



A Program of the NYC Department of Small Business Services
Division of Economic and Financial Opportunity

Emerging Business Enterprise Program

Who is Eligible

The Department of Small Business Services' (SBS) Emerging Business Enterprise (EBE) Program certifies businesses owned, operated, and controlled by individuals who are socially and economically disadvantaged. The program is designed to promote fairness and equity in city contracting and to level the playing field for these business owners. To apply for EBE certification, a company must be:

- In business for at least one year
- At least 51% owned, operated, and controlled by persons who can demonstrate social and economic disadvantage*
- Active within the geographic market for the City of New York. A company must have a real and substantial business presence within the five boroughs or in one of eight surrounding counties: **
NY: Nassau, Putnam, Rockland, Suffolk, and Westchester
NJ: Bergen, Hudson, and Passaic

*A person who is socially and economically disadvantaged has experienced chronic and substantial negative treatment in the United States. The person's inability to compete must have been impaired due to diminished access to capital and credit and the net worth of the owner(s) must be less than \$1 million.

**If the company is located outside of New York City, it must have a significant tie to the City's business community (e.g., have conducted business in the City, have derived 25% or more of gross receipts from business conducted in the City, possess a license issued by the City, etc.).

Benefits of Certification

The greatest value of certification comes from Local Law 12 of 2006 that directs buyers at New York City agencies to purchase more goods and services from certified EBE vendors. The NYC Department of Small Business Services is committed to increasing business opportunities for Emerging Business Enterprises by providing the following services:

- **FREE advertising in the NYC Online Directory of Certified Businesses**
Market your business to City buyers through this searchable electronic directory:
www.nyc.gov/getcertified
 - **FREE assistance with bids and proposals**
Learn how to bid successfully when you attend any one of our free "Selling to Government" classes, or speak with a procurement specialist.
 - **EXCLUSIVE networking events**
Hear directly from City, State, Federal and private-sector contracting officers about their solicitation and selection process.
 - **EXCLUSIVE discounts for certified companies**
Save time and money by taking advantage of specially negotiated discounts on computers, college courses and much, much more.
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To download a certification application and instructions, visit www.nyc.gov/getcertified
Questions concerning the program may be directed to ebe@sbs.nyc.gov