

Buying from Minority, Women & Service Disabled Veteran Owned Businesses

Dan Vivian & Linda Deni

Supplier Diversity

“UB is committed to increasing opportunities for and developing relationships with a diverse business population by fostering the growth and sustainability of small business and business enterprises owned by minorities, women, veterans, and socially and economically disadvantaged individuals. The Supplier Diversity Program ensures that these businesses have unimpeded access to the competitive procurement process at UB, and seeks to promote increased participation of these businesses in pursuing economic opportunities at the university.”

-Satish Tripathi,
University President

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2015/16 State Policies & Goals

SUNY's University-wide goals w/NYS Certified vendors 30% total

- 15% spend MBE suppliers (Minority Business Enterprise)
- 15% spend WBE suppliers (Women Business Enterprise)

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History where goals were and where goals are going.....

2008/09 - MWBE 6% Spend goals

2010/11 - MWBE 14%

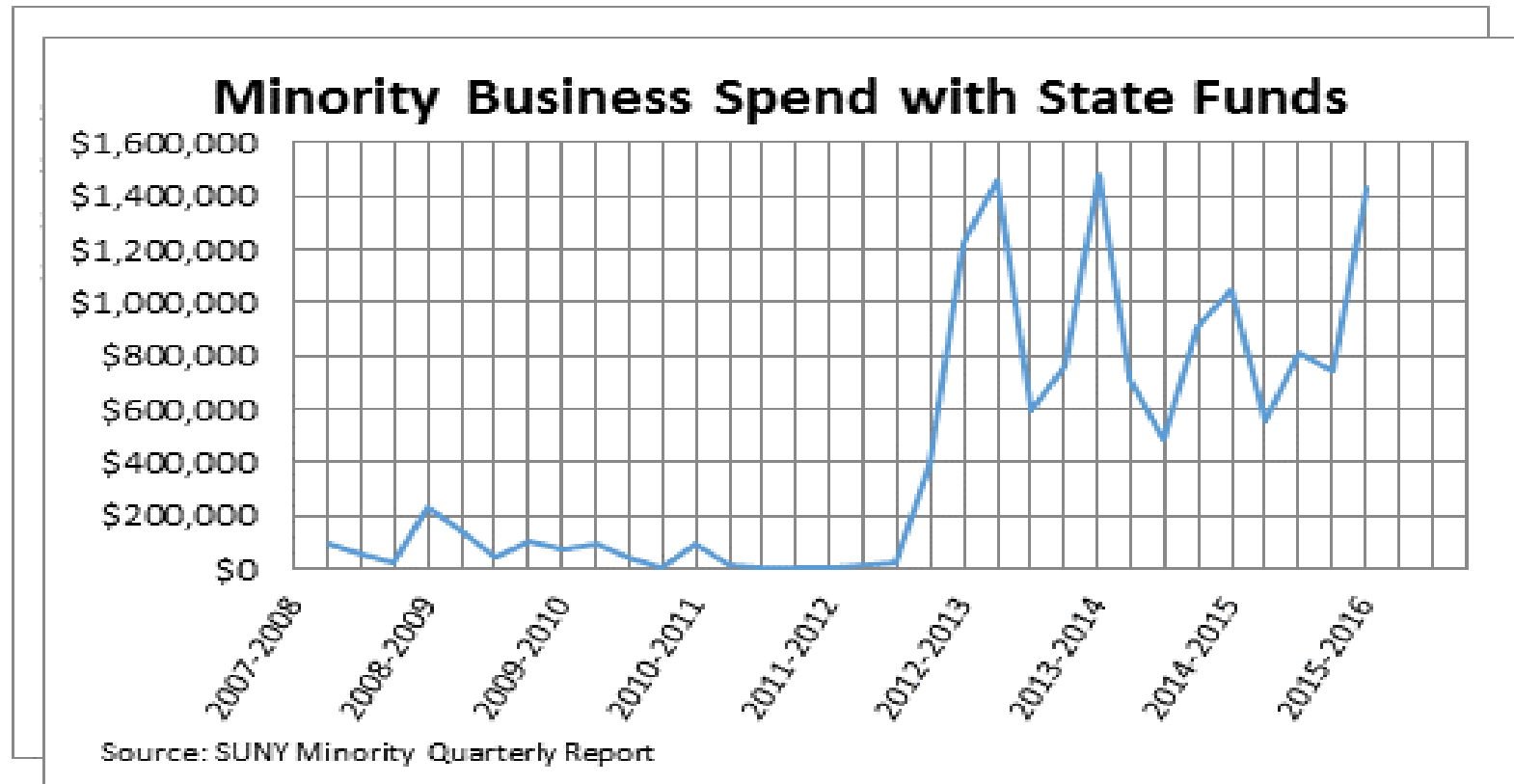
2012/13 - MWBE 21%

2014/15 - MWBE 25%

NOW.....MWBE 30%

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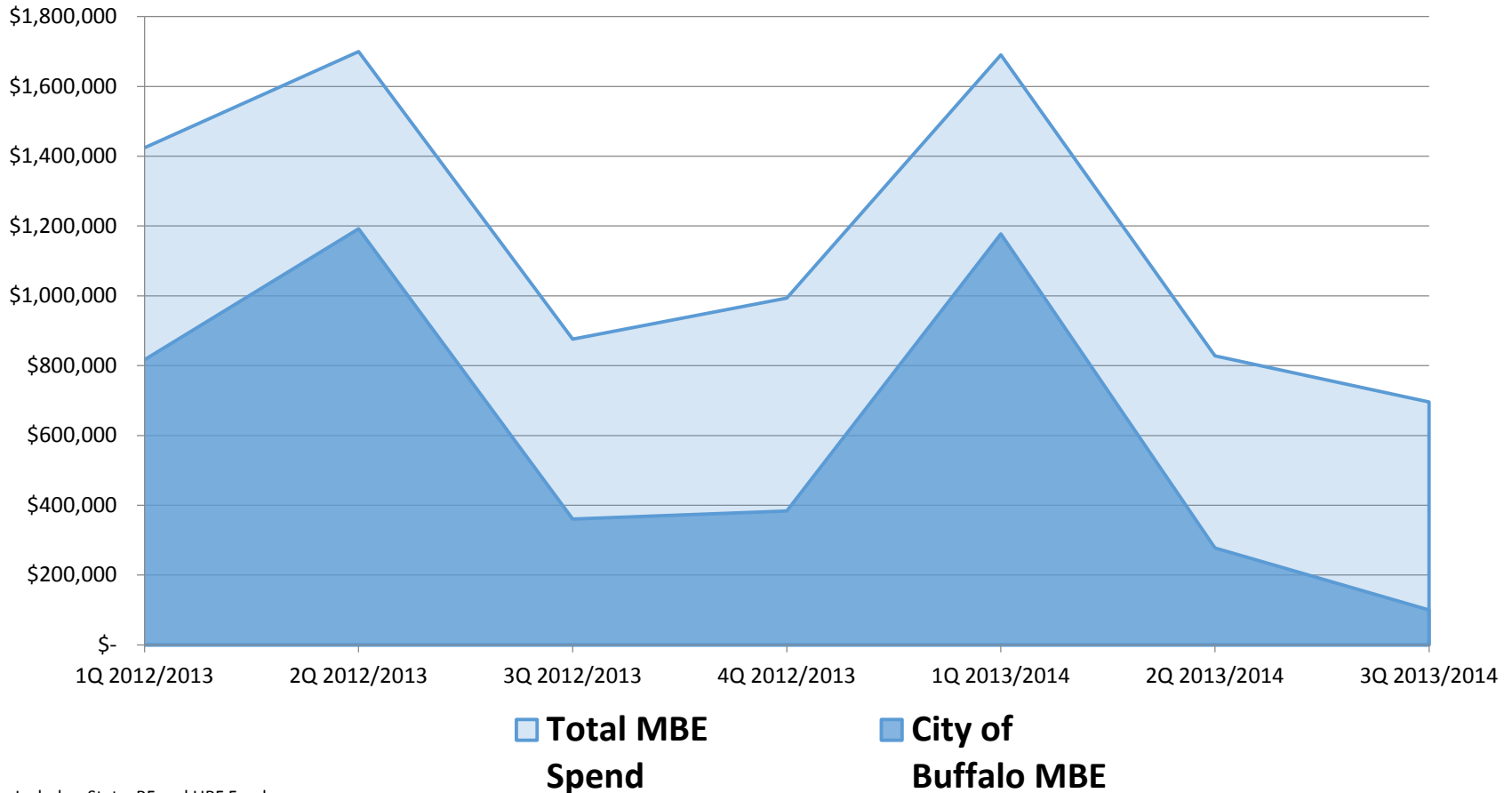
How Are We Doing...



