

**BOWC Presentation**

# **Opportunity & Inclusion**

Tiffany M. Jones  
April 20, 2022



**Water & Sewerage  
Department**





## Opportunity & Inclusion

On January 1, 2022, DWSD made a groundbreaking commitment to opportunities and inclusion for contractors, suppliers and employees. To support this bold vision, DWSD Director Gary Brown created a new director-level position.

The new **Opportunity & Inclusion Director** will develop and execute a workplan around the following areas specific to DWSD, and to support Mayor Mike Duggan's citywide initiative to create inclusive opportunities for Detroiters and minorities:

- Outreach and engagement to construction and professional services firms with a focus on opportunities and inclusion for minority and Detroit-based contractors;
- Develop incentives related to DWSD contracts to comply with Mayor Duggan's Executive Order 2016-1 that requires at least 51% of the hours performed on City contracts more than \$3M is done by Detroit residents; and
- Create strategies and initiatives around employee and customer diversity and inclusion opportunities.



# Opportunity & Inclusion Vision Statement

**Detroit Water & Sewerage Department will educate, cultivate and promote inclusion to its employees, residents and customers and align with the City of Detroit's goal of providing Detroit-based and minority organizations attainable opportunities to contracts and procurement options.**

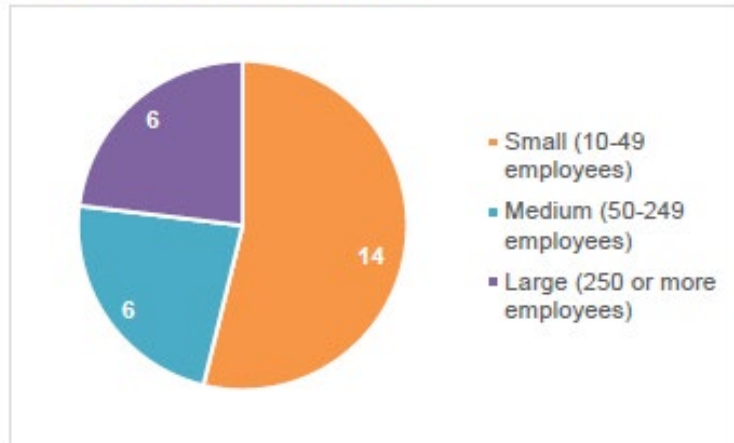
## Councils & Committees

- **Equity Council**
- **Procurement Equity Council**
- **Detroit Means Business**
- **CRIO Ambassador Program**



# Doing Business with DWSD (2019 Survey)

## Respondent Business Sizes



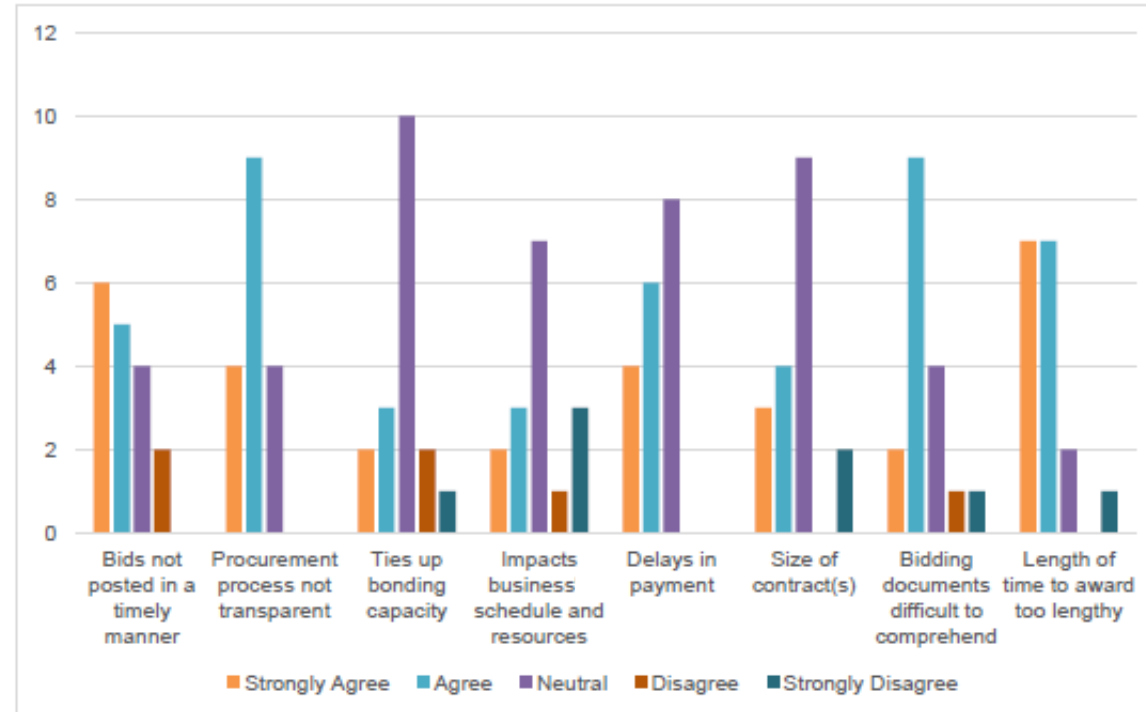
## Contractor Difficulty Complying with EO 2016-1

Yes	11	42.3%
No	12	46.2%
No Response	3	11.5%

## Respondent Price Equalization Credit Use

Detroit Based Business	6
Detroit Resident Business	1
Joint Venture	2

## Factors Deterring Contractor Willingness to Bid (Degree of Agreement)





## To Do/Project List:

- ✓ Research
- ✓ Individual outreach
- ✓ Attend workshops & seminars
- ✓ Update Survey
- ✓ Relaunch Contractor Newsletter
- ✓ Update Procurement Policy
- ✓ Quicker Pay (CRIO Certified)
- ✓ Business Directory
- ✓ Vendor Manual
- ✓ Develop KPIs



