



Community and Workplace Culture Committee

Quarterly Business Outreach Update

Item 6b

May 11, 2026

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Item 6b

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

Recommendation and Fiscal Impact

N/A

Business Outreach & Community Engagement

- 2001 – Business Outreach Program established
 - *18% Small Business Enterprise utilization goal*
- 2006 – Disabled Veteran Business Enterprise program
- 2015 – SBE goal increased
 - *25% Small Business Enterprise utilization goal*

Business Certifications

Metropolitan Accepted Certifications

- Internal - MWD Self-Certified Small Business
- State of CA-Department of General Services (DGS)
 - Reciprocity Partner
 - Micro Business (MB)
 - Small Business (SB)
 - Small Business-Public Works (SB-PW)
 - Disabled Veteran Business Enterprise (DVBE)
- Federal - Service-Disabled Veteran Owned Small Business (SDVOSB)

Business Certifications

MWD Self Certification Small Business Criteria

- SBA guidelines based on industry
- Annual gross sales receipts averaged over three (3) years or number of employees
 - Engineering Services - \$25.5m
 - General Building Contractor - \$45m
 - Specialty Contractors (i.e. electrical) \$19m
 - Information Technology Services - \$30m

Business Certifications

State Certification Criteria

Micro Business

- Gross Receipts under \$6m for MB & less than 25 employees

Small Business Enterprise

- Gross Receipts under \$19m for SB & less than 100 employees

Small Business Public Works

- \$46m and less than 200 employees

Disabled Veteran Business Enterprise

- 51% or greater ownership; LLC requires 100% ownership
- Veteran's service disability rating
 - State requires at least 10%
 - Federal - no minimum

Business Certifications

Support for Metropolitan Certified SBEs

- Certifications valid for **three years**
- Allows access to the **Vendor Development Program**
- Manage **vendor hotline** to support new requests and renewals
- Provide **workshops** within the region to help educate members on how to leverage certification
- Conduct **random quarterly certification audits** to ensure compliance and good standing

Questions

