



#onewaterstrong

One Water Capital Investment Plan Forum

Public Meeting
July 10, 2025

Today's Outline

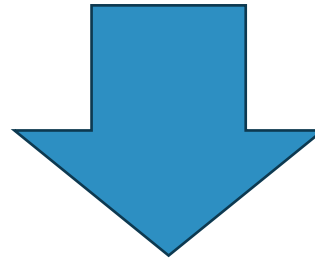
- ▶ **Welcome and Aspirations**
- ▶ **Charlotte Water**
 - **Background**
 - **CIP Breakdown**
 - **Opportunities**
- ▶ **Charlotte Storm Water Services**
 - **Background**
 - **CIP Breakdown**
 - **Opportunities**
- ▶ **Acquisition and Compliance**
 - **Announcements**
- ▶ **Questions**

Objectives for Today

- ▶ **Share upcoming infrastructure plans**
- ▶ **Foster a collaborative dialogue**
- ▶ **Expand professional networks**

Objectives for Today

- ▶ **Share upcoming infrastructure plans**
- ▶ **Foster a collaborative dialogue**
- ▶ **Expand professional networks**



Increased engagement and interest in contract opportunities

Presenters

- ▶ **Keri Cantrell** – Chief Engineer for Planning and Land Development
- ▶ **Chuck Bliss** - Chief Engineer for Capital Projects and Operations Support
- ▶ **Kate Labadorf** – Chief Engineer for Charlotte Storm Water Services
- ▶ **Matt Gustis** – Engineering & Design Division Manager, Charlotte Storm Water Services
- ▶ **Logan Oliver** – Construction & Utilities Division Manager, Charlotte Storm Water Services
- ▶ **Abby Dolan** – Acquisition & Compliance Manager
- ▶ **Frederica Love** – Business Diversity Lead
- ▶ **Crystal Robinson** – Supplier Administration

Charlotte Water



Vision

To be a leading utility, recognized for excellence, and dedicated to our people, community, region, and environment.



Mission

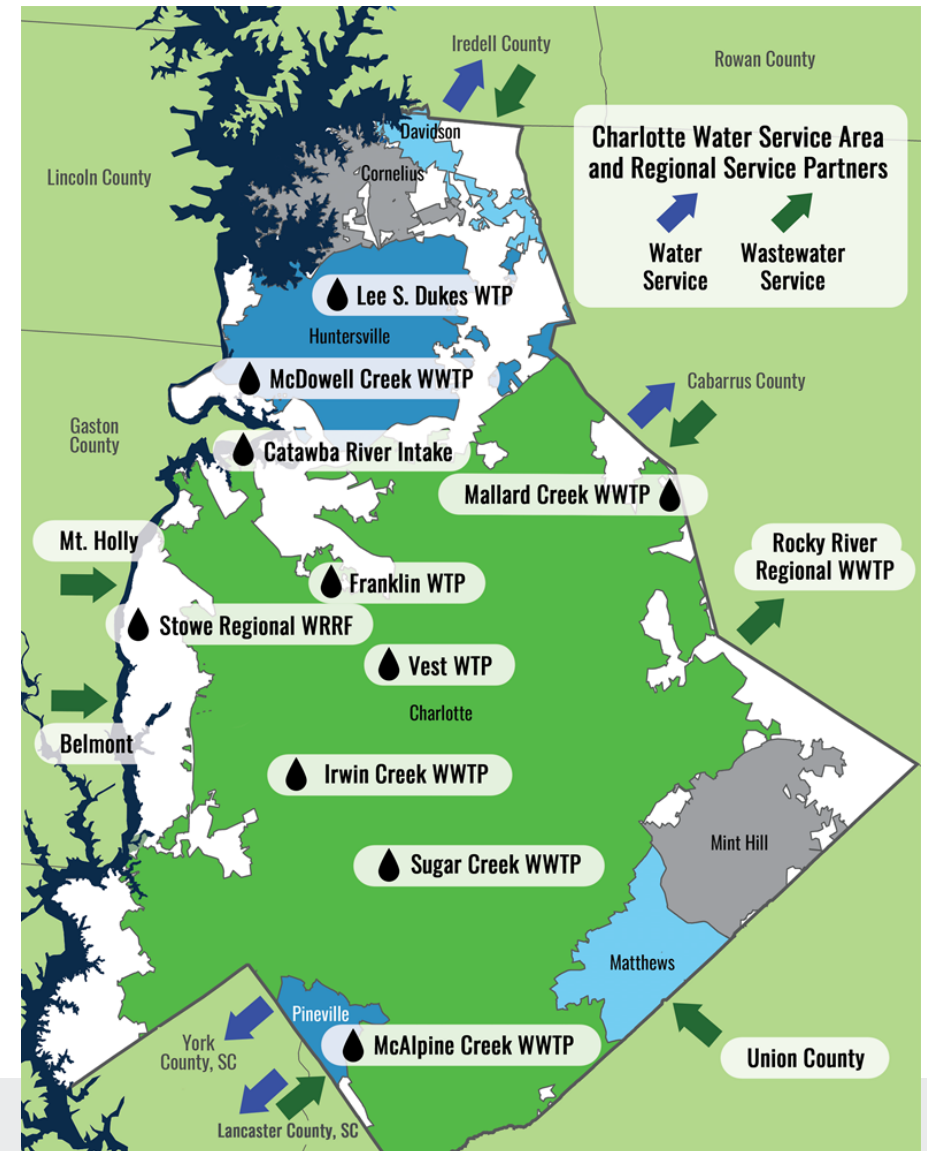
To consistently provide the highest quality water and wastewater services to our community.



