

FY16 Annual Report

East Bay Municipal Utility District's

CONTRACT EQUITY PROGRAM

Advocating Contracting Opportunities for over 32 Years

December 2016

· Stewardship · Integrity · Respect · Teamwork

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OVERVIEW

EBMUD is committed to diversity and inclusion in its' contracting opportunities and it is important that our business opportunities and supply chain reflect the diversity of the communities we serve. For more than 32 years, the District has promoted stewardship in contract equity to invest in and support a Contract Equity (CE) program. Ensuring diversity in our contracting and supply chain supports our mission to deliver safe, reliable and high quality water and wastewater services for 1.4 million customers.

The CE office oversees the District's contracting process to ensure fairness and equity in business opportunities, bidding of potential contracts, and the execution of contracts to the business community, especially those sectors historically underutilized, small and local. Fair, active and open competition works to build relationships with the community in which we live and serve, and drives competition and productivity to provide value to EBMUD and our ratepayers.

Furthermore, the CE Office's mission is to increase contract participation in:

- ♦ cultural and gender diversity
- ♦ small businesses¹ (including disabled veterans)
- ♦ local businesses

For the past three decades, the District has expanded its' CE program commitment and efforts to include various diverse-owned businesses. The latest additions to the program expand the definition of small businesses to include disabled veteran businesses and pilot a local hire component on construction projects. On October 6, 2015, the local hire component launched with the Diablo Pumping Plant Rehabilitation project and disabled veteran businesses were included within the small business definition.

Since inception of the CE program, the District has awarded over \$3.7 billion in contracts with 21 percent (\$777 million) awarded to ethnic minority and white women owned businesses (EM/WWBEs). This represents an average of \$24.3 million in annual awards to EM/WWBE's.

The District also ensures that all firms doing business with us take lawful and adequate steps to assure that their employment practices comply with Equal Employment Opportunity (EEO) Laws. To support these efforts, the District provides brochures and requires that posters –which notify contractors and their employees that discrimination, harassment, and retaliation are not tolerated by the District – be prominently displayed at all contractors' worksites. Since Fiscal Year (FY) 11, at least two-thirds of the firms who were awarded contracts continue to have a minority workforce that reflects 50 percent or more of their applicable Metropolitan Statistical Area (MSA.)

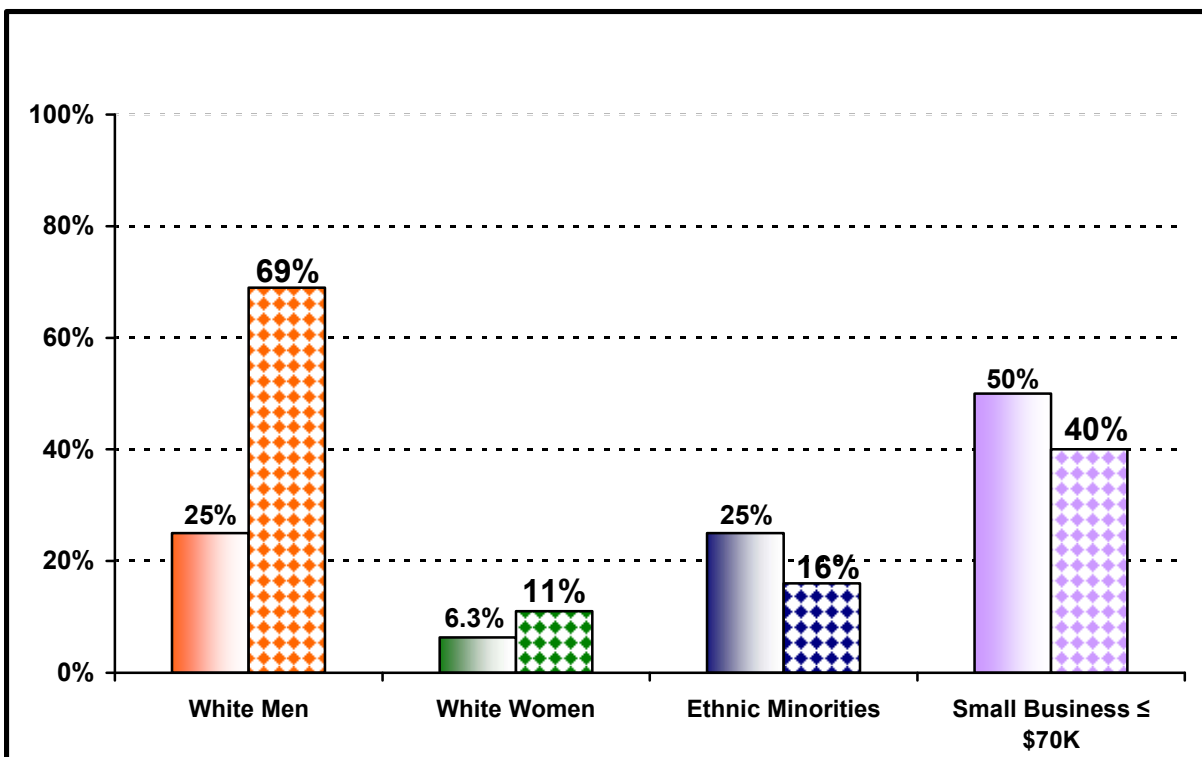
¹ "Small business" is a business enterprise that has average annual gross receipts of \$14,000,000 or less over the previous three years or is a manufacturer with 100 or fewer employees.

