

The background of the entire page is a detailed architectural blueprint in white lines on a blue background. The blueprint shows various structural elements, including walls, beams, and columns, with numerous technical annotations and callouts. Some visible text in the blueprint includes 'PREPARED METAL FLASHING', 'PROVIDE TEMP CONSTRUCTION FLASHING AND BARRIER DURING CONSTRUCTION PROCESS REMOVE WHEN READY BY SECTION #100', 'REMOVE EXISTING ROOF JOIST STUDS APPLY BARS TO ROOF BACK WITH 1/2\"/>

CBAEC Blackprint

How to Help Black-Owned
Architecture & Engineering
Companies Work for You

CBAEC

COUNCIL OF BLACK ARCHITECTURE AND ENGINEERING COMPANIES

The Council of Black Architecture and Engineering Companies (CBAEC) is an organization comprised of over 20 architecture and engineering firms from across the nation. CBAEC was created to promote the economic development and growth of Black owned and operated architecture and engineering companies. Our members perform architecture design service and every discipline of engineering related to vertical and horizontal infrastructure. With combined resources of over 500 professionals, our purpose is to:

1. Advocate for change in public and private procurement policies that systemically improves Black owned firms' ability to enhance business capacity.
2. Perform analyses of monies awarded to and spent on black owned firms and present reports as well as statistics, industry data and other feedback to public and private agencies and local and federal governments to use this data for the formulation of projects specifically led by Black owned firms and joint ventures.
3. Champion legislation that supports the common interests of Black owned professional service firms.

As we examine the architectural and engineering landscape we know that the Metropolitan New York-Newark-Jersey City Metro area has 2% participation for African-American owned firms. This is 4 to 5 times less than the stated goals in Local Law 1 for projects, both under and above \$1 Million dollars respectively. In an effort to address and change the current levels to meet the legislation outlined in Local Law 1 we propose the following:

1. Use Article 15A and Local Law 1 to set goals for project participation, it specifically states the following percentages: 12% for projects over \$1 million and 9% for projects below \$1 million. Most importantly, fully understand that Local Law 1 has an Enforcement clause (p. 43) that allows departments to pursue primes for not meeting stated goals. Lawfully, you can pursue for liquidated damages for those in violation.
2. When analyzing capital plans, most of you know that the dollars listed are for construction cost of projects. Typically 10% of that amount equals the professional services fee. Breaking that fee down to full time equivalents (FTE) conservatively equates to 4 FTE's for every \$10 million in construction cost. Considering this, a 20 person firm could easily handle a call-in, in fact it could handle several. As noted above we have roughly 1,000 professional staff in CBAEC as a collective and have more than adequate resources to handle multi-million dollar contracts. Therefore, when we account for the facts, there is no capacity issue, it is simple a myth regurgitated by those in our industry.
3. Encourage and support our firms priming and pursuing larger portions of projects, not simply teaming with larger firms. Ask companies if they have considered priming, and if not suggest using a team of firms.
4. Establish a PPP (Project Partnership Program) that focuses on awarding projects to our firms. Create a pool of projects in an effort to meet the goals stated for African-Americans in Local Law 1.
5. Address restrictive procurements that present obstacles to our firms, i.e. over qualifying resources: 10 P.E.'s for a project with a \$2 million dollar fee. Also requiring detailed

experience with metropolitan area codes can be an obstacle for those entering the market to establish a presence.

6. Require teams to include our firms on larger billion dollar projects (Program Management, Aviation, Transit, etc.) from the outset for 30% of the job. JV's/Primes should not be allowed to add us after the shortlist, we should be on the project upfront.
7. Cash flow can become an issue once selected. MWBEs don't have the kind of line of credit required to operate for months and months without getting paid by the agency (as a prime). Government must develop a program to assist MWBEs (professional services) with financing/operating capital in a substantial way. There has to be a commitment/law from government to address prompt payment from the agency. As a sub, primes do not pay within the required time in the contract. Agencies need to properly monitor and punish primes that do not comply with payment requirements. This should be considered a breach of contract. This must be factored in their evaluation and in project selection.