

**AirTrain Newark Replacement Program
System Technology Project
MBE, WBE, SDVOB, and LBE Industry Forum**

March 30, 2023

Image: Station 1 Conceptual Rendering

Today's Agenda & Speakers

- Welcome – Keith Wright
- Project Overview – Ralph D'Apuzzo
- Procurement Process – Raquel Pinto
- Office of Diversity, Equity & Inclusion – Anthony Miller
- Community Outreach and LBE Participation – Wilnell Martinez
- Questions

Project Overview

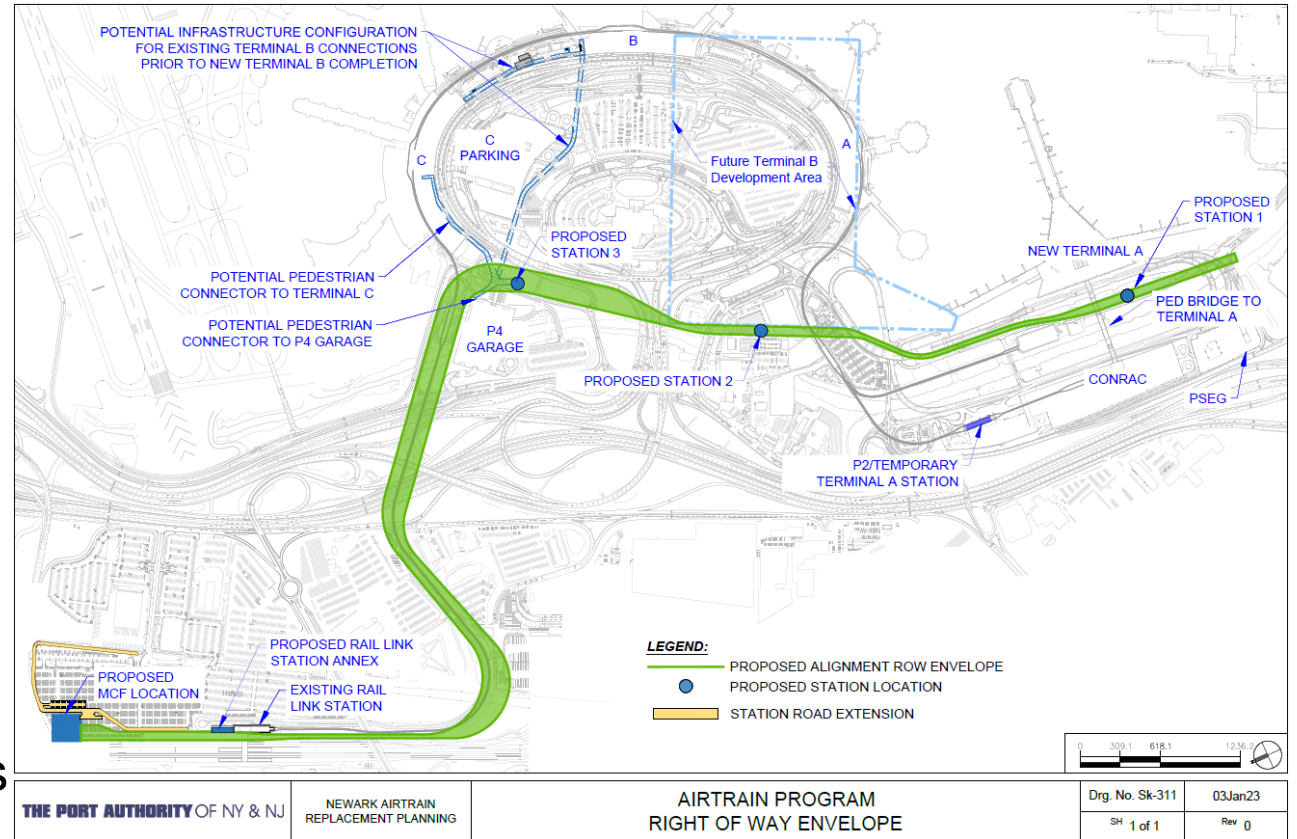
Image: Station 1 Conceptual Rendering



AirTrain Newark Replacement Program

Phased Multi-Contract Approach to include:

- Design & Construction of AirTrain System Technology
- Design & Construction of the Guideways and Stations
- Construction of the Maintenance and Control Facility
- Construction of Pedestrian Connections
- Demolition of existing system



