



**DISTRICT OF COLUMBIA  
WATER AND SEWER AUTHORITY**

Board of Directors

*Meeting of the Governance Committee*

**September 12, 2018**

**9:00 a.m.**

**Meeting Location: 5000 Overlook Ave, SW, Room 407**

**AGENDA**

- 1. Call to Order** ..... **Ellen Boardman, Chairperson**
- 2. DC Water Works! Program Update** .....**Korey Gray, Compliance Officer**
- 3. Blue Drop**
  - A. **Activity Update** .....**Alan Heymann, Manager of Blue Drop, LLC**
  - B. **Appointment of Chairperson & Member Representative**....**Alan Heymann, Manager of Blue Drop, LLC**
- 4. Executive Session \***
- 6. Follow-Up Items**
- 7. Adjournment**

\*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)(1); legal, confidential or privileged matters under D.C. Official Code § 2-575(b)(4); 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); 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.



District of Columbia Water and Sewer Authority  
David L. Gadis, CEO and General Manager



# ***FY 18 PROGRAM UPDATE***

*Presented to the*

**Governance Committee**

*Ellen Boardman, Chairperson*

***Wednesday, September 12, 2018***



District of Columbia Water and Sewer Authority  
David L. Gadis, CEO and General Manager

## ***DC WaterWorks Program***

As part of the Board's Strategic Initiative #2, the DC WaterWorks encourages and supports the development and employment of local residents as employees on DC Water construction and service projects.

### **Program Goals**

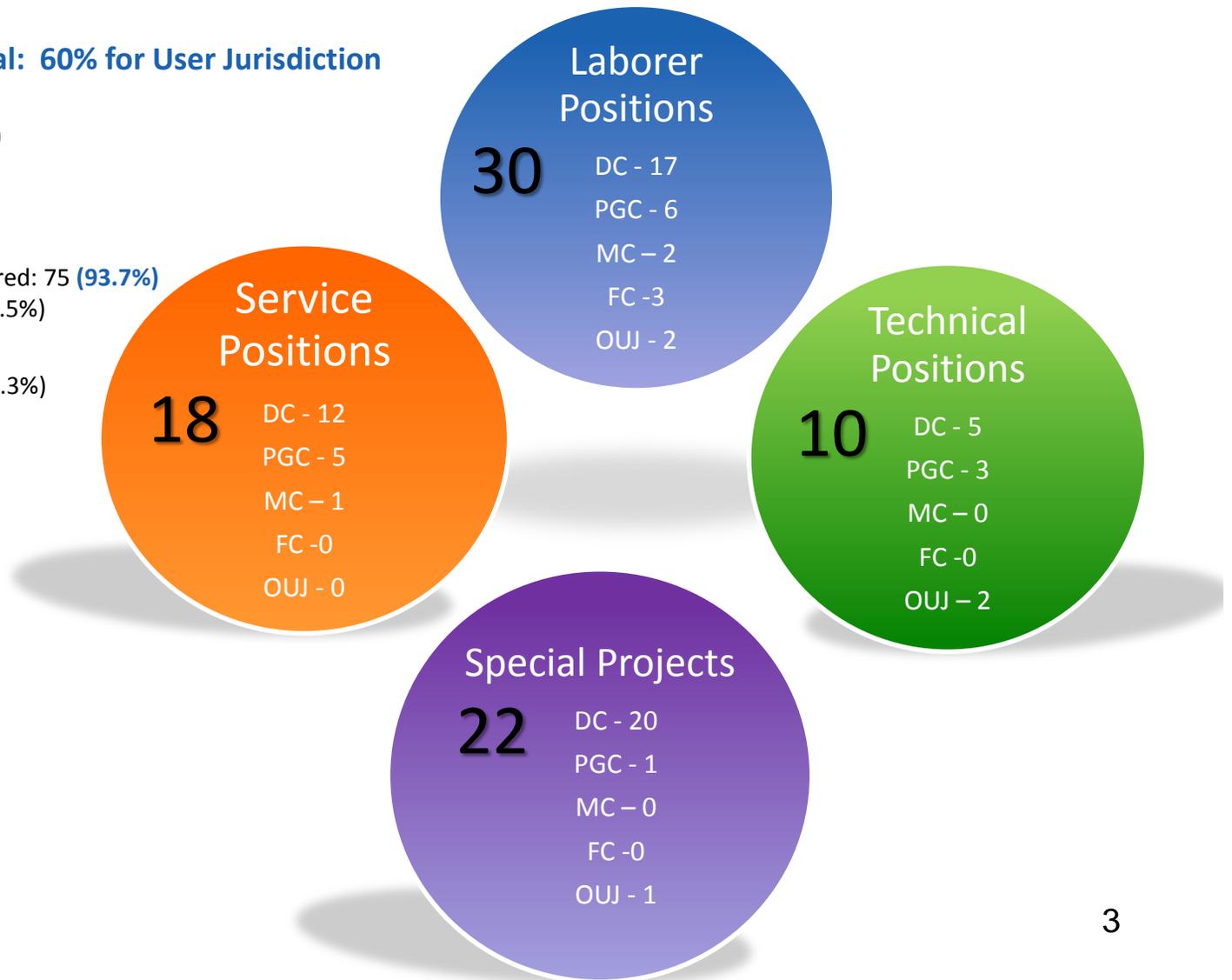
- Fifty-One percent (51%) of the total contractor workforce will be local residents.
  
