



# Table of Contents

<b>ABOUT NYPA .....</b>	<b>2</b>
<b>THE SUPPLIER DIVERSITY PROGRAM .....</b>	<b>3</b>
<b>DEFINITIONS OF MINORITY AND WOMEN-OWNED BUSINESSES .....</b>	<b>4</b>
<i>Minority Owned Business Enterprise .....</i>	<i>4</i>
<i>Woman Owned Business Enterprise .....</i>	<i>5</i>
<b>NEW YORK STATE CERTIFICATION.....</b>	<b>6</b>
<b>FOR OUT-OF-STATE CORPORATIONS .....</b>	<b>7</b>
<b>WHAT THE POWER AUTHORITY BUYS .....</b>	<b>9</b>
<b>THE PROCUREMENT FUNCTION .....</b>	<b>10</b>
<b>NEW YORK STATE CONTRACT SYSTEM .....</b>	<b>13</b>
<b>SUBCONTRACTING BUSINESS TIPS .....</b>	<b>14</b>
<i>Before You Sign a Sub-Contract Agreement .....</i>	<i>14</i>
<i>Before You Begin Work as a Subcontractor .....</i>	<i>16</i>
<b>AS WORK PROGRESSES.....</b>	<b>17</b>
<b>BIDDERS INFORMATION.....</b>	<b>18</b>
<b>FOR YOUR INFORMATION.....</b>	<b>20</b>
<i>Unsolicited Proposals.....</i>	<i>20</i>
<i>Evaluation, Negotiation and Award .....</i>	<i>20</i>
<i>Quality Assurance Requirements.....</i>	<i>20</i>
<b>WHO TO CONTACT .....</b>	<b>21</b>
<b>EXECUTIVE OFFICERS.....</b>	<b>22</b>
<b>KEY PROCUREMENT PERSONNEL .....</b>	<b>23</b>
<b>NYPA OPERATING FACILITIES .....</b>	<b>24</b>
<b>KEY HEADQUARTERS DEPARTMENTAL PERSONNEL .....</b>	<b>25</b>
<b>NYPA FACILITIES REGIONAL MANAGERS .....</b>	<b>28</b>
<b>SUPPLIER DIVERSITY PROGRAM PROFILE.....</b>	<b>29</b>
<b>VENDOR PROFILE.....</b>	<b>29</b>



## About NYPA

New York Power Authority (NYPA) is the nation's largest state public power organization, through the operation of its 16 generating facilities in various parts of New York State, participation in a unique public/private partnership to contract for power from a clean generating plant in Queens, and its operation of more than 1,400 circuit-miles of transmission lines. More than 70 percent of the electricity NYPA produces is clean renewable hydropower. Its lower-cost power production and electricity purchases support hundreds of thousands of jobs throughout the state.

The New York Power Authority uses no tax money or state credit. It finances its operations through the sale of bonds and revenues earned in large part through sales of electricity. NYPA has been designated as the lead entity via Executive Order 88 by Gov. Andrew M. Cuomo to form a central management and implementation plan to carry out his Build Smart NY plan to reduce energy use by state facilities 20 percent by 2020. For more information visit [www.nypa.gov](http://www.nypa.gov) or follow us on Twitter @NYPAAenergy, Facebook, Instagram, WordPress, and LinkedIn.



## The Supplier Diversity Program

Linking the Authority's diversified product and service needs with qualified minority- and women-owned businesses is what the Authority's Supplier Diversity Program is all about. In 1983, the Authority voluntarily established the Supplier Diversity Program. Since that time it has awarded hundreds of millions of dollars in contracts to Minority and Women Business Enterprises for items such as fuel oil, computer equipment and services, printing, office supplies, construction work and engineering services, to name a few. With the enactment of Executive Law Article 15-A in 1988, the Authority's Supplier Diversity Program was revised to incorporate the rules and regulations promulgated by the New York State Governor's Office. In accordance with the law and with direction from the Governor's office, the Authority will continue its aggressive effort to increase utilization of MWBE firms certified by New York State and to reach out to those firms who have yet to be certified.

