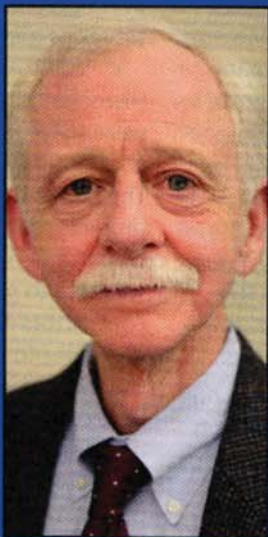


TDX CONSTRUCTION



JAMES H. JONES, P.E.



LOGAN L. HURST



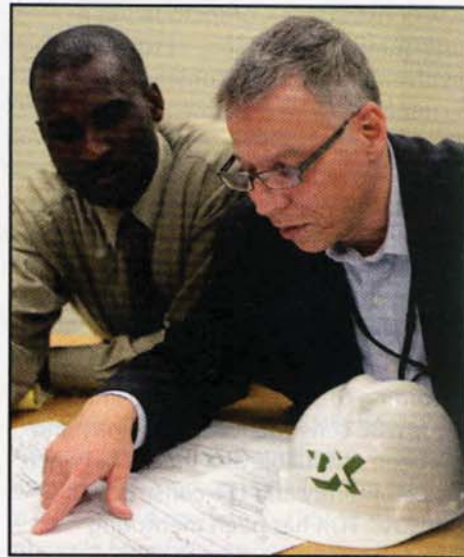
JOSEPH J. FITZPATRICK

Building the next generation of transportation contractors

Photography © Evan Buxbaum

Regularly ranked as one of the 10 largest CMs in the region, TDX Construction Corporation is proud to have built many of New York's premier buildings and facilities.

Since 1981, TDX is a vital part of New York's communities through its construction accomplishments and the way in which it builds New York's businesses through mentorship, training and capacity building.



Teach how you work,
and work how you teach.

JAMES H. JONES
President, TDX Construction

"Teach how you work, and work how you teach." That sums up the philosophy that TDX Construction Corporation applies in every project it undertakes. TDX serves as MTA's SBMP construction manager, along with its sub-consultants, Citnalta Construction Corporation, Fritch Construction, Howell Industries, and Sacks Communications, Inc.

"We didn't start out as mentors," says James Jones, TDX's President and the firm's co-founder.

With over 40 years of construction experience and widely recognized as one of New York's top construction professionals, Jones is passionate about the integration of mentoring concepts to ensure on-time, on-budget and safe project delivery.

According to Jones, "Mentoring is not an add-on in our firm. It drives our building approach."

"If you want to deliver a project successfully, you need to make sure that your consultants and contractors are all on point," explains Jones. To facilitate project success, TDX has honed basic mentoring concepts that resonate within its company as well as the subcontractors and sub-consultants participating on a project.

TDX Construction Corporation has a long-standing commitment to increasing involvement in public construction work by minority-owned, women-owned, disadvantaged and small business enterprises. The firm's efforts were significantly enhanced in 2004 through its partnership with Howell Industries, which provides outreach and training services on TDX project at OGS, NYC SCA, DASNY and the Brooklyn Navy Yard.

According to Jones, "Bill Howell knows the MWBE construction community and has been invaluable as a bridge between the community and the construction industry." TDX has been mentoring M/W/LBE contractors for the NYC School Construction Authority since 1993 and is the only firm to have served continuously as a CM in the SCA's Mentor Program since the program's inception. TDX has integrated MWBE contractors into major projects at Harlem Hospital Center, Bronx Community College and numerous projects for the Dormitory Authority of the State of New York.

Access to capital and bonding as well as union transition are additional components of TDX's mentorship initiatives. James Jones, TDX's President, is also the President of the Building

Contractors Association of New York, New York's leading association of over 300 unionized construction contractors and general contractors. His commitment to mentoring that guides small businesses to better navigate union construction projects has been instrumental in many firms becoming union contractors and creating a stronger platform for their business growth.

"Jimmy Jones is a rare construction professional," says Paul O'Brien, BCA's Executive Director. "His passion for the industry resonates in everything he does — for his company, his clients and the industry at large."

BREAKING NEW GROUND AT THE MTA

It's a new day at the MTA, and TDX has taken the lead again in the design and implementation of the Metropolitan Transportation Authority's new Small Business Development Program with a focused eye on the MTA's Small Business Mentoring Program.

The new program launched in the fall of 2010 marked the start of a new business paradigm for the MTA. The new Small Business Mentoring Program (SBMP) is providing small business contractors, including minority and women-owned

and disadvantaged business enterprises, the opportunity to compete for projects up to \$1 million from each of the seven operating agencies within the MTA. For these projects, the MTA SBMP contractor serves as general contractor.

Historically, the MTA agency's projects were so large that smaller construction contractors were not able to bid. The program creates a new level of projects that facilitates entry into MTA construction by small businesses and will help to grow a new generation of contractors for the MTA's construction program. In this program, SBMP contractors, many of whom have had little experience as general contractors, now have the opportunity to manage projects from pre-construction through project delivery and final close out.

