School Construction Authority leads city in MWLBE contracts

A look at immigration reform

NMBC graduates executive management program inaugural class
EDUCATION & ENTREPRENEURSHIP = EMPOWERMENT
The National Minority Business Council, Inc. (NMBC), Monroe College and The Bank of New York Mellon have created the NMBC Executive Management Program for Minority & Women Business Owners

A five track comprehensive educational program and practicum to prepare business owners and their senior staffs to grow and compete in the Global Economy. Program workshops will be taught by working professionals who are experts in their fields and who understand the needs of entrepreneurs to be able to take back what they learn in the classroom and apply it immediately to their businesses.

THE PROGRAM STRUCTURE & LEARNING TRACKS ARE:

A. Management, Leadership & Strategic Planning
   1. Personal financial planning and wealth building strategies
   2. Developing personal leadership skills
   3. Special issues of minority and women owned businesses
   4. Strategic planning & managing risk

B. Growth Strategy & Financial Management
   1. Business plan development
   2. Accounting principles, financial analysis and cash flow management
   3. Business valuation, banking relations, preparing a loan package
   4. Raising private equity, venture capital

C. Brand Management & Marketing Strategy
   1. Developing a customer focused sales strategy
   2. Selling and sales negotiating tactics
   3. Developing marketing, advertising and communications strategies
   4. eMarketing & social media

D. Procurement, Alliances & Compliance
   1. Negotiating supply contracts
   2. Strategic supplier partnerships & alliances
   3. Responding to a bid invitation, preparing an RFP
   4. Survey of business, employment & intellectual property laws

E. Human Resource Strategy & Development
   1. Talent acquisition and human resources management
   2. Managing a technology based business
   3. Risk management principles
   4. Information systems for business owners

For more information, contact the NMBC at info@nmbc.org.

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NMBC Better Business moves forward

NMBC Members, Friends and Supporters:

Once again, it is the pleasure of the NMBC to publish Better Business magazine.

First, I would like to announce that Carol Daugherty Foster has joined the NMBC team as Deputy Executive Editor of our publication to help us make it a better, more effective and relevant tool for our readers and potential advertisers. Carol brings a wealth of experience as a former executive editor of a well-established business publication in Dallas.

In this issue of NMBC Better Business we have added two new departments, Legal Business and Women’s Business Issues. Our cover story highlights the NYC School Construction Authority for the fine work it does by utilizing hundreds of local minority- and women-owned businesses in its procurement of goods and services in the construction of public schools throughout the five boroughs of New York City. We are honored to have NYC SCA as our 35th Luncheon Chairman and Mr. Craig Collins as our Luncheon Keynote Speaker. We thank NYC SCA for their ongoing support of the NMBC over many years.

Finally, we are pleased to announce that we will accept full-page advertisements in our next issue of NMBC Better Business. For more details about advertising rates, please contact the NMBC offices at 212-693-5050 or email your request to me at john.robinson@nmbc.org.

We hope you enjoy this issue and we look forward to hearing your thoughts about NMBC Better Business.

Respectfully,

John F. Robinson
President & CEO
National Minority Business Council

Mayor Bloomberg announces plans for $1.8 billion in federal grants for Hurricane Sandy relief

First round of Community Development Block Grants includes $185 million for business recovery initiatives

Mayor Michael R. Bloomberg has announced that New York City plans to spend its initial allocation of $1.77 billion in Community Development Block Grants to address the most urgent housing, business and infrastructure needs in the neighborhoods hardest hit by Hurricane Sandy through eight new programs.

The housing recovery initiatives include $720 million in rehabilitation grants for single-family homes, rehabilitation grants for multi-family homes and grants for resiliency efforts in public housing. The business recovery initiatives are grants totaling $185 million for resiliency measures, expanded loans and grants for businesses, and a competition for innovations in resiliency technologies. The remaining $1.6 billion will be spent on infrastructure resiliency initiatives, such as a competition for game-changing initiatives in neighborhoods and a competition for utilities to make resiliency investments.

The business recovery initiatives, totaling $185 million, include the following programs:

• Business Resiliency Investments: $100 million to provide grants to up to 1,300 businesses. $100,000 per company will go to small- and mid-sized companies, and $1 million per company will go to large companies in vulnerable areas. Program will require companies to commit to reinvest in their New York City presence.