AirTrain Newark System Technology Project

- Design Build contract
 - Design of new AirTrain system components
 - Supply of specialized rail vehicles, controls and supporting electrical and communication systems
 - Installation of all systems equipment on site (guideway, maintenance facility and stations)
- Operation & Maintenance of new system for up to 30 years



Anticipated Trades

APM System Technology Project

Design & Construction Phase

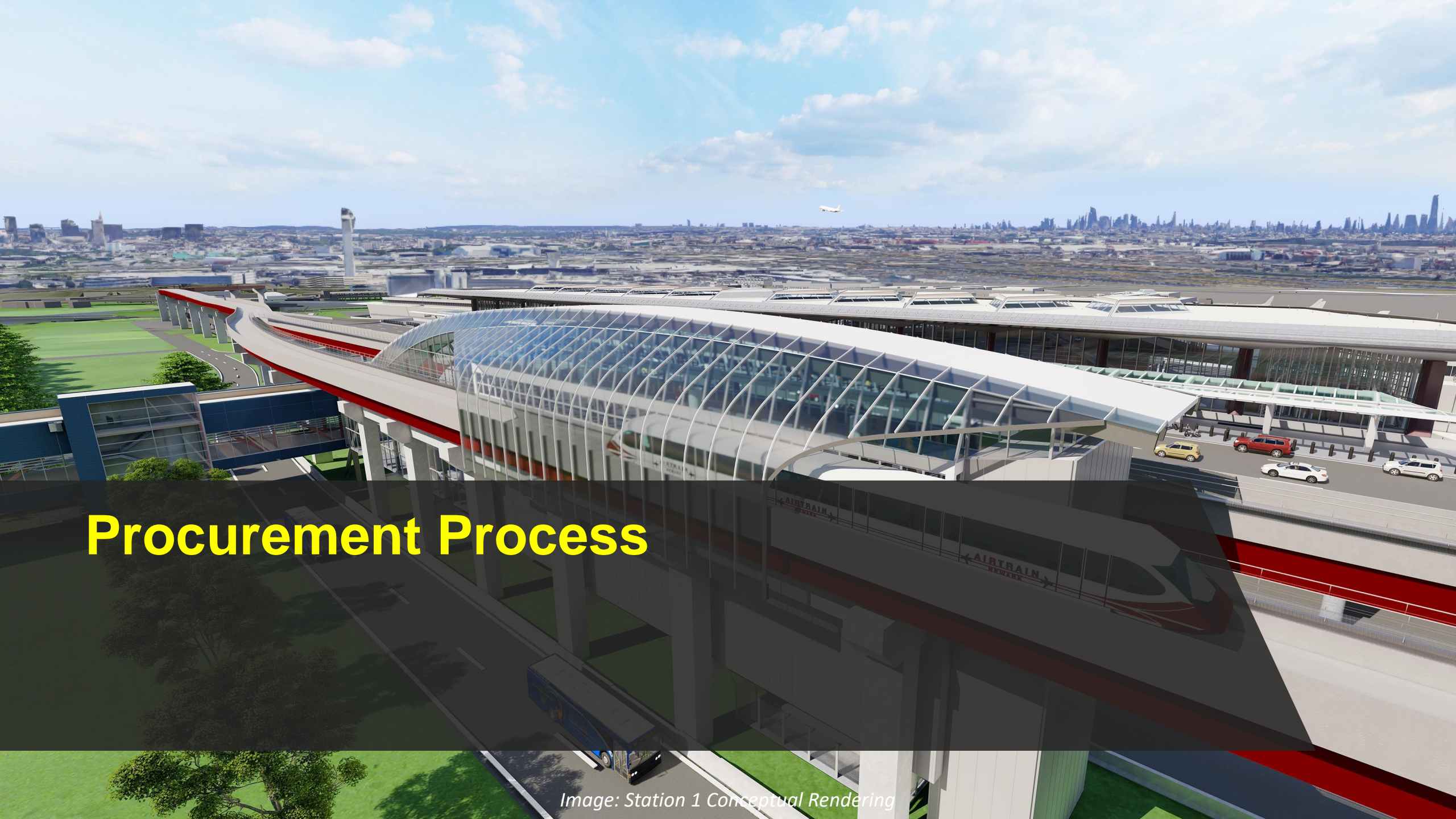
- Electrical, Electronics and Communications
- Lighting
- Signage
- Rough Carpentry
- Construction Staging
- Structural Steel
- Concrete
- Maintenance of Traffic
- Temporary Signage
- Design and A/E Services
- Trucking

