

# College Regional M/WBE Conference

**Sponsored by: SUNY Old Westbury and the Small Business Development Center at Farmingdale State College**

When: Wednesday March 23, 2011, 8:30am - 3pm

Where: SUNY College at Old Westbury  
Duane L. Jones Recital Hall  
Campus Center Building  
223 Store Hill Road  
(use Route 107 entrance)

---

This Conference will:

- ❖ Provide a venue for SUNY procurement and Nassau County based agency staff to network with M/WBE firms
- ❖ Enhance M/WBE vendors' awareness of procurement opportunities at the regional SUNY campuses
- ❖ Provide education regarding the NY State M/WBE certification process
- ❖ Include information sessions of interest to all M/WBE attendees
- ❖ Introduce procurement staff to a network of M/WBE firms in the region

*For more information, please contact:*

*Michael Giambalvo at 516-876-3193 [giambalvom@oldwestbury.edu](mailto:giambalvom@oldwestbury.edu)*

*or Sheila Washington at 516-876-3193 [washingtons@oldwestbury.edu](mailto:washingtons@oldwestbury.edu)*



# College Regional M/WBE Conference

Sponsored by: SUNY Old Westbury and the Small Business Development Center at Farmingdale State College

Wednesday, March 23, 2011  
8:30am to 3:00pm at SUNY Old Westbury  
Old Westbury, NY

## Conference Agenda

|                        |  |
|------------------------|--|
| <b>8:30 – 10:30 am</b> | <b><i>Registration/Check-In, Campus Center Building (Maguire Theater Ticket Booth)</i></b>   |
| <b>9:30 am</b>         | <b><i>Welcoming Remarks (Duane L. Jones Recital Hall)</i></b> <ul style="list-style-type: none"><li>• Dr. Nancy L. Zimpher, SUNY Chancellor (Pre-recorded)</li><li>• Dr. Calvin O. Butts, III, SUNY Old Westbury College President</li><li>• Ms. Lucille Wesnofske, Director, Small Business Development Center at Farmingdale State College, Co-Sponsor</li></ul> |
| <b>10:00 am</b>        | <b><i>Doing Business with SUNY: Rules of Engagement (Duane L. Jones Recital Hall)</i></b> <p>Thomas Hippchen, Director of University-Wide Procurement<br/>Vicente Alfonso, University-Wide M/WBE Specialist</p>  |
| <b>11:00 am</b>        | <b><i>Basics of Procurement: How to Sell to New York State (Duane L. Jones Recital Hall)</i></b> <p>Nancy Fisher, Deputy Director, Small Business Division, NYS Department of Economic Development</p>   |
| <b>12:00 – 3:00 pm</b> | <b><i>Networking Lunch and opportunity to meet with representatives of SUNY Campuses and other Nassau County based Agencies (Student Union Building - Multi-Purpose Room)</i></b>  |
| <b>3:00 pm</b>         | <b><i>Thank you for your participation. Please fill out an evaluation sheet.</i></b>   |



# College Regional M/WBE Conference

Sponsored by: SUNY Old Westbury and the Small Business Development Center at Farmingdale State College

## Vendor Registration Form & Information

You are invited to participate in an upcoming Regional Minorities/Women Business Enterprises Conference. This conference will be a time of sharing, networking and building business relationships between State procurement offices and Long Island Regional M/WBE Vendors.

- When: March 23, 2011
- Time: 8:30am – 3:00pm
- Where: SUNY Old Westbury  
Duane L. Jones Recital Hall, Campus Center Building  
223 Store Hill Road (main entrance off Route 107)  
Old Westbury, NY 11568
- Fee: \$35 per Person (**includes networking lunch**)
- Directions: Available at the College's website, [www.oldwestbury.edu](http://www.oldwestbury.edu), under the Visitors link
- RSVP: By March 11, 2011

Please complete this form and send it along with a check or money order made payable to “SUNY Old Westbury” to:

SUNY College at Old Westbury  
223 Store Hill Road  
P.O. Box 210  
Old Westbury, NY 11568

Attention: Office of the Bursar - MG

Any questions, feel free to contact:

Michael Giambalvo 516-876-3193 giambalvom@oldwestbury.edu  
Sheila Washington 516-876-3193 washingtons@oldwestbury.edu

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Person Attending: \_\_\_\_\_

Title: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Fax Number: \_\_\_\_\_

Commodity/Service: \_\_\_\_\_