

CITY OF NEW YORK

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

First Quarter Report of Fiscal Year 2026

Compliance Report covering July 1, 2025 – September 30, 2025

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Introduction

The city remains focused on ensuring that small businesses in New York City have a fair opportunity to succeed. This quarter's compliance outcomes reflect continued progress in strengthening M/WBE participation in the city's multibillion-dollar procurement portfolio. Through targeted initiatives and ongoing collaboration with agencies, the city is supporting M/WBEs in expanding their capacity, improving contract accessibility, and reducing longstanding disparities in procurement. With equity as a guiding principle, the city is advancing a more level procurement landscape and fostering inclusive economic growth across all five boroughs.

This report 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 data¹ specified in Section 6-129(l) of the New York City Administrative Code². The reporting period covers activity during the first quarter of Fiscal Year (FY) 2026 (July 1, 2025 – September 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.

As will be further expanded in this report, during the first quarter of FY 2026 (July 1, 2025 – September 30, 2025), M/WBEs were awarded over \$310 million in prime contracts subject to the M/WBE program and over \$90 million in eligible subcontracts. This brings the total amount awarded to M/WBEs in FY26 Q1 to just over \$400 million, with the city achieving a combined prime and subcontract utilization of 26.2% for the first quarter of the 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 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 Portal (<https://sbsconnect.nyc.gov/>) allows M/WBE firms to certify and

¹ Related appendices can be found on the [MOCS website](#)

² Link to the administrative code is [here](#).

recertify online, check the status of applications, and update their business profiles to better promote themselves to buyers. In the first quarter of FY 2026, SBS conducted 12 certification workshops attended by 158 businesses. Between July 2025 and September 2025, SBS certified 273 new M/WBEs and recertified 242 M/WBEs, bringing the total number of active city-certified companies in the reporting period, as of September 30, 2025, to 11,178.

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 17 events with 439 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-prong test to establish both individual and specific economic and social disadvantage.

As of September 30, 2025, there were 22 certified EBE companies. Unlike the M/WBE program, limited participation in the EBE program has made it difficult for city agencies to set goals on contracts. During the reporting period, 0 EBEs were awarded a prime contract or a subcontract. 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 applied to city-funded construction contracts in lieu of LBE goals. Accordingly, this further limits the applicability of the LBE requirements.

As of September 30, 2025, there were a total of 8 LBE certified firms. Many of our LBEs are also certified as M/WBEs and can be considered for subcontracting opportunities on city construction projects with M/WBE goals. During the reporting period, 0 LBEs were awarded a prime contract or a subcontract.

Selling to Government

SBS offers selling to government services that help M/WBEs 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 Businesses (www.nyc.gov/buycertified) and other city

procurement systems.

In FY26 Q1, SBS held 22 workshops with a total of 704 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, 343 firms were supported through 502 instances of one-on-one technical assistance for submitting the most competitive bids and proposals, navigating government procurement, and successfully performing on contracts with the city.

During the reporting period, BE NYC hosted two events aimed at supporting entrepreneurs through the M/WBE Program with a total of 74 participants. These included the Certified for Success: Unlocking NYC Contracting Opportunities workshop held August 28, 2025 with 57 M/WBE attendees, as well as the Breaking Barriers Breakfast Series on Staten Island held on September 26, 2025 with 17 attendees. These efforts continue to strengthen engagement and expand access to critical contracting opportunities for New York City's diverse business community.

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 14 events, provided 489 one-on-one assistance sessions, assisted with 59 loan applications, and awarded 17 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 has worked aggressively 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. Cohort 16 launches in the second quarter of the fiscal year.

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 3 QuickBooks for Construction clinics with 64 participants, and 15 firms who participated in 28 bonding 1:1 counseling sessions.

M/WBE Contract Legal Services, launched in March 2022, is designed to provide certified firms with education and 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, 49 participants attended 1 webinar, and 34 attendees participated in 2 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 3 events with 91 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 other concrete related projects in order to successfully compete and qualify for the work and any related M/WBE Pre-Qualified List (PQL). Cohort 5 participants received ongoing education and training during the reporting period.

[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, 14 loans totaling \$4,191,500 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, 100 procurement professionals from 25 agencies attended 4 training sessions. Among the topics covered were 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 and through the reporting period, the city's Chief Business Diversity Officer continues to hold monthly all-agency accountability meetings accompanied with weekly agency focus groups. In addition to these virtual meetings, during the reporting period, the First Deputy Mayor and Citywide M/WBE Director, in partnership with the Chief Business Diversity Officer, held an in-person Quarterly Compliance Meeting on July 18, 2025, with 89 attendees representing 43 agencies.

Qualified Joint Venture Agreements

There were no contracts subject to the M/WBE program awarded to a qualified joint venture during the reporting period.

