



The Metropolitan Water District of Southern California

Business Outreach Program 2015 -16 Annual Report Overview

Organization, Personnel & Technology Committee
November 8, 2016

Business Outreach Program

Core Objectives & Benefits

Outreach

- **Increased Competition**
- **Strategic Alliances**

Contract Awards

- **Regional Re-Investments**
- **Compliance & Utilization**

**Innovation &
Technology**

- **Accelerate Connections in Innovation**
- **Provide Feedback and Resources**

Strategic Alliances

- Host of 11th Annual CA Construction Expo
 - 175 exhibitors
 - 60 Buyers
 - 1,400 attendees
- Matchmaking Event
 - 200 subcontractors
 - 20 large primes
 - \$40B in projects
- 2017 Cal Con Expo



Strategic Alliances

- Veterans Outreach
 - Salute to Veterans Day Breakfast
 - Construction Expo hosted at Camp Pendleton
 - 4th Annual DVBA Procurement Conference
- Disabled Veteran Business Initiatives
 - Internal Training and awareness on new bid thresholds
 - State of CA DVBE Advocate
 - UCLA Entrepreneurship Bootcamp for Disabled Veterans

Outreach

Increased Awareness

- Appointed to 12 regional advisory boards including Governor's Small Business Advisory Council
- Participated with 65 business organizations
- Hosted 40 vendor workshops & panels
- Participated in 72 regional small business conferences

Contract Awards

In Support of Small & Disabled Veteran-Owned Businesses

Total contract dollars awarded SBEs

- Achieved 33 percent or \$190M
- \$160M to SBE Primes
- \$30M to subcontractors and sub consultants in Construction and Professional Services
- \$583,000 awarded to DVBEs
- Database access to 30k CA small businesses



Program Recognition

Leadership Awards

- Asian American Architects and Engineers
- Elite Service Disabled Veteran Owned Business Network

Corporation of the Year Nominee

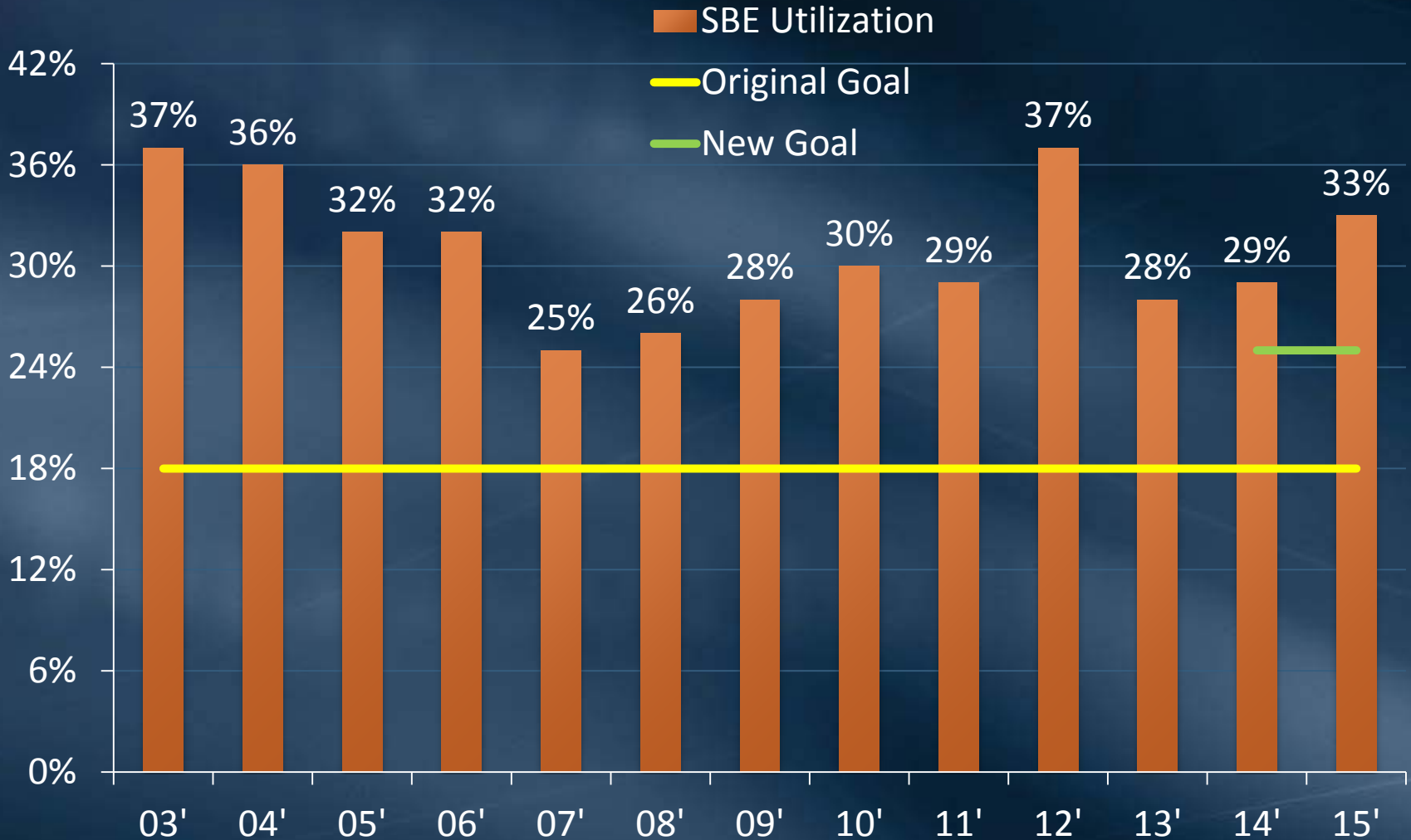
- Southern California Minority Business Development Council

Diversity Heroes Award

- PR News




Total SBE Utilization




Innovation and Technology Program

BRIDGING THE GAP BETWEEN
PUBLIC AGENCIES AND
THE TECHNOLOGY SECTOR

H₂O
TECHHUB
DISCOVER·EVALUATE·ACCELERATE·INTEGRATE



 H2OTechConnect.IntroNetworks.com
Program Hotline 213.217.7620

THE METROPOLITAN WATER DISTRICT OF SOUTHERN CALIFORNIA

Program Objectives

- Discover innovations that support MWD and member agencies' mission of water supply reliability and conservation
- Promote a culture of innovation in MWD work practices
- Advance public water agencies' role in the development of water and power related technologies
- Assist small business innovation with resources

Innovation at MWD

- Discover the Latest H2O Technology
 - Technology Approval Group
 - Private sector trials
 - Host Global Water Innovation Forums
- Central Resource for Innovation Community
 - Host Innovation events for entrepreneurs
 - Partners with water clusters
 - Build online utility network
- Foster a Culture of Innovation in Water Sector
 - Lunch and learn series
 - Partner events for water related issues



Technology and Innovation Strategic Partners

- White House Water Innovation Summit
- Cleantech OC & SD
- Los Angeles Cleantech Incubator
- AWWA Innovation Pavilion
- Industrial Environmental Association Workshop





Thank you

John Arena
jarena@mwdh2o.com

 **[@mwdh2o](https://twitter.com/mwdh2o)**

mwdh2o.com
Bewaterwise.com