



**WE HELP
NEW YORK
THRIVE.**



**NEW
YORK
STATE**

DASNY



Dear Colleagues,

Thank you for choosing DASNY. What follows is a guide to DASNY's vast range of client services and information on accessing DASNY as a resource. Our team of professionals can lead you through every step of your project from start to finish.

We have many partners across this great state, from best-in-class health care facilities and world-class schools to groundbreaking centers for scientific innovation.

The following pages take you through the life of a project and the services DASNY can provide you along the way, from finance to construction and everything in between. Together we can finance, plan, design and build your next project. Together we can push sustainable thinking and promote inclusion. I encourage you to reach out and talk with DASNY's industry experts. You can find their contact information at the end of this brochure. Whether large or small, turn to DASNY for your next project. Together we can shape New York's communities and help them flourish.

Sincerely,

Gerrard P. Bushell, Ph.D.
DASNY PRESIDENT & CEO



Rendering of Columbia University's Manhattanville Campus, where DASNY is helping keep down financing costs as Columbia expands and revitalizes a neighborhood. Cover image top photo credit: Renzo Piano Building Workshop [design architect of campus plan], and Skidmore, Owings & Merrill [master planners], rendering by FX Fowle Architects.

Rendering of Jerome L. Greene Science Center planned for Columbia University's Manhattanville Campus. Back cover image center photo credit: Renzo Piano Building Workshop [design architect] and Davis Brody Bond [executive architect], rendering by L'Autre Image.

Photo Credit: Jeremy Bittermann, back cover, pages 2, 4, 11-12, and 16.



Andrew M. Cuomo
GOVERNOR

Alfonso L. Carney, Jr.
CHAIR

Gerrard P. Bushell, Ph.D.
PRESIDENT & CEO

BENEATH EVERYTHING YOU DO, there lies a mission. It animates the plans you make; the budgets you develop; the employees you hire; the words you write on your website.

YOU HELP NEW YORK THRIVE.

Think about it. Hospitals help New York thrive by promoting health. Colleges do it by educating students to seize tomorrow's opportunities. Research centers do it by facilitating scientific discovery. Emergency organizations get New Yorkers back on their feet after a disaster.

Many organizations. Many people served. One grand mission.

It is also our mission.

WE CREATE THE FOUNDATION THAT HELPS NEW YORK THRIVE.

70+ *years of inspiring confidence.*

In 1944, no one could have imagined what DASNY would become—or how many markets it would serve. Today, DASNY's success in helping New York State meet its greatest challenges has institutions like yours coming to us because of your confidence in our track record:



We consistently rank among America's top municipal bond issuers, rising to #1 status in several recent years.



Our staff and consultants routinely—and successfully—manage more than 600 construction projects worth more than \$5 billion.



Our clients include some of the most prestigious institutions from a range of endeavors: health care, scientific research, education, resiliency, sustainability and more.

To your project, we bring a distinctive blend of advantages that maximize your benefit and fulfill your objectives:

A FULL MENU OF SERVICES. While many firms provide financial, design and construction services, DASNY provides all of them while adding a unique understanding of New York's regulatory environment. You can make us your single point of contact for the entire project, or select precisely the services that meet your requirements.

NO PROFIT MOTIVE. As a public benefit corporation, we are empowered to make every decision in your best interest. We operate like a corporation with a public mission.

DEPTH OF EXPERTISE. Together, our architects, engineers, financial analysts and other staff hold 160 professional licenses or certifications and more than 100 advanced degrees.

SERVICES DESIGNED FOR EFFICIENCY. Beyond the menu-of-services approach, DASNY engages in a variety of project delivery methods—to minimize your cost and streamline your project schedule.

ECONOMIES OF SCALE. Our size and stature typically enable us to facilitate the best available pricing.



