



**DISTRICT OF COLUMBIA
WATER AND SEWER AUTHORITY**

Board of Directors

Meeting of the Governance Committee

January 13, 2021

9:00 a.m.

Microsoft Teams meeting
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Phone Conference ID: 899 173 50#

AGENDA

- 1. Call to OrderLavinia Baxter, Vice Chairperson
- 2. Roll Call Linda Manley, Board Secretary
- 3. **FY20 Certified Business Utilization Report**.....Korey Gray, Compliance Officer
- 4. **Blue Drop FY21 Q1 Update** Thomas Kuczynski, President Blue Drop
Vice President, Information Technology
- 4. **Financial Resilience**..... Ivan Boykin, Director, Finance
- 5. Executive Session *
- 6. Adjournment Lavinia Baxter, Vice 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.



FY 2020 Certified Business Utilization Report

Tommy Wells, Chairman





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DC Water Local Small Business Enterprise and EPA Fair Share 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 Local Small Business Enterprise and EPA Fair Share Programs

OUR PROGRAMS

Since the implementation of the Business Development Plan in 2009, DC Water has administered its Local Small Business Enterprise preference program (LSBE Program) for discretionary projects and a separate Fair Share Objective, which established utilization goals for certified Disadvantaged and Women Business Enterprises on federally supported projects.

I. LSBE Program

- A geographic preference program (up to 10 points or 10%)
- Generally applies to Goods and Service procurements.

II. 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

| Services | DBE Goals | WBE Goals |
|-------------------------------|-----------|-----------|
| Professional (A/E Agreements) | 28% | 4% |
| Construction | 32% | 6% |

- 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’s policy is to meet or exceed its goals in dollars paid to certified firms as well as to the number of certified firms participating on DC Water Projects.



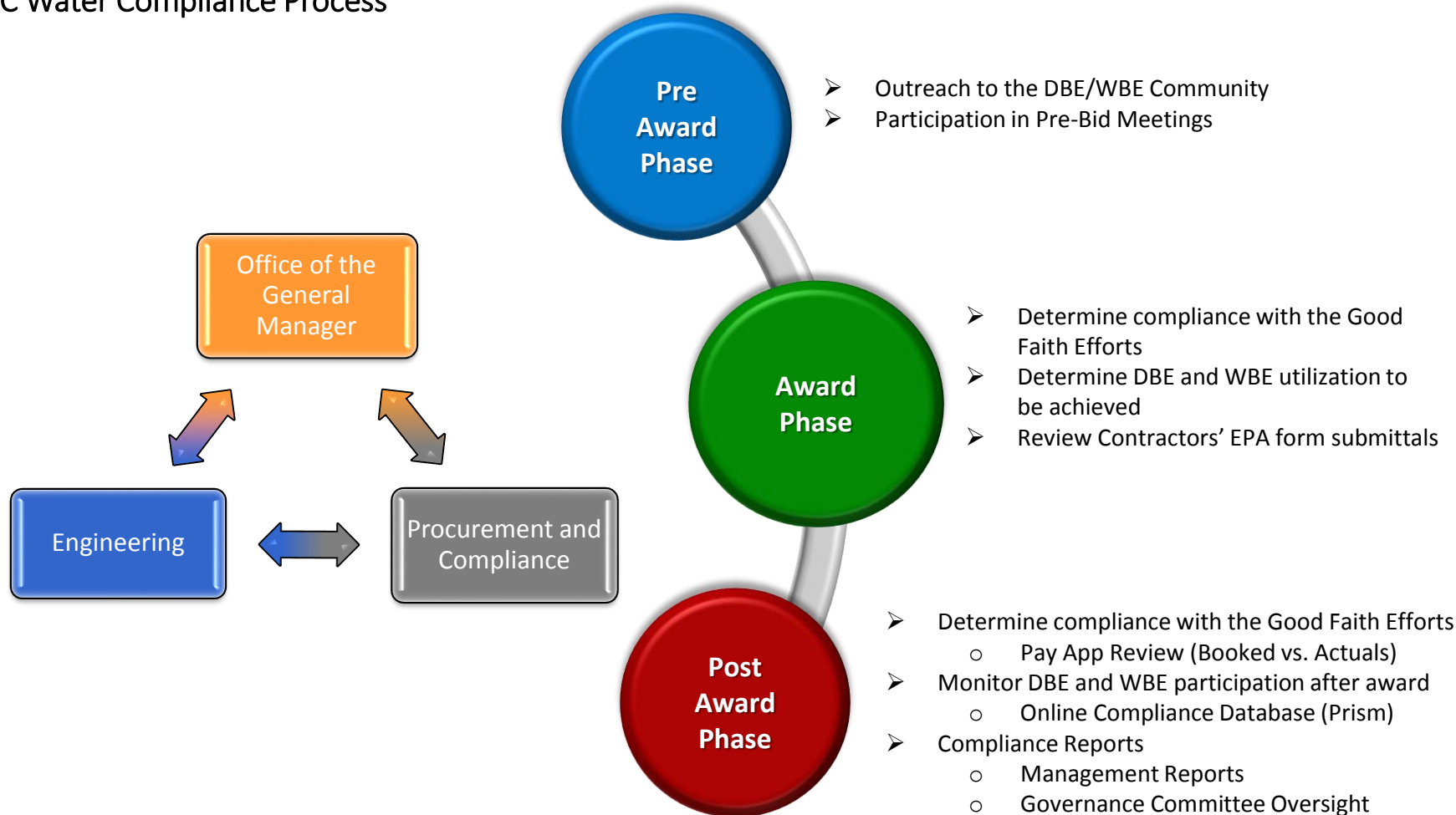
DC Water Local Small Business Enterprise and EPA Fair Share Programs

OUR PROGRAMS

III. **Certified Business Enterprise Utilization.** In addition to its two primary programs, DC water also established utilization goals for District based Certified Business Enterprises (CBEs) for its green infrastructure installation, maintenance, and operation projects. By virtue of the Green Infrastructure Memorandum of Agreement with the District of Columbia, all GI Projects carry a 50% CBE goal.

DC Water Local Small Business Enterprise and EPA Fair Share Programs

DC Water Compliance Process



DC Water Local Small Business Enterprise and EPA Fair Share Programs

Performance Results

The following summary of certified firm participation for FY20 comes from contract commitments expressed in the fact sheets, subcontractor approval requests and/or contractor invoices. Change orders and amendments are captured in subsequent 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 DC Water's success in being inclusive. To that end, DC Water also closely monitors project schedules and invoices to ensure that certified firms are paid for the work they perform.



DC Water Local Small Business Enterprise and EPA Fair Share Programs

Performance Results

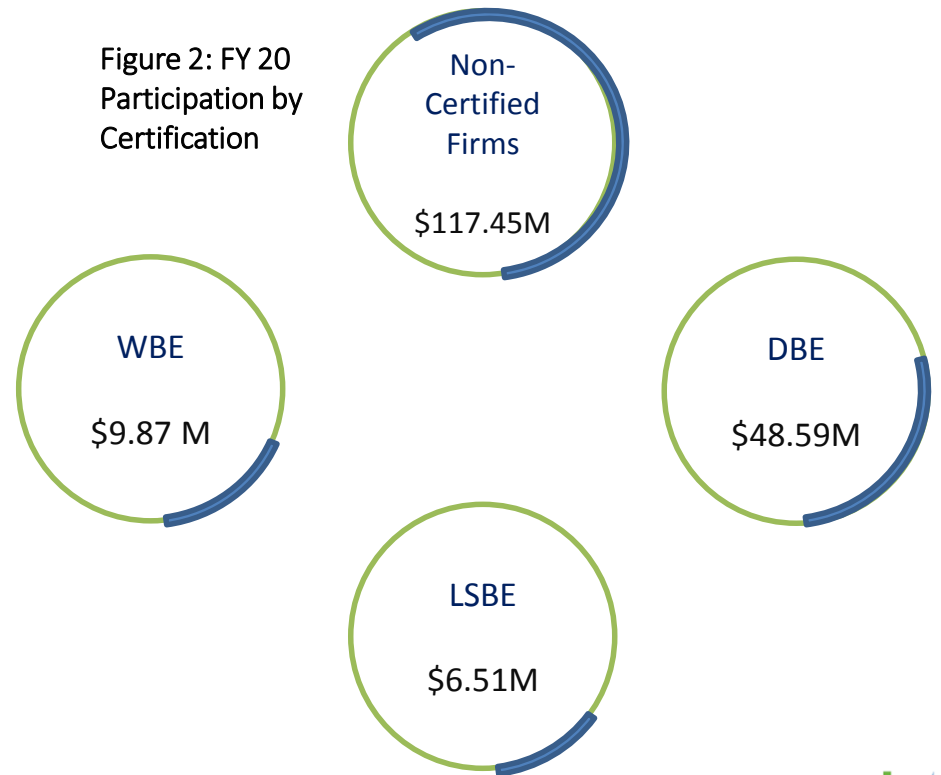
In FY20, certified firms received 35.6 percent - or approximately 64.97 Million – of the total \$182.2 Million total awards. The table below (Table 1) summarizes the FY20 certified firm participation by award type, and Figure 2 illustrates the participation of local small, disadvantaged, and women business enterprises overall.

Table 1: FY20 Participation Summary

Total Value of Awards in FY 2020 – \$182.42M

| | |
|------|---|
| I. | Goods and Service Awards Total Awards - \$27.22M Total LSBE Participation - \$6.51M |
| II. | Architect and Engineering Awards Total Awards - \$53M Total DBE Awards - \$15.09M Total WBE Awards - \$2.37M |
| III. | Construction Awards Total Awards - \$102.2M Total DBE Awards - \$33.5M Total WBE Awards - \$7.5M |

Figure 2: FY 20 Participation by Certification





Performance Results

Goods and Services Awards (Local Small Business Enterprise Participation)

DC Water Local Small Business Enterprise and EPA Fair Share Programs

FY 20 Procurement Results – Discretionary Awards Goods and Services

- Program applies to discretionary awards.
- Large Goods and Services or Construction (non-federal)
- Preference Points are used to encourage participation (up to 10 percent or 10 points)

FY 20 Activity

- FY 20 Awards: 25
 - Value of FY 20 Actions: \$27,219,198.97
- Actions with LSBE Firms: 12
 - Value of LSBE Participation: \$6,509,405.74 (23.91%)



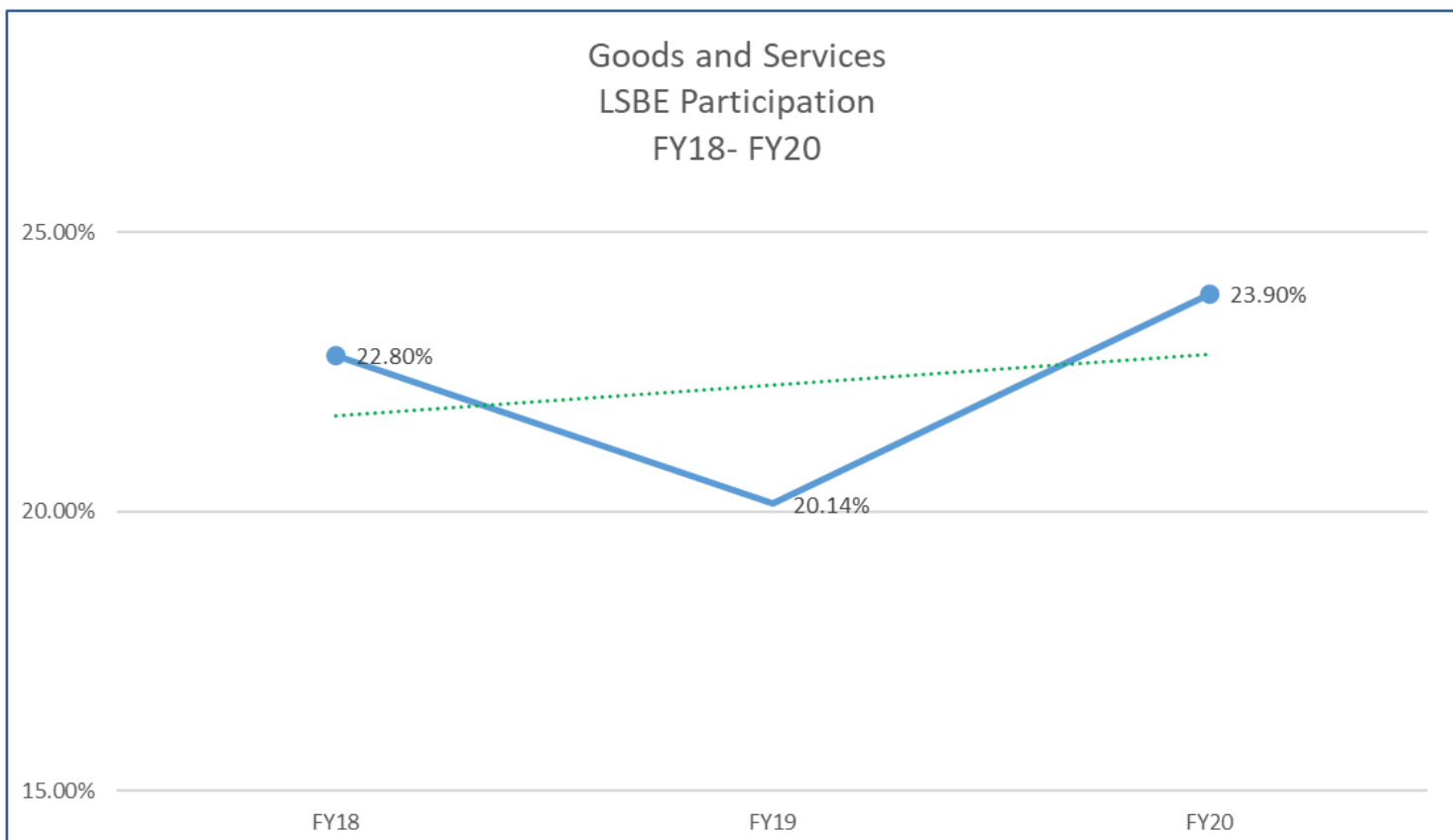
DC Water Local Small Business Enterprise and EPA Fair Share Programs

FY 20 Procurement Results – Discretionary Awards Goods and Services

- Total Number “Eligible” Goods and Service Awards: 25
 - Total Value: \$27.219 Million

| Award Type | # of Awards | Total Value | # of LSBE's | LSBE Awards |
|-------------------------|-------------|-------------------------|-------------|------------------------|
| Administration | 8 | \$ 2,209,723.00 | 1 | \$ 267,750.00 |
| Facilities | 1 | \$ 50,000.00 | 1 | \$ 50,000.00 |
| Fleet Services/Supplies | 1 | \$ 1,426,785.00 | 1 | \$ 1,426,785.00 |
| IT Services/Supplies | 6 | \$ 15,948,146.44 | 1 | \$ 49,924.00 |
| Office Supplies | 1 | \$ 75,000.00 | 1 | \$ 75,000.00 |
| Operations | 7 | \$ 5,758,915.79 | 4 | \$ 2,889,318.00 |
| Staffing | 1 | \$ 1,750,628.74 | 1 | \$ 1,750,628.74 |
| Total | 25 | \$ 27,219,198.97 | 10 | \$ 6,509,405.74 |

DC Water Local Small Business Enterprise and EPA Fair Share Programs



Performance Results

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

DC Water Local Small Business Enterprise and EPA Fair Share Programs

Performance Results

In FY 20, these projects contained the EPA Fair share Objective language.

