Can You Dig IT
2023

Rene’ Lindsay, Chief Procurement Officer

January 19, 2023
Event Agenda

9:00 Registration, Coffee and Networking
MBE/WBE firms please visit the Pavilion Lobby to network with interested prime contractors

10:00 Welcome: Rene´ Lindsay – MSD Chief Procurement Officer

10:05 Keynote Speakers
- Tony Parrott – MSD Executive Director
- Sharise Horne – MSD Chief of Equity and Community Partnerships
- John Loechle – MSD Engineering Technical Services Director
- Rene´ Lindsay – MSD Chief Procurement Officer
- Tim Kraus – Louisville Water Vice President and Chief Engineer

10:50 Closing Remarks: Rene´ Lindsay - Chief Procurement Officer

11:00 Networking

12:00 Event Ends
Welcome to
Can you Dig it 2023
Celebrating 35+ Years of Success in Procurement & Contracting

- 35+ years of commitment to diverse suppliers in Louisville & Jefferson County
- Launched program in mid-1980’s
- Disparity Study & 2018 Recommendations
- Released a New & Enhanced Supplier Diversity Program in 2020
2022 Accomplishments

• Diversity Spend, efforts to increase the numbers
• Final 2022 Expenditures
• Increase # of MWBEs working on MSD projects
• Ongoing Outreach
• SBE Program Launch
• 50 SBEs registered to date
• Continuing to listen to contractors needs for MWBEs
• Equity & Contracting Taskforce
MSD 5-year historical spend with MBE/WBEs

- 5-year spend with Minority and Women Business Enterprises
  - $142 million

- Minority & Woman Business Enterprise (FY22)
  - $24.1 million
2022 Accomplishments

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• Equity & Contracting Taskforce
Acknowledgements

MSD extends our appreciation and gratitude to exhibitors and contractors:

- Louisville Water Company
- Louisville Metro Government
- Equity in Contracting & Procurement Taskforce
- Women’s Business Enterprise National Council (WBENC)
- Mid States Minority Supplier Development Council
- One West
- Dugan & Meyer, LLC
- Flynn Brothers, Inc.
- Garney Companies, Inc.
- Ulliman Schutte Construction
- Walsh Construction Company
Welcome to
Can you Dig it 2023
Can You Dig It
2023

Sharise Horne,
Chief of Equity & Community Partnerships

January 19, 2023
Equity & Community Partnerships
The Importance of Connecting with the Community

• Each of us are ambassadors of MSD
• Develop relationships and build public trust
• Provides a two-way flow of information
• Giving back to the community – thus enhancing sustainability
• Social responsibility drives employee engagement
Community Benefits

MSD is committed to the goal of developing an inclusive and comprehensive Program to better serve and foster partnerships within our local communities, build a water workforce pipeline to support MSD core services and ensure all local communities within the MSD service area experience public benefits.

Program Outcomes:

- Create advocates from ratepayers and non-traditional partners
- Enhance and expand workforce development training programs for careers in water infrastructure
- Strengthen the local water infrastructure workforce pipeline by offering Curriculum Support Resources
MSD Community Benefits Program has reached $2.4 million in commitments from nearly 30 firms on 130 unique projects in communities we serve.

1. Virtual career panels
   • WDA Cohort sponsorship
   • Computers donated

2. STEM Lab development
   • Playground & Fence
   • 1,837 hunger free weekends for over 190 students

3. Pollinator garden project
   • Community gardens
   • New homes built for community residents

OVER $2 MILLION
IN BENEFITS GRANTED TO THE COMMUNITY
More than 25 professional services firms and contractors participating in our Community Benefits Program:

AECOM
American Roofing & Metal
Arcadis
Brown & Caldwell
Burgess & Niple
Flynn Brothers
Gonzalez Companies
Greeley & Hansen (TYLin)
GRW
Hazen & Sawyer
HDR
Heritage Engineering
Jacobs
KIPDA
MAC Construction
Mindel Scott
Pace Contracting
QK4 Inc
RA Consultants
Stantec
Strand Associates, Inc.

Temple & Temple
Tetra Tech
Thieneman Contracting
Ulliman & Schutte
Walsh Construction
“At the Parks Alliance, we understand it takes an alliance to do great things. Strand has been our ally every step of the way, and we are so grateful for their financial support. We could not ask for a better partner, and with their help we are ensuring equitable investment to create Great Parks for All.”

