

## **E. Queens Chamber of Commerce - Outreach (W254, W388)**

July 23, 2009

**Grantee:** The Chamber of Commerce of the Borough of Queens (the “Chamber”)

**ESD Investment:** Grants of up to \$100,000 to be used for the cost of operating expenses associated with the Chamber’s outreach efforts to minority- and women-owned business enterprises (M/WBE’s).

**Project Location:** Queens County

**NYS Empire Zone (or equivalent):** N/A

**Project Completion:** December 2008

**Grantee Contact:** Sophia Ganosis, Chief of Operations  
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**Project Team:**

Project Management	Glendon McLeary
Affirmative Action	Laverne Poole
Environmental	Soo Kang

### **Project Description:**

#### Background

Founded in 1911, the Chamber is a borough-wide, not-for-profit business advocacy organization. Over the years, the Chamber has represented the interests of the Queens business community with city, state and federal governments. Today, the Chamber has over 1,200 members that do business in the borough. The majority of its members are small businesses with fewer than 100 employees.

One of the Chamber’s most important functions is to provide networking opportunities that enable businesses to meet and form relationships that help their businesses thrive and expand. The Chamber supports this effort through a series of networking meetings and events, educational seminars and programs, and various publications distributed throughout the year.

Over the past two decades, the borough of Queens has undergone a significant demographic change with the growth of the African-American, Latino and Asian communities. Subsequently, the borough has experienced a significant increase in the number of new businesses owned by members of these communities. As a result, the Chamber has worked to identify M/WBE’s and assist them with the growth and sustainability of their businesses. In addition, the Chamber increased M/WBE participation in the government procurement and contract process, and in their capacity to compete for private and public sector projects.

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In October 2000, ESD approved a \$50,000 Global Export Market Service (“GEMS”) grant to the Chamber. The project was successfully completed in 2004 and resulted in the development of an international division that focuses on export assistance for Queens businesses. In June 2006, ESD approved a \$25,000 business outreach grant from the Community Projects Fund (the “Fund”) to the Chamber, which allowed it to establish relationships with twenty-six chamber and business affiliates who are actively participating with its efforts to reach underserved communities. In June 2007, ESD approved \$25,000 from the Fund to further assist the Chamber’s outreach efforts to business organizations, and approved an additional \$100,000 from the Fund in April 2008 for the Chamber’s continued outreach efforts. All previous projects were completed, and funds were disbursed or are in the process of final disbursement. As a result of these projects, the Chamber was able to offer workshops to more than 500 individuals in the areas of business plan development, federal government contracting, personal finance management, credit reports, building and repairing, managing balance sheets, taxes, work safety, and certification procedures.

### The Project

The projects consisted of outreach to M/WBE’s, support for the Chamber’s financial literacy programs and development of resource materials in a multi-lingual format. As a result of the projects, the Chamber conducted business workshops and financial literacy seminars that were attended by approximately 125 individuals.

Upon completion of the projects, the Grantee will furnish a final report, describing the impact and effectiveness of the project.

Financing Uses	Amount	Financing Sources	Amount	Percent
Salary and fringe	\$84,700	ESD Grant (W254; Assembly)	\$25,000	25%
Materials, marketing and facilitator	14,000	ESD Grant (W388; Assembly)	75,000	75%
Rent and utilities	1,300			
Total Project Costs	\$100,000	Total Project Financing	\$100,000	100%

### **Statutory Basis – Community Projects Fund and Local Assistance:**

The projects were authorized in the 2008–2009 New York State budget and reappropriated in the 2009–2010 New York State budget. No residential relocation is required as there are no families or individuals residing on the site.

### **Disclosure and Accountability Certifications:**

The Grantee has provided ESDC with the required Disclosure and Accountability Certifications. Grantee’s certifications indicate that Grantee has no conflict of interest or good standing violations and, therefore, staff recommends that the Corporation authorize the grant to the Grantee as described in these materials.