

MWBE Express

A publication from the office of Minority & Women Business Enterprises at Erie County Medical Center

MWBE Contracts Increase in New York State



There were 1.9 billion in contracts awarded to MWBE-Certified firms in the fiscal year that ended March 31st, 2016 out of 7.5 billion in total spending by state agencies and authorities.

In 2015, \$1.69 billion of the 7.2 billion in state agency and authority spending was awarded to MWBE Certified firms.

Governor Cuomo has put a big emphasis on MWBEs since taking office, with the intent of broadening opportunities for businesses that were shut out of state contracts due to discriminatory practices. The utilization plan that Governor Cuomo has set includes a statewide goal to achieve 30% utilization -- the highest in the nation. (Utilization rate is the ratio between total amount of spending by state agencies/ authorities that must comply with the MWBE

requirements vs. the amount of contract dollars actually awarded to MWBE firms during the fiscal year).

“We need all the firms to work with the state to help us achieve the 30% goal.” said Alphonso David, counsel to the governor. Alphonso David has overseen the program for the administration for the past six years. “That means firms should think about entering into joint ventures to increase capacity; majority firms should think about ways to create consortiums to support MWBEs; and firms should feel comfortable telling state agencies to indentify problems they see in the system.”

To read the full article visit:

<http://www.bizjournals.com/buffalo/news/2016/10/07/mwbe-contracts-increase-slightly-in-new-york-after>.

Action is the foundational key to all success
-Pablo Picasso

Taking That Next Step...



Pablo Picasso had it right.

Starting a business isn't easy, but it can be rewarding with careful planning and forward momentum. Each action you take in your business should be aimed toward a positive balance of forward progress. Remember, it is a multi-tasking venture.

You will need to focus on the three main pillars for business success; sales/marketing, finance/administration, and working in unison, NOT just the area you are good at. Keeping these factors in mind will help you do more than earn a wage. It will enable you to make a profit and a proud legacy for future generations.

Save
The
Date!

Straight Talk 2017

The highly informative **Straight Talk Conference and Series** returns January 21st, 2017. Attendees will find that this Conference provides Small Business Education, Training, Counseling, and Networking. It will start at 8 AM and continue until 1 PM. This event will be held at the Buffalo Niagara Convention Center.

Please plan to attend the Introductory Session, Business Basics and sign up for two additional seminars.

- Seminar #1: **Make Yourself Credit Worthy**
- Seminar #2: **Accessing Business Opportunities**
- Seminar #3: **Show Me the Money!**
- Seminar #4: **Social Media Marketing**
- Seminar #5: **Navigating Your Business Through Taxes & Permits**
- Seminar #6: **We Did It! You Can Too!**
- Seminar #7: **Marketing Your Small Business**

Continental Breakfast provided

Pre-Paid; \$20-Day of Event: \$25-Student: \$10 (with ID)-Veterans: Free (with ID) No Refunds.

Register at: www.WNYStraightTalk.org or send to SCORE; Mail to: SCOREE, 130 S. Elmwood Ave., Suite 540, Buffalo, NY 14202.

Free Parking available at the Robert D. Fernbach Parking Ramp (corner of Franklin & Court)

Special Guests Invited

Mark Poloncarz
Erie County Executive

Byron Brown
City of Buffalo Mayor

SBA Administrator
SBA Regional Administrator

The Get On The Bus Tour is on its Way!

The MWBE Department will host a "MWBE Get On The Bus Tour" to connect MWBE Business owners to the reality of the expanded opportunities available. The Tour's objective is to take you to the certifying agencies like the BMHA, City of Buffalo, NFTA, Erie County Water Authority, and others, so you can hear directly from the voting members how the certification will help you to expand your business opportunities.

Successful businesses lead to more jobs in our communities and an economic boost that will benefit all. Other stops on the Tour will include brick and mortar retail outlets and resource partners giving the participants a chance to talk to certified MWBE graduates from our Certification Course. More information to follow!

The New York State Contract System offers even more opportunities for MWBEs...