# Definitions of Minority and Women-Owned Businesses

In accordance with Executive Law Article 15-A, the Authority only recognizes minority or women-owned business, which have been certified by the Empire State Development Corp., Division of Minority and Women's Business Development. The law defines Minority or Women-Owned Businesses in the following manner:

## Minority Owned Business Enterprise

Any business enterprise which is at least fifty-one percent owned by, or in the case of a publicly owned business, at least fifty-one percent of the stock is owned by citizens or permanent resident aliens who are:

- (a) Black persons having origins in any of the black African racial groups not of Hispanic origin;
- (b) Hispanic persons of Mexican, Puerto Rican, Dominican, Cuban, Central or South American or either Indian or Hispanic origin, regardless of race;
- (c) Asian and Pacific Islander persons having origins in any of the Far East Southeast Asia, the Indian subcontinent or the Pacific Islands; and
- (d) American Indian and Alaskan Native persons having origins in any of the original peoples of North America and maintaining identifiable tribal affiliations through membership and participation or community identifications; and such ownership interest is real, substantial and continuing. The minority ownership must have and exercise the authority to independently control the business decisions of the entity.

## Woman Owned Business Enterprise

Any business enterprise which is fifty-one percent owned by, or in the case of a publicly owned business, at least fifty-one percent of the stock is owned by citizens or permanent resident aliens who are women, and such ownership interest is real, substantial and continuing. The ownership must have and exercise the authority to independently control the business decisions of the entity.

For the link to the Directory of New York State Certified Minority and Women Owned firms, and more, go to

<http://www.esd.ny.gov/MWBE.html>



## New York State Certification

In order to be recognized as a Minority/Women Business Enterprise (MWBE) by the Authority, your firm must be certified by the Empire State Development's (ESD) Division of Minority and Women's Business Development. ESD verifies ownership and control of Minority and Women-Owned businesses through their certification process. Once certified, all MWBE firms are listed in a directory maintained by ESD. All state entities review this directory when soliciting for procurement and contracting opportunities.

To request an application, obtain additional information on the NYS certification requirements or to initiate your certification process, contact one of the two offices listed below or visit their website.

### **Empire State Development Corporation Division of Minority and Women's Business Development**

#### **ALBANY OFFICE**

625 Broadway  
Albany, NY 12207  
(518) 292-5250

#### **NEW YORK CITY OFFICE**

633 3rd Avenue, 33rd Floor  
New York, NY 10017  
(212) 803-2414 (general info)

For additional information on New York State certification requirements and applications, technical assistance, access to capital, contract opportunities, NYS Directory of certified MWBE's and much more

Please visit <http://www.esd.ny.gov/MWBE.html>



## For Out-of-State Corporations

The following information was obtained from the New York State Department of State and pertains to all **Out-of-State** Corporations without a New York State address. This requirement does not apply to out-of-state firms who are sole proprietors.

### **PRIOR TO APPLYING FOR NEW YORK STATE MINORITY/WOMEN BUSINESS ENTERPRISE (MWBE) CERTIFICATION.**

To do business in *New York State* the corporation must possess a **Certificate of Authority** which can be obtained through any stationery store that carries legal documents.

- A filing fee of \$225.00 must be paid by certified check, attorney's check or money order.
- The corporation must obtain the **Certificate of Good Standing** from the state in which they are located.
- Upon completing the above process, the corporation will be qualified to apply for New York State certification. At this point, the **APPLICATION FOR AUTHORITY**, together with a **completed NYS MWBE CERTIFICATION APPLICATION**, should be submitted to the following address for processing:

# New York State Department of State

## ***Division of Corporations***

*One Commerce Plaza*

*99 Washington Ave*

*Albany, NY 12231*

*(518) 473-2492 (Automated)*

*Web Site: [www.dos.state.ny.us](http://www.dos.state.ny.us)*

*[info@dos.state.ny.us](mailto:info@dos.state.ny.us)*

To download the “**Application for Authority**” and obtain other pertinent information, go to:

**[www.dos.state.ny.us/corps/](http://www.dos.state.ny.us/corps/)**

New/Repair  
Equipment • Archeological  
Banking Services • Books Reference  
Carpentering/Floor Coverings • Computer Consulting  
Description • Computer Hardware/Software • Demolition  
Diving and Underwater Construction • Concrete/Gravel  
Editing/Writing • Electronic Components • Electrical Contractors  
Equipment • Engraving • Design • Exterminators (insects/rodents)  
Equipment • Gauges/Instrumentation • Financial  
Contractors • Construction • Janitorial Supplies  
Material Handling Supplies • Equipment

## What the Power Authority Buys

The following partial list represents the variety of goods and services generally purchased or leased by the Authority:

