



Third Annual DWSD Construction Business to Business Opportunities Workshop

Tuesday, January 12, 2021



Welcome

Tiffany Jones, DWSD Public Affairs Director



Icebreaker Question

Tiffany Jones, DWSD Public Affairs Director



Overview and Purpose

Palencia Mobley, P.E., DWSD Deputy Director & Chief Engineer



DWSD Construction Opportunities Business to Business Workshop

Tuesday, January 12, 2021 | Virtual Event | 4:00 p.m. to 5:30 p.m.

MODERATORS

Tiffany Jones, Public Affairs Director
Detroit Water & Sewerage Department

Bryan Peckinpaugh, Public Affairs Deputy Director
Detroit Water & Sewerage Department

PROGRAM

I. OVERVIEW AND PURPOSE

CAPITAL IMPROVEMENT PROGRAM UPDATE

Palencia Mobley, P.E., Deputy Director & Chief Engineer
Detroit Water & Sewerage Department

II. OVERVIEW OF DWSD'S 2021 CONSTRUCTION SEASON

Kari Farina, Contract Analyst
Detroit Water & Sewerage Department

III. OVERVIEW OF THE DRINKING WATER REVOLVING FUND (DWRP)

Monica Daniels, Finance Asset Manager
Detroit Water & Sewerage Department

IV. CITY OF DETROIT OFFICE OF CIVIL RIGHTS, INCLUSION & OPPORTUNITY (CRIO)

Amanda Saab, Business Opportunity Manager
Civil Rights, Inclusion & Opportunity

V. WORKFORCE DEVELOPMENT

Omar Hasan, Industry Engagement Manager
Detroit at Work

VI. LABOR UNION

Chris Phillips, Business Representative
Operating Engineers Union Local 324

PRIME CONTRACTOR SPOTLIGHT

Michael Scappaticci, Project Manager
Major Cement

THREE WAYS TO ASK A QUESTION DURING THE WEBINAR:

1. Raise your hand.
 - Click the "Raise Hand" icon. You can find the raise hand icon either under the Participants section (on laptops and desktops) or under the More section (on tablets).
2. Type your question.
 - Click the "Chat" icon (on laptops and desktops) to begin typing. On tablets, you can find the chat feature under Participants.
3. Press *9.
 - If calling in by phone, press *9 to be recognized.

Once recognized by the host, you will be unmuted. However, you will also have to unmute your own microphone before speaking. We will answer as many questions as time permits. If you have questions after the event is concluded, send us an email at dwsd-publicaffairs@detroitmi.gov. The PowerPoint presentation can be found at detroitmi.gov/DWSD.



WORKING HARD FOR YOU.





DWSD Capital Improvement Program Update

Palencia Mobley, P.E., DWSD Deputy Director & Chief Engineer

DWSD CAPITAL IMPROVEMENT PROGRAM

§ DWSD has invested **more than \$200M** in capital improvement projects since 2019

- Water main, hydrant and lead service line replacement
- Sewer lining and replacement
- Green Stormwater Infrastructure installations

§ DWSD and our contractors have:

- Replaced **43 miles** of water main
- More than **600 lead service lines**
- Replaced or lined **41 miles** of sewer collection piping
- Installed **11 bioretention gardens**



FIRST NEIGHBORHOOD-WIDE PROJECTS

- § **A DWSD first:** Neighborhood, data-driven approach that combines water, sewer and stormwater upgrades
- § **One construction season into the pilot** neighborhoods – North Rosedale Park and Cornerstone Village
- § **Two-year project invests \$44.3M**
- § Water and sewer **assessments** were completed in 2018 to design the upgrade
- § Ric-Man Construction and Lakeshore Global are the contractors



NORTH ROSEDALE PARK & CONERSTONE VILLAGE CIP



OAKMAN BOULEVARD PROJECT OVERVIEW

- § \$8.6M project transformed 10 medians on Oakman Boulevard into bioretention gardens to manage 37M gallons of stormwater annually
- § Included water main replacement
- § Detroit-based, minority-owned Blaze Contracting hired seven subcontractors and nearly 50 Detroit residents worked on the project



