

# 2022

## VIRTUAL BUSINESS

# MATCHMAKING

# EXPO

## PUBLICATION

Grow Your Business with One of New York  
State's Largest Virtual Procurement Events for  
Supplier Diversity

THURSDAY,  
DECEMBER 8, 2022

PRESENTED BY



## MESSAGE FROM OUR PRESIDENT NEW MILLENNIUM DEVELOPMENT SERVICES



Dr. Andy C. Lewter, President  
New Millennium Development Services  
414 South Service Road, Suite 117  
Patchogue, NY 11772

Thursday, December 8, 2022

Hello Friends,

On the behalf of the New Millennium Development Services, I am anxious to welcome you to the 2022 Business Matchmaking Expo. For several years our company produced an annual in-person event that attracted hundreds of people to our selected venue across Long Island. And then the pandemic hit and we were forced to reconsider what we were doing. After retreating from the public for two years, we decided to return to our annual event but with a focus on it being virtual rather than in-person.

Let me give a shout out to our Executive Director, Tonya Lewter Gordon, who has done a wonderful job pulling this event together as we return to the marketplace. To make this change from the to an experience we have partnered with some incredible people. So let me thank Luis Cuneo and his staff for taking this event to the next level.

I also want to thank our public officials for their continued support and most importantly I want to thank you because without you we would not have a program to make available. So my friends, enjoy this day and make it all that you need it to be to impact your business and bottom line.

Thank You for Being Here,

*Andy C. Lewter*

**Dr. Andy C. Lewter**  
New Millennium Development Services

ACL/tw

414 South Service Road, Suite # 117, Patchogue, N.Y. 11772  
Telephone (631) 655-3280 \* Email: [tiewter@newmillenniumdevelopment.com](mailto:tiewter@newmillenniumdevelopment.com)

NEW MILLENNIUM DEVELOPMENT SERVICES, INC.

## LETTER FROM EXECUTIVE DIRECTOR TONYA LEWTER-GORDON



**A MESSAGE FROM OUR EXECUTIVE DIRECTOR  
TONYA LEWTER-GORDON  
NEW MILLENNIUM DEVELOPMENT SERVICES, INC.**

December 8, 2022

Greetings to all attending the 2022 Virtual Business Matchmaking Expo for Supplier Diversity. It has been a pleasure working with all of you !

This year we are excited about the KUE App Powered by Mojavia which is provided at this event. This unique state-of-the-art technology will greatly enhance the engagement experience of all attendees. I encourage you to take advantage of this great opportunity.

The 2022 Business Matchmaking Expo is an ideal forum that supports the NYS Contract of Goals of MWBE 30% and SDVOB 6% along with other certifications such as DBE & HUD Section 3. New Millennium continues to support NYS, NYC, and Regional Businesses through Economic Development.

I would like to thank the expo's staff, strategic partners, sponsors for continued support in making this event a phenomenal success.

New Millennium greatly appreciates the support of Speaker of the Senate Charles Schumer, Senator Kirsten Gillibrand, Attorney General Letitia James, Nassau County Executive Eric Blakeman, Suffolk County Executive Steve Bellone and Town of Babylon Supervisor Rich Schafer.

Also, special acknowledgement to President Dr. Andy C. Lewter for your continued great leadership.

Sincerely,  
*Tonya Lewter-Gordon*  
Tonya Lewter-Gordon  
New Millennium Development Services, Inc.

414 South Service Road, Suite # 117, Patchogue, N.Y. 11772  
Telephone (631) 655-3280 \* Email: [tlewter@newmillenniumdevelopment.com](mailto:tlewter@newmillenniumdevelopment.com)

NEW MILLENNIUM DEVELOPMENT SERVICES, INC.

## LETTER FROM ATTORNEY GENERAL LETITIA JAMES



STATE OF NEW YORK  
OFFICE OF THE ATTORNEY GENERAL

LETITIA JAMES  
ATTORNEY GENERAL

EXECUTIVE OFFICE

December 8, 2022

New Millennium Development Services  
414 South Service Rd  
Suite 117  
Patchogue, NY 11772

Dear Friends:

It is my pleasure to extend a warm welcome to all who have gathered for the 2022 Virtual Business Matchmaking Expo for Supplier Diversity hosted by the New Millennium Development Services. By being part of this special event, you are helping to further this distinguished organization's crucial mission.

Since its founding, New Millennium Development Services has worked tirelessly to create affordable housing for income eligible individuals and families. By helping to increase the number of developed properties within Nassau County, New Millennium Development Services hopes to restore them for productive use and create value within their communities. From combatting community deterioration to neighborhood stabilization, New Millennium Development Services is dedicated to preserving the development of vacant land and existing housing stock. I commend this important work.

Once again, congratulations on this year's Expo. I am sure it will be a most enjoyable occasion. I wish New Millennium Development Services much continued success in the future.

Warmest regards.

Sincerely,

A handwritten signature in blue ink that reads 'Letitia James'.

LETITIA JAMES



## LETTER FROM SENATOR CHARLES SCHUMER



CHARLES E. SCHUMER  
NEW YORK

Majority Leader

### United States Senate

WASHINGTON, DC 20510-3203  
December 8<sup>th</sup>, 2022

Dear Friends at the Business Matchmaking Expo,

I hope this letter finds you well as we gather for this day marked for community, opportunity, and success. It is truly an honor to address some of New York's most promising and ambitious enterprises.

The 2022 Virtual Business Matchmaking Expo creates a setting where small business owners can easily reach out and form connections with potential investors from the public & private sectors. While the event's function seems simple enough, words cannot explain how valuable this is to the brilliant entrepreneur on the verge of materializing their visions into reality. This deed represents the honorable mission of New Millennium Development Services Inc. The non-profit organization aims to promote diversity within all realms of our burgeoning economy. The Expo does just that, ensuring that the future of American business is as inclusive and nuanced as our population as a whole.

