

October 3, 2019



NJEFA's Division of Project Management from Left to Right: Rebecca Clark, Associate Project Manager; Steve Nelson, Director of Project Management; Carl MacDonald, Project Manager

Working to fulfill Governor Murphy's commitment to building a stronger and fairer economy, the State's Office of Diversity and Inclusion (ODI) in the Department of Treasury spearheaded New Jersey's first-ever statewide diversity forum that brought together minority-, women- and veteran-owned businesses (MWVOBs) with billion-dollar public and private sector contracting opportunities in the State. Nearly 150 business exhibitors attended the September 20th event held at the Wellness and Events Center on the campus of the New Jersey Institute of Technology (NJIT) in Newark.

NJEFA's Project Management team was pleased to participate in the event and share the Authority's procurement practices and potential contracting opportunities with business owners and exhibitors in attendance.

Steve Nelson, NJEFA's Director of Project Management, joined other State representatives, including Michael Kanef from the NJ Office of Public Finance; Gina Costello, from the NJ Division of Investment; and Judy Karp from the NJ Infrastructure Bank on the event's panel, *Contract Opportunities - Financial Professional Services*. The panel discussion focused on contract opportunities for financial and professional service vendors and explained what businesses need to do to be contract ready.

Mr. Nelson spoke about NJEFA's procurement procedures when hiring for general business operations and hiring for the Authority's bond offerings. He also discussed NJEFA's recent experience working with MWVOBs and the Authority's continued commitment to expanding business opportunities for MWVOB firms. Since 2015, NJEFA procurements have resulted in \$1M in revenues to MWVOB underwriting and financial advisory firms, which represents a 450% increase over the previous 5 years. NJEFA hired 30 MWVOBs in the last 5 years on bond transactions, up from 11 in the previous 5 years.

NJEFA is proud to support Governor Murphy's goal of creating an innovation economy that increases collaboration and fairness throughout the procurement process for MWVOBs.

Firms interested in doing business with NJEFA should check the Authority's website – www.nj.gov/njefa – for upcoming RFP/RFQ opportunities or call the Authority's office at 609-987-0880.

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