

# STONY BROOK SMALL BUSINESS DEVELOPMENT CENTER

Presents:

## Hispanic Business Strategies Initiative

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# M/WBE Certification Bootcamp

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NYS Certified Business Advisor

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# AGENDA

- ❖ Certificaciones M/WBE a nivel Suffolk County, NYC
- ❖ Gran resumen de certificaciones
- ❖ Cómo hacer la Declaración de Capacidad

# Suffolk County



- Que tipo de contratos ofrece el condado de Suffolk para los M/WBE
- Quiénes son elegibles a obtener la certificación del condado?
- Cómo se hace la aplicación y cuáles son los requerimientos?
- Cuánto tiempo dura el proceso para obtener la certificación?
- Cómo se enteran de los bids disponibles?
- Recomendaciones para tener éxito con los contratos.



Cómo solicitarla?

<https://www.suffolkcountyny.gov/Elected-Officials/County-Executive/Minority-Affairs/Certify-Business/Certification-Application>

Suffolk County Executive's Office of Women's Services

[Grace.ioannidis@suffolkcountyny.gov](mailto:Grace.ioannidis@suffolkcountyny.gov)

Suffolk County Minority-Women Owned Business Enterprise, Executive Analyst

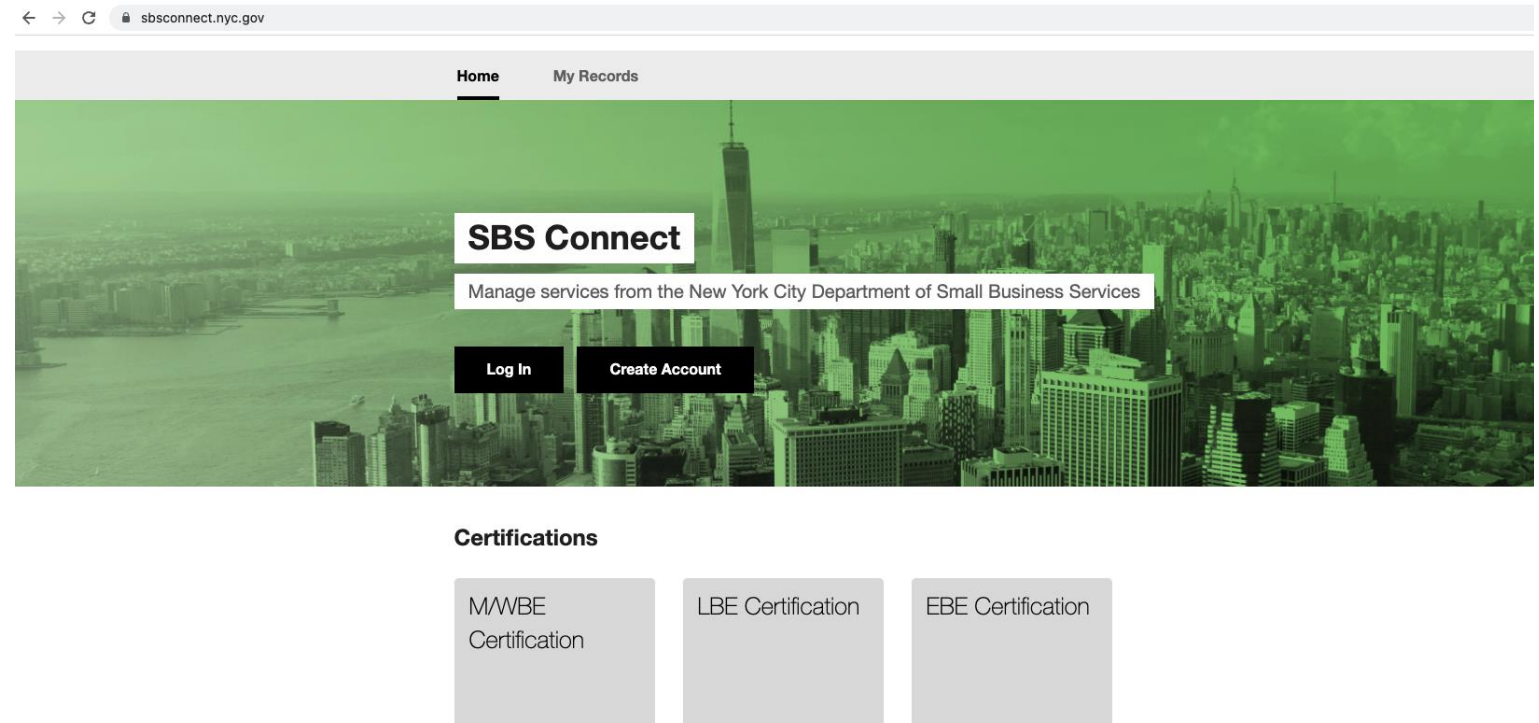
Suffolk Countywide Language Access Coordinator