Further, I thank the sponsors, partners, and exhibitors who made this event possible. To be amongst Fortune 500 companies, major corporations, dedicated non-profits, and government agencies give me the comfort of knowing our business community is in excellent company. Additionally, it is beautiful that the Expo event allows all the exhibitors to brand their businesses and advertise their services to eager customers.

The 2022 Virtual Business Matchmaking Expo reflects New Yorkers' dearest values. It helps us become the equitable society we all dream of. By encouraging networking, providing critical educational workshops, and many more, this event will surely be an overwhelmingly positive experience for all participants. I wish the best for all of America's present and future business leaders.

Sincerely,

A handwritten signature of Charles E. Schumer in blue ink. The signature is cursive and reads "Charles Schumer".

Charles E. Schumer  
United States Senator

## LETTER FROM SENATOR KIRSTEN GILLIBRAND



KIRSTEN GILLIBRAND  
NEW YORK



UNITED STATES SENATOR

December 8, 2022

Dear Friends,

It is a privilege to greet everyone attending New Millennium's 2022 NYS Virtual Business Matchmaking Expo.

The 2022 Business Matchmaking Expo for Supplier Diversity brings together certified suppliers and small businesses with public and private sector buyers. This virtual networking forum allows buyers to share their procurement opportunities and small businesses to discuss their products and services. This event helps position buyers to meet and exceed their supplier diversity goals, further representing their corporate citizenship, and also assists small and certified businesses to increase their financial bottom lines by networking with potential new customers.

New Millennium has been a consistent source of inspiration and has worked tirelessly to provide affordable housing for residents of New York State. I am grateful to organizations like New Millennium which remind us of the countless contributions made to ensure New Yorkers have affordable homes. These efforts exemplify the positive contributions an organization can make to their profession, community, and country.

Please accept my best wishes for an outstanding event and many more years of continued success. It is truly an honor to support such an impactful event.

Sincerely,

A handwritten signature in blue ink that reads "Kirsten Gillibrand".

Kirsten Gillibrand  
United States Senator

NOT PRINTED AT GOVERNMENT EXPENSE

## LETTER FROM NASSAU COUNTY EXECUTIVE BRUCE BLAKEMAN



Office of the County Executive  
1550 Franklin Avenue  
Mineola, New York 11501



*December 8, 2022*

*Dear Friends,*

*Please accept my best wishes as you gather today virtually for a most important cause. Today's virtual gathering, the 2022 Business Matchmaking Expo for Supplier Diversity, organized and arranged by New Millennium Development Services provides an excellent networking opportunity for Nassau County Vendors and Contractors. The expo will feature Certified & Small Businesses including MWBE/DBE, and SDVOB Initiatives, and Contract Decision-Makers. The goal of the expo is to increase supplier diversity.*

*It will help revitalize the business economy, enhance job creation, and positively impact both MWBE/DBE and SDVOBs and HUD Section 3 goals. Small Business will be connected to buyers from Governmental Agencies, Major Corporations, and Non-Profits.*

*It is my fervent hope that all parties gathered here today fulfill their goals and accomplish their missions, as that will benefit the both the business community and general constituents of Nassau County, and in a greater sense, the residents of Long Island and New York State.*

*Sincerely,*

A handwritten signature in blue ink that reads "B. Blakeman".

*Bruce A. Blakeman*

## LETTER FROM SUFFOLK COUNTY EXECUTIVE STEVE BELLONE



### COUNTY OF SUFFOLK



### OFFICE OF THE COUNTY EXECUTIVE

**Steven Bellone**  
COUNTY EXECUTIVE

December 8, 2022

Dear Friends,

It is my pleasure to welcome you to the 2022 Virtual Business Matchmaking Expo!

I'd like to start off by congratulating New Millennium Development Services for coordinating such a successful event. Since 1997, they have grown to be an extraordinary organization and I look forward to our continued partnership.

New Millennium Development holds this annual event promoting economic development by serving the business community. Their mission to work within Long Island to help lift new and existing entrepreneurs grow their businesses is evident in their consistent ability to provide opportunities for success. Ultimately, the connections and networking forged through this forum benefits our County and the entire Long Island region.

Suffolk County is proud to have such an incredible partner in the New Millennium Development Services, Inc. Congratulations to President Dr. Andy C. Lewter and Executive Director Tonya Lewter-Gordon on another exciting year. I thank everyone in attendance for invigorating the business community.

Enjoy the festivities!

Sincerely,

STEVEN BELLONE  
Suffolk County Executive

LOCATION:  
H. LEE DENNISON BUILDING, 12<sup>th</sup> FLOOR  
100 VETERANS MEMORIAL HIGHWAY

MAILING ADDRESS:  
P.O. BOX 6100  
HAUPPAUGE, NY 11788-0099

OFFICE (631) 853-4000  
FAX (631) 853-4818



# LETTER FROM TOWN OF BABYLON SUPERVISOR RICH SCHAFFER



## Town of Babylon

200 E. Sunrise Highway  
Lindenhurst, New York, 11757  
(631) 957-3000



**RICH SCHAFFER**  
SUPERVISOR

The Babylon Town Board and I are honored to welcome you to the 2022 Business Matchmaking Expo for Supplier Diversity.

This virtual networking forum will give buyers an opportunity to share their procurement opportunities and small businesses to discuss their products and services.

The goal and objective of this event is to help position buyers to meet and exceed their supplier diversity goals which further represents their corporate citizenship.

The Town of Babylon is participating in the expo based on some of the work we have done through our Industrial Development Agency to promote diversity in our bidding and contract process.

The Town has targeted federal COVID relief funds to minority owned businesses to advance their efforts to recover from the pandemic and expand opportunities for growth.

This expo will go a long way in helping to revitalize our business economy and enhance job creation. We are incredibly grateful to New Millennium Development Services for organizing this important event.

