

JFK International Airport The New Terminal One



M/WLBE Information Session: *Enhancing Your Capability Statement*

December 15, 2020

Overview

- **The New Terminal One at JFK Project Update**
 - Kimberly D. Hardy, *Director, M/WBE Participation*, The New Terminal One
- **Presentation by The Cayemitte Group: *Enhancing Your Capability Statement***
 - Liz Duncan- Glimour, *Senior Vice President & Counsel*, The Cayemitte Group
 - Christine Hanson, *Licensed Broker*, The Cayemitte Group
- **Stay connected with The New Terminal One**

The New Terminal One Commitment

Reaffirming Our Commitments

- **30% M/WBE goal (20% MBE, 10% WBE)** across all phases and disciplines of the project
- Driving New York State's nation leading **M/WBE participation for the project beyond \$1 billion**
- **Hiring goals for minorities (40% for laborers, 30% for other trades and 7% for women)**
- **Prioritization of local firms** starting with SE Queens and Western Nassau, followed by Borough of Queens and NY/NJ Port District

Dear Partners:

We are delivering one of the most important infrastructure projects across the globe at The New Terminal One at JFK International Airport. We are proud to partner with the Port Authority of New York and New Jersey and execute on Governor Cuomo's vision of a world-class airport. To that end, we are committed to driving innovation, excellence, and diversity and inclusion.

One of the most important themes central to our designation as the developer and operator of The New Terminal One is our commitment to "Diversity and Inclusion." We are building a business where our DNA reflects the importance of building partnerships embracing and reflecting the diversity of the JFK-area community, New York City, and the State of New York.

We require our partners to create opportunities for Minority- and Women-Owned-Business Enterprises (MWBE) and Local Business Enterprises (LBE). We expect our engagements to present plans and benchmarks to meet and exceed the 30% MWBE goals. Our procurements are designed to deliver best-in-class services and commodities. We are also looking for our partners to be strategic and innovative in how they work with MWBE and LBE firms to build capacity, grow, and employ a diverse workforce. This expectation extends to all segments of our project: finance, design and construction, operations, and commercial activity. These commitments permeate everything we do as we drive innovation and performance at The New Terminal One at JFK and deliver a world-class terminal.

We demand your best thinking and expect you to deliver exceptional results. Our team, including Kim Hardy, Director, MWBE Participation, at khardy@onejfk.com or (917) 405-0526, will engage with you throughout the project. We look forward to working closely with you to achieve these goals.

Best regards,



Gerrard P. Bushell, Ph.D.

