



# REGIONAL ALLIANCE

# N O T E S

FALL 2013

**A PUBLICATION OF THE REGIONAL ALLIANCE FOR SMALL CONTRACTORS, INC.**

The Regional Alliance for Small Contractors, Inc., the premier construction industry partnership led by major construction firms and public agencies that support and advocate industry participation by minority and women-owned business enterprises

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## The Regional Alliance Goes Bi-Coastal With Delta Air Lines

Delta Air Lines expands the role of the Regional Alliance for Small Contractors (RASC) to help provide contract opportunities for small, minority and women-owned businesses at their Terminal 5 Renovation Program at Los Angeles International Airport (LAX). Delta Air Lines and Los Angeles World Airports (LAWA), the oversight agency for LAX, are investing \$229 million to renovate Terminal 5. "RASC's success in implementing Delta's total commitment has helped M/WBEs to receive contract awards of over \$100 million at Delta's facilities in New York and has led to extending our operation to the West Coast," states RASC Executive Director, Earle J. Walker.



*Delta Air Line Los Angeles International Airport Terminal 5 Rendering*

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## Regional Alliance 21st Annual Awards Luncheon



*21st Annual Awards Luncheon Honorees (left to right) Ravi Shenoy, President, Shenoy Engineering, PC; Gina Addeo, President, GMA Electrical Corporation; Earle J. Walker, RASC Executive Director; Edward S. Campanella-Rodriguez, President, MBI Group; Jay Badame, President & COO - NY/NJ/PA, Tishman Construction Corporation (an AECOM Company) and Harry Olsen, Former Delta Air Lines Program Director, JFK Redevelopment Program, Phase 1A.*

A stunning autumnal day greeted guests at Pier 61 for this year's Annual Awards Luncheon. Good spirits punctuated the pre-lunch networking session, with old and new faces getting acquainted. Regional Alliance Executive Director Earle J. Walker welcomed the crowd as they settled into their seats after a lively networking session. The irrepressible Ms. June E. Townes began the proceedings with a dazzling rendition of the Star Spangled Banner.

The luncheon program commenced quickly with the introduction of New York State Deputy of Civil Rights Alphonso David speaking on behalf

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## Executive Director's Note

The Regional Alliance notched its 21st Annual Awards Luncheon this year with a wonderful turnout at Chelsea Piers. We wish to extend special thanks again to **Sponsors:** Delta Air Lines, Inc; GMA Electrical Corporation; Lend Lease (US) Construction LMB, Inc.; MBI Group; Port Authority of NY & NJ; Shenoy Engineering, PC; STV, Inc.; Tishman Construction Corporation (an AECOM Company); and **Patrons:** Angel Electrical Construction Corporation, Inc.; Bank of NY Mellon; Con Edison; HAKS; and Holt Construction. We also want to express our appreciation to **RASC Charter Members** who steadfastly support the Regional Alliance.

This year witnessed the Regional Alliance become bi-coastal, managing Delta Air Lines' M/WBE Program for their Terminal 5 Renovation at Los Angeles International Airport (LAX). RASC continues the same work for Delta Air Lines' terminal projects at JFK

International and LaGuardia Airports where M/W/LBEs have already received contract awards of over \$100 million.

Our trademark Managing Growth® courses remain well attended, with a thousand firm owners and employees annually acquiring the business skills necessary to become competitive in the construction industry. The Construction Management Certificate program is especially popular, as are the hands-on computer courses. In keeping with the times, Managing Growth® also has a full selection of safety courses which include an OSHA 30 hour course, and 'OSHA 3-in-1' which covers a 10 hour course, a 4 hour Scaffolding course, and Fall Protection instruction. In 2014, we will be offering a Construction Management Certificate program in Far Rockaway, Queens, New York.

By the end of the year RASC will have a redesigned up to date website improving the viewer experience and interactivity.



**Earle J. Walker**

*Executive Director  
Regional Alliance  
for Small Contractors*

Visitors will be kept abreast of Managing Growth® course schedules, RASC events, Charter Club Members and Membership info, RASC Newsletters, and contract opportunities from our Contract Compliance and M/WBE programs.

In 2014, RASC will continue to improve and work hard to support the development of small, minority and women business enterprise here in the Northeast and other parts of the United States.