# Outreach & Engagement



Michigan Department of Transportation

Disadvantaged Business Enterprise

MAR 22

41st Annual DBE Small Business Development Conference

by Michigan Department of Transportation Office of Business Development

158 followers [Follow](#)

Free

THE CITY OF DETROIT INVITES YOU TO

## Minority Business Summit

SATURDAY, APRIL 23 | 1-4 PM





MARY WATERS ANGELA CALLOWAY LATISHA JOHNSON TONI LIMMITT

**HOSTED BY**

**Mary Waters**  
City Council Member at Large

**Angela Calloway**  
City Council Member, District 2

**Latisha Johnson**  
City Council Member, District 4

**Toni Limmitt**  
Associate Director,  
Office of Contracting and Procurement

**SPECIAL GREETINGS BY**

**Mary Sheffield**  
City Council President

**Gabriela Santiago-Romero**  
City Council Member, District 6

**PRESENTERS**

**Jill Bryant**  
Manager, Detroit Building Authority

**Tenika R. Griggs, Esq.**  
Director of Compliance,  
Civil Rights, Inclusion and  
Opportunity Department

**Monica Daniels**  
Finance Asset Manager,  
Detroit Water & Sewerage Department

**Virtual and In-Person Event**

- Limit of 100 persons at WCCCD.
- First-come, First-served.

At the summit, participants will learn about the contracting and procurement process for the City of Detroit and the State of Michigan and get information on capital access resources.

**WAYNE COUNTY COMMUNITY COLLEGE DISTRICT DOWNTOWN CAMPUS**  
1001 W. Fort St. - Room 262  
Detroit, MI 48226

**Zoom Video**  
Meeting ID: 456 768 3180  
Passcode: 3008  
URL: [bit.ly/362w5Dz](https://bit.ly/362w5Dz)  
Phone number: (312) 626-6799

[Scan to Join](#)

**TAKE PART**

To register for the summit, visit [bit.ly/34VjaTk](https://bit.ly/34VjaTk).



PANELS + WORKSHOPS

ONSITE GRANT OPPORTUNITIES

FREE 1:1 EXPERT CONSULTATIONS

## DETROIT MEANS BUSINESS SUMMIT

MAY 2

**Roostertail**  
100 Marquette Dr.  
Detroit, MI 48214

Registration: 8am  
Summit: 9am-4pm  
Networking: 4pm-6pm

Designed with small business owners in mind, the Detroit Means Business Summit is a one-day in-person small business event that will offer tangible takeaways to strengthen your business, including onsite grant opportunities, panels and workshops, and 1:1 expert consultations.

**REGISTER:** [detroitmeansbusiness.org/summit](https://detroitmeansbusiness.org/summit)

Sponsored By

**DTE BANK OF AMERICA**



## 4th Annual (Virtual) DETROIT CONSTRUCTION CONFERENCE

**January 21, 2022 - 11 AM to 1 PM**  
**January 22, 2022 - 9 AM to 12 PM**

Friday's presentations will focus on procurement and steps contractors can take to become bid ready for opportunities with the City of Detroit & the Detroit Land Bank Authority.

Saturday's presentations will focus on opportunities to do business with the City of Detroit & the Detroit Land Bank Authority. A Zoom link will be sent upon your free registration.

Questions? Email [DCC2022@detroitmi.gov](mailto:DCC2022@detroitmi.gov)

**TAKE PART**

Register at [bit.ly/Det4thConstConf](https://bit.ly/Det4thConstConf)



# DWSD Procurement

DWSD HAS ITS OWN PROCUREMENT DEPARTMENT,  
PROCUREMENT POLICY, AND E-PROCUREMENT PLATFORM,  
SEPARATE FROM CITY OF DETROIT

- DWSD requires annual Detroit Tax Clearances for all Primes & Subs
- DWSD recognizes certified DBB and DRB firms for equalization credits
- DWSD posts bidding opportunities to the MITN/BidNet website
- Bids/Proposals MUST be submitted via MITN/BidNet

[www.bidnetdirect.com](http://www.bidnetdirect.com)

OR

[www.mitn.info](http://www.mitn.info)

OR

<https://www.bidnetdirect.com/mitn/detroit-water-sewerage-department>

\*\* Step-By-Step registration instructions are provided in a  
downloadable pdf on [detroitmi.gov/DWSD](http://detroitmi.gov/DWSD)  
(Website search: MITN Instructions)



In addition to having access to DWSD opportunities, by registering you will have:

- Access to over [200](#) participating agencies within Michigan
- Access to over [500](#) local and state government agencies located within Michigan
- Ability to respond electronically to bid opportunities issued by all participating agencies – including DWSD
- Ability to receive automatic email alerts of new solicitations and addenda (small subscription fee required)
  - Free subscription will not receive automatic email alerts
  - Free subscription still provides ability to view, search, download and to submit bids/responses online

For help with registering, submitting bids, or other technical issues:

BidNet Direct Vendor Support Team

[800-835-4603](tel:800-835-4603), option 2





## **CRIO Ambassador Program**


- Protect civil rights of employees, residents and customers
- Advocate for accessibility for people with disabilities
- Improve inclusion for employees and residents of the city

### Accomplishments:

- ✓ BOWC & Public Hearing Meetings are now being distributed to the Office of Disability and Office of Immigrant Affairs
- ✓ Water Service Application Translated
  - Spanish
  - Arabic



**Tiffany M. Jones,  
Opportunity & Inclusion Director**

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 [www.detroitmi.gov/DWSD](http://www.detroitmi.gov/DWSD)

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 @detroitwatersewerage



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