



Message from
Paul T. Williams, Jr.
Executive Director

During the last several months, we have been hard at work here at the Dormitory Authority. As Executive Director of DASNY and the Chairman of Governor Paterson's E.O. 10 MWBE Task Force, we are beginning to implement the Governor's vision of increased MWBE participation and economic development. No doubt we are experiencing challenging times in both the construction and finance industries, but DASNY is committed to continuing its leadership role in MWBE utilization in both lines of our business. We are developing strategies to maximize use of MWBE construction-related firms and to help them grow to become prime contractors. We are also developing new ways to increase the participation of MWBE financial and professional service firms in both DASNY and New York State procurements. I am confident that we will realize significant changes in the way we do business here at DASNY and throughout New York State in the months and years to come.



Message from
Michael M. Clay
*Director, Opportunity
Programs Group
for Construction
and Commodities*

Over the years, the Dormitory Authority has distinguished itself as a statewide leader in MWBE participation and achievement. We recognize that the current economy presents steep challenges, but we intend to maintain our leadership role in the new fiscal year because our efforts help build stronger companies, which in turn help boost New York's economy. We are looking at initiatives geared toward helping MWBEs move to the next level.

E.O. 10 Task Force makes preliminary underwriting recommendations to Gov. Paterson

On April 28 Gov. Paterson's E.O. 10 MWBE Task Force delivered its preliminary report to Governor David A. Paterson. The Task Force, established by Executive Order No. 10, reviewed the debt-issuing practices of the five authorities which issue State-supported debt, and wrote recommendations designed to improve their performance in retaining MWBE underwriting firms. The Task Force's final report is due to the Governor in January, 2010.

"As a result of the efforts of this Task Force, New York State – the center of the global financial services industry – has once again established itself as a leader in innovation and diversity. By expanding the range of firms we use to perform this important work, we spur growth in the financial services sector while also helping ensure greater competition, more creativity, and increased intellectual capital," said Gov. Paterson.



New MWBE Surety Bonding Program Developed

To better assist MWBEs, the Dormitory Authority has developed a surety bond and capital access program. A major barrier in the development of MWBE subcontractors to prime contractors is the lack of these resources. The Authority issued a Request for Proposals for program development and administration and has selected the MBE firm, The Cayemite Group. On March 25, the DASNY Board approved a financial commitment of up to \$3 million to support the administration of this new program and to assist in underwriting bonds for selected MWBEs.

DASNY seeks MWBE input Project Labor Agreement (PLA) – Bronx Psychiatric Center

On April 2, 2009, DASNY conducted an unprecedented community meeting on a proposed PLA for the Bronx P.C. project. The purpose of the meeting was to provide a forum for MWBEs to discuss PLAs. Approximately 150 small business firms from the community were in attendance. The discussion provided a framework of information for DASNY to consider in its upcoming negotiations with organized labor for the Bronx P.C. project.

Focus Group Meetings

DASNY, through its Industry Affairs Consultant, Spectrum Personal Communications Corporation, is conducting Focus Group Meetings in Construction, Professional Services, and Commodities and Services. The purpose is to provide real feedback to DASNY from the small business perspective. Focus Group meetings have occurred in New York City, Albany, Buffalo and Rochester, specifically for architects and engineers. Contact Mark O'Luck if you would like to participate in future programs.

Reality Bidding Workshops a success

On February 12, 2009 DASNY began reality bidding workshops for certified MWBEs bidding as primes or subcontractors on the Bronx Community College North Instructional Building Project. Twenty-six individuals representing 19 MWBE contractors participated. Sixteen participants submitted bids—three as prime contractors and 13 as subcontractors.



Expanding Opportunities: Introducing Taffi Woolward, Director, OPG Financial and Professional Services



*Taffi Woolward,
Director, Opportunity
Programs Group (OPG)
for Financial and
Professional Services
Diversity Programs*

DASNY's Opportunity Programs Group (OPG) now supports two areas for MWBEs: Construction Contracting and Commodity Compliance, directed by Michael M. Clay and a new, expanded role directed by Taffi Woolward that goes beyond Executive Order 10 to include Financial Services, Professional Services, and Real Estate Services. Traditionally focused on construction and commodities, DASNY has not required service providers to be accountable for participation of MWBEs. This expansion will lead the way toward new levels of inclusion for MWBE firms.

As the Director of OPG for Financial and Professional Services Diversity Programs, Ms. Woolward develops and implements Authority-wide diversity programs and initiatives to broaden procurement opportunities and increase utilization of minority and women-owned businesses.

Ms. Woolward, working with the Task Force, recommends procurement policy and guidelines, develops performance measures to evaluate firms, collaborates and benchmarks other public authorities, and executes Task Force recommendations.

Woolward's vision is "to ensure that DASNY benefits from increased competition and the advantage of diverse ideas and best practices from across the state."

DASNY leads industry in MWBE underwriters

New approach simplifies application; boosts transparency & opportunity

The Board of the Dormitory Authority voted to amend its bond sale guidelines to reflect recommendations made by Gov. Paterson's Executive Order 10 Task Force to increase the participation of qualified underwriting firms owned by minority members and women in state-debt offerings. As a result of these recommendations and DASNY's recent RFP for underwriting services, DASNY announced its new list of underwriters. Of the 51 firms that responded to the RFP, DASNY has empanelled 13 Senior Managers, 22 Co-Managers, and 16 Selling Group Members. Four of the 13 Senior Managers are MWBE firms and of the 51 companies in the new underwriter panel, 15 are MWBE firms.

