

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

**ANNUAL REPORT
2009**

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EXECUTIVE SUMMARY

The goals of the Empire State Development's 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 2009

- Amount of New York State discretionary spending to MWBEs **increased by \$366 million from FY2008 to FY2009.**
- Number of **applications processed for MWBE certification went from 1132 in 2008 to 1908** in 2009.
- Number of MWBE firms applying for certification **increased by 57% from 2008 to 2009.**
- Reached agreement with New York State Department of Transportation, Metropolitan Transit Authority, Niagara Frontier Transit Authority, and the Port Authority of New York and New Jersey to create an expedited approval process for federally certified DBE firms to receive their State MWBE certification; we have successfully processed 157 applications, which **led to expedited certifications for nearly 120 firms.**
- Hosted or co-sponsored over 46 conferences, workshops, training sessions and expositions targeted at increasing MWBE participation in state contracting and provided program information to over **11,300 individuals, businesses and organizations**
- Presented to over **8400 individuals** directly on the advantages of and process for obtaining state certification and doing business with the State.
- Continued pilot programs to increase access to bonding and capital access for MWBE's in Buffalo, Rochester, Syracuse, Albany, and New York City. This initiative has had a significant impact with over **\$38 million in bonds** having been issued and over **106 businesses** completing the bonding workshops.
- Continued statewide disparity study to determine the extent of disparities between the number of qualified MWBE's ready, willing, and able to perform state contracts and the number of MWBE's that actually receive state contracts.
- **Led a technology initiative that resulted in a 15% utilization rate of MWBEs with 21 major technology companies such as Microsoft, Dell, and Oracle** on New York State contracts in 2009.
- **Leveraged an agency clusters initiative to facilitate a Green Expo, which promoted MWBE utilization in green industries** attended by 300 people and was sponsored by the energy cluster and the human services cluster which presented best practices for future implementation.

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.¹

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 eligibility criteria 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.

¹ 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 MWBE’s 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 2002,² and generated \$122 billion in receipts.³

Minority-owned business enterprises (MBE's) 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.⁴

Women-owned business enterprises (WBEs) represented 29.6% of total businesses and generated \$70.8 billion in revenues.⁵ 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 2009, there were 8202 certifications of New York State Minority and Women-owned Businesses, including 3158 MBEs, 4148 WBEs, and 896 businesses that have dual certification.

Figure 1

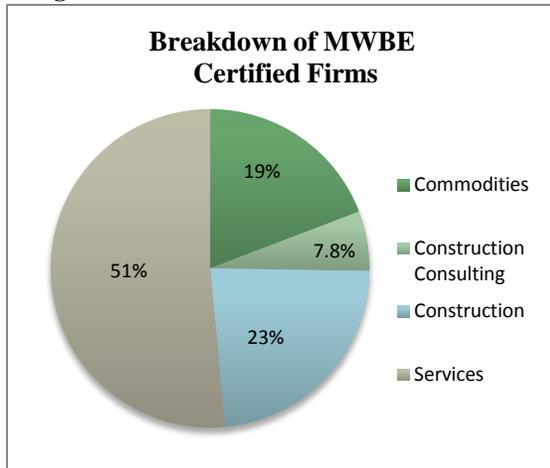


Figure 2



More than 32% of MWBEs have annual sales of more than \$1 million, while 55% have less than \$500,000 in sales (See Figure 1). More than half of MWBEs certified by New York State are service companies such as accounting and legal firms, 29% are involved in either the

² Source data: U.S. Census Bureau, State and County Quick Facts (2006). Available at http://factfinder.census.gov/servlet/IBQTable?_bm=y&-ds_name=SB0200A1&-search_results=01000US&-lang=en&-geo_id=04000US36 (visited on June 8, 2010).

³ Ibid.

⁴ Ibid.

⁵ Ibid.

construction or construction consulting services, such as architecture or structural engineering, and 19% are commodities companies such as office products firms (See Figure 2).