Sincerely,

Rich Schaffer  
Town of Babylon Town Supervisor

**Antonio A. Martinez**  
Councilman  
Deputy Supervisor

**DuWayne Gregory**  
Councilman

**Terence F. McSweeney**  
Councilman

**Anthony N. Manetta**  
Councilman

**Jennifer C. Montiglio**  
Receiver of Taxes

**Geraldine Compitello**  
Town Clerk

An Equal Opportunity / Affirmative Action Employer

# 2022 VIRTUAL BUSINESS MATCHMAKING EXPO

## AGENDA

- |                 |   |   |
|-----------------|---|---|
| <b>10:00 am</b> | : | <b>Welcome Remarks from President Dr. Andy C. Lewter</b>  |
| <b>10:05 am</b> | : | Video and Voice Over Introductions  |
|                 | : | Executive Director Tonya Lewter-Gordon  |
|                 | : | Nassau County Executive Bruce Blakeman  |
|                 | : | Town of Babylon Rich Schafer  |
|                 | : | Attorney General Letitia James  |
|                 | : | Speaker of the Senate Charles Schumer   |
|                 | : | Senator Kristen Gillibrand  |
|                 | : | Suffolk County Executive Steve Bellone  |
| <b>11:00 am</b> | : | <b>Introduction of Exhibitors (2 minutes)</b>   |
| <b>11:45 am</b> | : | Project Manager Luis Cuneo, Reviews Virtual Matchmaking Process   |
| <b>11:50 am</b> | : | <b>Launch Breakout Rooms</b>  |
| <b>12:00 pm</b> | : | Attendees Visit Breakout Rooms<br>(attendees are free to enter any room)<br>See Complete list of Exhibitors on page 12-24 |
| <b>2:30 pm</b>  | : | <b>Announcement Breakout Rooms Close at 2:45 pm</b>   |
| <b>2:45 pm</b>  | : | Exhibitors and Attendees Return to Main Room  |
| <b>2:50 pm</b>  | : | <b>Closing thoughts from Luis Cuneo</b>   |
| <b>2:53 pm</b>  | : | Closing Remarks by Dr. Andy C. Lewter   |
| <b>3:00 pm</b>  | : | <b>2022 Virtual Business Matchmaking Expo concludes</b>   |



# 2022 VIRTUAL BUSINESS **MATCHMAKING** EXPO

FOR CERTIFIED SUPPLIERS AND BUYERS  
FROM PUBLIC AND PRIVATE SECTORS

[WWW.BUSINESSMATCHMAKINGEXPO.COM](http://WWW.BUSINESSMATCHMAKINGEXPO.COM)

# EXHIBITOR GUIDE

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**(631) 406-9312**

[Tlewter@Newmillenniumdevelopment.com](mailto:Tlewter@Newmillenniumdevelopment.com)



## BATTERY PARK CITY AUTHORITY

**Justin McLaughlin Williams**, Director of Diversity

*200 Liberty Street, 24th Floor, New York, NY 10281*

Phone : 646-234-0958  
 Email : diversity@bpca.ny.gov  
 Website : www.bpca.ny.gov  
 Vendor Criteria : NYS MWBE, SDVOB  
 Buyer Need : Construction Services & Products



## D&F DEVELOPMENT GROUP

**Barbara Murphy**, Pre Development Coordinator

*100 Schoolhouse Road, Levittown, NY 11756*

Phone : 516-437-0900 Ext. 25  
 Email : info@thedfdgroup.com  
 Website : www.thedfgroup.com  
 Vendor Criteria : MBE, WBE, HUD SECTION 3, SDVOB  
 Buyer Need : Union Subcontractors for structural, steel, installers, masonry, electrical, mechanical, building material suppliers rebar, demolition.



## **DORMITORY AUTHORITY OF THE STATE OF NEW YORK**

**Charles Croskey**, MWBE Business Development & Outreach Coordinator

*28 Liberty Street, 55th Floor, New York, NY 10005*

Phone : 212-273-5000  
Email : [ccroskey@dasny.org](mailto:ccroskey@dasny.org)  
Website : <https://www.dasny.org/>  
Vendor Criteria : NYS MWBE, SDVOB  
Buyer Need : Construction Services & Products



## **EASTERN COMMUNICATIONS LTD., LLC**

**Gregg Moshensky**, Contracts Manager

*4814 36th Street, Long Island City, NY 11101*

Phone : 718-729-2044  
Email : [gsm@easterncommunications.com](mailto:gsm@easterncommunications.com)  
Website : [www.easterncommunications.com](http://www.easterncommunications.com)  
Vendor Criteria : Small Businesses  
Buyer Need : Companies that Provides Communications Technology and Infrastructure Services





## **GOLDMAN SACHS 10,000 SMALL BUSINESSES**

**Paisley Demby**, Business Services Director

*200 West Street, New York, NY 10282*

Phone	:	718-730-7402
Email	:	pdemby@lagcc.cuny.edu
Website	:	www.LaGuardia.edu/10KSB
Vendor Criteria	:	DBE, MBE, WBE, SDVOB, Small Businesses
Services Provided	:	Educational Resources for Small Businesses



## **HUD**

**Henry Comas**, HUD Region II Section 3 Coordinator

*26 Federal Plaza, New York, NY 10278*

Phone	:	212-542-7116
Email	:	HUD@HUD.GOV
Website	:	www.hud.gov
Vendor Criteria	:	Section 3

### **Buyer Need & Services Provided**

*Professional services such as research studies, business process re-engineering, technical assistance to HUD funding recipients and logistical support services for maintenance and supplies.*



## LAFUERZA CDC

**Giovana Bracchi**, Director

*34 Muttontown Lane, East Norwich, NY 11732*

Phone	:	516-922-8100
Email	:	info@lafuerzadc.org
Website	:	www.lafuerzadc.org
Vendor Criteria	:	Any company that has financing needs.
Services Provided	:	Financial Services



