

Greater Cincinnati Northern Kentucky African American Chamber of Commerce B2B



September 29, 2011



\$3.2 Billion Over Next 20 years

- The Metropolitan Sewer District of Greater Cincinnati (MSDGC) serves the wastewater removal and treatment needs of over 800,000 residents in Hamilton County, Ohio.
- The requirements of the Clean Water Act apply to reduce and, in many cases, eliminate releases of untreated wastewater into the environment through combined sewer overflows (CSOs) and sanitary sewer overflows (SSOs).

- Registration increases the applicant pool for each of the commodity categories; Professional Services, Construction, and Supplies/Services.
- Registration allows a firm to receive notices for upcoming bid opportunities.
- Registered firms have access to industry specific training which aid a firm's growth and development.
- Registered SBE subcontractors increase their visibility and potential to join viable MSD project teams.
- Ability to market their business, form long term relationships and be considered during MSD's procurement planning initiatives.
- Access to MSD staff that provides guidance and support to the MSD SBE processes.

- MSD is **not** a certifying agency. MSD accepts certifications by other public entities that do not exceed MSD's criteria for their SBE Program.
- **Criteria:**
 - **Size Standards:**
 - A firm for which the gross revenues or number of employees averaged over the past three years, inclusive of any affiliates as defined by 13 C.F.R. Sec. 121.201, does not exceed the size standards as defined pursuant to Section 3 of the Small Business Act (PL85-536) www.sba.gov/size
 - **Personal Net Worth :**
 - \$750,000 - excludes owner(s) primary personal residence and business interest(s). This is applicable to each owner.
 - **Ownership:**
 - 51% Owned and Controlled by a United States Citizen.

How To Become a City of Cincinnati Vendor, Become a SBE and Do Business with MSDGC

Step 1

- Register at: www.cincinnati-oh.gov/VSS Select Vendor Self Service (VSS), complete registration and submit

Step 2

- City of Cincinnati SBE Certification: Contact the Office of Contract Compliance at 513-352-3144

Step 3

- Register with MSDGC: Contact Heide Cooper 513-244-1320 or heide.cooper@cincinnati-oh.gov

or

Go to www.msdbg.org

Click Small Business Enterprise (SBE) Program.

Download and submit the MSDGC Business Registration Form

Recognized Public Entities

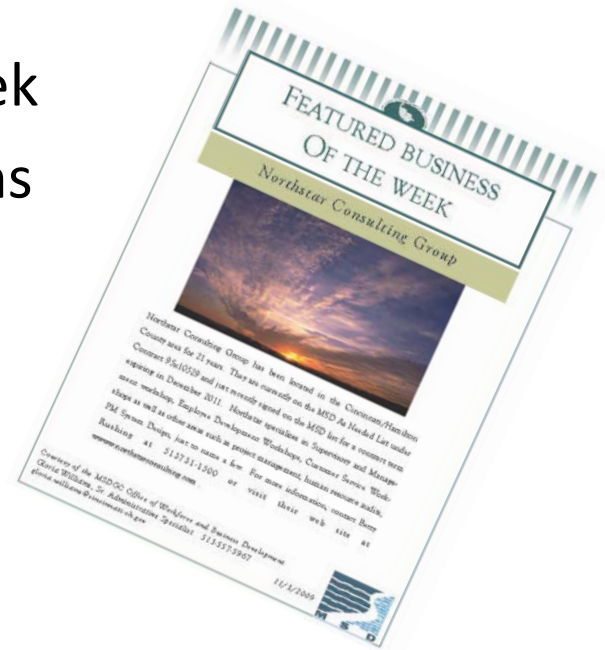
1. **City of Cincinnati Small Business Enterprise Program**
Website: <http://www.cincinnati-oh.gov/>
2. **City of Dayton Procurement Enhancement Program (PEP)
Human Relations Council (DBE Certification not accepted)**
Website: <http://www.cityofdayton.org/departments/>
3. **U.S. Small Business Administration (SBA) 614-469-6860 Ext. 267
Section 8(a) Business Development Program**
Website: www.sba.gov/oh/columbus
Disadvantages Business Enterprise (DBE) Certification
4. **State of Ohio, Department of Administrative Services (DAS)
614-466-8380 Equal Opportunity Division**
Website: <http://www.das.ohio.gov/>
Encouraging Diversity, Growth & Equity (EDGE) Certification

How To Learn About Business Opportunities with MSDGC

- Check www.MSDGC.org for opportunities
- On Tuesday, check the City Bulletin
- Submit Proposals

How We Promote SBE Inclusion

- Featured Business of the Week
- Monthly Matchmaker Sessions
- Construction Contractor Development Workshops
- Focus Group Participation
- Inclusion Goals
- Speed Dating
- Diversity Workshop for Prime Contractors
- MSA Partnering



“Providing a forum for small businesses to connect not only with MSD contacts, but also to meet and discuss possible matches with prime contractors and explore potential partnerships with other small businesses was an absolutely amazing experience.”

Company Information



Submit Company Capability Statement to be Uploaded to www.msdbg.org



Keep Company Contact Information Updated

Relationship Building

- Research: Know the Company and Pending Jobs
- Make sure the “Face of Your Company” leaves a Good Impression
- Form Alliances with other SBEs to Bid Job as a Prime or as a Sub Contracting Joint Venture
- Take Copies of Your Company’s Capability Statement
- Participate in Networking Opportunities
- Always Enhance Your Skills through Educational Offerings
- Market! Market! Market!

Construction Services Types of Work

- **Sewer:**
 - Excavation
 - Hauling
 - Paving
 - Heavy Equipment Operators
 - General Laborers
- **Facility:**
 - Demolition
 - Roofing
 - HVAC
 - Electricians
 - Concrete
 - Plumbing
 - Masonry Construction
 - Electrical Supplies
 - Heavy Equipment Operators

Construction Services

- Frequently visit website for Project Bid / Award Information
 - Go to www.msdbg.org
 - Click on Construction Contracts
 - Click on Upcoming Projects or
 - Click on Projects on Sale
 - Select Project of Interest
 - Read Legal Notice
 - Review the Plan Holders List and Contact Firms Who May Bid the Job
 - Review Bid Results (click on Bid Results)
- Attend Pre-Bid Meetings
- Provide Timely Response to Prime Contractors request for Subcontractor Bid
- **BID JOBS as Prime Contractor**

Professional Services

- Master Service Agreement categories include the following (not all categories listed):
 - Collection System Design
 - Departmental Support
 - Facility Design
 - Green Infrastructure
 - Health and Safety
 - Information Technology Support
 - Reliability Services
 - Staff Supplementation
 - SWMM Modeling Support
 - Value Engineering

Supplies and Services

MSDGC makes thousands of purchases less than \$50,000 annually. Typical purchases include:

- Office Supplies
- Promotional Items
- Computer Supplies
- Safety Equipment
- Uniforms
- Shop Tools
- Janitorial
- Elevator Repair
- Electrical & Lighting
- Chemicals
- Janitorial
- Pumps
- Laboratory Supplies
- Exterminating
- Security
- Vending Machines
- Window Washing
- Plumbing Parts

Thank You.