Operation & Maintenance Phase

- Cleaning Supplies
- Consumable Supplies
- Tools and hardware supplies
- Uniforms
- Customer Service Staff (ACES)
- Vehicle Cleaners
- Facility Cleaners
- Parts repair and painters
- Electrical testing
- Tool Certification testing
- Skilled labor (mechanical, electrical, and electronic repair)
- Trucking and delivery services
- Tire replacement
- Administrative support
- Hazardous Material Disposal
- Waste management

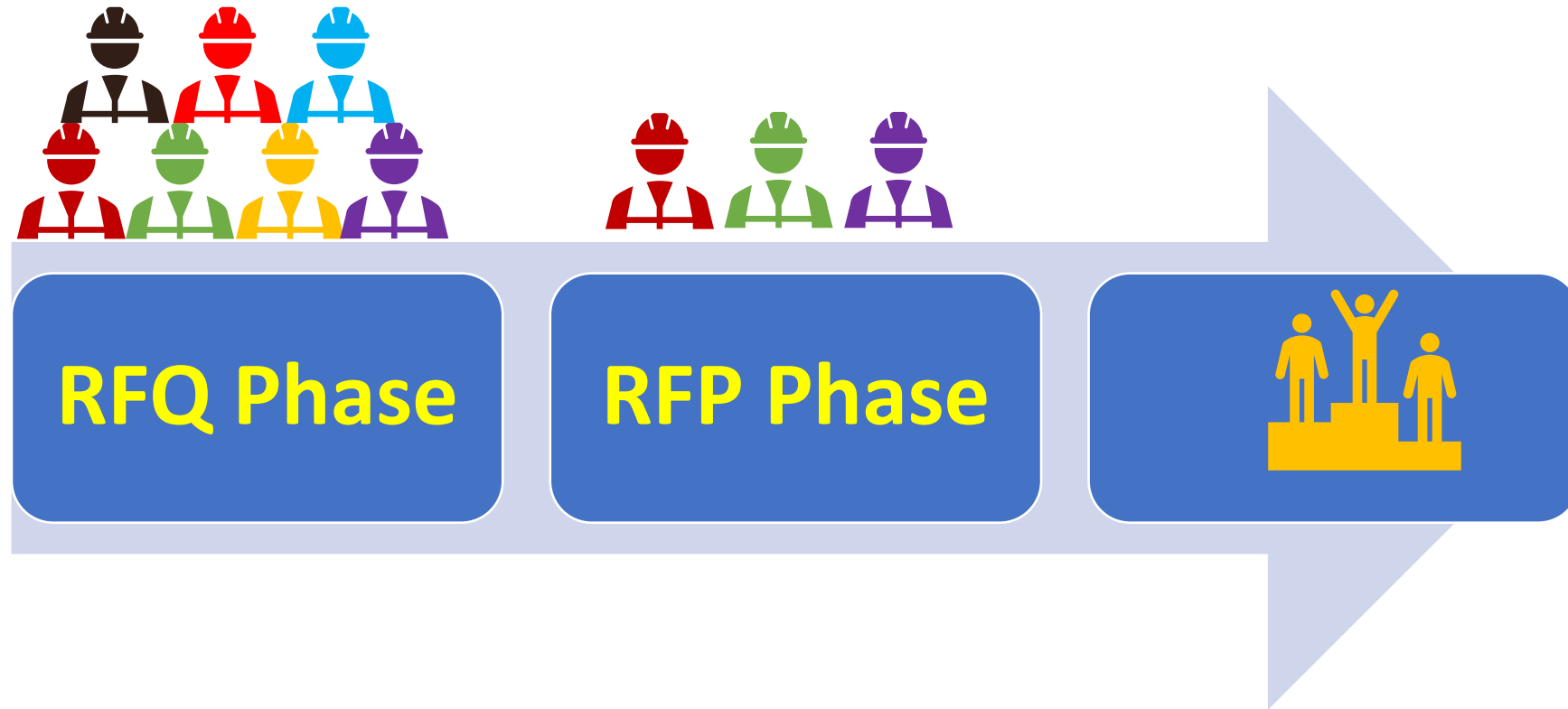
Procurement Process

Image: Station 1 Conceptual Rendering



Procurement Strategy

Two-Phased Procurement (RFQ and RFP)



MBE/WBE/SDVOB/LBE and Community Engagement Participation Plan

The Port Authority will evaluate the Proposer's MBE/WBE/SDVOB Participation Plan, with emphasis on its plans for:

- **Utilization** – how the Proposer will identify and incorporate Local MBEs and WBEs, SDVOBs, and LBEs participation throughout all phases of the project and categories of work.
- **Engagement** – the Proposer's strategy for fully engaging with the local community, various organizations, and its Subcontractors
- **Monitoring** – the Proposer's strategy and plans for ensuring Contractor and Subcontractor compliance with the participation goals and good faith efforts requirement.
- **Local Hiring** – the Proposer's strategy for the Contractor compliance with developing and implementing a workforce development program for local residents, with a target of 80% Local Zone 1 (Newark & Elizabeth) hiring for AirTrain operations, maintenance and management jobs.

