



REGIONAL ALLIANCE

N O T E S

SUMMER 2017

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

PAGE 2

Executive Director's Note
Lash Green Retires

PAGE 3

Member Profile
Ferreira Family of Companies

PAGE 4 & 5

RASC 2017 Contractors' Clearinghouse Highlights

PAGE 6

Member Profile
Riggs Construction Co., Inc.

PAGE 7

Save The Date
RASC 25th Annual Awards Luncheon

PAGE 8

Save The Date
RASC Networking Boat Ride

2017 RASC Contractors' Clearinghouse

A change of venue distinguished this year's Contractors' Clearinghouse which was held at the CUNY Graduate Center housed in the old B. Altman Department Store building at 5th Avenue and 34th St. Our perennial host Con Edison had undertaken a renovation of their headquarters event facility. A large number of exhibitors and guests fit comfortably in the CUNY venue. The buzz of networking began promptly at 9am as M/WBEs sought contracting opportunities with the public agencies and large construction firms on hand. This scene was suspended as attendees streamed into an adjacent auditorium to hear the day's program. Regional Alliance for Small Contractors' Executive Director, Earle J. Walker, extended a hearty welcome to the crowd and encouraged them to take advantage of RASC services, including the business training classes of the award winning Managing Growth® program. He then invited Wayne A. Benjamin, AIA, Assistant Director/Opportunity Programs Group (OPG), of the Dormitory Authority of the State of NY (DASNY), to take the stage to present the agency's M/WBE program.



Wayne A. Benjamin, AIA, Assistant Director/Opportunity Programs Group, Dormitory Authority of the State of NY

Continued on Page 4



Nelson Ferreira

MEMBER PROFILE

Ferreira Family of Companies

Nelson Ferreira got his start in the construction industry as a member of the Local 472 Laborers Union in New Jersey. He was employed by Frapaul Construction, guided by a very influential foreman - his father Antonio Ferreira. In 1988, he decided to branch out on his own and formed his own company with only one Mack dump truck and relentless drive to be successful. The firm grew quickly with the addition of 17 more trucks. In the mid 1990's, Nelson Ferreira's company expanded into construction with the completion of its first bridge project, the replacement of the Burnt Mills Road Bridge in Somerset County. Several other bridge projects followed and by the new millennium, Ferreira Construction simultaneously completed three NJDOT projects valued in excess of \$80 million.

Continued on Page 3



Executive Director's Note



Earle J. Walker

*Executive Director
Regional Alliance
for Small Contractors*

Perhaps the most controversial debates regarding the utilization of subcontractors, especially with regard to M/WBE subcontractor utilization, centers on their managerial competence. However, there are other factors negatively impacting prime contractor/subcontractor relationships regarding the execution and completion of contracts. These negative factors include, but are not limited to, delayed payments to subcontractors, poor communication regarding critical path or work schedule changes by prime contractors, and holding subcontractors accountable to strict contract clauses when they have been excluded from the decision process impacting the work descriptions defined in their agreements.

While the Regional Alliance can have little impact on the negative factors cited above, we have been at the forefront for 25 years providing business training (award winning Managing Growth® Program) and other supportive services that enable M/WBE firms to develop and enhance their managerial skills and contract performance. Our Program is

not the only one that has benefited M/WBE firms. A number of successful M/WBE firms have utilized others to help improve their technical and capacity building skills. Some notable programs include:

- The Port Authority of NY & NJ Mentor-Protégé Program pairs protégés with participating mentors from major construction firms. The objective of this program is to increase the number of Port Authority certified Minority and Women-Owned Business Enterprises (M/WBEs) capable of bidding successfully on large construction contracts with the Port Authority and other public and private organizations. The program seeks to improve the protégés management, organization and construction skills by providing them with the tools to speed the growth of their businesses.
- The NYC School Construction Authority (SCA) Mentor Program – a four-year program that pairs participating M/W/LBE contractors with large, well-known construction management firms providing services on SCA school projects. The program also affords a

level-playing field for protégés to bid on contracts that have estimated values up to \$750,000; access to capital (loans up to \$150,000); and classroom training. The two-year Graduate Mentor Program enables M/W/LBE firms that have completed the four-year Mentor Program to compete for contracts with an estimated value between \$750,000 and \$1 million.

Additional outstanding programs are offered by the Metropolitan Transportation Authority, Dormitory Authority of the State of New York and the NYC Economic Development Corporation. M/WBEs should take full advantage of these supportive services to hone their business skills, while making essential business contacts that promote and sustain growth.

