



Business Outreach Annual Report for 2018-2019

Organization, Personnel & Technology Committee

Item 6a

November 4, 2019

Business Outreach & Innovation Program

Core Objectives & Benefits

Outreach

- Connecting with Business
- Strategic Partners

Contract Awards

- Regional Re-Investments
- Compliance & Utilization

Innovation

- Accelerate Connections in Innovation
- Provide External Feedback and Resources

History and Milestones

- 2002 - Board adopted Business Outreach program
 - **18% Small Business Goal**
- 2006 - Board adopted Disabled Veteran Business Enterprise program
- 2015 - Board approved increase in SBE goal
 - **25% Small Business Goal**

Current Strategic Alliances

- Veterans Outreach
 - Turning Contacts into Contracts
 - DVBA Procurement Conference
 - CAL Vet promo video
 - Utility Veterans Summit
- Host of 14th Annual CA Construction Expo
 - 160 exhibitors
 - 800 attendees
 - CIP Workshop



Current Strategic Alliances

- Connect 2 MET
 - Meet one-on-one with buyers
 - Member Agency Panel
 - CPUC and State of California reciprocity partners
- Member Agencies
 - Inland Empire Utilities
 - Three Valleys
 - Upper San Gabriel
 - Central Basin



Community Business Partners

State and Regional Minority Business Chambers

- African American
- American Indian
- Pan Asian American
- Hispanic

Disabled Veteran Business Organizations

- Service Disabled Veteran Elite Association - Federal
- Disabled Veteran Business Alliance Association - State

Women Business Organizations

- National Association of Women Business Owners
- National Latina Business Women Association
- National Association Women in Construction
- Women Business Enterprise Council - West

Community Business Partners

Construction & Engineering Organizations

- Associated General Contractors
- American Subcontractors Association
- National Association of Minority Contractors
- Asian American Architect & Engineers Association
- Construction Management Association of America (CMAA)
- Society of American Military Engineers
- American Society of Civil Engineers

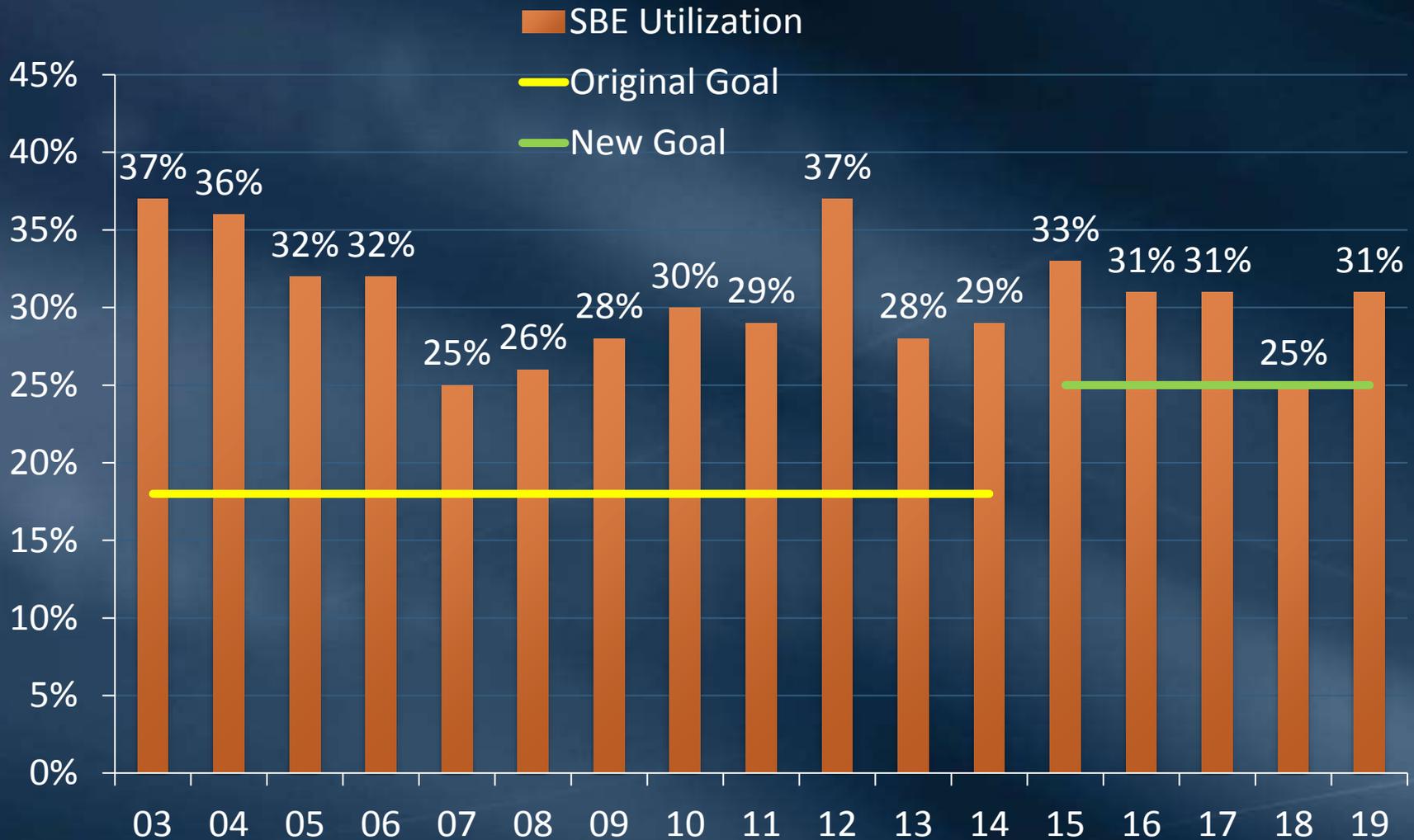
Contract Awards

In Support of Small & Disabled Veteran-Owned Businesses

- 2018-19 Total contract dollars awarded SBEs
 - Achieved 31 percent or \$61M
 - \$11M to subcontractors and sub-consultants in construction and professional services
- \$1.8M awarded to DVBEs



Total SBE Utilization



Innovation Program Objectives



- Engage member agencies and other utilities
- Provide feedback to innovation companies
- Peer to Peer Networking

Program Tools

- Discover the Latest H2O Technology
 - Technology Approval Group
 - Feedback Forum
 - Member Agency Innovation Council
- Central Resource for Innovation Community
 - Support Innovation hubs
 - Partners with water clusters
 - Build online utility network

Innovation Network

Strategic Partners

- UCR California Agriculture Summit
- Launch of the Murrieta Innovation Hub
- UCI Water Solutions 4
- Eau de Paris tour of WQ
- Water Cluster Summit
- Israeli Innovation Day



Next Steps

- Collaborate and partner with Member Agencies and other public sector partners to educate business constituents in support of regional economic growth
- Support the growth of Small and Disabled Veteran Businesses through outreach, training and coaching
- Continue to develop and foster relationships that help support the pursuit of innovation

