

CITY OF NEW YORK

MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISE (M/WBE) PROGRAM

Annual Report for Fiscal Year 2025

Compliance Report covering July 1, 2024 – June 30, 2025

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Contents

Introduction 3

Expanding the Base of Certified Firms 3

Emerging Business Enterprise Program 4

Locally-based Enterprise Program..... 5

Selling to Government..... 6

Capacity Building..... 8

Bond Readiness 8

Bonding Services 8

M/WBE Contract Legal Services 8

M/WBE Mentors Program 9

NYC Construction Ramp-Up Program 9

Contract Financing Loan Fund 9

Program Compliance 9

Expanding Access and Growth 10

Introduction

The Adams administration remains committed to ensuring that every small business in New York City has the opportunity to grow and succeed. As part of that effort, the city continues to pursue finding ways to increase M/WBE participation in the city's multi-billion¹ public procurement process annually, supporting M/WBEs in expanding their capacity to compete for and win larger contracts and addressing longstanding disparities.² With an eye towards opportunity for all, the city is leveling the playing field through equity and driving inclusive economic growth across all five boroughs.

This report, along with the Citywide Indicators Report³ published by the Mayor's Office of Contract Services (MOCS), summarizes program activity, prime contract, and subcontract utilization data for city-certified Minority and Women-Owned Business Enterprises (M/WBEs), Emerging Business Enterprises (EBEs), and Locally-based Enterprises (LBEs), as well as additional data specified in Section 6-129(l) of the New York City Administrative Code⁴. The reporting period covers activity during Fiscal Year (FY) 2025 (July 1, 2024 – June 30, 2025) and is jointly submitted by the Director of the Mayor's Office of Contract Services (MOCS), as City Chief Procurement Officer, and by the Commissioner of the Department of Small Business Services (SBS). The city's M/WBE program is administered in partnership with the Chief Business Diversity Officer, the Mayor's Office of M/WBEs (OM/WBE), SBS, and MOCS.

This fiscal year, the city reached multiple milestones in M/WBE utilization and contract awards. During FY 2025 (July 1, 2024 - June 30, 2025), M/WBEs were awarded over \$1.8 billion in prime contracts subject to the M/WBE program and over \$440 million in eligible subcontracts. This brings the total amount awarded to M/WBEs in FY25 to just over \$ 2.2 billion, the largest total annual value awarded to M/WBEs in the history of the program. With this record total award value to M/WBEs, the city also achieved a historic combined prime and subcontract utilization of 36.4%, surpassing 30% for a second straight fiscal year.

Expanding the Base of Certified Firms

SBS continues to increase the participation of M/WBE firms in city contracting by expanding the base of

¹ [Citywide Indicators Report | MOCS](#)

² "[Rebuild, Renew, Reinvent: A Blueprint for New York City's Economic Recovery](#)" Released March 10, 2022.

³ The M/WBE Program portion of the annual Citywide Indicators Reports is published by the Mayor's Office of Contract Services (MOCS) and can be found at [Citywide Indicators Report | MOCS](#)

⁴ Link to the administrative code is [here](#).

certified businesses. During the certification process, a company's ownership and management structure is thoroughly reviewed to ensure the applicant performs the key functions of the business. The NYC Online Certification Portal⁵ allows M/WBE firms to certify and recertify online, check the status of applications, and update their business profiles to better promote themselves to buyers. During the reporting period, SBS conducted 53 certification workshops attended by 806 businesses. Additionally, SBS certified 1,229 new M/WBEs and recertified 1,294 M/WBEs, bringing the total number of active city-certified companies, as of June 30, 2025, to 11,382.

Partners help extend the reach of SBS certification outreach efforts. In addition to SBS's own Certification Team, businesses can receive assistance in applying for certification from the community-based groups that comprise the New York City Council-funded M/WBE Leadership Associations and the SBS network of Business Solutions Centers located throughout the five boroughs. This helps to ensure higher quality applications, making the submission and the certification review process easier and more streamlined.

Partners also help support the business growth of M/WBEs with marketing workshops, networking events, and business development services. During the reporting period, SBS collaborated with local development corporations, trade associations, industry membership organizations, and local chambers of commerce on 109 events with over 1,300 attendees to provide information about the benefits of certification and the range of capacity-building services available citywide to help businesses grow.