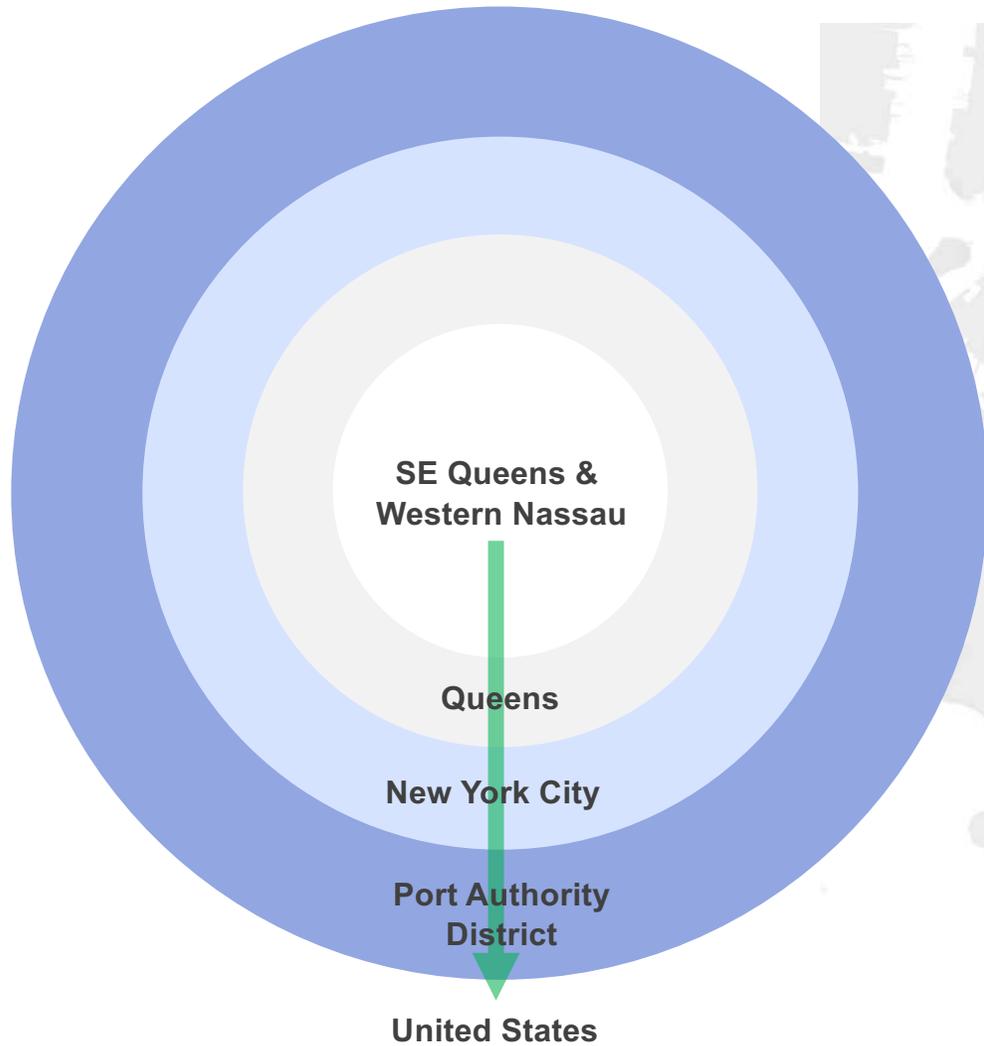
Commitment to Diversity

Diversity efforts start with The New Terminal One's Leadership:

- **Dr. Gerrard P. Bushell**, Executive Chair of The New Terminal One and Chair of Carlyle Airport Group Holdings, is a leader with experience in government, labor and the private sector. Dr. Bushell served as the President and CEO of the Dormitory Authority of the State of NY (DASNY) where he deployed more than \$38 billion of capital and financing and managed a construction portfolio valued at over \$6 billion in construction projects all while advancing the State's M/WBE goals beyond 30% for DASNY.
- **JLC Infrastructure** is a 30% equity partner. JLC Infrastructure is a leading investment firm with a strong track record and presence in NY and is a registered MBE with the PANYNJ. JLC's participation since the inception of the project has helped to drive the commitment to fostering diversity.
- **McKissack & McKissack**, the oldest woman and minority-owned design and construction firm in the US, is leading the Project Management Office. Cheryl McKissack Daniel, its President and CEO, is actively engaged with The New Terminal One as an advisor. McKissack has a formidable track record of delivering projects that meet and often exceed MWBE goals. Its portfolio of projects includes: World Trade Center, Columbia University, Metropolitan Transportation Authority (as Independent Engineering Consultant for 8 years), Philadelphia International Airport and LaGuardia Airport.



Local Prioritization for New Opportunities



Ongoing Local and M/WBE Outreach

- March 31 M/WLBE Virtual Information Session
- April 22 Professional Women in Construction Webinar
- May 12 M/WLBE Virtual Information Session – Environmental Services
- June 9 M/WLBE Virtual Information Session
- June 17 National Association of Minority Contractors Webinar
- June 25 M/WLBE Virtual Information Session for Construction Services
- July 14 M/WLBE Webinar–Construction Prequalification Assistance
- July 17 M/WBE Virtual Info Session – Transportation Advisory Services
- July 28 Council of Urban Real Estate & PANYNJ Webinar
- Aug 13 M/WBE Virtual Information Session – Internal Audit Support Services
- Sept 15 M/WLBE Virtual Information Session
- Oct 13 M/WLBE Virtual Information Session
- Dec 3 NYS M/WBE State Forum – Aviation Panel at 11:30am

Next Event:
January 12
February 9

M/WLBE Virtual Information Session
M/WLBE Virtual Information Session

THE NEW TERMINAL ONE
JFK INTERNATIONAL AIRPORT

Select a Date & Time

December 2020

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

The New Terminal One at JFK International Airport

New Terminal One Virtual Office Hours

🕒 45 min

🗣️ Web conferencing details provided upon confirmation.