Best Regards, Earle J. Walker 

Lash Green, Director of Business Diversity and Civil Rights Port Authority of New York and New Jersey, Retires

After 30 years with the Port Authority of New York and New Jersey, Lash Green, Director of the Office of Business Diversity and Civil Rights (OBDCR), retired on April 21st. Over the past five years, under Mr. Green's Leadership, the agency provided nearly \$2 billion in contracts to minority and women-owned business enterprises (M/WBEs) resulting in \$1.6 billion in regional economic development and nearly \$450 million in new job opportunities that were associated with these contract awards.

Mr. Green and his staff are responsible for managing the Port Authority's supplier diversity program – one of the most comprehensive and inclusive programs in the New York-New Jersey region. Mr. Green led several successful initiatives to attract, certify, and support M/WBE firms including the sponsorship of the highly effective Mentor-Protégé Program. Under his leadership, a total of seven underwriting firms participated in the issuance of Consolidated Bonds, 188th and 194th Series. Mr. Green's responsibilities also included the administration of the agency's Disadvantaged

Business Enterprises (DBE) and Airport Concession Disadvantaged Business Enterprise (ACDBE) programs to ensure compliance with federal guidelines.



In addition to supplier diversity, Mr. Green was charged with overseeing the agency's compliance with Title VI of the Civil Rights Act and ensuring that no person shall on the grounds of race, color, national origin, age, disability or sex be

Continued on Page 7

M E M B E R P R O F I L E

Continued from Cover

FERREIRA

Nelson's early penchant for diversification was paramount to success and also proved to be a useful adaptation to uncertain market forces. "If highway construction slowed down Ferreira moved into sectors on the rise, such as power transmission and solar construction, we could reduce risk and increase revenues simultaneously," he notes. His business philosophy would ultimately propel Nelson Construction forward and lead to the establishment of the Ferreira Family of Companies.

In 2004, Ferreira began working in Florida and has completed several projects since for Florida DOT, Lockheed Martin, Florida Power and Light, Sailfish Point and Marth County. Ferreira Southern has completed numerous shoreline stabilization, dredging and diving projects. With expansion to the Miami area, the firm focuses on all facets of marine, utility and civil construction along the Treasure Coast.

In 2008, Ferreira Construction quickly expanded into the New York market, completing projects for the MTA, NYS-DOT, Kiewit Construction Co., Skanska, Tishman Construction Corp., Turner Construction Co., Tutor Perini Corporation, Con Edison, PSEG Long Island and Cornell Tech University. Some notable projects included the reconstruction of the 78th St. Pedestrian Bridge over the FDR Drive, the removal and replacement of the Manhattan and Brooklyn approach spans of the Brooklyn Bridge and the reconstruction of the Con Edison Ravenswood Utility Gas Tunnel running under the East River.

In 2013, Ferreira Coastal was launched with the hiring of a pre-existing team of individuals, who had previously worked together 15 years for a contractor that closed operations. This deft move enabled a seamless transition into the California market. In the past four years, the company has completed multiple projects with revenues in excess of \$40

million and a current backlog of \$45 million.

Ferreira affiliate, Vanguard Energy Partners, is a national solar construction firm that has designed and installed over 100MW of solar projects since 2003. Vanguard counts numerous projects amongst commercial, private, and government clients. Notable projects include the highest solar array in the world in New York City, one of the largest rooftop arrays in North America, and the first net-zero electric facility in the U.S., Ferreira's own corporate headquarters building.

Ferreira affiliate, American Pile & Foundation, also established in 2013, is the East Coast's leading pile driving specialty contractor, providing innovative and economical foundation design and construction solutions. The firm's seasoned staff has over 40 years of experience providing pile-driving, drilling, sheeting, shoring, cofferdam and bulkhead installations, as well as other foundation services. Since its inception, the company has completed over 100 projects, generating over \$150 million in revenue.


Ferreira Power Group, a recent addition to the Ferreira family of companies, is headquartered in Palm Beach Gardens, Florida and supports utility companies all along the East Coast. A strong team of professionals provide a wide range of utility industry services addressing power transmission and distribution, transmission and distribution engineering design, substation, power plant/nuclear and renewable energy, as well as, emergency storm market sectors.

