

# AirTrain LaGuardia Project MBE/WBE/SDVOB/LBE Industry Forum

September 29, 2021



*Image: Guideway Conceptual Rendering*

# Today's Agenda & Speakers

- **Webex Overview – Raquel Pinto**
- **Welcome – Carrol Bennett, Chief of Staff, ODI**
- **Project Overview – Matt DiScenna, Senior Program Manager, Aviation**
- **Office of Diversity & Inclusion – Suzette Bather-Taylor, Program Director, ODI**
- **Community Outreach – Hersh Parekh, Director, Government and Community Relations for Aviation Redevelopment-NY**
- **Procurement Process – Tim Pullen, Manager, APD Procurement**
- **Questions for PANYNJ**
- **Presentations by Shortlisted DBOM Teams**
- **Questions for Shortlisted Teams**

# Raquel Pinto

Host, me

> Q&A

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Q&A box.**

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the chat icon.**



Participants

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# Raquel Pinto

Host, me

Chat



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> Q&A



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Participants

Chat



# Raquel Pinto

Host, me

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# **Welcome**

# Our Mission is to keep the region moving.

## Our Priorities: What we focus on to achieve this mission



### Safety & Security

Provide peace of mind through world-class protection



### Capital Plan

Revitalize our infrastructure



### Customer Experience

Ensure a 21st century customer experience



### Operational Excellence

Deliver first-class operations  
Maintain financial self-sufficiency



### Sustainability

Reduce our environmental impact



### Employer of Choice

Retain, grow and attract top talent

## Our Standards: How we meet these priorities



### Integrity



### Diversity & Inclusion



### Global Best Practices



### 21st Century Technology



### Collaboration



### Speed

# **Project Overview**



# AirTrain LaGuardia Program

- **Design Build Operate and Maintain (DBOM) contract**
  - Design AirTrain system
  - Construction of the guideways, stations and Operation, Maintenance and Storage Facility
  - Supply of specialized rail vehicles and supporting electrical and communication systems
  - Operation & Maintenance of new system





# Associated Projects

- **Associated Projects necessary to enable work on AirTrain:**

Parking Garage

Temporary Replacement Parking

World's Fair Marina Relocation

Passerelle Replacement

LIRR Station and Flushing Creek Culvert



# Procurement and Project Timeline

## Key Milestones

- *Issue RFP to DBOM shortlist* August 18, 2021
- *Industry Forum* September 29, 2021
- *Proposals Due* Q2 2022
- *DBOM contract award* Q3 2022
- *Start of construction* Q3/Q4 2022
- *Start of service* 2026

# **Office of Diversity & Inclusion**

# Office of Diversity & Inclusion (ODI)

- The Port Authority is **strongly committed** to doing business with minority, women-owned, small, disadvantaged, and local enterprises
- ODI proposes policy and establishes practices for all Port Authority departments, tenants and developers to enable them to achieve our agency's policy and associated utilization goals
- **ODI supports departments, tenants and developers by :**
  - Recruiting and certifying eligible MBE/WBEs, DBEs, SBEs, and SDVOBs
  - Establishing rigorous compliance regiments, including OIG monitoring, and performance penalties
  - Providing capacity building services for MBE/WBEs, SDVOBs, and LBEs

## ACRONYMS:

DBE: Disadvantaged Business Enterprise  
MBE: Minority-owned Business Enterprise

LBE: Local Business Enterprise  
SBE: Small Business Enterprise

WBE: Woman-owned Business Enterprise  
SDVOB: Service-Disabled Veteran-Owned Businesses

# Opportunities through Certification

- ODI's supplier diversity program helps the region's MWSDBEs participate in Port Authority's business opportunities.
- At the Port Authority of NY & NJ, we believe that our operations should reflect the diversity of our community. Our Board enacted the following participation goals:
  - 20% Minority-owned business enterprises (MBE)
  - 10% Women-owned business enterprises (WBE)
  - 3% Service-disabled Veteran-owned businesses (SDVOB)
- We require each of our partners to embrace these goals.

# Eligibility Criteria for Certification

## MBE or WBE

- Minority Owned Business Enterprise (MBE)
- Women Owned Business Enterprise (WBE)

- 51% Owned and managed by **Minority or Women** Owner(s) who are citizen or permanent residents;
- Make critical day to day decisions;
- Capital contribution are real, substantial and continuing;
- Been in business for a year; and
- Valid for 5 years – Renew at the end of validity period.

## SDVOB

- Service Disabled Veteran Owned Business (SDVOB)

- **SDVOB** is 51% owned and managed by Service Disabled Veteran Owner(s);
- Letter or documentation issued by Veteran Affairs showing SDVOB status;
- Meet the Small Business Administration (SBA) three-year gross receipt threshold for the industry;
- Principal offices located in either, or both of, New York and New Jersey; and
- Valid for 3 years – Renew at the end of 3 years.



# MBE/WBE Policy

**Commit to achieve at least 20% minority business enterprise (MBE) and 10% women business enterprise (WBE) participation across all phases of the project, categories of work and tiers.**

- Phases: Planning, Design, Construction, and Operations & Maintenance
- Categories of Work: non-A&E Professional Services (including Finance), A&E Professional Services, Construction, and Operations & Maintenance
- Ensure that utilization of each MBE/WBE racial/ethnic group is spread across all categories of work





# Efforts to Achieve MBE/WBE Policy

- **Develop a 'Roadmap'** to inform a comprehensive participation plan for evaluation and approval with goals applied for **20% MBE and 10% WBE utilization**
  - Each prime work provider under the Contractor is required to provide a participation plan in support of the roadmap framework
- Create participation plans that provide **substantive opportunities** for MBE/WBEs across the full spectrum of the project across all phases of the project, and categories of work and contracting tiers
- **Develop contracting packages that are commensurate with** capacity of the preponderance of the available pool of MBE/WBEs
- Encourage the formation of joint ventures, partnerships or similar arrangements among subcontractors, as required to achieve the participation goals
- Ensure diversity within diversity in all areas of work and tiers (professional services, goods & operational services, and construction)