I. AGENCY UTILIZATION

Utilization of MWBEs by state agencies has increased significantly in the last 3 years, from 6.7% of total discretionary spending in Fiscal Year 2006-2007 to 7.7% in Fiscal Year 2007-2008 and 9.2% in Fiscal Year 2008-2009 (see Figure 3).⁶

Figure 3

	FY 2006-07	FY 2007-08	FY 2008-09
Total discretionary spending by Contracting Agencies	\$7.34 billion	\$7.91 billion	\$8.36 billion
Total contract awards to MBEs	\$239 million (3.3%)	\$327 million (4.1%)	\$378 million (4.5%)
Total contract awards to WBEs	\$247 million (3.4%)	\$273 million (3.5%)	\$397 million (4.8%)
Total MWBE contract awards	\$486 million (6.7%)	\$600 million (7.7%)	\$775 million (9.2%)

In Fiscal Year 2008-2009, the contracting agency with the most MWBE contract awards in total dollars was the Dormitory Authority, which awarded \$187 million or 13.68% of contracts to MBEs and \$84 million or 11% of contracts to WBEs. Several other agencies also made significant contract awards to MWBEs in FY 2008-2009. The Metropolitan Transportation Authority awarded \$54 million, or 3.74% of contracts to MBEs and \$53 million, or 3.73% to WBEs and the Department of Transportation awarded \$24 million or 3.13% to MBEs and \$45 million or 5.66% to WBEs.

Several agencies made significant efforts to MWBEs in percentage terms but leading the way with an astounding 55% of agency expenditures was the Division of Housing and Community Renewal, followed by the Olympic Regional Development Authority, The Department of Health, Department of Civil Service, DASNY, Hudson River Trust Fund, Thruway Authority, Office of the Aging, Battery Park City Authority, Albany County Airport Authority, Office of the State Comptroller, Racing and Wagering Board, City University Construction Fund, Thruway Authority, Alcohol Beverage Control Board as well as the Empire State Development Corporation. All of these Contracting Agencies awarded more than 15% of agency expenditures to MWBEs in Fiscal Year 2008-2009.

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

Figure 4

<i>Agency Name</i>	<i>Utilization FY 07-08</i>	<i>Utilization FY 08-09</i>	<i>% Change (increase)</i>
DHCR	26.5%	54.7%	106.1%
Olympic Regional Development Authority	37.3%	42.9%	15.1%
Civil Service	27.1%	31.9%	17.5%
Battery Park	15.4%	25.1%	62.8%

A complete listing of the total discretionary expenditures, MBE utilization, and WBE utilization for all Contracting Agencies for Fiscal Year 2008-2009 is contained in **Appendix A**.

Of the state contracts awarded to MWBEs in FY 2008-2009, 47.6% were awarded to non-minority women owned firms, 21.4% to Asian owned firms, 14.2% to African-American owned firms, 14.1% to Hispanic owned firms, and 2.1% to Native-American owned firms (See Figure 5).

Figure 5

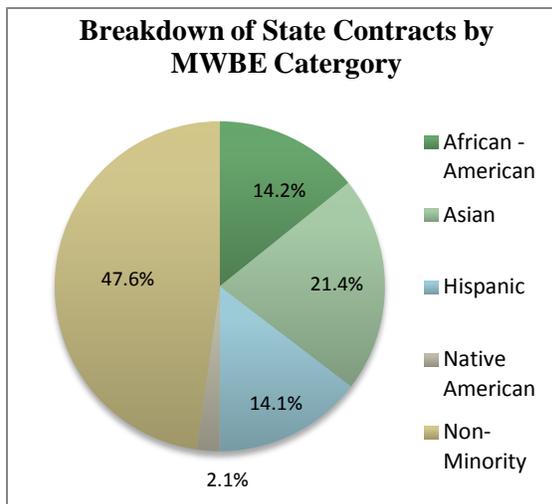
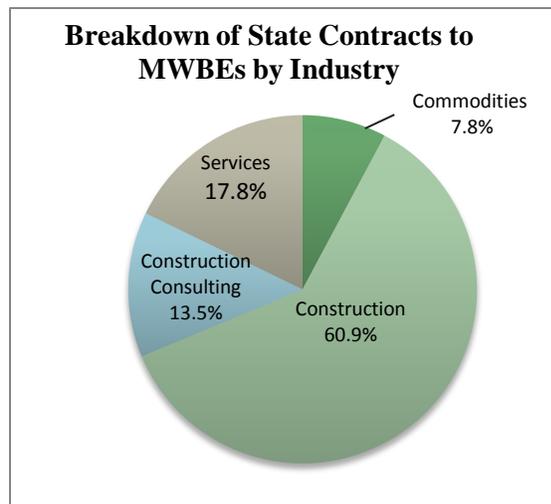


Figure 6



Approximately 43% of state contracts awarded to MWBEs in FY 2008-2009 were prime contracts; 57% were the result of subcontracting. 61% of state contract awards were for construction, 18% were for services, 8% were for commodities, and 14% were for construction consulting (See Figure 6).