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Focus in WNY

Geographic Analysis of Minority Spend



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UB Dollars Spend, All Funds, in the city of Buffalo 2013, 2014 & 2015

Calendar Year	1Q	2Q	3Q	4Q	Total
2013	\$ 4,543,741	\$ 3,596,976	\$ 8,485,447	\$ 4,006,859	\$ 20,633,023
2014	\$ 2,983,478	\$ 4,636,547	\$ 8,019,689	\$ 6,358,992	\$ 21,998,707
2015	\$ 13,367,924	\$ 13,943,248	\$ -	\$ -	\$ 27,311,172

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UB's Supplier Diversity Process

- **UB meets with ALL interested suppliers, NYS certified or not**
 - We explain the SUNY & UB purchasing processes
 - We mentor them – helping w/marketing, business plans, loans/grants, and other resources
- **UB introduces suppliers to Other Businesses**
 - Buffalo State, Roswell, ECMC, Kalieda, etc
- **We are Active w/Community Organizations**
 - Black Chamber, BNMC, Buffalo Urban League

Certified MWBE Suppliers



NEW YORK STATE Contract System



Governor's M/WBE Program

- Press Release
- Executive Order
- 2011 State of the State MWBE Clip
- 2012 State of the State MWBE Clip

Empire State Development

- Who We Are
- MWBE Division

Businesses

Want to Certify?

- Learn About Certification
- Apply for Certification
- Recertify
- Update Profile

Find NYS Contracting

NYS M/WBE Directory

Search the NYS M/WBE Directory of Certified Firms by entering search terms and clicking **Search**. You must select at least one certification type.

Search by Business Name or DBA

Business Name/DBA

Tip: Try just a few letters of the firm's name.

Search by Business Description

Business Description

Search by Commodity Code

Commodity Code

Click to Lookup Commodity Code (popup window will appear to browse and search available Commodity Codes)

Search by Contact Person

Contact Person/Owner First Name Last Name

Search for Certified Firms

- MWBE Directory

NYSCS Links

- Home/Login
- Contact Us & Support
- Password Reminder
- Account Lookup
- Outreach & Program Notices
- FAQs

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NYS MWBE Directory

- <https://ny.newnycontracts.com/FrontEnd/VendorSearchPublic.asp>
- Search by area, i.e. WNY
- Search by business description
- Search by commodity
- Search by business description
- Search by contact person/owner

Certified MWBE Suppliers

>> 432 businesses with 483 certifications found <<

Search Results

Click the certification type for contact information and certification details

Vendor	Location	Certification
'Just Ask Josh' Gluten Free Baked Goods, LLC	Williamsville, NY	WBE
1 ACCORD SERVICES INC	WEST SENECA, NY	MBE WBE
19 Ideas, Inc.	Buffalo, NY	WBE
2121 Main Street Pharmacy, Inc.	Cheektowaga, NY	WBE
3RD ROCK LLC	EAST AURORA, NY	WBE
A & B Heritage Incorporated, DBA ASI Signage Innovations (ASI)	Grand Island, NY	WBE
A LUNT DESIGN INC	ORCHARD PARK, NY	WBE
A TOP QUALITY SERVICES	BUFFALO, NY	MBE
A Vaillancourt LLC	Clarence, NY	WBE
AA Report Writing & Consulting	Buffalo, NY	MBE WBE
ABC TECHNOLOGY SERVICES	BUFFALO, NY	MBE
ABOU DEWAN & HANNA CO INC	NORTH TONAWANDA, NY	MBE WBE
ACCU-SOLVE GROUP	GETZVILLE, NY	MBE
Accurate Credit & Collection Services, Inc, DBA In Hand Sam Process Service	Olean, NY	WBE
ACE FLAG CO INC	DEPEW, NY	WBE
Active Investigations, Inc.	North Tonawanda, NY	WBE
ACUMEN INSULATION AND COATINGS LLC	BUFFALO, NY	MBE

Service Disabled Veteran Owned Businesses

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2016/17 Governor's New Goals for SDVOB's

“Achieve a statewide goal for participation on state contracts by service-disabled veteran-owned business enterprises of six percent.”

**Service-Disabled Veteran-Owned Business Act
(Chapter 22 of the Laws of 2014)**

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2016/17 Governor's New Goals for Service Disabled Veteran Owned Businesses

- 6% total dollars spend Service Disabled Veteran Owned Businesses
- SDVOB Goals will take effect July 1, 2016
- 153 Companies are NYS certified & growing
- An estimated 70% of all veterans are service disabled

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Who?

- Honorably discharged veterans including NY Guard and NY Militia and/or Reserves
- Service-connected disability of 10% or greater
- At least 51% owned by one or more service-disabled veterans (SDVs)
- Certified by the Division of Service-Disabled Veterans' Business Development (DSDVBD)
- SDVOB must have a significant NY Business Presence

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Our Focus & Policy

- All Funds - State, RF & UBF
- All Vendors – certified or not
- Create Relationships
- Provide Opportunities
- Support the Local Economy
- Create Jobs

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Building relationships in the community and supporting the local economy while strategic to UB is the right thing to do....

We want to be part of the solution, not the problem

Thank you

Questions about
Local & Diverse Suppliers?