# Efforts to Achieve MBE/WBE Policy, cont'd

- **Establish transparent processes for pre-qualifying and selecting firms**
- After selecting MBE/WBE partners, **ensure their engagement** in conceptual design, project planning, means and methods and other types of program planning strategy meetings, related to their role in the project
- Conduct business affairs with MBE/WBE partners **in accordance with PANYNJ's standards**, including within our supplier code of ethics, prompt payment protocols, etc.
- **Provide business capacity building support** through financial services, technical guidance and trainings, and business services support, as appropriate

# Service-Disabled Veteran-Owned Business (SDVOB) Policy

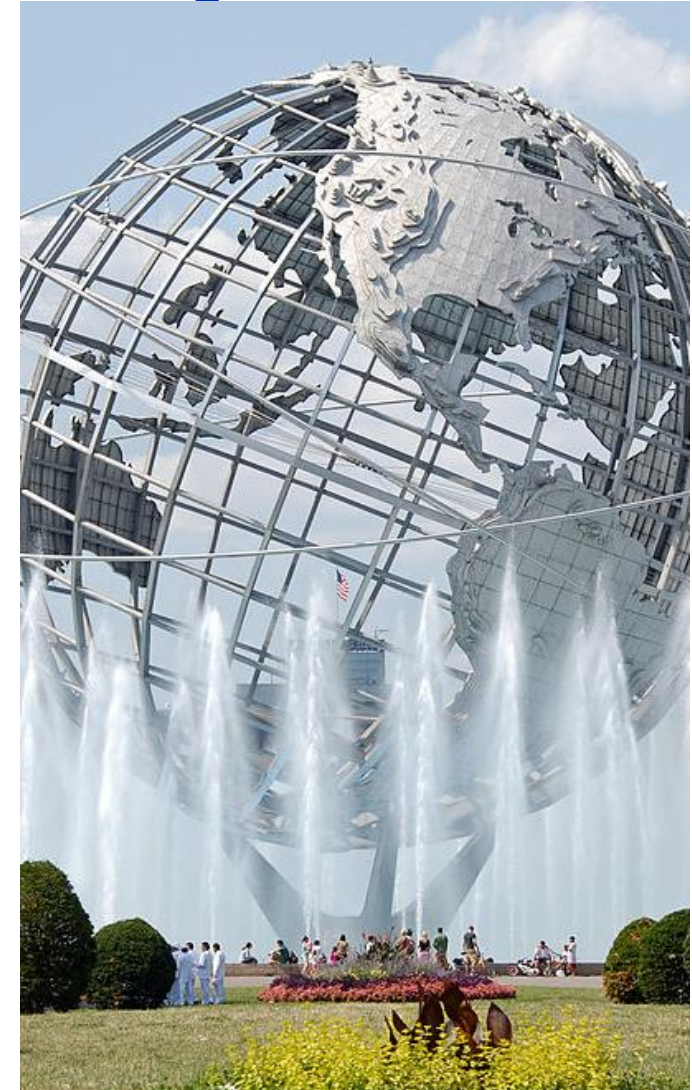


- Encourage good faith effort 3% Service-Disabled Veteran-Owned Business
  - Inclusive team of SDVOBs reflective of demographics racially and ethnically from the local community
  - Ensure that utilization of SDVOB is spread across all categories of work

# **Community Outreach**

# Commitments to the Local Community

- Prioritization of local, Queens-based businesses, in each phase and category of work - Design & Construction, Professional Services, Goods & Services, and Operations & Maintenance
- Support strategies for priority and exclusive LBE bidding
- Strengthen business capacity by supporting business advisory and technical trainings and other related supportive programs
- Partner with local, community organizations, in collaboration with Community Outreach Office
- 80% local hiring target for new AirTrain operations and maintenance jobs, including management positions, for residents near LaGuardia Airport
- Workforce development for local residents, including pathways to union apprenticeships, training for O&M jobs, and support for job referral programs
- Project construction that includes innovative approaches to alleviate construction impacts during construction





# Certified Firm Website Enhancement

**Minority, Woman, Disadvantaged and Service Disabled Veteran Owned Businesses (“Certified Firms”) can now show prime contractors their interest in any solicitation**

The Port Authority has launched an enhancement to the Current Opportunities section on it's website that will help facilitate the connection of Certified firms to Prime contracting partners for each solicitation.

These Certified Firms will now have a platform to demonstrate their interest in a particular solicitation, advertising their firm and capabilities to Primes looking to partner. Prime firms are able to find interested and engaged subcontracting partners early in the process, establish a relationship and obtain quotes and partner to prepare a bid or proposal reflective of the firm's collective capabilities.

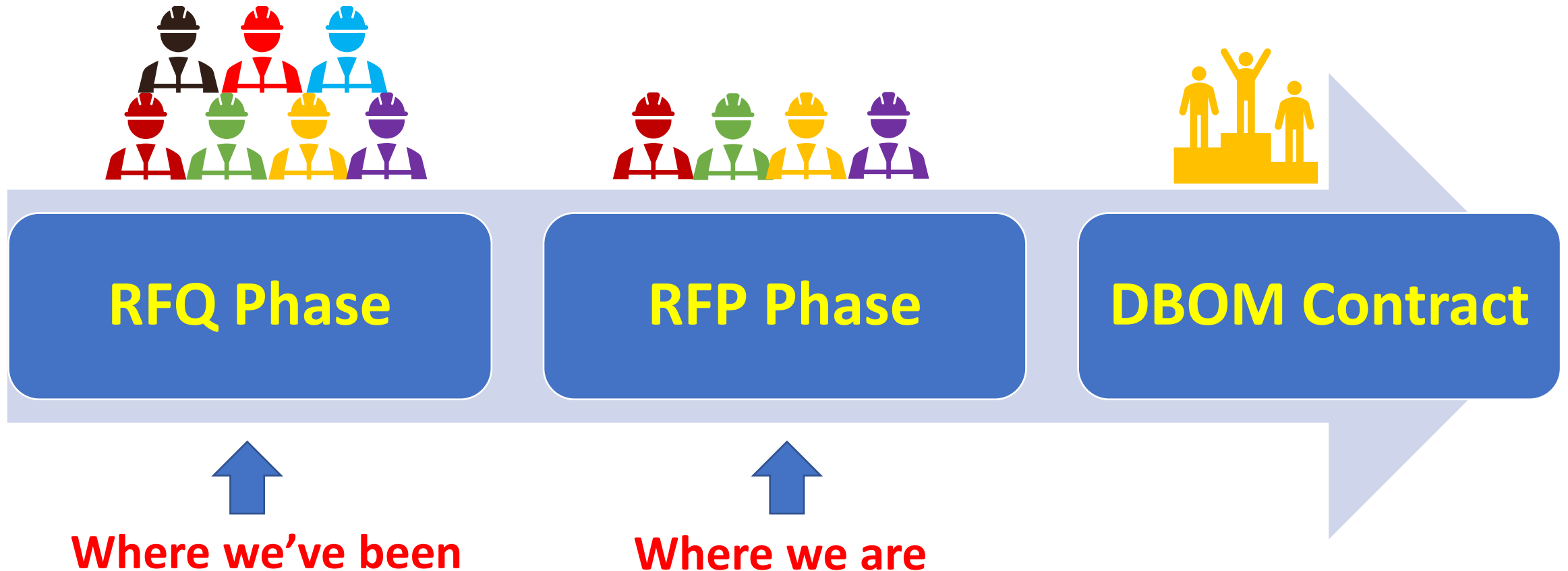
This enhancement will provide for an expedient way to connect these interested parties, yield more meaningful participation from Certified Firms and simplify the process for identifying firms for preparing Subcontracting plans for Prime Contractors.