– Brooke Pardue, President and CEO of Parks Alliance of Louisville

“Strand measures success not just in terms of project effectiveness, but in how it helps communities thrive. MSD’s Community Benefits Program aligns perfectly with our core belief that our progress is measured by the success of others.”

– Strand Senior Project Manager Mark Sneve, P.E.
Kennedy Montessori is a Jefferson County Public elementary school located in the Park DuValle neighborhood of Louisville, where their mission is to:

“Educate the whole child by providing authentic learning opportunities to prepare our students to be global citizens.”
"Yes, we are currently working with a company. Our organization has been directly impacted by the program. In 2022 the Community Benefits Program through the relation we have with Thieneman Construction has been a life line to our organization. The relationship we’ve established with our new partners has and will be the change in our community we’ve been looking for! Thank you MSD!"

- Terra Leavell, Black Community Development Corporation
“We greatly appreciate the ability to participate in the MSD Community Benefit Program as it provides an opportunity for more businesses to learn about the work that we do and partner with us. Receiving an email or call that we were selected as a recipient of the Community Benefits Program is very rewarding. It allows us to communicate to our clients that the community cares about the work they are doing to become sober and change the direction of their lives.”

- Marla Hightbaugh, The Healing Place, Inc.

“YouthBuild has benefitted in multiple ways with these agreements. We have not only been able to realize additional funding for the organization and new programs, but our partners have delivered construction services, training to our students and technical support. They have introduced us to new community corporations and found additional supports through those businesses. **This has been a win-win-win.**”

- Kal Carey, YouthBuild Louisville
“The first thing I ask my girls is ‘How are you today?’ And they have to respond to me, “Beautiful and brilliant.” Because I want them to get that in their spirit – get that in their soul.”

- Shashray McCormack, Grace James Academy of Excellence
Employee & Supplier Participation & Volunteerism

Equity & Community Partnerships supports MSD’s strategic objectives. We serve as ambassadors in the community.
Partnerships
A Snapshot of MSD’s Partners in the Community

- Center for Non-Profit Excellence
- Center for Neighborhoods
- Boys and Girls Club
- JCP颠
- Metro Government
- LWC
- Urban League
- One West
- Louisville Area Chapter Red Cross
- WaterStep
- Wednesday’s Child
- West Jefferson County Community Task Force
- Metro United Way
- Mayor’s Give A Day Week of Service
- Mayor’s SummerWorks Program
- MSD Cares
Workforce Development
Kentuckiana Builds

“Your partnership with the Urban League has been valuable and impactful to our Kentuckiana Builds program.”

– Betty J. Fox, Director, Center for Workforce Development, Louisville Urban League
MSD’s mission is to ensure infrastructure dollars remain in our community for the benefit of the local economy, by encouraging employment of individuals in our service area.

In 2022, MSD’s Workforce Development Program tracked 34 unique construction laborer job classifications. To build the local workforce, MSD partners with the Louisville Urban League and Kentuckiana Builds to train local residents in construction, operations and maintenance.

Firms participating the Local Labor program:

- MAC Construction
- Shea Traylor, J.V.
- Garney Companies
- Dugan & Meyer
- Robinson Pipe Cleaning
- Ulliman Schutte
- Pace Contracting
- Allterrain
- Thieneman Construction, Inc.

**LOCAL LABOR PROGRAM JOBS CREATED**

<table>
<thead>
<tr>
<th>LOUISVILLE, JEFFERSON COUNTY (MSA)</th>
<th>KENTUCKY, NEIGHBORING COUNTIES (MSA)</th>
<th>SOUTHERN INDIANA NEIGHBORING COUNTIES (MSA)</th>
<th>SUBTOTAL</th>
<th>OTHER STATE &amp; COUNTY AREAS</th>
<th>TOTAL</th>
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</thead>
<tbody>
<tr>
<td>766</td>
<td>220</td>
<td>435</td>
<td>1,363</td>
<td>624</td>
<td>1,987</td>
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</table>
Equity
Together, the Community Benefits
Welcome to
Can you Dig it 2023
Projects Schedule to Advertise
First Quarter 23

Note: “Preliminary Estimates” listed in the following are based on initial planning, and are not the final engineer’s estimate. Bidding schedules may also change based on available budget.

