

SMALL BUSINESS DEVELOPMENT PROGRAM

NEWSLETTER WINTER 2024



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Metropolitan Transportation Authority

A newsletter exclusively for the MTA's Small Business Development Program participants. Stay Informed on upcoming opportunities, new ways to sharpen your skills and strategies to expand your business.

The mission of the MTA's Small Business Development Program (SBDP) is to develop and grow emerging contractors through classes, on-the-job training, and technical assistance in prime contracts with MTA Agencies, thereby creating a larger pool of diverse qualified contractors who can compete for, and complete MTA construction projects safely, timely and within budget.



Lourdes Zapata
MTA Chief Diversity and Inclusion Officer

MTA Announces Lourdes Zapata as Chief Diversity and Inclusion Officer

Lourdes Zapata serves as the MTA Chief Diversity & Inclusion Officer, after leading the South Bronx Overall Economic Development Corporation, locally known as SoBro.

As the MTA's CDIO, Zapata is charged with ensuring equitable access to economic opportunities for Minority and Women Business Enterprises (MWBEs) and eliminating barriers to their participation in obtaining MTA contracts and supporting equal opportunity for MTA employees.

Extensive Public Service to New York State

Prior to joining SoBro, Zapata was appointed by Gov. Andrew M. Cuomo as Chief Diversity Officer for the State of New York, where she was engaged in policy and program development to increase the participation of women and people of color in all areas of State government. She also served the State as Executive Vice President of the Division of Minority and Women's Business Development at Empire State Development. Her responsibilities included the development and oversight of statewide MWBE procurement policy as required by Article 15A of the Executive Law. She oversaw the Division's certification, compliance and business development activities, and worked with State Commissioners and the Legislature on matters affecting the MWBE community. Her public service also extends to her earlier tenure as Community Development Director for the City of Newburgh in Orange County.

Born and raised in the Bronx, Zapata received her Master's Degree in Public Administration from New York University and her Bachelor's Degree from Hood College in Frederick, Maryland.

A Message From Lourdes:

"I am excited to join the MTA and play a role in continuing its nation-leading work in workforce and small business diversity and inclusion. The MTA has set the bar for equity engagement and while I may be new to the organization, I am prepared to commit my energies to ensure that our community is represented and valued."



PRIME CONTRACT AWARDS 2023

TIER 1 AWARDS

The Wiz Group, LLC

\$325,000

Repair of Refuse Platform
239 Street Yard, Bronx

AM Restoration, Inc.

\$72,000

Masonry Work and Concrete Repair
Bergen Shop, Brooklyn

IQ Contracting, Inc. & Associates

\$543,660

Roofing Repairs
Jamaica Yard Building, Queens

PE and Consultants, New York, LLC

\$595,000

Communication Room Upgrade
Houston Street & Broadway, Manhattan

IMS General Construction Corp.

\$913,330

Elevator Stair Repairs
231st Street, Bronx

Twins Contracting, LLC

\$775,000

Garage Pedestrian Overpass Painting
Ronkonkoma Garage, Long Island

Superstars Contracting, Inc.

\$575,970

Facade Sealant Replacement & Cleaning
Henry Hudson Bridge Service Building

High Point Construction Group, Corp.

\$1,050,000

Subway Stairs Repair
67th Avenue & Queens Boulevard

I.S.M. Electric, Inc.

\$424,000

Passenger CCTV
Buhre Avenue, Bronx

Lion Heart Electric Corp.

\$486,000

Passenger CCTV
St. Lawrence Avenue, Bronx

JTE Electrical Services, LLC

\$408,000

Passenger CCTV
Zerega Avenue, Bronx

I.S.M. Electric

\$444,900

Passenger CCTV
Pelham Bay Park, Bronx

All Aces Corp.

\$751,969

Subway Stairs Repair
110th St. & Lexington Ave., Manhattan

VAM Builders, Inc.

\$901,040

Installation Dry Lines
New Haven Line Stations

Popular Services, Inc.

\$495,715

Subway Street Stairs Repair
Sutphin Blvd, Queens

SBS Services, Inc.

