

Metropolitan Water District Business Outreach Program

An Overview

June 7, 2010
Item 7d



Small Business Facts and Figures*

- 99 % of U.S. businesses are small businesses
- Small businesses create three out of every four new jobs
- 90 % of all firms in the U.S. employ fewer than 20 employees
- 22.1 million non-farm businesses are small by size standards set by the SBA

* Source: House Committee on Small Business

Women and Minority-Owned Enterprises*

- 7.7 million women-owned firms employ 15.5 million people, more than the number of people employed in Fortune 500 firms
- 3.25 million minority-owned businesses employ nearly 4 million workers and generate \$495 billion in revenue annually

* Source: House Committee on Small Business; Dun & Bradstreet

Program History

- Launched in 2001 to support open access to public sector business opportunities
- Key areas of focus:
 - Small Business Program
 - Regional Program
 - Disabled Veteran's Program
- Established Small Business Enterprise Goal of 18 %
- Established Disabled Veterans Business Enterprise Goal of 3 %

Program Partners

- Port of Long Beach
- City of San Diego
- San Diego County Water Authority
- Los Angeles Unified School District
- Los Angeles Community College District
- Orange County Small Business Development Center
- Los Angeles Community College District
- Small Business Development Center
- CA Community College Economic & Workforce Development Program
- Minority Business Development Organization

Program Components

- Online Self-Certification
- Vendor Introductions
- Vendor Development - Construction Certificate Program
- Contracting Considerations
- Community Events - Connect2Met
- Contract Compliance and Accountability

Program Highlights

- Spring Green Expo
- Women's Business Conference
- California Construction Expo
- Global Water and Technology Forum
- Connect2Met

QUESTIONS?

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