.08%
SUSSEX COUNTY, DE	\$57,778,119.79	0.02%	99.10%
MARION COUNTY, IN	\$57,408,456.49	0.02%	99.12%
SAINT LOUIS CITY COUNTY, MO	\$56,882,703.36	0.02%	99.14%
CUYAHOGA COUNTY, OH	\$54,861,514.65	0.02%	99.16%
MERRIMACK COUNTY, NH	\$53,526,930.15	0.02%	99.18%
HILLSBOROUGH COUNTY, FL	\$51,819,667.38	0.02%	99.19%
BALTIMORE CITY COUNTY, MD	\$47,251,744.05	0.02%	99.21%
HILLSBOROUGH COUNTY, NH	\$47,033,918.82	0.02%	99.23%
WASHTENAW COUNTY, MI	\$46,356,215.76	0.02%	99.24%
SUSSEX COUNTY, NJ	\$45,905,268.43	0.02%	99.26%
FAIRFAX CITY COUNTY, VA	\$45,204,884.79	0.01%	99.27%
ALAMEDA COUNTY, CA	\$44,879,254.29	0.01%	99.29%
RICHLAND COUNTY, SC	\$44,077,382.84	0.01%	99.30%
DODGE COUNTY, WI	\$43,741,826.00	0.01%	99.31%
NORTHAMPTON COUNTY, PA	\$43,627,944.74	0.01%	99.33%
WILLIAMSON COUNTY, TN	\$42,436,446.08	0.01%	99.34%
TULSA COUNTY, OK	\$41,083,839.35	0.01%	99.36%
SAINT MARYS COUNTY, MD	\$40,000,000.00	0.01%	99.37%
DUBOIS COUNTY, IN	\$39,786,415.30	0.01%	99.38%
JACKSON COUNTY, MO	\$39,731,927.28	0.01%	99.40%
BERNALILLO COUNTY, NM	\$39,279,091.69	0.01%	99.41%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
LEE COUNTY, FL	\$37,391,257.86	0.01%	99.42%
CHATHAM COUNTY, GA	\$37,161,674.40	0.01%	99.43%
WILLIAMSON COUNTY, TX	\$37,148,238.68	0.01%	99.45%
BUCKS COUNTY, PA	\$36,514,663.48	0.01%	99.46%
MULTNOMAH COUNTY, OR	\$36,165,586.84	0.01%	99.47%
PULASKI COUNTY, AR	\$36,017,524.44	0.01%	99.48%
NEW CASTLE COUNTY, DE	\$30,566,729.19	0.01%	99.49%
MIDDLESEX COUNTY, CT	\$27,911,580.66	0.01%	99.50%
NORFOLK COUNTY, MA	\$27,777,834.30	0.01%	99.51%
PRINCE GEORGES COUNTY, MD	\$27,460,159.80	0.01%	99.52%
BEDFORD COUNTY, PA	\$27,366,472.02	0.01%	99.53%
ARAPAHOE COUNTY, CO	\$26,694,040.37	0.01%	99.54%
BOULDER COUNTY, CO	\$24,793,324.93	0.01%	99.54%
MAHONING COUNTY, OH	\$24,322,242.21	0.01%	99.55%
RICHMOND CITY COUNTY, VA	\$23,847,475.24	0.01%	99.56%
CHAMPAIGN COUNTY, IL	\$23,524,899.80	0.01%	99.57%
ARLINGTON COUNTY, VA	\$22,572,251.41	0.01%	99.58%
SALT LAKE COUNTY, UT	\$21,979,331.11	0.01%	99.58%
YORK COUNTY, ME	\$21,931,054.00	0.01%	99.59%
MONTGOMERY COUNTY, OH	\$21,928,451.02	0.01%	99.60%
RACINE COUNTY, WI	\$21,898,817.00	0.01%	99.60%
LANCASTER COUNTY, PA	\$21,520,929.90	0.01%	99.61%
YORK COUNTY, SC	\$21,361,185.62	0.01%	99.62%
PINELLAS COUNTY, FL	\$20,696,939.84	0.01%	99.63%
OCEAN COUNTY, NJ	\$20,499,415.93	0.01%	99.63%
JACKSON COUNTY, OR	\$20,000,000.00	0.01%	99.64%
LOUDOUN COUNTY, VA	\$19,658,618.53	0.01%	99.64%
HENRICO COUNTY, VA	\$19,510,537.03	0.01%	99.65%
OTTAWA COUNTY, OH	\$18,480,149.00	0.01%	99.66%
GREENVILLE COUNTY, SC	\$17,425,033.81	0.01%	99.66%
COBB COUNTY, GA	\$16,533,340.47	0.01%	99.67%
SAGINAW COUNTY, MI	\$16,154,469.00	0.01%	99.67%
BOONE COUNTY, MO	\$15,998,000.00	0.01%	99.68%
DELAWARE COUNTY, OH	\$15,685,660.50	0.01%	99.68%
ESSEX COUNTY, MA	\$14,365,982.13	0.00%	99.69%
ROBESON COUNTY, NC	\$13,759,200.00	0.00%	99.69%
LOGAN COUNTY, OK	\$13,417,788.94	0.00%	99.70%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
NUECES COUNTY, TX	\$12,816,056.10	0.00%	99.70%
OTTAWA COUNTY, MI	\$12,723,606.80	0.00%	99.71%
HAMILTON COUNTY, IN	\$12,720,119.00	0.00%	99.71%
WINDHAM COUNTY, VT	\$12,698,609.53	0.00%	99.71%
ALLEN COUNTY, IN	\$12,032,924.74	0.00%	99.72%
BLAIR COUNTY, PA	\$11,768,356.92	0.00%	99.72%
ERIE COUNTY, PA	\$11,596,161.52	0.00%	99.73%
ROCKINGHAM COUNTY, NH	\$11,588,079.18	0.00%	99.73%
DAKOTA COUNTY, MN	\$11,402,406.31	0.00%	99.73%
WASHINGTON COUNTY, RI	\$11,266,816.55	0.00%	99.74%
BRUNSWICK COUNTY, NC	\$11,165,320.00	0.00%	99.74%
ISABELLA COUNTY, MI	\$11,000,000.00	0.00%	99.75%
FRANKLIN COUNTY, VT	\$10,967,970.44	0.00%	99.75%
OCONEE COUNTY, GA	\$10,964,574.98	0.00%	99.75%
MONROE COUNTY, PA	\$10,875,739.46	0.00%	99.76%
COLLIN COUNTY, TX	\$10,836,051.03	0.00%	99.76%
SUMMIT COUNTY, OH	\$10,830,424.25	0.00%	99.76%
FREDERICK COUNTY, MD	\$10,491,646.07	0.00%	99.77%
DAVIDSON COUNTY, TN	\$10,442,268.39	0.00%	99.77%
OKLAHOMA COUNTY, OK	\$10,192,588.00	0.00%	99.77%
PLYMOUTH COUNTY, MA	\$10,104,424.85	0.00%	99.78%
DAUPHIN COUNTY, PA	\$9,876,297.00	0.00%	99.78%
KALAMAZOO COUNTY, MI	\$9,772,622.81	0.00%	99.78%
FRANKLIN COUNTY, MA	\$9,770,914.95	0.00%	99.79%
MONTGOMERY COUNTY, TX	\$9,606,946.94	0.00%	99.79%
MUSKEGON COUNTY, MI	\$9,554,831.21	0.00%	99.79%
RIPLEY COUNTY, IN	\$9,398,205.94	0.00%	99.80%
RANDOLPH COUNTY, AL	\$9,318,708.10	0.00%	99.80%
CHARLESTON COUNTY, SC	\$9,313,774.80	0.00%	99.80%
SNOHOMISH COUNTY, WA	\$9,210,426.50	0.00%	99.80%
CUSTER COUNTY, OK	\$9,118,018.68	0.00%	99.81%
DANE COUNTY, WI	\$8,771,450.03	0.00%	99.81%
BERKSHIRE COUNTY, MA	\$8,756,608.04	0.00%	99.81%
PIERCE COUNTY, WA	\$8,743,714.61	0.00%	99.82%
WASHOE COUNTY, NV	\$8,709,125.22	0.00%	99.82%
WASHINGTON COUNTY, OR	\$8,695,216.11	0.00%	99.82%
FORT BEND COUNTY, TX	\$8,605,668.78	0.00%	99.83%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
JEFFERSON COUNTY, IN	\$8,403,346.07	0.00%	99.83%
GWINNETT COUNTY, GA	\$8,387,771.33	0.00%	99.83%
OAKLAND COUNTY, MI	\$8,169,351.91	0.00%	99.83%
DENVER COUNTY, CO	\$8,124,775.19	0.00%	99.84%
PICKENS COUNTY, SC	\$8,104,000.00	0.00%	99.84%
SANGAMON COUNTY, IL	\$8,071,120.20	0.00%	99.84%
INGHAM COUNTY, MI	\$8,033,338.51	0.00%	99.84%
FULTON COUNTY, OH	\$8,000,000.00	0.00%	99.85%
DUVAL COUNTY, FL	\$7,998,518.91	0.00%	99.85%
DAVISON COUNTY, SD	\$7,800,147.99	0.00%	99.85%
CLERMONT COUNTY, OH	\$7,756,500.00	0.00%	99.85%
CLARK COUNTY, WA	\$7,603,000.00	0.00%	99.86%
COLUMBIANA COUNTY, OH	\$7,404,054.73	0.00%	99.86%
SHELBY COUNTY, KY	\$7,091,068.00	0.00%	99.86%
RAMSEY COUNTY, MN	\$6,913,509.00	0.00%	99.86%
PROVIDENCE COUNTY, RI	\$6,786,298.20	0.00%	99.87%
ROCK ISLAND COUNTY, IL	\$6,676,589.71	0.00%	99.87%
SARASOTA COUNTY, FL	\$6,487,213.28	0.00%	99.87%
SAN BERNARDINO COUNTY, CA	\$6,213,783.65	0.00%	99.87%
CABARRUS COUNTY, NC	\$6,106,698.00	0.00%	99.87%
ST JOSEPH COUNTY, IN	\$6,015,130.13	0.00%	99.88%
ALACHUA COUNTY, FL	\$5,801,700.00	0.00%	99.88%
PEORIA COUNTY, IL	\$5,500,000.00	0.00%	99.88%
POLK COUNTY, MN	\$5,483,692.87	0.00%	99.88%
LOWNDES COUNTY, GA	\$5,347,394.00	0.00%	99.88%
WRIGHT COUNTY, MN	\$5,324,878.59	0.00%	99.89%
BREVARD COUNTY, FL	\$5,272,184.08	0.00%	99.89%
JEFFERSON COUNTY, CO	\$5,092,004.10	0.00%	99.89%
SACRAMENTO COUNTY, CA	\$5,036,521.97	0.00%	99.89%
SHAWNEE COUNTY, KS	\$5,024,682.20	0.00%	99.89%
MIDLAND COUNTY, MI	\$5,000,000.00	0.00%	99.89%
STEARNS COUNTY, MN	\$5,000,000.00	0.00%	99.90%
QUEEN ANNES COUNTY, MD	\$4,907,207.58	0.00%	99.90%
CLEARFIELD COUNTY, PA	\$4,904,438.00	0.00%	99.90%
MERCER COUNTY, PA	\$4,864,937.60	0.00%	99.90%
PIMA COUNTY, AZ	\$4,743,079.44	0.00%	99.90%
ALEXANDRIA CITY COUNTY, VA	\$4,693,317.21	0.00%	99.90%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
YORK COUNTY, VA	\$4,631,000.00	0.00%	99.90%
WAYNE COUNTY, PA	\$4,553,728.56	0.00%	99.91%
PRINCE WILLIAM COUNTY, VA	\$4,518,926.69	0.00%	99.91%
HUNTERDON COUNTY, NJ	\$4,434,356.18	0.00%	99.91%
CHESHIRE COUNTY, NH	\$4,411,330.00	0.00%	99.91%
TOLLAND COUNTY, CT	\$4,369,600.00	0.00%	99.91%
LARIMER COUNTY, CO	\$4,359,985.32	0.00%	99.91%
WELLS COUNTY, IN	\$4,341,510.06	0.00%	99.92%
WAUKESHA COUNTY, WI	\$4,313,768.33	0.00%	99.92%
EL PASO COUNTY, CO	\$4,307,100.00	0.00%	99.92%
MONROE COUNTY, IN	\$4,297,525.72	0.00%	99.92%
WILKES COUNTY, NC	\$4,263,401.18	0.00%	99.92%
JEFFERSON COUNTY, LA	\$4,233,676.35	0.00%	99.92%
ELK COUNTY, PA	\$4,198,685.00	0.00%	99.92%
WARREN COUNTY, OH	\$4,063,987.36	0.00%	99.92%
SAINT JOHNS COUNTY, FL	\$3,960,000.00	0.00%	99.93%
KENT COUNTY, DE	\$3,890,100.00	0.00%	99.93%
VENTURA COUNTY, CA	\$3,610,801.34	0.00%	99.93%
NICOLLET COUNTY, MN	\$3,532,000.00	0.00%	99.93%
ALAMANCE COUNTY, NC	\$3,517,207.00	0.00%	99.93%
WASHINGTON COUNTY, VT	\$3,512,225.00	0.00%	99.93%
MEDINA COUNTY, OH	\$3,499,549.17	0.00%	99.93%
NORFOLK CITY COUNTY, VA	\$3,439,437.54	0.00%	99.93%
HUNTINGDON COUNTY, PA	\$3,378,224.17	0.00%	99.94%
WESTMORELAND COUNTY, PA	\$3,335,871.52	0.00%	99.94%
BUTLER COUNTY, AL	\$3,282,133.33	0.00%	99.94%
MADISON COUNTY, AL	\$3,234,782.23	0.00%	99.94%
IREDELL COUNTY, NC	\$3,070,604.00	0.00%	99.94%
SEMINOLE COUNTY, FL	\$3,056,044.33	0.00%	99.94%
CONTRA COSTA COUNTY, CA	\$3,050,540.00	0.00%	99.94%
LAKE COUNTY, FL	\$3,047,539.80	0.00%	99.94%
HARRISONBURG CITY COUNTY, VA	\$2,905,181.30	0.00%	99.94%
TIPPECANOE COUNTY, IN	\$2,875,298.71	0.00%	99.94%
CALUMET COUNTY, WI	\$2,778,574.00	0.00%	99.95%
KENT COUNTY, MI	\$2,767,251.80	0.00%	99.95%
MILWAUKEE COUNTY, WI	\$2,760,498.79	0.00%	99.95%
BARCELONETA COUNTY, PR	\$2,757,918.01	0.00%	99.95%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
POTTER COUNTY, PA	\$2,720,703.45	0.00%	99.95%
LAKE COUNTY, OH	\$2,719,872.84	0.00%	99.95%
ADAMS COUNTY, PA	\$2,646,311.57	0.00%	99.95%
DENTON COUNTY, TX	\$2,637,635.00	0.00%	99.95%
MANATEE COUNTY, FL	\$2,619,500.00	0.00%	99.95%
CRAVEN COUNTY, NC	\$2,532,723.90	0.00%	99.95%
WASHINGTON COUNTY, PA	\$2,522,075.00	0.00%	99.95%
WASHINGTON COUNTY, MN	\$2,457,803.86	0.00%	99.96%
COLLIER COUNTY, FL	\$2,327,695.22	0.00%	99.96%
RUTLAND COUNTY, VT	\$2,326,670.22	0.00%	99.96%
CRAWFORD COUNTY, KS	\$2,132,100.00	0.00%	99.96%
ANOKA COUNTY, MN	\$2,087,588.75	0.00%	99.96%
WILL COUNTY, IL	\$2,040,468.04	0.00%	99.96%
BOTETOURT COUNTY, VA	\$2,000,000.00	0.00%	99.96%
FORSYTH COUNTY, NC	\$2,000,000.00	0.00%	99.96%
ROANOKE COUNTY, VA	\$2,000,000.00	0.00%	99.96%
SKAGIT COUNTY, WA	\$1,984,616.78	0.00%	99.96%
UNION COUNTY, NC	\$1,976,940.00	0.00%	99.96%
BRADFORD COUNTY, PA	\$1,940,209.96	0.00%	99.96%
KANE COUNTY, IL	\$1,868,302.48	0.00%	99.96%
RIVERSIDE COUNTY, CA	\$1,859,836.60	0.00%	99.96%
ATLANTIC COUNTY, NJ	\$1,848,126.64	0.00%	99.96%
DOUGLAS COUNTY, CO	\$1,837,698.29	0.00%	99.97%
WINDSOR COUNTY, VT	\$1,804,734.09	0.00%	99.97%
UTAH COUNTY, UT	\$1,775,140.17	0.00%	99.97%
LINCOLN COUNTY, OK	\$1,769,609.36	0.00%	99.97%
MONTEREY COUNTY, CA	\$1,756,643.45	0.00%	99.97%
BUTLER COUNTY, OH	\$1,748,000.00	0.00%	99.97%
MORGAN COUNTY, IL	\$1,733,000.00	0.00%	99.97%
CARSON CITY COUNTY, NV	\$1,724,599.60	0.00%	99.97%
CATAWBA COUNTY, NC	\$1,700,000.00	0.00%	99.97%
RICHLAND COUNTY, OH	\$1,700,000.00	0.00%	99.97%
WALWORTH COUNTY, WI	\$1,700,000.00	0.00%	99.97%
LYNCHBURG CITY COUNTY, VA	\$1,647,348.48	0.00%	99.97%
PONTOTOC COUNTY, OK	\$1,615,000.00	0.00%	99.97%
ROCKINGHAM COUNTY, NC	\$1,586,030.56	0.00%	99.97%
HARFORD COUNTY, MD	\$1,585,371.80	0.00%	99.97%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
COLE COUNTY, MO	\$1,560,194.80	0.00%	99.97%
GREEN COUNTY, WI	\$1,534,236.66	0.00%	99.97%
LES APPALACHES COUNTY, CANADA	\$1,526,589.00	0.00%	99.97%
WASHINGTON COUNTY, VA	\$1,507,121.25	0.00%	99.98%
BALDWIN COUNTY, AL	\$1,500,000.00	0.00%	99.98%
LACKAWANNA COUNTY, PA	\$1,500,000.00	0.00%	99.98%
CASS COUNTY, ND	\$1,456,784.52	0.00%	99.98%
LEE COUNTY, AL	\$1,437,000.00	0.00%	99.98%
LEON COUNTY, FL	\$1,383,864.00	0.00%	99.98%
MANITOWOC COUNTY, WI	\$1,355,000.00	0.00%	99.98%
WABASH COUNTY, IN	\$1,297,171.67	0.00%	99.98%
MACOMB COUNTY, MI	\$1,286,214.49	0.00%	99.98%
LAKE COUNTY, IN	\$1,272,164.65	0.00%	99.98%
FAYETTE COUNTY, KY	\$1,256,690.00	0.00%	99.98%
CHIPPEWA COUNTY, WI	\$1,254,400.00	0.00%	99.98%
PAWNEE COUNTY, OK	\$1,216,950.00	0.00%	99.98%
KAUFMAN COUNTY, TX	\$1,213,230.00	0.00%	99.98%
BUTLER COUNTY, PA	\$1,207,400.00	0.00%	99.98%
CLARK COUNTY, IL	\$1,200,000.00	0.00%	99.98%
ROANOKE CITY COUNTY, VA	\$1,200,000.00	0.00%	99.98%
SANTA BARBARA COUNTY, CA	\$1,134,106.07	0.00%	99.98%
CHARLOTTESVILLE CITY COUNTY, VA	\$1,133,125.00	0.00%	99.98%
TALBOT COUNTY, MD	\$1,129,615.56	0.00%	99.98%
MCLENNAN COUNTY, TX	\$1,107,600.00	0.00%	99.98%
OLMSTED COUNTY, MN	\$1,079,200.00	0.00%	99.98%
CHEROKEE COUNTY, GA	\$1,077,283.20	0.00%	99.98%
LUCAS COUNTY, OH	\$1,069,769.06	0.00%	99.98%
CLARK COUNTY, IN	\$1,060,827.37	0.00%	99.98%
GRIMES COUNTY, TX	\$1,038,822.50	0.00%	99.99%
BERKELEY COUNTY, SC	\$1,037,719.53	0.00%	99.99%
WINONA COUNTY, MN	\$1,032,557.76	0.00%	99.99%
BOONE COUNTY, KY	\$1,030,394.94	0.00%	99.99%
HALL COUNTY, GA	\$1,022,655.42	0.00%	99.99%
MCKEAN COUNTY, PA	\$1,010,950.00	0.00%	99.99%
BELL COUNTY, TX	\$1,000,000.00	0.00%	99.99%
CLINTON COUNTY, PA	\$1,000,000.00	0.00%	99.99%
MASON COUNTY, MI	\$1,000,000.00	0.00%	99.99%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SAWYER COUNTY, WI	\$1,000,000.00	0.00%	99.99%
DAVIDSON COUNTY, NC	\$954,256.24	0.00%	99.99%
MCLEAN COUNTY, IL	\$950,330.95	0.00%	99.99%
RANDOLPH COUNTY, NC	\$930,828.10	0.00%	99.99%
ROCK COUNTY, WI	\$908,200.00	0.00%	99.99%
OUACHITA COUNTY, LA	\$880,000.00	0.00%	99.99%
NEW LONDON COUNTY, CT	\$877,486.19	0.00%	99.99%
CLAYTON COUNTY, IA	\$876,111.00	0.00%	99.99%
FLAGLER COUNTY, FL	\$866,287.50	0.00%	99.99%
WOOD COUNTY, OH	\$857,445.03	0.00%	99.99%
WASHINGTON COUNTY, MD	\$856,333.25	0.00%	99.99%
GRAFTON COUNTY, NH	\$855,685.00	0.00%	99.99%
GRAND TRAVERSE COUNTY, MI	\$841,329.61	0.00%	99.99%
LINN COUNTY, IA	\$822,056.50	0.00%	99.99%
HENDRICKS COUNTY, IN	\$812,880.00	0.00%	99.99%
GREGG COUNTY, TX	\$800,000.00	0.00%	99.99%
STEWART COUNTY, TN	\$793,382.62	0.00%	99.99%
BLACK HAWK COUNTY, IA	\$792,488.00	0.00%	99.99%
LYCOMING COUNTY, PA	\$779,676.41	0.00%	99.99%
JESSAMINE COUNTY, KY	\$764,008.50	0.00%	99.99%
WAYNE COUNTY, OH	\$758,243.67	0.00%	99.99%
JEFFERSON COUNTY, WI	\$750,000.00	0.00%	99.99%
LINN COUNTY, MO	\$712,361.00	0.00%	99.99%
AUSTIN COUNTY, TX	\$700,000.00	0.00%	99.99%
BRAZOS COUNTY, TX	\$700,000.00	0.00%	99.99%
CLARK COUNTY, WI	\$700,000.00	0.00%	100.00%
COCKE COUNTY, TN	\$700,000.00	0.00%	100.00%
EFFINGHAM COUNTY, IL	\$700,000.00	0.00%	100.00%
REDWOOD COUNTY, MN	\$700,000.00	0.00%	100.00%
OKTIBBEHA COUNTY, MS	\$671,300.25	0.00%	100.00%
OCONTO COUNTY, WI	\$650,000.00	0.00%	100.00%
BARTHOLOMEW COUNTY, IN	\$645,297.25	0.00%	100.00%
CARROLL COUNTY, GA	\$640,000.00	0.00%	100.00%
WOODBURY COUNTY, IA	\$600,000.00	0.00%	100.00%
MENDOCINO COUNTY, CA	\$597,890.00	0.00%	100.00%
MORGAN COUNTY, GA	\$596,625.00	0.00%	100.00%
MOORE COUNTY, NC	\$593,506.12	0.00%	100.00%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
DAVIESS COUNTY, KY	\$583,333.33	0.00%	100.00%
BEAVER COUNTY, PA	\$574,275.00	0.00%	100.00%
ADA COUNTY, ID	\$556,501.87	0.00%	100.00%
BROOMFIELD COUNTY, CO	\$548,623.00	0.00%	100.00%
MOBILE COUNTY, AL	\$548,540.00	0.00%	100.00%
CLARE COUNTY, MI	\$541,873.00	0.00%	100.00%
NAPA COUNTY, CA	\$530,869.88	0.00%	100.00%
SUSQUEHANNA COUNTY, PA	\$518,418.48	0.00%	100.00%
SCHUYLKILL COUNTY, PA	\$512,159.00	0.00%	100.00%
SONOMA COUNTY, CA	\$508,461.00	0.00%	100.00%
EL PASO COUNTY, TX	\$507,300.00	0.00%	100.00%
BOONE COUNTY, AR	\$500,000.00	0.00%	100.00%
FORD COUNTY, KS	\$499,197.00	0.00%	100.00%
FORSYTH COUNTY, GA	\$486,988.36	0.00%	100.00%
CUMBERLAND COUNTY, NC	\$484,640.00	0.00%	100.00%
FAYETTE COUNTY, GA	\$475,615.50	0.00%	100.00%
OTTAWA COUNTY, OK	\$470,000.00	0.00%	100.00%
ST. JOSEPH COUNTY, IN	\$466,500.00	0.00%	100.00%
ORANGE COUNTY, TX	\$454,575.00	0.00%	100.00%
TWIN FALLS COUNTY, ID	\$437,970.39	0.00%	100.00%
MIAMI COUNTY, KS	\$437,337.50	0.00%	100.00%
DOUGLAS COUNTY, KS	\$430,999.00	0.00%	100.00%
CHARLOTTE COUNTY, FL	\$419,896.00	0.00%	100.00%
GRAVES COUNTY, KY	\$417,609.08	0.00%	100.00%
PAYNE COUNTY, OK	\$414,303.45	0.00%	100.00%
BROOKINGS COUNTY, SD	\$413,215.00	0.00%	100.00%
TORONTO COUNTY, CANADA	\$409,393.82	0.00%	100.00%
FRANKLIN COUNTY, PA	\$400,000.00	0.00%	100.00%
SEQUATCHIE COUNTY, TN	\$393,500.00	0.00%	100.00%
SALEM COUNTY, VA	\$380,399.00	0.00%	100.00%
FLOYD COUNTY, IN	\$376,826.00	0.00%	100.00%
CULPEPER COUNTY, VA	\$375,463.00	0.00%	100.00%
BUNCOMBE COUNTY, NC	\$362,048.81	0.00%	100.00%
CHARLEVOIX COUNTY, MI	\$358,218.00	0.00%	100.00%
GALVESTON COUNTY, TX	\$350,000.00	0.00%	100.00%
WHATCOM COUNTY, WA	\$345,040.81	0.00%	100.00%
CHEROKEE COUNTY, SC	\$329,900.00	0.00%	100.00%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
PLACER COUNTY, CA	\$323,850.00	0.00%	100.00%
LA CROSSE COUNTY, WI	\$313,883.00	0.00%	100.00%
ARMSTRONG COUNTY, PA	\$310,000.00	0.00%	100.00%
FREMONT COUNTY, CO	\$299,992.01	0.00%	100.00%
DICKINSON COUNTY, MI	\$295,768.22	0.00%	100.00%
BLUE EARTH COUNTY, MN	\$293,323.59	0.00%	100.00%
CENTRE COUNTY, PA	\$292,730.00	0.00%	100.00%
PROWERS COUNTY, CO	\$284,880.00	0.00%	100.00%
LORAIN COUNTY, OH	\$275,796.65	0.00%	100.00%
FAULKNER COUNTY, AR	\$266,193.60	0.00%	100.00%
CAPE MAY COUNTY, NJ	\$262,900.00	0.00%	100.00%
TIOGA COUNTY, PA	\$260,755.00	0.00%	100.00%
HAMPSHIRE COUNTY, MA	\$252,928.62	0.00%	100.00%
TRUMBULL COUNTY, OH	\$244,033.60	0.00%	100.00%
MASON COUNTY, WA	\$236,600.00	0.00%	100.00%
KENT COUNTY, RI	\$231,949.79	0.00%	100.00%
CLACKAMAS COUNTY, OR	\$210,701.10	0.00%	100.00%
LANCASTER COUNTY, NE	\$210,000.00	0.00%	100.00%
PORTAGE COUNTY, OH	\$209,600.00	0.00%	100.00%
CRAWFORD COUNTY, PA	\$202,820.00	0.00%	100.00%
CHESTERFIELD COUNTY, VA	\$198,272.14	0.00%	100.00%
MANISTEE COUNTY, MI	\$198,210.00	0.00%	100.00%
PULASKI COUNTY, GA	\$194,650.00	0.00%	100.00%
ADAMS COUNTY, CO	\$193,000.00	0.00%	100.00%
CLARKE COUNTY, GA	\$180,000.00	0.00%	100.00%
IBERIA COUNTY, LA	\$180,000.00	0.00%	100.01%
RILEY COUNTY, KS	\$178,386.97	0.00%	100.01%
LAMAR COUNTY, MS	\$158,700.00	0.00%	100.01%
PUEBLO COUNTY, CO	\$154,479.86	0.00%	100.01%
DORCHESTER COUNTY, SC	\$146,330.00	0.00%	100.01%
BRISTOL COUNTY, RI	\$137,739.78	0.00%	100.01%
BASTROP COUNTY, TX	\$136,574.00	0.00%	100.01%
MARIN COUNTY, CA	\$134,705.00	0.00%	100.01%
MARTIN COUNTY, FL	\$132,071.80	0.00%	100.01%
COLUMBIA COUNTY, WI	\$128,800.00	0.00%	100.01%
DOUGLAS COUNTY, NV	\$127,029.00	0.00%	100.01%
POLK COUNTY, OR	\$125,000.00	0.00%	100.01%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
DELAWARE COUNTY, IN	\$124,206.23	0.00%	100.01%
DUBUQUE COUNTY, IA	\$118,750.00	0.00%	100.01%
OTTAWA COUNTY, CANADA	\$118,175.00	0.00%	100.01%
LINCOLN COUNTY, ME	\$117,500.00	0.00%	100.01%
WYANDOTTE COUNTY, KS	\$117,100.00	0.00%	100.01%
WASATCH COUNTY, UT	\$114,920.00	0.00%	100.01%
CALEDONIA COUNTY, VT	\$114,120.00	0.00%	100.01%
ELLIS COUNTY, TX	\$110,536.00	0.00%	100.01%
CARVER COUNTY, MN	\$110,233.70	0.00%	100.01%
BROWN COUNTY, WI	\$107,148.00	0.00%	100.01%
SPOKANE COUNTY, WA	\$106,840.00	0.00%	100.01%
NEW HANOVER COUNTY, NC	\$103,433.00	0.00%	100.01%
KERN COUNTY, CA	\$95,000.00	0.00%	100.01%
SOMERSET COUNTY, ME	\$94,990.00	0.00%	100.01%
BURKE COUNTY, NC	\$89,872.00	0.00%	100.01%
GREENE COUNTY, OH	\$87,834.00	0.00%	100.01%
SAGADAHOC COUNTY, ME	\$85,515.00	0.00%	100.01%
SOMERSET COUNTY, PA	\$84,000.00	0.00%	100.01%
GRAND ISLE COUNTY, VT	\$83,575.00	0.00%	100.01%
JONES COUNTY, MS	\$83,100.00	0.00%	100.01%
BELKNAP COUNTY, NH	\$82,499.00	0.00%	100.01%
KENT COUNTY, MD	\$82,398.20	0.00%	100.01%
CITRUS COUNTY, FL	\$81,600.00	0.00%	100.01%
ORANGE COUNTY, VA	\$80,000.00	0.00%	100.01%
MARION COUNTY, OR	\$78,954.00	0.00%	100.01%
JEFFERSON COUNTY, PA	\$75,000.00	0.00%	100.01%
MACON COUNTY, IL	\$73,973.00	0.00%	100.01%
BENTON COUNTY, MN	\$71,200.00	0.00%	100.01%
WALTON COUNTY, FL	\$70,700.00	0.00%	100.01%
ALBEMARLE COUNTY, VA	\$70,275.00	0.00%	100.01%
MONONGALIA COUNTY, WV	\$68,000.00	0.00%	100.01%
BARNSTABLE COUNTY, MA	\$66,650.00	0.00%	100.01%
GORDON COUNTY, GA	\$58,935.48	0.00%	100.01%
MORRISON COUNTY, MN	\$58,400.00	0.00%	100.01%
SAN LUIS OBISPO COUNTY, CA	\$58,167.10	0.00%	100.01%
PAMLICO COUNTY, NC	\$56,620.00	0.00%	100.01%
AUTAUGA COUNTY, AL	\$56,000.00	0.00%	100.01%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
STEPHENS COUNTY, GA	\$55,324.52	0.00%	100.01%
BENNINGTON COUNTY, VT	\$53,814.00	0.00%	100.01%
NELSON COUNTY, VA	\$52,620.00	0.00%	100.01%
HOOD RIVER COUNTY, OR	\$52,268.00	0.00%	100.01%
BOSSIER COUNTY, LA	\$50,000.00	0.00%	100.01%
ORLEANS COUNTY, LA	\$50,000.00	0.00%	100.01%
WELD COUNTY, CO	\$50,000.00	0.00%	100.01%
PASCO COUNTY, FL	\$49,950.00	0.00%	100.01%
EMMET COUNTY, MI	\$46,737.40	0.00%	100.01%
JONES COUNTY, IA	\$45,900.00	0.00%	100.01%
ROANE COUNTY, TN	\$45,000.00	0.00%	100.01%
JAMES CITY COUNTY, VA	\$43,715.00	0.00%	100.01%
BELTRAMI COUNTY, MN	\$42,500.00	0.00%	100.01%
MARATHON COUNTY, WI	\$42,195.20	0.00%	100.01%
TUSCALOOSA COUNTY, AL	\$41,359.88	0.00%	100.01%
DONA ANA COUNTY, NM	\$40,000.00	0.00%	100.01%
LAUDERDALE COUNTY, MS	\$39,000.00	0.00%	100.01%
DOUGLAS COUNTY, GA	\$38,500.00	0.00%	100.01%
AIKEN COUNTY, SC	\$38,375.00	0.00%	100.01%
CLINTON COUNTY, MI	\$37,590.00	0.00%	100.01%
CALVERT COUNTY, MD	\$33,991.90	0.00%	100.01%
OCEANA COUNTY, MI	\$27,500.00	0.00%	100.01%
SMITH COUNTY, TX	\$24,000.00	0.00%	100.01%
INDIANA COUNTY, PA	\$23,250.00	0.00%	100.01%
LA SALLE COUNTY, IL	\$22,900.00	0.00%	100.01%
SANTA CRUZ COUNTY, CA	\$22,500.00	0.00%	100.01%
SANTA FE COUNTY, NM	\$21,100.50	0.00%	100.01%
NEWPORT NEWS CITY COUNTY, VA	\$19,814.00	0.00%	100.01%
FLORENCE COUNTY, SC	\$18,511.00	0.00%	100.01%
HANCOCK COUNTY, ME	\$17,000.00	0.00%	100.01%
TERREBONNE COUNTY, LA	\$16,800.00	0.00%	100.01%
HOWARD COUNTY, IN	\$15,000.01	0.00%	100.01%
EL DORADO COUNTY, CA	\$14,500.00	0.00%	100.01%
CLAY COUNTY, FL	\$14,400.00	0.00%	100.01%
TALLADEGA COUNTY, AL	\$13,595.00	0.00%	100.01%
FRANKLIN COUNTY, VA	\$13,275.00	0.00%	100.01%
NEW HAVEN, CT	\$12,890.00	0.00%	100.01%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
LINCOLN COUNTY, SD	\$12,474.25	0.00%	100.01%
ST. LOUIS COUNTY, MO	\$12,197.70	0.00%	100.01%
SAINT CLAIR COUNTY, MI	\$11,760.60	0.00%	100.01%
NORTHUMBERLAND COUNTY, PA	\$11,704.00	0.00%	100.01%
HUNTINGTON COUNTY, IN	\$9,400.00	0.00%	100.01%
MORA COUNTY, NM	\$8,640.00	0.00%	100.01%
PRENTISS COUNTY, MS	\$3,294.00	0.00%	100.01%
WARRICK COUNTY, IN	\$3,200.00	0.00%	100.01%
FLOYD COUNTY, GA	\$1,710.08	0.00%	100.01%
CHEROKEE COUNTY, IA	\$1,707.00	0.00%	100.01%
SAN BENITO COUNTY, CA	\$1,000.00	0.00%	100.01%
DOUGLAS COUNTY, WI	\$696.00	0.00%	100.01%
PENNINGTON COUNTY, MN	\$472.00	0.00%	100.01%
MIAMI COUNTY, OH	\$197.69	0.00%	100.01%
SAINT CHARLES COUNTY, MO	\$10.00	0.00%	100.01%
KINGS COUNTY, CA	\$1.00	0.00%	100.01%
WARREN COUNTY, KY	\$1.00	0.00%	100.01%
GEM COUNTY, ID	\$0.00	0.00%	100.01%
MARSHALL COUNTY, AL	\$0.00	0.00%	100.01%
EAST BATON ROUGE COUNTY, LA	(\$2,446,955.01)	0.00%	100.01%
MUSCATINE COUNTY, IA	(\$18,981,113.11)	-0.01%	100.00%
<b>Total</b>	<b>\$303,736,486,484.23</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

TABLE B-B-2.  
NEW YORK STATE GEOGRAPHIC MARKET AREA  
CONSTRUCTION FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
QUEENS COUNTY, NY	\$6,662,779,775.85	19.80%	19.80%
ERIE COUNTY, NY	\$2,031,187,690.82	6.04%	25.83%
NASSAU COUNTY, NY	\$2,007,772,586.37	5.97%	31.80%
WESTCHESTER COUNTY, NY	\$1,964,476,009.11	5.84%	37.64%
SUFFOLK COUNTY, NY	\$1,857,131,578.89	5.52%	43.16%
ALBANY COUNTY, NY	\$1,379,601,961.26	4.10%	47.26%
NEW YORK COUNTY, NY	\$1,190,824,660.01	3.54%	50.79%
KINGS COUNTY, NY	\$1,160,912,953.18	3.45%	54.24%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MONROE COUNTY, NY	\$965,640,088.33	2.87%	57.11%
ONONDAGA COUNTY, NY	\$880,540,600.06	2.62%	59.73%
BROOME COUNTY, NY	\$739,949,969.66	2.20%	61.93%
ROCKLAND COUNTY, NY	\$662,932,121.08	1.97%	63.90%
RENSSELAER COUNTY, NY	\$559,863,711.97	1.66%	65.56%
SARATOGA COUNTY, NY	\$418,384,298.34	1.24%	66.80%
SCHOHARIE COUNTY, NY	\$378,068,331.63	1.12%	67.93%
RICHMOND COUNTY, NY	\$363,932,447.71	1.08%	69.01%
BRONX COUNTY, NY	\$331,183,080.71	0.98%	69.99%
ONEIDA COUNTY, NY	\$308,881,044.71	0.92%	70.91%
NIAGARA COUNTY, NY	\$276,089,116.70	0.82%	71.73%
DUTCHESS COUNTY, NY	\$214,370,559.55	0.64%	72.37%
SCHENECTADY COUNTY, NY	\$189,390,175.78	0.56%	72.93%
ORANGE COUNTY, NY	\$184,643,066.27	0.55%	73.48%
CLINTON COUNTY, NY	\$168,244,087.49	0.50%	73.98%
CORTLAND COUNTY, NY	\$159,356,014.38	0.47%	74.45%
HERKIMER COUNTY, NY	\$132,010,069.41	0.39%	74.85%
PUTNAM COUNTY, NY	\$127,949,354.61	0.38%	75.23%
ORLEANS COUNTY, NY	\$107,047,463.22	0.32%	75.54%
SAINT LAWRENCE COUNTY, NY	\$101,841,404.77	0.30%	75.85%
SULLIVAN COUNTY, NY	\$100,911,234.45	0.30%	76.15%
ULSTER COUNTY, NY	\$99,529,197.70	0.30%	76.44%
ONTARIO COUNTY, NY	\$91,688,511.07	0.27%	76.72%
OSWEGO COUNTY, NY	\$90,958,638.31	0.27%	76.99%
LIVINGSTON COUNTY, NY	\$90,136,193.46	0.27%	77.25%
MADISON COUNTY, NY	\$77,780,164.18	0.23%	77.48%
WARREN COUNTY, NY	\$77,601,190.38	0.23%	77.71%
CHEMUNG COUNTY, NY	\$77,342,452.55	0.23%	77.94%
JEFFERSON COUNTY, NY	\$75,436,003.87	0.22%	78.17%
CHAUTAUQUA COUNTY, NY	\$69,459,619.37	0.21%	78.38%
COLUMBIA COUNTY, NY	\$65,493,447.48	0.19%	78.57%
CHENANGO COUNTY, NY	\$59,739,457.29	0.18%	78.75%
ESSEX COUNTY, NY	\$57,127,711.63	0.17%	78.92%
WYOMING COUNTY, NY	\$53,981,225.38	0.16%	79.08%
ALLEGANY COUNTY, NY	\$52,439,368.36	0.16%	79.23%
MONTGOMERY COUNTY, NY	\$42,294,449.36	0.13%	79.36%
FULTON COUNTY, NY	\$40,998,930.56	0.12%	79.48%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
CAYUGA COUNTY, NY	\$31,437,435.91	0.09%	79.57%
FRANKLIN COUNTY, NY	\$27,429,501.33	0.08%	79.66%
STEUBEN COUNTY, NY	\$25,502,009.90	0.08%	79.73%
GENESEE COUNTY, NY	\$24,598,162.01	0.07%	79.80%
SENECA COUNTY, NY	\$24,309,178.35	0.07%	79.88%
WAYNE COUNTY, NY	\$23,732,717.88	0.07%	79.95%
TOMPKINS COUNTY, NY	\$18,852,416.35	0.06%	80.00%
DELAWARE COUNTY, NY	\$17,367,589.88	0.05%	80.06%
CATTARAUGUS COUNTY, NY	\$14,318,855.00	0.04%	80.10%
SCHUYLER COUNTY, NY	\$13,159,796.78	0.04%	80.14%
WASHINGTON COUNTY, NY	\$12,515,574.01	0.04%	80.17%
OTSEGO COUNTY, NY	\$8,976,976.40	0.03%	80.20%
TIOGA COUNTY, NY	\$7,544,036.96	0.02%	80.22%
LEWIS COUNTY, NY	\$4,972,916.29	0.01%	80.24%
YATES COUNTY, NY	\$2,530,019.58	0.01%	80.25%
GREENE COUNTY, NY	\$1,786,812.69	0.01%	80.25%
MIDDLESEX COUNTY, MA	\$1,041,239,898.58	3.09%	83.34%
BALTIMORE COUNTY, MD	\$696,519,075.78	2.07%	85.41%
MIDDLESEX COUNTY, NJ	\$639,486,908.80	1.90%	87.31%
UNION COUNTY, NJ	\$363,662,941.51	1.08%	88.40%
BERGEN COUNTY, NJ	\$341,598,479.97	1.02%	89.41%
ESSEX COUNTY, NJ	\$337,433,466.25	1.00%	90.41%
CUMBERLAND COUNTY, NJ	\$335,747,039.08	1.00%	91.41%
COOK COUNTY, IL	\$241,536,017.71	0.72%	92.13%
MONMOUTH COUNTY, NJ	\$203,928,188.78	0.61%	92.73%
KNOX COUNTY, TN	\$169,906,893.87	0.50%	93.24%
MECKLENBURG COUNTY, NC	\$168,646,703.39	0.50%	93.74%
HUDSON COUNTY, NJ	\$157,455,118.48	0.47%	94.21%
HARRIS COUNTY, TX	\$152,667,717.82	0.45%	94.66%
PASSAIC COUNTY, NJ	\$98,260,550.14	0.29%	94.95%
PHILADELPHIA COUNTY, PA	\$95,842,819.26	0.28%	95.24%
FAIRFIELD COUNTY, CT	\$95,340,135.75	0.28%	95.52%
SOMERSET COUNTY, NJ	\$80,254,688.41	0.24%	95.76%
SAN MATEO COUNTY, CA	\$74,038,093.50	0.22%	95.98%
MARICOPA COUNTY, AZ	\$70,152,656.25	0.21%	96.19%
HAMPDEN COUNTY, MA	\$60,665,038.56	0.18%	96.37%
FULTON COUNTY, GA	\$59,204,470.45	0.18%	96.54%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SUSSEX COUNTY, DE	\$56,364,849.79	0.17%	96.71%
ANNE ARUNDEL COUNTY, MD	\$53,891,863.66	0.16%	96.87%
MORRIS COUNTY, NJ	\$45,860,501.54	0.14%	97.01%
SUFFOLK COUNTY, MA	\$45,194,274.98	0.13%	97.14%
NEW HAVEN COUNTY, CT	\$44,926,587.73	0.13%	97.28%
ALLEGHENY COUNTY, PA	\$41,266,131.09	0.12%	97.40%
TULSA COUNTY, OK	\$40,725,681.10	0.12%	97.52%
WAKE COUNTY, NC	\$37,716,731.00	0.11%	97.63%
BROWARD COUNTY, FL	\$36,581,144.00	0.11%	97.74%
MERRIMACK COUNTY, NH	\$34,915,710.15	0.10%	97.84%
DOUGLAS COUNTY, NE	\$34,196,493.11	0.10%	97.95%
CHATHAM COUNTY, GA	\$33,967,999.65	0.10%	98.05%
HILLSBOROUGH COUNTY, NH	\$28,378,713.00	0.08%	98.13%
LOS ANGELES COUNTY, CA	\$28,102,270.41	0.08%	98.22%
CHITTENDEN COUNTY, VT	\$27,875,498.30	0.08%	98.30%
FAIRFAX COUNTY, VA	\$25,847,792.69	0.08%	98.37%
HARTFORD COUNTY, CT	\$24,946,544.45	0.07%	98.45%
DALLAS COUNTY, TX	\$23,779,758.27	0.07%	98.52%
YORK COUNTY, ME	\$21,881,174.00	0.07%	98.58%
DURHAM COUNTY, NC	\$21,180,487.00	0.06%	98.65%
OTTAWA COUNTY, OH	\$18,480,149.00	0.05%	98.70%
SAINT LOUIS CITY COUNTY, MO	\$18,000,000.00	0.05%	98.76%
BOULDER COUNTY, CO	\$17,640,101.99	0.05%	98.81%
SAINT LOUIS COUNTY, MO	\$17,545,840.32	0.05%	98.86%
MONTGOMERY COUNTY, PA	\$14,567,537.73	0.04%	98.90%
OCEAN COUNTY, NJ	\$14,559,440.29	0.04%	98.95%
PRINCE GEORGES COUNTY, MD	\$14,538,227.08	0.04%	98.99%
HOWARD COUNTY, MD	\$14,306,938.00	0.04%	99.03%
ROBESON COUNTY, NC	\$13,759,200.00	0.04%	99.07%
ARAPAHOE COUNTY, CO	\$13,273,230.00	0.04%	99.11%
CUYAHOGA COUNTY, OH	\$12,687,123.96	0.04%	99.15%
MAHONING COUNTY, OH	\$12,180,542.21	0.04%	99.19%
DODGE COUNTY, WI	\$12,095,500.00	0.04%	99.22%
WASHTENAW COUNTY, MI	\$11,661,610.98	0.03%	99.26%
NORFOLK COUNTY, MA	\$10,800,000.00	0.03%	99.29%
STARK COUNTY, OH	\$10,330,159.90	0.03%	99.32%
BERKS COUNTY, PA	\$10,156,084.26	0.03%	99.35%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SANTA CLARA COUNTY, CA	\$10,113,300.00	0.03%	99.38%
MIAMI-DADE COUNTY, FL	\$9,843,456.34	0.03%	99.41%
BURLINGTON COUNTY, NJ	\$8,766,852.26	0.03%	99.44%
NEW CASTLE COUNTY, DE	\$8,636,741.09	0.03%	99.46%
COBB COUNTY, GA	\$8,381,354.00	0.02%	99.49%
WASHOE COUNTY, NV	\$8,355,050.00	0.02%	99.51%
BALTIMORE CITY COUNTY, MD	\$8,342,637.98	0.02%	99.54%
MERCER COUNTY, NJ	\$7,752,777.73	0.02%	99.56%
DUPAGE COUNTY, IL	\$7,583,799.89	0.02%	99.58%
TRAVIS COUNTY, TX	\$6,562,636.00	0.02%	99.60%
LOWNDES COUNTY, GA	\$5,347,394.00	0.02%	99.62%
BERNALILLO COUNTY, NM	\$5,270,000.00	0.02%	99.63%
BUCKS COUNTY, PA	\$4,934,187.21	0.01%	99.65%
WORCESTER COUNTY, MA	\$4,714,863.00	0.01%	99.66%
SARASOTA COUNTY, FL	\$4,338,965.28	0.01%	99.67%
CAMDEN COUNTY, NJ	\$4,061,975.00	0.01%	99.69%
CABARRUS COUNTY, NC	\$4,007,698.00	0.01%	99.70%
BERKSHIRE COUNTY, MA	\$3,951,427.74	0.01%	99.71%
International	\$3,681,644.50	0.01%	99.72%
ARLINGTON COUNTY, VA	\$3,500,000.00	0.01%	99.73%
BREVARD COUNTY, FL	\$3,482,842.08	0.01%	99.74%
ESSEX COUNTY, MA	\$3,421,381.00	0.01%	99.75%
PLYMOUTH COUNTY, MA	\$3,354,301.00	0.01%	99.76%
SAGINAW COUNTY, MI	\$3,343,650.00	0.01%	99.77%
SOLANO COUNTY, CA	\$3,318,167.34	0.01%	99.78%
MONROE COUNTY, PA	\$3,135,155.80	0.01%	99.79%
CALUMET COUNTY, WI	\$2,778,574.00	0.01%	99.80%
MIDDLESEX COUNTY, CT	\$2,665,000.00	0.01%	99.81%
WASHINGTON COUNTY, PA	\$2,522,075.00	0.01%	99.81%
HARRISONBURG CITY COUNTY, VA	\$2,500,000.00	0.01%	99.82%
YORK COUNTY, PA	\$2,212,589.28	0.01%	99.83%
SNOHOMISH COUNTY, WA	\$2,107,276.59	0.01%	99.83%
BLAIR COUNTY, PA	\$1,982,896.00	0.01%	99.84%
CUMBERLAND COUNTY, ME	\$1,970,000.00	0.01%	99.85%
DANE COUNTY, WI	\$1,945,120.13	0.01%	99.85%
FREDERICK COUNTY, MD	\$1,925,000.00	0.01%	99.86%
UNION COUNTY, NC	\$1,924,000.00	0.01%	99.86%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
NORTHAMPTON COUNTY, PA	\$1,863,788.73	0.01%	99.87%
DELAWARE COUNTY, PA	\$1,795,928.69	0.01%	99.87%
WAYNE COUNTY, MI	\$1,794,560.15	0.01%	99.88%
BRADFORD COUNTY, PA	\$1,739,640.35	0.01%	99.89%
LITCHFIELD COUNTY, CT	\$1,733,300.34	0.01%	99.89%
FRANKLIN COUNTY, VT	\$1,626,525.44	0.00%	99.90%
LES APPALACHES COUNTY, CANADA	\$1,526,589.00	0.00%	99.90%
CUMBERLAND COUNTY, PA	\$1,515,388.27	0.00%	99.90%
MADISON COUNTY, AL	\$1,500,000.00	0.00%	99.91%
CHESTER COUNTY, PA	\$1,410,442.24	0.00%	99.91%
BRISTOL COUNTY, MA	\$1,375,700.00	0.00%	99.92%
WARREN COUNTY, NJ	\$1,312,706.59	0.00%	99.92%
LEHIGH COUNTY, PA	\$1,274,700.00	0.00%	99.92%
MACOMB COUNTY, MI	\$1,260,414.49	0.00%	99.93%
OKLAHOMA COUNTY, OK	\$1,169,074.00	0.00%	99.93%
BEXAR COUNTY, TX	\$1,070,980.46	0.00%	99.94%
DAUPHIN COUNTY, PA	\$1,039,237.76	0.00%	99.94%
FORT BEND COUNTY, TX	\$1,000,000.00	0.00%	99.94%
GWINNETT COUNTY, GA	\$1,000,000.00	0.00%	99.94%
MASON COUNTY, MI	\$1,000,000.00	0.00%	99.95%
SALT LAKE COUNTY, UT	\$900,000.00	0.00%	99.95%
MANITOWOC COUNTY, WI	\$850,000.00	0.00%	99.95%
MONROE COUNTY, IN	\$834,145.55	0.00%	99.95%
WINDSOR COUNTY, VT	\$831,210.65	0.00%	99.96%
WESTMORELAND COUNTY, PA	\$829,342.26	0.00%	99.96%
ATLANTIC COUNTY, NJ	\$802,041.64	0.00%	99.96%
MERCER COUNTY, PA	\$797,163.60	0.00%	99.96%
BLACK HAWK COUNTY, IA	\$792,488.00	0.00%	99.97%
RICHLAND COUNTY, OH	\$700,000.00	0.00%	99.97%
LYCOMING COUNTY, PA	\$652,244.41	0.00%	99.97%
RIVERSIDE COUNTY, CA	\$637,377.00	0.00%	99.97%
MENDOCINO COUNTY, CA	\$597,890.00	0.00%	99.97%
WASHINGTON COUNTY, VT	\$528,950.00	0.00%	99.98%
ROCKINGHAM COUNTY, NH	\$505,605.18	0.00%	99.98%
WAYNE COUNTY, PA	\$494,135.00	0.00%	99.98%
DENVER COUNTY, CO	\$480,000.00	0.00%	99.98%
ST. JOSEPH COUNTY, IN	\$466,500.00	0.00%	99.98%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SUSQUEHANNA COUNTY, PA	\$450,493.48	0.00%	99.98%
CRAVEN COUNTY, NC	\$450,383.93	0.00%	99.98%
SEMINOLE COUNTY, FL	\$450,000.00	0.00%	99.99%
ALAMEDA COUNTY, CA	\$442,665.72	0.00%	99.99%
FRANKLIN COUNTY, MA	\$441,647.55	0.00%	99.99%
KING COUNTY, WA	\$439,629.00	0.00%	99.99%
SAN DIEGO COUNTY, CA	\$402,690.20	0.00%	99.99%
FRANKLIN COUNTY, PA	\$400,000.00	0.00%	99.99%
HENNEPIN COUNTY, MN	\$394,001.36	0.00%	99.99%
SEQUATCHIE COUNTY, TN	\$393,500.00	0.00%	99.99%
BUNCOMBE COUNTY, NC	\$354,433.81	0.00%	100.00%
SUSSEX COUNTY, NJ	\$337,511.18	0.00%	100.00%
WARREN COUNTY, OH	\$315,033.00	0.00%	100.00%
SHELBY COUNTY, KY	\$313,911.00	0.00%	100.00%
PALM BEACH COUNTY, FL	\$279,750.00	0.00%	100.00%
MILWAUKEE COUNTY, WI	\$278,948.00	0.00%	100.00%
CAPE MAY COUNTY, NJ	\$262,900.00	0.00%	100.00%
MIAMI COUNTY, KS	\$224,900.00	0.00%	100.00%
FLOYD COUNTY, IN	\$213,321.00	0.00%	100.00%
PROVIDENCE COUNTY, RI	\$204,115.38	0.00%	100.00%
ERIE COUNTY, PA	\$183,202.00	0.00%	100.00%
SHELBY COUNTY, TN	\$161,100.00	0.00%	100.00%
PIMA COUNTY, AZ	\$146,926.28	0.00%	100.00%
DEKALB COUNTY, GA	\$136,651.56	0.00%	100.00%
BASTROP COUNTY, TX	\$136,574.00	0.00%	100.00%
MARTIN COUNTY, FL	\$132,071.80	0.00%	100.01%
HUNTERDON COUNTY, NJ	\$130,933.00	0.00%	100.01%
DOUGLAS COUNTY, NV	\$127,029.00	0.00%	100.01%
DELAWARE COUNTY, IN	\$124,206.23	0.00%	100.01%
OTTAWA COUNTY, CANADA	\$118,175.00	0.00%	100.01%
ORANGE COUNTY, CA	\$115,250.00	0.00%	100.01%
CALEDONIA COUNTY, VT	\$114,120.00	0.00%	100.01%
MCLEAN COUNTY, IL	\$102,981.00	0.00%	100.01%
JOHNSON COUNTY, KS	\$100,000.00	0.00%	100.01%
BARCELONETA COUNTY, PR	\$95,000.00	0.00%	100.01%
KENT COUNTY, RI	\$91,965.79	0.00%	100.01%
SACRAMENTO COUNTY, CA	\$91,700.00	0.00%	100.01%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MARIN COUNTY, CA	\$90,000.00	0.00%	100.01%
GREENE COUNTY, OH	\$87,834.00	0.00%	100.01%
WAYNE COUNTY, OH	\$84,247.00	0.00%	100.01%
SOMERSET COUNTY, PA	\$84,000.00	0.00%	100.01%
PINELLAS COUNTY, FL	\$69,784.00	0.00%	100.01%
WAUKESHA COUNTY, WI	\$63,500.00	0.00%	100.01%
SAN LUIS OBISPO COUNTY, CA	\$58,167.10	0.00%	100.01%
STEPHENS COUNTY, GA	\$55,324.52	0.00%	100.01%
BENNINGTON COUNTY, VT	\$53,814.00	0.00%	100.01%
NEW LONDON COUNTY, CT	\$49,493.87	0.00%	100.01%
JAMES CITY COUNTY, VA	\$43,715.00	0.00%	100.01%
DONA ANA COUNTY, NM	\$40,000.00	0.00%	100.01%
AIKEN COUNTY, SC	\$38,375.00	0.00%	100.01%
UTAH COUNTY, UT	\$30,000.00	0.00%	100.01%
YORK COUNTY, SC	\$27,991.62	0.00%	100.01%
KENT COUNTY, MD	\$26,250.00	0.00%	100.01%
KALAMAZOO COUNTY, MI	\$26,000.00	0.00%	100.01%
ORANGE COUNTY, FL	\$25,817.00	0.00%	100.01%
SAN BERNARDINO COUNTY, CA	\$25,500.00	0.00%	100.01%
INDIANA COUNTY, PA	\$23,250.00	0.00%	100.01%
COLLIN COUNTY, TX	\$22,080.00	0.00%	100.01%
KENT COUNTY, MI	\$21,694.05	0.00%	100.01%
KANE COUNTY, IL	\$21,000.00	0.00%	100.01%
HILLSBOROUGH COUNTY, FL	\$20,000.00	0.00%	100.01%
GREEN COUNTY, WI	\$19,608.00	0.00%	100.01%
NEWPORT NEWS CITY COUNTY, VA	\$18,400.00	0.00%	100.01%
JESSAMINE COUNTY, KY	\$15,942.50	0.00%	100.01%
ELK COUNTY, PA	\$15,670.00	0.00%	100.01%
WINONA COUNTY, MN	\$15,000.00	0.00%	100.01%
EL DORADO COUNTY, CA	\$14,500.00	0.00%	100.01%
JEFFERSON COUNTY, CO	\$13,190.00	0.00%	100.01%
ADA COUNTY, ID	\$12,697.52	0.00%	100.01%
INGHAM COUNTY, MI	\$8,225.00	0.00%	100.01%
BELTRAMI COUNTY, MN	\$5,000.00	0.00%	100.01%
LUZERNE COUNTY, PA	\$4,215.00	0.00%	100.01%
GEM COUNTY, ID	\$0.00	0.00%	100.01%
HAMILTON COUNTY, OH	(\$1,435.85)	0.00%	100.01%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
DISTRICT OF COLUMBIA COUNTY, DC	(\$4,253,929.41)	-0.01%	100.00%
<b>Total</b>	<b>\$33,653,300,308.79</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