• Leven Pump Station Elimination- $1.4M
• DRGWQTC Sodium Bisulfite Bldg Improvements- $2.5M
• Lake Forest Pump Station Eliminations- $2.2M
Projects Scheduled to Advertise
First Quarter 2023 (con’t)

• Beargrass Interceptor Relief Rehab - $5.9M
• Ohio River Service Area Lift Station Rehab - $1.8M
• 9 DRI Projects ranging from $30,000 - $650,000
Projects Scheduled to Advertise
Second Quarter 2023

- Olde Copper Ct PS Elimination- $380,000
- Parkwood PS Elimination- $800,000
- Fairmount Road Pump Station FM Extension - Phase 2- $1.9M
- Ohio River Service Area Lift Station Rehabilitation - $7.6M
- South Shelby St Sanitary Sewer Improvements - $245,000
- MFWQTC Chlorine Contact Tanks Structural Repairs- $420,000
Projects Scheduled to Advertise
Second Quarter 2023 (con’t)

- Kirby Lane Pump Station Elimination - $980,000
- Pirogue Court Pump Station Elimination - $1.1M
- West Triangle PS FM and Interceptor - $9.8M
- 11 DRI Projects ranging from $30,000 – $200,000
- Floodwall Water Stop Repair project - $200,000
Projects Scheduled to Advertise  
Third Quarter 2023

- DRG Clarifier 4-6 Mechanism Upgrades- $4.3M
- California Neighborhood Trap Catch Basin- $265,000
- Middletown Station PS Elimination- $810,000
- Lantana Drive Pump Station Elimination- $4.4M
- Gunpowder Pump Station ILS- $6.3M
- CC FF HC Sodium Aluminate Automation - $450,000
- 15 DRI Projects ranging from $30,000 - $400,000
- 4 Floodwall and Levee projects ranging from $100,000 – $800,000
Projects Scheduled to Advertise
Fourth Quarter 2023

• Kavanaugh Road PS Elimination- $4.4M
• WQTC Regional Lab Upgrades- $470,000
• Pond Creek FPS Breaker Replacement- $1.0M
• 2 Floodwall and Levee projects ranging from $100,000 – $800,000
• 6 DRI Projects ranging from $30,000 - $200,000
Welcome to
Can you Dig it 2023
2023 Capital Projects

Construction

$200M D/B Biosolids Processing Solutions Project
  • Walsh Construction
  • Stantec

$160M D/B Paddy’s Run FPS Capacity Upgrade
  • Ulliman Schutte Construction, LLC
  • HDR Engineering, Inc.
Federal Infrastructure Investment

- $550B Bi-partisan Infrastructure Investment & Jobs Act
  - $55B for the water sector
  - Prioritizing increasing spend with minority & women-owned businesses
- Justice 40
- EPA priorities for disadvantaged communities
Equity in Contracting & Procurement Taskforce

Co-Chairs
• Louisville MSD - Tony Parrott
• LG&E and KU Energy – John Crockett

Task Force Members
• Louisville Water Company
• Louisville Regional Airport Authority
• Louisville Metro Housing Authority
• Louisville Metro Government
• Louisville Metro Council
• Jefferson County Public Schools
• University of Louisville
• Kentucky Transportation Cabinet
• Transit Authority of River City
• Louisville Urban League
• One West
• Kentuckiana Works
• Greater Louisville Inc.
Program Updates

E-Procurement

• Bonfire
  – MSD is transitioning our bidding processes to an electronic platform
  – Implementation will be rolled out through a phased approach:
    • Good & Services
    • Professional Services
    • SBE Program

• Beginning process to transition Project DRI to Bonfire
• MSD is setting up to receive bid notifications via Bonfire
• Bonfire training will be provided
• Visit the procurement table for training dates and registration information
• Anticipated transition date: March 1, 2023
Training Opportunities to Overcome Barriers

• MSD recognizes challenges and barriers contractors face when they begin the administrative process of working with MSD
• We are working to close this gap as we want companies to be successful in working with us
• MSD is working with a variety of businesses to provide bid training & guidance on how to:
  – Bid on work with MSD
  – What to expect once a contract is awarded
  – Completing pay applications
  – Change order process
• We would like to hear **your feedback** on other topics you would like to receive training
Bid Discounts

• Applicable to materials, commodities and services and construction, construction-related
• Procurements estimated $30,000 - less $500,000
• Discount applied during the price evaluations on bids submitted by eligible M/WBEs that bid as prime
• Eligible M/WBE bidders bid price shall be reduced by 10% for evaluation purposes only when bidding as a Prime
• Maximum discount shall not exceed $50,000
## Bid Discounts