*Season's Greetings!  
Earle J. Walker*

Continued from Cover

## The Regional Alliance Goes Bi-Coastal With Delta Air Lines

Features of the Terminal 5 project include a double-sized ticketing lobby and federal security screening checkpoints; an exclusive Sky Priority service area with separate lobby and checkpoint, a private VIP check-in lobby, renovation of the Delta Sky Club, new baggage carousels, new interior finishes, and 15 new restaurants and shops. Delta's LAX operation handles 118 peak day departures to 40 non-stop destinations including Sydney and Tokyo.

On November 13, 2013, RASC hosted a well-attended 'Diversity Outreach Event' to inform local contractors of the contract opportunities available on the Terminal 5 project. There, the construction team, PMT Technologies and Swinerton Incorporated, presented information concerning available contract

opportunities over the next 18 months to the 150 contractors and suppliers in attendance. The event, held at the Proud Bird Restaurant, also featured addresses by Frank Aguirre, LA Interim Chief of Economic Development, representing Mayor Eric Garcetti, and Moises Cisneros representing City Councilman Michael Bonin. Jan Perry, LA Interim General Manager, Department of Economic and Workforce Development, stated her department would lend its support to the project. Joyce Sloss, LAWA Director, Business and Jobs Resource Center, also welcomed and informed the crowd about the support services her office provides.

Regional Alliance Executive Director, Earle J. Walker, emphasized that outreach events are one of the key

strategies that he recommends to meet Delta Air Lines diversity goals. "I am working closely with the Delta project team to create M/WBE and small local business provisions in the contracts that can be monitored and enforced," he stated.

Jacobus Claassens, Delta Regional Director, Corporate Real Estate, and project director for Terminal 5 project declared "I am looking forward to working closely with the Regional Alliance and the Los Angeles small business community to achieve the participation goals for S/M/WBE firms through the completion of the project." The project is estimated to be completed by the end of 2015. 🌿

# CHARTER MEMBER PROFILE

## New York Geomatics

Surveying has been an essential element in the development of the human environment since the beginning of recorded history and is required in the planning and execution of nearly every form of construction. "I realized that three of the four Presidents on the face of Mt. Rushmore were surveyors and I started to survey at age 16, continued in the Army, and received further training in College before passing my examinations to be a NYS licensed surveyor," says Ralph Perez, President of New York Geomatics (NYG). Mr. Perez founded New York Geomatics in 2009 as a Minority Business Enterprise (MBE). While working as an employee for other heavy construction firms, he realized there was an opportunity to put his experience and skills to use on his own behalf in the Engineering/Construction industry. The firm specializes in Heavy/Civil Engineering Surveying Services for Tunnels and Subway, Tracks, Marine Construction, Environmental Pollution and Industrial, and Vertical Construction.



On the subject of accuracy, surveyors today are often held to a standard of one one-hundredth of a foot; about 1/8 inch. Calculation and mapping tolerances are much smaller when near-perfect closures are desired. Fortunately a host of sophisticated equipment has replaced the use of the old chains with links. Enter 3-D laser scanners, an ultra-precise system that analyzes an object and captures data accurately, quickly, and safely. It produces a precise field condition documentation of physical space that can be referred to and analyzed at any point in the future. Mr. Perez states "accuracy, speed, and cost-effectiveness are key qualities that clients look for in a service provider and laser scanners more than satisfy these requirements."

Other equipment includes Total Stations, an electronic/optical instrument mainly used to record features, as in topography or to set out features, such as roads, houses, or boundaries. The instrument records highly precise coordinate, angle, and distance measurements, the results of which can be downloaded onto a computer to generate a map of the surveyed area.

### The Survey Process

Construction surveys generally entail the laying out and staking periodically as needed of various features and structures such as buildings, curbs and gutters, and various utilities. In the pre-construction phase, construction surveys usually begin by establishing a network of highly accurate control points that will be used and referenced throughout the job. Construction surveys can also be used during this time to check the accuracy of the construction by comparing actual field measurements to plan data. After construction has finished, construction surveys can be used to check the final results, comparing what has actually been built with the way it was planned. This type of construction survey is sometimes referred to as an "As-built" survey. For monitoring existing structures, bridges, tunnels, etc., deformation surveys are employed to systematically measure and track the alteration in shape or dimension of objects as a result of stresses by applied loads. In this way predictive maintenance and a schedule for corrective maintenance can be gauged.

New York Geomatics employs four permanent office personnel and draws skilled workers from Locals 15D, 825, and 478 of the International Union of Operating Engineers on an as-needed basis. Mr. Perez is responsible for all day-to-day operations, including developing and executing pertinent business strategies, procurement, management, and professional oversight in all contracts involving New York Geomatics. He is also responsible for overseeing field operations, including planning,



scheduling, and supervising contract labor. The firm's extensive list of clients include: NYC Department of Environmental Protection, the NYC Metropolitan Transportation Authority (MTA) and Judlau Contracting, Inc.