II. CERTIFICATION

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

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 2009, the number of applications for MWBE certification increased by 57% from the previous year and the Certification Unit processed almost twice the number of applications (see Figure 7). In 2009, the average time to process an application for MWBE certification was 76 days.

Figure 7

	2008	2009
Number of MWBEs certified	769	1386
Number of applications rejected, returned, or withdrawn	354	463
Number of applications denied	9	59
Total number of new applications processed	1132	1908

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. Two clusters have been active in 2009, the human services cluster and the energy cluster.

To date the clusters are continuing to work to fulfill their stated objectives, which include creating a forum for M/WBE practitioners to receive guidance and support on “best practices” for program implementation, monitoring and compliance reporting as well as to design, develop and prepare a practical” How to” handbook of procedures relevant to the unique needs of human service agencies for inclusion in a “Statewide book of Procedure”. This effort remains ongoing and promises to yield meaningful outcome from these synergies.

The DMWBD is also continuing to foster 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.

Field Visits

The Division did not conduct many field visits in 2009 in response to budgetary restraints but dialogue and regular communication continues with each agency. The DMWBD has continued 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.

Certification

Reduction of Certification Backlog

In the area of certification, the Division has been able to apply resourceful solutions to reduce its backlog of applications substantially. Average processing time has dropped from almost 2 years in 2007 to under 3 months and average processing time for new files is now slightly over 2 months.

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. **This goal has been realized with record participation** by the technology companies in the utilization of MWBE's at 15%, facilitating their becoming valued partners in the supply chain of the respective company creating a global opportunity which was created through encouraging this utilization.

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. Since inception, one hundred and six companies have completed the training course and 79 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, \$38 million in bonds have been issued, with over 106 companies completing the bonding workshop throughout New York State to enable them to be eligible for bonding. 21 companies have either been approved for bonding, received new lines, or increased their lines of bonding to date.

MWBE Task Force

The MWBE Task Force, which was created by Executive Order Number 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 24% in 2008 to 29% in 2009. As such, designation fees paid to MWBE financial services firms increased from \$5.2 million out of \$21.9 million in total designation fees in 2008 to \$9.4 million out of \$32.4 million in total designation fees in 2009.