TABLE B-B-3.  
NEW YORK STATE GEOGRAPHIC MARKET AREA  
CONSTRUCTION RELATED SERVICES FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
NEW YORK COUNTY, NY	\$3,123,272,134.35	23.00%	23.00%
ROCKLAND COUNTY, NY	\$1,540,036,434.60	11.34%	34.34%
ERIE COUNTY, NY	\$882,480,695.57	6.50%	40.84%
WESTCHESTER COUNTY, NY	\$850,313,327.08	6.26%	47.10%
NASSAU COUNTY, NY	\$825,294,695.55	6.08%	53.18%
SUFFOLK COUNTY, NY	\$614,065,939.95	4.52%	57.70%
KINGS COUNTY, NY	\$580,420,810.19	4.27%	61.98%
MONROE COUNTY, NY	\$386,733,133.34	2.85%	64.83%
QUEENS COUNTY, NY	\$382,779,309.13	2.82%	67.65%
ALBANY COUNTY, NY	\$326,349,818.10	2.40%	70.05%
ORANGE COUNTY, NY	\$212,232,932.45	1.56%	71.61%
ONONDAGA COUNTY, NY	\$207,538,963.89	1.53%	73.14%
SARATOGA COUNTY, NY	\$195,829,442.40	1.44%	74.58%
WARREN COUNTY, NY	\$63,206,011.12	0.47%	75.05%
RENSSELAER COUNTY, NY	\$57,714,847.17	0.43%	75.47%
TOMPKINS COUNTY, NY	\$55,286,974.70	0.41%	75.88%
DUTCHESS COUNTY, NY	\$49,379,973.37	0.36%	76.24%
STEUBEN COUNTY, NY	\$47,938,501.93	0.35%	76.60%
OSWEGO COUNTY, NY	\$43,200,064.01	0.32%	76.92%
BROOME COUNTY, NY	\$42,774,669.08	0.32%	77.23%
ONEIDA COUNTY, NY	\$33,190,790.82	0.24%	77.47%
NIAGARA COUNTY, NY	\$29,301,508.15	0.22%	77.69%
JEFFERSON COUNTY, NY	\$29,213,445.07	0.22%	77.91%
RICHMOND COUNTY, NY	\$21,295,090.16	0.16%	78.06%
ULSTER COUNTY, NY	\$17,066,061.16	0.13%	78.19%
CHAUTAUQUA COUNTY, NY	\$16,246,014.15	0.12%	78.31%
SAINT LAWRENCE COUNTY, NY	\$13,831,836.82	0.10%	78.41%
HERKIMER COUNTY, NY	\$12,854,006.10	0.09%	78.50%
CLINTON COUNTY, NY	\$11,392,676.73	0.08%	78.59%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
CHEMUNG COUNTY, NY	\$10,686,940.01	0.08%	78.67%
ONTARIO COUNTY, NY	\$10,589,012.74	0.08%	78.74%
CAYUGA COUNTY, NY	\$10,135,596.39	0.07%	78.82%
FRANKLIN COUNTY, NY	\$7,463,418.31	0.05%	78.87%
BRONX COUNTY, NY	\$6,717,813.23	0.05%	78.92%
SCHENECTADY COUNTY, NY	\$5,735,458.00	0.04%	78.97%
SCHUYLER COUNTY, NY	\$4,145,172.32	0.03%	79.00%
YATES COUNTY, NY	\$3,857,325.40	0.03%	79.03%
SULLIVAN COUNTY, NY	\$3,047,586.80	0.02%	79.05%
WAYNE COUNTY, NY	\$2,849,049.57	0.02%	79.07%
TIOGA COUNTY, NY	\$2,807,971.61	0.02%	79.09%
PUTNAM COUNTY, NY	\$2,728,337.79	0.02%	79.11%
LIVINGSTON COUNTY, NY	\$2,294,903.96	0.02%	79.13%
WASHINGTON COUNTY, NY	\$2,288,306.67	0.02%	79.14%
LEWIS COUNTY, NY	\$2,286,616.63	0.02%	79.16%
CORTLAND COUNTY, NY	\$1,746,544.54	0.01%	79.17%
GENESEE COUNTY, NY	\$1,492,296.28	0.01%	79.18%
GREENE COUNTY, NY	\$1,299,862.12	0.01%	79.19%
ESSEX COUNTY, NY	\$1,193,091.84	0.01%	79.20%
OTSEGO COUNTY, NY	\$919,180.26	0.01%	79.21%
MADISON COUNTY, NY	\$857,866.88	0.01%	79.22%
MONTGOMERY COUNTY, NY	\$856,016.35	0.01%	79.22%
HAMILTON COUNTY, NY	\$695,250.00	0.01%	79.23%
CHENANGO COUNTY, NY	\$569,298.71	0.00%	79.23%
CATTARAUGUS COUNTY, NY	\$557,990.18	0.00%	79.23%
COLUMBIA COUNTY, NY	\$459,383.67	0.00%	79.24%
SCHOHARIE COUNTY, NY	\$294,133.00	0.00%	79.24%
WYOMING COUNTY, NY	\$258,605.31	0.00%	79.24%
SENECA COUNTY, NY	\$177,967.70	0.00%	79.24%
ALLEGANY COUNTY, NY	\$110,723.30	0.00%	79.24%
DELAWARE COUNTY, NY	\$42,000.00	0.00%	79.24%
MIDDLESEX COUNTY, NJ	\$696,832,684.27	5.13%	84.38%
BERGEN COUNTY, NJ	\$573,984,906.09	4.23%	88.60%
ESSEX COUNTY, NJ	\$236,892,504.43	1.74%	90.35%
COOK COUNTY, IL	\$172,039,585.19	1.27%	91.62%
HARTFORD COUNTY, CT	\$167,077,114.99	1.23%	92.85%
MORRIS COUNTY, NJ	\$96,336,726.56	0.71%	93.56%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MIDDLESEX COUNTY, MA	\$79,523,745.25	0.59%	94.14%
SUFFOLK COUNTY, MA	\$57,180,762.69	0.42%	94.56%
DALLAS COUNTY, TX	\$51,136,478.48	0.38%	94.94%
PASSAIC COUNTY, NJ	\$49,719,305.20	0.37%	95.30%
SOMERSET COUNTY, NJ	\$46,354,525.95	0.34%	95.65%
PHILADELPHIA COUNTY, PA	\$45,441,517.95	0.33%	95.98%
BALTIMORE COUNTY, MD	\$42,352,996.93	0.31%	96.29%
SAN DIEGO COUNTY, CA	\$40,015,323.84	0.29%	96.59%
ALLEGHENY COUNTY, PA	\$39,191,964.15	0.29%	96.88%
UNION COUNTY, NJ	\$30,622,643.11	0.23%	97.10%
ANNE ARUNDEL COUNTY, MD	\$29,710,500.00	0.22%	97.32%
LOS ANGELES COUNTY, CA	\$29,088,508.17	0.21%	97.53%
SAINT LOUIS CITY COUNTY, MO	\$21,519,555.25	0.16%	97.69%
WAYNE COUNTY, MI	\$20,332,000.00	0.15%	97.84%
MONMOUTH COUNTY, NJ	\$20,215,188.11	0.15%	97.99%
BERKS COUNTY, PA	\$19,000,000.00	0.14%	98.13%
MERCER COUNTY, NJ	\$18,356,770.74	0.14%	98.27%
FULTON COUNTY, GA	\$17,750,117.08	0.13%	98.40%
MONTGOMERY COUNTY, PA	\$16,479,893.92	0.12%	98.52%
MIDDLESEX COUNTY, CT	\$16,127,579.66	0.12%	98.64%
SUSSEX COUNTY, NJ	\$13,162,119.01	0.10%	98.73%
HUDSON COUNTY, NJ	\$12,609,378.01	0.09%	98.83%
NEW HAVEN COUNTY, CT	\$11,241,129.29	0.08%	98.91%
FAIRFAX COUNTY, VA	\$9,090,860.74	0.07%	98.98%
PICKENS COUNTY, SC	\$8,104,000.00	0.06%	99.04%
ROCKINGHAM COUNTY, NH	\$8,094,897.00	0.06%	99.10%
HOWARD COUNTY, MD	\$7,993,725.00	0.06%	99.16%
MONTGOMERY COUNTY, TX	\$7,228,680.89	0.05%	99.21%
SHELBY COUNTY, KY	\$6,777,157.00	0.05%	99.26%
MIAMI-DADE COUNTY, FL	\$6,758,974.38	0.05%	99.31%
JACKSON COUNTY, MO	\$6,615,000.00	0.05%	99.36%
DISTRICT OF COLUMBIA COUNTY, DC	\$6,606,345.18	0.05%	99.41%
FAIRFIELD COUNTY, CT	\$6,346,520.94	0.05%	99.45%
WRIGHT COUNTY, MN	\$5,120,000.00	0.04%	99.49%
SAINT LOUIS COUNTY, MO	\$4,341,905.08	0.03%	99.52%
EL PASO COUNTY, CO	\$4,307,100.00	0.03%	99.55%
MARICOPA COUNTY, AZ	\$3,847,555.31	0.03%	99.58%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
BALTIMORE CITY COUNTY, MD	\$3,735,184.04	0.03%	99.61%
BURLINGTON COUNTY, NJ	\$3,499,736.78	0.03%	99.64%
MERCER COUNTY, PA	\$3,400,000.00	0.03%	99.66%
TARRANT COUNTY, TX	\$3,328,229.00	0.02%	99.68%
CUMBERLAND COUNTY, PA	\$3,114,377.08	0.02%	99.71%
BUCKS COUNTY, PA	\$2,390,000.00	0.02%	99.73%
TRAVIS COUNTY, TX	\$2,079,197.00	0.02%	99.74%
BROWARD COUNTY, FL	\$1,954,686.00	0.01%	99.76%
HUNTERDON COUNTY, NJ	\$1,887,003.69	0.01%	99.77%
GLOUCESTER COUNTY, NJ	\$1,878,988.00	0.01%	99.78%
DOUGLAS COUNTY, CO	\$1,787,798.29	0.01%	99.80%
NORTHAMPTON COUNTY, PA	\$1,650,648.00	0.01%	99.81%
LYNCHBURG CITY COUNTY, VA	\$1,647,348.48	0.01%	99.82%
ORANGE COUNTY, FL	\$1,500,732.74	0.01%	99.83%
NEW CASTLE COUNTY, DE	\$1,500,000.00	0.01%	99.84%
SUSSEX COUNTY, DE	\$1,404,170.00	0.01%	99.85%
HARRIS COUNTY, TX	\$1,281,079.00	0.01%	99.86%
WARREN COUNTY, NJ	\$1,236,590.61	0.01%	99.87%
KENT COUNTY, MI	\$1,133,781.00	0.01%	99.88%
HENRICO COUNTY, VA	\$1,125,574.37	0.01%	99.89%
PRINCE WILLIAM COUNTY, VA	\$1,089,178.56	0.01%	99.90%
DANE COUNTY, WI	\$1,000,000.00	0.01%	99.90%
DENVER COUNTY, CO	\$874,382.18	0.01%	99.91%
FORT BEND COUNTY, TX	\$836,261.49	0.01%	99.92%
WINDHAM COUNTY, VT	\$791,886.73	0.01%	99.92%
LEHIGH COUNTY, PA	\$724,761.32	0.01%	99.93%
PALM BEACH COUNTY, FL	\$707,111.00	0.01%	99.93%
WASHINGTON COUNTY, VT	\$606,430.00	0.00%	99.94%
CHESTER COUNTY, PA	\$558,080.00	0.00%	99.94%
WAYNE COUNTY, OH	\$552,357.86	0.00%	99.94%
LITCHFIELD COUNTY, CT	\$542,160.02	0.00%	99.95%
CHAMPAIGN COUNTY, IL	\$480,000.00	0.00%	99.95%
WORCESTER COUNTY, MA	\$474,500.00	0.00%	99.96%
DUVAL COUNTY, FL	\$450,000.00	0.00%	99.96%
PRINCE GEORGES COUNTY, MD	\$443,100.00	0.00%	99.96%
FRANKLIN COUNTY, OH	\$391,350.00	0.00%	99.97%
MONTGOMERY COUNTY, MD	\$362,309.00	0.00%	99.97%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
CHARLEVOIX COUNTY, MI	\$358,218.00	0.00%	99.97%
OCEAN COUNTY, NJ	\$325,459.98	0.00%	99.97%
ESSEX COUNTY, MA	\$239,462.00	0.00%	99.97%
ARAPAHOE COUNTY, CO	\$232,000.00	0.00%	99.98%
KALAMAZOO COUNTY, MI	\$197,105.00	0.00%	99.98%
HILLSBOROUGH COUNTY, NH	\$197,047.00	0.00%	99.98%
DELAWARE COUNTY, PA	\$189,686.75	0.00%	99.98%
BERNALILLO COUNTY, NM	\$184,801.57	0.00%	99.98%
FLOYD COUNTY, IN	\$163,505.00	0.00%	99.98%
SAN BERNARDINO COUNTY, CA	\$159,859.75	0.00%	99.98%
CUYAHOGA COUNTY, OH	\$141,924.00	0.00%	99.99%
SANTA CLARA COUNTY, CA	\$140,000.00	0.00%	99.99%
HARFORD COUNTY, MD	\$137,102.00	0.00%	99.99%
HAMPDEN COUNTY, MA	\$134,230.27	0.00%	99.99%
WESTMORELAND COUNTY, PA	\$130,000.00	0.00%	99.99%
SAN FRANCISCO COUNTY, CA	\$129,721.63	0.00%	99.99%
ALAMEDA COUNTY, CA	\$127,055.00	0.00%	99.99%
HAMILTON COUNTY, OH	\$124,346.00	0.00%	99.99%
GUILFORD COUNTY, NC	\$110,330.24	0.00%	99.99%
LINCOLN COUNTY, ME	\$100,000.00	0.00%	99.99%
LEE COUNTY, FL	\$94,775.00	0.00%	99.99%
GRAND TRAVERSE COUNTY, MI	\$91,328.61	0.00%	100.00%
HENNEPIN COUNTY, MN	\$79,543.00	0.00%	100.00%
CAMDEN COUNTY, NJ	\$70,463.00	0.00%	100.00%
DOUGLAS COUNTY, NE	\$63,069.34	0.00%	100.00%
ORLEANS COUNTY, LA	\$50,000.00	0.00%	100.00%
CONTRA COSTA COUNTY, CA	\$46,740.00	0.00%	100.00%
TUSCALOOSA COUNTY, AL	\$41,359.88	0.00%	100.00%
PIERCE COUNTY, WA	\$35,700.00	0.00%	100.00%
RUTLAND COUNTY, VT	\$35,522.07	0.00%	100.00%
MONROE COUNTY, PA	\$35,000.00	0.00%	100.00%
INGHAM COUNTY, MI	\$25,000.00	0.00%	100.00%
JEFFERSON COUNTY, CO	\$24,268.77	0.00%	100.00%
SANTA FE COUNTY, NM	\$21,100.50	0.00%	100.00%
TULSA COUNTY, OK	\$20,826.00	0.00%	100.00%
KNOX COUNTY, TN	\$20,000.00	0.00%	100.00%
TALLADEGA COUNTY, AL	\$13,595.00	0.00%	100.00%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
GWINNETT COUNTY, GA	\$11,260.00	0.00%	100.00%
CHITTENDEN COUNTY, VT	\$8,965.00	0.00%	100.00%
DAUPHIN COUNTY, PA	\$7,350.00	0.00%	100.00%
WAKE COUNTY, NC	\$7,306.00	0.00%	100.00%
BARCELONETA COUNTY, PR	\$5,000.00	0.00%	100.00%
DENTON COUNTY, TX	\$4,448.00	0.00%	100.00%
RICHMOND CITY COUNTY, VA	\$2,630.00	0.00%	100.00%
CRAWFORD COUNTY, PA	\$1,920.00	0.00%	100.00%
YORK COUNTY, PA	\$1,500.00	0.00%	100.00%
MECKLENBURG COUNTY, NC	\$0.01	0.00%	100.00%
JEFFERSON COUNTY, KY	\$0.00	0.00%	100.00%
BEXAR COUNTY, TX	\$0.00	0.00%	100.00%
CHESTERFIELD COUNTY, VA	\$0.00	0.00%	100.00%
ERIE COUNTY, PA	\$0.00	0.00%	100.00%
JESSAMINE COUNTY, KY	\$0.00	0.00%	100.00%
MULTNOMAH COUNTY, OR	\$0.00	0.00%	100.00%
WILLIAMSON COUNTY, TX	\$0.00	0.00%	100.00%
<b>Total</b>	<b>\$13,578,691,589.12</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

TABLE B-B-4.  
NEW YORK STATE GEOGRAPHIC MARKET AREA  
NON-CONSTRUCTION RELATED SERVICES FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
NEW YORK COUNTY, NY	\$37,771,658,439.99	26.62%	26.62%
RICHMOND COUNTY, NY	\$11,945,835,355.72	8.42%	35.03%
QUEENS COUNTY, NY	\$10,205,833,558.41	7.19%	42.23%
ALBANY COUNTY, NY	\$9,581,184,000.83	6.75%	48.98%
SCHENECTADY COUNTY, NY	\$8,785,831,547.27	6.19%	55.17%
KINGS COUNTY, NY	\$6,807,972,305.79	4.80%	59.97%
NASSAU COUNTY, NY	\$6,726,364,878.92	4.74%	64.71%
MONROE COUNTY, NY	\$2,049,555,456.61	1.44%	66.15%
SUFFOLK COUNTY, NY	\$1,871,970,841.41	1.32%	67.47%
WESTCHESTER COUNTY, NY	\$1,459,157,380.76	1.03%	68.50%
ERIE COUNTY, NY	\$1,239,874,601.19	0.87%	69.37%
ONONDAGA COUNTY, NY	\$1,010,571,502.40	0.71%	70.08%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
ONEIDA COUNTY, NY	\$870,546,136.95	0.61%	70.70%
ROCKLAND COUNTY, NY	\$849,267,637.28	0.60%	71.30%
NIAGARA COUNTY, NY	\$712,770,736.06	0.50%	71.80%
BROOME COUNTY, NY	\$510,378,718.92	0.36%	72.16%
BRONX COUNTY, NY	\$506,515,907.41	0.36%	72.51%
CLINTON COUNTY, NY	\$416,260,000.92	0.29%	72.81%
DUTCHESS COUNTY, NY	\$350,775,730.04	0.25%	73.05%
SAINT LAWRENCE COUNTY, NY	\$326,101,462.66	0.23%	73.28%
ULSTER COUNTY, NY	\$294,963,529.51	0.21%	73.49%
ORANGE COUNTY, NY	\$259,641,472.10	0.18%	73.68%
SARATOGA COUNTY, NY	\$217,681,845.58	0.15%	73.83%
STEUBEN COUNTY, NY	\$188,092,510.39	0.13%	73.96%
RENSSELAER COUNTY, NY	\$171,241,189.64	0.12%	74.08%
OTSEGO COUNTY, NY	\$166,235,733.89	0.12%	74.20%
MADISON COUNTY, NY	\$161,518,710.17	0.11%	74.31%
PUTNAM COUNTY, NY	\$143,977,051.52	0.10%	74.41%
CORTLAND COUNTY, NY	\$108,857,241.07	0.08%	74.49%
LIVINGSTON COUNTY, NY	\$108,707,709.89	0.08%	74.57%
ONTARIO COUNTY, NY	\$98,029,098.86	0.07%	74.64%
OSWEGO COUNTY, NY	\$70,515,935.20	0.05%	74.69%
FULTON COUNTY, NY	\$65,985,367.82	0.05%	74.73%
GENESEE COUNTY, NY	\$64,487,288.16	0.05%	74.78%
COLUMBIA COUNTY, NY	\$57,558,873.67	0.04%	74.82%
JEFFERSON COUNTY, NY	\$49,916,466.57	0.04%	74.85%
WYOMING COUNTY, NY	\$49,797,776.22	0.04%	74.89%
WARREN COUNTY, NY	\$46,229,855.39	0.03%	74.92%
CAYUGA COUNTY, NY	\$43,910,335.31	0.03%	74.95%
SCHOHARIE COUNTY, NY	\$38,919,635.62	0.03%	74.98%
HERKIMER COUNTY, NY	\$37,081,807.53	0.03%	75.01%
ALLEGANY COUNTY, NY	\$35,660,968.63	0.03%	75.03%
MONTGOMERY COUNTY, NY	\$34,829,894.98	0.02%	75.06%
TOMPKINS COUNTY, NY	\$33,645,586.48	0.02%	75.08%
CHAUTAUQUA COUNTY, NY	\$31,315,315.99	0.02%	75.10%
FRANKLIN COUNTY, NY	\$30,447,006.80	0.02%	75.12%
CHEMUNG COUNTY, NY	\$29,880,218.51	0.02%	75.14%
CATTARAUGUS COUNTY, NY	\$24,832,828.23	0.02%	75.16%
WASHINGTON COUNTY, NY	\$22,223,479.73	0.02%	75.18%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SULLIVAN COUNTY, NY	\$20,896,272.85	0.01%	75.19%
DELAWARE COUNTY, NY	\$18,932,426.66	0.01%	75.21%
WAYNE COUNTY, NY	\$17,201,169.29	0.01%	75.22%
HAMILTON COUNTY, NY	\$12,847,933.66	0.01%	75.23%
ESSEX COUNTY, NY	\$11,292,807.58	0.01%	75.23%
CHENANGO COUNTY, NY	\$11,107,943.84	0.01%	75.24%
GREENE COUNTY, NY	\$7,825,533.36	0.01%	75.25%
ORLEANS COUNTY, NY	\$7,182,438.91	0.01%	75.25%
SCHUYLER COUNTY, NY	\$6,739,923.40	0.00%	75.26%
LEWIS COUNTY, NY	\$6,673,838.21	0.00%	75.26%
SENECA COUNTY, NY	\$6,636,512.14	0.00%	75.27%
TIOGA COUNTY, NY	\$6,204,852.13	0.00%	75.27%
YATES COUNTY, NY	\$2,660,028.27	0.00%	75.27%
ANNE ARUNDEL COUNTY, MD	\$5,034,812,548.56	3.55%	78.82%
SUFFOLK COUNTY, MA	\$3,452,256,809.83	2.43%	81.25%
ALLEGHENY COUNTY, PA	\$2,928,952,035.58	2.06%	83.32%
BERGEN COUNTY, NJ	\$1,955,306,187.27	1.38%	84.70%
DALLAS COUNTY, TX	\$1,946,600,426.34	1.37%	86.07%
LOS ANGELES COUNTY, CA	\$1,911,348,986.80	1.35%	87.41%
COOK COUNTY, IL	\$1,809,349,675.90	1.27%	88.69%
MIDDLESEX COUNTY, NJ	\$1,144,856,637.75	0.81%	89.50%
FAIRFAX COUNTY, VA	\$954,967,877.21	0.67%	90.17%
FULTON COUNTY, GA	\$804,742,030.73	0.57%	90.74%
PHILADELPHIA COUNTY, PA	\$759,701,176.54	0.54%	91.27%
MONMOUTH COUNTY, NJ	\$751,361,452.95	0.53%	91.80%
MIDDLESEX COUNTY, MA	\$513,629,967.18	0.36%	92.16%
TRAVIS COUNTY, TX	\$500,296,387.90	0.35%	92.52%
SOLANO COUNTY, CA	\$423,254,738.00	0.30%	92.81%
LAKE COUNTY, IL	\$410,186,415.58	0.29%	93.10%
SAN FRANCISCO COUNTY, CA	\$381,798,210.63	0.27%	93.37%
GUILFORD COUNTY, NC	\$381,593,888.87	0.27%	93.64%
MARICOPA COUNTY, AZ	\$319,360,728.64	0.23%	93.87%
International	\$314,489,299.84	0.22%	94.09%
PASSAIC COUNTY, NJ	\$293,393,498.62	0.21%	94.29%
CUMBERLAND COUNTY, PA	\$287,847,483.13	0.20%	94.50%
MONTGOMERY COUNTY, PA	\$269,293,163.58	0.19%	94.69%
DUPAGE COUNTY, IL	\$258,316,144.04	0.18%	94.87%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
BURLINGTON COUNTY, NJ	\$255,428,083.05	0.18%	95.05%
FAIRFIELD COUNTY, CT	\$243,360,802.16	0.17%	95.22%
HAMILTON COUNTY, OH	\$236,984,656.86	0.17%	95.39%
ESSEX COUNTY, NJ	\$233,771,158.66	0.16%	95.55%
DURHAM COUNTY, NC	\$220,431,724.49	0.16%	95.71%
CLARK COUNTY, NV	\$217,035,610.38	0.15%	95.86%
HARRIS COUNTY, TX	\$207,415,922.97	0.15%	96.01%
MORRIS COUNTY, NJ	\$204,598,279.44	0.14%	96.15%
HENNEPIN COUNTY, MN	\$201,802,605.42	0.14%	96.29%
SOMERSET COUNTY, NJ	\$188,858,998.25	0.13%	96.43%
MONTGOMERY COUNTY, MD	\$188,064,713.43	0.13%	96.56%
CUMBERLAND COUNTY, ME	\$183,412,979.94	0.13%	96.69%
LUZERNE COUNTY, PA	\$173,387,633.76	0.12%	96.81%
JOHNSON COUNTY, KS	\$172,799,605.83	0.12%	96.93%
HAMILTON COUNTY, TN	\$168,123,452.87	0.12%	97.05%
LAWRENCE COUNTY, PA	\$167,641,592.87	0.12%	97.17%
SAINT LOUIS COUNTY, MO	\$157,655,284.85	0.11%	97.28%
HUDSON COUNTY, NJ	\$151,346,246.43	0.11%	97.39%
MCHENRY COUNTY, IL	\$151,175,150.00	0.11%	97.49%
UNION COUNTY, NJ	\$130,928,411.25	0.09%	97.58%
SANTA CLARA COUNTY, CA	\$124,927,040.49	0.09%	97.67%
DISTRICT OF COLUMBIA COUNTY, DC	\$117,935,985.04	0.08%	97.76%
STARK COUNTY, OH	\$116,897,200.66	0.08%	97.84%
CLAY COUNTY, MO	\$91,883,283.22	0.06%	97.90%
ORANGE COUNTY, FL	\$87,456,138.16	0.06%	97.96%
VIRGINIA BEACH CITY COUNTY, VA	\$87,377,388.33	0.06%	98.03%
BROWARD COUNTY, FL	\$86,691,467.48	0.06%	98.09%
WAYNE COUNTY, MI	\$85,716,471.46	0.06%	98.15%
WARREN COUNTY, NJ	\$71,816,635.29	0.05%	98.20%
ORANGE COUNTY, CA	\$68,960,354.02	0.05%	98.25%
HARTFORD COUNTY, CT	\$67,813,035.50	0.05%	98.29%
ORANGE COUNTY, NC	\$67,599,720.10	0.05%	98.34%
SHELBY COUNTY, TN	\$65,239,921.05	0.05%	98.39%
BEXAR COUNTY, TX	\$64,261,303.33	0.05%	98.43%
WORCESTER COUNTY, MA	\$63,828,823.29	0.04%	98.48%
MERCER COUNTY, NJ	\$63,262,112.77	0.04%	98.52%
KING COUNTY, WA	\$63,103,962.12	0.04%	98.57%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
CAMDEN COUNTY, NJ	\$59,199,760.40	0.04%	98.61%
SAN DIEGO COUNTY, CA	\$58,956,665.18	0.04%	98.65%
DEKALB COUNTY, GA	\$55,598,968.23	0.04%	98.69%
PALM BEACH COUNTY, FL	\$54,438,569.13	0.04%	98.73%
MECKLENBURG COUNTY, NC	\$50,855,992.55	0.04%	98.76%
HILLSBOROUGH COUNTY, FL	\$50,208,339.38	0.04%	98.80%
MARION COUNTY, IN	\$48,600,432.18	0.03%	98.83%
DELAWARE COUNTY, PA	\$47,617,246.52	0.03%	98.87%
HOWARD COUNTY, MD	\$45,539,619.14	0.03%	98.90%
FAIRFAX CITY COUNTY, VA	\$45,204,884.79	0.03%	98.93%
ALAMEDA COUNTY, CA	\$41,282,863.32	0.03%	98.96%
JEFFERSON COUNTY, KY	\$40,693,632.70	0.03%	98.99%
SAINT MARYS COUNTY, MD	\$40,000,000.00	0.03%	99.02%
BERKS COUNTY, PA	\$38,890,295.58	0.03%	99.04%
PULASKI COUNTY, AR	\$36,004,524.44	0.03%	99.07%
FRANKLIN COUNTY, OH	\$35,447,263.36	0.02%	99.10%
MULTNOMAH COUNTY, OR	\$34,722,086.84	0.02%	99.12%
TARRANT COUNTY, TX	\$34,417,401.00	0.02%	99.14%
BERNALILLO COUNTY, NM	\$33,824,290.12	0.02%	99.17%
SAN MATEO COUNTY, CA	\$33,527,085.12	0.02%	99.19%
BALTIMORE CITY COUNTY, MD	\$32,695,186.03	0.02%	99.21%
WASHTENAW COUNTY, MI	\$32,236,429.78	0.02%	99.24%
DODGE COUNTY, WI	\$31,646,326.00	0.02%	99.26%
SUSSEX COUNTY, NJ	\$31,570,946.24	0.02%	99.28%
CHESTER COUNTY, PA	\$30,933,313.01	0.02%	99.30%
MIAMI-DADE COUNTY, FL	\$29,821,294.80	0.02%	99.32%
CHITTENDEN COUNTY, VT	\$29,245,016.62	0.02%	99.34%
WAKE COUNTY, NC	\$28,067,515.80	0.02%	99.36%
NEW HAVEN COUNTY, CT	\$26,733,821.20	0.02%	99.38%
CUYAHOGA COUNTY, OH	\$24,801,050.23	0.02%	99.40%
RICHMOND CITY COUNTY, VA	\$23,843,755.24	0.02%	99.42%
HAMPDEN COUNTY, MA	\$22,350,634.96	0.02%	99.43%
BUCKS COUNTY, PA	\$21,847,043.00	0.02%	99.45%
SALT LAKE COUNTY, UT	\$20,529,314.11	0.01%	99.46%
JEFFERSON COUNTY, AL	\$20,314,131.19	0.01%	99.48%
NEW CASTLE COUNTY, DE	\$20,052,450.00	0.01%	99.49%
LOUDOUN COUNTY, VA	\$19,658,618.53	0.01%	99.51%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
NORTHAMPTON COUNTY, PA	\$18,709,716.75	0.01%	99.52%
ARLINGTON COUNTY, VA	\$18,552,747.61	0.01%	99.53%
MERRIMACK COUNTY, NH	\$17,521,434.00	0.01%	99.54%
GREENVILLE COUNTY, SC	\$16,927,033.81	0.01%	99.56%
SAINT LOUIS CITY COUNTY, MO	\$16,804,910.95	0.01%	99.57%
DELAWARE COUNTY, OH	\$15,597,055.00	0.01%	99.58%
JACKSON COUNTY, MO	\$13,197,505.40	0.01%	99.59%
NUECES COUNTY, TX	\$12,816,056.10	0.01%	99.60%
HAMILTON COUNTY, IN	\$12,709,419.00	0.01%	99.61%
PRINCE GEORGES COUNTY, MD	\$12,470,408.00	0.01%	99.62%
BRUNSWICK COUNTY, NC	\$11,165,320.00	0.01%	99.62%
MONTGOMERY COUNTY, OH	\$11,143,989.45	0.01%	99.63%
ERIE COUNTY, PA	\$11,001,739.52	0.01%	99.64%
DAKOTA COUNTY, MN	\$10,905,773.98	0.01%	99.65%
ARAPAHOE COUNTY, CO	\$10,605,477.04	0.01%	99.65%
SAGINAW COUNTY, MI	\$10,000,000.00	0.01%	99.66%
ALLEN COUNTY, IN	\$9,817,693.01	0.01%	99.67%
BALTIMORE COUNTY, MD	\$9,622,241.51	0.01%	99.67%
MUSKEGON COUNTY, MI	\$9,554,831.21	0.01%	99.68%
HILLSBOROUGH COUNTY, NH	\$9,359,039.06	0.01%	99.69%
RANDOLPH COUNTY, AL	\$9,318,708.10	0.01%	99.69%
FRANKLIN COUNTY, MA	\$9,199,267.40	0.01%	99.70%
OKLAHOMA COUNTY, OK	\$9,000,000.00	0.01%	99.71%
CUSTER COUNTY, OK	\$8,927,218.68	0.01%	99.71%
PIERCE COUNTY, WA	\$8,575,384.00	0.01%	99.72%
FREDERICK COUNTY, MD	\$8,566,646.07	0.01%	99.73%
COLLIN COUNTY, TX	\$8,268,380.23	0.01%	99.73%
YORK COUNTY, SC	\$8,043,378.00	0.01%	99.74%
SANGAMON COUNTY, IL	\$8,031,472.20	0.01%	99.74%
OAKLAND COUNTY, MI	\$7,896,600.00	0.01%	99.75%
CLERMONT COUNTY, OH	\$7,756,500.00	0.01%	99.75%
WASHINGTON COUNTY, OR	\$7,659,831.00	0.01%	99.76%
SUMMIT COUNTY, OH	\$7,648,511.25	0.01%	99.76%
COLUMBIANA COUNTY, OH	\$7,404,054.73	0.01%	99.77%
INGHAM COUNTY, MI	\$7,336,433.29	0.01%	99.77%
DAUPHIN COUNTY, PA	\$7,329,709.24	0.01%	99.78%
GWINNETT COUNTY, GA	\$7,266,461.33	0.01%	99.79%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
LEHIGH COUNTY, PA	\$7,061,222.45	0.00%	99.79%
BOULDER COUNTY, CO	\$7,037,837.94	0.00%	99.80%
CLARK COUNTY, WA	\$6,853,000.00	0.00%	99.80%
NORFOLK COUNTY, MA	\$6,829,823.72	0.00%	99.80%
FORT BEND COUNTY, TX	\$6,769,407.29	0.00%	99.81%
DENVER COUNTY, CO	\$6,594,707.10	0.00%	99.81%
DOUGLAS COUNTY, NE	\$6,365,789.87	0.00%	99.82%
PROVIDENCE COUNTY, RI	\$6,237,177.47	0.00%	99.82%
DUVAL COUNTY, FL	\$6,082,353.06	0.00%	99.83%
WILLIAMSON COUNTY, TX	\$6,052,024.60	0.00%	99.83%
PINELLAS COUNTY, FL	\$5,843,659.00	0.00%	99.84%
ALACHUA COUNTY, FL	\$5,801,700.00	0.00%	99.84%
ST JOSEPH COUNTY, IN	\$5,660,342.63	0.00%	99.84%
BLAIR COUNTY, PA	\$5,148,018.44	0.00%	99.85%
CLEARFIELD COUNTY, PA	\$4,904,438.00	0.00%	99.85%
OCEAN COUNTY, NJ	\$4,887,416.27	0.00%	99.85%
GLOUCESTER COUNTY, NJ	\$4,756,327.63	0.00%	99.86%
SACRAMENTO COUNTY, CA	\$4,741,272.37	0.00%	99.86%
ALEXANDRIA CITY COUNTY, VA	\$4,693,317.21	0.00%	99.86%
COBB COUNTY, GA	\$4,566,795.15	0.00%	99.87%
SNOHOMISH COUNTY, WA	\$4,503,487.53	0.00%	99.87%
CHESHIRE COUNTY, NH	\$4,411,330.00	0.00%	99.87%
WELLS COUNTY, IN	\$4,341,510.06	0.00%	99.88%
JEFFERSON COUNTY, LA	\$4,233,676.35	0.00%	99.88%
RAMSEY COUNTY, MN	\$4,141,197.00	0.00%	99.88%
WAYNE COUNTY, PA	\$4,059,593.56	0.00%	99.89%
KENT COUNTY, DE	\$3,890,100.00	0.00%	99.89%
LARIMER COUNTY, CO	\$3,877,318.40	0.00%	99.89%
KALAMAZOO COUNTY, MI	\$3,737,971.00	0.00%	99.89%
NICOLLET COUNTY, MN	\$3,532,000.00	0.00%	99.90%
MONROE COUNTY, IN	\$3,463,380.17	0.00%	99.90%
CARROLL COUNTY, MD	\$3,443,389.01	0.00%	99.90%
NORFOLK CITY COUNTY, VA	\$3,439,437.54	0.00%	99.90%
JEFFERSON COUNTY, CO	\$3,347,980.00	0.00%	99.91%
PIMA COUNTY, AZ	\$3,323,200.00	0.00%	99.91%
CHATHAM COUNTY, GA	\$3,193,674.75	0.00%	99.91%
CONTRA COSTA COUNTY, CA	\$3,003,800.00	0.00%	99.91%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
TIPPECANOE COUNTY, IN	\$2,875,298.71	0.00%	99.91%
MEDINA COUNTY, OH	\$2,832,322.40	0.00%	99.92%
LANCASTER COUNTY, PA	\$2,784,240.41	0.00%	99.92%
ADAMS COUNTY, PA	\$2,646,311.57	0.00%	99.92%
ROCKINGHAM COUNTY, NH	\$2,477,080.00	0.00%	99.92%
WASHINGTON COUNTY, MN	\$2,457,803.86	0.00%	99.92%
MIDDLESEX COUNTY, CT	\$2,340,001.00	0.00%	99.93%
COLLIER COUNTY, FL	\$2,277,695.22	0.00%	99.93%
DANE COUNTY, WI	\$2,248,352.90	0.00%	99.93%
MONTGOMERY COUNTY, TX	\$2,235,632.11	0.00%	99.93%
CRAWFORD COUNTY, KS	\$2,132,100.00	0.00%	99.93%
ANOKA COUNTY, MN	\$2,087,588.75	0.00%	99.93%
SHAWNEE COUNTY, KS	\$2,037,982.20	0.00%	99.93%
BOTETOURT COUNTY, VA	\$2,000,000.00	0.00%	99.94%
ROANOKE COUNTY, VA	\$2,000,000.00	0.00%	99.94%
PRINCE WILLIAM COUNTY, VA	\$1,763,515.30	0.00%	99.94%
MONTEREY COUNTY, CA	\$1,756,643.45	0.00%	99.94%
BUTLER COUNTY, OH	\$1,748,000.00	0.00%	99.94%
UTAH COUNTY, UT	\$1,744,940.17	0.00%	99.94%
MORGAN COUNTY, IL	\$1,733,000.00	0.00%	99.94%
CARSON CITY COUNTY, NV	\$1,724,599.60	0.00%	99.95%
CATAWBA COUNTY, NC	\$1,700,000.00	0.00%	99.95%
WASHINGTON COUNTY, VT	\$1,669,284.00	0.00%	99.95%
BERKSHIRE COUNTY, MA	\$1,593,869.82	0.00%	99.95%
ESSEX COUNTY, MA	\$1,585,290.32	0.00%	99.95%
COLE COUNTY, MO	\$1,560,194.80	0.00%	99.95%
WASHINGTON COUNTY, VA	\$1,507,121.25	0.00%	99.95%
FRANKLIN COUNTY, VT	\$1,428,995.00	0.00%	99.95%
WAUKESHA COUNTY, WI	\$1,416,514.00	0.00%	99.95%
CABARRUS COUNTY, NC	\$1,382,000.00	0.00%	99.95%
LEON COUNTY, FL	\$1,374,504.00	0.00%	99.96%
DENTON COUNTY, TX	\$1,263,187.00	0.00%	99.96%
FAYETTE COUNTY, KY	\$1,256,690.00	0.00%	99.96%
GREEN COUNTY, WI	\$1,230,647.90	0.00%	99.96%
LAKE COUNTY, IN	\$1,218,267.25	0.00%	99.96%
PAWNEE COUNTY, OK	\$1,216,950.00	0.00%	99.96%
KAUFMAN COUNTY, TX	\$1,213,230.00	0.00%	99.96%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
PLYMOUTH COUNTY, MA	\$1,181,850.79	0.00%	99.96%
WILL COUNTY, IL	\$1,178,944.79	0.00%	99.96%
SANTA BARBARA COUNTY, CA	\$1,134,106.07	0.00%	99.96%
CHARLOTTESVILLE CITY COUNTY, VA	\$1,133,125.00	0.00%	99.96%
MCLENNAN COUNTY, TX	\$1,107,600.00	0.00%	99.97%
OLMSTED COUNTY, MN	\$1,079,200.00	0.00%	99.97%
CHAMPAIGN COUNTY, IL	\$1,055,769.80	0.00%	99.97%
SAN BERNARDINO COUNTY, CA	\$1,047,826.00	0.00%	99.97%
BERKELEY COUNTY, SC	\$1,037,719.53	0.00%	99.97%
WINONA COUNTY, MN	\$1,017,557.76	0.00%	99.97%
RIVERSIDE COUNTY, CA	\$1,002,459.60	0.00%	99.97%
DUBOIS COUNTY, IN	\$1,000,000.00	0.00%	99.97%
HALL COUNTY, GA	\$1,000,000.00	0.00%	99.97%
ROCK ISLAND COUNTY, IL	\$1,000,000.00	0.00%	99.97%
SAWYER COUNTY, WI	\$1,000,000.00	0.00%	99.97%
MCKEAN COUNTY, PA	\$975,000.00	0.00%	99.97%
WINDSOR COUNTY, VT	\$973,523.44	0.00%	99.97%
DAVIDSON COUNTY, NC	\$954,256.24	0.00%	99.97%
DAVIDSON COUNTY, TN	\$927,800.00	0.00%	99.97%
MILWAUKEE COUNTY, WI	\$907,687.98	0.00%	99.98%
OUACHITA COUNTY, LA	\$880,000.00	0.00%	99.98%
CLAYTON COUNTY, IA	\$876,111.00	0.00%	99.98%
FLAGLER COUNTY, FL	\$866,287.50	0.00%	99.98%
WASHINGTON COUNTY, MD	\$856,333.25	0.00%	99.98%
HUNTERDON COUNTY, NJ	\$822,433.48	0.00%	99.98%
LINN COUNTY, IA	\$822,056.50	0.00%	99.98%
GREGG COUNTY, TX	\$800,000.00	0.00%	99.98%
BREVARD COUNTY, FL	\$789,342.00	0.00%	99.98%
HENDRICKS COUNTY, IN	\$750,000.00	0.00%	99.98%
JEFFERSON COUNTY, WI	\$750,000.00	0.00%	99.98%
JESSAMINE COUNTY, KY	\$748,066.00	0.00%	99.98%
MADISON COUNTY, AL	\$734,782.23	0.00%	99.98%
LINN COUNTY, MO	\$712,361.00	0.00%	99.98%
OKTIBBEHA COUNTY, MS	\$671,300.25	0.00%	99.98%
BARTHOLOMEW COUNTY, IN	\$645,297.25	0.00%	99.98%
KANE COUNTY, IL	\$611,462.48	0.00%	99.98%
WASHOE COUNTY, NV	\$599,054.24	0.00%	99.98%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MORGAN COUNTY, GA	\$596,625.00	0.00%	99.99%
MOORE COUNTY, NC	\$593,506.12	0.00%	99.99%
CLARE COUNTY, MI	\$541,873.00	0.00%	99.99%
VENTURA COUNTY, CA	\$541,143.69	0.00%	99.99%
NAPA COUNTY, CA	\$530,869.88	0.00%	99.99%
BRISTOL COUNTY, MA	\$512,403.03	0.00%	99.99%
SCHUYLKILL COUNTY, PA	\$512,159.00	0.00%	99.99%
SONOMA COUNTY, CA	\$508,461.00	0.00%	99.99%
EL PASO COUNTY, TX	\$507,300.00	0.00%	99.99%
SARASOTA COUNTY, FL	\$499,250.00	0.00%	99.99%
FORD COUNTY, KS	\$499,197.00	0.00%	99.99%
ADA COUNTY, ID	\$495,473.73	0.00%	99.99%
MOBILE COUNTY, AL	\$492,140.00	0.00%	99.99%
CUMBERLAND COUNTY, NC	\$484,640.00	0.00%	99.99%
FAYETTE COUNTY, GA	\$475,615.50	0.00%	99.99%
CHEROKEE COUNTY, GA	\$456,873.60	0.00%	99.99%
KENT COUNTY, MI	\$446,804.32	0.00%	99.99%
TWIN FALLS COUNTY, ID	\$437,970.39	0.00%	99.99%
DOUGLAS COUNTY, KS	\$430,999.00	0.00%	99.99%
PAYNE COUNTY, OK	\$414,303.45	0.00%	99.99%
TORONTO COUNTY, CANADA	\$409,393.82	0.00%	99.99%
MCLEAN COUNTY, IL	\$386,936.90	0.00%	99.99%
SALEM COUNTY, VA	\$380,399.00	0.00%	99.99%
LAKE COUNTY, FL	\$377,522.30	0.00%	99.99%
MONROE COUNTY, PA	\$371,274.00	0.00%	99.99%
WINDHAM COUNTY, VT	\$363,630.00	0.00%	99.99%
POTTER COUNTY, PA	\$358,000.00	0.00%	99.99%
GALVESTON COUNTY, TX	\$350,000.00	0.00%	99.99%
TULSA COUNTY, OK	\$337,332.25	0.00%	99.99%
CHEROKEE COUNTY, SC	\$329,900.00	0.00%	99.99%
CHARLOTTE COUNTY, FL	\$299,998.00	0.00%	99.99%
FREMONT COUNTY, CO	\$299,992.01	0.00%	99.99%
BLUE EARTH COUNTY, MN	\$293,323.59	0.00%	99.99%
CENTRE COUNTY, PA	\$292,730.00	0.00%	100.00%
WESTMORELAND COUNTY, PA	\$282,700.00	0.00%	100.00%
LORAIN COUNTY, OH	\$275,796.65	0.00%	100.00%
MAHONING COUNTY, OH	\$275,000.00	0.00%	100.00%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
FAULKNER COUNTY, AR	\$266,193.60	0.00%	100.00%
TIOGA COUNTY, PA	\$260,755.00	0.00%	100.00%
HAMPSHIRE COUNTY, MA	\$252,928.62	0.00%	100.00%
LITCHFIELD COUNTY, CT	\$241,795.28	0.00%	100.00%
MASON COUNTY, WA	\$236,600.00	0.00%	100.00%
DAVISON COUNTY, SD	\$231,052.49	0.00%	100.00%
NEW LONDON COUNTY, CT	\$214,495.00	0.00%	100.00%
MIAMI COUNTY, KS	\$212,437.50	0.00%	100.00%
CLACKAMAS COUNTY, OR	\$210,701.10	0.00%	100.00%
LANCASTER COUNTY, NE	\$210,000.00	0.00%	100.00%
WRIGHT COUNTY, MN	\$204,878.59	0.00%	100.00%
PORTAGE COUNTY, OH	\$200,000.00	0.00%	100.00%
TRUMBULL COUNTY, OH	\$199,075.00	0.00%	100.00%
CHESTERFIELD COUNTY, VA	\$198,272.14	0.00%	100.00%
MANISTEE COUNTY, MI	\$198,210.00	0.00%	100.00%
CLARKE COUNTY, GA	\$180,000.00	0.00%	100.00%
IBERIA COUNTY, LA	\$180,000.00	0.00%	100.00%
RILEY COUNTY, KS	\$178,386.97	0.00%	100.00%
GRAFTON COUNTY, NH	\$155,685.00	0.00%	100.00%
WILLIAMSON COUNTY, TN	\$155,091.35	0.00%	100.00%
PUEBLO COUNTY, CO	\$154,479.86	0.00%	100.00%
JEFFERSON COUNTY, IN	\$149,480.00	0.00%	100.00%
BRISTOL COUNTY, RI	\$137,739.78	0.00%	100.00%
WASHINGTON COUNTY, RI	\$133,481.30	0.00%	100.00%
YORK COUNTY, VA	\$131,000.00	0.00%	100.00%
COLUMBIA COUNTY, WI	\$128,800.00	0.00%	100.00%
POLK COUNTY, OR	\$125,000.00	0.00%	100.00%
LYCOMING COUNTY, PA	\$123,532.00	0.00%	100.00%
DUBUQUE COUNTY, IA	\$118,750.00	0.00%	100.00%
WYANDOTTE COUNTY, KS	\$117,100.00	0.00%	100.00%
WASATCH COUNTY, UT	\$114,920.00	0.00%	100.00%
KNOX COUNTY, TN	\$110,000.00	0.00%	100.00%
SPOKANE COUNTY, WA	\$106,840.00	0.00%	100.00%
SEMINOLE COUNTY, FL	\$106,044.33	0.00%	100.00%
WAYNE COUNTY, OH	\$106,028.05	0.00%	100.00%
CARVER COUNTY, MN	\$99,913.00	0.00%	100.00%
SOMERSET COUNTY, ME	\$94,990.00	0.00%	100.00%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
WARREN COUNTY, OH	\$93,450.00	0.00%	100.00%
WHATCOM COUNTY, WA	\$87,175.80	0.00%	100.00%
SAGADAHOC COUNTY, ME	\$85,515.00	0.00%	100.00%
BROWN COUNTY, WI	\$84,648.00	0.00%	100.00%
GRAND ISLE COUNTY, VT	\$83,575.00	0.00%	100.00%
BELKNAP COUNTY, NH	\$82,499.00	0.00%	100.00%
ORANGE COUNTY, VA	\$80,000.00	0.00%	100.00%
MARION COUNTY, OR	\$78,954.00	0.00%	100.00%
JEFFERSON COUNTY, PA	\$75,000.00	0.00%	100.00%
MACON COUNTY, IL	\$73,973.00	0.00%	100.00%
WALTON COUNTY, FL	\$70,700.00	0.00%	100.00%
ALBEMARLE COUNTY, VA	\$70,275.00	0.00%	100.00%
MORRISON COUNTY, MN	\$58,400.00	0.00%	100.00%
PAMLICO COUNTY, NC	\$56,620.00	0.00%	100.00%
AUTAUGA COUNTY, AL	\$56,000.00	0.00%	100.00%
LUCAS COUNTY, OH	\$55,700.00	0.00%	100.00%
NELSON COUNTY, VA	\$52,620.00	0.00%	100.00%
HOOD RIVER COUNTY, OR	\$52,268.00	0.00%	100.00%
BOSSIER COUNTY, LA	\$50,000.00	0.00%	100.00%
LEE COUNTY, FL	\$50,000.00	0.00%	100.00%
WELD COUNTY, CO	\$50,000.00	0.00%	100.00%
ALAMANCE COUNTY, NC	\$49,999.00	0.00%	100.00%
PASCO COUNTY, FL	\$49,950.00	0.00%	100.00%
DOUGLAS COUNTY, CO	\$49,900.00	0.00%	100.00%
YORK COUNTY, ME	\$49,880.00	0.00%	100.00%
JONES COUNTY, IA	\$45,900.00	0.00%	100.00%
BARNSTABLE COUNTY, MA	\$45,650.00	0.00%	100.00%
ROANE COUNTY, TN	\$45,000.00	0.00%	100.00%
MARIN COUNTY, CA	\$44,705.00	0.00%	100.00%
BRADFORD COUNTY, PA	\$40,000.00	0.00%	100.00%
POLK COUNTY, IA	\$40,000.00	0.00%	100.00%
LAUDERDALE COUNTY, MS	\$39,000.00	0.00%	100.00%
DOUGLAS COUNTY, GA	\$38,500.00	0.00%	100.00%
CLINTON COUNTY, MI	\$37,590.00	0.00%	100.00%
SMITH COUNTY, TX	\$24,000.00	0.00%	100.00%
EMMET COUNTY, MI	\$22,500.00	0.00%	100.00%
SANTA CRUZ COUNTY, CA	\$22,500.00	0.00%	100.00%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
ATLANTIC COUNTY, NJ	\$20,935.00	0.00%	100.00%
FLORENCE COUNTY, SC	\$18,511.00	0.00%	100.00%
LINCOLN COUNTY, ME	\$17,500.00	0.00%	100.00%
TERREBONNE COUNTY, LA	\$16,800.00	0.00%	100.00%
HOWARD COUNTY, IN	\$15,000.01	0.00%	100.00%
FRANKLIN COUNTY, VA	\$13,275.00	0.00%	100.00%
NEW HAVEN, CT	\$12,890.00	0.00%	100.00%
LINCOLN COUNTY, SD	\$12,474.25	0.00%	100.00%
HUNTINGTON COUNTY, IN	\$9,400.00	0.00%	100.00%
SUSSEX COUNTY, DE	\$9,100.00	0.00%	100.00%
CASS COUNTY, ND	\$9,000.00	0.00%	100.00%
WARRICK COUNTY, IN	\$3,200.00	0.00%	100.00%
NEWPORT NEWS CITY COUNTY, VA	\$1,414.00	0.00%	100.00%
PLACER COUNTY, CA	\$1,000.00	0.00%	100.00%
SAN BENITO COUNTY, CA	\$1,000.00	0.00%	100.00%
SAINT CHARLES COUNTY, MO	\$10.00	0.00%	100.00%
KINGS COUNTY, CA	\$1.00	0.00%	100.00%
WARREN COUNTY, KY	\$1.00	0.00%	100.00%
EL DORADO COUNTY, CA	\$0.00	0.00%	100.00%
HAYS COUNTY, TX	\$0.00	0.00%	100.00%
HENRICO COUNTY, VA	\$0.00	0.00%	100.00%
LACKAWANNA COUNTY, PA	\$0.00	0.00%	100.00%
TUSCALOOSA COUNTY, AL	\$0.00	0.00%	100.00%
EAST BATON ROUGE COUNTY, LA	(\$2,446,955.01)	0.00%	100.00%
<b>Total</b>	<b>\$141,910,321,891.59</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

TABLE B-B-5.  
NEW YORK STATE GEOGRAPHIC MARKET AREA  
COMMODITIES FIRMS

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SUFFOLK COUNTY, NY	\$14,218,932,271.38	12.41%	12.41%
WESTCHESTER COUNTY, NY	\$5,146,243,577.80	4.49%	16.90%
QUEENS COUNTY, NY	\$4,787,026,640.05	4.18%	21.08%
NASSAU COUNTY, NY	\$4,251,896,971.59	3.71%	24.79%
NEW YORK COUNTY, NY	\$3,382,358,562.73	2.95%	27.74%
MONTGOMERY COUNTY, NY	\$2,055,679,725.09	1.79%	29.53%
ONEIDA COUNTY, NY	\$2,035,292,112.05	1.78%	31.31%
ONONDAGA COUNTY, NY	\$1,727,547,141.70	1.51%	32.82%
ERIE COUNTY, NY	\$1,604,900,068.51	1.40%	34.22%
MONROE COUNTY, NY	\$1,558,315,556.93	1.36%	35.58%
ALBANY COUNTY, NY	\$1,480,377,564.92	1.29%	36.87%
STEUBEN COUNTY, NY	\$1,382,497,926.43	1.21%	38.07%
DUTCHESS COUNTY, NY	\$1,369,972,403.69	1.20%	39.27%
KINGS COUNTY, NY	\$795,845,797.62	0.69%	39.96%
BROOME COUNTY, NY	\$604,025,663.39	0.53%	40.49%
CAYUGA COUNTY, NY	\$521,805,719.98	0.46%	40.95%
MADISON COUNTY, NY	\$446,637,092.37	0.39%	41.34%
SARATOGA COUNTY, NY	\$367,509,581.25	0.32%	41.66%
ROCKLAND COUNTY, NY	\$342,903,662.40	0.30%	41.96%
ULSTER COUNTY, NY	\$262,407,885.69	0.23%	42.19%
BRONX COUNTY, NY	\$240,279,792.76	0.21%	42.40%
CLINTON COUNTY, NY	\$188,326,820.10	0.16%	42.56%
NIAGARA COUNTY, NY	\$185,116,960.30	0.16%	42.72%
CHEMUNG COUNTY, NY	\$177,090,793.76	0.15%	42.88%
SULLIVAN COUNTY, NY	\$172,760,792.01	0.15%	43.03%
ONTARIO COUNTY, NY	\$165,071,924.85	0.14%	43.17%
SCHOHARIE COUNTY, NY	\$163,477,448.85	0.14%	43.31%
SCHENECTADY COUNTY, NY	\$135,554,733.22	0.12%	43.43%
ORANGE COUNTY, NY	\$123,477,956.50	0.11%	43.54%
PUTNAM COUNTY, NY	\$104,138,559.63	0.09%	43.63%
JEFFERSON COUNTY, NY	\$90,108,630.85	0.08%	43.71%
LIVINGSTON COUNTY, NY	\$71,982,447.37	0.06%	43.77%
FRANKLIN COUNTY, NY	\$68,636,978.33	0.06%	43.83%
CHAUTAUQUA COUNTY, NY	\$64,730,806.11	0.06%	43.89%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SAINT LAWRENCE COUNTY, NY	\$61,896,321.41	0.05%	43.94%
WARREN COUNTY, NY	\$61,611,809.76	0.05%	44.00%
RENSSELAER COUNTY, NY	\$59,436,774.61	0.05%	44.05%
RICHMOND COUNTY, NY	\$47,676,711.81	0.04%	44.09%
OTSEGO COUNTY, NY	\$45,443,636.70	0.04%	44.13%
CORTLAND COUNTY, NY	\$44,993,971.50	0.04%	44.17%
WASHINGTON COUNTY, NY	\$34,039,119.22	0.03%	44.20%
CHENANGO COUNTY, NY	\$31,121,135.82	0.03%	44.22%
CATTARAUGUS COUNTY, NY	\$26,084,316.81	0.02%	44.25%
WAYNE COUNTY, NY	\$25,448,504.88	0.02%	44.27%
TOMPKINS COUNTY, NY	\$25,088,113.00	0.02%	44.29%
FULTON COUNTY, NY	\$21,363,697.58	0.02%	44.31%
ORLEANS COUNTY, NY	\$19,707,240.14	0.02%	44.33%
SENECA COUNTY, NY	\$18,518,662.75	0.02%	44.34%
DELAWARE COUNTY, NY	\$17,547,068.87	0.02%	44.36%
GREENE COUNTY, NY	\$17,366,024.48	0.02%	44.37%
OSWEGO COUNTY, NY	\$13,200,011.10	0.01%	44.39%
GENESEE COUNTY, NY	\$9,215,486.74	0.01%	44.39%
SCHUYLER COUNTY, NY	\$8,416,517.30	0.01%	44.40%
WYOMING COUNTY, NY	\$8,022,123.39	0.01%	44.41%
ESSEX COUNTY, NY	\$7,818,716.84	0.01%	44.41%
TIOGA COUNTY, NY	\$6,359,533.25	0.01%	44.42%
COLUMBIA COUNTY, NY	\$3,660,490.35	0.00%	44.42%
ALLEGANY COUNTY, NY	\$1,756,137.92	0.00%	44.43%
HERKIMER COUNTY, NY	\$1,567,911.04	0.00%	44.43%
YATES COUNTY, NY	\$1,378,353.00	0.00%	44.43%
LEWIS COUNTY, NY	\$331,412.31	0.00%	44.43%
HAMILTON COUNTY, NY	\$250,000.00	0.00%	44.43%
SPARTANBURG COUNTY, SC	\$11,714,112,225.97	10.22%	54.65%
International	\$5,774,619,670.89	5.04%	59.69%
ESSEX COUNTY, NJ	\$5,422,376,407.04	4.73%	64.42%
DALLAS COUNTY, TX	\$3,420,141,526.55	2.98%	67.41%
ALLEGHENY COUNTY, PA	\$3,356,639,030.35	2.93%	70.34%
SOMERSET COUNTY, NJ	\$3,270,727,911.42	2.85%	73.19%
COOK COUNTY, IL	\$3,176,363,541.88	2.77%	75.96%
BERGEN COUNTY, NJ	\$3,036,033,518.21	2.65%	78.61%
MIDDLESEX COUNTY, MA	\$2,779,361,068.72	2.43%	81.04%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
SUFFOLK COUNTY, MA	\$2,041,471,686.54	1.78%	82.82%
CARROLL COUNTY, MD	\$2,038,515,896.72	1.78%	84.60%
DUPAGE COUNTY, IL	\$1,784,503,948.83	1.56%	86.15%
PALM BEACH COUNTY, FL	\$1,393,194,222.29	1.22%	87.37%
FRANKLIN COUNTY, OH	\$1,316,455,528.77	1.15%	88.52%
MONMOUTH COUNTY, NJ	\$1,278,603,787.94	1.12%	89.63%
PHILADELPHIA COUNTY, PA	\$1,076,757,623.89	0.94%	90.57%
GLOUCESTER COUNTY, NJ	\$709,368,887.58	0.62%	91.19%
CAMDEN COUNTY, NJ	\$693,056,114.53	0.60%	91.80%
CLARK COUNTY, NV	\$685,300,000.00	0.60%	92.40%
MORRIS COUNTY, NJ	\$518,981,383.19	0.45%	92.85%
PASSAIC COUNTY, NJ	\$512,677,165.36	0.45%	93.30%
UNION COUNTY, NJ	\$453,244,273.48	0.40%	93.69%
JEFFERSON COUNTY, AL	\$444,774,506.97	0.39%	94.08%
HUDSON COUNTY, NJ	\$442,753,743.50	0.39%	94.47%
LOS ANGELES COUNTY, CA	\$413,576,092.11	0.36%	94.83%
SCOTLAND COUNTY, NC	\$392,975,157.35	0.34%	95.17%
LEHIGH COUNTY, PA	\$379,378,967.36	0.33%	95.50%
LOUISA COUNTY, VA	\$343,866,656.80	0.30%	95.80%
FULTON COUNTY, GA	\$320,647,182.62	0.28%	96.08%
JEFFERSON COUNTY, KY	\$257,943,535.42	0.23%	96.31%
MONTGOMERY COUNTY, PA	\$237,188,862.04	0.21%	96.51%
NEW HAVEN COUNTY, CT	\$219,695,386.55	0.19%	96.70%
LITCHFIELD COUNTY, CT	\$216,556,095.18	0.19%	96.89%
BRISTOL COUNTY, MA	\$209,010,926.39	0.18%	97.08%
BERKS COUNTY, PA	\$208,643,597.68	0.18%	97.26%
HARTFORD COUNTY, CT	\$192,002,192.48	0.17%	97.43%
HENNEPIN COUNTY, MN	\$189,922,290.50	0.17%	97.59%
YORK COUNTY, PA	\$185,480,883.37	0.16%	97.75%
HAYS COUNTY, TX	\$168,713,747.45	0.15%	97.90%
MIDDLESEX COUNTY, NJ	\$161,106,391.84	0.14%	98.04%
SAINT LOUIS COUNTY, MO	\$117,345,926.91	0.10%	98.14%
FAIRFAX COUNTY, VA	\$99,096,049.71	0.09%	98.23%
MARICOPA COUNTY, AZ	\$89,753,439.91	0.08%	98.31%
LAKE COUNTY, IL	\$89,084,321.91	0.08%	98.39%
SANTA CLARA COUNTY, CA	\$76,582,277.13	0.07%	98.45%
DELAWARE COUNTY, PA	\$72,707,277.81	0.06%	98.52%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
BURLINGTON COUNTY, NJ	\$71,131,055.17	0.06%	98.58%
BALTIMORE COUNTY, MD	\$67,104,415.96	0.06%	98.64%
POLK COUNTY, IA	\$64,725,802.77	0.06%	98.69%
ORANGE COUNTY, CA	\$63,016,049.30	0.05%	98.75%
ORANGE COUNTY, FL	\$60,295,170.42	0.05%	98.80%
MIAMI-DADE COUNTY, FL	\$45,839,472.84	0.04%	98.84%
RICHLAND COUNTY, SC	\$44,077,382.84	0.04%	98.88%
KING COUNTY, WA	\$42,591,293.90	0.04%	98.92%
WILLIAMSON COUNTY, TN	\$42,281,354.73	0.04%	98.95%
DUBOIS COUNTY, IN	\$38,786,415.30	0.03%	98.99%
TARRANT COUNTY, TX	\$38,057,712.85	0.03%	99.02%
LEE COUNTY, FL	\$37,246,482.86	0.03%	99.05%
BROWARD COUNTY, FL	\$35,405,505.35	0.03%	99.08%
CHESTER COUNTY, PA	\$32,335,304.55	0.03%	99.11%
WILLIAMSON COUNTY, TX	\$31,096,214.08	0.03%	99.14%
FAIRFIELD COUNTY, CT	\$30,151,210.66	0.03%	99.17%
JOHNSON COUNTY, KS	\$29,020,974.00	0.03%	99.19%
DOUGLAS COUNTY, NE	\$28,111,807.92	0.02%	99.22%
BEDFORD COUNTY, PA	\$27,366,472.02	0.02%	99.24%
GUILFORD COUNTY, NC	\$26,526,264.04	0.02%	99.26%
HAMPDEN COUNTY, MA	\$24,428,175.28	0.02%	99.28%
CHAMPAIGN COUNTY, IL	\$21,989,130.00	0.02%	99.30%
RACINE COUNTY, WI	\$21,898,817.00	0.02%	99.32%
NORTHAMPTON COUNTY, PA	\$21,403,791.26	0.02%	99.34%
JACKSON COUNTY, OR	\$20,000,000.00	0.02%	99.36%
JACKSON COUNTY, MO	\$19,919,421.88	0.02%	99.38%
LANCASTER COUNTY, PA	\$18,736,689.49	0.02%	99.39%
HENRICO COUNTY, VA	\$18,384,962.66	0.02%	99.41%
HARRIS COUNTY, TX	\$18,329,815.52	0.02%	99.42%
BEXAR COUNTY, TX	\$17,605,031.71	0.02%	99.44%
CUYAHOGA COUNTY, OH	\$17,231,416.46	0.02%	99.45%
BOONE COUNTY, MO	\$15,998,000.00	0.01%	99.47%
TRAVIS COUNTY, TX	\$15,342,636.35	0.01%	99.48%
MCHENRY COUNTY, IL	\$14,887,752.43	0.01%	99.49%
PINELLAS COUNTY, FL	\$14,783,496.84	0.01%	99.51%
MONTGOMERY COUNTY, MD	\$13,676,257.31	0.01%	99.52%
LOGAN COUNTY, OK	\$13,417,788.94	0.01%	99.53%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
YORK COUNTY, SC	\$13,289,816.00	0.01%	99.54%
OTTAWA COUNTY, MI	\$12,723,606.80	0.01%	99.55%
MAHONING COUNTY, OH	\$11,866,700.00	0.01%	99.56%
WINDHAM COUNTY, VT	\$11,543,092.80	0.01%	99.57%
WASHINGTON COUNTY, RI	\$11,133,335.25	0.01%	99.58%
ISABELLA COUNTY, MI	\$11,000,000.00	0.01%	99.59%
OCONEE COUNTY, GA	\$10,964,574.98	0.01%	99.60%
MONTGOMERY COUNTY, OH	\$10,784,461.57	0.01%	99.61%
SAN DIEGO COUNTY, CA	\$10,549,093.25	0.01%	99.62%
NORFOLK COUNTY, MA	\$10,148,010.59	0.01%	99.63%
WORCESTER COUNTY, MA	\$9,705,694.13	0.01%	99.64%
MECKLENBURG COUNTY, NC	\$9,666,817.97	0.01%	99.65%
DAVIDSON COUNTY, TN	\$9,514,468.39	0.01%	99.66%
RIPLEY COUNTY, IN	\$9,398,205.94	0.01%	99.66%
CHARLESTON COUNTY, SC	\$9,313,774.80	0.01%	99.67%
ESSEX COUNTY, MA	\$9,119,848.81	0.01%	99.68%
HILLSBOROUGH COUNTY, NH	\$9,099,119.76	0.01%	99.69%
MARION COUNTY, IN	\$8,808,024.31	0.01%	99.70%
JEFFERSON COUNTY, IN	\$8,253,866.07	0.01%	99.70%
HAMILTON COUNTY, OH	\$8,170,000.87	0.01%	99.71%
FULTON COUNTY, OH	\$8,000,000.00	0.01%	99.72%
FRANKLIN COUNTY, VT	\$7,912,450.00	0.01%	99.72%
DAVISON COUNTY, SD	\$7,569,095.50	0.01%	99.73%
BUCKS COUNTY, PA	\$7,343,433.27	0.01%	99.74%
MONROE COUNTY, PA	\$7,334,309.66	0.01%	99.74%
DEKALB COUNTY, GA	\$6,815,737.44	0.01%	99.75%
MIDDLESEX COUNTY, CT	\$6,779,000.00	0.01%	99.76%
HAMILTON COUNTY, TN	\$6,351,296.15	0.01%	99.76%
KALAMAZOO COUNTY, MI	\$5,811,546.81	0.01%	99.77%
ROCK ISLAND COUNTY, IL	\$5,676,589.71	0.00%	99.77%
PLYMOUTH COUNTY, MA	\$5,568,273.06	0.00%	99.78%
PEORIA COUNTY, IL	\$5,500,000.00	0.00%	99.78%
POLK COUNTY, MN	\$5,483,692.87	0.00%	99.79%
MIDLAND COUNTY, MI	\$5,000,000.00	0.00%	99.79%
STEARNS COUNTY, MN	\$5,000,000.00	0.00%	99.79%
SAN BERNARDINO COUNTY, CA	\$4,980,597.90	0.00%	99.80%
QUEEN ANNES COUNTY, MD	\$4,907,207.58	0.00%	99.80%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
ANNE ARUNDEL COUNTY, MD	\$4,888,681.50	0.00%	99.81%
BLAIR COUNTY, PA	\$4,637,442.48	0.00%	99.81%
YORK COUNTY, VA	\$4,500,000.00	0.00%	99.81%
TOLLAND COUNTY, CT	\$4,369,600.00	0.00%	99.82%
WILKES COUNTY, NC	\$4,263,401.18	0.00%	99.82%
DURHAM COUNTY, NC	\$4,184,682.00	0.00%	99.83%
ELK COUNTY, PA	\$4,183,015.00	0.00%	99.83%
CUMBERLAND COUNTY, ME	\$4,011,184.80	0.00%	99.83%
SAINT JOHNS COUNTY, FL	\$3,960,000.00	0.00%	99.84%
STARK COUNTY, OH	\$3,957,666.51	0.00%	99.84%
WARREN COUNTY, OH	\$3,655,504.36	0.00%	99.84%
COBB COUNTY, GA	\$3,585,191.32	0.00%	99.85%
DANE COUNTY, WI	\$3,577,977.00	0.00%	99.85%
CHITTENDEN COUNTY, VT	\$3,510,833.95	0.00%	99.85%
ALAMANCE COUNTY, NC	\$3,467,208.00	0.00%	99.86%
HUNTINGDON COUNTY, PA	\$3,378,224.17	0.00%	99.86%
BUTLER COUNTY, AL	\$3,282,133.33	0.00%	99.86%
BERKSHIRE COUNTY, MA	\$3,211,310.48	0.00%	99.86%
HOWARD COUNTY, MD	\$3,193,359.60	0.00%	99.87%
SUMMIT COUNTY, OH	\$3,181,913.00	0.00%	99.87%
WARREN COUNTY, NJ	\$3,093,823.12	0.00%	99.87%
IREDELL COUNTY, NC	\$3,070,604.00	0.00%	99.88%
VENTURA COUNTY, CA	\$3,069,657.65	0.00%	99.88%
ALAMEDA COUNTY, CA	\$3,026,670.25	0.00%	99.88%
WAKE COUNTY, NC	\$3,007,433.12	0.00%	99.88%
SHAWNEE COUNTY, KS	\$2,986,700.00	0.00%	99.89%
WAUKESHA COUNTY, WI	\$2,833,754.33	0.00%	99.89%
SAGINAW COUNTY, MI	\$2,810,819.00	0.00%	99.89%
RAMSEY COUNTY, MN	\$2,772,312.00	0.00%	99.89%
LAKE COUNTY, OH	\$2,719,872.84	0.00%	99.90%
LAKE COUNTY, FL	\$2,670,017.50	0.00%	99.90%
BARCELONETA COUNTY, PR	\$2,657,918.01	0.00%	99.90%
MANATEE COUNTY, FL	\$2,619,500.00	0.00%	99.90%
SNOHOMISH COUNTY, WA	\$2,599,662.38	0.00%	99.90%
ARAPAHOE COUNTY, CO	\$2,583,333.33	0.00%	99.91%
COLLIN COUNTY, TX	\$2,545,590.80	0.00%	99.91%
SEMINOLE COUNTY, FL	\$2,500,000.00	0.00%	99.91%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
BALTIMORE CITY COUNTY, MD	\$2,478,736.00	0.00%	99.91%
WASHTENAW COUNTY, MI	\$2,458,175.00	0.00%	99.92%
POTTER COUNTY, PA	\$2,362,703.45	0.00%	99.92%
RUTLAND COUNTY, VT	\$2,291,148.15	0.00%	99.92%
CUMBERLAND COUNTY, PA	\$2,235,858.21	0.00%	99.92%
ALLEN COUNTY, IN	\$2,215,231.73	0.00%	99.92%
WESTMORELAND COUNTY, PA	\$2,093,829.26	0.00%	99.93%
CRAVEN COUNTY, NC	\$2,082,339.97	0.00%	99.93%
FORSYTH COUNTY, NC	\$2,000,000.00	0.00%	99.93%
SKAGIT COUNTY, WA	\$1,984,616.78	0.00%	99.93%
MERCER COUNTY, NJ	\$1,794,420.55	0.00%	99.93%
LINCOLN COUNTY, OK	\$1,769,609.36	0.00%	99.93%
DISTRICT OF COLUMBIA COUNTY, DC	\$1,762,500.00	0.00%	99.94%
JEFFERSON COUNTY, CO	\$1,706,565.33	0.00%	99.94%
WALWORTH COUNTY, WI	\$1,700,000.00	0.00%	99.94%
PRINCE WILLIAM COUNTY, VA	\$1,666,232.83	0.00%	99.94%
SARASOTA COUNTY, FL	\$1,648,998.00	0.00%	99.94%
PONTOTOC COUNTY, OK	\$1,615,000.00	0.00%	99.94%
HUNTERDON COUNTY, NJ	\$1,593,986.01	0.00%	99.94%
HILLSBOROUGH COUNTY, FL	\$1,591,328.00	0.00%	99.95%
ROCKINGHAM COUNTY, NC	\$1,586,030.56	0.00%	99.95%
MILWAUKEE COUNTY, WI	\$1,573,862.81	0.00%	99.95%
BALDWIN COUNTY, AL	\$1,500,000.00	0.00%	99.95%
DAUPHIN COUNTY, PA	\$1,500,000.00	0.00%	99.95%
LACKAWANNA COUNTY, PA	\$1,500,000.00	0.00%	99.95%
SAN MATEO COUNTY, CA	\$1,467,427.45	0.00%	99.95%
DUVAL COUNTY, FL	\$1,466,165.85	0.00%	99.95%
HARFORD COUNTY, MD	\$1,448,269.80	0.00%	99.96%
CASS COUNTY, ND	\$1,447,784.52	0.00%	99.96%
MULTNOMAH COUNTY, OR	\$1,443,500.00	0.00%	99.96%
LEE COUNTY, AL	\$1,437,000.00	0.00%	99.96%
DENTON COUNTY, TX	\$1,370,000.00	0.00%	99.96%
WABASH COUNTY, IN	\$1,297,171.67	0.00%	99.96%
PIMA COUNTY, AZ	\$1,272,953.16	0.00%	99.96%
CHIPPEWA COUNTY, WI	\$1,254,400.00	0.00%	99.96%
WAYNE COUNTY, MI	\$1,251,001.00	0.00%	99.97%
KANE COUNTY, IL	\$1,235,840.00	0.00%	99.97%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
BUTLER COUNTY, PA	\$1,207,400.00	0.00%	99.97%
CLARK COUNTY, IL	\$1,200,000.00	0.00%	99.97%
ROANOKE CITY COUNTY, VA	\$1,200,000.00	0.00%	99.97%
KENT COUNTY, MI	\$1,164,972.43	0.00%	99.97%
TALBOT COUNTY, MD	\$1,129,615.56	0.00%	99.97%
MERRIMACK COUNTY, NH	\$1,089,786.00	0.00%	99.97%
CLARK COUNTY, IN	\$1,060,827.37	0.00%	99.97%
GRIMES COUNTY, TX	\$1,038,822.50	0.00%	99.97%
WASHINGTON COUNTY, OR	\$1,035,385.11	0.00%	99.98%
BOONE COUNTY, KY	\$1,030,394.94	0.00%	99.98%
ATLANTIC COUNTY, NJ	\$1,025,150.00	0.00%	99.98%
LUCAS COUNTY, OH	\$1,014,069.06	0.00%	99.98%
BELL COUNTY, TX	\$1,000,000.00	0.00%	99.98%
BREVARD COUNTY, FL	\$1,000,000.00	0.00%	99.98%
CLINTON COUNTY, PA	\$1,000,000.00	0.00%	99.98%
MADISON COUNTY, AL	\$1,000,000.00	0.00%	99.98%
ORANGE COUNTY, NC	\$1,000,000.00	0.00%	99.98%
RICHLAND COUNTY, OH	\$1,000,000.00	0.00%	99.98%
RANDOLPH COUNTY, NC	\$930,828.10	0.00%	99.98%
ROCK COUNTY, WI	\$908,200.00	0.00%	99.98%
WILL COUNTY, IL	\$861,523.25	0.00%	99.99%
WOOD COUNTY, OH	\$857,445.03	0.00%	99.99%
SUSSEX COUNTY, NJ	\$834,692.00	0.00%	99.99%
STEWART COUNTY, TN	\$793,382.62	0.00%	99.99%
GRAND TRAVERSE COUNTY, MI	\$750,001.00	0.00%	99.99%
CLARK COUNTY, WA	\$750,000.00	0.00%	99.99%
OCEAN COUNTY, NJ	\$727,099.39	0.00%	99.99%
CABARRUS COUNTY, NC	\$717,000.00	0.00%	99.99%
WASHINGTON COUNTY, VT	\$707,561.00	0.00%	99.99%
AUSTIN COUNTY, TX	\$700,000.00	0.00%	99.99%
BRAZOS COUNTY, TX	\$700,000.00	0.00%	99.99%
CLARK COUNTY, WI	\$700,000.00	0.00%	99.99%
COCKE COUNTY, TN	\$700,000.00	0.00%	99.99%
EFFINGHAM COUNTY, IL	\$700,000.00	0.00%	99.99%
GRAFTON COUNTY, NH	\$700,000.00	0.00%	99.99%
REDWOOD COUNTY, MN	\$700,000.00	0.00%	100.00%
LUZERNE COUNTY, PA	\$675,192.75	0.00%	100.00%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
MERCER COUNTY, PA	\$667,774.00	0.00%	100.00%
MEDINA COUNTY, OH	\$667,226.77	0.00%	100.00%
INGHAM COUNTY, MI	\$663,680.22	0.00%	100.00%
OCONTO COUNTY, WI	\$650,000.00	0.00%	100.00%
CARROLL COUNTY, GA	\$640,000.00	0.00%	100.00%
CHEROKEE COUNTY, GA	\$620,409.60	0.00%	100.00%
NEW LONDON COUNTY, CT	\$613,497.32	0.00%	100.00%
WOODBURY COUNTY, IA	\$600,000.00	0.00%	100.00%
DAVIESS COUNTY, KY	\$583,333.33	0.00%	100.00%
BEAVER COUNTY, PA	\$574,275.00	0.00%	100.00%
SAINT LOUIS CITY COUNTY, MO	\$558,237.16	0.00%	100.00%
SALT LAKE COUNTY, UT	\$550,017.00	0.00%	100.00%
BROOMFIELD COUNTY, CO	\$548,623.00	0.00%	100.00%
ARLINGTON COUNTY, VA	\$519,503.80	0.00%	100.00%
ROCKINGHAM COUNTY, NH	\$510,497.00	0.00%	100.00%
MANITOWOC COUNTY, WI	\$505,000.00	0.00%	100.00%
BOONE COUNTY, AR	\$500,000.00	0.00%	100.00%
GREENVILLE COUNTY, SC	\$498,000.00	0.00%	100.00%
DAKOTA COUNTY, MN	\$496,632.33	0.00%	100.01%
FORSYTH COUNTY, GA	\$486,988.36	0.00%	100.01%
LARIMER COUNTY, CO	\$482,666.92	0.00%	100.01%
OTTAWA COUNTY, OK	\$470,000.00	0.00%	100.01%
MCLEAN COUNTY, IL	\$460,413.05	0.00%	100.01%
ORANGE COUNTY, TX	\$454,575.00	0.00%	100.01%
GRAVES COUNTY, KY	\$417,609.08	0.00%	100.01%
BROOKINGS COUNTY, SD	\$413,215.00	0.00%	100.01%
ERIE COUNTY, PA	\$411,220.00	0.00%	100.01%
HARRISONBURG CITY COUNTY, VA	\$405,181.30	0.00%	100.01%
SHELBY COUNTY, TN	\$400,376.00	0.00%	100.01%
NEW CASTLE COUNTY, DE	\$377,538.10	0.00%	100.01%
CULPEPER COUNTY, VA	\$375,463.00	0.00%	100.01%
ST JOSEPH COUNTY, IN	\$354,787.50	0.00%	100.01%
PROVIDENCE COUNTY, RI	\$345,005.35	0.00%	100.01%
PLACER COUNTY, CA	\$322,850.00	0.00%	100.01%
LA CROSSE COUNTY, WI	\$313,883.00	0.00%	100.01%
ARMSTRONG COUNTY, PA	\$310,000.00	0.00%	100.01%
DICKINSON COUNTY, MI	\$295,768.22	0.00%	100.01%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
PROWERS COUNTY, CO	\$284,880.00	0.00%	100.01%
GREEN COUNTY, WI	\$283,980.76	0.00%	100.01%
OAKLAND COUNTY, MI	\$272,751.91	0.00%	100.01%
CUMBERLAND COUNTY, NJ	\$271,860.00	0.00%	100.01%
WHATCOM COUNTY, WA	\$257,865.01	0.00%	100.01%
RIVERSIDE COUNTY, CA	\$220,000.00	0.00%	100.01%
SACRAMENTO COUNTY, CA	\$203,549.60	0.00%	100.01%
CRAWFORD COUNTY, PA	\$200,900.00	0.00%	100.01%
PULASKI COUNTY, GA	\$194,650.00	0.00%	100.01%
ADAMS COUNTY, CO	\$193,000.00	0.00%	100.01%
CUSTER COUNTY, OK	\$190,800.00	0.00%	100.01%
DENVER COUNTY, CO	\$175,685.91	0.00%	100.01%
BRADFORD COUNTY, PA	\$160,569.61	0.00%	100.01%
LAMAR COUNTY, MS	\$158,700.00	0.00%	100.01%
DORCHESTER COUNTY, SC	\$146,330.00	0.00%	100.01%
MONTGOMERY COUNTY, TX	\$142,633.94	0.00%	100.01%
KENT COUNTY, RI	\$139,984.00	0.00%	100.01%
PIERCE COUNTY, WA	\$132,630.61	0.00%	100.01%
FRANKLIN COUNTY, MA	\$130,000.00	0.00%	100.01%
CHARLOTTE COUNTY, FL	\$119,898.00	0.00%	100.01%
BOULDER COUNTY, CO	\$115,385.00	0.00%	100.01%
CLAY COUNTY, MO	\$111,276.00	0.00%	100.01%
ELLIS COUNTY, TX	\$110,536.00	0.00%	100.02%
GWINNETT COUNTY, GA	\$110,050.00	0.00%	100.02%
NEW HANOVER COUNTY, NC	\$103,433.00	0.00%	100.02%
KERN COUNTY, CA	\$95,000.00	0.00%	100.02%
VIRGINIA BEACH CITY COUNTY, VA	\$94,786.74	0.00%	100.02%
BURKE COUNTY, NC	\$89,872.00	0.00%	100.02%
DELAWARE COUNTY, OH	\$88,605.50	0.00%	100.02%
JONES COUNTY, MS	\$83,100.00	0.00%	100.02%
CITRUS COUNTY, FL	\$81,600.00	0.00%	100.02%
BENTON COUNTY, MN	\$71,200.00	0.00%	100.02%
MONONGALIA COUNTY, WV	\$68,000.00	0.00%	100.02%
SUSQUEHANNA COUNTY, PA	\$67,925.00	0.00%	100.02%
HENDRICKS COUNTY, IN	\$62,880.00	0.00%	100.02%
GORDON COUNTY, GA	\$58,935.48	0.00%	100.02%
MOBILE COUNTY, AL	\$56,400.00	0.00%	100.02%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
KENT COUNTY, MD	\$56,148.20	0.00%	100.02%
LAKE COUNTY, IN	\$53,897.40	0.00%	100.02%
UNION COUNTY, NC	\$52,940.00	0.00%	100.02%
COLLIER COUNTY, FL	\$50,000.00	0.00%	100.02%
ADA COUNTY, ID	\$48,330.62	0.00%	100.02%
TRUMBULL COUNTY, OH	\$44,958.60	0.00%	100.02%
MARATHON COUNTY, WI	\$42,195.20	0.00%	100.02%
SANGAMON COUNTY, IL	\$39,648.00	0.00%	100.02%
BELTRAMI COUNTY, MN	\$37,500.00	0.00%	100.02%
MCKEAN COUNTY, PA	\$35,950.00	0.00%	100.02%
CALVERT COUNTY, MD	\$33,991.90	0.00%	100.02%
OCEANA COUNTY, MI	\$27,500.00	0.00%	100.02%
MACOMB COUNTY, MI	\$25,800.00	0.00%	100.02%
EMMET COUNTY, MI	\$24,237.40	0.00%	100.02%
OKLAHOMA COUNTY, OK	\$23,514.00	0.00%	100.02%
LA SALLE COUNTY, IL	\$22,900.00	0.00%	100.02%
HALL COUNTY, GA	\$22,655.42	0.00%	100.02%
BROWN COUNTY, WI	\$22,500.00	0.00%	100.02%
BARNSTABLE COUNTY, MA	\$21,000.00	0.00%	100.02%
HANCOCK COUNTY, ME	\$17,000.00	0.00%	100.02%
WAYNE COUNTY, OH	\$15,610.76	0.00%	100.02%
CLAY COUNTY, FL	\$14,400.00	0.00%	100.02%
PULASKI COUNTY, AR	\$13,000.00	0.00%	100.02%
ST. LOUIS COUNTY, MO	\$12,197.70	0.00%	100.02%
SAINT CLAIR COUNTY, MI	\$11,760.60	0.00%	100.02%
NORTHUMBERLAND COUNTY, PA	\$11,704.00	0.00%	100.02%
HAMILTON COUNTY, IN	\$10,700.00	0.00%	100.02%
CARVER COUNTY, MN	\$10,320.70	0.00%	100.02%
PORTAGE COUNTY, OH	\$9,600.00	0.00%	100.02%
LEON COUNTY, FL	\$9,360.00	0.00%	100.02%
MORA COUNTY, NM	\$8,640.00	0.00%	100.02%
PRINCE GEORGES COUNTY, MD	\$8,424.72	0.00%	100.02%
BUNCOMBE COUNTY, NC	\$7,615.00	0.00%	100.02%
LYCOMING COUNTY, PA	\$3,900.00	0.00%	100.02%
PRENTISS COUNTY, MS	\$3,294.00	0.00%	100.02%
FLOYD COUNTY, GA	\$1,710.08	0.00%	100.02%
CHEROKEE COUNTY, IA	\$1,707.00	0.00%	100.02%

