

**DIVISION OF MINORITY AND  
WOMEN'S BUSINESS  
DEVELOPMENT**

**ANNUAL REPORT  
2008**

<a href="#"><u>Executive Summary</u></a> .....	3
<a href="#"><u>Background</u></a> .....	5
<a href="#"><u>The Division of Minority and Women’s Business Development</u></a> .....	5
<a href="#"><u>Agency Services</u></a> .....	5
<a href="#"><u>Certification</u></a> .....	5
<a href="#"><u>Outreach and Business Development</u></a> .....	5
<a href="#"><u>Minority- and Women-Owned Business Enterprises in New York State</u></a> .....	6
<a href="#"><u>I. Agency Utilization</u></a> .....	7
<a href="#"><u>II. Certification</u></a> .....	8
<a href="#"><u>III. Special Initiatives, Education, and Outreach</u></a> .....	9
<a href="#"><u>Agency Services</u></a> .....	9
<a href="#"><u>Agency Clusters Mentor Program</u></a> .....	9
<a href="#"><u>Training Agency Personnel</u></a> .....	10
<a href="#"><u>Reform of State Procurement Practices</u></a> .....	10
<a href="#"><u>Field Visits</u></a> .....	10
<a href="#"><u>Disparity Study</u></a> .....	10
<a href="#"><u>Certification</u></a> .....	11
<a href="#"><u>Reduction of Certification Backlog</u></a> .....	11
<a href="#"><u>State Directory / Database Verification Process</u></a> .....	11
<a href="#"><u>Fast Track Agreements</u></a> .....	11
<a href="#"><u>New Website</u></a> .....	12
<a href="#"><u>Business Development Initiatives</u></a> .....	12
<a href="#"><u>Technology Industry Initiative</u></a> .....	12
<a href="#"><u>Bonding and Capital Access Pilot Program</u></a> .....	12
<a href="#"><u>MWBE Task Force</u></a> .....	13
<a href="#"><u>Appendix A -- Agency Utilization Data</u></a> .....	14
<a href="#"><u>Appendix B -- Summary Statistics for Certified MWBEs</u></a> .....	19
<a href="#"><u>Appendix C -- Certified MWBEs by County</u></a> .....	20

## EXECUTIVE SUMMARY

The goals of the Division of Minority and Women's Business Development are to promote equality of economic opportunities for minority and women-owned business enterprises (MWBEs) and to eliminate barriers to their participation in state contracts. Under the leadership of Governor David Paterson, New York State has continued to make progress toward meeting these objectives.

### MAJOR ACCOMPLISHMENTS IN 2008

- Amount of New York State discretionary spending to MWBEs increased by \$100 million from FY2007 to FY2008.
- Number of applications processed for MWBE certification nearly doubled from 643 in 2007 to 1132 in 2008.
- Processing time for MWBE certification applications was reduced by 87%.
- Number of MWBE firms applying for certification increased by 29% from 2007 to 2008.
- Reached agreement with DOT, MTA, NFTA, and the Port Authority to create an expedited approval process for federally certified DBE firms to receive their State MWBE certification.
- Hosted or co-sponsored over 46 conferences, workshops, training sessions and expositions targeted at increasing MWBE participation in state contracting.
- Trained over 7,000 MWBEs directly on the advantages of and process for obtaining state certification and doing business with the State.
- Began pilot programs to increase access to bonding and capital access for MWBEs in Buffalo, Rochester, Syracuse, Albany, and New York City.
- Commenced statewide disparity study to determine the extent of disparities between the number of qualified MWBEs ready, willing, and able to perform state contracts and the number of MWBEs that actually receive state contracts.
- Launched technology initiative that resulted in voluntary pledges from 21 major technology companies such as Microsoft, Dell, and Oracle to increase their use of MWBEs on New York State contracts to 15% by the end of 2009 and 20% by the end of 2010 through joint ventures, sub-contracts, resellers agreements, and the establishment of distributorships.
- Created clusters of agencies involved in similar activities such as technology, construction, and human services to create a forum for the exchange of best practices as well partnerships with corporations to increase subcontract opportunities on New York State contract opportunities.
- Launched new web site (NYLOVESMWBE.NY.GOV) that provides a new vendor registry, information on state contract opportunities, technical assistance providers, and financial resources.

## **BACKGROUND**

### **The Division of Minority and Women’s Business Development**

In July 1988, Article 15-A of the Executive Law (Executive Law §§ 310-317) created what is now the Division of Minority and Women's Business Development (“DMWBD” or the “Division”). The goal of Article 15-A is to promote equality of economic opportunities for minority and/or women owned business enterprises (“MWBEs”) and to eliminate barriers to their participation in state contracts.<sup>1</sup>

The DMWBD performs three major functions: First, to encourage and assist state agencies (“Contracting Agencies”) that are engaged in contracting activities to award a fair share of state contracts to MWBEs; second, to review applications by businesses seeking certification as an MWBE and to maintain a directory of certified MWBEs; and third, to promote the business development of MWBEs through capacity building and outreach to agencies and MWBEs.

#### ***Agency Services***

The Agency Services / Compliance Unit of the DMWBD monitors the utilization of MWBEs by Contracting Agencies. The Agency Services Unit reviews annual MWBE goal plans and quarterly reports on actual MWBE utilization submitted by each contracting agency. The Agency Services Unit also reviews periodically the practices and procedures of each state agency with respect to their compliance with the provisions of the Executive Law and provides assistance in the areas of goal setting, contract monitoring, quarterly reporting, and outreach. In addition the Agency Services / Compliance Unit works with the Office of General Services, the Office of the State Comptroller and other government stakeholders to reform the procurement process in order to remove barriers to MWBE participation.

#### ***Certification***

The Certification Unit reviews applications by businesses and determines whether applicants meet the qualifications for certification as a MWBE under New York State law. The Certification Unit also maintains a certification database that contains information about every MWBE, including its standard industry classification. This database is used by the Certification Unit for ongoing analysis, and is available to state agencies, private sector contractors and the general public in order to facilitate utilization of MWBEs.