### SERVICES

Accounting  
Advertising/Public Relations  
Architectural  
Archeological Services  
Asbestos Removal  
Banking Services  
Catering  
Carpentry  
Computer Consulting/Analysis  
Court Reporting/Transcription  
Demolition Services  
Diving and Underwater Construction  
Drafting  
Editing/Writing  
Electrical Contractors  
Engineering  
Engraving  
Exterminators (insects/rodents)  
Fencing Contractors  
Financial/Brokerage Services  
General Construction  
General Consulting Services  
Insulation Contractor  
Janitorial Services  
Labor Relations Consulting  
Landscaping  
Major Electrical Equipment

### SUPPLIES/EQUIPMENT

Appliances New/Repair  
Art/Drafting Supplies  
Visual Equipment  
Automobiles New/Repair  
Boiler Parts  
Books Reference/Technical  
Building Supplies  
Carpentering/Floor Coverings  
Chemicals  
Computer Hardware/Software  
Copying Machines/Supplies  
Concrete/Gravel/Asphalt  
Electrical Supplies  
Electronic Components  
Fences  
Filtering Equipment  
Design  
Fuel Oil/Natural Gas  
Gauges/Instrumentation  
HVAC Equipment/Supplies  
Janitorial Supplies  
Labels/Signs  
Material Handling Supplies  
Novelty Items/Trophies  
Office Equipment  
Office Furniture  
Office Supplies



## The Procurement Function

Since the Authority purchases a vast amount of equipment, services and supplies to support its operations, maximum emphasis is placed on competitive bidding to meet quality and delivery requirements at the lowest possible cost.

There are a few primary methods by which MWBE's participate in the Authority's procurement activities. They are:

- **Direct Purchasing** - The Authority contracts directly with the MWBE for the goods and/or services.
- **MWBE Utilization Goals** - The MWBE is sub-contractor to a prime vendor/contractor that has a contract with the Authority.
- **Discretionary Purchasing** – Purchases from NYS Resident Small Business and Purchases from NYS certified MWBEs may be made without competitive bidding up to \$200,000 and are subject to the statutory requirement of advertising in the Procurement Opportunities newsletter (Contract Reporter).
  - Purchases under \$5,000. Follow a process of telephone or e-mail solicited quotations, or reasonable pricing secured from an established catalog/ price list. Order placements may be made by purchase order or by procurement card (preferred method for smaller purchase). Purchases valued at greater than \$5,000 but less than \$50,000 are placed following solicitation of one or more written quotations. Purchase greater than \$50,000 will follow a formal advertisement and bid process **except** when discretionary measures are utilized.

The MWBE's role as a prime contractor on one contract does not preclude it from also seeking work as a subcontractor on another contract. It is not necessary for the MWBE to hire agents, advisors and other intermediaries in order to compete for Authority contracts.

Typically proposals are submitted to the Authority as a result of the Authority's issuance of a formal price inquiry, public bid notice or invitation to bid. Each type of solicitation contains instructions relative to proposal preparation and submission procedures.

Public Bid Notices are advertised in the [New York State Contract Reporter](#), the State's Official daily listing of contracting opportunities in the amounts of \$50,000 or more. Additional information including subscription instructions can be found on their Web site address at [www.nyscr.ny.org](http://www.nyscr.ny.org). The Authority's contract opportunities may also be found on our website see page 17 for more information. Additionally, the Authority advertises in the Minority Commerce Weekly mcwbids.com. The Authority may issue statements of interest or other similar notices of various program opportunities.

For each product or service purchased, the Authority normally solicits bids through a number of qualified sources. It is imperative that each bidder follows **ALL** instructions and specifications. Each solicitation includes:



- ✓ Technical specifications data for the item or service
- ✓ Instructions for preparing the bid
- ✓ Date, Time and Place for bid submission
- ✓ Schedule for commencement and completion
- ✓ Place of delivery

The proposal submitted by the vendor is the document intended to persuade the Authority's staff that the vendor is technically qualified, understands the scope of work and can perform the work in a timely, cost-effective manner.

Therefore,

- ✓ The Bid Inquiry Number must be referenced on all correspondence and mailing labels.
- ✓ If provided, proposals must be signed and submitted on forms furnished by the Authority.
- ✓ Unless specifically extended by a bid addendum, bid proposals are due by the "bid due date" specified.
- ✓ Your proposal should be self-contained and written with clarity and thoroughness.

