



## New York Building Congress

Joint Committee Meeting:  
Council of Industry Women's  
Organization and Public  
Building & Procurement

July 17, 2014

# Who are we?

- NYCEDC is the City's primary vehicle for promoting economic growth in each of the five boroughs
- NYCEDC is charged with leveraging the City's assets to drive growth, create jobs and improve quality of life
- NYCEDC is a construction agency
- NYCEDC is a facility and property manager
- NYCEDC is a real estate development agency
- NYCEDC is a financial and economic advisor

# Our Projects: Construction

- As a construction agency, NYCEDC provides direct design and construction management services to an extensive portfolio of over 100 active municipal projects
- NYCEDC is builder for various NYC agencies and Local Development Corporations
  - DCP, DDC, DOT, DPR, Borough Presidents, DEP and other.....
- Project types include piers, terminals, buildings, markets, sports and cultural facilities, streetscape and pedestrian improvements, waterfront esplanades, infrastructure
  - The High Line
  - Hunter's Point Waterfront Park
  - Replacement of Anchorage Channel Water Siphons
  - Rebuilding of Rockaway Boardwalk
  - South Bronx Greenway

# Our Projects: Facility and Property Management

- As a facility and property manager, NYCEDC manages, maintains and leases over 20 million square feet of City property with the goal of maximizing return on assets
- Properties in our portfolio:
  - College Point Corporate Park
  - Brooklyn Army Terminal
  - Brooklyn Wholesale Meat Market
  - Bush Terminal Industrial Campus
  - East New York Incubator Industrial Space
  - Essex Street Market
  - Various NYC Waterfront Properties

# Our Projects: Real Estate Development

- As a real estate developer, NYCEDC leverages City properties to spur public – private partnership to maximize growth potential for the City and develop neighborhoods throughout five boroughs.
- Project include major development initiatives and neighborhood anchors
  - 125<sup>th</sup> Street Revitalization
  - Applied Sciences NYC
  - Coney Island Development
  - Willets Point Development
  - Hunter's Point South
  - Seward Park Mixed-Use Development Projects

# Our Projects: Financial and Economic Development

- As a financial and economic advisors, NYCEDC initiates and develops programs and set economic policies to encourage business development and growth
- Project range from innovative competitions to research and policy to grow new industries in NYC
  - Incubators throughout NYC
  - NYC BigApps Competition
  - Fashion Campus NYC
  - Immigrant Entrepreneur Initiatives
  - NYC Media Lab
  - Arts Clusters

# Opportunity M/W/DBE

- NYCEDC's business development program for minority, women and disadvantaged businesses (M/W/DBEs)
- Opportunity M/W/DBE aims to increase access, opportunity and participation by M/W/DBEs in all NYCEDC projects
  - By setting appropriate M/W/DBE goals on all NYCEDC projects
    - NYC funded projects – LL1
    - NYS funded projects – appropriate NYS goals
    - Federally funded project – DBE or other Federal requirements
- Enhance capacity through technical assistance programs
  - Blueprint to Success
  - Money Matters
  - Kick Start Loans
- Partnerships with General Society's Mechanic's Institute, BOC Capital, Urban Green Council, Columbia University

# Blueprint to Success

- Construction executive development program launched in May 2012
- Combination of individual assistance and tailored classroom curriculum to address individual firms needs
- Tailored one-on-one opportunities to enhance business networks and establish relationships with NYCEDC's prime contractors and construction management firms
- 29 firms have successfully graduated Blueprint to Success generating over \$10 million in construction activity
- RFP for new consultants for the program will be issued in Summer 2014

# Money Matters

- Intensive financial management workshops for M/W/DBE construction firms
- Curriculum designed specifically to meet the needs of construction firms
- Emphasis on contract/project specific financial documentation and financial literacy
- Opportunity to work with a lender to address financial and credit needs
- Graduated 30 firms since launch in 2013
- Joint project with Columbia University

# Kick-Start Loans

- Mobilization loans for M/W/DBE construction firms participating on NYCEDC construction projects either as prime or sub contractors
- Loan amounts of up to \$150,000
- Loans may be used to buy long lead equipment, material, and/or labor costs
- Aimed at increasing the ability of M/W/DBE firms to participate in larger projects
- Lender – BOC Capital
- Proposed enhancement – Allow M/W/DBE firms participating on non NYCEDC construction project to borrow