### Table 1. MBE/WBE Groups Eligible for Bid Discount

<table>
<thead>
<tr>
<th></th>
<th>African Americans</th>
<th>Hispanic Americans</th>
<th>Asian Pacific Americans</th>
<th>Asian Indian Americans</th>
<th>Caucasian Females</th>
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<tbody>
<tr>
<td>Construction Services</td>
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<td>Construction Services</td>
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<tr>
<td>Construction-related Services</td>
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<td>Construction-related Services</td>
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<tr>
<td>*Materials, Commodities and Services</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>*Materials, Commodities and Services</td>
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</table>
Goods & Services

Annual goals - 5% MBE & 3% WBE

- Chemicals, Inventory Supplies, Custodial, Mowing, HVAC, Electrical, etc.
- Subcontracting is not required
- MSD seeks M/WBEs to bid as prime
- Award based on lowest price or highest evaluated bid
- Bid discount applicable
- Eligible for Bid-discount *(must* be registered in MSD’s database):
  - Materials, Goods & Services:
    - African-American owned businesses
    - Caucasian-women owned businesses
Professional Services

- Goals are aspirational on projects estimated $50K and greater
- Encourage prime consultants to partner with MWBEs
- 10% bid incentive for eligible MWBE/Prime bidders

Bid Opportunities
- Advertising for Collection System Professional/Technical Services RFQ in Feb
- Encouraging MWBEs to get registered, attend pre-submittal meeting and submit a response
- Scope areas include:
  - Appraisals, architectural design
  - Design
  - Assessment Projects (Neighborhood sewer projects)
  - Civil/Site Design
### Table 2. MBE/WBE Subcontract Construction Goals (Ethnicity and Gender)

<table>
<thead>
<tr>
<th>Contract Value: $150,000 (as determined by MSD)</th>
<th>African Americans</th>
<th>Asian Indian Americans</th>
<th>Caucasian Females</th>
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<tbody>
<tr>
<td></td>
<td>18.0%</td>
<td>2.0%</td>
<td>15.0%</td>
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</table>

- **20.0% MBE**
- **15.0% WBE**

**35.0% MBE/WBE construction subcontract goal**

(3) *separate goals*, based on ethnicity & gender for eligible MBE/WBE subs
<table>
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<tr>
<th>Service Type/Program</th>
<th>FY23</th>
<th>FY24</th>
<th>FY25</th>
<th>FY26</th>
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<td>Wastewater</td>
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<td>Consent Decree - $25M AM</td>
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<td>Consent Decree - LTCP/SSDP/Remedial Projects</td>
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<td>Regulatory - Non Consent Decree</td>
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<td>Stormwater</td>
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<td>Bulitt County</td>
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<td>Management Reserve</td>
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<td>Grand Total</td>
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<td>$205.1</td>
<td>$226.2</td>
<td>$202.4</td>
<td>$1,038.4</td>
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Construction Services Opportunity Analysis

Skills Required for Vertical Construction:
- Facilities
- Building Renovation

Largest Spend Categories
MBE & WBE Certification Recognition

MSD does not accept DBE certification

http://louisvillemsd.org/SupplierDiversity
Small Business Enterprise (SBE) Program

• **SBE Program Objectives**
  – Establish race- and gender-neutral initiatives for small local businesses.
  – Increase reasonable/significant opportunities for small local businesses to work with MSD.
  – Develop new capacity and resources to compete for MSD prime contracts.
  – Increase competition in the contracting community.
  – Diversify the companies doing business with MSD.

• **Eligibility Requirements**
  – Significant Local Presence (MSD Service areas)
  – Minimum one year in business
  – Annual gross revenue shall not exceed an average of $5M of three-year period

• Various construction projects ranging from $30,000 - $149,999

• **Supplierdiversity@louisvillemsd.org**
Contact MSD

http://www.louisvillemmsd.org/doing-business-us

**Procurement:**
John Allen
Procurement Manager
Phone: 502-540-6243
Email: john.allen@louisvillemmsd.org

**Supplier Diversity:**
Joy L. Walker
Supplier Diversity Manager
Phone: 502.540.6503
Email: joy.walker@louisvillemmsd.org

Monthly Information Sessions “How to Do Business w/MSD”
Held 4th Wednesday every other month 9:00 – 10:30 a.m.
Register: John.allen@louisvillemmsd.org
Upcoming Project (Goods & Services)

- Legal Services (Labor/Employment, Construction, Real Property, etc.)
- Vegetation Control Services
- Industrial Castings
- Grass Seed
- Elevator Services
- Commercial Removal, Hauling & Dumping of Raw Wastewater
- Commercial Cleaning, Vacuum & Waterblasting
- Removal, Hauling & Dumping of Treatment Plant Biosolids
- Employee Group Medical Insurance
- Excess Workers' Compensation & Employers Liability Coverage
- Workers’ Compensation Claims Administration
Louisville Water
2023 Capital Improvement Plan (CIP) and Upcoming Construction Project Overview