SELECT CLIENTS & PARTNERS

- Albany Public Libraries
- City University of New York
- Columbia University
- Governor's Office of Storm Recovery
- Homeless Housing and Assistance Program
- New York State Department of Environmental Conservation
- New York State Department of Mental Hygiene
- New York State Health Department
- New York State Office of Parks, Recreation and Historic Preservation
- New York University
- Northwell Health
- State University of New York
- United Health Services Hospitals

PROJECT FINANCE

*Low-cost funding.
Flexibility.*

FINANCIAL SERVICES

- Financing for new projects
- Refunding and/or refinancing of higher-cost debt
- Client advocate and/or liaison with other State agencies
- Bond pricing oversight services
- Tax-Exempt Equipment Leasing Program [TELP] for equipment and certain information technology

“DASNY serves as our advocate with the Department of Health on both the Certificate of Need and financing issues, ultimately resulting in a seamless process.”

John McGovern
SENIOR VICE PRESIDENT
FINANCIAL PLANNING
NORTHWELL

DASNY's distinction in the municipal bond markets gives you substantial advantages in financing your project:

TAX EXEMPTIONS. Interest on most DASNY bonds is excluded from federal, New York State and local taxable income.

LOW COST OF CAPITAL. Interest rates on DASNY bonds are typically lower than commercial loan rates and those of taxable bonds.

MULTIPLE FUNDING OPTIONS. Clients have used DASNY bond financing for construction projects and tax-exempt leasing for state-of-the-art equipment. We regularly issue bonds tailored to institutions in the health and education sectors. And we routinely customize funding structures to meet your objectives.

EXPERT SUPPORT. Our deep knowledge and experience enables DASNY's professional team to guide you through the process, and we stay in contact even after your bonds are issued.

Advantages like these spring from DASNY's robust presence in the municipal bond market—and a track record that inspires investor confidence. Since DASNY's first bond issue in 1949, we have issued more than \$122 billion on behalf of our clients.



DASNY consistently ranks among the top 10 municipal bond issuers in the United States.

PLANNING, DESIGN & QUALITY ASSURANCE

Designed to meet your objectives.

Client needs, program objectives, sustainability standards, regulatory objectives and budget constraints: Meeting so many parameters can test the ability of even the most accomplished firms. It calls for the rigor and extensive experience that DASNY planners, architects, engineers and project managers have brought to the oversight of every project for more than seven decades. Our meticulous process includes:

OVERSIGHT FOR COST SAVINGS. Our long experience as liaisons between design professionals and construction teams makes for a seamless process, saving you time and money. We monitor the design and construction documents for compliance with your goals and budget, life safety and code compliance, constructability, completeness of scope and other requirements.

PROFESSIONALS OF DISTINCTION. Our in-house design staff includes registered architects, professional engineers, LEED-accredited professionals and others. Meanwhile, our list of term contract architects and engineers includes some of the most respected practitioners in New York State. We have the staff and expertise to get your job done.

REGULATORY EXPERTISE. Everywhere in New York State, public work requires compliance with local, state and federal regulation. DASNY's relationship with those agencies, and understanding of the process, streamline approvals on even the most complex projects.



**MORE THAN 40 DASNY PROJECTS
HAVE EARNED THE U.S. GREEN
BUILDING COUNCIL'S LEED
RATING (LEADERSHIP IN ENERGY
AND ENVIRONMENTAL DESIGN)
SINCE 2008.**



“We see DASNY as an extension of our staff; we rely on their guidance navigating complexities of the contracting and regulatory environment.”

Diana Delp

ARCHITECT / ASST. DIRECTOR
OFFICE OF AE & CONSTRUCTION MGT.
UNIVERSITY AT ALBANY

PLANNING, DESIGN & QUALITY ASSURANCE SERVICES

- Capital and master planning management and resources
- Design phase management
- Financial management
- Design reviews to evaluate code compliance and constructability
- Select and manage planning and design professionals
- Expedited review for Article 28 facilities
- Conduct/manage program and feasibility studies
- Construction phase technical input
- Management of condition assessments and surveys

CONSTRUCTION

On-site advocates.

