



ECONOMIC DEVELOPMENT

FOCUSING ON THE
NORTHEAST REGION OF THE USA

A GRASSROOTS APPROACH TO THE COME BACK BETTER: "BUILD BACK BETTER" PLAN

DECEMBER 2, 2021
9:00AM — 2:00PM

MEDGAR EVERS COLLEGE
1638 BEDFORD AVENUE
BROOKLYN, NY 11225

Organized by:
Brooklyn Minority Business Development Agency Business Center
1150 Carroll Street | Brooklyn, NY 11225
www.BrooklynMBDACenter.com




ECONOMIC DEVELOPMENT FORUM — THURSDAY, DECEMBER 2, 2021
PROGRAM-AT-A-GLANCE

TIME	ACTIVITY
08:45am	Arrival and Seating of Speakers and Guests
09:00am	Welcome Address
09:05am	Opening Remarks
09:30am	Keynote Address: Mr. Miguel Esti3n – Acting National Director, U.S. Department of Commerce
10:00am	DECLARED OPENING OF ECONOMIC DEVELOPMENT FORUM
10:10am	Session 1 – Impact Of Covid-19 On MBEs
	11:00AM – 11:20AM — COFFEE BREAK
11:20am	Session 2 – Infrastructure Projects
12:05pm	Session 3 – Workforce Development
01:00pm	Session 4 – Access To Capital
01:55pm	Introduction of the Brooklyn MBDA Center Team Wrap-Up/Closing Remarks
	GRAB AND GO LUNCH

MEET OUR KEYNOTE SPEAKER

MESSAGE FROM
ACTING NATIONAL DIRECTOR FOR THE
MINORITY BUSINESS DEVELOPMENT AGENCY,
U. S. DEPARTMENT OF COMMERCE
MIGUEL ESTIÉN



reetings! I am honored to join the launch of the Brooklyn MBDA Business Center.

COVID-19 has disrupted billions of lives and endangered the world economy – negatively impacting over 70% of minority-owned businesses in the U.S.

The Minority Business Development Agency is preparing to play an even bigger role during this unprecedented time in history and transformative time for the agency.

Several weeks ago, the President signed into law the Infrastructure Investment and Jobs Act, which included “The Minority Business Development Act of 2021” which elevates the status of the Minority Business Development Agency making it permanent.

We look forward to a productive and successful partnership with our Brooklyn MBDA Business Center and the minority business stakeholders in New York joining this Open House event.

ABOUT THE ECONOMIC DEVELOPMENT FORUM

The idea behind this economic development forum is to create new insights, build confidence, and to discuss new initiatives that foster minority-owned enterprises' (MBEs') growth and development in this region. MBEs are the proverbial "rainmakers" in this region, and leaders in employing from their own communities. The negative impact the COVID-19 pandemic has created new sets of challenges to the minority business community and in effect its workforce. How do we move from here?

At this forum you will hear elected officials, dignitaries from U.S. Department of Commerce, Educators, and stakeholders speak on important topics around grassroot developments. So we welcome your participation in these discussions as we inform policies, reimagine brighter futures, build strategic partnerships, and move forward.



ABOUT THE BROOKLYN MINORITY BUSINESS DEVELOPMENT AGENCY BUSINESS CENTER

The Brooklyn MBDA Business Center ("Center"), operated by OLIM Lifestyle Management Consulting LLC, is funded by the Minority Business Development Agency ("MBDA"), U.S. Department of Commerce. Its mission is to provide high-level business development services to Minority-owned Enterprises (MBEs) that generate revenues of \$500,000 or more, to grow. Located at Medgar Evers College, City University of New York, the Center has a national footprint, with a focus in the Northeast Corridors ("NEC") of the United States.

NEC is central to the tri-states (New York, New Jersey – Northeast, and Connecticut – Southeast). MBEs are the largest employers in this region. Along the Northeast Corridors, there are strong presences of minority-owned enterprises that are made up of the following eligible ethnic groups: African Americans, Hispanic-Americans, Asian and Pacific Islander Americans, Native Americans, Hasidic Jews, and Tribal entities, who are the main employers in their communities. NEC have some of the largest infrastructure projects in the nation; with a 30 percent M/WBE utilization goal across states.

