



**DISTRICT OF COLUMBIA  
WATER AND SEWER AUTHORITY**

Board of Directors

*Governance Committee*

**Wednesday, January 12, 2022**

**9:00 a.m.**

**Microsoft Teams**

Join on your computer or mobile app

[Click here to join the meeting](#)

Or call in (audio only)

[+1 202-753-6714,,894882465#](#)

Phone Conference ID: 894 882 465#

**AGENDA**

- 1. Call to Order** ..... **Joe Leonard, Chairperson**
- 2. Roll Call** ..... **Linda Manley, Board Secretary**
- 3. Blue Drop – Q1 Update**..... **Thomas L. Kuczynski, President**  
..... **Blue Drop**
- 4. FY2021 Certified Business Utilization Report**..... **Korey R. Gray, Director**  
..... **Compliance and Business Development**
- 5. Executive Session \*** ..... **Joe Leonard, Chairperson**
- 6. Adjournment**..... **Joe Leonard, Chairperson**

\* The DC Water Board of Directors may go into executive session at this meeting pursuant to the District of Columbia Open Meetings Act of 2010, if such action is approved by a majority vote of the Board members who constitute a quorum to discuss: matters prohibited from public disclosure pursuant to a court order or law under D.C. Official Code § 2-575(b)(1); contract negotiations under D.C. Official Code § 2-575(b)(2); legal, confidential or privileged matters under D.C. Official Code § 2-575(b)(4)(A); collective bargaining negotiations under D.C. Official Code § 2-575(b)(5); facility security under D.C. Official Code § 2-575(b)(8); disciplinary matters under D.C. Official Code § 2-575(b)(9); personnel matters under D.C. Official Code § 2-575(b)(10); proprietary matters under D.C. Official Code § 2-575(b)(11); train and develop members of a public body and staff under D.C. Official Codes § 2-575(b)(12); decision in an adjudication action under D.C. Official Code § 2-575(b)(13); civil or criminal matters where disclosure to the public may harm the investigation under D.C. Official Code § 2-575(b)(14), and other matters provided in the Act.

# Blue Drop

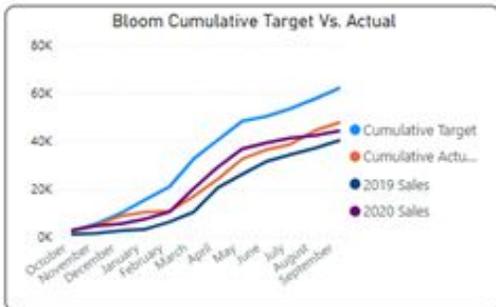
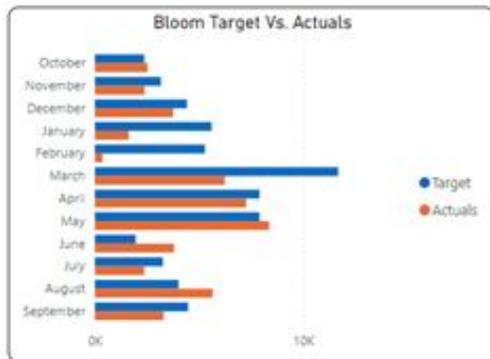
Governance Committee  
Update – January 2022



# Bloom Update

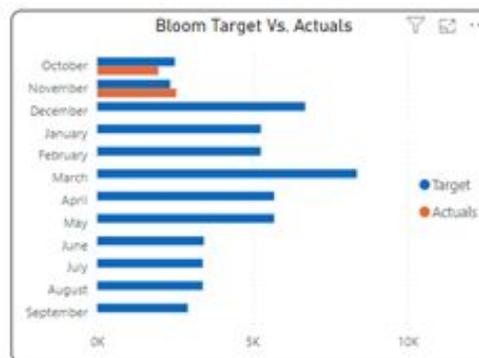
FY21 Bloom sales totaled 47,655 tons a new annual sales record  
 FY22 Bloom sales goal is 55,000 tons current sales total is 4,517 tons

## FY21 Performance



- Generated \$2,035,351 in savings for Blue Plains
- Evaluating off-site storage, blending and curing options for Bloom to address supply/demand challenges
- Fuel costs are up an average of 10% in the DMV area and will have an impact on savings in FY22

## FY22 Performance



# HQO Events

Interest in HQO Events remains extremely strong

- Held 8 events in FY21 due to Covid restrictions
- Monthly inquiries since reopening are averaging 75+
- Held largest event to date on New Years Eve
- 9 events are scheduled for FY22
- Second wedding scheduled for June 2022
- Event goal for FY22 is 40



# Other Revenue Update

Renewal Energy Credit Sales - FY2022 goal is \$2,000,000

- Collected \$1,510,128 in FY21
- Processed \$510,250 in sales so far in FY22

Cell Towers - FY2022 goal is \$245,000.

- Collected \$218,373 in FY21
- Working with T-Mobile on two other potential locations for cell towers at an estimated value of \$30,000 per site per year
- Collected \$36,448 in FY22



# Intellectual Property

- Completed re-negotiation of inDense agreement
- Ovivo Agreement for Digestivor expired at the end of September and was not renewed
- Signed marketing agreement with Layermark to market DC Water mobile work management applications: Hydrant, Catch Basin & Valve applications
- IP goal for FY21 was \$500,000 collected \$362,408
- IP Goal for FY22 is \$650,000



# Wendy's Wonderful World of Water

- Sold 387 copies
- Distributed about 250 free copies to local non-profits, classrooms and DC libraries
- DC Public Schools to use *Wendy, Where Does Our Wastewater Go?* as part of the 5<sup>th</sup> Grade Cornerstone Project in 2021
- City of Roseville, CA licensed Wendy for use
- Released *Wendy and the Curious Case of the Leak*
- Sold 149 items of branded merchandise
- Overall net sales of Blue Drop Shop were \$1600
  - 10% being donated to SPLASH





