

LeChase XBE Update

JUNE 2016

Webinar: Wednesday, June 15 | 2 to 3 p.m.
Presented By: Empire State Development (ESD)
Topic: Effective Search Methods for MWBEs

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ESD Webinar Description

Empire State Development

Join Empire State Development's MWBE Business Development Unit on Wednesday, June 15 from 2 to 3 p.m. for an overview on how to search the [NYS MWBE Directory of Certified Firms](#). Learn how to navigate the state's Contract System to find firms based on name, location, work districts/regions, business description, certification type or commodity codes. **Please visit the [Intranet Events Listing to register.](#)**

Recent XBE Outreach Events

Buffalo XBE Meet & Greet

LeChase held its first Buffalo XBE Meet & Greet on May 24 at The Foundry. More than 70 people from 42 XBE firms (Western New York and Finger Lakes regions) attended the two-hour networking session. Michelle Keller served as event emcee, introducing the following LeChase team members who worked in tandem to deliver the afternoon's presentation: Jeff Panza (LeChase overview and Buffalo office bidding opportunities), Ann Van Auken (prequalification process and insurance), Jerrod Garrett (LeChase Safety Program), Sherry Jackson (LeChase XBE Program), Ron Balcerzak and Lee Sommerman (Rochester office bidding opportunities). Patty Lysczyn and Jennie Bills greeted guests and assisted with check-in, and Joe Benedict from the Construction Exchange of Buffalo & WNY was also on hand to address the crowd regarding membership opportunities (*continued on page 4*).



Jeff Panza greets Shandra Spicer, president & CEO of Spicer Group, a full-service NYS MWBE construction firm based in Buffalo. **Learn more about Spicer Group at www.spicergroup.com and view the firm's commodity codes (as of 6/1/16) [here.](#)**



Guests listen intently during the LeChase presentation.



Newly Prequal-Approved XBE Firms

The following XBE firms have recently passed LeChase's initial prequalification and XBE verification process. **As a reminder, the status of an XBE firm can change at any time! Just because a firm is certified by a state agency, doesn't mean it is verified. Please double-check the most current prequal list to make sure a firm is in good standing and continue verification through procurement and execution of a project.**

New York-based XBE Firms:

- All Systems Maintenance, Inc.
- Arrow Sheet Metal Works, Inc.
- Kheops Architecture Engineering & Survey, D.P.C.
- Neversink Steel Corp. (DBA Liberty Iron Works)
- New Crystal Restoration Enterprises, Inc.
- Rodriguez Construction Group, Inc.
- TK Flooring, Inc.
- Twinstare/Voice Data Video, Inc. (Twinstare Technologies)
- Weydman Electric, Inc.

**PLEASE
REFER TO
THE PREQUAL
LIST FOR
MORE
DETAILED
INFO**

North Carolina-based XBE Firms:

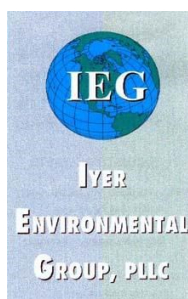
- Sears Contract, Inc.
- Vistabution, LLC

Did you miss the last XBE Update?

View the previous list of newly prequal-approved XBE firms on the Intranet here: [Departments>Legal & Risk Management>Forms and Files>LeChase XBE Program>LeChase XBE Update>April 2016](#)

XBE Firm Updates

New York



Iyer Environmental Group, PLLC is now available for work in both New York and North Carolina. The licensed professional engineering firm provides environmental, civil and chemical engineering; consulting; and design-build services for industry and government. Services include: water/wastewater treatment, process evaluation/design, Phase I/II ESAs, site investigations, feasibility studies, remedial design, UST removal, groundwater modeling, construction oversight, long-term monitoring and treatment system operations and maintenance. **Access the firm's latest fact sheet on the Intranet:** [Departments>Legal & Risk Management>Forms and Files>LeChase XBE Program>XBE Firm Capability Statements>Western New York Region](#)

North Carolina



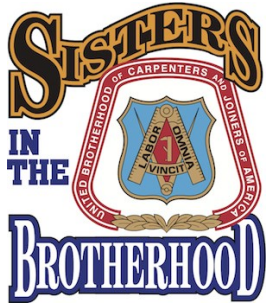
Sears Contract, Inc. is an award-winning WBE commercial drywall company that recently completed a package for North Carolina State University's Biltmore Hall. The firm is currently working in Fayetteville, N.C., at our Cape Valley 28-bed observation project. Sears Contract also services the Charlotte, N.C. and Virginia markets so we look forward to identifying future opportunities. Services include: metal stud framing, gypsum wallboard assemblies, related insulation, firestopping, acoustical ceilings, specialty ceilings, access floors, metal panels, specialty exterior finishes, stucco and EIFS.

Training & Mentoring News

C.W. Brown/LeChase participates in Sisters in the Brotherhood pre-apprentice program, hiring graduate to work on White Plains Hospital project



Working in conjunction, the Northeast Regional Council of Carpenters, Westchester-Putnam Workforce Development Board, Empire State Carpenters Apprenticeship Committee and Sisters in the Brotherhood launched (in early 2016) a job readiness and pre-apprentice carpentry program designed to find long-term employment opportunities for women. If successful, selected graduates can then enter into a five-year apprenticeship with the carpenters union.



C.W. Brown/LeChase stepped forward to help deliver real, hands-on experience to one of the pre-apprentice program graduates, hiring Kyra Jones—now a full-fledged first-year apprentice—to work on its White Plains Hospital project. Kyra has now moved on to the Regeneron project where she continues to hone her skills.