The New Terminal One Team is hosting Virtual Office hours, Monday through Friday from 9:00am to 5:00pm.

🌐 Eastern Time - US & Canada (4:47pm) ▼



The Cayemitte Group



Christine Hanson

Licensed Insurance & Surety Broker

- **12 years industry experience**
- **Experienced in NYC Construction Insurance**
- **Mentored more than 450 construction and professional services firms in the last 10 years**
- **Obtained surety bonding for mentorship clients in excess of \$100mil**



Liz Duncan-Gilmour, Esq.

Licensed Insurance & Surety Broker

General Counsel

- **20+ years industry experience**
- **Mentored more than 450 construction and professional services firms in the last 10 years**
- **Develops and Oversees Capacity Building Programs for Diverse Businesses**
- **Oversees procurement and bidding for TCG**
- **Manages contract negotiations**

Agenda for Webinar

- Dos & Don'ts
- Required Information
- Helpful Hints
- Pre-Qualification

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The IDEAL Advantage

Since 1997, we've been partnering with the world's leading-edge technology manufacturers. This allows us to help your business succeed by implementing the right IT solutions to match your specific needs. Not only can our procurement specialists help you purchase quality products at affordable prices, we also provide post-sales support to keep your business running smoothly.

Ideal is honored to be the recipient of the following prestigious industry awards:

- MBDA's Minority Business Enterprise of the Year 2015
- DOE's "HUBZone Small Business of the Year" (2010); "Oak Ridge National Laboratory HUBZone Small Business of the Year" (2011)
- Minnesota Economic Development Association (MEDA) Entrepreneur of the Year 2014
- CRN Magazine's "Elite Power Women of the Channel" (2011-2017)
- "250 Tech Elite" (2013), Power 30 Solution Provider (2017)
- Hispanic Business Magazine's "Top 500 Largest Hispanic Companies" (2006-2013); "100 Fastest-Growing Hispanic Companies" (2007-2010)
- MPLS/St. Paul Business Journal's "Top 25 Minority-Owned Businesses" (2010-2012)
- SBA's "Region V Subcontractor of the Year" (2008)

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www.idealssi.com

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DOs & DON'Ts

A typical Capability Statement is:

- A one-page resume of your company
- Snapshot of your performance and capabilities
- A Marketing Piece
- A Qualification tool

DOs & DON'Ts

A typical Capability Statement is NOT:

- More than one page (unless absolutely necessary)
- Small fonts and print
- Long-winded or contains too many words on a page
- Missing key pieces of information

Required Information

A typical Capability Statement:

- May or may not be titled Capability Statement
- Has a Short description of your company
- Is clear and EASY to read
- Contains NAIC codes, Certifications/designations/licenses
- Lists your company's differentiators – WHAT MAKES YOU DIFFERENT FROM YOUR COMPETITORS

Helpful Hints

A typical Capability Statement should contain a short description of your company

- The type of work you undertake (commercial, industrial, work as a sub-contractor only, etc.)
- Range of skills. Example: Electrical firm – does your company only do residential work or does the company undertake large scale apartment building rehabs? Be clear about what you do
- It is not necessary to include in your company's description things like “we work hard to meet deadlines and work to come in under the budget”. That is implied. That is not unique to you – all companies will represent the same abilities

Helpful Hints

- Now is not the time to use your favorite **bright** bright blinding color on your **Capability Statement** (unless you are an artist or graphic designer and can “make it work”)
- No hard to read or *crazy* fonts (please!)

TYPE OF FONT NOT EASY TO READ

Not a good choice using reflective font
- Visibly appealing
- Use pictures with titles – it can showcase your abilities more than words on a page

Helpful Hints

A typical Capability Statement includes:

- the length of time you have been in business
- surety bond line details
- largest completed projects (if sizable) and companies or agencies you have worked for
- all contact information for the company, including website, cell phone numbers, email, physical location, etc.

Review of a Capability Statement

WIDESCOPE
CONSULTING AND CONTRACTING SERVICES

Widescope Consulting and Contracting Services LLC.
Email: info@widescopeccs.com
Phone: (404) 545-7908
www.widescopeccs.com

FLORIDA:
14466 Kandi Ct. Largo FL 33774

PENNSYLVANIA:
2339 Pineview Dr. Malvern Pa. 19355

CAPABILITIES STATEMENT

CORE COMPETENCIES

Widescope Consulting Contracting and Services customers helps customers meet their technology objectives by providing technical resources to meet their short and long term IT requirements related to the following:

- Staff Augmentation
- Project Management
- Program Management
- Software Development
- Executive Administration

PAST PERFORMANCE

Identified talent, created, managed, and utilized teams made of up contractors in support of multi-million dollar technology and engineering projects.

