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METROPOLITAN WATER DISTRICT OF SOUTHERN CALIFORNIA

APPROVED
By the Board of Directors of
the Metropolitan Water District
of Southern California
at its meeting held

43217A

OCT 13 1998

Dawn Chin
EXECUTIVE SECRETARY

7-4

September 22, 1998

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

From: *ca* General Manager

Submitted by: Susan K. Walker
Manager of Business Development

Edward J. Meyer III
Susan K. Walker

Subject: Business Development Program: Requesting Authority to Respond to Contra Costa Water District's Request for Metropolitan Water Quality Testing Services

RECOMMENDATION

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

EXECUTIVE SUMMARY

Periodically, Metropolitan receives requests for a variety of services from other water agencies. Metropolitan's "Guiding Principles on Business initiatives" require Board of Director's approval for non-member agency services.

Contra Costa Water District, a public water agency, established in 1936, located 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. Approximately 400 analyses will be conducted by the Laboratory over a two-year period.

This opportunity meets the Board-adopted criteria for the Business Development Program. It relates to Metropolitan's core mission, unique expertise in Water Quality, as well as potential for providing gross revenue of \$50,000.

PROPOSAL TO PROVIDE SERVICES

Requester: Contra Costa Water District, Concord, 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 two-year period beginning October/November 1998.

Resources Required: Existing Water Quality Laboratory facilities and staff resources.

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 \$50,000.

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.