

# THE NEW TERMINAL ONE

JFK INTERNATIONAL AIRPORT

**NTO M/W/LBE, SDVOB Information Session:**  
*Access to Capital with NYS Empire State Development*

June 13, 2023



# Agenda

## ❑ Introductory Remarks and Project Overview

*Frank Mendoza, Diversity Outreach Manager  
The New Terminal One*

## ❑ Access to Capital with NYS Empire State Development

*Rafael Salaberrios, Senior Vice President  
Division of Minority and Women's Business Development,  
Technology and Capital Access*

## ❑ Upcoming Bid Packages in the next 30, 60, 90-Days

*Leen Almaasarani, AECOM Tishman*

## ❑ Questions & Answers



**THE NEW TERMINAL ONE**  
JFK INTERNATIONAL AIRPORT

Join The New Terminal One and NY Empire State Development Corporation to learn about:

**NYS ACCESS TO CAPITAL PROGRAMS**

ESDC's Small Business Development Division will share its lending programs and financial resources.

NTO's Design-Builder will provide the latest information on contracting opportunities for MWBE, SDVOB, and local Queens-based businesses.

**M/W/LBE & SDVOB Information Session**

Tuesday, June 13, 2023  
1:00 PM

**REGISTER HERE**

For more information: [www.anewjfk.com](http://www.anewjfk.com)

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# Our World-Class Team

FINANCIAL SPONSORS				
CAPITAL PROJECT DELIVERY				
DESIGN-BUILDER				
MASTER CONCESSIONAIRE				



# Project Update

- The project continues on-time and on budget
- Notable construction milestones include:
  - Green Garage Demolition
  - Terminal 2 Abatement and Demolition
  - 95% Design Completion
  - Air Train Protection Enclosure
  - May 1<sup>st</sup> Delivery of Steel



# The New Terminal One Impact

## Jobs



**10,000+** total jobs

**6,000+** local construction jobs

## Local



**Creating** opportunities for local firms and residents

**Prioritizing** 37 local zip codes and Queens

## Labor



**Project Labor Agreement** with leading MWBE and local hiring provisions

**Building Trades** investing through Ullico as a Financial Sponsor

## Community



**Initiatives** on education, workforce, environmental, and business development

**JFK Airport Academy** to upskill local workforce

## Sustainability



**Green Energy** and carbon reduction initiatives

**LEED Certification** through construction and state-of-the-art operational capabilities

**Envision Certification** to evaluate the sustainability of civil infrastructure

## Diversity



**30% M/WBE** participation goal across all disciplines and phases; **3% SDVOB** participation goal for design and construction work



# Diversity Goals

- **30% M/WBE goal** across all phases and disciplines of the project
  - 20% MBE
  - 10% WBE
- **3% SDVOB goal**
- **Workforce hiring goals** for minorities and women:
  - 40% for laborer
  - 30% for other trades
  - 7% for women
- **Prioritization of local firms** starting with Southeast Queens and Western Nassau, followed by the Borough of Queens and the New York and New Jersey Port Districts



# Eligible Certifications



- For **MBE, WBE, M/WBE and SDVOB Certification** with the Port Authority of New York and New Jersey