In DASNY, you get unmatched expertise to oversee your project while selecting precisely the services you need. Whatever the specifics, our professionals emphasize the elements that routinely make projects a success:

RIGOROUS COST CONTROL. Before construction begins, we assign a team of cost control analysts to analyze and maintain cost control through to project completion. These guardians manage change orders, negotiate them as they arise, and engage in meticulous document review.

COMPLIANCE WITH STANDARDS. DASNY's code compliance team works in all project phases to ensure compliance with the complex array of codes and regulations, in areas from asbestos abatement to safety and environmental remediation.

SOPHISTICATED SCHEDULING ANALYSIS. DASNY uses state-of-the-art analytical tools to evaluate construction schedules, keeping projects on time and on budget.

EXPERT ON-SITE SUPERVISION. Many clients find it a challenge to oversee work at building sites. Project Managers and Field Representatives work daily with the complexities of construction in New York. DASNY's supervision relieves you from the administrative burden of on-site management.

Your project is unique. So are its construction challenges. That calls for a partner whose solutions are just as unique. DASNY's trademark flexibility and experience deliver solutions while navigating the labyrinth of costs, schedules and standards that come with every construction project.

“DASNY-managed projects, such as CUNY's Advanced Science Research Center, develop a larger science community, contributing to society and providing jobs for New Yorkers.”

Dr. Gillian Small

FORMER VICE CHANCELLOR FOR RESEARCH, CUNY



600
PROJECTS

DASNY HAS COMPLETED
TENS OF THOUSANDS OF
CONSTRUCTION PROJECTS
SINCE ITS INCEPTION—
SUCCESSFULLY MANAGING
OVER 600 AT A TIME.

CONSTRUCTION SERVICES

- Alternative project delivery methods
- On-site advocate and monitoring
- Cost analysis, estimating, scheduling and validation
- Manage construction contractors
- Project reporting
- Code compliance and permitting
- Commissioning and retro-commissioning
- Sustainability



“DASNY was an integral partner in the successful financing and building of our Orange Regional Medical Outpatient Building and Cancer Center. DASNY has a good relationship with the Department of Health that helped us move the project through the approval process efficiently and take advantage of favorable market conditions to issue tax-exempt bonds.”

Rick Carrico
CFO OF THE GREATER HUDSON VALLEY HEALTH SYSTEM



**MWBE
67%**

A CUNY SET-ASIDE CAMPUS, MEDGAR EVERS COLLEGE IN BROOKLYN, REALIZED A 67 PERCENT MBE AND SBE PARTICIPATION RATE FOR ITS \$19.6 MILLION LIBRARY EXPANSION AND WELCOME CENTER PROJECT.



DIVERSITY & INCLUSION

Providing outstanding opportunities.



MWSBE & SDVOB SERVICES

- Construction and professional services procurement
- Term contracts and online networking opportunities
- Minority-, Women-, Small-Business Enterprise [MWSBE] outreach events and training
- DASNY MWSBE registry
- Service-Disabled Veteran-Owned Business [SDVOB] program



**MWBE
30%**

**DASNY CAN HELP YOU REACH
GOVERNOR CUOMO'S 30%
MWBE UTILIZATION RATE.**

Diversity at DASNY is not just about meeting mandates. It's about bringing top talent, multiple perspectives and best solutions to every project. This is why a commitment to—business enterprises owned by minorities, women, small and service-disabled veterans—permeates everything we do.

DIVERSITY IN FINANCE. We set and meet MWBE and SDVOB participation goals for public clients.

DIVERSITY IN CONSTRUCTION AND PROFESSIONAL SERVICES. We require all contractors and providers to use qualified MWBE and SDVOB firms. Governor Andrew M. Cuomo's statewide construction-related goal for MWBE participation is 30%.