#### ***Outreach and Business Development***

The DMWBD also engages in significant outreach and business development activities including (a) education sessions for Contracting Agencies on strategies for eliminating barriers to MWBE participation in state contracts, (b) education sessions for MWBEs on how to obtain certification and state contracts, (c) projects to enhance existing programs and services for MWBEs, and (d) initiatives to develop new programs and services that promote business development opportunities for MWBEs.

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<sup>1</sup> This report is delivered pursuant to Executive Law § 311(e), which requires the Director of the DMWBD (the “Director”) to report annually on the level of MWBEs participating in each agency’s contracts for goods and services and on efforts to promote and increase participation by certified businesses with respect to state contracts and subcontracts.

The Division also facilitates capacity building through partnerships with organizations and programs that offer in-depth technical assistance in the areas of management and operational systems, finance and accounting systems, business plan development, profit and loss analysis, loan packaging, and bonding packaging.

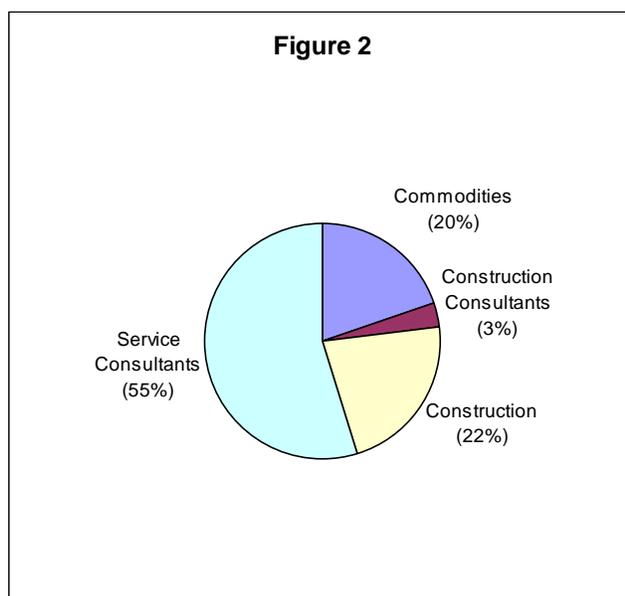
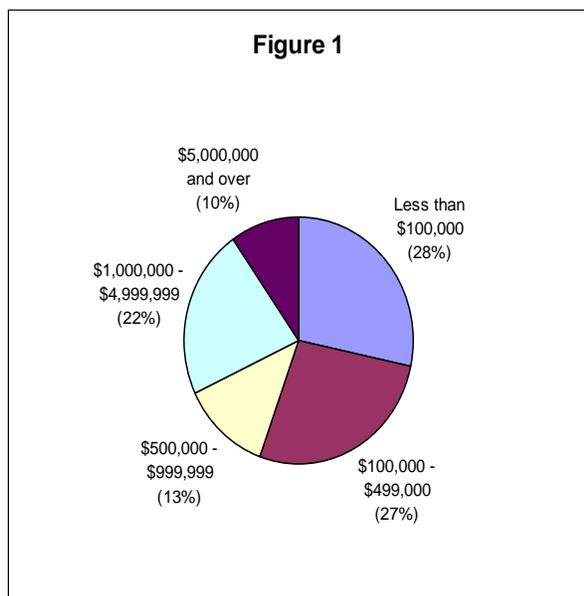
### Minority- and Women-Owned Business Enterprises in New York State

According to the most recently released Census data, MWBEs made up 56% of New York State’s 1.7 million firms in 2002,<sup>2</sup> and generated \$122 billion in receipts.<sup>3</sup>

Minority-owned business enterprises (MBEs) represented 26.4% of total businesses and generated \$51.2 billion in revenue. There were 129,324 or 7.6% Black-owned firms, 163,639 or 9.6% Hispanic-owned firms, 145,519 or 8.5% Asian-owned firms, and 11,158 or 0.7% Native American-owned firms.<sup>4</sup>

Women-owned business enterprises (WBEs) represented 29.6% of total businesses and generated \$70.8 billion in revenues.<sup>5</sup> The number of WBEs has been steadily increasing over the last decade from 394,014 in 1997 to 505,134 in 2002, an increase of 51%.

New York State currently has one of the largest databases of certified firms in the nation. As of December 2008, there were 7,491 certifications of New York State Minority and Women-owned Businesses, including 2,836 MBEs, 3,859 WBEs, and 796 businesses that have dual certification.



More than 30% of MWBEs have annual sales of more than \$1 million, while 56% have less than \$500,000 in sales. (Figure 1). More than half of MWBEs certified by New York State are services companies such as accounting and legal firms, 20% are commodities companies such as

<sup>2</sup> Source data: U.S. Census Bureau, State and County Quick Facts (2006). Available at <<<http://quickfacts.census.gov/qfd/states/36000.html>>> (visited on February 25, 2008).

<sup>3</sup> United States Small Business Administration, Office of Advocacy, *Small Business Profile* (2006).

<sup>4</sup> Id.

<sup>5</sup> Id.

office products firms, and 25% are involved in either construction or construction consulting services, such as architecture or structural engineering. (See Figure 2 & Appendix B).

## I. AGENCY UTILIZATION

Utilization of MWBEs by state agencies has increased significantly in the last 3 years, from 3.85% of total discretionary spending in Fiscal Year 2005-2006 to 7.65% in Fiscal Year 2007-2008 (see Figure 3).<sup>6</sup>

**Figure 3**

	FY 2005-06	FY 2006-07	FY 2007-08
Total discretionary spending by Contracting Agencies	\$11.5 billion	\$7.34 billion	\$7.91 billion
Total contract awards to MBEs	\$232 million (2%)	\$239 million (3.3%)	\$327 million (4.1%)
Total contract awards to WBEs	\$212 million (1.85%)	\$247 million (3.4%)	\$273 million (3.5%)
<b>Total MWBE contract awards</b>	<b>\$445 million (3.85%)</b>	<b>\$486 million (6.7%)</b>	<b>\$600 million (7.7%)</b>

In Fiscal Year 2007-2008, the contracting agency with the most MWBE contract awards in total dollars was the Dormitory Authority, which awarded \$78 million or 11.68% of contracts to MBEs and \$54 million, or 8.11% of contracts to WBEs. Several other agencies also made significant contract awards to MWBEs in FY 2007-2008. The Metropolitan Transportation Authority awarded \$67 million, or 5.3% of contracts to MBEs and \$17 million, or 2.77% to WBEs and the Thruway Authority awarded \$28 million or 4.38% to MBEs and \$17 million or 2.77% to WBEs.