OAKMAN BOULEVARD



COVID-19 SAFE WORKPLACE STANDARDS

- § COVID-19 Safe Workplace Standards for Construction Sites required for City of Detroit contractors
- § Standards follow CDC and Detroit Health Department guidelines
- § Compliance is enforced by DWSD for our contracts





DWSD's 2021 Construction Season

Kari Farina, CPPB, DWSD Contract Analyst

DWSD SOLICITATIONS

- § MITN/BIDNET: Bids are posted on the MITN/Bidnet website at www.mitn.info or www.bidnetdirect.com
 - § All bids/proposals must be submitted via electronically via the MITN/Bidnet portal by the due date and time.
 - § Allow yourself enough time to complete the upload process, **DO NOT WAIT UNTIL 5 MINUTES BEFORE THE DEADLINE**. DWSD does NOT accept late submittals.
 - § Pre-Bid Meetings: Being held virtually via Amazon Chime
- § Tax Clearances: Approved Clearances from the City of Detroit are required to be submitted with each bid/proposal. All potential and current vendors are required to apply, obtain and maintain approved Tax Clearances through the City of Detroit. Subcontractors must also have valid clearances.
 - § The Clearance Application must be submitted annually via: <http://bit.ly/detroitclearances>
- § Detroit Supplier Portal: 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
- § eBuilder: DWSD provides 1 licensed account to the Contractor for each construction contract awarded
- § Bonds: Payment, Performance & Warranty Bonds are the most commonly required bonds for DWSD, but varies by project

DWSD PROCUREMENT OPPORTUNITIES

§ DWSD will have the following procurement opportunities:

- S-1947 - Water Main Condition Assessment
- DWS-917 - Sewer Improvements
- DWS-918 - Sewer Improvements
- DWS-920 - Inspection, Rehabilitation and Replacement of Sewers - as needed
- DWS-926 - Sewer Condition Assessment
- DWS-932 - Large Diameter Sewer Improvements
- WS-713 - Water Improvements
- WS-717 - Water Main Replacement – as needed
- WS-719 - Water Main Repair – as needed
- WS-720 - Water Improvements
- PC – 808 Far West Detroit – Green Stormwater Infrastructure, Sewer Improvements, and Water Main Replacement/Improvements

§ Join our email distribution list by sending us your name, company name, and email address to dwsd-contracts@detroitmi.gov.





Overview: Drinking Water Revolving Fund (DWRF)

Monica Daniels, DWSD Finance Asset Manager

DWRF/SRF

DWRF-Drinking Water Revolving Fund

SRF-State Revolving Fund

Both are loans from EGLE to DWSD and are federally funded

Contractor/Subcontractor Requirements



Water Project List Example

Water Project List

Total estimated cost (1000's)

Water Proje

Description	Status	Source of Funds
WS-693A Joy Road Water Main Replacement Phase 2 (1	C	Loan (DWRP)
WS-697 Water Main Replacement -Westside (19,136LF)	C	(DWRP)
WS-698 Water Main Replacement -Westside (26,743LF)	C	Loan (DWRP)
WS-703 Water Main Replacement (33,820 LF)	A	I&E
WS-704 Water Main Replacement -along Outerdrive (20	A	Bond
WS-705 Water Main Replacement-2-sections Eastside a	A	Bond
WS-706 Water Main Replacement Wayne Co. Roads (26	A	Bond
WS-707 Water Main Replacement- (20,000LF)	A	(DWRP)
WS-709- Unplanned Lead Service Line Replacement	C	Grant
WS-710 Water Main Replacement-Incl Wayne Co Roads	P	(DWRP)
WS-711 Water Main Replacement- Incl Jefferson Street	P	(DWRP)
WS-712 Water Main Replacement-Cornerstone Village	A	I&E/Bond
WS-713 Water Main Replacement-Jefferson/Chalmers	N	DWRP
WS-714 Water Main Replacement-MDOT Streetscape (2	A	DWRP

American Steel

American Steel the goods and services under this Agreement are being funded with monies made available by the State Revolving Fund and/or the Drinking Water Revolving Fund and such law contains provisions commonly known as “American Iron and Steel (AIS);” that requires all iron and steel products used in the project be produced in the United States (“AIS Requirements”) including iron and steel provided by the Contractor pursuant to this Agreement.