Blended experience in corporate and military settings.

COMPANY DATA

Widescope Consulting Contracting and Services delivers Information Technology and Staff Augmentation services to the federal government, state and local municipalities.

Widescope CCS strives to be a company that delivers an outstanding work product, yet does not require a lot of maintenance from our government clients. Our goal is to make our clients' jobs easier, not more difficult.

DIFFERENTIATORS

Widescope brings to bare, fast, reliable, immediately productive, experienced resources from multiple disciplines to reduce risk and ensure customer satisfaction. Utilizing customer focused demand management processes, we continuously prepare and develop talent tailored towards the customers needs.

CODES & CERTIFICATIONS

- Service Disabled Veteran Owned Small Business
- Center for Verification Evaluation (CVE) Certified
- Minority Owned Small Business
- DOT certified DBE
- CAGE Code – 743B9
- We Accept Credit & Purchase Cards

NAICS CODES: 541330, 541512, 541611, 541612, 541614, 561320, 541519, 611430

CAGE CODE: 743B9

DUNS NUMBER: 079310444

3 locations – contact information at top of page

Good use of space to tell HOW the company is different

Shows all NAIC codes and certifications



Review of a Capability Statement



Priority Moving, Inc.
9755 Distribution Ave #A
San Diego, CA 92121

Office: 858-689-2525
Toll Free: 800-970-0455
Fax: 858-689-2385
gov@prioritymoving.com
www.prioritymoving.com

NAICS Codes:
238390, 484210, 488991
License: CAL PUC-T 189943
Cage Code: 6K898
DUNS: 117887096
SCAC: PMBY

Certifications
SLBE: 11PM0427
SB: 1148640

CAPABILITY STATEMENT

PAST PERFORMANCE

Community Housing Works
Poway Villas Relocation
\$120,000
Turnagain Arms Relocation
\$148,000
UCSD
Chemistry Lab Relocation
Staff Relocation
\$11,000
MCAS Miramar (Sub)
Barracks Renovation
\$60,000
State of California
Dept. of Industrial Relations
Office Moving
\$5,000

FACILITIES AND EQUIPMENT

- 24,000 sq.ft warehouse
- Security - video surveillance and alarm
- Military (Dept. of Defense) approved warehouse
- Fleet - 14 trucks



Agent for Wheaton Interstate Moving
USDOT 70719 MC 8713

Corporate Overview

Established in 2002, Priority Moving, Inc. is an award winning moving, storage and installation company. We perform over 3,000 relocations per year and are dedicated to deliver a consistently high level of quality and service.

Priority Moving, Inc. is among a few selected companies awarded ProMover™ status. As a ProMover™, Priority Moving, Inc. has been screened and certified to uphold the strictest level of business ethics and financial stability.

Services Provided

MOVING & RELOCATION

- Personal household (local & long distance)
- Office/commercial
- Warehousing/storage
- Project management
- Packing/crating

INSTALLATION & ASSEMBLY

- Office furniture and cubicles
- Modular furniture systems
- Laboratory furniture and equipment installation



Sample Capability Statements

[..\..\Desktop\SAMPLE CAPABILITY STATEMENT-.pdf](#)

[\01 - 147th ST Homes - CAPABILITY STATEMENT](#)

[\02 - DARP Consulting LLC Capability Statement March 2020](#)

[\03 - Sun General Construction Capability Statement 2020.pdf](#)

[\04 - Techchix Capability Statement](#)

Pre-Qualification – Getting Your Foot in the Door

Primes & General Contractors (GCs)

- What Do They Look For?
- Certifications and Qualifying for Projects

Information Databases

- Importance of Accurate Information
- Missed Opportunities



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We value the
opportunity
to be a
partner in
your success

The New Terminal One at JFK
Virtual Office Hours – Monday-Friday 9am-5pm
Contact us at: info@onejfk.com
For more information: www.anewjfk.com