Suffolk County Executive's Task Force to Prevent Family Violence, Co-Chair

# New York City M/WBE

## Beneficios

- ✓ Inclusión en el **Directorio en línea** de empresas certificadas de la ciudad de Nueva York.
- ✓ Acceso a eventos de networking.
- ✓ Cursos personalizados.
- ✓ Consultas específicas.



# Oportunidades

Asegúrate de tener licencia para trabajar en la ciudad de Nueva York.

Las adquisiciones superiores a \$100k se pueden ver en City Record Online (CROL).

Las inferiores a \$100K -> Lista de licitadores.

La lista de licitadores es generada por la agencia en base a los códigos de productos básicos que reflejan la necesidad de compra de la agencia.

- [NYC Department of Education](#)
- [NYC Housing Authority](#)
- [NYC Economic Development Corporation](#)
- [NYC Housing Development Corporation](#)
- [NYC Health and Hospitals](#)
- [City University of New York](#)

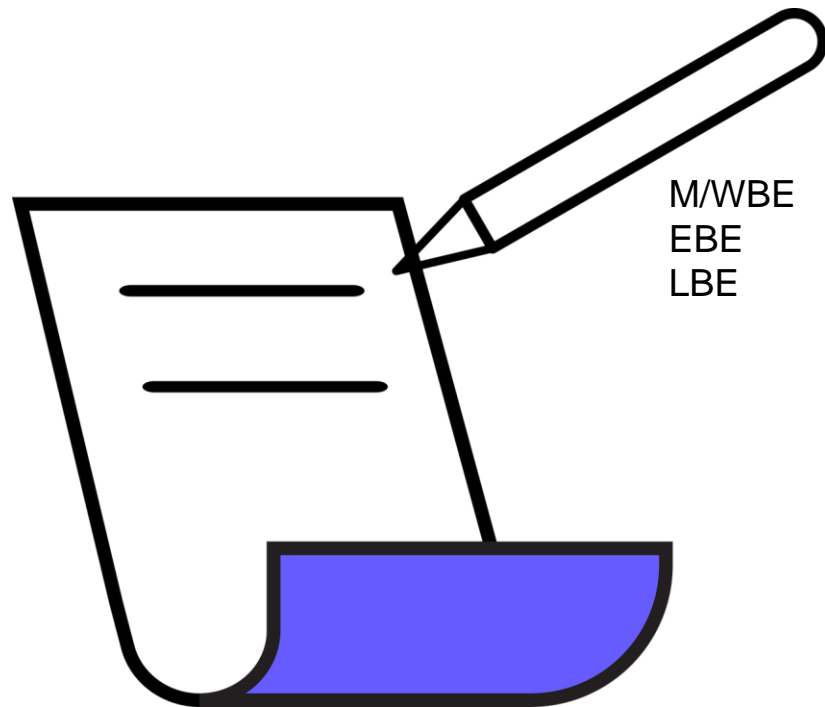


..... SOCIOS ESTRATÉGICOS .....

Fast Track

- a. [Empire State Development Corporation](#) (New York State Certification)
- b. [New York City School Construction Authority](#)
- c. [Port Authority of New York and New Jersey](#) .....
- d. [Women President's Educational Organization](#)
- e. [New York & New Jersey Minority Supplier Development Council Inc.](#)

# Pasos para aplicar NYC M/WBE Certificación



- ✓ Documentos requeridos [../NYC MWBE Document Checklist.pdf](#)
- ✓ Federal Tax ID (este puede ser EIN or SSN para trabajador independiente – soleproprietor).
- ✓ Crear una cuenta como vendedor en la pagina: [Payee Information Portal](#).
- ✓ Crear un PASSport en esta página: [PASSPort portal](#).

