



BUILDING TRADES EMPLOYERS' ASSOCIATION  
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## **BTEA RELEASES TWO REPORTS REGARDING NEW YORK CITY'S MINORITY AND WOMEN-OWNED BUSINESS PROGRAM**

### ***BTEA President Invites All Stakeholders to BTEA M/WBE Fall Summit***

**New York, NY...** The Building Trades Employers' Association (BTEA) today released two reports on minority and women-owned businesses (M/WBE) in New York.

Louis J. Coletti, BTEA President and CEO said, "The two reports were commissioned in the hope that they will serve as a catalyst for a new discussion between government officials, public policy makers, M/WBE advocates and contractors and BTEA members on a plan to achieve the City's aspirational goals. The first of its kind Capacity Study makes clear that we have to invest more resources into capacity building efforts."

The first study, a groundbreaking capacity analysis, led to the conclusion that the relatively low level of M/WBE capacity in New York City makes it difficult to see how New York's 30% aspirational goals can be met. The Capacity Study measured the capacity of 3,133 MWBE Construction Contractors certified by the NYC Department of Small Business Services. Contract award data covered the three-year period of 2012-2015. Capacity is the dollar value of work that contractor can efficiently perform during a given period.

Dr. Thomas "Danny" Boston, CEO of EuQuant said, "The purpose of this study is to overcome the knowledge gap that exists by measuring the capacity of each M/WBE Construction Contractor that is certified by New York City. To our knowledge, this is the first study of its kind in the nation."

Dr. Boston's report concludes that it is difficult to see how New York City's 30% aspirational goals can be met. Moreover, his report shows that overall only 14.3% of New York City certified M/WBE contractors in the five major industry sectors that are required by the NYC Building code to have licenses in fact have them.

In response to the conclusions of the M/WBE capacity analysis, BTEA also released a second report containing twelve public policy proposal recommendations to reform M/WBE programs and increase the capacity of M/WBE construction companies, which will achieve New York's aspirational goals.

Among the BTEA's policy proposals are 1) increase financial assistance and working capital for M/WBEs, 2) create an effective and reliable M/WBE certification process, 3) establish a New York State General Liability Insurance Fund for small and M/WBE companies, 4) require prequalification of M/WBE contractors, 5) improve payment change order processes and 6) expand technical assistance and mentorship for M/WBEs.

Other recommendations provide reform mechanisms including requiring all City and State Public Agencies and Authorities to establish Small Business Programs for contracts up to \$400,000 and to waive bonding for those projects. Evaluated as a whole, the BTEA recommendations will streamline the M/WBE regulatory framework and will go farther than ever before in advancing the objective of developing minority and women owned businesses that grow and thrive.

Coletti continued, “The BTEA has long supported New York’s aspirational goals and has been committed to developing minority and women owned businesses to grow and thrive. We issued a report in 2007 – Blueprint to the Successful Growth of M/WBE Companies – and yet M/WBEs still face many of the same obstacles we outlined in that report. Our main objective in commissioning these reports was to bring together public policy leaders, M/WBE advocates and contractors and BTEA members to develop an agenda of change and reform that will benefit both the industry and members. Now is the time for all stakeholders to work together toward these goals and that is why today I am inviting all stakeholders to the BTEA’s M/WBE Summit to be held in mid-September.”

#### **About The Building Trades Employers’ Association (BTEA)**

The Building Trades Employers’ Association (BTEA) is the largest contractor association in New York City representing 1,800 construction managers, general contractors and specialty subcontractor firms. In 2015, BTEA contractors had construction revenues of \$35 billion in public and private construction projects in New York City.

#### **About EuQuant**

EuQuant, founded in 1994, is a world class economic and market research company that specializes in providing data analytics and performance evaluations for government agencies, corporations and non-profits. In July of 2011, the *Atlanta Tribune Magazine* ranked EuQuant #2 among black-owned businesses in the State of Georgia, based on its commitment to community, wealth of knowledge, vision, and financial capacity. In 2013, EuQuant was designated the primary data and research analyst for the U.S. Senate Committee on Small Business and Entrepreneurship and has performed pioneering M/WBE business research for the Congressional Black Caucus Foundation, the US Small Business Administration, and the US SBA 8(a) Business Development Program.

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