- Sixty percent (60%) of new jobs created by contracts or procurements entered into by DC Water with contractors will be filled by local residents.
  - New Jobs mean both union and non-union job openings, including vacancies created as a result of internal promotions, terminations or other separations, and expansions of the contractor's workforce.



## New Opportunities filled through Water Works (October 1, 2017 – July 31, 2018)

### DC Water Works New Hire Goal: 60% for User Jurisdiction

- Total Number of Positions Filled: 80
  - DC Water Works Hires: 41
  - Contractor Filled: 39
- Total User Jurisdiction Residents Hired: 75 (93.7%)
  - Total DC Residents Hired: 54 (67.5%)
- Total Outside User Jurisdiction: 5 (6.3%)

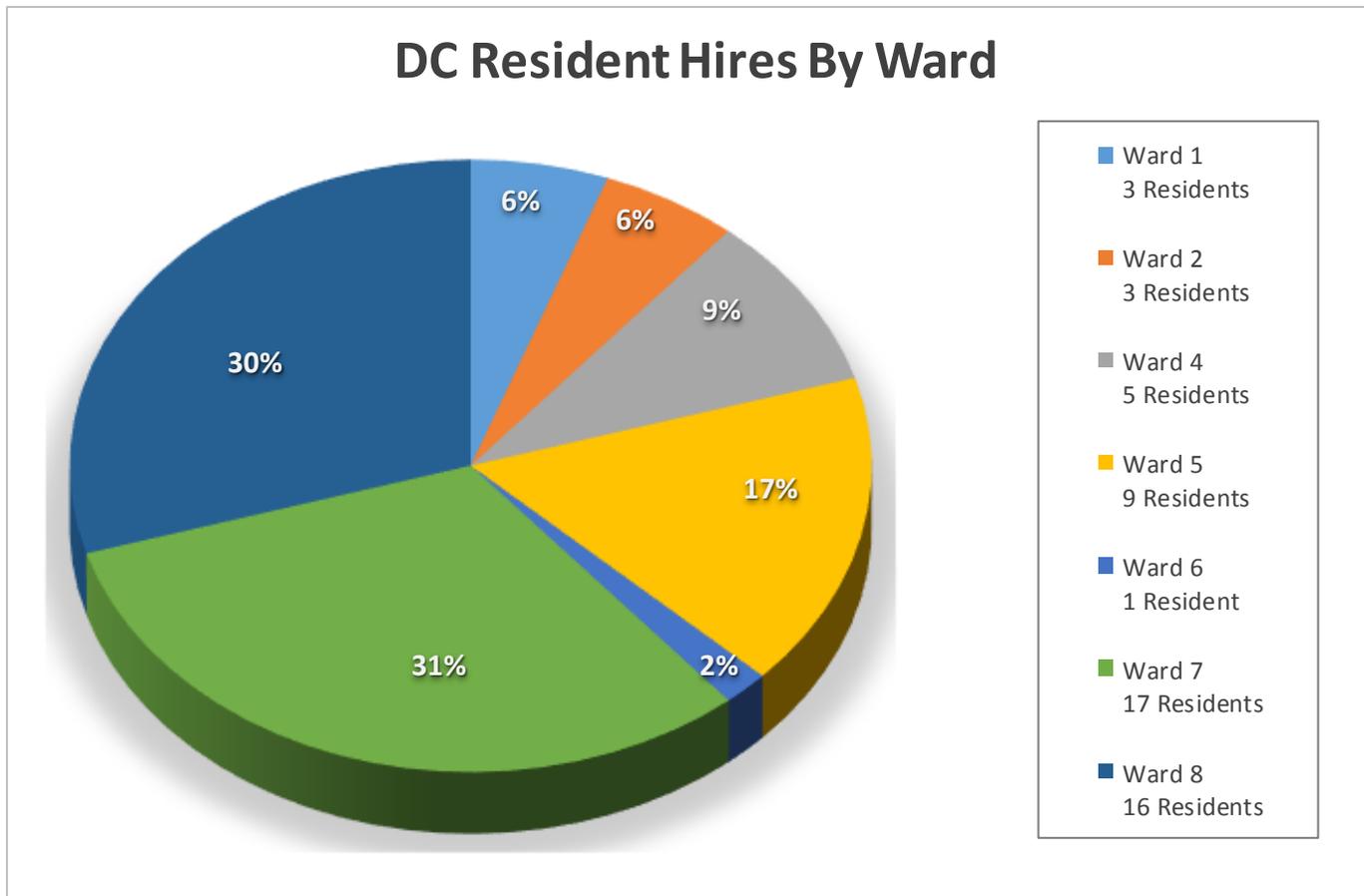




## New Opportunities filled through Water Works (October 1, 2017 – July 31, 2018)

### DC Resident Hires by Ward

Total DC Resident Hires: 54