Add your firm to the list of interested subcontractors for AirTrain LGA, visit: <https://bit.ly/AirTrainLGAmwbe>

# **Procurement Process**

# Procurement Process

A Two-Phased Procurement (RFQ and RFP) for the AirTrain LGA Project





# The Proposers



## LGA AirTrain Partners

Skanska USA Civil Northeast Inc.  
Skanska USA Building Inc.  
Halmar International LLC  
Alstom Transportation Inc.  
HNTB  
Arup USA Inc.  
Di Domenic + Partners LLP  
Page Ayres Cowley Architecture LLC  
Naik Consulting Group PC



## LGA Xpress Partners

Dragados USA Inc.  
OHLA USA, Inc.  
AECOM Tishman  
AECOM USA, Inc.  
Mitsubishi Heavy Industries Inc.  
ACS Infrastructure Development  
Hellmuth, Obata + Kassabaum (HOK)  
Mueser Rutledge Consulting Engineers



## The LaGuardia Connectors

Yonkers Contracting Company  
The Lane Construction Corp.  
BYD Transit Solutions LLC  
Stantec Consulting Services Inc.  
Alternate Concepts Inc.  
Gensler  
PGH Wong Engineering Inc.  
Innova Technologies Inc.  
Turner Engineering Corp.



## Tutor Perini/O&G JV

Tutor Perini Corporation  
O&G Industries  
Parsons Transportation Group (NY)  
DCCCA1 Inc. (Dopplemayr)  
The Petrova Experience  
Dattner Architects

# RFP Phase

Candid, Confidential Collaboration with Proposers



**CDMs**

**Proposals**

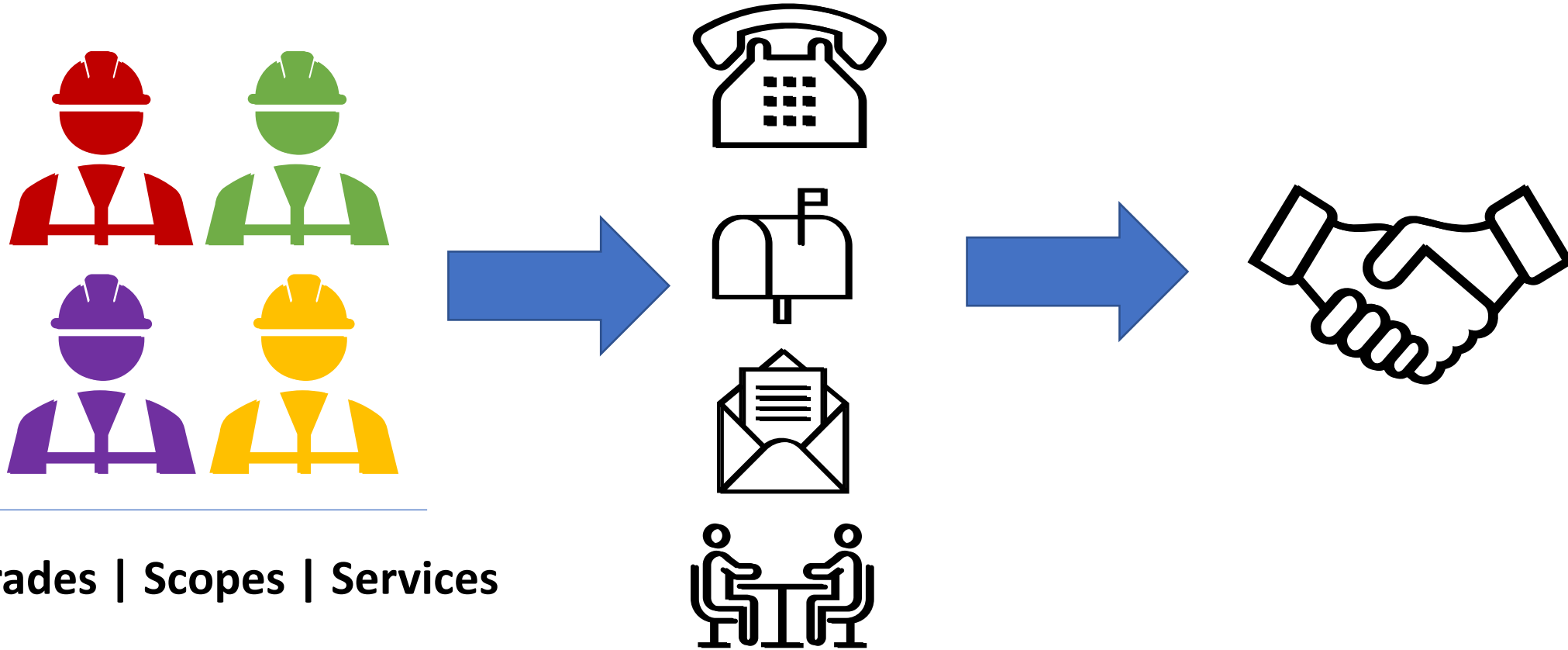


Updates on MWBE/SDVOB/LBE outreach

MWBE/SDVOB/LBE Participation Plan

# Proposer Outreach

During the RFP Phase – Proposers must conduct outreach to develop Participation Plans