## MTA, Metropolitan Transportation Authority

**Migdalia Taveras**, Director, Business and Diversity Initiatives

*2 Broadway, 16th Floor, New York, NY 10004*

Phone	:	646-252-1374
Email	:	mtaveras@mtahq.org
Website	:	<a href="https://new.mta.info/">https://new.mta.info/</a>
Vendor Criteria	:	DBE, MBE, WBE, SDVOB
Buyer Need	:	<a href="https://new.mta.info/doing-business-withus/procurement/goods-and-services-categories">https://new.mta.info/doing-business-withus/procurement/goods-and-services-categories</a>



**Division of Minority  
and Women's  
Business Development**

## **NYS DIVISION OF MINORITY & WOMEN'S**

BUSINESS DEVELOPMENT SERVICES

Doni Soro, MWBE Business Analyst

633 Third Avenue, New York, NY 10017

Phone	:	212- 803-3735
Email	:	<a href="mailto:mwbebusinessDev@esd.ny.gov">mwbebusinessDev@esd.ny.gov</a>
Website	:	<a href="https://esd.ny.gov/doing-business-ny/mwbe">https://esd.ny.gov/doing-business-ny/mwbe</a>
Vendor Criteria	:	Companies interested in NYS MWBE Certification
Services Provided	:	Government Agency that provides NYS Business Certifications & Technical Support



## **NASA JOHNSON SPACE CENTER**

**Turmarrow Romain**, Business Development Specialist

2101 NASA Parkway, Houston, TX 77058

Phone	:	281-483-4512
Email	:	<a href="mailto:jsc-smallbusiness@mail.nasa.gov">jsc-smallbusiness@mail.nasa.gov</a>
Website	:	<a href="http://www.nasa.gov/osbp">www.nasa.gov/osbp</a>
Vendor Criteria	:	Supplier Diversity Companies
Buyer Need	:	Engineering Services, Facilities Support Services, Scientific and Technical Consulting Service, Guided Missile and space vehicle manufacturing, industrial building construction



## **NASSAU COMMUNITY COLLEGE**

**Theresa Aydelott**, Interim Chief Diversity Officer Affirmation Action Title 9 Coordinator

*One Education Drive, Garden City, New York 11530-6793*

Phone : 516-467-6652  
 Email : informationservices@ncc.edu  
 Website : <https://www.nccu@edu>  
 Vendor Criteria : Supplier Diversity Companies  
 Buyer Need : Consulting, Construction, Commodities



**NASSAU COUNTY**  
 OFFICE OF  
 MINORITY AFFAIRS

## **NASSAU COUNTY OFFICE OF MINORITY AFFAIRS**

**Alicia Williams**, Director of Special Projects (MWBE, DBE, SDVOB and Section 3)

*One West Street – Suite 136, Mineola, NY 11501*

Phone : 516-572-1061  
 Email : mwbe@nassaucountyny.gov  
 Website : [www.nassaucountyny.gov](http://www.nassaucountyny.gov)  
 Vendor Criteria : DBE, MBE, WBE, SDVOB

**Buyer Need & Services Provided**

*Government Agency that provides Business Certifications (Nassau County Purchases Everything)*



## NAVAL AIR SYSTEMS COMMAND

**Irma Alexander**, Deputy Director, Naval Air Systems Command

Headquarters Office of Small Business Programs

*47123 Buse Road, Unit IPT (BLDG. 2272), PATUXENT RIVER, MD 20670-1547*

Phone	:	301-757-9087
Email	:	irma.e.alvarez-alexander.civ@us.navy.mil
Website	:	<a href="https://www.navair.navy.mil/osbp/">https://www.navair.navy.mil/osbp/</a>
Vendor Criteria	:	Supplier Diversity Companies
Buyer Need	:	Airframes to include design and development; Airborne electronic equipment; Airborne electronic equipment; Air launched weapon; Underwater weapon; Underwater sound systems; Air Traffic Control and combat ID; Aircraft Launch and Recovery Equipment; Support Equipment; Unmanned Air Support Equipment; Unmanned Air Systems; Avionics; Training Systems; Contractor Logistics Support; Electro--Optical Acoustic; Sensors; Modeling and Simulation; Engineering Services; Virtual Environment; Technology Training; Project Management Services; Human Performance; Research/Human Factors Integration





## **NEW YORK POWER AUTHORITY**

**Lourdes Martinez**, Supplier Diversity Specialist

123 Main Street, White Plains, New York, NY 10601

Phone : 914-539-5688  
 Email : Lourdes.martinez@nypa.gov  
 Website : WWWNYPA.GOV  
 Vendor Criteria : NYS MWBE, SDVOB  
 Buyer Need : SERVICES SUPPLIES/EQUIPMENT

*Accounting Appliances New/Repair, Advertising/Public Relations Art/Drafting Supplies, Architectural Visual Equipment, Archeological Services Automobiles New/Repair, Asbestos Removal Boiler Parts, Banking Services Books Reference/Technical, Catering Building Supplies, Carpentry Carpeting/Floor Coverings, Computer Consulting/Analysis Chemicals, Court Reporting/Transcription Computer Hardware/Software, Demolition Services Copying Machines/Supplies, Diving and Underwater Construction Concrete/Gravel/Asphalt, Drafting Electrical Supplies, Editing/Writing Electronic Components, Electrical Contractors Fences, Engineering Filtering Equipment, Engraving Design, Exterminators (insects/rodents) Fuel Oil/Natural Gas, Fencing Contractors Gauges/Instrumentation, Financial/Brokerage Services HVAC Equipment/Supplies, General Construction Janitorial Supplies, General Consulting Services Labels/Signs, Insulation Contractor Material Handling Supplies, Janitorial Services Novelty Items/Trophies, Labor Relations Consulting Office Equipment, Landscaping Office Furniture, Major Electrical Equipment Office Supplies*