Ferreira prides itself on its commitment to emergency response needs. "After Super Storm Sandy hit New Jersey, Ferreira was first to respond with boots on the ground to help the residents of NJ through a natural disaster. Even after this event ceased to be front page news,

Ferreira was still working hard to help restore New Jersey," Nelson affirms. This isn't the first time Ferreira has been called to action in response to a natural disaster. Ferreira was also involved with storm cleanup and restoration in Bound Brook, NJ after Hurricane Floyd in 2000 and in Florida after Hurricane Francis in 2004.

Another key component of the company's success is its steadfast commitment to workplace safety and education. Nelson Ferreira states "members of the Ferreira Team are encouraged to pursue additional training and certifications keeping up to date on innovation, technology and safety matters for themselves and the benefit of the company."

Currently, Ferreira is a sub-consultant to the Tishman/Turner joint venture at the World Trade Center and working on multiple Con Edison gas projects, the Bayonne Bridge project and Cornell Tech University at Roosevelt Island. Jobs under construction in New Jersey include the Garden State Parkway interchange 163 project, a \$68 million realignment of the parkway mainline, a \$45 million Garden State Parkway Bridge Deck Reconstruction and the Sewaren 7 Cycle Power Plant; a \$93 million project recognized as one of New Jersey's signature infrastructure projects by the New Jersey Alliance for Action.

Ferreira is a nationally recognized company in the construction industry, earning numerous awards for a proven track record of successful planning, project execution, and safety. Nelson's family of companies generate sales over \$400 million annually and employ over 1000 people operating in New Jersey, New York, Florida, California, and Pennsylvania. Mr. Ferreira notes, "in 2011, we were roughly half our present size. Going forward, Ferreira will continue to adapt and grow according to our requirements and the demands of the marketplace." 

Continued from Cover

“We at DASNY take Governor Andrew Cuomo’s 30% M/WBE aspirational goal for state contracts very seriously,” he began. Data displayed in a smart PowerPoint presentation bore this out. Recently completed projects include:

- CUNY/CCNY Advanced Science Research Center - 28.2% (M/WBE Utilization)
- Borough of Manhattan Community College Fiterman Hall - 30.4%
- Bronx Community College North Institutional Building – 33%
- Bronx Mental Health Center Redevelopment Project – 35%
- Harlem Hospital Center Mural Pavilion – 36%
- Medgar Evers College Charles Evans Innis Memorial Library – 67%

“In fulfilling the M/WBE commitment, OPG approves every M/WBE utilization plan before a contract is awarded and before a contract can be closed and final payment made. We also assess fines if participation falls short of goals,” Mr. Benjamin stated. DASNY’s 960 full and modified service projects total \$6.1 billion with 460 projects in the design phase totaling \$2.6 billion.

Longtime RASC consultant Marty Lyons, Principal of Centaur Insurance Services, briefly addressed the audience about Bonding and Insurance in preparation for special a break-out Workshop “How to Obtain or Increase Your Bonding Limits,” that followed the conclusion of the day’s program. Mr. Lyons runs the bonding program for the NYC School Construction Authority M/WBE Mentor Program and the NYC Metropolitan Transportation Authority M/WBE Tier I & 2 Mentor-Protégé Program.

Networking continued apace till event’s end at 12pm.

Hope to see you next year! 🌿

Contractors'



Left to right: Paola Camargo , Melanie Brannigan, Elizabeth Quinones, Donna Tucker, Earle J.Walker, Richard Hellenbrecht, Sioan Bethel and Richard McEachern



Networking



HAKS

17 Clearinghouse



TDX Construction Corporation



Tishman Construction Corp.



Goldman Sachs 10,000 Small Businesses

2017 Contractors' Clearinghouse

Sponsors

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- Port Authority of NY & NJ
- Tishman Construction Corp.

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- TDX Construction Corporation
- Tutor Perini Corporation
- U.S. DOT Small Business Transportation Resource Center
- U.S. General Services Administration
- U.S. Small Business Administration

M E M B E R P R O F I L E

Riggs Construction Co., Inc.

Regional Alliance Charter Member, Riggs Construction Co., Inc. is a full service general contractor handling new construction as well as alterations, renovations, and additions. Riggs Construction was founded in 1992 by Michael C. DeRiggs, who began his career in the shop drawings department of the renowned architectural firm I. M. Pei. Shop drawings provide contractors and architects with the opportunity to review what subcontractors or suppliers intend to construct or supply before approving their fabrication or construction. DeRiggs later worked with several construction firms, including HRH, Herbert Construction, AJ Contracting and York Hunter, amongst others. He holds a degree in Construction Technology. "Construction technologists must understand the entire building process including site inspections, management of construction workers, plans and specifications, building codes, construction techniques and structural engineering," states Mr. DeRiggs.

