

**BOWC Presentation**

# **Opportunity & Inclusion**

Tiffany M. Jones  
May 18, 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, customers and contractors 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**

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



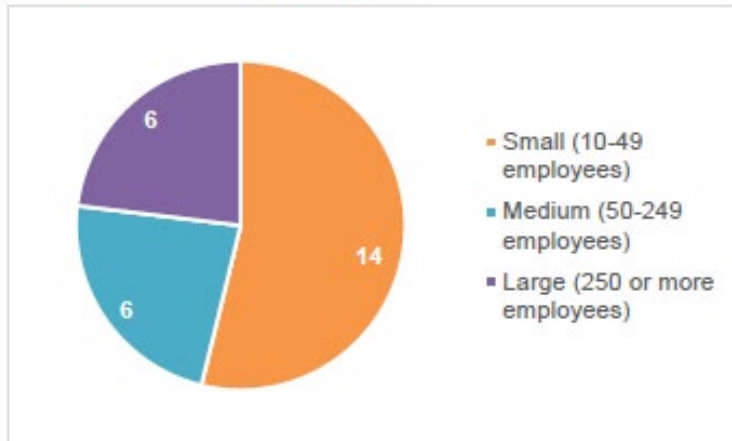
## To Do/Project List:

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



# Doing Business with DWSD (2019 Survey)

## Respondent Business Sizes



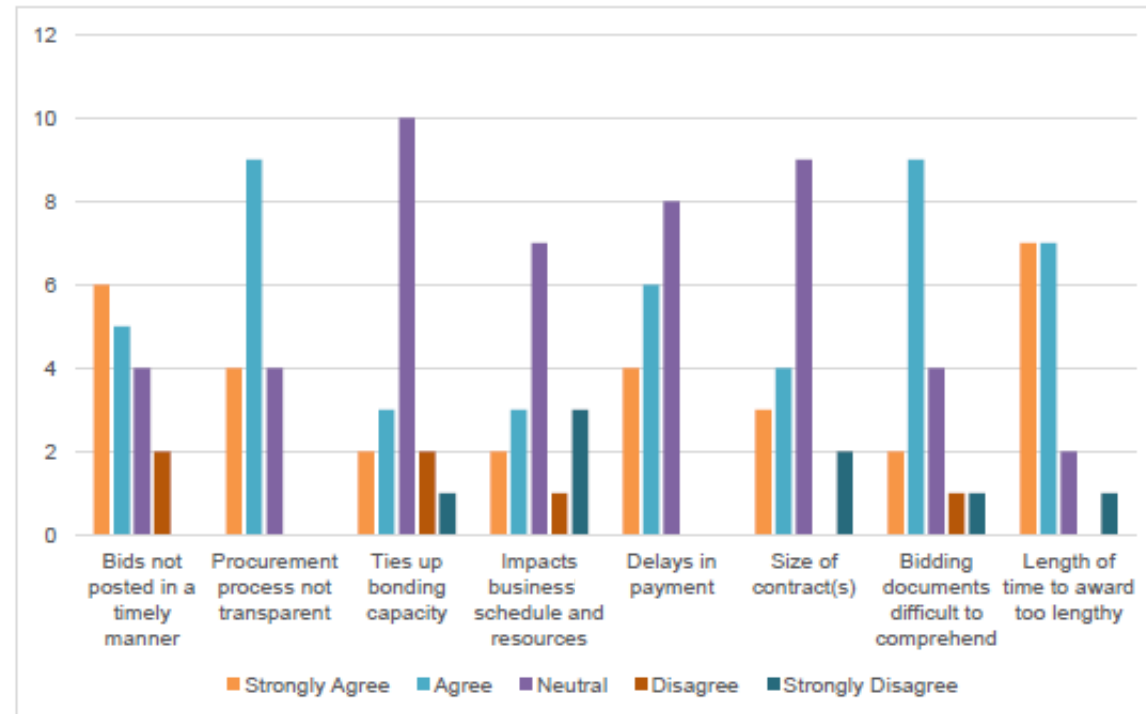
## Contractor Difficulty Complying with EO 2016-1

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)



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# Outreach & Engagement



## 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)



MAR  
22

**41st Annual DBE Small  
Business Development  
Conference**

by Michigan Department of  
Transportation Office of Business  
Development

158 followers [Follow](#)

Free





# Outreach & Engagement

THE CITY OF DETROIT INVITES YOU TO

## Minority Business Summit

**SATURDAY, APRIL 23 | 1-4 PM**



**Opportunity Rising**



MARY WATERS   ANGELO CALLOWAY   LATISHA JOHNSON   TONI LINNITT

**HOSTED BY**

**Mary Waters**  
City Council Member at Large

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

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

**Toni Linnitt**  
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: 436 768 3180  
Passcode: 1008  
URL: [bit.ly/362wSDz](https://bit.ly/362wSDz)  
Phone number: (313) 626-6799

**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



# What to Know About DWSD Procurement

- **DWSD has its own Procurement Group, 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 organizations for equalization credits
- E-Procurement Platform: MITN/BidNet
  - DWSD posts bidding opportunities to the website
  - Bids/Proposals **MUST** be submitted via the website

[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)

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## CRIO Ambassador Program

- Directive due to Title VI of the Civil Rights Act of 1964, the Americans with Disabilities Act of 1990 and Mayoral Executive Orders 2014-1 and 2014-2 that require departments to take action to ensure all individuals (employees, residents and customers) can participate in, benefit from and are not subject to discrimination in City programs, services and activities.

### 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

# City of Detroit's Executive Leadership Development Program



# City of Detroit's Executive Leadership Development Program – Cohort I



# 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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