Procurement and Project Timeline

Key Milestones

- ✓ *Issue RFP shortlist* *March 17, 2023*
- ✓ *Industry Forum* *March 30, 2023*
- ✓ *Contract Award Target* *Fall of 2023*



Office of Diversity, Equity & Inclusion

Image: Station 1 Conceptual Rendering

Our Mission is to keep the region moving.

Our Priorities: What we focus on to achieve this mission



Our Standards: How we meet these priorities



Office of Diversity, Equity & Inclusion (ODEI)

- The Port Authority is **strongly committed** to doing business with Minority, Women-owned, and Local Business Enterprises
- ODEI proposes policy and establishes practices for all Port Authority departments, tenants and developers to enable them to achieve our agency's policy and associated utilization goals
- **ODEI supports departments, tenants and developers by :**
 - Recruiting and certifying eligible **MBE/WBEs, SDVOBs, and LBEs**
 - Establishing rigorous compliance regiments, including OIG monitoring, and performance penalties
 - Providing capacity building services for MBE/WBEs, SDVOBs, and LBEs

ACRONYMS:

MBE: Minority-owned Business Enterprise

LBE: Local Business Enterprise

WBE: Woman-owned Business Enterprise

SDVOB: Service-Disabled Veteran-Owned Businesses

Opportunities through Certification

- ODEI's supplier diversity program helps the region's MWSDVOBEs participate in Port Authority's business opportunities.
- At the Port Authority of NY & NJ, we believe that our operations should reflect the diversity of our community. Our Board enacted the following participation goals:
 - 20% Minority Business Enterprises (MBE)
 - 10% Women-owned Business Enterprises (WBE)
 - 3% Service-Disabled Veteran-owned Businesses (SDVOB)
- We require each of our partners to embrace these goals.

Eligibility Criteria for Certification



MBE or WBE

- 51% Owned and managed by Minority or Women Owner(s) who are citizen or permanent residents.
- Make critical day to day decisions.
- Capital contribution are real and substantial and continuing
- Been in business for a year.



SDVOB

- SDVOB is 51% owned and managed by Service- Disabled Veteran Owner(s)
- Letter or documentation issued by Veteran Affairs showing SDVOB status.
- Significant business presence in NY&NJ
- Meet SBA threshold standard for industry.

Efforts to Achieve MBE/WBE/SDVOB Policy

- ❑ **Develop a 'Roadmap'** to inform a comprehensive participation plan for evaluation and approval with goals applied for **20% MBE, 10% WBE, 3% SDVOB, and 10% LBE utilization**
 - Each prime work provider under the Contractor is required to provide a participation plan in support of the roadmap framework
- ❑ Create participation plans that provide **meaningful opportunities** for MBE/WBE/SDVOBs across the full spectrum of the project across all phases of the project, and categories of work and contracting tiers
- ❑ **Strongly encourage LBE** participation for this opportunity
- ❑ **Develop contracting packages** that are **commensurate with** capacity of the preponderance of the available pool of MBE/WBE/SDVOBs
- ❑ Encourage the formation of joint ventures, partnerships or similar arrangements among subcontractors, as required to achieve the participation goals

Efforts to Achieve MBE/WBE/SDVOB Policy – Diversity Within Diversity

- ❑ The Contractor shall seek to ensure diversity within the pool of MWBE Subcontractors selected for contracting opportunities across all procurement categories and subcontracting tiers.
- ❑ The Port Authority will review the Contractor's Participation Plan, taking into consideration the size and scope of all Work being performed, to ensure meaningful contracting opportunities are given to a diverse group of MWBEs both in terms of the value of work and the variety of Minority and women groups.
- ❑ For purposes of illustration, but not limitation, examples of a lack of sufficient diversity, might include:
 - (i) all MBEs either in a Category of Work or across all Work are only from 1 or 2 minority groups, or
 - (ii) only 1 MBE firm and 1 WBE firm are used in a Category of Work.
- ❑ In the event the Participation Plan is deemed to lack sufficient diversity a Contractor or Subcontractor may be asked to use and document good faith efforts to include other Local MWBEs or MWBEs in a particular phase, tier, or Category of Work in accordance GFEs