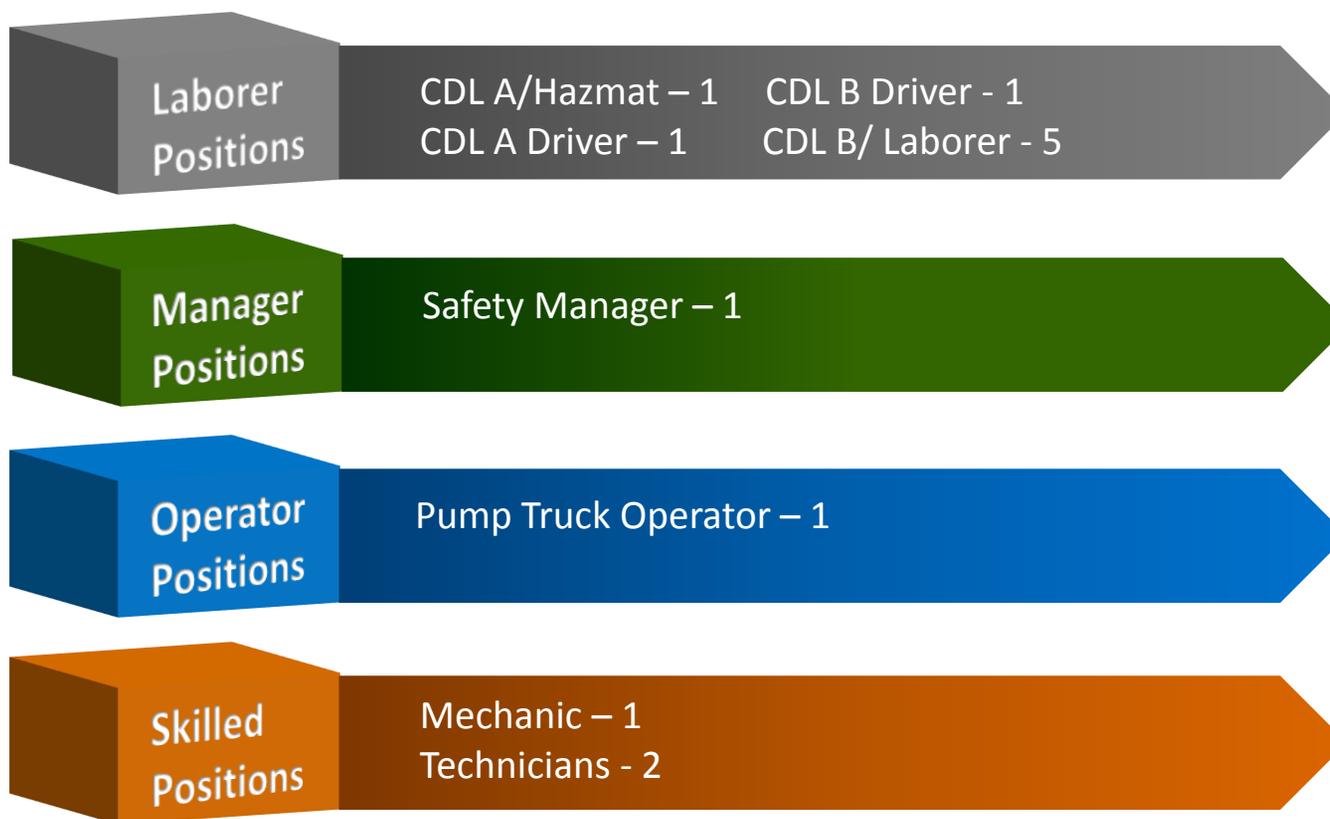




## New Opportunities as of July 31, 2018

### Summary of Open Positions

Total Open Positions: 13





District of Columbia Water and Sewer Authority  
David L. Gadis, CEO and General Manager

## Commercial Driver's License Training Program





## Commercial Driver's License Training Program

- DC Water, through the Department of Facilities, conducted a CDL training program for thirteen (13) District residents.
- Participants earned \$15.00 per hour as Temporary Employees with MB Staffing.
- Training Goals:
  - 80% Graduation (10)
  - 50% Placement of the Graduates (5)

### Results:

#### Completion:

- 10 Completed the Program (Goal Met)
  - 5 Obtained CDL A
    - 5 others waiting to test/retest
  - 1 Participant failed the drug test
