



Resources and Advocacy for the construction industry

THIS ISSUE:

THE REASON WE EXIST

We highlight a new report by the NYS Comptrollers office that concludes that discrimination continues for MWBEs

WHY SAFETY MATTERS...

Business owners that keep an eye on employee safety, minimize risks and protect their bottom line.

NYS INCREASES MWBE PARTICIPATION TO 30%

New York's Governor recently increased MWBE participation to 30%, yet we know most MWBE will still be locked out.

COFFEE VISITS BY EC

Economic Cornerstone has been visiting our MWBE team with complimentary boxes of coffee in preparations for our discussions with developers

*Economic Cornerstone -
Taking on Developers that Dodge
Minority Hiring Requirements*



The Reason We Exist: Comptrollers Report Concludes Discrimination

Economic Cornerstone has, as its mission, taken on developers that dodge minority hiring requirements for good reason. A report compiled by the NYS Comptroller, Thomas P. DiNapoli's office, supports what we've all known, yet few do anything about. This report was compiled after the completion of New York States Disparity Study completed July 2010.



Although 29 percent of firms were identified as MWBEs in the disparity study, only 5 percent of New York's contracting and purchasing dollars were spent with MWBE firms from State fiscal years 2004 through 2008. The study concluded that the statistical and anecdotal evidence supports the conclusion that these outcomes are the result of discrimination.

Agency performance data over the last three years show that utilization of MWBE firms continues to be relatively stagnant. The combined percentage of MWBE utilization increased only 1.5 percentage points from 8.1 percent of agency expenditures in State fiscal year 2007-08 to 9.6 percent in 2009-10. Gov. Andrew M. Cuomo has set a new state goal to award 30 percent of government contracts to MWBEs. We have a long way to go to catch up.

We don't buy the excuses developers give, and with you on our team, we will prove that MWBEs exist and are capable of self-performing the work necessary. It's time to meet the spirit of the law!

29 Broadway, 19 Fl. New York, NY 10004

212.986.3196 212.656.1213 fax www.economiccornerstone.com



NYS Increases MWBE participation to 30%

Gov. Andrew M. Cuomo has set a new state goal to award 30 percent of government contracts to minority and women-owned business enterprises, while recently also signing legislation meant to boost their participation. He disclosed that the state's MWBE utilization reached 25 percent of contracts, a total of nearly \$2 billion, surpassing the original 20 percent commitment he made in 2011.

As Newsday reported, the state "continues to be a leader and pioneer in MWBE utilization in the nation," said Phil Andrews, president of the Long Island African American Chamber of Commerce, which is working toward increasing the number of certified MWBEs in its member network.

The new law and goal means business owners will be taking a chance and hiring more people.



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Why Safety Matters...

It sounds obvious that promoting a safe environment at your company is good for the bottom line. Think about it. Injured employees aren't productive and end up costing your company money. Employees that feel cared for are more loyal, work harder and contribute more to your bottom line. You can build an empire with workers you can count on. You'll lose out to your competition when you can't.

The recent death of a window washer in Tribeca, who fell from scaffolding and plummeted five floors to his death, is an extreme example. The victim was not wearing a harness at the time of the fatal accident. It is an accident that could have been avoided. It is now a nightmare not only for the

family of the worker, but also for the business owner.

Injuries result in paying wages for an unproductive employee and in increased workers' compensation premiums. This increases your cost of doing business and hurts your bottom line. A safer competitor with lower coverage costs will now be able to outbid you.



Coffee Visits by EC



Carl Evans



Daniel Odescalchi



Directors Carl Evans and Daniel Odescalchi have been stopping by and dropping off boxes of coffee courtesy of Economic Cornerstone. It's our way of saying welcome to our team. We want to effectively advocate on behalf of all MWBE and our team must be prepared. It is important that we know who you are and your capabilities so when the Port Authority and other agencies ask for help in meeting their M/W/DBE requirements, we know who to refer. We want to ensure MWDBEs get the work they are supposed to. Let's work together to rebuild NYC!

Economic Cornerstone - 29 Broadway, 19 Fl. New York, NY 10004