# FY 2021 Certified Business Utilization Report

Tommy Wells, Chairman





# Table of Contents

Acronyms and Definitions .....	3
Overview of DC Water’s Compliance Programs .....	4
FY 2021 Summary of Performance Results .....	7
FY 2021 Goods and Services .....	9
FY 2021 Fair Share Objectives – Design .....	13
FY 2021 Fair Share Objectives – Construction .....	17
Certified Firm Demographics .....	21
FY 21 Program Highlights .....	24

# DC Water Business Diversity and Inclusion Programs

## Acronyms and Definitions

- **CBE** – Certified Business Enterprise – The unique certification for District based local and local small business enterprises from the Department of Small and local Business Development
- **Certified Firms:** For the purposes of this report, certified firms collectively refers to LBEs, LSBEs, DBEs and WBEs.
- **CFR:** Code of Federal Regulations.
- **DBE** – Disadvantaged Business enterprise: An entity owned or controlled by a socially and economically disadvantaged individual.
- **EPA** – Environmental Protection Administration.
- **Exempt Awards** – Non Competitive purchases and awards as identified in Section 5332 of the DC Water Procurement Regulations.
- **Fair Share Objective** – A goal based on the capacity and availability of qualified, certified DBEs and WBEs in the relevant geographic market for the grant recipient in the procurement categories of construction, equipment, services, and supplies compared to the number of all qualified entities in the same market for the same procurement categories.
- **LBE** –Local Business Enterprise - A local business enterprise as certified by the District of Columbia or a user jurisdiction.
- **LSBE** – Local Small Business Enterprise - A local small business enterprise as certified by the District of Columbia or a user jurisdiction.
- **Small Business Enterprise** - for the purpose of the DC Water LBE and LSBE Program – a small business enterprise as certified by the District of Columbia or user jurisdiction.
- **Socially Disadvantaged Individual** - any individual who is a citizen (or lawfully admitted permanent resident) of the United States and who has been subjected to racial or ethnic prejudice or cultural bias within American society because of his or her identity as a member of groups and without regard to his or her individual qualities.
- **User Jurisdiction** – DC Water’s user jurisdiction consisting of the District of Columbia, Fairfax County, Loudoun County, Montgomery County, Prince George’s County.
- **WBE** – Women Owned Business Enterprise: for the purpose of the federal mandated program and fair share objectives, a business which is certified as such by a state, federal agency, or a business which is at least 51% owned by a woman or women, who also controls and operates it.

# DC Water Business Diversity and Inclusion Programs

## OUR PROGRAMS

Since the implementation of the Business Development Plan in 2020, DC Water administers its Local Small Business Enterprise preference program (LSBE Program) for discretionary projects under \$1 Million, a separate Disadvantaged and Women Business Enterprises utilization program for non-federal projects over \$1 Million, and a Fair Share Objective, which establishes utilization goals for certified firms on federally assisted projects.

### I. LSBE Program

- A geographic preference program (up to 10 points or 10%).
- Applies to procurements under \$1 Million.

### II. DC Water DBE/WBE Program

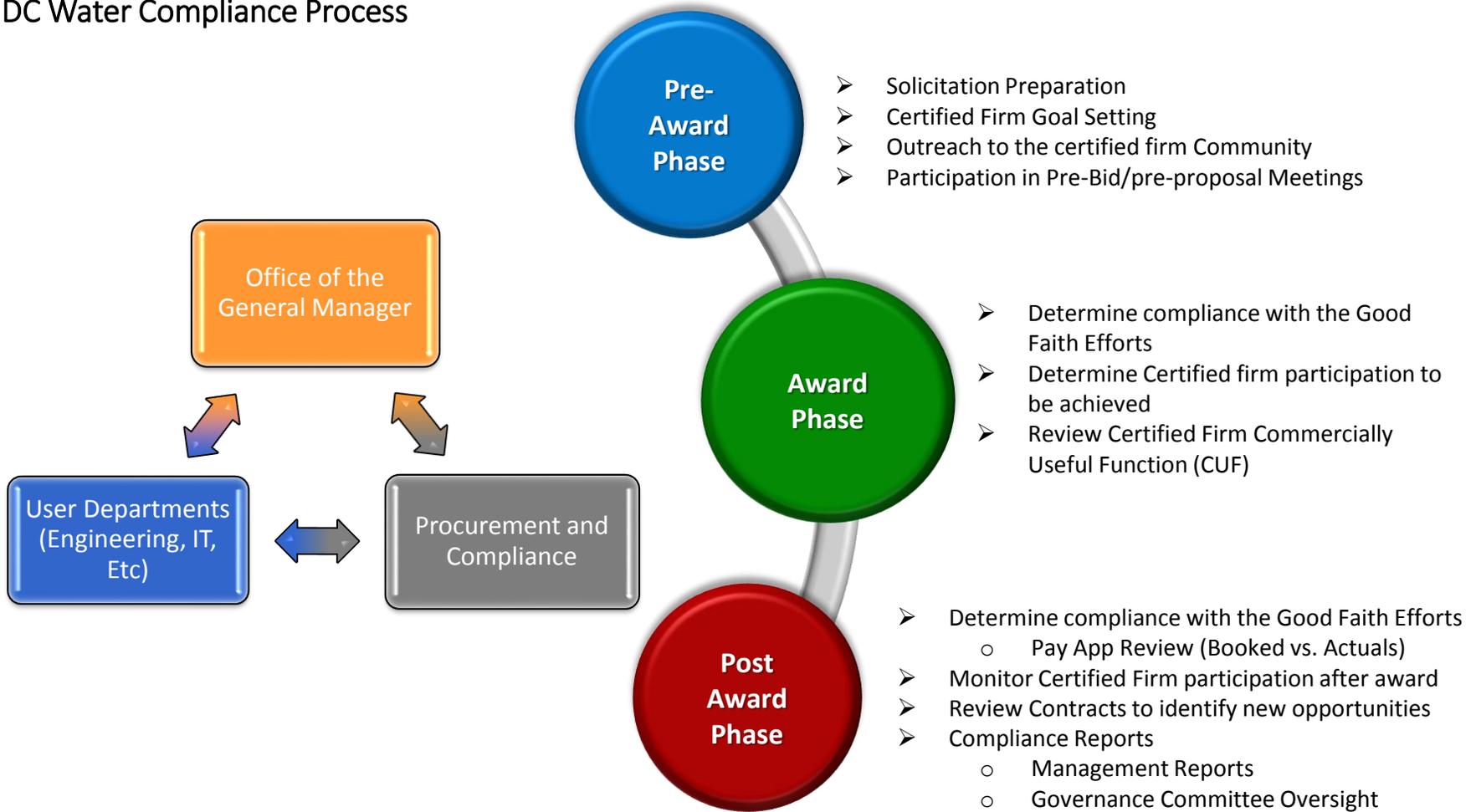
- Establishes utilization goals for Disadvantaged Business Enterprises (DBE) and Women Business Enterprises (WBE).
  - Established by DC Water (every 3 years) and accepted by the Board
- Sets Project specific goals for DBE/WBE utilization
- Institution of Ten (10) Affirmative Steps to ensure DBE/WBEs have equitable access to the available procurements.

