

# HARD HAT NEWS



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## Auction Section

### PWC's "Meet the Construction Chiefs" a Sellout Success

Billions Pledged from the Public and Private Sector

NEW YORK, NY — "We need to form strategic alliances with W/MBEs to keep our companies viable and help W/MBEs grow," said Richard Wood, president of Plaza Construction Corporation, at PWC's "Meet the Construction Chiefs" on Tuesday, February 25. Wood was one of the honored guests or "chiefs" at the sellout event that drew a capacity crowd of guests

and table-top exhibitors to La Maganette Ristorante in New York City. The networking event offered industry leaders from the private and public sector a forum to reach out to woman and minority business owners and invite their participation on upcoming projects.

Renee Michael, CEO of Deerpath Construction Co., a sponsor and one of several WBE exhibitors, said, "I'm very impressed with the turnout. This is an invaluable resource, especially in today's economy, to not only gain new

good outreach."

Liz Bifulco, managing member of Total Safety Consulting, an exhibitor, was "pleased by the quality of attendees, glad to have an opportunity to gain insight from different areas of the construction industry," and impressed by "the incredible list of

customers, but also meet vendors who could help one's business."

Alfred Milton, with the NYC Department of Small Business Services, an exhibitor, was glad to be "able to meet women, minority-owned and locally based businesses who want to be certified through our agency. It's a guest speakers."

Stephanie Ansari, coordinator of community affairs for Turner Construction Company, led off the speakers. She urged W/MBEs to bid on the AOL Time Warner Center, for which Turner is doing the interiors, and invited local businesses to participate in the construction of the new Hunts Point Fish Market in the Bronx. She also told the audience about Youth Force 2020,

an adopt-a-school, mentorship and scholarship program awarding \$8,000 each to 16 students in construction-related fields.

Andy Frankl, principal, IbeX Construction and a PWC board member, pledged his support of PWC, spoke of his firm's most recent success in recruiting W/MBEs on projects for Nordstrom and Washington Mutual, and ongoing outreach efforts to involve W/MBES on all

work performed throughout the east coast. "Including woman and minority owned companies benefits our business in particular and society in general," said Frankl.

Maureen A. Henegan, president and chair of the board of directors, Henegan Construction and a past PWC honoree, expressed her firm's commitment to meeting new subcontractors and working with supplier diversity programs, and thanked PWC for its "support of the women in this great business."

Michele Medaglia, president, ACC Construction Corp. (a certified WBE), and a past PWC honoree, said that utilizing its WBE status has helped the company grow to \$50 million in sales and 85 employees.

She spoke of ACC's role in renovations at Stony Brook University and the Brooklyn Academy of Music, and invited participation by other W/MBEs.

Charles M. DeVane, deputy commissioner administrative service, NYS Department of Correctional Services, noted that companies his agency has met through PWC have "met the highest professional standards." He pointed out, "That's why we're here tonight."

Peter McGlinchy, executive director for the NYC School Construction Authority, (who came in place of the new president, William Goldstein), spoke of Mayor Michael R. Bloomberg's support of education and noted that work on new schools and general infrastructure remains strong with budgets reaching about \$800 million annually.

Dan Kirton, program manager for NJ School Construction Corp., and the NJ Economic Develop-

ment Authority, pledged \$12 billion to spend "and \$1.2 billion earmarked for women and minority-owned businesses." He thanked PWC for "helping us to get the word out."

Frank Lombardi, chief engineer of The Port Authority of NY & NJ, said "a \$5 billion budget had been approved for 2003, which will provide funding for this year's capital program. Last year, with an aggressive M/W/SBE program, we awarded a record \$1.1 billion of construction contracts, of which \$80 million went to M/WBE primes. Of the total payments made by the

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Lenore Janis, left, president, PWC and honored guest Dan Kirton, program manager, NJ School Construction Corporation.

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Port Authority in 2002. 20% went to M/WBE primes and subcontractors." The Port Authority is planning to do more work on security, restore the downtown area, bring back the PATH trains, and do major projects at area airports.

"We're committed to the region, and we want you to participate," he said.

Christopher Ward, commissioner of the NYC Department of Environmental Protection, said that a \$16 billion plan is in place for the next 10 years.

Laura V. Osorio, borough commissioner from Manhattan for the NYC Department of Buildings, spoke of the leadership of Commissioner Patricia Lancaster and her mandate to "improve service and efficiency and address corruption." Osorio pledged "we will make a difference."

Wood concluded the program by advising W/MBEs to put programs in place "that help you compete with established businesses." He noted that while someday biases may have eroded and there will be an organization for "professional people in construction," PWC is an invaluable resource today "enlightening" him and many others.

PWC President Lenore Janis thanked the record-breaking crowd for its strong show of support, and applauded the event sponsors: Arnold Standard Cos.; Deerpath Construction Corporation; Donaldson Acoustics; Forest Electric; McGraw-Hill Construction; Parsons Brinckerhoff and Total Safety Consulting, LLC.

PWC's Annual Awards Reception will be held on Tuesday, March 25, at The Yale Club in New York City. For reservations or information, please call 212-486-7745 or contact PWCUSA1@aol.com

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Sponsors of the event, left to right: Barbara A. Lyons, Donaldson Acoustics; Robert Arnold, Arnold Standard; Elizabeth Bifulco, Total Safety Consulting; Patricia Palumbo, Forest Electric; Michael Jones, Parsons Brinckerhoff and Renee Michael, Deerpath Construction.



Total Safety Consulting LLC, from left to right: Debbie Ianazzi, Sr Account Manager; Patricia Rivas, Operations Manager; Elizabeth Bifulco, Stanley Sluska, Sr. Supervising, Safety & Loss Control Consultant.