

# Golden State Water Company

A Subsidiary of American States Water Company

March 1, 2017

VIA EMAIL [timothy.sullivan@cpuc.ca.gov](mailto:timothy.sullivan@cpuc.ca.gov)

Mr. Timothy Sullivan  
Executive Director  
California Public Utilities Commission  
505 Van Ness Avenue  
San Francisco, CA 94102-3298

Re: General Order 156 Compliance Filing – 2016 Annual Report and 2017 Annual Plan

Dear Mr. Sullivan,

Golden State Water Company (GSWC) is pleased to submit an electronic copy of its 2016 Annual Report on the Women, Minority, and Disabled Veteran, Lesbian, Gay, Bisexual and Transgender Business Enterprises, (WMDVLGBTBE) and its 2017 Annual Plan.(1) This Annual Report and Annual Plan are filed pursuant to Section 5.2 of Decision No. U-168W and February 10, 2012 direction from the California Public Utilities Commission (CPUC) provided to the utilities submitting WMDVLGBTBE reports.

Sincerely,

Emma Maxey  
Supplier Diversity Manager

cc via email: [stephanie.green@cpuc.ca.gov](mailto:stephanie.green@cpuc.ca.gov)

Attachment

(1) Three hard copies of report will be sent to Stephanie Green, per her request in email dated January 20, 2016.



# Golden State Water Company

A Subsidiary of American States Water Company



**2016 Annual Report  
On the Utilization of  
Women, Minority, Disabled Veteran,  
Lesbian, Gay, Bisexual and Transgender Business Enterprises**



## MESSAGE FROM THE PRESIDENT

Golden State Water Company (Golden State Water) continues to deliver excellent customer service, reliably providing water that meets or exceeds all standards for safety in 75 communities across California.

Golden State Water hereby submits its 2016 Annual Report on the Utilization of Women, Minority, Disabled Veteran, Lesbian, Gay, Bisexual and Transgender Business Enterprises (WMDVLGBTBE). Our program is established on the principles of fair, equitable and ethical business practices.

I am pleased to present our results for 2016, showing that Golden State Water exceeded the spending targets established by the California Public Utilities Commission's (CPUC's) General Order 156 (GO156). Golden State Water's spending with WMDVLGBTBE firms in 2016 represented 27.37 percent of our total qualified spend. Collectively, our efforts resulted in overall spending of \$39.78 million with WMDVLGBTBE firms, compared to \$25.3 million in 2015. Significantly, 2016 is the first year that Golden State Water met the GO156 target for Service Disabled Veteran Business Enterprises.

We had a busy year as we continued our capacity building and technical support programs to support small diverse businesses. Looking forward, Golden State Water is partnering with San Jose MBDA Business Center in sponsoring a series of workshops both in Northern and Southern California, and with Southern California Edison for Entrepreneur Institute and the University of California, Riverside.

The results reported here reflect the efforts of many individuals within our company, working extremely hard to promote inclusion in sourcing opportunities. I would like to make a special acknowledgement to our Procurement Services Department who has worked alongside our Supplier Diversity Manager at the many outreach events during the past year, supporting our commitment to increase the inclusion of WMDVLGBTBE enterprises in our procurement activities.

Going forward, we will continue to focus on improving the utilization of WMDVLGBTBEs and our involvement and support with the many community-based organizations and outreach events in 2017, as these activities allow us to share opportunities to increase diversity.

A handwritten signature in black ink that reads "Robert J. Sprowls". The signature is written in a cursive, slightly slanted style.

Robert J. Sprowls  
President and CEO

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WMDVLGBTBE Annual Report/Annual Plan

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## INTRODUCTION

Golden State Water is pleased to submit our 2016 Annual Supplier Diversity Program report and 2017 Annual Plan per the requirements of the California Public Utilities Commission (CPUC) General Order 156 (GO156). This report outlines the program activities and results that Golden State Water achieved for the period of January to December 2016, and also describes Supplier Diversity Program objectives for 2017 and related purchasing goals through 2018.

Golden State Water counts on supplier diversity as a strategic business decision, using robust diversity initiatives to broaden the supplier base, stimulates competition and ensures that Golden State Water receives the highest-quality materials and services at the best available prices. We are committed to seeking and identifying diverse suppliers and offering them equitable opportunities to compete for contracts to supply products and services to our Company.