• Expanded Loans and Grants: $80 million to provide loans and grants to as many as 1,000 businesses. This program will provide expedited low-interest loans of up to $150,000 on similar terms to the City’s existing emergency loan program, provide expedited grants of up to $60,000 to affected businesses, and invite community development finance institutions to compete in a business plan competition to solicit ideas for additional loan and grant programs which would then be funded on a pilot basis, with the best program(s) then funded at scale.

• Innovations in Resiliency Technologies Competition: $5 million to allocate, through “Race-to-the-Top”-style competitions, grants to the most innovative and cost-effective ideas for demonstration projects featuring resiliency products and technologies that can be replicated citywide.

“This assistance builds on the City’s earlier business recovery programs, providing a critical boost to impacted companies as they recover from the effects of Hurricane Sandy.”

— Seth W. Pinsky

neighboring states.

Mayor Bloomberg discusses plans for Hurricane Sandy relief with Secretary of Housing and Urban Development Shaun Donovan

Mayor Bloomberg puts out this issue of NMBC Better Business.

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Immigration

A sea change in the immigration landscape?

By Tsui H. Yee, Esq.

While running for his second term, President Obama made comprehensive immigration reform a focal point of his campaign. Immediately after he was sworn in to his second term, Obama has made immigration reform a top agenda in his second administration.

In a significant departure from past years, many in the Republican party have indicated that they are open to the idea of immigration legislation that would pave the way to legal status for the approximately 11 million individuals who are currently in the United States without legal immigration status.

As an immigration attorney, I am tremendously hopeful that comprehensive immigration reform will finally be passed, after efforts in previous administrations have failed.

On January 20, 2013, a bipartisan group of senators, including Senators Charles Schumer, John McCain, Richard Durbin, and Lindsey Graham unveiled a “Bipartisan Framework for Comprehensive Immigration Reform,” outlining a plan to address the broken immigration system in this country. This proposal is aimed at reforming the current immigration system with four pillars:

• Reform the current immigration system with a sound employment verification system.
• Creating a path to citizenship for unauthorized immigrants currently living in the United States.
• Reforming the current immigration system.
• Creating a tough but fair permanent immigration system.

The first pillar of the Senators’ bipartisan plan aims to overhaul the current employment-based immigration system, which is fundamentally flawed. As it is currently structured, applications for lawful permanent residence operate according to a quota system. In other words, there is a numerical limitation to the number of individuals who can immigrate to the U.S. per year. In the employment context, no more than 140,000 visas can be issued per year for those who are sponsored for green cards via employment sponsorship.

Because the number of individuals who are applying for permanent residence based on employment sponsorship far outweighs the number of available visas per year, many employment-based preference categories, including those for skilled workers and those who hold advanced degrees and who may even possess “exceptional ability” in their field of endeavor, endure tremendous backlogs—in some cases, of more than 10 years. For example, if a citizen of India were sponsored by an employer for a professional position that required a bachelor’s degree, it would take him or her more than 10 years before they would be eligible to receive permanent residence. This is because according to the current Visa Bulletin, which is issued by the Department of State, only citizens of India whose applications for labor certification or whose 1440 petition for immigrant worker were filed on or before November 15, 2002 can complete the final stage in their application for permanent residence.

The second pillar of the Senators’ bipartisan plan aims to overhaul the current employment-based immigration system, which is fundamentally flawed. As it is currently structured, applications for lawful permanent residence operate according to a quota system. In other words, there is a numerical limitation to the number of individuals who can immigrate to the U.S. per year. In the employment context, no more than 140,000 visas can be issued per year for those who are sponsored for green cards via employment sponsorship.

Because the number of individuals who are applying for permanent residence based on employment sponsorship far outweighs the number of available visas per year, many employment-based preference categories, including those for skilled workers and those who hold advanced degrees and who may even possess “exceptional ability” in their field of endeavor, endure tremendous backlogs—in some cases, of more than 10 years. For example, if a citizen of India were sponsored by an employer for a professional position that required a bachelor’s degree, it would take him or her more than 10 years before they would be eligible to receive permanent residence. This is because according to the current Visa Bulletin, which is issued by the Department of State, only citizens of India whose applications for labor certification or whose 1440 petition for immigrant worker were filed on or before November 15, 2002 can complete the final stage in their application for permanent residence.

As a result of these exorbitant backlogs, the United States is faced with the substantial problem of not being able to attract or retain talented individuals who could contribute their skills and knowledge to the American workforce. Therefore, the bipartisan plan hopes to put a plan in place that would award a green card to immigrants who possess a PhD or Master’s degree in science, technology, engineering or mathematics (the STEM fields of study).