### III. Fair Share Objectives

- Establishes utilization goals for Disadvantaged Business Enterprises (DBE) and Women Business Enterprises (WBE).
  - Established by DC Water (every 3 years) and accepted by the EPA
    - DC Water has the highest goals in EPA's Region 3 (DC, DE, MD, PA, VA, & WV)
- Institution of Six (6) Affirmative Steps to ensure DBE/WBEs have equitable access to the available procurements.

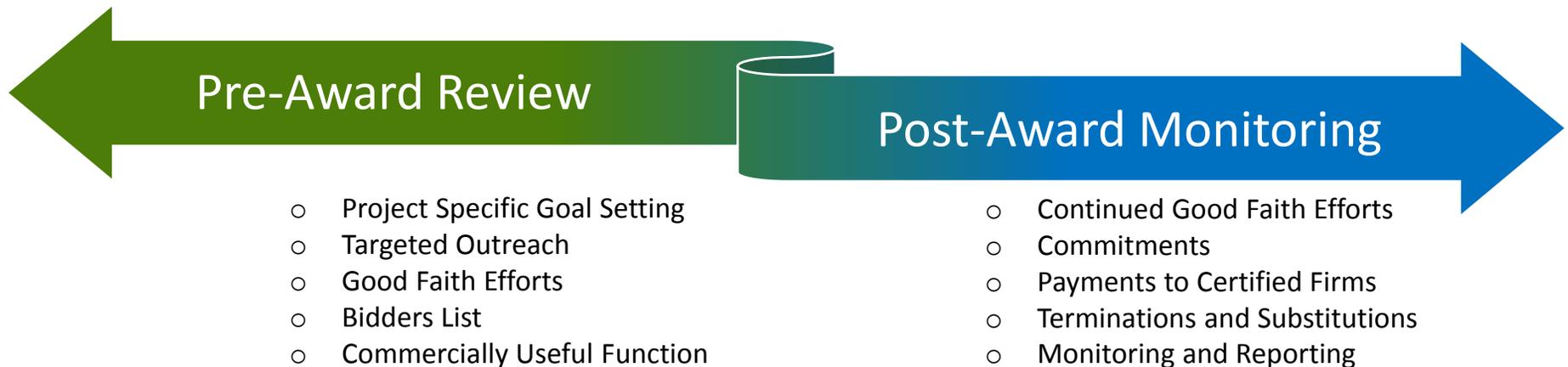
# DC Water Business Diversity and Inclusion Programs

## DC Water Compliance Process



# DC Water Business Diversity and Inclusion Programs

## Monitoring Process Flow



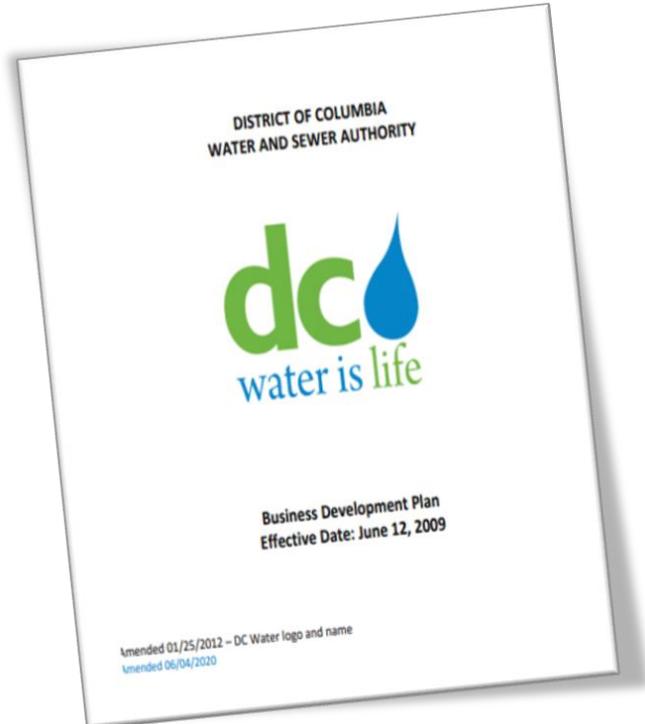
- The DBE program requires that DC Water monitor every contract on which Certified Firm participation is claimed.
  - Regulations do not permit the monitoring of only a sample or percentage of contracts on which Certified Firms participate.

