

# NMBC



## Report

# Business

### NMBC FORMS PROCUREMENT- MEMBERSHIP DEVELOPMENT COMMITTEE

At its First Quarter Board of Directors Meeting on March 24<sup>th</sup>, 2005, the NMBC Board of Directors voted to establish a Procurement-Membership Development Committee of the Board, which will consist of 12 members from the NMBC Membership-at-large.

Mr. Joseph T. Crowder, an NMBC Director, and President & CEO of Royal Cleaning Service, Inc., was named Chairman of the new Committee effective May 1<sup>st</sup>, 2005.

The purpose of the new Procurement-Membership Development Committee is to help bring procurement opportunities to the NMBC membership and increase the number of NMBC M/WBE programs to enhance membership value.

The "Committee" was created in part as a result of our recent membership survey that pointed out the need for the NMBC to do more in the areas of procurement and membership development for its growing membership.

Any active NMBC member wishing to serve on the new Procurement-Membership Development Committee should contact the NMBC office at (212) 997-4753 or [nmbc@msn.com](mailto:nmbc@msn.com) as soon as possible, but no later than May 16<sup>th</sup>, 2005. We plan to have our first committee meeting in early June 2005. Get Involved!! ■

### 2005 MEMBERSHIP SURVEY RESULTS

The NMBC sent out its annual membership survey in March to its members for feedback on their needs and overall satisfaction of the programs and services in place, as well as comments, suggestions or recommendations for improvement.

The results are as follows:

- The average length of membership of a respondent is 2 ½ years, the longest being 10 years and the shortest being 3 months.



Joseph T. Crowder  
Chairman  
Procurement-Membership Committee

- The type of companies that responded were manufacturers, service firms, construction firms, contractors, professional services firms and wholesalers.
- 80 % of the membership receives information on a regular basis through e-mail. *(It is very important for the NMBC to have your e-mail address being that it is the main channel of communication for the NMBC and its members. If you have not been receiving information from the NMBC, please get in contact with us to confirm your e-mail address or to request to receive faxes).*
- 17% of the membership has been to an NMBC program in the last six months. Programs included: the 25<sup>th</sup> Anniversary Awards Luncheon, the Women's Business Committee Conference and the 504 Program.
- 80% of the membership is satisfied with the NMBC. The few that were not satisfied explained that they needed more guidance on contacting potential procurement officers as it is in most cases impossible to communicate with buyers. Of the companies that were not satisfied, none have been to an NMBC program.
- Programs and services that members would want offered are:
  - More frequent networking meetings for those who live out of state

- More pro-active contacts, meeting with buyers in NYC/NJ
- Explore international business, specifically NAFTA region and Central America
- Lists of companies and key contacts to mail literature to
- More procurement opportunities for soft skills training
- RFPs and procurement notifications; linking members who are interested in teaming, subcontracting and forming strategic alliances
- Lists of specific companies dealing in IT contracting/consultants
- Programs on growing a business; making a successful transition between economic levels
- Low cost loans to minority businesses
- More corporate/vendor networking events with key procurement people
- More member to corporation matching

The survey clearly indicated that the NMBC must do more for its members in the area of procurement, i.e. purchasing exchanges, match makers between corporate buyers and members.

Comments from members included:

- “Think it’s a great organization and it’s wonderful that you offer micro loans.”
- “Always found the council to be very helpful, what is offered suits our needs.”
- “Service Programs are comprehensive.”
- “Very happy with services offered.”

The NMBC thanks all of its members that responded to the survey. We’ll make a concerted effort to implement all suggestions, comments and recommendations in the coming months to better serve the NMBC membership and continue to help the M/WBE business community. ■

### **NMBC’s PROCUREMENT OPPORTUNITY DINNER**

The NMBC will hold its Procurement Opportunity Dinner on May 11, 2005 from 5:30 – 8:30 p.m. at Evergreen Restaurant located at 10 East 38<sup>th</sup> Street (between 5<sup>th</sup> Ave and Madison Ave).

There will be speakers from Citigroup and Tishman Construction informing guests about procurement opportunities at their respected companies and explain how to become a Vendor with them and detail the process. Buffet dinner and refreshments will be served. Cost for NMBC Members is \$40.00, Non-Members is \$50.00. Advanced registration is required due to limited seating, please RSVP by calling the NMBC office at (212) 997-4753. A flyer can be downloaded from the NMBC website at [www.nmbc.org](http://www.nmbc.org). ■

### **NYPA/NMBC 15<sup>th</sup> ANNUAL PURCHASING EXCHANGE**

The New York Power Authority (NYPA) and the National Minority Business Council (NMBC) cordially invite you to their 15<sup>th</sup> Annual Purchasing Exchange on Thursday, June 2<sup>nd</sup>, 2005 at NYPA’s White Plains location, 123 Main Street from 12:00 p.m. to 4:00 p.m. in the Jaguar Center (lobby level).

The Purchasing Exchange provides an environment in which vendors can gather and exchange information with each other and explore procurement opportunities with purchasing representatives from electric utilities, City and State Agencies, NYS Authorities and many corporate entities. To RSVP, please contact Ms. Debra White at (914) 681-6976. This is a **FREE** event and lunch will be provided. ■

### **NMBC’s 5<sup>th</sup> ANNUAL GOLF TOURNAMENT “Tee-off for Education”**

Be part of the NMBC’s 5<sup>th</sup> Annual Golf Tournament, “Tee-off for Education”; proceeds to benefit the NMBC Scholarship Fund for the Dartmouth College-Tuck MBEP Program.

The Tournament will take place on Thursday, August 18<sup>th</sup>, 2005 from 9:00 a.m. – 7:00 p.m. at the Mill Pond Golf Course at 300 Mill Road in Medford, New York. Early registration is \$250.00pp if received before July 20<sup>th</sup>; late registration is \$275.00pp from July 20<sup>th</sup> to August 15<sup>th</sup>. The price for attending only the cocktail and dinner is \$175.00pp. There are many sponsorship reception and advertising opportunities available. To view a flyer, please visit the NMBC website at [www.nmbc.org](http://www.nmbc.org) or call the NMBC at (212) 997-4753 for additional information. ■