Employment verification

The third pillar of the bipartisan plan contemplates having a strong mandatory employment verification system in place that would hold employers accountable for hiring undocumented immigrants and making it more difficult for undocumented immigrants to obtain falsified documents in order to work.

Admitting new workers and protecting workers’ rights

The final prong of the proposed framework would address the economic reasons that drive many individuals to enter the United States without proper authorization, or to remain in the U.S. beyond the period of time allowed.

The plan hopes to put a plan in place that would award a green card to immigrants who possess a PhD or Master’s degree in science, technology, engineering or mathematics (the STEM fields of study).
By Toshia Miller

Women leading the way in business ownership

Women's Issues

Women-owned small businesses. The institute's projection that women small business owners will create 5 to 5.5 million new jobs across the United States by 2018 is based on a rigorous analysis of converging factors, including the faster growth rate of women-owned businesses vs. male-owned, higher college graduation rates by women vs. men, and the predicted growth of industry sectors and occupations dominated by women.

Based on the research, the need for women-focused entities or programs is essential to the continued growth of our economy. WVF provides loans and training solutions critical to the success of any organization. The training programs are geared toward guidance in business growth strategy. As technology constantly changes, businesses have to find innovative solutions to stay ahead of the competition. As a result, the WVF saw the need to provide guidance in the area of future growth for businesses and ways to enhance the value proposition and, ultimately, impact the bottom line.

According to life123.com, the importance of business growth strategies is crucial, whether for a new startup business or a mature business. By developing a strategy of business growth plans, the owner can project the important steps her business requires in order for her organization to meet critical goals and milestones. A business growth plan can cover all the aspects a business needs to change or improve in order to move forward and increase revenue. The business growth plan shown in the accompanying graphic will aid entrepreneurs in increasing revenue, and ultimately staying in business.

The WVF has identified three growth strategies to aid entrepreneurs in reaching their goals.

1. Start with the financial picture. To create a financial plan, entrepreneurs should first create a profit and loss projection.
2. Develop a business plan. Entrepreneurs will need a business plan to frame the future of their business, including the creation of a business financial management plan.
3. Implement change with help. Entrepreneurs should work with local community organizations or mentors to help them achieve their goals.

The WVF has served women for nearly 30 years and has done so for nearly three decades. They continue to grow at more than double the rate of all other small businesses.

According to American Express, between 1997 and 2012, the number of businesses in the United States increased by 37 percent, the number of women-owned firms increased by 54 percent—a rate 1½ times the national average. Indeed, the growth in the number of these firms (up 9 percent) and women-owned firms over the past 15 years exceeds the growth rates of all but the largest, publicly traded firms—topping the growth rates in number, employment, and revenue of all privately held businesses.

The business growth plan shown in the accompanying graphic will aid entrepreneurs in increasing revenue, and ultimately staying in business. The WVF guides its clients through a growth strategy plan similar to that listed in the graphic.

Maria Otero notes that one of the inequities women face in the financial realm is the lack of access to capital in comparison to their male counterparts. Moreover, their access to capital is not commensurate with their business growth. Most prime financing institutions cannot take the risk of providing financing to start-ups. Hence, the start-up cannot survive without financing. The WVF is the only lender in the entire state of New York. It is unique as a lending institution that provides free and mandatory training to aid women-owned small businesses.

The Women’s Venture Fund (WVF), a not-for-profit organization dedicated to assisting women to become successful entrepreneurs, had a vision. She formed the Women’s Venture Fund to help scalable small businesses with financing needs, especially those not able to obtain financing from prime lenders for reasons such as inadequate business credit history. Since its founding in 1996, the WVF has served more than 16,000 women with loans, advisory services, and business training. As the leader of the WVF, Otero is often asked to comment on women in business and the critical success factors essential to nurturing and developing their entrepreneurial spirit. WVF has financed 250 small businesses by providing loans in the amount of $1.6 million. For over 10 years, the WVF was the Women’s Center for the Small Business Administration, however, it is currently funded by the state of New York. It is unique as a lending institution in that it provides free and mandatory training to aid women in the growth strategy of small businesses.