□ <https://panynj.diversitysoftware.com/>



- For **MBE and WBE Certification** with New York State Empire State Development

□ <https://ny.newnycontracts.com/>



- For **SDVOB Certification** with New York State Office of General Services

□ <https://my.ny.gov/LoginV4/login.xhtml>



# Defining Local for Contracting and Hiring

**Tier 1 – Within the 37 zip codes surrounding JFK**

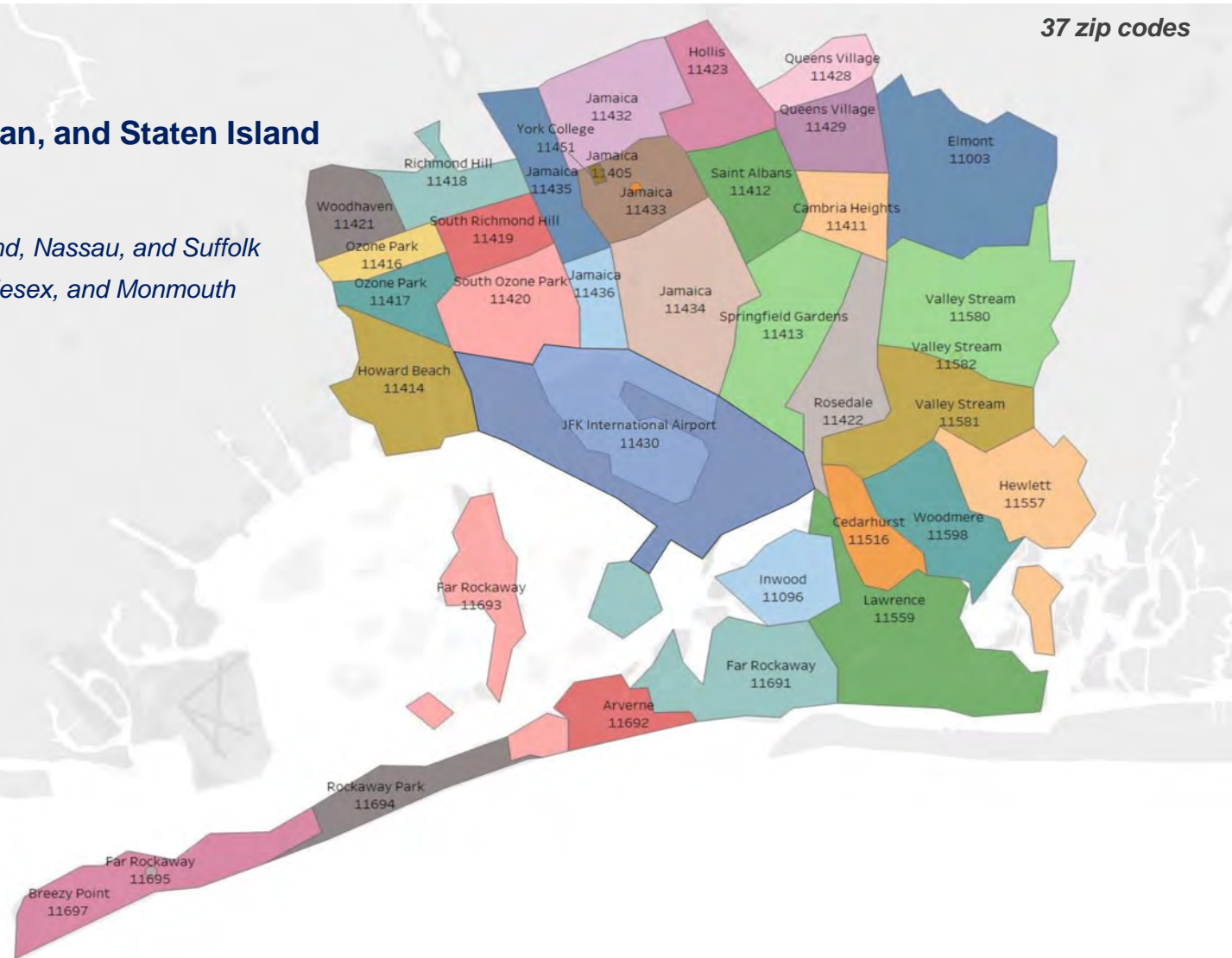
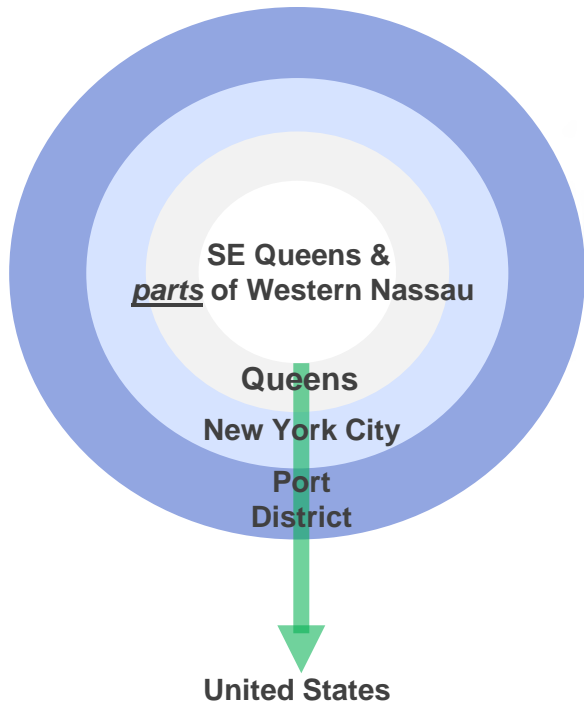
**Tier 2 – Within the Borough of Queens**