- Projects carried a 28% DBE and 4%WBE goal

FY 20 Activity

- FY 20 Awards: 4
 - o Value of FY 20 Actions: \$53M
- DBE Participation: \$15.09M (28.5%) [Goal Achieved](#)
- WBE Participation: 2.37M (4.5%) [Goal Achieved](#)

DC Water Local Small Business Enterprise and EPA Fair Share Programs

FY 2020 Procurement Results

A/E Awards (4)
Total Value: \$53,000,000.00

DBE Utilization

- Avg Expected DBE Participation: 28.5%
- Range: 29% Highest Goal/ 28% Lowest Goal

Actual DBE Participation

| | DCW DBE | % |
|-------|---------------|-------|
| Award | \$ 15,090,000 | 28.5% |

Total # of DBE firms: 10

Number of Projects Meeting (Expected to Meet) the DBE Goal: 4

WBE Utilization

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

Actual WBE Participation

| | DCW WBE | % |
|-------|--------------|------|
| Award | \$ 2,370,000 | 4.5% |

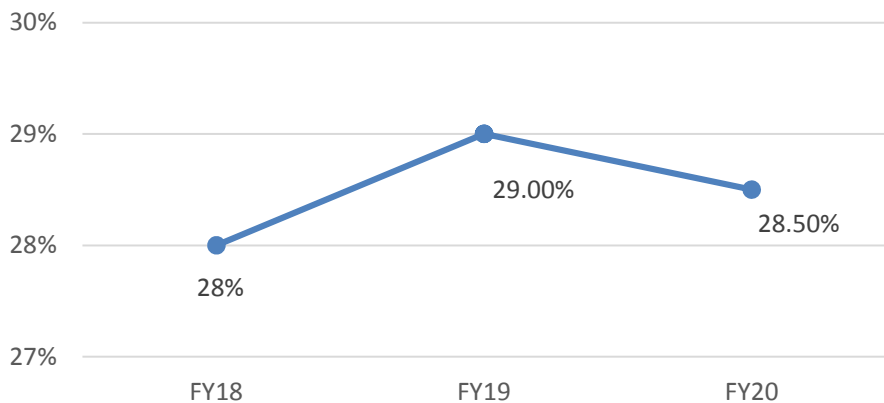
Total # of WBE firms: 8

Number of Projects Meeting (Expected to Meet) the WBE Goal: 4

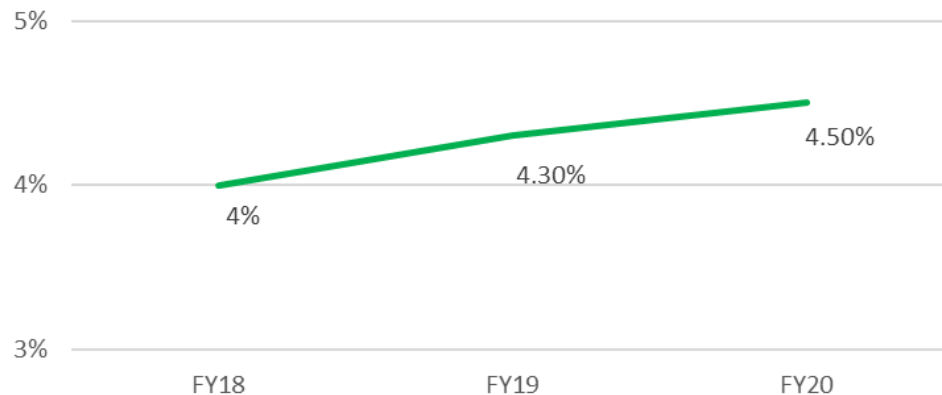


DC Water Local Small Business Enterprise and EPA Fair Share Programs

A/E Awards
DBE Participation
FY18-FY20



A/E Awards
WBE Participation
FY18-FY20





DC Water Local Small Business Enterprise and EPA Fair Share Programs

Performance Results

Construction Awards (Disadvantaged and Women Business Enterprise Participation)

DC Water Local Small Business Enterprise and EPA Fair Share Programs

Performance Results

In FY 20, these projects contained the EPA Fair share Objective language.

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

FY 20 Activity

- FY 20 Awards: 12
 - o Value of FY 20 Actions: \$102.22M
- DBE Participation: \$33.53M (32.8%) [Goal Achieved](#)
- WBE Participation: \$7.55M (7.39%) [Goal Achieved](#)



DC Water Local Small Business Enterprise and EPA Fair Share Programs

FY 2020 Procurement Results

Construction Awards (12) Total Value: \$102,229,585.50

DBE Utilization

- Avg Expected DBE Participation: 32.80%
- Range: 40% Highest Goal/ 4% Lowest Goal

Actual DBE Participation

| | DCW DBE | % |
|-------|------------------|-------|
| Award | \$ 33,531,332.24 | 32.8% |

Total # of DBE firms: 52

Number of Projects Meeting (Expected to Meet) the DBE Goal: 11

WBE Utilization

- Avg Expected WBE Participation: 7.39%
- Range: 13% Highest Goal/ 1% Lowest Goal

Actual WBE Participation

| | DCW WBE | % |
|-------|-----------------|-------|
| Award | \$ 7,555,989.48 | 7.39% |

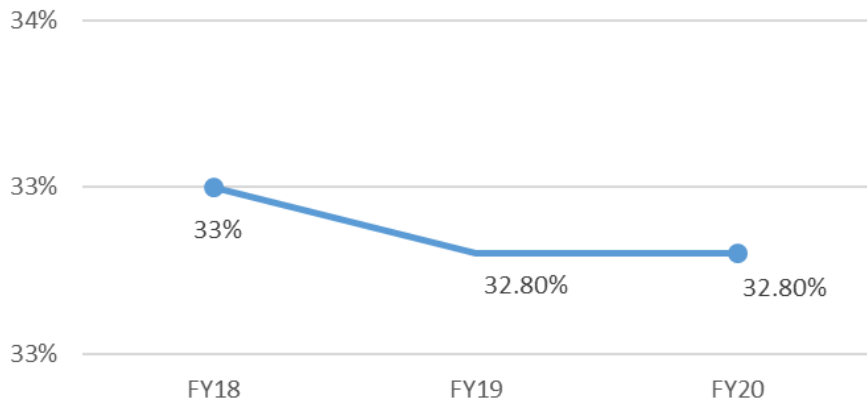
Total # of WBE firms: 37

Number of Projects Meeting (Expected to Meet) the WBE Goal: 11

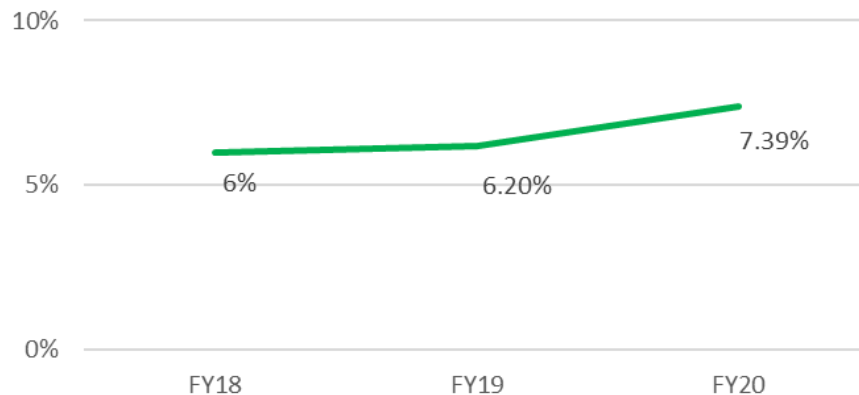


DC Water Local Small Business Enterprise and EPA Fair Share Programs

Construction Awards
DBE Participation
FY18-FY20



Construction Awards
WBE Participation
FY18-FY20





DC Water Local Small Business Enterprise and EPA Fair Share Programs

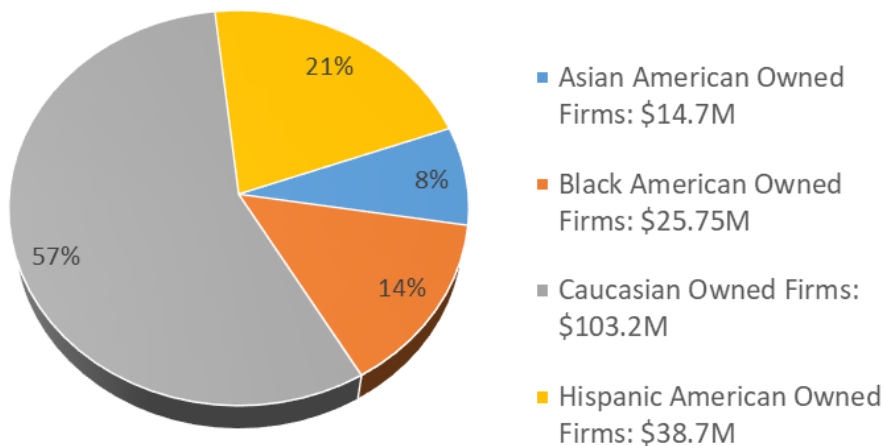
Performance Results

Demographics Analysis

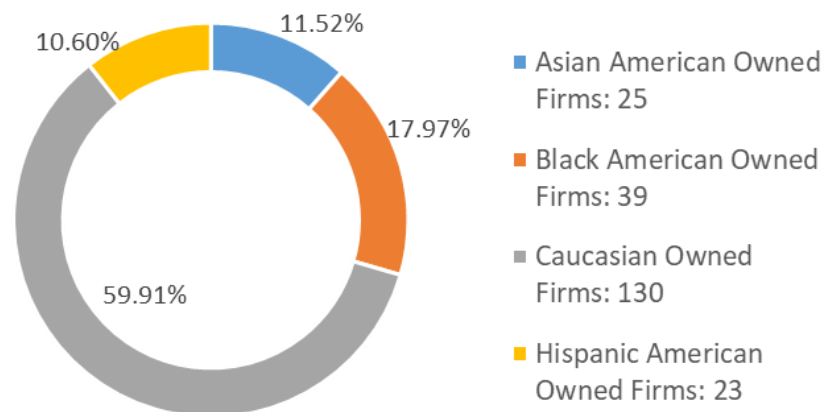
Of the \$182.42 Million awarded in FY 20:

- Asian American-owned firms’ participation totaled \$14.7 million, or 8.1%
- Black American owned firms received \$25.75 million, or 14.1%
- Caucasian owned firms received \$103.2 million, or 56.6%
- Hispanic American-owned firms received \$38.7 million, or 21.2%

FY 20 Awards
Participation by Demographic



FY20 Awards
Number of Firms by Demographic





DC Water Local Small Business Enterprise and EPA Fair Share Programs

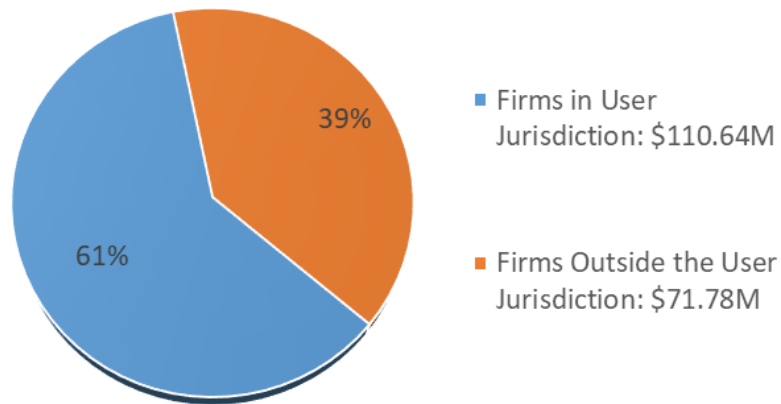
Performance Results

Demographics Analysis

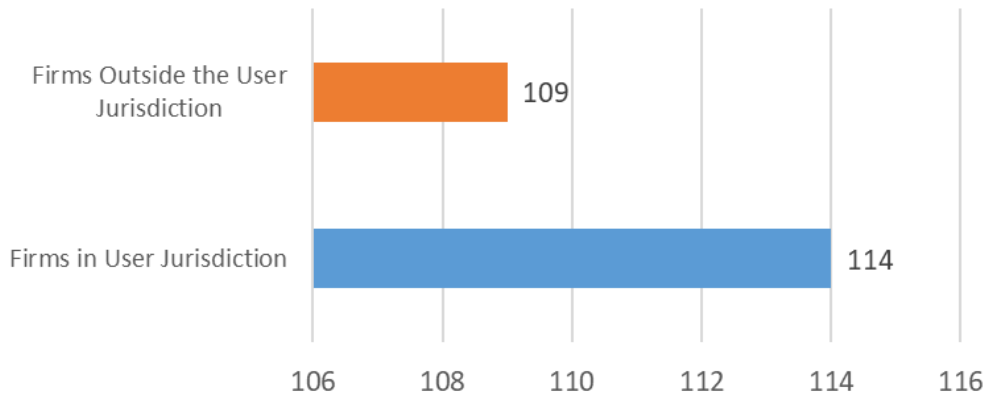
Of the \$182.42 Million awarded in FY 20:

- 110.64 Million, or 60.7% was awarded to firms in the user jurisdiction
- 71.78 Million, or 39.3% was awarded to firms outside the user jurisdiction

FY 20 Awards Participation By Location



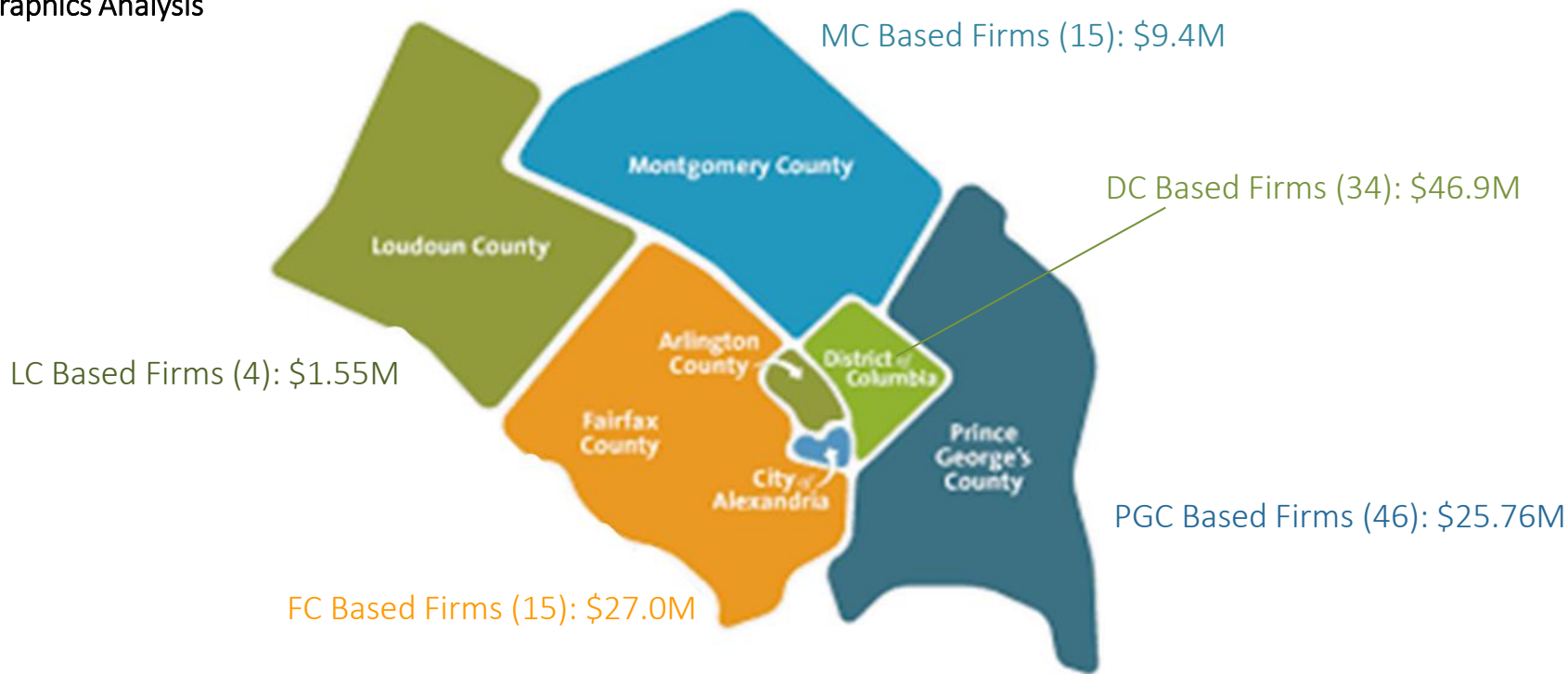
FY20 Awards Number of Firms by Location



DC Water Local Small Business Enterprise and EPA Fair Share Programs

Performance Results

Demographics Analysis



Firms Outside the OUJ (109): \$71.78M

DC Water Local Small Business Enterprise and EPA Fair Share Programs

Performance Results

Program Highlights

FY 2020 Accomplishments

- DC Water completed the updates to its Business Development Plan.
- Created a new “Contractors College” to support the development and capacity building activities of certified firms (launch expected in the Spring ’21).
- Public Services Commission Advisory Commission: The DC Public Service Commission created the Advisory Council on Utility Supplier and Workforce Diversity (Advisory Council) to develop recommendations and best practices to the Commission on areas related to improving diversity and inclusion among utility suppliers in the District. CEO and General Manager David L. Gadis served as Vice Chairman of the Council. Additionally, the Council established three workgroups to oversee the development of the recommended best practices for the Council: Business Development, Outreach and Job Training and Retention. These workgroups were managed by DC Water staff.

