



MWBE Work Group
Tuesday, March 13, 2012
2:00 – 3:00pm
95 Perry, Buffalo, NY

Meeting Notes

Work Group Members Present:

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| Lourdes Iglesias | Brenda McDuffie (by phone) |
| Kenya Hobbs | Dr. Raul Vasquez (by phone) |
| Rosa Gonzalez | |

Council Staff Present:

Ray Witzleben
Darren Kempner

Summary of Meeting:

Darren Kempner suggested two goals for the meeting:

- to outline an information/training session for all WNY ESD awardees on supplier and workforce diversity; and
- to discuss the development of a strategy to spur WNYs MWBEs business development.

The group also reviewed recent actions including a conference call with representatives from the Erie County & City of Buffalo Joint Certification Committee and ESDs Division of Minority & Women Business Development (DMWBD).

Review of March 6, 2012 Fast Track Conference Call

- Kenya Hobbs reviewed the conference call held on March 6th with representatives from the Erie County & City of Buffalo Joint Certification Committee and ESDs Division of Minority & Women Business Development (DMWBD)
- Erie County and the City of Buffalo currently have a joint certification process
- Much of the information on this process and currently certified companies can be found on the Erie County Equal Employment Opportunity Office web site
- Dean Bennett from the DMWBD at ESD referenced the Division's recent work with the Port Authority of New York and New Jersey on a joint State and Port Authority certification process that eliminates the need for duplicate document submission
- The Erie County and City of Buffalo Joint Commission desire to do the same thing and at one time had developed an MOU to do so
- Due to recent changes in State laws the proposed MOU must be reviewed by the Erie County attorney's office (Kristen Walder (State) and John Heffran (City)) and ESDs legal folks for proposed changes
- Once those proposed changes are agreed to the goal is to have a process that certifies MWBEs in Erie County who are then forwarded to the State for certification
- The Joint Committee will compare their regulations with the State's
- The following issues need to be addressed:

- the new net worth limits for MWBE certification by the state. The County/City Committee does not have a similar limit;
- whether there is a need for a new local law to align the local regulations with state regulations
- re-review of the proposed City/County and State MOU
- is there a discrepancy between the City/County MWBE utilization goal (15 percent MBE and 5 percent WBE) and the State (20 percent stated by Governor Cuomo)?
- It was suggested that the Florida's MWBE program, currently run by the Florida Department of Management Services Office of Supplier Diversity, should be examined for best local/state practices as well as MWBE utilization tracking mechanisms
- Kenya will continue to work with the County and State on the MWBE Certification MOU and fast track for joint certification and keep the committee updated

Supplier and Workforce Diversity Discussion for WNY ESD Awardees

- There was general agreement in the group that a training/information session on supplier and workforce diversity is a good first step to improving ESD contract award outcomes for MWBEs
- This session must be held before contracts and checks are disbursed by ESD since the group feels it is too late to push for workforce or supplier diversity after the awardees get their checks
- Some larger area companies have a supplier and workforce diversity officer who may be able to present at this session on best practices (i.e. GOYA, Sodexo, GEICO, GM)
- State agencies that have experience with supplier and workforce diversity in the past might also be able to present (i.e. Roswell Park, agencies that have a local physical presence)
- State and County MWBE resources should be part of the session
- Lourdes will reach out to the Goya supplier and workforce diversity officer at their Angola location re: participation in information/training session or thoughts on the session
- Brenda will reach out to GEICO and GM supplier and workforce diversity officer re: participation in information/training session or thoughts on the session
- Rosa will talk with Ecology and Environment regarding supplier and workforce diversity
- Rosa will also look for helpful resources through Upstate Minority Purchasing Council
- Darren will follow up with the Syracuse Joint School Construction Board, an example that Dean Bennett mentioned
- The group felt that since these were State dollars going out to folks the State should also spend some dollars to build an inclusive system
- The group wanted to make sure federal resources that help spur MWBE development are leveraged going forward

Development of a strategy to help WNYs MWBEs grow

- The group agreed MWBE business development is central to this groups work, but that it is a longer term project that must be kept in mind as we plan an upcoming supplier and workforce diversity discussion for ESD awardees
- Brenda will look to Urban League affiliates for resources/best practices on MWBE business development
- Rosa will also look for helpful resources through Upstate Minority Purchasing Council
- Darren will pass along some reports he found on MWBE business development and continue to cull some best practices research