# MBE/WBE/SDVOB/LBE and Community Engagement Participation Plan

Each Proposer must submit a Participation Plan in their Proposal that includes:

- **Utilization** – how the Proposer will identify and incorporate MBEs and WBEs, SDVOBs, and LBEs participation throughout all phases of the project and categories of work.
- **Engagement** – the Proposer's strategy for fully engaging with the local community, various organizations, and its diverse subcontractors
- **Monitoring** – the Proposer's strategy and plans for ensuring compliance with the participation goals and good faith efforts requirement set forth in its Participation Plan.
- **Local Hiring** – the Proposer's strategy for compliance with developing and implementing a workforce development program for local residents, with a target of 80% Local (priority zip codes) hiring for AirTrain operations, maintenance and management jobs.

# Post-Selection Phase

## Preferred Proposer Submits Updated Participation Plan

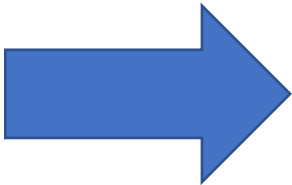
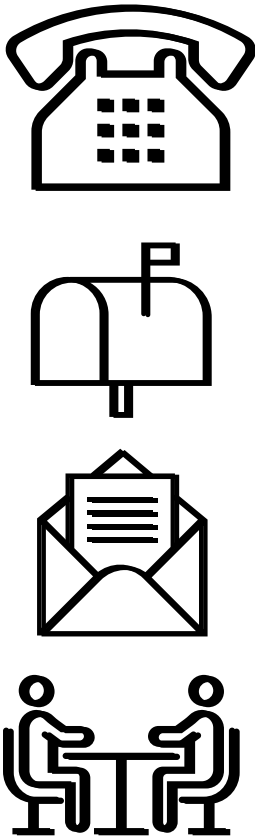
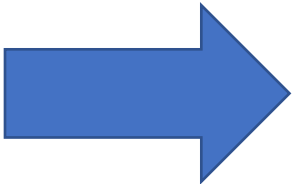


The Updated Participation Plan includes but is not limited to:

- A strategy and approach to achieve the participation goals
- A list of all MBE/WBE/SDVOB/LBE subcontractors that have been determined to be eligible for the Project, the trade work they are eligible for, and the estimated value of work they can perform
- The final UPP which becomes a part of the DBOM Agreement

# Next Steps

**Your  
Firm**



# **Q&A for PANYNJ**

# **LaGuardia AirTrain Partners**



# LaGuardia AirTrain Partners



**Building What Matters.** LaGuardia Airtrain Partners have been following the evolution of this project for years, as part of the continued modernization of LaGuardia Airport. We are honored for the opportunity to contribute towards delivering a world-class transportation system for its passengers and the surrounding community.

## Design Build Construction

## APM Vehicle & System Supply Operations & Maintenance

**SKANSKA**



**HNTB**

**ALSTOM**

**Design Builder**  
**LGA AirTrain Constructors JV**  
**(Skanska USA)**  
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**Design Builder**  
**LGA AirTrain Constructors JV**  
**(Halmar International LLC)**  
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**Designer**  
**HNTB**  
Lori Katzman, Vice President  
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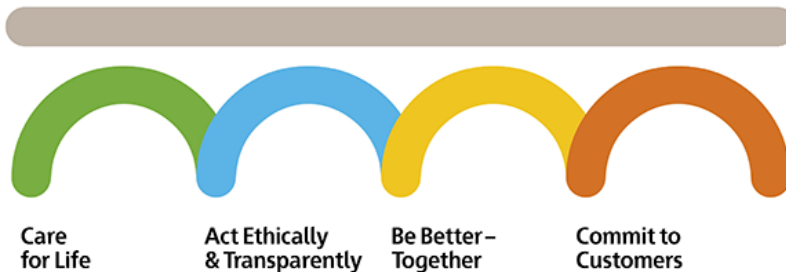
**Operations & Maintenance/APM**  
**Alstom Transportation Inc.**  
James Daniel  
641 Lexington Ave., 28<sup>th</sup> Floor  
New York, NY 10022  
P: (816) 728-6881  
[James-jd.daniel@alstomgroup.com](mailto:James-jd.daniel@alstomgroup.com)

## Skanska USA

Skanska is one of the world's leading construction and development companies. In the U.S., Skanska's core operations include building construction, civil infrastructure and developing self-financed commercial properties, which together generated \$7.6 billion in revenue in 2019. With U.S. headquarters in New York City, Skanska has offices in 28 metro areas with 7,900 employees nationwide.

Skanska is an industry-leading innovator in both safety and project execution and offers competitive solutions for both traditional and complex assignments to help build a more sustainable future for our customers and communities.

### Skanska Values



## Halmar

Halmar is an award-winning civil construction company delivering projects in congested urban environments focusing on the following disciplines: aviation, highways, bridges, mass transit, energy, environmental, industrial, institutional and commercial. We have extensive experience working with project labor agreements; successfully working with union and non-union labor forces.

Our GOAL is to optimize participation by working with local/disadvantaged/ minority subcontractors and material suppliers, bolster the local economy by creating jobs, and empower the work force in the communities in which we work.

## Alstom

Alstom's ambition is to accompany all transportation stakeholders in meeting tomorrow's mobility challenges. We strive to provide them with the most efficient and digital mobility systems, while further improving the environmental friendliness of our solutions.



