



De-Mystifying the State Procurement Process & MWBE Certification

presented by

*Nancy Fisher and Scott Munson
Empire State Development*

**Tuesday, September 18, 2012
6:00 PM – 8:30 PM**

This workshop will cover:

- The basics of the State procurement process
- The State bidding requirements - what you NEED to know
- How to identify potential customers and better understand how to sell your business' goods or services to State agencies and authorities
- An introduction to the New York State Reporter (NYSCR) and how to use the NYSCR for marketing and sales information
- A review of the certification and recertification process and requirements
- The new Memorandum of Understanding between the State, the City and the Port Authority of NY & NJ and how it created a seamless process for one-stop certification between the three MWBE programs

Seating is limited!

You MUST RSVP. Please note that registration does not automatically guarantee entry. Seating for this workshop is first come, first serve. ***Seating begins at 5:30 pm.*** Please contact Brittany Harte at 212.665.7010 **OR** email: bharte@hbany.org. Visit www.hbany.org for more information.

This workshop will be held at the **Adam Clayton Powell Jr. State Office Building, 163 West 125th Street, Art Gallery, 2nd Floor.** **Please note: You MUST bring valid ID for building entry.**



***Honorable Inez E. Dickens
New York City Council***