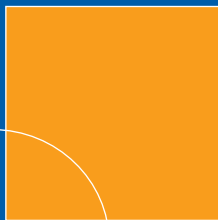
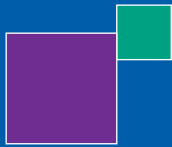




# Dormitory Authority of the State of New York Opportunity Programs for Minority and Women-owned Businesses



**Dormitory Authority  
State of New York**

Alfonso L. Carney, Jr., Board Chair  
Paul T. Williams, Jr., Executive Director

# Opportunity Programs Group

Founded in 1944, the Dormitory Authority of the State of New York (DASNY) is the largest higher education, health care and public-purpose bonding and construction authority in the nation. The Authority finances and builds facilities for colleges and universities, health care providers, including hospitals, nursing homes, mental health facilities, and laboratories. In addition, DASNY finances and builds courtrooms, libraries, and myriad facilities for nonprofit institutions and public agencies.

The Dormitory Authority has a construction pipeline of more than 700 projects valued in excess of \$7 billion. Consistently, the Authority expends more than \$750 million per year on the construction projects it manages. The Authority has an outstanding bond portfolio exceeding \$38 billion, and typically sells \$5-6 billion in bonds in any given year. DASNY is committed to providing opportunities for minority and women-owned business enterprises (MWBE). The Opportunity Programs Group (OPG) helps MWBE firms compete for state construction and finance opportunities, as well as ensuring DASNY contractors and professional service providers create diversity and employ qualified women and minority group members. Last year, more than \$187 million was expended to minority and women-owned businesses for work performed on DASNY construction projects across New York State. The Authority has a statewide construction-related goal of 13 percent minimum MBE and 7 percent WBE participation. These goals can be attained through contracting, subcontracting, as well as the purchase of materials and services.

## The Opportunity Programs Group has six programs to maximize MWBE participation:

- 1 Construction Contracting Program
- 2 Equal Employment Opportunity (EEO) Program
- 3 Commodity Compliance Program
- 4 Construction-related Professional Services Program
- 5 City University of New York (CUNY) Set-Aside Program
- 6 Financial and Professional Services Program



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“We are firmly committed to build on the legacy at the Dormitory Authority of providing real opportunities for MWBE companies to compete. Enhancing and expanding our programs for the MWBE business community in the fields of construction as well as financial, legal and professional services will support the development of the next generation of robust and diverse enterprises in New York State.”



Carra Wallace  
Managing Director  
Office of Executive Initiatives  
[cwallace@dasny.org](mailto:cwallace@dasny.org)

**Corporate Headquarters**  
515 Broadway  
Albany, NY 12207-2964  
P: (518) 257-3000  
F: (518) 257-3100



Michael M. Clay  
Director, OPG  
Construction & Commodities  
[mclay@dasny.org](mailto:mclay@dasny.org)

**New York City Office**  
One Penn Plaza, 52nd Floor  
New York, NY 10019-0098  
P: (212) 273-5000  
F: (212) 273-5121  
[www.dasny.org](http://www.dasny.org)



Taffi Woolward  
Director, OPG  
Financial & Professional Services  
[twoolwar@dasny.org](mailto:twoolwar@dasny.org)

**Buffalo Office**  
539 Franklin Street  
Buffalo, NY 14202-1109  
P: (716) 884-9780  
F: (716) 884-9787

# Construction Contracting

DASNY establishes MWBE and EEO goals on construction projects valued at \$100,000 or more. MWBE goals can be attained through the utilization of NYS certified MWBE subcontractors and suppliers. DASNY also administers a set-aside program which designates purchases and contracts for Construction and Services at four City University Campuses to be bid by small business concerns solely with a portion exclusively reserved for bidding by minority businesses.

## Online Plan Purchase Holders

To facilitate increased opportunities for MWBE subcontractors and suppliers, DASNY has posted the plan purchase holders list for upcoming Construction projects on its website. This enables subcontractors and suppliers to submit pricing prior to bid to all interested Prime bidders. MWBEs are also able to post a one-page profile about their businesses on the DASNY website for review by majority prime bidders prior to bid.

