

Information Session: Waterfront Pathways (97340002)

WATERFRONT PATHWAYS: M/WBE CAPACITY BUILDING TRAINING PROGRAM



WATERFRONT PATHWAYS NYC

Project 9734 Agenda

1. Project Overview
2. Scope of Services
3. Selection Criteria
4. Project Schedule
5. Questions & Answers

Project Overview

Background

- Established in 2022 to serve M/WBE trade contractors and professional service firms by growing their capacity to work on EDC projects via training & facilitation to project opportunities
- Delivered three cohorts of training and tracked almost \$13M in awards to participants to date
- Participants receive ongoing in-depth, customized, one-on-one technical assistance to ensure success

Program Goal:

Diversify the green economy and waterfront construction sector via:



Training

- Specialized training that is receptive to industry barriers experienced by M/WBE owners
- Inclusion of EDC green economy initiatives



Assistance

- Increasing the number and type of M/WBEs
- Facilitating an M/WBE network within the Program
- Encouraging collaboration



Pathways

- Creating pathways for M/WBEs to pivot from on-land construction into waterfront and offshore wind infrastructure development
- Development of pathways tailored for participants based on industry

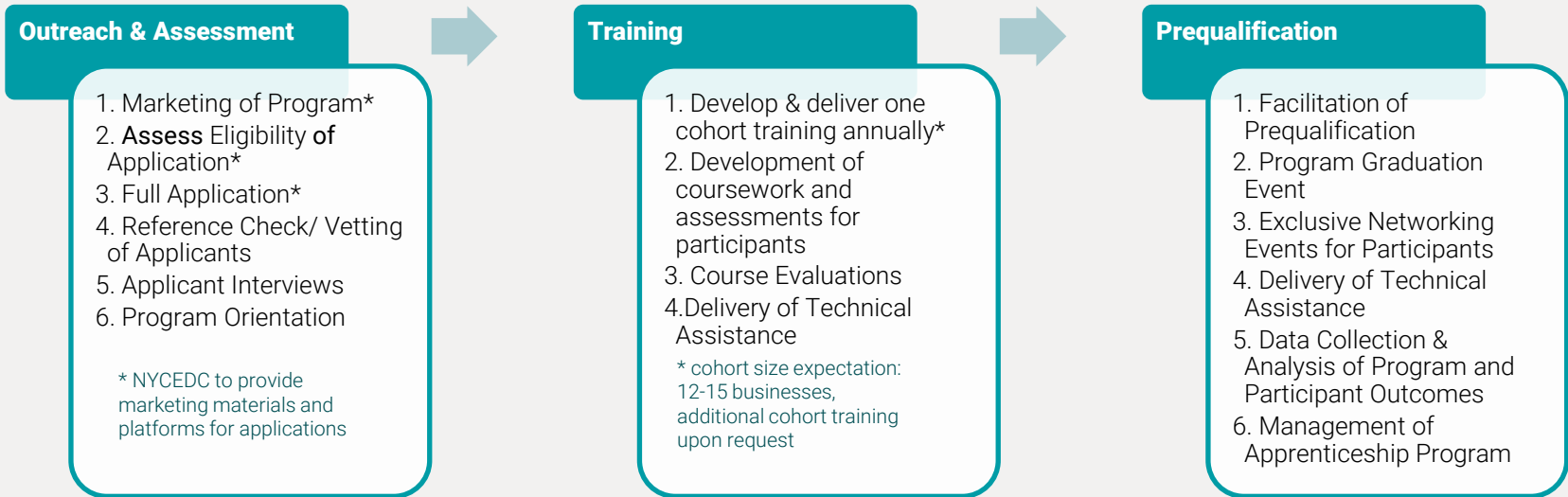


Prequalification

- Retaining a roster of pre-qualified vendors via participant agreement
- Facilitating prequalification with relevant private sector organizations

Scope of Services

Program Design



NYCEDC will collaborate with the Consultant to complete these tasks.