APPENDIX A
AGENCY UTILIZATION DATA

FY 08-09 Individual Agency Goals, Utilization and Expenditure

<i>Agency Name:</i>	<i>Agency Expenditure</i>	<i>MBE Utilization</i>	<i>MBE Goal</i>	<i>MBE %</i>	<i>WBE Utilization</i>	<i>WBE Goal</i>	<i>WBE %</i>	<i>Qrts</i>
ADIRONDACK PARK AGENCY	398,536.25	2,459.87	2.00 %	0.62%	26,568.75	2.00 %	6.67%	4
AGING, OFFICE FOR THE	714,243.23	87,003.92	1.00 %	12.18%	64,738.63	1.00 %	9.06%	4
AGRICULTURE & MARKETS STATE FAIR	1,730,412.54	0.00	1.00 %	0.00%	5,476.37	1.00 %	0.32%	4
AGRICULTURE & MARKETS, DEPARTMENT OF	4,487,154.00	0.00	1.00 %	0.00%	248,146.50	1.00 %	5.53%	4
ALBANY COUNTY AIRPORT AUTHORITY	905,517.94	217,916.00	4.00 %	24.07%	0.00	4.00 %	0.00%	4
ALBANY PORT DISTRICT COMMISSION	1,054,164.02	4,567.03	1.00 %	0.43%	38,821.70	1.00 %	3.68%	4
ALCOHOLIC BEVERAGE CONTROL (LIQUOR AUTH)	802,531.59	108,209.75	3.00 %	13.48%	24,310.98	3.00 %	3.03%	4
ALCOHOLISM & SUBSTANCE ABUSE	2,042,045.04	0.00	1.00 %	0.00%	44,513.30	2.00 %	2.18%	4
ARTS, NYS COUNCIL ON THE	73,105.17	3,887.00	2.50 %	5.32%	0.00	2.50 %	0.00%	4
BANKING DEPARTMENT	379,621.57	5,156.77	5.00 %	1.36%	26,314.63	12.00 %	6.93%	4
BATTERY PARK CITY AUTHORITY	25,737,391.59	1,710,643.87	7.00 %	6.65%	4,743,013.01	7.00 %	18.43%	4
BRIDGE AUTHORITY	12,075,754.06	184,718.25	2.00 %	1.53%	369,383.25	2.00 %	3.06%	4
BUDGET, DIV OF THE	9,505,820.78	392,661.52	3.00 %	4.13%	342,808.45	5.00 %	3.61%	4
CAPITAL DISTRICT TRANS. AUTH.	39,634,273.73	65,483.55	4.70 %	0.17%	300,183.21	6.29 %	0.76%	4
CHILDREN & FAMILY SERVICES, OFFICE OF	0.00	380,463.03	3.00 %	0.00%	704,526.21	3.00 %	0.00%	4
CITY UNIVERSITY CONSTRUCTION FUND	7,424,431.30	454,418.66	7.25 %	6.12%	833,870.30	4.75 %	11.23%	4
CIVIL SERVICE, DEPT. OF	4,956,635.97	969,832.27	31.00 %	19.57%	1,006,962.67	8.50 %	20.32%	4
COMMISSION ON PUBLIC INTEGRITY	58,959.98	66.00	0.00 %	0.11%	47,397.27	0.00 %	80.39%	4
COMPTROLLER, OFFICE OF THE STATE	4,563,167.79	649,557.58	8.00 %	14.23%	238,062.55	8.00 %	5.22%	4
CONSUMER PROTECTION BOARD	376,073.73	2,483.63	3.00 %	0.66%	20,900.95	3.00 %	5.56%	4
CORRECTION, STATE COMMISSION (done by CJS)	13,112.17	0.00	1.00 %	0.00%	0.00	1.00 %	0.00%	4
CORRECTIONAL SERVICES, NYS DEPARTMENT OF	190,746,279.40	476,464.31	7.00 %	0.25%	5,256,231.35	7.00 %	2.76%	4
CRIME VICTIMS COMP BOARD	101,254.23	16,060.08	10.00 %	15.86%	19,576.65	10.00 %	19.33%	4
CRIMINAL JUSTICE SERVICES, DIVISION OF	846,683.07	71,100.03	4.00 %	8.40%	39,392.46	7.00 %	4.65%	4

FY 08-09 Individual Agency Goals, Utilization and Expenditure

<i>Agency Name:</i>	<i>Agency Expenditure</i>	<i>MBE Utilization</i>	<i>MBE Goal</i>	<i>MBE %</i>	<i>WBE Utilization</i>	<i>WBE Goal</i>	<i>WBE %</i>	<i>Qrts</i>
CUNY	12,681,007.00	699,394.76	7.25 %	5.52%	394,965.93	4.75 %	3.11%	4
DORMITORY AUTHORITY	753,518,495.40	103,048,361.24	13.00 %	13.68%	84,025,249.42	7.00 %	11.15%	4
ECONOMIC DEVELOPMENT, DEPARTMENT OF	62,900,298.01	209,025.01	6.00 %	0.33%	692,923.15	6.00 %	1.10%	4
EDUCATION, DEPT. OF	237,366.00	0.00	5.00 %	0.00%	0.00	5.00 %	0.00%	3
ELECTIONS, STATE BOARD OF	7,970,727.15	44,820.88	3.00 %	0.56%	61,515.05	3.00 %	0.77%	4
EMPIRE CENTER AT THE EGG	1,173,178.59	0.00	8.90 %	0.00%	0.00	8.90 %	0.00%	4
EMPIRE STATE DEVELOPMENT CORP.	115,955,892.23	7,287,737.19	5.00 %	6.28%	11,507,023.47	5.00 %	9.92%	4
EMPLOYEE RELATIONS, GOVERNORS OFFICE OF	308,626.64	0.00	3.00 %	0.00%	0.00	3.00 %	0.00%	4
ENERGY RESEARCH & DEVELOPMENT AUTHORITY	5,545,881.66	135,535.73	1.00 %	2.44%	37,438.88	2.00 %	0.68%	3
ENVIRONMENTAL CONSERVATION	137,468,394.49	11,689,653.49	7.00 %	8.50%	5,694,789.87	7.00 %	4.14%	4
EXECUTIVE CHAMBER	945,987.85	23,245.37	5.00 %	2.46%	37,220.09	6.00 %	3.93%	4
GENERAL SERVICES, OFFICE OF	376,171,863.11	17,640,726.07	10.00 %	4.69%	18,542,927.15	10.00 %	4.93%	4
HEALTH & HOSPITAL CORP., NYC	804,752,708.00	18,498,718.97	6.00 %	2.30%	13,539,825.90	4.00 %	1.68%	4
HEALTH, DEPT. OF	369,750,599.00	11,490,299.99	5.00 %	3.11%	42,189,253.41	5.00 %	11.41%	4
HIGHER EDUCATION SERVICES CORP.	31,471,402.70	213,141.02	2.00 %	0.68%	142,579.18	2.00 %	0.45%	4
HOUSING & COMMUNITY RENEWAL	105,332,171.00	24,425,996.38	3.00 %	23.19%	33,142,610.00	3.00 %	31.46%	4
HOUSING FINANCE AGENCY	6,766,204.63	256,082.10	10.00 %	3.78%	244,778.36	5.00 %	3.62%	4
HUDSON RIVER TRUST FUND	81,855,647.00	12,506,703.71	12.00 %	15.28%	5,881,976.31	5.00 %	7.19%	4
HUDSON RIVER/BLACK RIVER REGULATING DISTRICT	283,426.00	0.00	1.00 %	0.00%	0.00	1.00 %	0.00%	4
HUMAN RIGHTS, DIV OF	1,370,389.90	124,883.23	50.00 %	9.11%	22,626.97	50.00 %	1.65%	4
INSPECTOR GENERAL, OFFICE OF THE STATE	1,113,294.18	16,005.59	0.00 %	1.44%	5,723.20	0.00 %	0.51%	4
INSURANCE DEPARTMENT	15,763,912.39	91,297.85	2.00 %	0.58%	199,547.81	5.00 %	1.27%	4
INSURANCE FUND	62,522,500.44	2,893,595.94	4.00 %	4.63%	578,631.17	4.00 %	0.93%	4
JACOB JAVITS CONVENTION CENTER	11,202,190.92	68,181.04	4.00 %	0.61%	292,428.91	4.00 %	2.61%	4

