



REGIONAL ALLIANCE

N O T E S

WINTER 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

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Regional Alliance 25th Annual Awards Luncheon



NYS Assembly Member Rodneyse Bichotte

A warm autumnal day greeted guests arriving for the Regional Alliance 25th Annual Awards Luncheon at Pier Sixty, Chelsea Piers. This occasion brought together the coterie of corporate and public agency representatives and contractors that have long supported the Regional Alliance. RASC Executive Director, Earle J. Walker, welcomed the crowd and offered best wishes and a speedy recovery for the victims of Hurricanes Harvey, Irma and Maria. He also thanked RASC Board members for their continuous support and the assistance provided by the Port Authority of NY & NJ, NJ Transit, Corporate Clients, and Charter Club Members. Frederick Myers gave the invocation and heartily sang the national anthem before the day's program began.

RASC Chairman Jay Badame seized on the significance of this Regional Alliance milestone event. "RASC has been steadfast over many years to successfully improve the competitiveness of M/WBEs," he noted. Regional Alliance special guest Rodneyse Bichotte, NYS Assembly Member, 42nd Assembly District, spoke of her long-term commitment to the advancement of M/WBEs as Chair of the Oversight of Minority and Women-Owned Business Enterprises (M/WBEs) Subcommittee. "I look forward to collaborating with RASC going forward," she added.

Chief Development Officer, MTA Capital Construction Company, John N. "Janno" Lieber provided the Keynote address outlining the agency's mega projects including the East Side Access,

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Delta Air Lines, LaGuardia Airport Terminal C Project

On Tuesday, June 13, 2017, Delta Air Lines launched their first M/WBE outreach event for their LaGuardia Airport (LGA) Terminal C construction project. Judging by the multitude of M/WBEs in attendance at the LaGuardia Airport Marriot, the kick-off meeting was a resounding success. On-hand was the full senior project team to present a project overview, highlight contract opportunities and best ways to access them. Delta Air Lines Deputy Director, NY Design, Construction & Facilities, George Guillaume, warmly welcomed the audience and began the day's program.

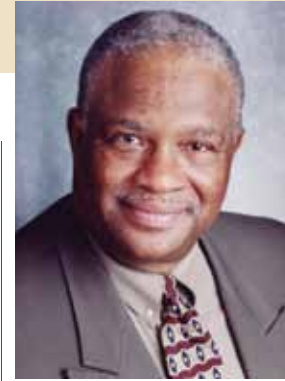


A full house enjoying the Kick-off Outreach Event

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Executive Director's Note



Earle J. Walker

*Executive Director
Regional Alliance
for Small Contractors*

On September 22nd, the Regional Alliance celebrated its 25th Annual Awards Luncheon. This was a momentous milestone for our unique partnership of leading public agencies and major construction firms dedicated to improving the competitiveness of small, minority and women contractors in the region. RASC is well positioned to pursue its mission going forward with the strong support of public agencies like the Port Authority of NY and NJ and NJ TRANSIT, as well as, the leadership of corporations like Tishman Construction Corp. (an AECOM Company). We have also enjoyed the steadfast support from our Board of Directors, and Charter Members throughout the years for which we are very grateful.

In recent years RASC's highly successful Affirmative Action/EEO Contract Compliance and Community Outreach Program has been utilized by Delta Air Lines and JetBlue to increase M/WBE and local business utilization, as well as, minority and women labor force participation on their multi-billion

capital construction projects. As a result, RASC has helped enable contractors to acquire several hundred million dollars of contract awards and helped boost minority and women labor force participation to new highs.

Other bright spots for M/WBE performance include the Port Authority of NY and NJ procurement program which has awarded nearly \$2 billion in contracts to M/WBEs over the last five years. The NYC School Construction Authority's Mentor Program has also awarded hundreds of millions of dollars of contracts to M/WBEs. As New York City works to strengthen its M/WBE procurement program, the best practices of these fine public agencies should be observed. Mentor programs, in particular, help to improve the performance of smaller firms together with the provision of smaller contract packages. Mentor firms provide one-on-one consultation to protégés concerning project planning, estimating, bidding, and project close-out, and share a broad range of other important general and trade contracting information. With this critical exposure,

protégés incorporate new knowledge into their business practices and make tactical and strategic changes in their approach and operations.

During the current construction boom, it is especially important that procurement and technical assistance programs in the public and private sectors enable a broad spectrum of M/WBEs of varied sizes compete and grow. Going forward, RASC will continue to be dedicated to this proposition by providing our award-winning business classroom training (Managing Growth) and helping M/WBEs at different stages of development secure contract awards on major capital projects in the region.

*Regards,
Earle J. Walker,
Executive Director*

RASC Construction Management Certificate Program sponsored by NJ Transit



RASC Construction Management Certificate Program Students and Instructor Teresa Malihan.