COUNTY, STATE	AMOUNT PAID	PERCENT	CUMULATIVE PERCENT
RICHMOND CITY COUNTY, VA	\$1,090.00	0.00%	100.02%
DOUGLAS COUNTY, WI	\$696.00	0.00%	100.02%
PENNINGTON COUNTY, MN	\$472.00	0.00%	100.02%
UTAH COUNTY, UT	\$200.00	0.00%	100.02%
MIAMI COUNTY, OH	\$197.69	0.00%	100.02%
BARTHOLOMEW COUNTY, IN	\$0.00	0.00%	100.02%
MARSHALL COUNTY, AL	\$0.00	0.00%	100.02%
WRIGHT COUNTY, MN	\$0.00	0.00%	100.02%
WASHOE COUNTY, NV	(\$244,979.02)	0.00%	100.02%
MUSCATINE COUNTY, IA	(\$18,981,113.11)	-0.02%	100.00%
<b>Total</b>	<b>\$114,594,172,694.73</b>	<b>100.00%</b>	

Source: MGT developed a Master Utilization Database based on New York State procurements between April 1, 2016, through March 31, 2022.

# Appendix C

## C. Utilization and Availability by NAICS Codes

TABLE C-1 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
ASIAN FEMALE FIRMS

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.00%
2212	Natural Gas Distribution	0.97%	0.01%
2213	Water, Sewage and Other Systems	0.00%	0.00%
2361	Residential Building Construction	5.15%	0.08%
2362	Nonresidential Building Construction	1.77%	0.23%
2371	Utility System Construction	0.13%	0.00%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	0.06%	0.00%
2379	Other Heavy and Civil Engineering Construction	0.32%	0.00%
2381	Foundation, Structure, and Building Exterior Contractors	4.78%	0.01%
2382	Building Equipment Contractors	4.15%	0.23%
2383	Building Finishing Contractors	2.90%	0.17%
2389	Other Specialty Trade Contractors	0.68%	0.08%

TABLE C-2 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
ASIAN MALE FIRMS

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	0.09%	0.00%
2212	Natural Gas Distribution	0.00%	0.00%
2213	Water, Sewage and Other Systems	1.99%	0.00%
2361	Residential Building Construction	17.87%	0.05%
2362	Nonresidential Building Construction	9.92%	0.65%
2371	Utility System Construction	6.87%	0.01%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	2.86%	0.08%
2379	Other Heavy and Civil Engineering Construction	12.24%	0.01%
2381	Foundation, Structure, and Building Exterior Contractors	13.68%	0.24%
2382	Building Equipment Contractors	9.93%	0.73%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
2383	Building Finishing Contractors	6.70%	0.12%
2389	Other Specialty Trade Contractors	21.83%	0.54%

TABLE C-3 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
BLACK FEMALE FIRMS

NAICS-4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	0.08%	0.00%
2212	Natural Gas Distribution	0.09%	0.00%
2213	Water, Sewage and Other Systems	0.00%	0.00%
2361	Residential Building Construction	0.50%	0.00%
2362	Nonresidential Building Construction	0.33%	0.03%
2371	Utility System Construction	0.01%	0.00%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	0.49%	0.00%
2379	Other Heavy and Civil Engineering Construction	0.08%	0.00%
2381	Foundation, Structure, and Building Exterior Contractors	0.11%	0.15%
2382	Building Equipment Contractors	0.45%	0.12%
2383	Building Finishing Contractors	0.59%	0.06%
2389	Other Specialty Trade Contractors	0.26%	0.30%

TABLE C-4 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
BLACK MALE FIRMS

NAICS-4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	2.50%	0.05%
2212	Natural Gas Distribution	0.04%	0.00%
2213	Water, Sewage and Other Systems	0.00%	0.00%
2361	Residential Building Construction	1.43%	0.20%
2362	Nonresidential Building Construction	2.20%	0.48%
2371	Utility System Construction	3.64%	0.03%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	0.39%	0.09%
2379	Other Heavy and Civil Engineering Construction	0.01%	0.00%
2381	Foundation, Structure, and Building Exterior Contractors	1.30%	0.03%
2382	Building Equipment Contractors	6.05%	1.84%

NAICS-4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
2383	Building Finishing Contractors	3.40%	0.34%
2389	Other Specialty Trade Contractors	1.22%	0.16%

TABLE C-5 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
HISPANIC FEMALE FIRMS

NAICS-4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	0.01%	0.00%
2212	Natural Gas Distribution	0.00%	0.00%
2213	Water, Sewage and Other Systems	0.14%	0.00%
2361	Residential Building Construction	0.52%	0.04%
2362	Nonresidential Building Construction	0.23%	0.05%
2371	Utility System Construction	0.01%	0.00%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	0.89%	0.02%
2379	Other Heavy and Civil Engineering Construction	0.00%	0.00%
2381	Foundation, Structure, and Building Exterior Contractors	0.84%	0.89%
2382	Building Equipment Contractors	7.04%	0.43%
2383	Building Finishing Contractors	0.61%	0.11%
2389	Other Specialty Trade Contractors	0.31%	0.16%

TABLE C-6 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
HISPANIC MALE FIRMS

NAICS-4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	0.38%	0.01%
2212	Natural Gas Distribution	0.00%	0.00%
2213	Water, Sewage and Other Systems	0.95%	0.00%
2361	Residential Building Construction	0.67%	0.20%
2362	Nonresidential Building Construction	5.91%	0.83%
2371	Utility System Construction	2.45%	0.26%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	1.57%	0.67%
2379	Other Heavy and Civil Engineering Construction	1.56%	0.00%
2381	Foundation, Structure, and Building Exterior Contractors	6.07%	1.21%
2382	Building Equipment Contractors	3.86%	1.90%

NAICS-4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
2383	Building Finishing Contractors	9.16%	0.51%
2389	Other Specialty Trade Contractors	1.34%	0.54%

TABLE C-7 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
NATIVE AMERICAN FEMALE FIRMS

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.00%
2212	Natural Gas Distribution	0.00%	0.00%
2213	Water, Sewage and Other Systems	0.00%	0.00%
2361	Residential Building Construction	0.16%	0.00%
2362	Nonresidential Building Construction	0.28%	0.00%
2371	Utility System Construction	0.00%	0.00%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	0.00%	0.01%
2379	Other Heavy and Civil Engineering Construction	0.00%	0.00%
2381	Foundation, Structure, and Building Exterior Contractors	0.15%	0.01%
2382	Building Equipment Contractors	0.05%	0.11%
2383	Building Finishing Contractors	0.02%	0.00%
2389	Other Specialty Trade Contractors	0.03%	0.08%

TABLE C-8 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
NATIVE AMERICAN MALE FIRMS

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	0.00%	0.00%
2212	Natural Gas Distribution	0.00%	0.00%
2213	Water, Sewage and Other Systems	0.00%	0.00%
2361	Residential Building Construction	0.03%	0.08%
2362	Nonresidential Building Construction	0.24%	0.02%
2371	Utility System Construction	0.25%	0.12%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	0.23%	0.64%
2379	Other Heavy and Civil Engineering Construction	0.33%	0.00%
2381	Foundation, Structure, and Building Exterior Contractors	0.53%	0.01%
2382	Building Equipment Contractors	0.25%	0.21%

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
2383	Building Finishing Contractors	0.05%	0.06%
2389	Other Specialty Trade Contractors	0.41%	0.00%

TABLE C-9 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
MBE FIRMS

NAICS-4	NAICS-4 DESC	MBE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	3.05%	0.06%
2212	Natural Gas Distribution	1.10%	0.01%
2213	Water, Sewage and Other Systems	3.08%	0.00%
2361	Residential Building Construction	26.32%	0.64%
2362	Nonresidential Building Construction	20.89%	2.30%
2371	Utility System Construction	13.37%	0.43%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	6.50%	1.50%
2379	Other Heavy and Civil Engineering Construction	14.54%	0.01%
2381	Foundation, Structure, and Building Exterior Contractors	27.46%	2.55%
2382	Building Equipment Contractors	31.77%	5.57%
2383	Building Finishing Contractors	23.43%	1.36%
2389	Other Specialty Trade Contractors	26.09%	1.87%

TABLE C-10 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
NON-MINORITY FEMALE FIRMS

NAICS-4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	1.46%	0.03%
2212	Natural Gas Distribution	5.59%	0.00%
2213	Water, Sewage and Other Systems	4.97%	0.00%
2361	Residential Building Construction	12.65%	0.34%
2362	Nonresidential Building Construction	10.73%	2.51%
2371	Utility System Construction	23.23%	0.55%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	13.12%	1.69%
2379	Other Heavy and Civil Engineering Construction	6.07%	0.24%
2381	Foundation, Structure, and Building Exterior Contractors	15.81%	1.76%
2382	Building Equipment Contractors	37.65%	3.80%

NAICS-4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
2383	Building Finishing Contractors	17.63%	0.55%
2389	Other Specialty Trade Contractors	17.40%	1.49%

TABLE C-11 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION  
MWBE FIRMS

NAICS-4	NAICS-4 DESC	MWBE	
		Utilization	Availability
2211	Electric Power Generation, Transmission and Distribution	4.51%	0.09%
2212	Natural Gas Distribution	6.69%	0.01%
2213	Water, Sewage and Other Systems	8.05%	0.00%
2361	Residential Building Construction	38.97%	0.98%
2362	Nonresidential Building Construction	31.62%	4.80%
2371	Utility System Construction	36.59%	0.98%
2372	Land Subdivision	0.00%	0.00%
2373	Highway, Street, and Bridge Construction	19.63%	3.19%
2379	Other Heavy and Civil Engineering Construction	20.61%	0.25%
2381	Foundation, Structure, and Building Exterior Contractors	43.27%	4.31%
2382	Building Equipment Contractors	69.42%	9.37%
2383	Building Finishing Contractors	41.06%	1.91%
2389	Other Specialty Trade Contractors	43.49%	3.36%

TABLE C-12 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
ASIAN FEMALE FIRMS

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	0.75%	0.99%
5617	Services to Buildings and Dwellings	0.00%	0.00%

TABLE C-13 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
ASIAN MALE FIRMS

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	12.47%	4.72%
5617	Services to Buildings and Dwellings	1.92%	0.07%

TABLE C-14 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
BLACK FEMALE FIRMS

NAICS-4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	0.26%	0.09%
5617	Services to Buildings and Dwellings	0.05%	0.14%

TABLE C-15 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
BLACK MALE FIRMS

NAICS-4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	1.09%	2.98%
5617	Services to Buildings and Dwellings	0.96%	0.62%

TABLE C-16 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
HISPANIC FEMALE FIRMS

NAICS-4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	0.07%	0.88%
5617	Services to Buildings and Dwellings	0.80%	0.01%

TABLE C-17 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
HISPANIC MALE FIRMS

NAICS-4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	1.65%	4.25%
5617	Services to Buildings and Dwellings	28.80%	0.41%

TABLE C-18 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
NATIVE AMERICAN FEMALE FIRMS

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	0.01%	0.00%
5617	Services to Buildings and Dwellings	0.00%	0.00%

TABLE C-19 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
NATIVE AMERICAN MALE FIRMS

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	0.02%	1.15%
5617	Services to Buildings and Dwellings	0.74%	0.00%

TABLE C-20 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
MBE FIRMS

NAICS-4	NAICS-4 DESC	MBE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	16.31%	15.06%
5617	Services to Buildings and Dwellings	33.27%	1.25%

TABLE C-21 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
NON-MINORITY FEMALE FIRMS

NAICS-4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	12.36%	12.31%
5617	Services to Buildings and Dwellings	16.34%	0.35%

TABLE C-22 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION RELATED SERVICES  
MWBE FIRMS

NAICS-4	NAICS-4 DESC	MWBE	
		Utilization	Availability
5413	Architectural, Engineering, and Related Services	28.68%	27.37%
5617	Services to Buildings and Dwellings	49.61%	1.60%

TABLE C-23 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
ASIAN FEMALE FIRMS

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	0.00%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.00%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	0.00%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	1.17%	0.00%
4842	Specialized Freight Trucking	0.09%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
4851	Urban Transit Systems	10.13%	0.12%
4852	Interurban and Rural Bus Transportation	0.00%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.00%
4855	Charter Bus Industry	0.00%	0.00%
4859	Other Transit and Ground Passenger Transportation	0.00%	0.00%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.00%	0.00%
4883	Support Activities for Water Transportation	0.00%	0.00%
4884	Support Activities for Road Transportation	0.00%	0.00%
4885	Freight Transportation Arrangement	0.00%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	8.17%	0.00%
4922	Local Messengers and Local Delivery	0.00%	0.00%
4931	Warehousing and Storage	0.00%	0.00%
5121	Motion Picture and Video Industries	0.20%	0.00%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.00%
5132	Software Publishers	1.68%	0.01%
5151	Radio and Television Broadcasting	0.00%	0.00%
5152	Cable and Other Subscription Programming	4.67%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	0.00%	0.00%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	0.06%	0.00%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	1.69%	0.00%
5191	Other Information Services	0.00%	0.00%
5221	Depository Credit Intermediation	0.00%	0.00%
5222	Nondepository Credit Intermediation	0.00%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	0.07%	0.00%
5241	Insurance Carriers	0.00%	0.00%
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.38%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	0.02%	0.00%
5312	Offices of Real Estate Agents and Brokers	0.27%	0.00%
5313	Activities Related to Real Estate	0.91%	0.00%
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%
5322	Consumer Goods Rental	0.00%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.02%	0.00%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	0.30%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	1.90%	0.02%
5413	Architectural, Engineering, and Related Services	0.45%	0.00%
5414	Specialized Design Services	0.70%	0.00%
5415	Computer Systems Design and Related Services	7.83%	0.15%
5416	Management, Scientific, and Technical Consulting Services	0.74%	0.23%
5417	Scientific Research and Development Services	0.00%	0.00%
5418	Advertising, Public Relations, and Related Services	3.22%	0.00%
5419	Other Professional, Scientific, and Technical Services	0.81%	0.00%
5511	Management of Companies and Enterprises	0.11%	0.00%
5611	Office Administrative Services	0.01%	0.00%
5612	Facilities Support Services	0.00%	0.00%
5613	Employment Services	2.27%	0.13%
5614	Business Support Services	0.01%	0.00%
5615	Travel Arrangement and Reservation Services	0.00%	0.00%
5616	Investigation and Security Services	1.98%	0.06%
5617	Services to Buildings and Dwellings	0.08%	0.00%
5619	Other Support Services	0.09%	0.50%
5621	Waste Collection	0.03%	0.00%
5622	Waste Treatment and Disposal	0.00%	0.00%
5629	Remediation and Other Waste Management Services	0.37%	0.00%
6111	Elementary and Secondary Schools	0.00%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.00%	0.00%
6114	Business Schools and Computer and Management Training	0.00%	0.00%
6115	Technical and Trade Schools	0.08%	0.00%
6116	Other Schools and Instruction	0.00%	0.00%
6117	Educational Support Services	0.41%	0.00%
6211	Offices of Physicians	0.00%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
6212	Offices of Dentists	0.00%	0.00%
6213	Offices of Other Health Practitioners	0.00%	0.00%
6214	Outpatient Care Centers	0.00%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.00%	0.00%
6219	Other Ambulatory Health Care Services	0.00%	0.00%
6221	General Medical and Surgical Hospitals	0.00%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	0.00%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.00%	0.00%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%
6243	Vocational Rehabilitation Services	0.00%	0.00%
6244	Child Care Services	0.00%	0.00%
7111	Performing Arts Companies	0.51%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.00%	0.00%
7115	Independent Artists, Writers, and Performers	0.00%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.00%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.00%	0.00%
7211	Traveler Accommodation	0.00%	0.00%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.00%	0.00%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.20%	0.00%
8111	Automotive Repair and Maintenance	0.00%	0.00%
8112	Electronic and Precision Equipment Repair and Maintenance	0.00%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%
8121	Personal Care Services	0.00%	0.00%
8122	Death Care Services	0.00%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
8123	Drycleaning and Laundry Services	0.00%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.00%	0.00%
8133	Social Advocacy Organizations	0.00%	0.00%
8134	Civic and Social Organizations	0.00%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.00%
8141	Private HouseholdsT	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	0.00%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-24 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
ASIAN MALE FIRMS

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	0.00%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.00%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	1.01%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	3.33%	0.08%
4842	Specialized Freight Trucking	1.11%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
4851	Urban Transit Systems	0.00%	0.00%
4852	Interurban and Rural Bus Transportation	0.00%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.00%
4855	Charter Bus Industry	0.04%	0.00%
4859	Other Transit and Ground Passenger Transportation	1.55%	0.01%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.01%	0.00%
4883	Support Activities for Water Transportation	0.00%	0.00%
4884	Support Activities for Road Transportation	0.52%	0.00%
4885	Freight Transportation Arrangement	0.00%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	85.20%	0.00%
4922	Local Messengers and Local Delivery	36.81%	0.00%
4931	Warehousing and Storage	0.00%	0.00%
5121	Motion Picture and Video Industries	0.77%	0.00%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.00%
5132	Software Publishers	7.08%	0.03%
5151	Radio and Television Broadcasting	0.00%	0.00%
5152	Cable and Other Subscription Programming	0.00%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	0.80%	0.00%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	1.63%	0.02%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	10.89%	0.00%
5191	Other Information Services	0.15%	0.00%
5221	Depository Credit Intermediation	0.00%	0.00%
5222	Nondepository Credit Intermediation	0.19%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	7.20%	0.00%
5241	Insurance Carriers	0.00%	0.00%
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.02%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	0.00%	0.00%
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%
5313	Activities Related to Real Estate	1.28%	0.00%
5321	Automotive Equipment Rental and Leasing	0.14%	0.00%
5322	Consumer Goods Rental	0.00%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	1.48%	0.00%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	0.05%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.69%	0.00%
5413	Architectural, Engineering, and Related Services	4.13%	0.02%
5414	Specialized Design Services	1.15%	0.00%
5415	Computer Systems Design and Related Services	9.35%	1.12%
5416	Management, Scientific, and Technical Consulting Services	1.21%	0.23%
5417	Scientific Research and Development Services	0.00%	0.00%
5418	Advertising, Public Relations, and Related Services	0.25%	0.00%
5419	Other Professional, Scientific, and Technical Services	0.96%	0.06%
5511	Management of Companies and Enterprises	0.00%	0.00%
5611	Office Administrative Services	0.00%	0.00%
5612	Facilities Support Services	0.00%	0.00%
5613	Employment Services	2.69%	0.13%
5614	Business Support Services	0.24%	0.00%
5615	Travel Arrangement and Reservation Services	0.00%	0.00%
5616	Investigation and Security Services	3.53%	0.00%
5617	Services to Buildings and Dwellings	0.25%	0.02%
5619	Other Support Services	0.65%	0.00%
5621	Waste Collection	0.10%	0.00%
5622	Waste Treatment and Disposal	0.00%	0.00%
5629	Remediation and Other Waste Management Services	6.31%	0.00%
6111	Elementary and Secondary Schools	0.00%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.00%	0.00%
6114	Business Schools and Computer and Management Training	1.29%	0.72%
6115	Technical and Trade Schools	0.08%	0.00%
6116	Other Schools and Instruction	1.48%	0.00%
6117	Educational Support Services	0.09%	0.00%
6211	Offices of Physicians	0.00%	0.01%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
6212	Offices of Dentists	0.00%	0.00%
6213	Offices of Other Health Practitioners	0.00%	0.02%
6214	Outpatient Care Centers	0.00%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.12%	0.00%
6219	Other Ambulatory Health Care Services	0.30%	0.02%
6221	General Medical and Surgical Hospitals	0.33%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	0.00%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.01%	0.23%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.17%	0.00%
6243	Vocational Rehabilitation Services	2.27%	0.00%
6244	Child Care Services	0.00%	0.00%
7111	Performing Arts Companies	0.32%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.00%	0.00%
7115	Independent Artists, Writers, and Performers	0.05%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.39%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.00%	0.00%
7211	Traveler Accommodation	17.27%	0.00%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.05%	0.00%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.48%	0.00%
8111	Automotive Repair and Maintenance	0.21%	0.03%
8112	Electronic and Precision Equipment Repair and Maintenance	1.42%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	1.14%	0.00%
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%
8121	Personal Care Services	0.00%	0.00%
8122	Death Care Services	0.00%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
8123	Drycleaning and Laundry Services	0.00%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.00%	0.00%
8133	Social Advocacy Organizations	2.03%	0.00%
8134	Civic and Social Organizations	0.00%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.00%
8141	Private HouseholdsT	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	0.00%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-25 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
BLACK FEMALE FIRMS

NAICS-4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	0.00%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.38%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	0.00%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	0.14%	0.04%
4842	Specialized Freight Trucking	0.70%	0.00%

NAICS -4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
4851	Urban Transit Systems	25.50%	0.30%
4852	Interurban and Rural Bus Transportation	0.00%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.00%
4855	Charter Bus Industry	0.02%	0.00%
4859	Other Transit and Ground Passenger Transportation	0.56%	0.00%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.00%	0.00%
4883	Support Activities for Water Transportation	0.00%	0.00%
4884	Support Activities for Road Transportation	0.00%	0.00%
4885	Freight Transportation Arrangement	0.00%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	0.00%	0.00%
4922	Local Messengers and Local Delivery	0.00%	0.00%
4931	Warehousing and Storage	0.00%	0.00%
5121	Motion Picture and Video Industries	0.07%	0.02%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	1.25%	0.01%
5132	Software Publishers	0.00%	0.00%
5151	Radio and Television Broadcasting	0.16%	0.00%
5152	Cable and Other Subscription Programming	0.00%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	0.00%	0.00%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	0.00%	0.00%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	0.02%	0.00%
5191	Other Information Services	0.62%	0.00%
5221	Depository Credit Intermediation	0.00%	0.00%
5222	Nondepository Credit Intermediation	0.00%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	0.00%	0.00%
5241	Insurance Carriers	0.00%	0.00%
5242	Agencies, Brokerages, and Other Insurance Related Activities	1.07%	0.02%

NAICS -4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	0.00%	0.13%
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%
5313	Activities Related to Real Estate	0.59%	0.01%
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%
5322	Consumer Goods Rental	0.00%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.11%	0.00%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	0.15%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.18%	0.05%
5413	Architectural, Engineering, and Related Services	0.14%	0.00%
5414	Specialized Design Services	2.18%	0.00%
5415	Computer Systems Design and Related Services	1.68%	0.41%
5416	Management, Scientific, and Technical Consulting Services	22.70%	1.01%
5417	Scientific Research and Development Services	0.01%	0.00%
5418	Advertising, Public Relations, and Related Services	1.33%	0.08%
5419	Other Professional, Scientific, and Technical Services	0.21%	0.00%
5511	Management of Companies and Enterprises	39.32%	0.00%
5611	Office Administrative Services	0.02%	0.00%
5612	Facilities Support Services	0.00%	0.00%
5613	Employment Services	1.88%	0.14%
5614	Business Support Services	0.00%	0.00%
5615	Travel Arrangement and Reservation Services	0.15%	0.00%
5616	Investigation and Security Services	1.62%	0.07%
5617	Services to Buildings and Dwellings	0.62%	0.05%
5619	Other Support Services	0.13%	0.00%
5621	Waste Collection	0.01%	0.00%
5622	Waste Treatment and Disposal	0.80%	0.00%
5629	Remediation and Other Waste Management Services	0.61%	0.00%
6111	Elementary and Secondary Schools	0.00%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.00%	0.00%
6114	Business Schools and Computer and Management Training	1.27%	0.01%
6115	Technical and Trade Schools	0.00%	0.00%
6116	Other Schools and Instruction	0.24%	0.00%
6117	Educational Support Services	0.02%	0.00%
6211	Offices of Physicians	0.00%	0.01%

NAICS -4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
6212	Offices of Dentists	4.48%	0.00%
6213	Offices of Other Health Practitioners	0.01%	0.00%
6214	Outpatient Care Centers	0.04%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.03%	0.00%
6219	Other Ambulatory Health Care Services	0.00%	0.00%
6221	General Medical and Surgical Hospitals	0.00%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	59.19%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	5.61%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	48.46%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.00%	0.00%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%
6243	Vocational Rehabilitation Services	0.00%	0.00%
6244	Child Care Services	0.18%	0.00%
7111	Performing Arts Companies	0.63%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.00%	0.00%
7115	Independent Artists, Writers, and Performers	0.00%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.21%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.00%	0.00%
7211	Traveler Accommodation	0.00%	0.00%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.00%	0.00%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.02%	0.00%
8111	Automotive Repair and Maintenance	0.03%	0.00%
8112	Electronic and Precision Equipment Repair and Maintenance	0.00%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.70%	0.00%
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%
8121	Personal Care Services	76.04%	0.00%
8122	Death Care Services	0.00%	0.00%

NAICS -4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
8123	Drycleaning and Laundry Services	0.00%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.11%	0.00%
8133	Social Advocacy Organizations	0.00%	0.00%
8134	Civic and Social Organizations	0.00%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.19%	0.00%
8141	Private HouseholdsT	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.04%
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	0.97%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-26 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
BLACK MALE FIRMS

NAICS -4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	36.40%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.00%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	2.03%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	3.04%	0.12%
4842	Specialized Freight Trucking	1.38%	0.01%

NAICS -4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
4851	Urban Transit Systems	0.00%	0.00%
4852	Interurban and Rural Bus Transportation	0.03%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.13%
4855	Charter Bus Industry	0.06%	0.00%
4859	Other Transit and Ground Passenger Transportation	0.81%	0.00%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.00%	0.00%
4883	Support Activities for Water Transportation	26.18%	0.00%
4884	Support Activities for Road Transportation	0.01%	0.00%
4885	Freight Transportation Arrangement	5.83%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	6.63%	0.00%
4922	Local Messengers and Local Delivery	63.19%	0.00%
4931	Warehousing and Storage	0.00%	0.00%
5121	Motion Picture and Video Industries	3.80%	0.00%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	2.29%	0.01%
5132	Software Publishers	1.20%	0.01%
5151	Radio and Television Broadcasting	0.00%	0.00%
5152	Cable and Other Subscription Programming	0.00%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	5.49%	0.02%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	0.40%	0.00%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	0.03%	0.00%
5191	Other Information Services	0.40%	0.00%
5221	Depository Credit Intermediation	0.00%	0.00%
5222	Nondepository Credit Intermediation	1.61%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	1.76%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	88.09%	0.00%
5241	Insurance Carriers	0.00%	0.00%
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.40%	0.02%

NAICS -4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	0.00%	0.00%
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%
5313	Activities Related to Real Estate	0.94%	0.01%
5321	Automotive Equipment Rental and Leasing	0.25%	0.00%
5322	Consumer Goods Rental	91.88%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.64%	0.00%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	4.27%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	1.04%	0.04%
5413	Architectural, Engineering, and Related Services	0.58%	0.01%
5414	Specialized Design Services	0.84%	0.00%
5415	Computer Systems Design and Related Services	3.89%	0.69%
5416	Management, Scientific, and Technical Consulting Services	0.54%	0.57%
5417	Scientific Research and Development Services	0.00%	0.00%
5418	Advertising, Public Relations, and Related Services	0.55%	0.00%
5419	Other Professional, Scientific, and Technical Services	3.42%	0.11%
5511	Management of Companies and Enterprises	0.01%	0.00%
5611	Office Administrative Services	0.10%	0.00%
5612	Facilities Support Services	98.07%	0.02%
5613	Employment Services	2.01%	0.01%
5614	Business Support Services	0.00%	0.00%
5615	Travel Arrangement and Reservation Services	0.00%	0.00%
5616	Investigation and Security Services	2.54%	0.14%
5617	Services to Buildings and Dwellings	3.44%	0.21%
5619	Other Support Services	0.16%	0.00%
5621	Waste Collection	0.10%	0.08%
5622	Waste Treatment and Disposal	0.00%	0.00%
5629	Remediation and Other Waste Management Services	3.25%	0.01%
6111	Elementary and Secondary Schools	0.38%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.22%	0.00%
6114	Business Schools and Computer and Management Training	0.24%	0.00%
6115	Technical and Trade Schools	0.08%	0.00%
6116	Other Schools and Instruction	0.29%	0.00%
6117	Educational Support Services	0.46%	0.00%
6211	Offices of Physicians	0.00%	0.00%

NAICS -4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
6212	Offices of Dentists	0.00%	0.00%
6213	Offices of Other Health Practitioners	2.05%	0.04%
6214	Outpatient Care Centers	0.00%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.21%	0.01%
6219	Other Ambulatory Health Care Services	0.00%	0.01%
6221	General Medical and Surgical Hospitals	0.00%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	0.00%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.02%	0.00%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.31%	0.00%
6243	Vocational Rehabilitation Services	0.00%	0.00%
6244	Child Care Services	2.02%	0.00%
7111	Performing Arts Companies	4.61%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.00%	0.00%
7115	Independent Artists, Writers, and Performers	0.00%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.00%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.00%	0.00%
7211	Traveler Accommodation	0.00%	0.00%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.36%	0.07%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.00%	0.00%
8111	Automotive Repair and Maintenance	0.00%	0.00%
8112	Electronic and Precision Equipment Repair and Maintenance	0.01%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.37%	0.00%
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%
8121	Personal Care Services	6.46%	0.00%
8122	Death Care Services	0.00%	0.00%

NAICS -4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
8123	Drycleaning and Laundry Services	0.00%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.00%	0.00%
8133	Social Advocacy Organizations	0.00%	0.00%
8134	Civic and Social Organizations	0.05%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.64%	0.00%
8141	Private HouseholdsT	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%
9221	Justice, Public Order, and Safety Activities	0.56%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	0.04%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-27 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
HISPANIC FEMALE FIRMS

NAICS -4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	0.00%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.00%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	0.11%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	0.59%	0.00%
4842	Specialized Freight Trucking	0.24%	0.00%

NAICS -4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
4851	Urban Transit Systems	0.00%	0.00%
4852	Interurban and Rural Bus Transportation	0.00%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.00%
4855	Charter Bus Industry	0.00%	0.00%
4859	Other Transit and Ground Passenger Transportation	4.35%	0.02%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.00%	0.00%
4883	Support Activities for Water Transportation	0.00%	0.00%
4884	Support Activities for Road Transportation	0.22%	0.00%
4885	Freight Transportation Arrangement	0.00%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	0.00%	0.00%
4922	Local Messengers and Local Delivery	0.00%	0.00%
4931	Warehousing and Storage	0.26%	0.00%
5121	Motion Picture and Video Industries	1.03%	0.00%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	0.10%	0.00%
5132	Software Publishers	0.00%	0.00%
5151	Radio and Television Broadcasting	0.00%	0.00%
5152	Cable and Other Subscription Programming	0.00%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	0.00%	0.00%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	0.05%	0.00%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	0.04%	0.00%
5191	Other Information Services	0.00%	0.00%
5221	Depository Credit Intermediation	0.00%	0.00%
5222	Nondepository Credit Intermediation	0.00%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.53%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	0.00%	0.00%
5241	Insurance Carriers	0.00%	0.00%
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%

NAICS -4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	0.00%	0.00%
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%
5313	Activities Related to Real Estate	0.00%	0.00%
5321	Automotive Equipment Rental and Leasing	0.08%	0.00%
5322	Consumer Goods Rental	0.13%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.02%	0.00%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	3.86%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%
5413	Architectural, Engineering, and Related Services	0.06%	0.00%
5414	Specialized Design Services	0.43%	0.00%
5415	Computer Systems Design and Related Services	0.03%	0.00%
5416	Management, Scientific, and Technical Consulting Services	0.33%	0.34%
5417	Scientific Research and Development Services	0.00%	0.00%
5418	Advertising, Public Relations, and Related Services	0.44%	0.04%
5419	Other Professional, Scientific, and Technical Services	0.97%	0.00%
5511	Management of Companies and Enterprises	0.00%	0.00%
5611	Office Administrative Services	0.20%	0.00%
5612	Facilities Support Services	0.00%	0.00%
5613	Employment Services	1.04%	0.00%
5614	Business Support Services	0.05%	0.00%
5615	Travel Arrangement and Reservation Services	0.23%	0.00%
5616	Investigation and Security Services	0.11%	0.03%
5617	Services to Buildings and Dwellings	5.39%	0.00%
5619	Other Support Services	0.01%	0.00%
5621	Waste Collection	0.12%	0.00%
5622	Waste Treatment and Disposal	0.01%	0.00%
5629	Remediation and Other Waste Management Services	1.37%	0.00%
6111	Elementary and Secondary Schools	0.00%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.00%	0.00%
6114	Business Schools and Computer and Management Training	0.00%	0.00%
6115	Technical and Trade Schools	0.00%	0.00%
6116	Other Schools and Instruction	0.34%	0.00%
6117	Educational Support Services	0.16%	0.37%
6211	Offices of Physicians	0.57%	0.01%

NAICS -4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
6212	Offices of Dentists	0.00%	0.00%
6213	Offices of Other Health Practitioners	0.00%	0.00%
6214	Outpatient Care Centers	0.00%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.00%	0.00%
6219	Other Ambulatory Health Care Services	0.00%	0.01%
6221	General Medical and Surgical Hospitals	0.00%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	0.00%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.00%	0.46%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%
6243	Vocational Rehabilitation Services	0.00%	0.00%
6244	Child Care Services	0.00%	0.00%
7111	Performing Arts Companies	1.04%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	1.52%	0.00%
7115	Independent Artists, Writers, and Performers	0.00%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.00%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.00%	0.00%
7211	Traveler Accommodation	0.00%	0.00%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.00%	0.00%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.00%	0.00%
8111	Automotive Repair and Maintenance	0.04%	0.03%
8112	Electronic and Precision Equipment Repair and Maintenance	0.00%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%
8121	Personal Care Services	0.00%	0.00%
8122	Death Care Services	0.00%	0.00%

NAICS -4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
8123	Drycleaning and Laundry Services	0.04%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.00%	0.00%
8133	Social Advocacy Organizations	0.00%	0.00%
8134	Civic and Social Organizations	0.00%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.09%	0.00%
8141	Private HouseholdsT	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	0.00%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-28 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
HISPANIC MALE FIRMS

NAICS -4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	0.00%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.00%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	0.00%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	1.24%	0.14%
4842	Specialized Freight Trucking	1.25%	0.05%

NAICS -4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
4851	Urban Transit Systems	0.00%	0.00%
4852	Interurban and Rural Bus Transportation	0.00%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.00%
4855	Charter Bus Industry	0.00%	0.00%
4859	Other Transit and Ground Passenger Transportation	0.77%	0.00%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.00%	0.00%
4883	Support Activities for Water Transportation	0.00%	0.00%
4884	Support Activities for Road Transportation	0.00%	0.00%
4885	Freight Transportation Arrangement	0.00%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	0.00%	0.00%
4922	Local Messengers and Local Delivery	0.00%	0.00%
4931	Warehousing and Storage	0.26%	0.00%
5121	Motion Picture and Video Industries	2.45%	0.00%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	3.76%	0.02%
5132	Software Publishers	0.33%	0.00%
5151	Radio and Television Broadcasting	0.00%	0.00%
5152	Cable and Other Subscription Programming	0.00%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	0.86%	0.00%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	0.07%	0.00%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	18.15%	0.00%
5191	Other Information Services	2.39%	0.00%
5221	Depository Credit Intermediation	0.02%	0.00%
5222	Non-depository Credit Intermediation	0.64%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.31%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	0.00%	0.00%
5241	Insurance Carriers	0.00%	24.19%
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.80%	0.06%

NAICS -4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	1.01%	0.00%
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%
5313	Activities Related to Real Estate	0.49%	0.00%
5321	Automotive Equipment Rental and Leasing	0.66%	0.00%
5322	Consumer Goods Rental	0.00%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	2.94%	0.00%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	0.74%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%
5413	Architectural, Engineering, and Related Services	0.83%	0.02%
5414	Specialized Design Services	2.73%	0.04%
5415	Computer Systems Design and Related Services	0.56%	0.69%
5416	Management, Scientific, and Technical Consulting Services	2.04%	0.45%
5417	Scientific Research and Development Services	2.69%	0.00%
5418	Advertising, Public Relations, and Related Services	0.46%	0.00%
5419	Other Professional, Scientific, and Technical Services	1.62%	0.03%
5511	Management of Companies and Enterprises	0.00%	0.00%
5611	Office Administrative Services	0.03%	0.00%
5612	Facilities Support Services	1.72%	0.00%
5613	Employment Services	0.37%	0.39%
5614	Business Support Services	0.04%	0.00%
5615	Travel Arrangement and Reservation Services	0.00%	0.00%
5616	Investigation and Security Services	2.91%	0.10%
5617	Services to Buildings and Dwellings	19.45%	0.14%
5619	Other Support Services	0.35%	0.00%
5621	Waste Collection	0.31%	0.00%
5622	Waste Treatment and Disposal	4.80%	0.01%
5629	Remediation and Other Waste Management Services	5.18%	0.00%
6111	Elementary and Secondary Schools	0.00%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.01%	0.00%
6114	Business Schools and Computer and Management Training	0.69%	0.00%
6115	Technical and Trade Schools	0.00%	0.00%
6116	Other Schools and Instruction	0.00%	0.00%
6117	Educational Support Services	0.00%	0.00%
6211	Offices of Physicians	0.00%	0.01%

NAICS -4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
6212	Offices of Dentists	0.00%	0.00%
6213	Offices of Other Health Practitioners	0.01%	0.00%
6214	Outpatient Care Centers	0.00%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.00%	0.00%
6219	Other Ambulatory Health Care Services	0.00%	0.01%
6221	General Medical and Surgical Hospitals	0.00%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	0.00%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.46%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.28%	0.00%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%
6243	Vocational Rehabilitation Services	0.00%	0.00%
6244	Child Care Services	-0.18%	0.00%
7111	Performing Arts Companies	1.77%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.00%	0.00%
7115	Independent Artists, Writers, and Performers	0.00%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.00%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.03%	0.00%
7211	Traveler Accommodation	0.00%	0.00%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.00%	0.00%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.00%	0.00%
8111	Automotive Repair and Maintenance	8.85%	0.00%
8112	Electronic and Precision Equipment Repair and Maintenance	0.00%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	9.27%	0.00%
8114	Personal and Household Goods Repair and Maintenance	66.81%	0.00%
8121	Personal Care Services	0.00%	0.00%
8122	Death Care Services	0.00%	0.00%

NAICS -4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
8123	Drycleaning and Laundry Services	3.32%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.00%	0.00%
8133	Social Advocacy Organizations	1.40%	0.00%
8134	Civic and Social Organizations	0.01%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.04%	0.00%
8141	Private Households	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%
9221	Justice, Public Order, and Safety Activities	0.29%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	0.00%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-29 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
NATIVE AMERICAN FEMALE FIRMS

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	0.00%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.00%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	0.04%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	0.00%	0.00%

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
4842	Specialized Freight Trucking	0.07%	0.00%
4851	Urban Transit Systems	0.00%	0.00%
4852	Interurban and Rural Bus Transportation	0.00%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.00%
4855	Charter Bus Industry	0.00%	0.00%
4859	Other Transit and Ground Passenger Transportation	0.00%	0.00%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.00%	0.00%
4883	Support Activities for Water Transportation	0.00%	0.00%
4884	Support Activities for Road Transportation	0.00%	0.00%
4885	Freight Transportation Arrangement	0.00%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	0.00%	0.00%
4922	Local Messengers and Local Delivery	0.00%	0.00%
4931	Warehousing and Storage	0.00%	0.00%
5121	Motion Picture and Video Industries	0.00%	0.00%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.00%
5132	Software Publishers	0.00%	0.00%
5151	Radio and Television Broadcasting	0.00%	0.00%
5152	Cable and Other Subscription Programming	0.00%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	0.00%	0.00%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	0.00%	0.00%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	0.00%	0.00%
5191	Other Information Services	0.00%	0.00%
5221	Depository Credit Intermediation	0.00%	0.00%
5222	Nondepository Credit Intermediation	0.00%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	0.01%	0.00%

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
5241	Insurance Carriers	0.00%	0.00%
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	0.00%	0.00%
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%
5313	Activities Related to Real Estate	0.00%	0.00%
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%
5322	Consumer Goods Rental	0.00%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.04%	0.00%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	0.00%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%
5413	Architectural, Engineering, and Related Services	0.00%	0.00%
5414	Specialized Design Services	0.15%	0.00%
5415	Computer Systems Design and Related Services	0.02%	0.00%
5416	Management, Scientific, and Technical Consulting Services	1.05%	0.00%
5417	Scientific Research and Development Services	0.00%	0.00%
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%
5511	Management of Companies and Enterprises	0.00%	0.00%
5611	Office Administrative Services	0.00%	0.00%
5612	Facilities Support Services	0.00%	0.00%
5613	Employment Services	0.01%	0.00%
5614	Business Support Services	0.00%	0.00%
5615	Travel Arrangement and Reservation Services	0.00%	0.00%
5616	Investigation and Security Services	0.00%	0.00%
5617	Services to Buildings and Dwellings	0.00%	0.00%
5619	Other Support Services	0.00%	0.00%
5621	Waste Collection	0.00%	0.08%
5622	Waste Treatment and Disposal	0.00%	0.00%
5629	Remediation and Other Waste Management Services	0.00%	0.00%
6111	Elementary and Secondary Schools	0.00%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.00%	0.00%
6114	Business Schools and Computer and Management Training	0.00%	0.00%
6115	Technical and Trade Schools	0.00%	0.00%

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
6116	Other Schools and Instruction	0.00%	0.00%
6117	Educational Support Services	0.00%	0.00%
6211	Offices of Physicians	0.00%	0.00%
6212	Offices of Dentists	0.00%	0.00%
6213	Offices of Other Health Practitioners	0.00%	0.00%
6214	Outpatient Care Centers	0.00%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.00%	0.00%
6219	Other Ambulatory Health Care Services	0.00%	0.00%
6221	General Medical and Surgical Hospitals	0.00%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	0.00%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.00%	0.00%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%
6243	Vocational Rehabilitation Services	0.00%	0.00%
6244	Child Care Services	0.00%	0.00%
7111	Performing Arts Companies	0.10%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.00%	0.00%
7115	Independent Artists, Writers, and Performers	0.00%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.00%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.00%	0.00%
7211	Traveler Accommodation	0.00%	0.00%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.00%	0.00%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.00%	0.00%
8111	Automotive Repair and Maintenance	0.00%	0.00%
8112	Electronic and Precision Equipment Repair and Maintenance	0.00%	0.00%

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.42%	0.00%
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%
8121	Personal Care Services	0.00%	0.00%
8122	Death Care Services	0.00%	0.00%
8123	Drycleaning and Laundry Services	0.00%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.00%	0.00%
8133	Social Advocacy Organizations	0.00%	0.00%
8134	Civic and Social Organizations	0.00%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.00%	0.00%
8141	Private HouseholdsT	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%
9221	Justice, Public Order, and Safety Activities	0.00%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	0.00%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-30 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
NATIVE AMERICAN MALE FIRMS

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	0.00%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.00%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	0.00%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	0.83%	0.00%
4842	Specialized Freight Trucking	0.01%	0.00%
4851	Urban Transit Systems	0.00%	0.00%
4852	Interurban and Rural Bus Transportation	0.00%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.00%
4855	Charter Bus Industry	0.00%	0.00%
4859	Other Transit and Ground Passenger Transportation	0.00%	0.00%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.00%	0.00%
4883	Support Activities for Water Transportation	0.00%	0.00%
4884	Support Activities for Road Transportation	0.00%	0.00%
4885	Freight Transportation Arrangement	0.00%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	0.00%	0.00%
4922	Local Messengers and Local Delivery	0.00%	0.00%
4931	Warehousing and Storage	0.00%	0.00%
5121	Motion Picture and Video Industries	0.00%	0.00%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	0.00%	0.00%
5132	Software Publishers	0.00%	0.00%
5151	Radio and Television Broadcasting	0.00%	0.00%
5152	Cable and Other Subscription Programming	0.00%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	0.00%	0.00%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	0.00%	0.00%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	0.56%	0.00%
5191	Other Information Services	0.00%	0.00%
5221	Depository Credit Intermediation	0.00%	0.00%

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
5222	Nondepository Credit Intermediation	0.00%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.00%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	0.00%	0.00%
5241	Insurance Carriers	0.00%	0.00%
5242	Agencies, Brokerages, and Other Insurance Related Activities	0.00%	0.00%
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	0.00%	0.00%
5312	Offices of Real Estate Agents and Brokers	0.00%	0.00%
5313	Activities Related to Real Estate	0.00%	0.00%
5321	Automotive Equipment Rental and Leasing	0.00%	0.00%
5322	Consumer Goods Rental	0.31%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	0.00%	0.00%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	0.00%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.00%	0.00%
5413	Architectural, Engineering, and Related Services	2.55%	0.01%
5414	Specialized Design Services	0.11%	0.00%
5415	Computer Systems Design and Related Services	0.00%	0.00%
5416	Management, Scientific, and Technical Consulting Services	0.01%	0.11%
5417	Scientific Research and Development Services	0.00%	0.00%
5418	Advertising, Public Relations, and Related Services	0.00%	0.00%
5419	Other Professional, Scientific, and Technical Services	0.00%	0.00%
5511	Management of Companies and Enterprises	0.00%	0.00%
5611	Office Administrative Services	0.00%	0.00%
5612	Facilities Support Services	0.00%	0.00%
5613	Employment Services	0.11%	0.00%
5614	Business Support Services	0.00%	0.00%
5615	Travel Arrangement and Reservation Services	0.00%	0.00%
5616	Investigation and Security Services	0.05%	0.03%
5617	Services to Buildings and Dwellings	0.00%	0.00%
5619	Other Support Services	0.00%	0.00%
5621	Waste Collection	0.00%	0.00%
5622	Waste Treatment and Disposal	0.00%	0.00%
5629	Remediation and Other Waste Management Services	0.53%	0.00%

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
6111	Elementary and Secondary Schools	0.00%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.00%	0.00%
6114	Business Schools and Computer and Management Training	0.00%	0.00%
6115	Technical and Trade Schools	0.00%	0.00%
6116	Other Schools and Instruction	0.00%	0.03%
6117	Educational Support Services	0.00%	0.00%
6211	Offices of Physicians	0.00%	0.00%
6212	Offices of Dentists	0.00%	0.00%
6213	Offices of Other Health Practitioners	0.00%	0.00%
6214	Outpatient Care Centers	0.00%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.00%	0.00%
6219	Other Ambulatory Health Care Services	0.00%	0.00%
6221	General Medical and Surgical Hospitals	0.00%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	0.00%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.00%	0.00%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%
6243	Vocational Rehabilitation Services	0.00%	0.00%
6244	Child Care Services	0.00%	0.00%
7111	Performing Arts Companies	0.04%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.00%	0.00%
7115	Independent Artists, Writers, and Performers	0.00%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.00%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.00%	0.00%
7211	Traveler Accommodation	0.00%	0.00%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.00%	0.00%

NAICS -4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.00%	0.00%
8111	Automotive Repair and Maintenance	0.00%	0.00%
8112	Electronic and Precision Equipment Repair and Maintenance	0.02%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.00%	0.00%
8114	Personal and Household Goods Repair and Maintenance	0.00%	0.00%
8121	Personal Care Services	0.00%	0.00%
8122	Death Care Services	0.00%	0.00%
8123	Drycleaning and Laundry Services	0.00%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.00%	0.00%
8133	Social Advocacy Organizations	0.00%	0.00%
8134	Civic and Social Organizations	0.00%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.10%	0.00%
8141	Private HouseholdsT	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.00%
9221	Justice, Public Order, and Safety Activities	1.94%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	0.00%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-31 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
MBE FIRMS

NAICS -4	NAICS-4 DESC	MBE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.00%	0.00%
1121	Cattle Ranching and Farming	0.00%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	36.40%	0.00%

NAICS -4	NAICS-4 DESC	MBE	
		Utilization	Availability
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	0.38%	0.00%
1152	Support Activities for Animal Production	0.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	3.18%	0.00%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	10.34%	0.39%
4842	Specialized Freight Trucking	4.85%	0.06%
4851	Urban Transit Systems	35.63%	0.42%
4852	Interurban and Rural Bus Transportation	0.03%	0.00%
4853	Taxi and Limousine Service	0.00%	0.00%
4854	School and Employee Bus Transportation	0.00%	0.13%
4855	Charter Bus Industry	0.12%	0.00%
4859	Other Transit and Ground Passenger Transportation	8.04%	0.04%
4862	Pipeline Transportation of Natural Gas	0.00%	0.00%
4869	Other Pipeline Transportation	0.00%	0.00%
4881	Support Activities for Air Transportation	0.00%	0.00%
4882	Support Activities for Rail Transportation	0.01%	0.00%
4883	Support Activities for Water Transportation	26.18%	0.00%
4884	Support Activities for Road Transportation	0.74%	0.00%
4885	Freight Transportation Arrangement	5.83%	0.00%
4889	Other Support Activities for Transportation	0.00%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	100.00%	0.00%
4922	Local Messengers and Local Delivery	100.00%	0.00%
4931	Warehousing and Storage	0.53%	0.00%
5121	Motion Picture and Video Industries	8.31%	0.02%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	7.41%	0.03%
5132	Software Publishers	10.29%	0.05%
5151	Radio and Television Broadcasting	0.16%	0.00%
5152	Cable and Other Subscription Programming	4.67%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	0.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	7.15%	0.03%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	2.21%	0.02%

