



Equity, Inclusion, and Affordability Committee

Business Outreach Annual Report 2021-2022

Item 6a

April 10, 2023

Core Objectives



History & Milestones

Business Outreach Program – 20 Years

- 2002 – Adopted Small Business program
 - 18% Small Business Goal
- 2006 – Adopted Disabled Veteran Business Enterprise program
- 2015 – Approved Increase to 25% SBE
- 2021 – Signed the Equity in Infrastructure Pledge
- 2022 – Approved PLA

Strategic Business Alliances

- 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



Outreach & Engagement

Metworks

- Collaboration between Engineering and Business Outreach
- Virtual workshop launched in November 2021
- Semi-Annual In Person Networking event
- Overview of Pure Water Program, Alternative Delivery Method and Project Forecast



METWORKS

Metropolitan Contracting Information Straight from the Source



THE METROPOLITAN WATER DISTRICT
OF SOUTHERN CALIFORNIA



New Initiatives

Goals of Equity in Infrastructure Pledge

- Increase access and reduce barriers for Historically Underutilized Businesses
- Streamline certification MOUs with local agencies
- Unbundling large contracts
- Funding and financing for community wealth building

New Initiatives

PLA - Business Outreach Benefits

- Unique core employee flexibility for non-union SBEs/DVBES with 25 or less employees
- “Covered Project list” approach creates opportunities for SBEs/DVBES to bid on projects that are not covered by the PLA
- Additional resources through the PLA administration team to support SBEs and DVBEs with PLA training and education
- Provide Metropolitan with lists of union SBEs/DVBES for outreach with the objective of increasing the participation of union-signatory SBEs and DVBEs

Contract Awards

Small & Disabled Veteran-Owned Businesses

- 2021/22 Total contract dollars awarded to Small business
 - Achieved 24.58% or \$32M
- \$840K awarded to DVBEs

Total SBE Utilization