The Dormitory Authority, along with the Banking Department, the Battery Park City Authority, the Division of Housing and Community Renewal, and the Office of the State Comptroller also made significant contributions to MWBEs in percentage terms. All of these Contracting Agencies awarded more than 15% of agency expenditures to MWBEs in Fiscal Year 2007-2008.

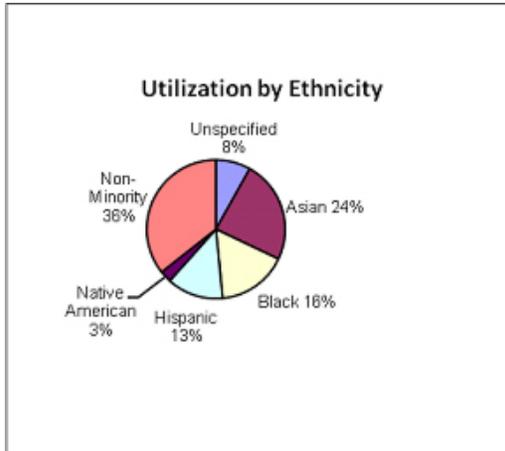
The five major agencies with the most significant improvements in MWBE utilization are listed in Figure 4.

<sup>6</sup> Based on the partial data available at the release of this report MWBE utilization for New York State agencies in FY 2008-09 was 9.3%.

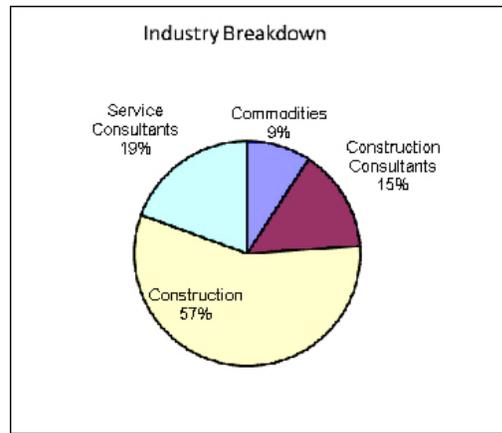
**Figure 4**

<i>Agency Name</i>	<i>Utilization FY 06-07</i>	<i>Utilization FY 07-08</i>	<i>% Change (increase)</i>
MTA	2.54%	8.68%	<b>241.73</b>
Dept. of Labor	4.55%	15.15%	<b>232.97</b>
DHCR	10.64%	26.51%	<b>149.15</b>
Hudson River Trust	12.81%	20.81%	<b>57.30</b>
Insurance Fund	9.44	12.74	<b>34.96</b>

A complete listing of the total discretionary expenditures, MBE utilization, and WBE utilization for all Contracting Agencies for Fiscal Year 2007-2008 is contained in Appendix A. Of the state contracts awarded to MWBEs in FY 2007-2008, 36% were awarded to non-minority women owned firms, 24% to Asian owned firms, 16% to African-American owned firms, 13% to Hispanic owned firms, 8% unspecified ethnicity and 2% to Native-American owned firms. (See Figure 5). Approximately 45% of state contracts awarded to MWBEs in FY 2006-2007 were prime contracts; 55% were the result of subcontracting. Fifty-seven percent of state contract awards were for construction, 19% were for services, 9% were for commodities, and 15% were for construction consulting (see Figure 6).



**Figure 5**



**Figure 6**

## **II. CERTIFICATION**

The Certification Unit reviews applications by businesses seeking MWBE certification and determines whether applicants meet the requirements under New York State law, which include:

1. The business enterprise is at least 51% owned and operated by one or more minority or woman applicant.
2. The minority or woman ownership is real, substantial and continuing.
3. The minority or woman applicant has and exercises the authority to control and operate, independently, the day to day business decisions of the enterprise.
4. The enterprise is authorized to do business in the State of New York and is independently owned and operated (not a subsidiary company or publicly traded corporation).

5. The business enterprise has been in business for at least one year.

In 2008, the number of applications for MWBE certification increased by 41% from the previous year and the Certification Unit processed almost twice the number of applications (see Figure 7). Moreover, the average time to process an application for MWBE certification decreased by 87%, from 2 years to 3 months.

**Figure 7**

	2007	2008
<b>Number of applications received for certification</b>	<b>802</b>	<b>1128</b>
Number of MWBEs certified	430	769
Number of applications rejected, returned, or withdrawn	201	354
Number of applications denied	12	9
<b>Total number of new applications processed</b>	<b>643</b>	<b>1132</b>

### III. SPECIAL INITIATIVES, EDUCATION, AND OUTREACH

#### Agency Services

##### *Agency Clusters Mentor Program*

In an effort to strengthen the Division's Agency Services Unit, the DMWBD created an agency cluster mentor program, which connects agencies that are involved in similar activities and creates a forum for peer to peer exchange of best practices and recommendations for removing barriers to MWBE utilization. The first agency cluster is made up of health and human service agencies such as the Office of Mental Retardation and Developmental Disabilities, Office of Mental Health, and the Office of Children and Family Services and has focused on issues that are unique to them. For example, many of these agencies contract with non-profit organizations which in turn enter into subcontracts with for-profit companies. To date, the Division has not tracked these transactions to ensure that there is appropriate participation by MWBEs at the sub-contract level.

The DMWBD is also developing clusters for agencies that are heavily involved in construction, technology, and other areas. Each of the clusters is lead by a staff person from a lead agency who is experienced in the successful implementation of MWBE programs. The creation of these clusters has helped DMWBD extend the capacity of its Agency Services Unit by leveraging assistance from each cluster leader.

### ***Training Agency Personnel***

The DMWBD has initiated a major effort to rebuild the state's MWBE program by training personnel within state agencies on the fundamentals of MWBE program implementation. We trained over 200 staffers from various agencies and authorities on the basics of MWBE program guidelines, contract language, enforcement, and outreach.