Efforts to Achieve MBE/WBE/SDVOB Policy, cont'd

- ❑ Ensure **diversity within diversity** in all areas of work and tiers (professional services, goods & operational services, and construction)
- ❑ **Establish transparent processes for pre-qualifying and selecting firms**
- ❑ After selecting MBE/WBE/SDVOB partners, **ensure their engagement** in conceptual design, project planning, means and methods and other types of program planning strategy meetings, related to their role in the project
- ❑ Conduct business affairs with MBE/WBE/SDVOB partners **in accordance with PANYNJ's standards**, including within our supplier code of ethics, prompt payment protocols, etc.
- ❑ **Provide business capacity building support** through financial services, technical guidance and trainings, and business services support, as appropriate



Community Outreach and LBE Participation

Image: Station 1 Conceptual Rendering

Local Business Enterprises (LBE)

- Throughout the term of the Agreement, good faith efforts to include LBEs by:
 - Efforts to achieve 10% LBE Goal
 - Prioritizing their participation in each phase, category of work and tiers, including Design & Construction, Professional Services, Goods & Services and Operations & Maintenance work
 - Providing appropriate support strategies for exclusive bidding of LBEs
 - Facilitating business capacity growth

Community Engagement

- The Contractor, in collaboration with the Port Authority's Office of Diversity, Equity and Inclusion and the Community Outreach Offices, will also make a good faith effort to partner with local community organizations in Newark and Elizabeth
- The Community Outreach Offices allows local residents to get in touch with agency staff, explore job or business opportunities, and obtain information on the project, which aims to replace legacy infrastructure
- The 2 offices located in Newark, NJ and Elizabeth, NJ will aid the agency priority to further diversity and inclusion initiatives by connecting minority- and women-owned business enterprise contractors to available, project-related opportunities
- 80% participation goal for residents of Zone 1 (Newark & Elizabeth) to be hired for new permanent AirTrain operations, maintenance and management careers
- The prime and major subcontractors will incorporate Port Authority's goals from the earliest phases and throughout the design, construction, operations and maintenance phases of the Project, in addition to goods and services

Business Community Resources

- For general inquiries visit www.ANEWEWR.com or reach out to the Outreach Office Contacts:
Newark/Essex County Outreach Office – Wilnell Martinez, 201-469-6334 wimartinez@panynj.gov
Elizabeth/Union County Outreach Office - Natasha Luccia, 732-258-1801 nluccia@panynj.gov
- To become M/W/BE certified with the Port Authority of New York & New Jersey, please go to <https://panynj.diversitysoftware.com/>
- If you have any questions regarding certification, feel free to reach out to certhelp@panynj.gov or call 212-435-7888
- To find out more information about the AirTrain Newark Replacement Program, please visit the program website at: <https://www.ewrredevelopment.com/about-airtrain-ewr/>
- If you have any questions regarding the AirTrain Newark Replacement Program, please email us at: airtrainevents@panynj.gov

Port Authority Q&A Section

Alstom Transport USA Inc.

Alstom



ALSTOM

• mobility by nature •

Company Description: Leading societies to a low carbon future, Alstom develops and markets mobility solutions that provide sustainable foundations for the future of transportation. From high-speed trains, metros, monorails, trams, to turnkey systems, services, infrastructure, signaling and digital mobility, Alstom offers its diverse customers the broadest portfolio in the industry.

Category:

Rail vehicles, Rail infrastructure, Turnkey systems & Services, Signaling, Services, Transportation, Mobility, Sustainable Mobility, Integrated Transport Systems, Signaling, Digital Mobility, Multimodality, and Passenger solutions.

