New York State Minority and Women-Owned Business Enterprise (MWBE) Program

Waivers/Approved Utilization Plans: Fiscal Year 2026/2027

Agency Name:	Office of General Services

Date:	10/15/2026

Agency Contact:	
Name:	Tryphina J. Ramsey
Title:	Director
Email Address:	tryphina.ramsey@ogs.ny.gov

(1) Description of Contract Scope Includes:

- Construction
- Non Construction
- Commodities
- Services
- Services and Commodities

(2) Description of Approved Waiver Includes:

- Lack of MWBE firms available
- MWBE firms were non responsive to solicitations
- Insufficient subcontracting opportunities
- Specialized work/knowledge/equipment required
- Location impacted availability
- MWBE firms responded to solicitation but declined to bid
- Change in budget and/or project phasing limited the scope for subcontracting
- Change in timeline affected MWBE utilization and availability
- MWBE bid(s) were too high compared to non-MWBE
- No MWBE waiver requested
- Other

(3) Description of Denied Waiver Includes:

- Sub contracting opportunities available
- MWBE vendor availability
- Lack of good faith effort (GFE)
- Inadequate documentation

Contract Number	Prime Contractor Name	Contract Term Dates	Contract Amount	(1) Description of Contract Scope	MWBE Certified Subcontractor Name	(1) Description of Subcontract Scope	Waiver Requested	(2) Description of Approved Waiver	(3) Description of Denied Waiver
PC71083	AMERICAN ROCK SALT CO LLC	9/9/2026 - 8/31/2027	$144,557,645.13	Commodities	PDS Construction	Commodities	No		
					Genesee Bulk Transport, LLC				
					Tracey Trucking				
					Iroquois Bar Corp				
PC71084	APALACHEE LLC	9/9/2026 - 8/31/2027	$66,199,473.60	Commodities	A&S Reliable Express LLC	Commodities	No		
					Bellamy Construction Company, Inc.	Commodities	No		
					C.L.A. and Sons Trucking, Inc.	Commodities	No		
					Constantine Construction & Farm Inc.	Commodities	No		
					T&J Hauling, LLC	Commodities	No		
					VENTURE BROKERAGE LLC	Commodities	No		
PC71085	ATLANTIC SALT INC	9/9/2026 - 8/31/2027	$78,553,781.80	Commodities	H&M Environmental, Inc.	Commodities	No		
					Midnight Industries Inc.	Commodities			
PC71086	Cargill, Incorporated	9/9/2026 - 8/31/2027	$87,966,533.92	Commodities	Allen & Daughters Trucking, LLC	Commodities	No		
PC71087	MORTON SALT INC	9/9/2026 - 9/8/2027	$17,821,359.24	Commodities	DI Trucking LLC	Commodities	No		