SUMMARY

The CE program FY16 Annual Report provides an overview of the District's contracting performance and related staff activities for the fiscal year and an update on FY17 program enhancements and initiatives.

In FY16, the District awarded contracts totaling approximately \$174 million with exclusions of \$27 million². Chart 1 reflects the program results and levels of participation. Contracting objectives for white men (69 percent) and white women (11 percent) were achieved and exceeded program goals. Ethnic minority awards totaled 16 percent and represented award amounts of \$23 million. Awards to local businesses increased 15 percent totaling more than \$96 million. Small business contract awards \leq \$70,000 achieved 40 percent of its 50 percent goal, totaling over \$16 million. See Attachment 1 for the distribution of contract awards – overall and for contract awards \leq \$70,000.

Chart 1. Distribution of FY16 Contract Awards



Gradient Color = Contracting Objective/Goal
Checkerboard Color = Actual Results

² Excluded contracts are awards to government/nonprofit (\$2.8M), publicly held corporations (\$20.5M), foreign owned (\$3.1M) and sole source providers (\$190K).

CONTRACT AWARDS HIGHLIGHTS

Efforts to increase overall contracting opportunities for white women, ethnic minorities, and local and small businesses have improved in all categories. Overall contract awards in FY16 increased by three percent to 11 percent for white women and by three percent to 16 percent for ethnic minorities compared to FY15 results. Local business participation increased 15 percent to 56 percent, with 27 percent awarded to small business as referenced in Table 1 below.

Contract awards \leq \$70,000 for small businesses decreased by one percent and the contracting objectives for white men and white women were achieved. The objective for ethnic minorities was not met, but overall results for ethnic minorities remained the same.

Table 1. FY16 CONTRACT EQUITY PROGRAM PERFORMANCE <i>(excludes awards to government agencies, nonprofit organizations, publicly held corporations, foreign owned, and sole source awards)</i>					
Availability Group/ Misc. Grouping	Contracting Objective %	Overall Results %		\leq \$70,000 Results %	
		FY16	FY15	FY16	FY15
White Men	25	69	75	56	66
White Women	6.3 ³	11	9	10	11
Ethnic Minorities (Men/Women)	25	16	13	12	12
Unclassified	NA	4	3	22	11
Local Business	NA	56	41	47	48
Local/Small Business	NA	18	22	25	21
Small Business	50 ⁴	27	29	40	41
<i>Micro-business</i>	NA	13	4	3	6
All Men	NA	84	88	65	89
All Women	NA	11	12	15	11
Exclusions	NA	15	18	11	17

³ Weighted average based on contract distribution per contract category for FY99-FY02

⁴ The 50% SBE goal is for contract awards of \leq \$70,000

Table 2 shows the overall percentage of contracts awarded to the three availability groups and unclassified firms by contract category. For the highest level of contract participation, white men achieved 76 percent in construction, white women achieved 14 percent in professional services, and ethnic minorities achieved 29 percent in general services. See Attachment 2 for a list of top prime awards by firm for each availability group and contract category.

Table 2. FY16 CONTRACT PARTICIPATION (\$147.8M) <i>(excludes awards to government agencies, nonprofit organizations, publicly held corporations, foreign owned, and sole source awards)</i>						
Availability Group/Misc. Grouping	Contract Categories					Overall
	Professional Services	General Services	Construction	Materials & Supplies	Purchasing Card	
White Men	73%	47%	76%	68%	36%	69%
White Women	14%	6%	8%	9%	4%	11%
Ethnic Minorities (Men & Women)	6%	29%	15%	15%	7%	16%
Unclassified Firms	7%	18%	1%	8%	53%	4%

SMALL BUSINESS ENTERPRISE COMPONENT

Over 2,800 small business enterprises (SBEs) are registered with the District. SBE purchases and services contracts totaled \$47 million. Awards to micro-businesses⁵ increased substantially to \$6 million (13 percent). Our ongoing commitment to SBE's continue to be demonstrated by providing the five percent bid discount incentive on competitively bid contracts and the 25 percent set-aside for contracts \leq \$70,000.

For contract awards \leq \$70,000, small businesses received \$16 million (40 percent, a slight decrease from FY15), including three percent to micro-businesses. The level of participation by availability group was 59 percent for white men, 20 percent for white women and 18 percent for ethnic minorities with 3 percent for unclassified firms. The highest level of SBE participation for contract awards \leq \$70,000 was 53 percent for professional services awards.

The average dollar amount of contracts \leq \$70,000 for FY16 is \$8K, which indicates opportunities in FY17 to increase SBE awards to meet the goal of 50 percent participation. General services and materials and supplies contracts accounts for over 90 percent of awards \leq \$70,000, the CE Office will focus on increasing SBE participation from 40 percent to 50 percent for these contract categories in FY17. (See Table 3).