  - 2 Participants could not continue the program due to medical reasons

#### Employment Status:

- 11 Participants Employed (Goal Met)





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## Green Infrastructure





### Green Infrastructure

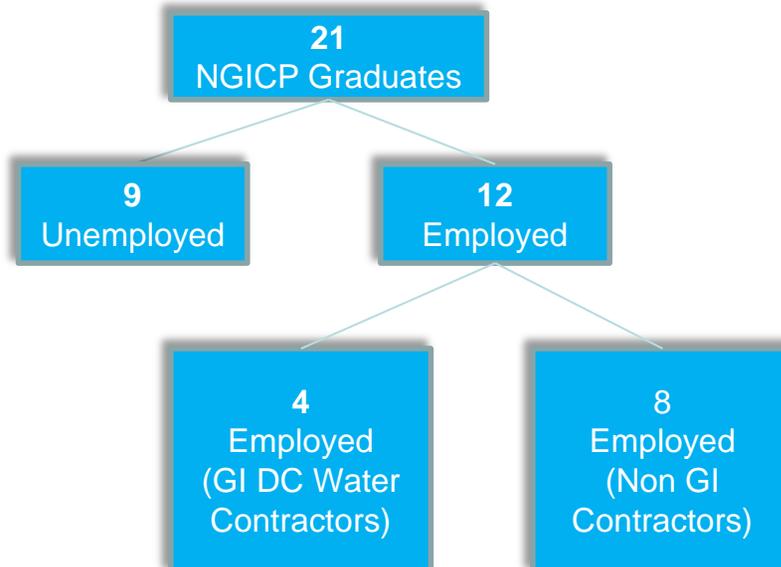
Pursuant to the MOU between DC Water and the District, there is a goal that **51%** of new hires on GI projects in the Rock Creek and Potomac River sewersheds with Green Infrastructure (GI) should be District residents.

DC Water partnered with the University of the District of Columbia to train and prepare District residents to successfully complete the National Green Infrastructure Program (NGICP) exam.

Curricula was developed in partnership with DC Water, the Water Environment Foundation, and other partners across the nation.

In FY 2018, there were three cohorts.