Davis Bacon Act

The Davis Bacon Act is a federal law that requires employees who work on federally funded construction or alteration of public building or works projects of \$2,000 or more to be paid the prevailing wage as determined by the Department of Labor.

The Contractor is responsible for full compliance of the Davis Bacon Act. This includes:

- Paying employees prevailing wage on a weekly basis

- Submitting weekly certified payrolls and making corrections as needed

- Posting wage determinations at the work site

- Keeping a copy of all payroll information, including certified payrolls, in their records for at least 3 years after the project is completed

Davis Bacon Act Key Terms and Definitions

Certified Payroll - Payroll information that a contractor is required to submit on a weekly basis, the most common example of which is the WH347 form.

Prevailing wage - The minimum wage that a contractor can pay their employees. This may include both the rate of pay and fringe benefits. Fringe benefits are required to be paid to employees unless payments are made to appropriate programs for the benefit of said employees. Prevailing wage is determined by the Department of Labor and is based on what local workers in similar professions are paid.

Apprentice - An individual registered with an approved apprenticeship program. Only an apprentice can be paid less than prevailing wage. Approved programs are those that are registered with the Department of Labor (DOL) or DOL recognized State Apprenticeship Council (SAC), which in Michigan is done through the Department of Career Development (MDCD)

Overtime - Any work on the project done in excess of 40 hours for all work done in a given work week is considered overtime. Overtime is to be paid as one and a half time straight pay plus fringe.



Example of Davis Bacon Prevailing Wage

* ENGI0325-019 09/01/2020

POWER EQUIPMENT OPERATORS: Underground Construction (Including Sewer)

	Rates	Fringes
POWER EQUIPMENT OPERATOR		
GROUP 1.....	\$ 35.88	24.85
GROUP 2.....	\$ 31.15	24.85
GROUP 3.....	\$ 30.42	24.85
GROUP 4.....	\$ 29.85	24.85

POWER EQUIPMENT OPERATOR CLASSIFICATIONS

GROUP 1: Backhoe/ Excavator, Boring Machine, Bulldozer, Crane, Grader/ Blade, Loader, Roller, Scraper, Trencher (over 8 ft. digging capacity)

GROUP 2: Trencher (8-ft digging capacity and smaller)

GROUP 3: Boom Truck (non-swinging, non- powered type boom)

GROUP 4: Broom/ Sweeper, Fork Truck, Tractor, Bobcat/ Skid Steer /Skid Loader





Poll Questions

Tiffany Jones, DWSD Public Affairs Director



Overview of Civil Rights, Inclusion & Opportunity

Amanda Saab and Tenika Griggs, CRIO



**Civil Rights, Inclusion
and Opportunity**



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.



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 2014-5 & 2016-1

Executive Order 2014-5

It is the policy of the City to encourage and increase the utilization of Detroit certified businesses.

30% of the total dollar value of City contracts to be awarded to Detroit Based Businesses

Executive Order 2016-1

51% of the workforce on the publicly-funded construction project shall be bona-fide Detroit residents.

Projects triggered under the Executive Order must report to the department monthly. If the project does not meet the requirement of the Executive Order then workforce contributions are calculated. Collected workforce contributions are utilized by Detroit Employment Solutions Corporation (DESC); which provides job placement, search, training, career advisement and other supportive services to tens of thousands of Detroiters every year.



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.



BENEFITS & EQUALIZATION CREDITS



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



BUSINESS CERTIFICATION PROGRAM COSTS



** 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

Connection to additional resources

Relationship Building

Marketing





Civil Rights, Inclusion
and Opportunity

THANK YOU



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



Workforce Development

Omar Hasan, Industry Engagement Manager, Detroit at Work





Five ways Detroit at Work can help you hire Detroiters

Work with a dedicated account manager at Detroit at Work to find the right talent solution for your business.