Antes de iniciar el proceso:

- ✓ Tener copias electrónicas de los documentos requeridos.
- ✓ Subir la aplicación Fast Track – si es el caso.
- ✓ Si no tienes las copias electrónicas, via correo a SBS – 30 días.

**NYC Department of Small Business Services (SBS)**  
Division of Economic and Financial Opportunity  
1 Liberty Plaza, 11th Floor  
New York, NY 10006  
Website: <http://www.nyc.gov/getcertified>

# Gran resumen - Certificaciones



# New York State - Reporte de contratos

nyscr.ny.gov/doingBusiness.cfm

January 24, 2022 | 2:27 pm

## COVID-19 Vaccines

Children ages 5+ are eligible for the COVID-19 vaccine and children ages 12+ are eligible for a booster. Parents and guardians: make sure your child gets vaccinated and stays up to date with all recommended doses.

VAX FOR KIDS >



Services News Government COVID-19 Vaccine

New York has been made aware of a scam involving fraudulent State agency purchase orders. Please be on heightened alert should you receive any purchase orders that appear out of the ordinary from State agencies. Should you have any doubt about the authenticity of an order, please make sure to confirm by telephone with your established point of contact for the authorized user.

<p>Opportunities posted today <b>61</b></p> <p>Opportunities posted in the last 7 days <b>223</b></p> <p>Total available opportunities <b>838</b></p>	 <p>The New York State Contract Reporter</p> <p><i>NYS' official source of contracting opportunities Bringing business and government together</i></p>	<p>Log In &gt;</p> <p>Sign up and register for your free account!</p> <p>Click here to get started &gt;</p>
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I want to find contracts to bid on > I want to advertise opportunities > Learn about the New York State Business Registry > Learn about doing business with New York >






Doing Business With New York State

ogs.ny.gov/system/files/documents/2021/11/doing\_business\_with\_nys\_11-22-21.pdf

Doing Business With New York State 2 / 28 91%

 **Office of General Services** | **Empire State Development**

[New York State's Procurement Process](#) | [Where to Find Bid Opportunities](#) | [How to Be a Successful Bidder](#) | [How to Get Paid](#) | [Get Certified & Find Resources](#) | [Contact Information & Customer Services](#)


## Welcome

### About this Guide

This guide is designed as a tool for communicating valuable information on New York State's procurement practices. Users will be guided through a series of topics to understand the state's contracting system, identify bid opportunities, learn tips for successful bidding, and discover resources for technical assistance.

This guide is a PDF file with active hyperlinks. If you are reading this on a computer with open access to the Internet, clicking on the website URLs and email addresses will take you directly to the selected webpage or to an email message screen. The directory can also be printed and read as a self-contained guide.

This directory was created in 2010 as a joint venture between the Office of General Services and the Empire State Development Corporation.





# Mandatory Documents



<p><b>Proof of Citizenship and Gender:</b> Birth records; U.S. passports, Military Records; Green cards</p>	<p><b>Sole Proprietorships:</b> Assumed Name Certificate from the County Clerk; Most recent year of business taxes</p>
<p><b>Proof of Business Activity:</b> Current contracts and bids for clients and work in the NYS market area.</p>	
<p><b>Business Documents:</b> Certificate of Authority to Do Business in New York State from the New York State Department of State; leases; deeds.</p>	<p><b>Partnership and LLCs:</b> Assumed Name Certificate from the County Clerk; Operating/Partnership Agreement; IRS Form 1065 with the Schedule K-1 Tax Form</p>
<p><b>Personal and Business Taxes:</b> Complete copies of the most recent year of personal and business taxes.</p>	
<p><b>Professional Background:</b> Owner's resume(s), professional licensure, permits, certifications.</p>	<p><b>Corporations:</b> Shareholders' Agreements and Corporate By-Laws; IRS Forms 1120 and 1125-A; IRS W-2 Forms; IRS Form 1065 with the Schedule K-1 Tax Form</p>

**Note:** To facilitate and expedite the processing of applications, the New York State Tax & Finance Agency and the Department of Labor will be required to share records with DMWBD.

