



January 29-30, 2025

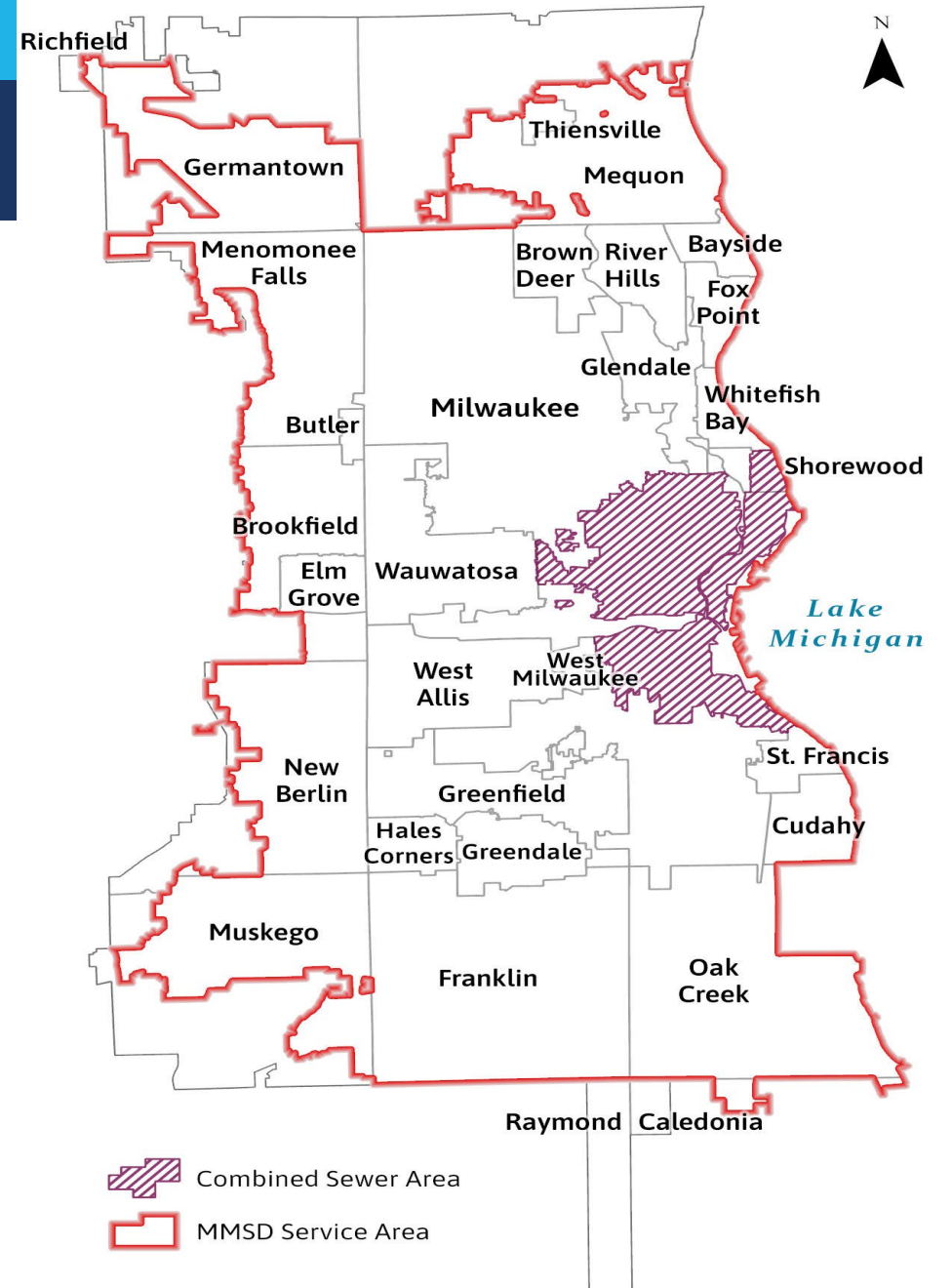
Business Opportunities with MMSD

Pete Coffaro
Director of Public Engagement
Milwaukee Metropolitan Sewerage District