Honors and Recognitions:

- CEO and General Manager David L. Gadis was honored as a “Black History Hero” at the Maryland Washington Minority Contractors Association’s 7th Annual Black History Awards ceremony.
- DC Water received the “Most Innovative Corporate Leader of the Year” award from the MWMCA.
- DC Water was recognized as a “Champion for Minority Business Enterprises” with the District of Columbia Metro Hispanic Contractor’s Association.
- DC Water received the “Workforce Development CURT Award for Excellence” from the Construction Users Roundtable for the DC Water Work’s Program.
- Compliance Officer, Jamal Jones was a recipient of the Institute for Supply Management’s (ISM) “30 under 30 Supply Chain Stars Award for 2020!”.

DC Water FY 2020 Certified Business Outreach

November 2019

- DC Water participated in a Small Business Seminar hosted by Gallaudet University. Met with 10 firms.

December 2019

- DC Water hosted an information session for certified firms concerning opportunities related to industrial/ office supplies, and information technology. 25 firms participated.
- DC Water spoke at the Fort Myer Small Business Roundtable Event on December 13, 2019. 15 firms participated.

February 2020

- DC Water hosted a roundtable event with the IT Department for certified firms. Over 30 firms participated.
- CEO and General Manager David L. Gadis spoke at the MWMCA's Black History Day Awards ceremony. Over 100 firms and attendees participated.



June 2020

- DC Water hosted a virtual roundtable with certified firm to discuss the impact of Covid on contracting opportunities. 40 firms participated.

July 2020

- DC Water participated in the District of Columbia Department of Small and Local Business Development (DSLBD) virtual Match-Making Session on July 15, 2020. Met with four firms.

September 2020

- DC Water hosted a series of six virtual user trainings for contractors concerning the new Enterprise Resource Planning (ERP) system. Over 500 firms participated.
- DC Water was selected to lead a virtual session at the January National Institute for Government Purchasing (NIGP) annual conference. Videotaping for the session, titled, "An Overview of the Benefits and Best Practices For Increasing Diversity & Inclusion In An Organization's Procurement Strategy" took place in September/October 2020.



DC Water Local Small Business Enterprise and EPA Fair Share Programs

Celebrating All Of DC Water's Certified Partners!

DC Water appreciates the work of the over 400 certified firms supporting its A/E, Construction, and service projects. The following pages list those certified firms working on (any) active (not completed and closed) DC Water Projects. The list is sorted alphabetically and includes their certification type, and total contract value (including any change orders).