# DC Water Business Diversity and Inclusion Programs

## Performance Results

The following summary of certified firm participation for FY21 comes from contract commitments expressed in the fact sheets, subcontractor approval requests and/or contractor invoices. Change orders and amendments are captured in the years when the changes are made to the contracts.

Contract award commitments provide an indication of the amount that will be paid to certified firms. However, actual payment data is the best measure of participation and inclusion. To that end, DC Water closely monitors project schedules, invoices, and payments to ensure that certified firms are paid for the work they perform.





# DC Water Business Diversity and Inclusion Programs

## Performance Results

In FY21, certified firms received 31 percent - or approximately \$66 Million – of the total \$213.7 Million total awards. The table below (Table 1) summarizes the FY21 certified firm participation by award type, and Figure 2 illustrates the participation of local small, disadvantaged, and women business enterprises overall.

**Table 1: FY21 Participation Summary**

Total Value of Awards in FY 2021 – \$213.7M

<p>I. Eligible Goods and Service Awards (19)                      Total Value - \$39.5M                      Total LSBE Participation - \$19.3M (41.38%)</p>	<p>V. Non-Federal A/E Awards (7)                      Total Value - \$28.6M                      Total DBE Awards - \$7.9M (28%)                      Total WBE Awards - \$3.1M (10.7%)</p>
<p>II. Exempt Goods and Service Awards (21)                      Total Value - \$60.0M                      Total LSBE Participation - \$2M (3.37%)</p>	<p>VI. Non-Federal Construction Awards                      Total Value - \$62.1M                      Total DBE Awards - \$20.45M (32.85%)                      Total WBE Awards - \$6.8M (10.97%)</p>
<p>III. Green Infrastructure Awards (2)                      Total Value – \$3.8M                      Total CBE Participation – \$2.1M (54.44%)</p>	
<p>IV. EPA Construction (3)                      Total Value – \$19.1M                      Total DBE Participation - \$6.1M (32%)                      Total WBE Participation - \$1.2M (6.08%)</p>	

# DC Water Business Diversity and Inclusion Programs

## Local Small Business Enterprise Program

Goods and Services Awards  
(Local Small Business Enterprise Participation)

# DC Water Business Diversity and Inclusion Programs

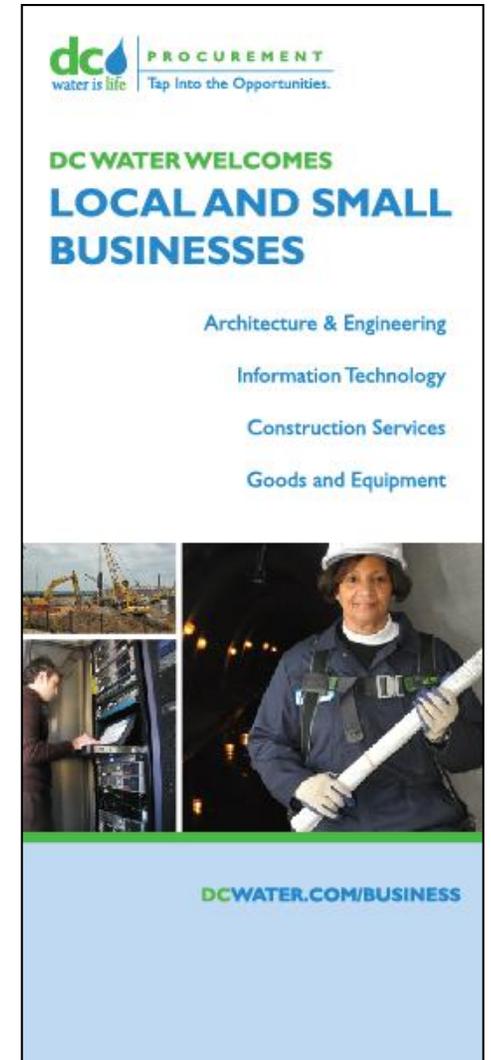
## Local Small Business Enterprise Program

### FY 21 Procurement Results – Discretionary Awards Goods and Services

- Non-Federal Awards for Goods and Services
- Certified firm participation goals are set for Projects Over \$1M

### FY 21 Activity

- FY 21 Awards: 19
  - Value of FY 21 Actions: \$39,538,610.56
- LSBE Firm Participating: 30
  - Value of LSBE Participation: \$16,359,110.56 (41.38%)
  - Number of LSBE Primes: 13