## HNTB

HNTB is the planner, designer and construction manager for major infrastructure projects, including design-build and other complex alternative delivery projects totaling billions of dollars annually. They have nearly 5,000 professionals in more than 60 offices nationwide. In addition, HNTB's New York office employs more than 350 multidisciplinary professionals in New York State.

### HNTB Culture

- *Integrity*
- *Technical excellence*
- *Respect for others*
- *Continual development of all employees*
- *Commitment to our professions*

# MWBE / SDVOB / LBE Opportunities

## Design

- Architecture
- MEP
- Structural
- Civil
- Code Compliance
- Geotechnical
- Utilities
- Project Controls
- CEI and Quality Control

## O&M & APM

- Recruitment Agency
- Testing & Commissioning
- On-site test technicians
- Car wrap subcontractor
- Janitorial and cleaning services
- Staff recruitment
- Security services
- Construction management services
- Community engagement and outreach consultants



# MWBE / SDVOB / LBE Opportunities

## Construction

- Concrete Supply
- Rebar Supply & Install
- Structural Steel
- Miscellaneous Metals
- Masonry
- Precast Concrete
- Waterproofing
- Roofing
- Gypsum Board
- Acoustical Ceilings
- Painting
- Tile
- Equipment
- Asphalt Paving
- Demolition
- Pest Control
- Bird Repellent System
- Cleaning & Janitorial
- HVAC
- Fire Protection
- Plumbing
- Flooring
- Electrical
- Survey
- Hazardous material disposal /Trucking
- Snow removal/Ice clearing
- Facility painting
- Landscaping
- Tools & hardware supply
- Fencing
- Line painting
- Asphalt repairs
- Environmental services
- Signage
- Fuel supply
- Geotechnical Borings
- Vibration Monitoring
- Fuel Supply
- Sinage
- Curb & Sidewalk
- Office Rentals/Trailers
- PortaJohns
- Sawcutting
- Progress Photography
- Vibration Monitoring
- Testing and Inspection

# Community Engagement

- Early Engagement, match work with certified firms for targeted solicitations
- Host Trade Specific Meet and Greet Sessions, Participate in Industry Events
- Host Informational Sessions for Interested MWBE/SDVOB/LBE firms
- Engage with organizations such as Queens Chamber of Commerce, Queens PTAC, LaGuardia Community College
- Advertise Opportunities online - Local and Trade Publications
- General Design & Construction Inquiry Email [LGAAirtrainPartners@Skanska.com](mailto:LGAAirtrainPartners@Skanska.com)
- General APM, O & M Inquiry Email [James-jd.daniel@alstomgroup.com](mailto:James-jd.daniel@alstomgroup.com)
- LaGuardia Airport Central Terminal Redevelopment \$900M to MWBEs
- LIRR Third Track \$377M to MWBE's



LGA



Moynihan



NYSDOT Van Wyck Expressway Capacity & Access Improvement To JFK Airport Contract 2



NYSDOT Kew Gardens Interchange



# Contact Information

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**James Daniel (Alstom)** [James-jd.daniel@alstomgroup.com](mailto:James-jd.daniel@alstomgroup.com)

**Timothy Cobb (HNTB)** [TCobb@HNTB.com](mailto:TCobb@HNTB.com)

## For general inquiries:

- **Design & Construction Email** [LGAAirtrainPartners@Skanska.com](mailto:LGAAirtrainPartners@Skanska.com)
- **APM, O & M Inquiry Email** [James-jd.daniel@alstomgroup.com](mailto:James-jd.daniel@alstomgroup.com)

*Image: Willets Point Station Conceptual Rendering*

# **LGA Xpress Partners**



# LGA Xpress Partners



## **Lead Civil/Infrastructure Contractors**

- Dragados USA, Inc.
- OHLA USA, Inc.
- AECOM Tishman

## **Lead Customer Experience Contractor**

- AECOM USA, Inc.

## **Lead Operation and Management**

- ACS Infrastructure Development, Inc.

## **Lead System Supply Contractor**

- Mitsubishi Heavy Industries America, Inc.

## **Lead Infrastructure Designer**

- AECOM USA, Inc.

## **Lead System Designer**

- Mitsubishi Heavy Industries America, Inc.

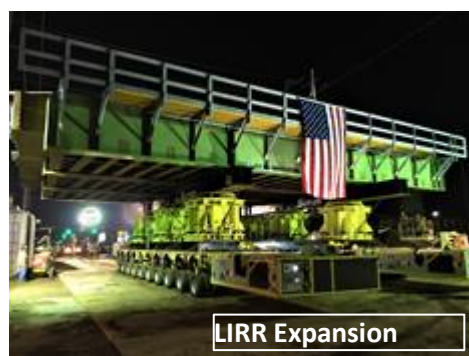
## **Lead Interface Designer**

- AECOM USA, Inc.

## **Named Subcontractors**

- Hellmuth, Obata + Kassabaum, Inc. (Architecture)
- Mueser Rutledge Consulting Engineers PLLC (Geotechnical/Foundations)

# Notable Projects



LGA Xpress Partners is a consortium comprised of industry leaders in the design, construction, system supply and integration, testing and commissioning, and operations and maintenance of advanced transportation projects. Collectively, LGA Xpress Partners offers a proven track record of delivering some of the most complex transportation projects in the world. We are confident in our ability to meet and exceed PANYNJ's vision for the AirTrain LaGuardia Project.

We will deliver a world class system that integrates innovation and passenger comfort operated by an O&M team with a superior culture of safety and operational excellence.