**Results:**



- GI New Hire Goal: 51% District Resident
  - Achievement: 57% of the graduates were employed (Goal Met)



District of Columbia Water and Sewer Authority  
David L. Gadis, CEO and General Manager

# DC Water Facilities Department Training Program





## Department of Facilities Training Program

- DC Water's Department of Facilities in partnership with the District Department of Employment Services' Project Empowerment and LEAP Programs selected eight District residents for a six month training program.
  - Program Duration – September through February
  - Expected Work Hours – 6:00 am to 2:30 pm
  - Participants are fully subsidized by Project Empowerment and/or LEAP
  - Participants will have a dedicated mentor (from DOES)
  - Participants get exposure to a variety of facilities trades: Carpentry, Building and Grounds, and Painting.
  - In addition to the On-the-Job experience provided, individuals will also participate in classroom-style training inclusive of:
    - OSHA-10
    - CPR
    - Conflict Resolution
    - Workplace Safety
    - Job Readiness

### Participant Requirements:

- Must be a District Resident
- Minimum Requirements are:
  - High School Diploma or GED
  - CASAS Testing (10 for Math/11 for Reading)
  - Valid DC Driver's License
  - Reliable/Dedicated Transportation
  - Successfully completed a Job Readiness Training from a recognized organization
  - Some Work Experience
  - Be and Remain Drug Free
- Veterans and Women Preferred



# ***DC WaterWorks Program***

## **FY 2018 Outreach Activities**

- **November 2017:** National Apprenticeship Week
- **February 2018:** Mayor's Prosperity Fair (Ward 2)
- **March 2018:** DC Infrastructure Academy Open House and Job Fair (Ward 8) – [1 Participant Identified for Facilities Skills Training](#)
- **April 2018:** Green Infrastructure Open House (Ward 8)
- **May 2018:** DC Infrastructure Academy Stakeholders Meeting (Gallaudet/Kellogg Center) – [Additional Training Funds Identified](#)
- **July 2018:** DC Water "Invitation Only" Hiring Event (AEDC) – [4 District residents hired](#)
- **Tuesdays and Thursdays:** DC Infrastructure Academy and Anacostia Economic Development Corporation



## FY 2018 DC Water (All) Construction Projects Employment Data

### DC Water Works Contractor Workforce Goal: 51% for User Jurisdiction

The following data summarizes the construction employment data (Cumulative) for FY 17, as of July 31, 2018

In FY 17 (October 1, 2017 – July 31, 2018), there were:

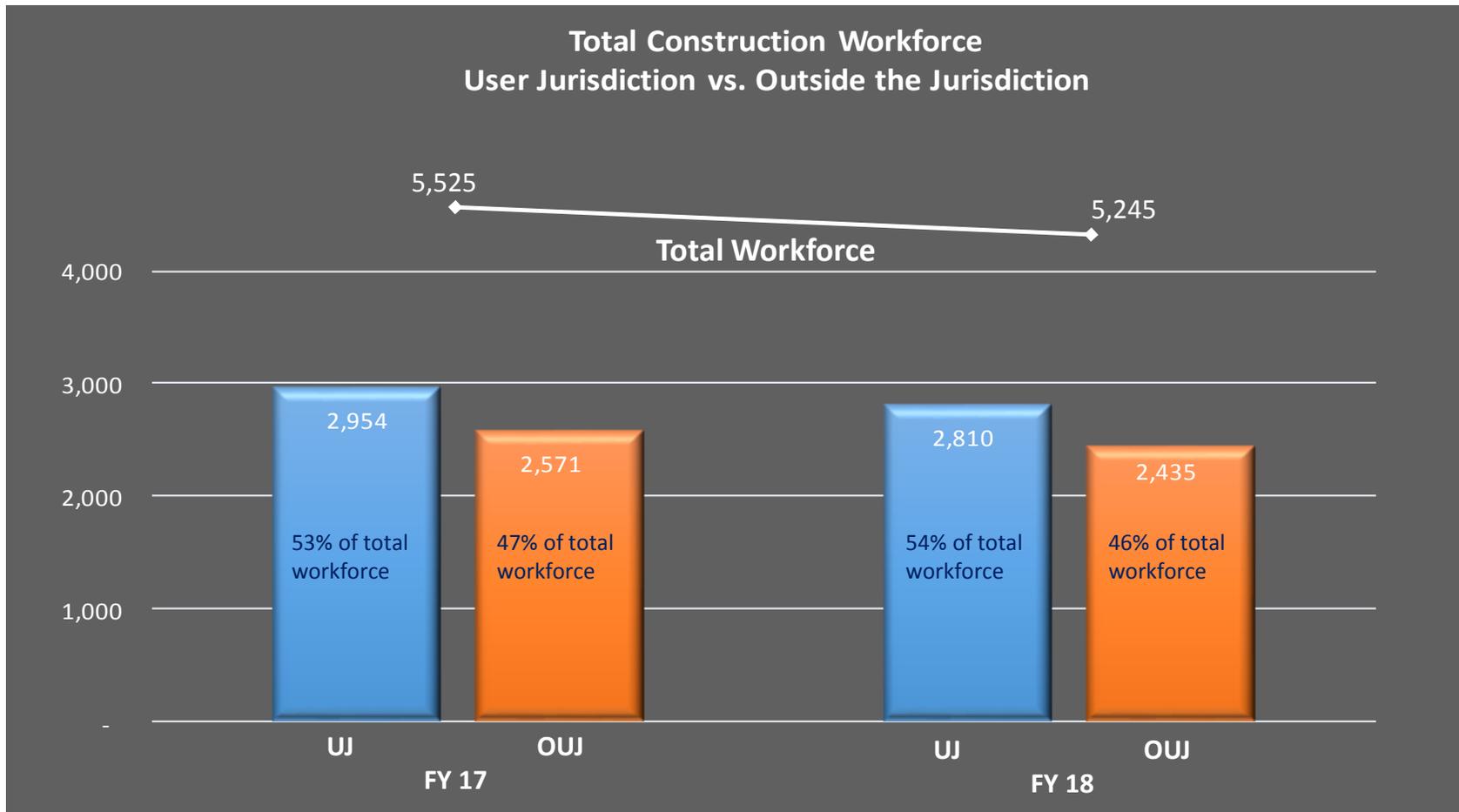
- Thirteen (13) Active Projects.
- 5,525 contractor job positions.
  - 2,954 positions (53%) were filled (transfers and new hires) by residents within DC Water’s User Jurisdiction.
    - 701 positions (13%) were filled (transfers and new hires) by District of Columbia residents.