Regional Water and Sewer System

High Quality & Resilient Utility

- ▶ **Water supply from 2 Catawba River impoundments**
- ▶ **Potable Treatment - 3 plants; 242 MGD total capacity**
 - 117.4 M Gallons of Water Pumped (Daily Average FY24)
- ▶ **Water Distribution - ~ 4,610 miles of 2"-72" water mains**
- ▶ **Wastewater Collection - ~4,595 miles of 8"-78" sewer mains and 74 sewer lift stations**
- ▶ **Regional Wastewater Treatment - 6 treatment plants with permitted capacity of 123.1 MGD**
 - 86.1M Gallons of Wastewater Treated (Daily Average FY24)



Fiscal Year 2024 Statistics



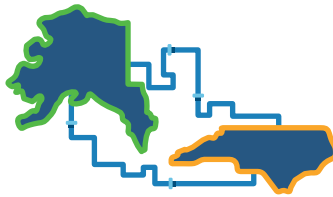
117.4

**Million Gallons of
Water Pumped on
Average Each Day**



86.1

**Million Gallons of
Wastewater Treated
on Average Each Day**



9,205

**Miles of Water and
Wastewater Pipes
Maintained**



2,920

**Water Main Leak
Repaired**



323,527

**Total Active
Water Service
Connections**



292,053

**Total Wastewater
Service Connections**

AAA Rated

\$507 Million invested in capital project improvements (FY24)

A gallon of water costs less than \$0.03

Serves a regional customer base of > 1,163,701

Charlotte Water FY26 Adopted Budget



40% CAPACITY FOR
GROWTH
\$911,644,900



33% REHABILITATION
& REPLACEMENT
\$746,759,486



15% REGULATORY
REQUIREMENTS
\$351,019,967



4%
UTILITY
SUPPORT
\$86,169,719



8%
COMMITMENT
TO PUBLIC
PROJECTS
\$191,005,400

FY 2026 Operating Budget \$651.2 M

42% Operating

- **Operational Needs**
- **Coverage of service contracts**

58% Capital

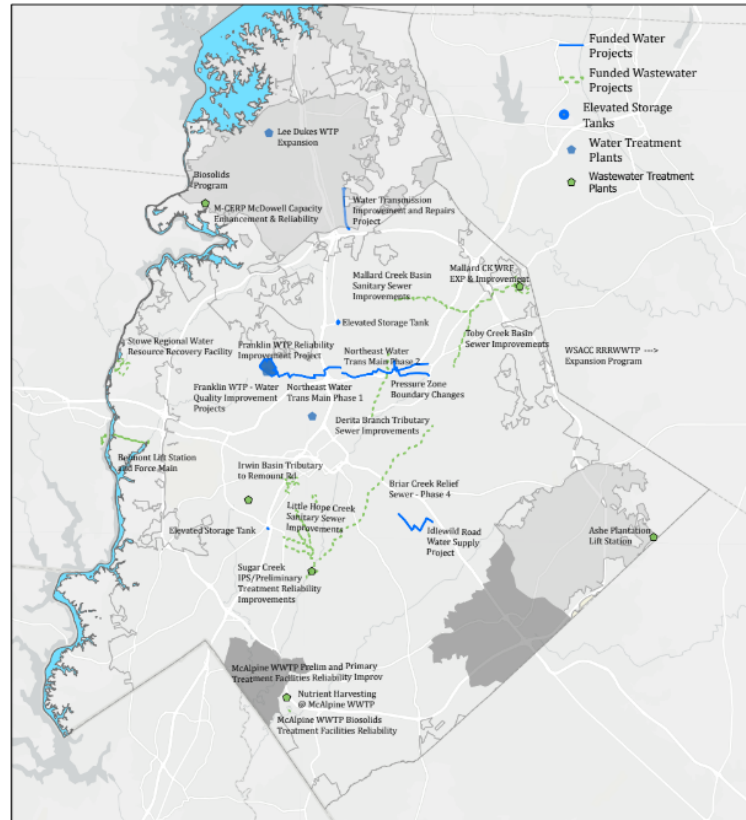
- **PAYGO to support CIP**
- **Increase in debt service**

FY26- FY30 Capital Investment Program \$2.29 B

- **Increases in rehabilitation & regulatory requirements**
- **Investment in operational efficiency**
- **Environmental enhancements**
- **Expansions due to growth & development**

FY26-30 CIP Map & Handout

Fiscal Year 2026-2030 Capital Improvement Plan Funded Projects Water & Wastewater



CHARLOTTE
WATER

0 1 2 4 6 8
Miles

Locations are approximate.
Map indicates funding status only.
Construction status may differ.

- **Projects and Programs**
- **CIP ID**
- **Anticipated Delivery Method**
- **Point of Contact**
- **Anticipated Annual Budget**
 - 1 – 5 years, individually

Opportunity Types for Capital Projects and Programs

- ▶ **Progressive Design Build RFQs**
- ▶ **Professional Services RFQs**
- ▶ **Services, Equipment and Materials RFPs**
- ▶ **Hard Bid Construction**
- ▶ **AES On-Call Misc. Engineering Services**
- ▶ **Subcontractor Opportunities**



Water and Sewer Infrastructure Installation Advertisements

► Two Construction Contracts

- Managed by the Design & Construction Engineering Division

► Scope:

- Primarily for water/wastewater street main extensions
- Shared with other divisions for miscellaneous support, such as:
 - *Distribution system improvements,*
 - *Collection system restrictions, and*
 - *Treatment plant site minor projects*

► Budget: ~\$15M

► Sub-Contractor Opportunities

- Paving
- Sidewalk repair/replacement
- Striping
- Testing and Sampling



New Service Installation Advertisements

► Two Construction Contracts

- **Managed by the Installation & Development Services Engineering Division**

► **Scope:** For installation of new small diameter water/sewer service connections

- Contract scopes would be similar and consist of:
 - *Installation of ¾"-2" water service connections*
 - *Installation of 4"-6" sewer service connections*
 - *Work will take place throughout the CLTWater service area*

► **Budget:**

- Contracts are anticipated to last two years from Notice to Proceed
- Contracts are estimated to range in value from \$10M to \$15M each

► **Timing:** Q1 and Q3 - 2026



Rehab and Replacement Advertisements

► Hard Bid

- McAlpine Creek 54" Sewer Rehabilitation Phase 2
 - Q3 - 2025
- FY26 Water Main Replacement
 - Q1 - 2026
- FY26 Sewer Point Repair and Replacements
 - Q3/Q4 - 2025
- FY26 Water & Sewer Repairs Time & Materials (Damages/Emergencies)
 - Q3 - 2025

► Managed by Field Operations Engineering Division

► Sub-Contractor Opportunities

- Sidewalk repair/replacement
- Paving
- Striping
- Testing and Sampling
- Traffic control
- Bypass pumping
- Landscaping/restoration



Rehab and Replacement Advertisements

► Professional Services

- Water & Sewer Repair Inspection Services
 - Q1 - 2026
- Emergency and Routine Repair Engineering Services
 - Q3/Q4 - 2026
- Leak Detection Services
 - Q3/Q4 - 2025
- Siphon/Large Diameter Sewer Cleaning
 - Q1 - 2026

