

SKANSKA



NEW YORK UNIVERSITY



Small Business
Services



Construction Management Building Blocks Program

Presented by:

Skanska USA Inc.

New York University

NYC Department of Small Business Services



About the Program

The Construction Management Building Blocks Training Program is designed to introduce and familiarize minority, women, local and veteran owned business contractors with various business management tools necessary for becoming strong enterprises. The program is uniquely designed to enhance the technical, administrative and managerial skills of minority and women, local and veteran businesses. It will not only help these entities grow but ensure that their growth is sustained. The program offers contractors the opportunity to become economically viable business enterprises that have a reputation for managing construction projects efficiently and effectively, all while also developing and sustaining a relationship with Skanska.

Participants enrolled in the program will gain construction industry insights and learn about meaningful tools that will help them manage and guide their businesses through growth. An additional benefit of enrollment is the opportunity to develop and grow their business by creating new business relationships with other companies. To-date, there are over 250 local contractors who have graduated from this program.



Goals of the Training

The objective of the program is to provide training in the fundamental areas of construction business management, as well as to provide opportunities to network with other contractors, develop and sustain relationships with key personnel within Skanska USA, New York University and other relevant business organizations. The program addresses topics that are traditionally challenging for minority and women, local and veteran business contractors.

Who Should Attend

Minority and women, local and veteran contractors from the New York area including the five boroughs of Manhattan and northern New Jersey. Each participant who completes the course will receive a certificate of completion, form new business relationships and be exposed to possible bidding opportunities on various Skanska projects. All contractors should meet the minimum qualifications listed on the contractor profile form.



About the Training

The Program is an introductory training program that covers the full array of strategies, techniques and tools that minority and women, local and veteran businesses need to succeed in the construction industry.

The information is organized in a format tailored to contractors, subcontractors, trades-people, managers, superintendents, supervisors and project managers. Topics such as estimating/bidding, purchasing, project management, project planning, financial management, access to capital and construction law are just some of the areas that are covered throughout the program.

Participants will learn:

- Strategies on how to market their businesses effectively
- The differences between CCIP and OCCIP Insurance Programs
- What is subguard and what does it mean to you?
- Foundations of construction finance
- Construction law
- How to effectively respond to RFP's
- How to effectively manage a construction project
- How to work safely - OSHA requirements, Safety Planning and Training
- Understanding PLA Agreements and how to work with the unions

Class instructors are drawn from the Skanska USA Inc. executive team, as well as from other professionals who are industry leaders. They will provide real world experiences and examples of construction management. Participants will find the format to include lectures, group discussions and hands-on demonstrations of proven business practices.

Each participant who completes the course will receive a certificate of completion.



Construction Management Building Blocks Project Specific Program and Lunch and Learn

Welcome Ceremony/ Lunch and Learn

There will be a welcome/reception and lunch and learn regarding the 370 Jay Street project on **Wednesday, September 24, 2014, 9:30AM - 12:30PM.**
Registration begins at 8:30AM.

NYU Polytechnic School
Pfizer Auditorium
5 Metro Tech Center
Brooklyn, NY

Do not delay - Register now!

The eight-week program runs from **Tuesday, October 14, 2014** thru **Thursday, November 13, 2014**

If you are interested in the eight-week program complete the registration / contractor profile at the below link.

<https://partners.skanska.com/usa/teams/NDC/nybbp/2014reg>

If you have questions about this event, please contact:

Van Thompson via e-mail at diversity.ny@skanska.com, via telephone at **917.438.4500.**