Recently, with one day's notice and orders to proceed by the NYC MTA, NYG sprang into action on the Montague Tunnel rehabilitation project which carries the R trains under the East River. The tunnel was heavily damaged by Hurricane Sandy flooding. "Clearances and dimensional control were a critical part of the job, so we used our Trimble S8 High Precision Total Station. NYG was able to create a high-accuracy network of controls which were able to as-built the first tunnel tube in one day," states Mr. Perez. For additional data to ensure that all the replaced structural components went back where they belonged, NYG partnered with Maser Consulting, who provided scanning services with their Amberg GRP Trolley. The GRP is a modular, easy to use, trolley-based measurement system moving at 1 mph. Combined with the Amberg software system as-built acceptance surveys, track construction, real-time clearance analysis, and 3D laser scanning and tamping surveys were conducted.

"Going forward we anticipate further development of our specialized and dynamic company, adapting new technologies, incorporating them in the most efficient manner, and passing those benefits to our clients," concludes Mr. Perez. 

# 2013 Annual Awards Luncheon

## Sponsors

Delta Air Lines, Inc.  
 GMA Electrical Corporation  
 Lend Lease (US) Construction LMB, Inc.  
 MBI Group  
 Port Authority of NY & NJ  
 Shenoy Engineering, PC  
 STV, Inc.  
 Tishman Construction Corporation,  
 an AECOM Company

## Co-Sponsors

Angel Electrical Construction, Inc.  
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 HAKS  
 Holt Construction



New York State Deputy of Civil Rights Alphonso Davis addressing audience.

of Governor Andrew M. Cuomo. Mr. David referred to Governor Cuomo's 2011 Executive Order #8: 'Removing Barriers to Minority and Women Business Enterprises in State Contracting,' which established a team to explore ways to meet his goal of 20% M/WBE participation in state procurement. "I am pleased to announce that M/WBE participation has risen from 9.2% to 17% in the last fiscal year," stated Mr. David to applause. He added that the State welcomed ideas for further improvement.



RASC Executive Director, Earl J. Walker



Marie Staub, President WBE Products Corp.; Antonio W. Ramirez, President D-Star Waterproofing, Inc.; Lina Gottesman, President Altus Metal, Marble & Wood; Geri A. Gregor, CPA, Partner, Grassi & Co.



Perusing the Luncheon Brochure

This year's **Arthur Pearlroth Trailblazer of the Year Award** went to Harry Olsen, former Delta Air Lines Program Director, JFK International Airport Redevelopment Program Phase 1A. Mr. Olsen stated, "I am pleased to report that M/W/LBEs were paid \$82 million during this phase of the project." Gina Addeo, President of GMA Electrical Corporation received the **Women Contractor of the Year Award**. Edward S. Campanella-Rodriguez, President, MBI Group received the **Contractor of the Year Award**, commenting "I grew up in the Bronx, worked hard and created a first class firm with annual earnings approaching \$100 million." **Engineering Firm of the Year** went to Shenoy Engineering, PC. Regional Alliance Chairman and President & COO of Tishman Construction Corp. Jay Badame received the **Leadership Award** stating "I am honored to be chosen for recognition amongst these outstanding individuals and firms."



Standing (from left) Lloyd Douglas, Brian Yeung, Kevin Alexander, Harry Olsen, James Heyliger, Rich Hellenbrecht, Len Britton. Seated: Cassandra Hill, Herlema Owens, Philippa Karteron, Adrienne Hayes.

# Delta Air Lines Los Angeles Outreach Event

Joyce Sloss, Los Angeles World Airports, Director, Business and Jobs Resource Center

Jacobus Claassens, Delta Regional Director, Corporate Real Estate, Thomas Meyers, President PMTechnogies and Steven Turner, Managing Principal, Staton Group.

Frank Aguirre, Los Angeles Interim Chief of Economic Development, Representing Mayor Eric Garcetti



Jan Perry, Los Angeles Interim General Manager, Department of Economic & Workforce Development



Earle J. Walker, Delta LAX M/WBE Program Manager, Exec. Dir. Regional Alliance for Small Contractors

Moises Cisneros, Representing Councilman Michael Bonin



Frank Aguirre, Moises Cisneros, Diane Castaño Saltee & Ann D'Amato of Diane Castaño Saltee & Associates



M/WBE Outreach Program Participants

## The Education Center at the National Mall - Washington D.C. Vietnam Veterans Memorial Fund

Hello my name is Tony Ramirez, I am a member of the 196th Light Infantry Brigade, serving in Vietnam in 1968 - 1969. Whether from a friend, family member, TV or movies, all of you know something about the Vietnam War and the amazing stories that come with it. It is these experiences of faith, fear, and camaraderie that will stay with me forever and which I want to share with future generations.