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|--|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| A&G Masonry | DBE | Construction | \$ 395k | No |
| A1 Access | WBE | Design | \$ 484k | No |
| Aaron's Concrete Pumping | WBE | Construction | \$ 1.19M | No |
| Abby Enterprises | WBE | Construction | \$ 250k | No |
| Absolute Solution | DBE | Construction | \$ 1.85M | No |
| ACCURATE CONCEPTIONS LLC | CBE | Services | \$ 1.28M | Yes |
| Ackerman & Baynes, LLC | DBE | Construction | \$ 2.86M | No |
| Acorn Supply and Distribution, Inc | DBE | Service and Supplies | \$ 4.13M | No |
| ADC MANAGEMENT SOLUTIONS | CBE/DBE | Design | \$ 1.70M | Yes |
| Adeb, Inc | DBE | Construction | \$ 254k | No |
| ADP GROUP | LSBE | Services | \$ 3.56M | Yes |
| Adtek Engineers | DBE | Design | \$ 150k | No |
| ADVANCE DIGITAL SYSTEMS | LSBE | Services | \$ 5,32M | Yes |
| Advantage Manhole | WBE | Construction | \$ 630k | No |
| Aggregate Placement Corporation | DBE | Construction | \$ 600k | No |
| AJ Stationers | DBE | Construction | \$ 143k | No |
| AJK ENTERPRISE LLC | CBE/DBE | Services | \$ 97k | Yes |
| AJK Trucking | DBE | Construction | \$ 245k | No |
| ALAN TYE AND ASSOCIATES LC | LSBE | Services | \$ 1.42M | Yes |
| Albrecht Engineering, Inc | WBE | Construction | \$ 474k | No |
| Aldea Services | WBE | Construction | \$ 1.44M | No |
| Alexandria Pest Services, Inc | DBE | Construction | \$ 101k | No |
| Allegany Door & Hardware | WBE | Construction | \$ 57k | No |
| Allied Company | DBE | Design | \$ 1.50M | No |
| Altro Janitorial and Maintenance Service | DBE | Construction | \$ 706k | No |
| Amerigal | DBE | Construction | \$ 3.07M | No |
| AMPCUS INC | LSBE | Services | \$ 912k | Yes |
| Antionette Charles Photography | WBE | Services | \$ 21k | No |
| Apex Petroleum | DBE | Service and Supplies | \$ 2,23M | No |
| A-Plus Contracting | WBE | Construction | \$ 1,11M | No |
| APRO Enterprises | DBE | Construction | \$ 5.8k | No |
| Arch Products | WBE | Construction | \$ 60k | No |
| Arriba Mechanical | DBE | Construction | \$ 1.56M | No |
| Arthur Construction | DBE | Construction | \$ 413k | No |
| Arthur Engineering Services,LLC | DBE | Construction | \$ 368k | No |
| Asphalt General | WBE | Construction | \$ 13k | No |
| Atlantic Concrete Cutting, Inc | WBE | Construction | \$ 371k | No |
| Atlantic Screen | WBE | Construction | \$ 223k | No |
| Atlantic Traffic Safety | WBE | Construction | \$ 353k | No |
| AULtec, Inc | DBE | Construction | \$ 973k | No |
| Autumn Contracting, Inc | DBE | Construction | \$ 1.17M | No |
| Aves Construction | DBE | Construction | \$ 3.43M | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|------------------------------------|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| Barbara J Architect | CBE/WBE | Design | \$ 3.91M | No |
| Barbara J Sales | WBE | Construction | \$ 2.2k | No |
| Bay Associates Environmental, Inc | WBE | Construction | \$ 2.71M | No |
| Belstar | DBE | Design | \$ 66k | No |
| Beltway Paving | WBE | Construction | \$ 18k | No |
| Bernstein Associates | WBE | Construction | \$ 33k | No |
| Best Fence, LLC | DBE | Construction | \$ 138k | No |
| Best Masonry | DBE | Construction | \$ 276k | No |
| Blue Lake Crane, LLC | DBE | Construction | \$ 99k | No |
| Blueboy Blueprints | DBE | Construction | \$ 31k | No |
| BOTA Consulting Engineers | DBE | Construction | \$ 76k | No |
| Bravo Pacific | DBE | Construction | \$ 5.61M | No |
| Brothers Signal Company | DBE | Construction | \$ 485k | No |
| Browne E&C Services Inc | DBE | Construction | \$ 207k | No |
| Bryant Associates, Inc. | DBE | Design | \$ 2.63M | No |
| BSCI, Inc | DBE | Design | \$ 600k | No |
| Buena Vista Associates | DBE | Construction | \$ 3.58M | No |
| Bulldog Construction, Inc | DBE | Construction | \$ 30.16M | No |
| Bulldog Distribution Trucking, LLC | DBE | Construction | \$ 80.72M | No |
| BVF Engineering | DBE | Construction | \$ 1.08M | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|---|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| C & M Home Heating Oil Company | DBE | Construction | \$ 5.12M | No |
| C &H Mechanical | DBE | Construction | \$ 852k | No |
| C&E SVCS INC OF WASH | LSBE | Services | \$ 2.48M | Yes |
| C&L Automation | DBE | Construction | \$ 190k | No |
| C&M Home Heating | DBE | Construction | \$ 1.64M | No |
| Caded | DBE | Construction | \$ 25k | No |
| Canales A Trucking | DBE | Construction | \$ 1k | No |
| Cap8 | DBE | Construction | \$ 74k | No |
| Capital Construction Enterprises | DBE | Construction | \$ 4.03M | No |
| Capital Development Design | DBE | Design | \$ 16k | No |
| Capitol Development Design | DBE | Construction | \$ 424k | No |
| Carl Jones | DBE | Construction | \$ 289k | No |
| CARTER & CARTER ENTERPRISE INC | CBE | Service and Supplies | \$ 21.20M | Yes |
| CC Johnson and Malhotra | DBE | Design | \$ 13.13M | Yes |
| Celsue Construction | DBE | Construction | \$ 1.10M | No |
| CenKen Group | DBE | Design | \$ 300k | No |
| Century Fence Construction | WBE | Construction | \$ 1.25M | No |
| Chesapeake Environmental Management (CEM) | DBE | Design | \$ 1.22M | No |
| Chevy Chase | DBE | Construction | \$ 1.20M | No |
| Cinnovas Development Group | DBE | Design | \$ 146k | No |
| City General | DBE | Construction | \$ 243k | No |
| CL RUSSELL GROUP LLC | CBE/WBE | Services | \$ 194k | Yes |
| CLB INSTALLATIONS LLC | LSBE | Services | \$ 571k | Yes |
| CLEAN TEAM JANITORIAL SRVC INC | CBE | Services | \$ 1.74M | Yes |
| CMTS LLC | DBE | Design | \$ 298k | No |
| Coastal Resources, Inc | WBE | Design | \$ 200k | No |
| COLLINS ELEVATOR SVC INC | CBE | Services | \$ 469k | Yes |
| Columbia Park Contractors, Inc | DBE | Construction | \$ 9k | No |
| Commercial Power | WBE | Construction | \$ 1.24M | No |
| Commun-ET | CBE | Construction | \$ 698k | No |
| Community Bridge | CBE | Services | \$ 692k | Yes |
| COMPLETE BUILDING SVCS | CBE | Services | \$ 816k | Yes |
| Concrete Consultants Group (CCG) | DBE | Design | \$ 215k | No |
| Concrete Mixes Inc | DBE | Construction | \$ 162k | No |
| Concrete Mixes, Inc | DBE | Construction | \$ 4.80M | No |
| Concrete Technology Services | DBE | Construction | \$ 46k | No |
| Consolidated Services | DBE | Construction | \$ 40k | No |
| Contract Design and Development | DBE | Construction | \$ 89k | No |
| CORE Engineer Consulting Grp | DBE | Construction | \$ 574k | No |
| Coury Science & Engineering | WBE | Design | \$ 34k | No |
| Creative Pages | WBE | Design | \$ 419k | No |
| Crown Construction | DBE | Construction | \$ 415k | No |
| Cube Root Corporation | CBE/DBE | Design | \$ 2.50M | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|---|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| Daco Construction | DBE | Construction | \$ 657k | No |
| Davis Brothers Construction | DBE | Design | \$ 2.83M | No |
| Dawn Underground Engineering | WBE | Design | \$ 365k | No |
| De Leon Access Floors | DBE | Construction | \$ 17k | No |
| Debra Glass | WBE | Construction | \$ 90k | No |
| Debra's Glass | WBE | Construction | \$ 375k | No |
| Deetech Engineers Surveyors | DBE | Construction | \$ 50k | No |
| DeLeon Access Floors | DBE | Construction | \$ 3k | No |
| Delmarva Trailer Sales and Rentals | DBE | Construction | \$ 45k | No |
| Delon Hampton and Associates | CBE/DBE | Design | \$ 8.97M | Yes |
| Dillion Lightning Protection Systems | WBE | Construction | \$ 27k | No |
| Diogo LLC | WBE | Construction | \$ 230k | No |
| Distinct Engineering Solutions | DBE | Design | \$ 131k | No |
| Diversified Environmental | DBE | Construction | \$ 89k | No |
| Diversified Property Management | WBE | Design | \$ 13k | No |
| DLZ National Inc | DBE | Design | \$ 1.00M | No |
| DM Enterprises | DBE | Design | \$ 600k | No |
| DM Enterprises | DBE | Design | \$ 48k | No |
| DMY Engineering Consultants | DBE | Construction | \$ 51k | No |
| DocSav Industries | DBE | Construction | \$ 1.28M | No |
| DOT Diamond Core | WBE | Construction | \$ 85k | No |
| DP Consultants | CBE/WBE | Construction | \$ 620k | Yes |
| Dramby Environment | WBE | Construction | \$ 99k | No |
| Dulles Engineering | DBE | Construction | \$ 33k | No |
| Dulles Geotechnical and Materials Testing | DBE | Construction | \$ 1.53M | No |
| Dynamic Concepts Inc | CBE/DBE | Construction | \$ 8.99M | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|-------------------------------|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| E&F Landscaping | DBE | Construction | \$ 20k | No |
| E2CR, Inc | DBE | Construction | \$ 796k | No |
| EBA Engineering | DBE | Construction | \$ 18.81M | No |
| EBA Environmental | DBE | Design | \$ 200k | No |
| ECONOMIC SYSTEMS INC | LSBE | Services | \$ 387k | Yes |
| EHT Traceries | WBE | Design | \$ 800k | No |
| Elite Hauling Group | DBE/WBE | Construction | \$ 12.38M | No |
| EMC2,Inc | DBE | Construction | \$ 14.89M | No |
| Empire Landscape, LLC | DBE/WBE | Construction | \$ 584k | No |
| Empower Logistics | WBE | Construction | \$ 318k | No |
| EMSI Engineering Inc | DBE | Construction | \$ 18k | No |
| EnTech Engineering | WBE | Construction | \$ 12.91M | No |
| Enterprise Security Solutions | WBE | Design | \$ 1.48M | No |
| Environ-Civil Engineering | DBE | Design | \$ 360k | No |
| Enviroscan | WBE | Design | \$ 28k | No |
| Envision Consultants | DBE | Construction | \$ 17k | No |
| EPCM Inc | DBE | Design | \$ 4.82M | No |
| EV Trucking | DBE | Construction | \$ 3k | No |
| F AND L CONSTRUCTION INC | CBE/DBE | Construction | \$ 1.72M | Yes |
| Fast Signs of Washington | CBE/DBE | Construction | \$ 26k | No |
| Filly Oil, Inc | DBE | Construction | \$ 128k | No |
| FIRST TIME PLUMBING & HEATING | LSBE | Services | \$ 26k | Yes |
| Firvida Construction Corp. | DBE | Construction | \$ 247k | No |
| FMC & Associates | DBE | Construction | \$ 613k | No |
| Forella Group | DBE | Design | \$ 247k | No |
| Foundation Test Group, Inc | WBE | Construction | \$ 1.59M | No |
| Fredericktowne Labs | DBE | Construction | \$ 6k | No |
| Froehling & Robertson, Inc. | DBE | Construction | \$ 399k | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|---|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| G & C Equipment Corp. | DBE | Construction | \$ 19k | No |
| G&C Service and Supply | DBE | Construction | \$ 8.75M | No |
| G. E. Frisco | DBE | Construction | \$ 10.82M | No |
| GANN TEK INC | LSBE | Services | \$ 2.63M | Yes |
| Garcia Tree Experts Co, Inc | DBE | Construction | \$ 62k | No |
| GARDINER KAMYA & ASSOC(GKA) | CBE | Services | \$ 243k | Yes |
| GE Frisco Company | DBE | Construction | \$ 8.12M | No |
| Genesis Steel Services | DBE | Construction | \$ 4.93M | No |
| Geo Concepts Engineering | WBE | Design | \$ 187k | No |
| Geo Tech Engineers | DBE | Construction | \$ 89k | No |
| Glover's Septic Services, Inc | DBE | Construction | \$ 252k | No |
| Goel Services, Inc. | DBE | Construction | \$ 90k | No |
| Grayhound Trash Removal | WBE | Construction | \$ 1k | No |
| Green Petroleum, LLC | DBE | Construction | \$ 707k | No |
| Grounded Electrical | DBE | Construction | \$ 1.37M | No |
| GS IPT | WBE | Design | \$ 462k | No |
| H.E.P Construction | DBE | Construction | \$ 150k | No |
| H.Y. Kim dba Paragon Casework | DBE | Construction | \$ 126k | No |
| HAKS | DBE | Design | \$ 2.79M | No |
| HAWLEY THOMAS ENTERPRISES INC | CBE | Services | \$ 200k | Yes |
| Hayat Brown | CBE | Design | \$ 856k | No |
| HB Permit Services, Inc | DBE | Design | \$ 125k | No |
| HGM Management and Technologies | DBE | Design | \$ 238k | No |
| Hi Mark Construction | DBE | Construction | \$ 31.21M | No |
| Hillis-Carnes Services | CBE | Construction | \$ 114k | No |
| Hope Furrer Associates, Inc | DBE | Construction | \$ 371k | No |
| Horses First, Inc | WBE | Construction | \$ 38k | No |
| Horton Mechanical | DBE | Construction | \$ 670k | No |
| HSA Inc | DBE | Construction | \$ 1.95M | No |
| Huezo Trucking | DBE | Construction | \$ 290k | No |
| Hybrid Construction & Engineering Group | WBE | Construction | \$ 916k | No |
| IBS MANAGEMENT AND CONSULTANCY | LSBE | Services | \$ 516k | Yes |
| ICE TPIP | WBE | Construction | \$ 10k | No |
| ICONIC PLUMBING LLC | CBE | Services | \$ 150k | Yes |
| Ideal Electrical Supply Corp | CBE/WBE | Service and Supplies | \$ 7.69M | No |
| Industrial Louvers | WBE | Construction | \$ 12k | No |
| INNOVATIVE PEST MANAGEMENT INC | LSBE | Services | \$ 284k | Yes |
| Insight Engineering | DBE | Construction | \$ 156k | No |
| Interagency Inc | DBE | Design | \$ 1.04M | No |
| Ironshore Contracting | DBE | Construction | \$ 788k | No |
| ISSI UXO and consulting | DBE | Construction | \$ 487k | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|--------------------------------------|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| J & K Equipment | DBE | Construction | \$ 700k | No |
| Jackson & Tull | CBE/DBE | Construction | \$ 1.06M | No |
| Janette H. Redrow, LTD | WBE | Construction | \$ 974k | No |
| JANIFER & ASSOCIATES LLC | LSBE | Services | \$ 224k | Yes |
| Jaxson Point Electrical Construction | WBE | Construction | \$ 744k | No |
| JB Belfield | DBE | Construction | \$ 92k | No |
| JCK Underground | DBE | Construction | \$ 38k | No |
| JD trucking | DBE | Construction | \$ 3k | No |
| J-Dos International | WBE | Design | \$ 100k | No |
| Jeffrey's Trucking Inc | DBE | Construction | \$ 560k | No |
| Jenny Engineering | DBE | Design | \$ 9.01M | No |
| Jernigan Concrete Pumping | DBE/WBE | Construction | \$ 100k | No |
| JEROME L. TAYLOR TRUCKING INC | CBE | Services | \$ 984k | Yes |
| Jett Caulking | WBE | Construction | \$ 13k | No |
| JF Trucking | DBE | Construction | \$.4k | No |
| JLT Trucking | DBE | Construction | \$ 8k | No |
| Jm Trucking | DBE | Construction | \$ 3k | No |
| JUNMA Engineering, PLLC | DBE | Design | \$ 118k | No |
| JVP Engineers | DBE | Design | \$ 720k | No |
| Keville Enterprises | WBE | Design | \$ 1.86M | No |
| Keys Materials & Utilities, Inc | DBE | Construction | \$ 6.89M | No |
| Kim Engineering | DBE | Construction | \$ 492k | No |
| Klean Kare | DBE | Construction | \$ 13k | No |
| KLSL CONSULTING LLC | CBE | Services | \$ 1.75M | Yes |
| Kroner Environmental | WBE | Construction | \$ 595k | No |
| L.S Caldwell and Associates | CBE/WBE | Services | \$ 3.46M | Yes |
| Langue Trucking | DBE | Construction | \$ 1k | No |
| LANIER ELECTRONICS GROUP | LSBE | Services | \$ 50k | Yes |
| Legion Design | CBE | Design | \$ 527k | No |
| Leuterio Thomas, LLC | DBE | Design | \$ 678k | No |
| Leyden Electric, Inc | WBE | Construction | \$ 12.01M | No |
| List & Associates, LLC | DBE | Design | \$ 477k | No |
| Lourenco Consultants | DBE | Design | \$ 400k | No |
| Luther Supply | DBE | Construction | \$ 1.19M | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|--|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| M&M | DBE | Design | \$ 785k | No |
| M. Barbosa Construction | DBE | Construction | \$ 242k | No |
| Macia Construction | DBE | Construction | \$ 212k | No |
| Mar Allen | DBE | Construction | \$ 181k | No |
| Marine Solutions | WBE | Design | \$ 8k | No |
| Marquez Trucking | DBE | Construction | \$ 1k | No |
| Matadi Construction | CBE/DBE | Construction | \$ 722k | No |
| Material Matters | WBE | Design | \$ 37k | No |
| MB STAFFING SVCS LLC | CBE | Services | \$ 5.45M | Yes |
| MC Hauling | DBE | Construction | \$ 207k | No |
| McGee Mobile Crane, Inc | WBE | Construction | \$ 1.31M | No |
| McKissack & McKissack | CBE/WBE | Construction | \$ 2.12M | No |
| Mechanical Contractors | DBE | Construction | \$ 172k | No |
| Mercado Consultants | DBE | Design | \$ 104k | No |
| Metro Paving Corporation | DBE | Construction | \$ 4.30M | No |
| Mida Inc. | WBE | Construction | \$ 74k | No |
| Midlantic Supply | WBE | Construction | \$ 3k | No |
| Milhouse Engineering & Construction, Inc | DBE | Design | \$ 1.81M | No |
| MNK Consultant Inc | DBE | Design | \$ 50k | No |
| Mohawk Bridge & Iron, Inc. | DBE | Construction | \$ 4.22M | No |
| Monumental Concrete LLC | DBE | Construction | \$ 56.81M | No |
| Monumental Maintenance Services | DBE | Construction | \$ 80k | No |
| Monumental Supply Co. | WBE | Construction | \$ 388k | No |
| Ms Pipe LLC | WBE | Construction | \$ 32k | No |
| National Reprographics | WBE | Services | \$ 12k | No |
| National Service Contractors, Inc | CBE | Construction | \$ 222k | No |
| NCF Interiors | DBE | Construction | \$ 426k | No |
| New form Building Services | WBE | Construction | \$ 160k | No |
| NFF INC | CBE | Services | \$ 3.87M | Yes |
| NORTH ARROW INC | CBE | Services | \$ 538k | Yes |
| Northeast Construction, Inc | DBE | Construction | \$ 2.10M | No |
| NSC | CBE | Construction | \$ 222k | No |
| OAW Trucking | CBE | Construction | \$ 113k | No |
| Oehlerking Hauling & Rigging | DBE | Construction | \$ 1.08M | No |
| Oehme Van Sweden | WBE | Design | \$ 374k | No |
| Oelmann Electric | DBE | Construction | \$ 379k | No |
| Omega supply | CBE/DBE | Construction | \$ 215k | No |
| Omni Excavators | CBE/DBE | Construction | \$ 3.88M | No |
| On Site Photography | WBE | Construction | \$ 8k | No |
| Osborne | DBE | Construction | \$ 515k | No |
| OVH Trucking | DBE | Construction | \$ 5k | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|-------------------------------|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| PCI | DBE | Design | \$ 240k | No |
| PDH Associates | WBE | Design | \$ 107k | No |
| PDK Commercial Photographers | WBE | Construction | \$ 34k | No |
| PDK Commercial Photography | DBE | Construction | \$ 2k | No |
| PEAK TECHNOLOGY SOLUTIONS INC | CBE | Services | \$ 1.00M | Yes |
| Peake Technologies | DBE | Design | \$ 240k | No |
| PEER Consultants | CBE/WBE | Design | \$ 28.06M | Yes |
| Perdomo | DBE | Construction | \$ 214k | No |
| Phoenix Construction | DBE | Construction | \$ 2.59M | No |
| Phoenix Engineering, Inc | DBE | Design | \$ 1.05M | No |
| Pioneer Contracting Company | DBE | Construction | \$ 1.31M | No |
| POLIHIRE STRATEGY CORPORATION | CBE | Services | \$ 200k | Yes |
| POST | DBE | Construction | \$ 117k | No |
| Potomac Construction | DBE | Construction | \$ 254k | No |
| Precision Wall | DBE | Construction | \$ 437k | No |
| Precision Measurements Inc. | WBE | Design | \$ 120k | No |
| Premier Reprographics | DBE | Design | \$ 1k | No |
| Premier Services | DBE | Construction | \$ 2.38M | No |
| PREMIER STAFFING SOURCE INC | LSBE | Services | \$ 1.71M | Yes |
| Premiums LLC | DBE/WBE | Construction | \$ 1.09M | No |
| Pronto Paving | DBE | Construction | \$ 90k | No |
| Quinn Consulting Services | WBE | Construction | \$ 734k | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|--|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| R Balter Company | WBE | Design | \$ 120k | No |
| R&R Contracting, Inc | WBE | Construction | \$ 1.06M | No |
| R-1 Contracting | WBE | Construction | \$ 70k | No |
| RAM Construction | WBE | Construction | \$ 785k | No |
| Ram Tool & Supply Company, Inc | WBE | Construction | \$ 266k | No |
| Raymond R. Cahow, Inc. T/A Asphalt General | DBE | Construction | \$ 951k | No |
| RCE Construction | DBE | Construction | \$ 777k | No |
| Regional Contracting | DBE | Construction | \$ 1.75M | No |
| REI Drayco | DBE | Construction | \$ 278k | No |
| Rene Trucking | DBE | Construction | \$ 1k | No |
| Resource Industries, LLC | DBE | Construction | \$ 1.76M | No |
| REVIERA ENTERPRISES INC | LSBE | Services | \$ 369k | Yes |
| Rohadfox Construction Control Services | DBE | Design | \$ 3.57M | No |
| River To Tap | DBE | Construction | \$ 88k | No |
| Riveria | DBE | Construction | \$ 60k | No |
| Rivers Construction | DBE | Construction | \$ 134k | No |
| Road Safety | DBE | Construction | \$ 59k | No |
| Robinson & Associates, LLC | CBE/WBE | Design | \$ 635k | No |
| Robnet | WBE | Construction | \$ 150k | No |
| RODGERS BROTHERS CUSTODIAL | CBE | Services | \$ 860k | Yes |
| Royals Commercial | DBE | Construction | \$ 110k | No |
| Russell Corrosion Consultants | WBE | Design | \$ 327k | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|--|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| S&J Services | DBE | Construction | \$ 6.52M | No |
| Salut-TLB | DBE | Design | \$ 1.28M | No |
| Sandra's Supplies | WBE | Construction | \$ 148k | No |
| Savedra Trucking | DBE | Construction | \$ 3k | No |
| Savin Engineers, P. C. | DBE | Construction | \$ 2.96M | No |
| SB | DBE | Design | \$ 3.39M | No |
| Scheduling & Information Services, Inc | WBE | Construction | \$ 187k | No |
| Schneider Laboratories, Inc. | DBE | Construction | \$ 45k | No |
| SECA Underground | DBE | Construction | \$ 10.10M | No |
| Securemedy, Inc. | DBE | Construction | \$ 4.60M | No |
| Seed and Site Solutions | DBE/WBE | Construction | \$ 57k | No |
| Seeram Enterprise, LLC | DBE/WBE | Construction | \$ 1.97M | No |
| SERVICE MASTER OF ALEXANDRIA | LSBE | Services | \$ 3.97M | Yes |
| Setty and Associates | DBE | Design | \$ 18k | No |
| Shah & Associates | DBE | Design | \$ 310k | No |
| Shekinah Group, LLC | DBE | Construction | \$ 3.09M | No |
| Sheladia Associates, Inc | DBE | Design | \$ 3.83M | No |
| Shelton Federal Group | DBE | Construction | \$ 28k | No |
| Shen Milsom & Wilke | DBE | Design | \$ 58k | No |
| SHINA OMOKANWAYE & ASSOCIATES | LSBE | Services | \$ 2.04M | Yes |
| Shrewsbury & Assoc | DBE | Construction | \$ 601k | No |
| Sigma Associates, Inc. | DBE/WBE | Construction | \$ 2.34M | No |
| Signs by Tomorrow dba Hunt Graphics | WBE | Construction | \$ 27k | No |
| Simpkins Weston | DBE | Construction | \$ 21k | No |
| SJ & Son Trucking | DBE | Construction | \$ 441k | No |
| SJ and Son Construction | DBE | Construction | \$ 41k | No |
| SJ Service Inc | DBE | Construction | \$ 8,78M | No |
| Solar energy | WBE | Construction | \$ 189k | No |
| Solis Inc | DBE | Construction | \$ 61k | No |
| Somat Engineering | DBE | Design | \$ 240k | No |
| SPS CONSULTING LLC | LSBE | Services | \$ 1.14M | Yes |
| SQN Systems | DBE | Construction | \$ 4.03M | No |
| SRB COMMUNICATIONS LLC | CBE | Services | \$ 574k | Yes |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|------------------------------------|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| Steel Products | WBE | Construction | \$ 118k | No |
| Steffron LLC | DBE | Construction | \$ 600k | No |
| Stone Bridge Civil | WBE | Construction | \$ 617k | No |
| Straughan Environmental | DBE | Design | \$ 815k | Yes |
| Structron & Old Town Engineers | DBE | Design | \$ 100k | No |
| Strum Contracting Company | DBE | Construction | \$ 505k | No |
| Studio of Sandra Ragan | WBE | Design | \$ 946k | No |
| Subsurface & Tunneling Engineering | DBE | Design | \$ 1.35M | No |
| Subsurface Technologies | DBE | Services | \$ 24k | No |
| Sunrise Safety Services, Inc | DBE/WBE | Services | \$ 1.12M | No |
| SUSAN FITZGERALD AND ASSOC | CBE | Services | \$ 2.36M | Yes |
| Symmetra | WBE | Construction | \$ 12k | No |
| SZ PM Consultants, Inc | DBE/WBE | Construction | \$ 3.49M | No |
| T & G Commercial Cleaning, LLC | DBE | Construction | \$ 19k | No |
| Tag Distribution | DBE/WBE | Construction | \$ 791k | No |
| TAS Demolition and Excavation | DBE | Construction | \$ 20k | No |
| TCG Property Care | CBE | Services | \$ 174k | No |
| Tech International | DBE | Design | \$ 82k | No |
| TECHNICAL SPECIALTIES, INC | LSBE | Services | \$ 225k | Yes |
| Techno Consultants | DBE | Design | \$ 750k | No |
| Telecommunications Development | DBE | Design | \$ 780k | No |
| TeleRep | DBE | Construction | \$ 6k | No |
| TFE Resource LTD | WBE | Construction | \$ 1.03M | No |
| The Allied Companies, LLC | DBE | Design | \$ 9.55M | No |
| The Contractors LLC | DBE | Construction | \$ 42k | No |
| The Hill Christian Group | WBE | Design | \$ 90k | No |
| The Rigging Box | WBE | Construction | \$ 262k | No |
| The Robert Balter Company | WBE | Design | \$ 936k | No |
| The Temple Group | CBE/DBE | Design | \$ 520k | No |
| The Vann Organization | DBE | Construction | \$ 32k | No |
| The Vargas Group | DBE | Construction | \$ 69k | No |
| Thomas Construction Group, LLC | DBE | Construction | \$ 1.74M | No |
| Tilt Up Construction | WBE | Construction | \$ 176k | No |
| Tina Boyd & Associates | CBE/WBE | Construction | \$ 1.08M | No |
| TITL Trucking | DBE | Construction | \$ 217k | No |
| Tobar Construction | DBE | Construction | \$ 444k | No |
| TOPFLITE BUILDING SVCS | LSBE | Services | \$ 301k | Yes |
| Total Civil Construction | DBE | Construction | \$ 1.55M | No |
| Traffic Engineering Services | DBE | Construction | \$ 140k | No |
| TRICON | CBE/DBE | Construction | \$ 4.73M | Yes |
| Trijay Systems | DBE | Construction | \$ 377k | No |
| Trinity Building Services | WBE | Construction | \$ 131k | No |
| Turtle and Hughes | WBE | Construction | \$ 348k | No |