\$622,825

Subway Street Stairs Repair
71st Avenue, Queens

PPS(USA) Construction, Inc.

\$639,827

Subway Street Stairs Repair
63rd Drive, Queens

New Earth Contracting, LLC

\$608,500

Subway Street Stairs Repair
71st Avenue, Queens

Atarch Group, LLC

\$590,415

Subway Street Stairs Repair
67th Avenue, Queens

Atarch Group, LLC

\$591,218

Subway Street Stairs Repair
46th Street, Queens

MHM Construction Corp.

\$619,786

Subway Street Repairs
23rd Street and Broadway

Blackstone Group of Construction Inc.

\$575,000

Subway Street Stairs Repair
205th Street, Bronx

Sherwani Contracting, Inc.

\$672,000

Subway Street Stairs Repair
63rd Drive, Queens

CH CO., Inc.

\$609,000

Subway Street Stairs Repair
205th Street, Bronx

4A Construction Corp.

\$575,000

Subway Street Stairs Repair
Lafayette Avenue, Brooklyn

HemiUni Construction Solutions, LLC

\$580,000

Subway Street Stairs Repair
Union Turnpike, Queens

MHM Construction Corp.

\$1,077,786

Subway Street Stairs Repair
Court Square, Queens

4Holders LLC

\$570,719

Subway Street Stairs Repair
205th Street, Bronx

G-Brothers Contracting Corp.

\$468,092

Plaza Tunnel Stairwell Canopies
N/A

Unique Const. & Home Improvement

\$611,800

Washing of Whitstone Br Viaduct
Bronx/Queens



PRIME CONTRACT AWARDS 2023

TIER 1 AWARDS - Continued

HMD Lawn Services

\$442,939

Fence Replacement
Marine Parkway Facility

Antanas Construction Services

\$588,000

Cleaning, Painting Inside Abutment
RFK Bridge

ZK Ideal Construction

\$612,150

Subway Stair Repair
Dyckman Avenue, Bronx

High Point Construction Group

\$537,057

Subway Stair Repair
Canal Street, Manhattan

Lambo Mechanical

\$635,000

Subway Street Repair
Grand Avenue, Brooklyn

Panagios MEP Corp.

\$644,000

Elevated Stair Repair
167th Street, Bronx

Sanz Construction, Inc.

\$903,332

Elevated Stair Repair
Freeman Street, Bronx

Antanas Construction Services

\$888,000

Elevated Stair Repair
231st Street, Bronx

TIER 2 AWARDS

Urban Ecospaces, Inc.

\$1,075,000

Roof Replacements
Node House, Harlem

City Suburb, Inc.

\$1,494,340

Stair Repairs
63rd Drive, Queens

K.A.B. Electric Corp.

\$1,589,000

Passenger ID CCTV
Longwood Avenue, Bronx

Whitewood Renovations, LLC

\$1,298,799

Elevator Stairs Repair
161st Street, Bronx

Reis/Akar Renovation, Inc.

\$1,177,565

Interior Stairs Repair
Utica Avenue, Brooklyn

Shaheen Construction Corp.

\$1,619,980

Interior Stairs Repair
Utica Avenue, Brooklyn

K.A.B. Electric Corp.

\$1,410,000

Platform Lighting Replacement
Forest Avenue, Queens

DRL Services, LLC

\$1,649,000

Interior Stair Repairs
46th Street Station

Energize Electrical Contracting Corp.

\$1,806,308

Platform Lighting Replacement
Fresh Pond Road, Queens

RK Contracting, Inc.

\$2,510,000

Viaduct Bridge Painting
Valley Stream, Long Island

DRL Services, LLC

\$3,469,000

Roof Rehab, HVAC, Window Replacement
F and A Building 1

Orange County Engineering/OCE, LLC

\$2,279,000

Component Replacement & Bicycle
Accessibility
Mastic/Shirley, Long Island

RK Contracting, Inc.

\$4,950,000

Employee Facility HVAC Construction
Bethpage, Long Island

Pencol Contracting, Corp.