In the United States, women-owned firms are growing at more than double the rate of all other firms (23 percent and 9 percent, respectively) and have done so for nearly three decades. They contribute nearly $3 trillion to the U.S. economy and are directly responsible for 23 million jobs. New data projections from Guardian Life Business Research Institute suggest that future job growth in the United States will be created primarily by women-owned small businesses. The institute’s projection that women small business owners will create 5 to 5.5 million new jobs across the United States by 2018 is based on a rigorous analysis of converging factors, including the faster growth rate of women-owned businesses vs. male-owned, higher college graduation rates by women vs. men, and the predicted growth of industry sectors and occupations dominated by women. Women’s Issues

American Express further found that, “as of 2012, it is estimated that there are over 8.3 million women-owned businesses in the United States, generating nearly $1.3 trillion in revenues and employing 7.7 million people.” Women-owned businesses are a solution for the unemployment issues facing the nation since the subprime market collapse. It is imperative that organizations like the Women’s Venture Fund are available to provide monetary resources to keep these businesses stable.


According to Oprah.com, the creation of businesses by women creates flexibility, which is essential to those who have children:

- A woman’s entrepreneurial spirit is driven by lifestyle. Flexibility and control are the top reason.
- Connection counts. Women who surround themselves with other entrepreneurs are most likely to succeed.
- It will always start with one small step. Baby steps can eventually snowball, starting small, perhaps as a side job or from home, to the high success rate.
- Moms make great entrepreneurs. Moms already have experience managing the needs of the families, why not managing a business?
- Confidence is key. Belief in one’s capabilities and that success is achievable.

According to the number of women-owned firms continues to increase, a component of their growth strategy should be aligned to creating an alliance of resources to aid in the expansion of their enterprise, additionally, there should be a strategic method for companies to expand, which is essential to the number and revenue accomplishments of women-owned and all firms by industries, that women-owned firms are exceeding overall sector growth in seven of the 13 most populous industries, and there are several industries in which women business owners are standing toe-to-toe with their competitors in terms of revenue accomplishments.
Looking Back

Almost three decades ago, we promised to provide minority firms with a plan for participating in SCA opportunities. We believed we could assist and develop MWLBEs through the basics — Business Development and Training Assistance, High School and College Internship Programs, Small Business Loan Program, Surety Bond Program, One-on-One Technical Assistance, Advanced Mentor Training and Development, and Construction and Information Technology Training. At the same time, we concluded we could increase competition and lower costs by enlarging the pool of qualified MWLBE firms capable of bidding on prime contractor work.

The expansion of the Mentor Program put our belief into practice. To participate in the Mentor Program firms must have one year of operating experience, contractual obligations in excess of $25,000 on two or more projects, and certification by the SCA as an MWLBE firm. Since the program’s inception, hundreds of firms have successfully graduated from the four-year Mentor Program and now participate on large-scale projects in the SCA’s Capital Improvement Program. We did it while remaining committed to providing real opportunities for MWLBEs to do business with the SCA.

Q: How did we achieve such a high level of participation?

Lorraine Grillo, the President and CEO of the SCA said, “To build a program like this takes hard work, partnerships and time. Our Business Development staff is regularly out in the business community answering questions, presenting at networking events, and recruiting the best of the best.”

Moving Forward

None of these changes were easy—but we continually strive to overcome obstacles confronting us to assure the Mentor Program succeeds. “When you have chosen to embrace the new and never done before, you must have accepted the inherent bumps in the road.” Working with our partners, we constantly shift the balance so that we can move the Program forward. The result is a fundamentally different MWLBE Program than existed even 10 years ago. We are delivering historic results despite an economic downturn. We have led the way among City contracting agencies through training and assistance, by providing access to bonding and contract opportunities, and continually improving SCA operations.

The fact that we entered 2013 on such a high note is a testament to this unique organization and its remarkable group of people. We are confident that this year will be our very best.
Clean Technology and SMEs

By Fritz-Earle S. McLymont

Part 1 of a two-part series on Clean Technology

Recognizing the importance of clean technologies to our daily lives and the environment, the National Minority Business Council (NMBC) is proactive in promoting the values and opportunities in the Clean Technology industry. Representing the interests of Small Medium Enterprises (SMEs), we must continue to pay attention to developments in the emerging and important Cleantech sector. While there is no standard definition of “clean technology,” it has been described by Clean Edge, a clean technology research firm, as “a diverse range of products, services, and processes that harness renewable materials and energy sources, dramatically reduce the use of natural resources, and cut or eliminate emissions and wastes.” It notes that “clean technologies are competitive with, if not superior to, their conventional counterparts.”

The National Minority Business Council (NMBC), a New York-based director of NMBC's Global Energy Book Review

Published an invitation to speak with President Barack Obama about the state of small businesses, he was excited to share his experience, passion and vision for entrepreneurship. When the invitation was rescinded because the guest list needed to be “trimmed,” the disappointment gave way to renewed energy, encouraged people to keep on the path and “subsequent plan of action that he transformed into this book.

