Discretionary Spending
Small Business Development Center,
University at Albany
October 19, 2021

AGENDA

DISCRETIONARY SPENDING OVERVIEW
CAPABILITY STATEMENTS
FINDING OPPORTUNITIES
### Discretionary Spending

<table>
<thead>
<tr>
<th>General</th>
<th>MWBE</th>
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<tbody>
<tr>
<td>NYS Agencies - $50,000</td>
<td>Current $200,000</td>
</tr>
<tr>
<td>OGS Specific Contracts - $85,000</td>
<td>2020 - $500,000</td>
</tr>
<tr>
<td>SUNY - $125,000</td>
<td></td>
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</tbody>
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- **Preferred Sources**
  - Corcraft
  - NYSFSP
  - NYSSD

- **OGS Contracts**
  - Commodities
  - Services
  - Technology

- **Agency Contracts**
  - Specific to the agency

- **Discretionary Spending**
  - Open bidding process
Where do you fit?

Prime
Sub-Contractor
In-Direct
Private

Capability Statements
Finding Opportunities

- Networking
- Events
- Bid Identification
- Partnering

NYS Contract Reporter

https://www.nyscr.ny.gov/
Networking

Industry Associations

Online Meet-Ups

Private Certification Organizations

Events

NYS MWBE Forum - December
Watertown Matchmaker and Expo - March
Buffalo Matchmaker and Expo - May
Empire State Development Regional Events

Contract Reporter Events - https://www.nyscr.ny.gov/eventsList.cfm
OGS Bid Calendar - https://ogs.ny.gov/procurement/bid-opportunities
OGS Events - https://ogs.ny.gov/upcoming-events