### ***Reform of State Procurement Practices***

In 2008 the Agency Services Unit initiated a joint effort with the Office of General Services (OGS) to examine procurement practices that are counterproductive to creating opportunities for MWBEs. Last year OGS began to implement a series of processes and procedures designed to increase opportunities for MWBEs. A thorough review of contract language was conducted to identify where improvements could be made. All OGS contracts are now reviewed by the MWBE office for MWBE goal consideration. Also, RFP's are now written with MWBE participation as a priority. All expiring centralized contracts are reviewed and new contracts have MWBE goals where applicable. There has also been a greater effort to identify MWBE firms with the capacity to become vendors on a state contract. Finally, OGS and the DMWBD are working to add resellers to certain state contracts where applicable. These efforts will increase opportunities for MWBE across the state.

### ***Field Visits***

The Division conducted field visits to more than a dozen Contracting Agencies in 2008, supplemented by one-on-one meetings with agency commissioners and senior management from the Contracting Agencies with the largest discretionary budgets, including the Office of Mental Retardation and Development Disabilities, Metropolitan Transportation Authority, Office For Technology, Dormitory Authority, State University of New York, the Office of General Services State University of New York Construction Fund, and the Thruway Authority.

### ***Disparity Study***

State law directs the DMWBD to commission an independent entity to conduct a statewide disparity study, the purpose of which is "to determine whether there is a disparity between the number of qualified minority and women-owned businesses ready, willing and able to perform state contracts for commodities, services and construction, and the number of such contractors actually engaged to perform such contracts."

The Division began the process of conducting the Disparity Study in July 2007 by issuing a request for proposals. After an extensive and thorough review process, the Division awarded the contract in November 2007 to National Economic Research Associates, Inc. (NERA). Following an unsuccessful challenge from a losing bidder, the Office of the State Comptroller approved the contract on March 31, 2008. Work on the study began immediately following approval of the contract.

Work on the Disparity Study has focused on collecting data in two key areas. First, NERA has been working to create a "Master Directory" of all MWBEs that are ready, willing and able to do business with New York State. To complete this process, NERA has already contacted over 500 public and private entities and identified tens of thousands of MWBEs to be included in the Master Directory.

Second, NERA and the Division have been collecting and analyzing billions of dollars worth of contracts entered into by every New York State agency and authority covered by

Article 15-A of the Executive Law. The first phase of this process – collecting and analyzing all of the State’s prime contracts – required significant time and effort due to the diffuse and inconsistent nature of the existing data, and was not completed until May 2009. The second phase of the process – collecting *subcontract* data from a statistically significant sample of prime contractors – is currently underway. Given the large number of contracts for which data are being collected, and the difficulty in obtaining cooperation for some prime contractors, we expect that these data will be collected and verified by December 2009.

## **Certification**

### ***Reduction of Certification Backlog***

In the area of certification, the Division has doubled the size of its staff and created a new desk audit review process to standardize and expedite review of certification applications. As a result the DMWBD has reduced its backlog of applications, and reduced the average time to obtain certification by more than 50%, going from a peak of over 800 backlogged applications to approximately 200 as of December 2008. Average processing time has dropped from almost 2 years and to under 6 months and average processing time for new files is now 3 months.

Barring a significant increase in the number of applications received, the Division is expected to eliminate the backlog of applications entirely by the end of 2009.

### ***State Directory / Database Verification Process***

The Division undertook a major effort to verify the continued eligibility of New York State's certified MWBEs, and to ascertain that their listings in the New York State Directory of Certified Minority and Women-owned Business Enterprises are correct. One goal of this effort is to purge the directory of MWBEs that no longer qualify for certification in accordance with the state’s mandate or to remove those firms which the Division was unable to contact despite due diligence to do so. Another, more important goal is to ensure that the MWBE directory is up-to-date, and therefore useful to state agencies, private purchasing agents and prime contractors attempting to locate ready, willing, and able MWBEs. According to an analysis of the Division’s database by Dunn and Bradstreet, its has achieved a 97% accuracy rate for the contact information in our vendor registry.

### ***Fast Track Agreements***

In order to make the certification process less duplicative, time consuming and expensive, the DMWBD entered into an agreement with the New York State Department of Transportation, the Metropolitan Transit Authority State of New York, the Niagara Frontier Transportation Authority, and the Port Authority of New York and New Jersey to expedite New York State certification of firms that are federally certified as Disadvantaged Business Enterprises (DBE). Under the terms of this agreement, firms that have their federal DBE certifications with the State DOT, MTA, Port Authority of NY and NJ, as well as the NFTA can apply for State certification by filling out a two-page supplemental application, rather than the standard long form.

In addition, the Division has entered into similar fast track agreements with New York City, the Women President’s Educational Organization (WPEO), the New York & New Jersey Minority Supplier Development Council (NYNJMSDC) and the Upstate New York Regional Minority Purchasing Council (UNYRMPC). In addition to streamlining the certification process for a new pool of MWBEs, the fast track agreements with WPEO, NYNJMSDC and UNYRMPC

will facilitate state certification for MWBEs with a proven track records serving clients in the corporate sector.

### *New Website*

The DMWBD, with assistance from the NYS Office for Technology, launched a new website in 2008 at [www.NYLOVESMWBE.com](http://www.NYLOVESMWBE.com). The new website includes an improved vendor registry that makes it easier for state agencies and prime contractors to search for certified MWBEs by region, and standard industry classification code. Moreover, the Division worked with Dunn and Bradstreet to update the vendor registry so that entities attempting to contact a certified MWBE have the most current contact information available.

In addition, the new website provides the MWBE certification application in a format that can be filled out online, printed, and submitted for processing.

Finally, the new website provides a wealth of information about procurement opportunities, technical assistance, financial resources, and events.

## **Business Development Initiatives**

### *Technology Industry Initiative*

Technology is a high growth / high wage sector where MWBEs have historically received less than 1% of contract opportunities despite a significantly higher representation in the field. In an effort to address this disparity, the DMWBD, in partnership with the NYS Office for Technology, hosted three technology conferences in 2008 with the goal of bringing together the state agencies with the largest technology procurement needs, the State's largest technology vendors, and technology-oriented MWBEs. Over twenty of the State's largest technology companies, including IBM, Microsoft, Dell and Xerox, participated and made a voluntary pledge to increase their use of minority and women vendors on state contracts through joint venture partnerships, sub contracts, reseller agreements, and the establishment of distributorships. Each company has pledged to increase their participation to 15% by the end of 2009 and 20% by the end of 2010. Moreover, the initiative has had a direct impact in helping MWBE participation in State technology purchases as resellers or through joint ventures.