The Center's programs also facilitate students' engagement, where students are given opportunities to provide MBE clients with relevant services, through internship programs, while gaining valuable work experiences.

The Center is a proud strategic partner to the Medgar Evers College (CUNY), a minority-community and economic development serving institution, which is recognized as a crown jewel of The City University of New York.

ECONOMIC DEVELOPMENT FORUM

MEDGAR EVERS COLLEGE

EOJ AUDITORIUM, 1ST FLOOR — ACADEMIC BUILDING I



MODERATOR: IRWINE CLARE, OD

CO-FOUNDER & MANAGING DIRECTOR | CARIBBEAN IMMIGRANT SERVICES

THURSDAY, DECEMBER 2, 2021

- 08:45am Arrival and Seating of Speakers and Guests
- 09:00am Welcome Address
- Mrs. Jacqueline Kennedy
Project Director, Brooklyn MBDA Business Center
- 09:05am Opening Remarks
- Ms. Sharon Higgins
Business Operator | Brooklyn MBDA Business Center
- 09:15am Brief Remarks
- Dr. Joann Rolle
Dean, School of Business | Medgar Evers College
- 09:20am Brief Remarks
- Dr. Kimberly Whitehead,
Senior Vice President for Strategy and Chief of Staff, Medgar Evers College
- 09:30am Keynote Address
- Mr. Miguel Esti3n
Acting National Director | U.S. Department of Commerce
- 09:50am Ribbon Cutting and Photo Ops.
- 10:00am OPENING OF ECONOMIC DEVELOPMENT FORUM**
- Mrs. Jacqueline Kennedy
Project Director | Brooklyn MBDA Business Center
- 10:05am Introduction of Speakers and Stakeholders
- Moderator: Irwine Clare, OD
Co-Founder & Managing Director | Caribbean Immigrant Services

10:10am **SESSION 1: IMPACT OF COVID-19 ON MBEs**

The impact of COVID-19 pandemic has made this period both more challenging and more urgent for minority-owned enterprises (MBEs). More than 70% of MBEs were negatively impacted by the pandemic. To maintain progress made through the small business rescue packages, we must act now to maintain progress through the “Build Back Better Plan.”

Moderator acknowledges that Mr. Miguel Esti3n and Joann Hill are joining the session to hear from stakeholders about the impact of COVID-19 on MBEs.

PRESENTERS:

- 10:15am • Mr. Miguel Esti3n
Acting National Director | U.S. Department of Commerce Representative

- 10:25am • Mr. Paul T. William, Jr.
Attorney, Consultant & Former Head of School of Construction

- 10:35am • Ms. Robin Gibson
Director of Quality Assurance | Fraport USA

- 10:45am Q & A

1 1:00AM – 1 1:20AM — COFFEE BREAK | AUDITORIUM FOYER

11:20am **SESSION 2: INFRASTRUCTURE PROJECTS**

Historically, MBEs enter the procurement/contracting processes at the end stage of the planning and development in major infrastructure projects in this region; thus, limiting the potential for optimal utilization of established MBE deployment goals. In this segment, MBE developers will showcase some major Public Private Partnerships (P3s) development projects on this region demonstrating their capabilities.

PRESENTERS:

- 11:25am • Mr. Miguel Esti3n
Acting National Director | U.S. Department of Commerce Representative

- 11:35am • Ms. Beatrice Sibblies
Managing Partner | BOS Development & Founder Village Harlem

- 11:45am • Mr. Paul T. William, Jr.
Attorney, Consultant & Former Head of School of Construction

- 11:55am Q & A

12:05pm **SESSION 3: WORKFORCE DEVELOPMENT**

After more than a year and half working virtually, our workforce has developed new competencies, as well as new behaviors about work. While these changes might be great for the future, MBEs are experiencing challenges in maintaining a strong workforce. This segment will explore opportunities to strengthen the workforce.

