

- Annual Report of Business Outreach Program for FY 2007/08

## Summary

---

The FY 2007/08 General Manager's Business Plan was focused on positioning Metropolitan for the future. The following report will demonstrate how the Business Outreach Section supports that plan.

## Detailed Report

---

Our success is a credit to the cooperation, creativity, persistence and innovation of the Executive Office, Metropolitan staff, Board of Directors, our public agency partners, and the business community. We will continue to measure our success by what matters most – the bottom line.

Regionally, the program continues to prove beneficial to our local community. With approximately 86 percent of Metropolitan's dollars paid to companies locally this fiscal year, the program reinvested approximately \$344 million into the Southern California economy.

This report is organized into three areas: performance, process improvements and outreach activities. Performance is a summary of how we performed as an organization, cost savings and contract awards. Performance includes enhancement of programs from certification, compliance and monitoring to contract evaluation in an effort to expand utilization of vendors while improving Metropolitan's bottom line. Outreach includes involvement in events and activities, but also the day-to-day interaction of the team with internal staff and vendors.

- Exceeded Metropolitan's overall goal of 18 percent and achieved 26 percent of contract dollars going to small business enterprises resulting in \$104 million going directly into the Southern California economy.
- Implemented a new Web-based electronic procurement system called NetConnect. The system provides a centralized portal for vendors to get certified as a small business. Over 2,000 businesses have been certified through our new system, increasing the total number of Small Businesses to 6,000 in NetConnect.
- Continued to reach over 15,000 potential vendors and strategic partners through weekly outreach newsletter, "Tap into Opportunities." Topics included: job announcements, contracting opportunities and event listings covering the Southern California Region.
- Implemented the inaugural Spring Green Fair at Metropolitan's Los Angeles headquarters. Over 1,000 people attended the event. Highlights included workshops, exhibitors and Metropolitan employee participation.
- Monitored all construction and professional services contracts resulting in a \$40 million reinvestment into the local small business economy with \$30 million going to minority businesses and \$9 million to women owned businesses.

Board Report (Annual Report of Business Outreach Program for FY 2007/08)

- Over 358 participated in our vendor development series called “Strategies for Public Sector Contracting.” Programs offered in Professional Services, Procurement and Construction.
- Coordinated and held three “Connect 2 Met” collaboration conferences. The partnership with Los Angeles DWP Director John Murray, Jr; West Basin Directors Willard Murray, Jr. and Edward C. Little; Compton Director Isadore Hall, III, and Central Basin Director Robert Apodaca, brought over 600 constituents and members of the small business community to a half-day seminar on public agency contracting.