FY 08-09 Individual Agency Goals, Utilization and Expenditure

<i>Agency Name:</i>	<i>Agency Expenditure</i>	<i>MBE Utilization</i>	<i>MBE Goal</i>	<i>MBE %</i>	<i>WBE Utilization</i>	<i>WBE Goal</i>	<i>WBE %</i>	<i>Qrts</i>
LABOR, DEPT. OF	46,992,967.66	3,067,130.39	6.00 %	6.53%	2,375,855.58	5.00 %	5.06%	4
LONG ISLAND POWER AUTHORITY	646,955,164.22	1,231,925.08	2.00 %	0.19%	751,037.89	1.50 %	0.12%	4
LOTTERY, DIV. OF THE	119,935,230.08	223,626.00	1.00 %	0.19%	692,756.71	1.00 %	0.58%	4
MEDICAID INSPECTOR GENERAL, OFFICE OF	18,747,036.79	388,132.19	0.00 %	2.07%	247,405.68	0.00 %	1.32%	3
MENTAL HEALTH, OFFICE OF	35,950,524.39	136,454.54	0.00 %	0.38%	1,028,686.67	0.00 %	2.86%	4
MENTAL RETARDATION & DEV. DISABILITIES	15,823,002.99	4,177,219.88	3.00 %	26.40%	2,166,232.63	2.00 %	13.69%	4
METROPOLITAN TRANSPORTATION AUTHORITY	1,447,736,485.17	54,090,913.00	10.00 %	3.74%	53,977,530.00	5.00 %	3.73%	4
MILITARY & NAVAL AFFAIRS, DIV. OF	2,709,176.97	0.00	1.00 %	0.00%	196,766.25	1.00 %	7.26%	4
MORTGAGE AGENCY (SONYMA)	1,719,657.51	163,963.14	5.00 %	9.53%	101,683.35	5.00 %	5.91%	4
MOTOR VEHICLES, DEPT OF	3,689,393.12	343,777.14	12.00 %	9.32%	27,606.50	5.00 %	0.75%	4
NATURAL HERITAGE TRUST	12,254,578.11	39,477.35	0.00 %	0.32%	50,975.50	0.00 %	0.42%	4
NIAGARA FRONTIER TRANS. AUTHORITY	0.00	0.00	0.00 %	0.00%	0.00	0.00 %	0.00%	0
NYS OFFICE OF HOMELAND SECURITY	7,278,958.90	349,706.90	0.00 %	4.80%	37,877.10	0.00 %	0.52%	3
NYSTAR	52,945,816.92	0.00	5.00 %	0.00%	0.00	7.00 %	0.00%	4
OFFICE FOR TECHNOLOGY &	6,626,139.97	22,582.24	0.00 %	0.34%	107,491.97	0.00 %	1.62%	1
OLYMPIC REGIONAL DEVELOPMENT AUTHORITY	1,822,376.46	0.00	1.00 %	0.00%	781,917.20	1.00 %	42.91%	4
PARKS, REC. & HISTORIC PRESERVATION	91,384,089.33	187,911.78	8.00 %	0.21%	1,502,712.52	7.00 %	1.64%	4
PAROLE, DIVISION OF	38,028,122.64	254,316.62	7.00 %	0.67%	491,241.39	5.00 %	1.29%	4
PORT AUTHORITY OF NY & NJ	0.00	0.00	-	0.00%	0.00	-	0.00%	0
PORT OF OSWEGO AUTHORITY	0.00	0.00	-	0.00%	0.00	-	0.00%	0
POWER AUTHORITY, NEW YORK	184,280,787.00	17,978,540.00	3.00 %	9.76%	3,975,523.00	3.00 %	2.16%	4
PROBATION & CORRECTIONAL ALT. (Done by CJS)	18,889.90	136.00	1.00 %	0.72%	0.00	1.00 %	0.00%	4
PUBLIC EMPLOYMENT RELATIONS BOARD	963.67	0.00	3.00 %	0.00%	0.00	1.00 %	0.00%	4
PUBLIC SERVICE, DEPARTMENT OF	2,248,478.00	45,192.00	2.00 %	2.01%	241,928.00	4.00 %	10.76%	4

