

Metropolitan Sewer District of Greater Cincinnati MSA Holder Update

James A. “Tony” Parrott
Executive Director, MSD
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Agenda

- Welcome/Introductions
- MSD Consent Decree
- MSD SBE Program
- Objectives of SBE Program
- Expectations
- Next Steps

PROJECT GROUNDWORK

in Your Community



Clean Streams



Protecting the Environment

Partnering with our Communities

Revitalizing the Economy

Designing Innovative Solutions



Neighborhood Construction Projects



Strengthened Economy



PROJECT GROUNDWORK
your pipeline to clean water



Green Roofs

*Project Groundwork is your program.
It's an investment in your community for generations to come.*

Judge Spiegel entered amended WWIP - Approved

2010

Integrate planning efforts for preferred alternative

2011

Submit Final Plan for LMCPR

2012

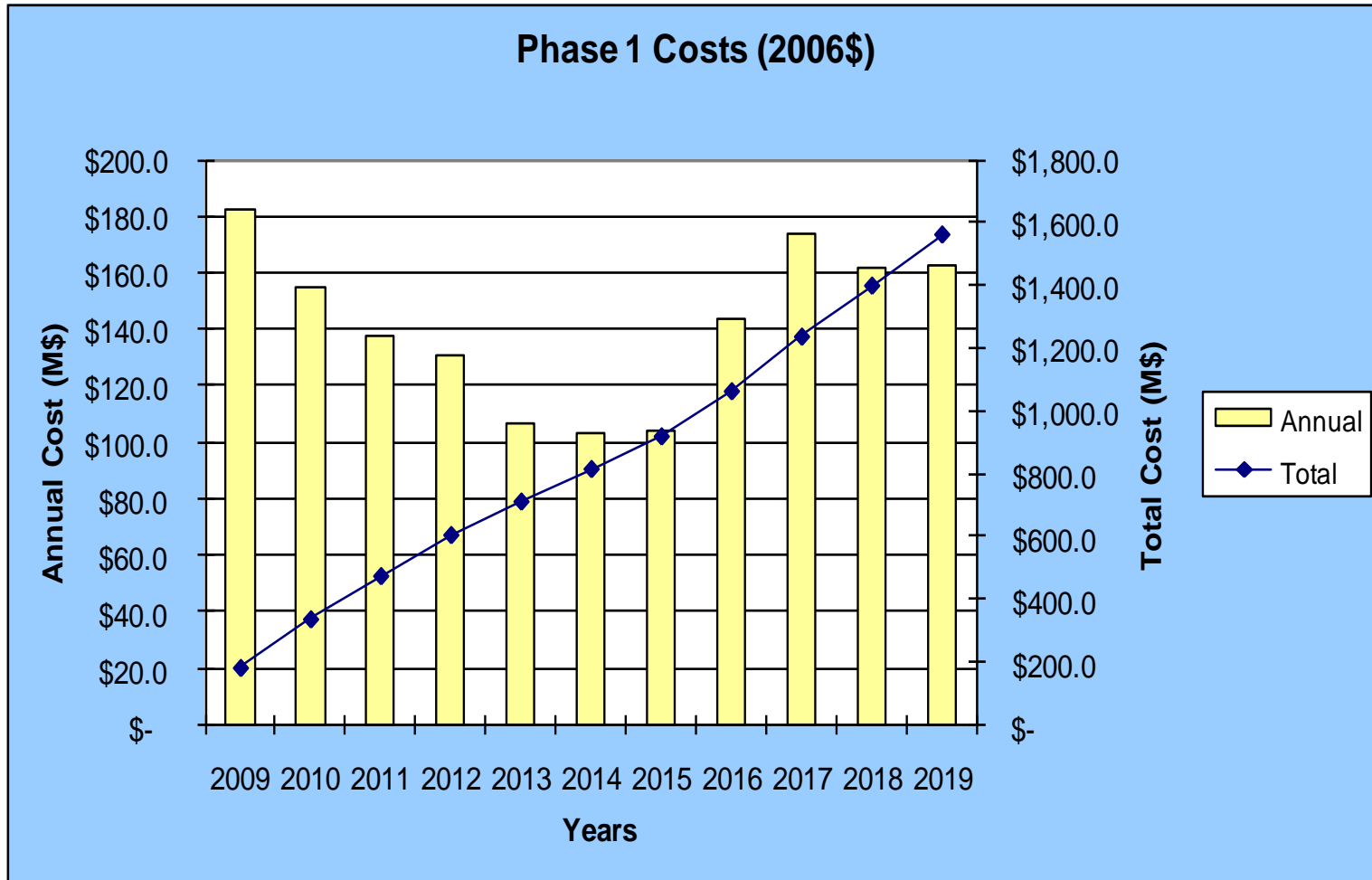
Phase 2 Plan Submittal

2017

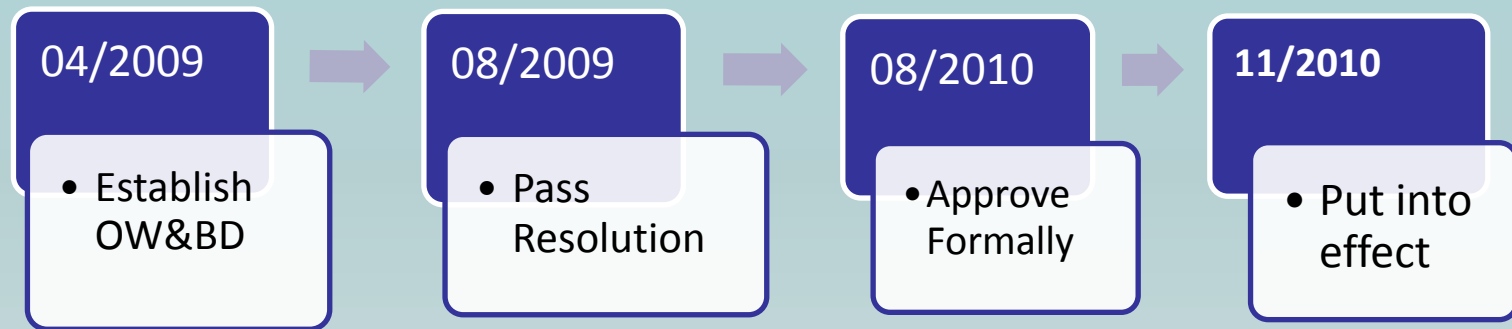
Phase 1 Complete (2 BG removed)

2018

Phase 1 WWIP and Asset Management Costs



MSD Small Business Enterprise (SBE) Program



Aspirational Goals in commodity categories:

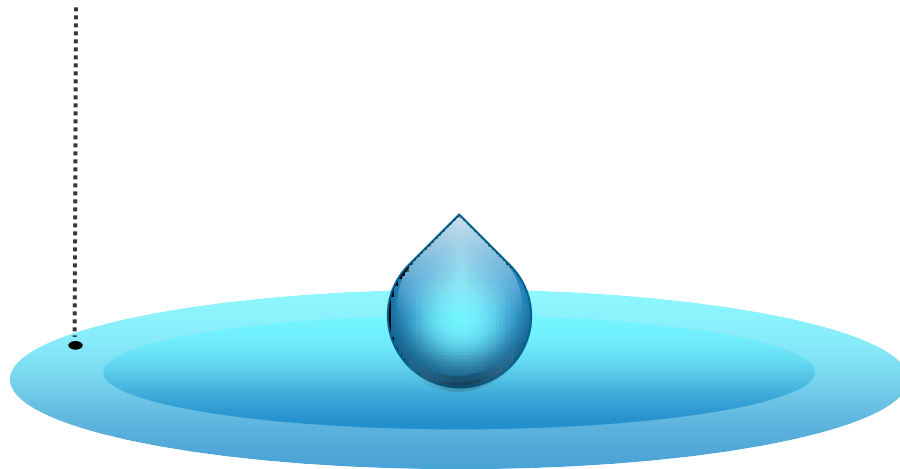
- **Construction Services (30%)**: All construction related activities
- **Professional Services (10%)**: Engineering, Community Outreach, Information Management, Modeling
- **Supplies/Services (15%)**: Commodities including items from paper supplies to fleet vehicles