PRESENTERS:

- 12:10pm • Mr. Miguel Esti3n
Acting National Director | U.S. Department of Commerce Representative
- 12:20pm • Dr. Joann Rolle
Dean, School of Business | Medgar Evers College
- 12:30pm • Mr. Donald Hong
President and CEO | UA3
- 12:40pm • Mr. Juan Adorno
Principal & Chief Equity Officer | JPX Social Enterprise, LLC

12:50pm Q & A

01:00pm SESSION 4: ACCESS TO CAPITAL

Access to financing has been one of the major barriers to MBEs' growth. In this segment you will hear from subject-matter experts on how to access alternative financing.

PRESENTERS:

- 01:05pm • Mr. Miguel Esti3n
Acting National Director | U.S. Department of Commerce Representative
- 01:15pm • Mr. Lloyd Doaman
Executive Director | Carver Bank
- 01:25pm • Ms. Nia Rock
Vice President | BankUnited — Sponsor
- 01:35pm • Mr. Demond Wilkerson
Managing Partner | Modern Community Capital

01:45pm Q & A

01:55pm Introduction of the Brooklyn MBDA Center Team
Wrap-Up/Closing Remarks

PRESENTER:

- Ms. Sharon Higgins
Business Operator | Brooklyn MBDA Business Center

GRAB AND GO LUNCH

CORE SERVICES OF BROOKLYN MINORITY BUSINESS DEVELOPMENT AGENCY BUSINESS OFFICE

GLOBAL BUSINESS DEVELOPMENT

Services include identification of export markets, facilitation of global transactions, international trade missions and market analysis, and overseas market promotion assistance.

ACCESS TO CAPITAL

Services includes identification of domestic and global financing opportunities, equity financing, brokerage of financial transactions, identification and closure of merger and acquisition transactions.

ACCESS TO CONTRACTS

Services include identification of procurement opportunities, solicitation analysis, bid and proposal preparation, negotiation and closing, research contract award histories.

ACCESS TO MARKETS

Services includes government procurement assistance, private sector contract identification and specialized certification assistance including 8(a), and assistance with market research.

STRATEGIC BUSINESS CONSULTANT

Services include sales consulting and forecasting, market feasibility studies, operations management and quality control, bid preparation and bonding (construction), and manufacturing facility leasing.

OUR VALUE

We believe that doing business with integrity, dignity and courage adds value beyond the bottom line.

GIVE US A CALL OR VISIT US AFTER THE PANDEMIC.

WE'RE LOCATED AT:

Medgar Evers College
1150 Carroll Street
Brooklyn, NY 11224

Phone: 1-877-352-2116 | Fax: (347) 736-1341

Website: www.brooklynmbdcenter.com

Email Our Director, Jacqueline Kennedy: jkennedy@olimlifestylemanagement.org

MEET OUR SPEAKERS

JUAN ADORNO

Principal & Chief Equity Officer,
JPX Social Enterprise, LLC

&

Access to New Markets Expert,
Brooklyn MBDA Business Center



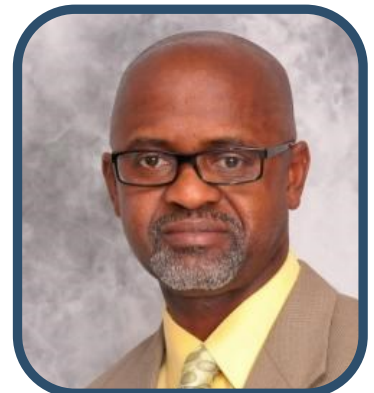
Juan Adorno is Principal & Chief Equity Officer of JPX Social Enterprise, LLC: A consultancy focused on helping financial institutions and business organizations connect and invest with minority business communities for business growth, through partnerships and programs.

Juan has over 10 years of experience across the investment management, business consulting and community development sectors, having held key roles at Legg Mason Global Asset Management, Mascoma Bank, and Sports & Arts in Schools Foundation. Juan's impact projects portfolio include helping a global investment manager deploy over \$100M of investment capital across retail markets; partnering with B-Corp bank to design and implement an MWBE business promotion strategy that generated over 170% social return on investment; advising bank and credit union on multi-million dollar capital access and business builder program investment "to help meet businesses where they are."

Juan graduated from Bernard Baruch College with a BBA in Finance and the University of Vermont with an MBA.