1 Talent Strategy Development

- Identify talent gaps and skill needs within your company
- Support with job descriptions, wage-setting and hiring policy recommendations

2 Recruitment

- Post jobs on Detroit at Work's job portal
- Access to thousands of qualified job seeker profiles and resumes
- Promote opportunities through social media, marketing at Career Centers and network of over 200 local partners
- Facilitated job fairs, hiring events and recruiting direct hires
- Detroit at Work facilities available for hiring events and interviews



3 Candidate Screening

- Pre-screening of candidates including:
 - Review of eligibility and experience
 - Application assistance
 - Interview support
- Assessments of Occupational Skills, Literacy, Numeracy and/or Dexterity

4 Hiring Incentives

- **Community Ventures:** Incentive for qualifying applicants, with funds administered by Michigan Works agency
- **Work Opportunity Tax Credit:** \$2,400-\$9,600 Federal credit available to private for profit employers who hire from specific targeted groups
- **Fidelity Bonding:** \$5,000 - \$25,000 bonds to assist employers wishing to hire high-risk job seekers (for first six months of employment)

5 Training

- On-the-Job Training, with 50% of the employees wage covered by Detroit at Work for up to 6 months
- Customized training programs to address identified skills gaps
- Support for creating internships, transitional work assignments, apprenticeships, and other work-based learning opportunities

For more information please
email hasano@detroitmi.gov or call (313) 481-1003



Michigan Works! is a 501(c)(3) nonprofit organization, a 2007 Top 100 Social Enterprise. It is a national leader in workforce development, supported by the State of Michigan, Department of Labor and Economic Opportunity, and the Federal Reserve Bank of Cleveland. For more information, visit www.michiganworks.org or call 1-800-255-7272, TTY 313-224-1111.



Labor Union

*Chris Phillips, John Hartwell and Lee Graham
Operating Engineers Union Local 324*

OPERATING ENGINEERS



Who We Are:

"We Build, We Operate, We Maintain." The members of Operating Engineers 324 have kept Michigan moving onward and upward for a century. With over 14,000 members, OE324 operate the heavy machinery that propels construction on the roads, bridges, buildings, energy plants, pipelines, airports, and nearly every large scale project in the state. Our highly skilled workers run cranes, dozers, trucks, excavators and countless other equipment that is propelling us into the future. We are also on the forefront technologically, operating next generation tools like robotic and remote controlled machines and drones.

Operating Engineers 324 also represent the highly skilled Stationary Engineers who operate and tend complex boiler and HVAC systems, as well as the trained technicians who fix and repair this grand equipment and keep downtime to a minimum.

OE324 operates three unique training sites throughout the state. Our main Construction Career Center in Howell comprises 555 acres of hands on learning at Department of Labor recognized Registered Apprenticeship programs. Our main Stationary Education Center in Detroit teaches the next generation of Stationary Engineers. And our newest facility, the Northern Michigan Construction Career Center in Gladstone serves the Upper Peninsula and northern lower peninsula with training close to them.

From Marquette to Monroe and all points in between, OE324 serves the entire State of Michigan – yesterday, today, and far into the future. We Keep Michigan Running.