Table 3. FY16 Average Contract Expenditure by Contract Category			
Contract Category	Total Expenditures	Total Awards	Average Contract Expenditure
AWARDS > \$70,000			
Professional Services	\$14.1M	28	\$504K
General Services	\$7.3M	19	\$384K
Construction	\$78.7M	26	\$3.0M
Materials & Supplies	\$32.8M	102	\$322K
SUBTOTAL	\$132.9M	175	\$759K
AWARDS ≤ \$70,000			
Professional Services	\$1.7M	96	\$17.7K
General Services	\$6.7M	992	\$6.8K
Construction	\$504K	32	\$15.7K
Materials & Supplies	\$23.1M	3,052	\$7.6K
SUBTOTAL	\$32.0M	4,172	\$7.7K
Purchasing Card	\$9.4M	20,819	\$452
SUBTOTAL	\$41.4M	24,991	\$1.6K
GRAND TOTAL	\$174.3M	25,166	\$6.9K

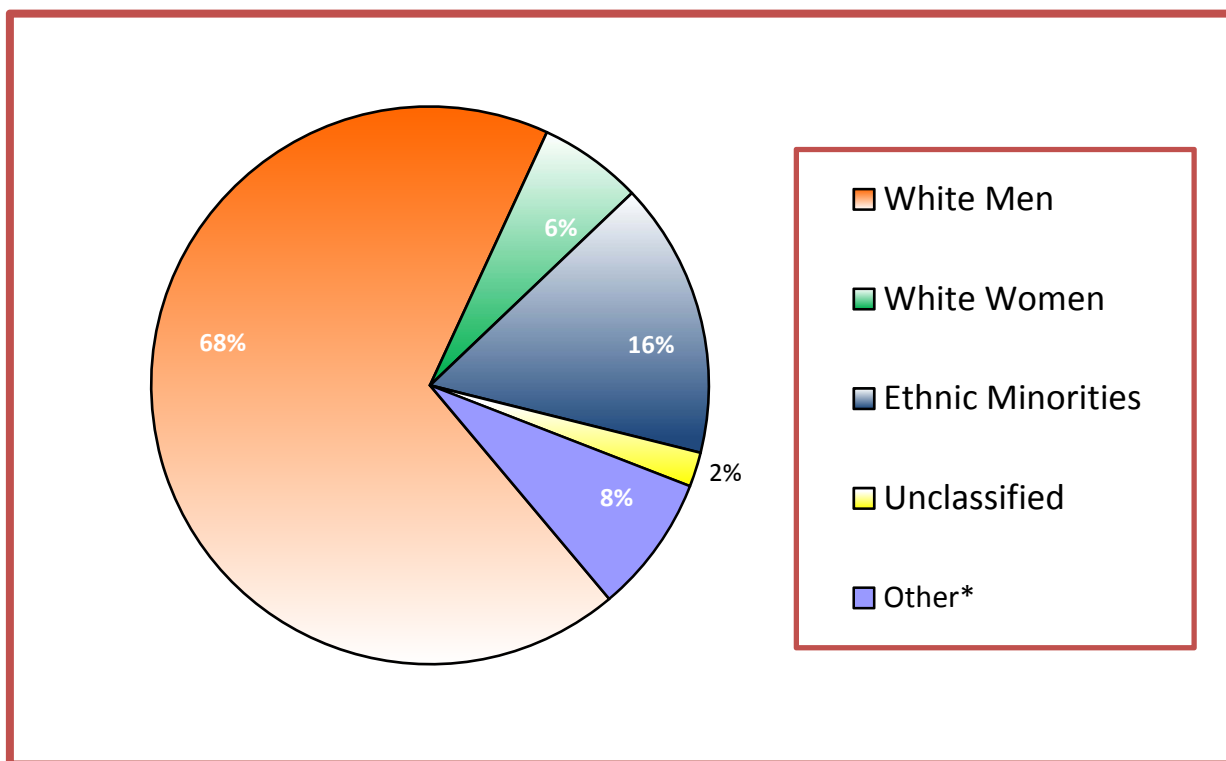
As of October 2015, Disabled Veteran Businesses (DVBs) are included in the District's definition of a small business and receive the same small business incentives. Implementation activities and initiatives during FY16 included:

- Updated District's computer software to track DVBs,
- Established a baseline of 74 DVBs in the District's database,
- Advertised in The Elite Service Disabled Veterans Owned Business (SDVOB) Network National Conference Program,
- Sponsored Disabled Veteran Business Alliance IT and Professional Services Expo, and
- Co-hosted SBE/DVBE Certification Business Forum with California High Speed Rail Authority and California Department of General Services.

LOCAL BUSINESS ENTERPRISE COMPONENT

The District encourages participation of firms located in the District's service area or in counties directly impacted by District contracts and/or operations. Even though there is no numeric goal established for local businesses, efforts to increase local participation resulted in \$96 million (56 percent) in District contract awards compared to 41 percent in FY15. Chart 2 below provides the distribution of local business awards by availability group.

Chart 2. FY16 Distribution of Local Business Awards



**Other is defined as contracts awarded to government/nonprofit, publicly held corporations, or foreign owned.*

The highest overall level of local business enterprises (LBEs) participation was for construction (73 percent). For contract awards \leq \$70,000, local businesses received \$19 million (47 percent) in District contract awards which was approximately the same as FY15, \$19 million (48 percent).