# Encuentra oportunidades

Eventos de Reportes de Contratos:

<https://nyscr.ny.gov/eventsList.cfm>

Calendario de Ofertas OGS:

<https://ogs.ny.gov/procurement/bid-opportunities>

Eventos OGS:

<https://ogs.ny.gov/upcoming-events>



M/WBE CERTIFICATIONS LIST

WHERE	TYPE	MEANING
SUFFOLK COUNTY	WBE	Women Business Enterprise
	MBE	Minority Business Enterprise
NASSAU COUNTY	WBE	Women Business Enterprise
	MBE	Minority Business Enterprise
NEW YORK STATE	WBE	Women Business Enterprise
	MBE	Minority Business Enterprise
	DBE	Disadvantaged Business Entity
	SDVOSB	Service Disabled Veteran-Owned Small Business
NEW YORK CITY	M/WBE	Minority/Women Business Enterprise
	EBE	Emerging Business Enterprise
	LBE	Locally Based Enterprise
FEDERAL	8(a)	Business Development Program
	WoSB	Women Own Small Business
	EDWoSB	Economic Disadvantaged WoSB
	HUBZone	Pequeñas empresas en Zonas Infrautilizadas
	SDVOSB	Service-Disabled Veteran-Owned Small Business
	VOSB	Veteran-Owned Small Business
AGENCIES	<ul style="list-style-type: none"> <li>● <a href="#">NYC Housing Authority</a></li> <li>● <a href="#">NYC Economic Development Corporation</a></li> <li>● <a href="#">NYC Housing Development Corporation</a></li> <li>● <a href="#">NYC Health and Hospitals</a></li> </ul>	
FAST TRACK	<ul style="list-style-type: none"> <li>● <a href="#">a. Empire State Development Corporation (New York State Certification)</a></li> <li>● <a href="#">b. New York City School Construction Authority</a></li> <li>● <a href="#">c. Port Authority of New York and New Jersey</a></li> <li>● <a href="#">d. Women President's Educational Organization</a></li> <li>● <a href="#">e. New York &amp; New Jersey Minority Supplier Development Council Inc.</a></li> </ul>	
PRIVATE	<a href="#">Women's Business Enterprise National Council (WBENC)</a>	



# Donde Encajas

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Auge

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Sub Contratista

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En-Directo

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Privado

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# Declaración de Capacidades

(Capability Statement)



# ¿Qué es una Declaración de Capacidades?

- Resumen narrativo de tu empresa para una agencia gubernamental
- Destaca los atributos únicos de tu empresa
- No debe tener más de 2 páginas



# ¿Por qué es importante la Declaración de Capacidades?

- Es obligatoria para muchos organismos públicos
  - Sirve como "currículum" de tu empresa
  - Ayudará a diferenciar su empresa de sus competidores
-



google.com/search?q=capability+statement+design&source=lnms&tbn=isch&sa=X&ved=2ahUKEwif2q-W2s31AhWulKEHYssCvMQ\_AUoAXoECAEQAw&biw=1920&bih=739&dpr=1#imgrc=1Qtd\_9A0lnV6M

Google capability statement design



Construction company capability ...  
99designs.com

Capability Statement Design  
sketchcorp.com

Double Sided Capability Statement ...  
shutterstock.com

Construction company capability ...  
99designs.com



Capability Statement Design  
sketchcorp.com



25 Capability Statement i...  
pinterest.com



Design a kick-ass capabil...  
99designs.com



Statement template, W...  
pinterest.com

Capability Statement Downloads

Capability Statement Templates ...  
govkidmethod.com



Capabilities Statement Design for MBEs...  
outreachpromos.com



Capability Statement D...  
brochuredesignservice.co...



Company Brochure by PAR Design stu...  
dribbble.com



strong capability statement  
dtb.com.au



attractive capability sta...  
fiverr.com

**Capability Statement**

**ABOUT US**  
Established in 2011, Marke Enterprises serves as a leading Company of subsidiaries engaged in various lines of businesses. Our skills and expertise range from insurance broker services, Venture Capitalism, Business Development Consulting & Philanthropy.