\$1,767,391

Station Vents
23rd Street, Manhattan

DRL Services, LLC

\$3,869,000

HVAC Replacement
Richmond Hill McGurl Building, Queens

Bloom Construction

\$2,448,000

Street Stairs Repairs
90th Street, Queens

Madhu Construction Corp.

\$1,890,000

Cleaning, Painting of Ramp
Wards Island, Manhattan

Logan Stone, Inc.

\$1,789,000

Perimeter Hardening:PCC

FEDERAL AWARDS

V.I.V. CONTRACTING CORP.

\$1,185,000

Canopy Roof Rehabilitation
Valley Stream, Long Island

Orange County Engineering, LLC

\$2,343,000

Speonk Parking Phase 2
Speonk, Long Island

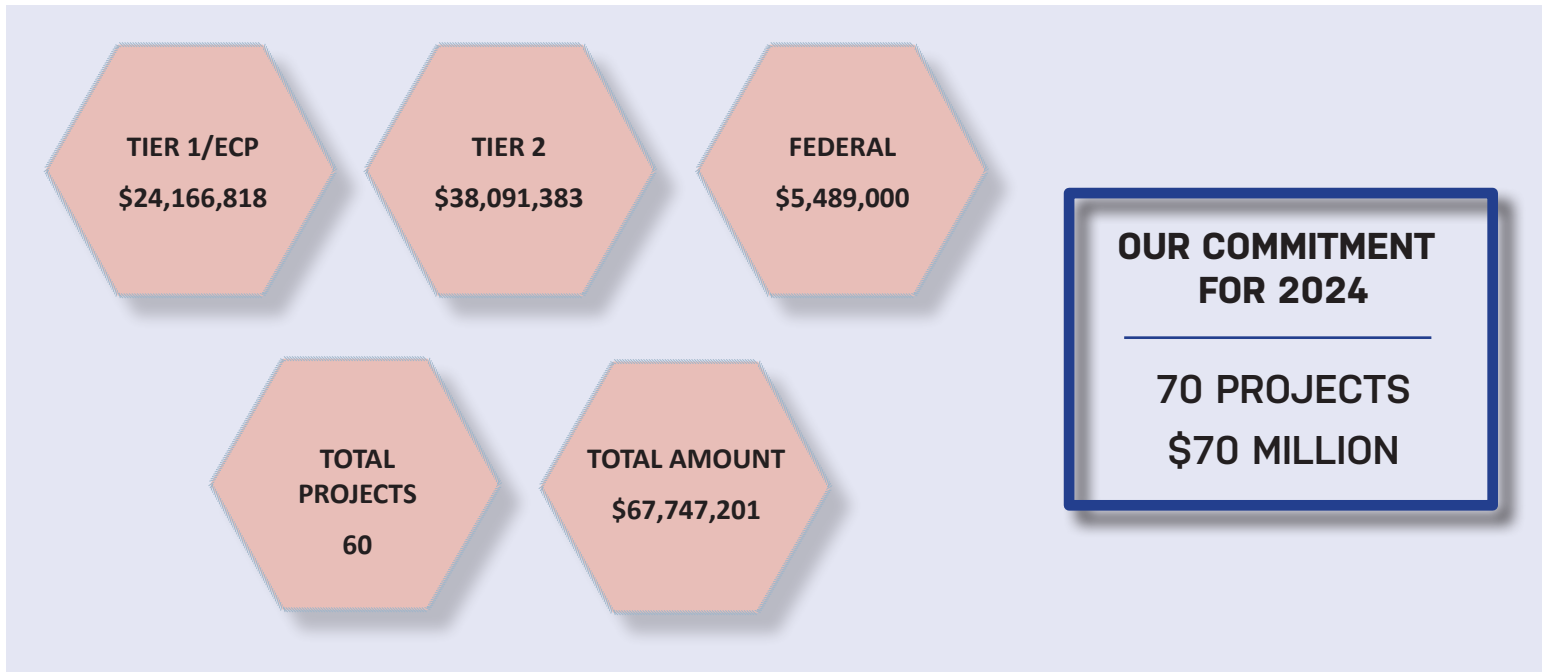
V.I.V. CONTRACTING CORP.