IRWINE CLARE, OD

Co-founder & Managing Director,
Caribbean Immigrant Services



Irwine Clare Sr. is a philanthropist, who passionately spent much of his life advocating for the socially disenfranchised individuals, to eliminate inequity, and to promote economic development in the minority community. The son of a social service advocate, whose mother inculcated social responsibility

from an early age, while living in Jamaica West Indies. Mr. Clare is a well-known personality in the Caribbean community.

With a visible yet unrelenting and outstanding service to the Caribbean community, Mr. Clare is also known for creating programs that foster changes, growth, and empowerment, particularly in immigration services. In 1995, Mr. Clare co-founded the organization called Caribbean Immigration Services (“CIS”), which has successfully supported thousands of individuals to obtain permanent residence status, citizenships, and with registrations to vote. Mr. Clare remains resolute in continuing making positive changes in the disadvantaged communities.

Mr. Clare is also a radio personality. He currently hosts a popular weekly segment, with a diverse audience, on the IrieJam Radio, a renown Caribbean radio station. He is the father of Dr. Kayla Clare, Irwine Clare Jr., and grandfather to Zion.



LLOYD DOAMAN
Executive Director
Carver Bank

Lloyd Doaman is the Executive Director at Carver’s Community Development Corporation with 20 years of banking, underwriting, portfolio management, and project management experience. Prior to joining Carver, Lloyd was a Relationship Manager at PNC responsible for over \$60 million in loans and investments to stimulate economic activity in low-to-moderate income communities in Northern and Central NJ, and NY. Prior to joining PNC, Lloyd spent time working for nonprofit Community Development Financial Institutions (CDFI’s) as the Director of Lending at the Harlem Entrepreneurial Fund, Senior Business Development Associate at Nonprofit Finance Fund, manager of Loan Originations at TruFund Financial Services, Inc, and as the Portfolio Officer at Inclusiv. Before Lloyd’s career in Community Development Finance, he spent 8 years with JPMorgan Asset Management where he managed a \$1bn investment portfolio and traded corporate bonds for Fortune 500 clients.

Lloyd graduated magna cum laude from Seton Hall University with a Bachelor of Science degree in Finance. He also completed certificates from the National Development Council as an Economic Development Finance Professional and Project REAP’s commercial real estate training program.

Lloyd is active in community development and entrepreneurship through his real estate development company. He also volunteers as a Sunday School teacher at First Baptist Church of Lincoln Gardens, serves as the Board Treasurer for Youth Justice Network in Harlem, and serves on a Diversity and Inclusion Board subcommittee for CentraState Healthcare Center, a local hospital in Monmouth County, NJ. Lloyd resides in Freehold, NJ with his wife of 16 years and three children.

MIGUEL ESTIÉN
Acting National Director
U.S. Department of Commerce



Miguel serves as the Acting National Director for the Minority Business Development Agency at the Department of Commerce.

His 20-year professional trajectory in business and financial services was shaped by his time with GE Capital, where he structured multi-billion dollar transactions and led general management efforts in the corporate lending space, in roles such as Managing Director leading the working capital lending business in Mexico and Head of Strategy for GE's commercial finance division in Latin America.

Following GE's decision to exit financial services, as Director of Merger & Acquisitions he led the \$2.4 billion dollar divestiture and negotiation of the company's corporate jet financing business sold to Carlyle and Blackstone in 2016. Known as a disciplined leader effective at handling complex issues, Miguel started his career with GE's rotational management program and has held assignments all over the world, including Tokyo, Budapest, Mexico City and across the United States. He is a certified six-sigma green belt manager.

In 2018 Miguel returned to Puerto Rico following the devastation left by Hurricane Maria to support the island's recovery efforts via social impact projects such as Puerto Rico Live, a platform he co-founded that hosts live conversations with world leaders that inform, entertain and inspire.

He holds a Bachelor's Degree in Finance from the University of Puerto Rico, where he graduated Magna Cum Laude; an MBA from Kellogg School of Management and a Master's Degree from Georgetown's School of Foreign Service. Miguel, his wife and two kids reside in Washington, DC.