► Managed by Field Operations Engineering Division



Belmont Pump Station and Force Main

► Construction Contracts

► Belmont Pump Station

- Budget: ~\$23M
- Timing: Q1 - 2026

► Belmont Force Main

- Budget: ~\$16.6M
- Timing: Q1 - 2026

► Belmont HDD (Under the Catawba)

- Budget: ~\$18.7M
- Timing: Q2 - 2026



► Sub-Contractor Opportunities

- Electrical
- E&SC
- Landscaping/restoration
- Grading
- Tree clearing
- Concrete
- Mud Engineering Services
- Paving
- Masonry
- Testing and Sampling (CMT)

Biosolids Treatment Facilities Rehabilitation

► Construction Services

► **Scope:** Digested Sludge Storage Tank and Building Rehabilitation that includes:

- Tank repairs and new cover for tank 1
- New pumps, valves, and piping
- New ground water dewatering system
- Tank 2 repairs

► **Budget:** ~\$10M

► **Timing:** Q1 - 2026



Davidson Eastern Rocky River Sanitary Sewer Installation

- ▶ **Construction Contract**
- ▶ **Scope: Install gravity sewer pipe along the Rocky River**
 - 3,600 LF 15-inch
 - 2,400 LF 12-inch
- ▶ **Budget: \$2,700,000**
- ▶ **Timing: Q4 - 2025**



McDowell Creek WWTP Primary Clarifier No. 5 and Influent Pumping Station Rehab

► Construction Contract

► Scope:

- For Clarifier: Demolition and disposal of existing mechanism; installation of new; replacement and improvements of ancillary assets
- For IPS: Replacement of existing grit and stainless-steel air piping; replacement of slide gate seals, actuators, and stems.

► **Budget:** \$2.0-2.5M

► **Timing:** Q3 - 2025



Standby Power and Instrumentation at Tank Sites

- ▶ **Construction Contract**
- ▶ **Scope:** Installation of new natural gas or propane generators and misc. electrical improvements at eight (8) tank sites.
- ▶ **Budget:** \$1.0M
- ▶ **Timing:** Q2 - 2026



Franklin WTP Service Water Improvements

- ▶ **Construction Contract**
- ▶ **Scope:** Installation of Owner-procured pumps and VFDs; modifications to existing service water piping; installation of flow meters.
- ▶ **Budget:** ~\$1.5M
- ▶ **Timing:** Q2 - 2026



Elevated Water Storage Tank Improvements

► Professional Engineering Services

- **Scope:** Design and construction administration for 5 separate elevated water storage tank rehab projects.
 - Rehab includes recoating interior and exterior of tanks, replacement of existing ladder systems, and misc. piping repairs.

► **Budget:** ~\$750k

► **RFQ Timing:** Q3/Q4 - 2025



Miscellaneous Treatment Plant Rehabilitation Construction Projects (15S01 & 15W08)



- ▶ Typically small, quick rehab and emergency projects at all water treatment and wastewater plants
- ▶ Historically, >\$10,000 to \$10 M
- ▶ **Subcontracting Opportunities**
 - Electrical
 - HVAC
 - Plumbing
 - Masonry
 - Roofing
 - Site Improvements
- ▶ **Contact**
 - CLT Water Chuck Cowherd, 704-578-3007

Commodities ITBs

► Franklin WTP Sedimentation Basin Improvements

- **Scope:** Rectangular butterfly valves
- **Timing:** Q4 - 2025
- **Budget:** \$1.5-2.0M

► Water Treatment Polymers

- **Scope:** Dewatering polymers
- **Timing:** Q4 - 2025
- **Budget:** \$75k

► Franklin WTP Service Water Pumps and VFDs

- **Scope:** Pumps and VFDs
- **Timing:** Q4 - 2025

Charlotte Storm Water Services



MISSION

To serve the City of Charlotte by improving surface waters and conveying rainwater safely through well-maintained storm drainage systems

What We Do



**Protect Surface Waters
(Surface Water Quality)**



**Ensure Adequate Public Drainage Infrastructure
(Storm Drainage)**

FY2024 Quick Stats

Accomplishments of our 200+ team members include:



900+
projects
managed



275+
projects
completed



34,850+
feet of pipe
installed



22,000+
feet of stream
improvement
in progress



13,220+
feet of pipe
rehabilitated

Financial Efficiency



\$83M+
invested in capital
improvement projects

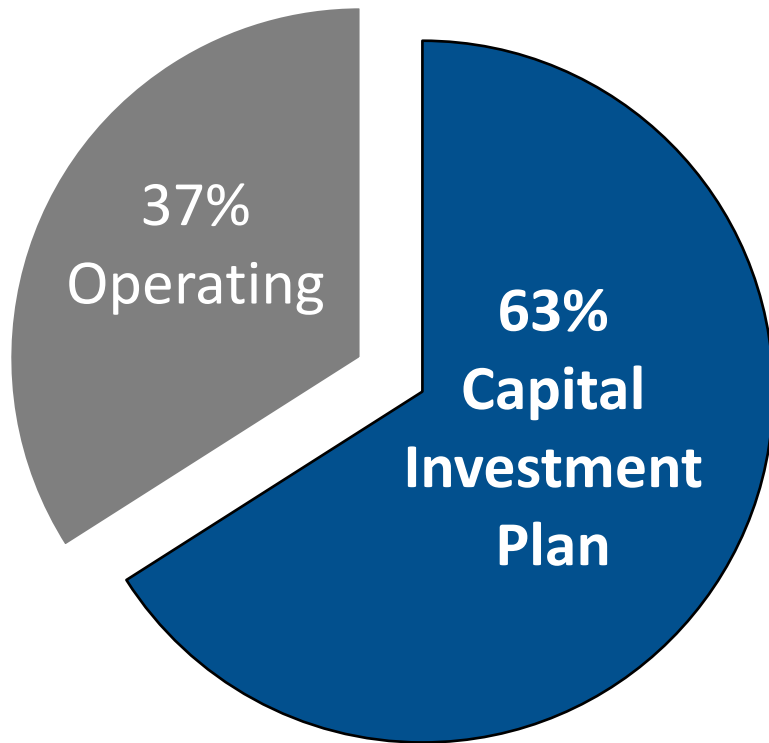


AAA
by Moody's Investors
Service and Standard &
Poor's Financial Services



70¢
per dollar collected
invested in capital
improvement projects

Capital Investment Plan



FY2026 – FY2030 CIP Budget = \$425M

Improve Drainage for Storm Water

- Major Storm Drainage projects = \$274M
- Minor Storm Drainage Projects = \$126M