\$1,961,000

Atlantic Avenue Emergency Hatchway
Hendrix Street, Brooklyn



TOTAL AWARDS FOR 2023



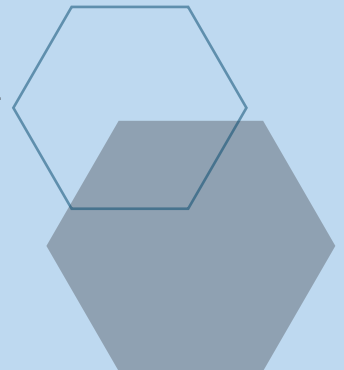
PROGRAM CHANGES

ECP/TIER 1

- The program length has been increased from 4 years to **5 years**.
- Your 5 years in the program starts once you have been **awarded your first contract**.
- The maximum project value has been increased from \$1 Million to **\$1.5 Million**.
- Applicants cannot exceed **\$6 Million** in average annual gross sales over the past three years.

TIER 2

- The program length has been increased from 4 years to **5 years**.
- Your 5 years in the program starts once you have been **awarded your first contract**.
- The maximum project value has been increased from \$3 Million to **\$5 Million**.
- Applicants cannot exceed **\$10 Million** in average annual gross sales over the past three years.





FAST FIVE

Each newsletter features five things every contractor should know.

Do you know where your APEX Accelerators are? APEX Accelerators, formerly known as PTAC, provides government contracting assistance (typically at no charge) including bid assistance, training, one-on-one counseling, etc. Their resources help clients navigate the procurement process to better identify viable sourcing opportunities in the government and private sector marketplaces. Below are five PTACs in the New York metro area:

- 1. City of New York - Department of Small Business Services Apex Accelerator**
1 Liberty Plaza, 11th Floor, New York City, NY 10006 - (212) 513-6380, <http://www.nyc.gov/sbs>
- 2. LaGuardia Apex Accelerator**
31-10 Thomson Avenue, Suite B-309, Long Island City, NY 11101 - (718) 482-5306, <https://linktr.ee/LaGuardiaapex>
- 3. NJIT Apex Accelerator**
323 Dr. Martin Luther King Jr. Blvd., Newark, NJ 07102-1824 - (973) 596-3000, <http://www.njit.edu/ptac>
- 4. South Bronx Overall Economic Development Corporation**
555 Bergen Avenue, 3rd Floor, Bronx, NY 10455 - (718) 292-3113, <http://www.sobro.org>
- 5. Monroe County Finger Lakes Apex Accelerator**
50 West Main Street, Suite 1150, Rochester, NY 14614 - (585) 753-2017, <https://mcflapex.org/>

CONTRACTOR SPOTLIGHT



IQ Contracting, Inc.

Owner: Daysi Briones

Certifications: DBE Certified

Trade: Finishes, Wood and Plastics

Largest Project Completed: \$543,660

Contact Info: 914-236-0565 | iqcontracting@gmail.com





PROJECT SPOTLIGHT

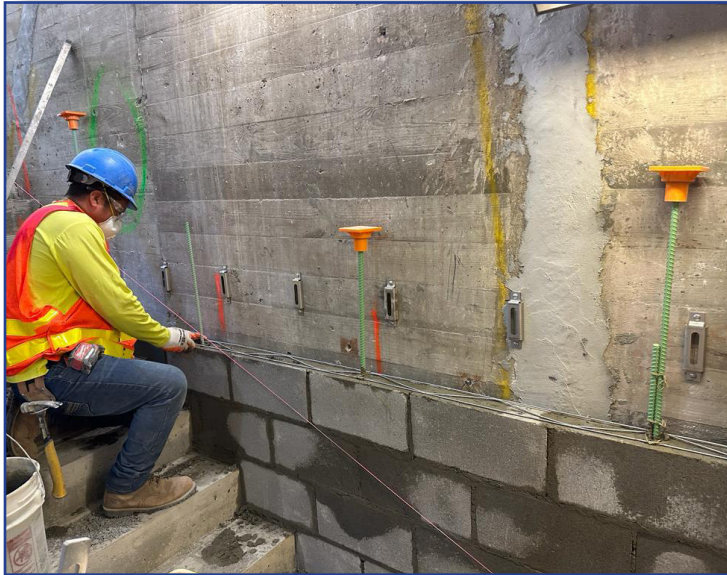
On Top Renovation, Inc.

