

RSMP News



Flood and Flood, LLC.

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Congratulations to the inaugural class of the Business Opportunities Program Instructional Series!

They were celebrated at a Completion Ceremony held on January 11, 2017 at the **Rochester Schools Modernization Program (RSMP)** offices. These thirteen businesses made a significant commitment to maintain at least 75% attendance at the approximately 17-week program. The series included topics ranging from basic business practices to bidding and estimating to capital financing. Each session was presented by an industry professional, most of whom were under contract with the RSMP. The Instructional Series is conducted twice a year, beginning in February and August.

Please join us in congratulating the following firms (certifications listed):

BNR Engineering, (DBE)
Cannon Electric, (MBE)
Charo Cleaning, (SBE)
Flood & Flood Photography, (MBE, SBE)
Flower City Monitor Service, (MBE, SBE, WBE)
Home Guard Environmental Services, (MBE)
Mr. & Mrs. Clean All

M3 Construction
Pinewoods Engineering, (SBE, WBE)
PH Enterprises, (MBE, WBE)
Quality & Production Solutions
Rochester Research Associates
ViewSignage, (MBE)

Please visit rsmnews.net to learn more about these firms

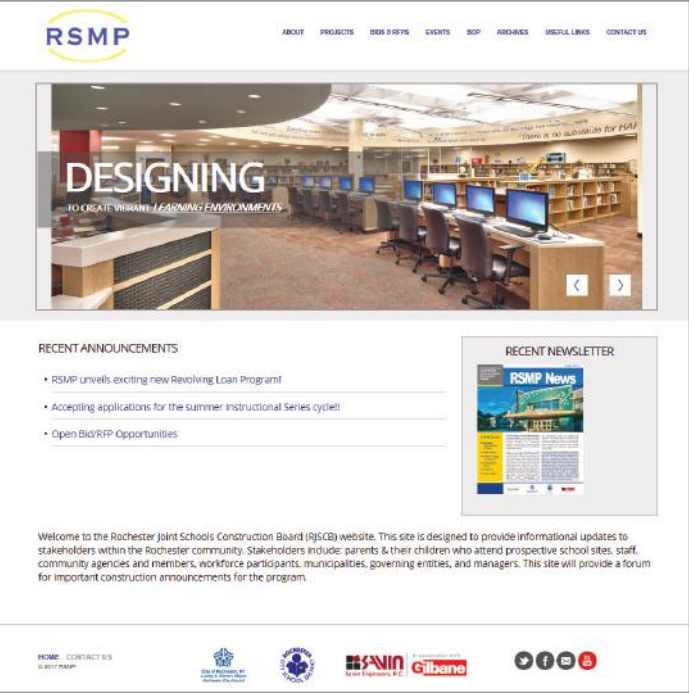


New RSMP Website

The RSMP is proud to unveil our new website: www.rsmnews.net! The new site provides an immersive view of the Program that is designed to keep visitors up to date with Phase 2 developments involving projects, bids, RFP's and other important information.

Approved resolutions, procurement awards, monthly meetings and other decisions the RJSCB engage in are posted in addition to programmatic documentation such as the Strategic Plan, Diversity Plan, Annual Reports and SEQRA studies. The site serves as the primary source for information about the Business Opportunities Program. Additionally, project portfolios featuring schools completed in Phase 1 are displayed.

The site is connected to all of RSMP's social media outlets. Be certain to get connected to us through whichever media apps you most commonly use. **Visit the website often!**



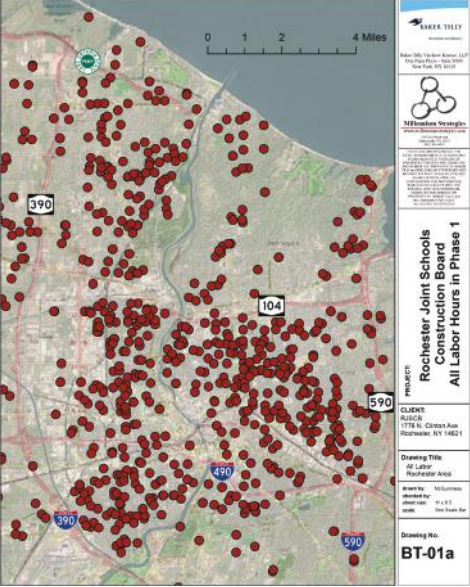
Independent Compliance Officer

Baker Tilly Virchow Krause (“Baker Tilly”) is serving as the Independent Compliance Officer (ICO) for Phase 2. Baker Tilly prepares monthly reports on the recordkeeping and maintenance of project records for M/W/D/SBE compliance matters.

To support RJSCB objectives, Baker Tilly has incorporated the use of digital systems, analytical procedures and control processes. These are designed to ensure that compliance to the diversity goals are adhered to by the prime contractors who have been, or are in the process of being awarded contracts by the RJSCB. Additionally,

the ICO maintains a database of employee addresses, helping to ensure an accurate depiction of Rochester resident participation in the RSMP construction workforce.

In coordination with the Program's District Technology Consultant, Millennium Strategies, these and other categorized comparative data are periodically presented using geographic information system (GIS) mapping software. These maps help identify and interpret trends and patterns associated with RSMP workforce and EBE utilization. Please visit: RSMNews.net/projects/phase 1/utilization maps, to view an assortment of these digital maps.



