Infrastructure: Planes, Trains & Automobiles – and What About P3s?

These primes have work and share an interest in building bondable contractors who can help them build the infrastructure of the United States, including the public-private partnership (P3) procurement method.

Angela Berry Roberson, Ferrovial Agroman
Kai Earle-Marion, Lane Construction
Simeon Terry, Austin Commercial**

Moderator: Wande Leintu, Metropolitan Washington Airports Authority

**Denotes NFDC Board Member
The Surety & Fidelity Association of America (SFAA) is a trade association of more than 450 insurance companies that write the vast majority of surety and fidelity bonds in the U.S. SFAA is licensed as a rating or advisory organization in all states and it has been designated by state insurance departments as a statistical agent for the reporting of fidelity and surety experience.

"Diversity is the one true thing we all have in common. Celebrate it every day."
- Anonymous

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Angela Berry Roberson is the Director of Diversity Contract Compliance for Ferrovial Agroman US Construction Companies (FAUSCC). She is responsible for managing the comprehensive diversity and civil rights contract requirements, program management and compliance for the company’s U.S. projects and Ferrovial affiliate companies.

Patricia Bonilla started Lunacon Construction out of her garage during the recession. Under her leadership, the company proactively fosters an environment where highly experienced and well-trained professionals passionately build with excellence. Ms. Bonilla obtained key certifications, most of which have qualified the company to perform work for the Federal Government. Lunacon has expanded its portfolio of projects along with expanding its bonding capacity from $250,000 to $40 million since 2007. Ms. Bonilla’s ability to lead the Lunacon team is inspiring and has guided the organization to flourish from $100,000 revenue in 2007 to its $14,500,000 projection.

Joanne Brooks began her career at Fidelity and Deposit Company of Maryland, later Zurich Insurance Company, where she held positions from Claims Attorney to Senior Vice President and Chief Underwriting Officer of Zurich Surety. She briefly joined Hanover Insurance Company as Chief Risk Officer before joining The Surety and Fidelity Association of America in 2013. Ms. Brooks has co-authored several publications for the American Bar Association and has given numerous presentations for industry groups, as well as many trade associations and panels. Ms. Brooks is an American Bar Association Fellow, serves on the board of the National Forum for Diversity in Construction, is Chair of the 2017 Contract Content Advisory Council and was named the 2016 Best Surety Executive for Minority Companies by the Maryland Washington Minority Companies Association.

As former Vice President at JE Dunn Construction, one of America’s largest general contractors, Marvin Carolina is a diversity and inclusion leader with over a decade of experience impacting this space. He is a national motivational speaker and trainer focused on success for small businesses. Mr. Carolina is the Chairman of the Board for the Heartland Black Chamber of Commerce and an instructor at the University of Missouri at Kansas City. He has received awards for his work in Kansas City and across America.

Kai Earle-Marion serves The Lane Construction Corporation as DBE Manager. In this position, she provides leadership to Lane’s executives on matters related to disadvantaged business outreach and utilization programs, and ensures that the Corporation’s procurement practices are inclusive. Lane is a leading U.S. construction company specializing in the transportation, infrastructure and energy industries. Lane’s unique combination of capabilities includes public-private partnerships/innovative financing and joint ventures, large, complex design-build and bid-build projects, and the ability to produce and install asphalt, aggregates, and concrete. Lane is owned by global construction leader, Salini Impregilo.
Wande Leintu is the Deputy Vice President of Supplier Diversity at the Metropolitan Washington Airports Authority. In this role, Ms. Leintu is responsible for managing the Department of Supplier Diversity to ensure the maximum utilization of small business concerns in contracting opportunities, while enabling economic impact. She served as the congressional liaison for NMSDC and served a short period of time in Congress. Additionally, Ms. Leintu received multiple awards and recognitions from leading supplier diversity organizations and the U.S. Senate. Recently, Ms. Leintu was recognized by the American DBE Magazine for revitalizing the Authority’s Supplier Diversity program.

Sue Malone is the number one provider of the SBA Patriot Express Program and the SBA Export Express and director of marketing for Superior Financial Group. She has helped fund over 41,000 SBA loans, which include Patriot Express loans, Export Express, Community Express and now Small Lender Advantage v.2, and has become the largest SBA lender by volume. Her goal is to fund 100,000 small businesses. Ms. Malone has launched several programs for veterans across the country, and sits on several national boards focused on veterans and entrepreneurship. She is president of the nonprofit American Economic Empowerment and co-founded Women’s Military Exchange: Operation Next Step.