# DC Water Business Diversity and Inclusion Programs

## Local Small Business Enterprise Program

### FY 21 Procurement Results – Discretionary Awards

#### Goods and Services

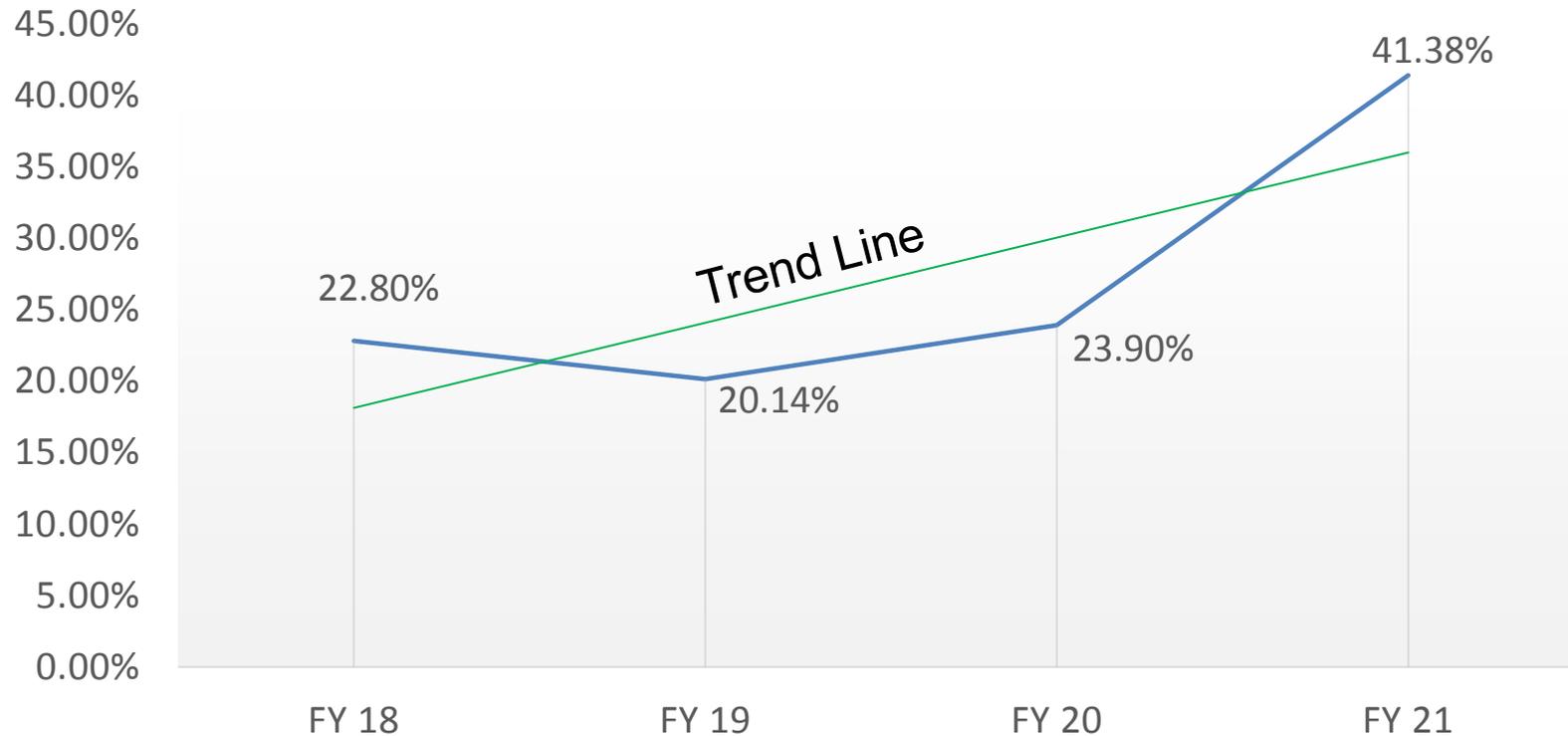
- Total Number “Eligible” Goods and Service Awards: 19
  - Total Value: \$39.5 Million

Award Type	# of Awards	Total Value	# of LSBE's	LSBE Awards
Administration	1	\$ 1,864,000.00	1	\$ 1,864,000.00
Facilities/Security	3	\$ 6,650,000.00	3	\$ 2,321,500.00
IT Services/Supplies	8	\$ 8,000,000.00	23	\$ 7,200,000.00
Chemicals/Supplies	4	\$ 19,951,000.00	1	\$ 3,500,000.00
Operations	1	\$ 1,600,000.00	0	\$
Staffing	2	\$ 1,473,610.56	2	\$ 1,473,610.56
<b>Total</b>	<b>19</b>	<b>\$ 39,538,610.56</b>	<b>30</b>	<b>\$ 16,359,110.56</b>

# DC Water Business Diversity and Inclusion Programs

## Local Small Business Enterprise Program

Goods and Services  
LSBE Participation  
FY 18 - FY 21



# DC Water Business Diversity and Inclusion Programs

## DC Water DBE/ WBE Program

Architect and Engineering Awards  
(Disadvantaged and Women Business Enterprise Participation)

# DC Water Business Diversity and Inclusion Programs

## DC Water DBE/ WBE Program

### Performance Results

#### A/E Awards

In FY 21, these projects contained the new DC Water DBE/WBE Program language.

- Project Specific Goals were set for these projects (avg Goals: 28% DBE and 5% WBE)

#### FY 21 Activity

- FY 21 Awards: 7
  - o Value of FY 21 Actions: \$28.5M
- DBE Participation: \$7.99M (27.98%) [Goal Achieved](#)
- WBE Participation: \$3.07M (10.74%) [Goal Achieved](#)



# DC Water Business Diversity and Inclusion Programs

## DC Water DBE/ WBE Program

### FY 2021 Procurement Results

**A/E Awards (7)**  
**Total Value: \$28,582,335.00**

#### DBE Utilization

- Avg Expected DBE Participation: 28.0%
- Range: 29% Highest Goal/ 28% Lowest Goal

Actual MBE Participation

	DCW DBE	%
Award	\$ 7,998,103.31	27.98%

Total # of DBE firms: 24

Number of Projects Meeting (Expected to Meet) the DBE Goal (Based on Payments): 7

#### WBE Utilization

- Avg Expected WBE Participation: 4.5%
- Range: 5% Highest Goal/ 4% Lowest Goal

Actual WBE Participation

	DCW WBE	%
Award	\$ 3,070,150.00	10.74%

Total # of WBE firms: 5

- Includes One WBE Prime

Number of Projects Meeting (Expected to Meet) the WBE Goal (Based on Payments): 7