Local Small Business Enterprises (L/SBEs) received \$32 million (18 percent) in overall contract awards compared to \$33 million (22 percent) in FY15. The highest overall level of L/SBE participation was for construction (25 percent). For contract awards \leq \$70,000, the participation was \$10 million (25 percent) compared to \$9 million (22 percent) in FY15. The highest level of participation was in professional services at 34 percent.

PILOT LOCAL HIRE COMPONENT

Staff manually extracts workforce data from the certified payroll reports using the listed address of each listed worker to determine those within the District's service area. That data is being collected from six projects west of the hills and reflects a total of 321 workers on District jobsites with 28 percent (90 workers) living in the service area.

Since the launch of the local hire component in October 2015, staff has gathered contractors' employment data for targeted construction projects. As of the end of FY16, the local hire component has met its good faith goals of 50 percent for local hires with 30 percent from the county(ies) directly impacted by the project. Table 4 below is a summary of the jobsite workforce for two projects. Projects will be added once actual work begins on the jobsite.

Table 4. Jobsite Workforce Local Hire Status Summary As of June 30, 2016					
Project County(ies) Location	Total Work Hours	Local Work Hours		County Work Hours	
		Number of Hours	Percentage of Total Work Hours	Number of Hours	Percentage of Local Work Hours
Spec. 2089 Orinda Reliability Maintenance (Contra Costa County)	306	180	59%	180	100%
Spec. 2017 Chabot Dam Seismic Upgrade (Alameda County)	370	252	68%	252	100%

Staff continues to manually extract payroll information; however, an electronic certified payroll software system is expected to be in place by February 2017.

CONTRACTORS' COMPLIANCE WITH EQUAL EMPLOYMENT OPPORTUNITY COMPONENT

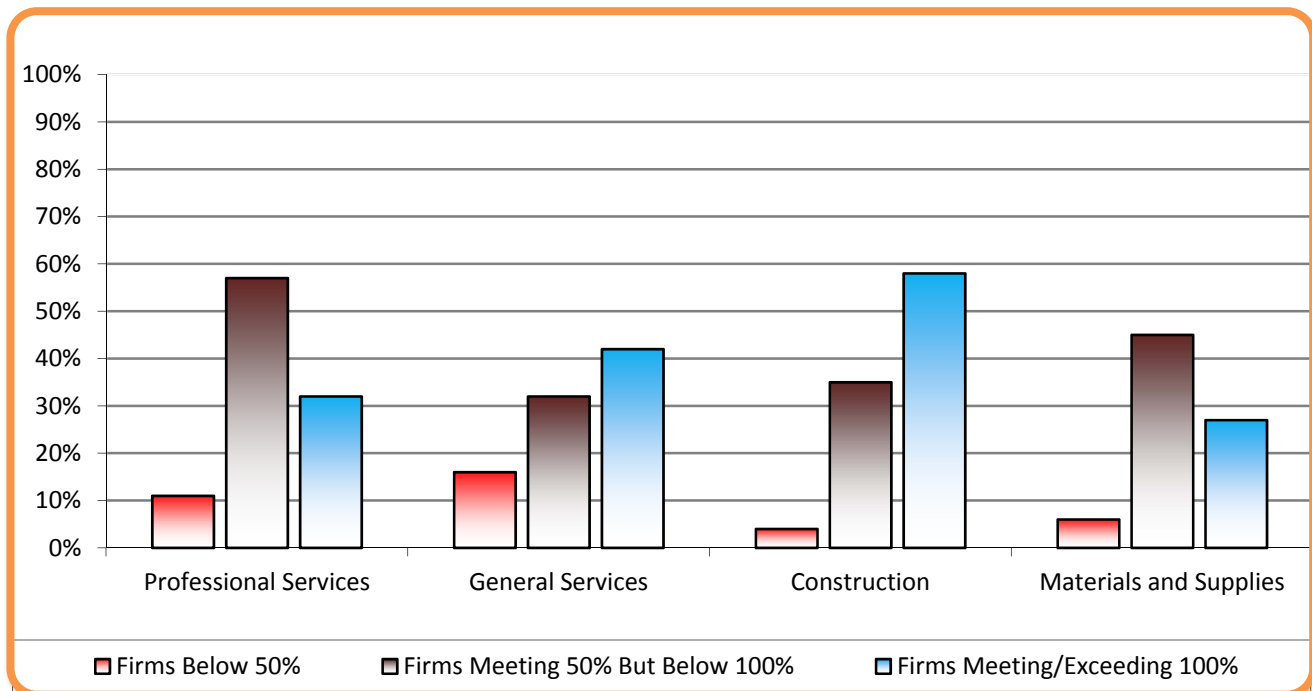
The District values diversity in its workforce, including contractors, and does not tolerate discrimination, harassment, or retaliation by contractors. District contractors must agree not to discriminate against any employee or applicant for employment and provide evidence of compliance to the District upon request. Firms are advised that they may not receive future awards if they do not comply with or if they violate the District's Equal Employment Opportunity Policy.

Of the 175 major contract awards (over \$70K) in FY16, 150 firms submitted employment data. This data reflects that 91 percent (137 firms) awarded contracts to companies with minority workforces that employ at least 50 percent or more of their applicable Metropolitan Statistical Area (MSA).