DIVERSITY IN PROCUREMENT. Our Resource Acquisition team serves as our watchdog for MWBE issues. It approves every MWBE utilization plan, reviews actual MWBE participation on every project, and reaches out to prime contractors who need more MWBE firms to meet their goals.

By weaving MWBEs and SDVOBs into all we do, we broaden opportunity for all New Yorkers—and bring an unprecedented level of excellence to your project.

“DASNY is creating new capacity for New York State MWBE and SDVOB firms to grow and succeed. We are building the institutions New Yorkers need to access best-in-class health care and world-class schools. Our resource acquisition team integrates inclusion on every DASNY project, creating diverse and vibrant communities.”

Gerrard P. Bushell, Ph.D.
PRESIDENT & CEO, DASNY

SUCCESS STORIES

We help New Yorkers thrive.

The proof is in the project. DASNY has helped clients like you thrive by completing innovative structures across New York.



DEVELOPING WORLD-CLASS CENTERS OF SCIENTIFIC RESEARCH

CITY UNIVERSITY OF NEW YORK [CUNY]

CUNY’s \$2 billion “Decade of Science” effort to attract the best and brightest scientists included a vision of a capstone science center, where researchers cross disciplines to deliver high-value breakthroughs. The result of that vision was the Advanced Science Research Center [ASRC]: An open-plan laboratory for collaboration on discoveries that will take medicine and technology in new directions. In our largest project ever, DASNY financed and provided design and construction phase services for both the ASRC and its next-door neighbor, the new Center for Discovery and Innovation at City College of New York [CUNY]. The ASRC earned a LEED Gold rating.

Project: Advanced Science Research Center and the ccNY Center for Discovery and Innovation

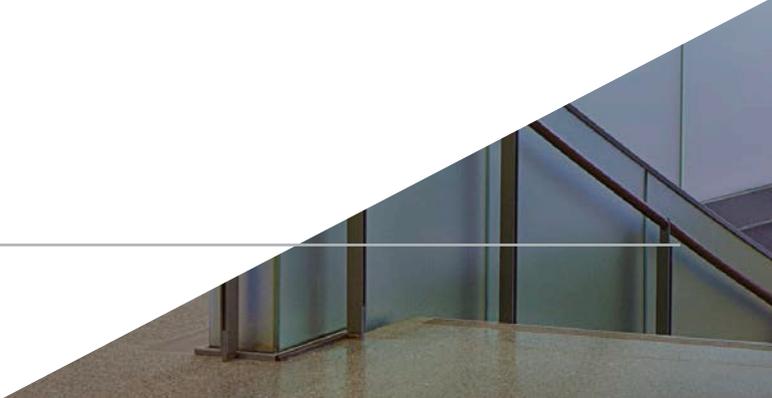
Location: Harlem

DASNY role: Finance & Construction

Project budget: Approximately \$700 M

“For more than 50 years, DASNY and CUNY have built and rebuilt the foundation for education in New York City. In the process, they shaped New York City’s architectural landscape, creating a future defined by discovery and economic prowess.”

William Thompson
BOARD OF TRUSTEES CHAIR, CUNY





WATERBURY

“Waterbury Hall is more than a residence hall. It is a home away from home, a family.”

Tamika Austin
RESIDENT HALL DIRECTOR

2

WINNING THE COMPETITION FOR THE WORLD'S BEST MINDS

SUNY Oswego

SUNY Oswego sought to promote two values in its renovation of Waterbury Hall: sustainability and community. DASNY responded with a sleek, energy-efficient design featuring a wealth of airy common spaces that encourage students to gather and connect. Among other sustainable elements, the renovated hall includes reused stone, reclaimed refrigerants from drinking fountains, and integrated low-energy LEDs on timers, which dim the lights automatically as sunlight floods the rooms. DASNY is bringing cutting-edge improvements to a dormitory originally constructed in 1960.