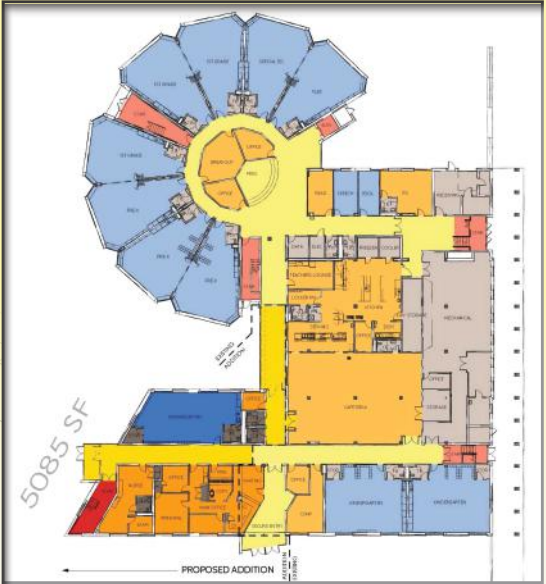
Virgil I. Grissom School No. 7 Addition

Virgil I. Grissom School No. 7 involves the construction of a two story addition and extensive renovations including new stage, new roof, window replacement, HVAC and electrical system upgrades, and a new library.

Also included is a two-story addition on the west side of the building. Site work includes the reconstruction

and/or replacement of existing site elements including asphalt and concrete pavement and sidewalks, fencing, rehabilitation of the playfield, and the expansion of the parking area.

Construction is scheduled for substantial completion July 2018.



Architect:
SEI Design Group
Construction Manager:
LeChase Construction
Project Cost:
\$24.4 Million

W/MBE Feature US Ceiling Corp.

Sixteen years ago, Melissa Geska, President of US Ceiling Corp. and her husband Ed, decided to take the advice of one of Ed's prior clients to launch a woman/minority-owned business (W/MBE) to meet the diversity needs of the construction field. US Ceiling specializes in dry wall, framing, ceilings, suspended ceilings, finished carpentry and general trades packages. Their primary market segment was affordable and senior living housing in the light commercial/residential field working on many HUD funded projects.



Melissa Geska
President

US Ceiling's first experience in school construction was in Phase 1 of the Rochester Schools Modernization Program (RSMP). They worked on the World of Inquiry School #58 project. Melissa commented, "I am really proud of what we were able to accomplish on that project. It challenged us in many ways, but we were able to meet the needs of the contract."



More recently, Melissa's firm has been selected by Manning Squires Henning to contribute as a WBE subcontractor at Monroe High School in Phase 2. She comments, "I wish the Business Opportunities Program and Instructional Series were part of Phase 1. Many businesses could have truly benefitted from the training that is being offered. I advise anyone interested in starting a business in this industry to seek out ways to partner with other similar businesses that are more established and have a stronger foothold. Working together helps minimize risks. There is strength in numbers. Nothing is handed to you because you will have to earn the respect of those in this field."

But wait, there's more...!

Revolving Loan Program

It's especially difficult for smaller contracting businesses, to build up credit and provide financials worthy of securing business loans and lines of credit needed to grow. In acknowledgement of these challenges, as Program Manager, Savin Engineers, P.C. has taken the step to initialize monetary resources to fund a **Revolving Loan Program (RLP)**.

The RLP is designed to help **Eligible Business Enterprises (EBE's)** meet their short-term working capital needs on RSMP projects. With access to a disbursement maximum of \$10,000 per occurrence, a loan can be used to finance the direct costs of performing under a contract with the RJSCB with regard to payroll, supplies, equipment and other overhead.

As a reflection of the RJSCB's effort to remove barriers and promote business growth, the RLP short form application makes the loan process easy to implement and navigate. How easy? The RLP Committee will approve applications within 3 business days! There are no credit checks and zero (0%) interest with only a minimal administrative fee applied!

The Rochester Economic Development Corporation (REDCO), a not-for-profit development corporation dedicated to stimulating and increasing business investment in Rochester, will serve as the custodial administrator for the Loan fund.

Features of the RLP

No credit check!

No interest – 0%!

Maximum 3-day approval time!

Minimal administrative fee!

The fund's revolving balance is secured by a replenishment system based on monthly payment requisitions that require the loan to be repaid within 90 days.

Call BOP Manager, Travis L. Miller at (585) 512-3816 for more details.

Rochester Joint Schools Construction Board >>>

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Norman Jones, Member
Brian Sanvidge, Non - Voting Member

Pepin Accilien, RSMP Program Director

Next Issue

- *James Monroe High School*
- *Mentor Protégé Participant Feature*
- *Instructional Series Graduate Feature*
- *Updated Program Schedule*

Contact Us >>>

585-512-3822 | www.rsmppnews.net

Digital edition available for download

Mentor/Protégé Program



The **Business Opportunities Program** is pleased to roll out the **Mentor/Protégé Program (MPP)**! As an agent of the

City of Rochester and the Rochester City School District, the **Rochester Joint Schools Construction Board (RJSCB)** recognizes the need to be proactive to ensure that minority- and women-owned business enterprises (M/WBE), small business enterprises (SBE) and disadvantaged business enterprises (DBE) are given the opportunity to participate in the performance of contracts with the RJSCB with respect to the Rochester Schools Modernization Program (RSMP). The MPP is designed to motivate and encourage all holders of prime contracts with RJSCB to provide mutually beneficial developmental assistance to local Eligible Business Enterprises (EBEs) to enable

such emerging businesses to 'learn the ropes' from more experienced businesses. It provides a dynamic opportunity for the emerging EBE (protégé) to overcome barriers that typically inhibit or restrict the success of its business initiative. It also encourages professional and service firms, as well as prime contractors (mentors), to enhance the business, management and technical capabilities of the protégé.



In order to be eligible to participate in the MPP as a protégé, a business must successfully complete the Instructional Series, also conducted by the Business Opportunities Program, or have a contract on one of the RSMP projects. The Mentor/Protégé relationship lasts for six months to allow the EBE to meaningfully benefit from the knowledge and time-tested experience of the mentor firms and for the program to support as many Mentor/Protégé relationships as possible.