- ✓ All exceptions to the bid document requirements must be in writing and submitted with your bid proposal. **FAILURE TO DO SO MAY RESULT IN THE REJECTION OF YOUR BID PROPOSAL AS INFORMAL OR INCOMPLETE.**

Make sure your price includes all costs associated with performing the work. Remember you are at a disadvantage if you want to renegotiate the price after the work has begun. Legally, you may not be granted relief if mistakes (except perhaps for obvious arithmetic errors due to the extension of unit prices and corresponding quantities) are discovered after bid opening.

**INSTRUCTIONS SHOULD BE FOLLOWED EXPLICITLY.**

Questions regarding preparation of your bid proposals should be directed to the buyer identified in the bid document. **THE AUTHORITY IS NOT RESPONSIBLE FOR COSTS INCURRED IN THE PREPARATION OF PROPOSALS.**

# New York State Contract System

As a vendor conducting business with New York State, you have a responsibility to utilize minority- and/or women-owned businesses in the execution of your contracts, per the MWBE percentage goals stated in your incentive proposal or contract documents.

The New York State Contract System (“NYSCS”) is the tool that New York State uses to monitor MWBE participation in state contracting. Through the NYSCS you will submit utilization plans, request subcontractors, record payments to subcontractors, and communicate with your project manager throughout the life of your awarded contracts.

There are several reference materials available to assist you in this process. Once you log onto the website, click on the **Help & Support >>** link on the lower left hand corner of the Menu Bar to find recorded trainings and manuals on all features of the NYSCS. You may also click on the icon at the top right of your screen to find videos tailored to primes and subcontractors. There are also opportunities available to join live trainings, read up on the Knowledge Base through the Forum link, and submit feedback to help improve future enhancements to the system.

Technical assistance is always available through the **Contact Us & Support** link on the NYSCS website (<https://ny.newnycontracts.com>).



# Subcontracting Business Tips

The New York Power Authority is committed to increasing the procurement opportunities for Minority and Women-Owned Business Enterprises (MWBE's) at our headquarters and operating facilities.

Once you become a subcontractor, your success will depend largely on your ability to carry out your obligations in a manner consistent with accepted business practices.

## Before You Sign a Sub-Contract Agreement

- 1) Study the bid specifications and plans for the project. Make sure you know the scope of work.
- 2) Know the prime contract's provisions and requirements, such as the insurance provisions, prevailing wage rates, submission requirements and retention.
- 3) Ask the job or work site to become aware of conditions that may affect your bid price.
- 4) Ask the prime contractor for written clarification of any bid item(s) you do not understand.
- 5) Prepare accurate and detailed cost proposals or price quotes. The proposal submitted is the instrument intended to persuade the Authority's staff or Prime Contractor's staff for subcontracting work that you are technically qualified, understand the scope of work and can perform the work in a timely, cost effective manner. If you initially offer a price by telephone, follow up by sending the prime contractor or the Authority, as the case may be, written confirmation of the bid amount specified in our verbal quote.
- 6) During negotiations, document all conversations with the Authority or prime contractor. Be sure to note the time, date and name of the person with whom you spoke, as well as the nature of your discussion.
- 7) Notify NYPA's Supplier Diversity Department immediately if your company is listed by a prime contractor as an MWBE without your knowledge or consent on an Authority related project.

- 8) **Remember!** Do not assume anything. When in doubt as to the meaning of any part of the procurement package, contact the issuing contract administrator.
- 9) Prepare your bid accurately. The Authority may not be able to grant relief if you make an error that is costly to you.
- 10) Write all technical and commercial terms and conditions. Bids which appear to be incomplete may be automatically rejected. The Procurement Division is the starting point for all firms that would like to do business with the Authority.
- 11) Submit the bid on time. Bids submitted after the bid due date are generally rejected unless a written time extension has been granted to all applicable bidders by the Authority prior to the bid opening.