Prime Contract M/WBE Utilization

Table 1 below summarizes prime contracts awarded by city agencies during FY 2026 Q1. M/WBEs were awarded over \$310 million in prime contracts amounting to 22% of all such awards during this reporting period. The Prime contracts in this table include industries and awards made using methods subject to the M/WBE program

Table 1 FY 2026 Q1, Prime Contract Utilization by Industry

Industry and Size Group	Total M/WBE			Total	
	#	\$	%	#	\$
Construction Services	4,028	\$141,738,122	29%	4,849	480,683,937
Micro Purchase	3,997	\$4,776,342	80%	4,790	5,957,878
Small Purchase	4	\$344,474	63%	6	544,474
>\$100K, <=\$1M	10	\$6,997,673	95%	12	7,346,873
>\$1M, <=\$5M	11	\$22,665,581	53%	19	42,540,422
>\$5M, <=\$25M	5	\$76,954,053	41%	16	188,080,310
>\$25M	1	\$30,000,000	13%	6	236,213,981
Goods	1,358	\$24,771,684	63%	2,703	39,243,834
Micro Purchase	1,248	\$10,598,968	52%	2,563	20,375,774
Small Purchase	83	\$5,068,471	74%	108	6,872,043
>\$100K, <=\$1M	27	\$9,104,244	76%	32	11,996,017
>\$1M, <=\$5M	-	\$0	0%	-	0
>\$5M, <=\$25M	-	\$0	0%	-	0
>\$25M	-	\$0	0%	-	0
Professional Services	343	\$79,651,817	12%	843	659,759,519
Micro Purchase	233	\$2,090,138	40%	649	5,191,769
Small Purchase	24	\$1,416,817	65%	37	2,173,800
>\$100K, <=\$1M	71	\$26,277,441	69%	95	37,916,657
>\$1M, <=\$5M	11	\$19,364,320	33%	28	59,460,445
>\$5M, <=\$25M	4	\$30,503,101	8%	30	378,002,971
>\$25M	-	\$0	0%	4	177,013,878
Standardized Services	226	\$64,092,701	27%	947	240,322,084
Micro Purchase	152	\$1,449,341	27%	827	5,444,592
Small Purchase	28	\$1,895,955	62%	44	3,072,592
>\$100K, <=\$1M	28	\$14,278,504	77%	37	18,494,200
>\$1M, <=\$5M	17	\$39,184,089	51%	34	77,341,340

Table 1 FY 2026 Q1, Prime Contract Utilization by Industry

Industry and Size Group	Total M/WBE			Total	
	#	\$	%	#	\$
>\$5M, <=\$25M	1	\$7,284,812	20%	4	36,604,393
>\$25M	-	\$0	0%	1	99,364,967
Total	5,955	\$310,254,324	22%	9,342	1,420,009,375

Agencies are not required to apply participation requirements to certain types of contracts. (See, NYC Administrative Code § 6-129(q) (1)-(7).) Table 1 above and the subsequent discussion of M/WBE performance include those contracts that have been counted towards the city's M/WBE program. As required by §6-129 of the Administrative Code, M/WBE performance data (see Appendices – Tables A-B)³ is summarized separately for each of the following categories: MBE, WBE, minority women (certified as both MBE and WBE), and total M/WBE. MBEs include all minority-owned businesses, regardless of gender. WBEs include all women-owned businesses regardless of ethnicity.

In those areas of procurement where agencies have greater discretion to target procurements to M/WBEs (i.e., micro purchases and small purchases), M/WBE utilization remains strong. In FY 2026 Q1, M/WBEs were awarded over \$18.9 million worth of micro purchases, or 51% of the dollar value of all such awards. Additionally, for small purchases the M/WBE utilization rate was 69% of the dollar value of all such awards (over \$8 million awarded).

A total of 9,342 prime contracts were awarded during FY 2026 Q1. M/WBE utilization on prime contracts during the reporting period is detailed below. Highlights include M/WBEs being awarded:

- 75% of the value of contract awards valued between \$100,000 and at or below \$1 million (over \$56 million)
- 45% of the value of contract awards valued between \$1 million and at or below \$5 million (approximately \$81 million)
- 19% of the value of contract awards valued between \$5 million and at or below \$25 million (over \$114 million)

³ MOCS website

- 6% of the value of contract awards valued over \$25 million (\$30 million)

Agency-by-agency and certification category details corresponding to Table 1 above are included in the Appendices to this report (Tables A - B).

Most prime contracts reflected in the data (except the professional services contracts, for example) are required by New York State law to be procured via competitive sealed bid. Under General Municipal Law (GML) § 103, agencies must, for the majority of the contracts covered by the program, accept the lowest responsible bid and may not give a bidder preference because of its M/WBE status. City agencies' efforts to achieve their M/WBE participation goals through prime contract awards are thus limited to such means as increased outreach and training aimed at encouraging M/WBEs to bid successfully on various procurements. Even for procurements not covered by GML § 103, such as professional services contracts, GML § 104-b precludes agencies from pursuing social policy goals unrelated to the procurement of goods and services, including M/WBE status.