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## CORPORATE COMMITMENT TO SUPPLIER DIVERSITY

Golden State Water is dedicated to providing equal opportunity to all potential business partners. It is our policy to encourage and afford opportunities to diverse suppliers including, but not limited to, the following categories:

- Minority Business Enterprise (MBE)
- Woman Business Enterprise (WBE)
- Disabled Veteran Business Enterprise (DVBE)
- Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)

In addition, we will simultaneously work to ensure the best combination of quality, service and price is provided in accordance with the highest ethical and professional standards.

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**GOLDEN STATE WATER COMPANY 2016 ANNUAL WMDVLGBTBE REPORT****2016 HIGHLIGHTS**

Golden State Water for the first time worked with a Prime contractor that qualified as a Service Disabled Veteran Business Enterprise. The company was instrumental in our exceeding the goal for spend with DVBE. We are excited with the relationship with this contractor and the contribution he is making as a major pipeline contractor.

Transitioning from a completely manual bid process to Golden State Water's eProcurement system using PlanetBids was a sound decision. We are happy with the increase in the number of bids being submitted which have allowed for more competition. Contractors are submitting their bids on time and no longer have to deal with the traffic to deliver the bids or the cost of mailing them to meet our deadline. The reporting capability in real time is invaluable.

**2016 CHALLENGES**

Although we are receiving positive feedback from our vendors using PlanetBids, we have received request to revise our entire work change directives so that they are consistent throughout the company. Once the updates are complete, we will hold one day training to assure there is a clear understanding amongst all contractors that have access to these documents.

We will be increasing our outreach efforts to find opportunities for specific groups where we have not been successful with contracting opportunities or have very low spend. We will continue to focus on areas of inclusion by helping these groups better understand how to do business with our company and work internally to assure the sourcing units have updated information on vendors available in our database.

Sub-contracting spend from our Primes continues to be a major area where we can improve results. Our annual Prime Contractors meeting has given us this opportunity but since we can only invite a limited number of contractors, we know we have to do something to reach the ones we have not communicated effectively with on the importance of sub-contracting and other subject matters. As we look for ways to interact with our Primes, our Procurement Department has implemented a, "Meet & Greet" program geared to educate our Primes. Individual meetings are scheduled with the Prime to meet with the invitees from our company that include the Project Engineers, Project Coordinators, Contract Administrator, Procurement Manager, Program Manager and Supplier Diversity Manager. We are planning 35 scheduled meetings during 2017.

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### **SEC. 9.1.1 DESCRIPTION OF WMDVLGBTBE PROGRAM ACTIVITIES INTERNAL/EXTERNAL**

#### **INTERNAL ACTIVITIES**

- Supplier Diversity Manager submits monthly reports to inform, update and show status of our progress with diverse spend.
- We now have a Centralized Procurement Services Department for all new on-boarding vendors to submit paperwork.
- We implemented on-going prime, “Meet & Greet” meetings.
- We continue to educate our Company employees by offering year-round training on an array of courses.
- We have a Supplier Diversity Council that is made up of senior level managers and our vice president.

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### **SEC. 9.1.1 DESCRIPTION OF WMDVLGBTBE PROGRAM ACTIVITIES INTERNAL/EXTERNAL**

#### **EXTERNAL ACTIVITIES**

At the beginning of each year, the Golden State Water Supplier Diversity Manager maps out a calendar of events to include all major activities such as meetings, functions on behalf of the many community base organizations (CBOs), Chambers of Commerce, business matchmaking events, expos, training, conferences and many more to share our commitment to reach and support WMDVLGBT businesses.

The Supplier Diversity Manager serves as Advisory Council member for three (3) CBOs and mentors through our capacity building and technical support programs. Golden State Water and representatives from other Class A Water Companies sponsor our annual Prime Contractor’s meeting and contribute to sponsorships for a number of CBO’s activities.