After learning that according to the U.S. Department of Commerce, for every 100 pennies generated from Gross Domestic Product (GDP), almost 60 cents come from small businesses, Robinson had not only his title, but also serious questions about the way small businesses were viewed by both the government and big businesses, especially during the recent recession. The giants got tax credits, and “green jobs,” and promised to make this a priority of the Obama administration.

In contrast, the Small Business Jobs Act of 2010, in his mind, did little to help the small businesses that still standing after far too many had already gone under. Tax, bank loans were not attainable due the SBA’s misunderstanding of the recession. The giants got tax credits, and “green jobs,” and promised to make this a priority of the Obama administration. Robinson believes that the focus should be on small business because it is the backbone of the American economy.

In Part II, Fritz-Earle McLymont will specifically discuss the ways clean technology can benefit SMEs and what they should do to take advantage of the opportunities.

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NMBC graduates inaugural class of Executive Management Program

Corporate sponsors and students sought for fall 2013 semester

After a year of planning and outreach, the first Executive Management Program (EMP) for minority and women business enterprises (MWBEs) sponsored by the National Minority Business Council (www.nmbc.org), was held during the last two weeks of January 2013. Developed in conjunction with Monroe College and BNY Mellon, the program received high marks from participants for its content, level of instruction, practical workplace applications, and networking opportunities.

Each participant attended on scholarship sponsored by corporate underwriters American Express, BNY Mellon, Ernst & Young LLP L3 Communications Corporation, National Grid and SHI International Corp. New corporate scholarship sponsors, as well as MWBE business owners, as students, are now being solicited for a fall 2013 SEMP.

“The primary incentive for corporations to provide scholarships is to develop and support their own supplier diversity vendor resources,” explained William H. Drewes, Esq., Program Administrator. “Companies interested in networking and sponsoring participants for the fall semester should contact NMBC now because we purposefully keep the class size small in order to foster an interactive learning environment and to build a supportive group of new contacts for the program’s participants.”

The fall semester will follow the inaugural series’ model of presenting comprehensive lectures by working professionals. Topics covered were international trade, developing business plans, debt management, social media, short- and long-term investments, sales and marketing, and other topics needed to compete in a global economy.

Participant Michael Darden, founder of New York-based Perfect Pitch Media Relations, was sponsored by BNY Mellon. Darden described the five-day immersion program as “the short-term MBA program around.” His classmate, Peggy McMahon, added that “the presentations on sales were so content-rich that I couldn’t take notes fast enough.” A principal of Newark, NJ-based Consultant 2Go, which provides marketing and analytic specialists on an interim and outsourced basis, she said she has already begun implementing several of the matrix she learned for mastering Salesforce, a leading enterprise cloud computing CRM that her organization already utilizes. “I’m very grateful to American Express for sponsoring me,” she added.

“This was a new initiative for NMBC which has dedicated itself to the needs and goals of primarily minority and women-owned businesses for more than 40 years,” said John F. Robinson, president and CEO of NMBC. “While it was modeled after similar programs offered by major educational institutions, the uniqueness of the NMBC Executive Management Program is that it is 100 percent scholarship-sponsored by large corporations that recognize the important role that small businesses provide their organizations. It is also the only program of its kind in the New York area.”

Ernst & Young sponsored Kevin Neil, founder of Neil’s Café in New Rochelle, NY. He described participants’ description of the program as a “mini MBA,” as well as a new networking opportunity. “Through my dashboard on market-making tools for building worldwide exposure for my restaurant’s unique Caribbean cuisine,” Media relations executive Michael Darden, added, “One especially important tip I learned is that I have to make sure that I am working not just in my business, but on my business. I need to be creating more strategies for growth.”

Companies interested in becoming a corporate sponsor and prospective students should call NMBC at 212-693-5050 and ask for John Robinson.

In 2003, NMBC President and CEO John Robinson hired his first TEAK Fellowship intern. A decade later, NMBC has hosted a total of nine internships for high school students who have gone on to attend top colleges including Cornell University, Franklin & Marshall College, Hamilton College, Muhlenberg College, and Princeton University.

The TEAK Fellowship helps talented New York City students from low-income families gain admission to and succeed at top high schools and colleges. Along with academic support, TEAK provides leadership training, exposure to the arts and outdoors, mentoring, career experience, and assistance with the high school and college application processes.