As the Director of Diversity Services for Kaiser Permanente’s National Facilities Services Department (NFS), Steve Lamar helps the organization’s capital projects teams ensure opportunities are being provided to diverse vendors, including, but not limited to, minorities, women, and veterans; and it is through these opportunities that he also ensure all diversity goals and requirements for NFS are met and exceeded. These efforts contribute significantly to KP being the first healthcare provider to join the Billion Dollar Roundtable.

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Rick Moore serves as Director of Community Relations for Swinerton Builders. By participating in industry organizations, he discovers minority, women, and veteran-run companies ready to contribute quality craftsmanship to our projects. Mr. Moore guides these small companies through the requirements of major projects, and how to provide services in a professional and profitable manner, thus building a strong business foundation. Mr. Moore has established a record where Swinerton frequently meets or exceeds the client’s requirements for local, small, minority, woman-owned, veteran-owned or disadvantaged business enterprises.

Veronica Soto brings over 19 years of experience developing economic and workforce development programs that increase the capacity of small, minority businesses to compete in mega-building programs and establish career paths for minority students and adults to enter the architecture, engineering and construction industry sectors. Ms. Soto leads the Southern California Regional Energy Network workforce pilot program and implemented the E-Contractor Academy Program that prepares small, minority contractors to compete for energy efficiency projects. Previously, Ms. Soto led the ECC team’s partnership with the City of New Orleans on workforce and business development programs.

Adam C. Smith has been employed by Johns Hopkins Health Systems for over ten years. He currently serves as Assistant Director, Facilities Design & Construction for Johns Hopkins Health Systems. He began his journey with Johns Hopkins as a Project Executive for Facilities Design & Construction. Mr. Smith has a Juris Doctorate from University of Baltimore School of Law and a Bachelor’s Degree from the University of Maryland Baltimore County. Prior to joining Johns Hopkins, Mr. Smith served as Deputy General Counsel, Special Assistant to the Chief Operating Officer, Windermere Information Technology Systems.

Clarence McAllister leads the company’s overall strategic direction as Founder and CEO. Fortis is a general contractor that provides design-build services to the Federal Government including the U.S. Army Corps of Engineers, Air Force, Navy and CBP. Fortis also provides engineering and construction of wireless and fiber communications systems to Verizon, Sprint and AT&T among others. In the transportation industry, Fortis has provided telecommunications construction services to the Phoenix Valley Metro Light Rail, Phoenix Sky Harbor Skytrain Automated People Mover, Houston Light Rail, Southern California Foothills Light Rail Extension, and Utah Transit Authority Light Rail among other projects. Fortis is based in Phoenix, AZ, with an office in Denver, CO and projects worldwide.
Simeon Terry began his career in diversity and inclusion in 2000 when he was hired by Austin Commercial as the M/WBE Program Administrator to oversee the M/WBE program for the construction of DFW International Airport Terminal D expansion. Mr. Terry managed an inclusion program that captured $388 million dollars with 235 M/WBE firms on a $1.2 billion project which amounted to a 34% M/WBE participation rate compared to a 26% goal. Since his promotion to Director of Diversity Affairs, Mr. Terry's department oversees the day-to-day operations of both internal and external diversity and inclusion initiatives. Internally, Mr. Terry and his staff are responsible for recruiting, hiring, talent management, retention, training and mentoring for Austin nationwide.

Beverly Thomas is President of Regional Contracting Services, which is based in Washington, D.C. For sixteen years, she has managed sales, marketing and community outreach. Regional has incrementally grown into a successful commercial carpentry firm with 30 full time employees and annual revenue of $6-8 million dollars. Prior to establishing Regional Contracting, Mrs. Thomas was employed as a Branch Manager for Terminix International in Atlanta, Philadelphia and New York, and previously was as a Marketing Assistant for Junior Achievement of Georgia. Regional Contracting has received numerous awards including 2007 Women Owned Business of the Year, 2010 Small Business of the Year, and has been featured in many local publications.

Alicia Wilson serves as Vice President of Community Affairs and Legal Advisor to Sagamore Development Company. Ms. Wilson is responsible for shaping and promoting the interests of Sagamore Development Company by developing strategic community initiatives that enhance its philanthropic and investment impact. She is also responsible for cultivating and building key stakeholder relationships and collaborative relationships regionally, nationally and internationally for Plank Industries. Prior to joining Sagamore Development Company, Ms. Wilson was a litigation and employment and labor law partner at the law firm of Gordon Feinblatt, a full-service law firm located in downtown Baltimore. In addition, Ms. Wilson had a niche practice focused on counseling and advising mid-size and large businesses on all aspects of corporate strategy and community engagement.
OUR PURPOSE

PROMOTE: AMAC provides centralized current and archived information, online registration for membership and events, and regional contact information for ongoing topical issues of concern impacting members.