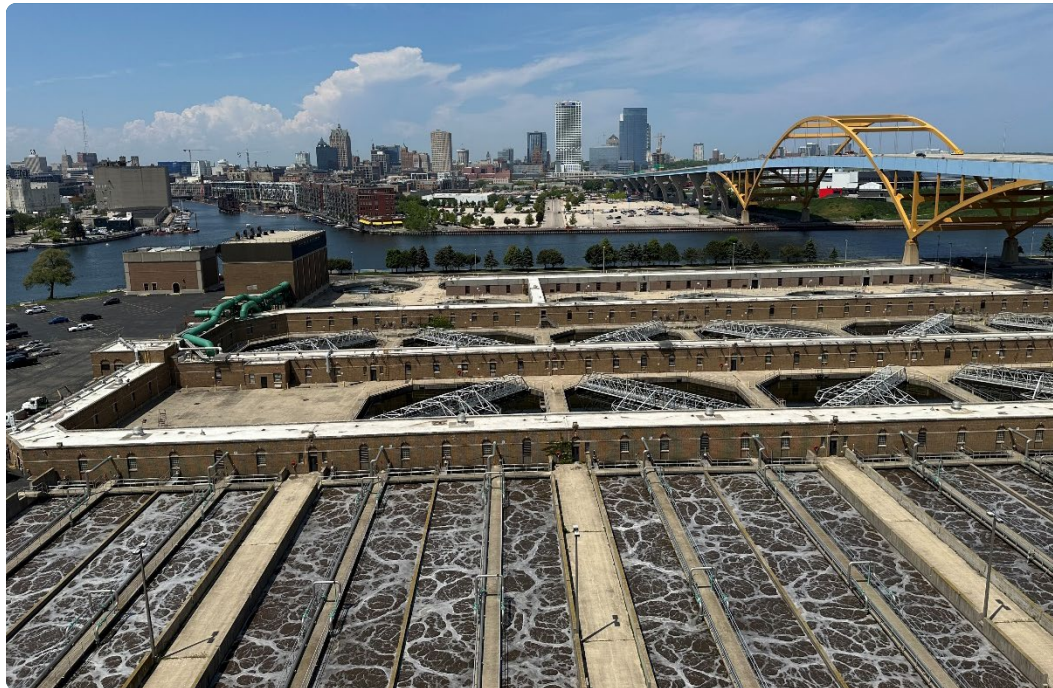
WHO DOES MMSD SERVE?

- Over 1 Million Customers
- 29 Municipalities
- 423 Square Mile Planning Area



MMSD OVERVIEW

What Does MMSD Do?