### *Bonding and Capital Access Pilot Program*

One of the key obstacles facing MWBEs that are seeking to expand business operations is access to bonding and capital. The DMWBD – in partnership with the Surety and Fidelity Association of America, the New York Superintendent of Insurance, the Jamaica Business Resource Center, and the Small Business Development Centers – developed pilot programs to address this issue in Buffalo, Rochester, Syracuse, Albany, and New York City. The programs are designed to last one year and consist of 10 weeks of classroom training, followed by in-depth consultations with bonding professionals to develop business plans and action plans to address any deficiencies such as poor credit. Seventy-six companies completed the training course and 30 have received one-on-one technical assistance from industry executives in the areas of management and operational systems, finance and accounting systems, business plan development, profit and loss analysis, loan packaging, and packaging of bonding applications. To date, 12 companies have either been approved for bonding, received new lines, or increased their lines of bonding.

### ***MWBE Task Force***

The MWBE Task Force, which was created by Executive Order #10, made significant progress toward increasing MWBE participation in the finance sector. On October 30, 2008, the Task Force adopted a set of 30 recommendations designed to increase participation of MWBE firms in state debt offerings. These recommendations included language for a common RFP that was embraced by state authorities that issue public debt. The language developed for the common RFP removed artificial barriers to competition such as criteria that did not allow agencies to consider the experience of key personnel within an MWBE firm when establishing standards for qualifications. As a result of these efforts, more minority-owned businesses participated as senior managers in public debt issuances under Governor Paterson than in all previous administrations combined. Designations to MWBE firms as a percentage of total designations for all firms increased from 4% in 2007 to 23% in 2008. As such, designation fees paid to MWBE financial services firms increased from \$507,000 out of \$11.8 million in total designation fees in 2007 to \$5.1 million out of \$21.9 million in total designation fees in 2008.

**APPENDIX A**  
**AGENCY UTILIZATION DATA**

***(FY 07-08) Individual Agency Goals, Utilization and Expenditure Summary***

<b><i>Agency Name:</i></b>	<b><i>Agency Expenditure</i></b>	<b><i>MBE Utilization</i></b>	<b><i>MBE Goal</i></b>	<b><i>MBE %</i></b>	<b><i>WBE Utilization</i></b>	<b><i>WBE Goal</i></b>	<b><i>WBE %</i></b>	<b><i>Qrts</i></b>
ADIRONDACK PARK AGENCY	334,054.94	0.00	2.00 %	0.00%	3,740.86	4.00 %	1.12%	4
AGING, OFFICE FOR THE	293,249.97	0.00	1.00 %	0.00%	81,761.08	11.00 %	27.88%	4
AGRICULTURE & MARKETS STATE FAIR	811,524.86	0.00	1.00 %	0.00%	2,717.38	1.00 %	0.33%	2
AGRICULTURE & MARKETS, DEPARTMENT OF	0.00	0.00	1.00 %	0.00%	0.00	1.00 %	0.00%	0
ALBANY COUNTY AIRPORT AUTHORITY	2,766,773.66	52,169.39	10.00 %	1.89%	93,486.90	4.00 %	3.38%	4
ALBANY PORT DISTRICT COMMISSION	1,095,224.84	3,363.97	1.00 %	0.31%	17,196.25	1.00 %	1.57%	4
ALCOHOLIC BEVERAGE CONTROL (LIQUOR AUTH)	928,248.18	0.00	4.00 %	0.00%	7,330.00	3.00 %	0.79%	3
ALCOHOLISM & SUBSTANCE ABUSE	1,245,542.32	33,597.63	1.00 %	2.70%	17,538.65	2.00 %	1.41%	4
ARTS, NYS COUNCIL ON THE	56,730.69	144.75	2.00 %	0.26%	5,524.53	2.00 %	9.74%	4
BANKING DEPARTMENT	78,212.87	18,061.50	20.00 %	23.09%	51,386.83	35.00 %	65.70%	4
BATTERY PARK CITY AUTHORITY	5,088,230.42	361,684.88	3.00 %	7.11%	715,441.12	7.00 %	14.06%	4
BRIDGE AUTHORITY	12,277,150.76	341,857.92	1.50 %	2.78%	15,521.17	1.50 %	0.13%	4
BUDGET, DIV OF THE	13,931,834.74	36,535.61	2.00 %	0.26%	321,998.76	15.00 %	2.31%	4
CAPITAL DISTRICT TRANS. AUTH.	25,996,608.12	20,608.07	2.00 %	0.08%	157,269.03	3.00 %	0.60%	4
CHILDREN & FAMILY SERVICES, OFFICE OF	2,527,476.48	282,158.28	0.00 %	11.16%	16,198.10	0.00 %	0.64%	3
CIVIL SERVICE, DEPT. OF	5,448,474.99	481,130.00	7.00 %	8.83%	499,120.36	8.00 %	9.16%	4
COMPTROLLER, OFFICE OF THE STATE	6,238,166.50	626,799.40	8.00 %	10.05%	455,052.58	8.00 %	7.29%	4
CONSUMER PROTECTION BOARD	347,526.34	0.00	4.00 %	0.00%	6,659.67	3.00 %	1.92%	3
CORRECTION, STATE COMMISSION (done by CJS)	31,112.00	0.00	8.00 %	0.00%	0.00	5.00 %	0.00%	4
CORRECTIONAL SERVICES, NYS DEPARTMENT OF	183,191,210.22	284,441.96	7.00 %	0.16%	14,642,649.14	7.00 %	7.99%	4
CRIME VICTIMS COMP BOARD	59,906.07	2,313.52	5.00 %	3.86%	3,412.50	5.00 %	5.70%	4
CRIMINAL JUSTICE SERVICES, DIVISION OF	1,235,408.29	1,348.98	7.00 %	0.11%	80,491.99	4.00 %	6.52%	4
CUNY	15,641,033.00	647,044.47	7.25 %	4.14%	254,374.28	4.75 %	1.63%	4
DORMITORY AUTHORITY	694,413,176.86	78,659,957.42	13.00 %	11.33%	70,961,717.13	7.00 %	10.22%	4