## NYC DEPARTMENT OF CITYWIDE ADMINISTRATIVE SERVICES

**Julieann Lee**, MWBE Officer/Director

*1 Center Street, David N. Dinkins Manhattan Municiple Bldg,  
New York, NY 10007*

Phone	:	646-951-4428
Email	:	dcasmwbeservices@dcas.nyc.gov
Website	:	<a href="https://www.nyc.gov/nycbusiness/mwbe">https://www.nyc.gov/nycbusiness/mwbe</a>
Vendor Criteria	:	NYC MBE, WBE
Buyer Need	:	DCAS contracts for a wide variety of goods and services to support City agencies' needs, including: Asphalt, Audio Visual Equipment and Supplies, Communications, Equipment, Chemicals, Clothes, Copiers, Drugs and Pharmaceuticals, Dry Ice, Electronics and Electrical Equipment, Fax Machines, Food, Forage, Fuel Oil, Gasoline, Genuine Repair Parts, Hardware, Hospital Equipment, Janitorial Equipment, Kitchen Equipment, Lab Equipment, Machinery, Metal Products, Micrographics, Motorized Equipment (cars, trucks, forklifts, etc.), Nutritional Formula, Office Furniture, Office Machine Supplies, Office Equipment, Machinery, Systems and Supplies, Paints, Paper, Plumbing Supplies, Printing Services, Safety, Security, Sporting Goods, Subscriptions, Textiles, Toiletries, Tools, Toys, Typewriters and Typewriter Supplies, Water and Compact Water Coolers, Services in the building/ site-maintenance, vehicle, office and other service categories.



## NYC DEPARTMENT OF SMALL BUSINESS SERVICES

**David Coreas**, Executive Director, M/WBE Recruitment

*1 Liberty Plaza, 11th Floor, New York, NY 10006*

Phone : 212-513-6475  
 Email : [mwbe@sbs.nyc.gov](mailto:mwbe@sbs.nyc.gov)  
 Website : [www.nyc.gov/sbs](http://www.nyc.gov/sbs)  
 Vendor Criteria : Companies interested in NYC MWBE certification  
 Services Provided: Government agency provides NYC MWBE business certification.



## NYS DIVISION OF SERVICE DISABLED VETERANS BUSINESS DEVELOPMENT

**Daniel Daley**, Compliance Specialist

*1 Liberty Plaza, 11th Floor, New York, NY 10006*

Phone : 212-513-6475  
 Email : [veteransdevelopment@ogs.ny.gov](mailto:veteransdevelopment@ogs.ny.gov)  
 Website : [ogs.ny.gov/veterans](http://ogs.ny.gov/veterans)  
 Vendor Criteria : Companies interested in SDVOB Certification  
 Services Provided: Government Agency provides Service Disabled Veteran Owned Businesses Certifications



**R. J. Industries, Inc.**

## **RJ INDUSTRIES**

**Bill Doremus**, Secretary-Treasurer

*75 E. Bethpage Road, Plainview, NY 11803*

Phone : 516-845-9772  
 Email : bjd@rjii.com  
 Website : www.rjindustriesny.com  
 Vendor Criteria : NYS MWBE, SDVOB, DBE  
 Buyer Need : Landscaping, Union Subcontractors for structural, Building material, steel, installers, masonry, electrical, mechanical, building material suppliers rebar, demolition, mechanical specialty equipment.



## **SUFFOLK COUNTY OFFICE OF MINORITY AFFAIRS**

**Grace Ioannidis**, Director Office of Women Services

*100 Veterans Memorial Highway, Hauppauge, NY 11788*

Phone : 631-921-5220  
 Email : grace.ioannidis@suffolkcountyny.gov  
 Website : www.suffolkcounty.ny.gov  
 Vendor Criteria : Companies that are pursuing certification

**Buyer Need & Services Provided**

*Government Agency that provides Business Certifications (Suffolk County Purchases Everything)*



## **TOUGH LEAF**

**Wissam Akra**, President

*335 Madison Avenue, New York, NY 10017*

Phone	:	512-517-7299
Email	:	wissam@toughleaf.com
Website	:	www.toughleaf.com
Vendor Criteria	:	DBE, MBE, WBE, SDVOB
Services Provided	:	Helps certified firms win more projects





**BRUCE A. BLAKEMAN**  
NASSAU COUNTY EXECUTIVE

# THE ECONOMICS OF OUR COMMUNITY IS OUR HIGHEST PRIORITY



**LIONEL CHITTY**  
EXECUTIVE DIRECTOR

## OFFICE OF MINORITY AFFAIRS

One West Street, Suite 136, Mineola | 516-572-2240 | [minorityaffairs@nassaucountyny.gov](mailto:minorityaffairs@nassaucountyny.gov)

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@NassauCountyOMA



@NCMinorityAffairs



@NassauCountyOfficeofMinorityAffairs



@NassauCountyOfficeofMinorityAffairs

**EASTERN**  
COMMUNICATIONS, LTD.

# MISSION CRITICAL

Over the last six decades, Eastern Communications has evolved from a local spectrum manager to one of the largest critical communications technology providers in the United States.

Headquartered in New York City, with employees in 11 states and a growing national presence, Eastern's highly specialized technical expertise ensures first-time, every-time critical communication readiness for its partners in the public safety, utilities, transportation, and federal markets.

## Eastern Communications Ltd., LLC

4814 36<sup>th</sup> Street, Long Island City, NY 11101

[www.easterncommunications.com](http://www.easterncommunications.com)

Contact: Gregg Moshensky

(718) 729-2044

[gsm@easterncommunications.com](mailto:gsm@easterncommunications.com)

## OUR CAPABILITIES

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### ENGINEERING & SYSTEM DESIGN

Full system design, build, and integration with existing systems.

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Installation and configuration of critical communications systems.