#### **INVOLVEMENT IN THE COMMUNITIES WE SERVE**

Golden State Water supported the Gardena Business Expo, Minority and Veteran Owned Business Procurement Exchange Summit, Annual Prime Contractor’s Meeting, TELACU Education Foundation’s Annual Scholarship Fundraiser, The Regalettes’ Annual Scholarship Fundraiser and other events as indicated in Table B of this report.

This year Golden State Water employees participated in our annual Operation Gobble program started in 1990 by the California Water Association. During the month of November, Golden State Water teamed up with local leaders and community organizations to provide turkeys to families and individuals with limited resources. We donated approximately 8,400 turkeys throughout the 75 communities we serve in California.

## SEC. 9.1.2 WMDVLGBTBE ANNUAL RESULTS BY ETHNICITY

			2016			
			Direct	Sub	Total \$	%
1	Minority Male	Asian Pacific American	\$727,977	\$36,150	\$764,127	0.52%
2		African American	\$92,353	\$131,119	\$223,472	0.15%
3		Hispanic American	\$22,079,690	\$0	\$22,079,690	15.15%
4		Native American	\$593	\$0	\$593	0.00%
5		Total Minority Male	\$22,900,613	\$167,269	\$23,067,882	15.82%
6	Minority Female	Asian Pacific American	\$851,046	\$0	\$851,046	0.59%
7		African American	\$1,200	\$0	\$1,200	0.00%
8		Hispanic American	\$321,960	\$14,118	\$336,078	0.23%
9		Native American	\$0	\$0	\$0	0.00%
10		Total Minority Female	\$1,174,206	\$14,118	\$1,188,324	0.82%
11	Total Minority Business Enterprise (MBE)		\$24,074,819	\$181,387	\$24,256,206	16.64%
12	Women Business Enterprise (WBE)		\$9,620,470	\$8,458	\$9,628,928	6.61%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$1,693,413	\$0	\$1,693,413	1.16%
14	Disabled Veteran Business Enterprise (DVBE)		\$4,290,988	\$23,242	\$4,314,230	2.96%
15	Other 8(a)*		\$0	\$0	\$0	0.00%
16	TOTAL WMDVLGBTBE		\$39,679,690	\$213,087	\$39,892,777	27.37%
17	Gross Procurement		\$215,069,721			
18	Exclusions		\$69,321,144			
19	Net Procurement**		\$145,748,577			

Golden State Water exceeded the overall GO 156 goal of 21.5% spend with WMDVLGBTBE. This is the first year we met the goal with DVBE. We remain deficient with contracting opportunities with minority women-owned business enterprises and will continue to target that group.

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**SEC. 9.1.2 DESCRIPTION OF EXCLUDED CATEGORIES**

Section 9.1.2 contains a table labeled “Utility Supplier Diversity Program Annual Results by Ethnicity.” In this table, the Exclusions total of \$69,321,144 represents payments made in the categories of Costs of Obtaining Water Supply, Purchased Power and Replenishment Fees (pump taxes). Other categories subject to Section 8.9 – Other Utilities, Taxes, Franchise Fees, and Postage – have not been included in the Gross Procurement.

The reporting of these categories as Exclusions by water companies is intended to provide information to staff regarding these categories. This method of procurement reporting for water companies results from workshops convened by the Commission’s USDP Staff, pursuant to Ordering Paragraph No. 4 of D.11-05-019 (in R.09-07-027), and subsequent additional discussions. This approach allows utilities and their staff to achieve a common understanding of what is to be reported as a result of the amendments to GO 156, and to address and resolve any confusion regarding adapting water companies’ procurement reporting to GO 156 requirements.