## Before You Begin Work as a Subcontractor

1. Make sure you have a **written (sub) contract agreement** that includes the requirements, conditions and provisions of the job. Some items that should be addressed in the agreement include:
  - ✓ A detailed description of the scope of work to be performed by your company. Read and be sure you understand all the terms and conditions of the (sub) contract.
  - ✓ Clear identification of responsibility for insurance, bonding and equipment requirements.
  - ✓ Identification of required certifications, permits, and prevailing wage requirements, the latter pursuant to section 220 of the labor law of New York State.
  - ✓ Discussion of how and when you will receive payment from the prime contractor, if any, for work performed and the amount you are to be paid.
  - ✓ Procedures for resolving conflicts and disagreements and handling additional work, change orders and modifications.
  - ✓ The recommendation that your attorney review any (sub) contracting agreements before you sign it.
2. Ask the prime contractor to provide you with the project schedule specifying when your company is to start work on the project as well as the duration of your participation. This will permit you to allocate sufficient time for details such as placing orders or supplies and arranging for the leasing of equipment.



## As Work Progresses

1. Keep a daily log of all work-related activities performed by your company. Focus on site conditions, unforeseen changes and oral directives from the Authority or the prime contractor. Communications with the Authority or prime contractor should be in writing as much as possible.
2. Make sure that change orders affecting your (sub) contract amount and your scope of work are in writing. The written change order should contain a statement of cost and should be signed by you and the Authority and/or the prime contractor.
3. Attempt to resolve problems and conflicts as they arise.

# Bidders Information

***(Vendors that are NOT listed in the New York State Directory of Certified Minority and Women-Owned Businesses are considered general vendors.)***

If your firm is listed in the New York State Directory of Certified Minority and Women-Owned Businesses, it will then automatically be included in the pool of vendors certified to meet NYPA's procurement needs. You must be certified by New York State in order for us to recognize your firm as a Minority or Women owned business. Lack of certification, however, does not preclude your firm from doing business with us. If your firm is not certified as an MWBE by the State of New York and you request certification or additional information, please see Page 6 of this Guide.

The Authority does not maintain an official bidders list. The majority of bids in excess of \$50,000 are advertised in the NYS Contract Reporter. (See page 11 for more information). Bids under \$5K may be awarded to vendor of choice, although proposals may be solicited from several sources. **Information regarding NYPA's current contracting opportunities may be found on the Authority's web site by going to [WWW.NYPA.GOV](http://WWW.NYPA.GOV) "About Us" and selecting "Doing Business with Us" and looking for "Current Bidding Opportunities."** Register and you will be able to see what the Authority has out for bids at that time as well as download the bids directly from the site.

Also please complete and return the Vendor Survey Form located at the rear of this "**Guide to Business Opportunities**" along with any pertinent information on your company such as line cards, references, company literature or brochures etc. to this office.

**All information should be mailed to:**

New York Power Authority  
123 Main Street  
White Plains, NY 10601

***Procurement – Supplier Diversity Program***

***-or-***

**For further information on NYPA's  
Supplier Diversity Program**

**Visit our Supplier Diversity Web Site at**

<http://www.nypa.gov/SDP/default.htm>

***For Current Contracting Opportunities***

**Visit our Procurement RFQ Web Site Address at**

[www.NYPA.Gov](http://www.NYPA.Gov)

[About Us](#)

[Doing Business with Us](#)

[Select: Current Bidding Opportunities](#)

***-or-***

click “Quick Links”

to access the current bidding opportunities, plus additional information.

# For Your Information

## Unsolicited Proposals

The Authority does not recognize proposals submitted solely on the proposer's initiative. Submitted proposals must be in response to a formal Request For Proposal (RFP).

## Evaluation, Negotiation and Award

After bids are opened, the proposals are evaluated for both their technical qualifications and commercial acceptability. If questions, exceptions or disagreements are expressed



by either the Vendor or the Authority, negotiations may ensue. However, negotiations may only take place with the lowest qualified bidder. If mutually acceptable terms cannot be negotiated with the lowest evaluated bidder, the Authority may reject that bid and open negotiations with the next

bidder, and so on. Where applicable, the MWBE goal requirements can also serve as evaluative criteria in the final determination of a Bid Award.

## Quality Assurance Requirements

Vendors must meet the pertinent quality assurance requirements for the commodity or service that they are supplying. The term "quality assurance" is defined as those planned and systematic actions necessary to provide adequate confidence that a system, structure or component possesses the material composition, physical characteristics and performance capability for which it was intended. Specific applicability or acceptability of quality assurance will be covered separately in each bidding document.



## Who to Contact

The Procurement Division's Staff welcomes the opportunity to acquaint new firms with the Authority's procurement procedures. A listing of key personnel is provided on pages 22 - 28 of this publication.

Most of the Authority's purchasing functions are performed by the White Plains Office and its other operating facilities. The Authority's operating facilities function as independent purchasing entities for certain site-specific goods and services. You may solicit the individual facilities to market your product, goods or services.

