



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

HOW TO GET M/WBE CERTIFICATIONS

Long Island – Business Opportunities

- ✓ Brookhaven National Laboratory
- ✓ Supply Chain Development
- ✓ Stony Brook University



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.



PROGRAM SUMMARY

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

- ✓ Opening
- ✓ Statistics
- ✓ WBE Success story

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

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

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

Jacqueline R. Franco
NYS Certified Business Advisor
Specializing in Marketing and Hispanic Market
Jacqueline.franco@stonybrook.edu
631 632 3252

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