



**Water & Sewerage
Department**

DWSD Construction Opportunities Business to Business Workshop

WELCOME



**Water & Sewerage
Department**

PALENCIA MOBLEY, P.E.

Deputy Director and Chief Engineer, DWSD

Capital Improvement Program

- DWSD investing \$500 million over five years to upgrade the water and sewer systems.
- Great Lakes Water Authority (GLWA) investing \$852 million through 2024, including several projects in Detroit.
- DWSD's new approach is neighborhood focused and includes:
 - Condition assessments
 - Design using data and risk analysis
 - Robust Community Outreach
 - Procurement
 - Construction

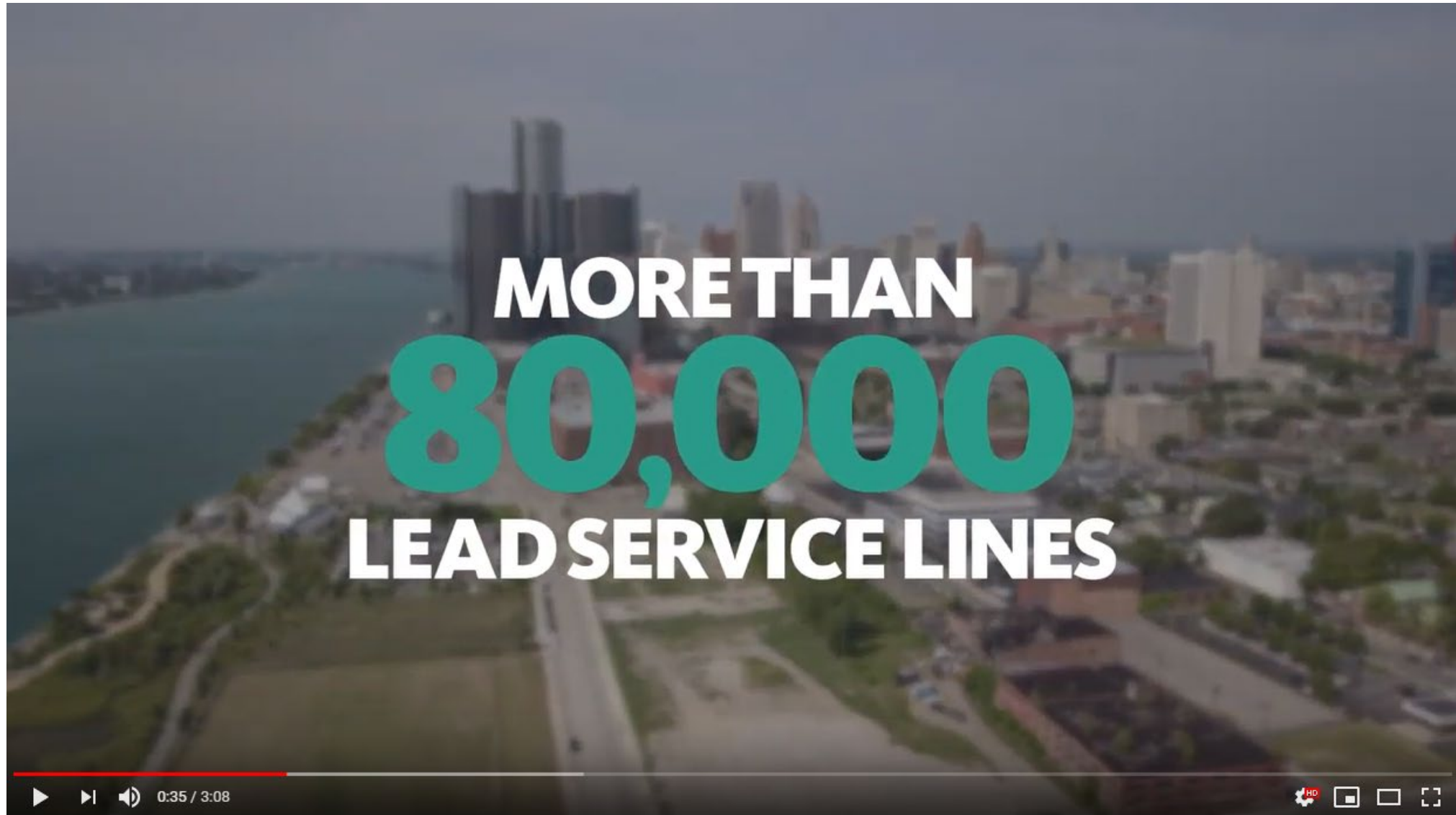


Lead Service Line Replacement Program



- Revised Lead and Copper Rule requires utility to replace lead service lines
- DWSD estimates there are 80,000 lead services lines in City of Detroit
- Customer must sign an agreement
- Work performed during water main replacement

