

**I., J. The Chamber of Commerce of the Borough of Queens - M/WBE Outreach  
(W685, W686)  
October 21, 2010**

**Grantee:** 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 effort to Minority-and Women-Owned Businesses (M/WBE’s).

**Project Location:** Queens County

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

**Project Completion:** June 2011

**Grantee Contact:** Sophia Ganosis, Chief of Operations  
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**Project Team:** Project Management      Brendan Healey  
Affirmative Action      Laverne Poole  
Environmental      Soo Kang

**Project Description:**

Background

Founded in 1911, the Chamber of Commerce of the Borough of Queens 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 1,500 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 is working to identify M/WBE’s and assist them with the growth and sustainability of their businesses. In

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addition, the Chamber will work to increase M/WBE’s participation in the government procurement and contract process and strive to increase their capacity to compete for private and public sector projects.

In October 2000, ESD approved a \$50,000 Global Export Market Service (“GEMS”) grant to the Queens Chamber of Commerce. 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 the majority of the chambers of commerce in the community. In June 2007, ESD approved an additional \$25,000 from the Fund to further assist the Chamber’s outreach efforts to business organizations. And in April 2008, ESD approved an additional \$100,000 from the Fund to further assist the Chamber’s outreach effort to M/WBE’s. All previous projects have been completed and funds have been disbursed or are in the process of final disbursement. As a result of these projects, the Chamber was able to offer workshops in business plan development, federal government contracting, personal fiscal management, credit reports, building and repairing, managing balance sheets, taxes, work safety, and certification procedures to over 500 individuals.

The Project

This project will support the Chamber’s work with M/WBE’s. Under this project, the Chamber will utilize grant funds for salaries and fringe for (1) an administrative assistant to coordinate events and develop resource materials; and (2) a coordinator to plan and develop resource material, perform community outreach and coordinate with facilitators for presentations. In addition, grant funds will be used for marketing materials, rent and utilities. The Chamber expects to work with approximately 400 M/WBEs as part of this project. The marketing materials are important in attracting attendees and informing attendees of business opportunities. The project will be completed by June 2011.

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

Financing Uses	Amount	Financing Sources	Amount	Percent
Salaries & Fringe	\$84,700	ESD Grant (W685; Assembly)	\$25,000	25%
Marketing Material	14,000	ESD Grant (W686; Assembly)	75,000	75%
Rent & Utilities	1,300			
<b>Total Project Costs</b>	<b>\$100,000</b>	<b>Total Project Financing</b>	<b>\$100,000</b>	<b>100%</b>

**Statutory Basis – Community Projects Fund:**

The projects were authorized in the 2009-2010 New York State budget and reappropriated in the 2010-2011 New York State budget. No residential relocation is required as there are no families or individuals residing on the site.

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**Disclosure and Accountability Certifications:**

The Grantee has provided ESD 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.