Emerging Business Enterprise Program

Local Law 12 of 2006 created the Emerging Business Enterprise (EBE) program, directed at expanding procurement opportunities to disadvantaged businesses. Although similar outreach approaches and capacity-building initiatives were, and continue to be, undertaken by SBS to successfully implement the M/WBE and EBE programs (SBS often targets potential M/WBE and EBE groups simultaneously), the outcomes of such measures are quite different. Like the federal Disadvantaged Business Enterprise (DBE) program, eligibility for EBE certification under the city's program requires that applicants satisfy a two-pronged test to establish both individual and specific economic and social disadvantage.

As of June 30, 2025, there were 25 certified EBE companies. Unlike the M/WBE program, limited

⁵ [Home · SBS Connect](#)

participation in the EBE program has made it difficult for city agencies to set goals on contracts. During the reporting period, 6 EBEs were awarded prime contracts in the amount of \$ 3,736,327 and 1 EBE was awarded a subcontract in the amount of \$330,980 for a total of over \$4 million awarded to EBEs. SBS continues to strive towards increasing participation in the EBE program through a wide range of outreach efforts regularly conducted with businesses and community partners. Once increased participation in the EBE program is achieved, city agencies will have sufficient availability of certified EBE firms needed to set feasible contract goals.

Locally-based Enterprise Program

Although the Locally-based Enterprises (LBE) program is not referenced in Administrative Code §6-129, LBE is a certification category administered by SBS, and the applicability of the LBE program in city procurement is impacted by the M/WBE program. As set forth in Administrative Code §6-108.1, the LBE program is designed to promote the growth of small construction firms through greater access to contracting opportunities with the city. Generally, the program requires agencies to utilize LBEs as a prime or subcontractor on specific construction contracts. However, the number of contracts subject to the LBE program has substantially decreased in recent years due to other goal-setting programs established by the city, state, and federal governments. Under the LBE program rules, contracts are excluded from the program if they are federally, or state-funded and subject to their requisite goal programs. Federally funded construction projects are generally subject to the DBE program, and state-funded contracts are subject to other goals and requirements as well, including Article 15-A of the New York State Executive Law. As many city construction contracts are federally and state-funded and subject to subcontracting goals under those programs, they are not covered by the LBE program. With the creation of the city's M/WBE program, M/WBE subcontracting goals are generally applied to city-funded construction contracts in lieu of LBE goals. Accordingly, this further limits the applicability of the LBE requirements.

As of June 30, 2025, there were a total of 11 LBE certified firms. Many of our LBEs are also certified as M/WBEs and can also be considered for subcontracting opportunities on city construction projects with M/WBE goals. During the reporting period, 3 LBEs were awarded prime contracts in the amount of \$258,944 and 1 subcontract in the amount of \$325,000 for a total amount of \$583,984.

Selling to Government

SBS offers services to help M/WBEs sell to government and navigate the city's procurement system. Services are provided through a combination of workshops and one-on-one assistance. To be an effective bidder on city contracts, M/WBEs must understand the city's procurement rules and how to respond to solicitations. M/WBEs must also maintain the most up-to-date information on their profile in the SBS Online Directory of Certified Businesses⁶ and other city procurement systems.

In FY25, SBS held 134 workshops with a total of 5,898 registrants to help M/WBEs build knowledge and understanding of the city's procurement rules, procurement portals, how to effectively respond to solicitations, and inform best practices in contract management. Also, during the reporting period, 1,279 firms were supported through 2,318 instances of one-on-one technical assistance related to submitting competitive bids and proposals, navigating government procurement, and successfully performing on contracts with the city.

SBS also hosted a number of events during the reporting period highlighting the M/WBE program and bringing staff, resources and access to opportunities to M/WBEs and small businesses. In partnership with OM/WBE and the Manhattan Borough President's office, SBS hosted the Northern Manhattan M/WBE Outreach Forum in Washington Heights at Alianza Dominicana on September 27, 2024. Nearly 120 minority and women entrepreneurs and business owners received information about current and upcoming contracting opportunities and various resources available for them from 20 city agencies and partners in attendance.