Enhance Storm Water Mitigation Programs

- Stream Restoration & Pollution Control projects = \$14M

Mitigate Impacts to Stream and Wetlands

- Stream Mitigation Bank = \$5M
- Post Construction Control Program = \$6M

Charlotte Storm Water Services CIP Breakdown

Surface Water Quality Projects

- ▶ Address eroding and incised channels
- ▶ Address deteriorated dams/spillways
- ▶ Identify areas to enhance water quality



Surface Water Quality

- ▶ Stream Restoration
- ▶ Wetland Enhancement
- ▶ Stormwater Control Measures

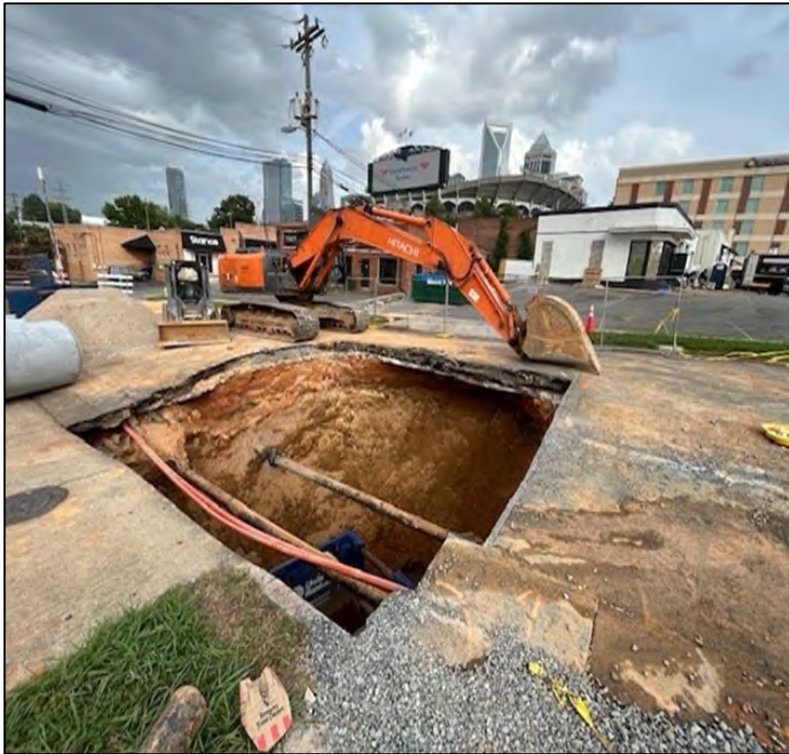


Storm Drainage Projects

- ▶ Address aging, failing infrastructure
- ▶ Reduce flooding



Storm Drainage Replacing/Installing New Infrastructure



Storm Drainage - Rehabilitation

Cured in Place Pipe



Spin casting



Polyurethane Injection



Minor Projects

- ▶ Targeted storm drainage improvements
- ▶ In-house design or engineering consultant design
- ▶ Unspecified contracts are bid and then minor projects assigned to the contract
- ▶ Start 200 - 250 a year
- ▶ <\$500K construction cost



Major Projects

- ▶ Comprehensive improvements
- ▶ Design/Build (Surface Water Quality)
- ▶ Design/Bid/Build projects (Storm Drainage and Surface Water Quality)
 - Engineering consultant design
 - Individual bid projects
- ▶ Start 5 - 7 a year (Storm Drainage and Surface Water Quality)
- ▶ \$500K - \$20M construction cost



Project Delivery Methods (Construction)

	#Projects per Contract	Contract Duration	Contract Cost	Project Cost
Design/Build (Surface Water Quality Projects)	1	4 - 8 years	\$5M - \$10M	\$5M - \$10M
Design/Bid/Build (Major Storm Drainage and Surface Water Quality Projects)	1	6 months - 3 years	\$500K - \$20M	\$500K - \$20M
Collective Packages (Minor and Major Storm Drainage)	2 - 6	12 months	\$1M - \$3M	\$200K - \$750K
Unspecified – Formal (Minor Storm Drainage)	20 - 30	24 months	\$4M - \$6M	\$20K - \$500K
Unspecified – Informal (Minor Storm Drainage)	10 - 15	12 months	\$150K - \$200K	\$1K - \$20K

Design/Bid/Build Projects

- Lowest responsible, responsive bidder
- Projects can address flood mitigation, aging infrastructure, etc.
- Can include many different types and sizes of projects, vary greatly
- Majority reinforced concrete pipe
- Large non-standard drainage structures and endwalls
- Active shoring
- Surface Water Quality – stream work/structures/grading
- Special Provisions related to Storm Drainage Improvement Projects



Collectives Packages: Same as Design/Bid/Build Projects except that projects are grouped and bid together in one construction contract.



Unspecified Contracts - Formal

- Lowest responsible, responsive bidder
- Bid on typical unit items and quantities
- Projects assigned to contract after bid



- Grading
- Seeding and Mulching
- Erosion Control Matting
- Pipe Collars
- Water/Sewer
- Concrete Sidewalk/Curb
- Foundation Protection
- Small-Medium RCP
- Drainage Structures
- Endwalls and Footers
- Joint Repair/Injections
- Trench Excavation
- Backfilling/Bedding Material

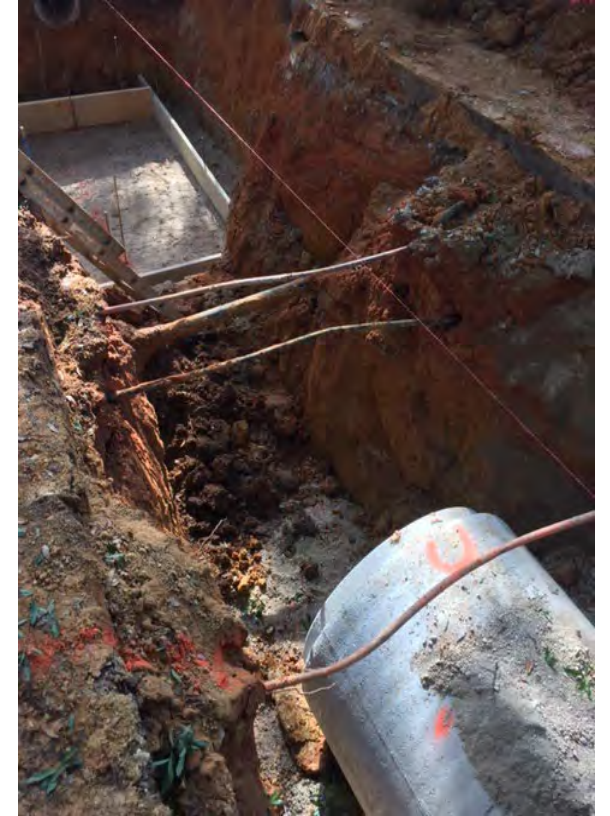
Typical Construction Challenges



Tight Spaces
(between structures, trees, walls, etc)