Check out these great videos!

- Learn more about Kyra's journey to C.W. Brown/LeChase [here](#).
- Learn more about the Sisters in the Brotherhood Program [here](#).



“...I feel very fortunate. This being my first job working with C.W. Brown[/LeChase], my foreman, shop steward, my coworkers, the other carpenters, the laborers have all been very welcoming...I never once felt rejected or that people weren't going to speak to me or help me because I'm a woman.”

- Kyra Jones, first-year apprentice, Northeast Regional Council of Carpenters, Local 279

Recent XBE Outreach Events (cont.)

CONEX of Buffalo & Western New York Women in Construction Diversity Breakfast

On May 24, Michelle Keller and Sherry Jackson attended the Construction Exchange of Buffalo & WNY's Women in Construction presentation: Benefits of Diversity. Nearly 30 guests turned out for the morning event where licensed psychologist, Ursuline Bankhead, PhD, delivered a thought-provoking speech before opening the floor for discussion. LeChase served as a co-sponsor for the two-hour event.



Buffalo XBE Meet & Greet (cont. from page 1)



LeChase team members pictured from left to right: Jennie Bills, Patty Lysyczyn, Jeff Panza, Ann Van Auken, Michelle Keller, Lee Sommerman, Jerrod Garrett, Sherry Jackson and Ron Balcerzak



Joe Benedict, executive director of Construction Exchange of Buffalo & WNY, informs attendees about membership opportunities.

“It was a pleasure to meet you and your team last week. It was a well done event and I believe those in attendance all appreciated it.”

- Cathy Pera, president/owner of Bison Contracting & Builders Supply Corp. (NYS WBE)



Ron Balcerzak (pictured right) spends time with Chris Wan, founder of Dyno Group, Inc., a full-service MBE construction firm based in Buffalo, N.Y. [View Dyno Group's extensive list of commodity codes \(as of 6/1/16\) here.](#)



Lee Sommerman (pictured far left) fields questions from attendees.



Ann Van Auken talks about LeChase's prequalification process and insurance requirements.

XBE Spotlight: Christina Steel, Inc.

Established in 2000, **Christina Steel, Inc. (CSI)** is a NYS-certified Women-owned Business Enterprise that has participated in some of the largest and most challenging construction projects in the upstate region.

Based in Glensville, N.Y. (Schenectady County), CSI proudly utilizes a union labor workforce, which includes qualified riggers and signalpersons. CSI specializes in structural steel erection and miscellaneous metals (including architectural and ornamental iron), and also performs rigging, retrofitting of existing buildings, crane service and a wide range of welding services utilizing A.W.S.-certified workers.

The LeChase Corporate XBE Team met up with members of Christina Steel at the NAWIC Capital District WBE Showcase on March 15 (pictured right: Alexa Audi, Christina Audi, president, and George Audi, Jr.).



Christina Steel: Quick Facts

- Established in 2000
- Based in Glensville, N.Y.
- Services entire state of New York
- Currently erecting Mohawk Harbor Apartments project in Schenectady
- [ESD MWBE Directory Commodity Codes](#) (as of 5/31/16)



NEW ADDRESS!

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Glensville, NY 12302

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Email: chris@christinasteel.com

www.christinasteel.com

Access the firm's latest capability statement on the Intranet:

Departments>Legal & Risk Management>Forms and Files>LeChase XBE Program>XBE Firm Capability Statements>Capital Region

XBE Tools on the Intranet

The Corporate XBE Team is diligently working to continually develop new tools to assist with XBE-related projects. **Check the LeChase XBE Program page on the Intranet often for updates.** Do you have a suggestion that could help our teams? Let [Sherry Jackson](#) know about your idea.

- **XBE Acronyms List**—with explanations
- **Revised XBE Solicitation Log**—now 10 pages with a customizable text box for LeChase company name options!
- **Updated Subcontractor Prequal Form**—now a clickable, fillable pdf!
- **Subcontractor Prequal Status**
- **XBE Meeting Log**
- **List of Regional/State Advertising Options and Community Organizations**—sample ad copy included!
- **List of NYS Counties and Towns Within ESD's Work Districts/Regions**

In Development:

- **XBE Subcontractor Bid Breakdown Worksheet**
- **Project-specific XBE Plan Template**



Upcoming XBE Events

New York

- **Rochester XBE Meet & Greet**—
Tuesday, August 23

North Carolina

- **Durham Subcontractor Open House**—
Tentative June

XBE Team News

- **Denise Thompson** has joined the Corporate XBE Team as regional outreach coordinator for our North Carolina offices. Denise will be responsible for identifying HUB (Historically Underutilized Business) firms and cultivating key relationships. She will report to Michelle Keller.
- **Ann Van Auken** is expanding her responsibilities in the risk management department, taking on the additional role of regional outreach coordinator for our Rochester and Buffalo offices. She will continue overseeing the subcontractor prequalification process and report to Michelle Keller.

XBE Program Reminders

- Please remember to **forward all XBE utilization plans to [Michelle Keller](#)** for initial verification.
- Help us populate our XBE Updates! **Send all information regarding XBE-related events, webinars, policy changes, etc. to the Corporate XBE Team:** Michelle Keller, Sherry Jackson, Ann Van Auken, Denise Thompson and Patty Lysyczyn
- **Did you miss the last XBE Update?** You can access it on the Intranet here: *Departments>Legal & Risk Management>Forms and Files>LeChase XBE Program>LeChase XBE Update>April 2016*