

Upstate New York Supplier Engagement Summit 2026

Wednesday, February 4

8 a.m.-4 p.m.

Joseph A. Floreano

Rochester Riverside Convention Center

123 East Main Street Rochester, NY 14604



New York & New Jersey
Minority Supplier
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Speakers

David C. Scott

Monroe County Chief Diversity Officer



Mr. David Clarence Scott was born and raised in Rochester, New York area and returned to his hometown to serve as the Chief Diversity Officer for Monroe County. Prior to his return home, Mr. Scott notably served as the Director of Diversity & Inclusion at the Roswell Park Comprehensive Cancer Center from July 2011 to March 2023. Dedicated to building an increasingly diverse workforce, Roswell Park has exceeded both internal and external goals for workplace diversity and inclusion under his leadership. While working for Roswell Park, Mr. Scott was also involved with the Michigan Street African American Heritage Corridor, a member of the executive board for Evergreen Health Services, the chairman of the Internship Committee Health Sciences Charter School, and an executive member of the Buffalo Purchasing initiative of Western New York. Mr. Scott initially obtained a

Bachelor of Arts in economics from the State University of New York at Potsdam in 1995. Subsequently, he began his career with Chase Manhattan Bank, working in home equity sales in 1996. He later excelled in several positions at Bryant & Stratton College, including as an adjunct instructor from 1988 to 2003, a career services representative from 1998 to 2000, and a financial services counselor from 1997 to 1998. In 2004, Mr. Scott flourished as a human resources generalist for Universal Healthcare, An Excellus Company, and a placement supervisor for Burns Personnel. The recipient of numerous awards and accolades, Mr. Scott lives by the motto, "Make every moment count towards something good." The son of a reverend and a human resources leader, Mr. Scott's observation of his parents throughout his youth greatly influenced his decision to seek a career in his chosen field. Looking toward the future, he hopes to continue building his career and legacy with Monroe County.

Malik Evans

City of Rochester Mayor



Malik D. Evans is the 71st Mayor of Rochester. As the leader of the City's executive branch, Mayor Evans is committed to promoting positive, systemic and structural change by providing transparent and collaborative leadership, offering equitable access to essential municipal services, enabling productive intergovernmental, private, and non-profit partnerships, and promoting increased quality of life through investments that create vibrant neighborhoods and employment opportunities, making Rochester a hope-filled city with an exciting future. He was inaugurated on Jan. 1, 2022.

Mayor Evans was born and raised in the city and graduated from Wilson Magnet High School before going on to earn his bachelor's degree from the University of Rochester and his Master's degree from Nazareth University. The son of parents who were committed to civic activism, Mayor Evans' dual callings in elected office and the banking industry share the complementary ambitions to help others and share prosperity.

Mayor Evans' interest in public service can be traced back to his days as a high school student, when he launched a City-County Youth Council to help young people develop an interest in community advocacy.

Mayor Evans' career in elected office began at the age of 23, when he became the youngest person ever elected to the Rochester Board of Education. He served in that role until 2017, including as President of the Board from 2008 to 2013. It was at the School Board that he adopted a mantra that would guide all future decisions in elected office: "We can find solutions to our most pressing challenges by focusing on finding common ground."

In 2017 he was elected to an at-large seat on the Rochester City Council and held the position through 2021, serving as chair of the Finance Committee.

Prior to becoming Mayor, Mayor Evans worked as an officer in the banking industry for more than 20 years, holding various leadership positions at M&T Bank Corporation and ESL Federal Credit Union. He developed a focus to ensure the financial sector responded to the needs of all customers with equity and fairness by ensuring all individuals and businesses have access to the knowledge, tools and information that will help them build a stronger financial future. His community involvement included various boards and commissions such as Rochester Area Community Foundation Board of Directors and a founding board member of the Commissary Downtown Kitchen Incubator for foodservice entrepreneurs in Upstate New York. Mayor Evans also served on the Board of Trustees at the Rochester Museum and Science Center, Path Stone Enterprise Center, RIT's Center for Urban Entrepreneurship Advisory, and the Wilmot Cancer Institute. Mayor Evans and his wife Shawanda are the proud parents of two sons. Evans enjoys spending time with his family, attending concerts, and traveling to new places.