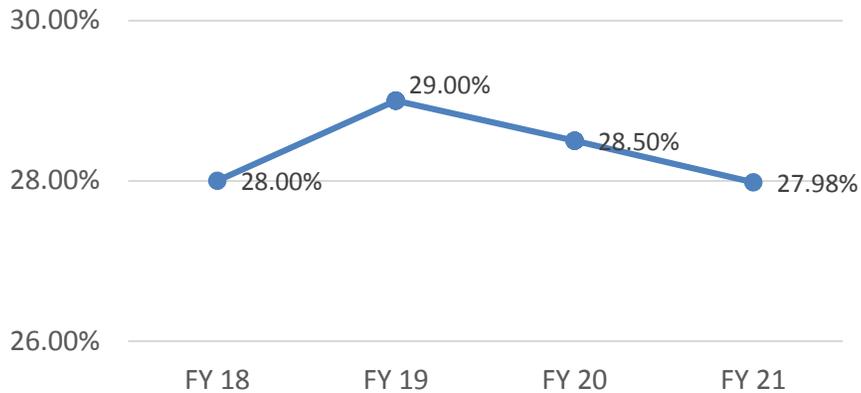


# DC Water Business Diversity and Inclusion Programs

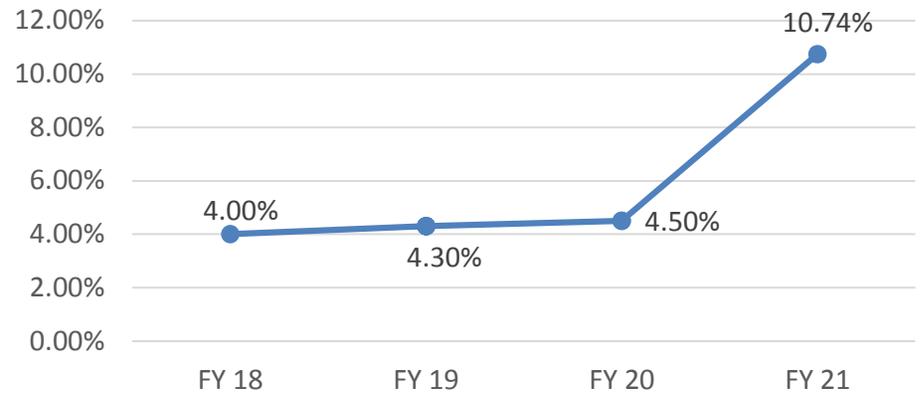
## DC Water DBE/ WBE Program

### A/E Awards

A/E Awards  
DBE Participation  
FY 18 – FY 21



A/E Awards  
WBE Participation  
FY 18 - FY 21



# DC Water Business Diversity and Inclusion Programs

## EPA Fair Share Objectives

Construction Awards  
(Disadvantaged and Women Business Enterprise Participation)

# DC Water Business Diversity and Inclusion Programs

## EPA Fair Share Objectives

### Performance Results

In FY 21, these projects contained the EPA Fair share Objective language.

- Projects carried a 32% DBE and 6%WBE goal

#### FY 21 Activity

- FY 21 Awards: 3
  - o Value of FY 21 Actions: \$19.07M
- DBE Participation: \$6.09M (31.93%) [Goal Achieved](#)
- WBE Participation: \$1.15M (6.08%) [Goal Achieved](#)

# DC Water Business Diversity and Inclusion Programs

## EPA Fair Share Objectives

### FY 2021 Procurement Results

#### Construction Awards (3) Total Value: \$19,075,523.00

##### DBE Utilization

- Avg Expected DBE Participation: 32.0%
- Range: 32% Highest Goal/ 31% Lowest Goal

##### Actual DBE Participation

	DCW DBE	%
Award	\$ 6,090,667.36	31.93%

Total # of DBE firms: 5

Number of Projects Meeting (Expected to Meet) the DBE Goal (Based on Payments): 3

##### WBE Utilization

- Avg Expected WBE Participation: 7.39%
- Range: 6.1% Highest Goal/ 6% Lowest Goal

##### Actual WBE Participation

	DCW WBE	%
Award	\$ 1,159,800.40	6.08%

Total # of WBE firms: 4

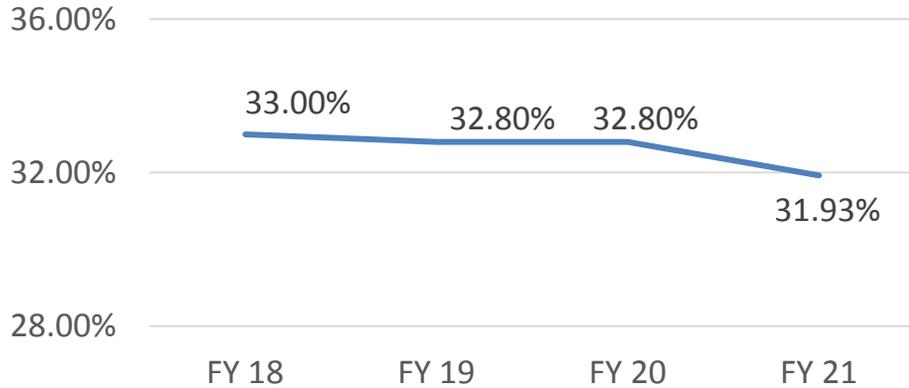
Number of Projects Meeting (Expected to Meet) the WBE Goal (Based on Payments): 3



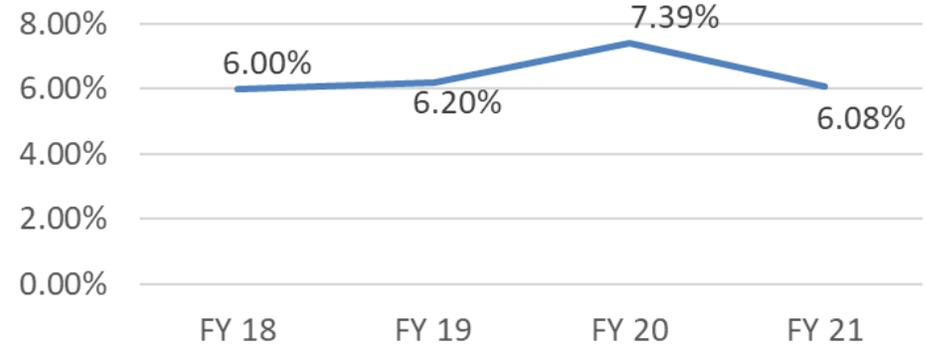
# DC Water Business Diversity and Inclusion Programs

## EPA Fair Share Objectives

Construction Awards  
DBE Participation  
FY 18 - FY 21



Construction Awards  
WBE Participation  
FY 18 - FY 21



# DC Water Business Diversity and Inclusion Programs

## DC Water DBE/ WBE Program

### Performance Results

In FY 21, these projects contained the DC Water DBE/WBE language.