- \$1.8 B LIRR Expansion DB project in New York (under construction)
- \$2.38B Confederation Line LRT in Ottawa
- 8 U.S. Airport Automated People Mover Systems (Mitsubishi)
  - Orlando (3 systems), Miami (2 systems), Tampa, Washington-Dulles, Atlanta
- \$2.5 B LAX Automated People Mover DBFOM in Los Angeles. (under construction)
- \$5B 10yr. LaGuardia Airport Redevelopment Program

# MWBE / SDVOB / LBE Opportunities



Diversity makes a difference. Together we build a better project. LGA Xpress Partners is committed to the MWBE / SDVOB / LBE goals. Our team has a proven history of prioritizing participation in all phases of the project, at all tiers and provides support throughout project execution. Some examples of identified scopes include:

## Design

- Architecture
- Acoustic
- BIM/CADD
- Civil/Drainage/Maintenance of Traffic
- Construction Inspection
- Design
- Electrical/ Communications/Fire Alarm
- Environmental Permitting
- Geotechnical Exploration
- HazMat Remediation Design
- ITS
- Landscape Architecture
- Lighting Design
- Mechanical/Plumbing/HVAC/Fire Protection
- Signage & Wayfinding
- Structural – Bridge
- Structural – Facilities
- Sustainability
- Topographic Survey/ROW Mapping
- Traffic Analysis
- Utility Design
- Vertical Transportation

## Construction

Piling/Shfts	Fencing
Deep foundation	Electrical Supply/Install
Excavation	Low Voltage Electrical
Structural Steel	Plumbing
Reinforcing steel	Flooring
Concrete supply	Architectural Finishes/Painting
Concrete forming	Marine Work and Dredging
Precast concrete	Elevators and Escalators
Precast pipes	Survey
Drainage	Hazardous Material
Landscaping	Track Work
Hardscape	Office Supplies and Cleaning
Trucking -	Rental Equipment
Traffic Control	Carpentry
Temporary Structures	Demolition
Fuel Supply	
Signage	
Misc. Metals	
Security	
Mechanical – HVAC – Sprinklers	

## O & M

- Facilities Cleaning
- Pest Control
- Landscaping
- Security
- Waste Management
- Consumables Supply
- Janitorial Supply
- Uniforms
- Environmental
- Electrical Testing
- Fire Protection
- Tool Certification Testing
- UPS Batteries
- Misc. Tools
- Vehicle Cleaning
- Fire Protection Testing
- Electrical Testing
- Tool Certification/Testing
- Building Maintenance

MBE 20%  
WBE 10%  
SDVOB 3%  
Meaningful  
LBE  
Participation

**Note: This list is not all inclusive. There will be other opportunities to participate through our Design, Construction and O&M teams that will be determined at a later date.**

# Community Engagement



LGA Xpress Partners places a significant value on working with certified MWBE and SDVOB subcontractors, consultants and suppliers as a fundamental component to a successful project . We know that by working as a team we are adding the valuable expertise, strength, talent, and local resources needed to build this project.

LGA Xpress Partners commits to support our certified firms by:

- **Hosting targeted one-on-one outreach meetings with LGA Xpress Partners as well as our 1<sup>st</sup> Tier Subcontractors**
- **Making bid packages easily accessible**
- **Provide longest lead times possible and a knowledgeable point of contact for each bid package**
- **Partnering with national/local organizations to assist with bonding and access to capital**
- **Partnering with local organization to achieve local hire participation goals**
- **Support Local Pre-Apprenticeship Programs**
- **Rapid Pay Program**
- **Launch our website to facilitate lines of communication**





# Contact Information



**Contact: George Hanible**  
National Contract Compliance DBE/EEEO Officer

**[Info@LGAXPRESS.com](mailto:Info@LGAXPRESS.com)**

**[www.lgaxpress.com](http://www.lgaxpress.com)**

As an additional point of contact please email Arinda Cale [acale@dragados-usa.com](mailto:acale@dragados-usa.com)

*Image: Willets Point Station Conceptual Rendering*

# **The LaGuardia Connectors**

# The LaGuardia Connectors



- The LaGuardia Connectors Team consists of:
  - Yonkers Contracting Company Inc.
  - The Lane Construction Corporation
  - BYD Transit Solutions LLC
  - Stantec Consulting Services, Inc.
  - Gensler
  - Alternate Concepts Inc.
  - PGH Wong Engineering Inc.
  - Innova Technologies, Inc.
  - Turner Engineering Corporation

## M/W/LBE/SDVOB Company Contacts

-**Yonkers Contracting Co** – Nick Siuda –

[nsiuda@yonkerscontractingco.com](mailto:nsiuda@yonkerscontractingco.com) – 914-965-1500

-**The Lane Construction Corporation** – Salvatore Trifiro –

[strifiro@laneconstruct.com](mailto:strifiro@laneconstruct.com) – 845-330-5212 ; Jinu C.

Abraham [jcabraham@laneconstruct.com](mailto:jcabraham@laneconstruct.com) – (973) 981-0043

-**BYD Transit Solutions LLC** – Carla Rogers – 613-985-1017 –

[carlarogersconsulting@gmail.com](mailto:carlarogersconsulting@gmail.com)

-**Stantec Consulting Services, Inc.** – Carla Solomon-Artis –

[DiversityandComplianceTeam@stantec.com](mailto:DiversityandComplianceTeam@stantec.com) – 646-490-3828

-**Gensler** – Richard Bensman – 202-776-7546 –

[richard\\_bensman@gensler.com](mailto:richard_bensman@gensler.com)



# The LaGuardia Connectors



## Yonkers Contracting Co.

- Founded in 1946 and have 75+ years of experience delivering infrastructure projects for public agencies
- Core business lines are highways, bridges, rail, transit and WWTP
- Current contracts in progress total over \$900M
- History of successfully partnering with PANYNJ and is experienced in superior and on-time project delivery
- Yonkers has a proven ability to lead multi-faceted teams to complete complex projects on aggressive schedules

## Lane Construction Corp

- For 130 years, Lane has been delivering quality products and services, taking pride in building long-term relationships with customers, partners, subcontractors, and suppliers that are based on trust and integrity
- Lane has successfully executed projects with varying procurement methods - bid-build, public-private partnerships, and design-build - and a wealth of superior resources including equipment, self-performing and surveying capabilities
- All of its core values, which form the foundation of the Lane culture, support the goal of not only being a customer-focused and innovative solutions leader, but also a great place to work

## Gensler

- Founded in 1965, the firm serves more than 3,500 active clients in virtually every industry
- 35-plus years of aviation design experience, encompassing millions of square feet at more than 145 airports across the globe, including JFK, LGA, and EWR
- Ranked #1 in Transportation Design by *Interior Design*