MTA New York City Transit - Project # A-37723

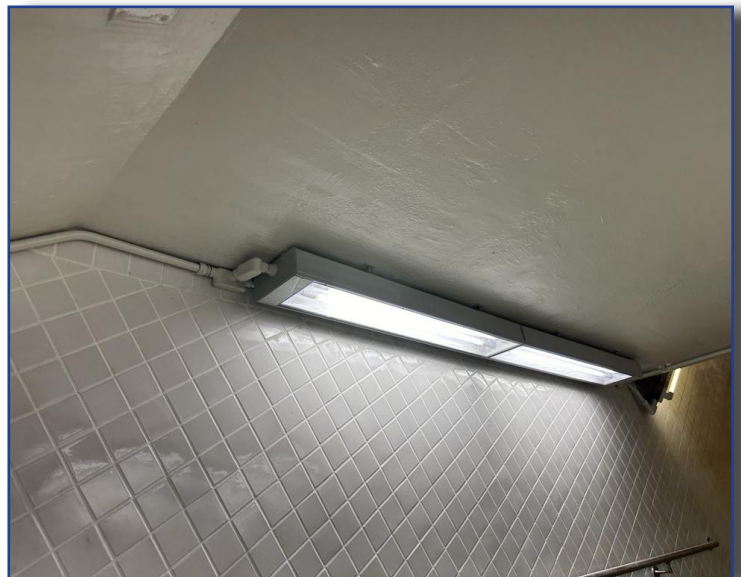
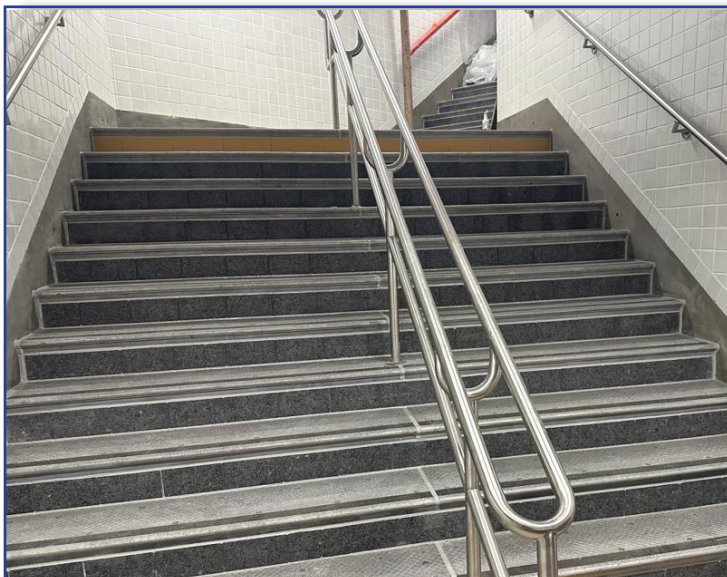
Street Stairs Repair at 169th Street, Queens, NY