| Firm Name | Certification Type | Award Type (Services) | Total Contract Value (all awards) | Is a Prime/Has Primed with DC Water |
|--------------------------------|--------------------|-----------------------|-----------------------------------|-------------------------------------|
| United Construction | CBE/DBE/WBE | Construction | \$ 7.59M | No |
| United Plumbing and Mechanical | DBE | Construction | \$ 1.49M | Yes |
| Urban Services Systems Corp | LSBE | Construction | \$ 5.83M | Yes |
| US OFFICE SOLUTIONS | CBE | Service and Supplies | \$ 270k | Yes |
| Utility Imaging | DBE | Construction | \$ 102k | No |
| V TECH SOLUTION INC | CBE | Services | \$ 1.41M | Yes |
| V. Fernandes Construction | DBE | Construction | \$ 8.54M | No |
| Vango | DBE | Construction | \$ 265k | No |
| Versa Traffic Management Corp. | CBE/DBE | Construction | \$ 209k | No |
| VIGILANCE CONSULTING GROUP LLC | LSBE | Services | \$ 49k | Yes |
| VION CORPORATION | LSBE | Services | \$ 664k | Yes |
| W Concrete Inc | DBE | Construction | \$ 724k | No |
| WASHINGTON OCCUPATIONAL HEALTH | CBE | Services | \$ 241k | Yes |
| Washington Stair & Iron | DBE | Construction | \$ 2.17M | No |
| Watkins Security Agency of DC | CBE/WBE | Construction | \$ 1.53M | No |
| WB Waste Solutions LLC | DBE | Construction | \$ 4k | No |
| WES Legal Group | WBE | Construction | \$ 105k | No |
| Wiles Mensch Corporation | WBE | Construction | \$ 1.37M | No |
| Wilton Corp | DBE | Construction | \$ 5k | No |
| Wilton Corporation | DBE | Construction | \$ 28k | No |
| Winestead Management Group | DBE | Design | \$ 180k | No |
| WR Sewage and Excavation | DBE | Construction | \$ 673k | No |
| WRC Trucking | DBE | Construction | \$ 1k | No |
| WSI, Inc | DBE | Construction | \$ 664k | No |

Blue Drop Board Update

FY21 – Q1 Update



General Update

- Audit completed
- Web store launched



Strategic Priorities

1. Maximize net revenue and cost savings from the marketing and sale of Bloom.
2. Maximize net revenue from the marketing and sale of excess capacity at DC Water.
3. Collaborate with DC Water to advance a culture of innovation and grow the IP portfolio.
4. Maximize net revenue from existing DC Water innovations and technologies.
5. Maximize revenue from Blue Drop and DC Water brands.

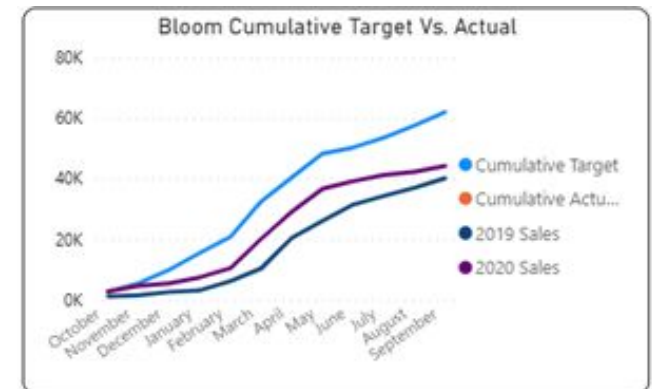
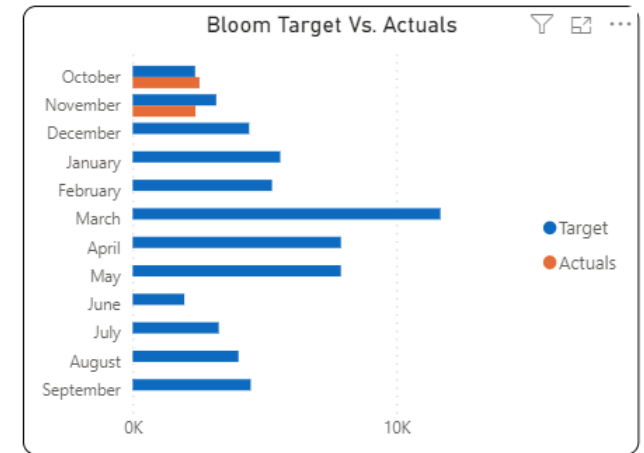


Bloom Update

FY21 Bloom goal is 62,000 tons

FY21 goal is a 40% increase from FY20 actuals of 44,750 tons

- Sold more material in November and December than ever before in those months.
- Sold the most blends ever in one month in October at 1,300 tons which is equivalent to 630 of fresh tons.
- About 500 tons behind on goal due to warm and wet weather
- South Capital Bridge Project has begun taking Bloom and picked up 780 tons since mid-November with a total estimated volume of 4000-7000 tons over the next two years.
- Estimated savings to Blue Plains for October and November are \$400,000.



HQO - Events

FY2021 goal was 20 events based on an anticipated January opening.
Will continue to refine goal as COVID-19 situation develops.

- No new events are being scheduled
- July 2020 wedding rescheduled for July 2021
- Wedding interest remains strong--received 300 inquiries since July 2020



Other Revenue Update

Renewal Energy Credit - FY2021 goal is \$1,000,000.

- Collected \$1,066,451 in FY20
- Processed \$327,209 in sales so far in FY21

Cell Towers - FY2021 goal is \$178,000.

- Collected \$130,000 in FY20
- Collected \$68,806 so far in FY21

Continued discussions with Cambi to provide pre-sales support and consulting for new Cambi projects.

Continued discussions about possible partnership to market software IP with international water/wastewater software company



Intellectual Property

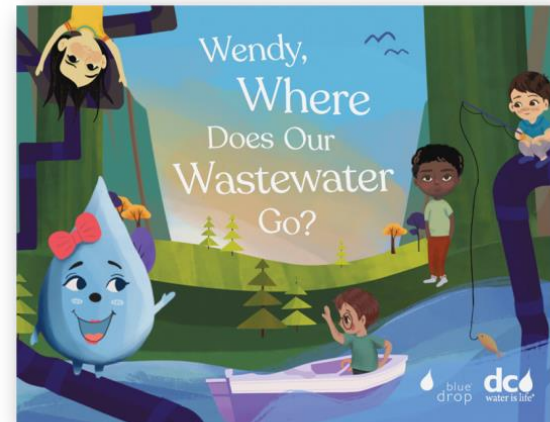
FY2021 goal is \$500,000.

- Suez payments
 - Forwarded IRS authorization and requested payment of outstanding balance of \$395,000
- Smart Fountains
 - Flint deployments have been put on hold due to Covid-19
- Pipe Sleuth
 - Processed test videos for United Utilities (UK), Hillsborough County, Citizens, City of Philadelphia, SAK Construction waiting for feedback.
 - Conducted demo for City of Winnipeg
- Innovation Process
 - Blue Drop was part of the core team on the Innovation Refresh



Wendy's Wonderful World of Water

- Published first edition on 10/21
- Sold 170 copies
- Distributed about 200 free copies to local non-profits, classrooms and DC libraries.
- Sold about 50 items of branded merchandise.
- Overall net sales are \$738.94.
 - 10% being donated to SPLASH



Year-to-Date Position

Blue Drop, LLC

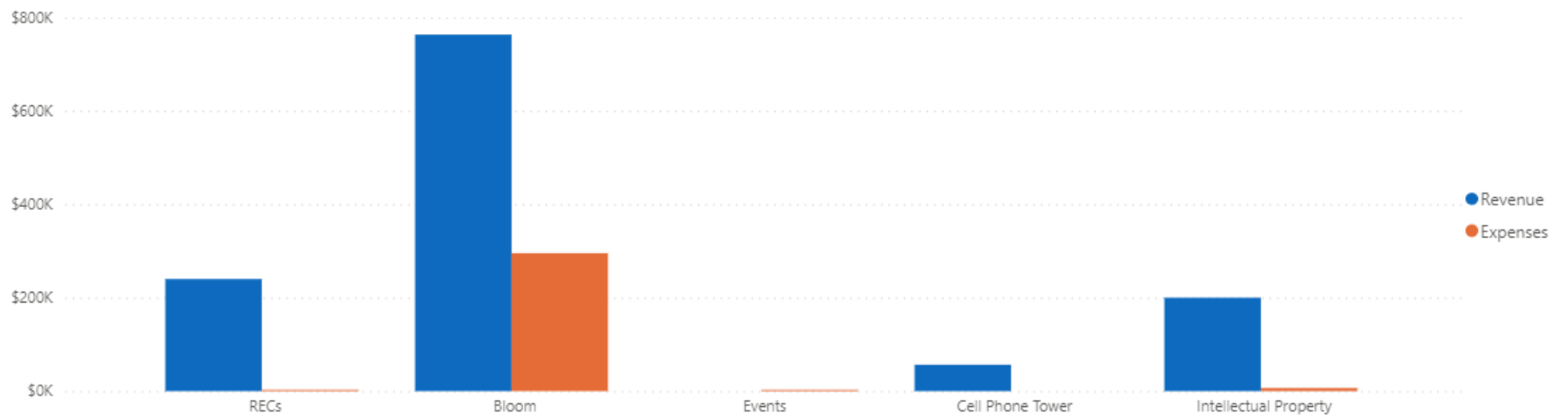
PROFIT AND LOSS

October - November, 2020

| | TOTAL |
|--------------------------------|---------------------|
| ▶ Income | \$1,261,238.82 |
| ▶ Cost of Goods Sold | \$151,892.15 |
| GROSS PROFIT | \$1,109,346.67 |
| ▼ Expenses | |
| ▶ 5000 Compensation | 117,507.94 |
| ▶ 6000 Professional Fees | 83,130.60 |
| ▶ 6100 Travel | 124.21 |
| ▶ 6200 Administration | 7,047.33 |
| ▶ 6400 Tax License & Insurance | 790.84 |
| ▶ 7000 Marketing | 13,352.72 |
| Bank Charges | 138.61 |
| Total Expenses | \$222,092.25 |
| NET OPERATING INCOME | \$887,254.42 |
| ▶ Other Income | \$9,173.70 |
| ▶ Other Expenses | \$ -1,188.00 |
| NET OTHER INCOME | \$10,361.70 |
| NET INCOME | \$897,616.12 |



Profit and Loss by Program YTD



| Program | Revenue | Expenses |
|-----------------------|--------------|--------------|
| RECs | \$239,920.00 | \$2,774.00 |
| Bloom | \$763,364.00 | \$295,439.00 |
| Events | \$0.00 | \$1,690.00 |
| Cell Phone Tower | \$56,590.00 | \$0.00 |
| Intellectual Property | \$200,000.00 | \$6,612.00 |

*Estimated savings to Blue Plains through the end of November are \$400,000





DC Water Financial Resilience

Presentation to the Governance Committee
January 13, 2021

DISTRICT OF COLUMBIA WATER AND SEWER AUTHORITY





Purpose

- Discuss DC Water's current financial policies
 - Their impact on DC Water's financial resilience and strength
 - Ability to help keep retail rates low through lower borrowing costs



Financial Resilience and Strength

- DC Water was better prepared for COVID revenue losses because of our financial strength and resilience
 - AAA Rating maintained
 - FY2021 revenue shortfall anticipated to be \$41.5 million, November revenues \$6.2 million, or 4.5%, below budget
 - Rate Stabilization Fund withdrawals may be needed if shortfall exceeds projection
 - Operating budget reductions identified, and some capital project deferrals
 - Coverage will likely be below Board-adopted financial plan



Financial Resilience and Strength

- In FY2021 and FY2022, DC Water has dedicated \$32.8 million for Customer Assistance:
 - One-time (non-recurring funds):
 - \$13 million in Rate Stabilization Fund withdrawals for the benefit of all customers
 - \$15 million in FY2020 surplus for the creation of new one-time assistance programs (household and multi-family relief programs)
 - Ongoing programs:
 - \$4.8 million for CAP and CAP2 programs in FY2021 and FY2022



Strong Financial Position

- 💧 DC Water's strong finances provide resilience
 - Reserves maintained for unexpected situations
 - COVID has reduced consumption, commercial consumption alone is down 29%
 - Reserves also sufficient for cash flow purposes
 - Ability of the Board to offer new one-time assistance programs
- 💧 Lower borrowing costs
 - DC Water will borrow \$2.4 billion over the next ten years to make infrastructure improvements
 - Our AAA rating allows DC Water to borrow at lower interest rates, which result in lower retail rates for our customers every year