Conveyance/Pump Around Operations



Private Utilities
(Gas/Power/Communications, etc)

Subcontracting Opportunities

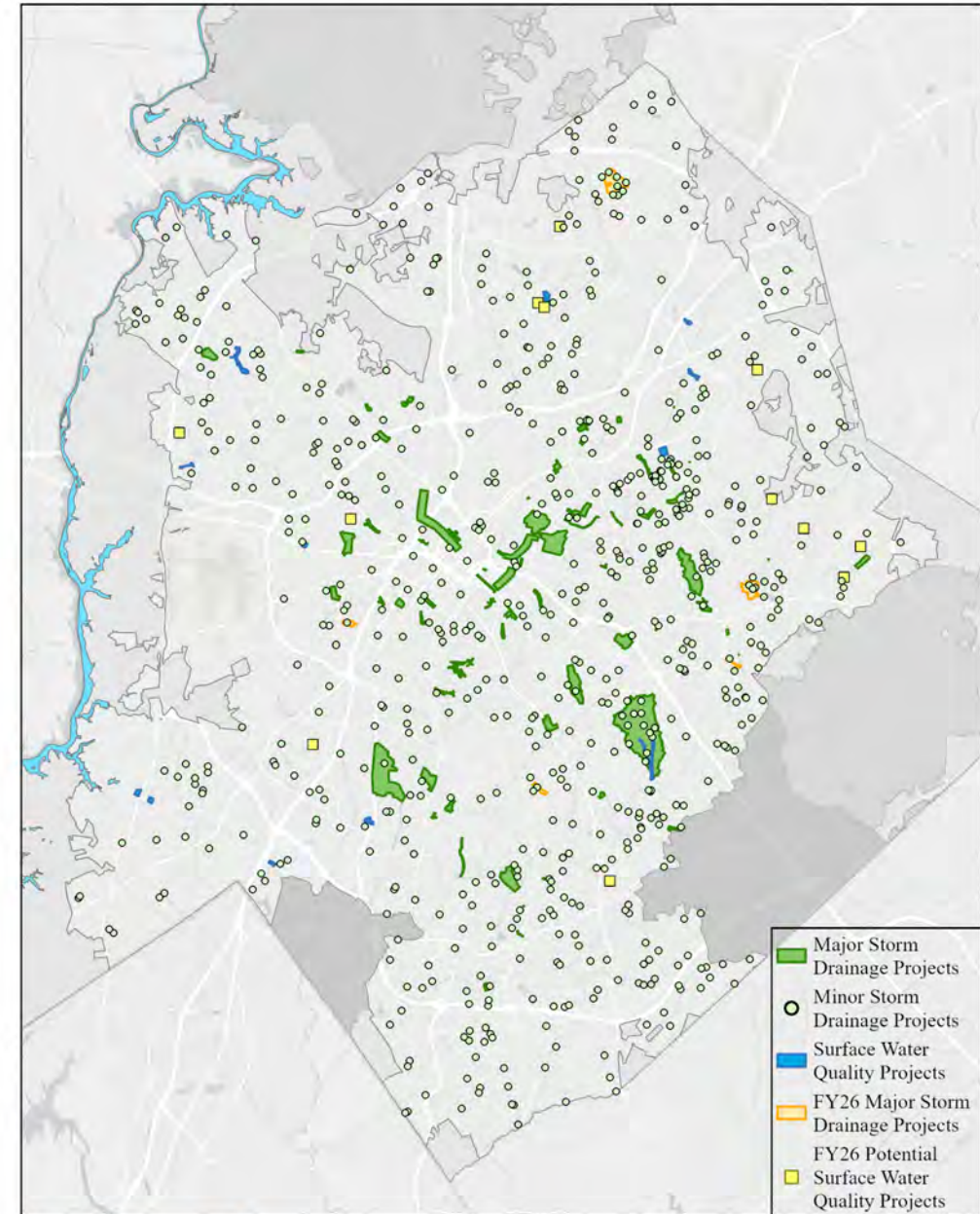


- Fencing
- Foundation Protection
- CIPP
- Pipe Cleaning
- Joint Injection
- Asphalt Paving
- Concrete Flatwork
- Masonry
- Hauling
- Traffic Control/Flaggers
- Clearing/Grubbing/Tree Removal

Charlotte Storm Water Services Opportunities

Handout - CIP Map and Project List

- ▶ **Map of Project Locations**
- ▶ **Anticipated Consultant and Contract Opportunities**
- ▶ **List of Projects**



Locations are approximate.
Map indicates project status only.
Project phase may differ.

Professional Design Services

	Consultants/Contractor	Type	Contract Length	Estimated Advertisement
Major Projects	Multiple Selected	RFQ	5 - 7 Years	FY26, FY28
Minor Projects	Multiple Selected	RFQ	3 - 5 Years	FY26
Surface Water Quality Projects	Potentially Multiple Selected	RFQ	5 - 7 Years	FY27
Owner's Representative - Design/Build	Typically, One Selected	RFQ	6 Years	FY27
Design/Build - Surface Water Quality	Potentially Multiple Selected	RFQ	4 - 8 Years	FY27
Structural Services - Minors	Potentially Multiple Selected	RFQ	3 - 5 Years	FY29
Utility Locate Services - Minors	Potentially Multiple Selected	RFQ	3 - 5 Years	FY29