## BYD Transit Solutions

- 250,000 employees globally in 30 Industrial Parks
  - 10% are graduate level engineers
- 2020 BYD Group Revenues of \$24 Billion
  - 15.4 % compounded annual revenue growth over 11 years
- BYD Coach & Bus and BYD Energy are located in Lancaster and workforce of these facilities are comprised of 85% minorities

## Stantec

- Founded in 1954, Stantec provides professional design and consulting services in a multitude of areas for infrastructure and facilities projects
- Tri-State Region has over 500 engineers, architects, planners, urban designers, environmental scientists, and construction professionals
- Stantec's diversified practice serves a broad spectrum of public and government agencies, institutions, industry, private developers and corporations
- Support for public and private sector clients in the infrastructure and facilities sector at every stage to project completion and beyond



# The LaGuardia Connectors



- Our M/W/LBE/SDVOB approach has and will continue to strive on achieving maximum M/W/LBE/SDVOB participation. The Teams process includes but is not limited to:
  - Identifying areas of work available for subcontracting and purchasing.
  - Performing searches in M/W/LBE/SDVOB directories for firms certified in work codes required on the contract
  - Pre-bid solicitation to firms identified in the M/W/LBE/SDVOB search which includes scope clarification, assistance with drawings and general contract information
  - Contract specific solicitation through online ads geared towards the M/W/LBE/SDVOB community
  - Vetting of M/W/LBE/SDVOB firms in order to ensure that CUF can be performed
  - Negotiating in good faith
  - Good faith efforts throughout life of contract



# The LaGuardia Connectors



## M/W/LBE/SDVOB Opportunities

### Design

- Civil/Site
- Structural
- Architecture
- MEP/Building Design
- Geotechnical
- Code Compliance
- Landscape Architecture

### Construction

- Trucking
- Masonry
- Fence/Guiderail/Signs
- Furnish & Install Rebar
- Landscaping
- Interior (Painting, Ceilings, Tiles, etc.)
- Sidewalks/Curbs/Concrete
- Plumbing
- Site Security
- Equipment Rental
- Electric
- HVAC
- Misc Metals
- Structural Steel
- Traffic Control
- Foundations/Geotech

### O&M

- Warehousing /Office space/  
Security/Cleaning/Catering Services
- Professional Engineering Services stamping
- Quality Assurance and Inspection Services
- Installation Testing and Commissioning  
trades/technician
- Safety Verification/Validation
- Shipping and Logistics
- Tools Calibration
- Project Management- Scheduling/  
Administrative Safety supplies



# The LaGuardia Connectors



## Community Engagement

- Emphasis will be placed on hiring of firms from Queens and the surrounding communities including SDVOB's. Opportunities will include all phases of construction and design including operations and maintenance
- Partial packages would be available to encourage participation from smaller M/W/LBE/SDVOB's
- Advertisements to be placed in local papers to inform the community of opportunities in addition to hosting a virtual outreach event for the M/W/LBE/SDVOB community
- Work with local public offices and the Port Authority in identifying and hiring firms from Queens and surrounding communities
- Assist in workforce development training programs and referrals for local residents



# The LaGuardia Connectors



- Our goal and commitment is to achieve and surpass the M/W/LBE/SDVOB goals with prioritization to firms located in the surrounding communities
- This will be accomplished through all facets of the construction, design and O&M phase
- Hope to build and be a small part of the successful growth of M/W/LBE/SDVOB firms
- Outstanding record of M/W/LBE/SDVOB achievement through our dedicated teams including completed and on-going Port Authority contracts



# The LaGuardia Connectors



- Past M/W/LBE/SDVOB successes include:
  - PAT-774.216 & PAT-774.217- Substations 8 & 14
  - PAT-784.166 – Tracks G & H
  - NYCDEP NR-38 – North River WWTP
  - NYCDEP NR-39 – North River WWTP Facilities Improvements
  - NYSDOT D264014 – Harsh Winter Paving RT 137 & 139
  - MTA Contract 6420 - LIRR Third Track Expansion Project
  - CTA Contract C17FT10211817 – CTA Red & Purple Modernization
  - NYSDOT Contract D031154 – Region 8 ABC CI Agreement
  - LA Metro Contract PS66773MRT – Sepulveda Transit Corridor
  - NCDOT TIP I-3802/BI-3610/B-5365 – I-85 Widening
  - VDOT NHPP-395-4(189) – 395 Express Lanes
  - DC Water and Sewer Authority 0100140- Anacostia River Tunnel
  - NYCDOT HBX1131 – Unionport Bridge



## What is the Process?

- Vetting documents including references will be required from all M/W/LBE's and SDVOB's in conjunction with our M/W/LBE/SDVOB Compliance Program to verify CUF (Commercially Useful Function).
- Plans, drawings, specs will be sent from our bidding system.
- Suppliers may be subject to a warehouse / supply shop visit to ensure CUF.
- M/W/LBE/SDVOB Certification is required for the NAICS code in which you are quoting.





# The LaGuardia Connectors



## Contacts

**Yonkers Contracting Co** – Nick Siuda – [nsiuda@yonkerscontractingco.com](mailto:nsiuda@yonkerscontractingco.com) – 914-965-1500

**The Lane Construction Corporation** – Salvatore Trifiro – [strifiro@laneconstruct.com](mailto:strifiro@laneconstruct.com) – 845-330-5212 ; Jinu C. Abraham [jcabraham@laneconstruct.com](mailto:jcabraham@laneconstruct.com) – (973) 981-0043

**BYD Transit Solutions LLC** – Carla Rogers – [carlarogersconsulting@gmail.com](mailto:carlarogersconsulting@gmail.com) – 613-985-1017

**Stantec Consulting Services, Inc.** – Carla Solomon-Artis – [DiversityandComplianceTeam@stantec.com](mailto:DiversityandComplianceTeam@stantec.com) – 646-490-3828

**Gensler** – Richard Bensman – 202-776-7546 - [richard\\_bensman@gensler.com](mailto:richard_bensman@gensler.com)



# **Tutor Perini/O&G, JV**

Delivering Innovative Solutions  
to Move you Forward



Miami International Airport Automated People Mover



## Company Description:

Joint Venture between Tutor Perini Corporation and O&G Industries.

