

NYS HOSTS MWBE PROCUREMENT OFFICIALS TRAINING RETREAT

(June 8, 2007 NEW YORK, NY) In yet another sign that the Spitzer Paterson Administration is committed to improving its MWBE program, the New York State Division of Minority and Women's Business Development convened a daylong training retreat for agency procurement officials and senior managers at SUNY Albany Plaza.

Recently appointed MWBE Development Executive Director Michael Jones-Bey proclaimed, "Today we took an important step in ensuring the success of our program by teaching New York State agency senior managers and procurement officials proven methods for implementing an effective program."

Jones-Bey continued, "Positive momentum is building. Governor Spitzer signed an Executive Order. Lt. Governor Paterson convened the Executive Leadership Council meeting. I have had one-on-one meetings with most of the executives from New York State's major agencies and authorities. We are now seeing agency executives issue their own mandates within their agencies to make improvements. As a follow-up, I wanted to make sure that once we captured the attention of the rank and file procurement officials and created a compelling desire and reason for compliance that we offer a supportive environment that will provide the knowledge transfer that enables compliance based on an understanding of best practices."



SCHOOL IS IN

MWBE Development Executive Director Michael Jones-Bey leads discussion on best practices for State procurement officials responsible for MWBE program implementation

Con Edison Executive and member of the Governor's Corporate Roundtable Joy P. Crichlow traveled to Albany to present a perspective from corporate America. "I have spent my career working to develop effective supplier diversity programs in corporate America. At Con-Ed we have developed one of the nation's best corporate supplier development programs. I am encouraged to see an openness on the part of the new Spitzer Paterson Administration to borrow from our best practices.



MWBE UNIVERSITY

New York State procurement officials and senior managers filled lecture hall at SUNY Plaza to tackle challenges of procurement officials and MWBEs

Joe Corchado, President and CEO of JFD Sales Consulting Services, a successful Hispanic owned contract office furniture business explained what he described as systemic problems that must be addressed before qualified minority and women owned businesses would ever be able to get their fair share of State contracts. "I came here today to make sure that whatever reforms the new administration implements are responsive to the real life experiences of Minority and women owned businesses."



Lessons From Corporate America

Joy P. Crichlow, Director of Con Edison's MWBE program shared best practices for MWBE procurement from the corporate perspective

Beverly Jackson, President of RMBDC, Inc, an upstate based Minority business development consultant was cautiously optimistic, "Jones-Bey has claimed that the economic development strategy for New York State will recognize the importance of MWBEs. Considering our experience over the past 12 years that is refreshing to hear. I am also happy to see that this administration has appointed Dan Gunderson to focus attention on our communities in this region of the state. We are working with Jones-Bey to ensure that the new MWBE initiative will facilitate economic development not just downstate but also in Rochester, Buffalo, Syracuse, and Albany."

Dr. Celia Gonzalez who serves as Deputy for Diversity and Equity Management within Comptroller Dinapoli's office said, "I thought this was this retreat was great. I have been in New York State

government for 25 years and this has never been done before. I commend the administration for having the foresight to bring us all together like this. This forum has given us an opportunity to learn best practices from four unique perspectives. I enjoyed hearing insights from the Minority and Women business owners as well as the corporate supplier diversity executives and MWBE consultants. However, I think what we appreciated most was the peer to peer sharing of best practices. Hearing our colleagues from other NY State agencies speak about how they have successfully tackled the challenges we all face reinforced the feeling that the Spitzer Paterson mandate is achievable."



NY STATE OFFICIALS TAKE NOTE

State procurement officials listened intently to presentations by their peers and experts in MWBE procurement