CHARTER PROFILE

Intercontinental Construction Contracting Inc.

Regional Alliance 2017 ‘Contractor of the Year’ award winner, Intercontinental Construction Contracting Inc. (ICC) has covered a lot of ground over the past 16 years. Founder and President Ketan Shah started the company after working eight years in the New York and Chicago construction industry, where his project management skills helped triple the gross revenues of the two companies he worked for. Always intent on creating his own business, his ‘big break’ came in 2001. “I was heading the northern projects team for Integrated Construction Enterprises, Inc. which covered Northern New Jersey, NYC, and upstate New York districts, but was ready to strike out on my own. The company owner was unable to replace me even with a year’s notice, so he decided to hire my sole proprietorship as a subcontractor to complete all of the projects that I had previously supervised,” states Mr. Shah.

This novel arrangement continued for a number of years until ICC eventually became a rival competitor. Mr. Shah and his previous boss, however, continue to be good friends, sharing a cup of coffee from time to time; his former boss noting, that of all his talented employees, Ketan was the only one with the drive and ambition to establish his own enterprise.

Since 2001, ICC has worked on hundreds of projects, many of which are for state and federal public agencies. “Our portfolio includes a wide range of projects valued between \$100,000 and \$30 million, inclusive of vertical and horizontal construction, as well as renovations, restorations, and additions to structural projects,” Mr. Shah says.

Challenging historical restorations have been a proven niche for ICC. Some West Point Academy projects include Washington Hall where part of the scope required the replacement of 19th-century windows and hardware. “We found the five-generation old business that had manufactured the original



Cadet Chapel, West Point Academy

windows and was able to fabricate a new replica of window hardware/gears for us,” states Mr. Shah. The interior and exterior of an early 19th century Cadet Chapel were also restored by ICC which features a blend of stone craftwork, a new Standing seam roof, new LED lighting and was designated a role model project by the Army Corps of Engineers. Continuing the trend, ICC was recently awarded a project for the restoration of the 19th century (1837) Warner House, located on Constitution Island within the Academy grounds.

ICC’s capacity is also reflected in such diverse projects as the Municipal Pool Complex of the Township of North Bergen, formerly a dump site, earning the Township a “State of the Art Project” award for New Jersey; a \$12 million restoration and additions to Michie Stadium at West Point, brought in four months ahead of schedule; the Mine Lake Dam for the U.S. Army; a complete

HVAC and electrical upgrade for a 65,000 square foot Army Facility; and a \$2.5 million installation of kitchen server equipment for a \$ 4.1Million Cadet Mess Hall project, planned for nine months and completed in four.

At present, the company is operating in several states; New Jersey, New York, Connecticut, Pennsylvania, Delaware, Maryland, Washington D.C., Connecticut, and Rhode Island. “Going forward, we see joint ventures as a way to expand our markets propitiously,” affirms Mr. Shah. ICC has the following certifications - Small Business, 8(a), HUBZone (Historically Underutilized Business Zone) Firm, For-Profit Organization, Minority-Owned Business (MBE), Non-Tax Exempt Corporate Entity, Self-Certified Small Disadvantaged Business, Subchapter S Corporation, and Subcontinent Asian (Asian-Indian) American Owned Business. 🌐

Continued from Cover

the second phase of the Second Avenue Subway and the Third Track expansion of the Long Island Railroad. He also received the RASC Public Sector of the Year Award on behalf of his agency.

Long-time RASC supporter Lash Green and recently retired Director, Office of Business Diversity & Civil Rights, Port Authority of NY & NJ, graciously received the Career Services Award and reflected, "Over many years RASC has been an integral part of the successful technical assistance services afforded to M/WBEs by the Port Authority in the region." Wendy Garcia, Chief Diversity Officer, NYC Comptroller's Office later spoke regarding ongoing efforts to increase M/WBE participation in City procurement.

This year's honorees also included: Christopher Larsen, Principal Halmar International, LLC. **Private Contractor of the Year Award**; Ketan Shah, President, Intercontinental Construction Contracting Inc. **Construction Contractor of the Year Award**; Hanson James, President, Creative Construction Services Corp **Specialty Contractor of the Year Award**; and Rishi Bunsee, President, KLK Electric, Inc. **Electrical Contractor of the Year.** 🌱

BENEFACTOR

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KLK Electric, Inc.

Lend Lease (U.S.) Construction LMB, Inc.

Regional 25th Annual Aw



Jay Badame, RASC Chairman and President & Chief Operating Officer, Tishman Construction Corp. NY, NJ & PA.