On November 11, 2024, SBS successfully hosted the 16th Annual Minority and Women-Owned Business Enterprises (M/WBE) Citywide Procurement Fair at Cipriani South Street, located in the Battery Maritime Building in Manhattan. With 87 participating exhibitors (made up of city agencies, entities, lenders, prime contractors and partner organizations) and a record 1,275 individuals in attendance, the event provided an opportunity for businesses to engage with city agencies, government partners, and prime contractors while learning about procurement opportunities, support resources, financing and best practices when selling to government. SBS also offered multiple workshops featuring trainings and panels to connect M/WBEs to resources and opportunities from SBS, city agencies and partners.

⁶ [NYC Online Directory](#)

Following up on the success of the Citywide Procurement Fair, SBS, in partnership with OM/WBE and MOCS, hosted multiple M/WBE Borough Forums including at the Brooklyn Central Library held on February 28, 2025, with 276 in attendance and at Helen Marshall Cultural Center in Queens on March 12, 2025, with another 155 minority and women entrepreneurs and business owners participating. This past Spring, SBS also hosted the Staten Island M/WBE Borough Forum at the College of Staten Island's Center for the Arts on April 25, 2025, followed by the Bronx M/WBE Borough Forum held on June 10, 2025 at the Bronx County Courthouse. Both events were attended by over 100 minority and women business owners and entrepreneurs interested in learning about opportunities through the city's M/WBE program. In partnership with the local elected officials, chambers of commerce, along with a wide variety of city agencies and other exhibitors, these forums provided small businesses with information about upcoming contracting opportunities and the range of resources available to them.

During the reporting period, BE NYC hosted seven events aimed at supporting entrepreneurs through the M/WBE Program with close to 1,000 participants. These included two Lunch and Learn webinars with 98 M/WBE attendees, as well as, two events held in August 2024, as part of Black Business Month: The Shop Black NYC & LinkLocal Marketing Webinar with 277 participants, and The Melanin Summit: Standing on Business and Building Community event, on August 29, 2024, with 418 attendees. Additionally, in October 2024, BE NYC also held The Access to Enterprise Legal Considerations for NYC Small Businesses event with 97 people in attendance. Most recently in February 2025, two workshops were held – one event hosted with LinkNYC drew in 44 small businesses and entrepreneurs and one event with Small Business Partner Initiative had 27 attendees.

On May 29, 2025, the NYC Department of Small Business Services (SBS) hosted the 2025 NYC Small Business Month Expo at Center415 in Manhattan, the second annual event of its kind. The multi-floor event provided small business owners from all stages, industries, and boroughs with access to one-on-one consultations, resources, and a wide range of direct services. With a significant increase in M/WBE attendance, this year's Expo also featured on-site services in partnership with multiple city agencies, offering capacity building, financing, mentoring and matchmaking services, along with workshops.

SBS also works with the New York City Council through the M/WBE Leadership Associations to provide certified firms with more capacity-building services, such as help applying for loans and surety bonds,

preparing bids and proposals, and marketing to both the public and private sectors. In the reporting period, member organizations sponsored 59 events, provided 1,857 one-on-one assistance sessions, assisted with 226 loan applications, and awarded 52 loans to M/WBEs.

Capacity Building

In addition to the requirement that the city finds vendors responsible, state law also requires that most contracts be awarded to the lowest responsive bidder or the best proposer. SBS continues to expand opportunities for minority and women-owned firms by connecting them to a comprehensive range of programs that provide procurement technical assistance and capacity building support, as well as other resources to help them navigate and compete in the public procurement marketplace.

SBS administers a set of capacity-building programs and services for M/WBEs and small businesses that are designed to help firms better bid on, win, and perform on city contracts.

Bond Readiness provides certified construction and trade companies with financial and project management skills to help them secure or increase surety bonds necessary to compete on city contracts. The program offers a 12-session cohort conducted over 24 weeks that provides classroom instruction, agency participation, training, and one-on-one assistance, as well as introductions to a network of surety agents. Firms are encouraged to bid on city contract opportunities where appropriate, while applying for pre-approval for bonding during the program. During the reporting period, 31 participants from 28 firms graduated from the FY25 (15th) cohort.

Bonding Services provides certified construction and trade companies with access to six-hour QuickBooks for Construction clinics, webinars, and one-hour one-on-one bonding assistance sessions to assist firms with organizing their bookkeeping and accounting practices, preparing applications for bonding, and understanding surety bond application preparation concepts, respectively, to compete for larger city contract opportunities. During the reporting period, there were eight QuickBooks for Construction clinics with 142 participants, and 70 firms who participated in 181 bonding 1:1 counseling sessions.