## SEC. 9.1.2 SUMMARY OF WMDVLGBTBE PURCHASES/CONTRACTS

## WMDVLGBTBE DIRECT PROCUREMENT BY PRODUCTS AND SERVICES CATEGORIES

			Products		Services		Total		
			\$	%	\$	%	\$	%	
1	Minority Male	Asian Pacific American	Direct	\$349,912	0.24%	\$378,065	0.26%	\$727,977	0.50%
2		African American	Direct	\$62,175	0.04%	\$30,178	0.02%	\$92,353	0.06%
3		Hispanic American	Direct	\$5,140	0.00%	\$22,074,550	15.15%	\$22,079,690	15.15%
4		Native American	Direct	\$0	0.00%	\$593	0.00%	\$593	0.00%
5		Total Minority Male	Direct	\$417,227	0.28%	\$22,483,386	15.43%	\$22,900,613	15.71%
6	Minority Female	Asian Pacific American	Direct	\$0	0.00%	\$851,046	0.59%	\$851,046	0.59%
7		African American	Direct	\$0	0.00%	\$1,200	0.00%	\$1,200	0.00%
8		Hispanic American	Direct	\$645	0.00%	\$321,315	0.22%	\$321,960	0.22%
9		Native American	Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
10		Total Minority Female	Direct	\$645	0.00%	\$1,173,561	0.81%	\$1,174,206	0.81%
11	Total Minority Business Enterprise (MBE)		Direct	\$417,872	0.28%	\$23,656,947	16.24%	\$24,074,819	16.52%
12	Women Business Enterprise (WBE)		Direct	\$615,581	0.42%	\$9,004,889	6.18%	\$9,620,470	6.60%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$0	0.00%	\$1,693,413	1.16%	\$1,693,413	1.16%
14	Disabled Veteran Business Enterprise (DVBE)		Direct	\$0	0.00%	\$4,290,988	2.94%	\$4,290,988	2.94%
15	Other 8(a)*		Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
16	TOTAL WMDVLGBTBE		Direct	\$1,033,453	0.70%	\$38,646,237	26.52%	\$39,679,690	27.22%
17	Total Product Procurement			\$11,144,020					
18	Total Service Procurement			\$134,604,557					
19	Net Procurement**			\$145,748,577					
20	Total Number of WMDVLGBTBEs that Received Direct Spend			72					

Percentages for "Products" expenditures are WMDVBE compared to "Total Product Procurement"

Percentage for "Services" expenditures are WMDVBE compared to "Total Services Procurement"

Percentages for "Total" expenditures are WMDVBE compared to "Net Procurement."

## SEC. 9.1.2 SUMMARY OF WMDVLGBTBE PURCHASES/CONTRACTS

## WMDVLGBTBE SUBCONTRACTOR PROCUREMENT BY PRODUCTS AND SERVICE CATEGORIES

			Products		Services		Total		
			\$	%	\$	%	\$	%	
1	Minority Male	Asian Pacific American	Sub	\$0	0.00%	\$36,150	0.02%	\$36,150	0.02%
2		African American	Sub	\$0	0.00%	\$131,119	0.09%	\$131,119	0.09%
3		Hispanic American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
4		Native American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
5		Total Minority Male	Sub	\$0	0.00%	\$167,269	0.11%	\$167,269	0.11%
6	Minority Female	Asian Pacific American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
7		African American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
8		Hispanic American	Sub	\$0	0.00%	\$14,118	0.01%	\$14,118	0.01%
9		Native American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
10		Total Minority Female	Sub	\$0	0.00%	\$14,118	0.01%	\$14,118	0.01%
11	Total Minority Business Enterprise (MBE)	Sub	\$0	0.00%	\$181,387	0.12%	\$181,387	0.12%	
12	Women Business Enterprise (WBE)	Sub	\$0	0.00%	\$8,458	0.01%	\$8,458	0.01%	
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%	
14	Disabled Veteran Business Enterprise (DVBE)	Sub	\$0	0.00%	\$23,242	0.02%	\$23,242	0.02%	
15	Other 8(a)*	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%	
16	<b>TOTAL WMDVLGBTBE</b>	<b>Sub</b>	<b>\$0</b>	<b>0.00%</b>	<b>\$213,087</b>	<b>0.15%</b>	<b>\$213,087</b>	<b>0.15%</b>	
17	Total Product Procurement							\$11,144,020	
18	Total Service Procurement							\$134,604,557	
19	Net Procurement**							\$145,748,577	

Spend with WMDVLGBTBE 2016 subcontractors total \$213,087.00.