### CYBERSECURITY SUPPORT

System monitoring and patching to protect you from RF-enabled attack.

### DEALER SUPPORT SERVICES

Rapid and reliable expertise to help dealers drive business.





Office of General Services  
**Division of Service-Disabled  
 Veterans' Business Development**

# Become A NYS Certified SDVOB



## About Us

The Service-Disabled Veteran-Owned Business (SDVOB) Act was passed in 2014 to increase the participation of SDVOBs in New York State contracting opportunities.

## Why Should I Certify My Business?

NYS has a 6% participating goal in state contracting for SDVOBs. For the year 2021, payments to SDVOBs on NYS contracts totaled over \$180 million.

## Who can become certified as an SDVOB?

- Service-disabled veterans with a disability rating of 10% or greater.
- Service-disabled veterans own 51% or more of the business.
- Veteran ownership is real, substantial and continuing.
- National Guard Veterans with a service-related disability may also apply.

## How do I certify my business?

- Go to [www.ogs.ny.gov/veterans](http://www.ogs.ny.gov/veterans)
- Download and fill-out the Certification Application.
- Print and sign the application.
- Gather all supporting documentation, as specified in Part X of the application.
- Mail the application and supporting documents to the OGS Division of Service-Disabled Veterans' Business Development as specified in the Submission Instructions (page 9) in the application.
- Call or Email with any questions.

518.474.2015

[veteransdevelopment@ogs.ny.gov](mailto:veteransdevelopment@ogs.ny.gov)

[ogs.ny.gov/Veterans](http://ogs.ny.gov/Veterans)





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**YOU BUILT YOUR BUSINESS. WE'LL HELP YOU GROW IT.**

Unlocking the growth and job creation potential of small businesses across the United States



Goldman Sachs *10,000 Small Businesses* provides business education, support services and access to capital for growth-oriented entrepreneurs. Participants **gain practical skills** to take their business to the next level, with topics like financial statements, negotiations, and marketing. Participants develop an **actionable growth plan** for the business with the help of business advisors and like-minded entrepreneurs.

The program is **free for participants** and delivered in partnership with academic institutions across the country. To date, Goldman Sachs *10,000 Small Businesses* has served over 10,000 businesses in all 50 states, Washington D.C. and Puerto Rico.



# R.J. Industries, Inc.

*Long Island and New York City based construction contractor, specializing in wastewater treatment plant construction.*

We recruit Minority (MBE), Women (WBE), and Disadvantaged (DBE) Owned Business Enterprises to perform on our construction contracts. We seek the following trades including (but not limited to):

**Demolition**

**Landscaping**

**Masonry**

**Electrical**

**Building Materials**

**Scheduling Services**

**Specialty Equipment**

**Pipe Insulation**

**Heating Ventilation & Air Condition (HVAC)**

**Structural Steel (Rebar) Installation**

R.J. Industries, Inc. is an Equal Employment Opportunity (EEO) employer and committed to a safe and accident-free workplace (jobsite).

We are excited to once again partner with *Tonya Lewter-Gordon and the New Millennium Development*.





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is proud to  
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Long Island's  
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Businesses**



**Business  
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***La Fuerza is a nonprofit 501(c)(3) and a Community Development  
Financial Institution (CDFI)  
Providing affordable long-term capital with free training and resources  
for you to start and grow your small business***

# VISION2030

POWERED BY DIVERSITY

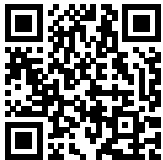
“We’re focused on providing diverse entrepreneurs with education, business preparation assistance and opportunities for participation. Through mentoring, access to capital, workforce development and other programs, we’re equipping businesses for current and future success.”



## **Eric Alemany**

Senior Director, Supplier  
Relationship Management

For more information contact  
[Supplier.Diversity@nypa.gov](mailto:Supplier.Diversity@nypa.gov)



Scan for more  
on VISION2030



**NY Power  
Authority**

**Canal  
Corporation**



## Become a Certified Minority, Women or Service Disabled Veteran Owned Business Enterprise with Suffolk County

To be certified as an M/WBE or SDVOB with Suffolk County, businesses must first complete the application:  
[bit.ly/MWBEapp](https://bit.ly/MWBEapp)

Suffolk County  
Office of Women's Services

SUFFOLK  
311

The M/WBE SDVOB program works to promote fairness and equity by enabling M/WBEs SDVOB to improve their capacity, connect to opportunities, and positively contribute to the local economy.

Suffolk County serves many residents from a range of diverse backgrounds. Suffolk County and its departments are committed to promoting fairness and equity, reflecting the county's diverse population. The Minority and Women-Owned Business Enterprise (M/WBE), Service-Disabled Veteran-Owned Business (SDVOB) certification program seeks to promote small business owners who qualify with free advertising in the online directory of certified businesses, better networking opportunities, one-on-one business consultations, and better bid access on county funded contracts.

For those who qualify, you can become a Certified Minority, Women or Service Disabled Veteran Owned Business Enterprise with Suffolk County. To be certified as an *M/WBE* or *SDVOB* you must first apply!

To apply visit <https://www.suffolkcountyny.gov/> and go to the Suffolk County Office of Minority Affairs section or Call 311.



Headquarters Office of Small Business Programs

Telephone: 301 757-9087

Email: [irma.e.alvarez-alexander.civ@us.navy.mil](mailto:irma.e.alvarez-alexander.civ@us.navy.mil)

Website: <https://www.navair.navy.mil/osbp/>



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D&F CONSTRUCTION GROUP, INC.