**Tier 3 – Within the Boroughs of Brooklyn, Bronx, Manhattan, and Staten Island**

**Tier 4 – Within the Port District**

New York: Kings, Queens, Bronx, New York, Richmond, Westchester, Rockland, Nassau, and Suffolk

New Jersey: Bergen, Passaic, Hudson, Essex, Morris, Union, Somerset, Middlesex, and Monmouth





# Project Scale and Phasing

This overlay of the terminal over Times Square provides a sense of the scale of the project.

To be built on site of the existing Terminal 1, 2 and former Terminal 3

2.4M square feet of terminal space, **250% larger** than existing terminal



More than **300,000 square feet** of dining, retail, lounges, and recreational space, offering passengers a uniquely NY sense of place.

# New York State Empire State Development

## Contractor Financing Program



# Contractor Financing Program

## CONTRACTOR FINANCING PROGRAM



Division of Small Business & Technology Development

Is your Small Business working on a prime or subcontract on a project that is receiving Government funding? Do you need working capital to help you successfully execute that contract?

The **Contractor Financing Program** may be able to help by providing capital to help contractors successfully execute contracts and ease timing of payments from agencies or municipalities to small businesses and socially and economically disadvantaged individual ("SEDI")- business owners statewide.

- The program provides over \$22 million in loan loss reserves to incentivize lending intermediaries to create access to capital to support New York State contractors as part of the State Small Business Credit Initiative (SSBCI).
- Participating lenders use these loan loss reserves to issue government contracting related loans via lines of credit and managed lines of credit that they otherwise might not underwrite.
- Loans can be used for contract project deployment, advances against inventory, construction costs, purchase orders, managing payables and receivables, contract finance costs, and general working capital to support contractors with fully or substantially government funded projects in New York State.
- Includes projects by cities, towns, villages, state agencies and authorities, and large projects that have received a capital investment from the government.
- Participating borrowers can be prime contractor or a subcontractor to prime contract.
- Credit line amounts of up to \$500,000 or more with typical terms of up to 24 months depending upon the contract terms
- Competitive interest rates, terms and fees are determined by the individual program lenders. Lenders are responsible for applications and credit decisions.



For more information on this program please visit

<https://esd.ny.gov/nys-contractor-financing-program>



Scan Me!

A Division of Empire State Development

## CONTRACTOR FINANCING PROGRAM CONTACTS:



### Contractor Financing Program Contacts:

#### Lendistry (aka B.S.D. Capital):

##### Statewide

Clarisa Garcia, *Contractor Lending*  
Customer Support line: (855) 476-5870  
Email: [Clarisa.garcia@lendistry.com](mailto:Clarisa.garcia@lendistry.com)

#### Pursuit:

##### Statewide

Manny Maysonet, *Assistant Vice President*  
Phone: (838) 202-7181  
Email: [mmaysonet@pursuitlending.com](mailto:mmaysonet@pursuitlending.com)

#### TruFund:

New York City Area, Westchester, Suffolk, and Nassau counties  
Mark O. Brazier, *Vice President | Managing Director-Contractor Lending*  
Office: 347-325-9834  
Email: [mbrazier@trufund.org](mailto:mbrazier@trufund.org)

#### BOC Capital:

##### New York City Area

Christian Cabrera, *Commercial Lending*  
Office: (718) 785-2960  
Email: [ccabrera@bocnet.org](mailto:ccabrera@bocnet.org)  
best email for inquiries – [boccapitalcorp@bocnet.org](mailto:boccapitalcorp@bocnet.org)

#### Carver Federal Savings Bank:

##### New York City Area

Joseph Middleton, *Vice President – Commercial Lending*  
Phone: (212) 360-8847  
Email: [joseph.middleton@carverbank.com](mailto:joseph.middleton@carverbank.com)

