



Tapping into the Right Connection



BIRMINGHAM
WATER WORKS

Minority Vendor Webinar

Doing Business with BWWB

04/22/2021

ED TRAVIS

Purchasing Manager

Agenda:

BWW Vision Statement & Motto



Networking with Business Partners



What products & Services does BWW use?



Upcoming Bids & Project



How Do I Become a Vendor & View Bids



Vision Statement

To be recognized locally and nationally for providing the highest quality water to our customers by focusing on customer service, innovation, fiscal responsibility, and sustainable growth.



Motto

Serving Your Community. Preserving The Environment

Networking with Business Partners:

- New or renewed connections with current and potential business partners
- New ideas
- Think about the role you can play in helping to grow our local economy and workforce
- New partnerships, joint ventures
- Leverage capabilities with those who you may meet

Did you know?

- **99%** of businesses are small (JP Morgan Chase)
- **30 million** small businesses (Small Business Administration)
- **44%** of GDP (Small Business Administration)

When small businesses thrives:

- More vendors are available to perform work
- Median incomes grows
- Helps with community sustainability
- Increase job growth and pay
- Better quality of life
- Better schools and increase high school graduation rates

Overview of BWWB's HUB Program:



Overview

The BWWB's Historically Underutilized Business ("HUB") Program is designed to encourage the participation of HUB firms on construction projects and the acquisition of goods and services.

Under this program, the BWWB has established a goal of 30% participation of HUB firms on construction projects and the acquisition of goods and services.

It is the intent of the BWWB to foster competition among contractors, suppliers and vendors that will result in better quality and more economical services for the BWWB.

Goals of the BWWB's HUB

Program:



- ▶ To help ensure nondiscrimination in the award and administration of BWWB contracts.
- ▶ To help remove barriers for the participation of HUB firms in receiving BWWB contracts.
- ▶ To help create a level playing field on which HUB firms can compete fairly for BWWB contracts.

Research shows that a vibrant and successful program increases economic growth significantly.

The BWWB follows the
Alabama State Bid
Laws:

Competitive

\$15,000.00

Alabama code 41-16-50

Public Works

\$50,000.00

Alabama Code 39-2-1.



Informal Bids:

Informal Bids for Competitive:

Informal bids/quotes are taken verbally or by fax for direct purchases less than \$15,000. BWWB makes every effort to obtain at least three (3) informal quotes. Purchases over \$15,000 will require a formal bid.

Informal Bids for Public Works:

Informal bids/quotes are taken verbally or by fax for public works projects less than \$50,000. BWWB makes every effort to obtain at least three (3) informal quotes. Purchases over \$50,000 will require a formal bid and Board approval.

Purchasing is responsible for:

Service Bids

- Janitorial
- Lawn Maintenance
- Pressure Washing
- Landscape Restoration
- Standard Patch Paving
- Asphalt Hot Mix
- Painting

Stock Items

- Corporation Stops
- Meter Adapters
- Unions
- Meter Boxes & Lids
- Couplings
- Fittings
- Rainwear
- Pipe

Chemicals

- Aluminum Sulfate
- Activated Carbon
- Chlorine
- Ferric Sulfate
- Lime
- Polymer
- Potassium Permanganate

General Bids

- Office Furniture
- Uniforms
- Gas
- Plumbing
- Printing/Souvenirs
- Office Supplies
- General Office moves
- Carpet replacement

Upcoming Bids:

- ▶ Pressure Washing
- ▶ On-call plumbers
- ▶ Sample station installation (tentative)
- ▶ Solid Waste Management
- ▶ Chemicals

Engineering projects:

- EnviroLab/Research & Innovation Facility Design
- Inland Lake Dam Roadway Rehabilitation
- Lake Purdy Dam Stability Rehabilitation
- Putnam Filter Plant Sodium Hypochlorite
- Western Filter Plant Sodium Hypochlorite & Electrical Upgrades
- Painting & Repairs for the Warrior Potable Water Tank
- Painting & Repairs for the Cahaba Cove Potable Water Tank

Pipe Line Projects:

Projects

- Service Line replacement
- Paving
- Pipe Line replacement
- Fire Hydrant Installation
- New Service Connections

Upcoming Projects

- **Court M Ensley/Avenue N Ensley**
- **Alabama Avenue SW/11th Street SW**
- **Boise Avenue SW/Beulah Ave**
- **Parklawn Avenue SW/College Ave**

How to Become a Vendor and View Upcoming Bids:

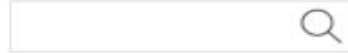


CUSTOMER INFORMATION ▾

YOUR WATER ▾

DOING BUSINESS WITH US ▾

CAREERS ▾



HUB DIVERSITY VENDOR PROGRAM

HUB Diversity Vendor Program

Vendor Registration

Current Bids

Bid Evaluations

Cahaba Museum and Conference Center



The Birmingham Water Works HUB Diversity Vendor Program represents its commitment to building successful, lasting relationships with Historically Underutilized Businesses (HUB). The goal of this program is to foster the promotion, growth and development of minority, women and other diverse owned enterprises.

There are many benefits of joining our HUB Vendor Program. As a participant in the HUB program, you can be assured that we will inform you about contracts up for bid. If your business receives the contract, we will work with you to make sure you receive the information and technical assistance you need to meet deadlines and deliver the highest-quality of work.

We have implemented the following strategies to increase HUB Participation:

- Semi-Annual Meet and Greets to review BWWB business opportunities and procurement processes
- Seek HUB Participation from Professional Services by requesting 30% HUB participation from all vendors, contractors, and consultants.
- Identify qualified consultants, prime contractors, and sub-contractors to perform services
- Award Small Contracts to HUB businesses
 - Commodity project under \$15,000



BIDS POSTED AS FOLLOWS:

- ▶ BWW's Website
- ▶ Alabama Department of Economic and Community Affairs, Office of Minority Business Enterprise (ADECA)
- ▶ Alabama Department of Transportation Disadvantaged Business Enterprises (ALDOT DBE)
- ▶ Alabama Department of Transportation (ALDOT)
- ▶ Alabama State Black Chamber of Commerce
- ▶ Birmingham Business Alliance (BBA)
- ▶ Birmingham Construction Industry Authority (BCIA)
- ▶ Department of Innovation & Economic Opportunity (IEO)- City of Birmingham
- ▶ Southern Regional Minority Supplier Development Council (SRMSDC)

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Q & A