



PROGRAMS FOR MINORITY- AND WOMEN-OWNED SMALL BUSINESSES AND SERVICE-DISABLED VETERANS



DASNY

Andrew M. Cuomo | Governor
Alfonso L. Carney | Chair
Gerrard P. Bushell, Ph.D. | President & CEO



Bronx Mental Health Center Redevelopment Project
35.4 percent MWBE participation

“Diversity is the underpinning of high-performing businesses and a strong economy. It is an essential part of a competitive business model and broadens opportunity. Diversity delivers top talent, best solutions and the opportunity to access new markets. That is why DASNY’s commitment to firms owned by minorities, women and service-disabled veterans permeates everything we do.”

—Gerrard P. Bushell, Ph.D.,
President & CEO - DASNY

Who is DASNY?

DASNY is New York State’s capital development authority. We finance, design, build and deliver infrastructure for:

- Colleges and universities;
- Health care providers (hospitals, nursing homes, mental health facilities and laboratories);
- New York State, New York City and Municipal Courts;
- Libraries;
- Not-for-profit institutions and public agencies.

DASNY is committed to diversity and inclusion in all of our procurements. For our financial and professional services procurements, DASNY sets MWBE participation goals for this work and we encourage MWBE involvement with our underwriters, bond counsel, broker-dealers, accounting firms and other service providers.

In addition, we require our construction contractors and professional service providers to utilize qualified MWBE firms. DASNY’s statewide construction-related goal for MWBE participation is 30 percent, attained through contracting, subcontracting, and the purchase of materials and services.

We help New York thrive.

Our programs for New York State MWSBEs

DASNY programs support MWBE participation in our financial and professional services, as well as for procurements that extend through the entire lifecycle of a project from the design, construction to the facility fit-out. We encourage MWBE firms to monitor our [website](#) and the [New York State Contract Reporter](#) for bid opportunities. DASNY also features a number of additional tools on our website to help MWBE subconsultants and subcontractors connect with prime and term consultants, plan holders, and prime contractors.

1 Supporting Financial and Professional Services

DASNY recognizes that New York is the center of the global financial marketplace and we work diligently to increase opportunities for professional and financial services companies owned by minorities and women. This synergy creates new jobs and allows DASNY to play a significant role in New York State's economic growth. We actively pursue MWBE involvement in these service areas:

- Accountants
- Brokers/Dealers
- Commercial Banking
- Financial Advisors
- Graphic Design & Marketing
- Insurance Brokers
- Investment Banking/Underwriting
- IT Services
- Legal Services Providers
- Real Estate Brokers

2 Supporting Construction-Related Professional Services

DASNY actively pursues MWBE involvement in construction-related professional services, including:

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



"At DASNY we are firmly committed to provide 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."

—Alfonso L. Carney, Jr.,
Board Chair - DASNY



“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,
WBE

Plan Holders Lists: Bringing primes and subs together

As plans for our upcoming construction projects are purchased, we require our architects to post a list of plan holders to our website, www.dasny.org. This allows subcontractors and suppliers to submit pricing prior to bid to any interested prime bidder.

MWBEs can also post a one-page profile about their businesses on our website for review by majority prime bidders prior to bid. Firms may visit: <https://www.dasny.org/user/login>. Follow the link titled: “Add Your Firm As An Interested Subcontractor/Supplier” to add your profile.

Professional services term contracts and online networking opportunities

Approximately every two years DASNY awards term contracts to more than 100 professional services firms, which we are able to quickly deploy on a project as needed. Our website allows potential MWBE subcontractors to network with these firms at <https://www.dasny.org/opportunities/rfps-bids/professional-services-construction>

3 Construction Contracting Programs

We establish MWBE and Equal Employment Opportunity (EEO) goals on construction projects valued at \$100,000 or more. We use several types of contracts and assistance to help accomplish this goal.