#### Ponce Bank:

##### New York City Area

Nelly Franceschini, *Commercial Relationship Officer*  
Phone: (917) 374-6322  
Email: [nelly.franceschini@poncebank.net](mailto:nelly.franceschini@poncebank.net)

Additional lenders to be announced



Division of Small Business & Technology Development

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For more information on this program please visit  
<https://esd.ny.gov/nys-contractor-financing-program>



# New Terminal One Procurement

## Contracting Opportunities



# Contracting Opportunities

## Bid Packages

General Construction

Stonework & Tile

Hollow Metals & Finish Hardware

Painting & Coatings

Graphics & Signage

Landscaping

Roadway Canopies

Flooring

Millwork

## Low Voltage Packages

Public Address System

Cellular DAS & Public Safety  
Life Safety & Airport Operations  
Radio Systems

Security (Installation)

Information & Communication  
Technologies (Installation)

**1. To express interest, email us at [info@onejfk.com](mailto:info@onejfk.com)**

**2. Complete the *Tishman Construction* Prequalification**

**3. Get added to the Bidders List**

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Q & A

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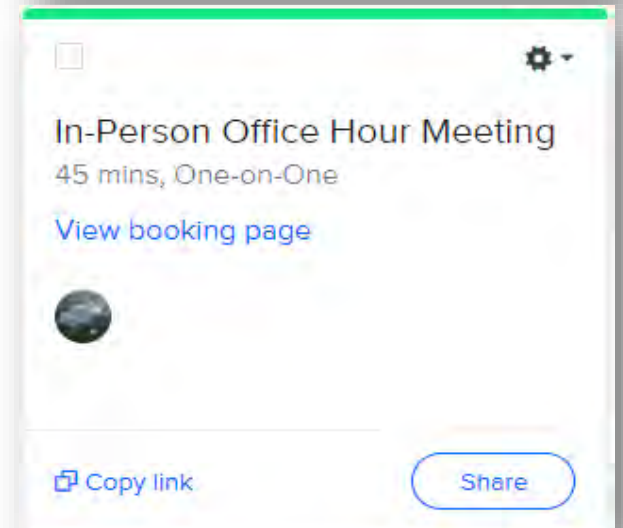
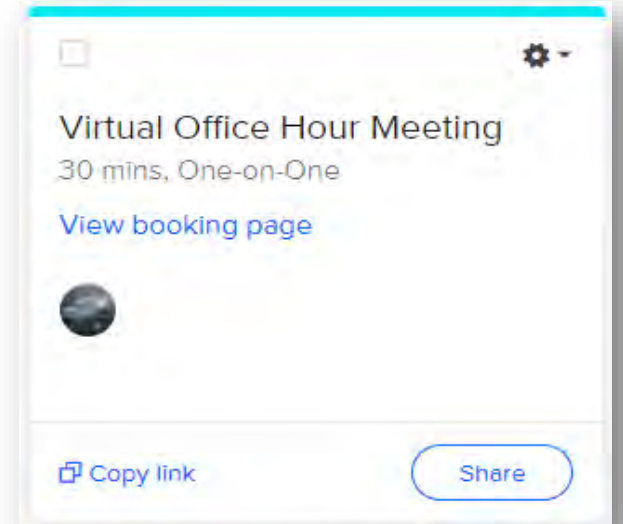
# Stay Connected

## Office Hours

- Visit us at <https://www.anewjfk.com/projects/the-new-terminal-one/>
- Register for 1-on-1 Meetings:
  - **Virtual:** Daily from 9:00am to 5:00pm
  - **In-Person at JFKR Community Information Center:**  
Wednesdays from 12:00pm to 5:00pm

## 2023 Upcoming Outreach

- **June 20** - NYS-PANYNJ: 2023 MWBE Regional Opportunities Expo
- **June 29** - NTO-AECOM Tishman: Meet the Primes
- **July 11** - MWLBE/SDVOB Information Session
- **July 24** - Workforce Event
- **August 8** - MWLBE/SDVOB Information Session



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To learn more visit:  
[www.anewjfk.com/projects/the-new-terminal-one/](http://www.anewjfk.com/projects/the-new-terminal-one/)

General Inquiries: [info@onejfk.com](mailto:info@onejfk.com)