Of those 137 firms, 40 percent either met or exceeded their MSA for their local communities.

Contractors' compliance results by contract category are shown in Chart 3. Firms providing construction for the District have the most diverse employment record with 93 percent having a minority workforce profile of at least 50 percent of their applicable MSAs. A review of the 19 general services contract awards reflects that approximately 16 percent (three firms) were below 50 percent of parity.

Chart 3. FY16 Contractors' Compliance Results for CCEEO by Contract Category



FY16 OUTREACH AND COMMUNITY PARTICIPATION

The District has long recognized that small, diverse, and local businesses play an important role in our business and as a result, has had an active outreach program in place for more than 32 years. This function is embedded within our organization to promote the District's CEP program and staff engages in race- and gender-neutral internal and external outreach activities designed to:

- identify potential firms to bid on District projects
- spark a firm's interest in doing business with the District
- educate firms on how to do business with the District
- educate District staff on our contracting process, including the CE Program, and
- promote the District's CE Program and mission in the community at large.

A major factor in maintaining a successful CE Program is achieving wide visibility and support for the program. Staff participated in numerous outreach activities in FY16 to aggressively promote diversity and inclusion in the District's contracting processes including:

- Conducting three *Business Forums*:
 1. EBMUD and the California High Speed Rail Authority - *Small Business and Disabled Veteran Business Certification Forum* in collaboration with the CA Department of General Services (October 2015, Oakland, CA).
 - Staff partnered with California High Speed Rail Authority and California Department of General Services to provide information on small business and disabled veteran business contracting incentives, upcoming contract opportunities, and one-on-one assistance with completing the State of California online certification application. Thirty participants attended.
 2. EBMUD – *Fifth Construction Business Roundtable* (January 2016, Oakland, CA).
 - EBMUD's Construction Business Roundtables are designed to improve the District's construction contracting processes and foster a mutually beneficial relationship with key construction contractors and resource organizations. This roundtable focused on new enhancements to the Contract Equity Program: 1) pilot local hire component 2) expansion of small business definition to include Disabled Veteran Businesses and 3) proposed pilot Project Labor Agreement. Ten prime contractors and resource organization participated.



3. EBMUD, U. S. Small Business Administration (San Francisco District), City of Oakland, and the Port of Oakland - *Contracts & Procurement Opportunities Workshop & Trade Fair* small business forum (June 2016, Oakland, CA).
- EBMUD co-hosted the forum and trade fair for small businesses. Presentations were made on contracting processes and upcoming contracting opportunities and the trade-fair provided the 75 businesses in attendance direct access to 20 public agencies and resource organizations.





- Additionally, staff participated in 22 community events, 7 business expos, conducted 5 presentations and placed eleven magazine advertisements promoting the District's mission for diversity in contracting. (See Attachment 3 for Listing of Key Outreach Activities.)
- Quarterly production of the *Equalizer* Newsletter to inform prospective businesses of contracting opportunities.
- Participation in the following:
 - American Indian Chamber of Commerce – *Corporate Advisory Committee*
 - San Francisco Bay Area Rapid Transit (BART) – *Business Advisory Council*
 - Bay Area Business Roundtable
 - Astra Women Business Alliance – *Women in Construction Corporate Advisory Group*

MAJOR FOCUS FOR FY17

EBMUD continues to invest resources to promote supplier diversity and local participation for economic health. Looking forward, the emphasis for FY17 is ongoing implementation of the local hire component and the promotion of the inclusion of Disabled Veterans Business Enterprises in the definition of small business. Work is underway to develop an automated process to better track, administer and report on CE Program information acquired from contractors.

Additionally, staff will continue to address enhancements to the CE Program including the following:

Table 4. Contract Equity Program Enhancements	
Enhancements	Next Steps
Continue pilot local hire component on construction projects with good faith goals of 50 percent for local residents with 30% being from the county(ies) directly impacted by the program	<ul style="list-style-type: none"> • Award a contract for electronic certified payroll software and implement the new system to be operational by January 30, 2017 <ul style="list-style-type: none"> ○ January 2017 <ul style="list-style-type: none"> ▪ Update bid documents ▪ Market new software ▪ Conduct onsite training • Evaluate upcoming construction contracts for inclusion in pilot local hire component • Promote local hire employment opportunities
Continue to engage in aggressive outreach and education efforts	<ul style="list-style-type: none"> • Conduct business forums: <ul style="list-style-type: none"> ○ Construction Contractors' Academy in partnership with Alameda County Public Works <ul style="list-style-type: none"> ▪ Series 1 Administration, Estimating and Bidding (October 2016) ▪ Series 2 Project Management (January & February 2017) ○ Small Business and Disabled Veteran Business forum ○ Prime and Subcontractor Matchmaking Session • Conduct assessment of District outreach activities and contracting processes via survey to businesses in the District's database

