



# JOINT INDUSTRY BOARD OF THE ELECTRICAL INDUSTRY

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September 9, 2009

To whom it may concern:

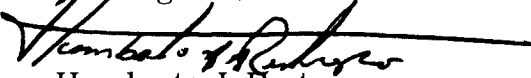
In 2005 the NYC Council passed and Mayor Bloomberg signed Local Law 129, which requires city agencies to buy more goods and services from certified minority and women owned business enterprises (M/WBE). Under Local Law 129 agencies were required to fill small contracts by allowing a computer to randomly generate 10 potential bidders, five minority and five non-minority. However, some agencies added favored vendors to the list, using firms with which they had a pre-existing relationship. Mara Simpson, Director of the Mayor's Contracting Office noted that "a study conducted by the City in 2005 showed that the M/WBEs weren't getting their fair share of government business, and small contracts provided an opportunity for those firms to get their foot in the door." The study revealed that although M/WBEs made up 50% of the bidders, they were not winning anything close to 50% of the contracts since some agencies were allowed to add extra vendors to their random lists.

In an effort to remedy this disparity, the Mayors' Office of Contract Services issued a memo on July 15, 2009 to city agencies, instructing them not to solicit vendors to bid on small contracts (defined as between \$5,000-\$100,000) unless they are at least 51% minority or female owned. As of July 31, figures show that the administration has certified 2,287 M/WBEs, double the members of 2 years ago, and they've won 15,201 contracts worth \$864 million in a span of 2 ½ years.

This is an opportunity for your firm to explore additional contract possibilities. As noted above, the dollar value of potential work is significant, and a viable source of future work opportunity for your company. We strongly urge you to become registered as an M/WBE with the many city agencies. Any business that wants to do business with the City of New York must register with the vendor enrollment center, log on to [www.nyc.gov/selltonyc](http://www.nyc.gov/selltonyc). Other valuable information can be obtained from the following websites: Mayor's Office of Contracts [www.nyc.gov/moc](http://www.nyc.gov/moc) and for the city record [www.nyc.gov/cityrecord](http://www.nyc.gov/cityrecord). For other bidding opportunities and related vendor information, you can call 311 and ask for NYC Business Solutions or visit [www.nyc.gov/smallbiz](http://www.nyc.gov/smallbiz).

We hope that this information is helpful and welcome an update on your company's success on securing work as an M/WBE contractor on NYC agency construction contracts.

Best regards,

  
Humberto J. Restrepo  
Political Affairs Liaison