Our construction contracting program covers:

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

Job Order Contracting (JOC) Program

DASNY goes out to bid approximately twice per year and awards JOC contracts in nine regions statewide. The five construction disciplines in all regions that we solicit services from are: general construction, electric, plumbing, HVAC, and asbestos. In select regions, we also solicit for roofing and sprinkler services. Interested firms are required to attend a mandatory pre-bid meeting to learn more about the details of the program. Watch the NYS Contract Reporter or our website for JOC bid opportunities.

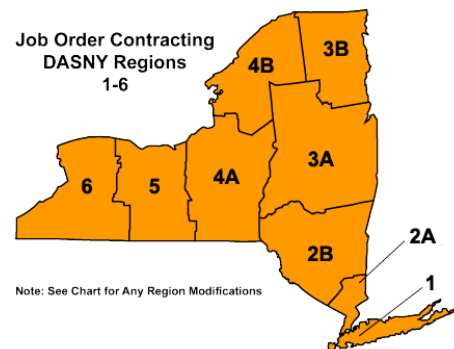
We use this type of construction procurement, which is specifically designed to provide faster contracting time for maintenance, repair and minor construction projects, for projects with urgent and time-sensitive requirements. Job Orders are issued to contractors who are ready to perform the work on an on-call basis. Firms that have been awarded JOC with DASNY may be interested in receiving information from potential subcontractors and are listed at:

<https://www.dasny.org/opportunities/rfps-bids>

Equal Employment Opportunity (EEO) Program

The EEO Program confirms that minority and women employment goals are met and maintained throughout the life of each DASNY project. We assign an analyst to monitor MWBE and EEO participation and assist contractors in integrating minority and women workers into their workforce. Outreach and referral services are provided to the contractors who are required to seek of minorities and women for employment.

Job Order Contracting



REGION 1 – New York metropolitan area including Staten Island, Nassau, Suffolk, and (parts of Putnam, Rockland and Westchester)

REGION 2A – Westchester, Rockland, Putnam

REGION 2B – Orange, Sullivan, Delaware, Ulster, Dutchess, Greene, Columbia

REGION 3A – Rensselaer, Albany, Schenectady, Otsego, Schoharie, Fulton, Montgomery, Saratoga, Washington, Warren, Hamilton, Herkimer