Alstom Transportation

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Additional Alstom Info

Project Goals

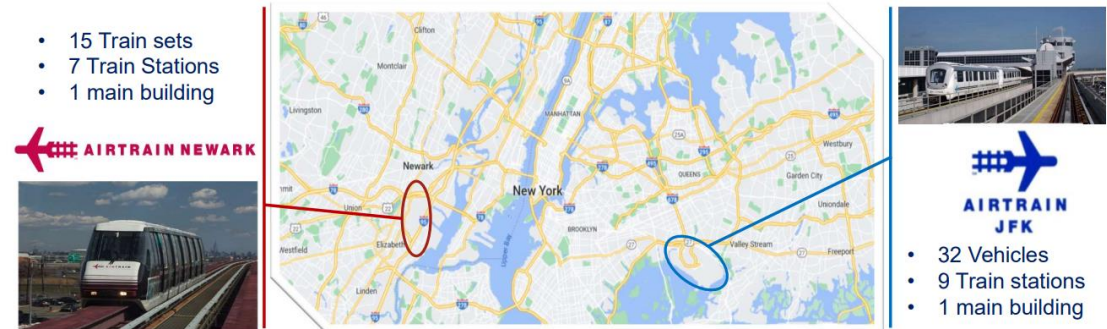
- (a) Providing a **service-proven, fit-for-environment system that is dependable for our customers.**
- (b) Providing a **world class level of customer-focused service,** with seamless, fast, easy, and enjoyable connection for customers traveling to the Airport via public transit and traveling between parking garages and terminals with world-class, innovative amenities and services during their journey.
- (c) Maximizing the **investment made in the System Technology** to provide the **best service and experience and asset management over the total life** of the System Technology.
- (d) Providing **systems that accommodate innovations** and the near and long-term planning and reconfiguration of the Airport.
- (e) Providing an **O&M team and approach that focuses on the customer experience** through use of **technologies,** service **innovations** and other items to **maximize convenience** of the system to customers throughout their journey.
- (f) **Maximizing the Airport customers' experience** by **minimizing disruption** to our customers during the construction of the System Technology, including fully coordinating construction with all other ongoing redevelopment at the Airport, and minimizing disruption to overall Airport operations.
- (g) Providing services (e.g., announcements, signage and support from customer service staff) during irregular operations and outages to **maintain the same high level of customer convenience.**
- (h) **Expediting design and construction scheduling** to allow for system commissioning, with completion anticipated to be in the second quarter of 2029.
- (i) **Minimizing disruptions to the Existing AirTrain** during the implementation and transition from the Existing AirTrain to the new system.

Team background

Alstom has 50 years of experience in designing, building, operating and maintaining automated transit systems for airports and cities in North America, Europe, the Middle East and Asia. In the United States alone, Alstom supports automated transit systems at airports in Atlanta, Chicago, Dallas/Fort Worth, Denver, Las Vegas, New York, Newark, Orlando, Phoenix, Pittsburgh, Sacramento, San Francisco, Seattle and Tampa as well as Houston. Furthermore, as part of LAX Integrated Express Solutions (LINXS), Alstom will operate and maintain the new automated people mover system under construction at Los Angeles International Airport.

Partners – TBC

- 15 Train sets
- 7 Train Stations
- 1 main building



- 32 Vehicles
- 9 Train stations
- 1 main building

MWBE / SDVOB / Opportunities

This list is not exhaustive and may evolve.

Design & Construction	O&M		CARP / Redevelopment (PMO)
Cable Splicing, Electrical, or Fiber Optic	Landscaping	Tooling calibration	Electrical Integration
Commerical & Institutional Building Construction	Waste management (trashes, Hazardous Substance)	Industrial means maintenance (crane, overhead doors...)	Fiber optics cable run
Communication & Energy Wire & Cable Mfg.	Staffing Services	Equipment rentals (man lift, forklift, heaters...)	High end Electrical jobs (Switches, contactor removal and change)
Construction Management, Power, & Communication Transmission Line	Car and Truck maintenance & body shop	Engineering Services	Components / Assets Overhaul
Electrical Apparatus & Equipment, Wiring Supplies	Social Activities (award, BBQ, specific events)	Radio Repairs	Battery charger replacement
General Warehousing & Storage	Medical Services (drug test...)	Consumables (Bulbs, grease, Batteries...)	Facilities work (Roofing, walls, floors, ceiling...)
Industrial Building Construction	Uniforms	Standard hand tool	IT/CCTV – LCD Screen, camera, SW – Furniture and installation
Network Systems Integration Design Services	Security	Civil work	Lighting (Train, station, guideway)
Other Electronic Parts & Equipment	Fire system		Cybersecurity Upgrade
Other Scientific & Technical Consulting Services	Furniture & office Supplies		Track work
Switchgear & Switchboard Apparatus Mfg.	Snow removal		Civil work (EWR)
Transportation Equipment & Supplies	Archiving		
	Training		
	Building and station HVAC maintenance		

Community Engagement

Alstom is committed to meeting or exceeding the M/WBE participation rates of 20% Minority, 10% Women and 3% Service-Disabled Veteran Owned business enterprises established by the PANYNJ for the Air Train Operation & Maintenance contract.