FY 08-09 Individual Agency Goals, Utilization and Expenditure

<i>Agency Name:</i>	<i>Agency Expenditure</i>	<i>MBE Utilization</i>	<i>MBE Goal</i>	<i>MBE %</i>	<i>WBE Utilization</i>	<i>WBE Goal</i>	<i>WBE %</i>	<i>Qrts</i>
QUALITY OF CARE FOR THE MENTALLY DISAB.	206,241.68	566.15	3.00 %	0.27%	2,741.05	3.00 %	1.33%	4
RACING & WAGERING BOARD, NYS	721,014.92	6,423.09	8.00 %	0.89%	136,349.30	2.00 %	18.91%	4
REAL PROPERTY SERVICES	1,981,361.52	49,990.43	1.00 %	2.52%	38,083.56	1.00 %	1.92%	3
REGULATORY REFORM	431,113.09	511.54	8.00 %	0.12%	0.00	8.00 %	0.00%	4
ROOSEVELT ISLAND OPERATING CORP.	19,726,104.70	105,462.55	12.00 %	0.53%	3,574.49	9.00 %	0.02%	4
SCHENECTADY METROPLEX DEVELOPMENT	0.00	0.00	-	0.00%	0.00	-	0.00%	0
STATE POLICE, DIV. OF	82,381,371.50	156,224.49	1.00 %	0.19%	1,232,428.04	1.00 %	1.50%	4
STATE UNIVERSITY CONSTRUCTION FUND	257,579,679.00	15,279,454.68	8.00 %	5.93%	18,404,792.03	4.00 %	7.15%	4
STATE, DEPT. OF	15,431,808.48	89,077.58	2.00 %	0.58%	483,601.15	4.00 %	3.13%	4
SUNY CENTRAL	560,249,871.25	7,820,380.54	3.00 %	1.40%	16,325,486.10	3.00 %	2.91%	4
TAXATION & FINANCE, DEPARTMENT OF	75,788,877.53	66,447.88	1.00 %	0.09%	277,830.75	1.00 %	0.37%	4
TEMPORARY AND DISABILITY ASSISTANCE, OFFICE OF	383,013,013.16	2,708,790.41	5.00 %	0.71%	4,480,797.20	5.50 %	1.17%	4
THRUWAY AUTHORITY	216,833,668.00	27,014,132.60	8.00 %	12.46%	9,598,307.87	6.00 %	4.43%	4
TRANSPORTATION, DEPT OF	790,647,433.20	24,751,848.75	7.00 %	3.13%	44,784,545.83	5.00 %	5.66%	4
VETERAN'S AFFAIRS	79,583.92	3,069.62	3.00 %	3.86%	7,714.50	3.00 %	9.69%	3
WELFARE INSPECTOR GENERAL, OFFICE OF	0.00	0.00	0.00 %	0.00%	0.00	0.00 %	0.00%	0
WORKERS COMPENSATION BOARD	889,212.00	0.00	4.50 %	0.00%	1,096,974.83	4.50 %	123.36%	4