“NMBC was one of the earliest supporters of TEAK’s internship program,” said Lynn D. Serensen, executive director of TEAK. “We are grateful that John Robinson took a leap of faith by employing a high school student for the 2003 summer, and so incredibly proud that the success of that first TEAK placement led to a decade-long partnership.”

With an overall acceptance rate of 87 percent in the sixth grade, TEAK’s formula for college access and success encompasses four core elements that expose students to the full educational landscape and helps them build a long-term foundation of knowledge, skills, experiences, and networks.

Academics – A rigorous curriculum to help close gaps in instruction and prepare students for advancement in high school and college.

Guidance – Helping students gain admission to selective high schools and colleges, secure the necessary financial aid to meet a family’s needs, and successfully navigate their educational opportunities in order to graduate from college in five years or fewer.

Professional Development – Programs, starting as early as 10th grade, to highlight the comprehensive skills required for success in both the classroom and the workplace, and to pave the road for meaningful post-grad career tracks.

Personal Development – Diverse opportunities for students to develop as leaders and civic-minded individuals.

In its 15 year history, TEAK can proudly report:

• 100 percent of fellows earned admission to one or more academically selective high schools, earning $55 million in financial aid for high school.

• 100 percent of students who completed a semester of academic support graduated from high school and were accepted at one or more colleges and universities, where they earned $26 million in financial aid.

• 100 percent of TEAK students have matriculated to four-year colleges, 87 percent of whom entered top tier national universities and liberal arts colleges, as ranked by U.S. News & World Report, including 22 percent to the Ivy League.

• 86 percent of TEAK alumni are graduating from college in five years or fewer.

• TEAK’s college graduates include a Fulbright Scholar, a White House intern, an medical doctor, a pharmacist, five medical students, four engineers, four law students, four teachers, and a biochemistry PhD candidate. Thirty percent have earned or are pursuing graduate degrees.

• TEAK earned a 4-Star rating on Charity Navigator, the evaluation site’s highest ranking for financial management.

Ways to support TEAK, a 501(c) (3) organization:

• Contribute by contacting Morgan Porzio at 212.288.6678 x7 or mporzio@teakfellowship.org or visit http://www.teakfellowship.org/support.

• Hire a high school or college student through TEAK’s Professional Advancement Programs.

Contact Brooke Kienle at 212.288.6678 x120 or bkienle@teakfellowship.org.

• Volunteer for the Mentor Program.

Contact Dan Bedford at 212.288.6678 x12 or dbbedford@teakfellowship.org.
NYC Bill 911-A
increases minority, women participation

Overview of 911-A Bill

Introductory Number 911-A will help to increase the number of certified M/WBEs that are able to do business with the City of New York. After adding the Introductory Number 911-A, the bill removes the $1 million cap on contracts. By removing the cap, the city can increase the number of contracts covered by the M/WBE programs. Introductory 911-A makes it easier to be certified as an M/WBE. The addition to Local Law 129, it increased the overall value of contracts from $400 million to $2.2 billion dollars, allowing M/WBEs to compete for higher dollar contracts. Section 6-129 of the administrative code of the city of New York amended by Local Law 6, expands participation by minority, women owned and emerging businesses in the city procurement process. Expanding contract opportunities for M/WBEs and focusing on results will not only improve the opportunities for M/WBEs, but will also benefit taxpayers with better quality goods and services at lower prices. The new bill will also help business owners find mentors and secure loans and bonds.

Agencies’ Power and Duties:

• To increase participation in minority and women owned businesses.
• Conduct and facilitate technical and education- al programs towards the M/WBEs.
• To periodically review provisions of local law for the identification, recruitment, certification and participation in city procurement of minority and women owned businesses.
• To establish a centralized program for the certification of minority owned, women owned and emerging businesses.
• Making sure companies claiming disadvantage to this section have a net worth of less than $1 million dollars.
• To determine the certification of minority owned business and women owned businesses.
• To assist and direct the effort in increasing participation by minority, women owned an emerging businesses.

The new bill also creates an improved online directory of M/WBEs, which makes it easier for small businesses to connect with the community. This program will help increase the number of contracts given to the M/WBEs. The bill makes it easier to become an M/WBE just by submitting a single application and required financial documents statements. Next is certification by the city, state and school construction authority, which is the final step in the certification process. The 911-A bill becomes law as of July 1, 2013. Below are charts showing the changes in percentage after the introductory 911-A bill goes into effect.