**CORE COMPETENCIES**

- Event Planning
- Event Space
- Quality Safety Workplace
- Business Development Coaching
- Competitive Business Liability Insurance Rates
- Creative writing Skills
- Grow Small Certified
- Experienced & Diverse Staff

**DIFFERENTIATION**

- Timely Quality Execution
- one on one Entrepreneur Business Development
- 95 % Customer Service Rating
- On-site Insurance Staff
- Personal & Commercial Liability
- Extended Hour Assistance

**CONTACT INFORMATION**  
Tara's Tidy Homes, LLC  
304 S Compton Ave, Ventura CA 93002  
Phone: (805)212-6164  
Email: Tara@TidyHomes.com  
https://www.tarastidyhomes.com

**COMPANY DATA**  
Company Name: Tara's Tidy Homes, LLC  
SIC Code: 8000  
Established in: 2011  
SBA Size Status: Pro Service  
NAICS Codes:  
• 80700: Judicial Services  
• 86780: Carpet and Upholstery Cleaning Services  
• 81190: Jan Services  
• 72890: All Other Specialty Trade Contractors

# Formato de la Declaración de Capacidades

1. Competencias fundamentales
  2. Desempeño anterior
  3. Diferenciadores
  4. Datos de la empresa
  5. Información de contacto
-

# Competencias fundamentales

Cuales son las necesidades específicas de la agencia receptora?

- Quiénes somos
  - Qué hacemos
  - Soluciones
-

## Resultados anteriores

- Listado de clientes anteriores para los que su empresa ha realizado trabajos similares.
  - Establezca prioridades. Empiece por experiencia en agencias o áreas relacionadas.
  - Si los proyectos anteriores no están relacionados con las necesidades de la agencia a la que se dirige, no los incluya en la lista.
-

# Diferenciadores

Hacer negocios con el gobierno es muy competitivo. Por ello, es importante ilustrar lo que hace que su empresa se distinga de sus competidores. Si tiene alguna acreditación o premio especial, indíquelo aquí. Además, le será útil responder a las siguientes preguntas:

- ¿Qué tienen sus productos/servicios para diferenciarse del resto?
  - ¿Qué tiene su personal que le da una ventaja sobre sus competidores?
-

## Datos de la empresa

- Una o dos frases breves con una descripción de la empresa que incluya el tamaño de su empresa, los ingresos, el número de empleados y la zona geográfica típica a la que presta servicio.
- Listado de los códigos específicos pertinentes como:
  - Códigos socioeconómicos, 8(a), HUB Zobne
  - Certificación desfavorecido de mujer/minoritario/veterano/
  - NAICS (Ponga todos, si hay más de uno)
  - Código CAGE

# Información de contacto

- Nombre y cargo de la persona responsable de los contratos
  - Dirección
  - Teléfono
  - Correo electrónico
  - Sitio web
-

# ESTRATEGIA CONTENIDO IMAGEN

**Company Data**

GPC LLC is a military construction contractor with over \$3.5 million in annual revenue and 20+ employees worldwide.

**DUNS**  
625886952

**NAICS Codes**  
237990  
Other Heavy and Civil Engineering Construction

238160  
Roofing Contractors

238320  
Painting and Wall Covering Contractors

236210  
Industrial Building Construction

236220  
Commercial and Institutional Building Construction

238140  
Masonry Contractors



238190  
Other Foundation, Structure and Building Exterior Contractors

238310  
Drywall and Insulation Contractors

238350  
Finish Carpentry Contractors


238390  
Other Building Finishing Contractors

332321  
Metal Window and Door Manufacturing

**Contact Information**

Jason M. Howell  
Managing Member  
850-547-5020  
jason@gpcconline.com



202 E. Pennsylvania Ave, Bonifay, FL 32542  
(tel) 850-547-5020 | (fax) 850-547-5022  
www.gpcconline.com

Offering Solutions To Those Who Support Our Freedom

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## CAPABILITY STATEMENT

**Capabilities**



Experts in:

- Restoration of masonry (sand blasting, caulking, tuckpointing and painting), marine construction, renovation/rehabilitation, historical restoration, roofing coating, HVAC, installation of overhead doors, fire proofing, protective coating application, and painting IDIQ contracts.
- Extensive experience in site and concrete construction including earthwork, site utilities, site concrete and structural concrete.

**Differentiators**

Leading the way...