- Alstom will use the list of Outreach Consultants (OC) provided by the PANYNJ Office of Diversity & Inclusion.
- Upon selection of a qualified firm, Alstom will enter contract with OC to support the Newark SDC in developing internal tools and external resources, participate in outreach events, conduct training where applicable, provide technical assistance, education, engagement, and promotion of the DBE program.
- Alstom will task OC with developing, assisting with implementation, auditing, and reporting on procedures/processes to support the current and future development of the Newark SDC DBE program.

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DCCCA1 Inc.
(Doppelmayr)

Doppelmayr



DOPPELMAYR A FAMILY-OWNED COMPANY SINCE

1893

EMPLOYEES BASED OVER 50 COUNTRIES

3,154

MARKET SHARE IN ROPEWAY SOLUTIONS

> 55%

INSTALLATIONS WORLDWIDE

15,300

TURNOVER IN EUR M

€ 886mpa



Company Description:

Doppelmayr is the world market leader in rope-propelled transport systems, with branch offices, plants, and agencies all over the globe and more than 15,400 installations worldwide. Our mission is to improve the quality of life with innovative and safe People-Mover solutions.

Category:

- Automated People Movers
- Cabins for Ropeways and APMs
- Ropeway Transportation Systems
- Material Transportation Systems
- Automatic Storage Systems

DCCA1, Inc. (Doppelmayr)

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 dhurst@dccooperations.com
 www.doppelmayr.com

Doppelmayr

Proposal Team

- Project Goals
 - Provide a seamless transportation link with an exceptional, state-of-the-art passenger experience to and from Newark Liberty International Airport
- Team Background
 - Our team is specialized in the engineering, implementation, operation and maintenance of **Automated People Mover (APM) Systems**
 - Proposal team has been working successfully together on international airport APM projects for more than 20 years (USA, UK, Mexico, Canada, Qatar)
 - Headquarter with engineering team is located in Austria
 - Nearly 100 employees for the O&M business in the US
 - Manufacturing Facilities in the US, Canada, Austria, Switzerland, France, Italy, China

Doppelmayr

Proposal Team

- Partners / Subcontractor
 - Siemens Large Drives GmbH (Austria) for
 - Power Distribution System,
 - Automatic Train Control System
 - Communication System
 - Carvatech Karosserie & Kabinenbau GmbH, a Doppelmayr company (Austria) for
 - Trains

MWBE / SDVOB/ Opportunities

Trades for MWBE/SDVOB/LBE Participation

- Design Phase

- Structural Engineering Services
- Customer Experience
- Signage

- Construction Phase

- QA/QC, Special Inspections
- Trucking
- Surveying
- Structural Steel Fabrication and Erection
- Station Equipment Installation
- Electrical Equipment Installation
- Painting
- Signage

- O&M Phase

- Janitorial
- Electrical Maintenance
- Customer Experience
- Radio System Maintenance and Repair
- Shop Tools and Commercial Spare Parts Supply
- Snow Removal (Guideway)
- Security

Community Engagement

Approach to engage with MWBE/SDVOB/LBE firms during the proposal phase

- Engage early in the process with potential MWBE/SDVOB/LBE firms
- Host a virtual outreach event in April 2023
- Host a networking event in May 2023
- Similar approaches were taken for the BART Oakland Airport Connector where we also partnered with MWBE/SDVOB/LBE firms