Recent S&P Rating

“Based on our financial management assessment (FMA), **we view DC Water to be a '1' on a scale of 1-6**, with '1' being the strongest. An FMA of strong indicates that practices are strong, well embedded, and likely sustainable” – S&P Rating Report for DC Water, 12/15/2020

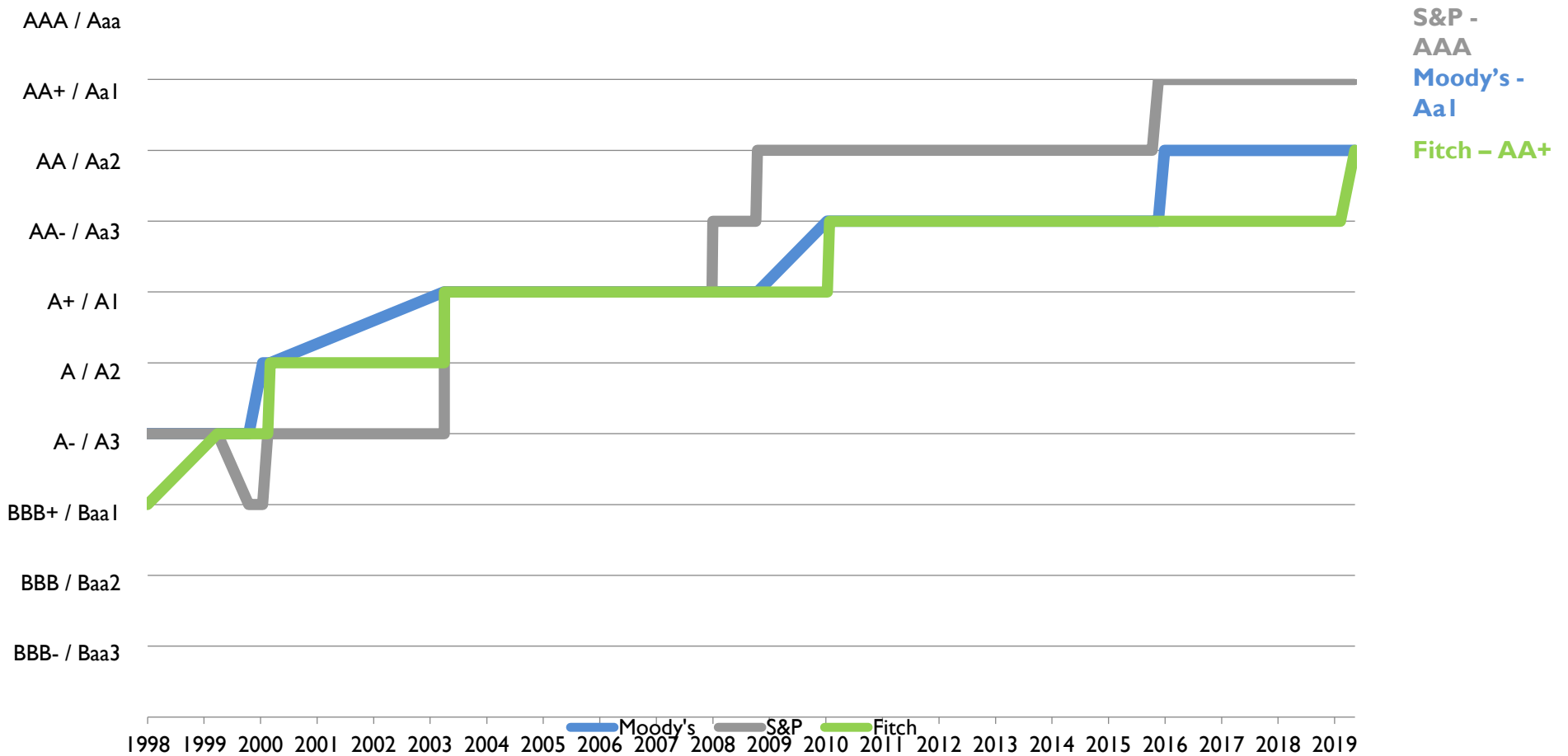
- 💧 DC Water maintains most of the best practices deemed critical to supporting credit quality and these are well embedded in daily operations and practices
- 💧 Formal policies add to the likelihood that these practices will be continued into the future and transcend changes in the operating environment or personnel:
 - 10-year CIP and a long-term financial forecast with reasonably conservative assumptions and attention to detail
 - Coverage, liquidity, pay-as-you-go capital, and rate stabilization reserve fund goals have been established and met
 - Key financial management policies are regularly reviewed and updated as necessary



Senior Lien Credit Rating History

- As DC Water's finances strengthened, credit ratings improved

Senior Lien Ratings History (1998 – Present)





Financial Metrics

- DC Water management maintains more stringent financial targets than the Indenture and Board policies
- These metrics are reflected in Board-approved annual Financial Plans
- Rating agencies have recognized the financial results achieved by achieving these metrics with upgrades

| Metrics | Indenture Requirement | Board Policy | Management Target |
|--------------------------------------|-----------------------|-----------------------------|------------------------|
| Days of Cash on Hand | — | \$125.5 million or 120 Days | 250 Days |
| Combined Debt Service Coverage Ratio | — | — | 1.6X |
| Senior Coverage | 1.2X | 1.4X | — |
| Subordinate Coverage | 1.0X | 1.0X | — |
| Debt Service as a % of Revenue | — | — | 33% of Revenue or Less |
| Rate Stabilization Fund | — | — | 10% of Revenue |



Current Financial Policies

DC Water Board Resolution #13-57 Statement of Financial Policies

- Maintain operating reserves of 120 days or \$125.5 million
- Renewal and Replacement Reserve
- Senior Debt Service Coverage of 1.40x
- One-time cash infusion
 - Capital financing/repay higher cost debt
- Use least costly types of financing
- Match assets to liability

DC Water Board Resolution #11-22 Pay As You Go Policy

- Any cash financing of capital projects
- 'Excess cash' is any cash balance greater than needed or its use restricted to meet DC Water's financial policy requirements

DC Water Board Resolution #10-76 Rate Stabilization Fund Policy

- 10-year financial plan provides transfers out of RSF with Board approval
- Authority's annual financial performance determines transfers into RSF with Board approval



Financial Metrics of Select Peer Group

- DC Water’s financial metrics compare favorably with select peers
- DC Water maintains 250 days of cash; in this comparison of peers, only Dallas & St. Louis maintain fewer days of cash

| Selected Peer | Type | Moody's Rating (Senior) | S&P Rating (Senior) | Fitch Rating (Senior) | Total Operating Revenues (\$000s) | Total Annual Debt Service (\$000s) | Debt Ratio | Long Term Debt (\$000s) | Total Debt Service Coverage | DS as a % of Total Operating Revenues | Days Cash on Hand | Average Bill as % of Median Effective Buying Income |
|------------------------------------|---------------|-------------------------|---------------------|-----------------------|-----------------------------------|------------------------------------|------------|-------------------------|-----------------------------|---------------------------------------|-------------------|---|
| Atlanta, GA | Water & Sewer | Aa2 | AA- | AA- | 488,089 | 206,344 | 44.7% | 3,158,564 | 2.6x | 42.3% | 1,357 | 3.6% |
| Charlotte, NC | Water & Sewer | Aaa | AAA | AAA | 424,327 | 148,053 | 36.6% | 1,471,334 | 1.9x | 34.9% | 960 | 1.6% |
| Dallas, TX | Water & Sewer | Aa2 | AAA | AA+ | 617,510 | 212,157 | 45.2% | 2,673,660 | 1.6x | 34.4% | 274 | 1.8% ¹ |
| DC Water | Water & Sewer | Aa1 | AAA | AA+ | 710,097 | 199,056 | 42.9% | 3,531,049 | 1.9x | 28.0% | 335 | 1.6% |
| Louisville MSD, KY | Sewer | Aa3 | AA | AA- | 294,368 | 154,986 | 58.3% | 1,959,198 | 1.4x | 52.7% | 283 | 1.3% ¹ |
| Metro St. Louis Sewer District, MO | Sewer | Aa1 | AAA | AA+ | 401,109 | 84,025 | 41.0% | 1,510,664 | 2.9x | 20.9% | 516 | 1.2% |
| NE Ohio Regional Sewer District | Sewer | Aa1 | AA+ | NR | 340,213 | 90,278 | 50.3% | 1,717,167 | 2.6x | 26.5% | 966 | 2.3% ¹ |
| NYC Water | Water & Sewer | Aa1 | AAA | AA+ | 3,819,799 | 694,100 | 92.0% | 30,045,906 | 3.6x | 18.2% | 305 | 2.0% |
| San Antonio, TX | Water & Sewer | Aa1 | AA+ | AA+ | 733,179 | 192,701 | 42.1% | 2,824,280 | 2.2x | 26.3% | 505 | 2.0% |



Days of Cash



Days of Cash

It is essential that governments maintain adequate levels of fund balance to mitigate current and future risks (e.g., revenue shortfalls and unanticipated expenditures) and to ensure stable tax rates – Government Finance Officers Association

- 💧 DC Water has maintained at least 250 days of cash since FY2015
 - This includes reserves and the Rate Stabilization Fund
- 💧 These reserves provide liquidity in the event of unexpected expenses or revenue interruptions or losses
- 💧 Rating agencies view these cash reserves as a strength



DC Water Reserves

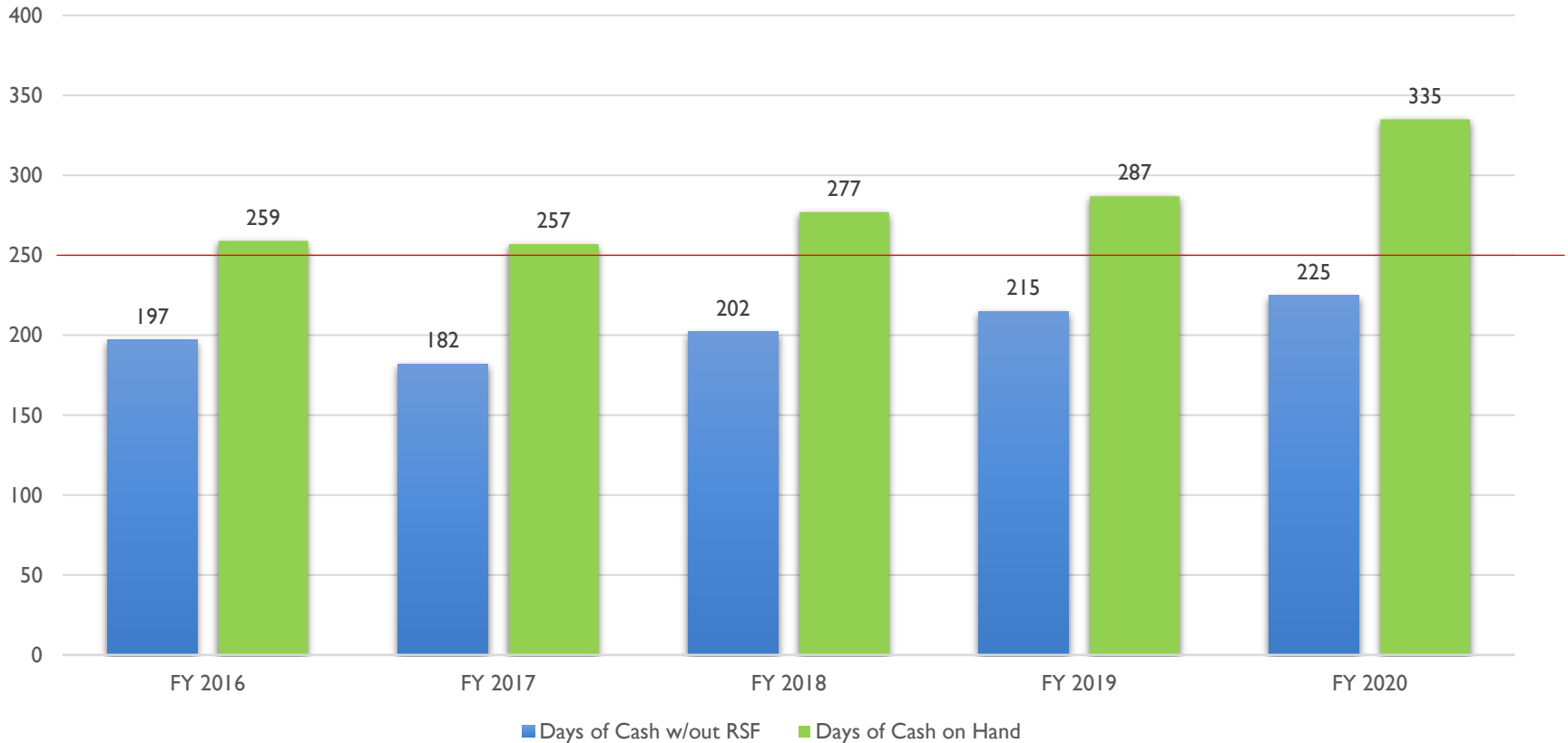
💧 DC Water had \$278.1 million in reserves at the end of FY2020:

| O&M Reserves | | FY2020 Description |
|-------------------------------------|----------------|---|
| O&M Reserve per Indenture | \$54.3 | 60 days O&M for previous year |
| Renewal and Replacement Fund | \$35.0 | \$35.0 million |
| <u>Undesignated Reserve Balance</u> | <u>\$36.2</u> | |
| <i>Undesignated Reserves</i> | <i>\$125.5</i> | <i>\$125.5 million or 120 days of cash</i> |
| Rate Stabilization Fund | \$90.2 | \$77.2 million, after Board-directed withdrawals in FY21 and FY22 |
| DC Insurance Reserve | \$1.0 | District requirement for worker's compensation |
| Project Billing Refunds | \$15.0 | |
| Excess Reserves | \$46.3 | Excess amount through final cash balance |



Historical Days of Cash

- In FY2020, DC Water maintained 225 Days of Cash outside of the Rate Stabilization Fund
- The Rate Stabilization Fund has a balance is \$90.2 million, of which \$77.2 million is currently unallocated by the Board
- About \$21.6 million of the Rate Stabilization Fund is needed to maintain 250 days of cash





Days of Cash and the RSF

Pro forma for 250 days of cash at \$208.5m (\$21.6m from RSF)