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- NYC DOB Licensed General Contractor
- Suffolk County Licensed Home Improvement Contractor



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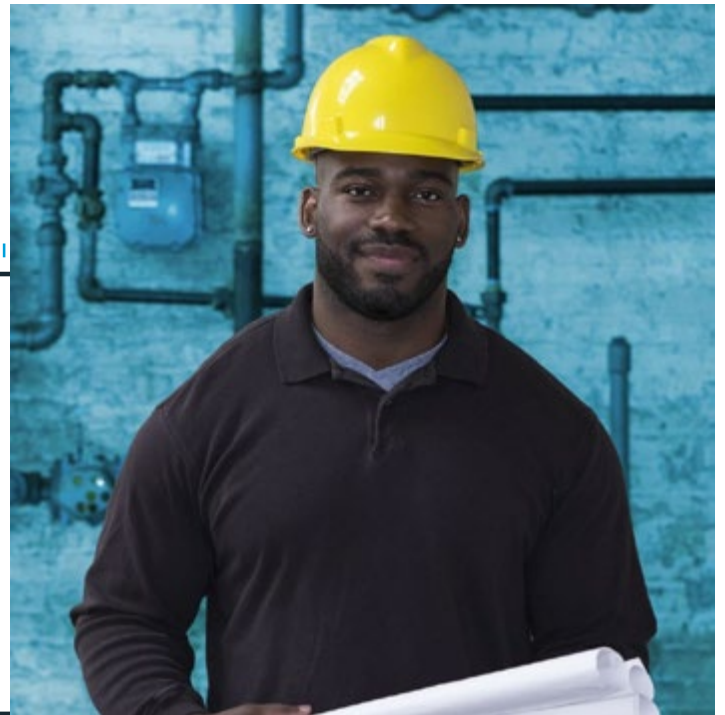
100 Schoolhouse Road  
Levittown NY 11756  
516-437-0900  
[WWW.TheDFDGroup.com](http://WWW.TheDFDGroup.com)





# MAKE US YOUR BUSINESS

## M/WBE Opportunities



The Department of Citywide Administrative Services (DCAS) provides critical resources to City agencies by helping them manage their personnel, facilities, real estate, procurement, fleet, and energy needs so that the City can provide high quality services to the public.

On an annual basis, DCAS purchases more than \$1 billion in goods, construction, and other services on behalf of other City agencies and for itself. This allows for greater efficiencies and cost effectiveness.

As part of this function, DCAS is helping deliver on Mayor Bill de Blasio's goals to increase opportunities for M/WBEs, including:

- Awarding \$20 billion to M/WBEs by the end of FY 2025
- Reaching over 10,000 City-certified M/WBEs by the end of FY 2022
- Awarding 30% of the value of all City contracts to M/WBEs by the end of FY 2022

### What We Buy

#### Construction Related Services

- Asbestos Removal & Lead Abatement
- Fire Alarm Work
- Interior Renovation

#### Professional Services

- Translation and Interpretation
- Architectural and Engineering
- Information Technology
- Training

#### Standard Services

- Ongoing building maintenance and repair work for HVAC, plumbing and electrical
- Pest Control
- Trash Removal

#### Goods

- Food
- Computers & Software

- Fuel Oil, Grease and Lubricant
- Hand and power tools
- Janitorial Equipment and Supplies
- Light Fixtures and Bulbs
- Motor Vehicles & Parts
- Pipes and Tubing
- Uniforms
- Furniture



# DASNY

**DASNY – The Dormitory Authority of the State of New York is proud to participate with New Millennium Development Services, Inc. in helping NYS entrepreneurs grow their businesses.**



*“DASNY is committed to creating opportunity for all New Yorkers and to ensuring that our finance and construction partners reflect the great diversity of New York State.”*

DASNY President and CEO  
Reuben R. McDaniel, III



DASNY RFP & Bid  
Opportunities



MWBE  
Registry



DASNY MWBE  
Programs

Connect with us



Learn more at: [DASNY.org](https://www.dasny.org)





# NASA JOHNSON SPACE CENTER

**Telephone: 281 483-4512**

**Email: [jsc-smallbusinesses@mail.nasa.gov](mailto:jsc-smallbusinesses@mail.nasa.gov)**

**Website: [www.nasa.gov/osbp](http://www.nasa.gov/osbp)**



## How do you measure your audience's engagement?



## 80% of B2B professionals ranked event engagement the most important metric.

KUE is an app that helps you capture and share contact information at in-person events and virtual events.

Data integration is cornerstone of KUE, you can import your data into your CRM and marketing tools to help you grow your business. Switching to KUE you are protecting our environment and community.




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 Luis Cuneo  
Co-Founder

 203-241-9679

 lcuneo@mojavie.com

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## **NASA SPACE TECHNOLOGY HALL OF FAME RECIPIENT**

ActivePure® Technology was inducted into the NASA Space Technology Hall of Fame, a Space Foundation program aiming to increase public awareness of the benefits of space exploration and encouraging further innovation of NASA-adapted technologies to improve the quality of life for humanity.





# NEW MILLENNIUM DEVELOPMENT SERVICES, INC.

(501(C)3 NONPROFIT ORGANIZATION)



## ABOUT US

New Millennium Development Services, Inc. is a 501(c) 3 Nonprofit Organization. The company was established on December 11, 1997 to revitalize the physical, economic and cultural conditions of depressed communities. Our mission is to create affordable housing opportunities, develop and integrate supportive programs focused on stabilizing families.

## WHAT WE DO

New Millennium Development Services, Inc. company objective is to increase the number of affordable and livable houses in the Long Island, New York Community. We also enhance family stability and community empowerment.