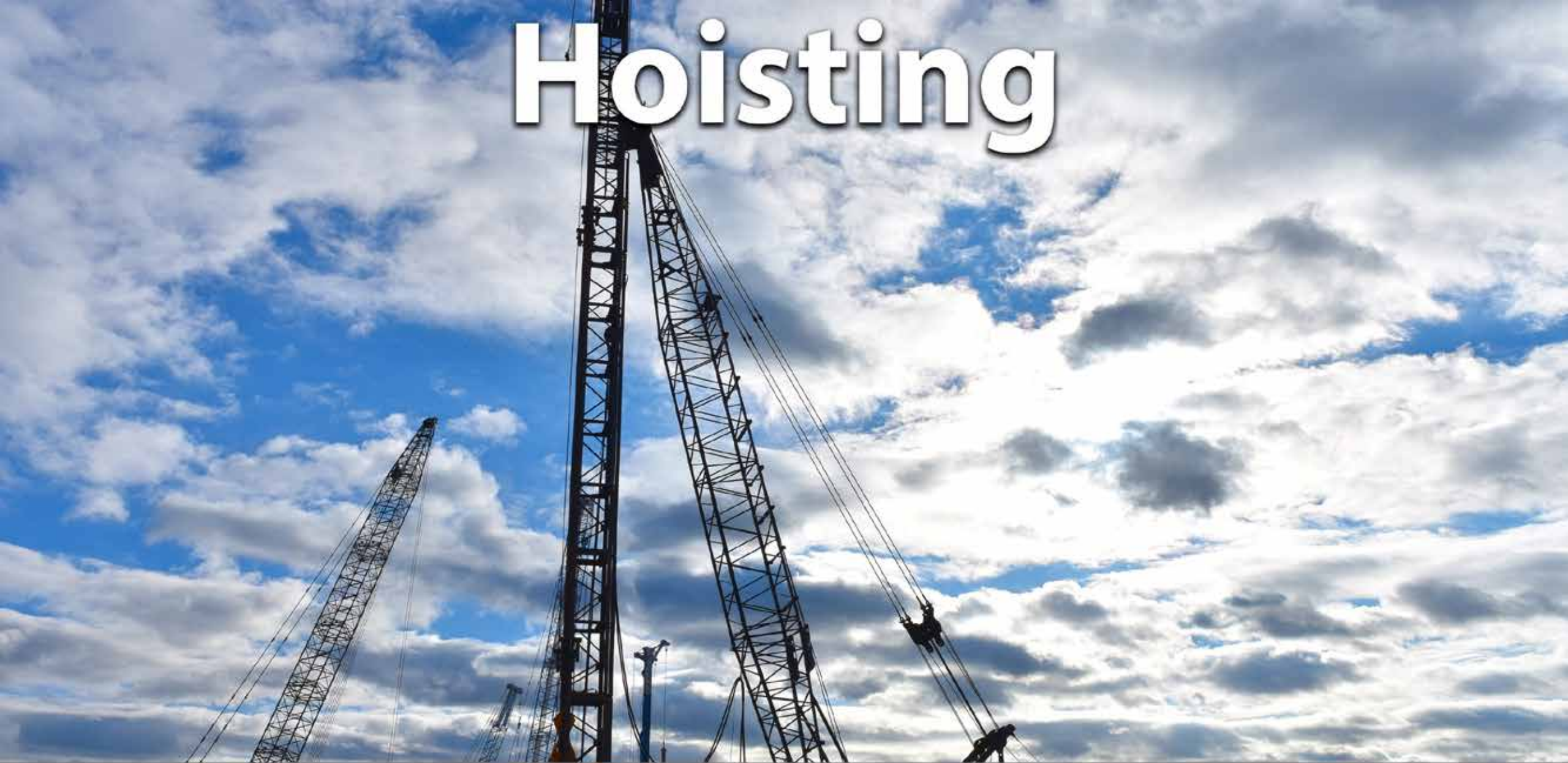
**OPERATING
ENGINEERS 324**

Heavy Equipment Operator



**OPERATING
ENGINEERS 324**

Hoisting



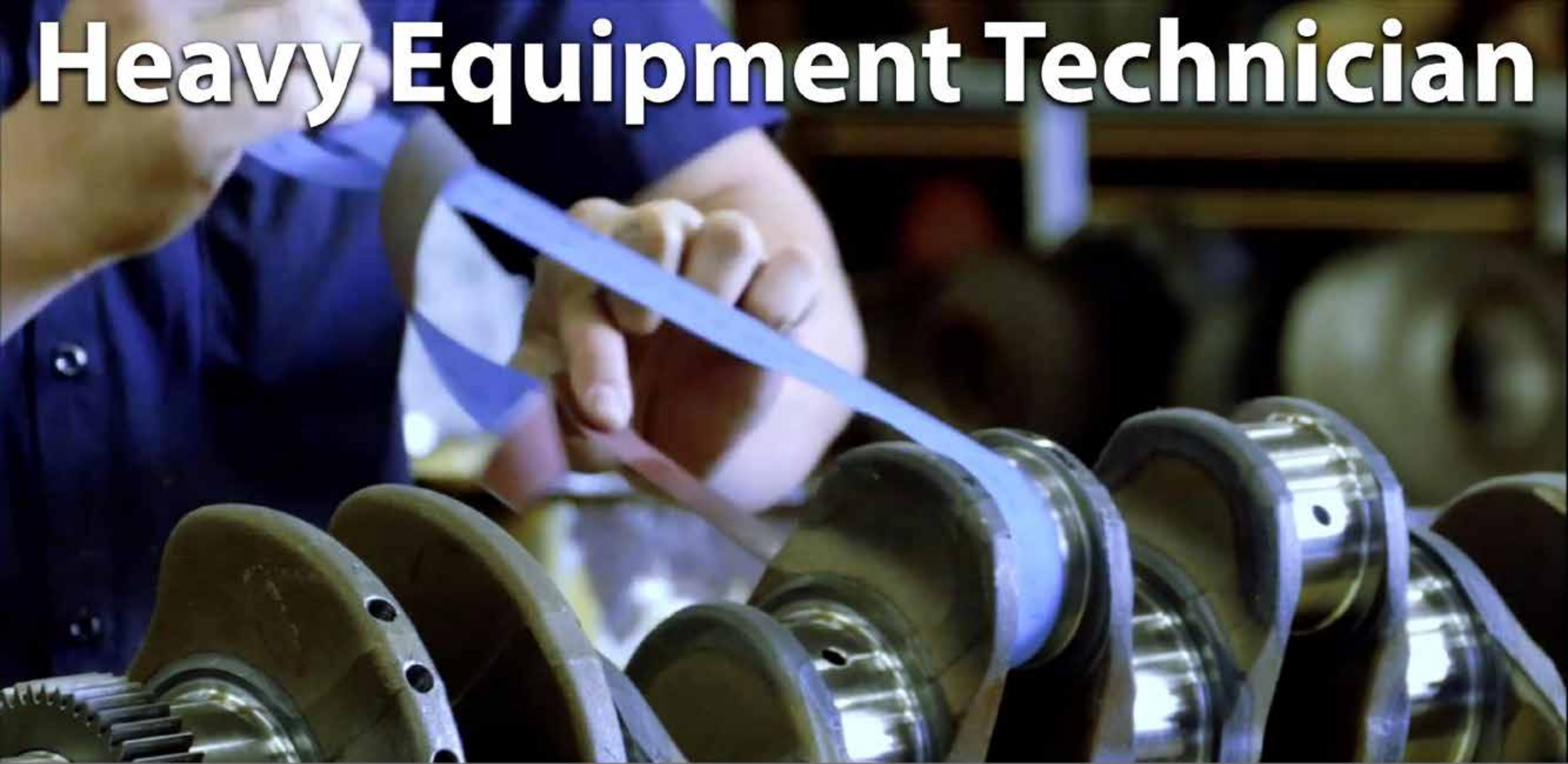
**OPERATING
ENGINEERS 324**

Civil



**OPERATING
ENGINEERS 324**

Heavy Equipment Technician



**OPERATING
ENGINEERS 324**

Pre-Apprenticeship and K-12 Outreach:

Detroit Workforce of the Future

Access For All
Vision For Prosperity
Construction Career Days

MISTEM

Career Fairs

Project Accelerate!



OPERATING
ENGINEERS 324

Career Opportunities Employer Partners



**OPERATING
ENGINEERS 324**

Application Process Requirements:



- 17+ years of age
- High school diploma or GED
- Workeys tests



**OPERATING
ENGINEERS 324**

Contact OE324

Operating Engineers 324 Construction Career Center

**275 East Highland Road
Howell, MI 48843
Phone: 517-546-9610
Toll Free: 888-256-9610
Fax: 517-546-9793**

Operating Engineers 324 Stationary Career Center

**1550 Howard St
Detroit, MI 48216
Phone: 313-532-5345
Fax: 313-255-6448**



**OPERATING
ENGINEERS 324**



Contractor Spotlight

MAJOR
C E M E N T C O.

Michael Scappaticci
Project Manager



Poll Questions

Tiffany Jones, DWSD Public Affairs Director



Final Questions & Closing

Palencia Mobley, P.E., DWSD Deputy Director & Chief Engineer

Email: dwsd-publicaffairs@detroitmi.gov

Website: detroitmi.gov/dwsd