WMDVLGBTBE Annual Report/Annual Plan

SEC. 9.1.2 SUMMARY OF WMDVLGBTBE PURCHASES/CONTRACTS

WMDVLGBTBE PROCUREMENT BY STANDARD INDUSTRIAL CATEGORIES – DETAIL

SIC Category	Asian Pacific American		African American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total Dollars
	Male	Female	Male	Female	Male	Female	Male	Female							
8 Forestry Services	\$ -	-	-	-	-	-	-	-	41,070	-	-	-	-	41,070	317,544
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%	0.00%	0.00%	0.03%	
13 Solid Waste Collection W/Out Disposal	\$ -	-	4,703	-	-	-	-	-	4,703	-	-	-	-	4,703	4,703
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
16 Water, Sewer, Pipeline Line Constr	\$ -	-	-	-	-	-	-	-	-	7,830	-	-	-	7,830	7,830
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.01%	
17 Special Trade Contractor	\$ 340,128	26,798	-	-	8,188,605	193,912	593	-	8,750,037	7,896,158	-	4,314,231	-	20,960,426	48,314,434
%	0.23%	0.02%	0.00%	0.00%	5.61%	0.13%	0.00%	0.00%	5.99%	5.41%	0.00%	2.96%	0.00%	14.36%	
27 Printing and Publishing	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	14,974
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
28 Chemical & Allied Products	\$ 349,912	-	-	-	-	-	-	-	349,912	-	-	-	-	349,912	1,056,426
%	0.24%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.24%	0.00%	0.00%	0.00%	0.00%	0.24%	
35 Industrial Machinery & Computer Equip	\$ 33,077	-	-	-	-	-	-	-	33,077	-	-	-	-	33,077	194,468
%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.00%	0.02%	
47 Transportation Service	\$ -	-	126,416	-	-	720	-	-	127,136	-	-	-	-	127,136	127,136
%	0.00%	0.00%	0.09%	0.00%	0.00%	0.00%	0.00%	0.00%	0.09%	0.00%	0.00%	0.00%	0.00%	0.09%	
48 Communications	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	8,663
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
49 Electric, Gas, and Sanitary Services	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	315,518
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
50 Wholesale Trade - Durable Goods	\$ -	-	-	-	5,139	-	-	-	5,139	326,994	-	-	-	332,133	6,269,871
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.22%	0.00%	0.00%	0.00%	0.23%	
59 Miscellaneous Retail Stores NEC	\$ -	-	62,175	-	-	645	-	-	62,820	288,588	-	-	-	351,408	3,814,822
%	0.00%	0.00%	0.04%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	0.20%	0.00%	0.00%	0.00%	0.24%	
65 Real Estate	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	888,875
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
73 Business Services NEC	\$ 4,860	789,957	30,095	-	12,347,289	-	-	-	13,172,201	335,990	1,693,413	-	-	15,201,604	51,090,946
%	0.00%	0.54%	0.02%	0.00%	8.46%	0.00%	0.00%	0.00%	9.02%	0.23%	1.16%	0.00%	0.00%	10.41%	
73 Computer Maintenance & Repair	\$ 4,150	-	-	-	-	-	-	-	4,150	-	-	-	-	4,150	4,150
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
73 Heavy Construction Rental & Leasing	\$ -	-	-	-	-	13,398	-	-	13,398	-	-	-	-	13,398	13,398
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.01%	
76 Miscellaneous Repair Services	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	12,563
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
80 Health and Allied Services NEC	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	1,297
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
81 Legal Services	\$ -	-	-	-	-	-	-	-	-	110,495	-	-	-	110,495	9,458,682
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.08%	0.00%	0.00%	0.00%	0.08%	
86 Membership Organization NEC	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	47,029
%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
87 Engineering and Management Services	\$ -	34,290	83	1,200	-	86,333	-	-	121,905	458,033	-	-	-	579,938	5,043,125
%	0.00%	0.02%	0.00%	0.00%	0.00%	0.06%	0.00%	0.00%	0.08%	0.31%	0.00%	0.00%	0.00%	0.40%	
87 Engineering Service	\$ 32,000	-	-	-	-	-	-	-	32,000	-	-	-	-	32,000	32,000
%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.00%	0.02%	
89 Services NEC	\$ -	-	-	-	1,538,656	-	-	-	1,538,656	204,842	-	-	-	1,743,498	18,923,210
%	0.00%	0.00%	0.00%	0.00%	1.05%	0.00%	0.00%	0.00%	1.05%	0.14%	0.00%	0.00%	0.00%	1.19%	
<b>TOTAL</b>	<b>\$ 764,127</b>	<b>851,046</b>	<b>223,472</b>	<b>1,200</b>	<b>22,079,690</b>	<b>336,078</b>	<b>593</b>	<b>-</b>	<b>24,256,206</b>	<b>9,628,928</b>	<b>1,693,413</b>	<b>4,314,230</b>	<b>-</b>	<b>39,892,777</b>	<b>145,961,663</b>
	<b>% 0.52%</b>	<b>0.58%</b>	<b>0.15%</b>	<b>0.00%</b>	<b>15.13%</b>	<b>0.23%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>16.62%</b>	<b>6.60%</b>	<b>1.16%</b>	<b>2.96%</b>	<b>0.00%</b>	<b>27.33%</b>	<b>100.00%</b>