VIDEO: DWSD Lead Service Line Replacement Program



Oakman Water Main Replacement and Green Infrastructure Installation

- Coordinated effort to address aged water main and recurring flooding on and near Oakman Boulevard between Joy Road and Tireman Avenue.
- Replace water main and lead service lines (where they exist).
- Upgrade storm lines including catch basins.
- Reconfigure Oakman Blvd medians to manage stormwater flow to help minimize local flooding.
- Starts Spring 2020



Existing Conditions



*Rendering of New Landscaping Design and Underground Stormwater Storage Area
(section view; approximately three years after planting)*

VIDEO: Community Engagement and Stormwater Management



Questions?

Palencia Mobley, P.E.

Deputy Director & Chief Engineer

Detroit Water & Sewerage Department

313-964-9667

For more Information visit: www.detroitmi.gov/dwsd



[Facebook.com/DWSDDetroit](https://www.facebook.com/DWSDDetroit)



[@DetroitWaterDep](https://twitter.com/DetroitWaterDep)



[@detroitwatersewerage](https://www.instagram.com/detroitwatersewerage)





**Water & Sewerage
Department**

MONICA DANIELS

Finance Asset Manager, DWSD

Capital Improvement Program and 2021 Capital Budget

- This CIP should be considered a planning document and current fiscal year capital budget – the CIP is an evolving plan that requires continual review and modification during the course of each year.
- The amounts indicated in 2021 are the FY21 Capital Budget.
- The following table details the planned expenditures for the Fiscal Years 2021-2025 CIP. Expenditures are focused on replacement, installation and/or abandonment of existing water mains, replacement of inoperable fire hydrants, rehabilitation of sewer systems, management of storm water with green infrastructure, upgrades to information technology systems, replacing aging equipment and vehicles, as well as rehabilitation of facilities that support the operation of the utility.

Summary of CIP Financial Plan and FY2020-2021 Capital Budget

The FY 2021 – FY 2025 capital improvement program provides for \$229 million of water system improvements and \$169 million of sewer system improvements over the five year planning cycle.

FY21 Capital Budget of \$166,790,445

Category		FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	Total 5-Year 2020-2024
Planning/Design	5%	8,280	5,590	-	-	-	13,870
Water (including fire hydrants and meters)	45%	96,662	62,799	22,550	4,000	4,000	190,011
Sewer Line Replacement	21%	29,244	25,456	19,650	1,950	-	76,300
Green Infrastructure	10%	12,480	11,568	10,483	8,785	9,995	53,311
Central Services	15%	20,125	11,575	11,235	11,000	11,000	64,935
	100%	166,790	116,988	63,918	25,735	24,995	398,426
Water	66.5%	110,864	71,381	28,168	9,500	9,500	229,413
Sewer	33.5%	55,926	45,606	35,751	16,235	15,495	169,013
		166,790	116,988	63,918	25,735	24,995	398,426

CIP Fiscal Year 2019 Summary by Quarter

Period Ending June 30, 2019 (preliminary)

Category	2019 Planned	2019 Total Spend (unaudited)	Percent Spent
Planning/Design	14,468	16,379	113%
Water (including fire hydrants and meters)	45,640	30,426	112%
Sewer Lining/ Rehabilitation	25,672	28,410	111%
Green Infrastructure	14,820	2,403	16%
Central Services (Fleet, Facilities & IT)	32,812	5,613	17%
Uncommitted (including allowances)	22,700	11,514	51%
Total	\$156,112 W-\$90.6M* S-\$65.4M*	\$94,745 W-\$50.3M S-\$44.4M	61% W-55%* S-68%*

**percent of total planned*

Questions?