NAICS -4	NAICS-4 DESC	MBE	
		Utilization	Availability
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	31.39%	0.01%
5191	Other Information Services	3.55%	0.00%
5221	Depository Credit Intermediation	0.02%	0.00%
5222	Non-depository Credit Intermediation	2.44%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	2.59%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	95.38%	0.00%
5241	Insurance Carriers	0.01%	24.19%
5242	Agencies, Brokerages, and Other Insurance Related Activities	2.65%	0.13%
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	1.03%	0.14%
5312	Offices of Real Estate Agents and Brokers	0.27%	0.00%
5313	Activities Related to Real Estate	4.20%	0.02%
5321	Automotive Equipment Rental and Leasing	1.12%	0.00%
5322	Consumer Goods Rental	92.33%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	5.25%	0.01%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	9.37%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	3.82%	0.11%
5413	Architectural, Engineering, and Related Services	8.73%	0.07%
5414	Specialized Design Services	8.29%	0.04%
5415	Computer Systems Design and Related Services	23.36%	3.07%
5416	Management, Scientific, and Technical Consulting Services	28.61%	2.94%
5417	Scientific Research and Development Services	2.70%	0.00%
5418	Advertising, Public Relations, and Related Services	6.26%	0.12%
5419	Other Professional, Scientific, and Technical Services	8.00%	0.20%
5511	Management of Companies and Enterprises	39.44%	0.00%
5611	Office Administrative Services	0.36%	0.00%
5612	Facilities Support Services	99.78%	0.02%
5613	Employment Services	10.37%	0.80%
5614	Business Support Services	0.34%	0.01%
5615	Travel Arrangement and Reservation Services	0.39%	0.00%
5616	Investigation and Security Services	12.73%	0.44%
5617	Services to Buildings and Dwellings	29.23%	0.43%
5619	Other Support Services	1.38%	0.51%
5621	Waste Collection	0.67%	0.16%

NAICS -4	NAICS-4 DESC	MBE	
		Utilization	Availability
5622	Waste Treatment and Disposal	5.61%	0.01%
5629	Remediation and Other Waste Management Services	17.63%	0.01%
6111	Elementary and Secondary Schools	0.38%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.24%	0.00%
6114	Business Schools and Computer and Management Training	3.49%	0.74%
6115	Technical and Trade Schools	0.25%	0.00%
6116	Other Schools and Instruction	2.35%	0.03%
6117	Educational Support Services	1.14%	0.37%
6211	Offices of Physicians	0.57%	0.04%
6212	Offices of Dentists	4.48%	0.00%
6213	Offices of Other Health Practitioners	2.07%	0.06%
6214	Outpatient Care Centers	0.04%	0.00%
6215	Medical and Diagnostic Laboratories	0.00%	0.00%
6216	Home Health Care Services	0.36%	0.01%
6219	Other Ambulatory Health Care Services	0.30%	0.06%
6221	General Medical and Surgical Hospitals	0.33%	0.00%
6222	Psychiatric and Substance Abuse Hospitals	59.19%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.00%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	6.06%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	48.46%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.31%	0.69%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.47%	0.00%
6243	Vocational Rehabilitation Services	2.27%	0.00%
6244	Child Care Services	2.03%	0.00%
7111	Performing Arts Companies	9.01%	0.00%
7112	Spectator Sports	0.00%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	0.00%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	1.52%	0.00%
7115	Independent Artists, Writers, and Performers	0.05%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	0.60%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.00%	0.00%
7139	Other Amusement and Recreation Industries	0.03%	0.00%
7211	Traveler Accommodation	17.27%	0.00%

NAICS -4	NAICS-4 DESC	MBE	
		Utilization	Availability
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	0.41%	0.07%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	0.70%	0.00%
8111	Automotive Repair and Maintenance	9.13%	0.06%
8112	Electronic and Precision Equipment Repair and Maintenance	1.45%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	11.90%	0.00%
8114	Personal and Household Goods Repair and Maintenance	66.81%	0.00%
8121	Personal Care Services	82.50%	0.00%
8122	Death Care Services	0.00%	0.00%
8123	Drycleaning and Laundry Services	3.35%	0.00%
8129	Other Personal Services	0.00%	0.00%
8131	Religious Organizations	0.00%	0.00%
8132	Grantmaking and Giving Services	0.11%	0.00%
8133	Social Advocacy Organizations	3.43%	0.01%
8134	Civic and Social Organizations	0.06%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	1.07%	0.00%
8141	Private HouseholdsT	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.00%	0.04%
9221	Justice, Public Order, and Safety Activities	2.80%	0.01%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.00%	0.00%
9261	Administration of Economic Programs	1.01%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-32 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
NON-MINORITY FEMALE FIRMS

NAICS -4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.17%	0.00%
1121	Cattle Ranching and Farming	8.35%	0.00%

NAICS -4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	0.00%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	4.58%	0.00%
1152	Support Activities for Animal Production	100.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	18.67%	0.01%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	11.39%	0.13%
4842	Specialized Freight Trucking	28.49%	0.13%
4851	Urban Transit Systems	0.02%	0.00%
4852	Interurban and Rural Bus Transportation	0.00%	0.00%
4853	Taxi and Limousine Service	1.47%	0.01%
4854	School and Employee Bus Transportation	0.00%	0.00%
4855	Charter Bus Industry	33.92%	0.01%
4859	Other Transit and Ground Passenger Transportation	68.09%	0.30%
4862	Pipeline Transportation of Natural Gas	2.43%	0.00%
4869	Other Pipeline Transportation	10.29%	0.01%
4881	Support Activities for Air Transportation	0.78%	0.00%
4882	Support Activities for Rail Transportation	2.07%	0.04%
4883	Support Activities for Water Transportation	1.62%	0.00%
4884	Support Activities for Road Transportation	28.63%	0.01%
4885	Freight Transportation Arrangement	14.84%	0.01%
4889	Other Support Activities for Transportation	1.93%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	0.00%	0.00%
4922	Local Messengers and Local Delivery	0.00%	0.00%
4931	Warehousing and Storage	71.66%	0.36%
5121	Motion Picture and Video Industries	6.55%	0.00%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	11.14%	0.05%
5132	Software Publishers	25.03%	0.12%
5151	Radio and Television Broadcasting	0.53%	0.00%
5152	Cable and Other Subscription Programming	5.80%	0.00%
5171	Wired and Wireless Telecommunications (except Satellite)	30.00%	0.00%

NAICS -4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
5173	Wired and Wireless Telecommunications Carriers	23.17%	0.09%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	15.15%	0.16%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	5.44%	0.15%
5191	Other Information Services	0.32%	0.00%
5221	Depository Credit Intermediation	0.00%	0.00%
5222	Nondepository Credit Intermediation	0.51%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.74%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	0.02%	0.00%
5241	Insurance Carriers	0.00%	0.00%
5242	Agencies, Brokerages, and Other Insurance Related Activities	8.52%	0.05%
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	0.13%	0.16%
5312	Offices of Real Estate Agents and Brokers	0.53%	0.11%
5313	Activities Related to Real Estate	3.21%	0.01%
5321	Automotive Equipment Rental and Leasing	63.04%	0.02%
5322	Consumer Goods Rental	0.96%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	38.84%	0.06%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	9.77%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	0.83%	0.04%
5413	Architectural, Engineering, and Related Services	10.83%	0.06%
5414	Specialized Design Services	12.39%	0.13%
5415	Computer Systems Design and Related Services	10.81%	0.94%
5416	Management, Scientific, and Technical Consulting Services	7.18%	1.97%
5417	Scientific Research and Development Services	1.30%	0.00%
5418	Advertising, Public Relations, and Related Services	47.97%	0.12%
5419	Other Professional, Scientific, and Technical Services	50.74%	0.21%
5511	Management of Companies and Enterprises	11.65%	0.00%
5611	Office Administrative Services	0.21%	0.00%
5612	Facilities Support Services	0.00%	0.00%
5613	Employment Services	14.64%	0.82%
5614	Business Support Services	2.48%	0.04%
5615	Travel Arrangement and Reservation Services	0.02%	0.00%

NAICS -4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
5616	Investigation and Security Services	20.89%	0.12%
5617	Services to Buildings and Dwellings	26.01%	0.12%
5619	Other Support Services	2.70%	1.03%
5621	Waste Collection	1.96%	0.10%
5622	Waste Treatment and Disposal	1.93%	0.00%
5629	Remediation and Other Waste Management Services	17.14%	0.28%
6111	Elementary and Secondary Schools	0.00%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.02%	0.00%
6114	Business Schools and Computer and Management Training	3.56%	0.00%
6115	Technical and Trade Schools	2.18%	0.00%
6116	Other Schools and Instruction	7.25%	0.00%
6117	Educational Support Services	11.05%	0.00%
6211	Offices of Physicians	5.23%	0.03%
6212	Offices of Dentists	3.29%	0.00%
6213	Offices of Other Health Practitioners	0.51%	0.14%
6214	Outpatient Care Centers	0.06%	0.00%
6215	Medical and Diagnostic Laboratories	0.12%	0.00%
6216	Home Health Care Services	0.19%	0.01%
6219	Other Ambulatory Health Care Services	15.33%	0.04%
6221	General Medical and Surgical Hospitals	0.00%	0.05%
6222	Psychiatric and Substance Abuse Hospitals	0.00%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.01%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	0.00%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	0.00%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.05%	0.23%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.00%	0.00%
6243	Vocational Rehabilitation Services	1.49%	0.07%
6244	Child Care Services	2.37%	0.00%
7111	Performing Arts Companies	6.56%	0.01%
7112	Spectator Sports	68.02%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	7.73%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.00%	0.00%
7115	Independent Artists, Writers, and Performers	2.69%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	1.95%	0.00%

NAICS -4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.29%	0.00%
7139	Other Amusement and Recreation Industries	1.08%	0.00%
7211	Traveler Accommodation	22.94%	0.01%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	1.91%	0.00%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	6.65%	0.00%
8111	Automotive Repair and Maintenance	77.60%	0.00%
8112	Electronic and Precision Equipment Repair and Maintenance	3.82%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	20.01%	0.01%
8114	Personal and Household Goods Repair and Maintenance	0.03%	0.00%
8121	Personal Care Services	4.27%	0.00%
8122	Death Care Services	0.00%	0.00%
8123	Drycleaning and Laundry Services	5.56%	0.01%
8129	Other Personal Services	1.78%	0.00%
8131	Religious Organizations	0.72%	0.00%
8132	Grantmaking and Giving Services	0.12%	0.00%
8133	Social Advocacy Organizations	0.58%	0.00%
8134	Civic and Social Organizations	0.04%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	0.06%	0.00%
8141	Private Households	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.13%	0.04%
9221	Justice, Public Order, and Safety Activities	0.32%	0.00%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.04%	0.00%
9261	Administration of Economic Programs	0.00%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-33 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
NON-CONSTRUCTION RELATED SERVICES  
MWBE FIRMS

NAICS -4	NAICS-4 DESC	MWBE	
		Utilization	Availability
1111	Oilseed and Grain Farming	0.00%	0.00%
1112	Vegetable and Melon Farming	0.00%	0.00%
1113	Fruit and Tree Nut Farming	0.00%	0.00%
1119	Other Crop Farming	0.17%	0.00%
1121	Cattle Ranching and Farming	8.35%	0.00%
1125	Aquaculture	0.00%	0.00%
1129	Other Animal Production	36.40%	0.00%
1132	Forest Nurseries and Gathering of Forest Products	0.00%	0.00%
1141	Fishing	0.00%	0.00%
1151	Support Activities for Crop Production	4.96%	0.00%
1152	Support Activities for Animal Production	100.00%	0.00%
1153	Support Activities for Forestry	0.00%	0.00%
4811	Scheduled Air Transportation	21.85%	0.01%
4821	Rail Transportation	0.00%	0.00%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.00%	0.00%
4841	General Freight Trucking	21.73%	0.52%
4842	Specialized Freight Trucking	33.34%	0.20%
4851	Urban Transit Systems	35.64%	0.42%
4852	Interurban and Rural Bus Transportation	0.03%	0.00%
4853	Taxi and Limousine Service	1.47%	0.01%
4854	School and Employee Bus Transportation	0.00%	0.13%
4855	Charter Bus Industry	34.04%	0.01%
4859	Other Transit and Ground Passenger Transportation	76.13%	0.34%
4862	Pipeline Transportation of Natural Gas	2.43%	0.00%
4869	Other Pipeline Transportation	10.29%	0.01%
4881	Support Activities for Air Transportation	0.78%	0.00%
4882	Support Activities for Rail Transportation	2.09%	0.04%
4883	Support Activities for Water Transportation	27.80%	0.00%
4884	Support Activities for Road Transportation	29.37%	0.01%
4885	Freight Transportation Arrangement	20.67%	0.01%
4889	Other Support Activities for Transportation	1.93%	0.00%
4911	Postal Service	0.00%	0.00%
4921	Couriers and Express Delivery Services	100.00%	0.00%
4922	Local Messengers and Local Delivery	100.00%	0.00%

NAICS -4	NAICS-4 DESC	MWBE	
		Utilization	Availability
4931	Warehousing and Storage	72.19%	0.36%
5121	Motion Picture and Video Industries	14.87%	0.02%
5122	Sound Recording Industries	0.00%	0.00%
5131	Newspaper, Periodical, Book, and Directory Publishers	18.54%	0.08%
5132	Software Publishers	35.33%	0.17%
5151	Radio and Television Broadcasting	0.69%	0.00%
5152	Cable and Other Subscription Programming	10.47%	0.01%
5171	Wired and Wireless Telecommunications (except Satellite)	30.00%	0.00%
5173	Wired and Wireless Telecommunications Carriers	30.33%	0.12%
5174	Satellite Telecommunications	0.00%	0.00%
5179	Other Telecommunications	17.37%	0.19%
5182	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	36.84%	0.16%
5191	Other Information Services	3.87%	0.00%
5221	Depository Credit Intermediation	0.02%	0.00%
5222	Non-depository Credit Intermediation	2.96%	0.00%
5223	Activities Related to Credit Intermediation	0.00%	0.00%
5231	Securities and Commodity Contracts Intermediation and Brokerage	3.34%	0.00%
5232	Securities and Commodity Exchanges	0.00%	0.00%
5239	Other Financial Investment Activities	95.39%	0.01%
5241	Insurance Carriers	0.01%	24.19%
5242	Agencies, Brokerages, and Other Insurance Related Activities	11.17%	0.18%
5259	Other Investment Pools and Funds	0.00%	0.00%
5311	Lessors of Real Estate	1.17%	0.29%
5312	Offices of Real Estate Agents and Brokers	0.80%	0.11%
5313	Activities Related to Real Estate	7.41%	0.02%
5321	Automotive Equipment Rental and Leasing	64.16%	0.02%
5322	Consumer Goods Rental	93.28%	0.00%
5323	General Rental Centers	0.00%	0.00%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	44.10%	0.07%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.00%	0.00%
5411	Legal Services	19.14%	0.00%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	4.64%	0.15%
5413	Architectural, Engineering, and Related Services	19.57%	0.12%
5414	Specialized Design Services	20.68%	0.17%
5415	Computer Systems Design and Related Services	34.17%	4.01%
5416	Management, Scientific, and Technical Consulting Services	35.78%	4.91%
5417	Scientific Research and Development Services	4.00%	0.00%
5418	Advertising, Public Relations, and Related Services	54.23%	0.24%

NAICS -4	NAICS-4 DESC	MWBE	
		Utilization	Availability
5419	Other Professional, Scientific, and Technical Services	58.74%	0.41%
5511	Management of Companies and Enterprises	51.09%	0.00%
5611	Office Administrative Services	0.57%	0.00%
5612	Facilities Support Services	99.78%	0.02%
5613	Employment Services	25.02%	1.62%
5614	Business Support Services	2.82%	0.05%
5615	Travel Arrangement and Reservation Services	0.41%	0.00%
5616	Investigation and Security Services	33.62%	0.56%
5617	Services to Buildings and Dwellings	55.24%	0.55%
5619	Other Support Services	4.08%	1.54%
5621	Waste Collection	2.63%	0.26%
5622	Waste Treatment and Disposal	7.54%	0.01%
5629	Remediation and Other Waste Management Services	34.77%	0.30%
6111	Elementary and Secondary Schools	0.38%	0.00%
6112	Junior Colleges	0.00%	0.00%
6113	Colleges, Universities, and Professional Schools	0.25%	0.00%
6114	Business Schools and Computer and Management Training	7.05%	0.74%
6115	Technical and Trade Schools	2.43%	0.00%
6116	Other Schools and Instruction	9.60%	0.03%
6117	Educational Support Services	12.19%	0.37%
6211	Offices of Physicians	5.80%	0.08%
6212	Offices of Dentists	7.77%	0.00%
6213	Offices of Other Health Practitioners	2.58%	0.20%
6214	Outpatient Care Centers	0.10%	0.00%
6215	Medical and Diagnostic Laboratories	0.12%	0.00%
6216	Home Health Care Services	0.56%	0.02%
6219	Other Ambulatory Health Care Services	15.63%	0.10%
6221	General Medical and Surgical Hospitals	0.33%	0.06%
6222	Psychiatric and Substance Abuse Hospitals	59.19%	0.00%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	0.00%	0.00%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	0.01%	0.00%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	6.06%	0.00%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	48.46%	0.00%
6239	Other Residential Care Facilities	0.00%	0.00%
6241	Individual and Family Services	0.36%	0.92%
6242	Community Food and Housing, and Emergency and Other Relief Services	0.47%	0.00%
6243	Vocational Rehabilitation Services	3.76%	0.07%

NAICS -4	NAICS-4 DESC	MWBE	
		Utilization	Availability
6244	Child Care Services	4.40%	0.00%
7111	Performing Arts Companies	15.56%	0.01%
7112	Spectator Sports	68.02%	0.00%
7113	Promoters of Performing Arts, Sports, and Similar Events	7.74%	0.00%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	1.52%	0.00%
7115	Independent Artists, Writers, and Performers	2.74%	0.00%
7121	Museums, Historical Sites, and Similar Institutions	2.55%	0.00%
7131	Amusement Parks and Arcades	0.00%	0.00%
7132	Gambling Industries	0.29%	0.00%
7139	Other Amusement and Recreation Industries	1.11%	0.00%
7211	Traveler Accommodation	40.21%	0.01%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.00%	0.00%
7223	Special Food Services	2.32%	0.07%
7224	Drinking Places (Alcoholic Beverages)	0.00%	0.00%
7225	Restaurants and Other Eating Places	7.36%	0.00%
8111	Automotive Repair and Maintenance	86.73%	0.07%
8112	Electronic and Precision Equipment Repair and Maintenance	5.27%	0.00%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	31.91%	0.01%
8114	Personal and Household Goods Repair and Maintenance	66.84%	0.00%
8121	Personal Care Services	86.76%	0.00%
8122	Death Care Services	0.00%	0.00%
8123	Drycleaning and Laundry Services	8.91%	0.01%
8129	Other Personal Services	1.78%	0.00%
8131	Religious Organizations	0.72%	0.00%
8132	Grantmaking and Giving Services	0.22%	0.00%
8133	Social Advocacy Organizations	4.01%	0.01%
8134	Civic and Social Organizations	0.10%	0.00%
8139	Business, Professional, Labor, Political, and Similar Organizations	1.12%	0.00%
8141	Private Households	0.00%	0.00%
9211	Executive, Legislative, and Other General Government Support	0.13%	0.09%
9221	Justice, Public Order, and Safety Activities	3.12%	0.01%
9231	Administration of Human Resource Programs	0.00%	0.00%
9241	Administration of Environmental Quality Programs	0.00%	0.00%
9251	Administration of Housing Programs, Urban Planning, and Community Development	0.04%	0.00%
9261	Administration of Economic Programs	1.01%	0.00%
9281	National Security and International Affairs	0.00%	0.00%

TABLE C-34 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
ASIAN FEMALE FIRMS

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	0.00%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.00%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	0.00%	0.00%
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%
3119	Other Food Manufacturing	0.00%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.00%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	0.02%	0.00%
3151	Apparel Knitting Mills	0.00%	0.00%
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	0.00%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.00%	0.00%
3222	Converted Paper Product Manufacturing	0.08%	0.00%
3231	Printing and Related Support Activities	0.16%	0.00%
3241	Petroleum and Coal Products Manufacturing	0.01%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	0.00%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.60%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	0.00%	0.00%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	0.00%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	0.00%	0.00%
3272	Glass and Glass Product Manufacturing	0.00%	0.00%
3273	Cement and Concrete Product Manufacturing	0.00%	0.00%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.00%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	0.00%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	1.41%	0.00%
3323	Architectural and Structural Metals Manufacturing	0.30%	0.01%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.00%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	0.00%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.00%	0.00%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.00%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%
3335	Metalworking Machinery Manufacturing	0.00%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.00%	0.00%
3339	Other General Purpose Machinery Manufacturing	0.11%	0.00%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.00%	0.00%
3343	Audio and Video Equipment Manufacturing	2.72%	0.00%
3344	Semiconductor and Other Electronic Component Manufacturing	0.00%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.04%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	0.00%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	0.01%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.98%	0.03%
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%
3365	Railroad Rolling Stock Manufacturing	0.00%	0.00%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.81%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%
3399	Other Miscellaneous Manufacturing	1.01%	0.00%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.03%	0.00%
4232	Furniture and Home Furnishing Merchant Wholesalers	1.33%	0.00%
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.19%	0.00%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	1.26%	0.53%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.00%	0.00%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.27%	0.02%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.21%	0.00%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	3.00%	1.34%
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.84%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	2.25%	0.00%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	12.17%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.26%	0.00%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.00%
4251	Wholesale Trade Agents and Brokers	0.60%	0.00%
4411	Automobile Dealers	0.00%	0.00%
4412	Other Motor Vehicle Dealers	0.00%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	0.00%	0.00%
4421	Furniture Stores	0.01%	0.00%
4422	Home Furnishings Stores	2.07%	0.00%
4431	Electronics and Appliance Stores	1.66%	0.00%
4441	Building Material and Supplies Dealers	0.40%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN FEMALE	
		Utilization	Availability
4442	Lawn and Garden Equipment and Supplies Retailers	0.00%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.01%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.00%	0.00%
4482	Shoe Stores	0.00%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%
4512	Book Stores and News Dealers	0.00%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	6.43%	0.02%
4539	Other Miscellaneous Store Retailers	0.01%	0.00%
4541	Electronic Shopping and Mail-Order Houses	0.00%	0.00%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	1.19%	0.00%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-35 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
ASIAN MALE FIRMS

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	0.03%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	55.37%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	0.00%	0.00%
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%
3119	Other Food Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	11.49%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	22.19%	0.00%
3151	Apparel Knitting Mills	0.00%	0.00%
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.13%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	0.35%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.00%	0.00%
3222	Converted Paper Product Manufacturing	0.00%	0.00%
3231	Printing and Related Support Activities	2.90%	0.00%
3241	Petroleum and Coal Products Manufacturing	0.03%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	96.67%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	0.00%	0.00%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	0.00%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	0.17%	0.00%
3272	Glass and Glass Product Manufacturing	0.58%	0.00%
3273	Cement and Concrete Product Manufacturing	3.17%	0.00%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.32%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.00%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	0.00%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	0.00%	0.00%
3323	Architectural and Structural Metals Manufacturing	5.63%	0.01%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.00%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	0.00%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.03%	0.00%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.04%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.02%	0.00%
3335	Metalworking Machinery Manufacturing	2.47%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.00%	0.00%
3339	Other General Purpose Machinery Manufacturing	0.01%	0.02%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.00%	0.00%
3343	Audio and Video Equipment Manufacturing	0.10%	0.00%
3344	Semiconductor and Other Electronic Component Manufacturing	0.07%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	2.58%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	0.00%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	1.45%	0.00%
3359	Other Electrical Equipment and Component Manufacturing	0.11%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%
3365	Railroad Rolling Stock Manufacturing	11.70%	0.58%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	3.03%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.04%	0.00%
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.07%	0.00%
3399	Other Miscellaneous Manufacturing	7.91%	0.00%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.11%	0.01%
4232	Furniture and Home Furnishing Merchant Wholesalers	0.99%	0.00%
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.50%	0.07%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	7.71%	0.41%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.00%	0.01%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	9.30%	0.44%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.41%	0.10%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	5.67%	0.14%
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.05%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	0.19%	0.01%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.29%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.05%	0.00%
4251	Wholesale Trade Agents and Brokers	1.02%	0.00%
4411	Automobile Dealers	0.00%	0.00%
4412	Other Motor Vehicle Dealers	0.03%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	0.18%	0.01%
4421	Furniture Stores	0.00%	0.00%
4422	Home Furnishings Stores	2.92%	0.00%
4431	Electronics and Appliance Stores	0.00%	0.00%
4441	Building Material and Supplies Dealers	0.97%	0.05%
4442	Lawn and Garden Equipment and Supplies Retailers	0.00%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.01%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.00%	0.00%
4482	Shoe Stores	0.26%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%
4512	Book Stores and News Dealers	0.02%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	0.30%	0.00%
4539	Other Miscellaneous Store Retailers	0.19%	0.00%

NAICS-4	NAICS-4 DESC	ASIAN MALE	
		Utilization	Availability
4541	Electronic Shopping and Mail-Order Houses	0.00%	0.00%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	0.03%	0.00%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-36 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
BLACK FEMALE FIRMS

NAICS-4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	0.00%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.00%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	0.00%	0.00%
3118	Bakeries and Tortilla Manufacturing	2.19%	0.00%
3119	Other Food Manufacturing	0.00%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.00%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	0.00%	0.00%
3151	Apparel Knitting Mills	10.46%	0.01%
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	1.60%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.00%	0.00%
3222	Converted Paper Product Manufacturing	0.00%	0.00%
3231	Printing and Related Support Activities	0.06%	0.01%

NAICS-4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
3241	Petroleum and Coal Products Manufacturing	0.01%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	0.00%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	0.00%	0.00%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	0.00%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	1.83%	0.00%
3272	Glass and Glass Product Manufacturing	0.00%	0.00%
3273	Cement and Concrete Product Manufacturing	0.00%	0.00%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.00%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	0.00%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	0.00%	0.00%
3323	Architectural and Structural Metals Manufacturing	0.26%	0.00%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.00%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	12.83%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.00%	0.00%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.00%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%
3335	Metalworking Machinery Manufacturing	0.13%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.00%	0.00%
3339	Other General Purpose Machinery Manufacturing	21.58%	0.00%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.02%	0.00%
3343	Audio and Video Equipment Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
3344	Semiconductor and Other Electronic Component Manufacturing	0.00%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	1.30%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	0.00%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	0.00%	0.00%
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%
3365	Railroad Rolling Stock Manufacturing	0.00%	0.00%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.00%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%
3399	Other Miscellaneous Manufacturing	0.06%	0.00%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	2.36%	0.15%
4232	Furniture and Home Furnishing Merchant Wholesalers	6.23%	0.03%
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.03%	0.00%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.25%	0.01%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.00%	0.00%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.06%	0.14%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.04%	0.00%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	1.58%	0.04%
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.09%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	0.04%	0.00%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.82%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.01%	0.00%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.08%	0.00%
4251	Wholesale Trade Agents and Brokers	0.47%	0.00%
4411	Automobile Dealers	0.00%	0.00%

NAICS-4	NAICS-4 DESC	BLACK FEMALE	
		Utilization	Availability
4412	Other Motor Vehicle Dealers	0.00%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	52.60%	1.61%
4421	Furniture Stores	0.00%	0.00%
4422	Home Furnishings Stores	0.00%	0.00%
4431	Electronics and Appliance Stores	0.00%	0.00%
4441	Building Material and Supplies Dealers	0.25%	0.00%
4442	Lawn and Garden Equipment and Supplies Retailers	0.00%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.06%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.03%	0.00%
4482	Shoe Stores	0.00%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%
4512	Book Stores and News Dealers	0.00%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	0.02%	0.00%
4539	Other Miscellaneous Store Retailers	0.00%	0.00%
4541	Electronic Shopping and Mail-Order Houses	0.53%	0.00%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	0.00%	0.00%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-37 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
BLACK MALE FIRMS

NAICS-4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	0.06%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%

NAICS-4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.00%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	4.32%	0.00%
3118	Bakeries and Tortilla Manufacturing	2.05%	0.00%
3119	Other Food Manufacturing	0.00%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.00%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	1.47%	0.00%
3151	Apparel Knitting Mills	0.06%	0.00%
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.42%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	0.12%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.00%	0.00%
3222	Converted Paper Product Manufacturing	0.00%	0.00%
3231	Printing and Related Support Activities	0.86%	0.02%
3241	Petroleum and Coal Products Manufacturing	0.05%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	0.00%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	0.00%	0.00%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.59%	0.00%
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	1.95%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	0.56%	0.00%
3272	Glass and Glass Product Manufacturing	13.49%	0.00%
3273	Cement and Concrete Product Manufacturing	0.12%	0.00%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.06%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.29%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	0.00%	0.00%

NAICS-4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	0.00%	0.00%
3323	Architectural and Structural Metals Manufacturing	2.16%	0.01%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.00%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	0.06%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.01%	0.00%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.00%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.01%	0.00%
3335	Metalworking Machinery Manufacturing	1.06%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.00%	0.00%
3339	Other General Purpose Machinery Manufacturing	0.16%	0.00%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.00%	0.00%
3343	Audio and Video Equipment Manufacturing	2.78%	0.00%
3344	Semiconductor and Other Electronic Component Manufacturing	0.37%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	5.34%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	1.19%	0.00%
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%
3365	Railroad Rolling Stock Manufacturing	0.00%	0.00%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	1.01%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.04%	0.00%

NAICS-4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.04%	0.00%
3399	Other Miscellaneous Manufacturing	0.50%	0.00%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.08%	0.01%
4232	Furniture and Home Furnishing Merchant Wholesalers	0.93%	0.00%
4233	Lumber and Other Construction Materials Merchant Wholesalers	2.59%	0.00%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.67%	0.27%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.04%	0.00%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	23.11%	0.15%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.97%	0.02%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	1.34%
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.10%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	18.10%	0.00%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	2.56%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.11%	0.00%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	93.16%	0.00%
4251	Wholesale Trade Agents and Brokers	1.10%	0.00%
4411	Automobile Dealers	12.02%	0.00%
4412	Other Motor Vehicle Dealers	0.04%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	0.02%	0.00%
4421	Furniture Stores	0.00%	0.00%
4422	Home Furnishings Stores	8.37%	0.00%
4431	Electronics and Appliance Stores	5.96%	0.00%
4441	Building Material and Supplies Dealers	9.70%	0.00%
4442	Lawn and Garden Equipment and Supplies Retailers	0.22%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.00%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.00%	0.00%
4482	Shoe Stores	0.00%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%

NAICS-4	NAICS-4 DESC	BLACK MALE	
		Utilization	Availability
4512	Book Stores and News Dealers	0.01%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	4.27%	0.01%
4539	Other Miscellaneous Store Retailers	0.00%	0.00%
4541	Electronic Shopping and Mail-Order Houses	13.73%	0.01%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	0.00%	0.00%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-38 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
HISPANIC FEMALE FIRMS

NAICS-4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	3.97%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.00%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	0.00%	0.00%
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%
3119	Other Food Manufacturing	0.00%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.00%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	0.00%	0.00%
3151	Apparel Knitting Mills	0.00%	0.00%
3152	Cut and Sew Apparel Manufacturing	2.10%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	0.00%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.00%	0.00%
3222	Converted Paper Product Manufacturing	0.00%	0.00%
3231	Printing and Related Support Activities	0.13%	0.01%
3241	Petroleum and Coal Products Manufacturing	0.03%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	0.00%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	0.00%	0.00%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	0.00%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	0.01%	0.00%
3272	Glass and Glass Product Manufacturing	0.00%	0.00%
3273	Cement and Concrete Product Manufacturing	0.55%	0.00%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.00%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	0.00%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	0.04%	0.00%
3323	Architectural and Structural Metals Manufacturing	0.25%	0.00%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.02%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	0.25%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.00%	0.00%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.00%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.02%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
3335	Metalworking Machinery Manufacturing	0.00%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.00%	0.00%
3339	Other General Purpose Machinery Manufacturing	0.23%	0.00%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.00%	0.00%
3343	Audio and Video Equipment Manufacturing	0.00%	0.00%
3344	Semiconductor and Other Electronic Component Manufacturing	0.00%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.02%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	0.00%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	0.00%	0.00%
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%
3364	Aerospace Product and Parts Manufacturing	0.96%	0.00%
3365	Railroad Rolling Stock Manufacturing	0.00%	0.00%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.00%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.01%	0.00%
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%
3399	Other Miscellaneous Manufacturing	1.70%	0.00%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%
4232	Furniture and Home Furnishing Merchant Wholesalers	4.13%	0.00%
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.14%	0.14%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.95%	0.00%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.00%	0.00%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.06%	0.01%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.02%	0.09%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.03%
4239	Miscellaneous Durable Goods Merchant Wholesalers	22.31%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	0.15%	0.00%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%

NAICS-4	NAICS-4 DESC	HISPANIC FEMALE	
		Utilization	Availability
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.32%	0.00%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.04%	0.00%
4251	Wholesale Trade Agents and Brokers	2.09%	0.00%
4411	Automobile Dealers	0.00%	0.00%
4412	Other Motor Vehicle Dealers	0.05%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	0.00%	0.00%
4421	Furniture Stores	2.38%	0.00%
4422	Home Furnishings Stores	0.00%	0.00%
4431	Electronics and Appliance Stores	0.00%	0.00%
4441	Building Material and Supplies Dealers	0.09%	0.08%
4442	Lawn and Garden Equipment and Supplies Retailers	0.00%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.00%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.19%	0.00%
4482	Shoe Stores	0.00%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%
4512	Book Stores and News Dealers	0.00%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	0.22%	0.00%
4539	Other Miscellaneous Store Retailers	0.00%	0.00%
4541	Electronic Shopping and Mail-Order Houses	0.00%	0.00%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	2.08%	0.01%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-39 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
HISPANIC MALE FIRMS

NAICS-4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	0.08%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.00%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	0.00%	0.00%
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%
3119	Other Food Manufacturing	0.00%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.00%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	0.01%	0.00%
3151	Apparel Knitting Mills	0.00%	0.00%
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	46.92%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.01%	0.00%
3222	Converted Paper Product Manufacturing	0.00%	0.00%
3231	Printing and Related Support Activities	0.13%	0.00%
3241	Petroleum and Coal Products Manufacturing	0.06%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	0.00%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	0.00%	0.00%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	0.00%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	1.18%	0.00%
3272	Glass and Glass Product Manufacturing	0.00%	0.00%
3273	Cement and Concrete Product Manufacturing	0.75%	0.22%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.94%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.00%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	53.30%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	0.40%	0.00%
3323	Architectural and Structural Metals Manufacturing	2.83%	0.01%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.00%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	0.00%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.21%	0.00%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.00%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%
3335	Metalworking Machinery Manufacturing	0.00%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	53.00%	0.15%
3339	Other General Purpose Machinery Manufacturing	0.15%	0.05%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.00%	0.00%
3343	Audio and Video Equipment Manufacturing	0.00%	0.00%
3344	Semiconductor and Other Electronic Component Manufacturing	0.00%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	6.35%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
3359	Other Electrical Equipment and Component Manufacturing	0.01%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%
3365	Railroad Rolling Stock Manufacturing	0.65%	0.03%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.62%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.07%	0.00%
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%
3399	Other Miscellaneous Manufacturing	1.98%	0.02%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.21%	0.01%
4232	Furniture and Home Furnishing Merchant Wholesalers	5.21%	0.00%
4233	Lumber and Other Construction Materials Merchant Wholesalers	3.77%	0.14%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	1.58%	0.01%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.00%	0.00%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.70%	0.03%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.24%	0.00%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.88%	1.31%
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.04%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	0.12%	0.15%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	0.24%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.80%	0.01%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.04%	0.00%
4251	Wholesale Trade Agents and Brokers	0.44%	0.00%
4411	Automobile Dealers	0.00%	0.12%
4412	Other Motor Vehicle Dealers	0.32%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	0.00%	0.00%
4421	Furniture Stores	70.87%	0.02%
4422	Home Furnishings Stores	2.87%	0.00%
4431	Electronics and Appliance Stores	0.00%	0.00%
4441	Building Material and Supplies Dealers	0.38%	0.00%

NAICS-4	NAICS-4 DESC	HISPANIC MALE	
		Utilization	Availability
4442	Lawn and Garden Equipment and Supplies Retailers	0.00%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.07%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.04%	0.00%
4482	Shoe Stores	0.00%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%
4512	Book Stores and News Dealers	0.00%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	2.23%	0.01%
4539	Other Miscellaneous Store Retailers	0.03%	0.00%
4541	Electronic Shopping and Mail-Order Houses	0.00%	0.00%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	0.00%	0.00%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-40 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
NATIVE AMERICAN FEMALE FIRMS

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	0.00%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.00%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	0.00%	0.00%
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
3119	Other Food Manufacturing	0.00%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.00%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	0.00%	0.00%
3151	Apparel Knitting Mills	0.00%	0.00%
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	0.00%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.00%	0.00%
3222	Converted Paper Product Manufacturing	0.00%	0.00%
3231	Printing and Related Support Activities	0.00%	0.00%
3241	Petroleum and Coal Products Manufacturing	0.00%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	0.00%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	0.00%	0.00%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	0.00%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	0.00%	0.00%
3272	Glass and Glass Product Manufacturing	0.00%	0.00%
3273	Cement and Concrete Product Manufacturing	0.26%	0.00%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.00%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	0.00%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	0.27%	0.00%

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
3323	Architectural and Structural Metals Manufacturing	0.02%	0.00%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.00%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	0.00%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.00%	0.00%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.00%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%
3335	Metalworking Machinery Manufacturing	0.00%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.00%	0.00%
3339	Other General Purpose Machinery Manufacturing	0.00%	0.00%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.00%	0.00%
3343	Audio and Video Equipment Manufacturing	0.00%	0.00%
3344	Semiconductor and Other Electronic Component Manufacturing	0.00%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.23%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	0.00%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	0.00%	0.00%
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%
3365	Railroad Rolling Stock Manufacturing	0.00%	0.00%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.00%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%
3399	Other Miscellaneous Manufacturing	0.00%	0.00%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
4232	Furniture and Home Furnishing Merchant Wholesalers	0.10%	0.00%
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.04%	0.00%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.00%	0.00%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.00%	0.00%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.01%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.00%	0.09%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.00%
4251	Wholesale Trade Agents and Brokers	0.13%	0.00%
4411	Automobile Dealers	0.00%	0.00%
4412	Other Motor Vehicle Dealers	0.00%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	0.00%	0.00%
4421	Furniture Stores	0.00%	0.00%
4422	Home Furnishings Stores	0.00%	0.00%
4431	Electronics and Appliance Stores	0.00%	0.00%
4441	Building Material and Supplies Dealers	0.00%	0.00%
4442	Lawn and Garden Equipment and Supplies Retailers	0.00%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.00%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.00%	0.00%
4482	Shoe Stores	0.00%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%
4512	Book Stores and News Dealers	0.00%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN FEMALE	
		Utilization	Availability
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	0.04%	0.00%
4539	Other Miscellaneous Store Retailers	0.00%	0.00%
4541	Electronic Shopping and Mail-Order Houses	0.00%	0.00%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	0.00%	0.00%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-41 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
NATIVE AMERICAN MALE FIRMS

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	0.00%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.00%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	0.00%	0.00%
3118	Bakeries and Tortilla Manufacturing	0.00%	0.00%
3119	Other Food Manufacturing	0.00%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.00%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	0.00%	0.00%
3151	Apparel Knitting Mills	0.00%	0.00%
3152	Cut and Sew Apparel Manufacturing	0.00%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.00%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	0.00%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.00%	0.00%
3222	Converted Paper Product Manufacturing	0.00%	0.00%
3231	Printing and Related Support Activities	1.01%	0.00%
3241	Petroleum and Coal Products Manufacturing	0.00%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	0.00%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.00%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	89.56%	0.29%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.00%	0.00%
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	0.15%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	0.27%	0.00%
3272	Glass and Glass Product Manufacturing	0.00%	0.00%
3273	Cement and Concrete Product Manufacturing	0.02%	0.00%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.00%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.29%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	0.00%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	0.00%	0.00%
3323	Architectural and Structural Metals Manufacturing	0.12%	0.00%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.00%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	0.00%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.00%	0.39%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.00%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.00%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.00%	0.00%
3335	Metalworking Machinery Manufacturing	0.00%	0.00%

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.00%	0.00%
3339	Other General Purpose Machinery Manufacturing	0.00%	0.00%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.00%	0.00%
3343	Audio and Video Equipment Manufacturing	0.00%	0.00%
3344	Semiconductor and Other Electronic Component Manufacturing	0.00%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.00%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	0.00%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	0.00%	0.00%
3359	Other Electrical Equipment and Component Manufacturing	0.00%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.00%	0.00%
3364	Aerospace Product and Parts Manufacturing	0.00%	0.00%
3365	Railroad Rolling Stock Manufacturing	0.00%	0.00%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.00%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.00%	0.00%
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.00%	0.00%
3399	Other Miscellaneous Manufacturing	0.02%	0.00%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	0.00%	0.00%
4232	Furniture and Home Furnishing Merchant Wholesalers	0.00%	0.00%
4233	Lumber and Other Construction Materials Merchant Wholesalers	0.03%	0.00%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	0.03%	0.00%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.00%	0.00%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.00%	0.00%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	0.01%	0.09%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.00%	0.00%
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.00%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	0.00%	0.00%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	0.00%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.00%	0.00%

NAICS-4	NAICS-4 DESC	NATIVE AMERICAN MALE	
		Utilization	Availability
4246	Chemical and Allied Products Merchant Wholesalers	0.00%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.00%	0.00%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.00%	0.00%
4251	Wholesale Trade Agents and Brokers	0.08%	0.00%
4411	Automobile Dealers	0.00%	0.00%
4412	Other Motor Vehicle Dealers	0.00%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	0.00%	0.00%
4421	Furniture Stores	0.00%	0.00%
4422	Home Furnishings Stores	0.00%	0.00%
4431	Electronics and Appliance Stores	0.00%	0.00%
4441	Building Material and Supplies Dealers	0.04%	0.00%
4442	Lawn and Garden Equipment and Supplies Retailers	0.00%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.00%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.00%	0.00%
4482	Shoe Stores	0.00%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%
4512	Book Stores and News Dealers	0.00%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	0.48%	0.00%
4539	Other Miscellaneous Store Retailers	0.00%	0.00%
4541	Electronic Shopping and Mail-Order Houses	0.00%	0.00%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	0.00%	0.00%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-42 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
MBE FIRMS

NAICS-4	NAICS-4 DESC	MBE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	0.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	4.15%	0.00%
2131	Support Activities for Mining	0.00%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	0.00%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	55.37%	0.00%
3115	Dairy Product Manufacturing	0.00%	0.00%
3116	Animal Slaughtering and Processing	4.32%	0.00%
3118	Bakeries and Tortilla Manufacturing	4.23%	0.00%
3119	Other Food Manufacturing	0.00%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	11.49%	0.00%
3141	Textile Furnishings Mills	0.00%	0.00%
3149	Other Textile Product Mills	23.69%	0.00%
3151	Apparel Knitting Mills	10.53%	0.01%
3152	Cut and Sew Apparel Manufacturing	2.10%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.55%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	0.00%	0.00%
3219	Other Wood Product Manufacturing	48.99%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.01%	0.00%
3222	Converted Paper Product Manufacturing	0.08%	0.00%
3231	Printing and Related Support Activities	5.26%	0.05%
3241	Petroleum and Coal Products Manufacturing	0.20%	0.00%
3251	Basic Chemical Manufacturing	0.00%	0.00%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	96.67%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	0.60%	0.00%
3255	Paint, Coating, and Adhesive Manufacturing	89.56%	0.29%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	0.59%	0.00%

NAICS-4	NAICS-4 DESC	MBE	
		Utilization	Availability
3259	Other Chemical Product and Preparation Manufacturing	0.00%	0.00%
3261	Plastics Product Manufacturing	2.10%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	4.03%	0.00%
3272	Glass and Glass Product Manufacturing	14.08%	0.00%
3273	Cement and Concrete Product Manufacturing	4.86%	0.22%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	1.32%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	0.58%	0.00%
3312	Steel Product Manufacturing from Purchased Steel	53.30%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	2.12%	0.00%
3323	Architectural and Structural Metals Manufacturing	11.57%	0.04%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.00%	0.00%
3325	Hardware Manufacturing	0.00%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	0.02%	0.00%
3328	Coating, Engraving, Heat Treating, and Allied Activities	13.14%	0.00%
3329	Other Fabricated Metal Product Manufacturing	0.26%	0.39%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.00%	0.00%
3332	Industrial Machinery Manufacturing	0.04%	0.00%
3333	Commercial and Service Industry Machinery Manufacturing	0.02%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.03%	0.00%
3335	Metalworking Machinery Manufacturing	3.67%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	53.00%	0.15%
3339	Other General Purpose Machinery Manufacturing	22.24%	0.07%
3341	Computer and Peripheral Equipment Manufacturing	0.00%	0.00%
3342	Communications Equipment Manufacturing	0.02%	0.00%
3343	Audio and Video Equipment Manufacturing	5.60%	0.01%
3344	Semiconductor and Other Electronic Component Manufacturing	0.44%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	4.17%	0.00%
3346	Manufacturing and Reproducing Magnetic and Optical Media	0.00%	0.00%
3351	Electric Lighting Equipment Manufacturing	11.69%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	2.65%	0.00%

NAICS-4	NAICS-4 DESC	MBE	
		Utilization	Availability
3359	Other Electrical Equipment and Component Manufacturing	0.12%	0.00%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.98%	0.03%
3364	Aerospace Product and Parts Manufacturing	0.96%	0.00%
3365	Railroad Rolling Stock Manufacturing	12.34%	0.62%
3366	Ship and Boat Building	0.00%	0.00%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	5.47%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	0.16%	0.00%
3379	Other Furniture Related Product Manufacturing	0.00%	0.00%
3391	Medical Equipment and Supplies Manufacturing	0.11%	0.00%
3399	Other Miscellaneous Manufacturing	13.18%	0.03%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	2.79%	0.17%
4232	Furniture and Home Furnishing Merchant Wholesalers	18.91%	0.04%
4233	Lumber and Other Construction Materials Merchant Wholesalers	7.28%	0.37%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	12.47%	1.23%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.04%	0.01%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	33.50%	0.79%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	1.90%	0.40%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	11.14%	4.20%
4239	Miscellaneous Durable Goods Merchant Wholesalers	23.42%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	20.86%	0.17%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	15.01%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	0.82%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	0.24%	0.00%
4247	Petroleum and Petroleum Products Merchant Wholesalers	1.50%	0.01%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	93.36%	0.00%
4251	Wholesale Trade Agents and Brokers	5.92%	0.00%
4411	Automobile Dealers	12.02%	0.12%
4412	Other Motor Vehicle Dealers	0.44%	0.00%
4413	Automotive Parts, Accessories, and Tire Retailers	52.79%	1.62%
4421	Furniture Stores	73.26%	0.02%
4422	Home Furnishings Stores	16.22%	0.00%
4431	Electronics and Appliance Stores	7.62%	0.00%
4441	Building Material and Supplies Dealers	11.84%	0.14%

NAICS-4	NAICS-4 DESC	MBE	
		Utilization	Availability
4442	Lawn and Garden Equipment and Supplies Retailers	0.22%	0.00%
4451	Grocery and Convenience Retailers	0.00%	0.00%
4452	Specialty Food Retailers	0.00%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.16%	0.00%
4471	Gasoline Stations	0.00%	0.00%
4481	Clothing Stores	0.26%	0.00%
4482	Shoe Stores	0.26%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.00%	0.00%
4512	Book Stores and News Dealers	0.03%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	0.00%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	14.01%	0.05%
4539	Other Miscellaneous Store Retailers	0.24%	0.00%
4541	Electronic Shopping and Mail-Order Houses	14.26%	0.01%
4542	Vending Machine Operators	0.00%	0.00%
4543	Direct Selling Establishments	3.30%	0.01%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-43 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
NON-MINORITY FEMALE FIRMS

NAICS-4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	100.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	1.95%	0.00%
2131	Support Activities for Mining	2.09%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	49.80%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.00%	0.00%
3115	Dairy Product Manufacturing	0.24%	0.00%
3116	Animal Slaughtering and Processing	0.11%	0.00%
3118	Bakeries and Tortilla Manufacturing	2.11%	0.00%

NAICS-4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
3119	Other Food Manufacturing	2.13%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.04%	0.00%
3141	Textile Furnishings Mills	44.64%	0.00%
3149	Other Textile Product Mills	32.50%	0.00%
3151	Apparel Knitting Mills	89.18%	0.13%
3152	Cut and Sew Apparel Manufacturing	11.85%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.14%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	99.93%	0.15%
3219	Other Wood Product Manufacturing	45.09%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.09%	0.00%
3222	Converted Paper Product Manufacturing	88.23%	0.15%
3231	Printing and Related Support Activities	8.57%	0.12%
3241	Petroleum and Coal Products Manufacturing	1.71%	0.02%
3251	Basic Chemical Manufacturing	12.33%	0.06%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	0.00%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	25.85%	0.03%
3255	Paint, Coating, and Adhesive Manufacturing	0.00%	0.00%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	4.40%	0.01%
3259	Other Chemical Product and Preparation Manufacturing	2.20%	0.00%
3261	Plastics Product Manufacturing	2.82%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	9.81%	0.01%
3272	Glass and Glass Product Manufacturing	39.21%	0.00%
3273	Cement and Concrete Product Manufacturing	9.11%	0.00%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	0.36%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	4.75%	0.01%
3312	Steel Product Manufacturing from Purchased Steel	22.57%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	17.82%	0.00%

NAICS-4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
3323	Architectural and Structural Metals Manufacturing	11.15%	0.32%
3324	Boiler, Tank, and Shipping Container Manufacturing	94.33%	0.00%
3325	Hardware Manufacturing	2.50%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	99.81%	0.05%
3328	Coating, Engraving, Heat Treating, and Allied Activities	9.90%	0.00%
3329	Other Fabricated Metal Product Manufacturing	5.07%	0.00%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	6.82%	0.00%
3332	Industrial Machinery Manufacturing	3.32%	0.10%
3333	Commercial and Service Industry Machinery Manufacturing	0.63%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	17.77%	0.00%
3335	Metalworking Machinery Manufacturing	2.35%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.03%	0.00%
3339	Other General Purpose Machinery Manufacturing	51.84%	0.05%
3341	Computer and Peripheral Equipment Manufacturing	0.01%	0.08%
3342	Communications Equipment Manufacturing	12.48%	0.07%
3343	Audio and Video Equipment Manufacturing	36.94%	0.05%
3344	Semiconductor and Other Electronic Component Manufacturing	0.00%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	11.61%	0.09%
3346	Manufacturing and Reproducing Magnetic and Optical Media	43.66%	0.00%
3351	Electric Lighting Equipment Manufacturing	47.32%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	0.67%	0.00%
3359	Other Electrical Equipment and Component Manufacturing	68.31%	0.58%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	0.14%	0.00%
3364	Aerospace Product and Parts Manufacturing	4.01%	0.00%
3365	Railroad Rolling Stock Manufacturing	-0.27%	-0.01%
3366	Ship and Boat Building	89.52%	0.02%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	29.01%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	1.70%	0.06%
3379	Other Furniture Related Product Manufacturing	0.43%	0.00%
3391	Medical Equipment and Supplies Manufacturing	93.07%	0.00%
3399	Other Miscellaneous Manufacturing	19.57%	0.03%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	38.10%	2.36%

NAICS-4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
4232	Furniture and Home Furnishing Merchant Wholesalers	17.04%	0.03%
4233	Lumber and Other Construction Materials Merchant Wholesalers	20.15%	0.22%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	17.72%	0.97%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	8.91%	0.02%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	46.37%	1.35%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	78.00%	0.34%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	38.75%	12.18%
4239	Miscellaneous Durable Goods Merchant Wholesalers	67.36%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	49.00%	0.25%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	6.09%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	5.92%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	85.15%	0.29%
4247	Petroleum and Petroleum Products Merchant Wholesalers	64.28%	0.60%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.58%	0.00%
4251	Wholesale Trade Agents and Brokers	63.19%	0.08%
4411	Automobile Dealers	7.11%	0.12%
4412	Other Motor Vehicle Dealers	87.05%	0.43%
4413	Automotive Parts, Accessories, and Tire Retailers	39.75%	1.22%
4421	Furniture Stores	17.28%	0.01%
4422	Home Furnishings Stores	21.47%	0.00%
4431	Electronics and Appliance Stores	4.17%	0.00%
4441	Building Material and Supplies Dealers	60.86%	0.32%
4442	Lawn and Garden Equipment and Supplies Retailers	10.56%	0.00%
4451	Grocery and Convenience Retailers	0.46%	0.10%
4452	Specialty Food Retailers	0.01%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.13%	0.00%
4471	Gasoline Stations	100.00%	0.00%
4481	Clothing Stores	9.23%	0.02%
4482	Shoe Stores	0.00%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.44%	0.00%
4512	Book Stores and News Dealers	0.01%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%

NAICS-4	NAICS-4 DESC	NON-MINORITY FEMALE	
		Utilization	Availability
4531	Florists	2.11%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	20.84%	0.07%
4539	Other Miscellaneous Store Retailers	0.01%	0.00%
4541	Electronic Shopping and Mail-Order Houses	13.92%	0.01%
4542	Vending Machine Operators	14.59%	0.00%
4543	Direct Selling Establishments	1.81%	0.01%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

TABLE C-44 DETAILED UTILIZATION AND AVAILABILITY ANALYSES  
NEW YORK STATE MARKETPLACE  
COMMODITIES  
MWBE FIRMS

NAICS-4	NAICS-4 DESC	MWBE	
		Utilization	Availability
2111	Oil and Gas Extraction	0.00%	0.00%
2122	Metal Ore Mining	100.00%	0.00%
2123	Nonmetallic Mineral Mining and Quarrying	6.10%	0.00%
2131	Support Activities for Mining	2.09%	0.00%
3111	Animal Food Manufacturing	0.00%	0.00%
3112	Grain and Oilseed Milling	0.00%	0.00%
3113	Sugar and Confectionery Product Manufacturing	49.80%	0.00%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	55.37%	0.00%
3115	Dairy Product Manufacturing	0.24%	0.00%
3116	Animal Slaughtering and Processing	4.42%	0.00%
3118	Bakeries and Tortilla Manufacturing	6.34%	0.00%
3119	Other Food Manufacturing	2.13%	0.00%
3121	Beverage Manufacturing	0.00%	0.00%
3131	Fiber, Yarn, and Thread Mills	0.00%	0.00%
3132	Fabric Mills	0.00%	0.00%
3133	Textile and Fabric Finishing and Fabric Coating Mills	11.53%	0.00%
3141	Textile Furnishings Mills	44.64%	0.00%
3149	Other Textile Product Mills	56.19%	0.00%
3151	Apparel Knitting Mills	99.70%	0.14%
3152	Cut and Sew Apparel Manufacturing	13.95%	0.00%
3159	Apparel Accessories and Other Apparel Manufacturing	0.69%	0.00%
3162	Footwear Manufacturing	0.00%	0.00%
3169	Other Leather and Allied Product Manufacturing	0.00%	0.00%
3211	Sawmills and Wood Preservation	99.93%	0.15%

NAICS-4	NAICS-4 DESC	MWBE	
		Utilization	Availability
3219	Other Wood Product Manufacturing	94.09%	0.00%
3221	Pulp, Paper, and Paperboard Mills	0.10%	0.00%
3222	Converted Paper Product Manufacturing	88.31%	0.15%
3231	Printing and Related Support Activities	13.82%	0.17%
3241	Petroleum and Coal Products Manufacturing	1.91%	0.02%
3251	Basic Chemical Manufacturing	12.33%	0.06%
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Manufacturing	96.67%	0.00%
3254	Pharmaceutical and Medicine Manufacturing	26.45%	0.03%
3255	Paint, Coating, and Adhesive Manufacturing	89.57%	0.29%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	4.99%	0.01%
3259	Other Chemical Product and Preparation Manufacturing	2.20%	0.00%
3261	Plastics Product Manufacturing	4.92%	0.00%
3262	Rubber Product Manufacturing	0.00%	0.00%
3271	Clay Product and Refractory Manufacturing	13.84%	0.02%
3272	Glass and Glass Product Manufacturing	53.29%	0.00%
3273	Cement and Concrete Product Manufacturing	13.97%	0.22%
3274	Lime and Gypsum Product Manufacturing	0.00%	0.00%
3279	Other Nonmetallic Mineral Product Manufacturing	1.68%	0.00%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	5.33%	0.01%
3312	Steel Product Manufacturing from Purchased Steel	75.86%	0.00%
3313	Alumina and Aluminum Production and Processing	0.00%	0.00%
3315	Foundries	0.00%	0.00%
3321	Forging and Stamping	0.00%	0.00%
3322	Cutlery and Handtool Manufacturing	19.94%	0.00%
3323	Architectural and Structural Metals Manufacturing	22.71%	0.36%
3324	Boiler, Tank, and Shipping Container Manufacturing	94.33%	0.00%
3325	Hardware Manufacturing	2.50%	0.00%
3326	Spring and Wire Product Manufacturing	0.00%	0.00%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	99.83%	0.05%
3328	Coating, Engraving, Heat Treating, and Allied Activities	23.04%	0.00%
3329	Other Fabricated Metal Product Manufacturing	5.33%	0.39%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	6.82%	0.00%
3332	Industrial Machinery Manufacturing	3.36%	0.10%
3333	Commercial and Service Industry Machinery Manufacturing	0.65%	0.00%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	17.81%	0.00%
3335	Metalworking Machinery Manufacturing	6.02%	0.00%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	53.03%	0.15%

NAICS-4	NAICS-4 DESC	MWBE	
		Utilization	Availability
3339	Other General Purpose Machinery Manufacturing	74.08%	0.12%
3341	Computer and Peripheral Equipment Manufacturing	0.02%	0.08%
3342	Communications Equipment Manufacturing	12.50%	0.07%
3343	Audio and Video Equipment Manufacturing	42.54%	0.06%
3344	Semiconductor and Other Electronic Component Manufacturing	0.45%	0.00%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	15.78%	0.09%
3346	Manufacturing and Reproducing Magnetic and Optical Media	43.66%	0.00%
3351	Electric Lighting Equipment Manufacturing	59.01%	0.00%
3352	Household Appliance Manufacturing	0.00%	0.00%
3353	Electrical Equipment Manufacturing	3.32%	0.00%
3359	Other Electrical Equipment and Component Manufacturing	68.43%	0.59%
3361	Motor Vehicle Manufacturing	0.00%	0.00%
3362	Motor Vehicle Body and Trailer Manufacturing	0.00%	0.00%
3363	Motor Vehicle Parts Manufacturing	1.12%	0.03%
3364	Aerospace Product and Parts Manufacturing	4.96%	0.00%
3365	Railroad Rolling Stock Manufacturing	12.07%	0.60%
3366	Ship and Boat Building	89.52%	0.02%
3369	Other Transportation Equipment Manufacturing	0.00%	0.00%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	34.49%	0.00%
3372	Office Furniture (including Fixtures) Manufacturing	1.86%	0.06%
3379	Other Furniture Related Product Manufacturing	0.43%	0.00%
3391	Medical Equipment and Supplies Manufacturing	93.18%	0.00%
3399	Other Miscellaneous Manufacturing	32.75%	0.06%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	40.89%	2.53%
4232	Furniture and Home Furnishing Merchant Wholesalers	35.95%	0.07%
4233	Lumber and Other Construction Materials Merchant Wholesalers	27.43%	0.59%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	30.19%	2.20%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	8.95%	0.03%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	79.87%	2.15%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	79.90%	0.74%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	49.89%	16.38%
4239	Miscellaneous Durable Goods Merchant Wholesalers	90.78%	0.00%
4241	Paper and Paper Product Merchant Wholesalers	69.86%	0.42%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	0.00%	0.00%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	21.10%	0.00%
4244	Grocery and Related Product Merchant Wholesalers	6.74%	0.00%
4246	Chemical and Allied Products Merchant Wholesalers	85.40%	0.29%
4247	Petroleum and Petroleum Products Merchant Wholesalers	65.78%	0.61%

NAICS-4	NAICS-4 DESC	MWBE	
		Utilization	Availability
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.00%	0.00%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	93.94%	0.00%
4251	Wholesale Trade Agents and Brokers	69.11%	0.08%
4411	Automobile Dealers	19.12%	0.23%
4412	Other Motor Vehicle Dealers	87.49%	0.43%
4413	Automotive Parts, Accessories, and Tire Retailers	92.54%	2.83%
4421	Furniture Stores	90.54%	0.03%
4422	Home Furnishings Stores	37.70%	0.01%
4431	Electronics and Appliance Stores	11.78%	0.00%
4441	Building Material and Supplies Dealers	72.70%	0.45%
4442	Lawn and Garden Equipment and Supplies Retailers	10.78%	0.00%
4451	Grocery and Convenience Retailers	0.46%	0.10%
4452	Specialty Food Retailers	0.01%	0.00%
4453	Beer, Wine, and Liquor Retailers	0.00%	0.00%
4461	Health and Personal Care Stores	0.29%	0.01%
4471	Gasoline Stations	100.00%	0.00%
4481	Clothing Stores	9.49%	0.02%
4482	Shoe Stores	0.26%	0.00%
4483	Jewelry, Luggage, and Leather Goods Stores	0.00%	0.00%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.44%	0.00%
4512	Book Stores and News Dealers	0.04%	0.00%
4522	Department Stores	0.00%	0.00%
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	0.00%	0.00%
4531	Florists	2.11%	0.00%
4532	Office Supplies, Stationery, and Gift Stores	34.85%	0.12%
4539	Other Miscellaneous Store Retailers	0.26%	0.00%
4541	Electronic Shopping and Mail-Order Houses	28.17%	0.01%
4542	Vending Machine Operators	14.59%	0.00%
4543	Direct Selling Establishments	5.11%	0.02%
4591	Sporting Goods, Hobby, and Musical Instrument Retailers	0.00%	0.00%

# Appendix D

## D. Utilization, Availability, and Disparity by Region

### CAPITAL DISTRICT

Analysis of disparities across all industry categories in **Table D-1** reveals:

TABLE D-1.  
CAPITAL DISTRICT  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.60%	1.60%	100.00	Overutilization		No Disparity
ASIAN MALE	1.21%	1.21%	100.00	Overutilization		No Disparity
ASIAN	2.82%	2.82%	100.00	Overutilization		No Disparity
BLACK FEMALE	0.03%	0.03%	100.00	Overutilization		No Disparity
BLACK MALE	0.18%	0.18%	100.00	Overutilization		No Disparity
BLACK	0.21%	0.21%	100.00	Overutilization		No Disparity
HISPANIC FEMALE	0.04%	0.04%	100.00	Overutilization		No Disparity
HISPANIC MALE	0.19%	0.19%	100.00	Overutilization		No Disparity
HISPANIC	0.23%	0.23%	100.00	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	100.00	Overutilization		No Disparity
NATIVE AMERICAN MALE	0.13%	0.13%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	0.14%	0.14%	100.00	Overutilization		No Disparity
TOTAL MBE	3.39%	3.39%	100.00	Overutilization		No Disparity
NON-MINORITY FEMALE	6.98%	7.01%	99.63	Underutilization		Disparity
TOTAL MWBE	10.37%	10.40%	99.75	Underutilization		Disparity
UNCLASSIFIED	89.63%	89.60%	100.03	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**. Relevant findings include:

- Native American Female Firms' Disparity Index could not be calculated because there was no availability data.

TABLE D-2.  
CAPITAL DISTRICT  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.26%	0.26%	100.00	Overutilization		No Disparity
ASIAN MALE	0.59%	0.59%	100.00	Overutilization		No Disparity
ASIAN	0.85%	0.85%	100.00	Overutilization		No Disparity
BLACK FEMALE	0.03%	0.03%	100.00	Overutilization		No Disparity
BLACK MALE	0.51%	0.51%	100.00	Overutilization		No Disparity
BLACK	0.54%	0.54%	100.00	Overutilization		No Disparity
HISPANIC FEMALE	0.24%	0.24%	100.00	Overutilization		No Disparity
HISPANIC MALE	0.36%	0.36%	100.00	Overutilization		No Disparity
HISPANIC	0.60%	0.60%	100.00	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN MALE	1.00%	1.00%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	1.00%	1.00%	100.00	Overutilization		No Disparity
TOTAL MBE	2.99%	2.99%	100.00	Overutilization		No Disparity
NON-MINORITY FEMALE	23.07%	23.07%	100.00	Overutilization		No Disparity
TOTAL MWBE	26.06%	26.06%	100.00	Overutilization		No Disparity
UNCLASSIFIED	73.94%	73.94%	100.00	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3. Capital District**. Noteworthy observations include:

- ♦ Black Female firms' Disparity Index could not be calculated because there was no availability data.
- ♦ Native American Female firms' Disparity Index could not be calculated because there was no availability data.