- Projects carried an avg goal of 33% DBE and 7% WBE

### FY 21 Activity

- FY 21 Awards: 9
  - o Value of FY 21 Actions: \$62.19M
- DBE Participation: \$20.4M (32.85%) [Goal Achieved](#)
- WBE Participation: \$6.81M (10.97%) [Goal Achieved](#)

# DC Water Business Diversity and Inclusion Programs

## DC Water DBE/ WBE Program

### FY 2021 Procurement Results

#### Construction Awards (9) Total Value: \$62,191,691.75

#### DBE Utilization

- Avg Set DBE Participation: 32.0%
- Range: 38.51% Highest Goal/ 12% Lowest Goal

#### Actual MBE Participation

	DCW DBE	%
Award	\$ 20,432,370.75	32.85%

Total # of DBE firms: 30

Number of Projects Meeting (Expected to Meet) the DBE Goal (Based on Payments): 9

#### WBE Utilization

- Avg Set WBE Participation: 7.39%
- Range: 10% Highest Goal/ 3% Lowest Goal

#### Actual WBE Participation

	DCW WBE	%
Award	\$ 6,819,470.37	10.97%

Total # of WBE firms: 16

Number of Projects Meeting (Expected to Meet) the WBE Goal (Based on Payments): 9

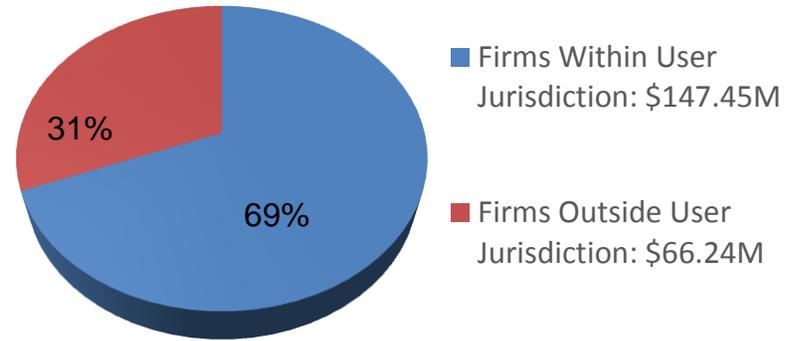
# DC Water Business Diversity and Inclusion Programs

## Performance Results Demographics Analysis

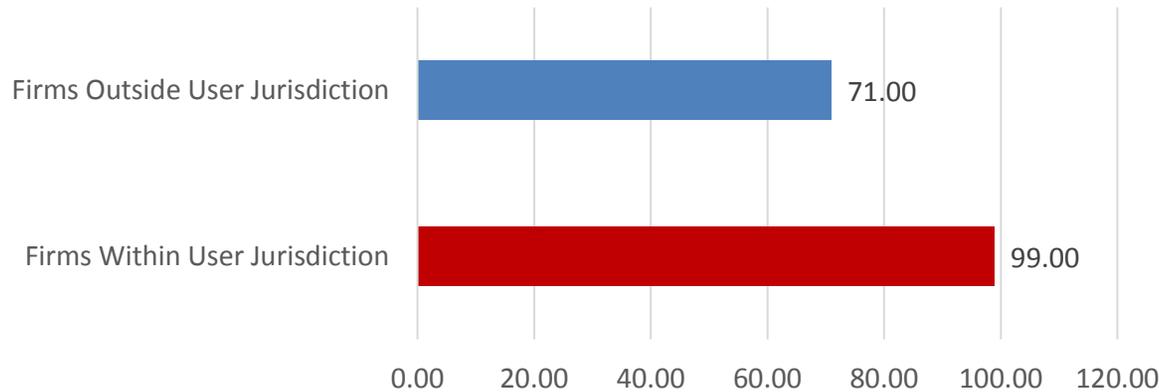
Of the \$213.7 Million awarded in FY 21:

- \$147.45 Million, or 69% was awarded to firms in the user jurisdiction.
- \$66.24 Million, or 31% was awarded to firms outside the user jurisdiction.