ATTACHMENTS

FY16 YEAR-END – OVERALL DISTRIBUTION OF CONTRACT AWARDS

East Bay Municipal Utility District

July 1, 2015 – June 30, 2016

Contract Category/Awards (\$)		Availability Group/ Misc. Grouping	Contracting Objective %	FY15 YEAR-END Results %	FY16 YEAR-END Results %
Professional Services	\$14.1M*	White Men	25.0	80.2	73.4
		White Women	6.0	13.7	13.8
		Ethnic Minorities	25.0	5.8	6.1
		Unclassified	NA	0.3	6.7
	\$15.7M	Local Business	NA	32.5	55.0
		Local/Small Business	NA	6.3	6.8
		Small Business	50.0	19.3	21.4
		Microbusiness	NA	4.1	0.4
General Services	\$8.9M*	White Men	25.0	74.6	47.3
		White Women	6.0	8.8	6.0
		Ethnic Minorities	25.0	11.4	28.4
		Unclassified	NA	5.2	18.3
	\$14.0M	Local Business	NA	55.3	36.4
		Local/Small Business	NA	20.6	19.0
		Small Business	50.0	40.4	31.8
		Microbusiness	NA	5.7	3.8
Construction	\$75.7M*	White Men	25.0	73.2	76.3
		White Women	9.0	10.5	8.3
		Ethnic Minorities	25.0	15.9	15.0
		Unclassified	NA	0.4	0.4
	\$79.1M	Local Business	NA	38.6	72.8
		Local/Small Business	NA	26.2	25.1
		Small Business	50.0	36.5	29.1
		Microbusiness	NA	4.8	17.2
Materials & Supplies	\$40.6M*	White Men	25.0	76.5	68.1
		White Women	2.0	6.2	9.4
		Ethnic Minorities	25.0	16.1	14.5
		Unclassified	NA	1.2	8.0
	\$55.9M	Local Business	NA	43.2	37.3
		Local/Small Business	NA	28.0	13.0
		Small Business	50.0	24.7	24.4
		Microbusiness	NA	2.9	19.0
Purchase Cards	\$4.2M*	White Men	25.0	57.5	36.4
		White Women	2.0	5.8	3.5
		Ethnic Minorities	25.0	6.2	6.5
		Unclassified	NA	30.4	53.6
	\$4.7M	Local Business	NA	19.4	16.3
		Local/Small Business	NA	15.7	16.8
		Small Business	50.0	31.7	22.0
		Microbusiness	NA	1.6	1.2
Overall Contracts	\$147.8M*	White Men	25.0	74.6	69.2
		White Women	6.3 ²	9.1	10.6
		Ethnic Minorities	25.0	13.3	15.6
		Unclassified	NA	3.0	4.6
	\$174.3M	Local Business	NA	40.7	55.6
		Local/Small Business	NA	22.4	18.3
		Small Business	50.0	29.1	26.7
		Microbusiness	NA	3.9	12.5

¹ Ethnic Minorities includes Men and Women.

² Weighted average based on contract distribution per contract category for FY99-FY02; for the District overall and departments with construction awards, the contracting objective is 6.3 percent; for departments without construction awards, the objective is 3.5 percent.

FY16 YEAR-END – DISTRIBUTION OF CONTRACT AWARDS OF \$70,000 OR LESS

East Bay Municipal Utility District

July 1, 2015 – June 30, 2016

Contract Category		Availability Group/ Misc. Grouping ¹	Contracting Objective %	FY15 YEAR-END Results %	FY16 YEAR-END Results %
Professional Services	\$1.5M*	White Men	25.0	61.5	51.1
		White Women	6.0	18.5	13.8
		Ethnic Minorities	25.0	15.9	17.5
		Unclassified	NA	4.1	17.6
	\$1.7M	Local Business	NA	52.6	66.9
		Local/Small Business	NA	24.8	33.7
		Small Business	50.0	50.3	52.8
		Microbusiness	NA	13.0	3.7
General Services	\$6.3M*	White Men	25.0	71.8	60.1
		White Women	6.0	7.3	7.1
		Ethnic Minorities	25.0	15.4	15.0
		Unclassified	NA	5.5	17.8
	\$6.7M	Local Business	NA	61.5	53.6
		Local/Small Business	NA	29.4	30.1
		Small Business	50.0	51.4	45.1
		Microbusiness	NA	10.2	8.0
Construction	\$500.0K*	White Men	25.0	44.0	63.1
		White Women	9.0	11.7	1.2
		Ethnic Minorities	25.0	14.7	9.8
		Unclassified	NA	29.6	25.9
	\$503.9K	Local Business	NA	60.8	69.5
		Local/Small Business	NA	40.6	24.4
		Small Business	50.0	41.9	40.7
		Microbusiness	NA	1.7	0.0
Materials & Supplies	\$20.0M*	White Men	25.0	69.0	62.4
		White Women	2.0	14.5	13.6
		Ethnic Minorities	25.0	13.1	13.0
		Unclassified	NA	3.3	11.0
	\$23.1M	Local Business	NA	47.3	48.2
		Local/Small Business	NA	21.3	25.8
		Small Business	50.0	41.1	44.1
		Microbusiness	NA	5.2	2.4
Purchase Cards	\$8.4M*	White Men	25.0	57.5	38.3
		White Women	2.0	5.8	3.9
		Ethnic Minorities	25.0	6.2	6.3
		Unclassified	NA	30.4	51.5
	\$9.4M	Local Business	NA	19.4	33.1
		Local/Small Business	NA	15.7	17.5
		Small Business	50.0	31.7	22.9
		Microbusiness	NA	1.6	1.2
Overall Contracts	\$36.8M*	White Men	25.0	65.8	56.0
		White Women	6.3 ²	11.1	10.1
		Ethnic Minorities	25.0	11.9	12.1
		Unclassified	NA	11.2	21.9
	\$41.4M	Local Business	NA	48.0	46.5
		Local/Small Business	NA	21.7	24.8
		Small Business	50.0	40.9	39.6
		Microbusiness	NA	5.8	3.1

*Total contract awards excluding government, nonprofit, publicly held corporations, foreign-owned and sole source awards.