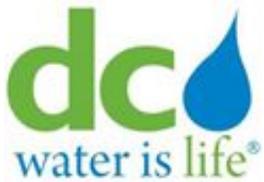
	# of Positions	%
➤ User Jurisdiction	<b>2,954</b>	<b>53%</b>
○ DC	701	13%
○ PGC	1,328	24%
○ MC	349	6%
○ FC	484	9%
○ LC	92	2%
➤ Outside User Jurisdiction	<b>2,571</b>	<b>47.0%</b>
<b>Total</b>	<b>5,525</b>	



# FY 2018 DC Water (All) Construction Projects Employment Data

DC Water Works Contractor Workforce Goal: 51% for User Jurisdiction





Approved and Adopted: November 3, 2016  
RESOLUTION #16-90  
OF THE BOARD OF DIRECTORS  
OF THE DISTRICT OF COLUMBIA WATER AND SEWER AUTHORITY  
SUBJECT: Approval to Authorize the General Manager to Establish Blue Drop, LLC

# Governance Committee Update

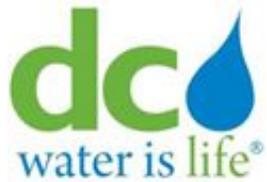
Wednesday, September 12, 2018

**Alan Heymann**  
President, Blue Drop

The members of the Board of Directors ("Board") of the District of Columbia Water and Sewer Authority ("Authority") at the Board meeting held on November 3, 2016, upon consideration of a joint use agreement, decided by a vote of ten (10) in favor and none (0) opposed, to take the following action to authorize the General Manager to establish a not-for-profit entity under the laws of the District of Columbia to be known as Blue Drop, LLC.

WHEREAS, District of Columbia Home Rule Act states, "[n]otwithstanding any other provision of this chapter or any District of Columbia law, the financial management, personnel, and procurement functions and responsibilities of the District of Columbia Water and Sewer Authority shall be established exclusively pursuant to rules and regulations adopted by its Board of Directors," D.C. Code § 1-204.96(a); and

the District of Columbia created DC Water pursuant to the Department of Public Works Act of 2001 et seq.



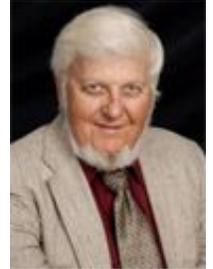
## The Blue Drop Team

- Alan Heymann, President
- Francesca Valente, Director of Operations
- Kim Marshall, Director of Client Services
- New hire: Director of Bloom Sales
- Saul Kinter, Problem Solver



## Press coverage

- WAMU-FM (July 2018)
- Treatment Plant Operator (July 2018)
- Water in Real Life podcast (July 2018)
- Dr. Francis Gouin obituary (August 2018)
- Delmarva Farmer (September 2018)



"I have two small kids, I have a vegetable garden at home. I use our Bloom product in our vegetable garden and I feed it to my kids," says DC Water's Bill Brower.