- Gulf Pacific Contracting excels in structural and vertical construction projects for the military. Our experience with the Military's system of inspections and standards will allow for an easy integration and immediate performance.
- We maintain a robust safety program as evidenced by a record of zero lost-time injuries since our inception. Further, we currently enjoy an "EMR" rating of 1.00.
- We will demonstrate that we are the professionals who represent outstanding service and dedication. We will set the "example" with every task to be deemed "Preferred" when it comes to the next contracting decision.

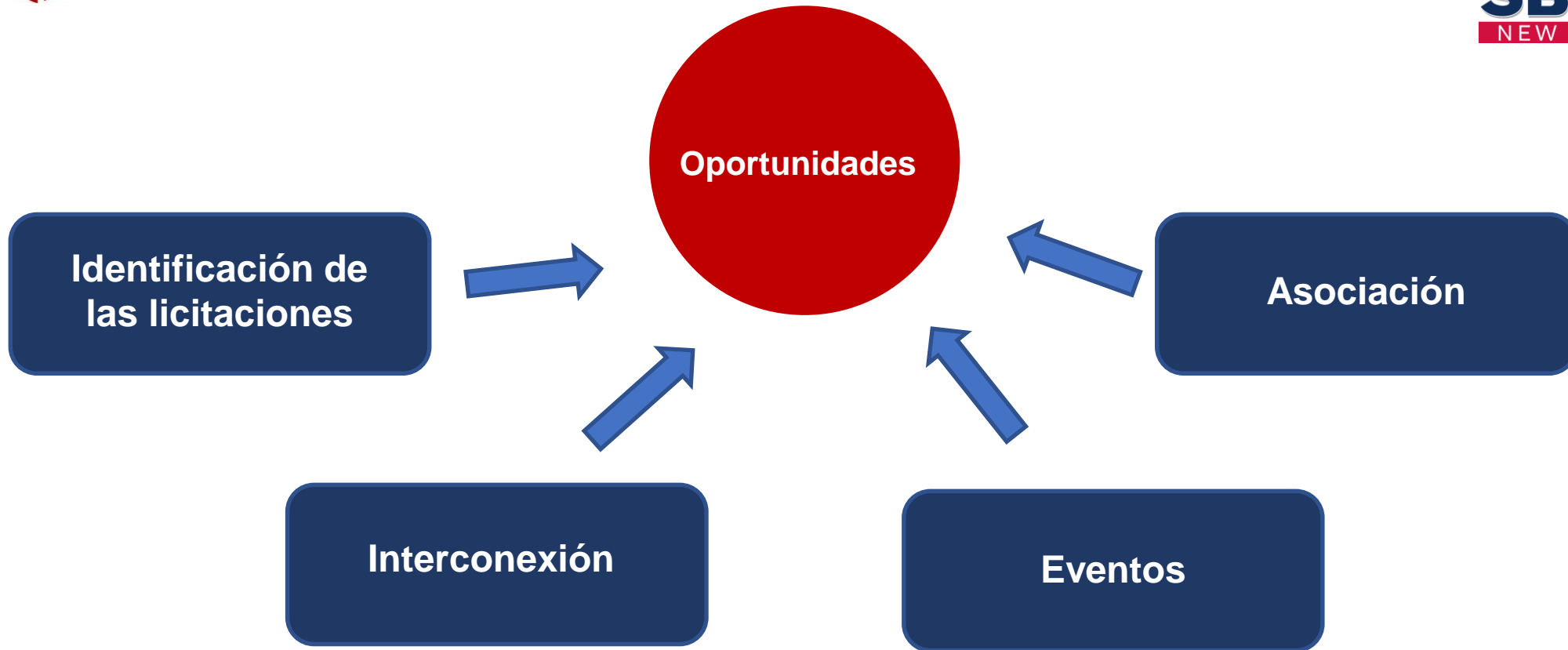



**Past Performances**

High Customer Satisfaction!

- Repeat business from the National Park Service, NAVFAC Southeast, United States Air Force, United States Coast Guard and United States Marine Corps.
- Multiple projects completed at NAS Key West, Tyndall AFB, Whiting Field, Marine Corps Logistics Base (Albany), Robins AFB, NCBC Gulfport and Stennis Space Center.
- Excellent relationships with all subcontractors.
- We deliver on time and within budget at a fair and reasonable cost.





# GRACIAS

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Specializing in Marketing and Hispanic Market  
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