Sarah C. Mangelsdorf

President, University of Rochester



President Sarah C. Mangelsdorf is an experienced academic executive known for her leadership in improving academic quality, advancing research, and expanding educational access and inclusion at some of the nation's leading public and private institutions. Since her appointment as president in 2019, she has increased the University's investment and growth in research and clinical enterprises, overseen record annual fundraising, led efforts to overhaul the institution's human resources infrastructure and compensation programs, and created new leadership positions to better engage with the Greater Rochester community. In addition, she led the development of the University's 2030 Strategic Plan, *Boundless Possibility*, to help define the University of Rochester as a global research university of the future. In recognition of her leadership of the institution, she was appointed to a second term in 2024.

President Mangelsdorf is a recognized leader among the institution's peer institutions in the Association of American Universities, the Consortium on Financing Higher Education, the EDGE Consortium, and other organizations. A fellow of the American Academy of Arts and Sciences, President Mangelsdorf also holds the title of G. Robert Witmer, Jr. University Professor with an appointment in the Department of Psychology. Before joining Rochester, she served as provost at the University of Wisconsin-Madison, part of a tenure of leadership that includes serving as dean of the Weinberg College of Arts and Sciences at Northwestern University and dean of the College of Liberal Arts and Sciences at the University of Illinois at Urbana-Champaign.

A Pennsylvania native, President Mangelsdorf graduated from Oberlin College and earned her doctorate in child psychology from the University of Minnesota. She and her husband, Karl Rosengren, a tenured developmental psychologist in the Department of Brain and Cognitive Sciences and the Department of Psychology, have two adult daughters and a son-in-law. She and her family enjoy learning about the Rochester region's long history of social justice and innovation as well as engaging with the area's opportunities for recreation and with its art, food, and music cultures.

Adam Bello

Monroe County Executive



Upon taking office as County Executive in 2020, Bello and his new administration immediately faced the COVID pandemic and its many challenges that are still being dealt with today. Under his leadership, Bello oversaw the distribution of millions of COVID tests and pieces of personal protective equipment to contain the virus, while deploying mass vaccination sites for hundreds of thousands of residents. He also took a leadership role in keeping our schools open with proper safety protocols in place. Bello helped support small businesses that struggled through the pandemic by providing much needed relief in the form of grants and loans. With healthcare system leaders, he convened a community effort to ensure stabilization of local hospitals through multiple restrictions and healthcare worker shortages. Bello also made good on his promise to address the opioid epidemic

by appointing the county's first Director of Addiction Services, and launching the eight-member program known as the Monroe County Improving Addiction Coordination Team, or IMPACT. The team has already responded to hundreds of calls for help, connecting people suffering from addiction with life-saving resources. Now, Bello is looking to lead Monroe County past the pandemic and into recovery – focusing on public safety, public health, economic development and infrastructure.

Jeremy Cooney

New York State Senator



Senator Cooney was adopted from an orphanage in Kolkata, India and raised by a single mother in the City of Rochester. He made history in 2020 as the first Asian American elected to state office from upstate New York, and the first state senator in decades to graduate from Rochester City School District (RCSD).

Senator Cooney serves as the Chair of the Transportation Committee. He is focused on modernizing New York's infrastructure, increasing street safety, and advancing new forms of mass transit, including high speed rail.

In 2021, he was named co-chair of the Marijuana Task Force for the Black, Puerto Rican, Hispanic & Asian Legislative Caucus and he was instrumental in passing landmark legislation to legalize adult-use recreational marijuana. He now serves as the Chair of the Senate's Subcommittee on Cannabis, where he has made meaningful changes in tax and fiscal policy for the legal recreational and medical cannabis marketplaces.

Senator Cooney has written 150 legislative bills and passed legislation implementing the final phase of the Rochester School Modernization Project after years of delay in the legislature. The RSMP was one of the largest public works projects in Rochester's history with nearly half a billion dollars going towards updating learning environments for RSCD students.

In 2022, Senator Cooney passed the Green CHIPS Act, signed into law by Governor Kathy Hochul. The Green CHIPS Act was instrumental in attracting new semiconductors businesses to New York State, such as Micron in Onondaga County and STAMP in Genesee County.

Senator Cooney began his career working on Capitol Hill for the late U.S. Congresswoman Louise Slaughter and later served as chief of staff for the City of Rochester. Prior to running for public office, Senator Cooney served as the senior director for community relations with Empire State Development (ESD). At ESD, he helped lead public affairs for large-scale economic development projects.