Subcontract M/WBE Utilization

M/WBE Utilization with respect to approved subcontracts during the reporting period is demonstrated in table 2 below. As shown, of the 414 approved subcontracts, 250 were awarded to M/WBE firms. The approved subcontracts awarded to M/WBEs amounted to over \$90 million and represents 74% of the value of all qualifying subcontracts. For more details, see Appendices – Tables E-F

Table 2 - FY 2026 Q1, Subcontracts Utilization by Industry

Industry and Size Group	Total M/WBE			Total	
	Count	Value	%	Count	Value
Construction Services	114	\$54,214,606	71%	211	\$76,568,442
Micro Purchase	21	\$296,000	40%	50	\$745,699
Small Purchase	26	\$1,706,551	42%	59	\$4,052,563
>\$100K, <=\$1M	57	\$24,664,193	70%	87	\$35,251,094
>\$1M, <=\$5M	9	\$21,547,863	71%	14	\$30,519,086
>\$5M, <=\$25M	1	\$6,000,000	100%	1	\$6,000,000
>\$25M	0	\$0	0%	-	\$0
Goods	2	\$157,531	100%	2	\$157,531
Micro Purchase	0	\$0	0%	-	\$0
Small Purchase	1	\$50,000	100%	1	\$50,000
>\$100K, <=\$1M	1	\$107,531	100%	1	\$107,531
>\$1M, <=\$5M	0	\$0	0%	-	\$0
>\$5M, <=\$25M	0	\$0	0%	-	\$0

Table 2 - FY 2026 Q1, Subcontracts Utilization by Industry

Industry and Size Group	Total M/WBE			Total	
	Count	Value	%	Count	Value
>\$25M	0	\$0	0%	-	\$0
Professional Services	100	\$18,303,898	72%	150	\$25,273,929
Micro Purchase	20	\$174,332	62%	39	\$280,309
Small Purchase	46	\$2,605,806	77%	60	\$3,396,331
>\$100K, <=\$1M	32	\$10,998,067	71%	48	\$15,571,595
>\$1M, <=\$5M	2	\$4,525,694	75%	3	\$6,025,694
>\$5M, <=\$25M	0	\$0	0%	-	\$0
>\$25M	0	\$0	0%	-	\$0
Standardized Services	34	\$17,899,294	87%	51	\$20,508,849
Micro Purchase	8	\$67,748	69%	12	\$98,623
Small Purchase	8	\$419,039	43%	17	\$967,719
>\$100K, <=\$1M	15	\$5,158,152	89%	18	\$5,768,152
>\$1M, <=\$5M	2	\$5,254,355	79%	3	\$6,674,355
>\$5M, <=\$25M	1	\$7,000,000	100%	1	\$7,000,000
>\$25M	0	\$0	0%	-	\$0
Total	250	\$90,575,330	74%	414	\$122,508,752

Waivers

A vendor that plans to submit a bid or proposal in response to a solicitation for a contract that is subject to M/WBE participation goals may seek to request a reduction in the goals by filing a waiver request with the contracting agency during the pre-bid or pre-proposal stage. The agency and MOCS then evaluate the extent to which the vendor's business model and subcontracting history is consistent with this request. In order to qualify for a waiver, a vendor must show both the capacity to execute the contract with less subcontracting than projected and legitimate business reasons to do so. A vendor that receives a full waiver has demonstrated that they would be able to fully self-perform the contract without using subcontractors if awarded the contract. A vendor that obtains a partial waiver has demonstrated that they will subcontract at a lower amount than the participation goal established by the agency.

During the reporting period, vendors sought a total of 25 requests for waivers of the M/WBE participation requirements at the pre-bid or pre-proposal stage. Of those requests, twelve (12) were denied, seven (7) were approved as full waivers, and six (6) were approved as partial waivers, see Appendices – Table G. Since waivers may be granted only to vendors that demonstrate both the capacity to perform the prime contract without subcontracting and a prior contracting history of doing similar work without subcontracting, some of the waivers that were granted involved repeated requests

from the same firms, as they sought multiple bidding opportunities.

During the reporting period, one (1) contract were registered where a winning vendor obtained either a full or partial waiver of the total participation goal. For more details, see Appendices – Table G and H.

Large-Scale Procurement Approvals

Prior to soliciting procurements with an anticipated value of over \$10 million, City agencies are required to seek MOCS approval to determine whether it is practicable to divide the proposed contract into smaller contracts and whether doing so would enhance competition among M/WBEs. During the reporting period, there were 10 registered contracts for which MOCS conducted large-scale procurement reviews. A full list is shown in Appendices Table I. The value of the 10 approved contracts shown in Appendices Table I is over \$253 million. Approximately 90% of the value of the large-scale approvals during FY 2026 Q1 were for requirements contracts through the Department of Citywide Administrative Services. These approvals were made in cases in which separate and smaller contracts would not enhance M/WBE opportunities. For more details, see Appendices – Table I.

Complaints, Modifications and Noncompliance

There were no modifications, complaints, or findings of noncompliance during the reporting period.