

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



Forum on MWBE Progress in NYS Planned for November 16



On November 16, CIO/OFT and Empire State Development's Division of Minority and Women-Owned Business Development will host **A Technology Sector MWBE Forum** to provide details on new MWBE initiatives, the newly released Disparity Study, and what it means to NYS agencies, MWBE companies and our corporate partners.

Building partnerships with leading technology firms is critical to CIO/OFT's success. Twenty-six (26) global companies voluntarily pledged to help CIO/OFT achieve a 20% MWBE participation level by 2010. The leading MWBE Champions are Dell, EMC, HP, IBM, Microsoft, nrastructure, Oracle, Tandberg, Unisys, CMA and Xerox. Our lead

champions and agency CIOs will join us for this event.

Based on feedback from previous MWBE Event participants, CIO/OFT will bring this event to you via webcast beginning at 10:30am and ending at 12:30pm. Detailed information on how to access the Webcast will be available on the New York State CIO/OFT Website the morning of the event at <http://www.cio.ny.gov/OFT/webcast.htm>.

Please join us for this exciting event by viewing the webcast! If you have any questions regarding this event please contact Melinda Vasto at 518-402-7000 or melinda.vasto@cio.ny.gov.

Upcoming Events

Developing a Marketing Plan
November 03, 6:00-8:00 pm
 Location: No. Tonawanda, NY
 Contact Info: 716-434-3815,
sbdc@niagaracc.suny.edu
www.nysbdc.org

Starting Your Business 101:
Four Part Series
November 11, 6:00- 8:30 pm
 Location: New York City
 Contact Info: 212-868-1368,
info@awib.org

Strategic Planning: Pathway to Success in a Difficult Economy
November 16, 6:00 - 9:00 pm
 Location: No. Tonawanda, NY
 Contact Info: 716-434-3815,
sbdc@niagaracc.suny.edu
www.nysbdc.org

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

FCC's Office of Communications Business Opportunities Capitalization Strategies Workshop for Small, Minority- and Women-Owned Businesses

Friday, November 12, 2010, 9:00 a.m. - 4:30 p.m., Washington, D.C.

The Federal Communications Commission's Office of Communications Business Opportunities ("OCBO") will host a Capitalization Strategies Workshop focused on capital acquisition for small and diverse businesses in the communications industry. The workshop is free and open to the public and will be held on Friday, November 12, 2010 from 9:00 a.m. until 4:30 p.m. at the FCC Headquarters, Commission Meeting Room, 445 12th Street, SW, Washington, DC.

Small, minority- and women-owned business owners interested in telecommunications, broadcasting, or related businesses for which raising capital is a prerequisite, will hear remarks presented by panelists on two panels. The first panel will consist of government sector repre-

sentatives and the second panel will feature finance experts from the private sector.

Specifically, the panelists will address issues related to obtaining public and private-sector financing for those entrepreneurs who seek either to launch new enterprises or to facilitate growth in existing businesses. Panelists will discuss capitalization strategies applicable in a variety of business sectors, i.e. broadband technologies, cable and broadcast TV, broadcast radio, wireless services, and common carrier facilities.



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Spotlight on MWBE Successes: Year Up Featured in U.S. News and World Report

Year Up was featured in the November 2010 issue of U.S. News and World Report. Year-up is a one-year, intensive training program that provides urban young adults, ages 18-24, with a combination of hands-on skill development, college credits, and corporate internships in technology. The magazine featured Year Up as one of 10 organizations who are making a difference and "giving back." Specifically the article featured how Gerald Chertavian, Year-Up's Founder and CEO, started the company with much of his own money out of a recognized need to provide opportunities to young adults who just don't have "the resources, the experience, and the guidance."

Year Up's mission is to close the Opportunity Divide by providing urban young adults with the skills, experience, and support that will empower them to reach their potential through professional careers and higher education.



They achieve their mission through a high support, high expectation model that combines marketable job skills, stipends, internships and college credits. Using a holistic approach, the program focuses on students' professional and personal development and places the young adults on a viable path to economic self-sufficiency.

Year Up currently serves more than 1,000 students a year at sites in Atlanta, Baltimore (college-based program), Boston, Chicago, Providence, New York City, San Francisco Bay Area and National Capital Region.

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The Federal Communications Commission's Capitalization strategies will also be discussed in the context of ownership of ancillary services that provide technological, marketing, and administrative support systems for businesses in the communications industry.

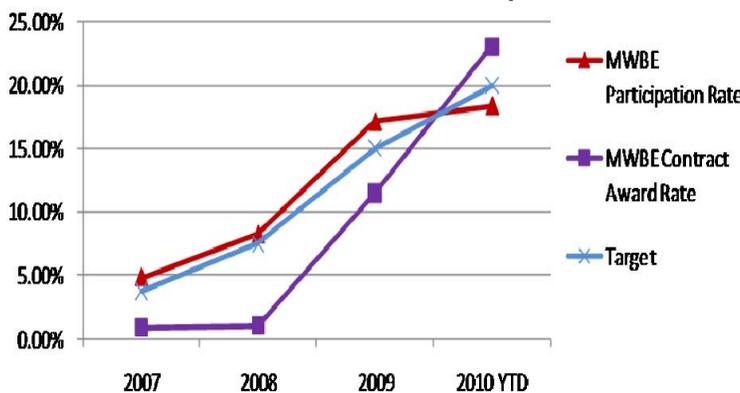
The workshop includes 30-minute breakout sessions in which several panelists will meet one-on-one with individual entrepreneurs and provide constructive feedback on their business plans. In order to facilitate this process, interested parties are asked to review the investment criteria of each of the panelists and select the most appropriate investor with whom they'd like to discuss their business plan and capital needs. To view the panelists participation and their information, please visit:

http://www.fcc.gov/Daily_Releases/Daily_Business/2010/db1012/DOC-302016A1.pdf

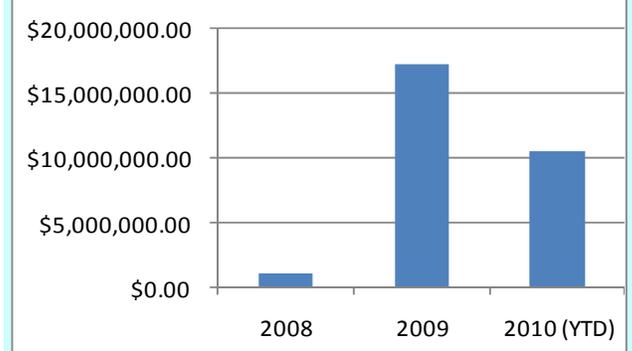
All persons interested in attending this informative event in person are asked to register by contacting OCBO at (202) 418-0990 or via e-mail at Karen.Beverly@fcc.gov. Persons interested in participating via the Internet may do so by logging on to www.fcc.gov/ocbo. This event will be streamed live.

CIO/OFT MWBE Performance Dashboard

MWBE Contract Award & Participation Rates



MWBE IT Contract Award Value



Reported Quarterly Metrics as of June 30, 2010

State Capitol
Empire State Plaza
P.O. Box 2062
Albany, NY 12220
Customer.relations@cio.ny.gov



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Albany, NY 12245
esd@empire.state.ny.us