**New Millennium  
Development Services, Inc.**

T. 516 223.3855

F. 631 803.6136

E. [nwmillennium@optonline.net](mailto:nwmillennium@optonline.net)

W. [www.newmillenniumdevelopment.com](http://www.newmillenniumdevelopment.com)





*Serving the Long Island Small Business Community  
With Low Cost Loans & Free Technical Assistance*

*NY State Targeted Loan Fund to \$250,000*

*LISBAC Loan Fund \$2,000 - \$25,000*



**LONG ISLAND DEVELOPMENT CORPORATION  
LONG ISLAND SMALL BUSINESS ASSISTANCE CORP**

**400 Post Avenue, Suite 201A**

**Westbury, NY 11590**

**516 433 5000 [www.lidc.org](http://www.lidc.org)**



# Battery Park City Authority







## SMALL BUSINESS DEVELOPMENT PROGRAM

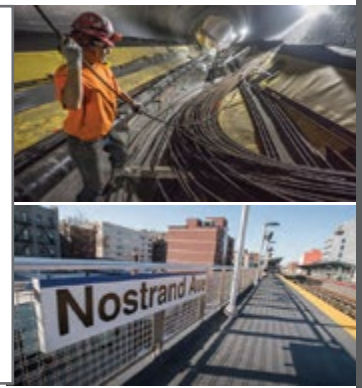
MTA MENTORING PROGRAM | MTA FEDERAL PROGRAM

# THE NATION'S FIRST REGIONAL FEDERAL SMALL BUSINESS MENTORING PROGRAM



### CALLING ALL CONTRACTORS! CONSTRUCTION OPPORTUNITIES WITH THE MTA

- Prime Construction Contracts Ranging from **\$100,000** to **\$3,000,000**
- Access to Business Loans up to **\$900,000**, per Contract
- Free Construction and Business Development Training
- Surety Bonding Assistance
- Fast Track Payments Within **10 Business Days**



12 YEARS OF RESULTS  
520 CONTRACTS AWARDED, TOTALING \$556 MILLION

ANTICIPATED PROJECT AWARDS FOR 2022: APPROX. 80 - 90 PROJECTS  
ANTICIPATED AWARDS IN \$ AMOUNT: APPROX. \$75 - \$85 MILLION

#### WHO CAN APPLY:

Certified Minority, Women-Owned, Disadvantaged Business Enterprises (M/W/DBEs), Service-Disabled Veteran-Owned Businesses (SDVOBs) and Non Certified Small Businesses

### We are looking for the following trades:

- General Contractor
- Mechanical/Electrical/Plumbing
- Concrete
- Structural Steel/Ornamental Metal
- Thermal/Moisture Protection
- Site Work

#### APPLY TODAY!

Click Here: <https://mta.info/sbdp>  
For more information, contact:  
George Cleary at: [gacleary@mtahq.org](mailto:gacleary@mtahq.org)



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camera for more info

MTA Department of Diversity and Civil Rights  
[www.mta.info](http://www.mta.info)

## BUSINESS DEVELOPMENT RESOURCE GUIDE FOR MWBEs



Division of Minority  
and Women's  
Business Development

### ONE MISSION

The mission of the Division of Minority and Women's Business Development (DMWBD) is to promote equality of economic opportunities for Minority and Women-owned Business Enterprises (MWBEs) and to eliminate barriers to their participation in state contracts.

### DMWBD BUSINESS DEVELOPMENT UNIT

DMWBD's Business Development Unit provides the following services to help NYS certified MWBEs navigate NYS government, both directly and through referrals to state partners.

#### Technical Assistance

- Online training opportunities
- Procurement strategy counseling
- Bootcamps

#### Networking Opportunities

- Annual NYS MWBE Forum
- Annual NYS MWBE Regional Opportunities Expos
- Industry Opportunity Days

#### Special Initiative Programs

- Supply & Demand Utilization Initiative
- Mentor Protégé Program
- Business Growth Accelerator Program

### DOING BUSINESS WITH NEW YORK STATE

Free online resources to find contracting opportunities with New York State.

**New York State Contract Reporter** - Find contracting opportunities for all NYS procurements over \$50,000.

[www.nyscr.ny.gov](http://www.nyscr.ny.gov)

**Open Book New York** - Find information on active (previously awarded) NYS Agency and Authority contracts and prime contractors.

<http://www.openbooknewyork.com>

**NYS MWBE Contract Opportunities eBook** - An annual forecast of procurement opportunities and MWBE Liaison contact information from every NYS Agency and Authority.

[www.nysmwbeforum.org/opportunities](http://www.nysmwbeforum.org/opportunities)



### ACCESS TO CAPITAL

ESD offers a variety of financing products for MWBEs to support their participation on New York State Contracts.

#### Bridge to Success Loan Program

#### NYS Surety Bond Assistance Program

#### State Small Business Credit Initiative (SSBCI) **\*NEW**

For more information, visit the **Empire State Small Business Hub**

### ADDITIONAL RESOURCES

Free or low-cost technical assistance services to help develop your business.

#### Entrepreneurship Assistance Centers (EAC)

#### NYS Small Business Development Centers (SBDC)

#### Procurement Technical Assistance Centers (PTAC)

### MWBE TRAINING TUESDAYS

This training is a webinar series that **informs, educates, and equips** MWBEs to be successful vendors for New York State.

#### Register online for our **CAPACITY BUILDER SEMINARS!**

1. Visit: <https://esd.ny.gov/doing-business-ny/mwbe>
2. Click on 'MWBE Business Development Assistance' then Click on 'MWBE Training Tuesdays Webinar Series'

### NEED ASSISTANCE?

**MWBE Business Development Unit:** [mwbebusinessdev@esd.ny.gov](mailto:mwbebusinessdev@esd.ny.gov) | (212) 803-2433

**MWBE Certification Helpline:** [mwbecertification@esd.ny.gov](mailto:mwbecertification@esd.ny.gov) | (212) 803-2414

A Division of Empire State Development



## Become a Certified MWBE Nassau Community College Vendor

NCC is proud to participate with New Millennium Development Services, Inc. in helping New York State entrepreneurs grow their businesses.

Instructions & Requirements to  
Become a NCC Certified MWBE Vendor



Connect with us:



@nassaucommunitycollege

Learn More:  
**NCC.edu**

One Education Dr., Garden City, NY 11530





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# THANK YOU

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Division of Minority  
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