

New York State Service-Disabled Veteran-Owned Business Act (SDVOB Act)  
Approved Utilization Plans/Waivers

|                     |                                 |
|---------------------|---------------------------------|
| <b>Agency Name:</b> | <b>Empire State Development</b> |
| <b>Fiscal Year:</b> | 2020-2021                       |
| <b>Date:</b>        | 8/25/2021                       |

|                                 |  |
|---------------------------------|--|
| <b>SDVOB Compliance Person:</b> | Alejandra Villanueva   |
| <b>Title:</b>                   | Senior Director, OCSD  |
| <b>Email Address:</b>           | <a href="mailto:Alejandra.Villanueva@esd.ny.gov">Alejandra.Villanueva@esd.ny.gov</a> |

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| <b>(1) Description of Contract Scope</b> |
| Construction                             |
| Non-Construction                         |
| Commodities                              |
| Services                                 |
| Services & Commodities                   |

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| <b>(2) Description of Approved Waiver</b>                        |
| Lack of SDVOBs available   |
| SDVOBs were unresponsive   |
| Insufficient subcontracting opportunities                        |
| Specialized work/knowledge/equipment required                    |
| Location impacted availability                                   |
| SDVOBs responded to solicitation but declined to bid             |
| Change in budget and/or phasing limited scope for subcontracting |
| Change in timeline affected SDVOB utilization and availability   |
| SDVOBs bid(s) were too high compared to non-SDVOB                |
| No SDVOB waiver requested  |
| Other  |