Experience has shown that successful bidders take an active approach in marketing their goods and services to the Authority. Active marketing involves direct contact with key personnel. We wish to emphasize the importance of active marketing, especially for those firms that have not previously worked with the Authority.

It is highly recommended that you make an appointment before coming in to see any Authority personnel. Normal appointment hours are Monday through Friday, 8:00 a.m. to 4:00 p.m.

To maintain security, all visitors must identify themselves upon entering, sign the visitor's register and obtain an identification badge. The badge must be worn conspicuously and returned to the guard upon your departure. Authority personnel must accompany visitors when moving from one department to another.

# Executive Officers

## White Plains Office

**Clarence Rappleyea Building**  
123 Main Street  
White Plains, NY 10601-3170  
(914) 681-6200

## Albany Office

**30 South Pearl Street - 10<sup>th</sup>**  
Albany, NY 12207-3425  
(518) 433-6700

### **Chairman**

John R. Koelmel ..... (914) 390-8277

### **President & CEO**

Gil Quiniones ..... (914) 681-6810

### **EVP & Chief Operating Officer**

Edward Welz ..... (914) 681-6675

### **EVP & CFO**

Robert Lurie ..... (914) 287-3814

### **SVP – Technology and Innovation**

Paul Tartaglia ..... (914) 681-6838

### **SVP – Operations Support Services & Chief Engineer**

Brad Van Auken ..... (914) 681-6218

### **SVP - Economic Development & Energy Efficiency**

James Pasquale ..... (914) 390-8127

### **SVP - Corporate Affairs**

Rocco Iannarelli ..... (914) 287-3342

### **EVP- EVP Chief Commercial Ofc, Energy Solutions**

Jill Anderson..... (914) 287-3706

# Key Procurement Personnel

## White Plains Office

123 Main Street  
White Plains, NY 10601

### John Canale

Vice President, Procurement.....(914) 681-6706

### Supplier Diversity Program Staff

### Debra J. White

Director, Supplier Diversity.....(914) 681-6976

### Yves-Rose Valbrun

Supplier Diversity Program Analyst III..... (914) 681-6453

### Victoria Daniels

Sr. Supplier Diversity Program Analyst ... (914) 681-6453

### Senior Procurement Staff

### Len Walker

Manager, Procurement.....(914) 681-6627

### Donna Keough

Manager, Procurement .....(914) 287-3791

### Diane Gil

Manager of IT & SAP Procurement .....(914) 287-3583

### Manuel Hamalian

Manager of Procurement .....(914) 287-3493



## NYPA Operating Facilities

### ***BLLENHEIM-GILBOA POWER PROJECT***

**Kelvin Nahrwold**  
Manager Purchasing / Warehouse  
New York Power Authority  
586 Power Plant Access Road  
North Blenheim, NY 12131  
(518) 287-6325

### ***CLARK ENERGY CENTER/ ENERGY CONTROL CENTER***

**Pat Donnelly**  
Director – Site Purchasing & Materials  
Management & Real Estate  
(315) 792-8232

**Mailing Address:**  
New York Power Authority  
P.O. Box 191  
Marcy, NY 13403

### ***NIAGARA PROJECT***

**John Briggs**  
Manager Purchasing / Warehouse  
New York Power Authority  
5777 Lewiston Road  
Lewiston, NY 14092  
(716) 286-6031

### ***500 MW COMBINED CYCLE PLANT***

**Kevin King**  
Manager Purchasing / Warehouse  
New York Power Authority  
31-03 20th Avenue  
Long Island City, NY 11105  
(718) 626-8288

### ***ST. LAWRENCE – FDR PROJECT***

**Sandy Johnston**  
New York Power Authority - Manager  
Purchasing / Warehouse  
P. O. Box 700  
Massena, NY 13662  
(315) 764-6691

### ***RICHARD M. FLYNN POWER PLANT***

**Junior Ruiz**  
Assistant Manager, Purchasing /  
Warehouse  
New York Power Authority  
607 Union Avenue  
Holtsville, NY 11742-1420  
(718) 626-5867