MWBEs prepare for "green-collar" jobs

DASNY, in conjunction with New York Upstate Chapter of the U.S. Green Building Council (USGBC), held a first-of-its-kind "Green Collar" training workshop for minority and women-owned construction contracting companies. Designed to help small MWBE contracting companies compete for and win contracts, the class focused on teaching skills needed to perform high quality work on cutting-edge green and sustainable building projects. Given these types of projects make up a growing proportion of new construction and renovation work in New York, MWBEs need to be able to compete. More than 30 MWBE firms took part in this half-day training. Additional green training is proposed for New York City in June/July 2009, and upstate NY in the Fall of 2009.

"This training program will significantly help minority and women-owned firms to compete, succeed and grow in the rapidly expanding green building industry," said Paul T. Williams Jr., executive director of the Dormitory Authority. "I salute the New York Upstate Chapter of the U.S. Green Building Council for working closely with us to make this a reality. Together, we are helping achieve Governor Paterson's goal of greater energy efficiency and environmental sustainability in New York."



Expanding access to contractors

Noble Strategy, DASNY's technical assistance provider, is opening an office in Harlem that will facilitate increased access to plans and specs for contractors. Noble Strategy is a finalist for Entrepreneur of the Year for *Black Enterprise* Magazine and Ernst and Young's New Jersey program.

Quick look at stats

In FY 2007-08, DASNY achieved its overall goal of: **20%**, expending more than **\$132.6 million** to MWBEs.

For the first three quarters of fiscal year 2008-09, we have: **22%** participation rate
11.4% MBEs
10.6% WBES
\$126.1 million to MWBEs.

Successful MWBE Prime Bidders

Debra Bradley Construction and Management Services Inc. (WBE) was the low bidder on the landscape package for Medgar Evers for \$2.7 million.

Dean Builders Group Inc. (MWBE) was the low bidder for masonry work at Baruch College for \$299k.

Website enhancements aimed to help MWBE subcontractors coming soon to dasny.org

"Interested subcontractor and supplier lists"
"Plan purchase holders lists"

Upcoming contract opportunities

**Medgar Evers College
New Academic Facility**

Landscaping

Small Business Set-Aside

Pre-Bid Meeting: May 19, 2009

Bid Date: June 2, 2009

**Harlem Hospital Center
New Patient Pavilion**

General Construction, Plumbing, HVAC and Electrical

Pre-Bid Meeting: May 20, 2009

Bid Date: June 16, 2009

College of Staten Island

1R and 2R Roof Replacement

Pre-Bid Meeting: May 20, 2009

Bid Date: June 17, 2009

Expected RFPs

- Accounting Services
- Information Services
- Insurance Brokerage Services
- Legal Services

Information will be announced in the NYS Contract Reporter when it becomes available.

E.O. 10 Task Force

E.O. 10 Task Force adopts recommendations to boost opportunities for MWBE law firms

On May 11, 2009 Gov. Paterson's E.O. 10 MWBE Task Force adopted a comprehensive package of recommendations to increase opportunities for minority and women-owned law firms to provide legal services to state public authorities, as well as to promote the utilization of law firms that have a history of hiring, training, promoting and retaining minority and women attorneys.

The broad themes of the recommendations include leveling the playing field, eliminating barriers to entry, providing opportunities for firms to demonstrate their qualifications, skills and expertise, and measuring performance. The recommendations will be considered for adoption and implementation by the boards of the five state public authorities that comprise the Task Force.

Paul T. Williams, Jr., Chairman of the Task Force and Executive Director of the Dormitory Authority of the State of New, said: "The best practices put forward today by the Task Force mark a bright new day in the way state authorities will engage and evaluate law firms. With outside law firms, we want the best and brightest which, starting today, will include those who understand the substantial benefits of bringing a diverse team to the table."

For his outstanding work as Chairman of Governor Paterson's E.O. 10 MWBE Task Force, the Metropolitan Black Bar Association honored Paul Williams with their annual Trailblazer's Award at their 25th Anniversary Awards Dinner on May 14.



MWBE Task Force aims to increase MWBE participation for financial advisors, accountants and other professional services



From left, Paul T. Williams, Jr., Senator Bill Perkins, and Michael Jones-Bey.

Governor Paterson's E.O. 10 Task Force met on April 30 in New York City to discuss ways to increase MWBE participation for financial advisors, accountants, broker dealers, bankers, and other professional service providers. More than 200 people attended the event held at the New York County Lawyers' Association on Vesey Street.

"Under Governor Paterson's leadership and through the recommendations of the Task Force, we are setting a new game plan for New York," said Paul T. Williams, Jr., Chairman of the Task Force, and Executive Director of DASNY. "We are clearly establishing once and for all that all firms in the financial services sector will have an equal opportunity to compete for state business. A robust MWBE financial services sector can and should be a major asset to New York. These firms will create needed jobs, generate new ideas, and sharpen competition among all firms for state business." Recommendations from this meeting will be distributed and posted on DASNY's website in the coming weeks. For a complete recap of the meeting, see DASNY's press release on the event.



About us

Founded in 1944, The Dormitory Authority of the State of New York (DASNY), is one of the premier public construction agencies and one of the most frequent issuers of tax-exempt bonds in the nation. Typically DASNY expends approximately \$750 million each year on construction projects, and has a pipeline of more than 700 projects valued at \$7.5 billion. On average \$4-6 billion in bonds are issued each year, and the Authority has an outstanding bond portfolio of more than \$38 billion. Through the Opportunity Programs Group, DASNY is committed to diversity and creating opportunities for minority and women-owned business enterprises (MWBEs) in the fields of our core business – construction, finance, and commodity procurement.

Coming events

- E.O. 10 Task Force Meeting
June 8, 2009
- E.O. 10 Task Force Asset Manager Meeting
June 26, 2009
- 10-Hour OSHA Training at DASNY's
New York Office — June 22-23, 2009

Save the date

DASNY's 24th Annual MWBE Conference
October 23-24, 2009 – Albany Marriot

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