



REGIONAL ALLIANCE

N O T E S

FALL 2015

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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RASC 2015 Annual Awards Luncheon



Pledge of Allegiance

A fresh autumnal day greeted guests to this year's annual Regional Alliance Awards Luncheon held at The Lighthouse Pier Sixty One, Chelsea Piers. The crowd was peppered with a familiar mix of energetic entrepreneurs, and supportive public and private sector executives of the regional construction industry. The networking buzz became a din before the crowd settled into tables as the event proceedings commenced. RASC Executive Director Earle J. Walker extended a hearty welcome and ushered in Fred Myers for a soaring rendition of the "Star Spangled Banner."

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Regional Alliance for Small Contractors Wins NYCETC Workforce Innovation Award

"People recognize the Regional Alliance for Small Contractors (RASC) for helping to improve the business performance of S/M/WBEs, less well known is RASC's positive effect on diversity in the construction industry workforce," states Earle J. Walker, Executive Director.

This year, however, the New York City Employment Coalition (NYCETC) has chosen to acknowledge the Regional Alliance with their Workforce Innovation Award. An association of 150 community based organizations, educational institutions, and labor unions, NYCETC annually provides job training and employment services to over 800,000 New Yorkers.



RASC Executive Director, Earle J. Walker and Cassandra Hill, RASC M/WBE and Labor Force Diversity Project Manager

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Executive Director's Note

NYC Comptroller Scott Stringer's 2015 "Making the Grade" report, which tracks M/WBE contracts with City public agencies, made the call for increased transparency in M/WBE procurement citywide, especially with subcontractor information. Most mayoral agencies, the report states, are failing to hold prime contractors accountable for entering subcontractor data into the City's online vendor portal. This makes it impossible to accurately measure spending with M/WBE subcontractors and in many cases leads to an inflated amount reported for actual M/WBE participation on projects.

Accurate measurement of M/WBE and minority and women labor participation has long been a hallmark of the Regional Alliance M/WBE and Equal Employment Opportunity Contract Compliance and Community Outreach programs. For the \$1.4 billion Phase 1 & 2 of the Delta Air Lines JFK Terminal 4 Redevelopment and Expansion Project, RASC tracked the performance and

reported the participation of 186 M/WBE firms, as well as, 58 local business enterprises (LBE). During this period M/WBEs were awarded contracts totaling \$204,701,872, 23.5% of total contracts awarded. Of course, this kind of performance required a strong commitment from Delta Air Lines, a diligent project team, and a rigorous inspection/reporting system. This effort was also duplicated to achieve EEO compliance goals for the Delta Terminal 4 project -- work hours performed by minority skilled workers was 29.5% and 55.3% of total laborer hours, while female skilled and laborers was 3.5%, given their availability. The total hours for all workers were 430,905. Recently, the New York City Employment Coalition (NYETC) chose to acknowledge the Regional Alliance for this achievement with their Workforce Innovation Award. NYCETC is an association of 150 community based organizations, educational institutions, and labor unions which annually provides job training and employment services for over 800,000 New Yorkers.



Earle J. Walker

*Executive Director
Regional Alliance
for Small Contractors*

NYC public agencies can achieve and record similar results with the resolute commitment exhibited by Delta Air Lines and independent agencies like the Port Authority of New York and New Jersey, the NYC School Construction Authority, and the MTA, with the help of dedicated, thorough staffs. But the City should go even further and require the same effort and transparent M/WBE reporting for mega-development projects such as Hudson Yards, Willets Point, the Cornell University Tech Center, and others on the drawing boards.

Season's Greetings!

Earle J. Walker

RASC Networking Boat Ride

A sultry evening greeted guests as they boarded the World Yacht Princess at Pier 41, June 12th, for the Regional Alliance annual networking boat ride. Contractors and Regional Alliance Charter Members were joined by staffs from the Port Authority of NY & NJ, Con Edison, Tishman Construction, HAKS and others. The ships' three decks quickly became a schmoozing venue as it steered out of port and descended

down the middle of the Hudson River; a silken breeze leading the way.

RASC Executive Director Earle J. Walker extended a warm greeting to the attendees and introduced NYC Department of Design and Construction Associate Commissioner Christina Flaherty. Ms. Flaherty provided a brief outline of NYCDDC's new construction management and design and contracting services program to assist homeowners and landlords rebuild and repair their

Hurricane Sandy damaged buildings. She added, "The M/WBE participation goal for this program is at least 25% with local firms in the impacted area."

Guests enjoyed a buffet dinner and later ascended the decks where they enjoyed a spectacular fireworks display circa the Statue of Liberty, an unexpected treat. Before long, boarders debarked to their destinations, another good time had by all. Hope to see you next year!

Highlights on Page 5

CHARTER PROFILE

Cassone Leasing, Inc.