Program Overview

All classes run from 6PM - 8PM with the exception of October 21, 2014

Date	Time	Event	Location	Instructor
September 24, 2014	9:30AM - 12:30PM Registration begins at 8:30AM	Opening Building Blocks 370 Jay St Lunch and Learn / NYU Project	NYU Polytechnic School Pfizer Auditorium 5 Metro Tech Center Brooklyn, NY	David Martin, Van Thompson, John Gunning and Michael Cox
October 14, 2014	6PM - 8PM	Safety and IFE Field Management and Techniques	1 Metro Tech Center Room 1930/1931 Jacobs Seminar Room Brooklyn, NY	David Korman and Andrew Schroder
October 16, 2014	6PM - 8PM	Business Development	1 Metro Tech Center Room 1930/1931 Jacobs Seminar Room Brooklyn, NY	David Munoz
October 21, 2014	5PM* - 8PM	The Construction Contract Part I & II	Skanska USA Building Empire State Building 350 Fifth Ave, 32nd Floor New York, NY 10118	Lynn Shavelson
October 28, 2014	6PM - 8PM	Construction Accounting Part I & II	1 Metro Tech Center Room 1930/1931 Jacobs Seminar Room Brooklyn, NY	Angela Moulton, Danielle Siringo and Tracy Johnson
October 30, 2014	6PM - 8PM	Human Resources	1 Metro Tech Center Room 1930/1931 Jacobs Seminar Room Brooklyn, NY	Michael Maldonado and Naeisha Williams
November 4, 2014	6PM - 8PM	Access to Capital and Bonding Programs	Skanska USA Building Empire State Building 350 Fifth Ave, 32nd Floor New York, NY 10118	Edward Johnston
November 11, 2014	6PM - 8PM	Scheduling	1 Metro Tech Center Room 1930/1931 Jacobs Seminar Room Brooklyn, NY	Jennifer Buermann
November 13, 2014	6PM - 8PM	Doing work with Skanska/ Bidding/Prequalification	1 Metro Tech Center Room 1930/1931 Jacobs Seminar Room Brooklyn, NY	Sharlett Williams, Stacey Sturrock and Carmen Rainieri
November 19, 2014	6PM - 8PM	Completion Ceremony	1 Metro Tech Center Room 1930/1931 Jacobs Seminar Room Brooklyn, NY	Skanska USA and New York University

*Note: early start time

Skanska USA Inc.

Skanska USA is one of the largest, most financially sound construction networks in the country consisting of four business units: Skanska USA Building, which specializes in building construction; Skanska USA Civil, which is focused on civil infrastructure; Skanska Infrastructure Development, which develops public-private partnerships; and, Skanska Commercial Development, which pursues commercial development initiatives in select U.S. markets. Headquartered in New York with 39 offices across the country, Skanska USA has approximately 9,600 employees and its 2013 revenues were \$6.7 billion, representing almost 34 percent of Skanska's global revenues.

Skanska is one of the world's leading project development and construction groups with expertise in construction, development of commercial and residential projects and public-private partnerships. The Group currently has 52,000 employees in selected home markets in Europe, in the U.S. and Latin America. Headquartered in Stockholm, Sweden and listed on the Stockholm Stock Exchange, Skanska's sales in 2013 totaled \$21 billion.

New York University

New York University ("NYU") was founded in New York City in 1831 and is the largest private University in the United States. NYU is recognized internationally for the quality of its undergraduate and graduate degree programs, which attract students and faculty from across the U.S. and around the world. Enrollment at NYU has grown to more than 40,000 students and is composed of 18 Schools. NYU also operates numerous research and study abroad programs around the world.

Background

In 2011, as part of New York City's solicitation for colleges and universities from around the world to develop an applied science campus in New York City, New York University and NYU-Poly, along with a consortium of universities and international technology companies, proposed the Center for Urban Science and Progress (CUSP), an academic cooperative that functions in collaboration with the city. The proposal called for a location in Downtown Brooklyn, given NYU's desire for siting the new CUSP program near NYU-Poly (formerly Brooklyn Polytechnic Institute which was affiliated with and now merged fully as NYU's engineering school).

In the spring of 2012, NYC's Economic Development Corporation, NYU and the MTA entered into an agreement to repurpose 370 Jay Street, house CUSP and create a hub for research, entrepreneurship, and science. Since then, NYU has developed a plan for the 370 Jay Street building that reflects the goals of CUSP and fits well within the broader downtown Brooklyn community's shift in building out a tech sector.

The University's plan calls for a major renovation of the interior and exterior of the building and will locate education and entrepreneurial space in the facility. A major emphasis of the design is on sustainability and better integration it into the community, particularly at the street-level. The entire façade will be carefully restored and cleaned, which will bring the limestone back to its original hew and preserve the original layout of the limestone panels. New windows with fixed exterior shading devices will be set into the masonry at varying depths, which will optimize daylight and solar heat inside of the building and provide some subtle visual contrasts along the large Jay Street façade. In addition, the building will undergo abatement and receive new mechanical, plumbing, and electrical systems with a one-megawatt micro turbine.

The New York City Department of Small Business Services

The Department of Small Business Services (SBS) makes it easier for businesses in New York City to start, operate and expand by providing direct assistance to business owners, fostering neighborhood development in commercial districts, and linking employers to a skilled and qualified workforce. For more information on all of SBS' services, go to www.nyc.gov/sbs.