RFQ = Request for Qualifications

Professional and Contract Services

	Consultants/Contractors	Type	Contract Length	Estimated Advertisement
On-Call Geotechnical and Construction Material Testing Services	Potentially Multiple Selected	RFQ	3 - 5 Years	FY28
Utility Coordination Services	Potentially Multiple Selected	RFQ	3 - 5 Years	FY27
On-Call Construction Administration, Inspection, and Management Services	Potentially Multiple Selected	RFQ	3 - 5 Years	FY29
Site Preparation for Pre-Construction Utility Relocations	Potentially Multiple Selected	RFP	3 - 5 Years	FY27
Channel Cleaning Services	Typically, One Selected	RFP	3 - 5 Years	FY26
On-Call SCM and Vegetation Management	Potentially Multiple Selected	RFQ	5 Years	FY26

RFQ = Request for Qualifications

RFP = Request for Proposal

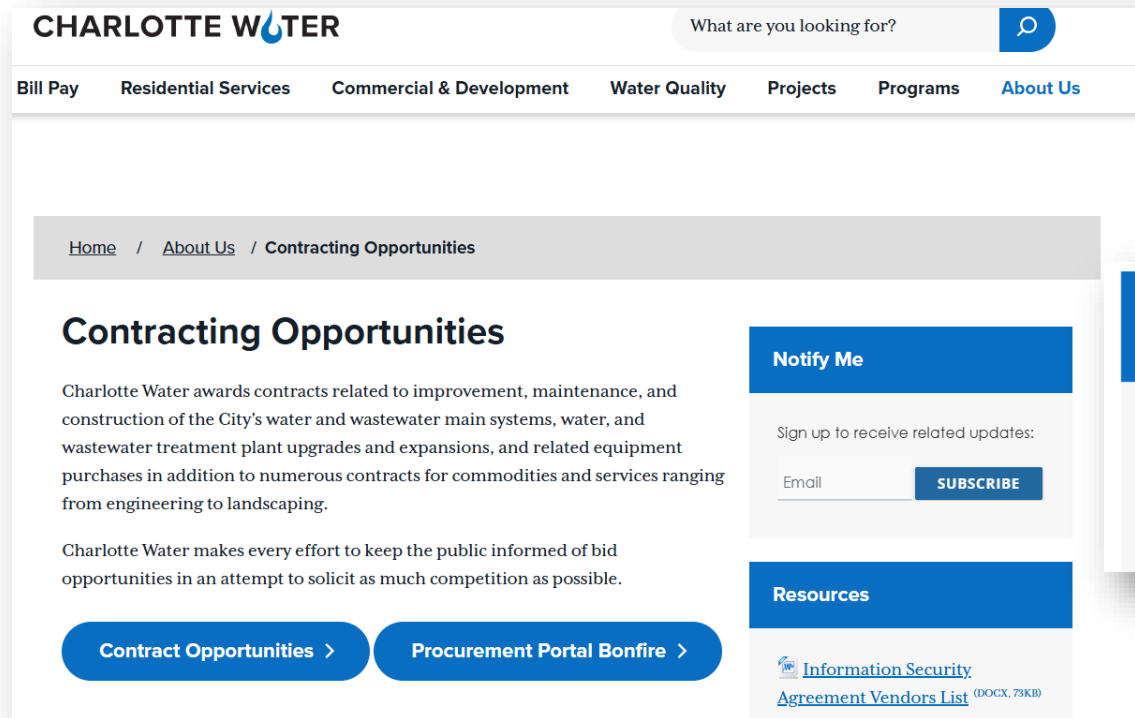
Construction Services

	# of Contracts Advertised /Year	Estimated Contract Value	Contract Length
Design/Bid/Build (Major Projects)	5 - 10	\$500K - \$20M	6 months – 3 years
Collective Packages	3 - 5	\$1M - \$3M	12 months
Formal – Unspecified	5 - 7	\$4M - \$6M	24 months
Formal – Unspecified Maintenance and Repair	2 - 3	\$750K - \$2M	18 months
Formal – Unspecified Grouting and Lining	1 - 2	\$1M - \$2M	18 months
Informal - Unspecified	1 - 2	\$150K - \$200K	12 months



Procurement
Business Diversity
Supplier Administration

Contracting Opportunities Site



- Helpful links to: opportunities across the city, the Procurement Portal, vendor registration, and CBI's website

Information Security Agreements

- Form is available on Contracting Opportunities site
- Agreements expire after 5 years

Resources

-  [Information Security Agreement Vendors List](#) (DOCX, 73KB)
-  [Information Security Agreement](#) (PDF, 107KB)
-  [Charlotte Water Construction Projects](#)
-  [Design Manual \(Specifications\)](#)
-  [SEPAX001-POL-Badge-and-Access-Control.pdf](#) (PDF, 69KB)



INFORMATION SECURITY AGREEMENT

I understand certain water & sewer infrastructure data, operational details and other utility information records (as defined in N.C. General Statute Chapter 132, City of Charlotte Restricted Data Policy and Charlotte Water Information Security Procedure) qualify as security-sensitive or restricted information, and their release is therefore carefully managed and potentially exempt from disclosure requirements. As an individual and/or as an appointed representative of the company/agency listed below, I agree the information provided to me will only be used for the legitimate business or community function for which the information was requested and provided.

I acknowledge the conditional release of sensitive/restricted water & sewer data, maps or other records does not in itself create any rights to operate, adjust, modify or otherwise interfere with the operation of any Charlotte Water or other City facility. Any released data that provides location of underground facilities will never be used as a substitute for contacting a one-call center, such as 811, prior to excavation activities.

I will neither create nor publish information or maps using sensitive/restricted water & sewer data. No part of sensitive/restricted information is to be copied or distributed outside my agency without the express written consent of Charlotte Water. Unless specifically authorized to do so in writing by Charlotte Water's Contracts & Procurement Team or other authorized staff, I and the agency I represent will not redistribute any sensitive/restricted project information to other parties (including subcontractors or clients) and any requests for sensitive/restricted information from parties outside my agency will be directed to Charlotte Water.

Charlotte Water geographic data and other records are provided for general information purposes only. While Charlotte Water makes every effort to confirm the accuracy of information, it does not warrant nor guarantee information provided is accurate, current or complete. Charlotte Water assumes no responsibility for the consequences of inappropriate uses or misinterpretations of released data. I acknowledge that failure to follow this Agreement may result in actions including but not limited to forfeiture of access to sensitive/restricted information, contract termination, limits upon future work and payment of damages, if any. I will destroy this information when its stated use for the intended purpose has expired. I will safeguard the information against any use inconsistent with this Agreement and against any further disclosure or dissemination. This agreement expires five years from the date listed below.