Challenges to Opportunities = Glass Half Full

The Ripple Effect



Take interest in
SBE development



- SBE growth = local economic growth
- Supports contractor capacity



Impact on the New Economy

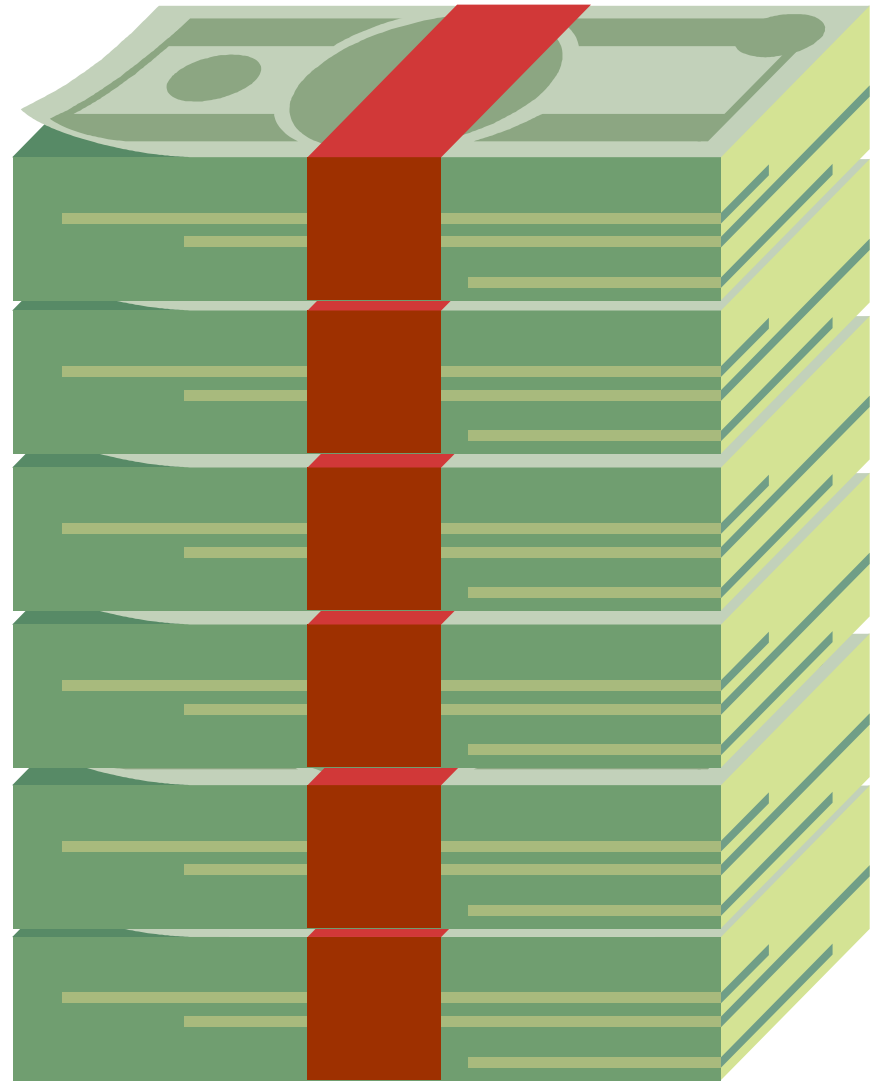
- Every job created in rebuilding infrastructure creates over 3.6 jobs elsewhere*
- Every \$1 spent on infrastructure improvement leads to \$6.35 for the local economy*