TABLE D-3.  
CAPITAL DISTRICT  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.18%	0.18%	100.00	Overutilization		No Disparity
ASIAN MALE	4.45%	4.45%	100.00	Overutilization		No Disparity
ASIAN	4.63%	4.63%	100.00	Overutilization		No Disparity
BLACK FEMALE	0.00%	0.00%	N/A	N/A		N/A
BLACK MALE	0.70%	0.70%	100.00	Overutilization		No Disparity
BLACK	0.70%	0.70%	100.00	Overutilization		No Disparity
HISPANIC FEMALE	0.07%	0.07%	100.00	Overutilization		No Disparity
HISPANIC MALE	0.25%	0.25%	100.00	Overutilization		No Disparity
HISPANIC	0.31%	0.31%	100.00	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN MALE	0.75%	0.75%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	0.75%	0.75%	100.00	Overutilization		No Disparity
TOTAL MBE	6.39%	6.39%	100.00	Overutilization		No Disparity
NON-MINORITY FEMALE	28.75%	28.75%	100.00	Overutilization		No Disparity
TOTAL MWBE	35.13%	35.13%	100.00	Overutilization		No Disparity
UNCLASSIFIED	64.87%	64.87%	100.00	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

"\*" indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). "\*\*\*" indicates the disparity is significant at a 10% level or better (90% confidence). "\*\*\*\*" indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-4.  
CAPITAL DISTRICT  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
NON-CONSTRUCTION RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.52%	1.52%	100.00	Overutilization		No Disparity
ASIAN MALE	1.29%	1.29%	100.00	Overutilization		No Disparity
ASIAN	2.81%	2.81%	100.00	Overutilization		No Disparity
BLACK FEMALE	0.03%	0.03%	100.00	Overutilization		No Disparity
BLACK MALE	0.12%	0.12%	100.00	Overutilization		No Disparity
BLACK	0.15%	0.15%	100.00	Overutilization		No Disparity
HISPANIC FEMALE	0.02%	0.02%	100.00	Overutilization		No Disparity
HISPANIC MALE	0.16%	0.16%	100.00	Overutilization		No Disparity
HISPANIC	0.18%	0.18%	100.00	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	100.00	Overutilization		No Disparity
NATIVE AMERICAN MALE	0.00%	0.00%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	0.00%	0.00%	100.00	Overutilization		No Disparity
TOTAL MBE	3.13%	3.13%	100.00	Overutilization		No Disparity
NON-MINORITY FEMALE	3.80%	3.80%	100.00	Overutilization		No Disparity
TOTAL MWBE	6.94%	6.94%	100.00	Overutilization		No Disparity
UNCLASSIFIED	93.06%	93.06%	100.03	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-5.  
CAPITAL DISTRICT  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**COMMODITIES**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	4.47%	4.47%	100.00	Overutilization		No Disparity
ASIAN MALE	0.33%	0.33%	100.04	Overutilization		No Disparity
ASIAN	4.80%	4.80%	100.00	Overutilization		No Disparity
BLACK FEMALE	0.01%	0.01%	100.00	Overutilization		No Disparity
BLACK MALE	0.15%	0.15%	100.00	Overutilization		No Disparity
BLACK	0.16%	0.16%	100.00	Overutilization		No Disparity
HISPANIC FEMALE	0.00%	0.00%	100.00	Overutilization		No Disparity
HISPANIC MALE	0.19%	0.19%	100.00	Overutilization		No Disparity
HISPANIC	0.20%	0.20%	100.00	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.04%	0.04%	100.00	Overutilization		No Disparity
NATIVE AMERICAN MALE	0.00%	0.00%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	0.05%	0.05%	100.00	Overutilization		No Disparity
TOTAL MBE	5.20%	5.20%	100.00	Overutilization		No Disparity
NON-MINORITY FEMALE	8.10%	8.40%	96.48	Underutilization		Disparity
TOTAL MWBE	13.30%	13.59%	97.83	Underutilization		Disparity
UNCLASSIFIED	86.70%	86.41%	100.34	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## CENTRAL NEW YORK

Analysis of disparities across all industry categories in Central New York in **TABLE D-5**. Capital District reveals:

TABLE D-6.  
CENTRAL NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	<b>0.01%</b>	<b>0.16%</b>	<b>6.34</b>	Underutilization		Disparity
ASIAN MALE	<b>0.52%</b>	<b>0.83%</b>	<b>63.22</b>	Underutilization		Disparity
ASIAN	<b>0.53%</b>	<b>0.99%</b>	<b>53.86</b>	Underutilization		Disparity
BLACK FEMALE	0.61%	0.64%	96.53	Underutilization		Disparity
BLACK MALE	6.69%	5.54%	120.76	Overutilization		No Disparity
BLACK	7.31%	6.18%	118.27	Overutilization		No Disparity
HISPANIC FEMALE	<b>0.23%</b>	<b>0.43%</b>	<b>54.02</b>	Underutilization		Disparity
HISPANIC MALE	<b>0.41%</b>	<b>1.43%</b>	<b>28.80</b>	Underutilization		Disparity
HISPANIC	<b>0.65%</b>	<b>1.86%</b>	<b>34.69</b>	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.18%	0.07%	276.63	Overutilization		No Disparity
NATIVE AMERICAN MALE	0.48%	0.22%	213.67	Overutilization		No Disparity
NATIVE AMERICAN	0.66%	0.29%	228.10	Overutilization		No Disparity
TOTAL MBE	9.15%	9.32%	98.16	Underutilization		Disparity
NON-MINORITY FEMALE	15.06%	12.87%	117.02	Overutilization		No Disparity
TOTAL MWBE	24.20%	22.19%	109.10	Overutilization		No Disparity
UNCLASSIFIED	75.80%	77.81%	97.41	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-7.  
CENTRAL NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.00%</b>	<b>0.59%</b>	<b>0.24</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN MALE</b>	<b>0.44%</b>	<b>1.82%</b>	<b>24.03</b>	<b>Underutilization</b>	*	<b>Disparity</b>
<b>ASIAN</b>	<b>0.44%</b>	<b>2.41%</b>	<b>18.24</b>	<b>Underutilization</b>	**	<b>Disparity</b>
BLACK FEMALE	0.70%	0.48%	147.46	Overutilization		No Disparity
BLACK MALE	7.64%	2.48%	307.60	Overutilization	***	No Disparity
BLACK	8.34%	2.96%	281.83	Overutilization	***	No Disparity
<b>HISPANIC FEMALE</b>	<b>0.72%</b>	<b>1.63%</b>	<b>44.19</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.01%</b>	<b>4.64%</b>	<b>0.29</b>	<b>Underutilization</b>	***	<b>Disparity</b>
<b>HISPANIC</b>	<b>0.73%</b>	<b>6.27%</b>	<b>11.71</b>	<b>Underutilization</b>	***	<b>Disparity</b>
NATIVE AMERICAN FEMALE	0.67%	0.14%	489.09	Overutilization	***	No Disparity
NATIVE AMERICAN MALE	1.68%	0.52%	324.61	Overutilization	***	No Disparity
NATIVE AMERICAN	2.35%	0.65%	359.25	Overutilization	***	No Disparity
TOTAL MBE	11.87%	12.30%	96.50	Underutilization		Disparity
NON-MINORITY FEMALE	19.64%	9.63%	203.98	Overutilization	***	No Disparity
TOTAL MWBE	31.51%	21.93%	143.71	Overutilization	***	No Disparity
UNCLASSIFIED	68.49%	78.07%	87.73	Underutilization	***	Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3. Capital District**. Noteworthy observations include:

- ♦ Asian Female firms' Disparity Index could not be calculated because there was no availability data.

TABLE D-8.  
CENTRAL NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
ASIAN MALE	1.47%	1.47%	100.00	Overutilization		No Disparity
ASIAN	1.47%	1.47%	100.00	Overutilization		No Disparity
BLACK FEMALE	0.01%	0.01%	100.00	Overutilization		No Disparity
BLACK MALE	8.56%	8.56%	100.00	Overutilization		No Disparity
BLACK	8.57%	8.57%	100.00	Overutilization		No Disparity
HISPANIC FEMALE	0.00%	0.00%	100.00	Overutilization		No Disparity
HISPANIC MALE	0.12%	0.12%	100.00	Overutilization		No Disparity
HISPANIC	0.12%	0.12%	100.00	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.06%	0.06%	100.00	Overutilization		No Disparity
NATIVE AMERICAN MALE	0.41%	0.41%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	0.46%	0.46%	100.00	Overutilization		No Disparity
TOTAL MBE	10.63%	10.63%	100.00	Overutilization		No Disparity
NON-MINORITY FEMALE	14.66%	14.66%	100.00	Overutilization		No Disparity
TOTAL MWBE	25.29%	25.29%	100.00	Overutilization		No Disparity
UNCLASSIFIED	74.71%	74.71%	100.00	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-9.  
CENTRAL NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
NON-CONSTRUCTION RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.04%</b>	<b>0.14%</b>	<b>29.12</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	1.44%	1.44%	99.80	Underutilization		Disparity
ASIAN	1.48%	1.58%	93.60	Underutilization		Disparity
BLACK FEMALE	1.28%	1.57%	81.53	Underutilization		Disparity
BLACK MALE	1.45%	1.41%	102.76	Overutilization		No Disparity
BLACK	2.73%	2.99%	91.58	Underutilization		Disparity
HISPANIC FEMALE	0.01%	0.01%	100.00	Overutilization		No Disparity
HISPANIC MALE	1.63%	1.63%	100.00	Overutilization		No Disparity
HISPANIC	1.64%	1.64%	100.00	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.10%	0.10%	100.00	Overutilization		No Disparity
NATIVE AMERICAN MALE	0.32%	0.32%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	0.42%	0.42%	100.00	Overutilization		No Disparity
TOTAL MBE	6.28%	6.63%	94.68	Underutilization		Disparity
NON-MINORITY FEMALE	12.59%	12.59%	100.00	Overutilization		No Disparity
TOTAL MWBE	18.87%	19.22%	98.17	Underutilization		Disparity
UNCLASSIFIED	81.13%	80.78%	100.44	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-10.  
CENTRAL NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**COMMODITIES**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.00%	0.00%	100.00	Overutilization		No Disparity
ASIAN MALE	0.01%	0.01%	100.00	Overutilization		No Disparity
ASIAN	0.01%	0.01%	100.00	Overutilization		No Disparity
BLACK FEMALE	0.30%	0.30%	100.00	Overutilization		No Disparity
BLACK MALE	8.74%	8.72%	100.23	Overutilization		No Disparity
BLACK	9.03%	9.01%	100.22	Overutilization		No Disparity
HISPANIC FEMALE	0.15%	0.15%	100.00	Overutilization		No Disparity
HISPANIC MALE	0.00%	0.00%	100.00	Overutilization		No Disparity
HISPANIC	0.15%	0.15%	100.00	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.02%	0.02%	100.00	Overutilization		No Disparity
NATIVE AMERICAN MALE	0.02%	0.02%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	0.04%	0.04%	100.00	Overutilization		No Disparity
TOTAL MBE	9.24%	9.22%	100.22	Overutilization		No Disparity
NON-MINORITY FEMALE	14.28%	14.29%	99.90	Underutilization		Disparity
TOTAL MWBE	23.51%	23.51%	100.02	Overutilization		No Disparity
UNCLASSIFIED	76.49%	76.49%	99.99	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## FINGER LAKES

Analysis of disparities across all industry categories in **TABLE D-5**. Capital District reveals:

TABLE D-11.  
FINGER LAKES  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.60%	0.05%	2931.10	Overutilization	***	No Disparity
<b>ASIAN MALE</b>	<b>1.21%</b>	<b>1.60%</b>	<b>76.07</b>	Underutilization		Disparity
ASIAN	2.82%	1.65%	170.64	Overutilization	*	No Disparity
<b>BLACK FEMALE</b>	<b>0.03%</b>	<b>0.14%</b>	<b>18.13</b>	Underutilization		Disparity
<b>BLACK MALE</b>	<b>0.18%</b>	<b>2.56%</b>	<b>7.04</b>	Underutilization	***	Disparity
<b>BLACK</b>	<b>0.21%</b>	<b>2.71%</b>	<b>7.63</b>	Underutilization	***	Disparity
HISPANIC FEMALE	0.04%	0.03%	144.03	Overutilization		No Disparity
HISPANIC MALE	0.19%	0.16%	117.86	Overutilization		No Disparity
HISPANIC	0.23%	0.19%	121.76	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	212.56	Overutilization		No Disparity
<b>NATIVE AMERICAN MALE</b>	<b>0.13%</b>	<b>0.41%</b>	<b>32.44</b>	Underutilization		Disparity
<b>NATIVE AMERICAN</b>	<b>0.14%</b>	<b>0.41%</b>	<b>33.22</b>	Underutilization		Disparity
<b>TOTAL MBE</b>	<b>3.39%</b>	<b>4.95%</b>	<b>68.40</b>	Underutilization		Disparity
<b>NON-MINORITY FEMALE</b>	<b>6.98%</b>	<b>9.28%</b>	<b>75.30</b>	Underutilization	*	Disparity
<b>TOTAL MWBE</b>	<b>10.37%</b>	<b>14.23%</b>	<b>72.89</b>	Underutilization	**	Disparity
UNCLASSIFIED	89.63%	85.77%	104.50	Overutilization	**	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-12.  
FINGER LAKES  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.26%	0.03%	972.67	Overutilization	***	No Disparity
ASIAN MALE	0.59%	0.24%	246.67	Overutilization		No Disparity
ASIAN	0.85%	0.27%	318.64	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.03%</b>	<b>0.36%</b>	<b>8.20</b>	Underutilization		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.51%</b>	<b>4.17%</b>	<b>12.33</b>	Underutilization	***	<b>Disparity</b>
<b>BLACK</b>	<b>0.54%</b>	<b>4.53%</b>	<b>12.01</b>	Underutilization	***	<b>Disparity</b>
HISPANIC FEMALE	0.24%	0.19%	126.33	Overutilization		No Disparity
<b>HISPANIC MALE</b>	<b>0.36%</b>	<b>0.64%</b>	<b>55.84</b>	Underutilization		<b>Disparity</b>
<b>HISPANIC</b>	<b>0.60%</b>	<b>0.83%</b>	<b>71.96</b>	Underutilization		<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.02%</b>	<b>0.00</b>	Underutilization		<b>Disparity</b>
NATIVE AMERICAN MALE	1.00%	0.05%	2115.48	Overutilization	***	No Disparity
NATIVE AMERICAN	1.00%	0.06%	1583.18	Overutilization	***	No Disparity
<b>TOTAL MBE</b>	<b>2.99%</b>	<b>5.69%</b>	<b>52.57</b>	Underutilization	***	<b>Disparity</b>
NON-MINORITY FEMALE	23.07%	9.51%	242.70	Overutilization	***	No Disparity
TOTAL MWBE	26.06%	15.20%	171.48	Overutilization	***	No Disparity
UNCLASSIFIED	73.94%	84.80%	87.19	Underutilization	***	Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3. Capital District**. Noteworthy observations include:

- ♦ Asian Female firms' Disparity Index could not be calculated because there was no availability data.

TABLE D-13.  
FINGER LAKES  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.18%	0.00%	13058.29	Overutilization	***	No Disparity
<b>ASIAN MALE</b>	<b>4.45%</b>	<b>25.39%</b>	<b>17.51</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
<b>ASIAN</b>	<b>4.63%</b>	<b>25.39%</b>	<b>18.21</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
<b>BLACK FEMALE</b>	<b>0.00%</b>	<b>0.01%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.70%</b>	<b>5.30%</b>	<b>13.25</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
<b>BLACK</b>	<b>0.70%</b>	<b>5.32%</b>	<b>13.22</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
HISPANIC FEMALE	0.07%	0.00%	N/A	N/A		N/A
HISPANIC MALE	0.25%	0.00%	N/A	N/A		N/A
HISPANIC	0.31%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN MALE	0.75%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN	0.75%	0.00%	N/A	N/A		N/A
<b>TOTAL MBE</b>	<b>6.39%</b>	<b>30.71%</b>	<b>20.80</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
NON-MINORITY FEMALE	28.75%	5.82%	493.67	Overutilization	***	No Disparity
TOTAL MWBE	35.13%	36.53%	96.17	Underutilization		Disparity
UNCLASSIFIED	64.87%	63.47%	102.20	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-14.  
FINGER LAKES  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**NON-CONSTRUCTION RELATED SERVICES**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.52%	0.06%	2743.04	Overutilization	***	No Disparity
ASIAN MALE	1.29%	1.15%	112.88	Overutilization		No Disparity
ASIAN	2.81%	1.20%	234.04	Overutilization	**	No Disparity
<b>BLACK FEMALE</b>	<b>0.03%</b>	<b>0.07%</b>	<b>40.12</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.12%</b>	<b>1.38%</b>	<b>8.56</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>0.15%</b>	<b>1.45%</b>	<b>10.13</b>	<b>Underutilization</b>	*	<b>Disparity</b>
HISPANIC FEMALE	0.02%	0.01%	167.59	Overutilization		No Disparity
HISPANIC MALE	0.16%	0.02%	838.21	Overutilization		No Disparity
HISPANIC	0.18%	0.03%	624.34	Overutilization		No Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
<b>NATIVE AMERICAN MALE</b>	<b>0.00%</b>	<b>0.52%</b>	<b>0.08</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.00%</b>	<b>0.52%</b>	<b>0.08</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	3.13%	3.19%	98.21	Underutilization		Disparity
<b>NON-MINORITY FEMALE</b>	<b>3.80%</b>	<b>9.16%</b>	<b>41.52</b>	<b>Underutilization</b>	***	<b>Disparity</b>
<b>TOTAL MWBE</b>	<b>6.94%</b>	<b>12.35%</b>	<b>56.17</b>	<b>Underutilization</b>	***	<b>Disparity</b>
UNCLASSIFIED	93.06%	87.65%	106.18	Overutilization	***	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-15.  
FINGER LAKES  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
COMMODITIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	4.47%	0.10%	4432.34	Overutilization	***	No Disparity
ASIAN MALE	0.33%	0.04%	779.79	Overutilization		No Disparity
ASIAN	4.80%	0.14%	3351.56	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.01%</b>	<b>0.54%</b>	<b>0.94</b>	Underutilization		Disparity
<b>BLACK MALE</b>	<b>0.15%</b>	<b>10.10%</b>	<b>1.51</b>	Underutilization	***	Disparity
<b>BLACK</b>	<b>0.16%</b>	<b>10.65%</b>	<b>1.48</b>	Underutilization	***	Disparity
HISPANIC FEMALE	0.00%	0.00%	N/A	N/A		N/A
<b>HISPANIC MALE</b>	<b>0.19%</b>	<b>0.84%</b>	<b>23.04</b>	Underutilization		Disparity
<b>HISPANIC</b>	<b>0.20%</b>	<b>0.84%</b>	<b>23.49</b>	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.04%	0.00%	N/A	N/A		N/A
<b>NATIVE AMERICAN MALE</b>	<b>0.00%</b>	<b>0.03%</b>	<b>13.97</b>	Underutilization		Disparity
NATIVE AMERICAN	0.05%	0.03%	162.16	Overutilization		No Disparity
<b>TOTAL MBE</b>	<b>5.20%</b>	<b>11.66%</b>	<b>44.60</b>	Underutilization		Disparity
<b>NON-MINORITY FEMALE</b>	<b>8.10%</b>	<b>11.08%</b>	<b>73.12</b>	Underutilization		Disparity
<b>TOTAL MWBE</b>	<b>13.30%</b>	<b>22.73%</b>	<b>58.50</b>	Underutilization		Disparity
UNCLASSIFIED	86.70%	77.27%	112.21	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## LONG ISLAND

Analysis of disparities across all industry categories in **TABLE D-5.**  
Capital District reveals:

TABLE D-16.  
LONG ISLAND  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.39%</b>	<b>1.46%</b>	<b>26.86</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	3.49%	2.12%	164.95	Overutilization		No Disparity
ASIAN	3.89%	3.58%	108.56	Overutilization		No Disparity
<b>BLACK FEMALE</b>	<b>0.08%</b>	<b>0.74%</b>	<b>10.38</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.36%</b>	<b>2.67%</b>	<b>13.58</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>0.44%</b>	<b>3.41%</b>	<b>12.89</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC FEMALE</b>	<b>0.30%</b>	<b>0.61%</b>	<b>49.01</b>	<b>Underutilization</b>		<b>Disparity</b>
HISPANIC MALE	2.77%	2.83%	97.99	Underutilization		Disparity
HISPANIC	3.07%	3.44%	89.26	Underutilization		Disparity
<b>NATIVE AMERICAN FEMALE</b>	<b>0.01%</b>	<b>0.07%</b>	<b>13.39</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.01%</b>	<b>0.24%</b>	<b>3.18</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.02%</b>	<b>0.30%</b>	<b>5.40</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MBE</b>	<b>7.41%</b>	<b>10.73%</b>	<b>69.09</b>	<b>Underutilization</b>		<b>Disparity</b>
NON-MINORITY FEMALE	57.47%	21.98%	261.47	Overutilization	***	No Disparity
TOTAL MWBE	64.88%	32.71%	198.37	Overutilization	***	No Disparity
<b>UNCLASSIFIED</b>	<b>35.12%</b>	<b>67.29%</b>	<b>52.18</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-17.  
LONG ISLAND  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.61%	1.09%	148.08	Overutilization		No Disparity
ASIAN MALE	19.20%	2.42%	793.68	Overutilization	***	No Disparity
ASIAN	20.82%	3.51%	593.26	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.15%</b>	<b>0.61%</b>	<b>24.72</b>	Underutilization		<b>Disparity</b>
<b>BLACK MALE</b>	<b>1.06%</b>	<b>3.85%</b>	<b>27.58</b>	Underutilization		<b>Disparity</b>
<b>BLACK</b>	<b>1.21%</b>	<b>4.46%</b>	<b>27.19</b>	Underutilization		<b>Disparity</b>
HISPANIC FEMALE	1.30%	1.60%	81.60	Underutilization		Disparity
HISPANIC MALE	12.38%	6.33%	195.46	Overutilization	***	No Disparity
HISPANIC	13.68%	7.93%	172.53	Overutilization	***	No Disparity
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.18%</b>	<b>1.58</b>	Underutilization		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.03%</b>	<b>1.01%</b>	<b>2.57</b>	Underutilization		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.03%</b>	<b>1.19%</b>	<b>2.42</b>	Underutilization		<b>Disparity</b>
TOTAL MBE	35.73%	17.09%	209.13	Overutilization	***	No Disparity
NON-MINORITY FEMALE	21.43%	12.39%	173.05	Overutilization	***	No Disparity
TOTAL MWBE	57.17%	29.47%	193.97	Overutilization	***	No Disparity
<b>UNCLASSIFIED</b>	<b>42.83%</b>	<b>70.53%</b>	<b>60.73</b>	Underutilization	***	<b>Disparity</b>

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3. Capital District.**

TABLE D-18.  
LONG ISLAND  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.67%</b>	<b>0.97%</b>	<b>69.08</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	6.49%	4.72%	137.47	Overutilization		No Disparity
ASIAN	7.16%	5.69%	125.82	Overutilization		No Disparity
<b>BLACK FEMALE</b>	<b>0.03%</b>	<b>0.32%</b>	<b>10.44</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>2.02%</b>	<b>3.89%</b>	<b>51.85</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>2.05%</b>	<b>4.21%</b>	<b>48.74</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC FEMALE</b>	<b>0.02%</b>	<b>0.87%</b>	<b>2.29</b>	<b>Underutilization</b>		<b>Disparity</b>
HISPANIC MALE	5.36%	4.80%	111.61	Overutilization		No Disparity
HISPANIC	5.38%	5.68%	94.83	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
<b>NATIVE AMERICAN MALE</b>	<b>0.00%</b>	<b>1.12%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.00%</b>	<b>1.12%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	14.59%	16.69%	87.42	Underutilization		Disparity
<b>NON-MINORITY FEMALE</b>	<b>6.20%</b>	<b>12.58%</b>	<b>49.32</b>	<b>Underutilization</b>	*	<b>Disparity</b>
<b>TOTAL MWBE</b>	<b>20.80%</b>	<b>29.27%</b>	<b>71.04</b>	<b>Underutilization</b>	*	<b>Disparity</b>
UNCLASSIFIED	79.20%	70.73%	111.98	Overutilization	*	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-19.  
LONG ISLAND  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**NON-CONSTRUCTION RELATED SERVICES**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.51%	0.63%	82.09	Underutilization		Disparity
ASIAN MALE	2.55%	1.92%	132.80	Overutilization		No Disparity
ASIAN	3.06%	2.55%	120.33	Overutilization		No Disparity
<b>BLACK FEMALE</b>	<b>0.17%</b>	<b>1.36%</b>	<b>12.74</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.28%</b>	<b>2.80%</b>	<b>10.09</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>0.46%</b>	<b>4.17%</b>	<b>10.96</b>	<b>Underutilization</b>		<b>Disparity</b>
HISPANIC FEMALE	0.50%	0.50%	100.81	Overutilization		No Disparity
HISPANIC MALE	3.59%	2.71%	132.58	Overutilization		No Disparity
HISPANIC	4.09%	3.21%	127.66	Overutilization		No Disparity
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.07%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.01%</b>	<b>0.18%</b>	<b>7.42</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.01%</b>	<b>0.25%</b>	<b>5.35</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MBE</b>	<b>7.63%</b>	<b>10.17%</b>	<b>75.02</b>	<b>Underutilization</b>		<b>Disparity</b>
NON-MINORITY FEMALE	23.12%	12.79%	180.72	Overutilization		No Disparity
TOTAL MWBE	30.75%	22.96%	133.92	Overutilization		No Disparity
UNCLASSIFIED	69.25%	77.04%	89.89	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-20.  
LONG ISLAND  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
COMMODITIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.06%	1.97%	3.02	Underutilization	*	Disparity
ASIAN MALE	0.41%	1.94%	21.18	Underutilization		Disparity
ASIAN	0.47%	3.91%	12.05	Underutilization	***	Disparity
BLACK FEMALE	0.02%	0.51%	3.83	Underutilization		Disparity
BLACK MALE	0.12%	2.26%	5.48	Underutilization	*	Disparity
BLACK	0.14%	2.77%	5.18	Underutilization	**	Disparity
HISPANIC FEMALE	0.02%	0.44%	4.36	Underutilization		Disparity
HISPANIC MALE	0.18%	2.00%	8.85	Underutilization	*	Disparity
HISPANIC	0.20%	2.44%	8.03	Underutilization	*	Disparity
NATIVE AMERICAN FEMALE	0.01%	0.04%	33.27	Underutilization		Disparity
NATIVE AMERICAN MALE	0.00%	0.03%	4.66	Underutilization		Disparity
NATIVE AMERICAN	0.02%	0.08%	20.84	Underutilization		Disparity
TOTAL MBE	0.83%	9.19%	8.99	Underutilization	***	Disparity
NON-MINORITY FEMALE	85.00%	29.00%	293.13	Overutilization	***	No Disparity
TOTAL MWBE	85.83%	38.19%	224.72	Overutilization	***	No Disparity
UNCLASSIFIED	14.17%	61.81%	22.93	Underutilization	***	Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## MID HUDSON

Analysis of disparities across all industry categories in **TABLE D-5**. Capital District reveals:

TABLE D-21.  
MID HUDSON  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.02%</b>	<b>0.91%</b>	<b>2.41</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	17.97%	6.20%	290.02	Overutilization	***	No Disparity
ASIAN	17.99%	7.10%	253.34	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.19%</b>	<b>0.48%</b>	<b>38.62</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK MALE	3.36%	2.36%	142.72	Overutilization		No Disparity
BLACK	3.55%	2.84%	125.06	Overutilization		No Disparity
<b>HISPANIC FEMALE</b>	<b>0.42%</b>	<b>1.36%</b>	<b>30.90</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>4.38%</b>	<b>6.16%</b>	<b>71.11</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>4.80%</b>	<b>7.52%</b>	<b>63.81</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.25%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.00%</b>	<b>0.67%</b>	<b>0.45</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.00%</b>	<b>0.92%</b>	<b>0.32</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	26.34%	18.38%	143.28	Overutilization	**	No Disparity
NON-MINORITY FEMALE	15.81%	17.39%	90.95	Underutilization		Disparity
TOTAL MWBE	42.16%	35.77%	117.84	Overutilization		No Disparity
UNCLASSIFIED	57.84%	66.02%	87.61	Underutilization	*	Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-22.  
MID HUDSON  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.09%</b>	<b>0.75%</b>	<b>12.56</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	2.91%	2.17%	134.33	Overutilization		No Disparity
ASIAN	3.01%	2.92%	102.99	Overutilization		No Disparity
<b>BLACK FEMALE</b>	<b>0.05%</b>	<b>0.84%</b>	<b>5.64</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK MALE	3.01%	2.51%	120.05	Overutilization		No Disparity
BLACK	3.06%	3.34%	91.44	Underutilization		Disparity
<b>HISPANIC FEMALE</b>	<b>1.46%</b>	<b>2.71%</b>	<b>53.72</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>2.47%</b>	<b>6.83%</b>	<b>36.11</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>3.92%</b>	<b>9.54%</b>	<b>41.12</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.17%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.01%</b>	<b>1.39%</b>	<b>0.73</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.01%</b>	<b>1.56%</b>	<b>0.65</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MBE</b>	<b>10.00%</b>	<b>17.37%</b>	<b>57.56</b>	<b>Underutilization</b>		<b>Disparity</b>
NON-MINORITY FEMALE	13.43%	12.92%	103.94	Overutilization		No Disparity
<b>TOTAL MWBE</b>	<b>23.43%</b>	<b>30.29%</b>	<b>77.34</b>	<b>Underutilization</b>		<b>Disparity</b>
UNCLASSIFIED	76.57%	69.71%	109.84	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3**. Capital District.

TABLE D-23.  
MID HUDSON  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.01%	0.97%	0.53	Underutilization		Disparity
ASIAN MALE	1.56%	4.72%	32.97	Underutilization		Disparity
ASIAN	1.56%	5.69%	27.45	Underutilization		Disparity
BLACK FEMALE	0.17%	0.32%	52.98	Underutilization		Disparity
BLACK MALE	0.12%	3.91%	3.11	Underutilization		Disparity
BLACK	0.29%	4.23%	6.90	Underutilization		Disparity
HISPANIC FEMALE	0.10%	0.87%	10.92	Underutilization		Disparity
HISPANIC MALE	5.18%	4.81%	107.69	Overutilization		No Disparity
HISPANIC	5.28%	5.68%	92.86	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN MALE	0.00%	1.12%	0.43	Underutilization		Disparity
NATIVE AMERICAN	0.00%	1.12%	0.43	Underutilization		Disparity
TOTAL MBE	7.13%	16.71%	42.69	Underutilization		Disparity
NON-MINORITY FEMALE	6.12%	12.58%	48.63	Underutilization		Disparity
TOTAL MWBE	13.25%	29.29%	45.24	Underutilization		Disparity
UNCLASSIFIED	86.75%	70.71%	122.68	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-24.  
MID HUDSON  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**NON-CONSTRUCTION RELATED SERVICES**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.01%	0.01%	100.00	Overutilization		No Disparity
ASIAN MALE	0.40%	0.40%	100.00	Overutilization		No Disparity
ASIAN	0.40%	0.40%	100.00	Overutilization		No Disparity
BLACK FEMALE	0.72%	0.72%	100.00	Overutilization		No Disparity
BLACK MALE	2.20%	2.20%	100.00	Overutilization		No Disparity
BLACK	2.92%	2.92%	100.00	Overutilization		No Disparity
HISPANIC FEMALE	0.31%	0.31%	100.00	Overutilization		No Disparity
HISPANIC MALE	14.44%	14.44%	100.00	Underutilization		Disparity
HISPANIC	14.75%	14.75%	100.00	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN MALE	0.00%	0.00%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	0.00%	0.00%	100.00	Overutilization		No Disparity
TOTAL MBE	18.07%	18.07%	100.00	Overutilization		No Disparity
NON-MINORITY FEMALE	19.04%	19.04%	100.00	Overutilization		No Disparity
TOTAL MWBE	37.10%	37.10%	100.00	Overutilization		No Disparity
UNCLASSIFIED	62.90%	62.90%	100.00	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-25.  
MID HUDSON  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
COMMODITIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.00%</b>	<b>1.36%</b>	<b>0.18</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	38.41%	11.12%	345.37	Overutilization	***	No Disparity
ASIAN	38.42%	12.48%	307.85	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.02%</b>	<b>0.27%</b>	<b>5.61</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK MALE	5.19%	1.80%	287.67	Overutilization	**	No Disparity
BLACK	5.21%	2.08%	250.40	Overutilization	*	No Disparity
<b>HISPANIC FEMALE</b>	<b>0.13%</b>	<b>1.41%</b>	<b>8.86</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.43%</b>	<b>2.62%</b>	<b>16.33</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>0.55%</b>	<b>4.03%</b>	<b>13.71</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.50%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.00%</b>	<b>0.49%</b>	<b>0.05</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.00%</b>	<b>0.99%</b>	<b>0.03</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	44.18%	19.57%	225.69	Overutilization	***	No Disparity
NON-MINORITY FEMALE	18.88%	20.35%	92.77	Underutilization		Disparity
TOTAL MWBE	63.06%	39.92%	157.94	Overutilization	***	No Disparity
<b>UNCLASSIFIED</b>	<b>36.94%</b>	<b>64.11%</b>	<b>57.62</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## MOHAWK VALLEY

Analysis of disparities across all industry categories in **TABLE D-5.**  
Capital District reveals:

TABLE D-26.  
MOHAWK VALLEY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.03%	0.43%	6.16	Underutilization		Disparity
ASIAN MALE	0.08%	1.26%	6.20	Underutilization		Disparity
ASIAN	0.10%	1.69%	6.19	Underutilization		Disparity
BLACK FEMALE	32.03%	33.12%	96.71	Underutilization		Disparity
BLACK MALE	0.00%	1.00%	0.09	Underutilization		Disparity
BLACK	32.03%	34.12%	93.88	Underutilization		Disparity
HISPANIC FEMALE	0.09%	0.90%	9.90	Underutilization		Disparity
HISPANIC MALE	0.11%	1.79%	5.91	Underutilization		Disparity
HISPANIC	0.19%	2.69%	7.24	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.00%	0.03%	8.17	Underutilization		Disparity
NATIVE AMERICAN MALE	0.00%	0.42%	0.00	Underutilization		Disparity
NATIVE AMERICAN	0.00%	0.45%	0.53	Underutilization		Disparity
TOTAL MBE	32.33%	38.95%	83.01	Underutilization		Disparity
NON-MINORITY FEMALE	36.31%	31.92%	113.74	Overutilization		No Disparity
TOTAL MWBE	68.64%	70.87%	96.85	Underutilization		Disparity
UNCLASSIFIED	31.36%	30.21%	103.83	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-27.  
MOHAWK VALLEY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.00%	0.21%	0.00	Underutilization		Disparity
ASIAN MALE	0.28%	1.29%	21.80	Underutilization		Disparity
ASIAN	0.28%	1.50%	18.78	Underutilization		Disparity
BLACK FEMALE	0.10%	0.42%	23.02	Underutilization		Disparity
BLACK MALE	0.00%	1.00%	0.00	Underutilization		Disparity
BLACK	0.10%	1.41%	6.80	Underutilization		Disparity
HISPANIC FEMALE	0.09%	0.97%	8.80	Underutilization		Disparity
HISPANIC MALE	0.29%	4.49%	6.39	Underutilization		Disparity
HISPANIC	0.37%	5.47%	6.82	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.00%	0.11%	0.00	Underutilization		Disparity
NATIVE AMERICAN MALE	0.00%	2.55%	0.00	Underutilization		Disparity
NATIVE AMERICAN	0.00%	2.66%	0.00	Underutilization		Disparity
TOTAL MBE	0.75%	11.05%	6.80	Underutilization	*	Disparity
NON-MINORITY FEMALE	22.84%	13.84%	165.08	Overutilization		No Disparity
TOTAL MWBE	23.59%	24.89%	94.81	Underutilization		Disparity
UNCLASSIFIED	76.41%	75.11%	101.72	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3**. Capital District.

TABLE D-28.  
MOHAWK VALLEY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.00%	0.97%	0.00	Underutilization		Disparity
ASIAN MALE	0.00%	4.72%	0.00	Underutilization		Disparity
ASIAN	0.00%	5.69%	0.00	Underutilization		Disparity
BLACK FEMALE	0.00%	0.32%	0.00	Underutilization		Disparity
BLACK MALE	0.00%	3.89%	0.00	Underutilization		Disparity
BLACK	0.00%	4.20%	0.00	Underutilization		Disparity
HISPANIC FEMALE	0.00%	0.87%	0.00	Underutilization		Disparity
HISPANIC MALE	0.00%	4.80%	0.00	Underutilization		Disparity
HISPANIC	0.00%	5.67%	0.00	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN MALE	0.00%	1.12%	0.00	Underutilization		Disparity
NATIVE AMERICAN	0.00%	1.12%	0.00	Underutilization		Disparity
TOTAL MBE	0.00%	16.69%	0.00	Underutilization	**	Disparity
NON-MINORITY FEMALE	39.95%	12.58%	317.53	Overutilization	***	No Disparity
TOTAL MWBE	39.95%	29.27%	136.48	Overutilization		No Disparity
UNCLASSIFIED	60.05%	70.73%	84.90	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-29.  
MOHAWK VALLEY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
NON-CONSTRUCTION RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.16%	0.96%	16.48	Underutilization		Disparity
ASIAN MALE	0.20%	5.00%	3.94	Underutilization		Disparity
ASIAN	0.35%	5.95%	5.96	Underutilization		Disparity
BLACK FEMALE	0.04%	3.13%	1.12	Underutilization		Disparity
BLACK MALE	0.00%	3.52%	0.08	Underutilization		Disparity
BLACK	0.04%	6.65%	0.57	Underutilization		Disparity
HISPANIC FEMALE	0.03%	2.57%	1.30	Underutilization		Disparity
HISPANIC MALE	0.19%	3.13%	6.14	Underutilization		Disparity
HISPANIC	0.23%	5.70%	3.96	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.01%	0.05%	30.88	Underutilization		Disparity
NATIVE AMERICAN MALE	0.00%	0.24%	0.00	Underutilization		Disparity
NATIVE AMERICAN	0.01%	0.28%	5.03	Underutilization		Disparity
TOTAL MBE	0.63%	18.59%	3.40	Underutilization	***	Disparity
NON-MINORITY FEMALE	11.33%	15.42%	73.50	Underutilization		Disparity
TOTAL MWBE	11.97%	34.01%	35.19	Underutilization	***	Disparity
UNCLASSIFIED	88.03%	65.98%	133.42	Overutilization	***	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-30.  
MOHAWK VALLEY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
COMMODITIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	<b>0.00%</b>	<b>0.34%</b>	<b>0.00</b>	Underutilization		Disparity
ASIAN MALE	<b>0.01%</b>	<b>0.29%</b>	<b>2.24</b>	Underutilization		Disparity
ASIAN	<b>0.01%</b>	<b>0.63%</b>	<b>1.03</b>	Underutilization		Disparity
BLACK FEMALE	47.05%	47.81%	98.40	Underutilization		Disparity
BLACK MALE	<b>0.00%</b>	<b>0.34%</b>	<b>0.16</b>	Underutilization		Disparity
BLACK	47.05%	48.15%	97.71	Underutilization		Disparity
HISPANIC FEMALE	<b>0.10%</b>	<b>0.46%</b>	<b>22.40</b>	Underutilization		Disparity
HISPANIC MALE	<b>0.05%</b>	<b>0.86%</b>	<b>5.54</b>	Underutilization		Disparity
HISPANIC	<b>0.15%</b>	<b>1.32%</b>	<b>11.47</b>	Underutilization		Disparity
NATIVE AMERICAN FEMALE	<b>0.00%</b>	<b>0.01%</b>	<b>0.00</b>	Underutilization		Disparity
NATIVE AMERICAN MALE	<b>0.00%</b>	<b>0.01%</b>	<b>0.00</b>	Underutilization		Disparity
NATIVE AMERICAN	<b>0.00%</b>	<b>0.02%</b>	<b>0.00</b>	Underutilization		Disparity
TOTAL MBE	47.21%	50.13%	94.18	Underutilization		Disparity
NON-MINORITY FEMALE	45.30%	40.04%	113.13	Overutilization		No Disparity
TOTAL MWBE	92.51%	90.17%	102.59	Overutilization		No Disparity
UNCLASSIFIED	<b>7.49%</b>	<b>11.41%</b>	<b>65.66</b>	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## NEW YORK CITY

Analysis of disparities across all industry categories in **TABLE D-5**. Capital District reveals:

TABLE D-31.  
NEW YORK CITY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.06%	0.62%	170.03	Overutilization		No Disparity
ASIAN MALE	2.32%	2.19%	105.84	Overutilization		No Disparity
ASIAN	3.38%	2.81%	120.08	Overutilization		No Disparity
BLACK FEMALE	4.94%	0.72%	686.49	Overutilization	***	No Disparity
BLACK MALE	3.22%	3.83%	84.11	Underutilization		Disparity
BLACK	8.17%	4.55%	179.44	Overutilization		No Disparity
HISPANIC FEMALE	1.22%	0.61%	199.69	Overutilization		No Disparity
<b>HISPANIC MALE</b>	<b>0.93%</b>	<b>3.72%</b>	<b>24.95</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>2.14%</b>	<b>4.33%</b>	<b>49.54</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.02%</b>	<b>0.31</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.38%</b>	<b>0.56%</b>	<b>67.16</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.38%</b>	<b>0.58%</b>	<b>64.75</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	14.06%	12.27%	114.58	Overutilization		No Disparity
NON-MINORITY FEMALE	8.49%	10.06%	84.46	Underutilization		Disparity
TOTAL MWBE	22.56%	22.33%	101.02	Overutilization		No Disparity
UNCLASSIFIED	77.44%	77.67%	99.71	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-32.  
NEW YORK CITY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	7.34%	0.89%	828.47	Overutilization	***	No Disparity
ASIAN MALE	11.90%	2.41%	493.47	Overutilization	***	No Disparity
ASIAN	19.25%	3.30%	583.48	Overutilization	***	No Disparity
BLACK FEMALE	0.45%	0.52%	86.39	Underutilization		Disparity
BLACK MALE	6.08%	3.92%	155.12	Overutilization		No Disparity
BLACK	6.53%	4.44%	147.12	Overutilization		No Disparity
HISPANIC FEMALE	7.51%	1.77%	425.23	Overutilization	***	No Disparity
<b>HISPANIC MALE</b>	<b>3.10%</b>	<b>6.40%</b>	<b>48.39</b>	<b>Underutilization</b>		<b>Disparity</b>
HISPANIC	10.61%	8.17%	129.85	Overutilization		No Disparity
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.17%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.01%</b>	<b>0.91%</b>	<b>0.69</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.01%</b>	<b>1.09%</b>	<b>0.58</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	36.39%	16.99%	214.16	Overutilization	***	No Disparity
NON-MINORITY FEMALE	19.11%	13.12%	145.60	Overutilization		No Disparity
TOTAL MWBE	55.50%	30.12%	184.29	Overutilization	***	No Disparity
<b>UNCLASSIFIED</b>	<b>44.50%</b>	<b>69.88%</b>	<b>63.68</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3**. Capital District.

TABLE D-33.  
NEW YORK CITY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION-RELATED SERVICES**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.02%	1.01%	101.15	Overutilization		No Disparity
ASIAN MALE	7.64%	4.86%	157.38	Overutilization		No Disparity
ASIAN	8.67%	5.87%	147.68	Overutilization		No Disparity
BLACK FEMALE	0.24%	0.16%	153.91	Overutilization		No Disparity
<b>BLACK MALE</b>	<b>1.09%</b>	<b>3.32%</b>	<b>32.95</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>1.33%</b>	<b>3.47%</b>	<b>38.40</b>	<b>Underutilization</b>		<b>Disparity</b>
HISPANIC FEMALE	0.15%	0.91%	16.55	Underutilization		Disparity
HISPANIC MALE	2.50%	4.52%	55.31	Underutilization		Disparity
HISPANIC	2.65%	5.43%	48.85	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN MALE	0.00%	1.17%	0.00	Underutilization		Disparity
NATIVE AMERICAN	0.00%	1.17%	0.00	Underutilization		Disparity
<b>TOTAL MBE</b>	<b>12.65%</b>	<b>15.94%</b>	<b>79.37</b>	<b>Underutilization</b>		<b>Disparity</b>
NON-MINORITY FEMALE	23.55%	12.74%	184.88	Overutilization	***	No Disparity
TOTAL MWBE	36.20%	28.68%	126.23	Overutilization		No Disparity
UNCLASSIFIED	63.80%	71.32%	89.45	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**

Capital District

TABLE D-34.  
NEW YORK CITY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
NON-CONSTRUCTION RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.27%</b>	<b>0.55%</b>	<b>48.51</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN MALE</b>	<b>0.71%</b>	<b>2.04%</b>	<b>35.01</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN</b>	<b>0.98%</b>	<b>2.58%</b>	<b>37.87</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK FEMALE	6.26%	0.84%	744.64	Overutilization	***	No Disparity
<b>BLACK MALE</b>	<b>0.76%</b>	<b>1.75%</b>	<b>43.58</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK	7.02%	2.59%	271.50	Overutilization		No Disparity
<b>HISPANIC FEMALE</b>	<b>0.26%</b>	<b>0.47%</b>	<b>55.53</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.38%</b>	<b>3.34%</b>	<b>11.45</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>0.64%</b>	<b>3.80%</b>	<b>16.88</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.00%</b>	<b>8.87</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN MALE</b>	<b>0.01%</b>	<b>0.05%</b>	<b>13.84</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.01%</b>	<b>0.05%</b>	<b>13.75</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MBE	8.65%	9.03%	95.79	Underutilization		Disparity
<b>NON-MINORITY FEMALE</b>	<b>3.04%</b>	<b>8.09%</b>	<b>37.55</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MWBE</b>	<b>11.69%</b>	<b>17.13%</b>	<b>68.27</b>	<b>Underutilization</b>		<b>Disparity</b>
UNCLASSIFIED	88.31%	82.87%	106.56	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-35.  
NEW YORK CITY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
COMMODITIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.26%</b>	<b>0.72%</b>	<b>35.93</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN MALE	1.54%	1.87%	82.20	Underutilization		Disparity
<b>ASIAN</b>	<b>1.80%</b>	<b>2.59%</b>	<b>69.26</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK FEMALE	2.18%	0.31%	709.31	Overutilization	***	No Disparity
BLACK MALE	19.05%	19.11%	99.67	Underutilization		Disparity
BLACK	21.22%	19.42%	109.30	Overutilization		No Disparity
HISPANIC FEMALE	2.03%	0.28%	726.46	Overutilization	***	No Disparity
<b>HISPANIC MALE</b>	<b>1.92%</b>	<b>3.32%</b>	<b>57.68</b>	<b>Underutilization</b>		<b>Disparity</b>
HISPANIC	3.94%	3.60%	109.52	Overutilization		No Disparity
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.02%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
NATIVE AMERICAN MALE	3.63%	3.63%	100.00	Overutilization		No Disparity
NATIVE AMERICAN	3.63%	3.65%	99.58	Underutilization		Disparity
TOTAL MBE	30.59%	29.26%	104.57	Overutilization		No Disparity
NON-MINORITY FEMALE	30.29%	19.89%	152.27	Overutilization	***	No Disparity
TOTAL MWBE	60.88%	49.15%	123.88	Overutilization	***	No Disparity
<b>UNCLASSIFIED</b>	<b>39.12%</b>	<b>50.85%</b>	<b>76.92</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## NORTH COUNTRY

Analysis of disparities across all industry categories in **TABLE D-5**. Capital District reveals:

TABLE D-36.  
NORTH COUNTRY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.00%	0.39%	0.00	Underutilization		Disparity
ASIAN MALE	0.05%	0.66%	7.76	Underutilization		Disparity
ASIAN	0.05%	1.05%	4.87	Underutilization		Disparity
BLACK FEMALE	0.00%	0.07%	0.00	Underutilization		Disparity
BLACK MALE	0.04%	1.56%	2.85	Underutilization		Disparity
BLACK	0.04%	1.62%	2.72	Underutilization		Disparity
HISPANIC FEMALE	0.02%	0.33%	5.16	Underutilization		Disparity
HISPANIC MALE	0.00%	3.45%	0.07	Underutilization		Disparity
HISPANIC	0.02%	3.78%	0.51	Underutilization		Disparity
NATIVE AMERICAN FEMALE	9.98%	9.99%	99.90	Underutilization		Disparity
NATIVE AMERICAN MALE	0.16%	0.62%	26.52	Underutilization		Disparity
NATIVE AMERICAN	10.14%	10.61%	95.63	Underutilization		Disparity
TOTAL MBE	10.26%	17.06%	60.10	Underutilization		Disparity
NON-MINORITY FEMALE	12.69%	15.05%	84.28	Underutilization		Disparity
TOTAL MWBE	22.94%	32.12%	71.44	Underutilization		Disparity
UNCLASSIFIED	77.06%	66.58%	115.74	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-37.  
NORTH COUNTRY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.00%	1.41%	0.00	Underutilization		Disparity
ASIAN MALE	0.01%	1.33%	0.84	Underutilization		Disparity
ASIAN	0.01%	2.74%	0.41	Underutilization	*	Disparity
BLACK FEMALE	0.00%	0.11%	0.00	Underutilization		Disparity
BLACK MALE	0.08%	4.06%	1.92	Underutilization	**	Disparity
BLACK	0.08%	4.18%	1.87	Underutilization	**	Disparity
HISPANIC FEMALE	0.01%	1.15%	1.00	Underutilization		Disparity
HISPANIC MALE	0.01%	5.93%	0.16	Underutilization	***	Disparity
HISPANIC	0.02%	7.09%	0.29	Underutilization	***	Disparity
NATIVE AMERICAN FEMALE	0.01%	0.05%	23.97	Underutilization		Disparity
NATIVE AMERICAN MALE	0.53%	2.30%	22.90	Underutilization		Disparity
NATIVE AMERICAN	0.54%	2.34%	22.92	Underutilization		Disparity
TOTAL MBE	0.65%	16.35%	3.96	Underutilization	***	Disparity
NON-MINORITY FEMALE	21.61%	14.71%	146.93	Overutilization	**	No Disparity
TOTAL MWBE	22.25%	31.06%	71.66	Underutilization	**	Disparity
UNCLASSIFIED	77.75%	68.94%	112.77	Overutilization	**	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3**. Capital District.

TABLE D-38.  
NORTH COUNTRY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.00%	0.82%	0.00	Underutilization		Disparity
ASIAN MALE	0.00%	4.25%	0.00	Underutilization		Disparity
ASIAN	0.00%	5.07%	0.00	Underutilization		Disparity
BLACK FEMALE	0.00%	0.87%	0.00	Underutilization		Disparity
BLACK MALE	0.17%	5.89%	2.91	Underutilization		Disparity
BLACK	0.17%	6.76%	2.53	Underutilization		Disparity
HISPANIC FEMALE	0.00%	0.76%	0.00	Underutilization		Disparity
HISPANIC MALE	0.00%	5.78%	0.00	Underutilization		Disparity
HISPANIC	0.00%	6.54%	0.00	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
NATIVE AMERICAN MALE	0.00%	0.94%	0.00	Underutilization		Disparity
NATIVE AMERICAN	0.00%	0.94%	0.00	Underutilization		Disparity
TOTAL MBE	0.17%	19.31%	0.89	Underutilization	***	Disparity
NON-MINORITY FEMALE	29.11%	12.03%	241.89	Overutilization	***	No Disparity
TOTAL MWBE	29.28%	31.34%	93.43	Underutilization		Disparity
UNCLASSIFIED	70.72%	68.66%	103.00	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-39.  
NORTH COUNTRY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
NON-CONSTRUCTION RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.00%	0.01%	0.00	Underutilization		Disparity
ASIAN MALE	0.00%	0.23%	0.11	Underutilization		Disparity
ASIAN	0.00%	0.24%	0.11	Underutilization		Disparity
BLACK FEMALE	0.00%	0.01%	0.00	Underutilization		Disparity
BLACK MALE	0.00%	0.66%	0.00	Underutilization		Disparity
BLACK	0.00%	0.67%	0.00	Underutilization		Disparity
HISPANIC FEMALE	0.00%	0.03%	0.00	Underutilization		Disparity
HISPANIC MALE	0.00%	3.69%	0.00	Underutilization		Disparity
HISPANIC	0.00%	3.72%	0.00	Underutilization		Disparity
NATIVE AMERICAN FEMALE	20.86%	20.86%	100.00	Underutilization		Disparity
NATIVE AMERICAN MALE	0.04%	0.00%	1274.02	Overutilization		No Disparity
NATIVE AMERICAN	20.90%	20.87%	100.18	Overutilization		No Disparity
TOTAL MBE	20.90%	25.50%	81.98	Underutilization		Disparity
NON-MINORITY FEMALE	4.03%	13.85%	29.06	Underutilization		Disparity
TOTAL MWBE	24.93%	39.35%	63.35	Underutilization		Disparity
UNCLASSIFIED	75.07%	60.65%	123.78	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-40.  
NORTH COUNTRY  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
COMMODITIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.00%</b>	<b>0.02%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN MALE</b>	<b>0.20%</b>	<b>0.26%</b>	<b>76.79</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN</b>	<b>0.20%</b>	<b>0.29%</b>	<b>70.86</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK FEMALE</b>	<b>0.00%</b>	<b>0.01%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK MALE	0.08%	0.07%	109.49	Overutilization		No Disparity
BLACK	0.08%	0.09%	90.49	Underutilization		Disparity
HISPANIC FEMALE	0.06%	0.01%	1081.59	Overutilization		No Disparity
<b>HISPANIC MALE</b>	<b>0.00%</b>	<b>0.03%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
HISPANIC	0.06%	0.03%	180.27	Overutilization		No Disparity
<b>NATIVE AMERICAN FEMALE</b>	<b>0.00%</b>	<b>0.01%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
NATIVE AMERICAN MALE	0.06%	0.05%	115.41	Overutilization		No Disparity
NATIVE AMERICAN	0.06%	0.06%	104.17	Overutilization		No Disparity
TOTAL MBE	0.40%	0.46%	86.45	Underutilization		Disparity
NON-MINORITY FEMALE	18.27%	18.31%	99.79	Underutilization		Disparity
TOTAL MWBE	18.67%	18.77%	99.46	Underutilization		Disparity
UNCLASSIFIED	81.33%	75.73%	107.40	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## SOUTHERN TIER

Analysis of disparities across all industry categories in **TABLE D-5**. Capital District reveals:

TABLE D-41.  
SOUTHERN TIER  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	35.45%	2.30%	1539.91	Overutilization	***	No Disparity
<b>ASIAN MALE</b>	<b>0.05%</b>	<b>1.61%</b>	<b>3.39</b>	Underutilization		<b>Disparity</b>
ASIAN	35.50%	3.91%	907.08	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.03%</b>	<b>0.76%</b>	<b>4.57</b>	Underutilization		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.07%</b>	<b>2.94%</b>	<b>2.33</b>	Underutilization		<b>Disparity</b>
<b>BLACK</b>	<b>0.10%</b>	<b>3.70%</b>	<b>2.79</b>	Underutilization		<b>Disparity</b>
<b>HISPANIC FEMALE</b>	<b>0.04%</b>	<b>0.98%</b>	<b>3.82</b>	Underutilization		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.09%</b>	<b>4.52%</b>	<b>1.95</b>	Underutilization		<b>Disparity</b>
<b>HISPANIC</b>	<b>0.13%</b>	<b>5.50%</b>	<b>2.28</b>	Underutilization	*	<b>Disparity</b>
NATIVE AMERICAN FEMALE	0.17%	0.12%	142.37	Overutilization		No Disparity
NATIVE AMERICAN MALE	0.38%	0.30%	125.10	Overutilization		No Disparity
NATIVE AMERICAN	0.55%	0.42%	130.02	Overutilization		No Disparity
TOTAL MBE	36.28%	13.54%	268.04	Overutilization	***	No Disparity
<b>NON-MINORITY FEMALE</b>	<b>10.93%</b>	<b>19.73%</b>	<b>55.40</b>	Underutilization	*	<b>Disparity</b>
TOTAL MWBE	47.21%	33.27%	141.91	Overutilization	***	No Disparity
<b>UNCLASSIFIED</b>	<b>52.79%</b>	<b>66.73%</b>	<b>79.11</b>	Underutilization	***	<b>Disparity</b>

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-42.  
SOUTHERN TIER  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.00%</b>	<b>0.92%</b>	<b>0.00</b>	<b>Underutilization</b>	<b>*</b>	<b>Disparity</b>
<b>ASIAN MALE</b>	<b>0.01%</b>	<b>3.01%</b>	<b>0.40</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN</b>	<b>0.01%</b>	<b>3.94%</b>	<b>0.30</b>	<b>Underutilization</b>	<b>**</b>	<b>Disparity</b>
<b>BLACK FEMALE</b>	<b>0.01%</b>	<b>0.85%</b>	<b>1.14</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.14%</b>	<b>2.84%</b>	<b>4.76</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>0.15%</b>	<b>3.70%</b>	<b>3.92</b>	<b>Underutilization</b>	<b>**</b>	<b>Disparity</b>
<b>HISPANIC FEMALE</b>	<b>0.00%</b>	<b>1.65%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.04%</b>	<b>5.52%</b>	<b>0.67</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
<b>HISPANIC</b>	<b>0.04%</b>	<b>7.17%</b>	<b>0.52</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
NATIVE AMERICAN FEMALE	0.64%	0.22%	296.16	Overutilization		No Disparity
NATIVE AMERICAN MALE	1.14%	0.32%	358.00	Overutilization		No Disparity
NATIVE AMERICAN	1.78%	0.53%	332.86	Overutilization		No Disparity
<b>TOTAL MBE</b>	<b>1.97%</b>	<b>15.34%</b>	<b>12.86</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
NON-MINORITY FEMALE	15.27%	16.68%	91.51	Underutilization		Disparity
<b>TOTAL MWBE</b>	<b>17.24%</b>	<b>32.02%</b>	<b>53.84</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
UNCLASSIFIED	82.76%	67.98%	121.74	Overutilization	<b>***</b>	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3**. Capital District.

TABLE D-43.  
SOUTHERN TIER  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	9.83%	0.96%	1028.13	Overutilization		No Disparity
<b>ASIAN MALE</b>	<b>0.00%</b>	<b>4.68%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN	9.83%	5.64%	174.33	Overutilization		No Disparity
<b>BLACK FEMALE</b>	<b>0.00%</b>	<b>0.36%</b>	<b>0.41</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.00%</b>	<b>4.06%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>0.00%</b>	<b>4.43%</b>	<b>0.03</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC FEMALE</b>	<b>0.00%</b>	<b>0.86%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.28%</b>	<b>4.89%</b>	<b>5.81</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>0.28%</b>	<b>5.75%</b>	<b>4.94</b>	<b>Underutilization</b>		<b>Disparity</b>
NATIVE AMERICAN FEMALE	0.00%	0.00%	N/A	N/A		N/A
<b>NATIVE AMERICAN MALE</b>	<b>0.00%</b>	<b>1.10%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.00%</b>	<b>1.10%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MBE</b>	<b>10.11%</b>	<b>16.92%</b>	<b>59.78</b>	<b>Underutilization</b>		<b>Disparity</b>
NON-MINORITY FEMALE	20.55%	12.53%	163.99	Overutilization		No Disparity
TOTAL MWBE	30.67%	29.45%	104.13	Overutilization		No Disparity
UNCLASSIFIED	69.33%	70.55%	98.28	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-44.  
SOUTHERN TIER  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
NON-CONSTRUCTION RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	17.31%	0.37%	4650.23	Overutilization	***	No Disparity
<b>ASIAN MALE</b>	<b>0.24%</b>	<b>1.42%</b>	<b>16.54</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN	17.54%	1.80%	976.68	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.15%</b>	<b>2.04%</b>	<b>7.17</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.00%</b>	<b>3.87%</b>	<b>0.01</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>0.15%</b>	<b>5.91%</b>	<b>2.48</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC FEMALE</b>	<b>0.02%</b>	<b>0.22%</b>	<b>10.56</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.31%</b>	<b>4.27%</b>	<b>7.37</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>0.34%</b>	<b>4.49%</b>	<b>7.52</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.05%</b>	<b>0.18%</b>	<b>26.35</b>	<b>Underutilization</b>		<b>Disparity</b>
NATIVE AMERICAN MALE	0.58%	0.57%	101.52	Overutilization		No Disparity
NATIVE AMERICAN	0.63%	0.75%	83.81	Underutilization		Disparity
TOTAL MBE	18.66%	12.95%	144.05	Overutilization		No Disparity
<b>NON-MINORITY FEMALE</b>	<b>6.59%</b>	<b>12.18%</b>	<b>54.11</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MWBE	25.25%	25.13%	100.47	Overutilization		No Disparity
UNCLASSIFIED	74.75%	74.87%	99.84	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-45.  
SOUTHERN TIER  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
COMMODITIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	59.90%	3.79%	1578.32	Overutilization	***	No Disparity
<b>ASIAN MALE</b>	<b>0.00%</b>	<b>0.88%</b>	<b>0.00</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN	59.90%	4.67%	1281.20	Overutilization	***	No Disparity
<b>BLACK FEMALE</b>	<b>0.00%</b>	<b>0.20%</b>	<b>0.01</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK MALE</b>	<b>0.07%</b>	<b>2.52%</b>	<b>2.96</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>0.07%</b>	<b>2.71%</b>	<b>2.74</b>	<b>Underutilization</b>		<b>Disparity</b>
HISPANIC FEMALE	0.06%	1.02%	6.04	Underutilization		Disparity
HISPANIC MALE	0.00%	4.18%	0.00	Underutilization		Disparity
HISPANIC	0.06%	5.20%	1.18	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.04%	0.06%	58.60	Underutilization		Disparity
NATIVE AMERICAN MALE	0.00%	0.12%	0.15	Underutilization		Disparity
NATIVE AMERICAN	0.04%	0.19%	20.15	Underutilization		Disparity
TOTAL MBE	60.07%	12.78%	470.04	Overutilization	***	No Disparity
<b>NON-MINORITY FEMALE</b>	<b>10.25%</b>	<b>24.73%</b>	<b>41.44</b>	<b>Underutilization</b>		<b>Disparity</b>
TOTAL MWBE	70.32%	37.51%	187.46	Overutilization	***	No Disparity
<b>UNCLASSIFIED</b>	<b>29.68%</b>	<b>62.49%</b>	<b>47.50</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

## WESTERN NEW YORK

Analysis of disparities across all industry categories in **TABLE D-5.**  
Capital District reveals:

TABLE D-46.  
WESTERN NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
ALL PROCUREMENT CATEGORIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.54%	0.62%	87.01	Underutilization		Disparity
<b>ASIAN MALE</b>	<b>0.91%</b>	<b>2.42%</b>	<b>37.62</b>	Underutilization		Disparity
<b>ASIAN</b>	<b>1.45%</b>	<b>3.04%</b>	<b>47.63</b>	Underutilization		Disparity
<b>BLACK FEMALE</b>	<b>0.90%</b>	<b>1.17%</b>	<b>77.42</b>	Underutilization		Disparity
<b>BLACK MALE</b>	<b>0.92%</b>	<b>2.15%</b>	<b>42.79</b>	Underutilization		Disparity
<b>BLACK</b>	<b>1.82%</b>	<b>3.32%</b>	<b>54.97</b>	Underutilization		Disparity
<b>HISPANIC FEMALE</b>	<b>0.11%</b>	<b>1.28%</b>	<b>8.70</b>	Underutilization		Disparity
<b>HISPANIC MALE</b>	<b>0.95%</b>	<b>5.45%</b>	<b>17.37</b>	Underutilization	**	Disparity
<b>HISPANIC</b>	<b>1.06%</b>	<b>6.72%</b>	<b>15.72</b>	Underutilization	***	Disparity
<b>NATIVE AMERICAN FEMALE</b>	<b>0.04%</b>	<b>0.09%</b>	<b>41.74</b>	Underutilization		Disparity
NATIVE AMERICAN MALE	0.88%	0.78%	113.83	Overutilization		No Disparity
NATIVE AMERICAN	0.92%	0.87%	106.01	Overutilization		No Disparity
<b>TOTAL MBE</b>	<b>5.25%</b>	<b>13.95%</b>	<b>37.64</b>	Underutilization	***	Disparity
NON-MINORITY FEMALE	17.12%	16.06%	106.64	Overutilization		No Disparity
<b>TOTAL MWBE</b>	<b>22.37%</b>	<b>30.01%</b>	<b>74.56</b>	Underutilization	*	Disparity
UNCLASSIFIED	77.63%	69.99%	110.91	Overutilization	*	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

The calculation of disparity indices and significance testing for the Construction procurement category are depicted in **Table D-2**.

TABLE D-47.  
WESTERN NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
**CONSTRUCTION**

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.51%</b>	<b>0.68%</b>	<b>75.67</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN MALE</b>	<b>1.90%</b>	<b>2.65%</b>	<b>71.70</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN</b>	<b>2.41%</b>	<b>3.33%</b>	<b>72.51</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK FEMALE	1.63%	1.14%	142.24	Overutilization		No Disparity
<b>BLACK MALE</b>	<b>1.12%</b>	<b>2.11%</b>	<b>53.23</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK	2.75%	3.25%	84.54	Underutilization		Disparity
<b>HISPANIC FEMALE</b>	<b>0.03%</b>	<b>2.32%</b>	<b>1.16</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.96%</b>	<b>5.66%</b>	<b>16.99</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
<b>HISPANIC</b>	<b>0.99%</b>	<b>7.97%</b>	<b>12.39</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.04%</b>	<b>0.23%</b>	<b>17.80</b>	<b>Underutilization</b>		<b>Disparity</b>
NATIVE AMERICAN MALE	1.19%	0.62%	193.25	Overutilization		No Disparity
NATIVE AMERICAN	1.23%	0.84%	145.92	Overutilization		No Disparity
<b>TOTAL MBE</b>	<b>7.38%</b>	<b>15.40%</b>	<b>47.95</b>	<b>Underutilization</b>	<b>***</b>	<b>Disparity</b>
NON-MINORITY FEMALE	20.64%	12.40%	166.48	Overutilization	<b>***</b>	No Disparity
TOTAL MWBE	28.02%	27.80%	100.81	Overutilization		No Disparity
UNCLASSIFIED	71.98%	72.20%	99.69	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for Construction-Related Services appear in **Table D-3**. Capital District.