## Category:

- ☐ Design
- ☐ Construction
- ☐ Operations & Maintenance

Newark Terminal One



## Contacts:

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# Tutor Perini/O&G, JV



- Prime
- Lead Civil/ Infrastructure Contractor

Leading civil, building and specialty construction company offering diversified general contracting and design-build services to private clients and public agencies.

One of this country's oldest and largest construction companies founded in 1894

#### CONTACTS

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- Prime
- Lead Civil/ Infrastructure Contractor

O&G is a privately owned company headquartered in Torrington, Connecticut, and is one of the Northeast's leading providers of construction services and materials. We have been consistently ranked as one of the country's top 400 construction companies and are one of the largest heavy/civil contractors in the Northeast

#### CONTACTS

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## Joint Venture Partners



- Lead Civil/Interface Designer

Parsons Transportation Group Inc. is a wholly owned subsidiary of Parsons Construction Group. Parsons has been serving the aviation market since 1958, working hand in hand with airport owners and stakeholders to deliver innovations that bolster levels of service, streamline operations, and result in superior facilities.

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- Prime
- Lead System Supply Contractor
- Lead O&M Contractor

More than 20 years experience in operating and maintaining apm systems.

Extensive experience in airport environments.

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## DattnerArchitects

- Architect of Record
- Transportation Architecture

#### CONTACT

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## THE PETROVA EXPERIENCE

*In Pursuit of Customer Happiness*

- Lead Customer Experience Contractor
- Award winning Customer Experience in the travel industry.

#### CONTACT

Liliana Petrova [liliana@thepetrovaexperience.com](mailto:liliana@thepetrovaexperience.com)

# Scopes of Work

## Design

- Architectural – Stations and Maintenance Facility
- Landscape, Interior Design, Signage and Graphics
- Surveying
- Geotech Investigations/Borings & Test Pits
- Civil Site Design Work - Grading, Drainage, Utilities
- Maintenance and Protection of Traffic
- Structural Design – Guideway Structures, Stations, Ancillary Facilities
- Foundations
- Electrical/Mechanical/Plumbing/HVAC Systems
- Elevators and Escalators
- Communications including SCADA, CCTV/Security
- Systems Engineering and Building Commissioning
- Fire Life Safety
- Environmental Engineering
- Cost Estimating and Scheduling
- CAD Support

## Construction

### Architectural and Civil

- Structural Steel
- Concrete
- Miscellaneous Metals
- Masonry
- Fence and Guide Rail
- Roofing
- Interior / Exterior Signage
- Interior / Exterior Finishes
- Flooring – carpet, resilient flooring, tile
- Piles
- Electrical – communications, safety, security,
- Mechanical – HVAC, Plumbing, Fire Protection
- Landscaping
- Instrumentation & Monitoring
- Special Inspection
- QA/QC
- Site Utilities
- Reinforcing Steel
- Demolition
- Security Bollards
- Ornamental Metals Fabrication
- General Conditions / Service Providers

## Operations & Maintenance

### Services

- Professional Engineer(s) mechanical & electrical for local content

### Supply (Mechanical & Electrical - Suppliers and Dealers)

- Guideway Anchors
- Manufactured Steel brackets for Guideway and Station Equipment
- Train Wash Equipment (maybe only certain portions)
- Conduits (Cable Tray) and Fasteners
- Emergency Walkway Lighting incl. Design

### Installation and related Services:

- Local Delivery and Trucking

### Installation & support activities for Guideway

- Survey • Traffic Plan • Lifting Plan • Installation

### Installation & support activities for Mechanical Installation

- Survey
- Lifting Plan
- Testing and Certification of fix installed cranes at Maintenance Facilities etc.
- Installation (maybe only certain portions)

### Installation & support activities for Electrical Installation

- Installation along guideway (cable tray, power rail, walkway lighting, grounding, electrical cable distribution and termination) high and low voltage
- Installation of Station components (cable tray, setting electrical cubicles, grounding, electrical cable pull and termination)



# Community Engagement

## PLAN TO ENGAGE

### **Advertisement** – Design, Construction, and O&M Opportunities

- Local and Minority Media, flyers, email blasts, website, word of mouth

### **Website** – posting of valuable information

- Identify and Introduce Team Members, Scheduled Events, Opportunities, Look Ahead Schedule, Business Registration

### **Networking Events** – Attend and Host

- Team , individual events specific to Design, Construction, O&M and specific Scopes of Work, i.e. electrical and mechanical

### **Referrals**

- GOCOR, ASDO and Community based Minority & Women Advocates (RASC, AMENY, NAMC and Queens Chamber of Commerce)

### **Solicitation Efforts** – early, often and continuously, throughout the life of the project

- PA and NYS Certified M/W/SDVOB and Local firms in the prioritized area of Queens, NY and outside the Tri-State area





# Community Engagement Cont.

## APPROACHES TO ENGAGE THE M/W/L/SDVOB

Tutor Perini/O&G, JV is committed to a partnership with the Port Authority and the diverse and local community to provide a program that:

- **Maximize** the opportunities available for Minority, Women, Local and Service Disabled Veteran Owned Businesses (M/W/L/SDVOB) in contracting and procurement opportunities;
- **Promote** equal opportunity and nondiscrimination in all procurement matters and
- **Provide** economic growth in the business community

Steps to be performed to achieve the above: Targeted solicitation efforts in the prioritized zones, divide work scopes into smaller portions, reach out to the community early, timely and often, foster “Diversity within Diversity”, encourage Joint Ventures, Partnerships or similar, Contractual requirements for Major non-minority subcontractors to provide participation and Training / Mentoring.

## History of Meeting Goals



### Newark-Liberty International Airport Terminal One

Contract Value: \$1.3 Billion  
Goal: 20% M/WBE  
Achievement: 26.2% M/WBE

**TUTOR PERINI/PARSONS, JV**

90+ M/WBE firms providing over \$372M in participation  
40 LBE firms, 11 subcontractors \$34M and 30+ misc. vendors \$3M

# Contact Information



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Image: Willets Point Station Conceptual Rendering

# **Q&A for DBOM Shortlisted Teams**

**Thank You!**