### Table: Standard Service contract [Under one million dollars]

<table>
<thead>
<tr>
<th>Race / Gender group</th>
<th>Category Participation goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black Americans</td>
<td>9.23% [12] of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Asian Americans</td>
<td>3% of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Hispanic Americans</td>
<td>5.14% [6] of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Women</td>
<td>10.45% [10] of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Emerging</td>
<td>6% of total annual agency expenditures on such contracts</td>
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### Table: Goods Contract [Under a million dollars]

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<thead>
<tr>
<th>Race / Gender group</th>
<th>Category Participation goal:</th>
</tr>
</thead>
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<tr>
<td>Black Americans</td>
<td>7.47% [7] of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Asian Americans</td>
<td>8% of total annual agency expenditures on such contracts</td>
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<tr>
<td>Hispanic Americans</td>
<td>5% of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Women</td>
<td>25% of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Emerging</td>
<td>6% of total annual agency expenditures on such contracts</td>
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**BlackBerry 10 platform**

launches on two new smartphones

Blackberry recently launched BlackBerry 10, the re-designed, re-engineered, and re-invented BlackBerry platform that creates a new and unique mobile computing experience. Available on two new LTE-enabled smartphones, the BlackBerry Z10 (all-touch) and BlackBerry Q10 (touch with physical keyboard), it offers a faster, smarter and smoother experience than any previous Blackberry.

**Features include:**

- **The BlackBerry Hub**, provides a single place to manage all conversations including personal or work email, BBM (Blackberry® Messenger), messages, social media updates or notifications.
- A keyboard that learns what words you use and how you use them, then offers them up to you so you can type faster and more accurately.
- **Blackberry Flow**, which enables features and apps to flow seamlessly together. It allows the user to tap on an article listed for reading and immediately see their latest tweet or LinkedIn profile. By tapping the thumbnail of a picture the user can launch the Picture editor and quickly apply a transformation or filter, then instantly share it with contacts.
- **BBM**, which allows the user to share things in an instant using voice calling and video chat, and introduces the ability of share the screen with another BlackBerry 10 contact.
- **Time Shift**, a camera feature, allows the capture of a group shot where everyone is smiling with their eyes wide open. Story Maker, which brings together a collection of photos and videos, along with music and effects, produces an HD movie that can be instantly shared.
- **Blackberry 10 browser** sets the industry benchmark for HTML5 support on smartphones. Scrolling or zooming is fluid and responsive. Supporting multiple tabs, it lets users browse sites privately, includes a reader mode, and integrates with the platform for easily shared content.
- **Blackberry Remember** combines memos and tasks into a single experience, managing information around projects or ideas, using content such as websites, emails, photos and documents. Like a To-Do list, it allows the user to create tasks, assign due dates, and track progress. Syncs Evernote workbooks as well.

The BlackBerryWorld™ storefront now includes 70,000 BlackBerry 10 apps as well as music and video catalogues with most movies available the same day they are released on DVD. In addition, Facebook, Twitter, LinkedIn and Foursquare apps for Blackberry 10 are pre-installed, and Blackberry 10 customers will have access to leading applications from providers including Disney, Cisco, Foursquare, Skype and Rovio.

For more information about the new BlackBerry Z10 and BlackBerry Q10 smartphones powered by BlackBerry 10, visit www.blackberry.com/blackberry10.

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**Standard Service contract [Under one million dollars]**

<table>
<thead>
<tr>
<th>Race / Gender group</th>
<th>Category Participation goal:</th>
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<tbody>
<tr>
<td>Black Americans</td>
<td>9.23% [12] of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Asian Americans</td>
<td>3% of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Hispanic Americans</td>
<td>5.14% [6] of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Women</td>
<td>10.45% [10] of total annual agency expenditures on such contracts</td>
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<tr>
<td>Emerging</td>
<td>6% of total annual agency expenditures on such contracts</td>
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**Goods Contract [Under a million dollars]**

<table>
<thead>
<tr>
<th>Race / Gender group</th>
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<tbody>
<tr>
<td>Black Americans</td>
<td>7.47% [7] of total annual agency expenditures on such contracts</td>
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<tr>
<td>Asian Americans</td>
<td>8% of total annual agency expenditures on such contracts</td>
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<tr>
<td>Hispanic Americans</td>
<td>5% of total annual agency expenditures on such contracts</td>
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<tr>
<td>Women</td>
<td>25% of total annual agency expenditures on such contracts</td>
</tr>
<tr>
<td>Emerging</td>
<td>6% of total annual agency expenditures on such contracts</td>
</tr>
</tbody>
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**Overview of BlackBerry 10**

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For more information about the new BlackBerry Z10 and BlackBerry Q10 smartphones powered by BlackBerry 10, visit www.blackberry.com/blackberry10.
PURPOSE
The National Minority Business Council, Inc. (NMBC), a not-for-profit 501 (c)(3) corporation, was founded in December 1972. The primary purpose of the organization is to enhance the success and profitability of the small business community through the provision of high-quality services, programs, advocacy and networking support. The secondary purpose is to act as an information clearinghouse for the women- and minority-owned business enterprise (MWBE) community.