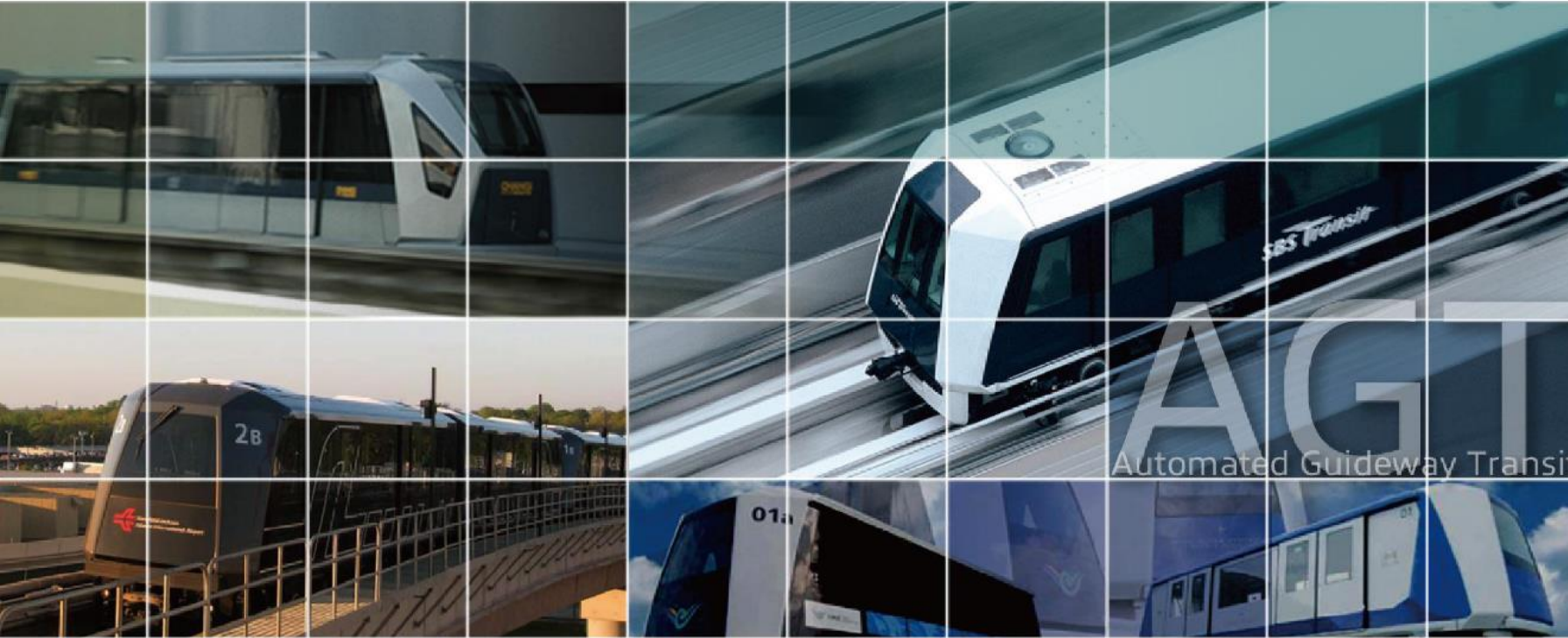
Contact Information



- Please send any inquiry or question for potential job opportunities to
 - Dean Hurst
 - dhurst@dccoperations.com or dcc@doppelmayr.com
 - Phone: +1 (702) 858-1684
 - Corporate Website
 - www.doppelmayr.com
 - Proposer Team Website with registration possibilities
 - www.dcc.at/projects/airtrain

**Mitsubishi Heavy
Industries America Inc.**

Mitsubishi Heavy Industries America



Company Description:

World's largest supplier of APM systems, with APM systems at Tampa, Orlando, Miami, Atlanta, and Washington-Dulles International Airports

Category:

- System Technology D&C Contractor
- System Technology O&M Service Contractor
- System Technology Installer
- Lead System Designer

Mitsubishi Heavy Industries America, Inc.

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Who We Are

Our Commitment to Meeting Project Participation Goals

- Our Team:
 - We are fully dedicated to meeting the specified MBE/WBE/SDVOB goals for the Project.
 - Mitsubishi has over 40 years of experience supplying APM systems, globally, all of which have an excellent record of system safety and reliability.
 - We are looking for highly qualified subcontractors and team partners for this Project.
 - Our track record of community, small, and disadvantaged project goals is proven.

MWBE / SDVOB/ Opportunities

Potential Scope Areas

Project Management

- Administration/Clerical Support
- Construction Inspection
- Testing/QA/QC First Article Inspection
- Engineering Design/Consulting (Electrical, Structural, Civil)
- Safety Management
- Surveying Services

Electrical

- Grounding & Lighting
- CCTV
- Electrical Material/Equipment Supply
- Communications Equipment Installation
- Wiring, including Fiber Optic
- Substation Installation

Construction

- Construction & Material Supply
- Painting
- Rigging & Hoisting
- Demolition
- HVAC, Fire Protection Systems
- Concrete Work
- Steel Structure Repair & Maintenance

Other

- CAD Operation & Support
- Computers, Equipment & Peripherals
- Maintenance & Repair Services: (vehicle or transit rail/bus related)
- IT/Network Support
- Spare Parts Supply
- Office Furniture & Equipment

- Janitorial Services & Supplies
- Warehousing & Storage
- Shop Tools/Equipment Supply
- Trucking, Hauling & Disposal
- Uniform Supply & Cleaning



Community Engagement

Our Approach

- Community Outreach
- Mentor-Protégé
- Workforce Development
- Internships
- We have a proven track record partnering with MWBE/SDVOB/LBE firms for subcontracting work

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General Q&A Section

**PORT
AUTHORITY
NY NJ**

Thank You!

AIR LAND RAIL SEA