Monica Daniels

Finance Asset Manager

Detroit Water & Sewerage Department

For more Information visit: www.detroitmi.gov/dwsd



[Facebook.com/DWSDDetroit](https://www.facebook.com/DWSDDetroit)



[@DetroitWaterDep](https://twitter.com/DetroitWaterDep)



[@detroitwatersewerage](https://www.instagram.com/detroitwatersewerage)





**Water & Sewerage
Department**

TIFFANY JONES, MODERATOR

Public Affairs Director, DWSD



**Water & Sewerage
Department**

KARI FARINA

Contract Analyst, DWSD



**Water & Sewerage
Department**

Doing Business with the Detroit Water & Sewerage Department

DWSD posts all solicitations on the Michigan Inter-governmental Trade Network (MITN)

www.bidnetdirect.com or www.mitn.info

MITN Purchasing Group

Welcome to the MITN Purchasing Group!

The Michigan Inter-governmental Trade Network (MITN) participating local government purchasing departments invite vendors to register for exclusive access to RFPs, bids and awards on the bid system. Registered vendors benefit with access to bid information & documents in a central location from nearly 200 Michigan local governments. [Please register](#) or [Login](#) to access open bids and RFPs.

Bids published before June 10, 2017 may be found at the [Legacy site](#).

Surplus Auctions Important Note: Surplus Auctions may be found at the [Legacy site](#).

Vendor Registration

Grow your government business in Michigan! Register today to receive real-time notifications of matching bids, access documents & receive real-time addendum.

REGISTER NOW →



1- Identification

2- Subscription

3- Payment

4- Confirmation

Organization Information

Organization Name*

Address*

City*

Country* United States

State/Province*

Zip/Postal Code*

Contact Information

Job Title

First Name* Initial

Last Name*

Phone* ext.

Email*

Email Confirmation*

Time Zone*

Login Credentials

Desired Username*

Desired Password*

Password Confirmation*

Terms and Conditions

- ☐ I agree to the [Terms & Conditions](#) stated herein.
I am an authorized representative of the above-named organization.

REGISTRATION

Clearances

- All potential and current vendors are required to apply, obtain and maintain approved Tax Clearances through the City of Detroit.
- Approved Clearances are required in order to be awarded a contract and must be maintained throughout the entire contract term, including any amendments, extensions or renewals of existing contracts.
- The Clearance Application must be submitted annually via:
<http://bit.ly/detroitclearances>
- It is the Vendor's responsibility to ensure their clearances are current and up to date.

Types of Clearance Applications

- Individual Clearance Applications
 - A person who is looking to do business with the City of Detroit but is not applying on behalf of a business. All residents of the city are required to submit an individual income tax return and all non-residents who earn income in the city are required to submit a return.
- Business Clearance Applications
 - Corporation
 - Partnership
 - Limited Liability Company (LLC)
 - Sole Proprietor/Single Member LLC
 - Estate/Trusts

Example Clearance Application

Corporation Clearance Application

Applicant Information

NOTE: Thank you for submitting your clearance application. Please allow 7-10 business days for processing.

First Name *

Last Name *

Street Address *

City *

State *

Select

Zip *

Email Address *

Telephone Number *

Please use the following format: xxx-xxx-xxxx

Title

Corporation Information

Name *

Street Address *

City *

State *

Select

Zip *

Is this company newly established? *

Select

Has this company ever done business in the City of Detroit? *

Select

Has this company had more than \$100,000 in sales made or services rendered in the City of Detroit in any of the 4 most recent calendar years? *

Select

If Yes, which years? (Select all years that apply)

Select

Will this company have employees working in the City of Detroit? *

Select

If Yes, please provide expected start date.

Will this company be using contractors in the City of Detroit? *

Select

Does this company have real estate in the City of Detroit? *

If Yes, does this company Own or Lease?
If leasing, please attach a copy of the lease below.

Select

If Yes, please provide the company's personal property tax number.
If you have questions regarding your personal property tax number contact the Detroit Taxpayer Service Center at 313-224-3560 or Treasuryinfo@detroitmi.gov

Are you an executive of this company? *

If No, please attach a power of attorney below in order to allow for visibility about income tax matters.

Select

Reason for Applying for a Clearance *

Select

Please upload your files here.

Drag and drop files here or [browse files](#)

This step 1 of 2. After submitting you will be directed to a Docusign page. You must submit your EIN information in order for this application to be completed.

The City of Detroit cares about the security of your financial information. This is why we are using Docusign to collect your personal information. Your application won't be complete until you enter this information.

Agreement to Docusign
Please select Corporation again once you are in Docusign.

