

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



Governor Paterson Submits Legislation to Expand Opportunities for MWBEs

On April 14, Governor David A. Paterson submitted legislation to expand the procurement opportunities for Minority and Women-Owned Business Enterprises (MWBEs) in New York State. The Governor's Program Bill would enact the recommendations made by the MWBE Task Force in their final report, accepted by the Governor on March 24. The Governor created the Task Force to review the State's utilization of MWBE underwriters and other professional services. Their final report outlined legislation to improve MWBE access to procurement processes and promote the use of MWBE and non-MWBE firms demonstrating sound diversity practices.

"New York is the business capital of the world, leading the way toward prosperity, and as such we should be leaders in minority entrepreneurship," Governor Paterson said. "The legislation I submitted today will ensure the progress of the MWBE Task Force continues for years to come, bringing permanent change and reform to the way New York does business. By doing so, we not only help businesses thrive, we will help our State recover from recession."

The proposed legislation will provide a framework so MWBEs may participate in the State's procurements and establishes standards to hold State agencies and public authorities accountable for their commitment to MWBE participation and diversity in the area of procurement. The legislation also ensures State entities review the proposer's employment and hiring practices, wherever practicable, feasible and appropriate, to promote the State's interest in contracting with firms with a commitment to a diverse workforce.

Key provisions of the legislation will:

- Require the Director of the Division of Minority and Women Owned Business Development ("DMWBD") to set regulations requiring State agencies to assess the diversity practices of contractors submitting bids or proposals in connection with the award of a State contract, where practicable, feasible and appropriate.
- Require appointing officials to consider the prospective diversity of a public authority board when making a determination to appoint a member.
- Increase from \$100,000 to \$200,000 the amount of goods and services the State can purchase without a formal competitive process from MWBEs and small businesses, or when they are recycled.
- Enhance the penalties for contractors that willfully or intentionally disregard their responsibilities to utilize MWBE firms. Such en-



On March 24, Governor David A. Paterson accepted the final report from the Minority and Women-Owned Business Enterprise Task Force. The Governor created the MWBE Task Force through Executive Order No. 10. It includes representatives from DASNY, ESD, EFC, the Housing Finance Agency (HFA), the Thruway Authority and members appointed by the Governor including a representative of the Office of State Comptroller and the Governor's Office.

To read the full copy of the report, visit:

http://www.dasny.org/finance/mwbe_taskforce/E_O_10_report/index.php

hanced penalties include debarment of contractors from submitting bids to any contracting agency for a period of up to one year, or up to five years if a second violation occurs within a five-year period.

"This legislation lays the foundation for a new generation of business owners who will create economic opportunities for people who desperately need it. Together we will renew the promise of our State and rekindle the spirit of entrepreneurship that has made New York the Empire State," Governor Paterson added.

To view a copy of the legislation Governor Paterson submitted, visit www.state.ny.us/governor/bills/program_bills_2010.html and select Program Bill #237.

Upcoming Events

Intro to Quickbooks

May 18, 8:30 am - 12:00 pm,

Contact: sbdc@niagaracc.suny.edu

Learn how to create your company, track and manage sales and expenditures, analyze financial data, reports and graphs.

Mastering Quickbooks

May 20, 8:30 am - 12:00 pm

Contact: sbdc@niagaracc.suny.edu

This program will cover pass-through expenses, payroll, inventory, sales tax, estimates, adjustments and year-end procedures.

To learn about additional events, please visit:

<http://www.nylovesmwbe.ny.gov/Events%20Calender/Event.htm>

MWBE Success Stories

CGI Technologies and Solutions Inc. Supports NYS MWBE Initiatives

CGI, one of the companies who has committed to helping CIO/OFT reach our 20% MWBE participation goal, has partnered with MWBE firms in New York State for many years. Both upstate and downstate, in private sector work and in public sector work, MWBE partners have been an important factor in CGI's success. Several MWBE firms, such as Documentation Strategies of Rensselaer, have repeatedly been partners with CGI in delivering services and solutions to New York State agencies.

As a strong strategic partner of the Tech Sector MWBE Jumpstart Events, and a participant in all three of Jumpstart events, CGI has supported the goals and efforts of CIO/OFT and Empire State Development's Division of Minority and Women's Business Development. As a result of its involvement in these events, CGI has been introduced to a wide array of new relationships and partnering opportunities with MWBE firms.



Leo Pfohl, Director of Business Development for CGI Technologies and Solutions Inc., (second from right) shown with Dr. Melodie Mayberry-Stewart, Assemblywoman Crystal Peoples-Stokes, and Buffalo Mayor Byron Brown, attended the Buffalo Tech Sector MWBE Jumpstart Event in support of leveling the playing field for Tech Sector MWBEs.

Year Up Graduates: Innovative and Diverse Talent



Students and Administrators from the Year-Up Program met with Senior Staff from CIO/OFT in July 2009.

Year Up is a unique non-profit training and internship program for urban young adults. Founded by Gerald Chertavian in 2000, the organization'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.

Mr. Chertavian has been committed to empowering urban youth for more than 25 years, and has received numerous awards and recognition for his work, including the 2003 Social Entrepreneurship Award by the Manhattan Institute and the 2005 Freedom House Archie R. Williams, Jr. Technology Award.

Year Up students are age 18–24 and have a high school diploma or GED. With a motto of “empowering urban talent to reach their potential,”

Year Up provides five months of full-time training in Business Communications, Professional Skills, Information Technology, and Investment Operations, while teaching behavior and communications practices corporate partners expect. Students then intern for six months at companies as IT help desk technicians and investment operations analysts, honing the skills they learned at Year Up.

In July 2009, Dr. Melodie Mayberry-Stewart and the CIO/OFT Senior Staff hosted a meeting with the representatives from the Year-Up Program at the executive offices in the Swan Street Building. “Year Up provides urban young adults with a unique opportunity to jumpstart their professional careers. The experience of an internship helps students develop marketable job skills and gain the confidence they need to begin their career journey. CIO/OFT is looking forward to placing Year Up students interested in information technology careers into internships in our agency to develop the IT workforce for tomorrow,” said Dr. Mayberry-Stewart.

Graduates earn college credits, and all Year Up graduates have proven themselves as interns in some of the most recognized companies, developing technical skills in PC deployment and imaging, inventory and account management, Blackberry deployment and servicing, printer troubleshooting, AV set-up and support, and trade and cash settlement. Over 90% of the interns' supervisors report they meet or exceed expectations.

Additionally, in 2009, Year Up was honored and recognized by President Barack Obama with a visit to their Washington, DC site. The students, staff, corporate and philanthropic partners hosted the president as he toured the organization.

To interview a Year Up graduate as a potential employee, contact Vilma Schonwetter, vschonwetter@yearup.org, 212-785-3340 ext 1340. To learn more about the program, please visit: <http://www.yearup.org>.

CIO/OFT Quarterly MWBE Performance Progress: (As of January 31, 2010)

[Note: These figures are for CIO/OFT only and do not include other agencies.]