The Cassone trade name is one of the most ubiquitous in the tri-state area. With thousands of mobile office trailers, storage containers, modular buildings, road and storage trailers dotting the urban and suburban landscape, Cassone has become a household brand. This family-operated certified WBE/DBE firm also sells and leases commercial trucks and heavy equipment. “We are a well-diversified company, catering to the construction, commercial, municipal and educational sectors,” states Lisa Cassone, Executive Vice President. Ms. Cassone, whose principal responsibilities include setting goals and objectives for the eponymous firm’s sales team and directing the design and management of modular building projects, also conducts overall business strategy and operations with her sister, company President, Lynn Cassone.



Cassone’s market niche in permanent and relocatable modular buildings and classrooms reflects a rapidly growing trend in construction. In modular construction, the majority of a building is constructed off-site in a controlled production environment, including most MEP, fixtures and interior finishes under the same codes and standards as conventionally-built facilities. Site work can be done at the same time as the building itself greatly reducing total construction time – they are often completed 30-50% faster than conventional structures.



Lynn Cassone, President

Permanent Modular Construction (PMC) modules can be integrated into site-built projects or as stand-alone turn-key solutions, while Relocatable Buildings (RB) are utilized for schools, construction site offices, medical clinics, sales centers

and any application where a relocatable building can meet temporary space needs.

“With the booming construction industry, particularly in New York City, Cassone modular units, as well as standard trailers and storage containers provide much-needed on-site office and storage space for construction employees and project managers at most of the major construction sites in the region, including WTC, Hudson Yards, Barclays Center, Port Authority of NY and NJ (JFK, LGA Bridges/tunnels) and many MTA projects,” states Lisa Cassone. Clients include: Turner Construction Co., Plaza Construction, Posilico, Schiavone, and the Township of Southampton, LI, Justice Court.

So, what’s next for Cassone? “We will continue to do what we do best; that is, provide a quality product with exceptional service for existing as well as new customers,” affirms Lynn Cassone. 📶



Continued from Cover

RASC Chairman and President & COO, Tishman Construction Corp. of NY, NJ, PA, Jay Badame, took the floor and warmly greeted the audience, extended words of praise for the day's honorees and reaffirmed RASC's indefatigable commitment to the progress of the M/WBE community.

Dr. Feniosky Pena-Mora, Commissioner of NYC Department of Design and Construction, gave the keynote address outlining the agency's initiatives to help M/WBEs. "To assist M/WBEs to access more contract opportunities, we have instituted monthly workshops, networking events for M/WBEs to meet prime contractors working on DDC projects, open house events to provide M/WBEs with DDC contract forecasts, and industry representative meetings for architects and engineers."

After lunch, award presentations were made. This year's honorees were **Anthony Peterson**, Director of Diversity Programs, Hugh L. Carey Battery Park City Authority, *Public Partner of the Year*; **Claire B. Scanlon**, Manager, Supplier Development, Bank of New York Mellon, Arthur Pearlroth Trailblazer Award; **Mihir Patel**, President, Monpat Construction Inc., *Contractor of the Year*; and **Peter Scalamandre**, President, Peter Scalamandre & Sons, Inc., *Private Contractor of the Year*. 🌱

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- Bank of NY Mellon
- Con Edison
- Delta Air Lines, Inc.
- Hugh L. Carey
Battery Park City Authority
- Monpat Construction

Regional Alliance 23rd Annual Awards



Left RASC Chairman, Jay Badame; Peter Scalamandre, President, Scalamandre & Sons, Inc.; RASC Executive Director, Earle J. Walker



Left Jay Badame; Anthony Peterson, Director of Diversity Programs, Hugh L. Carey Battery Park City Authority



Dr. Feniosky Pena-Mora, Commissioner, NYC Design and Development Corporation



Linda Johnson, Manager Business Development, and Lisa-Marie Codrington, Director of Operations



Left Jay Badame; Mihir B. Patel, President, Monpat Construction Inc.; Earle J. Walker, RASC Executive Director.



Jay Badame, RASC Chairman, NY, NJ, PA. Claire P. Scanlon, Manager, Supplier Development, Bank of New York Mellon, Arthur Pearlroth Trailblazer Award; Earle J. Walker, RASC Executive Director.

Luncheon

RASC Networking Boat Ride



Hugh J. Peterson, Director of Diversity Programs, Hugh J. Peterson Authority; Earle J. Walker



Picture perfect, evening cityscape



Christine Flaherty, Port Authority of New York and New Jersey; Contract Compliance, NJ TRANSIT.



Christine Flaherty NYCDDC Associate Commissioner



Networking



Jay Badame, Chairman & President & COO, Tishman Construction; Linda D'Alessandro, Vice President, Supply Diversity, BNY Mellon; Earle J. Walker, Executive Director



RASC Chairman Jay Badame and wife, Linda D'Alessandro

RASC wins NYCETC Workforce Innovation Award

In late 2010, the Regional Alliance for Small Contractors (RASC) was contracted by Delta Air Lines to develop and administer a comprehensive M/WBE and Equal Employment Opportunity Contract Compliance and Community outreach program for Phase 1 of their \$1.4 billion JFK Terminal 4 Redevelopment and Expansion Project. This agreement advanced Delta's corporate commitment to maximize opportunities for a diverse workforce and minority/women/local businesses. This partnership continues today with the concluding Phase 2 of the JFK Terminal 4 project.