Select

☐ Send me a copy of my responses

Submit



Equalization Credits

The City of Detroit is committed to encouraging, supporting suppliers and working together towards continued development of Detroit's supply base. As part of the Detroit Business Opportunity Program, your business can access opportunities to promote and increase visibility on the Certified Business Register.

Equalization Credits

DWSD awards equalization credits based on the following categories.

All required forms and certificates must be submitted with the bid/proposal:

1. Detroit Based Business (DBB):

A business which pays city income taxes on the business's net profits and pays city property taxes on a plant or office and equipment.

- Certified through CRIO via <https://detroitmi.gov/departments/civil-rights-inclusion-opportunity-department>

2. Detroit Resident Business (DRB):

Any business which employs a minimum of four (4) employees and at least 51% of its employees are residents of Detroit.

- Certified through CRIO via <https://detroitmi.gov/departments/civil-rights-inclusion-opportunity-department>

Equalization Credits

DWSD awards equalization credits for the following categories continued:

3. Joint Venture (JV):

A joint venture of separate firms, one of which is a Detroit Based Business or Detroit Resident Business, which has been created to perform a specific contract, and is evidenced by a written agreement which provides at a minimum that the Detroit Based Business or Detroit Resident Business:

- Is substantially included in all phases of the contract, including, but limited to, bidding and staffing; and
 - Provides at least 51% of the total performance, responsibility, and project management of a specific job; and
 - Receives at least 51% percent of the total remuneration from a specific contract; and
 - Shares in profits and losses.
- Approved through DWSD

Equalization Credits

DWSD awards equalization credits based on the following categories continued:

4. Mentor Venture (MV):

A joint venture of separate firms, one of which is a Detroit Based Business or Detroit Resident Business, which has been created to perform a specific contract, and is evidenced by a written agreement which provides at a minimum that the Detroit Based Business or Detroit Resident Business:

- Is substantially included in all phases of the contract, including, but limited to, bidding and staffing; and
 - Provides at least 30% of the total performance, responsibility, and project management of a specific job; and
 - Receives at least 30% of the total remuneration from a specific contract; and
 - Shares in profits and losses.
- Approved through DWSD

Equalization Credits

	Equalization Percentage:	
	Less than \$1 million	\$1 million or greater
DBB	2%	1%
DRB	2%	1%
JV	1%	0.5%
MV	1%	0.5%

Equalization credits do not apply to purchases less than \$25,000

For questions regarding DBB & DRB, please contact:

Civil Rights, Inclusion & Opportunity (CRIO)

2 Woodward Avenue, Suite 1240, Detroit, MI 48226

Monday - Friday, 8:30 am – 4:30 pm

Phone: (313) 224-4950

Fax: (313) 224-3434

Email: Inclusion_CRIO@DetroitMI.Gov



**CERTIFY YOUR
BUSINESS**
Get started now



Supplier Portal

The Supplier Portal provides suppliers with:

- Access to awarded PO's
- Ability to electronically submit invoices against appropriate purchase orders
- Streamlines payment

Vendors must be registered in the Supplier Portal in order to be awarded a contract.

- Register online via: www.detroitmi.gov/supplier
 - Click on the New Supplier Registration

SUPPLIER PORTAL HOW TO GUIDES:

SUPPLIER PORTAL HOW TO GUIDES:

[How to Guide for Supplier Portal Bid Training](#)

[How to Submit an invoice via Supplier Portal](#)

[How to view invoices submitted to the City of Detroit via Supplier Portal](#)

[How to view Payments via Supplier Portal](#)

[How to view Purchase Order via Supplier Portal](#)



The Supplier Portal Support Desk
Monday – Friday, 8:00 am – 4:00 pm
Email: procurementinthecloud@detroitmi.gov
Phone: 313-224-4600

Supplier Portal



[Back](#) [Next](#) [Save for Later](#) [Register](#) [Cancel](#)

Register Supplier: Company Details

Enter a value for at least one of these fields: D-U-N-S Number, Taxpayer ID, or Tax Registration Number.

* Company

* Tax Organization Type

Supplier Type

Corporate Web Site

Attachments

None

D-U-N-S Number

* Tax Country

Taxpayer ID

Tax Registration Number

Note to Approver

Your Contact Information

Enter the contact information for communications regarding this registration.

