M/WBE Certification Bootcamp Closing event

WELCOME

By: Jacqueline R. Franco
NYS Certified Business Advisor - SBDC Stony Brook
Bernie Ryba
MBA, CPA
SBDC Stony Brook
Regional Director
Thank you!

To our sponsor Bank of America for your generous contribution.

With your help we have achieved our goal of providing Hispanic small business owners with information, guidance, network, ideas, and training to learn how to grow their business through M/WBE contracts.
Marc Perez
Long Island President
Bank of America
VIDEOS HERE: https://www.stonybrook.edu/commcms/sbdc/en-espanol/Entrenamientos

HOW TO GET M/WBE CERTIFICATIONS

- Long Island – Business Opportunities
  ✓ Brookhaven National Laboratory
  ✓ Supply Chain Development
  ✓ Stony Brook University

- Description of federal, NYS, NYC, and local certifications
- How to get each certification
- How to make a profesional Capability statement

HOW TO GET CONTRACTS AS M/WBE

- Bid Opportunities Day
  ✓ Stony Brook University Bid Opportunities and how to get them
  ✓ How to get contracts in Nassau County Hot bids
  ✓ SBTRC: Federal, state, and local bids in transportación.

- Access to capital – La Fuerza CDC
- SBA’s Programs
- Financial Management - Tips

PROGRAM SUMMARY

- Opeining
- Statistics
- WBE Success story

- Learning about RFP, RPO, RFI, IFB, LOI, and OP
- How to bid step by step
- How to write an effective and winning proposal

Jacqueline R Franco
Stony Brook University/ SBDC
Our outstanding results!

8 singular presentations
11 amazing speakers – Key partners
Over 500 registered people
Over 250 attendees
Intense counseling – Average 4 people per day
Around 30 started certification process – Getting ready
NYS DBE and MBE received!!!!!
Thank you!

To our special guests for your participation and support:

Legislator Samuel Gonzalez
Olga El Sehami, Director Suffolk County HR
Amani Hosein, Legislative Aide-Town of Brookhaven
Angel Rivera, Outreach Director – Phil Boyle NYS Senate
Jonathan Kornreich, Councilmember Town of Brookhaven
Luis Vasquez, President LIHCC
Luis Lino, President PACCLI
Thank you!
To all our speakers for the wonderful presentations
Katherine Cortavarria
President
Manantial Cleaning Services, Inc.
Certified M/WBE in NYS, NYC, PANYNJ, Suffolk and Nassau County.
Robert J. Piechota

Long Island Branch Office Manager-SBA NY
District Office
U.S. Small Business Administration
Maria J. Bracco
MWBE & SDVOB Program Coordinator
Stony Brook University Procurement Dept.
Mary Rogers
Small Business Liaison
Procurement and Property Management Division
Brookhaven National Laboratory
Ross Gould
Vice President for Supply Chain Development
The Business Network for Offshore Wind
New York Office
Grace Ioannidis
Director Suffolk County Executive’s Office of Women’s Services
Suffolk County Minority-Women Owned Business Enterprise, Executive Analyst
Suffolk County Wide Language Access Coordinator
Suffolk County Executive’s Task Force to Prevent Family Violence, Co-Chair
Human Trafficking Sub-Committee, Chair
Giovana Bracchi
Executive Director
La Fuerza CDC
A Community Development Financial Institution
Samuel Ballena, Jr.
Outreach & Marketing Specialist
SBA Long Island Branch Office
Herb Flores
Director Nassau County
Office of Hispanic Affairs
Melissa R. Figueroa
Deputy Director Nassau County
Office of Minority Affairs
Lizbeth Rodriguez
Northeast Region Director
Small Business Transportation Resource Center
Office of Small and Disadvantaged Business Utilization
Donignon Soro
Business Development Unit
Division of Minority and Women’s Business Development
Empire State Development

For your guidance and support in getting certified
Thank you!

For your help throughout the entire program:

Martha M. Stansbury  |  Center Administrator, SBDC Stony Brook
Clifford Chandler Jr. |  Business Assistant, SBDC Stony Brook
Marvin Vasquez |  Digital Marketing Director, Multimarketing USA
THANK YOU ALL

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