To this end, the United Veterans Memorial Fund is spearheading the Construction of The Education Center at the National Mall, adjacent to the Vietnam Memorial Wall. The Education Center Mall will give visitors an interactive experience to learn about the trials and sacrifices of




*Tony Ramirez (left) with founder and president of the Vietnam Veterans Memorial Fund Jan C. Scruggs, Esq.*

our country's heroes, so their stories and faces will never be forgotten. To view the Center please visit <https://donate.vvmf.org/firstinlastout196th>

Please join me and my surviving comrades in aiding the construction of The Education Center Mall in honor of the 58,282 who gave it all.

Thank you,

Tony Ramirez, President,  
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## 2013 Regional Alliance Networking Boat Ride



On Friday, June 28th, the Regional Alliance reprised its networking boat ride after a six-year hiatus. Old friends and many new faces from the construction industry, some 150 strong, gathered once again aboard the World Yacht Princess. As the ship glided smoothly down the Hudson River guests busily got acquainted, business cards exchanged, and contacts were made.

RASC Chairman Jay Badame, President of Tishman Construction Corp. and other staff members enthusiastically joined in the mixer. Staff members from Delta Air Lines, JetBlue, and STV, Inc. also participated as did representatives from Lend Lease (US) Construction LMB, Inc. and Con Edison's new Director of Supplier Diversity, Michael Jones-Bey and team.

Regional Alliance Executive Director Earle J. Walker briefly interjected the proceedings for a raffle drawing and announced the lucky winner of JetBlue airline tickets, Signs & Decal Inc. Guests availed themselves of a fine buffet dinner and were provided lively entertainment by DJ. Homer Burks.

We look forward to seeing you again in 2014. 

# M/WBE May 17, 2013

## Outreach Event for Delta Air Lines Terminal 4 Redevelopment Project-Phase II JFK International Airport

On May 17th M/WBEs gathered together to get a heads-up on contracting opportunities for Phase 2 of the Delta Air Line Terminal 4 Redevelopment project at JFK International Airport. The Regional Alliance conducted the event which assembled the project team headed by Amy Chase, Delta General Manager, and Ryan Marzullo, Delta Air Lines Program Director. James Steven P.E. Port Authority of NY & NJ, JFK Physical Plant & Redevelopment and Linda Johnson Port Authority of NY & NJ, Manager, Business Development, welcomed the crowd of enthusiastic contractors.



*(From Left) Herlema Owens, Concho Brown, Philippa Karteron, Ryan Marzullo, Linda Johnson, and Verdía Noel.*



*(From Left) STV, Inc., Project Manager Joseph Cenzoprano, Herlema Owens and May Alice Wells, Association of Women Construction Workers of America (AWCWA).*

Mr. Marzullo introduced Ms. Chase who detailed the project which adds 11 new gates at the end of Terminal 4's Concourse B. Joseph Cenzoprano Sr., Project Manager, STV, Inc., outlined the priority contract opportunities including site work/demolition, utilities, electrical, surveying, barriers/fencing, hydrant fueling etc.

Upcoming items comprise an extensive variety of interior and exterior trades. RASC Earle J. Walker moderated the lively question and answer period that followed the formal presentation.

Phase 1 of the Terminal 4 Redevelopment project saw M/WBEs receive over \$100 million in contract awards.



*Ryan Marzullo, Delta Air Lines Program Director, addressing the attendees.*

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# LOOK AHEAD

## March 2014

# Contractors' Clearinghouse

### Hosted by Con Edison

4 Irving Place, 19th floor Auditorium

New York City, NY

The Contractors' Clearinghouse offers the chance to meet and speak one-on-one with representatives from numerous public agencies and private firms in the NY/NJ region in one location.

Network with old friends and establish new contacts.



For Sponsorship Information, Tables, Single Tickets and Journal Advertising  
Please contact: Paola Camargo 212-268-2991 or visit our website: [www.regional-alliance.org](http://www.regional-alliance.org)

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FOR  
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*Building Tomorrow's Partnerships Today!*