* First Name

* Last Name

* Email

* Confirm Email



e-Builder

- The DWSD Construction & Engineering Team utilizes e-Builder to manage and track their construction contracts.
- e-Builder is a fully-integrated cloud-based construction software that provides an end-to-end Project Management Information Solution.
- Contractors awarded construction contracts are required to utilize the cloud based software.
- DWSD will provide 1 licensed account to the Contractor for each construction contract awarded.
- DWSD will provide e-Builder training to Contractor's personnel at the start of each newly awarded construction/engineering contract.
- No cost to Contractor

Questions?

Kari Farina

Contract Analyst

Detroit Water & Sewerage Department

kari.farina@detroitmi.gov

313-964-9385

For more Information visit: www.detroitmi.gov/dwsd



Facebook.com/DWSDDetroit



@DetroitWaterDep



@detroitwatersewerage





ARIELLE JOHNSON

*Deputy Director, Civil Rights, Inclusion and Opportunity
(CRIO)*



Civil Rights, Inclusion
and Opportunity



DETROIT BUSINESS OPPORTUNITY PROGRAM

ARIELLE JOHNSON, DEPUTY DIRECTOR

CRIO MISSION STATEMENT

To provide excellent service to all who live, work, play or do business in Detroit, advocating for inclusion and increased opportunities resulting in a positive impact in our City.

EXCELLENCE. EQUITY. INTEGRITY.



Business Opportunity Goal

It is the goal of DBOP to increase & promote growth for Detroit's business community through visibility, capacity building and network expansion while assisting Detroit businesses to be the driving force in Detroit's economy.



Executive Order 2016-1

At least 51% of the work force for a publicly funded construction project valued at \$3,000,000 or greater shall be “bona-fide Detroit residents”.



Executive Order 2016-1 Process

STEP 1: Designate a Point Person

STEP 2: Submit Monthly Reports

- **Monthly Contractor Summary Report**
- **Monthly Payroll & STEP Summary**
 - **List all Detroit and STEP workers**
- **Certified payrolls (Entire Month)**
- **Proof of Residency**
- **Submissions sent after 30 days will be accepted “as is”**

STEP 3: Make Workforce Contributions



Business Certifications



- **Detroit Based Business (DBB)**- A business located in Detroit for at least one taxable year.
- **Detroit Headquartered Business (DHB)** - A Detroit Business who meets qualifications of DBB who is headquartered in Detroit.
- **Detroit Small Business (DSB)** - A business that qualifies as DBB and that meets requirements for DSB based on industry type.
- **Detroit Resident Business (DRB)** - A business that has at least 4 employees of which at least 51% are Detroit residents.
- **Detroit Based Micro Business (DBMB)** - Must have annual gross receipts of \$1,000,000.00 or less, no more than 15 employees, and located in Detroit.
- **Detroit Start-UP(DSU)** -A business located in the City that has been in business less than 2 years.



- **Minority-Owned Business Enterprise (MBE)**- Must have at least 51% minority ownership.
- **Woman-Owned Business Enterprise(WBE)**- Must have at least 51% woman ownership.
- **Mentor Venture(MV)**- A joint venture of separate firms one of which is a Detroit certified business that has been created to perform a specific contract by written agreement and meets the criteria for MV as described in the City Ordinance.
- **Joint Venture (JV)** - Two firms that collaborate on a project of which one of the firms is a Detroit certified business and meets the requirements for JV as described in the City Ordinance.

Business Certification Application

1. Affidavit of Applicant (Required)*
2. Completed Request for Income Tax Clearance (Required)*
3. Completed Accounts Receivable Clearance Application (Required)*
4. Most Current Federal Tax Return (1st page only- If applying for DSB need prior 3 years) (Required)*
5. Copy of Current Lease or Deed (Required)*
6. Business Roster (Detroit Headquartered Businesses Only)*
7. If applicable, Minority Based or Women Based Enterprise Declaration*



Business Certification Program Costs

Gross Receipts From Previous Tax Year	Fee
≤ \$250,000**	\$250 (DSU)
< \$ 1 million	\$500
≥ \$1million to \$5 million	\$1,500
> \$5 million	\$2,500

**** Businesses who have been in operation in the city of Detroit for less than two (2) taxable years are able to certify as a Detroit Start-UP (DSU) and pay a discounted fee of \$250 if the business gross receipts are less than \$250,000.**

*** Businesses who apply as MBE only and have a current MBE certificate with the MMSDC will have the program fee waived.**



Ensuring Inclusion & Equity

- Access to capital
- Capacity building
- Relationship Building





Civil Rights, Inclusion
and Opportunity

THANK YOU



ARIELLE.JOHNSON@DETROITMI.GOV



[HTTPS://DETROITMI.GOV/DEPARTMENTS/CIVIL-
RIGHTS-INCLUSION-OPPORTUNITY-DEPARTMENT](https://detroitmi.gov/departments/civil-rights-inclusion-opportunity-department)



Questions?