TABLE D-48.  
WESTERN NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
CONSTRUCTION-RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
<b>ASIAN FEMALE</b>	<b>0.00%</b>	<b>1.00%</b>	<b>0.19</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN MALE</b>	<b>0.46%</b>	<b>4.81%</b>	<b>9.52</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>ASIAN</b>	<b>0.46%</b>	<b>5.80%</b>	<b>7.92</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK FEMALE	0.35%	0.21%	164.52	Overutilization		No Disparity
<b>BLACK MALE</b>	<b>1.52%</b>	<b>3.52%</b>	<b>43.14</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>BLACK</b>	<b>1.87%</b>	<b>3.74%</b>	<b>50.11</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC FEMALE</b>	<b>0.06%</b>	<b>0.89%</b>	<b>6.85</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>1.65%</b>	<b>4.63%</b>	<b>35.60</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>1.71%</b>	<b>5.52%</b>	<b>30.95</b>	<b>Underutilization</b>		<b>Disparity</b>
NATIVE AMERICAN FEMALE	0.06%	0.00%	N/A	N/A		N/A
<b>NATIVE AMERICAN MALE</b>	<b>0.03%</b>	<b>1.15%</b>	<b>2.92</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN</b>	<b>0.09%</b>	<b>1.15%</b>	<b>8.21</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MBE</b>	<b>4.14%</b>	<b>16.21%</b>	<b>25.51</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NON-MINORITY FEMALE</b>	<b>3.85%</b>	<b>12.68%</b>	<b>30.39</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>TOTAL MWBE</b>	<b>7.99%</b>	<b>28.89%</b>	<b>27.65</b>	<b>Underutilization</b>		<b>Disparity</b>
UNCLASSIFIED	92.01%	71.11%	129.40	Overutilization		No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

Disparity indices and significance testing for the Non-Construction Related Services sector are presented in **Table D-4.**  
Capital District

TABLE D-49.  
WESTERN NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
NON-CONSTRUCTION RELATED SERVICES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	0.04%	0.33%	11.34	Underutilization		Disparity
ASIAN MALE	0.31%	2.31%	13.40	Underutilization		Disparity
ASIAN	0.35%	2.64%	13.14	Underutilization		Disparity
BLACK FEMALE	0.88%	2.39%	36.77	Underutilization		Disparity
BLACK MALE	0.59%	2.98%	19.87	Underutilization		Disparity
BLACK	1.47%	5.37%	27.39	Underutilization		Disparity
HISPANIC FEMALE	0.27%	0.55%	49.95	Underutilization		Disparity
HISPANIC MALE	1.34%	7.60%	17.65	Underutilization		Disparity
HISPANIC	1.61%	8.14%	19.81	Underutilization		Disparity
NATIVE AMERICAN FEMALE	0.03%	0.01%	517.60	Overutilization		No Disparity
NATIVE AMERICAN MALE	1.07%	1.16%	92.26	Underutilization		Disparity
NATIVE AMERICAN	1.10%	1.17%	94.72	Underutilization		Disparity
TOTAL MBE	4.54%	17.32%	26.18	Underutilization		Disparity
NON-MINORITY FEMALE	12.90%	18.56%	69.48	Underutilization		Disparity
TOTAL MWBE	17.43%	35.88%	48.58	Underutilization	*	Disparity
UNCLASSIFIED	82.57%	64.12%	128.77	Overutilization	*	No Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

**Table**

**D-5.**

Capital District presents disparity indices and significance testing for the Commodities sector.

TABLE D-50.  
WESTERN NEW YORK  
DISPARITY INDICES AND SIGNIFICANCE TESTING,  
COMMODITIES

Ethnic/Gender Classification	Utilization	Availability	Disparity Index	Disparity Impact	Statistical Significance	Disparity Conclusion
ASIAN FEMALE	1.37%	0.65%	210.12	Overutilization		No Disparity
<b>ASIAN MALE</b>	<b>0.51%</b>	<b>1.08%</b>	<b>47.04</b>	<b>Underutilization</b>		<b>Disparity</b>
ASIAN	1.88%	1.73%	108.37	Overutilization		No Disparity
<b>BLACK FEMALE</b>	<b>0.26%</b>	<b>0.33%</b>	<b>77.61</b>	<b>Underutilization</b>		<b>Disparity</b>
BLACK MALE	0.72%	0.62%	114.85	Overutilization		No Disparity
BLACK	0.98%	0.96%	101.87	Overutilization		No Disparity
<b>HISPANIC FEMALE</b>	<b>0.07%</b>	<b>0.91%</b>	<b>7.67</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC MALE</b>	<b>0.15%</b>	<b>3.24%</b>	<b>4.68</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>HISPANIC</b>	<b>0.22%</b>	<b>4.16%</b>	<b>5.34</b>	<b>Underutilization</b>		<b>Disparity</b>
<b>NATIVE AMERICAN FEMALE</b>	<b>0.03%</b>	<b>0.06%</b>	<b>50.91</b>	<b>Underutilization</b>		<b>Disparity</b>
NATIVE AMERICAN MALE	0.71%	0.39%	182.41	Overutilization		No Disparity
NATIVE AMERICAN	0.74%	0.45%	163.84	Overutilization		No Disparity
<b>TOTAL MBE</b>	<b>3.81%</b>	<b>7.30%</b>	<b>52.25</b>	<b>Underutilization</b>		<b>Disparity</b>
NON-MINORITY FEMALE	23.69%	19.75%	119.96	Overutilization		No Disparity
TOTAL MWBE	27.51%	27.05%	101.69	Overutilization		No Disparity
UNCLASSIFIED	72.49%	72.95%	99.37	Underutilization		Disparity

Note: Disparity index values may vary slightly from calculations of depicted figures due to rounding of presented levels of utilization and availability.

“\*” indicates an adverse disparity that is statistically significant at the 15% level or better (85% confidence). “\*\*\*” indicates the disparity is significant at a 10% level or better (90% confidence). “\*\*\*\*” indicates significance at a 5% level or better (95% confidence).

**BOLD** Indicates a substantial level of disparity, which is a disparity index below 80.00.

# Appendix E

## E. Custom Census Survey Questionnaire

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### THE STATE OF NEW YORK CUSTOM CENSUS

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ENTER THE D&B D-U-N-S NUMBER

\_\_\_\_\_

Hello. My name is \_\_\_\_\_, working on behalf of MGT Consulting Group for the State Of New York Disparity Study. The State Of New York has retained MGT Consulting Group to conduct its Disparity Study. Your company information was received from Dun & Bradstreet, indicating that you provide goods or services the State procures. This survey is designed to help the State identify companies in the marketplace that are available to potentially perform work for the State Of New York marketplace.

Is this \_\_\_\_\_ (Company's name)? IF COMPANY NAME VERIFIED, CONTINUE.

Are you the owner or an authorized decision-maker in your company? [IF NO] May I speak with that person? [IF NO, SCHEDULE CALL-BACK]?

*IF TRANSFERRED TO ANOTHER PARTY (CFO, MANAGER, ETC): READ INTRO AGAIN then ask* Are you able to answer questions concerning the business practices of this company? IF YES, CONTINUE.

Thank you for agreeing to participate in this research study. Your input is very important to the outcome of this research study. Your responses to this survey will be aggregated for the overall analysis and used only for this research study. Individual information or identifying characteristics of your company will not be published.

*If you have any questions regarding the survey, I will be happy to provide you with contact information at the end of the survey.*

Q1. What is your title? [REQUIRE ANSWER]

- Owner 1
- CEO/President 2
- Manager/Financial Officer 3
- Other 4

[A - IF THE ANSWER TO Q1 IS **NOT** OTHER, THEN SKIP TO QUESTION 3]

Q2. Specify Other [REQUIRE ANSWER]

\_\_\_\_\_

Q3. May I have your name just in case we have any further questions? [REQUIRE ANSWER]

---

Q4. Based on the information we have from Dun & Bradstreet I want to confirm that this is a **FOR-PROFIT** company, as opposed to a nonprofit, foundation, or government office.

*(If the respondent says they are a NON-Profit Business, PLEASE VERIFY THEIR RESPONSE.)*

Nonprofits are entities such as Girls & Boys Clubs, United Way, and Churches

[REQUIRE ANSWER]

- ☐ Yes 1
- ☐ No 2
- ☐ Don't Know 3

[A - IF THE ANSWER TO QUESTION 4 IS **NO** OR **DON'T KNOW**, THEN TERMINATE THE CALL

PLEASE GO BACK TO Q3 AND TYPE **"DISQUALIFIED"** AFTER THE FIRST AND LAST NAME.]

### Disqualification Statement

**Thank you for your input; however, based on your answers, it appears that you do not qualify for this survey because we are only seeking input from for-profit companies.**

Q5. Let me confirm that, based on the information we have from Dun & Bradstreet, the company's primary line of business is *(READ NAICS WITH CORRESPONDING DESCRIPTIVE TEXT)*

[REQUIRE ANSWER]

- Yes 1
- No 2
- Don't Know 3

[A – IF THE ANSWER TO QUESTION 5 IS **NOT 1**, THEN CONTINUE TO QUESTION 6]

Q6. Please SPECIFY your company's Primary Type of work. [REQUIRE ANSWER]

---

Q7. Is your company at least 51 percent owned, managed, and controlled by a woman or women?  
[REQUIRE ANSWER]

- Yes 1
- No 2

Q7. Is your company **at least 51 percent** owned, managed, and controlled by an Indian Nation or Tribe? [REQUIRE ANSWER]

Yes 1  
No 2

Q8. Is your company at least 51 percent owned, managed, and controlled by a person or people of one of the following racial or ethnic group(s)? [REQUIRE ANSWER]

African American 1  
Asian American 2  
Caucasian/White (non-Hispanic) 3  
Hispanic American or Latino 4  
Native American/American Indian 5  
Pacific Islander 6  
Other (Please specify the race or ethnicity of the owner(s)/manager(s)) 7 (GO TO Q9)  
Refuse to Answer 8 (GO TO Q10)

Q9. Please specify Other: RACE OR ETHNICITY of the owner(s)/manager(s)

---

Q10. **TERMINATION STATEMENT:** The purpose of this study is to identify the impact of race, ethnicity and gender on a business's ability to do business in the State's public and private marketplaces. Do you want to change your answer?

1.

Yes.....1 (RE-ASK Q8)  
No.....2 (GO TO Q11)

Q11. That completes our survey. Again, thank you for your input and your participation in this important survey. If you would like more information on the Disparity Study visit [www.nystatemwbedisparitystudy.com](http://www.nystatemwbedisparitystudy.com) or contact Vernetta Mitchell at (813) 321-1400 ext. 2131.

# Appendix F

## F.Business Survey Questionnaire

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### EMPIRE STATE DEVELOPMENT VENDOR QUESTIONNAIRE

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#### Empire State Development Vendor Questionnaire

#### Online Introduction

#### Phase 1

Draft Revised 08/29/2023

Empire State Development has retained MGT Consulting Group to conduct a disparity study. The overall purpose of the Study is to determine whether there is racial and/or gender business discrimination in the markets in which the State does business – both public and private sectors. We understand that this may be a difficult topic to recall. However, your feedback is important to addressing whether discrimination affects contracting for minority and women businesses in the State’s Marketplace. *Individual information is kept confidential to the extent permitted by law.*

Your firm has been selected to participate in a vendor questionnaire to ascertain experiences of discrimination, if any, towards businesses.

The questionnaire should be completed by the company's owner, CEO, president, vice president, or other decision-making authority with in-depth knowledge of the company. Your responses to this research questionnaire will be aggregated with all other businesses who respond for overall analysis and used only for the purpose of the disparity study.

If you have any questions or would like more information about this research study, please visit the study website [www.nystatemwbedisparitystudy.com](http://www.nystatemwbedisparitystudy.com) or contact Vernetta Mitchell at [nystatemwbedisparitystudy@mtgconsulting.com](mailto:nystatemwbedisparitystudy@mtgconsulting.com) or call (813) 321-1400 ext. 2131.

Click to start the questionnaire and thank you for your participation.

**Empire State Development Vendor Questionnaire  
Telephone Introduction  
Phase2  
Draft Revised 08/29/2023**

Hello, my name is \_\_\_\_\_ and I am calling on behalf of Empire State Development. The State has retained MGT Consulting Group to conduct a disparity study. The overall purpose of the Study is to determine whether there is racial and/or gender business discrimination in the markets in which the State does business – both public and private sectors.

S1. Is this (READ COMPANY NAME)?

Yes, Company name verified.....1 (ASK S2)

No, not verified.....2 (TERMINATE INTERVIEW)

S2. May I speak with (READ CONTACT NAME)?

Owner or other decision maker put on line..... (ASK S4)

Owner no longer available with the company..... (ASK S3)

S3. Is there someone else I can talk to who could answer some questions about the business, including its ownership and procurement/contracting activities?

Yes...(ASK S4)

No...(No, schedule callback)

S4. IF OWNER or OTHER DECISION MAKER IS PUT ON THE LINE)

Are you the owner or an authorized decision-maker in your company?

Yes...1 (CONTINUE WITH S8 AFTER READING FOLLOWING STATEMENT)

This call may be monitored for quality assurance)

No, transferred to another party (CFE sectors, Manager, etc)..... (ASK S5)

S5. Are you able to answer questions concerning the business, including its ownership and procurement/contracting activities?

Yes...(CONTINUE S7 AFTER READING FOLLOWING STATEMENT):

This call may be monitored for quality assurance.

No... (ASK S6)

S6. Is there someone else I can talk to who could answer some questions about the business, including its ownership and procurement/contracting activities?

Yes...(ASK S7)

NO...(SCHEDULE A CALL-BACK)

S7. IF NEW PERSON SPEAKING WITH:

Empire State Development has retained MGT Consulting Group to conduct a disparity study. The overall purpose of the Study is to determine whether there is racial and/or gender business discrimination in the markets in which the State does business – both public and private sectors. We understand that this may be a difficult topic to discuss. However, your feedback is important to addressing whether discrimination affects contracting for minority and women businesses in the State’s Marketplace. *Individual information is kept confidential to the extent permitted by law.* If you have any questions or would like more information about this research study, please visit the study website [www.nystatemwbedisparitystudy.com](http://www.nystatemwbedisparitystudy.com) or contact Vernetta Mitchell at [nystatemwbedisparitystudy@mtgconsulting.com](mailto:nystatemwbedisparitystudy@mtgconsulting.com) or call (813) 321-1400 ext. 2131.

INTRODUCTION

S8. Empire State Development has retained MGT Consulting Group to conduct a disparity study. The overall purpose of the Study is to determine whether there is racial and/or gender business discrimination in the markets in which the State does business – both public and private sectors. We understand that this may be a difficult topic to discuss. However, your feedback is important to addressing whether discrimination affects contracting for minority and women businesses in the State’s Marketplace. *Individual information is kept confidential to the extent permitted by law.* If you have any questions or would like more information about this research study, please visit the study website [www.nystatemwbedisparitystudy.com](http://www.nystatemwbedisparitystudy.com) or contact Vernetta Mitchell at [nystatemwbedisparitystudy@mtgconsulting.com](mailto:nystatemwbedisparitystudy@mtgconsulting.com) or call (813) 321-1400 ext. 2131.

**MGT\_Empire State Development \_Vendor**

1. May I please have your **NAME** just in case we have any further questions? **[REQUIRE ANSWER]**

2. What is your **OFFICIAL TITLE**?

**[REQUIRE ANSWER]**

Owner ..... 1  
CEO/President ..... 2  
Vice President ..... 3  
Chief Financial Officer ..... 4  
Chief Operation Officer ..... 5  
Other ..... 6 **(GO TO Q3)**

3. Specify **Other**: OFFICIAL COMPANY TITLE

**[REQUIRE ANSWER]**

4. What is your company's **PRIMARY LINE OF O**?

**[REQUIRE ANSWER]**

Construction ..... 1  
Architecture and Engineering..... 2  
Professional Services ..... 3  
Non-construction-related Services ..... 4  
Technology ..... 5  
Clean Energy ..... 6  
Real Estate Development ..... 7  
Commodities..... 8  
Other (Please specify your company's primary line of business.) ..... 9

5. Please explain your company's **Primary Line of Business**.

**[REQUIRE ANSWER]**

6. Does your business work **PRIMARILY** as a **PRIME CONTRACTOR/DIRECT VENDOR**,  
**SUBCONTRACTOR/SUPPLIER**, or **BOTH**?

**[REQUIRE ANSWER]**

Prime Contractor/Direct Vendor ..... 1  
Subcontractor/Supplier ..... 2  
Both ..... 3

7. Is **at least 51 percent** of your company owned, managed, and controlled by a member of an Indian Nation or Tribe?

[REQUIRE ANSWER]

Yes ..... 1  
No ..... 2

8. Is **at least 51 percent** of your company owned, managed, and controlled by a **WOMAN** or **WOMEN**?

[REQUIRE ANSWER]

Yes ..... 1  
No ..... 2

9. Is **at least 51 percent** of your company owned, managed, and controlled by one of the following **RACIAL** or **ETHNIC GROUP(S)**?

[REQUIRE ANSWER]

African American ..... 1  
Asian American ..... 2  
Caucasian/White (non-Hispanic) ..... 3  
Hispanic American or Latino ..... 4  
Native American/American Indian ..... 5  
Pacific Islander .....  
Other (Please specify the race or ethnicity of the  
owner(s)/manager(s)) ..... 6 (GO TO Q10)  
Refuse to Answer..... 7 (GO TO Q11)

10. Specify Other: **RACE OR ETHNICITY**

[REQUIRE ANSWER]

---

11. **TERMINATION STATEMENT:** The purpose of this study is to identify the impact of race, ethnicity and gender on a business's ability to do business in the State's public and private marketplaces. Do you want to change your answer?

Yes.....1 (RE-ASK Q9)  
No.....2 (GO TO Q12)

12. That completes our questionnaire. Again, thank you for your input and your participation in this important questionnaire. Since you refused to provide your company's ownership classification, we will end the questionnaire. Thank you. (GO TO End Of Survey Paragraph)

13. Between **April 1, 2015, through March 31, 2021**, has your company **SUBMITTED BIDS, QUOTES, OR PROPOSALS** (attempted to do work) on **State contracts?** OR **BEEN INCLUDED AS A SUBCONTRACTOR** on contracts/projects with **the State?**

[REQUEST ANSWER]

Yes ..... 1 (GO TO Q16)  
No ..... 2 (ASK Q14)  
Not Interested in Working on State Contracts ... 3 (GO TO Q14)

14. Why have you **NOT ATTEMPTED** to do business on **State** contracts or projects?

[REQUEST ANSWER]

Unfavorable experience(s) of discriminatory behavior ..... 1 (ASK Q17)  
Other (Please specify other reasons you have not attempted to do  
business on State contracts or projects) ..... 2 (ASK Q15)  
Unsure ..... 3 (ASK Q17)

15. Please specify **OTHER REASONS** your company has not attempted to do business on State contracts.

[REQUEST ANSWER]

RECORD RESPONSE: \_\_\_\_\_

16. Between **April 1, 2015, through March 31, 2021**, has your firm **BEEN AWARDED A CONTRACT** with **The State** or has your company **WORKED ON** a **State** contract or project as a subcontractor?

[REQUEST ANSWER]

Yes ..... 1  
No ..... 2  
Unsure ..... 3

17. Have you or your company been treated unfavorably due to your race, ethnicity, or gender because **there is a good old boy network of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks** e.g., primes always choosing subcontractors that they have close relationships with and are of the same race, ethnicity, or gender?

[REQUEST ANSWER]

Yes on a government contract ..... 1  
Yes on non-government contract ..... 2  
Yes on both ..... 3  
None of the above ..... 4

18. Have you or your company been treated unfavorably due to your race, ethnicity, or gender **in business practices such as price discrimination by suppliers** e.g., higher prices for minority or women-owned businesses?

[REQUEST ANSWER]

Yes on a government contract ..... 1  
Yes on non-government contract ..... 2  
Yes on both ..... 3  
None of the above ..... 4

19. Have you or your company experienced **discrimination due to your race, ethnicity, or gender with bid shopping** e.g., Primes disclosing the low bidder's price to other bidders in an attempt to obtain an even lower bid?

[REQUEST ANSWER]

Yes on a government contract ..... 1  
Yes on non-government contract ..... 2  
Yes on both ..... 3  
None of the above ..... 4

20. Have you or your company experienced discrimination due to your race, ethnicity, or gender **while executing your work, e.g., the use of racial slurs, workplace violence, intimidation, harassment, or sabotage?**

[REQUEST ANSWER]

Yes on a government contract ..... 1  
Yes on non-government contract ..... 2  
Yes on both ..... 3  
None of the above ..... 4

21. Have you or your company been treated unfavorably due to your race, ethnicity, or gender **with double standards in measuring performance, or during inspections of your work** e.g., inspectors unfavorably targeting minority and women-owned businesses while not holding non-minority firms to the same standard?

[REQUEST ANSWER]

Yes on a government contract ..... 1  
Yes on non-government contract ..... 2  
Yes on both ..... 3  
None of the above ..... 4

22. Have you or your company been treated unfavorably due to your race, ethnicity, or gender **with discriminatory behavior of refusal by agencies, primes, suppliers, and/or customers to deal with minorities or women, etc.** e.g., primes or suppliers refusing to work with you based on race, ethnicity, or gender?

[REQUEST ANSWER]

Yes on a government contract ..... 1  
Yes on non-government contract ..... 2  
Yes on both ..... 3  
None of the above ..... 4

23. Have you or your company been treated unfavorably due to your race, ethnicity, or gender **with discriminatory denial of the opportunity to bid** e.g., not being allowed to bid because of your race, ethnicity, or gender?

[REQUEST ANSWER]

Yes on a government contract ..... 1  
Yes on non-government contract ..... 2  
Yes on both ..... 3  
None of the above ..... 4

24. Has your company considered certification as a small business, MWBE, etc. or previously held any certifications?

[REQUEST ANSWER]

Yes..... 1  
No ..... 2

25. Has your company considered or held any of the following certifications?

[REQUEST ANSWER]

Federal certification (DBE, SDVOB, etc.).. 1  
State certifications (SB, MWBE, etc.)..... 2  
Municipality/locality (SB, MWBE, etc.).... 3  
Private certifications..... 4  
Other (Please specify other certifications) 5

26. Specify Other: CERTIFICATIONS

[REQUEST ANSWER]

27. Do you plan on applying on any lapsed certifications that your company has previously held?

[REQUEST ANSWER]

Yes..... 1  
No..... 2

[Avoid Q28 – IF ANSWER TO QUESTION 13 IS 3]

[Avoid Q28 – IF ANSWER TO QUESTION 16 IS 2 OR 3]

28. While working on a **State** contract, have you experienced a situation where **STATE PROJECT STAFF**  
**WAS UNWILLING TO DEAL WITH MINORITIES OR WOMEN?**

[REQUIRE ANSWER]

Yes ..... 1 (ASK Q29)  
No ..... 2 (GO TO Q30)

29. Please describe the situation. \_\_\_\_\_

30. Does your business have **BONDING** for the type of work you bid on?

[REQUEST ANSWER]

Yes ..... 1 (ASK Q31 & 32)  
No - Our line of work does not require bonding 2 (GO TO Q33)

31. Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of acquiring a bond?

Yes ..... 1  
No..... 2

32. What is your current **AGGREGATE (MAXIMUM) BONDING CAPASTATE?**

[REQUEST ANSWER]

Below \$100,000? ..... 1  
\$100,001 to \$250,000? ..... 2  
\$250,001 to \$500,000? ..... 3  
\$500,001 to \$1 million? ..... 4  
\$1 million to \$1.5 million? ..... 5  
\$1.5 million to \$3 million? ..... 6  
\$3 million to \$5 million? ..... 7  
Over \$5 million? ..... 8  
Unsure ..... 9

33. Between **2015 and 2021** has your company applied for a **LOAN** or **BUSINESS CREDIT?**

[REQUEST ANSWER]

Yes ..... 1 (ASK Q34)  
No ..... 2 (GO TO Q39)  
Unsure ..... 3 (GO TO Q39)

34. Was your **LOAN** or **CREDIT APPLICATION** completely or partially DENIED?

[REQUEST ANSWER]

Yes ..... 1 (GO TO Q35)  
No ..... 2 (GO TO Q39)

35. Do you think your **LOAN** or **CREDIT APPLICATION** was completely or partially DENIED because of your race, ethnicity, or gender?

[REQUEST ANSWER]

Yes ..... 1 (ASK Q36)  
No ..... 2 (GO TO Q39)  
Unsure ..... 3 (GO TO Q39)

36. From the **LOAN** or **CREDIT APPLICATION**, were you only approved for a partial amount of what was requested?

[REQUEST ANSWER]

Yes ..... 1 (ASK Q37)  
No ..... 2 (GO TO Q39)

37. Do you think you were only approved for a partial amount of what was requested because of your race, ethnicity, or gender?

[REQUEST ANSWER]

Yes ..... 1 (ASK Q38)  
No ..... 2 (GO TO Q39)  
Unsure ..... 3 (GO TO Q39)

38. Specify **Other**: REASON WHY YOU THOUGHT YOUR LOAN MIGHT BE DENIED OR PARTIALLY GRANTED **RECORD RESPONSE**: \_\_\_\_\_

[IF THE ANSWER TO Q6 IS 2 (Both) GO TO Q39 & Q40]  
[Avoid Q39 – IF THE ANSWER TO Q6 IS 1 (Prime) GO TO Q40]

39. Do **PRIME CONTRACTORS** or **DIRECT VENDORS** who contract with your company on public sector or government projects with **M/WBE CONTRACT GOALS** also solicit your company on projects (private or public) **WITHOUT M/WBE CONTRACT GOALS**?

[REQUEST ANSWER]

Yes ..... 1  
No ..... 2

[Avoid Q40 – IF THE ANSWER TO Q6 IS 2 (Sub) GO TO Q41]

40. As a **PRIME CONTRACTOR** or **DIRECT VENDOR**, do you **SOLICIT QUOTES** from **MINORITY-OWNED WOMEN-OWNED, or DISADVANTAGED-OWNED BUSINESS ENTERPRISES** on private (non-governmental) contracts without goals?

[REQUEST ANSWER]

Yes ..... 1  
No ..... 2  
Not Applicable - Do Not Work in Private Sector ..... 3

41. Have you experienced or observed a situation in which a prime contractor or direct vendor **INCLUDE MINORITY-OWNED, WOMEN-OWNED, or DISADVANTAGED-OWNED SUBCONTRACTORS** on a bid or proposal (to satisfy the "good faith effort" requirements) and then **DROPS and/or REPLACES** the company as a subcontractor after winning the award for no legitimate reason?

[REQUEST ANSWER]

Yes ..... 1 (ASK Q42)  
No ..... 2 (GO TO Q43)

42. Please describe the situation. \_\_\_\_\_

[REQUEST ANSWER]

43. Between **2015 and 2021** what was the average **NUMBER OF EMPLOYEES** on your company's payroll, including full-time and part-time staff?

[REQUEST ANSWER]

None..... 1  
1– 20 employees ..... 2  
21– 50 employees ..... 3  
51 – 75 employees ..... 4  
76 – 100 employees ..... 5  
101 – 300 employees..... 6  
301 – 500 employees..... 7  
500+ ..... 8

44. Between **2015 and 2021** what was the average annual revenue of the company?

[REQUEST ANSWER]

Up to \$50,000 ..... 1  
\$50,001 to \$100,000..... 2  
\$100,001 to \$300,00..... 3  
\$300,001 to \$500,00..... 4  
\$500,001 to \$1 Million..... 5  
\$1,000,001 to \$3 Million.... 6  
\$3,000,001 to \$5 Million.... 7  
\$5,000,001 to \$10 Million.. 8  
More than \$10 Million..... 9  
Refuse to answer ..... 10

45. Do you have any additional **FEEDBACK** or **INFORMATION** that you would like to share regarding how race, ethnicity, or gender may have affected your business, while working on **State contracts, working with prime firms/direct vendors, or working with subcontractors/suppliers**? PLEASE BE SPECIFIC. IF YOU DO NOT HAVE ANY FEEDBACK, JUST ENTER 'NONE.'

**RECORD RESPONSE:** \_\_\_\_\_

This concludes the questionnaire. On behalf of **Empire State Development**, thank you for your participation. If you have any questions or would like more information about this research study, please visit the study website [www.nystatemwbedisparitystudy.com](http://www.nystatemwbedisparitystudy.com)

# Appendix G

## G. Business Survey Results

### Q2-What is your title? \* Business Ownership Crosstabulation

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-Minority Women	Non-M/WBE	
What is your OFFICIAL TITLE?	Owner	Count	93	26	23	3	99	4	248
		% within Q2	37.50%	10.48%	9.27%	1.21%	39.92%	1.61%	100.00%
		% within Business Ownership	53.76%	46.43%	52.27%	30.00%	64.29%	40.00%	55.48%
	CEO/President	Count	59	16	14	7	39	0	135
		% within Q2	43.70%	11.85%	10.37%	5.19%	28.89%	0.00%	100.00%
		% within Business Ownership	34.10%	28.57%	31.82%	70.00%	25.32%	0.00%	30.20%
	Manager/Financial Officer/COO	Count	14	5	6	0	12	4	41
		% within Q2	34.15%	12.20%	14.63%	0.00%	29.27%	9.76%	100.00%
		% within Business Ownership	8.09%	8.93%	13.64%	0.00%	7.79%	40.00%	9.17%
	Other	Count	7	9	1	0	4	2	23
		% within Q2	30.43%	39.13%	4.35%	0.00%	17.39%	8.70%	100.00%
		% within Business Ownership	4.05%	16.07%	2.27%	0.00%	2.60%	20.00%	5.15%
	Total	Count	173	56	44	10	154	10	447
		% within Q2	38.70%	12.53%	9.84%	2.24%	34.45%	2.24%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q3- Specify Other: OFFICIAL COMPANY TITLE \* Business Ownership Crosstabulation**

Business Ownership	Specific Type
African American	Compliance
African American	Founder
African American	Founder & CEO
African American	Managing Partner
African American	Principal
African American	Architectural Initiatives
African American	Vice President
Asian American	Admin assistant
Asian American	ADMINISTRATIVE ASSISTANT
Asian American	Architecture
Asian American	Engineering and Land Surveying
Asian American	Member
Asian American	Principal
Asian American	Senior Account Executive
Asian American	Senior Marketing Manager
Hispanic American or Latino	VP
Non-Minority Women	COORDINATOR
Non-Minority Women	president
Non-Minority Women	Principal
Non-M/WBE	EEO Officer
Non-M/WBE	Vice President

**Q4- What is your company's PRIMARY LINE OF BUSINESS? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
Q4 What is your company's PRIMARY LINE OF BUSINESS?	Construction	Count	28	14	13	4	26	5	90
		% within Q4	31.11%	15.56%	14.44%	4.44%	28.89%	5.56%	100.00%
		% within Business Ownership	16.18%	25.00%	29.55%	40.00%	16.88%	50.00%	20.13%
	Architecture and Engineering	Count	7	10	3	0	17	0	37
		% within Q4	18.92%	27.03%	8.11%	0.00%	45.95%	0.00%	100.00%
		% within Business	4.05%	17.86%	6.82%	0.00%	11.04%	0.00%	8.28%

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
	Professional Services	Ownership							
		Count	63	14	15	2	59	2	155
		% within Q4	40.65%	9.03%	9.68%	1.29%	38.06%	1.29%	100.00%
		% within Business Ownership	36.42%	25.00%	34.09%	20.00%	38.31%	20.00%	34.68%
	Non-Construction Related Services	Count	43	7	6	2	24	3	85
		% within Q4	50.59%	8.24%	7.06%	2.35%	28.24%	3.53%	100.00%
		% within Business Ownership	24.86%	12.50%	13.64%	20.00%	15.58%	30.00%	19.02%
	Technology	Count	11	5	4	1	12	0	33
		% within Q4	33.33%	15.15%	12.12%	3.03%	36.36%	0.00%	100.00%
		% within Business Ownership	6.36%	8.93%	9.09%	10.00%	7.79%	0.00%	7.38%
	Clean Energy	Count	1	1	0	0	2	0	4
		% within Q4	25.00%	25.00%	0.00%	0.00%	50.00%	0.00%	100.00%
		% within Business Ownership	0.58%	1.79%	0.00%	0.00%	1.30%	0.00%	0.89%
	Real Estate Development	Count	4	0	1	0	4	0	9
		% within Q4	44.44%	0.00%	11.11%	0.00%	44.44%	0.00%	100.00%
		% within Business Ownership	2.31%	0.00%	2.27%	0.00%	2.60%	0.00%	2.01%
	Commodities	Count	16	5	2	1	10	0	34
		% within Q4	47.06%	14.71%	5.88%	2.94%	29.41%	0.00%	100.00%
		% within Business Ownership	9.25%	8.93%	4.55%	10.00%	6.49%	0.00%	7.61%

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- minorit y Women	Non- M/WBE	
	Cannabis	Count	0	0	0	0	0	0	0
		% within Q4	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownersh i p	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Other (Please specify your company's primary line of business	Count	0	0	0	0	0	0	0
		% within Q4	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownersh i p	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total		Count	173	56	44	10	154	10	447
		% within Q4	38.70%	12.53%	9.84%	2.24%	34.45%	2.24%	100.00 %
		% within Business Ownersh i p	100.00%	100.00%	100.00%	100.00%	100.00 %	100.00 %	100.00 %

**Q5- Please explain your company's Primary Line of Business. \* Business Ownership Crosstabulation**

African American
Education
Retail and Contract Sales uniforms Nursing police security Construction
Accounting
Accounting, Bookkeeping, and Tax services.
Actuarial and financial consulting services
Ad Agency
Advertising & Media
Affordable housing development and property management.
Architectural design
ARCHITECTURE
Asphalt paving
Audio Visual integration / low voltage installation
Audit Compilation and Reviews, Management Consulting
Baked goods
Bakery
Beauty Products Manufacturer

African American
Beverage (non-alcoholic) company
Bookkeeping, Medicare insurance and Budgeting and QuickBooks
Building Maintenance Services
BUILDING MATERIALS SUPPLY
Business Consulting
Business consulting, entrepreneur and technology training
Business training and consulting
Catering
Catering, research and nutrition education
CFO financial services-Accounting and Consulting
Children's Mental Health
Civil Engineering
Commercial Photography
Commercial Photography and Video_Content Creation
Commercial real estate management
conference and event sourcing/planning agency
Construction
Construction Cleaning
Construction Progress Photography
Construction Rehabs
consultants
Consulting, Health and Wellness services
Daycare, preschool services, and family enrichment center
DESIGN
Drone education
Education Consultancy
Education consulting
Educational and Career Consulting – Academic and Professional Development Resources, Strategies, Procedures for Post-traditional Learners, Mid-Career Professionals, Military Members/Veterans; B2G, B2B Leadership Training and Decision-making Programs for various disciplines, industries, including Government entities
Educational and Professional Development, Leadership Training
Educational Services
Educational workshop and resources
Educator, Evaluator, Producer
Electrical
ELECTRICAL CONSTRUCTION
Electrical construction and contracting
Electrical Contractor
Electrical/ general contacting
Energy Consulting
Energy Efficiency and Clean Energy program design and management

African American
Environmental Consulting
Environmental Services
Food & Beverage
Food Service
Freight/Trucking
General administrative , procurement, contracting and MWBE/DBE certification and goal participation consulting services
Grant Writing Consultant
Health Care Staffing Services
health, wellness, and beauty
Holistic and Media Afterschool Programs
Holistic health education
Home Health Services
HOMECARE SERVICES
Human capital/Professional development
Human Resource Consultant
HVAC mechanical
I sell uniforms for all types of professionals and equipment needed for the job
Information Technology
information technology cybersecurity consulting services
inside finish sheetrock wood /tile floors framing painting
Insurance Agency
Interior commercial, institutional and residential renovation, remodeling and new construction.
Interior design and Planning/Office Furniture Dealer
Drywall, framing, Painting, tiling, install doors and hardware.
IT Consulting services and hardware sales
IT Consulting, Hardware, Software, and Accessories sales, Telecommunication, Low voltage Data Cabling
IT staffing
Janitorial
Janitorial service
Janitorial services
Interior Renovation Company specializing in selective demolition, framing, sheetrock, insulation, taping, drop ceiling, painting & wood floor installation.
Laundromat and Dry clean
Legal
Legal - Real Estate, Corporate, IP, and Civil Litigation
Legal services
Management Consulting
Management Consulting - Strategy, innovation, and leadership consulting services
Management Consulting (Change Management)
Management Consulting and Leadership Development

African American
management strategy consulting
Manufacturer of toiletries and personal care items
Marketing Advertising
marking non medical emergency transport
Masonry contractor
na
Our company offers a range of services, including design, consulting, and construction services.
Painting
Photography, Videography, Media Solutions
Plumbing and heating supplies
Post/Final Cleaning Construction sites
Primary and Emergency Care
Private Investigations , Security Consultation & Law Enforcement/Security Training
Professional Engineering Consultation and Design services
Professional Services
Professional Services (Consulting, Engineering, Quality, Management)
Professional Services in the Education Sector
projects. government projects . building trade and highways
Provide management services for construction projects
Provides commodities for office, lab and other products
Public Relations
Public sector consulting
publish domains and storage
REAL ESTATE
Real estate management
PROPERTY HOLDING AND MANAGEMENT
RESIDENTIAL AND COMMERCIAL RENOVATIONS, FRAMING, DRYWALL, TILING,PLASTERING CEMENT WORK
Residential and some commercial construction
RETAIL UNIFORMS STORE
revenue cycle management support for hospitals
security
Security Guard Services
Security Service
SERVICES SALES
Special Education Support Services
Staff augmentation, DEI and management consultant for compliance, monitoring and outreach.
Staffing
Staffing and Recruitment
statistical consultation for researchers and students
surveying

African American
Traffic Control Management
Training
Transportation IT - Offering Specialized Service in IT Rail Construction Projects.
Transportation networking services
travel agency
Tshirt and garment printing. Promotional materials. Print services.
Video
Video production, editing, and photography.
Guard & Patrol Services
We are a corporate law firm providing complex litigation and transactional legal services
We are sustainable real estate development firm.
We do painting and plastering
we procure raw materials, electrical component parts and fasteners on behalf of varied our clients
we provide security gas services businesses in need of it etc... banking uniform
WELLNESS PROGRAM
Wholesale Trade Goods
Writer/seller of books for children and young adults
wholesale electrical distributor of products and services for Power Generation, Power Distribution,

Asian American
aeronautical services
Architecture, Engineering, Construction oversight, Land Surveying
Architecture, Interior Design & Sustainability
Billiard hall -food drink entertainment
Business Consulting
Civil, geotechnical and environmental engineering
Construction Management
Construction Management, Design and Architectural Services
CONSTRUCTION- We do concrete, masonry, and painting
Consulting or Professional Services - Translation and Interpreting
Consulting with non-profit organizations
Contracting
Cost Consulting
IT support services and healthcare cybersecurity and data management
design engineering, construction inspection/management, land surveying
Development Consulting
Education
Energy Audit & MEP Design
environmental consulting company

Asian American
Fenestration
Flooring Contractors
Furnish and install flooring materials in construction business
Health care .....medical equipment and supplies
Installation
IT professional services and Vale added reseller.
IT services and staffing
Lighting for construction projects and construction owners
marketing and graphic design
Masonry
Mechanical Contractor
Meeting and event planner
Online and catalog sales.
PHYSICAL THERAPY
Printing Business, signs, banners ,awnings, flyers, posters etc
PROFESSIONAL SERVICES
Professional services in: Architecture, Engineering & Surveying
Real estate advisory
Renovation
restaurant
Software
Staffing and recruitment
STAFFING CONSULTANT FIRM
Steel Company
Technology and Management Consulting
textile/ police uniforms/ PPE Products
Transportation Engineering
Water-related environmental consulting, primarily for the energy sector.
Company provides computer hardware, software & technical services.

Hispanic American or Latino
Background Screening Company - Data provider
Case consulting on criminal and civil matters.
CONSTRUCTION
Deliver Diesel and heating oil to residential, commercial account. Also, service and installing of HVAC equipment and other products.
Educational Services and Consulting
Electrical wiring installation for light heat & power
Graphic Design
Highway, Street, and Bridge Construction

Hispanic American or Latino
IT Resales
IT software, hardware and professional service to the government
JANITORIAL
Janitorial and general contractor for painting and carpentry. Also building management.
Janitorial serves and remodeling residential
Company has hands-on experience in IT, business operations, project management, construction management, and training.
Management Consulting
Media production
Move management
moving services
Painting
Pre-employment screening services and Drug Testing
Private investigation and background checks
Professional Development Training
professional service in filmmaking
Promotional products
property mgmnt in new jersey
Providing consulting services to the design and construction industry
Providing Fractional COO and Operations Strategy to Service Based Business Owners
REAL ESTATE
records management consulting
Residential Interior Design
SACFFOLD INSTALLATION
Safety Management services
Scaffolding
Sourcing for construction - custom metal work or glass
Special Education Support Services
Surveyor engineer
Utility, Heavy Civil, EPC, Renewable Energy construction
We do not do construction. We manage the contractors.
Window and Doors installation and Replacement

Native American / American Indian
Construction Management we manage construction projects for clients
Food & Beverage
Marketing and Advertising Services
Miscellaneous Metal, Steel Erection
Miscellaneous metals, steel erection
Painting Contractor

PARA LEGAL SERVICES
Systems integrator for IT based technologies.
Wellness

Non-Minority Female
DUMP TRUCK RENTAL COMPANY
Advertising and marketing
advertising tv and digital
Affordable Housing
Agricultural retail
ARCHETECTURE
Architectural Lighting Design
Architecture & Design
Architecture, Engineering & Surveying
Architecture, Structural, Civil Engineering and Surveying
Building supplies
CIVIL CONSTRUCTION; HEAVY SITE CONTRACTING
Claims reviews
Cleaning and protective covering
commercial cleaning
Commercial General Construction/Construction Management
Commercial printing
Communications and Public Relations
Community Construction Liaison
Community Development and Environmental Compliance
CONSTRUCTION
Construction cost consulting/estimating
Construction Inspections, Material Testing Laboratory
CONSTRUCTION PROFESSIONAL SERVICES
Construction Safety Training
Construction Site Work Coordination & Project Management
CONSULTING
Consulting Engineering
Consulting Environmental and Safety
Consulting services, training and skills development.
CPR TRAINING
Cyber Security and Business Continuity Consulting
Cybersecurity
Daycare
Design and drafting services

Non-Minority Female
Development of affordable housing
Disaster Recovery consultants
Dump Truck service provider
Education Consulting
Education services
electronic security & fire
electronic security and fire
environmental consulting
Environmental Consulting
Environmental Contracting
Environmental Remediation Services
Environmental scientific consultant
Equipment rental and traffic control services in support of structural inspections or repairs
Excavating
expert on creating programs for entrepreneurs and small business owners
Facilitation, Project Management consultation, training
Food Sales
Furnish/Install Window Treatments
FURNITURE AND FLOORING
Soil Testing Laboratory
Government Contracts Administration
Graphic and spatial planning and design
graphic design
Graphic Design/Print Services
Hardware and building supplies retail
Health care
Healthcare Staffing
Heat & Frost Insulation
Heavy Civil Site Work
Homes
HR Consulting/Outsourcing and Bookkeeping
IMB Reseller
Industrial distributor for gaskets, seals, boiler maintenance supplies, and pressure gauges.
Insurance and Employee Benefits sales, administration
Interior Design and Sustainability consulting
interior design studio & furniture dealership
Investigation services
IT Service and Support B2B/B2C technology consultant
landscape design and installation
Law

Non-Minority Female
Law and Realty and Project Management
law firm
Law Practice
Management Consulting
Manufacturing - glass recycling equipment
manufacturing air filters
Marketing & Events
Market and Business Research
Marketing
Media and Marketing
medical equipment and consulting
music and arts education
Natural Insect Repellent
NYS Licensed Public Adjuster
Owner's Representative, Construction Management as Agent
Ownership Representation, Compliance, Consulting
PAINTING CONTRACT
Photography and videography (preconstruction, progress) for construction and other infrastructure projects.
plumbing
Prime general contractor
PRINTING
Printing and Shipping
Procurement of office and computer supplies/packaging
product procurement, food and beverage procurement and delivery, fresh food, meals, catered meals,
products made from recycled material and products for recycling
Professional consulting staff augmentation work and staff augmentation
Professional Organizer
Project Staffing mainly in the IT space; but also other areas with our clients
Provides engineering service for existing buildings only.
Providing extraordinary, immersive Speaker development and presentation coaching
public relations and marketing
Real Estate Development Mentoring and Consulting
recruiter
Registered nurse, lactation consultant
Repair, calibrations and supply of construction tools and equipment
sales
sales and medical supplies
SCIENCE
Sculpture Conservation and Maintenance
Security Systems: Access Control / CCTV / Intrusion Alarms / Fire Alarms / Intercoms / Telephone Entry

Non-Minority Female
Small business education, coaching and consulting
Speech Language Pathologist
Steel service center/ steel fabrication
Strategic communications and public relations
Structural Engineering
Structural Engineering and Land Surveying
TECHNOLOGY
Healthcare Staffing
A procurement consulting firm.
Theatrical equipment - Auditorium stage rigging, lighting, tracks, curtains
Tourism/ recreation
towing and repair
Traffic/Transportation Engineering
Training, Coaching, personal and professional development
TRUCKING
Urban planning
Vendor
We are a transportation provider for cargo.
We complete architectural services from preliminary design through construction completion. We also provide master planning services and complete existing building assessments.
We develop customized learning solutions; eLearning, Microlearning, course materials
We develop customized training solutions, such as eLearning, microlearning and materials development.
We evaluate some grant funded programs
Well drilling and water treatment
Window Film, Security Film, Architectural film, Shades
Yoga and Mindfulness

Non-M/WBE
Construction Association
consulting
Contract office furniture dealership + interior glass walls
Education Research and Evaluation
Heating
Heavy Highway and Bridge Construction
INVESTMENT BANKING
marine construction
photography video
Structural steel and Miscellaneous/ornamental metals

**Q6- Does your business work PRIMARILY as a PRIME CONTRACTOR/DIRECT VENDOR, SUBCONTRACTOR/SUPPLIER, or BOTH? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-Minority Women	Non-M/WBE	
Does your business work PRIMARILY as a PRIME CONTRACTOR/DIRECT VENDOR, SUBCONTRACTOR/SUPPLIER, or BOTH?	Prime Contractor/ Direct Vendor	Count	41	19	16	2	48	3	129
		% within Q6	31.78%	14.73%	12.40%	1.55%	37.21%	2.33%	100%
		% within Business Ownership	23.70%	33.93%	36.36%	20.00%	31.17%	30.00%	28.86%
	Subcontractor / Supplier	Count	42	9	14	6	46	1	118
		% within Q6	35.59%	7.63%	11.86%	5.08%	38.98%	0.85%	100%
		% within Business Ownership	24.28%	16.07%	31.82%	60.00%	29.87%	10.00%	26.40%
	Both	Count	90	28	14	2	60	6	200
		% within Q6	45.00%	14.00%	7.00%	1.00%	30.00%	3.00%	100%
		% within Business Ownership	52.02%	50.00%	31.82%	20.00%	38.96%	60.00%	44.74%
Total		Count	173	56	44	10	154	10	447
		% within Q6	38.70%	12.53%	9.84%	2.24%	34.45%	2.24%	100%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100%

**Q7- Is at least 51 percent of your company owned, managed, and controlled by a member of an Indian Nation or Tribe? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-Minority Women	Non-M/WBE	
Q7 Is at least 51 percent of your company owned, managed, and controlled by a member of an Indian Nation or Tribe?	Yes	Count	26	9	3	6	7	0	51
		% within Q7	50.98%	17.65%	5.88%	11.76%	13.73%	0.00%	100.00%
		% within Business Ownership	15.03%	16.07%	6.82%	60.00%	4.55%	0.00%	11.41%
	No	Count	147	47	41	4	147	10	396
		% within Q7	37.12%	11.87%	10.35%	1.01%	37.12%	2.53%	100.00%

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-Minority Women	Non-M/WBE	
		% within Business Ownership	84.97%	83.93%	93.18%	40.00%	95.45%	100.00%	88.59%
Total	Count		173	56	44	10	154	10	447
	% within Q7		38.70%	12.53%	9.84%	2.24%	34.45%	2.24%	100.00%
	% within Business Ownership		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q8- Is at least 51 percent of your company owned, managed, and controlled by a WOMAN or WOMEN? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-Minority Women	Non-M/WBE	
Q8 Is at least 51 percent of your company owned, managed, and controlled by a Woman or Women?	Yes	Count	89	28	23	5	154	0	299
		% within Q8	29.77%	9.36%	7.69%	1.67%	51.51%	0.00%	100.00%
		% within Business Ownership	51.45%	50.00%	52.27%	50.00%	100.00%	0.00%	66.89%
	No	Count	84	28	21	5	0	10	148
		% within Q8	56.76%	18.92%	14.19%	3.38%	0.00%	6.76%	100.00%
		% within Business Ownership	48.55%	50.00%	47.73%	50.00%	0.00%	100.00%	33.11%
Total		Count	173	56	44	10	154	10	447
		% within Q8	38.70%	12.53%	9.84%	2.24%	34.45%	2.24%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q9- Is at least 51 percent of your company owned, managed, and controlled by one of the following RACIAL or ETHNIC GROUP(S)? \* Business Ownership Crosstabulation**

		Business Ownership								Total
		African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Total MBE	Non-minority Women	Total M/WB E	Non-M/WB E	
Q9 Is at least 51 percent of your company owned, managed, and controlled by one of the following RACIAL or ETHNIC GROUP(S)?	Count	173	56	44	10	283	154	437	10	447
	% within Q9	38.70%	12.53%	9.84%	2.24%	63.31 %	34.45%	97.76%	2.24%	100.00 %

**Q10- Specify Other: RACE OR ETHNICITY \* Business Ownership Crosstabulation**

Specify Other: RACE OR ETHNICITY
Asian/white
Caucasian
Jewish
More Than One: Native American and African American

**Q13- Between April 1, 2015, through March 31, 2021, has your company SUBMITTED BIDS, QUOTES, OR PROPOSALS (attempted to do work) on State contracts? OR BEEN INCLUDED AS A SUBCONTRACTOR on contracts/projects with the State? \* Business Ownership Crosstabulation**

			Business Ownership							Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- Minorit y Women	Non- M/WB E		
Q13 Between April 1, 2015 through March 31, 2021, has your company SUBMITTED BIDS, QUOTES, OR PROPOSALS (attempted to do work) on State contracts? OR BEEN INCLUDED AS A SUBCONTRACTOR on contracts/projects with the State?	Yes	Count	110	37	27	6	105	6	291	
		% within Q13	37.80%	12.71%	9.28%	2.06%	36.08%	2.06%	100.00 %	
		% within Business Ownershi p	63.58%	66.07%	61.36%	60.00%	68.63%	60.00%	65.25%	
	No	Count	62	17	17	4	45	4	149	
		% within Q13	41.61%	11.41%	11.41%	2.68%	30.20%	2.68%	100.00 %	
		% within Business Ownershi p	35.84%	30.36%	38.64%	40.00%	29.41%	40.00%	33.41%	
	Not Intereste d in Working on State Contract s	Count	1	2	0	0	3	0	6	
		% within Q13	16.67%	33.33%	0.00%	0.00%	50.00%	0.00%	100.00 %	
		% within Business Ownershi p	0.58%	3.57%	0.00%	0.00%	1.96%	0.00%	1.35%	
Total		Count	173	56	44	10	153	10	446	
		% within Q13	38.79%	12.56%	9.87%	2.24%	34.30%	2.24%	100.00 %	
		% within Business Ownershi p	100.00%	100.00%	100.00%	100.00%	100.00 %	100.00 %	100.00 %	

**Q14- Why have you NOT ATTEMPTED to do business on State contracts or projects? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-Minority Women	Non-M/WBE	
Q14 Why have you NOT	Unfavorable experience(s) of	Count	9	1	0	0	1	0	11
		% within 14	81.82%	9.09%	0.00%	0.00%	9.09%	0.00%	100.00%

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- Minorit y Women	Non- M/WBE	
ATTEMPTED to do business on State contracts or projects?	discriminatory behavior	% within Business Ownershi p	14.75%	5.56%	0.00%	0.00%	2.17%	0.00%	7.33%
	Other (Please specify other reasons you have not attempted to do business on State contracts or projects)	Count	44	17	13	3	38	3	118
		% within 14	37.29%	14.41%	11.02%	2.54%	32.20%	2.54%	100.00 %
		% within Business Ownershi p	72.13%	94.44%	76.47%	75.00%	82.61%	75.00%	78.67%
	Unsure	Count	8	0	4	1	7	1	21
		% within 14	38.10%	0.00%	19.05%	4.76%	33.33%	4.76%	100.00 %
		% within Business Ownershi p	13.11%	0.00%	23.53%	25.00%	15.22%	25.00%	14.00%
	Total		Count	61	18	17	4	46	4
% within 14			40.67%	12.00%	11.33%	2.67%	30.67%	2.67%	100.00 %
% within Business Ownershi p			100.00%	100.00%	100.00%	100.00%	100.00 %	100.00 %	100.00 %

**Q15- Please specify OTHER REASONS your company has not attempted to do business on State contracts. \***  
**Business Ownership Crosstabulation**

AFRICAN AMERICAN
We have received bid offer in the past requesting products of other manufacturer specifying Brand names and UPC numbers. As a result we cannot fill orders made by other manufacturer. The main problem is that although we are Minority certified our products and services are not show case anywhere. I think a location should be established to show case products and services provided by Minority companies. THERE IS NO SUCH THING SO HOW WILL STATE AGENCIES KNOWS WHAT GOODS AND SERVICES A MINORITY COMPANY OFFERS.
because of the pandemic and one CEO having health issues and going back to school
because of the scope of work. We're a small company
BECAUSE WHEN WE SET THE APPLICATION IT TOOK A LOT OF TIME.
Difficult process getting contracts
Don't know how
for some reason I'm being aligned as a construction worker. This has been happening for years now

AFRICAN AMERICAN
Have not found anything in New York City, Queens, Brooklyn
Have not seen an opportunity in my field
Have not seen many opportunities for my occupation
Hired by the company consulting for
I am securing staff to facilitate and fulfill state contracts
I don't need to right now
I have not found any contracts that meet my current offerings
I have not made time to do so yet.
I just received certification.
I recently got certified
I would love to attempt to do business with the state but I' am unable to obtain the information when a contract is out for bid..
I would love to work with the state, but I didn't know to submit the bid specifically contract regarding the migrant in New York.
Information made available close to the deadline, as well as personnel not responding in a timely manner.
Lack of accessibility, and knowledge.
LACK OF KNOWLEDGE ABOUT BIDDING PROCESS AND OPPORTUNITIES
Market place is construction
My company was not certified by the state at this time.
Need help with Bid/RFP
New business still trying to learn how to solicit state contracts
No clear, step by step direction on how to find bids and submit.
Not clear how to find bid opportunities
not had the opportunity, work directly under the architects.
Not sure how to write proposals
Nothing reasonable came my way
Company was only established within the past year.
They keep raising the qualification
To complicated process with many parts I have no understanding of and no guidance for.
Too complicated
Took 3 years to receive NYS MBE Certification.
unsure where to find opportunities with the state and have not been contacted by the state for any opportunities
very small company
We have done business with NYS just not within the date ranges given
WE HAVE NOT BEEN INVITED, SOME OF THE CONTRACTS OF ARE OUTSIDE OF OUR GEOGRAPHIC AREA
WE NEVER GOT INTO
We tried it but it didn't happened they are demanded the capacity they wanted it was to big to meet there there threshold we can't make 100 boking a day but a small business only can do about 20. it's not fair for the small businesses.

AFRICAN AMERICAN
We've contracted some Primes but wasn't selected for any subcontracting opportunities. Additionally while we have the necessary bandwidth to perform on larger projects with the administrative associations we have in place without the actual or related experience it makes securing the necessary contacts very challenging. So in order to address this concern while we continue to reach out to the different Primes we've simultaneously increased our activity in the private sector
Work for the city

ASIAN AMERICAN
Company became a certified MBE in 2021. We started submitting bids. However, most RFPs ask for prior public sector experience that we don't have.
BECAUSE MY BOSS HANDLES THAT
because we provide aeronautical services at the airport
Haven't seen contracts for printing
I don't have the experience needed understand how to fill out paperwork
I was told that only the companies who are on state contract can bid.
No availability for my industry
Not Applicable
Not big enough. It's too much headaches.
Not user friendly
Our business is with school districts and schools haven't tried to get a contract from the state department of education.
The company was established 3 years ago.
There's usually a request for bonding and we don't have that
We achieved MWBE status 3 years ago.
We are not qualified for the job as a prime because we are an MBE and a small corporation. Furthermore, the prime selects their preferred MBE subcontractor. There is no open competition among MBE enterprises to demonstrate their superiority.
WE PRIMARILY DO PROJECT ON THE SCHOOL CENTER, I FELT THAT I WAS DISCRIMINATED GETTING MY MINORITYTY CERTIFICATION WITH NYC CERTIFYING AGENCY.

HISPANIC AMERICAN OR LATINO
Busy bidding for companies that has dealt with before
don't know the process to acquire contracts
I am an Adjunct Professor at State University and am therefore not eligible, very unfortunate trade off
I have gone through the work to get program approved for shared services and have heard nothing but "crickets" out of Albany for final approval.
I just got M/WBE CERTIFIED a year ago.
I was not in the system at that point. I only recently signed up
No knowledge on how to do it
not big enough company to go after any state or city contracts

<b>HISPANIC AMERICAN OR LATINO</b>
Not equipped to do work on a State Contract. Don't have the manpower, tools, vehicles, etc.
REGISTERED WITH NEW YORK STATE MINORITY WOMEN OWN BUSINESS, NOT A LOT OF WORK WITH REAL ESTATE AVAILABLE
there's no opportunity
Very difficult to understand how to bid
We prefer to bid to private entities

<b>NATIVE AMERICAN / AMERICAN INDIAN</b>
I'm M/WBE Certified with NYS and there are rarely opportunities for me to bid on Food & Beverage projects.
IT'S BEEN DIFFICULT
We were not MWBE certified at that time.

<b>NON-MINORITY WOMEN</b>
because when I have bid for municipality have always been rejected even though I have better qualification then the other who've won.
business established in December of 2021
Development projects subject to a NOFA
Haven't seen an RFP within our scope of work
haven't seen any coming up to apply for that fall in our categories
I am by myself and I need more help.
I am still learning how to submit bids and understanding the process of being a WBE
I have not seen an RFP that is appropriate for my company to bid on
I just started doing this full time this year after running the company part time for two years. I have not had the capacity yet to go after state contracts.
I was first awarded my WBE in 2023. I have tried to win bids, have not won any to date
I'm a solopreneur. I can't find access to small contracts and find navigating the state contracting system too time-consuming. It's easier to focus more locally on New York City opportunities as I'm also certified with them.
It seems that no yoga or mindfulness contracts are available, which is strange to me as so many other organizations are implementing this. It seems all of the programs to assist women owned businesses are geared toward construction.
It's overwhelming and difficult to know where to begin.
Lack of knowledge
LACK OF MONEY
Lack of resources and time
Most contracts are not applicable. I was contacted by the company handling a State Project. However, when completing the application many of the questions did not apply. I was unable to speak to anyone about it. No contact numbers? Therefore, I let it go.
My business is a tourism/recreation business and does not seem to fit into any need at the State level

NON-MINORITY WOMEN
My business was incorporated in 2017. I was certified in 2022 as a WBE
My services do not fit with what I see in bids
Not available for type of law
not had any state jobs
PAPER WORK
regulatory burdens are costly and often nonsensical
RFPs that come through don't align with the transactional law (contracts, leasing) that I practice.
State contracts are too big for us. We are primarily involved in the supply of boiler maintenance supplies at the power plants of the correctional facilities.
The bidding process is very time consuming for a small company. If you manage to find the time there's a financial strain of either getting a bid bond or a performance bond or hiring somebody or invisible barriers
The business was not officially certified as women owned business
The haven't matched pour skill set on what we offer
The process is very onerous for an independent consultant and there has not been a contract that I have seen that aligns with my services
The size of projects, the requirements (i.e. Need to have business within the city limits, the products a specific to a vendor that we do not service, the bid bond requirements, the area where service encompasses)
Too complicated and the majority of notices we receive are for services we do not supply at all. This is likely the result of poor coding matches available at the time we applied for certification. The codes are more accurate for our business now, but the system now, but the system still doesn't seem to have adjusted for the codes we updated a couple years ago.
Very complicated and I can't afford it.
Was not ESD certified until 2023
We are not getting solicitations in regards to the work we do
We hadn't see the right opportunity to do so at that point but have completed and RFP and were added in Feb 2022 to a contract.
We were not certified as a WBE at that time.
When offered, we were maxed out on upcoming project commitments.