# Key Headquarters Departmental Personnel

## CORPORATE SUPPORT SERVICES

### **John Plasko**

Director, Corporate Support Services .....(914) 287-3998

### **Chris Copeland**

Support Services Manager ..... (914) 287-3709

### **George Marriott**

Facility Manager ..... (914) 287-3930

## CORPORATE COMMUNICATIONS

### **Alice Kenny**

Manager, Graphic  
Communications.....(914) 390-8176

## ENERGY EFFICIENCY

### **Paul Belnick**

Vice President, Integrated Grid.....(914) 287-3828

### **Dominic Luce**

Sr. Director, Acting VP .....(914) 390-8234

### **Sam Coscia**

Director, Construction ..... (914) 287-3268

### **Maribel Cruz**

Program Manager, Business Power Allocations.....(914) 390-8228

### **Michael Nash**

Director, Engineering & Design .....(914) 390-8210

### **James Bejarano**

Director, Energy Efficiency .....(716) 842-3223

### **John Kahabka**

Vice President, Environmental, Health & Safety .....(914) 681-6308

## ENVIRONMENTAL

### **Joe Dosso**

Director, Environmental Operations.....(914) 287-3144

**ENGINEERING**

**Robert Knowlton**

Vice President, Engineering .....(914) 681-6424

**Peter Ludewig**

Director - Hydro Engineering .....(914) 287-3273

**Robert Schwabe**

Director – Asset & Maintenance Management .....(914) 287-3794

**James Sheldon**

Director – Electrical Engineering ..... (914) 681-6456

**William Stanton**

Director - Mechanical Engineering .....(914) 287-3307

**FINANCE-CORPORATE**

**Brian McElroy**

Treasurer .....(914) 287-3956

**FOSSIL FUEL SUPPLY**

**Enrico Montesa**

Director Fuel Planning & Operations .....(914) 287-3883

**HUMAN RESOURCES**

**Barbara Coles**

Director – Human Resources, Employment .....(914) 287-3798

**William Rainford**

Director – Talent Development.....(914) 681-6964

**Rani Pollack**

Director HR & Employee Relations.....(914) 390-8267

**INFORMATION TECHNOLOGY**

**John Brennan**

Manager Financial Management & Governance .....(914) 287-3168

**Peter Poggi**

Director of IT Governance & Policy .....(914) 681-6667

**Helen Yang**

Director of IT Project Management.....(914) 681-6841

**INSURANCE**

**Kimberly Radt**  
Manager Insurance Risk .....(914) 287-3917

**LAW**

**Susan Watson**  
Principal Attorney I .....(914) 390-8070

**PROJECT MANAGEMENT/ CONSTRUCTION MANAGEMENT SERVICES**

**Patricia Lombardi**  
Acting Vice President, Project Management.....(914) 287-3259

**Michael Mitchell**  
Project Manager – Hydro/Transmission .....(914) 681-6428

**Ricardo DaSilva**  
Director Strategic Operations .....(914) 287-3328

**PUBLIC AND GOVERNMENTAL AFFAIRS**

**Joseph Leary**  
Vice President, Community & Gov't Relations... .....(914) 390-8187

**Brian Warner**  
Manager, Legislative Affairs .....(914) 390-8183

**SUSTAINABILITY**

**Kerry-Jane King**  
Sustainability Manager .....(914) 390-8207

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# NYPA Facilities Regional Managers