Can U Dig It 2023 – January 19, 2023
2023 CIP Overview

$117 MILLION
2023 CAPITAL IMPROVEMENT PLAN

$73 MILLION
INFRASTRUCTURE RENEWAL

$27 MILLION
NEW TECHNOLOGY AND FACILITIES

$6 MILLION
GROWTH RELATED IMPROVEMENTS
2023 CIP Overview

- 62% - Infrastructure Renewal
- 23% - New Technology and Facilities
- 10% - Self-Financing Improvements
- 5% - Growth-Related Improvements
## 2023 CIP Highlights

<table>
<thead>
<tr>
<th>Infrastructure Renewal</th>
<th>2023 Budget (MM)</th>
<th>Total Budget (MM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Main Replacement &amp; Rehabilitation Program (MRRP)</td>
<td>$30.0</td>
<td>N/A</td>
</tr>
<tr>
<td>Kentucky, Oak, Glenmary 48” Rehab</td>
<td>$1.3</td>
<td>$11.5</td>
</tr>
<tr>
<td>Zorn Avenue – Water Tower Balustrade Restoration</td>
<td>$3.9</td>
<td>$8.3</td>
</tr>
<tr>
<td>Zorn Avenue Roadway Improvements</td>
<td>$2.0</td>
<td>$2.2</td>
</tr>
<tr>
<td>Redundant Residuals Line (CHFP to BEP)</td>
<td>$2.3</td>
<td>$17.0</td>
</tr>
</tbody>
</table>
Main Replacement Engineering

- 7 - MRRP projects estimated at $20 million
- 3 – SBE MRRP projects estimated at $2 million total
- 2 - Railroad crossing rehabilitations estimated at $1.3 million total
- Kentucky, Oak, Glenmary 48” Rehab (Phase 1) estimated at $3.4 million
- 5 - Federally Funded Main Extensions estimated at $6.3 million total
Process and Production Engineering

- Crescent Hill Pump Station Discharge System Improvements - $20+ million
- Redundant Residuals Line - $20+ million
- Billtown Tank Recoating - $1 million
- 3 BPS Renovations - $1 million total
## 2023 CIP Highlights

<table>
<thead>
<tr>
<th>New Technology/Facilities</th>
<th>2023 Budget (MM)</th>
<th>Total Budget (MM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMI for Jefferson County</td>
<td>$18.7</td>
<td>$69.6</td>
</tr>
<tr>
<td>Westport Road Transfer Station – Standby Generator</td>
<td>$1.3</td>
<td>$5.0</td>
</tr>
<tr>
<td>Mitchel Hill/Keys Ferry Pump Station</td>
<td>$0.4</td>
<td>$1.0</td>
</tr>
</tbody>
</table>
## 2023 CIP Highlights

<table>
<thead>
<tr>
<th>Growth-Related Improvements</th>
<th>2023 Budget (MM)</th>
<th>Total Budget (MM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Nelson – 20” Transmission Main</td>
<td>$1.7</td>
<td>$18.7</td>
</tr>
<tr>
<td>HCWD2 – 36” Salt River to Chapeze BPS</td>
<td>$0.8</td>
<td>$25.2</td>
</tr>
<tr>
<td>HCWD2 – 30” Clermont Tank to Belmont BPS</td>
<td>$0.5</td>
<td>$14.3</td>
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<tr>
<td>HCWD2 – Wilson Creek Tank</td>
<td>$0.3</td>
<td>$7.0</td>
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<tr>
<td>BEPWTP – 75 MGD Expansion</td>
<td>$0.7</td>
<td>$29.7</td>
</tr>
</tbody>
</table>
Growth-Related Improvements

- North Nelson Improvements - $20 million of infrastructure to supply Nelson County/Bardstown
- Hardin County Water District #2 Improvements – $50 million of infrastructure to supply BlueOval SK Battery Park, and other regional demands
- BEPWTP 75 MGD Expansion - $30 million plant expansion to support future growth
Looking Ahead

Louisville Water is proud to serve as a regional supplier of wholesale water.

Recent announcements, like the Ford SK Battery Plant, have quickened the pace of demand growth in surrounding counties.

Partnership with our contractors will be critical to the continued success of our wholesale operations and major reinvestment in existing infrastructure.
Thank you!
Thank You for Attending
Can You Dig it 2023