NON-M/WBE
Financial crisis and employee shortage - jobs too big
THERE'S NO CONTRACT
This is not our line of work

**Q16- Between April 1, 2015, through March 31, 2021, has your firm BEEN AWARDED A CONTRACT with the State or has your company WORKED ON a State contract or project as a subcontractor? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- Minorit y Women	Non- M/WBE	
Q16 Between April 1,2015 through March 31, 2021, has your firm BEEN AWARDED A CONTRACT with the State, or has your company WORKED ON a State contract or project as a subcontractor ?	Yes	Count	63	28	12	5	72	5	185
		% within Q16	34.05%	15.14%	6.49%	2.70%	38.92%	2.70%	100.00 %
		% within Business Ownershi p	57.80%	80.00%	44.44%	83.33%	69.90%	83.33%	64.69%
	No	Count	43	6	13	1	29	1	93
		% within Q16	46.24%	6.45%	13.98%	1.08%	31.18%	1.08%	100.00 %
		% within Business Ownershi p	39.45%	17.14%	48.15%	16.67%	28.16%	16.67%	32.52%
	Unsur e	Count	3	1	2	0	2	0	8
		% within Q16	37.50%	12.50%	25.00%	0.00%	25.00%	0.00%	100.00 %
		% within Business Ownershi p	2.75%	2.86%	7.41%	0.00%	1.94%	0.00%	2.80%
Total		Count	109	35	27	6	103	6	286
		% within Q16	38.11%	12.24%	9.44%	2.10%	36.01%	2.10%	100.00 %
		% within Business Ownershi p	100.00%	100.00%	100.00%	100.00%	100.00%	100.00 %	100.00 %

**Q17- Have you or your company been treated unfavorably due to your race, ethnicity, or gender because there is a good old boy network of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks e.g., primes always choosing subcontractors that they have close relationships with and are of the same race, ethnicity, or gender? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- minorit y Women	Non- M/WBE	
Q17 Have you or your company been treated unfavorably due to your race, ethnicity, or gender because there is a "good old boy network" of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks e.g., primes always choosing subcontractors that they have close relationships with and are of the same race, ethnicity, or gender?	Yes on a government contract	Count	21	6	8	2	7	1	45
		% within Q17	46.67%	13.33%	17.78%	4.44%	15.56%	2.22%	100.00%
		% within Business Ownershi p	13.64%	12.50%	18.18%	20.00%	5.19%	11.11%	11.25%
	Yes on a non-government contract	Count	11	5	2	2	10	0	30
		% within Q17	36.67%	16.67%	6.67%	6.67%	33.33%	0.00%	100.00%
		% within Business Ownershi p	7.14%	10.42%	4.55%	20.00%	7.41%	0.00%	7.50%
	Yes on both	Count	48	8	9	4	27	2	98
		% within Q17	48.98%	8.16%	9.18%	4.08%	27.55%	2.04%	100.00%
		% within Business Ownershi p	31.17%	16.67%	20.45%	40.00%	20.00%	22.22%	24.50%
	None of the above	Count	74	29	25	2	91	6	227
		% within Q17	32.60%	12.78%	11.01%	0.88%	40.09%	2.64%	100.00%
		% within Business Ownershi p	48.05%	60.42%	56.82%	20.00%	67.41%	66.67%	56.75%
Total		Count	154	48	44	10	135	9	400
		% within Q17	38.50%	12.00%	11.00%	2.50%	33.75%	2.25%	100.00%
		% within Bs Ownship	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q18- Have you or your company been treated unfavorably due to your race, ethnicity, or gender in business practices such as price discrimination by suppliers e.g., higher prices for minority or women-owned businesses? \***  
**Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
Q18 Have you or your company been treated unfavorably due to your race, ethnicity, or gender in business practices such as price discrimination by suppliers e.g., higher prices for minority or women-owned businesses?	Yes on a government contract	Count	11	4	3	1	1	0	20
		% within Q18	55.00%	20.00%	15.00%	5.00%	5.00%	0.00%	100.00%
		% within Business Ownershi p	7.19%	8.33%	6.82%	10.00%	0.74%	0.00%	5.01%
	Yes on a non-government contract	Count	8	2	2	0	6	0	18
		% within Q18	44.44%	11.11%	11.11%	0.00%	33.33%	0.00%	100.00%
		% within Business Ownershi p	5.23%	4.17%	4.55%	0.00%	4.44%	0.00%	4.51%
	Yes on both	Count	32	5	6	3	8	2	56
		% within Q18	57.14%	8.93%	10.71%	5.36%	14.29%	3.57%	100.00%
		% within Business Ownershi p	20.92%	10.42%	13.64%	30.00%	5.93%	22.22%	14.04%
	None of the above	Count	102	37	33	6	120	7	305
		% within Q18	33.44%	12.13%	10.82%	1.97%	39.34%	2.30%	100.00%
		% within Business Ownershi p	66.67%	77.08%	75.00%	60.00%	88.89%	77.78%	76.44%
Total		Count	153	48	44	10	135	9	399
		% within Q18	38.35%	12.03%	11.03%	2.51%	33.83%	2.26%	100.00%
		% within Business Ownershi p	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q19- Have you or your company experienced discrimination due to your race, ethnicity, or gender with bid shopping e.g., Primes disclosing the low bidder's price to other bidders in an attempt to obtain an even lower bid?**  
\* Business Ownership Crosstabulation

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
Q19 Have you or your company experienced discrimination due to your race, ethnicity, or gender with bid shopping e.g., Primes disclosing the low bidder's price to other bidders in an attempt to obtain an even lower bid?	Yes on a government contract	Count	19	5	5	2	5	0	36
		% within Q19	52.78%	13.89%	13.89%	5.56%	13.89%	0.00%	100.00%
		% within Business Ownership	12.58%	10.42%	11.36%	20.00%	3.73%	0.00%	9.09%
	Yes on a non-government contract	Count	11	3	2	1	7	0	24
		% within Q19	45.83%	12.50%	8.33%	4.17%	29.17%	0.00%	100.00%
		% within Business Ownership	7.28%	6.25%	4.55%	10.00%	5.22%	0.00%	6.06%
	Yes on both	Count	24	5	5	2	8	1	45
		% within Q19	53.33%	11.11%	11.11%	4.44%	17.78%	2.22%	100.00%
		% within Business Ownership	15.89%	10.42%	11.36%	20.00%	5.97%	11.11%	11.36%
	None of the above	Count	97	35	32	5	114	8	291
		% within Q19	33.33%	12.03%	11.00%	1.72%	39.18%	2.75%	100.00%
		% within Business Ownership	64.24%	72.92%	72.73%	50.00%	85.07%	88.89%	73.48%
Total		Count	151	48	44	10	134	9	396
		% within Q19	38.13%	12.12%	11.11%	2.53%	33.84%	2.27%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q20- Have you or your company experienced discrimination due to your race, ethnicity, or gender while executing your work, e.g., the use of racial slurs, workplace violence, intimidation, harassment, or sabotage? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non-minorit y Women	Non-M/WBE	
Q20 Have you or your company experienced discrimination due to your race, ethnicity, or gender while executing your work, e.g., the use of racial slurs, workplace violence, intimidation, harassment, or sabotage?	Yes on a government contract	Count	11	2	3	2	6	1	25
		% within Q20	44.00%	8.00%	12.00%	8.00%	24.00%	4.00%	100.00%
		% within Business Ownershi p	7.19%	4.08%	6.82%	20.00%	4.48%	11.11%	6.27%
	Yes on a non-government contract	Count	13	4	3	1	6	0	27
		% within Q20	48.15%	14.81%	11.11%	3.70%	22.22%	0.00%	100.00%
		% within Business Ownershi p	8.50%	8.16%	6.82%	10.00%	4.48%	0.00%	6.77%
	Yes on both	Count	17	6	7	3	6	1	40
		% within Q20	42.50%	15.00%	17.50%	7.50%	15.00%	2.50%	100.00%
		% within Business Ownershi p	11.11%	12.24%	15.91%	30.00%	4.48%	11.11%	10.03%
	None of the above	Count	112	37	31	4	116	7	307
		% within Q20	36.48%	12.05%	10.10%	1.30%	37.79%	2.28%	100.00%
		% within Business Ownershi p	73.20%	75.51%	70.45%	40.00%	86.57%	77.78%	76.94%
Total		Count	153	49	44	10	134	9	399
		% within Q20	38.35%	12.28%	11.03%	2.51%	33.58%	2.26%	100.00%
		% within Business Ownershi p	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q21- Have you or your company been treated unfavorably due to your race, ethnicity, or gender with double standards in measuring performance, or during inspections of your work e.g., inspectors unfavorably targeting minority and women-owned businesses while not holding non-minority firms to the same standard? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- minorit y Women	Non- M/WBE	
Q21 Have you or your company been treated unfavorably due to your race, ethnicity, or gender with double standards in measuring performance, or during inspections of your work e.g., inspectors unfavorably targeting minority and women-owned businesses while not holding non-minority firms to the same standard?	Yes on a government contract	Count	16	5	5	1	8	0	35
		% within Q21	45.71%	14.29%	14.29%	2.86%	22.86%	0.00%	100.00%
		% within Business Ownership	10.46%	10.20%	11.36%	10.00%	5.97%	0.00%	8.77%
	Yes on a non-government contract	Count	18	6	3	0	7	0	34
		% within Q21	52.94%	17.65%	8.82%	0.00%	20.59%	0.00%	100.00%
		% within Business Ownership	11.76%	12.24%	6.82%	0.00%	5.22%	0.00%	8.52%
	Yes on both	Count	22	4	5	3	8	1	43
		% within Q21	51.16%	9.30%	11.63%	6.98%	18.60%	2.33%	100.00%
		% within Business Ownership	14.38%	8.16%	11.36%	30.00%	5.97%	11.11%	10.78%
	None of the above	Count	97	34	31	6	111	8	287
		% within Q21	33.80%	11.85%	10.80%	2.09%	38.68%	2.79%	100.00%
		% within Business Ownership	63.40%	69.39%	70.45%	60.00%	82.84%	88.89%	71.93%
Total		Count	153	49	44	10	134	9	399
		% within Q21	38.35%	12.28%	11.03%	2.51%	33.58%	2.26%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q22- Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory behavior of refusal by agencies, primes, suppliers, and/or customers to deal with minorities or women, etc. e.g., primes or suppliers refusing to work with you based on race, ethnicity, or gender? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non-minorit y Women	Non-M/WBE	
Q22 Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory behavior of refusal by agencies, primes, suppliers, and/or customers to deal with minorities or women, etc. e.g., primes or suppliers refusing to work with you based on race, ethnicity, or gender?	Yes on a government contract	Count	15	3	1	1	4	0	24
		% within 22	62.50%	12.50%	4.17%	4.17%	16.67%	0.00%	100.00%
		% within Business Ownershi p	9.80%	6.12%	2.27%	10.00%	2.99%	0.00%	6.02%
	Yes on a non-government contract	Count	16	1	3	0	6	0	26
		% within 22	61.54%	3.85%	11.54%	0.00%	23.08%	0.00%	100.00%
		% within Business Ownershi p	10.46%	2.04%	6.82%	0.00%	4.48%	0.00%	6.52%
	Yes on both	Count	27	5	7	3	10	3	55
		% within 22	49.09%	9.09%	12.73%	5.45%	18.18%	5.45%	100.00%
		% within Business Ownershi p	17.65%	10.20%	15.91%	30.00%	7.46%	33.33%	13.78%
	None of the above	Count	95	40	33	6	114	6	294
		% within 22	32.31%	13.61%	11.22%	2.04%	38.78%	2.04%	100.00%
		% within Business Ownershi p	62.09%	81.63%	75.00%	60.00%	85.07%	66.67%	73.68%
Total		Count	153	49	44	10	134	9	399
		% within 22	38.35%	12.28%	11.03%	2.51%	33.58%	2.26%	100.00%
		% within Business Ownershi p	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q23- Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of the opportunity to bid e.g., not being allowed to bid because of your race, ethnicity, or gender? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- minorit y Women	Non- M/WBE	
Q23 Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of the opportunity to bid e.g., not being allowed to bid because of your race, ethnicity, or gender?	Yes on a government contract	Count	16	5	2	0	4	0	27
		% within Q23	59.26%	18.52%	7.41%	0.00%	14.81%	0.00%	100.00%
		% within Business Ownershi p	10.46%	10.42%	4.55%	0.00%	2.99%	0.00%	6.78%
	Yes on a non-government contract	Count	6	0	3	2	5	0	16
		% within Q23	37.50%	0.00%	18.75%	12.50%	31.25%	0.00%	100.00%
		% within Business Ownershi p	3.92%	0.00%	6.82%	20.00%	3.73%	0.00%	4.02%
	Yes on both	Count	20	3	4	2	6	1	36
		% within Q23	55.56%	8.33%	11.11%	5.56%	16.67%	2.78%	100.00%
		% within Business Ownershi p	13.07%	6.25%	9.09%	20.00%	4.48%	11.11%	9.05%
	None of the above	Count	111	40	35	6	119	8	319
		% within Q23	34.80%	12.54%	10.97%	1.88%	37.30%	2.51%	100.00%
		% within Business Ownershi p	72.55%	83.33%	79.55%	60.00%	88.81%	88.89%	80.15%
Total		Count	153	48	44	10	134	9	398
		% within Q23	38.44%	12.06%	11.06%	2.51%	33.67%	2.26%	100.00%
		% within Business Ownershi p	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q24- Has your company considered certification as a small business, MWBE, etc. or previously held any certifications? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Q24 Has your company considered certification as a small business, MWBE, etc. or previously held any certifications?	Yes	Count	151	44	44	10	133	4	386
		% within Q24	39.12%	11.40%	11.40%	2.59%	34.46%	1.04%	100.00%
		% within Business Ownership	98.05%	93.62%	100.00%	100.00%	98.52%	44.44%	96.74%
	No	Count	3	3	0	0	2	5	13
		% within Q24	23.08%	23.08%	0.00%	0.00%	15.38%	38.46%	100.00%
		% within Business Ownership	1.95%	6.38%	0.00%	0.00%	1.48%	55.56%	3.26%
Total		Count	154	47	44	10	135	9	399
		% within Q24	38.60%	11.78%	11.03%	2.51%	33.83%	2.26%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q25- Has your company considered or held any of the following certifications? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Q25 Has your company considered or held any of the following certifications?	Federal certification (DBE, SDVOB, etc.)	Count	15	3	1	0	18	2	39
		% within Q25	38.46%	7.69%	2.56%	0.00%	46.15%	5.13%	100.00%
		% within Business Ownership	10.07%	6.82%	2.27%	0.00%	13.64%	50.00%	10.21%
	State certifications (SB, MWBE, etc.)	Count	99	31	31	6	97	1	265
		% within Q25	37.36%	11.70%	11.70%	2.26%	36.60%	0.38%	100.00%
		% within Business Ownership	66.44%	70.45%	70.45%	66.67%	73.48%	25.00%	69.37%
	Municipality/locality (SB, MWBE, etc.)	Count	20	6	4	0	9	0	39
		% within Q25	51.28%	15.38%	10.26%	0.00%	23.08%	0.00%	100.00%
		% within Business Ownership	13.42%	13.64%	9.09%	0.00%	6.82%	0.00%	10.21%

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
	Private certifications	Count	3	1	0	0	0	0	4
		% within Q25	75.00%	25.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	2.01%	2.27%	0.00%	0.00%	0.00%	0.00%	1.05%
	Other (Please specify other certifications)	Count	12	3	8	3	8	1	35
		% within Q25	34.29%	8.57%	22.86%	8.57%	22.86%	2.86%	100.00%
		% within Business Ownership	8.05%	6.82%	18.18%	33.33%	6.06%	25.00%	9.16%
Total		Count	149	44	44	9	132	4	382
		% within Q25	39.01%	11.52%	11.52%	2.36%	34.55%	1.05%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q26- Specify Other: CERTIFICATIONS\* Business Ownership Crosstabulation**

African American
City of NY MWBE
DBE, FBE, Port Authority NY NY, FCA, MTA
MINORITY OWNED BUSINESS
new york new jersey port authority
NYC & NYS
NYC SMALL BUSINESS SERVICES
NYS MBE CERTIFIED/ NYNJPA / NYC MBE CERTIFIED
SB, MBE
state and city certified
state and local sb mwbe
state and municipality
State/Locality

Asian American
City, State and Federal certified MBE
Federal DBE, NY State MBE and SBE, NY City MBE
Minority certification

Hispanic American or Latino
city and state
Port Authority, SB, MWBE
State, municipality and PANYNJ certifications,
State, Municipality and Private Certifications
WBENC
WMBE city

Native American / American Indian
All available
Federal, state, county
Federal, state, local and private

Non-Minority Women
Federal, State and local holding all
I hold DBE, and State and local WBE. Survey does not allow multiple selections
NYC NYS MBE
SDVOSB, SDVOB, MWBE for PANYNJ, NYC MWBE, NYS MWBE
State and Locality
State federal and private
State, City, DASNY, PANYNJ, NJ, PA, MA
WBE

Non-M/WBE
Federal and State

**Q27- Do you plan on applying on any lapsed certifications that your company has previously held? \* Business Ownership Crosstabulation \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Do you plan on applying on any lapsed certifications that your company has previously held?	Yes	Count	106	25	35	5	84	2	257
		% within Q27	41.25%	9.73%	13.62%	1.95%	32.68%	0.78%	100.00%
		% within Business Ownership	72.11%	58.14%	81.40%	55.56%	65.63%	50.00%	68.72%
	No	Count	41	18	8	4	44	2	117
		% within Q27	35.04%	15.38%	6.84%	3.42%	37.61%	1.71%	100.00%
		% within Business Ownership	27.89%	41.86%	18.60%	44.44%	34.38%	50.00%	31.28%
Total		Count	147	43	43	9	128	4	374
		% within Q27	39.30%	11.50%	11.50%	2.41%	34.22%	1.07%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q28- While working on a State contract, have you experienced a situation where STATE PROJECT STAFF WAS UNWILLING TO DEAL WITH MINORITIES OR WOMEN? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
While working on a State contract, have you experienced a situation where STATE PROJECT STAFF WAS UNWILLING TO DEAL WITH MINORITIES OR WOMEN?	Yes	Count	11	5	1	1	4	0	22
		% within Q28	50.00%	22.73%	4.55%	4.55%	18.18%	0.00%	100.00%
		% within Business Ownership	19.64%	20.00%	8.33%	25.00%	6.06%	0.00%	13.17%
	No	Count	45	20	11	3	62	4	145
		% within Q28	31.03%	13.79%	7.59%	2.07%	42.76%	2.76%	100.00%
		% within Business Ownership	80.36%	80.00%	91.67%	75.00%	93.94%	100.00%	86.83%
Total		Count	56	25	12	4	66	4	167
		% within Q28	33.53%	14.97%	7.19%	2.40%	39.52%	2.40%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q29- Please describe the situation. \* Business Ownership Crosstabulation**

African American
Absence of Diversity Objectives on many State energy-related projects
After helping a Prime get a contract and working on the Pitch, my self and the other MWBE and SDVOB were not given any work. When I spoke out I was told by the director of the MWBE at a State Agency if I didn't incorporate I would not get anything. You can not complain as an MWBE, only the MWBE can do anything wrong. We are not protect. No one to hear us. We are treated poorly. White Prime's get the money and even with a utilization plan chose if they work with you and you are just used to make white Prime's richer. This system is not working for so many of us and no one seems to really care at all. Your only recourse is to get a lawyer and every counts on you not being able to afford one so the just continues. Very few African American benefit in these programs. We are asked to get certificates for the numbers but very little help, protection or funding ever reaches them.
College has been blocking him from doing business with them. Work for the city, not the state and the college states that there is a conflict of interest even though there is no conflict according to respondent. Stated from employee that they cannot work with him due to him working with city.
confidential, do not share: a NY state agency did not abide by article 15
I walked on a Construction site and the Construction Manager had no interest in dealing with any Minorities and I called the office left cards and no one ever called me or seen any other minorities on site locations.
Just made working with the agency extremely difficult
The office wanted to work with only not for profit which eliminates MWBE organizations
they used the comments to have more favorable pricing, can't compete with larger companies "prior relationships" hard to be a new comer
They used us to get the contract and then went with another company. We did get work but we were "low balled"
we were too small a business. they already had a minority firm under contract and didn't need any more

Asian American
For past several months have been trying to set up one on meeting to present our qualifications; the response from Front Desk has not been very positive, in fact she has yet to return my calls.
bribes and non payments and threats and refusing to let us finish our contract and false reporting to the exchange just to hurt us in any way they could. List goes on the challenges we have faced and nearly Services bankruptcy
The NYS WMBE denied my WMBE certification after over a decade in business and 15yrs as a certified WMBE state, city and Fed- DBE.
The purchasers choose to do preferential treatment and work with only certain vendors that they choose only to work with. There is a certain group that don't let you bid and another that takes your bid and then shops it around for a lower bid by their preferred vender. This state is corrupt.
WE APPLIED FOR A CHANGE FOR OWNERSHIP.

Hispanic American or Latino
It's quite complex, but essentially, they hired me or assigned me tasks because the company was under pressure to do so. However, they have other work that they haven't assigned to me, and to this day, they've retained it for themselves while using our name to secure contracts.

Native American / American Indian
I hear all the time that they can't find good minority owned businesses, From big construction managers

Non-Minority Women
State agency not working with us.
I was denied certification due to the fact that I reinvested in my business rather than take a salary
They do not seem to take us seriously
we have been told by the prime to communicate with State agency personnel who don't want to speak with us and only speak with the prime.

**Q30- Does your business have BONDING for the type of work you bid on? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Does your business have BONDING for the type of work you bid on?	Yes	Count	31	6	8	0	22	4	71
		% within Q30	43.66%	8.45%	11.27%	0.00%	30.99%	5.63%	100.00%
		% within Business Ownership	20.53%	13.04%	18.18%	0.00%	16.42%	44.44%	18.07%
	No - Our line of work does Not require bonding	Count	120	40	36	9	112	5	322
		% within Q30	37.27%	12.42%	11.18%	2.80%	34.78%	1.55%	100.00%
		% within Business Ownership	79.47%	86.96%	81.82%	100.00%	83.58%	55.56%	81.93%
Total		Count	151	46	44	9	134	9	393
		% within Q30	38.42%	11.70%	11.20%	2.29%	34.10%	2.29%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q31- Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of acquiring a bond? \*Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of acquiring a bond?	Yes	Count	3	0	0	0	0	0	3
		% within Q31	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	9.38%	0.00%	0.00%	0.00%	0.00%	0.00%	4.23%
	No	Count	29	6	7	0	22	4	68
		% within Q31	42.65%	8.82%	10.29%	0.00%	32.35%	5.88%	100.00%
		% within Business Ownership	90.63%	100.00%	100.00%	0.00%	100.00%	100.00%	95.77%
Total		Count	32	6	7	0	22	4	71
		% within Q31	45.07%	8.45%	9.86%	0.00%	30.99%	5.63%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	0.00%	100.00%	100.00%	100.00%

**Q32- What is your current AGGREGATE (MAXIMUM) BONDING CAPASTATE? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
What is your current AGGREGATE (MAXIMUM) BONDING CAPASTATE ?	Below \$100,000 ?	Count	5	0	2	0	2	2	11
		% within Q32	45.45%	0.00%	18.18%	0.00%	18.18%	18.18%	100.00%
		% within Business Ownership	16.13%	0.00%	28.57%	0.00%	9.09%	50.00%	15.71%
	\$100,001 to \$250,000 ?	Count	2	0	0	0	1	0	3
		% within Q32	66.67%	0.00%	0.00%	0.00%	33.33%	0.00%	100.00%
		% within Business Ownership	6.45%	0.00%	0.00%	0.00%	4.55%	0.00%	4.29%
		Count	8	1	0	0	2	0	11

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
	\$250,001 to \$500,000?	% within Q32	72.73%	9.09%	0.00%	0.00%	18.18%	0.00%	100.00%
		% within Business Ownership	25.81%	16.67%	0.00%	0.00%	9.09%	0.00%	15.71%
	\$500,001 to \$1 million?	Count	6	1	1	0	5	0	13
		% within Q32	46.15%	7.69%	7.69%	0.00%	38.46%	0.00%	100.00%
		% within Business Ownership	19.35%	16.67%	14.29%	0.00%	22.73%	0.00%	18.57%
	\$1 million to \$1.5 million?	Count	4	0	0	0	2	0	6
		% within Q32	66.67%	0.00%	0.00%	0.00%	33.33%	0.00%	100.00%
		% within Business Ownership	12.90%	0.00%	0.00%	0.00%	9.09%	0.00%	8.57%
	\$1.5 million to \$3 million?	Count	0	2	1	0	1	0	4
		% within Q32	0.00%	50.00%	25.00%	0.00%	25.00%	0.00%	100.00%
		% within Business Ownership	0.00%	33.33%	14.29%	0.00%	4.55%	0.00%	5.71%
	\$3 million to \$5 million?	Count	1	1	0	0	2	0	4
		% within Q32	25.00%	25.00%	0.00%	0.00%	50.00%	0.00%	100.00%
		% within Business Ownership	3.23%	16.67%	0.00%	0.00%	9.09%	0.00%	5.71%
	Over \$5 million?	Count	1	1	2	0	3	2	9
		% within Q32	11.11%	11.11%	22.22%	0.00%	33.33%	22.22%	100.00%
		% within Business Ownership	3.23%	16.67%	28.57%	0.00%	13.64%	50.00%	12.86%
	Unsure	Count	4	0	1	0	4	0	9
		% within Q32	44.44%	0.00%	11.11%	0.00%	44.44%	0.00%	100.00%

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
		% within Business Ownership	12.90%	0.00%	14.29%	0.00%	18.18%	0.00%	12.86%
Total		Count	31	6	7	0	22	4	70
		% within Q32	44.29%	8.57%	10.00%	0.00%	31.43%	5.71%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	0.00%	100.00%	100.00%	100.00%

**Q33- Between 2015 and 2021 has your company applied for a LOAN or BUSINESS CREDIT? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- minorit y Women	Non- M/WBE	
Between 2015 and 2021 has your company applied for a LOAN or BUSINESS CREDIT?	Yes	Count	65	15	19	7	48	1	155
		% within Q33	41.94%	9.68%	12.26%	4.52%	30.97%	0.65%	100.00%
		% within Business Ownershi p	54.17%	37.50%	52.78%	77.78%	42.86%	20.00%	48.14%
	No	Count	52	22	15	2	63	4	158
		% within Q33	32.91%	13.92%	9.49%	1.27%	39.87%	2.53%	100.00%
		% within Business Ownershi p	43.33%	55.00%	41.67%	22.22%	56.25%	80.00%	49.07%
	Unsur e	Count	3	3	2	0	1	0	9
		% within Q33	33.33%	33.33%	22.22%	0.00%	11.11%	0.00%	100.00%
		% within Business Ownershi p	2.50%	7.50%	5.56%	0.00%	0.89%	0.00%	2.80%
Total		Count	120	40	36	9	112	5	322
		% within Q33	37.27%	12.42%	11.18%	2.80%	34.78%	1.55%	100.00%
		% within Bs Owrs	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q34- Was your LOAN or CREDIT APPLICATION completely or partially DENIED? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Was your LOAN or CREDIT APPLICATION completely or partially DENIED?	Yes	Count	52	4	11	5	17	1	90
		% within Q34	57.78%	4.44%	12.22%	5.56%	18.89%	1.11%	100.00%
		% within Business Ownership	53.61%	19.05%	44.00%	71.43%	24.64%	20.00%	40.18%
	No	Count	45	17	14	2	52	4	134
		% within Q34	33.58%	12.69%	10.45%	1.49%	38.81%	2.99%	100.00%
		% within Business Ownership	46.39%	80.95%	56.00%	28.57%	75.36%	80.00%	59.82%
Total		Count	97	21	25	7	69	5	224
		% within Q34	43.30%	9.38%	11.16%	3.13%	30.80%	2.23%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q35- Do you think your LOAN or CREDIT APPLICATION was completely or partially DENIED because of your race, ethnicity, or gender? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Do you think your LOAN or CREDIT APPLICATION was completely or partially DENIED because of your race, ethnicity, or gender?	Yes	Count	16	1	4	0	4	0	25
		% within Q35	64.00%	4.00%	16.00%	0.00%	16.00%	0.00%	100.00%
		% within Business Ownership	30.77%	25.00%	36.36%	0.00%	23.53%	0.00%	27.78%
	No	Count	6	1	1	2	4	1	15
		% within Q35	40.00%	6.67%	6.67%	13.33%	26.67%	6.67%	100.00%
		% within Business Ownership	11.54%	25.00%	9.09%	40.00%	23.53%	100.00%	16.67%
	Unsure	Count	30	2	6	3	9	0	50
		% within Q35	60.00%	4.00%	12.00%	6.00%	18.00%	0.00%	100.00%

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
		% within Business Ownership	57.69%	50.00%	54.55%	60.00%	52.94%	0.00%	55.56%
Total		Count	52	4	11	5	17	1	90
		% within Q35	57.78%	4.44%	12.22%	5.56%	18.89%	1.11%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**Q36- From the LOAN or CREDIT APPLICATION, were you only approved for a partial amount of what was requested? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
From the LOAN or CREDIT APPLICATION, were you only approved for a partial amount of what was requested?	Yes	Count	2	1	0	0	2	0	5
		% within Q36	40.00%	20.00%	0.00%	0.00%	40.00%	0.00%	100.00%
		% within Business Ownership	12.50%	100.00%	0.00%	0.00%	50.00%	0.00%	20.00%
	No	Count	14	0	4	0	2	0	20
		% within Q36	70.00%	0.00%	20.00%	0.00%	10.00%	0.00%	100.00%
		% within Business Ownership	87.50%	0.00%	100.00%	0.00%	50.00%	0.00%	80.00%
Total		Count	16	1	4	0	4	0	25
		% within Q36	64.00%	4.00%	16.00%	0.00%	16.00%	0.00%	100.00%
		% within Business Ownership	100.00%	100.00%	100.00%	0.00%	100.00%	0.00%	100.00%

**Q37- Do you think you were only approved for a partial amount of what was requested because of your race, ethnicity, or gender? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Do you think you were only approved for a partial amount of what was requested because of your race, ethnicity, or gender?	Yes	Count	2	0	0	0	2	0	4
		% within Q37	50.00%	0.00%	0.00%	0.00%	50.00%	0.00%	100.00%
		% within Business Ownership	100.00%	0.00%	0.00%	0.00%	100.00%	0.00%	80.00%
	No	Count	0	0	0	0	0	0	0
		% within Q37	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownership	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Unsure	Count	0	1	0	0	0	0	1
		% within Q37	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		% within Business Ownership	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	20.00%
Total		Count	2	1	0	0	2	0	5
		% within Q37	40.00%	20.00%	0.00%	0.00%	40.00%	0.00%	100.00%
		% within Business Ownership	100.00%	100.00%	0.00%	0.00%	100.00%	0.00%	100.00%

**Q38- Specify Other: REASON WHY YOU THOUGHT YOUR LOAN MIGHT BE DENIED OR PARTIALLY GRANTED RECORD RESPONSE: \* Business Ownership Crosstabulation**

African American
I was bidding on state projects and there's a lot of discrimination there. They conspired to discriminate against me on contracts. I have relationships with them because I was union employed for many years.
Company said they ran out of money but had money with others. there is a heirachy if there are funds left over then they are distributed to minority businesses in a limited amount
Non-Minority Women
A clear reason for being denied was not articulated when I asked instead I was given a vague reply. I have a strong personal credit score, I had assets to back up the loan, my business has a long history with the lender. Through process of elimination I can only conclude that as 100% owner and a female that my gender is playing a role.

**Q39- Do PRIME CONTRACTORS or DIRECT VENDORS who contract with your company on public sector or government projects with M/WBE CONTRACT GOALS also solicit your company on projects (private or public) WITHOUT M/WBE CONTRACT GOALS? \* Business Ownership Crosstabulation**

				Business Ownership						Total
				African American or Black	Asian American	Hispanic American or Latino	Native American/ American Indian	Non-minority Women	Non-M/WBE	
Do PRIME CONTRACTORS or DIRECT VENDORS who contract with your company on public sector or government projects with M/WBE CONTRACT GOALS also solicit your company on projects (private or public) WITHOUT M/WBE CONTRACT GOALS?	Yes	Count	33	16	14	2	45	1	111	
		% within Q39	29.73%	14.41%	12.61%	1.80%	40.54%	0.90%	100.00%	
		% within Business Ownership	28.70%	47.06%	51.85%	28.57%	51.14%	14.29%	39.93%	
	No	Count	82	18	13	5	43	6	167	
		% within Q39	49.10%	10.78%	7.78%	2.99%	25.75%	3.59%	100.00%	
		% within Business Ownership	71.30%	52.94%	48.15%	71.43%	48.86%	85.71%	60.07%	
Total		Count	115	34	27	7	88	7	278	
		% within Q39	41.37%	12.23%	9.71%	2.52%	31.65%	2.52%	100.00%	
		% within Business Ownership	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

**Q40- As a PRIME CONTRACTOR or DIRECT VENDOR, do you SOLICIT QUOTES from MINORITY-OWNED WOMEN-OWNED, or DISADVANTAGED-OWNED BUSINESS ENTERPRISES on private (non-governmental) contracts without goals? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- minorit y Women	Non- M/WB E	
As a PRIME CONTRACTOR or DIRECT VENDOR, do you SOLICIT QUOTES from MINORITY-OWNED WOMEN-OWNED, or DISADVANTAGE D-OWNED BUSINESS ENTERPRISES on private (non-governmental) contracts without goals?	Yes	Count	61	19	15	2	54	3	154
		% within Q40	39.61%	12.34%	9.74%	1.30%	35.06%	1.95%	100.00 %
		% within Business Ownershi p	53.04%	54.29%	51.72%	66.67%	58.06%	37.50%	54.42%
	No	Count	37	9	8	0	19	2	75
		% within Q40	49.33%	12.00%	10.67%	0.00%	25.33%	2.67%	100.00 %
		% within Business Ownershi p	32.17%	25.71%	27.59%	0.00%	20.43%	25.00%	26.50%
	Not Applicabl e - Do Not Work in Private Sector	Count	17	7	6	1	20	3	54
		% within Q40	31.48%	12.96%	11.11%	1.85%	37.04%	5.56%	100.00 %
		% within Business Ownershi p	14.78%	20.00%	20.69%	33.33%	21.51%	37.50%	19.08%
Total		Count	115	35	29	3	93	8	283
		% within Q40	40.64%	12.37%	10.25%	1.06%	32.86%	2.83%	100.00 %
		% within Business Ownershi p	100.00%	100.00%	100.00%	100.00%	100.00 %	100.00 %	100.00 %

**Q41- Have you experienced or observed a situation in which a prime contractor or direct vendor INCLUDE MINORITY-OWNED, WOMEN-OWNED, or DISADVANTAGED-OWNED SUBCONTRACTORS on a bid or proposal (to satisfy the "good faith effort" requirements) and then DROPS and/or REPLACES the company as a subcontractor after winning the award for no legitimate reason? \* Business Ownership Crosstabulation**

				Business Ownership						Total
				African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non-minorit y Women	Non-M/WBE	
Have you experienced or observed a situation in which a prime contractor or direct vendor INCLUDE MINORITY-OWNED, WOMEN-OWNED, or DISADVANTAGED-OWNED SUBCONTRACTOR S on a bid or proposal (to satisfy the "good faith effort" requirements) and then DROPS and/or REPLACES the company as a subcontractor after winning the award for no legitimate reason?	Yes	Count	45	9	11	3	26	0	94	
		% within Q41	47.87%	9.57%	11.70%	3.19%	27.66%	0.00%	100.00 %	
		% within Business Ownershi p	30.61%	20.45%	26.19%	37.50%	20.00%	0.00%	24.74%	
	No	Count	102	35	31	5	104	9	286	
		% within Q41	35.66%	12.24%	10.84%	1.75%	36.36%	3.15%	100.00 %	
		% within Business Ownershi p	69.39%	79.55%	73.81%	62.50%	80.00%	100.00 %	75.26%	
Total		Count	147	44	42	8	130	9	380	
		% within Q41	38.68%	11.58%	11.05%	2.11%	34.21%	2.37%	100.00 %	
		% within Business Ownershi p	100.00%	100.00%	100.00%	100.00%	100.00%	100.00 %	100.00 %	

**Q42- Please describe the situation. \* Business Ownership Crosstabulation**

African American or Black
A large security prime had included our firm on a proposal to State Agency. The prime was awarded a contract as a result of the proposal. We contacted the prime after we learned of the award. The prime said that the agency told them to wait 6 months before they brought on the MWBE subcontractors. The prime never used us on the project. When questioned, the prime said they were able to meet the MWBE goals through vehicle and uniform purchases so they didn't require our services.
A majority law firm included us as MBE subcontractor in their RFP response to win legal mandate from a gov't agency. They were empaneled under the RFP and received multiple work awards under the RFP but never reached out to us or otherwise gotten us involved. We learned of the contract awards from sources other than through the majority firm. When we confronted them about it, we were told that the pricing on the work was so low that they were doing the work at a loss and didn't reach out to us because they didn't want to put us in a similar situation of working at a loss. Of course, assuming that their stated rationale was true, we should have been presented with the opportunity to make that decision for ourselves. Our cost and overhead structure and rates are very different from theirs, and so they were not in a position to make that decision for us and no reason to assume that that a loss leader for them would similarly be a loss leader for us; and even if it were, we might have been willing to perform the work on that basis.
an award was "cancelled" by the government entity only for it to then be awarded to the other selected firm that was awarded more of the line items being sought
as a subcontractor for large firm m/wbe req paid me less than what was worth/normal contract ratee, clear that if i challenged quote i would have risked contract did work for lower contracted price did work for free to make sure nonprofit got paid on time work still needed to be done morally compelled because black and brown people aren't being paid on time to make sure voices were represented. it was the right thing to do wasn't willing to take reputation risk or jeopardize brand for subpar work
Bait and switch. We won contract as prime and then asked to be subcontractor under white males. I walked away.
Companies contact us and we ask why or how they are contacting us, and they tell us this.
Company out of state contacted us for a state IT contract. and use us as a minority . to partner with them on a state contract. When we won the contract we never heard from them again. It was a five year contract they never contacted us for minority.
got certified for MWBE a year ago. I have experienced discrimination in other areas of business. A couple of years ago, my company placed a bid with the land bank. The property was awarded to an out of county property developer for \$45,000. All of this despite the facts (1)I had a higher bid(2) I live in the area (3) I'm a woman owned business (4) I'm a minority owned business. The building subsequently lay unoccupied until in 2023 after seeing the building on a website for lease inquired about the status of the sale and was told that "oh I shouldn't be up for lease". This whole process was unfair and biased and a classic case of discrimination and I am of the opinion this was done not only because I'm black and a woman but also because I'm an immigrant.
I bidded on jobs at a State University and they'd take my bid and never hear from them again. And they'd hire people that they have used.
I don't know know. I been denied a bid.
I had no knowledge that the contractor included me in a utilization form submitted to the State Authority for millions of dollars until I received an audit notice from the NYS Contract System.
I have a full description, That I would love to share with you. We were asked to be the 'diversity agency' for a bid and was presented as such on the utilization plan. The Prime won and then gave the work to a white women company all of it. No one is surprised as this is what happens everyday in this system.
I have been solicited by several primes, most from out of State companies, they won the contracts, but they never offered any portion of the contracts to us. I complained to them, to the State Auditors, to no avail.
I notice they bring in illegal mexicans to do the job. and I really don't like that.
I often have random companies reach to partner with me because of our MWBE and WOSB status on a proposal. I never hear from them after they get my information.
I was asked to fill out vendor profile form during outreach but never received SOW to bid on
I would rather not say
I've seen it happen to several MWBE firms that I know.
It happened to our firm on multiple occasions. A prime actuarial consulting firm interviewed us on an actuarial project with a state agency. After they won the bid, they dropped our firm and applied for a waiver.

African American or Black
MWBE Firm was listed as a sub but was not actually asked to do the work. The sub-contract was based on hours worked so the firm did not receive any revenue from the contract.
My company's M/WBE status was used to win a NYC project, then the GC used a contractor with whom he previously worked. I complained about it to the NYC agency and was told that, since I did not have a contract yet from the firm, there was nothing that could be done.
On a successful bid on municipal and state contracts
Prefer not to
HOSPITAL contracted our company to execute the contract. They dropped us and used another subcontractor to execute the contract. We did get work but not after I raised hell about the situation..
Submitting bids and following up, but get no response.
The called him to table to get info for proposal then at the end they drop you and not notify you Unexplained reason
THE VENDOR REPLACED A BUSINESS MINORITY OWNED THAT WASN'T
There are multiple situation. I would like to explain and a very detailed writeup
they went for a bid and included a subcontractor . they never submit a invoice to use the WMBE.
State authority brought the contract to supply the tanks. While waiting on authorization to send the containers and he never heard from them and when contacted, the company said that is was already done. They used his name, but not his ser
unable to answer
Unsure of the reason, ,but we were awarded as sub and never received work or our candidates weren't hired.
WAS USED TO BE A SUB CONTRACTOR BY ANOTHER ORGANIZATION AND RECEIVED NO BUSINESS
WE SOLICIT BID FOR ORGANISATIONS
Won the bid as the lowest bidder. RFP was rescinded after a period of providing proof of qualifications. Was told the RFP was published with in error and that a qualification was not included that should have been. Of course that qualification was one that I did not have.

Asian American
happens all the time
NYC has awarded contracts to particular vendors for all city technology needs - making it very difficult to do business as a minority in the tech sector.
On private projects, there is no follow-up on MWBE participation after contract award. On a few instances, we had a large firm use our qualifications and MWBE status to win work and later claim that they won a different/similar project but not the one we supported them on and never sent work our way.
There are some companies that are not women minority owned that falsely get certification.
We were part of the proposal and after winning the job during negotiations Prime dropped us because we were not fulfilling the race related goals
You just provide a bid and you don't hear from the contractor again

Hispanic American or Latino
I was added a subcontractor and never heard back from the Prime.
I WAS CALLED AS A PARTNER ON A BID TO THE STATE OF NEW YORK AND NEVER CALLED ME FOR A WORK
It's quite complex, but essentially, they hired me or assigned me tasks because the company was under pressure to do so. However, they have other work that they haven't assigned to me, and to this day, they've retained it for themselves while using our name to secure contracts.
last minute requests to bid (one to 4 day lead times.)

Looking for bid with WBE or MBE cert. to fill the quote, but at the time of awarding, dropped
the General contractor says we need a quote that requires a lump sum price so now we get the award for the contract than he does try to negotiate the price to get a lower price to pay a hourly not the lump sum. After he asked me to sign a contract a hourly rate instead of the lump sup instead. I refuse to sign the contract so they don't want me to be in the project.
we were part of request for proposal and the contract was awarded to the prime where we were subconsultant and they never used us. They never utilized our services.

Native American/American Indian
A lot of times sometimes once you have a position they decide to if something doesn't work out with the mwbe they're typically very strict with minority women owned business they don't take the time to mentor or help. they just want to do the work on their own
Too many to fully describe, but over the years, many MWBE have been used in this way based on my direct conversations with them. They'll get the sub award and then never contacted by contractor again.

Non-Minority Women
because of her religion. Seen it happen to a lot of woman not standing up for themselves
cant go back to see question
A factory hired a dairy farmer with zero landscape experience to do \$650,000 worth of landscaping on their state and local government financially supported project. it was a set budget, without bidding.
I actually had a prime contractor use my name and company to say he was giving a percentage of the work but he never did.
I feel they have only asked for my quote to show a good faith effort and then give my pricing out
I haven't been in that situation.
I was hired by a firm to do the surface finishing on a sample they were submitting with the promise that if they were awarded the job the finishing portion of the contract would be subcontracted to my firm. They used my WBE certification number in their bid. After they were awarded the contract, they would not answer my phone calls or emails and hired someone else to do the work.
I was subcontracted on a state contract for a period of five years and was dropped from part of the work after two years. And the prime took over that work themselves.
It is a repeat occurrence that I would be on a project list then dropped without being told, or told that sustainability was no longer a goal
It was a few years ago. But we have been on several contracts that we were not getting anything from when won. Come to find out they switched us out
No thank you. I'm concerned about retribution.
Numerous times WBE status is requested for purposes of meeting the MWBE State Requirements then the requested party never awards or follows up on awarding contract
One prime on an state project named my company as WBE, then told me I had the contract and slowly reduced the award amount without telling me until there was no work left to do. I foolishly said that was unethical and refused to work with the prime.
Reduced scope and no contact and no contact given for on-calls
Solicited for a bid, accepted and never used or used for one day
Solicited from prime contractor to satisfy wbe
The company gets the job and doesn't notify us that they got the job and we find out from another contractor that they won the job but never came back to us for materials.
the prime has been told by the agency to have multiple MWBE's and they never include us when the project is under way.. They go to the firms they always work with.
we get removed from teams once the Prime has won the contract, on non-govt projects.

Non-Minority Women
We have been named as a subcontractor but then not received business and prime is nonresponsive when we asked for an explanation.
We were added as a subcontractor by a prime without even knowing. The prime happened to be a failure, which I'm still hoping hasn't been a reflection of our stellar performance record.
We're asked to be on proposals and never hear back or get any work from it.
Won award as subcontractor to engineering firm for a multi-year contract and then never heard from them

**Q43- Between 2015 and 2021 what was the average NUMBER OF EMPLOYEES on your company's payroll, including full-time and part-time staff? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
Between 2015 and 2021 what was the average NUMBER OF EMPLOYEES on your company's payroll, including full-time and part-time staff?	None	Count	29	5	9	0	19	0	62
		% within Q43	46.77%	8.06%	14.52%	0.00%	30.65%	0.00%	100.00%
		% within Business Ownership	19.73%	11.36%	21.95%	0.00%	14.62%	0.00%	16.36%
	1– 20 employees	Count	110	31	27	8	92	4	272
		% within Q43	40.44%	11.40%	9.93%	2.94%	33.82%	1.47%	100.00%
		% within Business Ownership	74.83%	70.45%	65.85%	100.00%	70.77%	44.44%	71.77%
	21– 50 employees	Count	4	3	3	0	12	4	26
		% within Q43	15.38%	11.54%	11.54%	0.00%	46.15%	15.38%	100.00%
		% within Business Ownership	2.72%	6.82%	7.32%	0.00%	9.23%	44.44%	6.86%
	51 – 75 employees	Count	0	0	1	0	2	0	3
		% within Q43	0.00%	0.00%	33.33%	0.00%	66.67%	0.00%	100.00%
		% within Business Ownership	0.00%	0.00%	2.44%	0.00%	1.54%	0.00%	0.79%
	76 – 100 employees	Count	1	2	0	0	4	0	7
		% within Q43	14.29%	28.57%	0.00%	0.00%	57.14%	0.00%	100.00%
		% within Business Ownership	0.68%	4.55%	0.00%	0.00%	3.08%	0.00%	1.85%

			Business Ownership						Total
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- minorit y Women	Non- M/WBE	
	101 – 300 employee s	Ownersh p							
		Count	2	3	1	0	1	1	8
		% within Q43	25.00%	37.50%	12.50%	0.00%	12.50%	12.50%	100.00 %
		% within Business Ownersh p	1.36%	6.82%	2.44%	0.00%	0.77%	11.11%	2.11%
	301 – 500 employee s	Count	1	0	0	0	0	0	1
		% within Q43	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00 %
		% within Business Ownersh p	0.68%	0.00%	0.00%	0.00%	0.00%	0.00%	0.26%
	500+	Count	0	0	0	0	0	0	0
		% within Q43	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		% within Business Ownersh p	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total		Count	147	44	41	8	130	9	379
		% within Q43	38.79%	11.61%	10.82%	2.11%	34.30%	2.37%	100.00 %
		% within Business Ownersh p	100.00%	100.00%	100.00%	100.00%	100.00 %	100.00 %	100.00 %

**Q44- Between 2015 and 2021 what was the average annual revenue of the company? \* Business Ownership Crosstabulation**

			Business Ownership						Total
			African American or Black	Asian American	Hispanic American or Latino	Native American / American Indian	Non-minority Women	Non-M/WBE	
Between 2015 and 2021 what was the average annual revenue of the company?	Up to \$50,000	Count	37	4	8	1	12	0	62
		% within Q44	59.68%	6.45%	12.90%	1.61%	19.35%	0.00%	100.00%
		% within Business Ownership	25.17%	9.09%	19.51%	12.50%	9.23%	0.00%	16.36%
	\$50,001 to \$100,000	Count	28	2	10	2	13	2	57
		% within Q44	49.12%	3.51%	17.54%	3.51%	22.81%	3.51%	100.00%
		% within Business Ownership	19.05%	4.55%	24.39%	25.00%	10.00%	22.22%	15.04%
	\$100,001 to \$300,00	Count	35	10	6	2	31	1	85
		% within Q44	41.18%	11.76%	7.06%	2.35%	36.47%	1.18%	100.00%
		% within Business Ownership	23.81%	22.73%	14.63%	25.00%	23.85%	11.11%	22.43%
	\$300,001 to \$500,00	Count	10	3	6	2	14	0	35
		% within Q44	28.57%	8.57%	17.14%	5.71%	40.00%	0.00%	100.00%
		% within Business Ownership	6.80%	6.82%	14.63%	25.00%	10.77%	0.00%	9.23%
	\$500,001 to \$1 Million	Count	9	7	2	0	9	1	28
		% within Q44	32.14%	25.00%	7.14%	0.00%	32.14%	3.57%	100.00%
		% within Business Ownership	6.12%	15.91%	4.88%	0.00%	6.92%	11.11%	7.39%
	\$1,000,001 to \$3 Million	Count	6	7	1	1	17	2	34
		% within Q44	17.65%	20.59%	2.94%	2.94%	50.00%	5.88%	100.00%
		% within Business Ownership	4.08%	15.91%	2.44%	12.50%	13.08%	22.22%	8.97%
	\$3,000,001 to \$5 Million	Count	3	4	0	0	9	0	16
		% within Q44	18.75%	25.00%	0.00%	0.00%	56.25%	0.00%	100.00%

			Business Ownership						Total	
			African America n or Black	Asian America n	Hispanic America n or Latino	Native American / American Indian	Non- minorit y Women	Non- M/WBE		
		% within Business Ownershi p	2.04%	9.09%	0.00%	0.00%	6.92%	0.00%	4.22%	
	\$5,000,001 to \$10 Million	Count	3	2	1	0	10	1	17	
		% within Q44	17.65%	11.76%	5.88%	0.00%	58.82%	5.88%	100.00%	
		% within Business Ownershi p	2.04%	4.55%	2.44%	0.00%	7.69%	11.11%	4.49%	
	More than \$10 Million	Count	2	4	2	0	3	2	13	
		% within Q44	15.38%	30.77%	15.38%	0.00%	23.08%	15.38%	100.00%	
		% within Business Ownershi p	1.36%	9.09%	4.88%	0.00%	2.31%	22.22%	3.43%	
	Refuse to answer	Count	14	1	5	0	12	0	32	
		% within Q44	43.75%	3.13%	15.63%	0.00%	37.50%	0.00%	100.00%	
		% within Business Ownershi p	9.52%	2.27%	12.20%	0.00%	9.23%	0.00%	8.44%	
	Total		Count	147	44	41	8	130	9	379
			% within Q44	38.79%	11.61%	10.82%	2.11%	34.30%	2.37%	100.00%
% within Business Ownershi p			100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

**Q45- Do you have any additional FEEDBACK or INFORMATION that you would like to share regarding how race, ethnicity, or gender may have affected your business, while working on State contracts, working with prime firms/direct vendors, or working with subcontractors/suppliers? PLEASE BE SPECIFIC. IF YOU DO NOT HAVE ANY FEEDBACK, JUST ENTER 'NONE.'** \* Business Ownership Crosstabulation

African American or Black
<p>1) Some state agencies insist on small companies like MWBEs to provide audited financial statement in order to approve their participation on contracts at a fair rate...problem is more often than not those companies cannot afford to incur such expenses to provide the audited financial statement and this has created situations where a project is lost for this particular reason. 2) Some state agencies mandate in their contract with the primes for subconsultants to provide insurances matching the requirements for the prime. At times, those insurance levels rise to the magnitude of over \$5millions to \$25millions even for a consultant (not even contractor). Those kind of requirements often times cannot be met by the small firms because such insurance levels simply are not available in the marketplace for small firms. This creates a barrier for small MWBE firms in obtaining contracts.</p>

African American or Black
10/2023 I have applied to numerous Construction Companies for bidding and no reply no work I have years of documented proof that support my allegations of favoritism and bias
2 major problems: 1. General contractors are getting their way with the good faith efforts and they wait until a few days until due to call him and give his price within the hour. 2. Pitting company against each other with price match pressures. Favorable business awarded to others that may be like disable veteran white male when the day before, told him that they cannot do business with him with out contract. Blocked from doing business in the state.
A lot of primes contact me for work out of my capabilities but when work is within my capabilities i hear nothing. I'm finally vetted to do million dollar plus and my insurance supports but done see the opportunity outside of very large union jobs
any successful business needs capital. difficult for minorities to get line of credit. my business is located in a poor neighborhood so if I go for a loan it affects greatly that loan request. this week I was looking for insurance for my IT business.
Avoid using MWBE law firms to do very small one-off work projects. They are not worth the time and effort if there are no repeat work opportunities.
Because no state certification, its difficult to get certification to bid on a project and the process makes it more difficult for minority women to work with state agencies.
Big private companies use Minority, Black firms like mine and refuse to pay them
CONTRACTORS ALWAYS FOLLOW THE GOOD FAITH APPROACH. IF THEY REALLY WANTED TO ASSIST MBE/DBE THEY WOULD FIND LEGAL LEGITIMATE WAY TO DO THAT THEY ATTEND TRADE SHOW AND OUT REACH EVENTS AND TALK WITH QUALIFIED COMPANIES HOWEVER THOSE CO'S NEVER MAKE IT TO THE TEAM!
Discrimination is rampaged in NY I've given up unless NY steps in instead of talking. I want action.
glad that survey is being conducted
HAVE NOT BEEN PRIVY TO CLEAR INFORMATION ABOUT HOW TO BE.AND BENEFIT FROM BEING A SUBCONTRACTOR
I am just starting as a NYS MBE. My focus has been on identifying opportunities that are a good fit for my company.
I am not sure that these questions can capture data as some of this we would ever know. For example, how would I know that I want not chosen for a contract because of my race or gender.
I do not think anything is going to change.
I do NOT think it is so much about race as it is about too much paperwork and reluctance to switch to unknown vendors.
I have multiple Certifications and the Form does not allow me to indicate that
I have problem of accessing capital. High interest rate is one issue. The number of insurance you need to acquire to be prequalify is mind boggling. Of course, insurance is a requirement for engaging in these contracts but I can't buy insurance when I don't have any projects.
I think that when they're Doing Business they what a person looks like shouldn't matter.
I wish my company was bonded and had access to loan in order to get contracts
I would like the see the government introduce a program which incentivizes those Primes that contact and subcontract a greater number and variety of MBEs and then those Primes which are actually demonstrating those behaviors be awarded points towards securing larger monetary contracts
I'm thankful this disparity study is being done. I feel a lot of agencies use the same vendors over and over again because of their relationship with them. Instead of going out to bid a diverse group of WMBE's to fulfill the bids
I'm union and I wanted to be union or open shop and they wanted to be non-union
I've been in this industry for more then 25 years and its always the same. You have no finance to carry the job. There's no mobilization for mbe owned companies. Or you cant meet the per disqualification form. This is the standard we have to deal with in this industry. And its been going on for decades. I've seen other trade partners in this industry do very well. However, just take a look at how many companies of color have made money's in this industry. Make both sectors accountable.
I've black in America all of my life. That answers the question.
If this is actually viewed by a human, I'd like the opportunity to voice my challenges and grievances directly

African American or Black
In your question about ownership ethnicity, consider adding a line to address multiple owners of different races/genders.
Inadvertently marked Prime. I am usually a subcontractor and survey would not allow me to correct it.
It is rare these days to experience, whether the public or private sector, a situation where someone explicitly refuses to hire you or include you in an RFP on account of race, ethnicity, gender etc. However, far more common are situations where the influence of those factors is less explicit but no less profound. For example, we are often invited to bid in situations where our inclusion was solely or primarily to satisfy a good faith requirement and so we don't get selected. Sometimes requestors ostensibly are well intentioned but subconsciously apply higher subjective standards when reviewing our proposal because they know that we are an MBE proposer, which practice often means that we don't make the cut.
Lack of information, support, how to fill out. Business owner feels that there is a closed door to new applicants and would like to see the process more user friendly for others.
Many of the "None of the Above" responses mean "I do not know or unsure" due to lacking sufficient information to come to the conclusion.
My business was certified a year ago. I am currently seeking opportunities within NY State
My Company does work with both State and Federal Government during this period and experience has been broad in our attempt to get additional work. Your options are limited in this survey and my company is WOSB, MOSB, SDVOSB, EDWOSB, DBE, MBE, WBE and SDVBE for many years. We have experience this multiple times
My number one issue is access to buyers and individuals selecting sub-contractors. If we can't get known by them, we are not asked to bid and subsequently not hired.
N/A
no feedback
None at this time.
NONE.'
Not easy, need more support from primes
NYS & ESD should enforce scrutiny and fulfillment of diversity goals with as much thoroughness as it does while reviewing application for MWBE certification. In the actuarial field, which is very niche, MWBE requirement is dominated by out-of-state white-women owned firms. Minorities and none-minority women are hardly represented.
ONE OF THE FACTORS THAT IS STILL NOT BEING ADDRESSED IN THESE GOALS TO ACCOMMODATE MINORITY OWNED BUSINESSES IS THAT WE CANNOT GET SOME OF THE BONDING REQUIRED FOR THE JOBS. ALSO WE NEED THE SUPPORTS OF BANKS THAT WILL LOAN ON THE PROJECTS UP FRONT TO TAKE CARE OF ALL COST UNTILL THE PROJECTS ARE COMPLETE. MANY TIMES THE MINORITY COMPANY CAN DO THE JOB BUT HAS JUST A FEW THOUSAND DOLLARS IN THE BANK AND THEY NEED TO BE SUSTAINED.
Plz make apply easier for smaller biz
Procedures in Securing government contracts can be quite challenging and intimidating for small minority businesses. I think this was done intentionally
Refusal to train on the biding process due to my race, gender, and ethnicity. I couldn't get any assistance at all.
So we don't have ability to obtain information to sign or bid for Federal contracts.
Some of the questions that ask have you or if you received racial discrimination should have an unsure on it because most of the actions happen behind the scenes or it may not be directly stated or noted on paper. A hard "yes/no" doesn't fully capture the experiences.
Some parents judge on race.
State has a lot to do with education and minority business ALOT of CLOUDINESS and prime contractors that are minority agent of the prime contractor Needs to be more democratic SPREAD the business. make it where you can pick anyone at random
Stop funding these non-profits who claim to help minority and women real estate developers, these training programs and webinars fund staff salaries, they do very little in terms of making loans to fund projects, I would rather have \$50,000 for equipment or funds to complete my project rather than sit through an hour webinar that does nothing for my business bottom line.
The banks are also not providing us with loans or lines of credit, even when we've been banking with them for years. They profess to be there for us, yet they do not help us. It is so very troubling and frustrating.
The NYS application for M/WBES, and approval, is very challenging.

African American or Black
the only point at which it matters is financial. if a company is going for a grant or a loan. when I was going for financial assistance, they'd ask your for like how you did the year before. once I provide it to you and you ask for it 8 more times it's deliberate. in that instance it makes you think it's politically generated or something with race or gender. if you have some one asking for the same documents over and over again .
The questions asked here are not positioned to get at the issues in respect to MWBE contract awards. Research requires more thought to get to the real concerns. There is no way to prove the anecdotal responses that these questions elicit. Very disappointing
THE SBA WAS SUPPOSED TO HELP US TO GET OTHER JOBS BUT WE NEVER HAVE THEM.
The state is very difficult to work with peer to suppliers. We are required to go with a particular vendor when it comes to selling computers and supplies. I have tired with good faith with them but never been contacted back by them it's been very difficult to work with them.
The state or US needs to have a program that would make it easier for a minority owned business for real estate development. They need to have programs and subsidies for minority manufacturing companies. Better programs for individuals who may be minority who are planning to have manufacturing companies. they need to be more selective . a higher percentage of minority road contractors
The State system needs better enforcement mechanism. I am applying to a large state project as subcontractor for low voltage, telecommunication portion as an MBE, but I was told by an electrical prime contractor on the project, that they do not use MBEs.
This program is not working and I do not understand why a program set up to help people then give those same people no access to form a complaint or be heard. You are asking starting business to find a lawyer vs' being helped from the very program you are asked to join. These program only protect the people and companies they are actually serving. White Male owned/ Prime companies and the 67% of white women who then benefit. leaving less that 5%of Black Women who make up more that 36% of the program.
This survey does not appear to pertain to this firm, as it has only been iformed since April 2022.
This survey is not applicable to this Business, as it has only been formed as of 2022.
Tricky to nail down refusals.
We have tried numerous times to become a supplier and was denied. Even after becoming WMBE certified, they still deny us. The reasons are unclear in light of the great demand.
WE JUST NEED OPPORTUNITY TO GET JOBS
We need cleaner information on how to bid for contracts. As a certified small minority business owner, we need to know when a contract is available to place a bid. If we lack information about the project, we won't be able to submit a bid. Also, why the state is provide a contract to non New York base a company.
We need more clean information how to bid for contract. As a certify small minority business owner we need know when a contract is out to allow us to set a bid. If we don't know anything about the project we will never be able to set up a bid.
We need more state contracts in our area.
We won't know the exact the reason we're turned down bids it's not as if they voice their bigotry
Yes. Disaggregate MWBE numbers, so we can really see how few dollars are going to Black firms.

Asian American
After so many years being in business with proven experience both as Prime and sub., still have difficulty in breaking into several NYS Agencies as Prime consultant
As a WBE business, if you could provide more assistance for application and submitting proposals process for gvt assistance- make it more user friendly.
Particular Companies have taken most the city technology business away from MWBE's - we are all fighting for the crumbs
Disappointed no level plain field as promised
Have never been awarded a state contract, even though have won federal and NYC contracts. Most state contracts go to Albany area companies owned by white women,

Asian American
I built my business successfully for 20 years on state city and federal contracts with zero issues. The WMBE certification helped protect my race, ethnicity and gender so I was capable to prove myself as an owner and a woman in construction. Unfortunately after over a decade of serving the government agencies as certified WMBE in July 2023 I received a denial letter stating I do not meet the eligibility requirements.
I would really like feedback on the bids submitted, We never hear back on time and when we do, we have no idea why the bid was not selected
Ironically, MWBE programs make me feel cornered into a minority role while private projects expects us to be the Prime contractor/leader of the projects
IT'S BEEN DIFFICULT TO GET THE CERTIFICATION SO THAT I COULD AT LEAST THE OPPORTUNITY BID.
MBE % work should be open competition between among MBE firms as well as state should help to new MBE firms to get contract from prime.
Minorities are getting work because of mentorship programs and MWBE Certifications. It was not possible before.
None of the prime contractors are approachable. I never received any response from them despite of attempting to contact.
NY state typically hold out the engineers only make large bids that's why minority businesses only get to do subcontracting.
ONLY WHEN WE WERE SUSPENDED AND DENIED
Our firm has no experience any sort of discrimination. However, we are a small IT services firm that is trying to get into the public sector and most RFPs request prior experience in IT with public entities. This is the biggest barrier for our firm.
Some bids require an outlay that is a 30 day net when we will not be paid for 90 days. It's a challenge to go beyond our line of credit.
The purchasers have preferential treatment with who they work with.
We are Port Authority of NY & NJ and New York City certified MWBE. A State Agency was intentionally difficult and exclusionary in dealing with us.
We have bid on NY State projects which require W/MBE participation and the primes have proven to hold no W/MBE certifications. Is NY State regulating the W/MBE participation? It has been an unsettling experience.
We strongly suggest Public projects RFQ exclusive for M/W/DBE firms to bid as prime. our firm as been working as sub for over 10 years and have been trying to land a contract as prime with no luck

Hispanic American or Latino
- Have the State agencies maintain a list of active bidders for every project, complete with e-mail addresses and phone numbers. Since I provide work to Prime Contractors to the State, I need to know who is bidding on any one project. Also, whenever the State requires workforce or apprentice participation, make sure said workforce exists, and provide ways for the contractor to reach it, especially in the non-union realm.
Entering the field as a MWBE is challenging enough in learning how to navigate the system. Many of my male counterparts have been given a helping hand in this process.
Favoritism and racial discrimination- most companies are owned by individuals of the same race/religion and they always give opportunities to their people.
I am White-passing and it has been very challenging for me, as I am constantly forced to explain my minority status even with multiple vetted and approved certifications.
I don't feel I get enough support on how to bid, it is quite difficult and I am not sure if its because of english being my second language, I cant understand it so it is hard to bid and not sure how to even start sometimes.
In private it's kind of man's world out here. I notice that when someone hears my accent I get pushed. They start putting me down, like a bimbo who's not capable. When it comes to loans even NY is here to support me. I got denied because they told me there's not enough cash flow but that's why I'm applying..no cash flow. they're supposed to be here to support me.
It's not necessarily discrimination, but it's harder to compete with bigger older companies that have been around longer. They get better prices from vender due to their size and length of time doing business with them.
My company current offering is different from what is was during the years of requested annual revenue.
NONE
none you just have to deal with it

Hispanic American or Latino
Our company was awarded a contract with a hospital but it was taken back because we did not have a NY MWBE Cert. We have PUC and national certifications that NY does not recognize. We have now obtained a NY MWBE Cert and so all good so far.
Several times, the state agency reached out to me but never used me or had a prime work with me. I have always felt they were going through the motions by contacting me in order to go with a bigger company.
some companies want you to bankroll the job. they want me to work without being paid. Basically you have to wait 6 months or longer to get paid.
Somehow if you have an accent, is more difficult to get new clients.
THE BIDDING SYSTEM IS AGAINST US.
This is a common issue with large companies. They often feel obliged to engage with smaller, resource-constrained firms and then expect these smaller companies to perform at the same level as larger ones. This is something that should be taken into consideration.
yes, we have

Native American / American Indian
I DON'T BELIEVE THAT THE MWBE, MINORITY WOMEN BUSINESS ENTERPRISE, I DON'T BELIEVE THAT IT SUITS MY TYPE OF BUSINESS AND IT WAS VERY MISLEADING FOR THE STATE TO ALLOW ME TO HAVE THE CERTIFICATION. BASED ON THE CONTRACT THAT ARE AVAILABLE THAT I HAVE SEEN FOR MY LINE OF BUSINESS.
I feel their needs to be more opportunity given to women owned businesses to become primes
I'm fearful that what is happening with the 8a program will happen to the many MWBE programs that are out there, including NYS and NYC. In my opinion, the new narratives required in the program to prove discrimination and disenfranchisement is just another method to put a stop to program and re-write the narrative of discrimination. Everyone knows the truth of how and why these programs were founded and this companies should not have to re-justify their discriminatory experiences. In fact, in order to answer the narratives without objection is to hire a lawyer to write it for them. It is just shameful that we are still going through this.
one of the most difficult entities to deal with has been the state itself. When I initially applied the state refused my application on the fact that my enrollment card was from Canada.

Non-minority Women
Vendor also play a role in costs as well in cybersecurity
After almost 15 years as. Certified WBE the state now wants to pull it from me.
As a female landscape architect I have had difficulty working with prime or subcontractor engineering firms.
As a small firm with 1 employee (owner) working with contract attorneys as needed, there are few opportunities in government bids.
Being a small business - difficult to keep up with all of the paperwork r/t state contracts
being a woman owned business is never applicable even though I get certified. Not just NY but other states also.
Certainly by subcontractors and contractors, by not generating any benefits for my company.
Difficult for a small women owned business to compete against larger MWBE businesses
Have seen instances where non-MWBE vendors are using loopholes with the Prime vendors' knowledge to take advantage of MWBE's by offering to provide resources to them for opportunities but taking the majority of the profit - leaving the MWBE with only \$3-5/per resource even though the MWBE is holding the contract. This feels like it flies in the face of the intent of the MWBE Program.
I believe the certification is not easy to get. and a huge issue at this time.
I don't even try. My services don't seem to fit with the state bids I see.
I have been solicited for state contracts and never used. The primes use their own trucks or bring in "friends" that do not comply with labor prev rates. Drivers do not want to complain for fear of job loss.

Non-minority Women
I have experienced a lot of lack of response to RFPS we have bid on to the degree that we feel its a waste of our time to bid even though we are highly qualified for much of the work
I have found very few opportunities as a certified WBE where it has been advantageous to be certified. It seems there are not many opportunities in the Learning and Development space for WBE businesses.
I have never encountered any problems throughout my career as an owner of a Women Business Enterprise with certification in NY State and NY City.
I look to see more woman and ethnicity in the technology field because of lower income. Market more to inner city women
I was certified as a WBE in the State of New York for over a decade. I was recently denied my recertification.
I was not given any notice about information, and was not supported in reapplying. I was sent an email with a denial and told that the only recourse was legal appeal with no legal support given to assist me. It seems that they don't want to support WBE companies like mine, with owners who sacrifice to keep their businesses growing.
I would love to bid for contracts it's just overwhelming when you're a small business and you have to tie up your supplies and manpower and not get paid right away. We are a very small business that does incredible work and would love to be considered.
I've been certified and recertified as an NYS WBE several times. The process is arduous and time consuming. I've also helped firms get certified and the average time is now two years! Also is virtually impossible to get someone in the Division to answer questions, or respond to emails. Finally, while agencies have used discretionary purchasing as an option to contract directly with MWBEs, that process is now almost as difficult as a competitive bid. The Discretionary Purchasing process was meant to be an easy and quick method for contracting, however, it no longer is.
I'm getting tired of not getting contracts due to myself being a white female, the system is broken as this is what is happening, especially in the city
In some cases our company wins a contract and is only contacted to fulfil the first month. This has nothing to do with performance but is a way, I think, for prime contractors to commit to a WBE percentage at the signing of the contract, then withdraw that commitment and "self perform" the rest of the work. It's not the rule, but the exception, and doesn't happen that often.
In the "have you ever experienced," section, one of the options for answering should be, "I don't know," because realistically there is no way to know, though in some cases, it seems possible or even likely. Thank you
Instances of affects of gender different treatment experienced are subtle - such as contract documents including "he, him" with no spaces to change, questions regarding spouses, etc - nothing depriving of work opportunities
ISSUES: 1) I do not even have opportunity to showcase my interest because RFPs do not require/ask WBE to submit if they are interested in serving as a sub. As a result, primes "pretend" they gave good faith and do not have to subcontract. 2) NOT having additional NAICS codes added to my WBE status upon renewal - as a result, if primes were looking for a sub in my line of work, I am not listed.
It's more than a race in general or ethnicity in the issues, I think it's more of a class issue also more capital as a small minority business, with a MWBE certification. The larger companies are able to get the contracts, therefore I'm limited because my business can't get a bid for projects in competitions with larger businesses because they have the money that small business don't. I'm not bitter about it because having money in that applies to completes on a high level.
Large Prime Contractors solicit pricing from MWBE firms and they are used on the Prime's utilization plan and then award project to other not known party.
Make smaller bids available. Stream line the process. And minimize paperwork
NONE
A State Agency has been fantastic in working with WBE companies. Our company has limited experience working on BIDs as we need more training and help.
Prime MWBE plans from the top 3 bidders of every prime state contract should be due by 5 pm the day of the bid so there is not enough time for primes to award to non-MWBEs or change MWBE pricing.
Since being certified in March of this year, my business has come across only one available bidding contract seeking a product I was unable to produce due to the size requirements. Other than this, there were a couple of other bid options but they were for minority or Vets only. As a middle aged woman, just talking to locals promoting what I do I am discriminated against for being a woman.

