



**MWD**

METROPOLITAN WATER DISTRICT OF SOUTHERN CALIFORNIA



7-1

August 24, 1998

**To:** Board of Directors (Organization and Personnel Committee--Action)

**From:** *for* General Manager

**Submitted by:** Susan K. Walker  
Manager of Business Development

**Subject:** Business Development Program: Approval to Respond to Marin County Municipal Water District's Request for Metropolitan Water Quality Testing Services.

## **RECOMMENDATION**

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It is recommended that the Board of Directors authorize Metropolitan to provide Water Quality Testing Services to Marin County Municipal Water District pursuant to a contract approved as to form by the General Counsel.

## **EXECUTIVE SUMMARY**

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Periodically, Metropolitan receives requests for a variety of services from other water agencies. Metropolitan's "Guiding Principles on Business Initiatives" require Board of Directors' approval for nonmember agency services.

Marin County Municipal Water District, a public utility in California's Bay Area, desires to use the services of Metropolitan's Water Quality Laboratory to perform specialized Geosmin and 2-methylisoborneol (MIB) water sample analyses.

This opportunity meets the Board-adopted criteria for business practices. It relates to Metropolitan's core mission, unique expertise in Water Quality, as well as potential for providing gross revenue of \$5,000.

## **PROPOSAL TO PROVIDE SERVICES**

- Requester: Marin County Municipal Water District  
Corte Madera, CA
- Services Requested: Supplemental laboratory services for the analyses of water samples for Geosmin and 2-methylisoborneol (MIB).
- Purpose: Specific analyses related to water odor characteristics.
- Date Required: Over a 1-year period beginning September/October 1998.
- Resources Required: Existing Water Quality Laboratory facilities and staff.
- Risk and Mitigation: All analyses will be performed using established analytical methods.
- Metropolitan's work will be covered under the new Professional Services and Product Liability Insurance.
- Contract Value: Not to Exceed \$5,000.

## **COMPLIANCE WITH BUSINESS DEVELOPMENT POLICY AND GUIDELINES**

- (1) Metropolitan possesses unique expertise in performing specialized water quality analytical tests and services.
- (2) Metropolitan staff will continue to expand their expertise in this area through continued application of water quality analysis techniques.
- (3) The anticipated revenues will cover all direct costs and contribute to Metropolitan's fixed costs.