FY 08-09 Individual Agency Goals, Utilization and Expenditure

<i>Agency Name:</i>	<i>Agency Expenditure</i>	<i>MBE Utilization</i>	<i>MBE Goal</i>	<i>MBE %</i>	<i>WBE Utilization</i>	<i>WBE Goal</i>	<i>WBE %</i>	<i>Qrts</i>
<i>Grand Total</i>	\$8,418,797,527.19	\$377,919,943.24		4.49%	\$397,263,688.06		4.72%	

APPENDIX B
SUMMARY STATISTICS FOR CERTIFIED MWBES

Annual Sales by MWBE Certified Firms

	Total COUNT	MBE Only	WBE Only	MWBE
\$5,000,000 and Over	834	373	403	58
\$1,000,000 - \$4,999,999	1820	701	963	156
\$500,000 - \$999,999	1036	385	561	90
\$100,000 - \$499,999	2211	863	1095	253
Less Than \$100,000	2291	826	1126	339
Total	8192	3148	4148	896

Number of MWBEs by Certification Type and Industry (as of 12/31/2009)

INDUSTRY	Total COUNT	MBE Only	WBE Only	MWBE
Construction	2458	945	678	118
Construction Consultants	458	274	138	46
Commodities	1435	430	867	138
Services	3857	1516	2515	507
Total	8202	3165	4228	809

APPENDIX C
CERTIFIED MWBEs BY COUNTY

County	Total Of Count	Unspecified	MWBE	MBE Only	WBE Only
ALAMEDA	4			3	1
ALBANY	230		30	54	146
ALEXANDRIA (CITY)	3		1	1	1
ALLEGANY	8				8
ALLEGHENY	21	1	3	8	9
ANDERSON	1				1
ANNE ARUNDEL	1				1
ANOKA	1				1
ARAPAHOE	3			1	2
ARMSTRONG	2				2
ATLANTIC	1			1	
BALTIMORE	3			1	2
BALTIMORE (CITY)	3			3	
BARNSTABLE	2				2
BELTRAMI	1			1	
BENNINGTON	1				1
BERGEN	99		14	44	41
BERKS	1			1	
BERKSHIRE	2				2
BERNALILLO	1			1	
BEXAR	1			1	
BLAIR	1				1
BOONE	1				1
BOULDER	3		1		2
BRAZORIA	1			1	
BRISTOL	5				5
BRONX	263		45	188	30
BROOME	72		1	17	54
BROWARD	2			2	
BUCKS	9		1	5	3
BURLINGTON	19		2	5	12
BUTLER	1				1
CAMDEN	14		5	5	4
CARSON CITY	1				1
CATAWBA	1			1	
CATTARAUGUS	15		2	2	11
CAYUGA	27		3	2	22
CHARLES CITY	1				1
CHAUTAUQUA	24			5	19
CHEMUNG	22		2	3	17
CHENANGO	21		2	2	17

CHEROKEE	1				1
CHESAPEAKE (CITY)	2			1	1
CHESHIRE	1				1
CHESTER	3			2	1
CHESTERFIELD	1				1
CLARK	1				1
CLARKE	3			2	1
CLAYTON	1			1	
CLINTON	29			9	20
COBB	4			2	2
COLUMBIA	18			1	17
CONTRA COSTA	4			4	
COOK	20		3	10	7
CORTLAND	6				6
CUMBERLAND	4			2	2
CUYAHOGA	7		1	4	2
DADE	6		1	5	
DAKOTA	2				2
DALLAS	6		2	3	1
DAUPHIN	1				1
DE KALB	4			2	2
DELAWARE	18		1	2	15
DENVER	3			1	2
DISTRICT OF COLUMBIA	21		4	13	4
DU PAGE	2			2	
DUTCHESS	84		6	24	54
DUVAL	2			2	
EATON	1			1	
ECTOR	1		1		
ERIE	384		45	82	257
ESSEX	76		9	33	34
FAIRFAX	13		3	10	
FAIRFAX (CITY)	4			4	
FAIRFIELD	39	1	1	14	23
FAUQUIER	1				1
FAYETTE	1				1
FORSYTH	1				1
FRANKLIN	14		2	6	6
FULTON	15		2	7	6
GENESEE	10			5	5
GLOUCESTER	6			2	4
GREENE	17			4	13
GWINNETT	3			2	1
HAMILTON	4			2	2
HAMPDEN	3			1	2