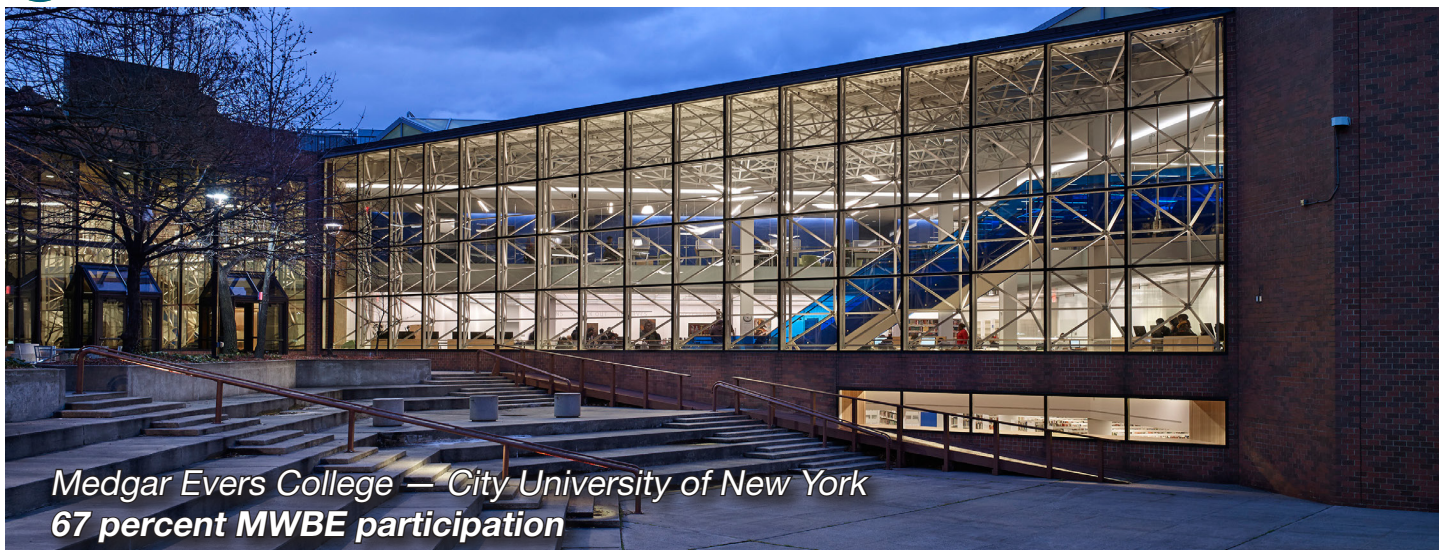
REGION 3B – Essex, Clinton and Franklin

REGION 4A – Broome, Tioga, Tompkins, Cortland, Chenango, Cayuga, Onondaga, Madison, Oneida, Oswego

REGION 4B – Lewis, Jefferson, St. Lawrence

REGION 5 – Monroe, Wayne, Livingston, Ontario, Seneca, Yates, Steuben, Schuyler, Chemung

REGION 6 – Niagara, Orleans, Genesee, Erie, Wyoming, Chautauqua, Allegany, Cattaraugus



Medgar Evers College — City University of New York
67 percent MWBE participation

DASNY's commitment to women-owned businesses (WBEs) has afforded Meadows the opportunity to work on many large-scale state projects. Those projects have set a platform where we have been able to gain an understanding of how our products and services can best accommodate various state agencies, which in turn has led to many long-term business relationships for us. Thanks to DASNY, we are now one of the largest WBE firms in New York City.

– **Rosalie Edson**, Owner
Meadows Office Furniture
WBE

4 Commodity Compliance Program

There are numerous commodities that DASNY's clients may need for their facilities and programs. DASNY's purchasing unit uses the New York State Contract System and other resources to locate potential minority and women vendors interested in bidding opportunities for commodities. To register go to:

<https://ny.newnycontracts.com>

Some of the commodities purchased include:

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

5 Discretionary Purchases

DASNY strives to purchase goods or services from Small Businesses; those certified as MWBE; and goods or technology that is recycled or remanufactured. In order to achieve these goals, DASNY has established a Discretionary Purchases procedure that may be utilized where the contract to be awarded does not exceed two hundred thousand dollars (\$200,000). DASNY is authorized to procure the goods, services, or technology with an informal competitive process, provided that any such goods, services or technology are purchased at a reasonable price. Requests for proposals (RFPs), invitation for bids (IFBs) and formal bid opening dates are not required to be used in a solicitation. However, notice of the prospective purchase of goods or services shall be provided as set forth in DASNY's Discretionary Purchases procedure.

6 City University of New York (CUNY) Set Aside Program

The City University of New York (CUNY) Set-Aside Program designates purchases and contracts for construction and services at four 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 participation requirement for Minority Business Enterprises (MBE) and small subcontractors and suppliers on work designated as Set-Aside.



Our Commitment to New York State MWBEs and Service-Disabled Veterans

DASNY staff members dedicated to supporting the MWBE community are dispersed in two main offices in Albany and New York City. Opportunity Programs Group (OPG) staff are assigned to projects, and are active in the field. OPG staff engages in outreach, planning and executing workshops, contract compliance and dispute resolution as required. Staff also participate in various city, state and private MWBE conferences and often moderate and participate on industry-specific panels.

