20th Regional Alliance Annual Awards Luncheon

“Diversity is good for business and good for New York City, providing much needed jobs and value with competitive prices.”

NYC Mayor Michael R. Bloomberg addressed these comments to an attentive audience of entrepreneurs, major private corporate and public agency representatives attending the Regional Alliance twentieth annual award luncheon. This very special occasion was a fine affirmation of RASC’s generation old mission to support the development of small, minority and women-owned businesses in the region.

The Regional Alliance completes Delta/ JFK IAT Terminal 4 [Phase 1A] Affirmative Action/Labor Force and Diversity Program

In late 2010, the Regional Alliance for Small Contractors was retained by Delta Airlines to develop and administer a comprehensive M/WBE and EEO contract compliance and community outreach program to address Delta’s corporate commitment to maximize opportunities for business and workers in the airport’s host communities. The program also met Port Authority of New York and New Jersey (PANYNJ) M/WBE and Minority and Women Labor force goals.
The year 2013 heralds the start of many new major construction projects in the region and the NYC area. They include contract awards to rebuild the Tappan Zee Bridge, replace the Goethals Bridge, groundbreaking for the massive Willets Point and Hudson Yards developments, and the Cornell University Tech Center (Roosevelt Island), and Central Terminal at LaGuardia Airport projects.

Most of these projects will have MW/DBE participation provisions mandated by the NYC Economic Development Corporation, the Port Authority of NY & NJ, and New York State. Moreover, Governor Andrew Cuomo has made a clear commitment to improve MWBE participation on New York State contracts. His MWBE Planning Team headed by former NYC Comptroller William Thompson has developed a Master Plan outlining MWBE Programs and Utilization Goals for all state agencies subject to Article 15A. Now, all state agencies must use standardized MWBE provisions in their Request for Proposals (RFP), thereby minimizing ambiguity in processing certification applications, monitoring, and verifying for participation to meet goals.

Improving accessibility for regional small construction firms and a newly invigorated public sector commitment to strengthen the provisions in New York State’s MWBE program requirements will result in significant work gains for MWBE firms.

Additional steps that the governor’s MWBE Team may want to take to maximize MWBE participation include:

- List MWBE participation goals for all NYS major construction projects in the Contract Reporter and record and report actual participation with a compliance status report on each State Agency’s website.
- New York State should sponsor an annual MWBE outreach and networking event in Downstate New York focusing on NYS agencies’ small business opportunities.
- Institute a non-performance fine for contractors who do not demonstrate good faith efforts to achieve the MWBE participation goals of projects or direct them to support organizations like the Regional Alliance for Small Contractors, that provide professional training and other capacity building services to S/M/WBE firms.

Regional Alliance Annual Holiday Networking Luncheon

A cold light rain accompanied this year’s RASC Christmas Networking Luncheon. Regional Alliance Charter Club Members, Corporate Members, and friends networked and celebrated the holidays in good spirit at the Lotos Club in Manhattan; with a wood burning fireplace too dampen down the chill. Guests were ushered into the elegant dining room and warmly greeted by RASC Executive Director, Earle J. Walker, RASC Chairman and President & COO Tishman Construction Corp. NY, NJ & PA, Jay Badame, then took the podium providing an upbeat forecast of the coming year. “RASC is poised to build on its accomplishments, moving into the second phase of Terminal construction with Delta Air Lines at JFK International and LaGuardia airports, continuing work with the Port Authority of NY and NJ and NJ Transit, and forging additional partnerships in the public and private sector.”

Long-term Regional Alliance supporter Richard Anderson, President of the NYC Building Congress, also addressed the gathering. He stated, “The construction climate in NYC could not be better with some $30 billion of projects in the pipeline, including broken ground on the first of fourteen buildings for the Hudson Yards Project, the new Cornell University Science Center and Foley Square projects as well as numerous residential developments in the area.”

Vocalist Fred Myers, present at so many RASC special occasions, provided cheer with a fine medley of holiday songs. Guests then enjoyed a fine luncheon. Merry Christmas and a Happy New Year to all of our friends and supporters! 🎄
Ashnu International Corporation (AIC)

Ashnu International Corporation (AIC) is the brainchild of Nayan Parikh, a man who began his career as a civil engineer in India. “After migrating to the United States, I worked as an estimator for a small construction firm, transitioning quickly to become Founder and Managing Director of AIC, a general contracting and Construction Management Company.” The firm hit the ground running in the private sector performing high-end Condo and Loft conversions. Additional notable projects during this early period included the Phase II Renovation of New York City Hall and renovation of the Grand Central Terminal Employees Facility.

In 2006, the company branched out seeking public sector work and joining the New York City School Construction Authority’s Mentor Program. Ashnu rapidly advanced through a series of school projects and later was promoted to the Graduate Mentor Program, performing $1 million plus contracts. Today, Ashnu is in the SCA’s Capital Program competing successfully for larger contracts with firms outside of the Mentor Program.