\$1,427,774

BEFORE



AFTER



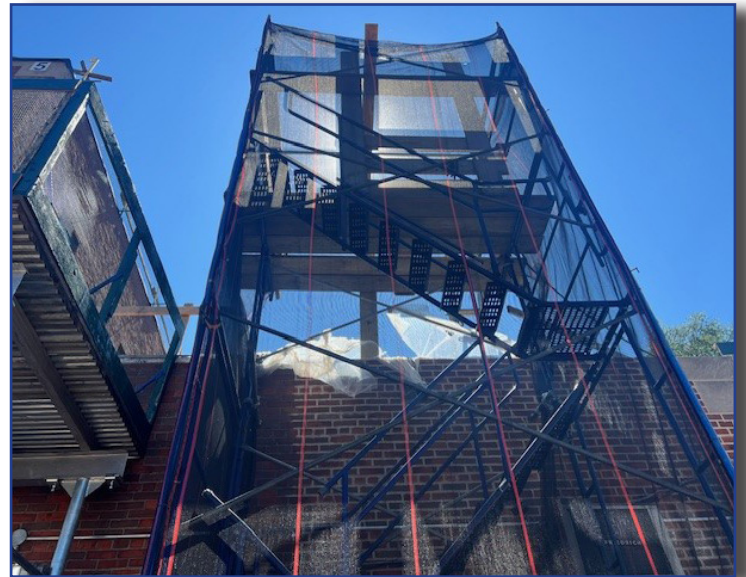


PROJECT SPOTLIGHT

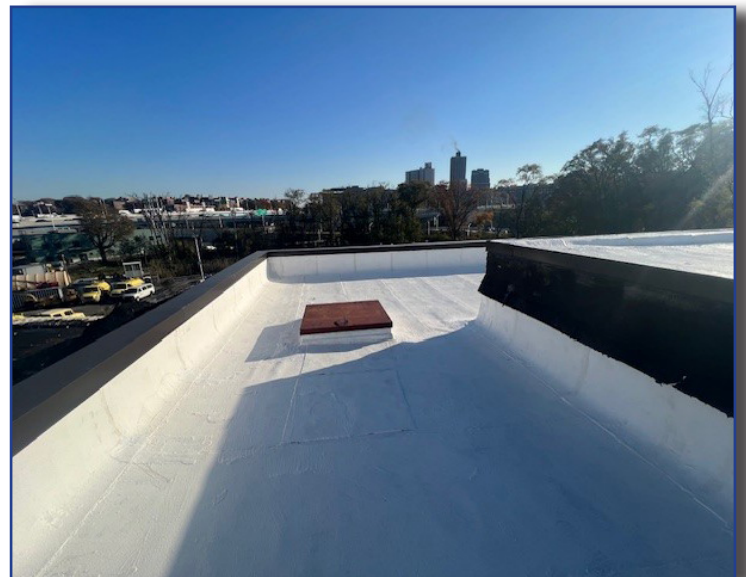
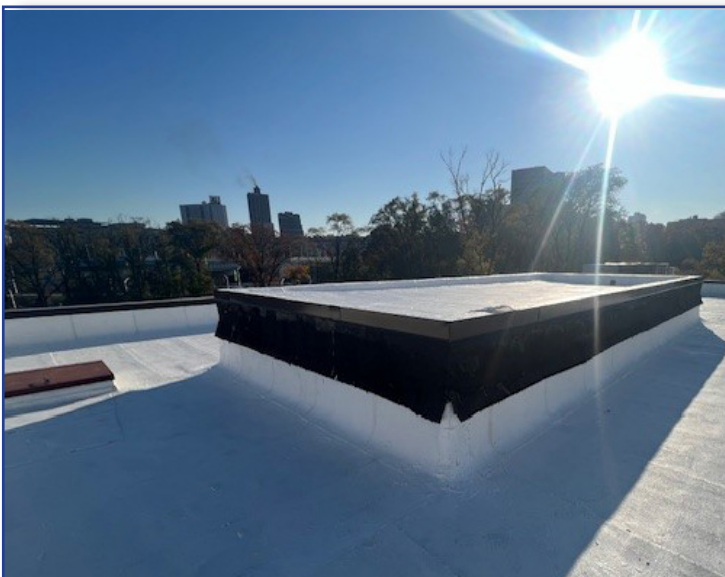
IQ Contracting, Inc.

MTA New York City Transit - Project # 99039
Jamaica Yard Building Roof Repairs, Queens, NY
\$543,660

BEFORE



AFTER





PROJECT SPOTLIGHT

Empire Construction and Property Management Group, Inc.