***FY 07-08 Individual Agency Goals, Utilization and Expenditure Summary***

<b><i>Agency Name:</i></b>	<b><i>Agency Expenditure</i></b>	<b><i>MBE Utilization</i></b>	<b><i>MBE Goal</i></b>	<b><i>MBE %</i></b>	<b><i>WBE Utilization</i></b>	<b><i>WBE Goal</i></b>	<b><i>WBE %</i></b>	<b><i>Qrts</i></b>
ECONOMIC DEVELOPMENT, DEPARTMENT OF	19,750,107.92	25,855.00	3.00 %	0.13%	366,215.82	6.00 %	1.85%	4
EDUCATION, DEPT. OF	5,970,256.18	5,739.70	3.00 %	0.10%	29,765.64	5.00 %	0.50%	4
ELECTIONS, STATE BOARD OF	6,880,717.49	547.92	4.00 %	0.01%	21,188.29	3.00 %	0.31%	3
EMPIRE CENTER AT THE EGG	775,728.91	0.00	4.45 %	0.00%	0.00	8.08 %	0.00%	4
EMPIRE STATE DEVELOPMENT CORP.	52,905,257.57	2,011,840.34	2.50 %	3.80%	2,316,848.12	2.50 %	4.38%	4
EMPLOYEE RELATIONS, GOVERNORS OFFICE OF	0.00	0.00	1.50 %	0.00%	0.00	1.50 %	0.00%	0
ENERGY RESEARCH & DEVELOPMENT AUTHORITY	11,952,003.93	0.00	2.00 %	0.00%	111.80	1.00 %	0.00%	4
EXECUTIVE CHAMBER	1,793,438.56	23,271.33	8.00 %	1.30%	57,335.85	5.00 %	3.20%	4
GENERAL SERVICES, OFFICE OF	336,806,261.84	12,991,757.62	4.00 %	3.86%	14,222,080.92	3.00 %	4.22%	4
HEALTH & HOSPITAL CORP., NYC	762,131,750.00	27,431,276.87	6.00 %	3.60%	15,239,598.96	4.00 %	2.00%	4
HEALTH, DEPT. OF	285,139,304.20	1,917,696.40	5.00 %	0.67%	20,736,959.83	5.00 %	7.27%	4
HIGHER EDUCATION SERVICES CORP.	0.00	0.00	0.00 %	0.00%	0.00	0.00 %	0.00%	0
HOUSING & COMMUNITY RENEWAL	130,553,426.00	3,971,925.00	10.00 %	3.04%	9,919,402.00	5.00 %	7.60%	4
HOUSING FINANCE AGENCY	14,753,429.52	34,184.00	10.00 %	0.23%	14,311.04	5.00 %	0.10%	4
HUDSON RIVER TRUST FUND	55,194,210.11	4,365,212.30	12.00 %	7.91%	2,706,243.78	5.00 %	4.90%	4
HUMAN RIGHTS, DIV OF	369,359.35	61,556.23	6.00 %	16.67%	162,773.29	6.00 %	44.07%	4
INSPECTOR GENERAL, OFFICE OF THE STATE	796,403.52	66,514.78	0.00 %	8.35%	17,012.56	0.00 %	2.14%	4
INSURANCE DEPARTMENT	2,868,992.34	84,315.66	2.00 %	2.94%	126,639.19	5.00 %	4.41%	3
INSURANCE FUND	14,866,841.60	524,361.10	10.00 %	3.53%	878,635.99	7.00 %	5.91%	4
JACOB JAVITS CONVENTION CENTER	185,326,576.00	181,502.97	4.00 %	0.10%	123,293.00	4.00 %	0.07%	4
LABOR, DEPT. OF	24,067,525.00	688,554.53	4.00 %	2.86%	407,221.55	2.50 %	1.69%	4
LONG ISLAND POWER AUTHORITY	205,423,447.00	24,000,056.81	1.00 %	11.68%	232,590.22	1.00 %	0.11%	4
LOTTERY, DIV. OF THE	96,792,040.47	142,172.68	1.00 %	0.15%	663,472.39	1.00 %	0.69%	4
MENTAL HEALTH, OFFICE OF	18,842,590.28	113,680.38	5.00 %	0.60%	547,828.85	6.00 %	2.91%	4