Click on Bid & Grant Opportunities and see all the Bid Opportunities out there! ny.newnycontracts.com

MWBE Resources That Work For You

Every little bit of information helps...

MWBE's often face an uphill battle in managing finances for their businesses. However there are helpful institutions out there. Don't forget about these invaluable business resources:

SMALL BUSINESS DEVELOPMENT CENTER (SBDC) Provides management and technical assistance to start-up and existing small businesses throughout Erie County and the Niagara Frontier. Located at: Buffalo State College, Small Business Development Center, 1300 Elmwood Ave., Cleveland Hall 206 – Phone: 716-878-4030 Email: smallbus@buffalostate.edu

WESTMINISTER ECONOMIC DEVELOPMENT INITIATIVE, INC. (WEDI)

Offers entrepreneurs microloans, up to \$15,000 to start or expand your business. These loans have more flexibility than mainstream banks to fit your particular needs. Located at: 436 Grant St., Bflo, Phone: 716-393-4088 Email: wedibuffalo.org

Mark
Your
Calendar!

Women's History Month Celebration...

Please Join Us as We Celebrate

WOMEN'S HISTORY MONTH

Come and Learn About Opportunities to Work in Partnership with ECMCC

Networking • Empowerment • Shopping • Vending • Business Development

Friday, March 31st, 2017

8:00 AM-2:00 PM

462 Grider Street, 2nd Floor- Overflow Cafeteria

RSVP: mwbeoffice@ecmc.edu or call **716-898-6170**

Get Out There and Connect....

**The National Association of
Women Business Owners Sponsors**
WNY's Largest Annual Networking Event
for Women Business Owners

Each One Reach One 2017

*The place to mix, mingle, and meet your
fellow entrepreneurs!*



- Enjoy a progressive dinner, changing tables after each of three courses, networking with a new group each time
- Make new connections and forge partnerships at Network Happy Hour (4PM-5:45PM)
- Meet 50 vendors
- Join in our Basket Auction for NAWBO Buffalo/Niagara's Scholarship Program

March 8th, 2017 / 4:30PM-9:30PM

Samuel's Grande Manor

8750 Main Street, Williamsville, NY 14221

• NAWBO Member:\$50 -Guest:\$65

Deadline: February 23, 2017

To join NAWBO, Go to: <http://nawbowny.org/>

Improve Your Business with SCORE Mentors!

SCORE is a nationwide institution that provides free and confidential business advice using their network of volunteer business experts. No matter what stage your business is at, SCORE can match you with a mentor to help you address your needs and questions. They will assist you with everything from your initial business plan creation to how to grow your business to the next

stage. With over 300 SCORE offices you can always meet with a mentor face to face or online.

To find more information, go to: www.score.org,
or call **1-800-634-0245**

To request a **SCORE** Mentor visit:
www.score.org/find mentor

Did You Know? ECIDA

The Erie County Industrial Development Agency has existed since 1970 and has helped thousands of Erie County Businesses?

They offer business development advice as well as :

- **Small Business Loans (\$5,000-\$50,000)**
- **Large Business Loans (\$50,000-\$2 million)**
- **Bond Financing / Adaptive Reuse Incentives**
- **Venture Capital Funding**

If it's time for you to expand, hire new employees or just take on bigger jobs this is one path for you to look into...

Hey, Team Mate! Where Were You? Did You Miss the Last MWBE Certification Class?

Help! I missed the last class! Am I out of luck?

No, you can still sign up with us for the class in the next quarter. Our classes are held four times a year. If you miss out, don't hesitate to get yourself enrolled in the next session.

Don't forget, MWBE Certification works for you in multiple ways. Once you are certified, it gives you an advantage with State Agencies that are required to observe Governor Cuomo's 30% spending mandate

with MWBE businesses. There is an additional 6% reserved for Service-Disabled Veteran Owned Business (SDVOB) as well. It's time to get your share of the opportunities.

Our next class session begins late January 2017.

Call us at: 716-898-6170 to enroll.



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