[www.dasny.org/construc/bidops/03C2.php](http://www.dasny.org/construc/bidops/03C2.php)

## Job Order Contracting (JOC)

Job Order Contracting is a type of construction procurement specifically designed to provide faster contracts for maintenance, repair and minor construction projects with urgent and time-sensitive requirements. The Job Order Contract is an indefinite-quantity contract that is awarded on a periodic basis throughout six regions statewide. Work orders are issued to the contractor who is ready to perform the work on an on-call basis. Firms that have been awarded Job Order Contracts with the Authority may be interested in receiving information from potential subcontractors and are listed at: [www.dasny.org/construc/jobOrder.php](http://www.dasny.org/construc/jobOrder.php)



*"I am grateful to the Dormitory Authority, and especially their staff in Buffalo, who have helped guide me to get my small construction business off the ground."*  
– Konrad Ortega, President  
OCM Construction, Inc.

## CUNY Set-Aside Program

The CUNY Set-Aside Program designates purchases and contracts for construction and services at four City University of New York (CUNY) campuses to be bid by minority and small businesses only. The set-aside campuses are Bronx and Hostos Community Colleges, Medgar Evers College and York College. Participating small and minority-owned businesses can gain experience in major long-term capital construction projects needed to more effectively compete in the open market. DASNY has a 25 percent minimum participation requirement for Small Business Enterprise (SBE) and Minority Business Enterprise (MBE) on work designated as Set-Aside. For all other projects, the MWBE goals are established on a project-by-project basis.



# Construction-Related Professional Services

The Authority actively pursues MWBE involvement in Construction-related Professional Services. This program covers:



- 1 Professional design contracts requiring the services of licensed architects, engineers, planners and surveyors, among others.
- 2 Regulated professional contracts requiring the services of individuals and firms whose practices are regulated by the State of New York.
- 3 General consultant contracts such as construction management, affirmative action and general business services.
- 4 General service contracts such as printing and janitorial.

*“DASNY’s support of our firm as a WBE has opened doors that have allowed us to transition from providing sustainable engineering and architecture in a supporting role to leading design and energy projects throughout Upstate New York.”*

*– Nancy Jendryaszek, AIA, LEED® AP, Partner  
Pathfinder Engineers LLP*

## Professional Services Term Contracts

There are more than 100 Professional Services firms that have been awarded Term Contracts with the Authority. These firms may be interested in receiving information from potential subcontractors and are listed online at:

[www.dasny.org/construc/termConsult.php](http://www.dasny.org/construc/termConsult.php)

## Construction-related Professional Services:

Architecture	Furniture Installation	Interior Design	Move Services
Electrical	General Construction	Maintenance/Repair Services	Plumbing
Elevator Rehab	Human Services	Management Services	Printing
Engineering	HVAC	Mechanical Services	Restoration Services
Environmental Services	Information Technology Support	Medical Services	Roofing
Fire Alarm Upgrade			Sheet Metal Work

# Financial and Professional Services

The Dormitory Authority is dedicated to enhancing diversity and opportunities for minority and women-owned business enterprises across all of our business sectors. Specifically in 2008, DASNY created an office within OPG called Financial and Professional Services Diversity Programs, which is dedicated to increasing opportunities for MWBE underwriters, law firms, and other financial and professional services. The Authority recognizes that New York is the center of the global financial marketplace and as such, it is working to foster opportunities for professional and financial services companies owned by minorities and women to play greater roles in DASNY financings and procurements. This will enable them to grow, create new jobs, and play a greater role in the state’s economic growth.

For more information, visit: [www.dasny.org/construc/mwsbeopp/finPro.php](http://www.dasny.org/construc/mwsbeopp/finPro.php)



*“Governor Paterson’s MWBE Task Force has increased transparency, fairness and competition among those competing for the State’s bond business. The work of the Task Force has clearly set the tone for a far more meaningful approach to inclusion of MWBE firms in the State’s financing programs than has ever existed before.”*

*– Suzanne Shank,  
President and CEO  
Siebert Brandford Shank*

## Professional Services:

Investment Banking/Underwriting	Commercial Banking
Legal Services Providers	Financial Advisors
Accountants	Brokers/Dealers
Real Estate Brokers	Insurance Brokers



# Equal Employment Opportunity (EEO) Program



The EEO Program ensures that minority and women employment goals are met and maintained throughout the life of each project. All contractors and consultants are required to have a diverse workforce. An OPG Analyst is assigned to monitor MWBE and EEO participation and to assist contractors in integrating minority and women workers into their workforce. Outreach and referral services are provided to the contractor; however, the contractor is still required to seek other sources for the employment of minorities and women.