“Managing Growth®

MANAGING GROWTH® SPRING TERM (2013)

For course offerings and schedules
Please visit our website www.regional-alliance.org

For further information contact:
Paola Camargo at 212-268-4933
This year’s “Private Partner of the Year” was Delta Air Lines. Accepting the award was Delta Air Lines Senior Vice President –New York, Gail Grimmett. Ms. Grimmett has presided over the $1.2 billion Terminal 4 Redevelopment Program at JFK International Airport and the doubling of Delta’s overall capacity at LaGuardia Airport. “I am very proud to accept this award on behalf of Delta Air Lines from the Regional Alliance for Small Contractors. We have had a great working relationship, fulfilling our plans to boost minority and women business participation for the Terminal 4 expansion project at JFK Airport,” Ms Grimmett stated.

Long time Regional Alliance supporter The Port Authority of NY & NJ, received “Public Partner of the Year” honors for attaining high MWBE participation on the World Trade Center projects totaling over $1 billion. Accepting the award for Port Authority Executive Director Patrick Foye was his chief of staff John Ma who stated “We have continued to make a commitment over the years to ensure a level playing field and make sure that all companies irrespective of their make-up or size have the ability to compete for business on our projects.”

Awards Luncheon

Sponsors
Ashnu International, Inc.
Delta Air Lines, Inc.
Lend Lease (U.S.)
Construction LMB, Inc.
Port Authority of NY & NJ
STV, Inc.
Tishman Construction Corporation
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Con Edison
HAKS
New England Construction Company
Skanska USA Building, Inc.

Delta Air Lines Terminal 4
Project Shareholders

Call Grimmett, Senior Vice President, New York, Delta Air Lines
Our collaboration has been highly successful. As of November 2012 Contract Awards for all services $507 million of which $98,300,983 or 19.39% was awarded to M/WBEs. Local Business Enterprises (LBEs) received additional awards of $7,443,566.

Phase 1A of the Terminal 4 project expands Concourse B by nine new international gates, provides an enlarged Headhouse area for new baggage handling systems, renovated Customs and Border Protection areas, and expanded and centralized passenger screening as well as dual taxiway capability for improved on-time performance.

“From the very start of the M/WBE program, we employed several special initiatives to help maximize M/WBE business and local community participation on the Terminal 4 expansion project,” states RASC Executive Director, Earle J. Walker. These initiatives included:

- **Clergy and Community Leaders Breakfast Meeting** - Delta and RASC staff provided an overview of the M/WBE and Labor Force Diversity Program at Congressman Meek’s invitation.

- **Delta Air Lines Community Spring 2010 Outreach Event** - contractors were briefed on contract opportunities by project construction managers. Lend Lease LLC and Turner Construction. Also present were York College Small Business Development Center, Women Construction Workers of America, Inc, and the Council for Airport Opportunity.

- **Procurement Opportunity, “Meet and Greet”** sponsored by Small Business Development Center (SBDC) at York College. RASC project manager informed M/WBE contractors about contract opportunities with the JFK IAT Redevelopment Project.

- **Monthly Stakeholder Meetings** – project team met with prominent member of local communities to increase local business participation and relate this information to Delta Air Lines.

The **Labor Force and Diversity Program** also employed several unique initiatives which included:

- **Community Workforce Development Conference and Networking Event** – June 2, 2011 – local community residents network with professional services agencies and construction workforce companies. Participants included SUNY Educational Opportunity Center, NYS Department of Labor, Council for Airport Opportunity and Association of Women Construction Workers of America.

- **“Hire on the Spot I & II”** designed to increase female worker participation on JFK IAT Redevelopment Program. Participants included, the Port Authority of New York and New Jersey, Non-Traditional Employment for Women, the Association of Women Construction Workers of America and JFK IAT CMs and GCs Turner Construction Company, Scalamandre and Sons and Lend Lease, LLC.

- **Labor Hiring Program – walk-in Registration** – outreach program at the job site to sign-up local union members for possible openings. Registration was held every Monday and Wednesday.

In November, 2012, minority skilled workers were 39% of the workforce, minority laborers 66%, female skilled 2.9% and female laborers 4.7%. Cassandra Hill, Regional Alliance program manager states “We worked especially hard to translate the availability of minority and female workers into significant participation on the project.” For further information please visit our website www.regional-alliance.org.
Save the Date!

REGIONAL ALLIANCE Networking Boat Ride

Join Us and Our Sponsors On

Friday, June 28, 2013

An evening of dinner & networking aboard the

The World Yacht Princess

Pier 81, 41st Street at the Hudson River

Boarding at 6:30 pm
Sailing from 7 pm to 11 pm
(Parking Additional)

Business Casual Attire

Sponsorship Levels Available:
Admiral - Ten (10) Tickets $5,000
Captain - Eight (8) Tickets $3,500
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For further information
please contact 212-268-2991
Save the Date

2013 Contractors’ Clearinghouse

Hosted by Con Edison

Please join us on

Thursday, March 7, 2013
(8:00 am –12:00 Noon)

4 Irving Place, 19th floor Auditorium
New York City, NY
(one block East of Union Square)

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