Outreach & Assessment

1. Marketing of Program*
2. Eligibility Application*
3. Full Application*
4. Reference Check/ Vetting of Applicants
5. Applicant Interviews
6. Program Orientation

Main Functions of Consultant:

Assist in the candidate application process:

- Collaboration on questionnaires
- Review candidate eligibility
- Interview viable candidates
- Reference Checks

Interact with candidates:

- Marketing program
- Orientation

Eligible Candidates

- Small to mid sized city certified M/WBE in construction trades and professional services
- Deliver needed services for NYCEDC projects
- In business at least 2 years
- Willingness to participate in Waterfront Pathways Training
- Other criteria as directed by NYCEDC

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Scope of Services: Consultant

Training

1. Develop & deliver one cohort training annually*
2. Development of coursework and assessments for participants
3. Provide course Evaluations
4. Deliver on Technical Assistance

Main Functions of Consultant:

Develop & deliver curriculum

- Prepare mandatory coursework, assignments and assessments
- Develop and collect course evaluation data
- Provide industry specific expertise and technical assistance

Curriculum Focus Areas:

Industry Specific Pathways

- Green Economy Opportunities
- OSW Supply Chain
- Marine Construction & Waterfront Development
- Sustainable Construction & Design
- Alternative Technology: Construction Materials & Design

Business Development Training

- Legal Contract Administration
- Unions and PLAs
- Intro into WEDG/ Specialized certifications
- Business Continuity Planning

Strategic Planning, Financing and Marketing

- Financial management tools
- Business Strategy
- Branding & Marketing

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Scope of Services: Consultant

Data Points to be Collected Include:

Prequalification

1. Facilitation of Prequalification
2. Program Graduation Event
3. Exclusive Networking Events for Participants
4. Delivery of Technical Assistance
5. Data Collection & Analysis of Program and Participant Outcomes
6. Management of Apprenticeship Program

Main Functions of Consultant:

Facilitate networking and project connections

- Support participant connection to EDC project opportunities via networking events (ex. Graduation event)
- Collect Participant Data
- Provide Technical Assistance

Projects

- Experience
- Largest
- Count

Staff Size

- Field
- Office

Revenue

Bonding Capacity

Insurance

Selection Criteria

Selection Criteria

- 25% Quality of the approach to services
- 25% Consultant Team's project history and experience
- 25% Personnel of the proposed Consultant team
- 15% M/WBE Commitment & Strategy
- 10% Proposed cost and fee schedule

1

The M/WBE Goal for Project 9734 is **30%** (percent of *total contract* value)

*Firms must be City certified <https://sbsconnect.nyc.gov/certification-directory-search/>

Diverse Utilization Goals

5% Asian Female MWBE	5% Black Male MBE	5% Black Female MWBE	5% Hispanic Female MWBE	10% undefined M/WBE
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2

Respondents must submit M/WBE Narrative demonstrating how they will meet the M/WBE Participation Goal. The Narrative should:

- Detail respondent's actions to ensuring proposed level of M/WBE participation and diverse utilization goals listed above.
- Outline specific strategies to drive participation and methods for ensuring accountability
- List City-certified M/WBEs respondent plans to work with and a description of the activities that would be subcontracted to these firms

Final M/WBE Goals will be incorporated into the Agreement

Identifying M/WBE partners

- Use the NYC SBS M/WBE Directory to find M/WBE in a specific field:
 - Directory Link: <https://sbsconnect.nyc.gov/certification-directory-search/>
- Check out the Interested Subcontractor and Supplier List for this RFP
- Interact with EDC's Capacity Building Programs
 - [ConstructNYC](#)
 - [Waterfront Pathways](#)
- **Network** at this information session
- NYCEDC can assist in identifying M/WBEs by request
 - email: MWBE@edc.nyc

Make Use of the Contract Financing Loan Fund

1. Mobilization loans for M/WBE firms participating as either prime or subcontractor
2. Amounts up to \$1,000,000
3. May be used to buy long lead equipment, material, and/or labor costs