***FY 07-08 Individual Agency Goals, Utilization and Expenditure Summary***

<b><i>Agency Name:</i></b>	<b><i>Agency Expenditure</i></b>	<b><i>MBE Utilization</i></b>	<b><i>MBE Goal</i></b>	<b><i>MBE %</i></b>	<b><i>WBE Utilization</i></b>	<b><i>WBE Goal</i></b>	<b><i>WBE %</i></b>	<b><i>Qrts</i></b>
MENTAL RETARDATION & DEV. DISABILITIES	256,678,158.00	1,035,840.66	3.00 %	0.40%	3,208,826.88	2.00 %	1.25%	4
METROPOLITAN TRANSPORTATION AUTHORITY	1,749,239,859.00	20,435,828.00	10.00 %	1.17%	23,949,527.00	5.00 %	1.37%	4
MILITARY & NAVAL AFFAIRS, DIV. OF	5,032,853.53	3,112.52	4.00 %	0.06%	60,124.84	4.00 %	1.19%	4
MORTGAGE AGENCY (SONYMA)	4,143,623.55	0.00	5.00 %	0.00%	2,100.00	5.00 %	0.05%	4
MOTOR VEHICLES, DEPT OF	1,560,114.00	180,629.62	9.60 %	11.58%	12,402.98	7.50 %	0.80%	2
NATURAL HERITAGE TRUST	5,587,415.02	76.01	5.00 %	0.00%	34,899.82	5.00 %	0.62%	4
OFFICE FOR TECHNOLOGY & TELECOMMUNICATIONS	4,070,062.43	0.00	4.00 %	0.00%	116.64	3.00 %	0.00%	1
OLYMPIC REGIONAL DEVELOPMENT AUTHORITY	1,755,091.71	0.00	0.50 %	0.00%	1,291,438.72	0.50 %	73.58%	4
PARKS, REC. & HISTORIC PRESERVATION	0.00	0.00	0.00 %	0.00%	0.00	0.00 %	0.00%	0
PAROLE, DIVISION OF	39,776,016.94	94,359.25	7.00 %	0.24%	899,109.95	5.00 %	2.26%	4
POWER AUTHORITY, NEW YORK	208,163,695.00	10,897,245.00	3.00 %	5.23%	8,798,376.00	3.00 %	4.23%	4
PROBATION & CORRECTIONAL ALT. (Done by CJS)	23,433.54	0.00	7.00 %	0.00%	0.00	4.00 %	0.00%	4
PUBLIC EMPLOYMENT RELATIONS BOARD	2,943.03	320.14	6.00 %	10.88%	0.00	5.00 %	0.00%	2
PUBLIC SERVICE, DEPARTMENT OF	2,415,358.00	65,222.00	2.00 %	2.70%	64,630.00	8.00 %	2.68%	4
QUALITY OF CARE FOR THE MENTALLY DISAB.	374,068.92	4,725.00	0.00 %	1.26%	2,248.50	0.00 %	0.60%	4
RACING & WAGERING BOARD, NYS	0.00	0.00	0.00 %	0.00%	0.00	0.00 %	0.00%	0
REAL PROPERTY SERVICES	1,782,669.69	1,427.88	0.00 %	0.08%	36,322.67	0.00 %	2.04%	2
REGULATORY REFORM	607,233.38	583.52	8.00 %	0.10%	0.00	8.00 %	0.00%	3
ROOSEVELT ISLAND OPERATING CORP.	9,375,961.00	0.00	12.00 %	0.00%	0.00	9.00 %	0.00%	4
STATE POLICE, DIV. OF	91,051,034.85	74,931.03	2.15 %	0.08%	239,546.08	6.83 %	0.26%	4
STATE UNIVERSITY CONSTRUCTION FUND	235,191,158.41	13,537,064.17	8.00 %	5.76%	14,470,191.39	2.00 %	6.15%	4
STATE, DEPT. OF	16,476,394.85	220,922.76	1.00 %	1.34%	194,257.37	4.00 %	1.18%	4
SUNY CENTRAL	492,205,740.89	1,924,600.27	3.00 %	0.39%	11,123,602.99	3.00 %	2.26%	4
TAXATION & FINANCE, DEPARTMENT OF	78,940,906.32	1,360.00	1.00 %	0.00%	424,916.04	1.00 %	0.54%	4

***FY 07-08 Individual Agency Goals, Utilization and Expenditure Summary***

<b><i>Agency Name:</i></b>	<b><i>Agency Expenditure</i></b>	<b><i>MBE Utilization</i></b>	<b><i>MBE Goal</i></b>	<b><i>MBE %</i></b>	<b><i>WBE Utilization</i></b>	<b><i>WBE Goal</i></b>	<b><i>WBE %</i></b>	<b><i>Qrts</i></b>
TEMPORARY AND DISABILITY ASSISTANCE, OFFICE OF	204,892,921.22	391,338.85	4.00 %	0.19%	1,839,175.63	4.00 %	0.90%	4
THRUWAY AUTHORITY	250,636,868.88	8,676,911.59	8.00 %	3.46%	5,466,165.84	6.00 %	2.18%	4
TRANSPORTATION, DEPT OF	473,088,032.75	20,368,107.80	8.00 %	4.31%	17,555,700.00	6.00 %	3.71%	4
VETERAN'S AFFAIRS	4,273.35	2,760.97	1.00 %	64.61%	0.00	1.00 %	0.00%	3
WORKERS COMPENSATION BOARD	860,427.00	0.00	4.50 %	0.00%	314,772.04	4.50 %	36.58%	3
<b><i>Grand Total</i></b>	<b><i>\$7,341,932,860.17</i></b>	<b><i>\$238,412,606.41</i></b>	<b><i>3.25%</i></b>	<b><i>\$247,188,568.78</i></b>	<b><i>3.37%</i></b>			

\*Environmental Conservation not included in this report.

**APPENDIX B**  
**SUMMARY STATISTICS FOR CERTIFIED MWBES**

**Number of MWBEs by Certification Type and Size (as of 12/31/2008)**

SALES	Total COUNT	MBE	WBE	M&WBE
\$5,000,000 and Over	735	338	349	48
\$1,000,000 - \$4,999,999	1652	622	891	139
\$500,000 - \$999,999	946	343	521	82
\$100,000 - \$499,999	2041	780	1036	225
Less Than \$100,000	2117	752	1062	303
<b>Sum</b>	<b>7491</b>	<b>2835</b>	<b>3859</b>	<b>797</b>

**Number of MWBEs by Certification Type and Industry (as of 12/31/2008)**

INDUSTRY	Total COUNT	MBE	WBE	M&WBE
Construction	1741	945	678	118
Construction Consultants	459	274	138	46
Commodities	1433	430	867	138
Services	3858	1175	2175	507
<b>Sum</b>	<b>7491</b>	<b>2824</b>	<b>3858</b>	<b>809</b>

**APPENDIX C**  
**CERTIFIED MWBES BY COUNTY**

County	Total	Dual	Minority-owned	Woman-owned
ALAMEDA	4		3	1
ALBANY	210	27	50	133
ALEXANDRIA (CITY)	2	1	1	
ALLEGANY	8			8
ALLEGHENY	18	2	9	7
ANDERSON	1			1
ANNE ARUNDEL	1			1
ARAPAHOE	4		2	2
ARMSTRONG	2			2
ATLANTIC	1		1	
BALTIMORE	3		1	2
BALTIMORE (CITY)	2		2	
BARNSTABLE	2			2
BELTRAMI	1		1	
BERGEN	88	12	39	37
BERKS	2		1	1
BERKSHIRE	2			2
BERNALILLO	1		1	
BEXAR	1		1	
BLAIR	1			1
BOULDER	3	1		2
BRISTOL	5			5
BRONX	223	35	162	26
BROOME	63	1	15	47
BROWARD	2		2	
BUCKS	7	1	3	3
BURLINGTON	17	2	5	10
BUTLER	1			1
CAMDEN	14	4	5	5
CARSON CITY	1			1
CATAWBA	1		1	
CATTARAUGUS	16	2	2	12
CAYUGA	26	3	2	21
CHARLES CITY	1			1
CHAUTAUQUA	24		5	19
CHEMUNG	25	2	4	19
CHENANGO	19	2	2	15
CHEROKEE	1			1
CHESAPEAKE (CITY)	2		1	1
CHESHIRE	1			1
CHESTER	2		2	
CLARK	1			1
CLARKE	2		2	