** Source: US Conference of Mayors*

Project Groundwork's Impact

Economy
Grows by
more than
\$900M

MSD spends
\$150M/yr on
infrastructure



Increasing our SBE Program Participation

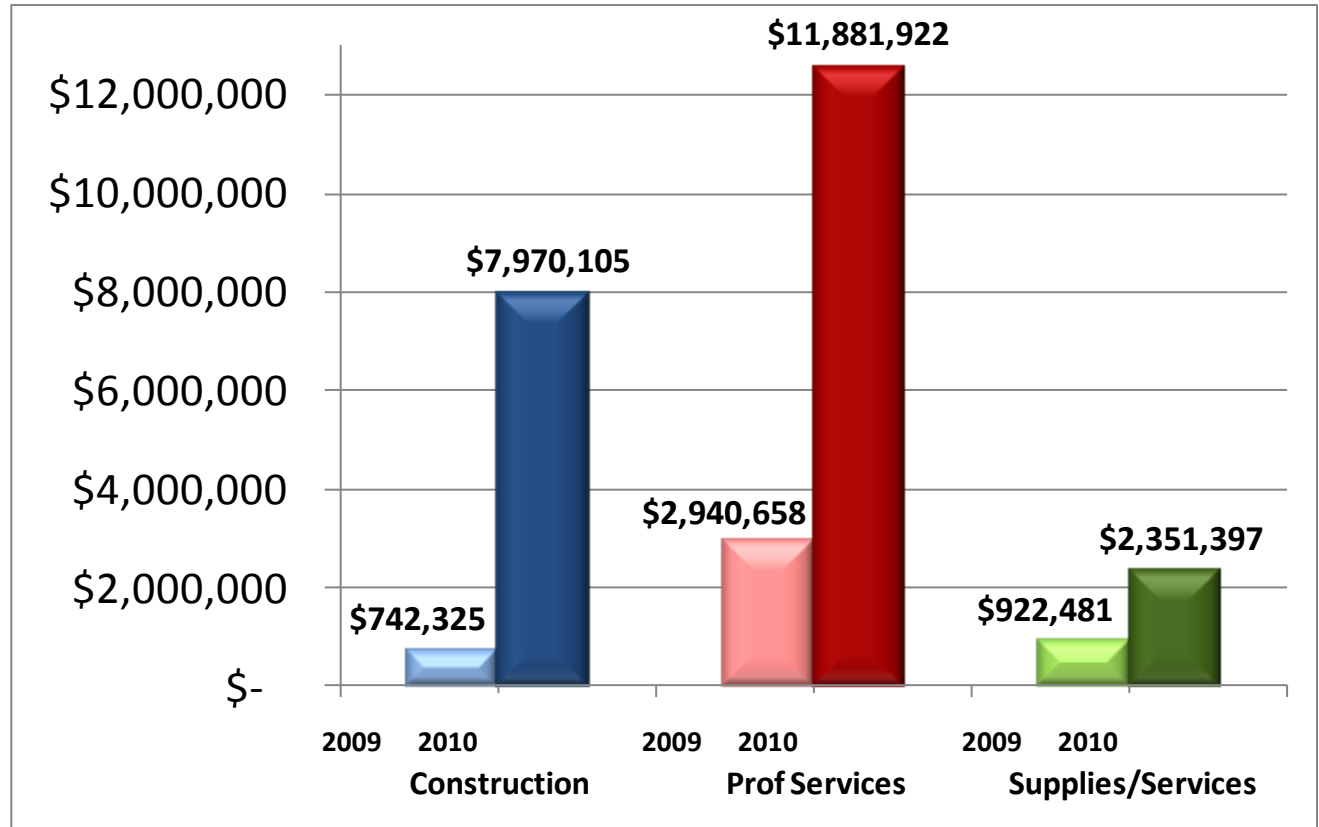
- 25-30% of our expenditures will be for professional services
- The fees we pay for professional engineering services do not always stay within the local economy
- Increased SBE participation = higher economic impact for our communities

Special Focus on Small Business – Why?

- Small firms:
 - Represent 99.7% of all employer firms
 - Employ over half of all private sector employees
 - Pay 44% of total private payroll
 - Generated 64% of net new jobs over past 15 years
 - Hire 40% of high-tech workers (scientists, engineers, programmers)

**From US Small Business Administration, September
2009*

Early Results of SBE Program Focus



Total SBE Utilization for 2010 = \$22.2M

Why This SBE Initiative

- Past 18 months of Matchmaker Sessions
- Little increase of MSD work for SBEs
- Opportunity to increase work of SBEs in MSA task orders, including work for “new” SBEs
- SBE Firms supporting Matchmaker Sessions, completed detailed Qualifications Questionnaires