Jacobi Fenston / WAMU



**EPISODE 013:**  
**TALKING LEADERSHIP,**  
**COMMUNICATION**  
**& BRANDING**  
**ALAN HEYMANN**  
**PRESIDENT OF BLUE DROP**  
**CMO OF DC WATER**





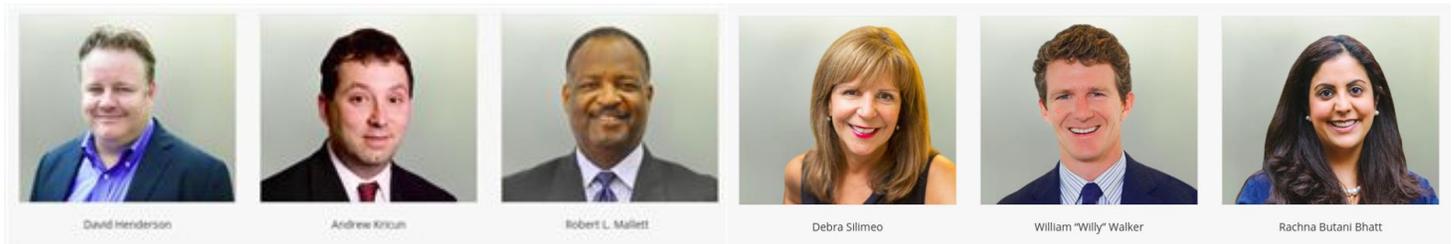
## Upcoming Conferences

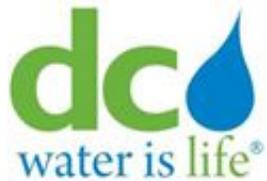
- American Planning Association - Water Planning and Connect Conference (September 2018)
  - Kim speaking on allocating limited resources to pursue a successful communication strategy
- American Public Power Association - Customer Connections Conference (November 2018)
  - Alan speaking on the value of branding for municipal utilities
- Jersey Water Works Conference (December 2018)
  - Blue Drop sponsoring and attending



## Blue Drop (advisory) Board

- CEO/GM Gadis to take over as Chairperson upon passage of appointment resolution.
- Six existing Board member, two others to join in October.
- Next meeting: Friday, October 12.