¹ Ethnic Minorities includes Men and Women.² Weighted average based on contract distribution per contract category for FY99-FY02; for the District overall and departments with construction awards, the contracting objective is 6.3 percent; for departments without construction awards, the objective is 3.5 percent.

TOP PRIME PROFESSIONAL SERVICES AWARDS

FY16 (July 1, 2015 – June 30, 2016)

Prime Firm	Project Description	Availability Group	Contract Amount
ATHENS INSURANCE SERVICES	Third Party Administrator Services for Workers' Compensation Benefits	White Men	\$2,000,582
AECOM	Phase I Geotechnical Exploration Program	White Men	\$2,257,763
WALLS INSPECTION CO., INC.	Specialty Inspection Services for Specification 2077 Diablo Vista Pumping Plant	White Women	\$400,000
TERRA ENGINEERS, INC.	Design and Design Support During Retrofits to the Briones Reservoir Inlet/Outlet Tower	White Women	\$1,329,651
ENGINEERING/REMEDICATION RESOURCES GROUP	On-Call General Environmental Services	Ethnic Minority Men (Asian/Pacific Islander)	\$400,000
PMA CONSULTANTS LLC	Construction Scheduling Services for the Orinda Water Treatment Plan Reliability and Maintenance	Ethnic Minority Men (Hispanic)	\$192,557

TOP PRIME GENERAL SERVICES AWARDS

FY16 (July 1, 2015 – June 30, 2016)

Prime Firm	Project Description	Availability Group	Contract Amount
SONNIKSON & STORDAHL CONSTRUCTION	Concrete Repair and Other Related Services	White Men	\$100,000
ENVIRONMENTAL SCIENCE	San Leandro Creek Fisheries Study Pan	White Men	\$160,000
TREMAINE & ASSOCIATES	Geophysical Investigation to Detect Air-Filled and Water-Filled Voids and Tunnels at Mokelumne Aqueduct Levee	White Women	\$70,000
PENNSYLVANIA PERLITE CORP	Remove, Store, and Install Insulation Material at Oxygen Production Plant No. 1 at Main Wastewater Treatment Plant	White Women	\$85,637
BESS TESTLAB, INC.	Utility Locating and Potholing Services	Ethnic Male (Hispanic)	\$400,000
EXARO TECHNOLOGIES CORP	Utility Locating and Potholing Services	Ethnic Male (Hispanic)	\$400,000

TOP PRIME CONSTRUCTION AWARDS**FY16 (July 1, 2015 – June 30, 2016)**

Prime Firm	Project Description	Availability Group	Contract Amount
DMZ BUILDERS	Specification 2107 – Chabot Dam Seismic Upgrade	White Men	\$12,459,638
C. OVERAA & CO.	Specification 2089 – Orinda WTP, shutdowns, Hypochlorite and Electrical Improvements	White Men	\$12,400,334
MANITO CONSTRUCTION	Specification SD-350 – Construction of Main Wastewater Treatment Plan Hypochlorite Piping Replacement Phase 1	White Women	\$1,780,800
JMB CONSTRUCTION	Specification SD-381 – Alameda Interceptor Rehabilitation Phase 2	White Women	\$3,421,800
GSE CONSTRUCTION CO.	Specification 2077 – Diablo Vista Pumping Plant and Leland Rate Control Station Replacement	Ethnic Men (Hispanic)	\$7,400,500
AZTEC CONSULTANTS	Specification 2084 – Diablo Pumping Plant Rehabilitation Project	Ethnic Men (Hispanic)	\$2,358,5000

TOP PRIME MATERIAL & SUPPLIES AWARDS

FY16 (July 1, 2015 – June 30, 2016)

Prime Firm	Project Description	Availability Group	Contract Amount
BASF CORPORATION	Provide Polymeric Flocculants	White Men	\$1,051,200
SANEXEN WATER INC	Structural Rehabilitation of AC Water Mains	White Men	\$1,850,000
AIR & TOOL ENGINEERING COMPANY	Provide Wacker Neuson 40" Paving Roller	White Women	\$130,132
INTEGRATED ARCHIVE SYSTEMS	Provide NetApp Hardware, Software and Support	White Women	\$873,194
PACIFIC AQUA TECHNOLOGIES	Provide Ultra-Filter Membrane System Skid	Ethnic Minority Men (Asian/Pacific Islander)	\$310,761
WEST COAST PIPE	Provide Various Pipe and Related Products	Ethnic Minority Men (Asian/Pacific Islander)	\$1,996,128

FY16 KEY OUTREACH ACTIVITIES

(Bold text indicates District partner support)