Arielle Johnson

Deputy Director

City of Detroit Civil Rights, Inclusion and Opportunity

arielle.johnson@detroitmi.gov

313-224-4950



Facebook.com/criondepartment





Procurement Technical
Assistance Center

MICHAEL KELLY

*Director, Wayne State University Procurement Technical
Assistance Center (PTAC)*

Procurement Technical Assistance Centers

Offices located across Michigan and the US

Funded by federal and state governments to provide free/low cost support to small businesses

Find the Center Nearest You:
<http://www.ptacsofmichigan.org>



PTAC Services



Training Sessions

One on one Counseling Sessions

Registrations and Certifications

Bid Match Service

Find the Center Nearest You:

<http://www.ptacsofmichigan.org>



Procurement Technical
Assistance Center

Know Your NAICs Code

North American Industry Classification System

- Classifies products and services
- Indicates business size
- List it on marketing materials



Register in SAM

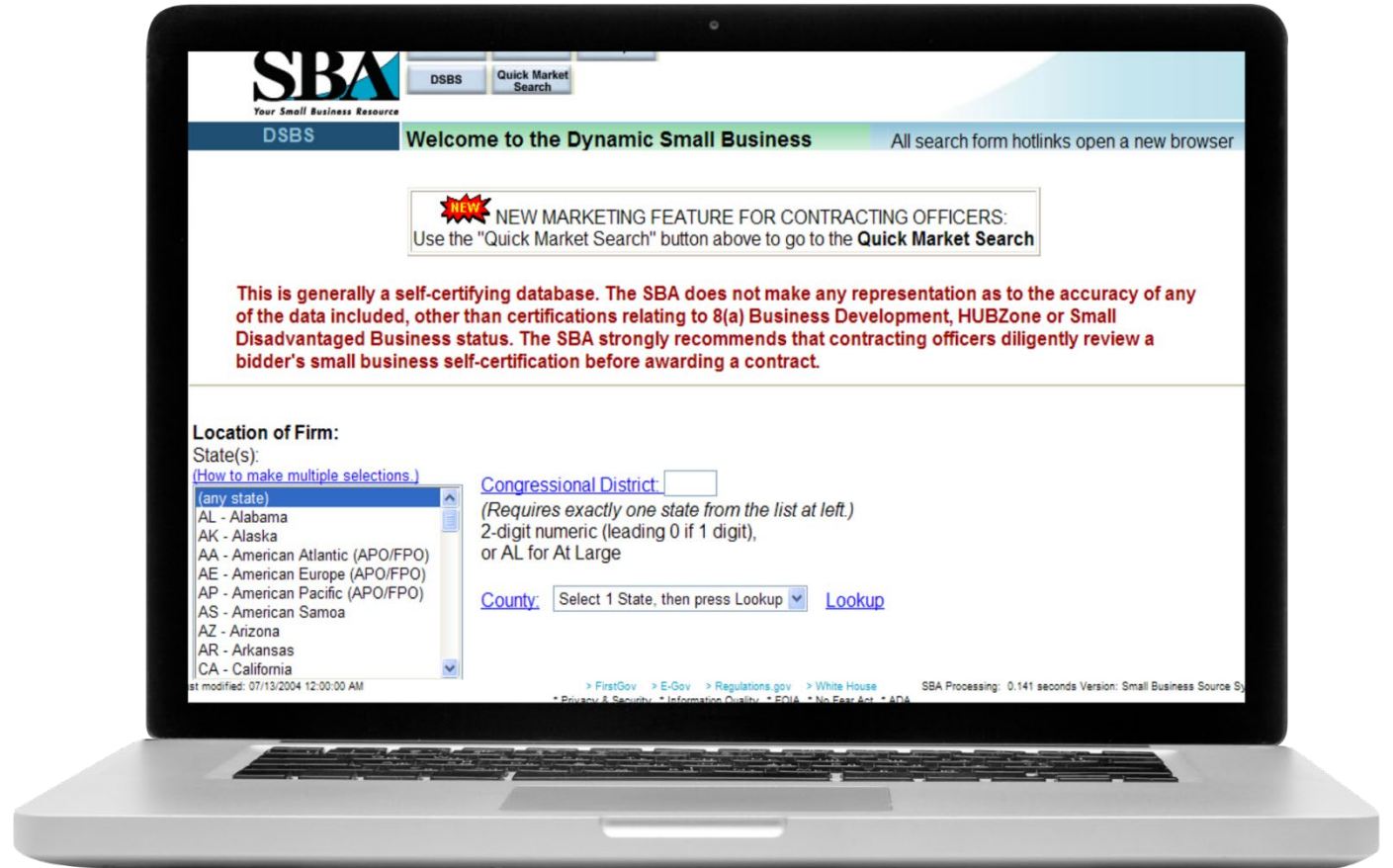
System for Award Management (SAM)