HAMPSHIRE	1				1
HANCOCK	1				1
HARRIS	6		2	4	
HARTFORD	24			17	7
HENNEPIN	2			1	1
HENRY	2				2
HERKIMER	17			1	16
HIDALGO	1			1	
HILLSBOROUGH	2				2
HOWARD	1				1
HUDSON	28		2	17	9
HUNTERDON	6		1	4	1
INDIAN RIVER	1		1		
INDIANA	1				1
JEFFERSON	20				20
JOHNSON	1				1
KANE	1			1	
KENT	1				1
KING	1		1		
KINGS	588	1	96	348	143
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	16		1	2	13
LOS ANGELES	7			2	5
LUZERNE	3			2	1
MADISON	21			2	19
MARION	1			1	
MECKLENBURG	1				1
MERCER	28		7	17	4
MIDDLESEX	90		16	58	16
MILWAUKEE	1			1	
MONMOUTH	52		8	19	25
MONROE	470		34	149	287
MONTGOMERY	38		6	15	17
MORRIS	34		9	12	13
NASSAU	579		55	227	297
NEW CASTLE	4			2	2
NEW HAVEN	12		1	6	5
NEW LONDON	1				1
NEW YORK	1270	2	171	524	573

NIAG	1			1	
NIAGARA	47		3	7	37
NORFOLK	3				3
NORFOLK (CITY)	2			1	1
NORTHAMPTON	1				1
OAKLAND	1			1	
OCEAN	8			1	7
OKLAHOMA	1		1		
ONEIDA	61		2	5	54
ONONDAGA	213		12	55	146
ONTARIO	45			2	43
OOST	17		1	10	6
ORANGE	121		8	44	69
ORLEANS	7			1	6
OSWEGO	23			3	20
OTSEGO	15		1	1	13
PACIFIC	1		1		
PALM BEACH	2				2
PASSAIC	19		2	8	9
PENOBSCOT	1				1
PHILADELPHIA	18		5	8	5
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	38		3	6	29
QUEEN ANNE'S	1				1
QUEENS	565	2	78	351	134
RENSSELAER	66		1	12	53
RICE	1				1
RICHMOND	87		5	29	53
RICHMOND (CITY)	1			1	
RIVERSIDE	1				1
ROCKINGHAM	1				1
ROCKLAND	86		9	31	46
SACRAMENTO	4		1	1	2
SAINT JOHNS	1		1		
SAN DIEGO	1				1
SAN FRANCISCO	5			4	1
SANTA CLARA	1			1	
SARASOTA	1				1
SARATOGA	108		8	12	88

SCHENECTADY	69		5	14	50
SCHOHARIE	7				7
SCHUYLER	5				5
SENECA	3				3
SHAWNEE	1				1
SHEBOYGAN	1				1
SNOHOMISH	1			1	
SOMERSET	23		3	13	7
ST LOUIS	3			2	1
ST LOUIS (CITY)	1				1
ST. LAWRENCE	28			3	25
STAFFORD	2			1	1
STEUBEN	16			2	14
STRAFFORD	1				1
SUFFOLK	533		37	141	355
SULLIVAN	12		2	3	7
SUSQUEHANNA	1				1
SUSSEX	7		2	3	2
TALBOT	1			1	
TARRANT	4		1	1	2
TIOGA	6		1	1	4
TOLLAND	2				2
TOMPKINS	18		2	2	14
TRAVIS	2				2
TULSA	2				2
ULSTER	53		4	12	37
UMATILLA	1			1	
UNION	37		5	15	17
UNKNOWN	145		19	75	51
WARREN	18		1	5	12
WASATCH	1				1
WASHINGTON	11		1	3	7
WASHTENAW	1				1
WAYNE	27	1	1	4	21
WESTCHESTER	456		61	182	213
WESTMORELAND	3	1			2
WILLIAMSON	2			2	
WORCESTER	4	1		1	2
WYOMING	13				13
YATES	5				5
YORK	4			1	3