MTA Metro North - Project # 161513

Rehabilitation of Park Avenue Tunnel Emergency Exits at E 59th Street, Manhattan

\$1,260,304





CONTRACTOR RECOGNITION



Whitewood Renovations

Owner: Gerard McHale

Certifications: SDVOB Certified

Congratulations to Mr. McHale and Whitewood Renovations on winning **Competitive Edge's SDVOB of The Year for 2023!**

Whitewood Renovations was also featured on the MTA's YouTube channel showcasing their work performed at the Atlantic Terminal train station.

Link to Video: <https://youtu.be/0iOLeeEJK6o?feature=shared>



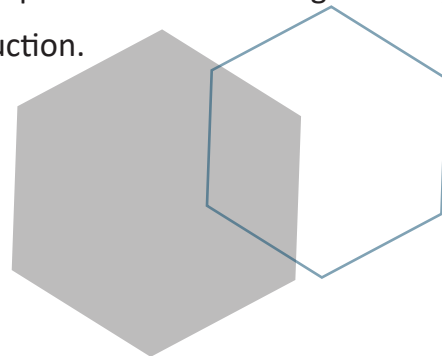
CH. CO. Inc.

Director of Operations: Hunzah Ahmad

Certifications: MBE and DBE Certified

Congratulations to Ms. Ahmad on being recognized as one of Women's Builders Council **2023 Next Generation of Women Builders!**

Continue being an inspiration for increasing diversity and the role of women in construction.





UPCOMING WORKSHOPS & NETWORKING EVENTS

TUES-WED, FEBRUARY 13TH-14TH

New York Build Expo 2024

Jacob Javits Convention Center
New York, NY

Click Here to Register:

<https://www.newyorkbuildexpo.com/>

WEDNESDAY, FEBRUARY 14TH

MTA DBE Certification Workshop

Learn how to become a certified DBE
Virtual Workshop, 10am - 12pm

Use Link to Register:

https://mta.zoom.us/meeting/register/tZMudOiprzltH9LBINY_adulx7xqpMSjPqTc

FRI-SUN, FEBRUARY 16-18TH

**NYSABPRHAL's 53rd
Annual Legislative Conference**

Hilton, Albany, NY

Click Here to Register:

<https://nysabprlinc.org/>

WEDNESDAY, MARCH 13TH

Small Business Town Hall Meeting

Hilton, Albany, NY

Click Here to Register:

<https://nysabprlinc.org/>

THURSDAY, MARCH 28TH

**GCA Opportunity Outlook 2024
Opportunities in Heavy Civil and
Infrastructure Markets**

Club 101, 101 Park Avenue, NY
8am - 11am

Click Here to Register:

<https://gcaexpo.com/register/>

THURSDAY, MAY 2ND

Small Business Expo

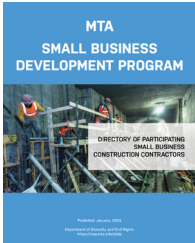
Jacob Javits Convention Center
New York, NY

Click Here to Register:

<https://www.thesmallsbusinessexpo.com/city/new-york-city/>



ADDITIONAL INFORMATION



CONTRACTOR DIRECTORY

The SBDP publishes an updated directory of prequalified firms twice a year. This is a great resource for finding subcontractors and is searchable by trade and certification.

Download the latest version here:

<https://www.dropbox.com/scl/fi/xirnm72a7w9ve95o33kj/MTA-SBDP-Contractor-Directory-Winter-2024.pdf?rlkey=2bq2jscjvvgfgqacyd8aekx3y&dl=0>



JOIN THE SBDP'S PRIVATE LINKEDIN GROUP

If you haven't done so already, please join the SBDP's Private LinkedIn Group to find program resources, business development opportunities, and a forum to engage with your peer contractors. To request admittance into the group, please visit: <https://www.linkedin.com/groups/8619643>.

For assistance, please reach out to your contractor liaison or Karen Padavatton at kpadava@mtahq.org

HOW TO CONTACT US

Business Development Team

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We Want To Hear From You!

Please send us an email with your questions or suggestions. We are here to respond. If you'd like to be featured, recently won any awards, completed a big project, we'd like to hear from you! Contact Karen Padavatton at: kpadava@mtahq.org