➢ To promote diversity in the airport industry, particularly the inclusion and participation of minority, women and Disadvantaged Business Enterprises ("DBEs") in airport procurement and concession contracts, by participating in the development of laws, rules, policies and procedures with respect to the airport industry.

➢ To promote diversity in the airport industry, particularly the employment of minorities and women at all levels of airport management and operations, and to support related industry policies and procedures.

➢ To provide a forum for discussion and action by the membership and to adopt policies which may be carried out by AMAC members to enhance diversity in the airport industry.

➢ To advise and give consultation to aviation, Federal, State and Local officials responsible for business and employment matters.

AMAC MISSION

The mission of the Airport Minority Advisory Council is to promote the inclusion of minorities and women in employment and contracting opportunities throughout the aviation industry.

AMAC HISTORY

"After the AMAC Board of Directors formally established the Airport Minority Advisory Council Educational & Scholarship Program, Inc. (AMACESP) in October 1997, AMACESP and FAA continued the tradition of joint sponsorship of the Annual Airport Business Diversity Conference. The Metropolitan Washington Airports Authority supported the 1998 Conference, followed by the Houston, Orlando, Detroit, Atlanta, Memphis, Philadelphia, Los Angeles, Jacksonville, Las Vegas, and Indianapolis International Airports in 1999 through 2008, respectively.

The Annual Airport Business Diversity Conference continues to bring together businesses, aviation professionals, government officials and individuals from around the country to discuss a variety of subjects ranging from how to do business at airports to public policy issues impacting the entire aviation industry. And with the added bonus of nationally known celebrities and commentators, to renowned authors, to Secretaries of Transportation, and just plain folks telling their stories of challenge and success at airports, this event continues to enjoy its status as the third largest aviation conference in the coterminous United States.

Yes, it has been an incredible journey. AMAC has emerged from its humble beginning in Miami in 1984 to a heritage of success and growth preparing today to celebrate thirty-30 years of public advocacy."
Mission

NFDC’s mission is to generate dialogue in the construction industry via peer interaction, resulting in identification and adoption of best practices to increase engagement opportunities for minority and women construction contractors.

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Most P3 projects involve construction, and construction involves risk. Research conducted between 2013 and 2015 found that contractors had a failure rate of approximately 29 percent, meaning more than 1 in 4 of these businesses will fail. Even though bonded contractors are less likely to fail, over the last 15 years, surety companies paid nearly $12 billion to complete construction contracts and pay subcontractors and suppliers what they were owed. These numbers do not include the significant money sureties spent to finance troubled contractors so they could complete contracts, protecting governments and private owners from defaults. In 2016 alone sureties paid approximately $1.4 billion to owners, subcontractors, suppliers and contractors on surety bond obligations.

Why are performance and payment bonds, typically for 100% of the contract price, universally required on infrastructure projects in the U.S.? To provide public owners, developers and lenders the benefit of an independent third party, the surety, and to help determine that a contractor has the ability to perform the contract and meet its payment obligations. And, if something goes awry and the contractor defaults, to have the surety to provide funds to complete the contract, and to directly manage and pay claims of subcontractors and suppliers on the job. Those subcontractors and suppliers have a direct right to make a claim on the surety bond for payment rather than having to attempt payment from a bankrupt contractor or from a public entity.

Surety bonds significantly increase the likelihood that a construction contract will be completed and that subcontractors, suppliers and workers will be paid.

P3s provide a new source of financing for the public entity to procure work, not a new revenue source. A P3 is a way for public entities to access the capital market but the construction risks remain the same. High percentage performance and payment bonds remain a best practice for the design build portion of any P3 contract.

Surety bonds also empower contractors. Contractors can obtain more work when they are backed by surety bonds than by only their own balance sheet. This significantly benefits small, emerging, disadvantaged and minority contractors.

Strong businesses are bondable businesses and sureties focus on strengthening businesses, managing growth and building legacy wealth. No matter the project delivery method, bonding helps public agencies assess and minimize their risk while empowering contractors to undertake work they can deliver.
The Surety Foundation is a charitable organization founded to increase diversity within the surety and fidelity industry. Recognizing the value of diverse ideas and backgrounds, the member companies of The Surety & Fidelity Association of America created this 501(c)(3) organization to fund and administer the Surety and Fidelity Industry Intern and Scholarship Program for Minority Students, as well as develop and implement new educational and public service program initiatives.

www.TheSuretyFoundation.org
Proud Co-Luncheon Sponsors of the Construction Diversity & Inclusion Summit 2.0 – Engage, Empower, Elevate

www.swinerton.com

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