- Database for all government contracts
- Research tool for government buyers
- Marketing tool for government vendors
- Required annual updates



SBA Dynamic Small Business Search

- Provides opportunity to input additional company information.
- Provides more visibility in marketing to prime contractors and agencies.
- Used by federal procurement agencies to find eligible small businesses.
- Used by companies to find teaming partners.



Market Research on Government Customers

Competitor Name, Agency Name,
NAICS Code, or Keyword



**Agencies Buying
Your Product or
Service**



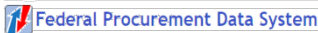
**Agencies Your
Competitors
are Selling to**



**Prime
Contractors
to Target**



**Awarded & Expiring
Contracts (Start and
End Dates)**



Questions?

Michael Kelly

Director

Wayne State University Procurement Technical Assistance Center (PTAC)

Michael.kelly9@wayne.edu

313-577-6581

For more Information visit: wayne.edu/entrepreneurship/ptac



[Facebook.com/waynestate](https://www.facebook.com/waynestate)



[@waynestate](https://twitter.com/waynestate)



[@waynestate](https://www.instagram.com/waynestate)



Procurement Technical
Assistance Center



**Water & Sewerage
Department**

B2B NETWORKING

The logo consists of two speech bubbles. The larger, orange speech bubble in the background contains the text "FIRESIDE CHAT" in white, bold, sans-serif capital letters. The smaller, dark teal speech bubble in the foreground, positioned to the left and slightly below the orange one, contains the text "DWSD" in white, bold, sans-serif capital letters. Both bubbles have a slight 3D effect with a darker shadow on the right side.

**FIRESIDE
CHAT**

DWSD



**Water & Sewerage
Department**

DWSD FIRESIDE CHAT

Tiffany Jones, Public Affairs Director

Monica Daniels, Finance Asset Manager

Kari Farina, Contract Analyst



**Water & Sewerage
Department**

CONTRACTOR SPOTLIGHTS

ROWSEY CONSTRUCTION & DEVELOPMENT LLC

Rowsey Construction and Development

Clyde Rowsey, *President*



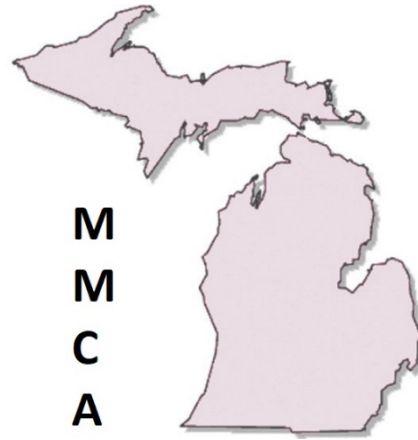
Watertap, Inc.

Eric Olsen, *Construction Coordinator*



Cleaning Contractors, Inc.

Eric Longsdorf, *Vice President of Operations*



Michigan Minority Contractors Association

Jason A. Cole, *Executive Director*



**Water & Sewerage
Department**

QUESTIONS?

VISIT RESOURCE TABLES

- DWSD Procurement
- Civil Rights Inclusion & Opportunity
- Wayne State University PTAC
- Detroit Training Center



**Water & Sewerage
Department**

THANK YOU!

PLEASE TAKE A MOMENT TO FILL OUT OUR SURVEY
