



Business Outreach 2019-2020 Annual Report

Organization, Personnel & Technology Committee

Item 6c

January 11, 2021

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**

Strategic Alliances

- Veterans Outreach
 - Turning Contacts into Contracts
 - DVBA Procurement Conference
 - OPPTS 4 VETS
- Public Agency Partnerships
 - OneLA Initiative
 - Compete4LA



Strategic Alliances

- Connect 2 MET
 - Meet one-on-one with buyers
 - Member Agency Procurement Panel
 - CPUC and State of California reciprocity partners
- Member Agencies
 - City of Compton
 - City of Long Beach
 - West Basin MWD
 - Central Basin MWD



Virtual Business Partners

State and Regional Minority Business Chambers

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

Women Business Organizations

- National Association of Women Business Owners
- National Latina Business Women Association
- National Association Women in Construction

Construction & Engineering

- Asian American Architect & Engineers Association
- Construction Management Association of America (CMAA)
- National Association of Minority Contractors

Awards and Recognition

- Governor's State Agency Recognition Awards
 - Reciprocity Partner of the Year
- Veterans in Business Network
 - Battle Buddy Award
- The Asian Business Association of Orange County
 - Lydia McGee - Corporate Diversity Advocate of the Year
- Regional Hispanic Chamber of Commerce
 - Carmen Bermudez-Bracy - Woman Advocate of the Year

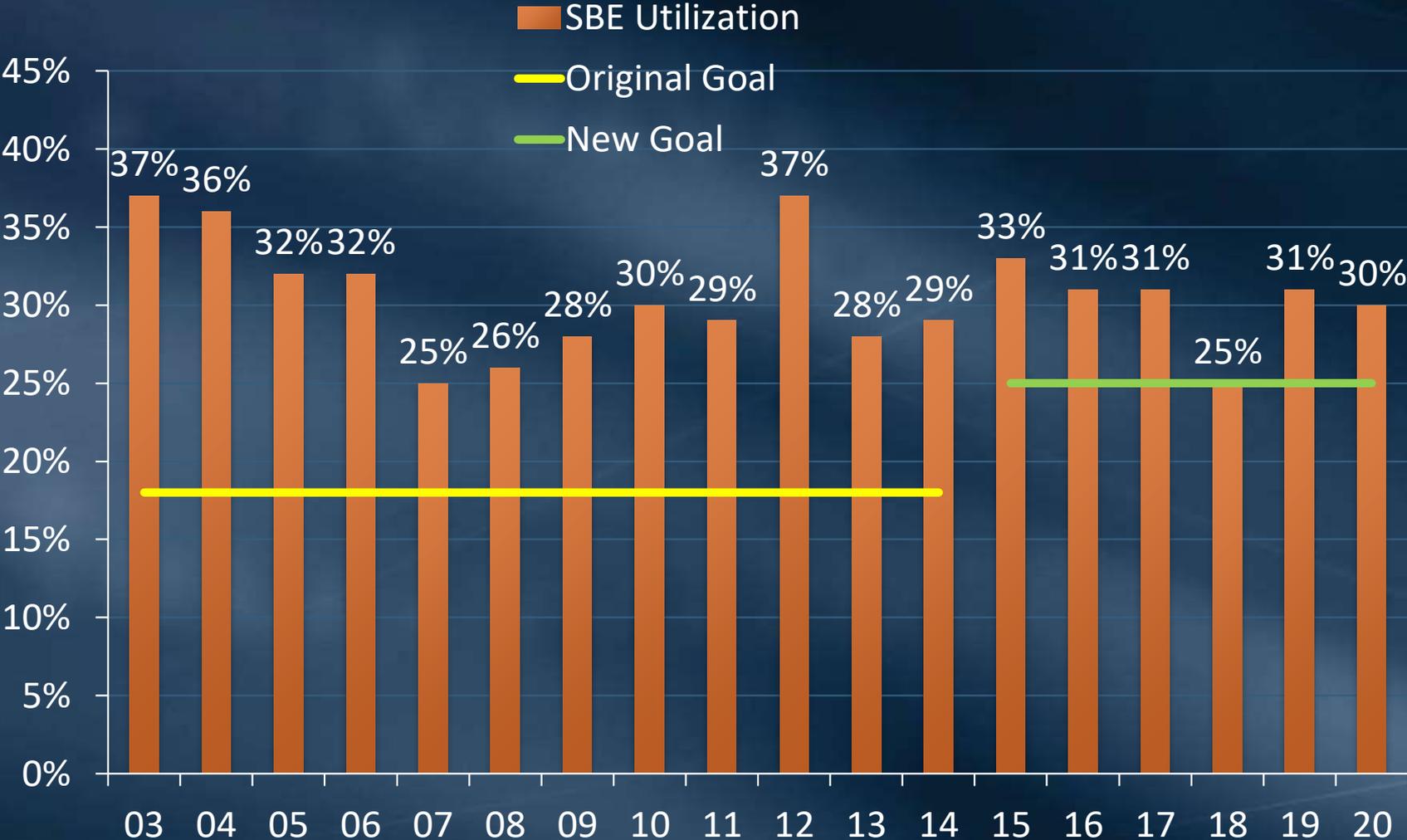
Contract Awards

In Support of Small & Disabled Veteran-Owned Businesses

- 2019-20 Total contract dollars awarded SBEs
 - Achieved 30 percent or \$77M
 - \$20M to subcontractors and sub-consultants in construction and professional services
- \$1.6M 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
 - Access to Capital
 - Build online utility network

Innovation Network

Strategic Partners

- Israeli Water Technology Forum
- Member Agency Innovation Forum
- UCI Water Solutions 4
- Cleantech Open
- WaterStart



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 innovation as a Strategic Initiative

