

**HONORABLE DAVID A. PATERSON**

**DAP STRATEGIES LLC 666 Third Avenue 16<sup>th</sup> Floor New York, NY 10017**

October 14, 2011

It is my pleasure to provide this Letter of Support to the Minority Business Development Institute (MBDI) in its efforts to secure grant funding to provide direct services, educational programs, and technical support to minority contractors in the construction industry.

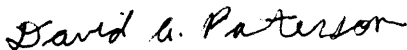
As a long-term public servant and as the 55<sup>th</sup> Governor of the State of New York, I have witnessed first-hand the varied and significant obstacles that minority and women contractors face in their struggle to secure economic opportunity and growth. Under my leadership as governor, I made the development and inclusion of Minority and Women-owned Business Enterprise (MWBE) firms a major priority for New York State economic development.

The Minority Business Development Institute was created in December 2010 in response to the overwhelming need to support minority and women contractors as they pursue surety bonding to advance their business to the next level of opportunity. MBDI has already established a solid foundation in its efforts to offer holistic support to contractors as they build organizational infrastructure in order to improve business operations and acquire bonding for business development. The Minority Business Development Institute offers a variety of services, including classroom instruction and one-on-one bonding consulting services free of charge to the emerging business owner. MBDI's successful execution of training in business development, organizational structure and educational coaching increases their ability to obtain contracts, acquire surety bonding and compete.

The in-depth knowledge and wide-ranging services that the Minority Business Development Institute provides, as well as its understanding of the barriers and obstacles that minority and women-owned contracting businesses encounter, make it a model non-profit organization serving the MWBE community.

I applaud the work of the Minority Business Development Institute and offer my full endorsement of their proposal for funding. The implementation of their services will assure that minority and women-owned businesses will positively impact economic development and remove long-standing obstacles in this industry.

Sincerely,



David A. Paterson

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