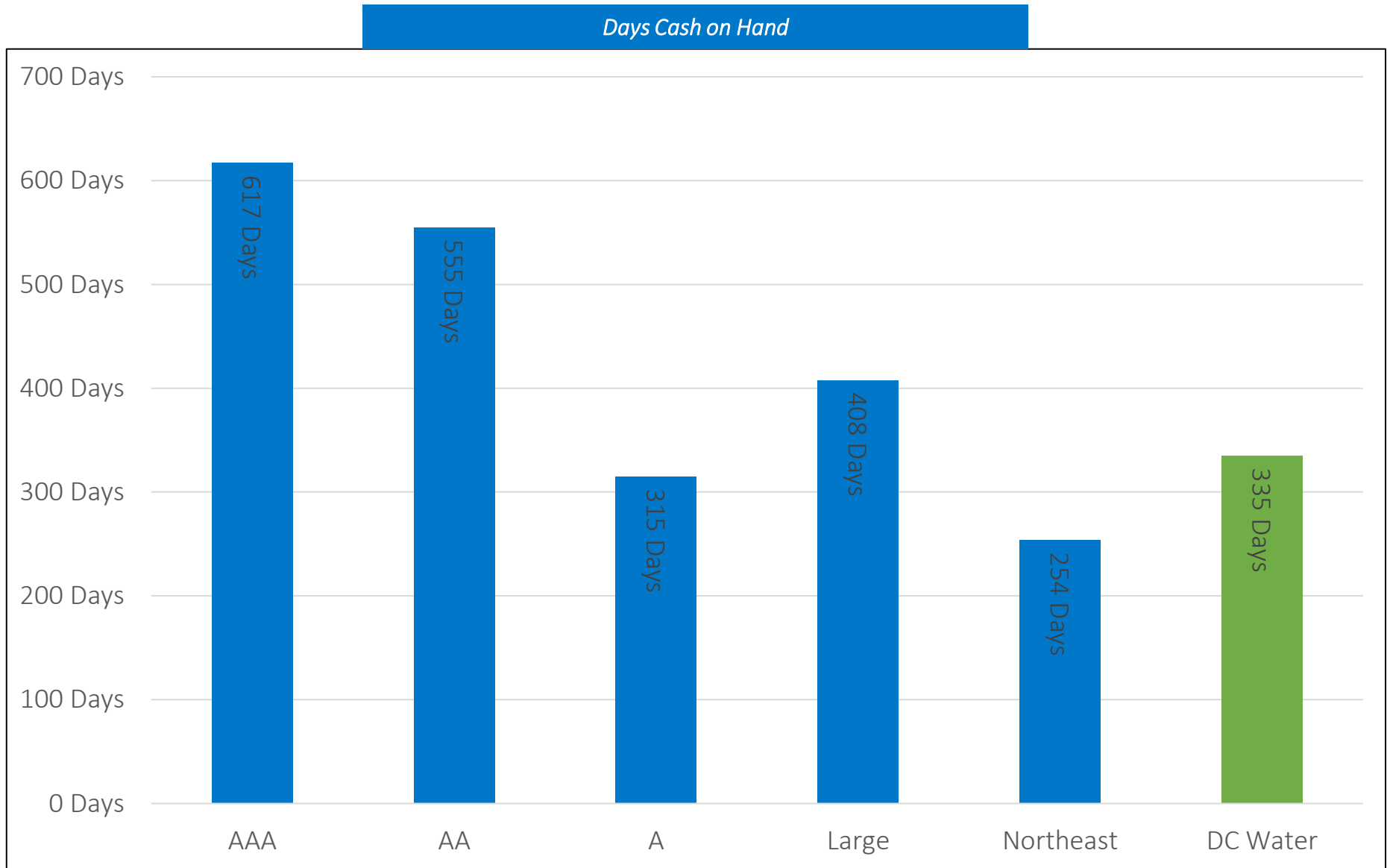


Considerations

- Annually the Board adopts a Ten-Year Financial Plan that, per Board Policy, includes planned Rate Stabilization Fund deposits and withdrawals
- Each Spring the Board reviews financial projections and determines where year-end surplus is allocated (to Rate Stabilization Fund, cash balance, or for PAYGO)
- Could consider changes to Board Policy to increase number of days of cash maintained



Financial Metrics Compared to 2020 Fitch Medians





Debt Service Coverage



Debt Service Coverage

- Debt service coverage is a measurement of cash flow available to pay debt service
- Calculated by taking net revenues (revenue less operating expenditures) and dividing by debt service costs
- These funds are used by the capital program as PAYGO
 - PAYGO, or using cash for capital expenditures, reduces borrowing for the infrastructure renewal program
- DC Water management targets at least 1.6x coverage
 - If coverage were to be reduced, more of the capital program would be financed
 - In FY2020 debt service costs were \$199.1 million, 28.2% of revenues



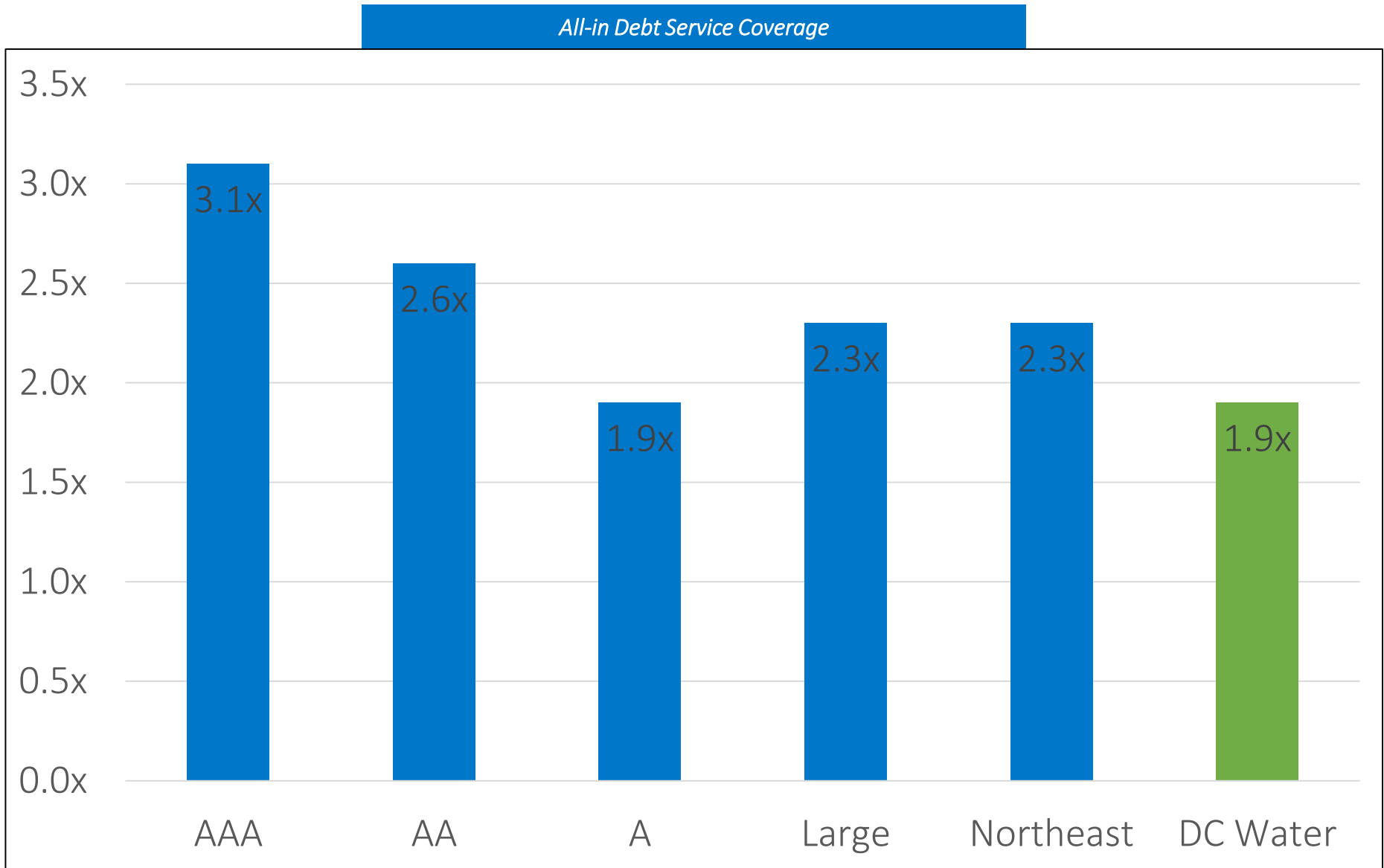
Considerations

- 💧 Annually the Board adopts a Ten-Year Financial Plan with projected coverage for budget and all years of the financial plan
- 💧 Could consider adopting a combined coverage ratio target

| Metrics | Indenture Requirement | Board Policy | Management Target |
|-------------------------|-----------------------|--------------|-------------------|
| Combined Coverage Ratio | — | — | 1.6X |
| Senior Coverage | 1.2X | 1.4X | — |
| Subordinate Coverage | 1.0X | 1.0X | — |



Financial Metrics Compared to 2020 Fitch Medians





Debt Service as a Percent of Revenues



Debt Service as a Percent of Revenue

- In FY2020 debt service costs were \$199.1 million, 28.2% of revenues
- Capping the percentage of revenues that DC Water will spend on debt service helps ensure that going forward DC Water maintains flexibility to confront new challenges



Considerations

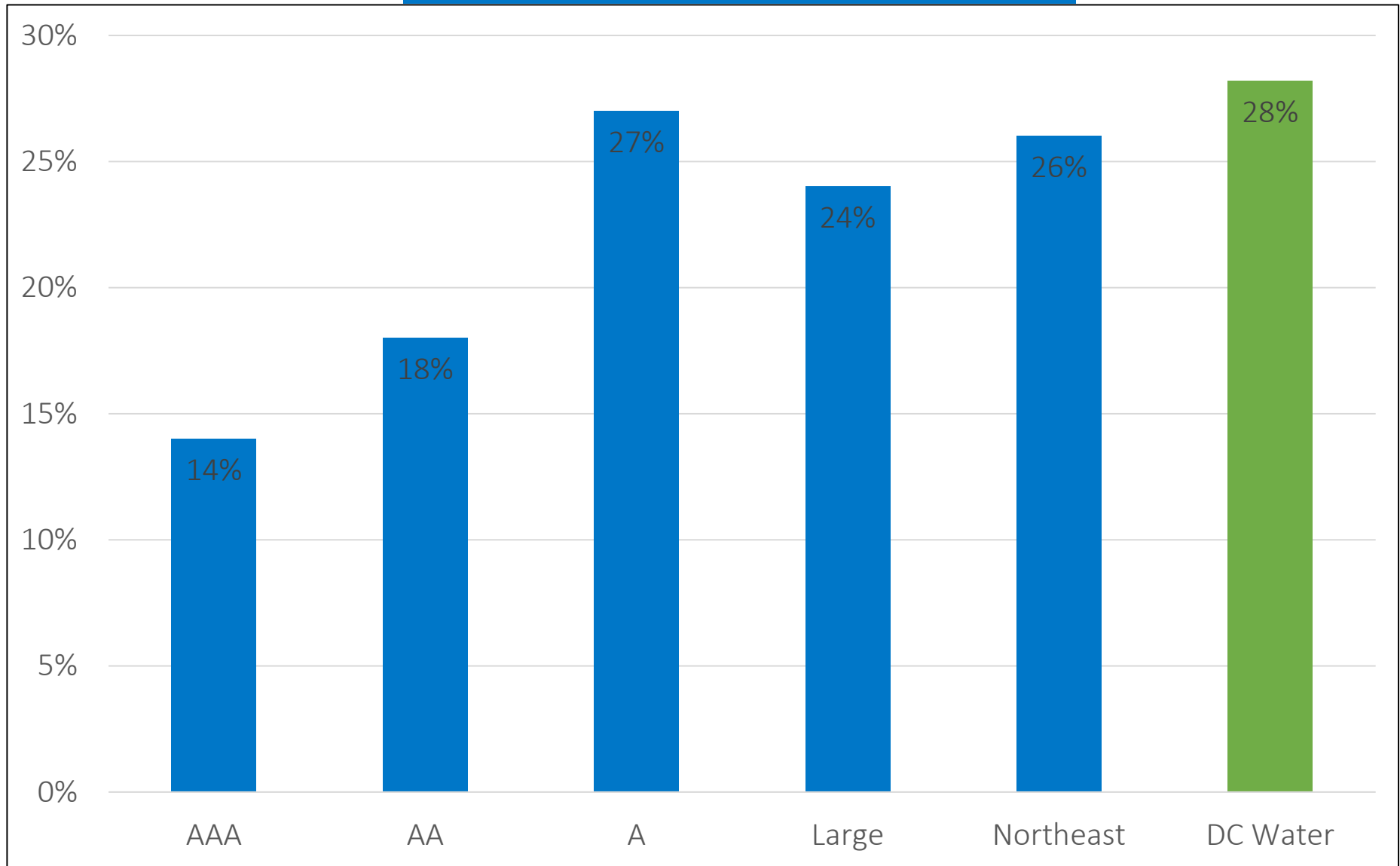
- Annually the Board adopts a Ten-Year Financial Plan with revenue and debt service projections
- Could consider adopting a goal for debt service as a percentage of revenues

| Metrics | Indenture Requirement | Board Policy | Management Target |
|--------------------------------|-----------------------|--------------|------------------------|
| Debt Service as a % of Revenue | — | — | 33% of Revenue or Less |



Financial Metrics Compared to 2020 Fitch Medians

Debt Service as a % of Revenues





Rate Stabilization Fund



RSF Policy

The purpose of the RSF is to help mitigate rate spikes and allow smoothing of annual rate increases – **DC Water Rate Stabilization Fund Policy, Board Resolution #10-76**

- Held in a separate account and invested consistent with cash management policies
- Managed in a manner consistent with maintaining the highest bond ratings possible
- Financial Plan will include planned utilization of over the 10-year period
- Transfers determined annually based on financial performance and at other times as determined by the Board



Considerations

- Annually the Board adopts a Ten-Year Financial Plan that includes proposed Rate Stabilization Fund contributions and withdrawals
- Current Rate Stabilization Fund policy is mostly procedural, could consider amending to include policy goals

The purpose of this reserve fund is to provide sufficient funding for the cost of maintaining, repairing, and operating the system during extended periods when expenditures are higher and/or revenues are lower than budgeted while offsetting the need for—
AWWA example from Orange Water and Sewer Authority



Peer Comparisons

| (\$millions) | RSF Balance | Total Revenues | Percent of Revenues | Uses |
|------------------------|-------------|----------------|---------------------|--|
| Portland Water | \$65.8 | \$209.1 | 31% | Smooth rate increases, maintain financial stability and predictability |
| Philadelphia Water | \$160.0 | \$723.1 | 22% | Cash reserves to mitigate impact of increases and ensure coverage |
| Boston Water and Sewer | \$61.7 | \$378.6 | 16% | Minimize rate increases of extraordinary cost increases |



Considerations

- Annually the Board adopts a Ten-Year Financial Plan that includes planned contributions and withdrawals from Rate Stabilization Fund
- Could maintain 250 days of cash outside of the Rate Stabilization Fund
 - Transfer portion of the RSF to be transferred to the cash balance
 - Could consider dedicating a portion of the Rate Stabilization Fund to the 250 days of cash, \$21.6 million, for example
 - Or dedicate any year-end surplus to the cash balance until 250 days are met
- Revise Rate Stabilization Fund Policy to enumerate benefits
 - Maintaining 250 days of cash (within or outside of the Rate Stabilization Fund) enhances DC Water's credit rating
 - Funds in the RSF could be used for emergency situations (cash shortfalls or for large unplanned expenditures)



Use of One-Time Revenue



One-Time Revenues

In general, DC Water will utilize operating cash reserves in excess of the Board's reserve requirement and any other significant one-time cash infusions for capital financing or for repayment of higher cost debt – **DC Water Board Resolution #13-57**

...a government should adopt a formal policy calling for structural balance of the budget. The policy should call for the budget to be structurally balanced, where recurring revenues equal or exceed recurring expenditures – **Government Finance Officers Association**

- **Examples of DC Water's one-time (non-recurring) revenues:**
 - Year-end surpluses
 - Reserves, including the Rate Stabilization Fund



Considerations

- Through the annual budget, the Board authorizes the use of all funds, including one-time (non-recurring) funds
- Could consider strengthening resolution to ensure that one-time revenues are only used for one-time expenditures



