



Community and Workplace Culture Committee

Quarterly Business Outreach Update

Item 6b

February 10, 2026

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Quarterly Business Outreach Update

Subject

Quarterly Business Outreach update

Purpose

Regular, high-level update on Business Outreach and Community Engagement activities to the Community & Workplace Culture Committee

Vendor Development Program

Business Outreach Programs

- Business Coaching
- Mentor-Protégé (also called The Bench)
- Contractor Academy
- Vendor Introductions

Goal:

- Increase participation of qualified small businesses in MWD contracting by providing them with the knowledge, connections, and confidence to navigate the procurement landscape effectively.

Vendor Development Program

Business Coaching Program

One-on-one coaching sessions for qualified vendors to assess capabilities and opportunities

Description

- Assess experience in public contracting
- Explain the benefits of small business certification
- Provide links to resource partners
- Introduce to Member Agencies

Mentor Protégé Program

- Curated **connections** between large “prime” & small firms

Vendor Development Program



Vendor Development Program

Contractor Academy

- Four-part training series
- Topics include bonding, labor compliance, and development of capability statements



Vendor Development Program

Vendor Introduction Program

- Bridging Small Businesses and Government Buyers

Description:

- Designed to facilitate meaningful connections between small business vendors and MWD staff