CLAYTON	1		1	
CLINTON	26		9	17
COBB	4		2	2
COLUMBIA	17		1	16
CONTRA COSTA	3		3	
COOK	19	3	10	6
CORTLAND	7			7
CUMBERLAND	1			1
CUYAHOGA	4	1	2	1
DADE	2		2	
DAKOTA	2			2
DALLAS	2		2	
DAUPHIN	1			1
DE KALB	4		2	2
DELAWARE	16	2	2	12
DENVER	3		1	2
DISTRICT OF COLUMBIA	19	2	13	4
DU PAGE	1		1	
DUTCHESS	90	7	30	53
DUVAL	1		1	
EATON	1		1	
ECTOR	1	1		
ELK	1			1
ERIE	369	45	77	247
ESSEX	71	8	33	30
FAIRFAX	12	3	9	
FAIRFAX (CITY)	4		4	
FAIRFIELD	32	1	10	21
FAUQUIER	1			1
FAYETTE	1			1
FORSYTH	1			1
FRANKLIN	13	2	6	5
FULTON	14	1	6	7
GENESEE	11		6	5
GLOUCESTER	5		1	4
GREENE	15		4	11
GWINNETT	2		2	
HAMILTON	2		2	
HAMPDEN	3		1	2
HAMPSHIRE	1			1
HANCOCK	1			1
HARRIS	5	2	3	
HARTFORD	17		11	6
HENNEPIN	2		1	1
HERKIMER	11		1	10

HILLSBOROUGH	2			2
HONOLULU	1		1	
HOWARD	1			1
HUDSON	26	3	13	10
HUNTERDON	6	1	4	1
INDIAN RIVER	1	1		
INDIANA	1			1
JEFFERSON	20			20
JOHNSON	1			1
KENT	1			1
KERN	1		1	
KING	1	1		
KINGS	527	86	316	125
KNOX	1			1
LACKAWANNA	1			1
LANCASTER	3		1	2
LEE	1		1	
LEHIGH	1			1
LEON	1			1
LEWIS	1			1
LITCHFIELD	2		1	1
LIVINGSTON	15	1	2	12
LOS ANGELES	7		2	5
LUZERNE	2		1	1
MADISON	21		2	19
MARION	1		1	
MECKLENBURG	1			1
MERCER	22	6	13	3
MIDDLESEX	79	12	49	18
MONMOUTH	43	6	17	20
MONROE	455	33	149	273
MONTGOMERY	29	4	11	14
MORRIS	33	9	12	12
NASSAU	551	55	206	290
NEW CASTLE	4		2	2
NEW HAVEN	13		6	7
NEW LONDON	2			2
NEW YORK	1117	158	446	513
NIAG	1		1	
NIAGARA	49	4	9	36
NORFOLK	3			3
NORFOLK (CITY)	1			1
NORTHAMPTON	1			1
OAKLAND	1		1	
OCEAN	8		1	7
OKLAHOMA	1	1		

ONEIDA	64	2	4	58
ONONDAGA	187	11	46	130
ONTARIO	46		3	43
OOST	18	1	11	6
ORANGE	108	8	36	64
ORLEANS	7		1	6
OSWEGO	21		2	19
OTSEGO	17	2	1	14
PALM BEACH	1			1
PASSAIC	18	2	7	9
PENOBSCOT	1			1
PHILADELPHIA	16	4	8	4
PIMA	1			1
PLACER	1		1	
PLYMOUTH	5	2		3
POLK	1		1	
POTTER	1			1
PRINCE GEORGE'S	3	2	1	
PROVIDENCE	1		1	
PULASKI	1	1		
PUTNAM	32	2	7	23
QUEENS	502	68	312	122
RENSSELAER	63	1	11	51
RICE	1			1
RICHMOND	77	4	25	48
RICHMOND (CITY)	1		1	
RIVERSIDE	1			1
ROCKINGHAM	1			1
ROCKLAND	82	7	32	43
SACRAMENTO	2	1		1
SAINT JOHNS	1	1		
SAN DIEGO	2		1	1
SAN FRANCISCO	4		3	1
SANTA CLARA	1		1	
SARASOTA	1			1
SARATOGA	99	6	9	84
SCHENECTADY	65	4	14	47
SCHOHARIE	7			7
SCHUYLER	5			5
SENECA	2			2
SHAWNEE	1			1
SHEBOYGAN	1			1
SOMERSET	20	3	11	6
ST LOUIS	2		2	
ST LOUIS (CITY)	1			1
ST. LAWRENCE	24		3	21

STAFFORD	1		1	
STEUBEN	16		2	14
STRAFFORD	1			1
SUFFOLK	495	35	124	336
SULLIVAN	11	2	3	6
SUSQUEHANNA	1		1	
SUSSEX	7	2	3	2
TALBOT	1		1	
TARRANT	4	1		3
TIOGA	7	1	2	4
TOLLAND	3			3
TOMPKINS	17	2	1	14
TULSA	2			2
ULSTER	51	3	12	36
UNION	33	4	14	15
UNKNOWN	145	17	76	52
WARREN	16	1	5	10
WASATCH	1			1
WASHINGTON	12	1	3	8
WASHTENAW	1			1
WAUKESHA	1		1	
WAYNE	28	1	4	23
WESTCHESTER	414	51	172	191
WESTMORELAND	2			2
WILLIAMSON	1		1	
WORCESTER	2		1	1
WYOMING	13			13
YATES	6		1	5
YORK	4		1	3