ROBIN GIBSON
Director of Quality Assurance
Fraport USA

Robin Gibson is Director of Quality Assurance for Fraport USA, Inc., a division of Fraport AG which is one of the world’s largest airport operators with revenues exceeding \$3.5 billion. Ms. Gibson oversees various aspects of retail and concession operations compliance throughout the United States. Fraport USA is recognized as the creator of modern American airport concession development.

In her role, Ms. Gibson is responsible for Fraport USA’s retail audits and contract compliance, as well as process development, improvement, and resource management.

Ms. Gibson has over 20 years’ experience in the aviation space, working in various capacities. Her top priorities are to improve efficiency, enhance customer service, and expand communication and collaboration. Prior to joining Fraport USA, Ms. Gibson held progressively responsible roles in the Properties/ Business Development Unit at PHL, a large hub airport that annually serves over 31 million passengers and generates more than \$14 billion in spending, each year.

Among the highlights of her career, she managed and negotiated agreements on more than 3,600 acres of land that generated over \$132 million in non-aeronautical revenue – a portfolio that includes a food beverage and retail program with over 185 stores occupying 184,000 square feet of space, generating over \$235 million in annual sales with \$87 million in ACDBE sales.

Ms. Gibson holds a BA in human resources management / personnel administration from Temple University in Philadelphia, PA, and an MBA with focus in public administration and government administration concentration from the Keller Graduate School of Management of DeVry University.

DID YOU KNOW...

That MBEs are fast-growing, innovative, and represented in every industry sector in the United States?

And that there are over 9 million Minority Owned Businesses in the United States, employing over 8.5 Million people and generating over \$1.6 trillion in revenues annually?

SHARON HIGGINS
Business Operator
Brooklyn MBDA Business Center



Sharon Higgins is a results-oriented financial professional with demonstrated expertise in financial analysis, commercial financing, and risk management. She has more than fifteen years of commercial lending and underwriting experience with loan financing and with the United States Small Business Administration (SBA) 504 Loan programs. She has made extensive contributions in the implementation and facilitation of several multi-million dollar federal, state, city, and local economic development small business expansion projects. Her experience includes working in various areas of financing, business development, procurement and contracting, reporting, and implementation processes.

Sharon is the owner of OLIM Lifestyle Management Consulting LLC, and the Operator of the Brooklyn MBDA Business Center, funded by MBDA-US Department of Commerce.

Sharon is also a CDC Certified Lifestyle Coach, and a member of the National Associated Builders and Owners (NABO). She serves on the Board of Directors for the MARC Academy & Family Center (an early childhood educational organization).

She is also an experienced higher education administration professional, with a background in academic advising at graduate level. She holds a Master of Public Administration degree, Master of Science in Higher Education Administration degree, Bachelor's degree in Accounting, and an Associate Applied Science degree.

DONALD HONG
President and CEO
UA3



Donald Hong is a born and bred New Yorker who loves his city. He is a proud graduate of Brooklyn Technical High School and has Bachelor of Science degree in Chemical Engineering from the Univer-

city of Buffalo. He started his career as an Exxon Petroleum Engineer. Now he is a successful real estate developer with 25 years' experience.

Volunteering is part of Don's lifeblood. He has been involved in community volunteer activities for more than 45 years. These activities have included: President of Chinese American Planning Council (10 years); President of Hong Ning Senior Citizen Housing (15 years); and 2003 New York City Districting Commissioner. His current involvement includes 16 years as President of low-income housing 384 Grand St HDFC, and [President and CEO of UA3](#).



JACQUELINE KENNEDY
Director
Brooklyn MBDA Business Center

Jacqueline Kennedy has over 20 years' experience serving the minority communities and communities at-risk in New York State. Her experience spans from providing support to organizations whose missions are to support reforming individuals back into society, to working with the various government systems that support community healthcare. Before Jacqueline took on the role of Program Director, she served as Business Manager for the OLIM Lifestyle Management Consulting LLC. She holds bachelor's degree in Health Services Administration from Lehman College (CUNY) and an Associate Degree in Business Administration - Accounting from Bronx Community College (CUNY).



NIA ROCK
Senior Vice President
ted

Nia Rock is a seasoned Community Reinvestment professional, innovating strategies which promote sustainable corporate investment in under-resourced communities and small businesses, for

shared stakeholder value.