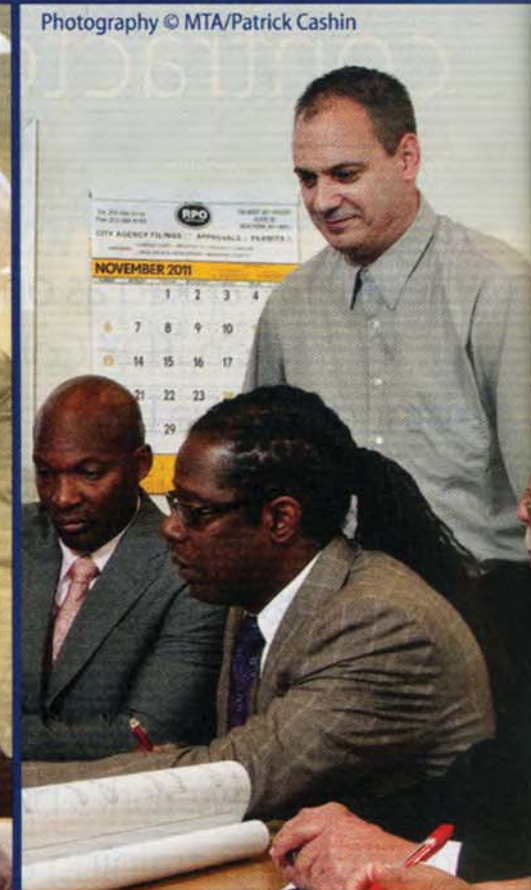
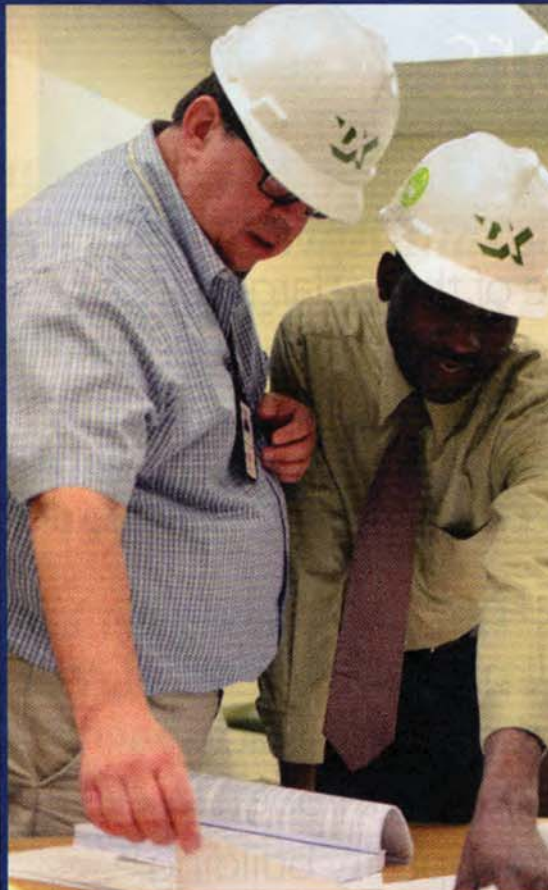
HOW THE PROGRAM WORKS

TDX and its team have been charged with the comprehensive management of the program including contractor pre-qualification, in-class training, field construction mentoring and other related project management and counseling services.

Photography © MTA/Patrick Cashin



Photography © MTA/Patrick Cashin



More than 140 contractors have been pre-qualified to enter the program and to bid on select MTA projects. Additional contractors will be added to the program semi-annually. Contractors are eligible to participate in the program for a maximum of four years (Tier 1) at which point they may apply to enter the MTA Graduate Mentor Program (Tier 2) which will provide them the opportunity to bid on select larger projects, and to carry them out without the construction manager's assistance.

The MTA SBMP Program had a first year construction target of \$10 million, with projects typically ranging in size from \$100,000 to \$1,000,000. The target was exceeded, with more than \$13 million of award in the first year. The program will increase in size by roughly 50% annually up to the legislative cap of \$100 million. The seven MTA operating agencies have identified projects that the mentoring contractors will bid. For each project, the TDX team identifies up to eight suitably qualified mentor contractors and the projects are bid. The CM does not provide specific guidance during the bidding process but will provide post-bid reviews for the unsuccessful bidders and facilitate the learning curve on agency projects with awarded bidders.

INNOVATION PRODUCES CHANGE

"There's always a risk to innovation, especially in a challenging economic environment," explains James Jones, President of TDX Construction. In 2009 when Michael Garner left the SCA to move to the MTA, all the specifics of the proposed program were up for discussion. "He has developed a management plan that has involved all stakeholders and was able to overcome internal resistance," says Jones. This has now paved the way for an entire agency to take a look at the way it does business with small businesses and in general.

Ron Saporita, MTA's Director of Construction Oversight and a former colleague of Garner's at the SCA, agrees.

"The MTA is a large agency with a lot of moving parts and different wheels. The new small business programs are changing the way the entire agency is doing business. We have looked at payment schedules, bidding and contract procedures and other aspects of the procurement process to make it easier and more feasible for small contractors to do business with us. This complements our review of how we are doing business in general," says Saporita.

"In reviewing the year 1 progress of the MTA SBMP, many changes have occurred at the MTA," adds Paul J. Vitale, TDX's SBMP Program Manager. "And these changes have made a significant difference for easing the process for working with a large agency such as the MTA. For example, contract awards, payments, closeouts, change orders, submittals and RFIs have all been fast-tracked to facilitate the small contractors' ability to perform and complete a project."

MUTUALLY REWARDING BENEFITS

"Although there were significant resources needed on behalf of the MTA to initiate and operate the SBMP, it's a mutually beneficial opportunity on both sides," explains Saporita. "From start to finish, the six-year, two-tier program allows contractors to learn about MTA construction while enjoying a new stream of revenue, and the MTA gets to increase its pool of qualified contractors. It's a win for everyone." ■