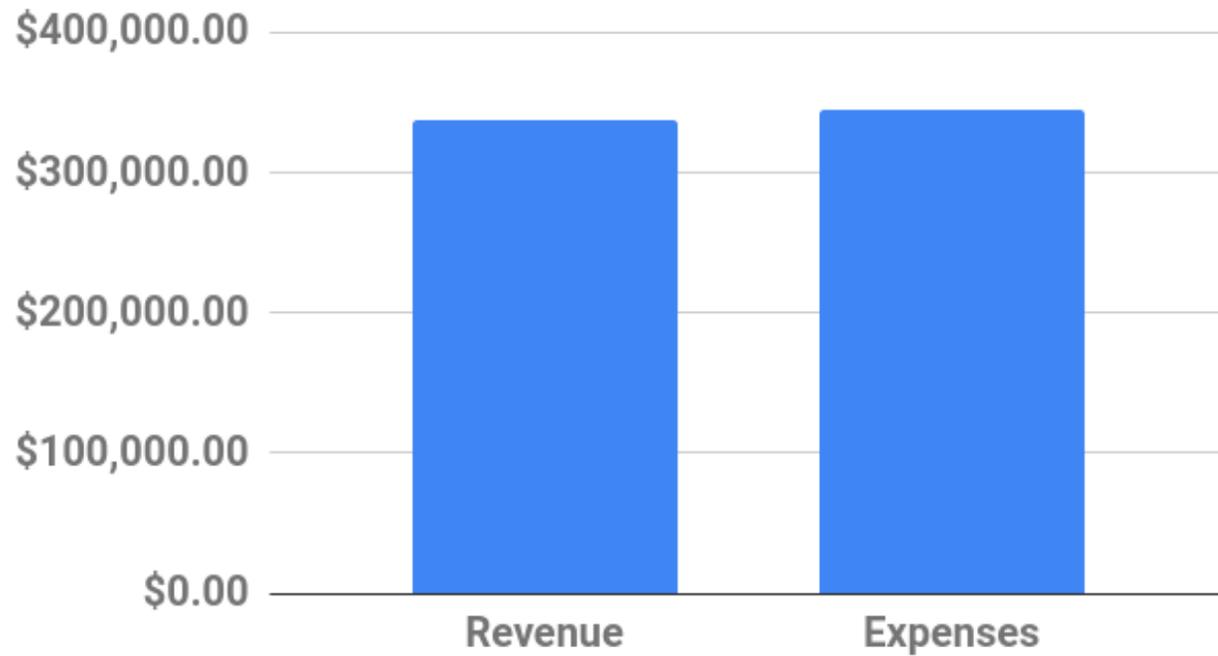


## Other Updates

- Staffing
  - Hired Director of Bloom Sales position (Employee #3)
  - Changes as of October 1 (FY 2019)
    - Alan Heymann (President) to become Employee #4.
    - Sarah Neiderer (Director of Marketing) has completed her detail to Blue Drop.
    - Saul Kinter (Problem Solver) remains 50 percent detailed, working on Bloom program.
- Blue Drop beginning application for IRS nonprofit status
- Moved office first week of September
- Executive coaching, primarily for utility leaders, is now a service offering



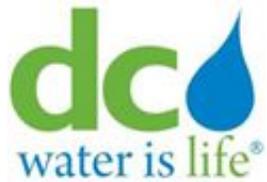
### Blue Drop Revenue and Expenses FY18



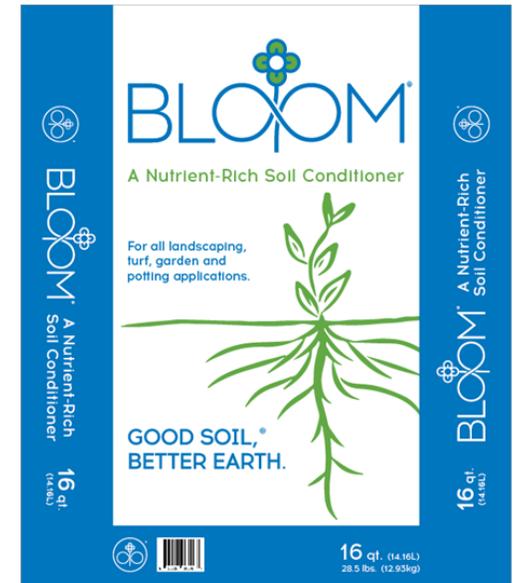


## Consulting Customers

- Existing engagements center around stakeholder engagement and customer service.
  - Denver Metro Wastewater Reclamation District (communications strategy)
  - New Orleans Sewerage and Water Board (customer service)
- Negotiating with rural Midwest water cooperative.
- Agreement in place for partnership with rural community association.
- Actively exploring partnerships with private-sector consulting firms.



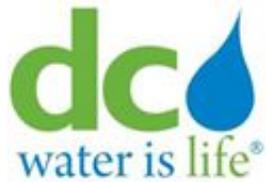
- Recent highlights
  - Bags available at four stores in DC and MD
  - Farm Field Day on 8/30
  - Visited more than 100 construction companies in July and August
  - Next: increasing our sales capacity for fall and upcoming year





## Bloom Marketing and Sales

FY18 until 8/18	
<b>Tons diverted</b>	<b>8421</b>
<b>Blue Drop</b>	
Marketing Fees	\$40,112
Sales Revenue	\$67,395
<b>Total to Blue Drop</b>	<b>\$107,507</b>
<b>DC Water</b>	
Original Land Application Cost (\$45/ton)	\$378,963
Cost of Hauling	-\$72,880
Marketing Fees to Blue Drop	-\$40,112
<b>Cost Savings to DC Water</b>	<b>\$265,971</b>



Presented and Adopted: November 3, 2016  
SUBJECT: Approval to Authorize the General Manager to  
Establish Blue Drop, LLC

## Further questions?

**Alan Heymann**

President, Blue Drop

[alan@bluedrop.co](mailto:alan@bluedrop.co)

(202) 765-3292 x101

#16-90  
RESOLUTION  
BOARD OF DIRECTORS  
OF THE  
D.C. WATER AND SEWER AUTHORITY

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