



Thanks to all our members who renewed in May/June

**MAJOR CORPORATE**



**CORPORATE**

- Ciampa Organization**
- DY Realty Services, L.L.C.**
- First Central Savings Bank**
- Lexington Marco LaGuardia Hotel**
- Queens Courier**
- Royal Waste Services, Inc.**

**RENEWING**

- A & S Advertising, Inc.**
- AMO Cleaning**
- Benefits Advisory Service, Inc.**
- Castellano, Korenberg & Co., CPA'S, P.C.**
- Comfort Inn**
- Con-Dea Supply Corp.**
- Crystal Window & Door Systems, Ltd.**
- Elite Limousine Plus, Inc.**
- Flushing Blue-Print, Inc.**
- Georgia Diner**
- Health Plus**
- Israeloff, Trattner & Co.**
- John Bretone Plumbing & Heating**
- Jose Rey, Esq**
- Key Management Group, Inc.**
- Make-A-Wish Foundation Of Metro NY Inc.**
- Maspeth Chamber of Commerce**
- MTM Printing Co., Inc.**
- New York Plumbing, Heating, Cooling Corp.**
- Park Dental Care**
- Physical Therapy Associates Of Queens**
- Queens Museum of Art**
- See Factor Industry, Inc.**
- Sign Depot**
- Soho Solutions, Inc.**
- Valente Yeast Co., Inc.**
- Werber Management**
- White Coffee Corp.**
- William Mertzner & Co. Inc.**

**Staff Updates**

**Jobs, Opportunity, And The Environment In Queens**

**A**lthough it is reported that unemployment in Queens is lower than the national and New York State averages, more and more people are turning to our office for assistance with finding employment. I urge you to let me know if you have any job openings in your company. Simply send me an email describing the position and your contact details. Advise us of job fairs, training programs and recruitment events.



evaluated before an action plan can be initiated. The Queens Chamber of Commerce invited the Newtown Creek Group to give a presentation to our members in our boardroom on June 11. It was very well attended by members involved with construction, the environment, water recreation, sanitation, waste management and pest control.

Recently, the Queens Air Services Development Office held its 28th Aviation Networking Event attended by almost 90 aviation, technical assistance and community representatives including our Chamber, who engaged with 230 local vendors and/or service suppliers.

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Waterways historically were the locale for industrial development and commercial activity. Newtown Creek in southwest Queens is an example of a mixed-use 3.5 mile tributary of the East River. An intensive study of the condition of the water, sediment and air surrounding it will be undertaken by a consortium of companies under the guidance of the Federal government's Environmental Protection Agency. Findings may take 8-10 years to be fully

**How To Market To Government Agencies**

**S**mall, minority, and women-owned businesses need access to do business with the government via the individual procurement agencies. At first, it appears difficult to break in to the system, but once you learn the procedure your business has the opportunity to sign a deal with the largest agencies.



agencies and for government agencies (exhibitors) to find new vendors.

"The expo creates a healthy environment for competition", said Ed Hernandez, director of Procurement Technical Assistance Center (PTAC) at LaGuardia Community College, which helps firms in Queens and elsewhere in New York City – in particular small, minority and woman business owners – market their goods and services to governmental agencies. "This year we broke all records," Hernandez said.

Forty government agencies (the departments of Corrections, Education, Health, Parks and Sanitation); Con Edison and over 15 small businesses also exhibited. Aside from looking for new vendors, they instructed interested purveyors how to do business with them.

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The Queens Chamber of Commerce supports the small business sector, and in conjunction with the Queens Economic Development Corporation hosted the Certification Series, giving the opportunity to women and minorities to get certified by the City of New York to do business with the government. In June, the Queens Chamber of Commerce finished the first series of six seminars for the year with almost 50 businesses attending and learning.

The 8th Annual Queens Business and Procurement Expo was held recently at the Con Edison Learning Center. It was a great opportunity for small businesses to market to government