M/WBE Contract Legal Services, launched in March 2022, is designed to provide certified firms with education and pro bono legal consultation clinics so that they become informed consumers of legal

services; enter into commercial contracts with an understanding of terms, conditions, obligations, and rights; equip them with the tools and strategies to negotiate, or re-negotiate, commercial contracts that reflect their best interests and minimize their risk; and understand their obligations, rights, and recourse under existing commercial contracts. During the reporting period, 298 participants attended nine webinars, and 146 attendees participated in eight legal consultation clinics.

[M/WBE Mentors Program](#), launched in January 2021, is designed to create spaces for peer mentorship and networking amongst NYC-certified M/WBEs. Through curated, industry-focused events, owners representing a variety of industries and backgrounds serve as mentors to less experienced M/WBEs. By mining their own experiences for advice, these mentors provide the insight their peers need to chart their own path of growth through government contracting. During the reporting period, the Program hosted 12 events with 892 participants.

[NYC Construction Ramp-Up Program](#) launched its first cohort in June 2023 and, since then, has continued to provide intensive educational, training, and mentorship programming to help M/WBE construction firms understand the requirements of the city's pedestrian ramp rehabilitation projects and to successfully compete and qualify for the work and any related M/WBE Pre-Qualified List (PQL). During the reporting period, 72 participants representing 57 unique firms graduated from Cohorts 3 and 4. There were 42 firms accepted into the current Cohort 5.

[Contract Financing Loan Fund](#) was launched in FY 2017 by the New York City Economic Development Corporation and SBS. The Loan Fund enhances the ability of business owners to access the capital they need to win, take on and perform successfully on NYC contracts, and reduce the cost of capital to a 3% annual interest rate. During the reporting period, 52 loans totaling \$13,962,716 were awarded to certified M/WBEs through the Loan Fund.

Program Compliance

To ensure that all agency staff responsible for purchasing activities are knowledgeable about the M/WBE program and their agency's goals, SBS, MOCS, and OM/WBE conduct agency training sessions. During the reporting period, 791 procurement professionals from 57 agencies attended 18 training sessions. Among others, the topics included implementation of M/WBE policy of the New York City Administrative Code, strategies and best practices used to identify M/WBEs for contract opportunities, M/WBE goal setting, and

enhancing M/WBE procedures in all contract areas.

Compliance meetings with agency commissioners and M/WBE officers are regularly held to discuss utilization and agency initiatives to increase M/WBE performance. Since April 2023, the city's Chief Business Diversity Officer continues to hold monthly all-agency accountability meetings accompanied with weekly agency focus groups, which have continued through the duration of this reporting period.

In addition to virtual meetings, the Chief Business Diversity Officer held four in-person Quarterly Compliance Meetings during the reporting period:

- July 15, 2024: attended by 81 participants representing 38 agencies
- October 21, 2024: attended by 102 participants representing 45 agencies
- January 27, 2025: attended by 104 participants representing 46 agencies
- April 28, 2025: attended by 107 participants representing 43 agencies

Qualified Joint Venture Agreements

During the reporting period, there were no M/WBEs awarded contracts as part of a Qualified Joint Venture.

Expanding Access and Growth

In FY 2025, New York City reaffirmed its commitment to equity in public procurement through achieving record-level outcomes for Minority- and Women-Owned Business Enterprises (M/WBEs). Under the program, the city awarded over \$2.2 billion in contracts — a 39% increase over FY24's total of \$1.6 billion — and reached a 36.4% utilization rate, up 17% over the prior fiscal year. This progress was supported by expanded certification efforts and targeted outreach through the delivery of more certification workshops in collaboration with community and industry partners leading to a 13% increase in the number of attendees. In addition, building on top of previous success through SBS' *Selling to Government* series, businesses received 2,318 instances of technical assistance in the fiscal year, up 16% from 1,999 in FY24.

As the city looks ahead, it remains focused on expanding access, deepening engagement, and strengthening the support systems that enable M/WBEs and small businesses to compete and grow in the public marketplace. These continued efforts reflect a long-term commitment to a more inclusive, competitive, and resilient procurement system that benefits all New Yorkers.