



**Division of Minority and Women's Business Development**



**Business Development Resource Guide**

**Contact  
Empire State Development's  
MWBE Business  
Development Unit:**

**MWBE Resource Hotline:**  
855/ESD-4MWB (373-4692)

**MWBE Training Email:**  
[mwbetraining@esd.ny.gov](mailto:mwbetraining@esd.ny.gov)



**Business Advising**

The Division of Minority and Women's Business Development provides business counseling services and helps MWBEs navigate NYS government, as well as ESD small business and MWBE programs, both directly and through referrals to other state partners.

**For more information, contact:**  
[mwbebizadvisor@esd.ny.gov](mailto:mwbebizadvisor@esd.ny.gov)

**For Certification Application and Information:**

[www.ny.newnycontracts.com](http://www.ny.newnycontracts.com)

**Help Line:** 212/803-2414

**Email:** [mwbecertification@esd.ny.gov](mailto:mwbecertification@esd.ny.gov)



**Empire State  
Development**

**State of New York  
Andrew M. Cuomo  
Governor**

**Empire State Development**

**Kenneth Adams  
President & CEO/Commissioner**

**Steve Cohen  
Executive Vice President,  
Small Business Services &  
Community Economic Development**

**Lourdes Zapata  
Executive Director,  
Division of Minority and  
Women's Business Development**

*New York State currently has  
one of the largest databases of  
certified firms in the nation.*

[www.esd.ny.gov](http://www.esd.ny.gov)

The Empire State Development MWBE Business Development Unit promotes growth and opportunity for MWBE firms through education and outreach to agencies and prime contractors throughout New York State. Information and resources include:

- Finding contracting opportunities
- Tools for launching/expanding your business
- Business training, technical support, access to capital programs
- Local/regional events and workshops



## MWBE Training Tuesdays

### Weekly Webinar Presentations

- Doing business with New York State agencies & authorities
- Business development workshops
- Information on new procurement opportunities

## MWBE Outreach

- Announcement of upcoming procurement opportunities
- Pre-bid or project meeting notices
- Referrals to other training and government resources

Visit [www.ny.newnycontracts.com](http://www.ny.newnycontracts.com) and click on "Outreach & Program Notices."

## MWBE Business Development Unit

- Regional opportunity expos
- Prime contractor support
- MWBE search assistance
- Agency/Prime contractor introductions
- Facilitation of MWBE partnerships
- Procurement strategy counseling

## Special Initiatives

- Supply chain diversity initiatives
- Manufacturer distribution initiatives
- Industry roundtable events

## Additional ESD Resources

**New York State Contract Reporter -**  
*New York State's Official Source of Contracting Opportunities.* Find procurement opportunity listings for all NYS procurements over \$50,000. For info visit: [www.nyscr.org](http://www.nyscr.org)



## Resources & Information

### Empire State Development Resources

#### Small Business Services

A wide array of programs and initiatives to support small businesses and help entrepreneurs maximize their opportunities for success. For info visit: <http://www.esd.ny.gov/smallbusiness.html>

#### Please also look for ESD Programs such as:

- **Entrepreneurial Assistance Program (EAP)**  
[esd.ny.gov/BusinessPrograms/EAP.html](http://esd.ny.gov/BusinessPrograms/EAP.html)
- **Small Business Revolving Loan Fund**  
[esd.ny.gov/BusinessPrograms/SBRLF.html](http://esd.ny.gov/BusinessPrograms/SBRLF.html)
- **NYS Surety Bond Assistance Program**  
[esd.ny.gov/BusinessPrograms/BondingAssistance.html](http://esd.ny.gov/BusinessPrograms/BondingAssistance.html)
- **Bridge to Success Loan Program**  
[esd.ny.gov/BusinessPrograms/Data/Bridge\\_to\\_success/Bridge\\_to\\_success\\_program\\_description.pdf](http://esd.ny.gov/BusinessPrograms/Data/Bridge_to_success/Bridge_to_success_program_description.pdf)
- **Business Mentor NY**  
<http://BusinessMentor.ny.gov>

### Other Resources

#### NYS MWBE Forum Opportunities Book

A go-to resource to help identify NYS agencies and authorities with the right opportunities for your company. [www.nysmwbeforum.org/opportunities](http://www.nysmwbeforum.org/opportunities)

#### OPEN BOOK NY

Find data on active NYS agency contracts. [www.openbooknewyork.com](http://www.openbooknewyork.com)

#### Small Business Development Center Network

Free technical assistance available for NYS businesses. [www.nyssbdc.org/locations.html](http://www.nyssbdc.org/locations.html)

#### Procurement Technical Centers (PTACs)

A resource for businesses pursuing and performing under government contracts. [www.ptac-us.org/find-a-ptac/?state=NY](http://www.ptac-us.org/find-a-ptac/?state=NY)

#### Small Business Administration (SBA)

The U.S. Small Business Administration helps Americans start, build and grow businesses through an extensive network of field offices and partnerships with public and private organizations. [www.sba.gov](http://www.sba.gov)