- **Presentations:** Staff provided information on how to do business with the District and upcoming contract opportunities.
 - **American Indian Chamber of Commerce of California – Everyone Wins – Leveraging Supply Chains to Enhance Business Opportunities** (July 2015, Rancho Mirage, CA)
 - **Assembly member Rob Bonta – Small Business Contracting and Labor Law Seminar** (July 2015, Oakland, CA)
 - **American Indian Chamber of Commerce of California – General Membership Meeting** (January 2016, Oakland, CA)
 - **Alameda County Public Works Agency - Building Opportunity for Business (BOB) 2016 Upcoming Construction Contract Opportunities Meeting** (January 2016, Hayward, CA)
 - **Turner Construction Company - Turner School of Construction Management Series' Resources Night** (April 2016, Oakland, CA)

- **Trade Fairs/Conferences:** Staff disseminated information on the CE Program, Small Business incentives and upcoming opportunities.
 - **American Indian Chamber of Commerce of California – Everyone Wins – Leveraging Supply Chains to Enhance Business Opportunities** (July 2015, Rancho Mirage, CA)
 - **Western Regional Minority Supplier Development Council - 37th Annual Minority Business Opportunity Expo** (August 2015, Santa Clara, CA)
 - **California Hispanic Chamber of Commerce – Annual Conference Ignite Our Business Community for California's Economic Success** (August 2015, Sacramento, CA)
 - **Women Construction Owners and Executives/California Chapter - 2015 Mid-Conference "California IS STILL the Golden Gateway for Women Construction Contractors"** (October 2015, San Francisco, CA)
 - **California Public Utilities Commission (CPUC) - CPUC/Comcast Bay Area Small Business Expo** in collaboration with the CA Department of General Services and Bay Area Business Roundtable (October 2015, South San Francisco, CA).
 - **National Minority Supplier Development Council - 2015 Annual Conference and Business Opportunity Exchange "Economic IMPACT Redefining the Business Case"** (October 2015, San Diego, CA)
 - **Greater Stockton Chamber of Commerce – June 2016 Business Showcase & Tradeshow** (June 2016, Stockton, CA)

- **Community Events & Public Outreach:** Staff attended over 34 events and networked with small businesses and/or community organizations explaining how to do business with the District and providing information on upcoming contract opportunities.
 - **PG&E's Supplier Development Program Mentor & Mentee - Recognition and Graduation** (San Francisco, CA)
 - **Women Construction Owners & Executives, California Chapter – Rosie the Riveter Memorial Tour and General Membership Meeting** (Richmond, CA)

- **Associated General Contractors (AGC) of California** – *The Second Annual Title VI and Title VII Economic Empowerment Summit: Bridging the Gap* (Sacramento, CA)
- **Asian, Inc. and the Minority Business Development Center** – Annual Minority Enterprise Development (MED) Week Celebration *A Force for Good* (San Francisco, CA)
- **Mission Hiring Hall** - *45th Anniversary Gala* (San Francisco, CA)
- **Asian Business League – SF** - “*Boosting Sales for Small Businesses: How to Win Government and Corporate Contracts*” workshop (San Francisco, CA)
- **Central San Diego Black Chamber of Commerce** - “*Under-Represented Contractors Forum*” (San Diego, CA)
- **Rising Sun Energy Center** - *Celebrating Women in Apprenticeship Event* (Berkeley, CA)
- **Asian Business League** - *35th Anniversary and Awards Gala* (San Francisco, CA)
- **National Association of Minority Contractors** – Northern California - *Networking and Membership Drive* (San Francisco, CA)
- **National Forum for Black Public Administrators** - *12th Annual Bay Area Achievers Scholarships Awards* (Lafayette, CA)
- **Oakland African American Chamber of Commerce** - *12th Anniversary Business & Scholarship Awards Luncheon* (Oakland, CA)
- **American Indian Chamber of Commerce of California** – *Annual Corporate Advisory Council Retreat* (Santa Rosa, CA) and Annual Legislative Day (Sacramento, CA)
- **Astra Women’s Business Alliance** - *Procurement Summit and Awards Banquet* (San Francisco, CA) and Outreach Event (San Leandro, CA)
- **Western Regional Minority Supplier Development Council** - *2015 Annual Meeting and Holiday Luncheon* (San Francisco, CA)
- **California Black Chamber of Commerce** – *Capital Policy Luncheon* (Sacramento)
- **City of Oakland and the U.S. Small Business Administration** - *Small Business Week Events* (Oakland, CA)
- **San Francisco Public Utilities Commission (SFPUC)** - *10th Annual Contractors’ Breakfast* (San Francisco, CA)
- **The Leadership of the California Legislative** – *California Small Business Day - 2016* (Sacramento, CA).
- **Cypress Mandela Training Center** - *Open House* (Oakland, CA)

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| ○ Asian Business League | ○ Disabled Veteran Business Alliance |
| ○ Asian Enterprise Magazine | ○ Latino Times |
| ○ Breakfast of Champions | ○ Minority Business Enterprise Magazine |
| ○ Calif. Assoc. of Equal Rights Professionals | ○ National Association of Minority Contractors |
| ○ California Black Chamber of Commerce | ○ San Joaquin County Hispanic Chamber of Commerce |
| ○ Chinese for Affirmative Action | |