| Contract Number | Prime Contractor Name   | Contract Term Dates     | Contract Amount     | (1) Description of Contract Scope | SDVOB Certified Subcontractor Name                    | (1) Description of Subcontract Scope | (2) Description of Approved Waiver |
|-----------------|---|-------------------------|---------------------|-----------------------------------|---|--------------------------------------|------------------------------------|
| 10193           | TROWBRIDGE WOLF MICHAELS<br>LANDSCAPE ARCHITECTS                | 12/31/2016 - 12/31/2022 | \$ 3,739,860.00     | Services / Consultants (SC)       | Encorus Group Engineering, P.C.                       | Services                             | No SDVOB waiver requested          |
| 10292           | SKANSKA USA Civil Northeast, Inc.                               | 1/1/2017 - 9/1/2022     | \$ 1,418,234,831.00 | Construction (CN)                 | Spearhead Construction, LLC                           | Construction                         | No SDVOB waiver requested          |
| 11426           | LABELLA ASSOCIATES PC   | 7/18/2018 - 6/30/2019   | \$ 300,000.00       | Construction Consultants (CC)     | TOLMAN ENGINEERING, ARCHITECTURE &<br>SURVEYING, PLLC | Services                             | No SDVOB waiver requested          |
| 12126           | LABELLA ASSOCIATES PC   | 7/29/2019 - 6/10/2020   | \$ 58,586.42        | Construction Consultants (CC)     | Trophy Point, LLC                                     | Services                             | No SDVOB waiver requested          |
| 12215           | LABELLA ASSOCIATES PC   | 10/2/2019 - 4/30/2020   | \$ 300,000.00       | Services / Consultants (SC)       | PATRIOT DESIGN, LLC                                   | Services                             | No SDVOB waiver requested          |
| 12216           | BFJ Planning  | 8/22/2019 - 11/15/2020  | \$ 300,000.00       | Services / Consultants (SC)       | KB Engineering & Consulting, PLLC                     | Services                             | No SDVOB waiver requested          |
| 12218           | BERGMANN ASSOCIATES INC   | 10/7/2019 - 11/15/2020  | \$ 600,000.00       | Services / Consultants (SC)       | STC Design  | Services                             | No SDVOB waiver requested          |
| 12221           | VHB ENGINEERING, SURVEYING AND<br>LANDSCAPE                     | 8/22/2019 - 11/15/2020  | \$ 300,000.00       | Services / Consultants (SC)       | Trophy Point, LLC                                     | Services                             | No SDVOB waiver requested          |
| 12325           | M.J. Engineering and Land Surveying,<br>P.C.                    | 9/10/2019 - 11/15/2020  | \$ 300,000.00       | Services / Consultants (SC)       | Captain Consultants, LLC                              | Services                             | No SDVOB waiver requested          |
| 12472           | CJS Architects  | 2/26/2020 - 11/30/2020  | \$ 266,800.00       | Services / Consultants (SC)       | Trophy Point, LLC                                     | Services                             | No SDVOB waiver requested          |
| 12574           | Nature's Way Environmental<br>Consultants & Contractors, Inc.   | 3/27/2020 - 2/15/2021   | \$ 145,500.00       | Services / Consultants (SC)       | DV Enterprises of WNY, LLC                            | Services                             | No SDVOB waiver requested          |
| 12600           | VHB ENGINEERING, SURVEYING AND<br>LANDSCAPE                     | 2/1/2020 - 8/31/2021    | \$ 259,100.00       | Construction Consultants (CC)     | SharpLens Photography, LLC                            | Services                             | No SDVOB waiver requested          |
| 12607           | Regional Environmental Demolition,<br>Inc.                      | 4/6/2020 - 7/3/2020     | \$ 730,040.00       | Construction (CN)                 | Laubacker Enterprises, Inc.                           | Construction                         | No SDVOB waiver requested          |
| 12717           | LiRo Engineers Inc.   | 4/1/2020 - 9/30/2021    | \$ 230,000.00       | Services / Consultants (SC)       | Global Urban Enterprise LLC                           | Services                             | No SDVOB waiver requested          |
| 13018           | Renee Sacks Associates, Inc.                                    | 3/2/2020 - 1/7/2021     | \$ 358,671.00       | Services / Consultants (SC)       | Niles Advertising & Display Solutions, Inc.           | Services                             | No SDVOB waiver requested          |
| 13042           | EFPR GROUP CPAS PLLC  | 1/14/2021 - 6/30/2023   | \$ 1,248,500.00     | Services / Consultants (SC)       | RJ Williams Consulting, LLC                           | Services                             | No SDVOB waiver requested          |
| 13043           | EFPR GROUP CPAS PLLC  | 1/14/2021 - 6/30/2023   | \$ 1,300,000.00     | Services / Consultants (SC)       | RJ Williams Group, CPAs, PLLC                         | Services                             | No SDVOB waiver requested          |
| 131,943         | The Research Foundation for The State<br>University of New York | 2/21/2019 - 4/1/2024    | \$ 300,000,000.00   | Construction (CN)                 | OCM Construction Inc.                                 | Construction                         | No SDVOB waiver requested          |
| 131,967         | Greater Syracuse Soundstage                                     | 6/1/2018 - 12/31/2019   | \$ 1,700,000.00     | Commodities (C)                   | Tony Baird Electronics, Inc.                          | Commodities                          | No SDVOB waiver requested          |
| 132,493         | Immediate Mailing Services, Inc.                                | 12/18/2018 - 12/31/2019 | \$ 450,000.00       | Construction (CN)                 | Michael McConnell Concrete, Inc (SDVOB)               | Construction                         | No SDVOB waiver requested          |
| 132,493         | Immediate Mailing Services, Inc.                                | 12/18/2018 - 12/31/2019 | \$ 450,000.00       | Construction (CN)                 | Christopher J. Geherin                                | Construction                         | No SDVOB waiver requested          |
| 132,551         | Sibley Mixed Use LLC  | 1/2/2019 - 1/2/2022     | \$ 600,000.00       | Construction (CN)                 | Global Urban Enterprise LLC                           | Construction                         | No SDVOB waiver requested          |
| 133,097         | Rochester City of   | 10/31/2018 - 12/31/2022 | \$ 5,000,000.00     | Construction (CN)                 | Trophy Point, LLC                                     | Services                             | No SDVOB waiver requested          |
| 133,153         | Cree, Inc.  | 1/2/2020 - 12/1/2021    | \$ 500,000,000.00   | Construction (CN)                 | OCM Construction Inc.                                 | Construction                         | No SDVOB waiver requested          |
| 133,280         | M A POLCE CONSULTING INC  | 12/19/2019 - 10/20/2020 | \$ 260,000.00       | Construction (CN)                 | Thompson Appliance, Inc.                              | Commodities                          | No SDVOB waiver requested          |
| 133,375         | TESSY PLASTICS  | 3/30/2020 - 1/1/2021    | \$ 2,000,000.00     | Construction (CN)                 | Tony Baird Electronics, Inc.                          | Commodities                          | No SDVOB waiver requested          |
| 133,480         | MALTA TOWN OF   | 12/1/2019 - 7/1/2021    | \$ 19,899.00        | Services / Consultants (SC)       | KB Engineering & Consulting, PLLC                     | Services                             | No SDVOB waiver requested          |