Next Steps

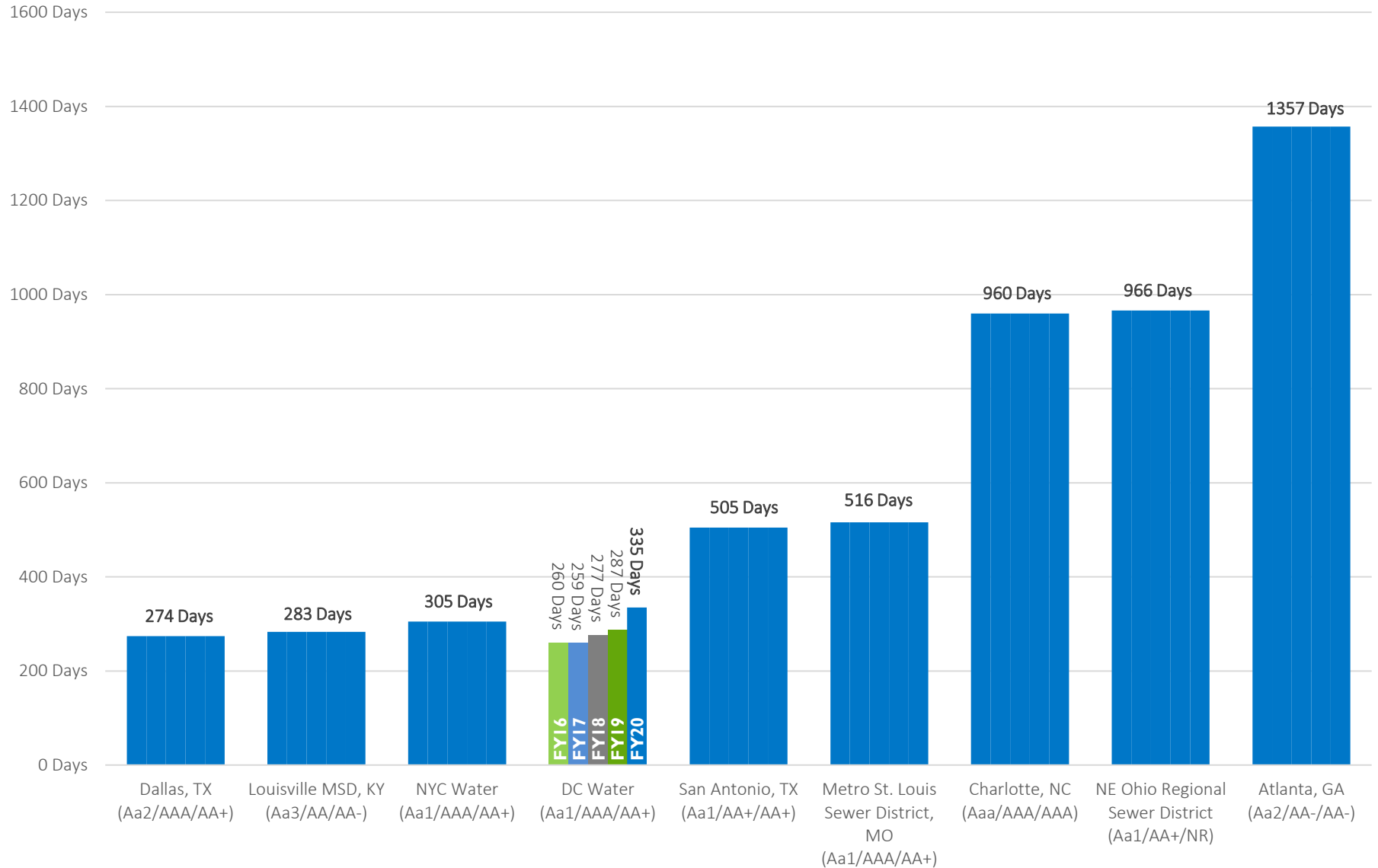
- Continue to assess the impact of COVID on our customers
- Feedback from Financial Advisors
- Committee discussion, feedback, and direction



Appendix

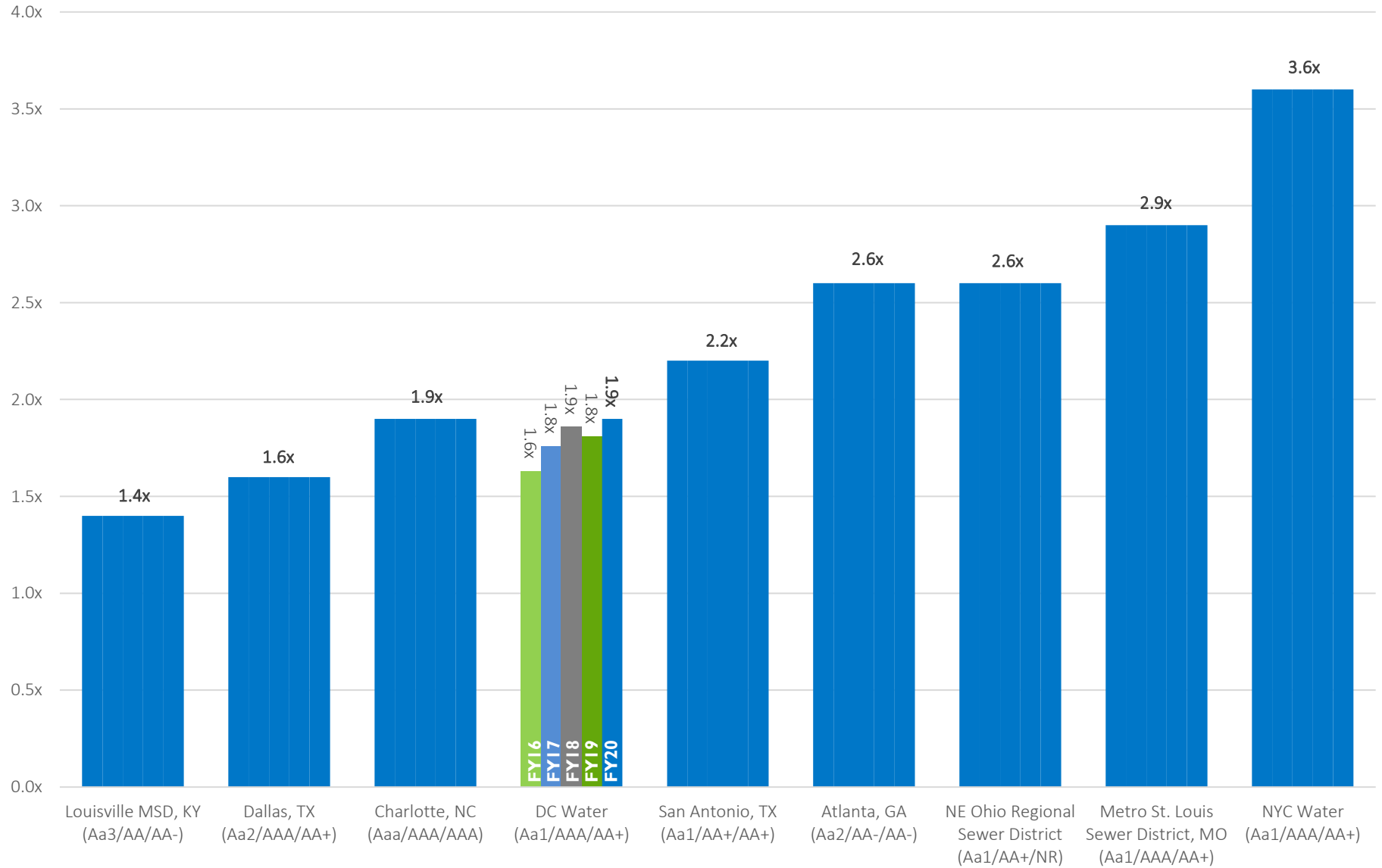


Peer Comparison of Days Cash on Hand



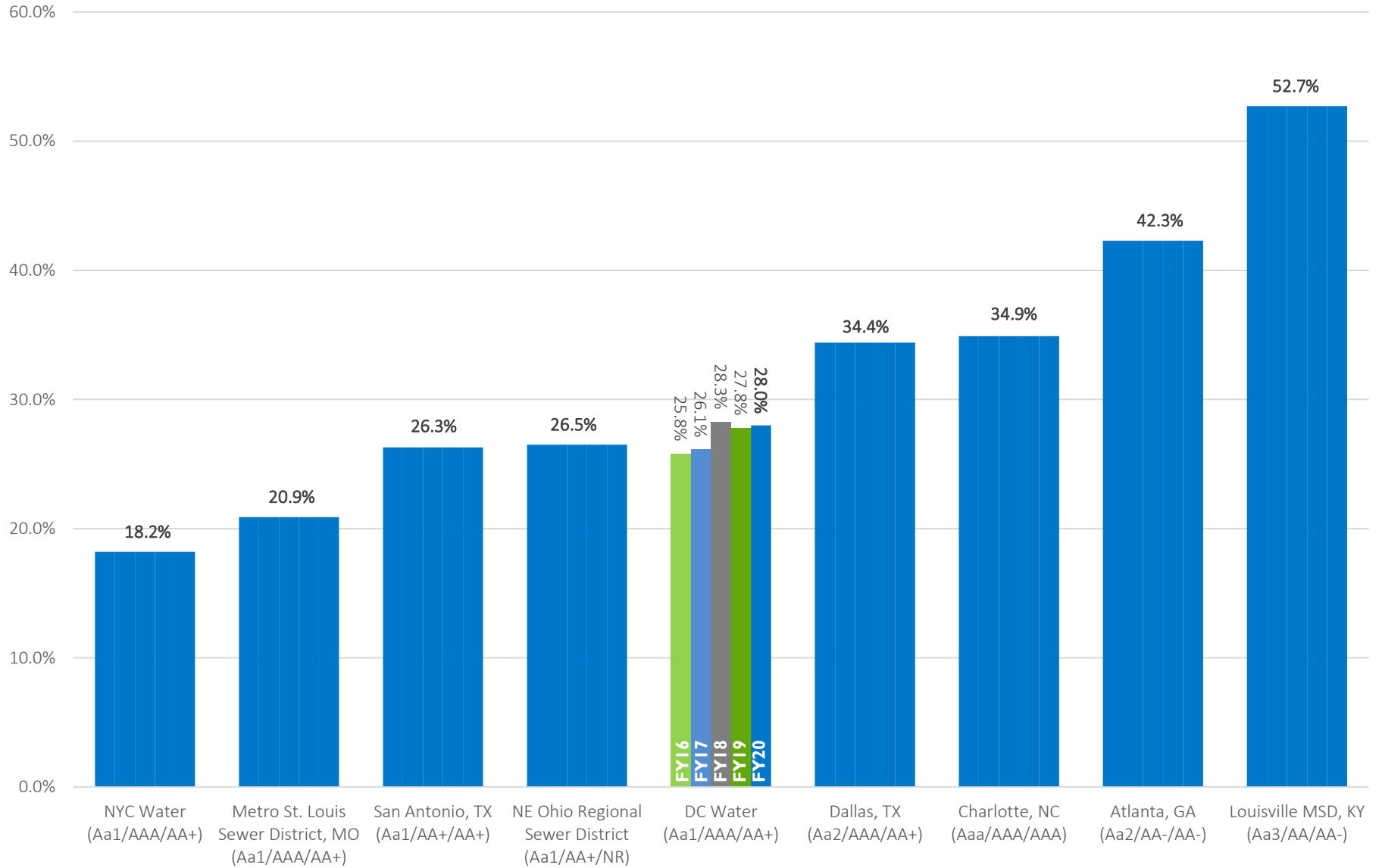


Peer Comparison of Debt Service Coverage





Peer Comparison of Debt Service as a % of Revenues





Value of Robust Credit Ratings

- Current credit ratings provide significant value given size and scope of new money capital plan as well as debt refinancing opportunities

| Rating | Yield Differential vs. AAA Rating | Individual Bond Sale (\$200 million) | | | Aggregate Debt Issuance for Capital Program (\$2 billion) | | |
|--------|-----------------------------------|--|--|------------|---|--|--|
| | | Annual Cost Differential (\$200 million) | Total Cost Differential (Through Maturity) | PV at 4% | Annual Cost (\$2 billion) | Total Cost Differential (Through Maturity) | PV at 4% (\$200MM Issued Annually, 10 Yrs) |
| AAA | 0.00% | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| AA+ | 0.10% | 200,000 | 4,000,000 | 2,708,463 | 2,000,000 | 40,000,000 | 19,071,322 |
| AA | 0.20% | 400,000 | 8,000,000 | 5,416,927 | 4,000,000 | 80,000,000 | 38,142,644 |
| AA- | 0.30% | 600,000 | 12,000,000 | 8,125,390 | 6,000,000 | 120,000,000 | 57,213,966 |
| A+ | 0.40% | 800,000 | 16,000,000 | 10,833,853 | 8,000,000 | 160,000,000 | 76,285,288 |
| A | 0.50% | 1,000,000 | 20,000,000 | 13,542,316 | 10,000,000 | 200,000,000 | 95,356,610 |
| A- | 0.60% | 1,200,000 | 24,000,000 | 16,250,780 | 12,000,000 | 240,000,000 | 114,427,932 |

Note: for demonstrative purposes only. Assumes 20-year average credit spreads as of November 2018. Each \$200 million issue assumed structured as a 20-year bullet maturity at par.



Rating Agency Viewpoint

| Summary of Rating Agency Views | | |
|--|---|--|
| Moody's Investors Service | Standard & Poor's | Fitch Ratings |
| Aa1 (Sr.) / Aa2 (Sub.) / P-1 (Short-term) Stable Outlook | AAA (Sr.) / AA+ (Sub.) / A-1+ (Short-term) Stable Outlook | AA+ (Sr.) / AA (Sub.) / F1+ (Short-term) Stable Outlook |
| Strengths | | |
| <ul style="list-style-type: none"> Large service area bolstered by considerable wealth and institutional presence Excellent rate management record Liquidity is solid, and indenture requirements and board policies will protect the authority's cash position in the future Strong financial metrics because the utility has consistently raised rates to ensure good debt service coverage No unfunded pension or OPEB liability | <ul style="list-style-type: none"> Robust service area that includes highly rated entities in D.C., Maryland, and Virginia Strong financial management, including conservative financial forecasts and a detailed CIP Governing board's strong demonstrated willingness to adjust rates View that the management team remains committed to balancing environmental stewardship and a socially responsible agenda with ongoing financial commitments Liquidity and reserves that include high levels of unrestricted cash and investments and designated reserves for various contingencies | <ul style="list-style-type: none"> Essential service provider to a large and economically diverse territory with an affluent customer base Affordable user charges and demonstrated ability / willingness to raise rates, which is done independently of outside oversight Rate structure aligned towards greater fixed cost recovery Strong financial margins and healthy liquidity Projections include rate increases sufficient for stable debt service coverage metrics |
| Challenges | | |
| <ul style="list-style-type: none"> Heavy capital needs, in part from regulatory mandates Need for further rate increases to support substantial capital plan with falling consumption | <ul style="list-style-type: none"> Downward pressure could come from a precipitous collapse in financial performance, a change in the way the federal government pays the Authority, or prolonged interruption in operations | <ul style="list-style-type: none"> Near-term capital needs are substantial Rating stability depends on the ability and willingness to adjust and structure rates to maintain financial results in line with historical results and accommodate rising debt |



Timeline for Days of Cash and Upgrades

Below is a timeline of DC Water’s upgrades and changes in cash

| Ratings Upgrade Date | Rating Agency | Cash Balance as of 9/30 | RSF Balance as of 9/30 | Days of Cash as of 9/30 | Rating Before | Rating After |
|----------------------|---------------|-------------------------|------------------------|-------------------------|---------------|--------------|
| February 2016 | Moody’s | \$162.7M | \$51.5M | 259 | Aa | Aa1 |
| April 2016 | S&P | \$162.7M | \$51.5M | 259 | AA+ | AAA |
| September 2019 | Fitch | \$186.8M | \$61.5M | 287 | AA | AA+ |

RSF balance was included in the year end cash balance