Nia currently serves as Vice President and Community Development Outreach Officer with BankUnited, within the Bank's New York footprint.

Nia also serves in various board and advisory roles, including with the School of Business at Medgar Evers College, City University of New York (CUNY), the American Bankers Association (ABA) Environmental, Social and Governance (ESG) Working Group, Change Capital Fund Donor Advisors, Long Island Racial Equity Donor Collaborative and City Start-up Labs, based in Charlotte, NC, as well as with a host of other community and economic development organizations serving the New York metro area and beyond.

Nia holds a BA in Economics and an MBA in Sustainability from Bard College and presently attends the ABA Stonier Graduate School of Banking at the Wharton School, where she is researching strategies and best practices for monitoring and reporting Environmental, Social and Governance (ESG) impacts within the Banking Industry's value chain.

DR. JO-ANN ROLLE
Dean, School of Business
Medgar Evers College



Dr. Jo-Ann Rolle holds a PhD. in Economics from Howard University. Dr. Rolle has served as the Dean of the School of Business at Medgar Evers College, City University of New York (CUNY) for the past seven years. Dean Rolle is an accomplished leader with a consistent history of success who served in the U.S. Government and I.B.M. before her academic career. She served seven years as Chief Academic Officer (CAO); and ten years as a Business School Dean at two universities. During her career, she launched two entrepreneurial centers and many entrepreneurship programs. She has taught entrepreneurship and economic courses. She is a business consultant with board experience. **She recently co-edited the book, "A Handbook of the Future of Work and Entrepreneurship with two co-editors from Kenya.**

Dr. Rolle awards include two Citations from Brooklyn, NY Borough President Eric Adams for Leadership & Community Service. She has been recognized as a Top 25 Influential African American Women in Business. She has delivered Keynote speeches and workshops to include the U.N. in N.Y.C. She is a Price-Babson Symposium for Entrepreneurship Educators Fellow, Administrative Fellow, Harvard University, Member of the Economic Club of New York, and a Fellow of Centre for Business & Economic Research



BEATRICE SIBBLIES
Managing Partner
BOS Development
&
Founder, Village Harlem

Beatrice Sibblies is the managing partner of BOS Development, a real estate development and brokerage firm based in Harlem. With a focus on community development and entrepreneurship, BOS creates the spectrum of projects necessary for a vibrant community – including residential, religious, educational, hospitality, retail and commercial developments.

BOS Development’s debut project, 88 Morningside, is an 80,000 sf residential co-op and community facility building structured on a 99-year ground lease from a Presbyterian church. With the building’s sleek interior and exterior design, the project received numerous accolades for its design quality and the project proved to be one of the most successful residential developments in Harlem. Based on the success of the 88 Morningside transaction, BOS has built a practice working with faith-based institutions to optimize their real estate portfolio.

Current BOS real estate projects include *Village Harlem*, an innovation hub supporting creative entrepreneurs particularly in the fashion and food sectors; hospitality projects in Central and East Harlem where the neighborhoods continue to have a dearth of hotel offerings; and charter schools facilities in the South Bronx, Queens and Brooklyn. BOS also serves as broker for the Archdiocese of New York on leasing a vacant school facility in the West Village.

In her leadership of BOS, Ms. Sibblies brings to bear a track record of financial innovation as a former investment banker and a deep commitment to building communities. To support BOS Development’s education activities, Ms. Sibblies formed the Charter School Qualified Opportunity Zone Fund in 2019. Also to support the entrepreneur ecosystem in Harlem, BOS is negotiating with corporate and venture capital partners to launch a creative business accelerator to incubate and scale emerging brands led primarily by African-American entrepreneurs.

Prior to forming BOS Development, Ms. Sibblies worked at J.P. Morgan Chase, acting as first a Vice President of Emerging Markets Research and then Vice President of Structured Finance. She also serves as the AVP of Economics for the Lower Manhattan Development Corporation, which was charged with the revitalization of Lower Manhattan following the September 11th attack.