*“DASNY not only has an outstanding MWBE program, attending their excellent conferences each year has helped our company grow. Most of all, I appreciate the human side of the Dormitory Authority. Their wonderful employees have helped my business blossom, allowing me to serve my community and to help me build leadership qualities.”*

*– Reginald Swiney, President and CEO  
RS Painting Company, Inc.*



## Commodity Compliance

There are numerous commodities that DASNY’s clients may need for their facilities and programs. The Authority’s Purchasing Unit maintains a Vendor Registration site for minority and women vendors interested in bidding opportunities for commodities. DASNY purchasing staff uses the site to review potential bidders. To register go to: [www.dasny.org/onlinevendorregistration](http://www.dasny.org/onlinevendorregistration)



### Some of the commodities purchased include:

- |                                     |                    |
|-------------------------------------|--------------------|
| Audio & video equipment             | Medical supplies   |
| Cabinets                            | Office furniture   |
| Cleaning supplies                   | Office supplies    |
| Computer hardware and software      | Signage            |
| Food preparation equipment          | Telecommunications |
| Gardening and agricultural services | Tools              |
| Hospital equipment                  | Uniforms           |
| Laboratory equipment                | Vehicles           |
| Mattresses                          | Windows            |

*“Without DASNY, our company would not have grown to the large “per project” capacity that it has today. DASNY’s technical assistance and ongoing marketing opportunities have enabled our company to thrive in this very competitive Metro marketplace.*

*– Marcia Melendez, President  
Flowerworks Landscape*



# ESDC/DASNY Registration

In order for DASNY to meet its statewide MWBE goals, firms must be registered first as a certified MWBE with Empire State Development Corporation (ESDC). ESDC assists MWBE firms through the New York State certification process. To participate in DASNY's Opportunity Programs and the CUNY Set-Aside Program, MWBE firms must also register with DASNY using the application paperwork link below. Firms registered with DASNY will receive direct Notice to Bidders on DASNY projects, as well as technical assistance. The registration application consists of the Uniform Certification Application and a Supplemental Application.\*



You may obtain a DASNY registration application at: [www.dasny.org/construc/mwsbeopp](http://www.dasny.org/construc/mwsbeopp)

\*Registration with DASNY is independent of and not related to any other registration, classification or certification by other local, state or federal government departments.

## Technical Assistance

Technical and management assistance are offered free of charge to MWBE firms working on DASNY construction projects. Firms have access to a wide range of expertise and resources including: bid development, construction information library, cost estimates, preparation of shop drawings and payment requisitions, change order and contract management. DASNY's technical assistance partners are:

**Upstate**  
RMBDC Inc.  
595 Blossom Road  
Rochester, NY 14610  
(585) 546-5556  
[www.rmbdc.com](http://www.rmbdc.com)

**Downstate**  
New York Technical Assistance Team (NY/TAT)  
Noble Strategy  
2601 Frederick Douglass Blvd.  
New York, NY 10030  
(212) 690-4370  
[www.noblestrategy.com](http://www.noblestrategy.com)

Jamaica Business Resource Center/  
Bradford Companies  
90-33 160th Street  
Jamaica, New York 11432  
(718) 206-2255 (866) 750-7011  
[www.jbrc.org](http://www.jbrc.org)

## Annual MWBE Conference

Each fall, the Authority holds a conference specifically dedicated to increase opportunities for minority and women-owned businesses. The annual conference, the largest of its kind in the state, is an integral part of the Opportunity Programs Group, designed to assist MWBEs in competing for and winning contracts on DASNY projects and identifying professional services opportunities across our finance, legal and other procurement activities.