Non-minority Women
My company was awarded none of the projects I sought over a several year period. The powers that be had no problem stealing my ideas, however. I was the only applicant for the position and he still wouldn't hire me.
The criteria for bidding is not commensurate with the award. The lack of time between notification and submission of proposal is usually inadequate. The financial audit required is excessive for most of the awards.
The hardest part of being an WBE is the response rate to invoicing. These bills are not paid fast enough, often times it takes me 6+ months to get paid per invoice. This is terrible for business. We think we are safer doing these projects, and the pay takes so long we go broke in between.
The one item I would like to point out may not be a direct racial or gender issue, but an issue we have all the time as a WBE firm is that when we try to go for a project, most times we have to go in as a sub-contractor just because the amount of paperwork, audited accounting and legal reviews required by state or local municipality contracts is so overwhelming and requires a very large firm with large administrative teams to be able to just manage the paperwork required to bid and process and award for even a small state contract. While if that project was a private sector project the smaller MWBE firm is more than capable to handle it and do a better job than the larger firms. Something should be done on the state side to make the RFP requirements more streamlined and not have 100's of pages of documents to go thru all the time. I know this is not an easy task but by having these unwieldy RFP's smaller / more qualified MWBE firms don't even bother to go after as a prime and just stay as a sub-consultant.
The questions asked herein are black/white (select one answer), there is no room for intuition or beliefs about a practice. For example, I think Primes may be disclosing low bidder's price to try and get lower bids, but I have no proof nor certainty so I cannot answer yes. Similarly, I feel there are double standards when our work is being reviewed/inspected - it is good that the work is being held to a high standard, but I think that others "in network" are not held to as high a standard, but again, this is a perception. I cannot obtain any proof that others are getting to slide by with sub-standard performance or delivery of documents. There are plenty of jobs we do not get, or jobs we are dropped from. I will never know the true reasons. I believe most are legit business reasons, but I believe there are a few where the decision-maker has gone with our competitor as they have a relationship with them. In some cases that is "go with one you know will deliver based on past experiences", (which has merit), and some are "go with the one you know because we are buddies and part of the same "network" (which is not fair practice.) It is nearly impossible to know and to prove. It does feel a bit like this survey (at least the way it is set up) is simply checking a box that research has been done, as opposed to really trying to understand how this discrimination may present in the marketplace.
There does not seem to be much enforcement of the MWBE participation requirements which has been challenging.
There was a recent bid through NYS that required the use of an MWBE for 30% of the contract but in the bid documents there was a page that could be filled out to allow the bidder to get out of that requirement. So why, if the State of NY is encouraging and asking for MWBE involvement do they then make it easy for the bidder to side step that? The award was then made to a company who did just that, not MWBE company and no subcontracting with an MWBE.
they have to many requirements for a small businesses. I can't afford the portion of insurance needed for employees and subcontractors. I just can't afford it.
They need to furnish contact people available to assist with the application process.
We also see fake WBE's (where the women owner hasn't lived in the USA for 20 years) which is infuriating.!
We are given very few opportunities to bid and when we are encouraged to bid we are never selected regardless of the fact that we are 100% owned & operated by women.
We are working in a field that is considered non-traditional work for women. Experiences the last 10 years have been positive overall because we are recognized experts in a very niche field and produce superior work. That said, while on the job we are sometimes subjected to condescending or dismissive comments and attitudes. These are primarily from mid-level workers who don't deal with us directly - NOT from contract administrators. Sadly, seeing women in hardhats and operating lift equipment, welding, etc. is still considered an unusual sight.
We have found in general that primes are actively looking for reliable MWBEs. Our relationships in general have been very good.
When I attend M/WBE events, I feel they are not speaking to me as white woman.
Without the MWBE requirements we would not be included in city and state tax funded projects. Period. The field is not level and never will be. Especially when there are "personal net worth" restrictions that limit the MWBE status of a firm. Why this is so critical? state and city contracts payments take a long time and a business line of credit is needed to account for the slow payment. Personal worth determines the line of credit provided by the banks.

Non-minority Women
Yes, I worked for a company in the healthcare industry that completed speech and language evaluations for the NYS disability and I was interested in conducting the Spanish/English evaluations out of my private practice. But when I went to bid, I learned that since I was a solo provider I was not eligible.
You guys should do this for other states. We have been "shaken down" by consultants in other places.
your questions should have an option of "don't know". I don't know if I've been discriminated against.

Non-M/WBE
A Prime Contractor hires us as a MBE subcontractor to get MBE credit, Delete half the scope during the progress of the job and self perform our work. two years later they still did not pay us for the actual work completed.
The problem is NYS and ESD decertifying legitimate businesses and doing a half assed job of certifying

# Appendix H

## H. In-depth Interview Guide for Businesses

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### THE STATE OF NEW YORK IN-DEPTH INTERVIEW PHONE SCREENING

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#### In-Depth Interview Procedures

##### Objective(s)

- Ensure that businesses, those who have attempted to do business, or those who have been awarded a contract or subcontract on State projects can freely express their input.
- Document evidence or lack of evidence of discrimination in the marketplace
- Obtain business and demographic information.
- Gather additional information on the effects of race, ethnicity, and gender on businesses' ability to bid and win contracts, acquire capital or bonding, etc.

##### Work Activities

1. Work with MGT's subconsultant to schedule and conduct in-depth interviews with businesses in the State's marketplace. This includes MWBE, non-MWBE, businesses owned by a member of an Indian nation or tribe who has attempted to do business or those who have been awarded a contract or subcontract to seek information on the history of marketplace discrimination.
2. MGT will invite businesses from the Master Vendor Database created for the study.
3. MGT will attempt to collect a minimum of 100 completed in-depth interviews.
4. Scheduling for the In-depth interviews will begin the week of August 7, 2023.
5. The in-depth interview questionnaire for the in-depth interview is attached to this document.

Hello. My name is \_\_\_\_\_ and I am calling on behalf of the State of New York to speak with businesses that do business or have attempted to do business in the state of New York's marketplace.

Is this \_\_\_\_\_ (Company's name)? IF THE COMPANY NAME IS VERIFIED, CONTINUE.

Are you the owner or an authorized decision-maker in your company? [IF NO] May I speak with that person? [IF NO, SCHEDULE CALL-BACK]?

**IF TRANSFERRED TO ANOTHER PARTY (CFO, MANAGER, ETC): READ INTRO AGAIN** then ask:  
Can you answer questions concerning this company's business experiences? IF YES, CONTINUE.

The State of New York has hired MGT Consulting Group to conduct a Disparity Study to assess the effects of race, ethnicity, or gender on businesses' ability to bid or win contracts, acquire capital, or obtain bonding in the State's marketplace.

Gathering feedback and input from businesses is one of the most important elements of the study - collecting information from firms in the State of New York about any discriminatory experiences they have had working in the private and public markets. The results of the study will provide guidance regarding any potential changes to the State's supplier diversity programs.

The interview will last approximately 45 minutes.

**When can we schedule your interview to receive your input and recommendations on doing business on State projects or contracts?**

**Pre-Interview Questions via Qualtrics** – Firms that agree to participate in an interview will be provided with a link to complete pre-interview questions. The pre-interview will provide clarity and focus on specific questions for the interviewee.

### Survey Introduction

The State of New York has retained MGT Consulting Group to conduct a Disparity Study. The overall purpose of the Study is to determine whether there is racial and/or gender business discrimination in the markets in which the State does business – both public and private sectors. The purpose of this pre-interview questionnaire is to learn more about your firm and streamline the interview questions. Your responses will be aggregated for the overall analysis. Individual information is kept confidential to the extent permitted by law.

Your firm has been selected to participate in an interview to ascertain experiences of discrimination, if any, towards businesses.

The survey and subsequent interview should be completed by the company's Owner, CEO, President, Vice President, or other decision-making authority with in-depth knowledge of the company and its experience in the marketplace. Questions relating to company ownership, discrimination in contracting, and experience in doing business in the State's market in which it does business.

This is a great opportunity for you to provide feedback regarding your experience doing business with or attempting to do business with the State. The survey can be completed in 10 minutes or less.

1. Please provide Company Name
  - a. \_\_\_\_\_
2. What is your title?
  - a. Owner
  - b. CEO/President
  - c. Vice President
  - d. Manager/Financial Officer
  - e. Other (What is your official title?)
  - f. \_\_\_\_\_
3. Please provide your name just in case we have any further questions.
  - a. \_\_\_\_\_
4. Is at least 51 percent of your company owned, managed, and controlled by a woman or women?
  - a. Yes
  - b. No
5. Is at least 51 percent of your company owned, managed, and controlled by a person or people of one of the following racial or ethnic group(s)?
  - a. African American
  - b. Asian American
  - c. Caucasian/White (non-Hispanic)
  - d. Hispanic American or Latino
  - e. Native American/American Indian
  - f. Pacific Islander
  - g. Other - (Please specify the race or ethnicity of the owner(s)/manager(s):  
\_\_\_\_\_
6. What is the highest level of education completed by the primary owner of your company?
  - a. Some high school
  - b. High school graduate
  - c. Trade or technical education
  - d. Associate Degree (AA, AS, etc.)
  - e. Bachelor's Degree (BA, BS, etc.)
  - f. Graduate or Professional Degree (MA, PhD, JD, etc.)
  - g. Don't know

7. What is your company's primary line of business?
- a. Construction
  - b. Architecture and Engineering Services
  - c. Professional Services
  - d. Non-construction-related Services
  - e. Technology
  - f. Clean Energy
  - g. Real Estate Development
  - h. Commodities
  - i. Other Please explain your company's primary line of business.
  - j. \_\_\_\_\_
8. What is the age of the company?
- a. 0-2 years
  - b. 3-5 years
  - c. 6-10 years
  - d. 11-15 years
  - e. 16-20 years
  - f. 21+ years
9. What is the average annual revenue of the company?
- a. Up to \$50,000
  - b. \$50,001 to \$100,000
  - c. \$100,001 to \$300,00
  - d. \$300,001 to \$500,00
  - e. \$500,001 to \$1 Million
  - f. \$1,000,001 to \$3 Million
  - g. \$3,000,001 to \$5 Million
  - h. \$5,000,001 to \$10 Million
  - i. More than \$10 Million
10. Do you bid or propose as:
- a. A prime
  - b. A subcontractor
  - c. Both
11. Have you or your company been treated unfavorably due to your race, ethnicity, or gender because there is a "good old boy network" of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks?

[REQUIRE ANSWER]

Yes ..... 1  
No ..... 2

12. Have you or your company been treated unfavorably due to your race, ethnicity, or gender because there is a good old boy network of prime contractors and subcontractors that have excluded your company from doing business, or excluded you from events, organizations, or business networks?

[REQUIRE ANSWER]

Yes 1

No 2

13. Did your unfavorable treatment occur on a government contract or non-government contract?

[REQUIRE ANSWER]

On a government contract 1

Non-government contract 2

Both 3

14. Have you or your company been treated unfavorably due to your race, ethnicity, or gender in business practices such as price discrimination by suppliers?

[REQUIRE ANSWER]

Yes 1

No 2

15. Did your unfavorable treatment occur on a government contract or non-government contract?

[REQUIRE ANSWER]

On a government contract 1

Non-government contract 2

Both 3

16. Have you or your company experienced discrimination due to your race, ethnicity, or gender with bid shopping?

[REQUIRE ANSWER]

Yes 1

No 2

17. Did your unfavorable treatment occur on a government contract or non-government contract?

[REQUIRE ANSWER]

On a government contract 1

Non-government contract 2

Both 3

18. Have you or your company experienced discrimination due to your race, ethnicity, or gender while executing your work, i.e. use of racial slurs, workplace violence, intimidation, harassment, or sabotage?

[REQUIRE ANSWER]

Yes 1

No 2

19. Did your unfavorable treatment occur on a government contract or non-government contract?

[REQUIRE ANSWER]

On a government contract 1  
Non-government contract 2  
Both 3

20. Have you or your company been treated unfavorably due to your race, ethnicity, or gender with double standards in measuring performance, or during inspections of your work?

[REQUIRE ANSWER]

Yes 1  
No 2

21. Did your unfavorable treatment occur on a government contract or non-government contract?

[REQUIRE ANSWER]

On a government contract 1  
Non-government contract 2  
Both 3

22. Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory behavior of refusal by agencies, primes, suppliers, and/or customers to deal with minorities or women, etc.?

[REQUIRE ANSWER]

Yes 1  
No 2

23. Did your unfavorable treatment occur on a government contract or non-government contract?

[REQUIRE ANSWER]

On a government contract 1  
Non-government contract 2  
Both 3

24. Have you or your company been treated unfavorably due to your race, ethnicity, or gender with discriminatory denial of the opportunity to bid or contract termination?

[REQUIRE ANSWER]

Yes 1  
No 2

25. Did your unfavorable treatment occur on a government contract or non-government contract?

[REQUIRE ANSWER]

On a government contract 1  
Non-government contract 2  
Both 3

Thank you. We look forward to speaking with you during your interview.

Thank you. We look forward to speaking with you during your interview.

## DAY OF IN-DEPTH INTERVIEW

### Introduction

Thank you for agreeing to participate. Your input is very important to the outcome of the Disparity Study. Your responses to this interview will be aggregated for the overall analysis and used only for this research study. Individual information or identifying characteristics of your company will not be published.

If you have any questions regarding the disparity study or this interview, I will be happy to provide you with the contact information of the MGT representative at the end of the interview.

By participating in this interview, you acknowledge that:

The opinions and perceptions you will provide are given freely and represent an accurate reflection of your experience doing business or attempting to do business with the State.

- You have not been coerced or received any remuneration for your comments.
- You understand that neither your name nor your firm's name will be published in the report.
- Your participation in this interview has no direct benefit to your firm or to MGT.

Thank you for your participation!

### In-Depth Interview Questionnaire

1. First, please tell me about your company. Tell me about the type of work you do, etc.
2. Have you experienced discrimination when trying to work or working on State contracts?
  - a. *If yes, please tell me about what happened and by whom.*
3. Tell me about your experience bidding on State projects or contracts. Have you won?
  - a. *If not, why do you think you were not awarded the project?*
  - b. *Do you feel it was due to race/ethnicity/gender?*
4. Did you experience discrimination when you were working on a project or contract?
  - a. *If so, please tell me what happened.*
5. Have you applied for credit in the last year?
  - a. *If, yes, why did you apply for a loan?*
  - b. *If, yes, were you approved? Did you receive the full amount requested?*
  - c. *If you were not approved, why do you think that is? Was it due to discrimination based on race/ethnicity/gender?*
6. Have you experienced discrimination when bidding, trying to work, or working on contracts or subcontracts with other public entities or agencies?
  - a. *If yes, please explain what happened.*

- b. Explain the extent of discrimination experienced and the impact it had on you.*
  - c. Please also describe the types of individuals who caused the discrimination – for instance, were they State employees? Employees of a prime contractor? A subcontractor? Individuals involved in bonding or financing? Suppliers?*
  - d. Do you believe your experience was due to your race, ethnicity, or gender??*
- 7. In your industry, do you believe there is a ~~good old boy~~ network of individuals, prime contractors, subcontractors, or other businesses that make it more difficult for you to do business?
  - a. If yes, please give examples of how this occurs.*
- 8. Have you experienced discrimination when bidding, trying to work, or working on private (non-government) projects?
  - a. If yes, please explain what happened.*
  - b. Explain the extent of discrimination experienced and the impact it had on you.*
  - c. Please also describe the types of individuals who caused the discrimination (For instance, were the individuals State employees? Employees of a prime contractor? A subcontractor? Individuals involved in bonding or financing? Suppliers?*
  - d. Do you believe your experience was due to your race, ethnicity, or gender?*

**FOR PRIMES:**

- 9. How do you hire firms as subcontractors on projects without MWBE goals?

**FOR SUBS:**

- 10. Do primes who solicit bids from you on their public projects solicit bids from you for their private contract work?
  - a. If no, why do you think that is?*

This concludes the interview. On behalf of the State, thank you for your participation.

If you have any questions or would like more information about the Disparity study, please contact Vernetta Mitchell at (850) 386-3191 ext. 2131 or [nystatemwbedisparitystudy@mgtconsulting.com](mailto:nystatemwbedisparitystudy@mgtconsulting.com), or visit the study website at [www.nystatemwbedisparitystudy.com](http://www.nystatemwbedisparitystudy.com)

# Appendix I

## I. In-depth Interview Guide for Professional Organizations

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### State of New York Professional Organizations Interview Guide

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#### Introduction

Hello, my name is \_\_\_\_\_ and I am calling on behalf of the State of New York to gather input from area trade associations and business organizations concerning the business climate in the State’s marketplace regarding minority, women, and small businesses. MGT Consulting Group is conducting a disparity study on the effects of race, ethnicity, and gender on businesses’ ability to do business in the State’s marketplace - both public and private, to acquire capital or bonding. It is also important to include information from the local professional organizations that serve the business community.

Your organization has been selected to participate in an in-depth interview to share information about 1) services you provide to your members or the general business community, 2) your relationship or interactions with the State, 3) issues or concerns held by your organization or your members regarding doing business or attempting to do business with the State or their primes, and 4) suggested recommendations to improve the State’s procurement process that would include the outreach and contracting with minority, women and Indian Nation or Tribe businesses.

I’d like to schedule a date and time to talk with you to conduct this very important interview. The meeting should last about an hour. When can we schedule your interview?

Name of Organization:	_____	Industry Type:	_____
Date of Confirmation Call:	_____	Interview Date:	_____

Thank you for scheduling time to provide your input on this very important study. To learn more about the State’s disparity study, we invite you to visit [www.nystatemwbedisparitystudy.com](http://www.nystatemwbedisparitystudy.com)

Date of Interview \_\_\_\_\_

Interviewer's Name \_\_\_\_\_

Interviewee Information	
Organization Name	
Interviewee Name	
Interviewee Title	
Interviewee Phone #	
Interviewee Email	
Type of Organization	

1. Please describe your organization's mission and strategic objectives.
  
2. What discriminatory barriers do you feel your constituents or members face when doing business or trying to do business with the State of New York, their primes, or in the state marketplace?  
*PROMPT: are your members facing discrimination in bonding, acquiring capital, bid shopping, predatory pricing, etc ?*
  
3. In the industry your organization represents, does discrimination affect entry into self-employment?
  
4. Do you believe that minority, women, and Indian Nation or Tribe firms face greater challenges to operating and being competitive than non-minority, or non-women-owned firms? (*Receiving and maintaining insurance, bonding, and financing, cost of materials, etc.*)
  - a. Please tell me more about that.
  
- 2.
  
5. What do you consider to most interfere with your constituents or member's ability to do business in the **private sector**? (*Barriers to doing business, such as licensing, "good old boy" network, financing, etc.*)
  - a. Is it because of race/ethnicity/gender?
  
6. Would you recommend any of your constituents or members we should speak with regarding their experiences doing business or attempting to do business on New York State contracts?

7. Are there any other issues that you think are important for the study to address?
  - a. Why is the issue significant?

On behalf of the State of New York, thank you for your participation in this interview. If you would like more information on the Study visit [www.nystatemwbedisparitystudy.com](http://www.nystatemwbedisparitystudy.com) or contact MGT Consulting Group, Ms. Vernetta Mitchell at (813) 321-1400 ext. 2131 or email at [nystatemwbedisparitystudy@mgtconsulting.com](mailto:nystatemwbedisparitystudy@mgtconsulting.com)

# Appendix J

## J. List of Professional Organizations

ORGANIZATION
ACCION East., Inc.
Asian Pacific Islander Chamber of Commerce (ACE/NY)
Asian Women in Business
Associated Builders and Contractors (ABC) Empire State Chapter
Association of Minority Enterprises New York (AMENY)
Bedford Stuyvesant Restoration Corporation
Bronx African American Chamber of Commerce
Bronx Hispanic Chamber of Commerce
Brooklyn Chamber of Commerce
Brooklyn Economic Development Corporation
Brooklyn Hispanic (Kings County) Chamber of Commerce
Building & Construction Trades Council of Greater New York
Building Contractors Association of New York
Caribbean-American Chamber of Commerce
Caryuga Nation
East Harlem Chamber of Commerce
Greater Harlem Chamber of Commerce
Greater Jamaica Development Corporation
HABNET (Haitian- American Business Network) Chamber of Commerce NYC
Harlem Business Alliance
Hispanic Chamber of Commerce of Queens
Hispanic Federation
Jamaica Chamber of Commerce
Japanese Chamber of Commerce
Korean Chamber of Commerce
Long Island Chapter of Association of Information Technology Professionals
Long Island Hispanic Chamber of Commerce
Manhattan Chamber of Commerce
National Association of Women Business Owners (NAWBO) New York City Chapter
National Hispanic Business Group
National Minority Business Council, Inc.
New Bronx Chamber of Commerce

ORGANIZATION
New York Association of Hispanics in Real Estate and Construction (HREC)
New York City Economic Development Corporation
New York City Hispanic Chamber of Commerce
New York Urban League (NYUL)
New York Women's Chamber of Commerce (NYWCC)
New York/ New Jersey Minority Supplier Development Council
One Hundred Black Men of New York City
Oneida Indian Nation
Onondaga Nation
Professional Women in Construction New York Chapter
Queens Chamber of Commerce
Queens Economic Development Corp.
Saint Regis Mohawk Tribe
Seneca Nation of Indians
Shinnecock Indian Nation
South Bronx Overall Economic Development Corporation
Staten Island Chamber of Commerce
Staten Island Economic Development Corporation
Tonawanda Band of Seneca
Tuscarora Nation
US Pan Asian American Chamber of Commerce/Northeast Region
West Brighton Local Community Development Corporation (WBLCDC)
Women Presidents' Educational Organization
Women's Venture Fund
Workshop in Business Opportunities (WIBO)
Women's Builders Council

# Appendix K

## K. Private Sector Analysis In-Depth Results - (PUMS) Regression Analysis

### Results of Linear Regression- Individual Wages

TABLE K-1.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.343 (0.00)	-0.353 (0.00)	-0.352 (0.00)
HISPANIC AMERICAN	-0.240 (0.00)	-0.241 (0.00)	-0.241 (0.00)
ASIAN AMERICAN	-0.265 (0.00)	-0.259 (0.00)	-0.259 (0.00)
NATIVE AMERICAN	-0.244 (0.00)	-0.247 (0.00)	-0.246 (0.00)
OTHER	-0.327 (0.00)	-0.335 (0.00)	-0.324 (0.00)
WHITE FEMALE	-0.496 (0.00)	-0.500 (0.00)	-0.500 (0.00)
Age	0.180 (0.00)	0.180 (0.00)	0.180 (0.00)
Age <sup>2</sup>	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
NEW YORK STATE	0.013 (0.00)	-0.020 (0.00)	-0.019 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		0.131 (0.00)	(0.00)
NEW YORK STATE* HISPANIC AMERICAN		0.034 (0.00)	0.033 (0.00)
NEW YORK STATE*ASIAN AMERICAN		-0.034 (0.00)	-0.035 (0.00)
NEW YORK STATE*NATIVE AMERICAN		0.073 (0.314)	
NEW YORK STATE*OTHER		0.081 (0.209)	
NEW YORK STATE*WHITE FEMALE		0.067 (0.00)	0.066 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-2.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.284 (0.00)	-0.297 (0.00)	-0.296 (0.00)
HISPANIC AMERICAN	-0.108 (0.00)	-0.108 (0.00)	-0.108 (0.00)
ASIAN AMERICAN	-0.216 (0.00)	-0.191 (0.00)	-0.191 (0.00)
NATIVE AMERICAN	-0.156 (0.00)	-0.159 (0.00)	-0.157 (0.00)
OTHER	-0.206 (0.00)	-0.194 (0.00)	-0.204 (0.00)
WHITE FEMALE	-0.446 (0.00)	-0.449 (0.00)	-0.449 (0.00)
Age	0.129 (0.00)	0.129 (0.00)	0.129 (0.00)
Age <sup>2</sup>	-0.001 (0.00)	-0.001 (0.00)	-0.001 (0.00)
NEW YORK STATE	-0.024 (0.011)	-0.015 (0.153)	-0.031 (0.002)
NEW YORK STATE*AFRICAN AMERICAN		0.152 (0.00)	0.015 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		0.006 (0.832)	
NEW YORK STATE*ASIAN AMERICAN		-0.156 (0.00)	-0.158 (0.00)
NEW YORK STATE*NATIVE AMERICAN		0.123 (0.441)	
NEW YORK STATE*OTHER		-0.078 (0.536)	
NEW YORK STATE*WHITE FEMALE		0.073 (0.005)	0.071 (0.006)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-3.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.184 (0.00)	-0.188 (0.00)	-0.184 (0.00)
HISPANIC AMERICAN	-0.145 (0.00)	-0.149 (0.00)	-0.145 (0.00)
ASIAN AMERICAN	-0.157 (0.00)	-0.159 (0.00)	-0.157 (0.00)
NATIVE AMERICAN	-0.268 (0.00)	-0.272 (0.00)	-0.269 (0.00)
OTHER	-0.114 (0.152)	-0.092 (0.257)	-0.114 (0.152)
WHITE FEMALE	-0.405 (0.00)	-0.406 (0.00)	-0.409 (0.00)
Age	0.154 (0.00)	0.154 (0.00)	0.154 (0.00)
Age <sup>2</sup>	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
NEW YORK STATE	-0.003 (0.941)	-0.003 (0.907)	-0.003 (0.902)
NEW YORK STATE*AFRICAN AMERICAN		0.081 (0.352)	
NEW YORK STATE* HISPANIC AMERICAN		0.085 (0.207)	
NEW YORK STATE*ASIAN AMERICAN		0.038 (0.514)	
NEW YORK STATE*NATIVE AMERICAN		0.247 (0.676)	
NEW YORK STATE*OTHER		-0.609 (0.150)	
NEW YORK STATE*WHITE FEMALE		0.081 (0.039)	0.073 (0.053)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-4.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.350 (0.00)	-0.358 (0.00)	-0.358 (0.00)
HISPANIC AMERICAN	-0.322 (0.00)	-0.326 (0.00)	-0.326 (0.00)
ASIAN AMERICAN	-0.216 (0.00)	-0.214 (0.00)	-0.215 (0.00)
NATIVE AMERICAN	-0.262 (0.00)	-0.262 (0.00)	-0.263 (0.00)
OTHER	-0.345 (0.00)	-0.367 (0.00)	-0.367 (0.00)
WHITE FEMALE	-0.410 (0.00)	-0.410 (0.00)	-0.410 (0.00)
Age	0.150 (0.00)	0.150 (0.00)	0.150 (0.00)
Age <sup>2</sup>	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
NEW YORK STATE	0.096 (0.00)	0.084 (0.00)	0.083 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		0.084 (0.00)	0.085 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		0.069 (0.00)	0.070 (0.00)
NEW YORK STATE*ASIAN AMERICAN		-0.008 (0.514)	
NEW YORK STATE*NATIVE AMERICAN		-0.055 (0.538)	
NEW YORK STATE*OTHER		0.137 (0.004)	0.138 (0.003)
NEW YORK STATE*WHITE FEMALE		0.001 (0.927)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-5.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.337 (0.00)	-0.341 (0.00)	-0.341 (0.00)
<b>HISPANIC AMERICAN</b>	-0.221 (0.00)	-0.221 (0.00)	-0.221 (0.00)
<b>ASIAN AMERICAN</b>	-0.342 (0.00)	-0.335 (0.00)	-0.335 (0.00)
<b>NATIVE AMERICAN</b>	-0.253 (0.00)	-0.252 (0.00)	-0.254 (0.00)
<b>OTHER</b>	-0.321 (0.00)	-0.328 (0.00)	-0.319 (0.00)
<b>WHITE FEMALE</b>	-0.514 (0.00)	-0.518 (0.00)	-0.518 (0.00)
<b>Age</b>	0.181 (0.00)	0.182 (0.00)	0.182 (0.00)
<b>Age<sup>2</sup></b>	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
<b>NEW YORK STATE</b>	-0.025 (0.00)	-0.044 (0.00)	-0.041 (0.00)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		0.073 (0.00)	0.072 (0.001)
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		-0.006 (0.776)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		-0.063 (0.001)	-0.065 (0.00)
<b>NEW YORK STATE*NATIVE AMERICAN</b>		-0.075 (0.530)	
<b>NEW YORK STATE*OTHER</b>		0.069 (0.328)	
<b>NEW YORK STATE*WHITE FEMALE</b>		0.067 (0.00)	0.065 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

## Results of Linear Regression-Business Owner's Earnings

TABLE K-6.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.172 (0.00)	-0.167 (0.00)	-0.167 (0.00)
HISPANIC AMERICAN	-0.183 (0.00)	-0.181 (0.00)	-0.182 (0.00)
ASIAN AMERICAN	-0.206 (0.00)	-0.203 (0.00)	-0.205 (0.00)
NATIVE AMERICAN	-0.170 (0.00)	-0.171 (0.00)	-0.169 (0.00)
OTHER	-0.160 (0.00)	-0.160 (0.00)	-0.160 (0.00)
WHITE FEMALE	-0.172 (0.00)	-0.171 (0.00)	-0.171 (0.00)
Age	0.008 (0.00)	0.008 (0.00)	0.008 (0.00)
Age <sup>2</sup>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
NEW YORK STATE	-0.045 (0.00)	-0.041 (0.00)	-0.041 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		-0.057 (0.00)	-0.058 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		-0.012 (0.397)	
NEW YORK STATE*ASIAN AMERICAN		-0.018 (0.194)	
NEW YORK STATE*NATIVE AMERICAN		0.111 (0.217)	
NEW YORK STATE*OTHER		-0.221 (0.00)	-0.222 (0.00)
NEW YORK STATE*WHITE FEMALE		0.007 (0.416)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-7.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.174 (0.00)	-0.161 (0.00)	-0.161 (0.00)
HISPANIC AMERICAN	-0.194 (0.00)	-0.194 (0.00)	-0.194 (0.00)
ASIAN AMERICAN	-0.236 (0.00)	-0.219 (0.00)	-0.219 (0.00)
NATIVE AMERICAN	-0.221 (0.00)	-0.219 (0.00)	-0.219 (0.00)
OTHER	-0.215 (0.030)	-0.217 (0.026)	-0.217 (0.026)
WHITE FEMALE	-0.280 (0.00)	-0.278 (0.00)	-0.278 (0.00)
Age	0.019 (0.00)	0.019 (0.00)	0.019 (0.00)
Age <sup>2</sup>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
NEW YORK STATE	-0.129 (0.00)	-0.029 (0.246)	-0.029 (0.246)
NEW YORK STATE*AFRICAN AMERICAN		-0.140 (0.0278)	
NEW YORK STATE* HISPANIC AMERICAN		0.008 (0.905)	
NEW YORK STATE*ASIAN AMERICAN		-0.126 (0.257)	
NEW YORK STATE*NATIVE AMERICAN		-0.034 (0.927)	
NEW YORK STATE*OTHER		-0.460 (0.293)	
NEW YORK STATE*WHITE FEMALE		-0.035 (0.563)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-8.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.185 (0.001)	-0.178 (0.001)	-0.178 (0.001)
<b>HISPANIC AMERICAN</b>	-0.124 (0.00)	-0.112 (0.005)	-0.112 (0.005)
<b>ASIAN AMERICAN</b>	-0.226 (0.00)	-0.241 (0.00)	-0.241 (0.00)
<b>NATIVE AMERICAN</b>	-0.003 (0.998)	0.009 (0.963)	0.009 (0.963)
<b>OTHER</b>	0.060 (0.777)	0.060 (0.787)	0.060 (0.787)
<b>WHITE FEMALE</b>	-0.163 (0.00)	-0.158 (0.00)	-0.158 (0.00)
<b>Age</b>	0.014 (0.00)	0.014 (0.00)	0.014 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.580)	0.000 (0.582)	0.000 (0.582)
<b>NEW YORK STATE</b>	0.027 (0.852)	0.027 (0.324)	0.027 (0.324)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		-0.126 (0.585)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		-0.274 (0.326)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		0.200 (0.196)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		-0.741 (0.639)	
<b>NEW YORK STATE*OTHER</b>		1.975 (0.875)	
<b>NEW YORK STATE*WHITE FEMALE</b>		-0.082 (0.437)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-9.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.302 (0.00)	-0.300 (0.00)	-0.299 (0.00)
<b>HISPANIC AMERICAN</b>	-0.291 (0.00)	-0.292 (0.00)	-0.289 (0.00)
<b>ASIAN AMERICAN</b>	-0.305 (0.00)	-0.305 (0.00)	-0.301 (0.00)
<b>NATIVE AMERICAN</b>	-0.293 (0.00)	-0.297 (0.00)	-0.292 (0.00)
<b>OTHER</b>	-0.301 (0.00)	-0.301 (0.00)	-0.301 (0.00)
<b>WHITE FEMALE</b>	-0.310 (0.00)	-0.313 (0.00)	-0.311 (0.00)
<b>Age</b>	0.002 (0.00)	0.002 (0.00)	0.002 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
<b>NEW YORK STATE</b>	-0.080 (0.00)	-0.120 (0.00)	-0.100 (0.00)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		0.020 (0.389)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		0.048 (0.363)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		0.033 (0.360)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		0.219 (0.213)	
<b>NEW YORK STATE*OTHER</b>		-0.282 (0.001)	-0.299 (0.00)
<b>NEW YORK STATE*WHITE FEMALE</b>		0.064 (0.00)	0.045 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-10.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.138 (0.00)	-0.138 (0.00)	-0.138 (0.00)
<b>HISPANIC AMERICAN</b>	-0.172 (0.00)	-0.172 (0.00)	-0.171 (0.00)
<b>ASIAN AMERICAN</b>	-0.153 (0.00)	-0.151 (0.00)	-0.151 (0.00)
<b>NATIVE AMERICAN</b>	-0.102 (0.00)	-0.108 (0.00)	-0.102 (0.00)
<b>OTHER</b>	-0.125 (0.00)	-0.125 (0.00)	-0.125 (0.00)
<b>WHITE FEMALE</b>	-0.147 (0.00)	-0.149 (0.00)	-0.149 (0.00)
<b>Age</b>	0.007 (0.00)	0.007 (0.00)	0.007 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
<b>NEW YORK STATE</b>	-0.029 (0.002)	-0.045 (0.00)	-0.042 (0.00)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		0.003 (0.938)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		0.032 (0.284)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		-0.001 (0.973)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		0.363 (0.857)	
<b>NEW YORK STATE*OTHER</b>		-0.106 (0.306)	
<b>NEW YORK STATE*WHITE FEMALE</b>		0.047 (0.008)	0.044 (0.007)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

## Results of Logistics Regression-Formation Rates

TABLE K-11.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.690 (0.00)	-0.660 (0.00)	-0.660 (0.00)
HISPANIC AMERICAN	-0.556 (0.00)	-0.554 (0.00)	-0.557 (0.00)
ASIAN AMERICAN	-0.419 (0.00)	-0.421 (0.00)	-0.425 (0.00)
NATIVE AMERICAN	-0.644 (0.00)	-0.653 (0.00)	-0.654 (0.00)
OTHER	-0.258 (0.00)	-0.193 (0.00)	-0.194 (0.00)
WHITE FEMALE	-0.466 (0.00)	-0.459 (0.00)	-0.459 (0.00)
Age	0.070 (0.00)	0.070 (0.00)	0.070 (0.00)
Age <sup>2</sup>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
NEW YORK STATE	-0.143 (0.00)	-0.070 (0.00)	-0.070 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		-0.403 (0.00)	-0.394 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		-0.070 (0.259)	
NEW YORK STATE*ASIAN AMERICAN		-0.038 (0.199)	
NEW YORK STATE*NATIVE AMERICAN		0.556 (0.019)	0.568 (0.016)
NEW YORK STATE*OTHER		-0.521 (0.000)	-0.513 (0.00)
NEW YORK STATE*WHITE FEMALE		-0.132 (0.00)	-0.125 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-12.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.514 (0.00)	-0.465 (0.00)	-0.466 (0.00)
HISPANIC AMERICAN	-0.526 (0.00)	-0.525 (0.00)	-0.529 (0.00)
ASIAN AMERICAN	-0.461 (0.00)	-0.472 (0.00)	-0.468 (0.00)
NATIVE AMERICAN	-0.615 (0.00)	-0.618 (0.00)	-0.614 (0.00)
OTHER	0.095 (0.465)	0.135 (0.330)	0.139 (0.251)
WHITE FEMALE	-0.355 (0.00)	-0.348 (0.00)	-0.355 (0.00)
Age	0.097 (0.00)	0.097 (0.00)	0.097 (0.00)
Age <sup>2</sup>	-0.001 (0.00)	-0.001 (0.00)	-0.001 (0.00)
NEW YORK STATE	-0.248 (0.00)	-0.256 (0.00)	-0.259 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		-0.596 (0.00)	-0.581 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		-0.08008 (0.433)	
NEW YORK STATE*ASIAN AMERICAN		0.012175 (0.920)	
NEW YORK STATE*NATIVE AMERICAN		0.372152 (0.617)	
NEW YORK STATE*OTHER		-0.342 (0.392)	
NEW YORK STATE*WHITE FEMALE		-0.15199 (0.204)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-13.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.369 (0.001)	-0.395 (0.00)	-0.395 (0.00)
<b>HISPANIC AMERICAN</b>	-0.120 (0.083)	-0.118 (0.097)	-0.118 (0.097)
<b>ASIAN AMERICAN</b>	-0.438 (0.00)	-0.426 (0.00)	-0.426 (0.00)
<b>NATIVE AMERICAN</b>	-0.079 (0.816)	-0.062 (0.854)	-0.062 (0.854)
<b>OTHER</b>	0.102 (0.741)	0.044 (0.891)	0.044 (0.891)
<b>WHITE FEMALE</b>	-0.388 (0.00)	-0.378 (0.00)	-0.378 (0.00)
<b>Age</b>	0.105 (0.00)	0.106 (0.00)	0.106 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
<b>NEW YORK STATE</b>	-0.009 (0.940)	-0.012 (0.852)	-0.012 (0.852)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		0.410 (0.314)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		-0.014 (0.963)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		-0.152 (0.580)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		-18.559 (0.999)	
<b>NEW YORK STATE*OTHER</b>		1.183 (0.337)	
<b>NEW YORK STATE*WHITE FEMALE</b>		-0.163 (0.360)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-14.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.959 (0.00)	-0.946 (0.00)	-0.946 (0.00)
HISPANIC AMERICAN	-0.680 (0.00)	-0.679 (0.00)	-0.680 (0.00)
ASIAN AMERICAN	-0.665 (0.00)	-0.673 (0.00)	-0.666 (0.00)
NATIVE AMERICAN	-0.911 (0.001)	-0.925 (0.001)	-0.912 0.001
OTHER	-0.503 (0.00)	-0.453 (0.00)	-0.502 (0.00)
WHITE FEMALE	-0.851 (0.00)	-0.856 (0.00)	-0.855 (0.00)
Age	0.056 (0.00)	0.056 (0.00)	0.056 (0.00)
Age <sup>2</sup>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
NEW YORK STATE	-0.173 (0.00)	-0.177 (0.00)	-0.170 0.019
NEW YORK STATE*AFRICAN AMERICAN		-0.153 (0.045)	-0.159 (0.035)
NEW YORK STATE* HISPANIC AMERICAN		-0.039 (0.597)	
NEW YORK STATE*ASIAN AMERICAN		0.069 (0.196)	
NEW YORK STATE*NATIVE AMERICAN		0.761 (0.245)	
NEW YORK STATE*OTHER		-0.417 (0.339)	
NEW YORK STATE*WHITE FEMALE		0.079 (0.023)	0.073 (0.028)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-15.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.968 (0.00)	-0.955 (0.00)	-0.969 (0.00)
HISPANIC AMERICAN	-0.770 (0.00)	-0.767 (0.00)	-0.769 (0.00)
ASIAN AMERICAN	-0.292 (0.00)	-0.282 (0.00)	-0.295 (0.00)
NATIVE AMERICAN	-0.469 (0.00)	-0.489 (0.00)	-0.467 (0.00)
OTHER	-0.530 (0.00)	-0.543 (0.00)	-0.538 (0.00)
WHITE FEMALE	-0.345 (0.00)	-0.331 (0.00)	-0.333 (0.00)
Age	0.047 (0.00)	0.047 (0.00)	0.047 (0.00)
Age <sup>2</sup>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
NEW YORK STATE	-0.029 (0.021)	-0.064 (0.00)	-0.064 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		-0.202 (0.335)	
NEW YORK STATE* HISPANIC AMERICAN		-0.031 (0.748)	
NEW YORK STATE*ASIAN AMERICAN		-0.126 (0.459)	
NEW YORK STATE*NATIVE AMERICAN		0.786 (0.384)	
NEW YORK STATE*OTHER		0.005 (0.978)	
NEW YORK STATE*WHITE FEMALE		-0.244 (0.00)	-0.220 (0.001)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

## Results of Linear Regression- Individual Wages

TABLE K-16.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.343 (0.00)	-0.353 (0.00)	-0.352 (0.00)
HISPANIC AMERICAN	-0.240 (0.00)	-0.241 (0.00)	-0.241 (0.00)
ASIAN AMERICAN	-0.265 (0.00)	-0.259 (0.00)	-0.259 (0.00)
NATIVE AMERICAN	-0.244 (0.00)	-0.247 (0.00)	-0.246 (0.00)
OTHER	-0.327 (0.00)	-0.335 (0.00)	-0.324 (0.00)
WHITE FEMALE	-0.496 (0.00)	-0.500 (0.00)	-0.500 (0.00)
Age	0.180 (0.00)	0.180 (0.00)	0.180 (0.00)
Age <sup>2</sup>	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
NEW YORK STATE	0.013 (0.00)	-0.020 (0.00)	-0.019 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		0.131 (0.00)	(0.00)
NEW YORK STATE* HISPANIC AMERICAN		0.034 (0.00)	0.033 (0.00)
NEW YORK STATE*ASIAN AMERICAN		-0.034 (0.00)	-0.035 (0.00)
NEW YORK STATE*NATIVE AMERICAN		0.073 (0.314)	
NEW YORK STATE*OTHER		0.081 (0.209)	
NEW YORK STATE*WHITE FEMALE		0.067 (0.00)	0.066 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-17.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.284 (0.00)	-0.297 (0.00)	-0.296 (0.00)
HISPANIC AMERICAN	-0.108 (0.00)	-0.108 (0.00)	-0.108 (0.00)
ASIAN AMERICAN	-0.216 (0.00)	-0.191 (0.00)	-0.191 (0.00)
NATIVE AMERICAN	-0.156 (0.00)	-0.159 (0.00)	-0.157 (0.00)
OTHER	-0.206 (0.00)	-0.194 (0.00)	-0.204 (0.00)
WHITE FEMALE	-0.446 (0.00)	-0.449 (0.00)	-0.449 (0.00)
Age	0.129 (0.00)	0.129 (0.00)	0.129 (0.00)
Age <sup>2</sup>	-0.001 (0.00)	-0.001 (0.00)	-0.001 (0.00)
NEW YORK STATE	-0.024 (0.011)	-0.015 (0.153)	-0.031 (0.002)
NEW YORK STATE*AFRICAN AMERICAN		0.152 (0.00)	0.015 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		0.006 (0.832)	
NEW YORK STATE*ASIAN AMERICAN		-0.156 (0.00)	-0.158 (0.00)
NEW YORK STATE*NATIVE AMERICAN		0.123 (0.441)	
NEW YORK STATE*OTHER		-0.078 (0.536)	
NEW YORK STATE*WHITE FEMALE		0.073 (0.005)	0.071 (0.006)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-18.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.184 (0.00)	-0.188 (0.00)	-0.184 (0.00)
HISPANIC AMERICAN	-0.145 (0.00)	-0.149 (0.00)	-0.145 (0.00)
ASIAN AMERICAN	-0.157 (0.00)	-0.159 (0.00)	-0.157 (0.00)
NATIVE AMERICAN	-0.268 (0.00)	-0.272 (0.00)	-0.269 (0.00)
OTHER	-0.114 (0.152)	-0.092 (0.257)	-0.114 (0.152)
WHITE FEMALE	-0.405 (0.00)	-0.406 (0.00)	-0.409 (0.00)
Age	0.154 (0.00)	0.154 (0.00)	0.154 (0.00)
Age <sup>2</sup>	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
NEW YORK STATE	-0.003 (0.941)	-0.003 (0.907)	-0.003 (0.902)
NEW YORK STATE*AFRICAN AMERICAN		0.081 (0.352)	
NEW YORK STATE* HISPANIC AMERICAN		0.085 (0.207)	
NEW YORK STATE*ASIAN AMERICAN		0.038 (0.514)	
NEW YORK STATE*NATIVE AMERICAN		0.247 (0.676)	
NEW YORK STATE*OTHER		-0.609 (0.150)	
NEW YORK STATE*WHITE FEMALE		0.081 (0.039)	0.073 (0.053)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-19.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.350 (0.00)	-0.358 (0.00)	-0.358 (0.00)
HISPANIC AMERICAN	-0.322 (0.00)	-0.326 (0.00)	-0.326 (0.00)
ASIAN AMERICAN	-0.216 (0.00)	-0.214 (0.00)	-0.215 (0.00)
NATIVE AMERICAN	-0.262 (0.00)	-0.262 (0.00)	-0.263 (0.00)
OTHER	-0.345 (0.00)	-0.367 (0.00)	-0.367 (0.00)
WHITE FEMALE	-0.410 (0.00)	-0.410 (0.00)	-0.410 (0.00)
Age	0.150 (0.00)	0.150 (0.00)	0.150 (0.00)
Age <sup>2</sup>	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
NEW YORK STATE	0.096 (0.00)	0.084 (0.00)	0.083 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		0.084 (0.00)	0.085 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		0.069 (0.00)	0.070 (0.00)
NEW YORK STATE*ASIAN AMERICAN		-0.008 (0.514)	
NEW YORK STATE*NATIVE AMERICAN		-0.055 (0.538)	
NEW YORK STATE*OTHER		0.137 (0.004)	0.138 (0.003)
NEW YORK STATE*WHITE FEMALE		0.001 (0.927)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-20.  
LINEAR REGRESSION INDIVIDUAL WAGES  
NEW YORK STATE MARKETPLACE  
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.337 (0.00)	-0.341 (0.00)	-0.341 (0.00)
<b>HISPANIC AMERICAN</b>	-0.221 (0.00)	-0.221 (0.00)	-0.221 (0.00)
<b>ASIAN AMERICAN</b>	-0.342 (0.00)	-0.335 (0.00)	-0.335 (0.00)
<b>NATIVE AMERICAN</b>	-0.253 (0.00)	-0.252 (0.00)	-0.254 (0.00)
<b>OTHER</b>	-0.321 (0.00)	-0.328 (0.00)	-0.319 (0.00)
<b>WHITE FEMALE</b>	-0.514 (0.00)	-0.518 (0.00)	-0.518 (0.00)
<b>Age</b>	0.181 (0.00)	0.182 (0.00)	0.182 (0.00)
<b>Age<sup>2</sup></b>	-0.002 (0.00)	-0.002 (0.00)	-0.002 (0.00)
<b>NEW YORK STATE</b>	-0.025 (0.00)	-0.044 (0.00)	-0.041 (0.00)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		0.073 (0.00)	0.072 (0.001)
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		-0.006 (0.776)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		-0.063 (0.001)	-0.065 (0.00)
<b>NEW YORK STATE*NATIVE AMERICAN</b>		-0.075 (0.530)	
<b>NEW YORK STATE*OTHER</b>		0.069 (0.328)	
<b>NEW YORK STATE*WHITE FEMALE</b>		0.067 (0.00)	0.065 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

## Results of Linear Regression-Business Owner's Earnings

TABLE K-21.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.172 (0.00)	-0.167 (0.00)	-0.167 (0.00)
HISPANIC AMERICAN	-0.183 (0.00)	-0.181 (0.00)	-0.182 (0.00)
ASIAN AMERICAN	-0.206 (0.00)	-0.203 (0.00)	-0.205 (0.00)
NATIVE AMERICAN	-0.170 (0.00)	-0.171 (0.00)	-0.169 (0.00)
OTHER	-0.160 (0.00)	-0.160 (0.00)	-0.160 (0.00)
WHITE FEMALE	-0.172 (0.00)	-0.171 (0.00)	-0.171 (0.00)
Age	0.008 (0.00)	0.008 (0.00)	0.008 (0.00)
Age <sup>2</sup>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
NEW YORK STATE	-0.045 (0.00)	-0.041 (0.00)	-0.041 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		-0.057 (0.00)	-0.058 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		-0.012 (0.397)	
NEW YORK STATE*ASIAN AMERICAN		-0.018 (0.194)	
NEW YORK STATE*NATIVE AMERICAN		0.111 (0.217)	
NEW YORK STATE*OTHER		-0.221 (0.00)	-0.222 (0.00)
NEW YORK STATE*WHITE FEMALE		0.007 (0.416)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-22.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.174 (0.00)	-0.161 (0.00)	-0.161 (0.00)
HISPANIC AMERICAN	-0.194 (0.00)	-0.194 (0.00)	-0.194 (0.00)
ASIAN AMERICAN	-0.236 (0.00)	-0.219 (0.00)	-0.219 (0.00)
NATIVE AMERICAN	-0.221 (0.00)	-0.219 (0.00)	-0.219 (0.00)
OTHER	-0.215 (0.030)	-0.217 (0.026)	-0.217 (0.026)
WHITE FEMALE	-0.280 (0.00)	-0.278 (0.00)	-0.278 (0.00)
Age	0.019 (0.00)	0.019 (0.00)	0.019 (0.00)
Age <sup>2</sup>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
NEW YORK STATE	-0.129 (0.00)	-0.029 (0.246)	-0.029 (0.246)
NEW YORK STATE*AFRICAN AMERICAN		-0.140 (0.0278)	
NEW YORK STATE* HISPANIC AMERICAN		0.008 (0.905)	
NEW YORK STATE*ASIAN AMERICAN		-0.126 (0.257)	
NEW YORK STATE*NATIVE AMERICAN		-0.034 (0.927)	
NEW YORK STATE*OTHER		-0.460 (0.293)	
NEW YORK STATE*WHITE FEMALE		-0.035 (0.563)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-23.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.185 (0.001)	-0.178 (0.001)	-0.178 (0.001)
<b>HISPANIC AMERICAN</b>	-0.124 (0.00)	-0.112 (0.005)	-0.112 (0.005)
<b>ASIAN AMERICAN</b>	-0.226 (0.00)	-0.241 (0.00)	-0.241 (0.00)
<b>NATIVE AMERICAN</b>	-0.003 (0.998)	0.009 (0.963)	0.009 (0.963)
<b>OTHER</b>	0.060 (0.777)	0.060 (0.787)	0.060 (0.787)
<b>WHITE FEMALE</b>	-0.163 (0.00)	-0.158 (0.00)	-0.158 (0.00)
<b>Age</b>	0.014 (0.00)	0.014 (0.00)	0.014 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.580)	0.000 (0.582)	0.000 (0.582)
<b>NEW YORK STATE</b>	0.027 (0.852)	0.027 (0.324)	0.027 (0.324)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		-0.126 (0.585)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		-0.274 (0.326)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		0.200 (0.196)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		-0.741 (0.639)	
<b>NEW YORK STATE*OTHER</b>		1.975 (0.875)	
<b>NEW YORK STATE*WHITE FEMALE</b>		-0.082 (0.437)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-24.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.302 (0.00)	-0.300 (0.00)	-0.299 (0.00)
<b>HISPANIC AMERICAN</b>	-0.291 (0.00)	-0.292 (0.00)	-0.289 (0.00)
<b>ASIAN AMERICAN</b>	-0.305 (0.00)	-0.305 (0.00)	-0.301 (0.00)
<b>NATIVE AMERICAN</b>	-0.293 (0.00)	-0.297 (0.00)	-0.292 (0.00)
<b>OTHER</b>	-0.301 (0.00)	-0.301 (0.00)	-0.301 (0.00)
<b>WHITE FEMALE</b>	-0.310 (0.00)	-0.313 (0.00)	-0.311 (0.00)
<b>Age</b>	0.002 (0.00)	0.002 (0.00)	0.002 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
<b>NEW YORK STATE</b>	-0.080 (0.00)	-0.120 (0.00)	-0.100 (0.00)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		0.020 (0.389)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		0.048 (0.363)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		0.033 (0.360)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		0.219 (0.213)	
<b>NEW YORK STATE*OTHER</b>		-0.282 (0.001)	-0.299 (0.00)
<b>NEW YORK STATE*WHITE FEMALE</b>		0.064 (0.00)	0.045 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-25.  
LINEAR REGRESSION BUSINESS OWNER'S EARNINGS  
NEW YORK STATE MARKETPLACE  
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.138 (0.00)	-0.138 (0.00)	-0.138 (0.00)
<b>HISPANIC AMERICAN</b>	-0.172 (0.00)	-0.172 (0.00)	-0.171 (0.00)
<b>ASIAN AMERICAN</b>	-0.153 (0.00)	-0.151 (0.00)	-0.151 (0.00)
<b>NATIVE AMERICAN</b>	-0.102 (0.00)	-0.108 (0.00)	-0.102 (0.00)
<b>OTHER</b>	-0.125 (0.00)	-0.125 (0.00)	-0.125 (0.00)
<b>WHITE FEMALE</b>	-0.147 (0.00)	-0.149 (0.00)	-0.149 (0.00)
<b>Age</b>	0.007 (0.00)	0.007 (0.00)	0.007 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
<b>NEW YORK STATE</b>	-0.029 (0.002)	-0.045 (0.00)	-0.042 (0.00)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		0.003 (0.938)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		0.032 (0.284)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		-0.001 (0.973)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		0.363 (0.857)	
<b>NEW YORK STATE*OTHER</b>		-0.106 (0.306)	
<b>NEW YORK STATE*WHITE FEMALE</b>		0.047 (0.008)	0.044 (0.007)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

## Results of Logistics Regression-Formation Rates

TABLE K-26.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
OVERALL

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.690 (0.00)	-0.660 (0.00)	-0.660 (0.00)
<b>HISPANIC AMERICAN</b>	-0.556 (0.00)	-0.554 (0.00)	-0.557 (0.00)
<b>ASIAN AMERICAN</b>	-0.419 (0.00)	-0.421 (0.00)	-0.425 (0.00)
<b>NATIVE AMERICAN</b>	-0.644 (0.00)	-0.653 (0.00)	-0.654 (0.00)
<b>OTHER</b>	-0.258 (0.00)	-0.193 (0.00)	-0.194 (0.00)
<b>WHITE FEMALE</b>	-0.466 (0.00)	-0.459 (0.00)	-0.459 (0.00)
<b>Age</b>	0.070 (0.00)	0.070 (0.00)	0.070 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
<b>NEW YORK STATE</b>	-0.143 (0.00)	-0.070 (0.00)	-0.070 (0.00)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		-0.403 (0.00)	-0.394 (0.00)
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		-0.070 (0.259)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		-0.038 (0.199)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		0.556 (0.019)	0.568 (0.016)
<b>NEW YORK STATE*OTHER</b>		-0.521 (0.000)	-0.513 (0.00)
<b>NEW YORK STATE*WHITE FEMALE</b>		-0.132 (0.00)	-0.125 (0.00)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-27.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
CONSTRUCTION

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.514 (0.00)	-0.465 (0.00)	-0.466 (0.00)
HISPANIC AMERICAN	-0.526 (0.00)	-0.525 (0.00)	-0.529 (0.00)
ASIAN AMERICAN	-0.461 (0.00)	-0.472 (0.00)	-0.468 (0.00)
NATIVE AMERICAN	-0.615 (0.00)	-0.618 (0.00)	-0.614 (0.00)
OTHER	0.095 (0.465)	0.135 (0.330)	0.139 (0.251)
WHITE FEMALE	-0.355 (0.00)	-0.348 (0.00)	-0.355 (0.00)
Age	0.097 (0.00)	0.097 (0.00)	0.097 (0.00)
Age <sup>2</sup>	-0.001 (0.00)	-0.001 (0.00)	-0.001 (0.00)
NEW YORK STATE	-0.248 (0.00)	-0.256 (0.00)	-0.259 (0.00)
NEW YORK STATE*AFRICAN AMERICAN		-0.596 (0.00)	-0.581 (0.00)
NEW YORK STATE* HISPANIC AMERICAN		-0.08008 (0.433)	
NEW YORK STATE*ASIAN AMERICAN		0.012175 (0.920)	
NEW YORK STATE*NATIVE AMERICAN		0.372152 (0.617)	
NEW YORK STATE*OTHER		-0.342 (0.392)	
NEW YORK STATE*WHITE FEMALE		-0.15199 (0.204)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-28.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
ARCHITECTURE & ENGINEERING

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.369 (0.001)	-0.395 (0.00)	-0.395 (0.00)
<b>HISPANIC AMERICAN</b>	-0.120 (0.083)	-0.118 (0.097)	-0.118 (0.097)
<b>ASIAN AMERICAN</b>	-0.438 (0.00)	-0.426 (0.00)	-0.426 (0.00)
<b>NATIVE AMERICAN</b>	-0.079 (0.816)	-0.062 (0.854)	-0.062 (0.854)
<b>OTHER</b>	0.102 (0.741)	0.044 (0.891)	0.044 (0.891)
<b>WHITE FEMALE</b>	-0.388 (0.00)	-0.378 (0.00)	-0.378 (0.00)
<b>Age</b>	0.105 (0.00)	0.106 (0.00)	0.106 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
<b>NEW YORK STATE</b>	-0.009 (0.940)	-0.012 (0.852)	-0.012 (0.852)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		0.410 (0.314)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		-0.014 (0.963)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		-0.152 (0.580)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		-18.559 (0.999)	
<b>NEW YORK STATE*OTHER</b>		1.183 (0.337)	
<b>NEW YORK STATE*WHITE FEMALE</b>		-0.163 (0.360)	

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-29.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
PROFESSIONAL SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
AFRICAN AMERICAN	-0.959 (0.00)	-0.946 (0.00)	-0.946 (0.00)
HISPANIC AMERICAN	-0.680 (0.00)	-0.679 (0.00)	-0.680 (0.00)
ASIAN AMERICAN	-0.665 (0.00)	-0.673 (0.00)	-0.666 (0.00)
NATIVE AMERICAN	-0.911 (0.001)	-0.925 (0.001)	-0.912 0.001
OTHER	-0.503 (0.00)	-0.453 (0.00)	-0.502 (0.00)
WHITE FEMALE	-0.851 (0.00)	-0.856 (0.00)	-0.855 (0.00)
Age	0.056 (0.00)	0.056 (0.00)	0.056 (0.00)
Age <sup>2</sup>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
NEW YORK STATE	-0.173 (0.00)	-0.177 (0.00)	-0.170 0.019
NEW YORK STATE*AFRICAN AMERICAN		-0.153 (0.045)	-0.159 (0.035)
NEW YORK STATE* HISPANIC AMERICAN		-0.039 (0.597)	
NEW YORK STATE*ASIAN AMERICAN		0.069 (0.196)	
NEW YORK STATE*NATIVE AMERICAN		0.761 (0.245)	
NEW YORK STATE*OTHER		-0.417 (0.339)	
NEW YORK STATE*WHITE FEMALE		0.079 (0.023)	0.073 (0.028)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

TABLE K-30.  
LOGISTIC REGRESSION FORMATION RATES  
NEW YORK STATE MARKETPLACE  
GOODS & SERVICES

Independent Variables	Specifications		
	(1)	(2)	(3)
<b>AFRICAN AMERICAN</b>	-0.968 (0.00)	-0.955 (0.00)	-0.969 (0.00)
<b>HISPANIC AMERICAN</b>	-0.770 (0.00)	-0.767 (0.00)	-0.769 (0.00)
<b>ASIAN AMERICAN</b>	-0.292 (0.00)	-0.282 (0.00)	-0.295 (0.00)
<b>NATIVE AMERICAN</b>	-0.469 (0.00)	-0.489 (0.00)	-0.467 (0.00)
<b>OTHER</b>	-0.530 (0.00)	-0.543 (0.00)	-0.538 (0.00)
<b>WHITE FEMALE</b>	-0.345 (0.00)	-0.331 (0.00)	-0.333 (0.00)
<b>Age</b>	0.047 (0.00)	0.047 (0.00)	0.047 (0.00)
<b>Age<sup>2</sup></b>	0.000 (0.00)	0.000 (0.00)	0.000 (0.00)
<b>NEW YORK STATE</b>	-0.029 (0.021)	-0.064 (0.00)	-0.064 (0.00)
<b>NEW YORK STATE*AFRICAN AMERICAN</b>		-0.202 (0.335)	
<b>NEW YORK STATE* HISPANIC AMERICAN</b>		-0.031 (0.748)	
<b>NEW YORK STATE*ASIAN AMERICAN</b>		-0.126 (0.459)	
<b>NEW YORK STATE*NATIVE AMERICAN</b>		0.786 (0.384)	
<b>NEW YORK STATE*OTHER</b>		0.005 (0.978)	
<b>NEW YORK STATE*WHITE FEMALE</b>		-0.244 (0.00)	-0.220 (0.001)

Source: The Public Use Microdata Samples (PUMS) data from 2016-2020 American Community Survey and Calculations using SPSS.

# Appendix L

## L. Agencies Under the Authority of Article 15-A

Agencies Under the Authority of Article 15-A	
Adirondack Park Agency	Housing Finance Agency
Agency Name	Hudson River Black River Regulating District
Agriculture and Markets	Hudson River Park Trust
Agriculture and New York State Horse Breeding Development Fund	Insurance Fund
Albany County Airport Authority	Jacob K. Javits Convention Center
Albany Port District Commission	Justice Center for the Protection of People with Special Needs
Battery Park City Authority	Livingston County Water & Sewer Authority
Bridge Authority	Long Island Power Authority
Buffalo Fiscal Stability Authority	Metropolitan Transportation Authority
Capital District Transportation Authority	Nassau County Interim Finance Authority
Cayuga County Water & Sewer Authority	Nassau Health Care Corporation
City University Construction Fund	Natural Heritage Trust
City University of New York	New York Power Authority
CNY Regional Transportation	New York State Department of Transportation
Council on the Arts	New York State Thoroughbred Breeding and Development Fund
Department of Civil Service	New York State Thruway Authority
Department of Corrections and Community Supervision	Niagara Falls Water Board

Agencies Under the Authority of Article 15-A	
Department of Economic Development	Niagara Frontier Transportation Authority
Department of Environmental Conservation	NYS Commission on Ethics and Lobbying in Government
Department of Financial Services	Office for the Prevention of Domestic Violence
Department of Health	Office for Victim Services
Department of Labor	Office of Addiction Services and Supports
Department of Labor	Office of Children & Family Services
Department of Motor Vehicles	Office of Employee Relations
Department of Public Service	Office of General Services
Department of State	Office of Information Technology Services
Department of Taxation and Finance	Office of Mental Health
Development Authority of North Country	Office of Temporary and Disability Assistance
Division of Alcoholic Beverage Control	Office of the Inspector General
Division of Budget	Office of the Medicaid Inspector General
Division of Criminal Justice Services	Office of the Welfare Inspector General
Division of Housing & Community Renewal	Ogdensburg Bridge and Port Authority
Division of Human Rights	Olympic Regional Development Authority
Division of Military and Naval Affairs	Parks, Recreation & Historic Preservation
Division of State Police	Port of Oswego Authority
Division of Veterans Services	Public Employment Relations Board

Agencies Under the Authority of Article 15-A	
Dormitory Authority of the State of New York	Regional Transit Service
Education Department	Roosevelt Island Operating Corporation
Empire Center at the Egg	Roswell Park Cancer Institute
Empire State Development	Schenectady Metroplex Development Authority
Energy Research & Development Authority, NYS	State Board of Elections
Environmental Facilities Corporation	State Commission on Correction
Erie County Fiscal Stability Authority	State University Construction Fund
Erie County Medical Center	State University of New York Central
Executive Chamber	Syracuse Regional Airport Authority
Gaming Commission	United Nations Development Corporation
Higher Education Services Corporation	Upper Mohawk Valley Water Authority
Homeland Security	Westchester County Health Care Corporation
Office for People with Developmental Disabilities	Workers Compensation Board
Office for the Aging	