FY 21 Awards  
Participation By Location

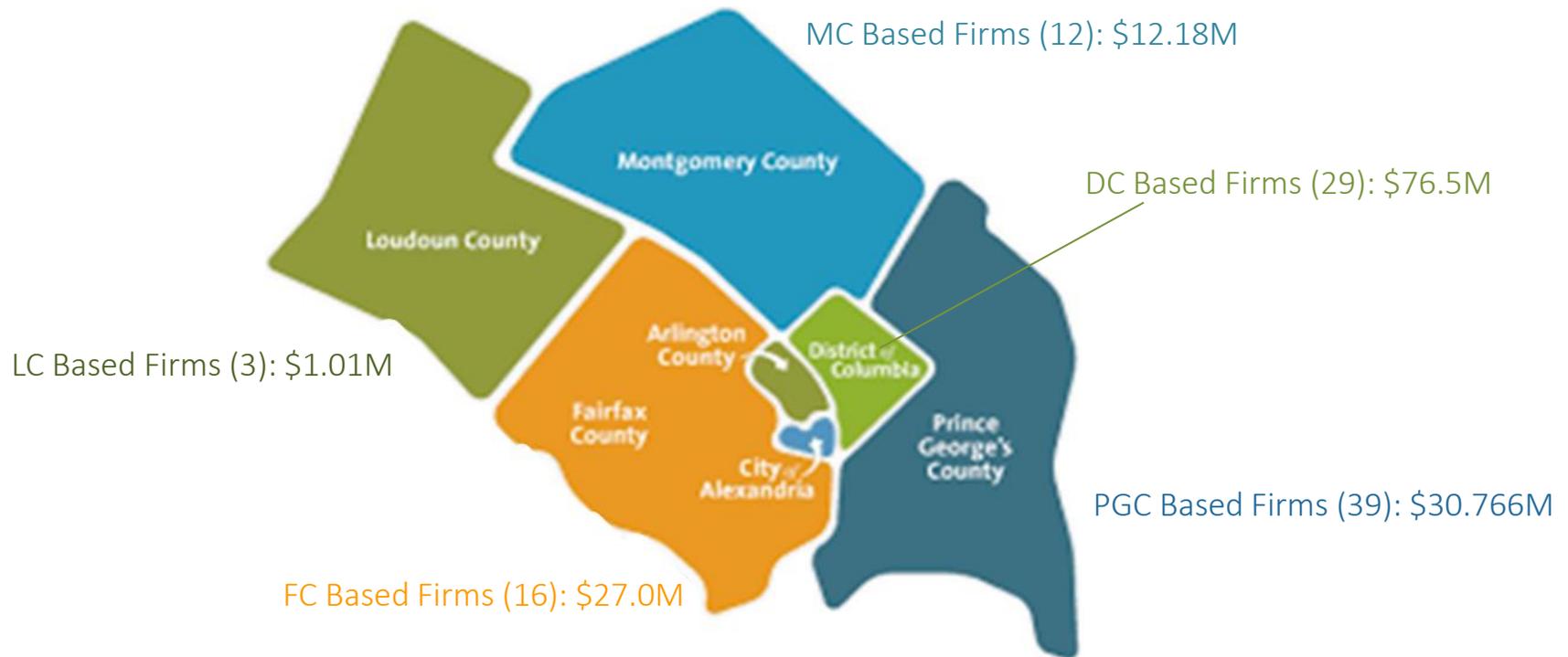


FY 21 Awards  
Number of Firms by Location



# DC Water Business Diversity and Inclusion Programs

## Performance Results Demographics Analysis



Firms Outside the OUJ (99): \$66.24M

# DC Water Business Diversity and Inclusion Programs

## Performance Results

## Program Highlights



## FY 2021 Accomplishments

- DC Water completed the implementation of the Revised Business Development Plan.
- Launched the Business Diversity and Inclusion Advisory Council.
- Established new standards for Mentor Protégé relationships.
  - 8 relationships established between primes and certified subs

Mentor	Protege
<b>Ulliman Schutte Construction (190010/ Phase 2)</b>	Com-Bro (DBE)
<b>AECOM (DCFA 528)</b>	SZ PM Consultants (WBE/CBE)
<b>Redzone Robotics (220010)</b>	Arthur Engineering (DBE )
<b>Redzone Robotics (220010)</b>	Sunrise Safety (WBE)
<b>Redzone Robotics (220010)</b>	Traffic Control (WBE)
<b>Ramboll</b>	BVF Engineering (DBE)
<b>Whitman Requardt and Associated (DCFA 514)</b>	PEER Consultants (WBE/CBE)

### Honors and Recognitions:

- CEO and General Manager David L. Gadis was honored as a “Covid 19 Hero” at the Maryland Washington Minority Contractors Association’s 8<sup>th</sup> Annual Black History Awards ceremony.
- DC Water was recognized as a “Champion for Minority Business Enterprises” with the District of Columbia Metro Hispanic Contractor’s Association.
- DC Water was recognized as an “Outstanding Partner for Certified Business Enterprises” by the District of Columbia Anchor Partnership

## FY 2021 Outreach and Engagement Activities

### January 2021

- Fort Myer's Small Business Roundtable (Speaking Engagement)
- Department of Employment Services Employer Spotlight (Speaking Engagement)
- Business Diversity and Inclusion Advisory Council quarterly Meeting

### March 2021

- Business Diversity and Inclusion Advisory Council Quarterly Meeting

### May 2021

- Capital Region Minority Supplier Development Council Pitch-mania Semi Finals (Panelist)
- Md Washington Minority Companies Association Annual Spring Business Matchmaking Event (Matchmaker)
- US India SME Council Virtual Roundtable (Speaking Engagement)
- District Department of Transportation Disadvantaged Business Enterprise Virtual Networking Event (Matchmaker)
- National Utilities Diversity Council Chicago Convening (Speaking Engagement)
- Business Diversity and Inclusion Advisory Council Quarterly Meeting

### August 2021

- Women's Business Enterprise Lunch with the Experts – Lead Free DC (Speaking Engagement/ Matchmaker)
- DC Community Anchor Partnership Lead Free DC Outreach Meeting (Speaking Engagement)
- ACEC/MW Annual Meeting (Speaking Engagement)
- DC Office of Contracting and Procurement General Vendor Workshop (Speaking Engagement/ Networking)

### September 2021

- DC Community Anchor Partnership – Doing Business with DC Water Oracle Web Portal Training (Speaking Engagement/ Networking)



# DC Water Business Diversity and Inclusion Programs

## Celebrating All Of DC Water's Certified Partners!

- DC Water appreciates the work of the over 200 certified firms supporting its A/E, Construction, and Service projects.
- DC Water welcomes the 16 firms new to DC Water in FY 21
- We also celebrate the 14 certified firms who primes with DC Water.
- FY 21 Payments to Certified Firms:  
\$111,546,457.06

## Certified Primes Awarded Work in FY 21

Ampcus, Inc.  
Carter and Carter  
Clean Team  
Expedite Info Tech  
Infosys Public Services  
KLSL Consulting  
Layermark, Inc  
MB Staffing  
McKissack & McKissack  
National Service Contractors  
Premier Staffing  
Stellar Services  
Tripoint Solutions  
Vigilant Technologies