Qualifications Questionnaires

- Include the following information:
 - Firm capabilities and contact information
 - Cincinnati MSD work (on-going and anticipated)
 - Non-MSD work (on-going and anticipated)
 - Project examples, including project write-ups, detailed project information and references

Expectations for MSA Holders

- Meet or exceed participation goals for Task Orders
- Provide SBEs meaningful work
- Provide mentorship opportunities to assist with capacity building
- Give new SBE firms opportunities
- Track and report your participation monthly

Upcoming Professional Services Task Order Assignments

- Collection System Design Services
 - Sewer Replacement Projects.
 - PS Elimination Projects
 - Sewer Separation Projects
 - Assessment Projects
- Basin planning projects
- Facility improvement projects
 - PS Replacement Projects
 - Various Plant Process Replacements/Improvements.

Objectives of SBE Partnering with MSA Holders

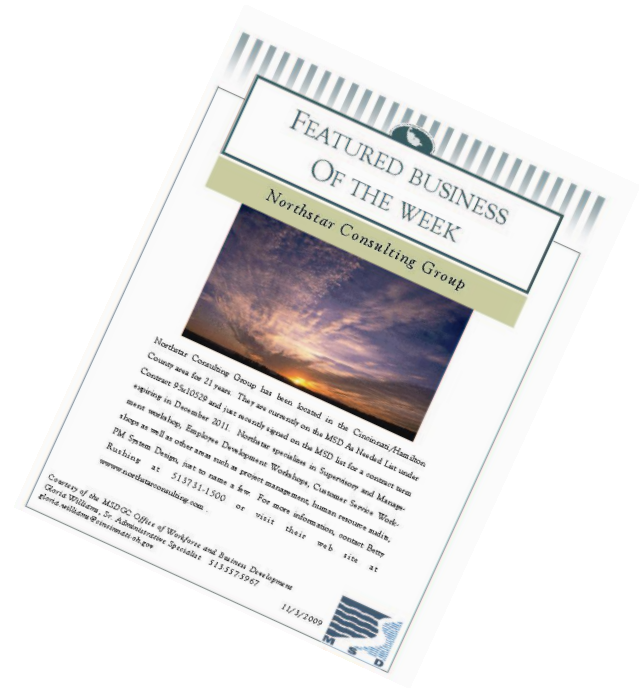
- As opportunities arise (Design Legislation Approved)
- Assign/Request appropriate SBE firms to work with MSA holders (large firms and SBE MSA holders)
- Look for mentoring situations where meaningful work can be assigned
 - New design opportunities primarily
 - IT, Green, Value Engineering etc.
- SBE firms with an MSA in either Facilities or Collections, but not both, will be eligible to be “matched” in the other category

Task Order Goals

- MSD wants SBE's active participation
 - Meet MSD staff who manage the design process and develop relationships
 - Learn the various procedures and expectations which can be confusing
 - Understand better how MSD operates
- SBE's develop into MSA holders

Opportunities to Meet SBE Firms

- Featured Business of the Week
- Matchmaker Sessions
- Speed Dating



“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.”

Who Are SBE Firms

- SBE's registered with MSD at the time of Task Order execution
- Promote registration
- Find additional SBE's at MSD Website:

www.msdbg.org/cip/sbe

- SBE Capability Statements available on website (they are posted when submitted to MSD)

MSD Office of Workforce & Business Development—Small Business Enterprise (SBE)

- **Sarah Anderson**
Manager
Email: sarah.anderson@cincinnati-oh.gov
Tel: (513) 557-7114 Fax: (513) 557-7116
- **Gloria Williams**
Senior Administrative Specialist
Email: gloria.williams@cincinnati-oh.gov
Tel: (513) 557-5967 Fax: (513) 557-7116
- **Heide Cooper**
Administrative Technician
Email: heide.cooper@cincinnati-oh.gov
Tel: (513) 244-1320 Fax: (513) 557-7116

MSA Holders / SBE Partnership Initiative Team

Sarah Anderson

Pat Arnette

Don Cahill

Biju George

Carolyn Gutjhar

Ralph Johnstone

Tom Schwiers

Chris Weber

Jenéa Norris White

Gloria Williams

QUESTIONS