# Doing Business with NYCEDC

- Invitation For Bid – IFB
  - Straight construction projects – GCs, some specialty trades
  - Contract awarded to lowest, responsible and responsive bidder
  
- Request for Proposal – RFP (non-real estate)
  - For Construction Managers, consultants, or service providers
  - Selection based on quality of proposal, experience, personnel, M/WBE plan and price
    - *M/WBE goals are set in range*
    - *M/WBE plan will account for minimum of 15% of the evaluation criteria*
    - *Higher the proposed MWBE goal, higher the evaluation points for the MWBE category*
  
- Request for Proposal – RFP (real estate)
  - Developers/buyers for purchase of land or lease of property
  - Selection based on quality of proposal, proposed purchase price, economic impact on NYC, team experience, financial feasibility and M/WBE Plan
  - Developer/Leaser must provide M/WBE Participation Plan
    - *M/WBE goals are set in range, higher the proposed goal, more favorably the proposal will be judged*
    - *Quarterly compliance reports will be due*

# Doing Business with NYCEDC

- Construction projects managed by Construction Managers
  - Large scale construction projects
  - On-call construction projects
  - CMs in charge of procuring needed consultants and contractors
  - Consultants and contractors must meet the pre-qualification requirements of CM firm
  - NYCEDC currently has 6 CMs on our on-call contracts:
    - Waterfront
      - Liro Construction
      - Skanska
      - Tishman Construction
    - Facility Management
      - Hunter Roberts
      - Liro Construction
      - RC Dolner/VJ,
  - Stand Alone CM Projects (Sample)
    - Sciame – Prospect Park Lakeside Facility, Theatre for New Audience, Highline
    - Hunter Roberts - Willets Point Infrastructure
    - Gilbane/McKissack – Goldwater North
    - Skanska – Rockaway Boardwalk

# Doing Business with NYCEDC

- Join NYCEDC Vendors List
  - Apply online at [www.nycedc.com/vendorslist](http://www.nycedc.com/vendorslist)
  - Receive notification of upcoming contract opportunities and networking events
  
- Check following publications
  - City Record: [www.nyc.gov/cityrecord](http://www.nyc.gov/cityrecord)
  - New York State Contract Reporter: [www.nyscr.org](http://www.nyscr.org)
  - Search industry specific publications
    - Real Estate Weekly, Urban Land Institute
  - Community publications
  
- Attend events and workshops, pre-bid meetings, bid openings and RFQ/RFP Questions and Answer sessions to meet potential primes and partners
  
- Visit NYCEDC website, [www.nycedcom/rfp](http://www.nycedcom/rfp), for plan holders list, recently awarded contractors list for subcontracting opportunities and sign up with each project as Interested Subcontractor

# Best Practices

- **Join the Vendors List to Be the First to Know About NYCEDC Projects**
- **Join the Interested Subcontractors List**
  - Provides respondents with a list of firms that are interested in the work. It is a good way for M/W/DBEs to express interest at a critical juncture in the project planning process.
- **Review the Plan-Holders List**
- **Attend the Pre-Bid Meeting**
  - There will be a meeting open to interested parties before a bid is due. At this meeting, potential bidders ask questions directly to EDC Project Managers.
- **Conduct Outreach to the Lowest Bidders**
  - You can access the amounts of each of the bids shortly after the bid due date. The lowest bidder is likely to be the winner of the contract, provided the bidder is thus deemed “responsive.”
- **Contact Recently Awarded Prime Contractors**
  - Contact information of winning bidders is posted to NYCEDC website
  - Ample opportunities on larger projects expected to take multiple years to complete
- **Network with Construction Management Firms**
  - Construction Management contracts cover various project types and may have ongoing and numerous opportunities for subcontracting. A variety of projects with staggered start dates will be performed under these contracts.

# Contact Information

New York City Economic Development Corporation  
110 William Street  
New York, NY 10038

Bomi Kim  
Senior Vice President & Director, Opportunity M/W/DBE  
212.312.3695

Claudia Flores  
Senior Program Manager, Opportunity M/W/DBE  
212.312.3712

John Rooney  
Senior Program Manager, Opportunity M/W/DBE  
212.312.4256

[opportunitymwdb@nycedc.com](mailto:opportunitymwdb@nycedc.com)

[www.nycedc.com](http://www.nycedc.com)

[www.nycedc.com/rfp](http://www.nycedc.com/rfp)

[www.nycedc.com/vendorslist](http://www.nycedc.com/vendorslist)