March 19, 2020

Office of the Governor of New York State
Governor Andrew Cuomo
State Capitol
Albany, NY 12224

Dear Governor Cuomo:

We applaud your leadership during the current COVID-19 crisis. This is a difficult time for all New Yorkers, and your administration’s efforts on behalf of the state are much needed and appreciated.

In our industry, a key side effect from the current crisis involves cash flow from public entities. This disruption is causing a negative rippling effect within our member design firms, which will result in laying off employees. This will further reduce tax revenues and add to unemployment burdens.

To reduce the risk of these adverse occurrences, ACEC New York is recommending that government entities pay all outstanding invoices within 15 days and review/audit at the time these existing contracts are closed. In addition, we would like your commitment to pay future invoices within 30 days. This will allow companies to maintain employees while providing essential work on infrastructure and related projects during this difficult time. This process will significantly improve a firm’s ability to maintain a modicum of normalcy and keep as many professional New Yorkers employed as possible. This is especially important for small firms, including MWBE firms, who face even greater cash flow challenges.

Thank you for your attention to this important manner, and I look forward to discussing further with your administration. Please feel free to use us as a resource with the design industry during this most challenging time.

Sincerely

[Signature]

Jay Simson, CAE
President & CEO