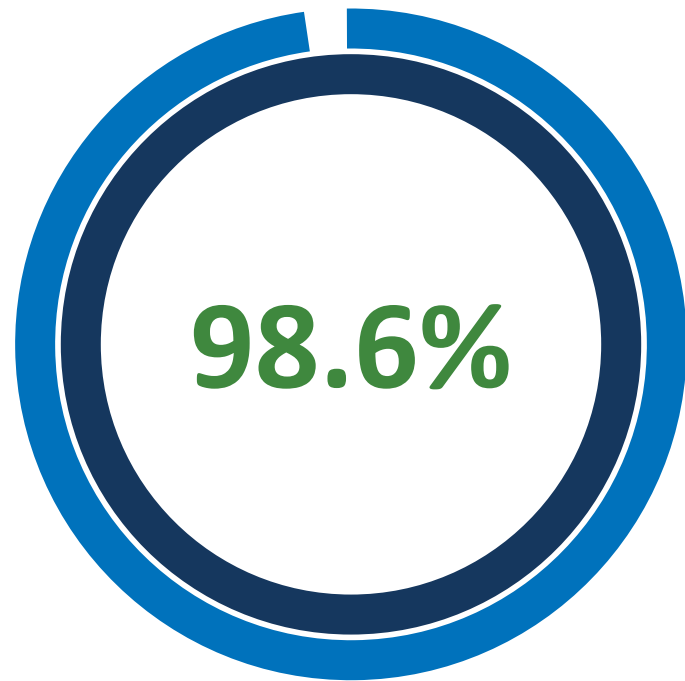
Water Reclamation



Flood Management

CAPTURED & CLEANED

Since 1994



MMSD OVERVIEW

Water Reclamation Facilities



Jones Island

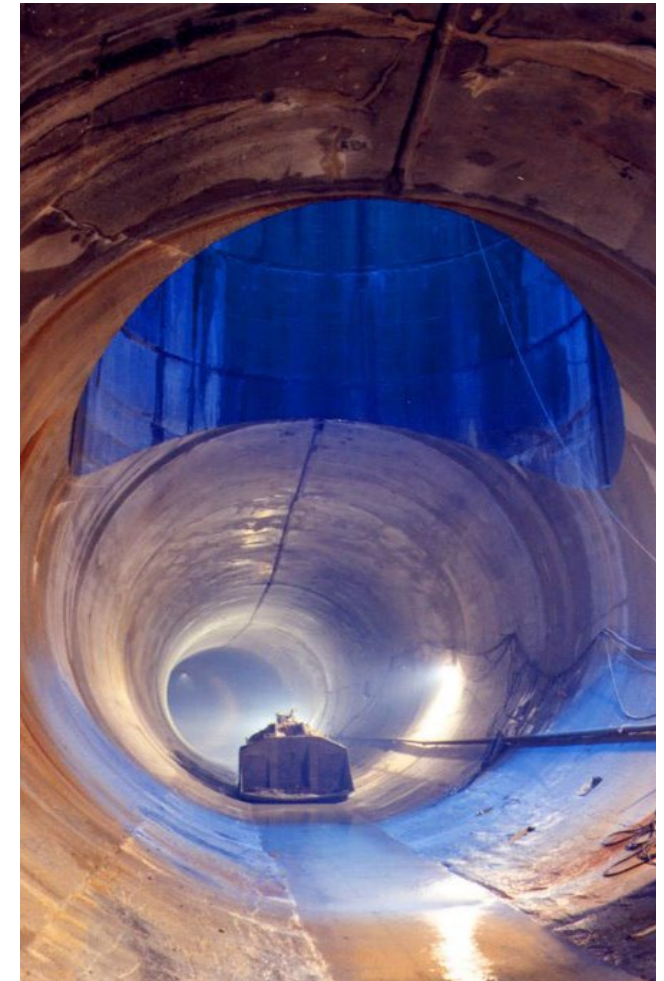


South Shore

MMSD OVERVIEW

Conveyance System

300 miles of MMSD sewers



MMSD OVERVIEW

Flood Management



MMSD OVERVIEW



Green Infrastructure

150 million gallons captured since 2002



PROCUREMENT OVERVIEW

What Do We Purchase?

Construction

- Demolition
- Electrical*
- Fencing
- Landscaping
- Mechanical*
- Painting
- Plumbing
- Traffic Control
- Trucking

Design & Planning

- Civil engineering
- Drafting
- Environmental engineering
- Geotechnical review
- Instrumentation & Control
- Landscape design
- Soil testing
- Surveying

Other

- IT Services
- Janitorial Services
- Graphic Design Services
- Laboratory Chemicals
- Laboratory Equipment
- Marketing
- Office Furnishings
- Pest Control

PROCUREMENT OVERVIEW

2024 Awards to S/W/MBE Firms

Categories	Total S/W/MBE \$\$	Total S/W/MBE %
Construction	\$43,315,860	24%
Planning & Design	\$6,858,487	31%
Professional Services	\$9,824,017	26%
General Services	\$1,464,093	7%
Commodities	\$3,532,889	52%
Total	\$65,046,705	24%



PROCUREMENT OVERVIEW

Budget Outlook

Categories	2025 Budget	10 Yr. Budget
Reclamation Facilities	\$56 million	\$852 million
Conveyance	\$39 million	\$268 million
Flood Management	\$34 million	\$457 million
Green Infrastructure	\$16 million	\$212 million



Tips for Doing Business with MMSD

- Be prepared for a competitive process!
 - All construction work over \$20K must be formally bid
 - Professional services over \$20K use a Request for Proposals selection process
- Regularly review the District's procurement opportunities
 - Register and Update an Active vendor registration
 - Current bid/RFP opportunities
 - Upcoming opportunities list (updated quarterly)
 - <https://www.mmsd.com/procurement>

Tips for Doing Business with MMSD

- If planning to respond to a bid or RFP:
 - Review pre-bid or pre-proposal recordings
 - Attend virtual vendor engagement and Q&A sessions
 - Attend site tours
 - Become a document taker
- Build relationships with prime contractors and consultants
- Connect with MMSD Procurement team

Tips for Doing Business with MMSD

- Attend the Annual Consultant & Contractor Meetings
 - Consultants: Wednesday, February 5th, at 10:30 AM
 - Contractors: Thursday, February 6th, at 10:30 AM
 - Register at: <https://www.mmsd.com/procurement>

Veolia Water Milwaukee / MMSD Partnership

- Veolia Water Milwaukee (VWM) operates and maintains the Jones Island and South Shore Water Reclamation Facilities and the conveyance system
- VWM bids out repair and replacement work for most projects less than \$100,000
- Procurement opportunities available:



<https://www.veolianorthamerica.com/milwaukee/procurement/>

BUSINESS DEVELOPMENT

Business Capacity Development Program

The program goal is to increase the capacity and capabilities of S/W/MBE firms to better compete for and participate on MMSD projects.



Business Development Training Seminars



Self-Paced Online Training Curriculum



One-on-One Business Mentoring



Networking Events



WORKFORCE DEVELOPMENT

Regional Internships in Science & Engineering (RISE)

Currently matching employers & college students for 2025 summer internships

- 12 Employers / 13 Students in 2024
- Contact Prism Technical to learn more:
<https://www.prismtechnical.com/rise>



LOCAL WORKFORCE UTILIZATION

109,000

Hours worked by local workers on District construction projects in 2024



37% of hours worked by residents from Socially Vulnerable neighborhoods

APPRENTICE UTILIZATION



19% of hours worked by apprentices in 2024

\$350K

Annual investment in certified pre-apprenticeship training




Questions?

Contact the Procurement & Supplier Diversity Team

 <https://www.mmsd.com/procurement>

 procurement@mmsd.com

 260 W Seeboth Street
Milwaukee, WI 53204

**Don't forget to fill out
the evaluation for this session.**

These evaluations help shape future events.

THANK YOU