The Delta Air Lines and RASC partnership innovatively advanced a key NYCETC advocacy priority to link workforce and economic development with the help of private sector leadership. "Working closely with the Delta Air Lines project team, RASC launched several special initiatives to successfully maximize minority skilled workers and laborer participation, as well as, female skilled and laborer participation, says Cassandra Hill, Regional Alliance program manager for the project.

These initiatives include:

- **Clergy and Community Leaders Breakfast Meeting** at the invitation of U.S. Congressman Gregory W. Meeks.
- **Conference and Networking Event** – Participants included the SUNY Educational Opportunity Center, NYS

Department of Labor, The Port Authority of New York and New Jersey and the Council for Airport Opportunity.

- **"Hire on the Spot I&II"** – designed to increase female worker participation on the Delta Air Lines Terminal 4 Redevelopment Program at JFK airport. Participants included the Port Authority of New York and New Jersey, Non-Traditional Employment for Women, the Association of Women Construction Workers of America, and Terminal 4 Redevelopment Program CMs and GCs, Turner Construction Co., Scalandre and Sons and Lend Lease, LLC.
- **Labor Hiring Program** – Walk-in Registration – outreach program at the job site to sign-up local union members for work opportunities.
- **Local Resident Hiring** – local residents were hired for office work with construction management, environmental and engineering firms and with the Regional Alliance for Small Contractors.

The Delta Air Lines agreement also called upon RASC to help maximize minority and women business enterprise (M/WBE) participation for the Terminal 4 Redevelopment and Expansion Project. The workforces of M/WBEs are highly diverse, reflecting their ownership. Success in boosting M/

WBE participation complemented direct efforts to boost minority and female worker employment.

Program Results

Total work hours performed by minority skilled workers for Phases 1A, 1B, and 2, was 29.5%, and 55.3% of total laborer hours were performed by minority laborers. The total for female skilled and laborers was 3.5%, given their availability. (Total hours for all workers, majority, minority, and female = 430,905)

M/WBE awarded contracts for Phases 1A, 1B, & 2, total **\$204,701,872** or **23.5%** of total contracts awarded, exceeding Port Authority of NY & NJ M/WBE goals of 17%. Phase 2 M/WBE participation is 30.17%, meeting Delta's enhanced M/WBE goals of 30%.

Local M/WBEs and other local businesses (LBEs) were awarded **\$52,218,419**.

At the opening ceremony for the refurbished Delta Air Lines Terminal 4, U.S. Congressman Gregory W. Meeks (D.NY) remarked, **"What Delta has shown, and the reason why I'm very pleased to be here, is that they're all committed to the local community. It's a partnership. It's bringing people together. They have exceeded every goal to make sure the community would get jobs here, and work to help build this airline."** 📶

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Regional Alliance
FOR Small Contractors

Have you visited RASC's Website lately?

Access the most up-to-date Managing Growth® course listings, calendar dates, and events.

Quick and easy registration and payment for upcoming events. Get the latest contract opportunities and contact information.

regional-alliance.org

In Memoriam

Woodie G. Williams Sr.

It is with sadness we report the recent passing of Woodie G. Williams, Sr. In his capacity as Director of Urban Affairs of the Dormitory Authority of the State of New York, Mr. Williams was an early supporter of the Regional Alliance for Small Contractors. Mr. Williams was also the first African-American Vice President of JP Morgan Bank and the first African-American New York District Director of the U.S. Small Business Administration. He graduated from Texas Southern University and the New York



Institute of Finance and was a lifetime member of Kappa Alpha Psi.

Woodie passed early Wednesday morning, September 23, 2015 at Walnut Hills Nursing Facility. He is survived by his former wife, Ruth "Silky" Waters; two sons, Woodie, Jr. and Wade G. Williams; one daughter, Cheralyn Overton Lane; two grand-daughters, Ruth Ann Williams and Lydia Nicole Jefferson; and one grandson, Woodie G. Williams, III; a sister and brother and a host of relatives and friends. 📶

Managing Growth® at Work

Managing Growth® is our award-winning classroom program that provides courses which enables both novice and experienced S/M/W/DBE owners and employees to learn the ins and outs of how to successfully operate their businesses. Courses are structured to focus on practical approaches to problems frequently encountered in construction and associated industries. The three core areas are business management, computer business applications, and OSHA Safety Training Certificate courses. Most courses are underwritten by our public sector clients, The Port Authority of New York and New Jersey and NJ TRANSIT.



OSHA 10 HOUR Training Program

For course offerings and schedules
Please visit our website:
<http://www.regional-alliance.org>

For further information contact:
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Regional Alliance for Small Contractors
(212) 268-2991 phone
(212) 268-7509 fax



Left & Right photos: Construction Management Program

LOOK AHEAD Spring 2016 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
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Regional Alliance Notes

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