
DIVERSITY TODAY

NEW JERSEY DEPARTMENT OF TREASURY ♦ OFFICE OF SUPPLIER DIVERSITY

Volume 1, Issue 1

January-March 2009

Empowering Small Businesses for Economic Growth



Welcome to The Office Of Supplier Diversity

Celebrating our 1st Year Anniversary

It is hard to believe that the Office of Supplier Diversity has been in operation one year. We have accomplished so much in this short time frame. The Office of Supplier Diversity is tasked with helping the State to be more inclusive in its choice of suppliers while helping the suppliers to understand how the State conducts its business. With a small staff of four the Office of Supplier Diversity (OSD) is meeting the challenge every day.

Training is a major program component of OSD that helps suppliers and potential suppliers to understand government contracting and gives OSD an opportunity to address small business concerns in doing businesses with government. Through its training, OSD implements programs that not only “demystify” the procurement process, but also help businesses see the State as “small business” friendly.

A mentoring program has also been developed with the small business owner in mind. This program helps small business owners to be more successful in their chosen fields by pairing them with similarly seasoned business mentors. Active interest in this endeavor is high and we expect to begin our search for mentors and protégés within the next three months. We look forward to another productive year and hope to see you at one of our workshops.

Sandy Davis, Director

MEET THE STAFF

Elizabeth Lindsey- Associate Assistant Treasurer

Lueaster Vandi- Administrative Assistant

Office of Supplier Diversity

Sandy Davis - Director

Debbie Gideon – Manager

Ahsaki McCall – Diversity Officer

Muriel Mitchell-Lawrence – Diversity Officer

Division of Minority, Women Business Development

Nina Moseley –Senior Director

Francis Blanco- Director

Elvis Ramirez – Technical Manager

John Cronin – Business Services Manager

Ana Villagran – Business Services Program Specialist

Shanta Marshall – Technical Assistant

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News Around the State

Division of Minority and Women Business Development

Changes to DMWBD Improve Services to Small Businesses across the State

The Division of Minority and Women Business Development (DMWBD) was created by Governor Corzine's Executive Order 34 to understand and leverage the State's purchasing power to help facilitate growth among New Jersey's small, minority and women-owned businesses (SMWBEs).

DMWBD is the Office of Supplier Diversity's closest partner and the two offices collaborate on training programs, analysis of the State's spending with SMWBEs, and events and workshops across the State.

In addition to tracking and monitoring the State's spending with minority and women-owned businesses, DMWBD is now the State agency that provides small business registrations and minority and women certifications. DMWBD also provides a number of online services for small businesses, including the Diversity Registry database and online bid notification. For more information about registrations, certifications, and online resources for SMWBEs, please visit <http://www.nj.gov/njbusiness/contracting/> or call DMWBD at 609-292-2146.

Legislative Update

New Small Business regulations will be released on March 3, 2009. Some of the changes include:

- Registration and certification periods have been standardized to cover a 3 year period.
- Application fee for SBE registration reduced from \$100 per year to \$100 for 3 years.
- Simplified M/WBE application approval to a straight 3 years.
- Simplified M/WBE application fee to \$100 for 3 years.
- Electronic notification of renewals for registrations and certifications

Small, Minority and Women-Owned Business Spotlight

Global Project Resources, LLC

Mary Stober, President of Global Project Resources attended one of OSD's "How to Do Business with the State" workshops where she heard one of our tips for success. This is what Mary had to say:

"In that session we went over how to make sure you are registered and how to get on the list to receive bids. We also talked about the bid process and the role of mandatory bid meetings.

A few months later, an appropriate bid for my business came up, so I decided to attend the bid meeting hoping I could find another agency to partner with. And that's what happened!

At the meeting I met lots of people, and followed up with one business in particular that seemed promising. In the weeks following, we talked about the bid and what contributions my business could make. The business didn't just list me on the bid, but included my case studies in the proposal and also invited me to participate in the interview session with them.

In the end, we came in second on the bid, but it was a great opportunity to experience the process and to establish a relationship with a new business partner. I'm looking forward to the next bidding opportunity!"



Global Project Resources, LLC

13 Jasmine Ct. • Lawrenceville, NJ • 08648

www.globalprojectresources.com

Dates to Remember

Please join the OSD at one or all of the events below.

February 11, 2009 – NJAWBO 11TH ANNUAL PROCUREMENT EVENT & EXPO www.njwabo.org

February 26, 2009 – "BUSINESS GROWTH SEMINAR" with EXCEED RESOURCES, INC Time and place to be determined

March 4, 2009 – 9th Annual Alliance Mid-Atlantic Small Business Procurement Fair, Atlantic City Convention Center, Atlantic City, NJ www.allianceforbiz.com

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TRAINING FOR PROCUREMENT OPPORTUNITIES WORKSHOPS

OSD organizes one day training workshops to provide a comprehensive overview of the State's procurement process as well as an in-depth overview of the state's Request for Proposal (RFP) forms. The workshops cover business registration to business opportunities.

ALL WORKSHOPS ARE HELD AT 33
WEST STATE STREET, TRENTON, NJ,
4TH FLOOR TRAINING ROOM
FROM 9 A.M. - 11:30 A.M.

2009 WORKSHOP DATES:

JANUARY 22
JANUARY 23
FEBRUARY 3
FEBRUARY 10
MARCH 17
APRIL 21
MAY 19
JUNE 16
JULY 21
AUGUST 11
AUGUST 25
SEPTEMBER 22
OCTOBER 20
NOVEMBER 17
DECEMBER 15

RSVP @ NJOSD@TREAS.STATE.NJ.US

PARTNERING FOR SUCCESS

“How to do Business with the State” Workshops

OSD looks forward to partnering with the New Jersey Small Business Development Center (SBDC) to provide training on procurement opportunities and on the small, women and minority business registration and certification process.

February 27, 2009 – *SBDC @Brookdale
Community College*

March 13, 2009 – *SBDC @Kean College*

April 9, 2009 – *Mercer County College*

May 19, 2009 – *SBDC @ William
Patterson University*

June 10, 2009 – *SBDC @ Rutgers Newark*

July 16, 2009 – *SBDC @ Raritan Valley
Community College*

September 17, 2009 – *Bergen County
Community College*

October 16, 2009 – *SBDC @ Rutgers
Camden*

November 5, 2009 – *SBDC @ Centenary
College*

State Offices Closed

The Office of Supplier Diversity will be closed for:

Lincoln's Birthday- February 12, 2009

Washington's Birthday Observed- February 16, 2009

Please register with the SBDC by calling
973-353-1927.