SERVICES
The NMBC is an umbrella organization that encompasses hundreds of small businesses located nationally and internationally. Given the various levels of managerial expertise among the membership, the NMBC strives to develop programs that are suited to the needs of the novice as well as the seasoned entrepreneur. Current services include: an Annual NMBC Vendor Directory, an Annual Corporate Purchasing Directory, Purchasing Exchanges, a Procurement Bulletin Service, the International Trade Program, the Export Management Training Program, the Electronic Data Interchange (EDI) and Electronic Commerce (EC) Training Program, the Mentorship Management Training Program, and the NMBC Business Report Newsletter and Cable Television Show. In addition, the NMBC sponsors networking gatherings to help members learn from each other and gain business leads.

GOVERNANCE
The NMBC is governed by an 11-member elected Board of Directors. To ensure that the NMBC’s governing policies are in line with the needs of the MWBE community, only members are eligible for election to the Board of Directors. The officers of the Board are: Chairman, Vice Chairman, Secretary, Treasurer, President and CEO.

ACCOMPLISHMENTS
The NMBC’s ability to be effective is strengthened by its history of strong program initiatives, the active participation of its membership and its relentless pursuit of opportunities for its members. It has gained the respect and support of the corporate community by offering its members management expertise and entrepreneurial opportunities they desperately need to develop viable businesses.

For more detailed information about NMBC initiatives, please call the NMBC at (212) 639-5050 or visit our Websites: www.nmbc.org.

SUPPORT
The NMBC is a private sector initiative funded by membership dues and contributions from foundations and major corporations. The Annual Business Awards Luncheon is the NMBC’s principal fund-raising event. Each year NMBC supporters and friends gather to acknowledge the efforts of both large corporations and small, minority and women-owned businesses. Corporations are acknowledged for their development of effective minority business development programs, while small, minority and women-owned businesses are recognized for their sales productivity.

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NMBC MEMBERSHIP APPLICATION
Annual Membership Fee: $385.00

DO NOT COMPLETE THIS APPLICATION IF YOUR COMPANY IS LESS THAN 51% MINORITY OWNED/OWNING A PERMANENT RESIDENT OF THE UNITED STATES WHO IS: AFRICAN AMERICAN, ASIAN AMERICAN, AMERICAN INDIAN, Eskimo OR HAAKON JEW OR WOMAN-OWNED BUSINESS OR VETERAN-OWNED BUSINESS.

Legal Name of Company:
Address:
City: State: Zip:
President/CEO: Ms. Mr.
Additional Contact Person: Ms. Mr.
Phone:
Fax:
Email:
Website URL:
Ethnic Group: ☐ African American ☐ Hispanic American ☐ Asian American ☐ American Indian ☐ Eskimo ☐ Native American ☐ Veteran Owned Business ☐ Other
Is this a Women-Owned Business? ☐ Yes ☐ No
Percent of Minority Ownership: ☐% Percent of Woman Ownership: ☐%
Company Type of Ownership: ☐ Sole Proprietorship ☐ Partnership ☐ Corporation
Year Company Established: Estimated Annual Sales for Last Year:
Number of Employees: Main Industry:
Business Type: ☐ Service ☐ Manufacturer ☐ Wholesaler ☐ Distributor ☐ Construction ☐ Retail
Federal Taxpayer ID. #:
Key Products/Services:

Our major business comes from: ☐ Federal Government ☐ City Agencies ☐ State Agencies ☐ Private Sector
Service Area: ☐ Local ☐ Regional ☐ National ☐ International
Business Description:

Please Sign: Date:

Referral By: Company:

Please return completed application along with payment to the address below. Note: this amount is fully tax-deductible.

Diversity paints our world.

We value diversity in the workplace and in the marketplace. In building an increasingly diverse supplier pool, we are able to work toward our goal of offering priority suppliers real procurement opportunities as they arise.

To learn more about BNY Mellon’s Supplier Development Program, visit www.bnymellon.com/suppliers.