| Contract Number                                  | Prime Contractor Name          | Contract Term Dates     | Contract Amount   | (1) Description of Contract Scope | SDVOB Certified Subcontractor Name                            | (1) Description of Subcontract Scope | (2) Description of Approved Waiver                               |
|--|--------------------------------|-------------------------|-------------------|-----------------------------------|---|--------------------------------------|--|
| 133,507  | CenterState CEO                | 12/19/2019 - 12/31/2021 | \$ 150,000.00     | Services / Consultants (SC)       | Todd Alan Torrance dba Zero Point Aerial and Zero Point Audio | Services                             | No SDVOB waiver requested  |
| 128,448 (Z832),<br>127,032 (W035)<br>and 133,897 | National Urban League          | 5/1/2015 - 12/31/2021   | \$ 10,500,000.00  | Construction (CN)                 | Menotti Enterprise LLC  | Services                             | No SDVOB waiver requested  |
| AA490 & AC396                                    | Syracuse University            | 4/1/2017 - 6/30/2019    | \$ 14,500,000.00  | Construction (CN)                 | Welch Construction  | Construction                         | No SDVOB waiver requested  |
| AA490 & AC396                                    | Syracuse University            | 4/1/2017 - 6/30/2019    | \$ 14,500,000.00  | Construction (CN)                 | American Veteran Enterprise Team LLC                          | Construction                         | No SDVOB waiver requested  |
| AA490 & AC396                                    | Syracuse University            | 4/1/2017 - 6/30/2019    | \$ 14,500,000.00  | Construction (CN)                 | Christopher J. Geherin  | Construction                         | No SDVOB waiver requested  |
| AC537  | REGENERON PHARMACEUTICALS      | 1/1/2018 - 1/31/2025    | \$ 70,000,000.00  | Construction (CN)                 | OCM Construction Inc.   | Construction                         | No SDVOB waiver requested  |
| AC543  | Prison City Brewing, LLC       | 1/28/2018 - 1/31/2019   | \$ 900,000.00     | Construction (CN)                 | Christopher J. Geherin  | Construction                         | No SDVOB waiver requested  |
| AC543  | Prison City Brewing, LLC       | 1/28/2018 - 1/31/2019   | \$ 900,000.00     | Construction (CN)                 | Veterans HVAC LLC   | Construction                         | No SDVOB waiver requested  |
| BPR- Arena                                       | New York Arena Partners        | 12/19/2017 - 12/31/2021 | \$ 604,000,000.00 | Construction (CN)                 | WeldStream, LLC   | Construction                         | No SDVOB waiver requested  |
| BPR- Arena                                       | New York Arena Partners        | 12/19/2017 - 12/31/2021 | \$ 604,000,000.00 | Construction (CN)                 | MSP Contracting LLC   | Commodities                          | No SDVOB waiver requested  |
| BPR- Arena                                       | New York Arena Partners        | 12/19/2017 - 12/31/2021 | \$ 604,000,000.00 | Construction (CN)                 | VETERAN ELECTRICAL SUPPLY INCORPORATED                        | Commodities                          | No SDVOB waiver requested  |
| Z207   | RESEARCH FOUNDATION OF SUNY    | 2/1/2015 - 12/31/2017   | \$ 19,000,000.00  | Commodities (C)                   | Harpdata LLC  | Services                             | No SDVOB waiver requested  |
| Z703   | LOCKPORT, CITY OF              | 3/1/2015 - 3/1/2017     | \$ 1,315,493.00   | Construction (CN)                 | Nowak Industrial LLC  | Construction                         | No SDVOB waiver requested  |
| 11424  | BFJ Planning                   | 7/1/2018 - 11/17/2020   | \$ 300,000.00     | Services / Consultants (SC)       |   |                                      | Change in budget and/or phasing limited scope for subcontracting |
| 12682  | FXCollaborative Architects LLP | 2/14/2020 - 8/31/2021   | \$ 590,000.00     | Construction Consultants (CC)     |   |                                      | Change in budget and/or phasing limited scope for subcontracting |