In addition to the six programs, DASNY also invests significant resources into providing services to further support MWSBEs, including:

• DASNY MWSBE Registration

DASNY's targeted MWSBE Registration allows firms to sign up to receive direct Notice to Bidders on DASNY projects. The Registration application consists of:

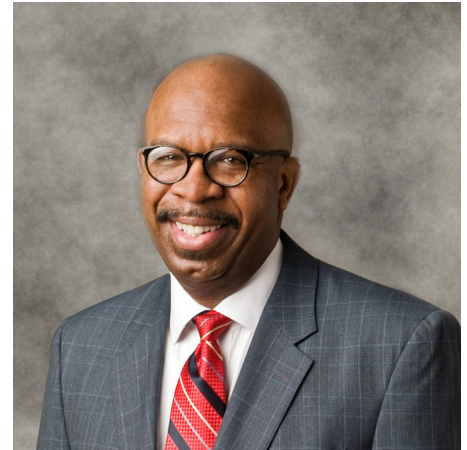
Minority, Women and Small Business Registration Application

For help completing these forms, you may call DASNY's MWSBE Business Development and Outreach Coordinator at 212.273.5115.

Registration with DASNY is independent of and not related to any other registration, classification or certification by other local, state or federal government entities. Firms must be certified as a MWBE with the New York State's Empire State Development (ESD) in order to count toward state MWSBE participation goals on DASNY contracts.

• Outreach Events

DASNY regularly attends more than 20 industry outreach events so that we can meet one-on-one with MWSBEs and SDVOBs around New York State. Visit dasny.org for upcoming events.



Michael M. Clay
Senior Director, Opportunity Programs Group
DASNY

On the cover: Bronx Community College North Instructional Building: **33 percent MWBE participation.**

John Jay College of Criminal Justice — Phase II: **22 percent MWBE participation.**

PAGE 2 (left to right): Gerrard P. Bushell, Ph.D. President & CEO

Bronx Mental Health Center Redevelopment Project: **35.4 percent MWBE participation**

PAGE 3: Alfonso L. Carney, Jr., DASNY Board Chair

PAGE 4: Borough of Manhattan Community College Fiterman Hall: **30.4 percent MWBE participation**

PAGE 6: Medgar Evers College — City College of New York: **67 percent MWBE participation**

On the Back Cover: Harlem Hospital Center Mural Pavilion: **36 percent MWBE participation.**



- **New York State Contract System**

Our team at DASNY was instrumental in the development of the statewide website (<https://ny.newnycontracts.com/>) for procurements and contract compliance across all State agencies and authorities. The New York State Contract System is an easy-to-use, web-based system that streamlines and simplifies the MWBE registration and reporting process. The system provides many benefits and efficiencies to New York State's procurement process including bid opportunities, improved contract compliance monitoring, and the requirement for prime contractors to make accurate and timely payments to all subcontractors and suppliers. The system features an updated MWBE Directory where firms may search for NYS Certified MWBE firms. DASNY requires the use of this system by all of its contractors and vendors for contract compliance. Once awarded a contract from DASNY, firms receive information on user login and utilization of the system.

- **Service-Disabled Veterans Program**

The Service-Disabled Veteran-Owned Business Program (SDVOB) was signed into law by Governor Cuomo in 2014 and is administered by the New York State Office of General Services (NYSOGS). The purpose of the program is to identify procurement and contracting opportunities for companies owned by service-disabled veterans and achieve a participation goal of 3 percent. OGS has certified approximately 300 SDVOB firms that cover services such as commodities, construction, construction-related professional services, IT, financial services, and specialty services. For more information and to access the NYS OGS Directory of Certified SDVOB, go to: <https://ogs.ny.gov/Veterans/default.asp>



DASNY

**We Finance, Design and
Build Infrastructure**

www.dasny.org

For more information

Michael M. Clay
Senior Director
Opportunity Programs
Group
518.257.3464
mclay@dasny.org

Thomas E. Christian
Assistant Director
Opportunity Programs
Group, Upstate
518.257.3795
tchristi@dasny.org

Charles J. Croskey
MWBE Business
Development and
Outreach Coordinator
212.273.5115
ccroskey@dasny.org

Wayne A. Benjamin
Assistant Director
Opportunity Programs
Group, Downstate
212.273.5114
wbenjami@dasny.org