PRINTED NAME: _____ DATE: _____

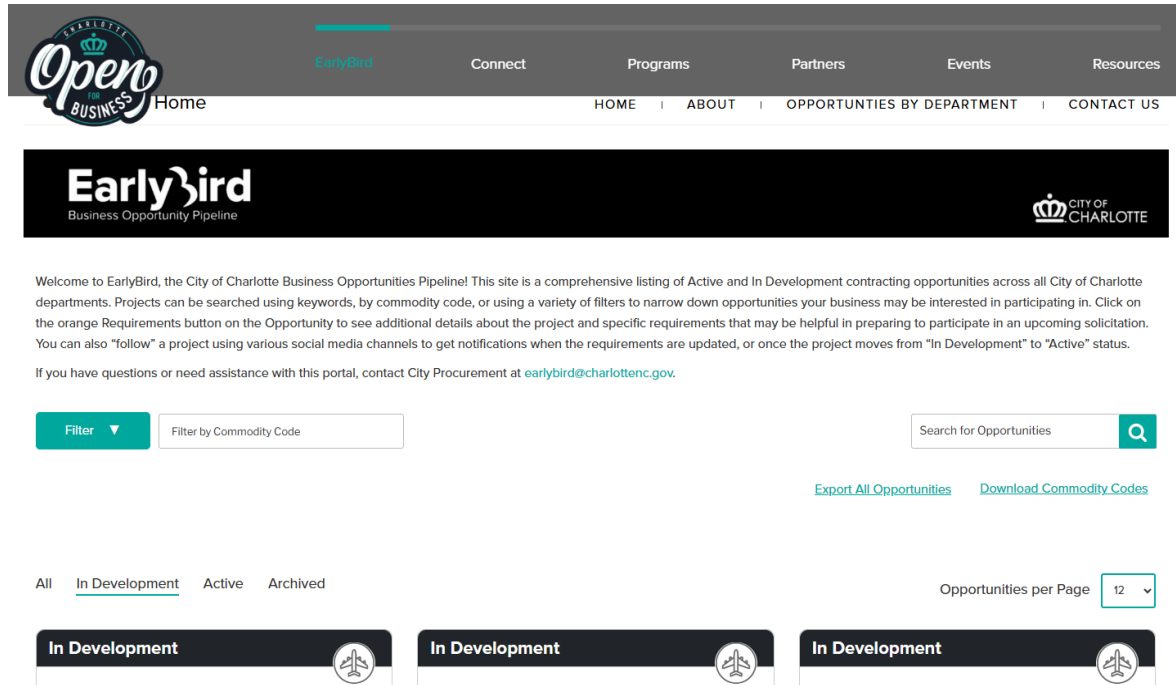
COMPANY/AGENCY NAME: _____ PHONE: _____

MAILING ADDRESS: _____

CITY, STATE, ZIP: _____

EMAIL ADDRESS: _____

EarlyBird



The screenshot shows the EarlyBird website interface. At the top is a navigation bar with links: Home, EarlyBird, Connect, Programs, Partners, Events, and Resources. Below this is a secondary navigation bar with links: HOME, ABOUT, OPPORTUNITIES BY DEPARTMENT, and CONTACT US. The main header features the 'EarlyBird Business Opportunity Pipeline' logo and the 'CITY OF CHARLOTTE' logo. A welcome message states: 'Welcome to EarlyBird, the City of Charlotte Business Opportunities Pipeline! This site is a comprehensive listing of Active and In Development contracting opportunities across all City of Charlotte departments. Projects can be searched using keywords, by commodity code, or using a variety of filters to narrow down opportunities your business may be interested in participating in. Click on the orange Requirements button on the Opportunity to see additional details about the project and specific requirements that may be helpful in preparing to participate in an upcoming solicitation. You can also "follow" a project using various social media channels to get notifications when the requirements are updated, or once the project moves from "In Development" to "Active" status. If you have questions or need assistance with this portal, contact City Procurement at earlybird@charlottenc.gov.' Below the welcome message are search and filter options: a 'Filter' dropdown, a 'Filter by Commodity Code' input field, a 'Search for Opportunities' search bar with a magnifying glass icon, and links for 'Export All Opportunities' and 'Download Commodity Codes'. At the bottom, there are tabs for 'All', 'In Development' (selected), 'Active', and 'Archived', and a dropdown for 'Opportunities per Page' set to '12'. Three 'In Development' project cards are visible, each with a circular icon containing a stylized bird.



- Filter by Charlotte Storm Water Services or Charlotte Water
- "In Development" = upcoming opportunities, "Active" = advertised
- Click "Requirements" to learn more information

Procurement Portal (Bonfire/Euna)

Procurement Portal
City of Charlotte

Department:

[Open Public Opportunities](#) [Past Public Opportunities](#)

Status	Ref. #	Project	Department	Close Date	Days Left	Action
OPEN	FY26-ITBCon-02	Regional Solids Conveyance Phase 1A – Force Mains (Package 1)	Charlotte Water	Jul 9th 2025, 10:00 AM EDT	7	View Opportunity
OPEN	FY26-RFQ-01	Mallard Creek Water Resource Recovery Facility Reclaimed Water System Improvements Project	Charlotte Water	Jul 10th 2025, 2:00 PM EDT	8	View Opportunity
OPEN	FY26-ITBCon-05	832 Dobson Storm Drainage Improvement Project	Charlotte Water	Jul 10th 2025, 2:00 PM EDT	8	View Opportunity
OPEN	FY26-ITBCon-04	FY26 Sanitary Sewer Rehabilitation	Charlotte Water	Jul 22nd 2025, 10:00 AM EDT	20	View Opportunity



- Click on "Department" to sort
- Storm Water's opportunities are listed under Charlotte Water
- Register to view opportunities.

Charlotte Business INClusion (CBI) Program

What is the CBI Program?

- The CBI Program is the City of Charlotte's citywide diversity and inclusion program that seeks to enhance **M**inority-Owned, **W**omen-Owned, and **S**mall Business Enterprises (**M/W/SBEs**) participation on city contracts.
- City departments review their projects to determine subcontracting opportunities for that project and will either set or negotiate M/W/SBE subcontracting goal(s) on a contract-by-contract basis.

What is a City of Charlotte M/W/SBE?

