

New York State's Technology Sector
MWBE Infielder
Leveling the Playing Field in the Tech Sector



Equal Opportunities for MWBEs is High Priority for Governor Paterson

On January 6, 2010, during the State of the State address, Governor David A. Paterson discussed the improvements made to include MWBEs in state contracts. Governor Paterson explained how in 2006, MWBE contracts throughout the state equaled approximately five percent.

In the past, minority and women-owned enterprises were not a significant part of the State's economic development priorities.

However, he explained, since he has taken office, **"we have quadrupled the MWBE participation... minority and women firms have yielded \$162 million of profit over where they were at that particular time."**

Governor Paterson also proposed the creation of a Small Business Revolving Loan Fund to provide capital to entrepreneurs who are having difficulty accessing regular credit markets. The Fund will target



Governor David A. Paterson gives his State of the State address and reaffirms the MWBE priority.

minorities, women and other disadvantaged New Yorkers. **"The biggest obstacles to small business are start-up costs, so we will try a tried and true remedy,"** he said.

By synchronizing the MWBE program with the State's overall economic development agenda, Governor Paterson is ensuring companies are growing in the areas that will create jobs, wealth, and tax revenue. The State is continuing to open the door to success for any New Yorker who has the talent, drive and passion for their business to succeed by creating a permanent council to encourage the use of MWBE firms in public contracting.

The Division of Minority and Women-Owned Business Development (DMWBD) is creating industry-specific initiatives to increase MWBE participation in growth sectors such as information technology, energy efficiency and clean energy technology. All three of these sectors correspond with the Governor's economic development and policy priorities.

To view Governor Paterson's State of the State address in its entirety, visit:

<http://www.ny.gov/governor/press/2010stateofstate.html>

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—David A. Paterson
 Governor of New York
 State of the State
 January 6, 2010

Upcoming Events

Free Money for Your Business

February 2, 3:00 - 5:00 pm, Contact: smallbiz@camba.org
 Learn what free money is, what free money isn't, and where it can be found. Learn how to research and apply for it.

Market Like a Pro!

February 17, 3:00 - 5:00 pm, Contact: smallbiz@camba.org
 Learn the techniques professional marketers use to market and promote your business.

The Entrepreneurial Toolkit

February 23, 3:00 - 5:00 pm, Contact: smallbiz@camba.org
 Learn about the most important steps and free resources available to entrepreneurs when starting a small business, including determining business feasibility, legal structures, licenses and permits, competitive analysis, operations, marketing, sales and financing your business.

To learn about additional events, please visit:
<http://www.nylovesmwbe.ny.gov/Events%20Calender/Event.htm>

Resources & Contact Information

CIO/OFT MWBE Supplier Diversity Program

<http://www.cio.ny.gov/OFT/MWBE.htm>

Division of Minority and Women Owned Business Development

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

MWBE Certification Application

<http://www.nylovesmwbe.ny.gov/Certification/Overview/Application.htm>

CIO/OFT MWBE Supplier Diversity Program Fact Sheet

http://www.cio.ny.gov/assets/documents/MWBE_fact_sheet_June_9.pdf

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MWBE Success Stories

UCI Sees Benefits from Jumpstart Events

As Governor Paterson mentioned in his 2010 State of the State address, *“Rebuilding New York’s economy means creating more opportunities for all New Yorkers and a more diverse and competitive business climate means more jobs for hardworking New Yorkers.”*

As a New York State Certified Minority and Woman owned business, each day Kalpana Patel worries about UCI’s business growth, winning new projects, and the economic health and well being of our employees and their families who depend on our business success. In these very difficult economic times she is appreciative of the fact that through continual communication regarding the State’s technology initiatives and the innovative CIO/OFT MWBE JumpStart Events, UCI and countless other small, minority, and woman owned businesses have received enormous support and encouragement from both Governor Paterson and Dr. Melodie Mayberry-Stewart.



Kalpana Patel, President and CEO of Unique Comp (UCI) with Assemblywoman RoAnn Destito, District 116 at a celebration where Ms. Patel was recognized for receiving the prestigious International Woman’s Entrepreneurial Challenge Award.

Accenture Seeks to Make Positive Impact On Supplier Diversity

Accenture has extensive relationships with over 150 companies they partner with in New York State.

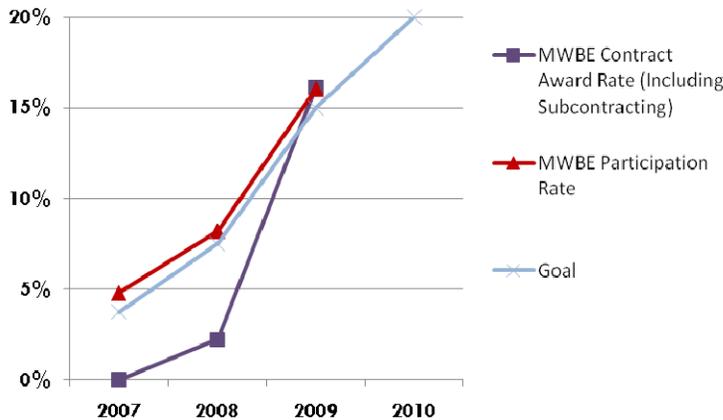
As an MWBE Champion, Accenture is passionate about building mutually beneficial relationships with clients and with the community in which they work and live. Seeking to make a positive impact, Accenture is actively engaged in a broad range of corporate citizenship activities. Accenture is pleased to have participated in all three New York State Tech Sector MWBE JumpStart Events—to support CIO/OFT in achieving its 20 percent MWBE participation goal for 2010.



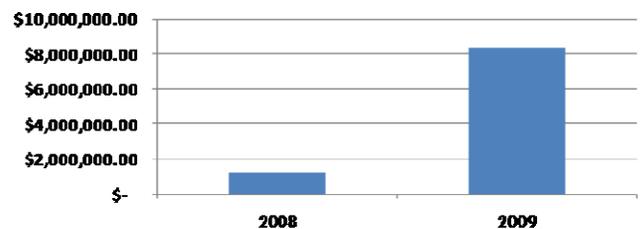
Sterling McCullough (Accenture), Assemblywoman Crystal Peoples-Stokes (District 141, Maryann Jablonowski (Accenture), and Buffalo Mayor Byron Brown at the Third MWBE JumpStart Event in Buffalo, New York. Assembly woman Peoples-Stokes and Mayor Brown were co-sponsors of the Buffalo event.

CIO/OFT Quarterly MWBE Performance Progress: (As of Sept. 30, 2009)

MWBE Contract Award and Participation Rates



Contract Award Value (YTD) (Including Subcontracting)



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