Project: Renovation of Waterbury Hall

Location: Oswego

DASNY role: Design & Construction Services

Project budget: \$11.5 M

3

BUILDING A RESILIENT AND SUSTAINABLE NEW YORK**Governor's Office of Storm Recovery**

DASNY is working closely with the Governor's Office of Storm Recovery [GOSR] to deliver more than 80 projects that will help communities weather powerful storms. DASNY's design work on these projects has started to bear fruit including: Six emergency generators in Amsterdam [upstate NY], strengthened beach heads on Staten Island, and resiliency improvements at Long Island volunteer fire departments, among others.

Project: Infrastructure improvements to withstand storm damage

Location: Across New York State

DASNY role: Design & Construction Services

Project budget: \$150 M

DASNY IS PARTNERING WITH GOSR BY PROVIDING DESIGN AND CONSTRUCTION SERVICES FOR PROJECTS ACROSS NYS.

“Governor Cuomo envisioned a local participation process when we established the Community Reconstruction program to set resiliency priorities at the grass roots level. Local, civic-minded residents are the people who best know the needs of their community.”

Lisa Bova Hiatt
EXECUTIVE DIRECTOR
GOVERNOR'S OFFICE OF STORM RECOVERY [GOSR]

4

TRANSFORMING HEALTH CARE DELIVERY**Northwell Health**

Northwell Health, the largest health care system in New York State, regularly turns to DASNY to issue low-interest bonds, and fiscal 2016 was no exception, with a bond issuance that financed projects for Huntington Hospital and Southside Hospital. Over the years, the Long Island-based provider has financed a wealth of projects through DASNY, including Katz Women's Hospital [an 88-bed tower], Zucker Hillside Hospital [115 new patient beds], and a conference center at Staten Island University Hospital, among others. DASNY's partnership with the Department of Health expedited reimbursements from the bond proceeds, enabling healthier cash flow.

Project: Hospital improvements

Location: Long Island

DASNY role: Finance

Project budget: \$503 M [new money/refunding]

“DASNY understands the art of pricing. DASNY's market experience and positive recommendations to our management team contributed to the success of our bond sales.”

John McGovern

**SENIOR VICE PRESIDENT
FINANCIAL PLANNING
NORTHWELL HEALTH**





TEAMS & SERVICES

Gerrard P. Bushell, Ph.D.
President & CEO

P 518 257-3180, Albany

P 212 273-5150, NYC

OFFICES

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F 518 257-3100

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P 212 273-5000
F 212 273-5121

539 Franklin Street
Buffalo, NY 14202-1109
P 716 884-9780
F 716 884-9787

**DASNY STAFF IS EMBEDDED AT 50 OFFICIAL STATIONS
ON CAMPUSES AND INSTITUTIONS ACROSS
NEW YORK STATE. VISIT [DASNY.ORG](https://dasny.org) FOR
A COMPLETE EMPLOYEE DIRECTORY.**

[DASNY.ORG](https://dasny.org)

FINANCE SERVICES

PUBLIC FINANCE TEAM

Portia Lee

Managing Director, Public Finance & Portfolio Monitoring

PLee@DASNY.org
P 518 257-3362

Andrew T. Purcell

Assistant Director, Public Finance

APurcell@DASNY.org
P 518 257-3366

Arthur R. Ware

Senior Financial Analyst, [TELP]

AWare@DASNY.org
P 518 257-3373

SERVICES

- Financing for new projects
- Refunding and/or refinancing of higher-cost debt
- Fixed or variable rates available for:
 - Tax-exempt and taxable bonds for institutions rated in the BBB category or higher
 - Tax-exempt and taxable bonds, credit enhanced
 - Unrated private placements with Qualified Institutional Buyers [QIBs]
- Client advocate and/or liaison with other State agencies
- Bond pricing oversight services
- Tax-Exempt Equipment Leasing Program [TELP] for equipment and certain information technology

ENVIRONMENTAL AFFAIRS TEAM

Jack D. Homkow

Director, Environmental Affairs

JHomkow@DASNY.org
P 212 273-5033

SERVICES

- State Environmental Quality Review Act [SEQRA] and New York State Historic Preservation Act of 1980 [SHPA] oversight and review