## ***BLLENHEIM-GILBOA POWER PROJECT***

**Brian Saez**

Regional Manager - Central NY  
(518) 287-6301

New York Power Authority  
686 Power Plant Access Road  
Gilboa, NY 12076

## ***CLARK ENERGY CENTER/ ENERGY CONTROL CENTER***

**Phillip Toia**

SVP Transmission - CEC  
(315) 792-8236

Mailing Address:  
P.O. Box 191  
Marcy, NY 13403

## ***NIAGARA PROJECT***

**Harry Francois**

Regional Manager - Western NY  
(716) 286-6001

P.O Box 277  
Niagara Falls, NY 14302-0277

## ***500 - MW Combined Cycle Plant***

**Tim Zandes**

Regional Manager – SENY  
(718) 267-5603

New York Power Authority  
31-03 20th Avenue  
Long Island City, NY 11105

## ***ST. LAWRENCE – FDR PROJECT***

**Ed Rider**

Regional Manager - Northern NY  
(315) 764-6866

Mailing Address:  
New York Power Authority  
P. O. Box 700  
Massena, NY 13662

## ***RICHARD M. FLYNN POWER PLANT***

**Russ Bahm**

Director of Operations  
(631) 687-1901

New York Power Authority  
607 Union Avenue  
Holtsville, NY 11742-1420

# NEW YORK POWER AUTHORITY SUPPLIER DIVERSITY PROGRAM PROFILE

<b>VENDOR PROFILE</b>		<b>1. TYPE OF RESPONSE</b> <input type="checkbox"/> Initial <input type="checkbox"/> Revision	<b>2. DATE</b>
<b>NOTE:</b> Complete all items on this form. Insert N/A in items not applicable. <u>Please include company literature or brochure with this form.</u>			
<b>3. NAME AND ADDRESS OF NYPA ENTITY TO WHICH FORM SUBMITTED</b> New York Power Authority 123 Main Street White Plains, NY 10601-3104 Attention: Procurement Department, SDP		<b>4. NAME AND ADDRESS OF APPLICANT</b> (include country and nine-digit ZIP+4)	
<b>5. TYPE OF ORGANIZATION (CHECK ONE):</b> <input type="checkbox"/> Individual <input type="checkbox"/> Partnership <input type="checkbox"/> Non-Profit <input type="checkbox"/> Corporation (Incorporated under the laws of the State of _____)		<b>6. ADDRESS TO WHICH SOLICITATIONS ARE TO BE MAILED</b> (if different than Item 4)	
<b>7. NAMES OF OFFICERS, OWNERS OR PARTNERS</b>			
<b>A. PRESIDENT</b>	<b>B. VICE PRESIDENT</b>	<b>C. SECRETARY</b>	
<b>D. TREASURER</b>	<b>E. OWNERS OR PARTNERS</b>		
<b>8. AFFILIATES OF APPLICANT</b> (Names, locations, nature of affiliation, etc.)			
<b>9. IDENTIFY EQUIPMENT, SUPPLIES, AND/OR SERVICES ON WHICH YOU DESIRE TO MAKE AN OFFER</b> (Provide SIC Codes, if available)			
<b>10. SIZE OF BUSINESS</b> <input type="checkbox"/> Small Business <input type="checkbox"/> Other than Small Business	<b>11. AVERAGE NUMBER OF EMPLOYEES</b> (including affiliates) <b>FOR FOUR PRECEDING QUARTERS</b> (Add "/P" if for Parent Company) _____ AS OF ____/____/____ MO/DAY/YR	<b>12. AVERAGE SALES OR RECEIPTS FOR PRECEDING THREE FISCAL YEARS</b> (Add "/P" if for Parent Company) \$ _____ AS OF ____/____/____ MO/DAY/YR	
<b>13. TYPE OF OWNERSHIP</b> (See definitions in NYPA Guide) <input type="checkbox"/> Minority Business Enterprise <input type="checkbox"/> Women-Owned Business Enterprise NYS MWBE Certification No.: _____	<b>14. TYPE OF BUSINESS</b> <input type="checkbox"/> Manufacturer/Producer <input type="checkbox"/> Manufacturing Representative <input type="checkbox"/> Service Establishment <input type="checkbox"/> Consultant (Personal Services) <input type="checkbox"/> Regular Dealer <input type="checkbox"/> Surplus Dealer <input type="checkbox"/> Construction Concern		
<b>15. DUNS NO.</b> (If available)	<b>16. YEAR BUSINESS FORMED?</b> (Add "/P" if year Parent Company formed)		
<b>17. PAYEE IDENTIFICATION NUMBERS</b> A. FEDERAL SOCIAL SECURITY ACCOUNT NUMBER: _____ B. FEDERAL EMPLOYER ID NUMBER: _____			
<b>18. COLLECTIVE BARGAINING AGREEMENTS</b> (List of locals and Trades, if any, with contract expiration dates)	<b>19. LICENSING AGREEMENTS</b> (List any licensing agreements required to provide your product/service, exp. Dates, and whether your business is licensee or licensor)	<b>20. BONDING REFERENCE</b> (List highest bond received, date and bonding reference)	
<b>CERTIFICATION:</b> I certify that information supplied herein (including all pages attached) is correct and that neither the applicant nor any person (or concern) in any connection with the applicant as a principal or officer, so far as is known, is now debarred or otherwise declared ineligible by any agency of the State of New York from making offer for furnishing materials, supplies, or services to the State of New York or any agency thereof.			
<b>21. Name/Title of Person Authorized to sign</b> (Type or Print)	<b>22. SIGNATURE</b>	<b>23. DATE</b>	