► A City of Charlotte M/W/SBE is:

- Minority-Owned (MBE) and Women-Owned (WBE) are certified by the North Carolina Historically Underutilized Business (HUB) office, then registers with the CBI Office to become a City of Charlotte M/WBE.
 - M/WBE certification relevant market is all 100 NC counties + York County, SC.
- Small Business Enterprises (SBE) are certified by the CBI Office and located within the 13 county Charlotte Combined Statistical Area (CSA):
 - **North Carolina:** Anson, Cabarrus, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanley, and Union;
 - **South Carolina:** Chester, Lancaster, and York

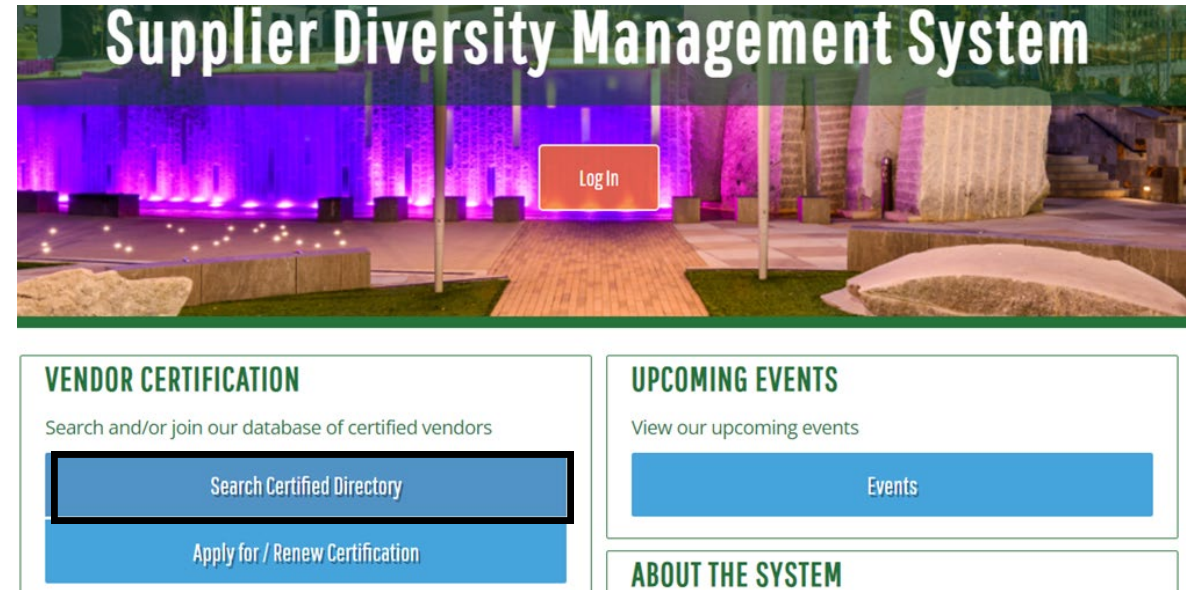


Where to Search for City of Charlotte MWSBEs

To find City of Charlotte MWSBEs, search the B2GNow aka INClusionCLT Supplier Diversity Management System, the City's Certified Directory Contract Compliance system at:

<https://charlotte.diversitycompliance.com>

Click on "Search Certified Directory"



CBI Contractor Development Program

To assist M/W/SBE contractors with their contracting capacity and business growth the CBI Office has teamed up with Merriwether & Williams and The Wonder Group to offer the **CONTRACTOR DEVELOPMENT PROGRAM**.

A graphic for the Contractor Development Program. It features a large, stylized title 'Contractor Development Program' in a red, cursive font. Below the title, it lists sponsors: 'Sponsored By: CHARLOTTE BUSINESS INCLUSION' (with a purple circle logo) and 'CITY OF CHARLOTTE' (with a crown logo). It also lists the program administrator: 'Program Administered By: Merriwether & Williams INSURANCE SERVICES' (with a red star logo). Below that, it says '... Of Like Minds' and 'A HUB International Company'. On the right side of the graphic is a photograph of four diverse professionals (three women and one man) in business attire, gathered around a table and looking at documents. The entire graphic is set against a white background with a large, torn-edge yellow paper shape behind the text and photo.

Contractor Development Program

Sponsored By:

CHARLOTTE BUSINESS INCLUSION
Connecting M/W/SBEs with opportunities.

CITY OF CHARLOTTE

Program Administered By:

Merriwether & Williams
INSURANCE SERVICES

... Of Like Minds

A HUB International Company

CBI Contractor Development Program

FOUR PILLARS OF THE PROGRAM:

- Assessment & Technical Assistance
- Bond Readiness Assistance
- Education & Training
- Program Partners

ALL STARTS WITH:

- Registration which can take less than 5 minutes.
- Assigned a Contract Development Manager (CDM).
- Let your CDM know that you are bidding on a project and will need assistance.
- M/W/SBE firms may get contract-based financing support and be eligible for low-interest contract-based financing on City of Charlotte projects via the Carolinas Small Business Fund.

CITY OF CHARLOTTE
CONTRACTOR DEVELOPMENT PROGRAM

THE FOUR PILLARS OF CONTRACTOR DEVELOPMENT

The Contractor Development Program assists contractors with their contracting capacity and business growth.

PRIME CONTRACTOR PARTNERSHIPS

EDUCATION, TRAINING & CONTRACT SUPPORT

BONDING, CONTRACT FINANCING & PROJECT ASSISTANCE

ASSESSMENT & TECHNICAL ASSISTANCE

Assessment & Technical Assistance

- Enrollment in our Contractor Development Program.
- Personal Contractor Development Manager to provide a professional assessment of your current capacity and growth needs.
- One-on-one consultation to develop a work plan aligned with your business needs and goals.
- Facilitated referrals to Program Partners and resources.
- Referrals to specific project opportunities.

Bond Readiness Assistance

- Assist with obtaining or increasing bonding capacity.
- Bond Collateral Support and contract finance assistance through a partnership with Carolina Small Business Development Fund.
- Contract review, project assessment, and field support.
- Assistance with project risk identification and mitigation.
- Accounting cost subsidy for CPA-prepared financial statements.

Education & Training

- Group Classes on public construction best practices led by industry experts.
- Creation of individualized Contractor Profile to assist with business marketing.

Program Partners

- Strategic alliances with Program Prime contractors including matchmaking and referrals.
- Networking with public agency staff and peer contractors.



Supplier Administration

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