Riggs Construction Co., Inc.'s adaptability was on display when awarded a Long Island Rail Road Platform Handrail Replacement project at Queens Village Station. The project specifications called for removal and replacement of the existing platform railings over a very busy roadway. The most challenging aspect of the project was getting the shop drawings for the railings approved. The Construction Manager facilitated meetings, followed up with the design engineers and coordinated with LIRR engineers. "This project reinforced my knowledge of producing shop drawings expeditiously. It was critical to obtain prompt approval of the shop-drawings, fabricate a sample railing, win LIRR approval to fabricate all railings, while maintaining the scheduled completion date," says DeRiggs. The LIRR team was also extremely helpful with all stages of the project including the submittal process, site support services, on-site



storage in the station building, and coordinating all efforts with the NYC Department of Transportation, providing parking spaces for the contractors' trailers and coordinating permits with other agencies.

The project also had challenging safety issues, with trains moving at 80 miles per hour. Flag persons and other safety professionals supported the challenging overhead handrail installation that went over the busy Springfield Boulevard intersection. Effective coordination with the NYC Department of Transportation, which closed off two lanes at a time, especially during morning rush hour, was also critical to maintaining the project's schedule. Safety happens to be a top priority at Riggs in all facets of construction. All supervisors are OSHA 30-hour trained and our employees are OSHA 10-hour trained, while DeRiggs is a licensed Site Safety Manager.

Another challenging MTA project involved a bus depot roof and gypsum roof deck removal and installation of a new metal deck and roofing system. After the documentation and submittal approvals process the roofing work was forecasted to be done during the colder winter months. Normally, this would mean the project would be placed on hold until spring of 2017, since the roofing system had a temperature

restriction for installation. "We carefully planned and managed the project to achieve maximum daily production. I would personally instruct the supervisors and the project manager about the goals for the week, planned accordingly, and sent out daily reminders. We mobilized in September of 2016 and completed with the masonry parapet construction, roof deck and roofing before Thanksgiving, November 2016, ahead of the final completion date of March 2018," says Mr. DeRiggs. The safety aspect of the gypsum deck was also a major concern because of working over a finished space. As part of a safety program, planks were installed between the steel beams to prevent any debris from falling onto the equipment and simultaneously serve as a safety platform for the workers above. The workers on the roof were also tied off to safety lines during demolition and deck installation as a primary means of protection.

Riggs Construction Co., Inc. is a licensed general contractor with NYC Building Departments and a certified Minority Business Enterprise (MBE) with New York State, New York City, New York City School Construction Authority and DASNY. The company is also SBA 8A certified and a DBE, eligible to work on all Federal assisted contracts.

www.RiggsUSA.com 

Lash Green, Director of Business Diversity and Civil Rights Port Authority of New York and New Jersey, Retires

excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination in any Port Authority program or activity including those that are federally funded. As the agency's civil rights director, he coordinated the successful response to multiple Federal Transit Administration Compliance Reviews, as well as, the submission of Federal Transit Administration and Federal Highway Administration Title VI Plans and Programs.

Mr. Green was co-chair of the committee responsible for overseeing the agency's most recent Disparity Study whose findings support preference programs for M/WBEs. He also chaired the World Trade Center Progress Oversight Committee and established a World Trade Center Business Resource Center to assist M/WBEs working at the site. Since 2007, M/WBEs have received a cumulative total of over one billion dollars in World Trade Center related contracts.

The Port Authority was a founding strategic partner of the Regional Alliance for Small Contractors, and Mr. Green, prior to appointment as Director, was one of several OBDCR's staff members that assisted in the Regional Alliance's early development. He supported this organization since its origin and respected the role that the Regional Alliance played in providing M/WBEs training and business assistance programs. We wish Mr. Green the best in his retirement. 🌿

25th Annual Awards Luncheon



H O L D T H E D A T E

Friday, September 22, 2017

The Lighthouse
Pier Sixty @ Chelsea Piers, New York City

For Sponsorship Information, Tables, Single Tickets and Journal Advertising
Please contact: 212-268-2991 for more information or visit our website: www.regional-alliance.org

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Thursday, June 29, 2017

an evening of networking and dinner on

The World Yacht Duchess

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