Refer to good faith efforts section in draft contract to ensure compliance

Cost & Fee Schedule

- Cost & Fees are task based, contract agreement not-to-exceed pricing
- Respondents should provide annual cost as well as cumulative pricing reflective of contract term without extension options (three years)
- Billing is contingent on task completion & services rendered
- Tax should not be included in pricing

Project Schedule

Waterfront Pathways Program Consultant Task Activity

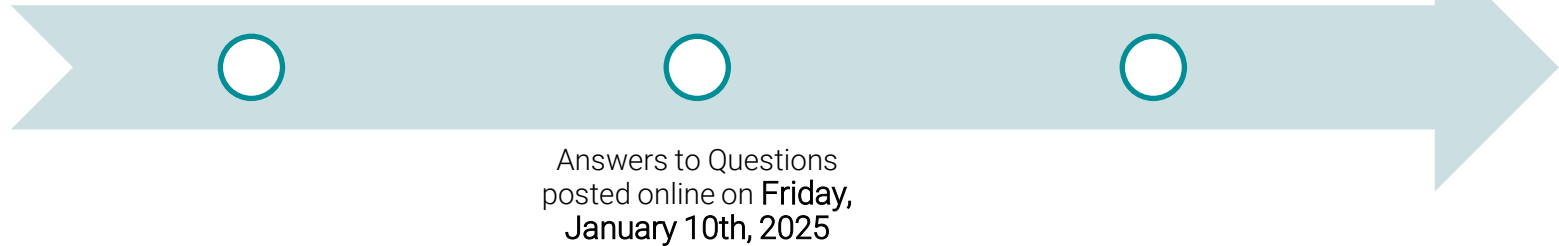
Tasks Chronologically	FY25 Q3 (March)	FY25 Q4 (April-June)	FY26 Q1 (July-Sept)	FY26 Q2 (Oct-Dec)	FY26 Q3 (Jan-March)	FY26 Q4 (April-June)
Task 1: Recruitment, Application Review	Partial completion of application review anticipated in Year 1		Recruitment & Marketing for cohort 5	Application Review for Cohort 5		
Task 2: Development and Delivery of Training Curriculum	Finalization of curriculum for cohort 4	Delivery of Cohort 4 Training			Finalization of curriculum for cohort 5	Delivery of Cohort 5 Training
Task 3: Technical Assistance Delivery	Continuous delivery					
Task 4: Data Collection and Metric Reporting		Course evaluations & Candidate assessments	Annual Participant Survey			Course evaluations & Candidate assessments
Task 5: Management of Apprenticeship Program						
Task 6: Networking and Engagement	Waterfront Pathways Orientation (Cohort 4)		Capacity Building Program Graduation Event		Waterfront Pathways Orientation (Cohort 5)	

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97340002 Procurement Schedule

Questions due to NYCEDC by
email
(WaterfrontMWDBE@edc.nyc)
Before 5PM, Monday, January 6th,
2025

Proposals Due by 11:59PM on
Tuesday, January 21st, 2025



Questions

Thank you for attending!

Please send questions regarding this RFP to: WaterfrontMWDBE@edc.nyc
For more information about the Waterfront Pathways Program:
<https://edc.nyc/program/nyc-waterfront-pathways-program>



**Date: December 18th, Time: 11:00 AM EST,
Project: Waterfront Pathways 9734**

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Aishwarya	Avvari				
Gina	Callender				
HL	Consulting				
Liz	Duncan-Gilmour				
Gaylene	Santos				
Ricardy	Fabre				
Brian	Focht				
David	Hecht				
Sandra	Hudeihed				
Priyanka	Jain				
Debbie	Kim				
Christopher	Kubiak				
Matty	McEnerney				
Ellen	Neylan				
Dinesh	Patel				
Anita	Pierce				
Rajesh	Sankat				
Seema	Shah				
Mahesh	Sheth				
Andrew	Silverman				
Steven	Sottung,				
Urban	Strategies				
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Alysia	Vargas				