

NYC Construction Ramp-Up Program FAQs

The NYC Dept of Small Business Services (**SBS**), in partnership with the NYC Dept of Design and Construction (**DDC**) and the NYC Dept of Transportation (**DOT**), have developed the NYC Construction Ramp-Up Program to prepare NYC-certified Minority- and/or Woman-owned Business Enterprises (M/WBEs) to successfully compete for Pedestrian Ramp Rehabilitation project work throughout the City of New York.

What is the NYC Construction Ramp-Up Program?

The NYC Construction Ramp-Up Program is a 12-session/12-week educational, training, and technical assistance program for NYC-certified Minority- and/or Woman-owned Business Enterprises (M/WBEs) in the construction industry who specialize in or have the capacity to perform concrete curbs, sidewalk, and related flatwork that are interested in competing for Pedestrian Ramp Rehabilitation project work throughout the City of New York. NYC DOT's [Pedestrian Ramp Program](#) is dedicated to upgrading and installing pedestrian ramps to comply with Federal Americans with Disabilities Act (ADA) standards. New and upgraded pedestrian ramps include a red (or white in special districts) detectable warning surface to help guide people with visual disabilities. This program will help NYC M/WBEs understand project requirements and how to apply and compete for these solicitations and a related M/WBE Pre-Qualified List (PQL).

What construction industry sectors are appropriate for participation in this program?

NYC-certified M/WBEs and small businesses in the construction industry, who specialize in or have the capacity to perform concrete curbs, sidewalk, and related flatwork.

What are the components of the Program?

There are four elements to this program:

1. Class sessions, which will be conducted weekly on Thursdays. Ten to twelve (10 - 12), 4-hour sessions will be conducted over approximately 10-12 weeks plus holiday breaks.
2. Field trips, which will consist of visits to a Pedestrian Ramp project site(s).
3. One-hour 1-on-1 technical assistance sessions (up to six sessions) are available for assistance with preparing to bid on Pedestrian Ramp projects, including other assistance related to business and bid preparation and contract administration. Sessions are scheduled on demand with an appropriate subject matter expert for the counseling need.
4. Participants who do not have an established accounting software program for their business are required to attend a 6-hour QuickBooks™ for Construction Clinic in addition to the required class sessions. Several QuickBooks™ Clinic date options are offered at no cost to accommodate availability, but the participant will need to purchase the software to optimize the learning (clinics facilitate individualized software setup with the assistance and guidance from an accredited construction CPA instructor).

What are the eligibility criteria for the NYC Construction Ramp Up Program?

- Owner (or co-owner with decision-making authority) of a construction or trade firm
- Certified by NYC as a M/WBE or have submitted a complete [NYC M/WBE certification application](#) prior to the cohort start date
- Experience in concrete or related trade
- Experience successfully completing concrete-related projects at a minimum per-project value of \$100,000
- Minimum annual revenues of \$250,000
- Commercial or government project experience
- Can commit to the 12+ week engagement period of the program
- Can provide a business plan, business profile, business growth plan or capabilities statement (you will be asked to submit at least one of these documents to SBS via email upon receipt of your application)

How often is the NYC Construction Ramp-Up program offered?

The NYC Construction Ramp Up Program will be offered one time before the end of calendar year 2023 and twice during 2024. Future cohort offerings are anticipated to be twice per calendar year.

How long is the NYC Construction Ramp-Up Program?

The cohort consists of 10-12 class sessions, one required QuickBooks™ for Construction Clinic, and up to six 1-on-1 technical assistance sessions with subject matter experts. Class sessions are held once every week on Thursdays and are about four hours per class session from 9 a.m. – 1 p.m. In general, the program lasts about 10-12 weeks (including holiday breaks). At the end of the program, a graduation ceremony is held, generally within 30 days of the last class session.

What are the key take-aways for each participating entrepreneur/firm?

Each enrolled firm will be evaluated and provided with a business assessment that identifies specific strengths and areas for improvement within their business. The various class session topics conducted over the 10-12 sessions of the program help provide business owners with essential financial, operational and project management best practices that can help their businesses get prepared to bid on and successfully compete for a Pedestrian Ramp Rehabilitation project contract. It is the responsibility of the bidder (prime and subcontractors) to read and understand all contract and project documentation to ensure an accurate and complete bid. The goal is to help M/WBE contractors build capacity to qualify for this project work.

How much does this program cost?

This program is offered at no cost to the participants.

Who can I contact with questions about the NYC Construction Ramp-Up Program?

For more information on this program, you may contact us at mwbecapbldg@sbs.nyc.gov. Please enter "NYC Construction Ramp-Up Program" in the email subject line.

Will participating in the NYC Construction Ramp-Up program guarantee my firm a contract?

Participation in any program offered by the City of New York does NOT guarantee the award of a contract. There is an exception of certain discretionary procurements, sole-source contracts, emergency purchases and some negotiated acquisitions, but all contracts awarded by the City are competitively bid. The **NYC Construction Ramp-Up Program** is designed to help M/WBE contractors build capacity to qualify for this project work. The goal is to increase the number of project contracts awarded to M/WBEs by creating procurements for this pedestrian ramp rehabilitation work that qualified M/WBEs can compete for and handle.

I'm a minority/woman business owner and want to certify with the City of New York, or my NYC M/WBE certification has expired. How do I certify or re-certify?

To certify with the City of New York as an M/WBE or to renew an expired NYC certification:

- Get more information at
- Submit your application for certification or recertification through SBS' portal: <https://sbsconnect.nyc.gov>.
- Get help completing the certification application at any one of the [NYC Business Solutions Centers](#).

My firm is not a certified M/WBE and not eligible to get certified, but I would still like to access SBS' services.

In addition to the City's M/WBE program and the NYC Construction Ramp-Up Program, SBS offers procurement technical assistance through a federally funded APEX Accelerator team (formerly known as PTAC) to help all businesses learn to sell to all areas of government (City, State, and Federal). Learn more about the APEX Accelerator services at nyc.gov/techassist.

Additionally, you may visit SBS' NYC Business Solutions Centers located in every borough of the city to access free services available to all small businesses located in NYC. You can contact us by calling our hotline: 888-SBS-4NYC (888-727-4692). Learn more about all the free business services provided by the NYC Department of Small Business Services at .

I applied for the NYC Construction Ramp-Up program. When will I know if my firm is accepted?

After review of the applications, firms considered to be initially qualified may be invited to a video conference interview, if needed. Acceptances will be offered on a rolling basis in the weeks prior to the start of the program.