Total Product Procurement	\$11,144,020
Total Service Procurement	\$134,817,643
<b>Net Procurement***</b>	<b>\$145,961,663</b>

## WMDVLGBTBE Annual Report/Annual Plan

## SEC. 9.1.2 NUMBER OF WMDVLGBTBE SUPPLIERS AND REVENUE REPORTED TO THE CLEARINGHOUSE

### REVENUE REPORT

Data on Number of Suppliers												
Data Reported to CHS							Utility- GSWC 2016 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a)	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
<\$1 million	9	10				19	34	31				65
\$1 million <\$2.5 millio	5	6				11			1			1
\$2.5 million <\$5 millio	5	6				11	3	2		1		6
\$5 million <\$10 millio	5	3		1		9						
\$10 million & above	13	8	1			22						
<b>TOTAL</b>	<b>37</b>	<b>33</b>	<b>1</b>	<b>1</b>		<b>72</b>	<b>37</b>	<b>33</b>	<b>1</b>	<b>1</b>		<b>72</b>

Revenue and Payment Data												
Revenue Reported to CHS							Utility- GSWC 2016 Summary					
WMDVLGBTBE \$M	MBE	WBE	LGBTBE	DVBE	Other 8(a)	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
<\$1 million	1.89M	5.13M				7.02M	\$ 524,480	\$ 2,551,218				3,075,698
\$1 million <\$2.5 millio	3.79M	3.50M				7.29M	\$ 376,045	\$ 1,157,806				1,533,851
\$2.5 million <\$5 millio	18.4M	26.9M				45.30M	\$ 7,080,221	\$ 5,338,596				12,418,817
\$5 million <\$10 millio	35.1M	33.0M		5M		68.10M	\$ 12,613,610	\$ 10,974		\$4,290,988		16,915,572
\$10 million & above	6.08B	1.23B	12M			7.31B	\$ 3,480,462	\$ 561,876	\$1,693,413			5,735,751
<b>TOTAL</b>	<b>6.139B</b>	<b>1.299B</b>	<b>12M</b>	<b>5M</b>		<b>7.455B</b>	<b>\$ 24,074,819</b>	<b>\$ 9,620,470</b>	<b>\$1,693,413</b>	<b>\$4,290,988</b>		<b>39,679,690</b>

CHS: Supplier Clearinghouse

## SEC 9.1.2 DESCRIPTION OF WMDVLGBTBES WITH CA MAJORITY WORKFORCE

Golden State Water Company paid 72 WMDVLGBTBEs in 2016. The number of these companies who indicated their majority workforce in California included a total of 69 businesses.

This information was provided from records kept on the Clearinghouse's database.