CONSTRUCTION SERVICES

Stephen D. Curro, PE

Managing Director, Construction

SCurro@DASNY.org
P 518 257-3271

Paul G. Koopman

Managing Senior Director, Construction

PKoopman@DASNY.org
P 518 257-3343

DESIGN TEAM

Sandra L. Daigler, AIA, LEED AP BD+C

Director, Planning, Design & Quality Assurance—UPSTATE

SDaigler@DASNY.org
P 518 257-3275

Stephen J. Rosenthal, AIA

Director, Planning, Design & Quality Assurance—DOWNSTATE

SRosenth@DASNY.org
P 212 273-5085

SERVICES

- Capital planning and master planning
- Design phase management
- Financial management [budget analysis, reporting, cash flow modeling]
- Design reviews to evaluate code compliance, constructability and coordination
- Select and manage planning and design professionals
- Expedited Certificate of Need [CON] review
- Conduct and/or manage program and feasibility studies

CONSTRUCTION TEAM

Timothy P. McGrath

Director, Construction—UPSTATE

TMcgrath@DASNY.org
P 518 257-3198

Michael N. Stabulas, PE*Managing Senior Director, Construction—DOWNSTATE*

MStabula@DASNY.org

P 212 273-5090

SERVICES

- Alternative project delivery methods
- On-site advocate and monitoring
- Manage construction contractors
- Hold contracts, manage and pay contractors
- Payment review and processing
- Warranty/guarantee management

PROJECT CONTROLS TEAM**Gayle M. Katzman, PE***Director, Construction Administration*

GKatzman@DASNY.org

P 518 257-3460

SERVICES

- Rigorous cost control
- Cost analysis, estimating, scheduling and validation
- Change order review and processing
- Claims resolution and support

CODE COMPLIANCE TEAM**Keith E. LaPlante, PE***Director, Code Compliance*

KLaPlant@DASNY.org

P 518 257-3228

SERVICES

- Permitting—DASNY is an authorized NYS permitting agency [building permit, temporary approval for occupancy, code compliance certificate]
- Special inspections and testing [concrete, steel, mechanical, soil, etc.]
- Energy audits and surveys

SUSTAINABILITY TEAM**Jodi Smits Anderson, AIA, LEED AP BD+C***Director, Sustainability Programs*

JSmitsAn@DASNY.org

P 518 257-3486

SERVICES

- Support goals of New York State, owner, campus, facility regarding energy efficiency,

durability, user comfort, cost management, community connectivity, site improvements and healthy materials

- Coordination of all LEED documentation and sustainability requirements [LEED New Construction/LEED Homes/LEED Existing Buildings]
- Energy consulting for efficiency and performance

RESOURCE ACQUISITION SERVICES**PROCUREMENT, PURCHASING & INTERIOR DESIGN TEAM****Louis R. Cirelli, PE, CMQ/OE***Director, Procurement*

LCirelli@DASNY.org

P 518 257-3276

SERVICES

- Consultant selection and contract award [evaluations, fee negotiations, formal contract development and execution]
- Purchasing services—specify and procure furniture, fixtures and equipment [FF&E]
- Interior design
- Tremendous buying power, work within predefined client budget
- Draft CAD furniture layout options/3-D renderings
- Prepare bid documents for furnishings
- Serve as vendor liaison [coordinate schedules, installation logistics and field staff]

MWSBE & SDVOB TEAM**Michael M. Clay***Senior Director, Opportunity Programs Group*

MClay@DASNY.org

P 518 257-3464

SERVICES

- MWSBE compliance consulting
- DASNY MWSBE registry
- MWSBE outreach events and training

CONTACT US*We're Ready To Help You Thrive.*



**We help
New York
thrive.**

DASNY.ORG

**Andrew M. Cuomo
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**Gerrard P. Bushell, Ph.D.
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