Hanson James, President, Creative Construction Services Corp. and RASC Executive Director, Earle J. Walker



Rishi Bunsee, President, KLK Electric, Inc. and Earle J. Walker



Ketan Shah, President, Intercontinental Construction Contracting, Inc. and Earle J. Walker



Attendees

Alliance wards Luncheon



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Luncheon Honorees flank Earle J. Walker, RASC Executive Director; NYS Assembly Member Rodneyse Bichotte; Wendy Garcia, Chief Diversity Officer, NYC Comptroller's Office; Jay Badame RASC Chairman Jay Badame



Christopher Larsen, Principal, Halmar International, LLC



John N. "Janno" Lieber, Chief Development Officer, MTA Capital Construction Company



Wendy Garcia, Chief Diversity Officer, New York City Comptroller's Office

REGIONAL

Networkin

A slightly overcast day greeted guests going aboard the World Yacht Duchess for the Regional Alliance networking boat ride. The mix of contractors, construction industry executives, public agency representatives and supporters were in good cheer as they networked on the ship's upper deck. RASC Chairman Jay Badame jovially engaged the crowd while his staff made contacts. Soon the ship slowly slipped down the Hudson River. As always the waterway offers a unique and spectacular view of the New York and New Jersey skylines. At dusk, the networking still continued as guests enjoyed a fine buffet dinner below deck. Earle J. Walker, RASC Executive Director, warmly greeted everyone and made the day for lucky raffle winners. As the ship circled around the Statue of Liberty and began its journey back up the river, everyone was in good spirits.



Lady Liberty standing tall

Join us next year! 📶



Guests



A picture perfect sky over Manhattan Bridge

Continued from Cover

Delta Air Lines, LaGuardia Airport Terminal C Project

"Delta's new Terminal C at LGA will consist of 37 flexible-gauge gates, each capable of accommodating aircraft ranging from regional jets to Delta's full fleet of narrow bodies. Four concourses will be connected by a centralized check-in lobby, security checkpoint and baggage claim," he stated.

STV/S&P (JV) Senior Vice President, Dan Kolakowski, followed and outlined the M/WBE subcontracting opportunities and project schedule. "In view of Governor Cuomo's 30%

M/WBE aspirational goal and Delta's firm commitment to same, we estimate \$800 million will be awarded to M/WBEs," Mr. Kolakowski affirmed. Given that 85% of the project contracts will be over \$5 million, special measures will be taken to help attain the desired M/WBE participation. Mr. Kolakowski elaborated, "There will be set-asides, smaller contract packages, aggressive outreach, and mandated non-MWBE prime contractor M/WBE utilization plans, amongst other initiatives." The full STV/S&P (JV) team then briefed

the audience concerning the landside, airside, design, and commercial contract opportunities that will be available.

Ida Perich, General Manager, Office of Business Diversity & Civil Rights, Port Authority of New York & New Jersey, noted the large turnout of M/WBEs and reiterated the Port Authority's long-standing commitment to M/WBE participation on all of the agency's regional projects. "Over the past five years, the Port Authority provided nearly \$2 billion in contracts to minority and women-

ALLIANCE g Boat Ride



RASC Chairman, Jay Badame and guests



RASC Staff, Cassandra Hill and Terence Benthall with Adela Lopez, Cole Technologies Group.



Networking on the Hudson

owned business enterprises (MWBES) resulting in \$1.6 billion in regional economic development and nearly \$450 million in new job opportunities that were associated with these contract awards," she stated.

Regional Alliance for Small Contractors (RASC) MWBE Outreach Manager, Cassandra Hill, highlighted the Regional Alliance interface role to connect, direct, and match MWBEs with scheduled contracting opportunities throughout the life of the Terminal C project. "We are your timely connection to the project team," Ms. Hill added. RASC distributed and collected MWBE company data forms during the

program as an initial step in this process. A lively question and answer period followed addressing MWBE concerns and at program's end MWBEs swarmed the project team tables for one-on-one sessions until closing at 12:30 pm.

Delta Terminal C Project

Of the 37 new gates at Terminal C, 33 will have access to dual taxi lanes, which will improve airfield efficiency by reducing departure and arrival taxi times.

The terminal will offer wider concourses, larger gate hold rooms and more seating, as well as 30 percent more concessions space than the existing Terminals C and

D. It will also house a new Delta Sky Club that will feature a Sky Deck with airfield views, wellness products and services, locally inspired menu items, modern furnishings, artwork from emerging New York artists, and other unique amenities.

The facility will offer direct access between the parking garage and terminal, improved roadways and drop-off/pick-up areas, and a curbside check-in bypass leading directly into the security checkpoint. The design of the new terminal will also integrate sustainable technologies and improvements in energy efficiency. 🌿

LOOK AHEAD Spring 2018 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.



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Managing Editor: Sioan Bethel
Design & Production: SwintonStudio.com

Regional Alliance Notes

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Building Tomorrow's Partnerships Today!



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