Ms. Sibblies graduated from Yale University with a major in Economics and Political Science. She also gained a Master’s in Business Administration from The Wharton School at the University of Pennsylvania. Ms. Sibblies serves on a number of non-profit boards including Harlem Park to Park, a Central Harlem merchant and community development organization; the Urban Design Forum, a convening organization

for thought leaders on urban design and development; Higher Heights for America, a national leadership development organization for African-American elected officials; and 21 in '21, an initiative to increase the representation of the women on the New York City Council. She is also a member of WX New York Women Executives in Real Estate which empowers women to build successful careers in the real estate industry. Ms. Sibbles resides with her family in Harlem.

DEMOND WILKERSON
Managing Partner
Modern Community Capital
&
Access to Capital Expert
Brooklyn MBDA Business Center



Demond Wilkerson is a seasoned entrepreneur. Mr. Wilkerson has over 17 years of commercial finance, investment management, new market tax credits, federal opportunity zones, and business valuation experience. He has held key roles at JP Morgan Asset Management, HSBC, and Santander Bank. Demond has partnered with companies pioneering developing technology driven small business lending products and has focused on advising project sponsors, and working with institutions, increasing capital access to under-served businesses. He has been involved in all facets of business development, from underwriting to structuring complex commercial finance transactions, SBDC's, Minority Business Development Agency, and other major organizations across the country.

PAUL T. WILLIAM, JR.
Attorney & Consultant
Former Head of School of Construction



Paul Williams's extensive experience brings valuable insights to clients having matters at the intersections of law, finance and government. Paul is a founding partner in the Black owned corporate law firm of Brown, Hatchett & Williams, LLP and Managing Director in Williams Strategy Advisors, LLC ("WSA"), a boutique business consultancy.

With the concentration of his work in both capacities in real estate, public/private partnerships and Op-

portunity Zone Fund projects, Paul also provides strategic advice to clients regarding New York State economic development and diversity and inclusion programs. WSA is currently a consultant to One Brooklyn Health System, Inc., providing strategic advice on procurement strategies, project labor agreements and structuring and supporting inclusion and diversity initiatives for its Kings County Transformation Capital Grant Program.

In 2008, Paul was the first African American appointed to serve as President and Chief Executive Officer of the Dormitory Authority of the State of New York (“DASNY”). Appointed by Gov. David A. Paterson, Paul was re-appointed in 2010 by Gov. Andrew M. Cuomo. In this position, Paul successfully marketed bond issues exceeding \$30 billion and oversaw major construction projects throughout New York state, exceeding total expenditures of \$6 billion.

In June 2008, Gov. Paterson appointed Paul as Chairman of the *Task Force on **Minority and Women Business Enterprises pursuant to Executive Order***. When the practices and policies developed by the Task Force under Paul’s leadership were implemented, MWBE participation in State procurement quadrupled.

At DASNY, Paul assisted in the preparation of the State’s first Disparity Study, including a comprehensive review and critique of proposed content, fact checking and the analysis of presentations of data-based representations of State procurement practices. He also worked with State legislators, the NYS Comptroller’s Office and advocates to support the enactment of the NYS MWBE Asset Management and Financial Institution Strategy in 2010 to implement then best practices pertaining to the selection and utilization of asset managers and other financial service providers by the New York State Common Fund and other State controlled retirement funds.

Passionate about his civic work, while serving as President of One Hundred Black Men Inc., Paul led the effort to launch the Eagle Academy for Young Men of Color, an innovative model in public education that includes six academies and a national platform, the Eagle Institute, to enhance learning and boost academic outcomes for at-risk youth across the country.

Paul has served on numerous commissions and boards over his career providing his insights and advice on a range of topics. In addition, he has received wide recognition for his service to the legal profession and to the public.

Paul is a graduate of Yale University, Columbia University School of Law and spent a year of study abroad at the American University in Cairo, Egypt.

DID YOU KNOW...

MBDA connects entrepreneurs to private lenders, including banks, mutual funds, and investors. And with Agency’s support, minority-owned businesses gained access to nearly \$1 billion in capital in Fiscal Year 2020?

*The Brooklyn
Minority Business Development Agency Business Center
thank all
Speakers, Attendees, Partners and Sponsors
of our
Economic Development Forum*

OUR SPONSORS