Senator Cooney is active in Rochester and the Finger Lakes Region. He sits on the Board of Trustees for his alma mater, Hobart & William Smith Colleges, and is a member of the Vestry for Christ Church Rochester (Episcopal). He is also active in local scouting and is a proud Eagle Scout.

Senator Cooney earned his B.A. with honors from Hobart College and his J.D. from Albany Law School. He resides in the City of Rochester and is married to Dr. Diane Lu, a urologic surgeon at the University of Rochester Medical Center.

Terrence Clark

New York & New Jersey Minority Supplier Development Council



Terrence Clark leads the way forward for staff and members of The Council community by providing oversight and guidance in relation to The Council's goals and objectives. Prior to this position, he served as the Vice President of Entrepreneurship and Business Development for the National Urban League, where he was responsible for the management of all small business and entrepreneurship programs. Mr. Clark also served as the Senior Vice President of Knowledge Sharing for the Opportunity Finance Network, where he was responsible for community development for financial institutions nationwide. In addition to serving on The Council's board, Mr. Clark is proud to sit as a board member for TruFund Financial Services and the Supplier Diversity Development Council of New Jersey. He also sits on the Economic Impact Committee of Stonehenge Capital and on the Minority and

Women Business Enterprise Advisory Councils for the NYC Comptroller and the NYS Governor. In 2021, he was named as one of the Notable Black Leaders and Executives by Crain's New York.

Cheryl McCants

New York & New Jersey Minority Supplier Development Council



Cheryl McCants makes the invisible visible™. As founder and CEO of Impact Consulting Enterprises, she has spent 35+ years uncovering untold stories, elevating unheard voices, and building platforms that spark action and drive change.

A seasoned digital strategist, public relations expert, and marketing leader, Cheryl served as a town commissioner and sits on several influential boards, including Seton Hall University's Stillman School of Business, the Newark Regional Business Partnership, and the NY & NJ Minority Supplier Development Council. She also chairs the NY & NJ Business Advisory Circle, advocating for 1,700 business owners and entrepreneurs across New York and New Jersey.

Former communications director for Nike's Brand Jordan and its first Corporate Responsibility Manager, Cheryl pioneered ESG storytelling and community engagement. Her straight, no-chaser insight and innovative programs consistently deliver high-impact campaigns for Fortune 500s, government agencies, and grassroots organizations.

This former news producer and award-winning journalist holds degrees and executive education certificates from Columbia University's Graduate School of Journalism, Brown University, the University of Kansas, Northwestern University's Kellogg School of Management, and Dartmouth's Tuck School of Business. Fluent in Spanish, Cheryl brings cultural fluency to every engagement. Her accolades include Top 50 Women in Business, Top 100 Innovator, and multiple awards recognizing excellence in communications, marketing, and leadership.

Cheryl doesn't just lead with Impact—she embodies it.

Matthew Burrell

Monroe County Supplier Diversity Manager



Matthew Burrell, Supplier Diversity Manager, has led Monroe County's Minority and Women-Owned Business Enterprise Program since its inception in 2021. He is responsible for the creation, implementation, and management of the County's M/WBE Certification and Utilization Programs. With the January 2024 launch of the County's Service-Disabled Veteran-Owned Business program, he merged both programs into the County's Supplier Diversity Program. Prior positions: Procurement Counselor with Apex Accelerators and Business Development Manager for a local MBE/SDOSVB firm. Before entering local government, Matthew spent 24 on years Active Duty in the United States Air Force. A Buffalo, New York native, he brings more than 30 years of combined military, government, and civilian procurement experience.

Workshops

Session #1: Navigating NYS Contracting

Laura Wharton, Business Development Analyst

Empire State Development

Session #2: Building Partnerships

Kathy Rooney, Diversity & Community Engagement Manager | *The Pike Company*

Stephanie Pennington, Director of DEI & Supplier Diversity | *LeChase Construction*

Session #3: Get Procurement Ready

Anna Vulaj Fitzsimmons, Program Director | *Monroe County/Upstate NY Apex Accelerator*

Virginia Smith, Deputy District Director | *U.S. Small Business Administration*

Session #4: Doing Business with the University of Rochester, the City of Rochester, and Monroe County

Debbie Flotteron, Associate Director of Operations | *University of Rochester*

Tymothi Howard, Director of Purchasing | *City of Rochester*

Matthew Burrell, Supplier Diversity Manager | *Monroe County*