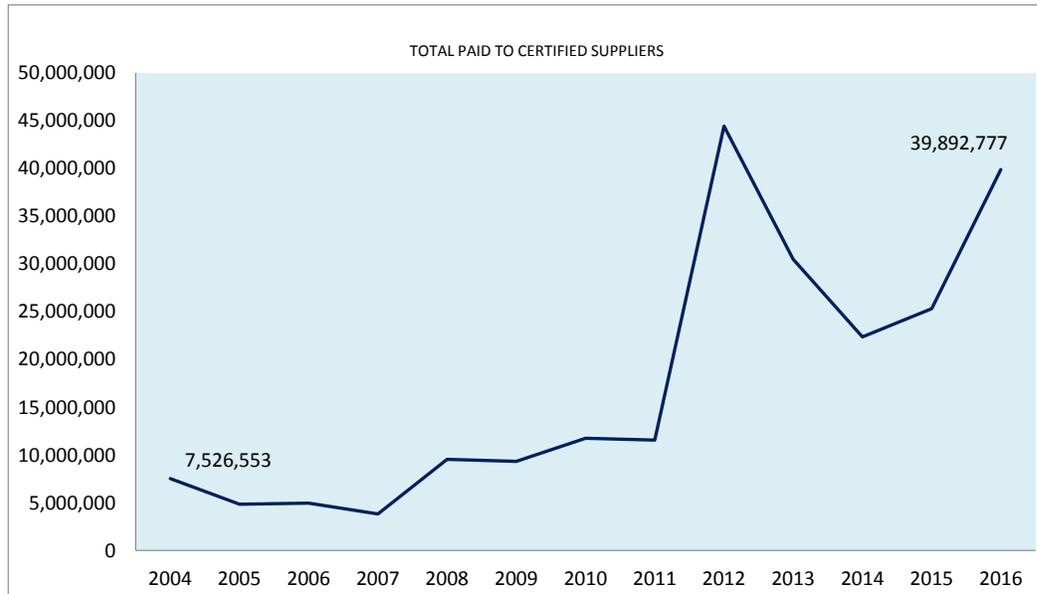
**SEC. 9.1.3 WMDVLGTBE PROGRAM EXPENSES**

Expense Category	2016
Other Employee Expenses	\$79,772
Program Expenses	\$17,595
Reporting Expenses	\$11,737
Training	\$4,520
Consultants*	\$9,747
Other **	\$19,963
<b>TOTAL</b>	<b>\$143,334</b>

- Other Employee Expenses: Office spaces, travel and non-wage costs
- Program Expenses: Printing, postage, supplies, outreach and other costs directly related to the program
- Reporting Expense: Computer, accounting and other expenses in preparing report to CPUC
- Training: Costs related to training employees (internal) and suppliers (external)
- Consultants: \*Golden State Water's portion of cost for the CPUC Supplier Clearinghouse
- Other: \*\*Golden State Water's portion of expenses captured and distributed by CWA for Class A Companies Utilities Supplier Diversity Programs

### SEC. 9.1.4 DESCRIPTION OF PROGRESS IN MEETING OR EXCEEDING SET GOALS

Golden State Water achieved a 27.37 percent spend with diverse business enterprises, exceeding the overall 21.5 percent goal as established in GO 156. Going forward, we will focus on contracting opportunities to increase results in our overall spend and recruiting efforts to attract and retain underrepresented groups.



### SEC. 9.1.4 WMDVLGBTBE RESULTS AND GOALS

Category	2016 Results	2017 Goals
Minority Men	15.82%	12.00%
Minority Women	0.82%	3.00%
Minority Business Enterprise (MBE)	16.64%	15.00%
Women Business Enterprise (WBE)	6.61%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	1.16%	0.00%
Disabled Veteran Business (DVBE)	2.96%	1.50%
<b>TOTAL WMDVLGBTBE</b>	<b>27.37%</b>	<b>21.50%</b>

Golden State Water exceeded its 2016 WMDVLGBTBE goal by 5.87% and plans to meet or exceed the goal in 2017. Pursuant to CPUC Decision D.15-06-007, LGBTBE spend is not required in the 2016 annual report.

### SEC .9.1.5 DESCRIPTION OF PRIME CONTRACTOR UTILIZATION OF WMDVLGBTBE SUBCONTRACTORS

Our annual Prime Contractor's meeting; hosted jointly by Golden State Water and representatives from other Class A Water Companies has provided an opportunity for the Primes to meet with our company sourcing staff and Supplier Diversity Managers. This one-day event allows for networking, matchmaking and sharing of information about our Tier 2 initiatives.

The outcome of these annual events has aided our reported second tier spend overall, but the level of second tier is less than we would prefer. Golden State Water has implemented an outreach program intended for Primes that typically do not attend our annual Prime meetings. The program titled, "Meet and Greet" is an opportunity for them to interface with our internal team for a one on one discussion that covers a variety of information, including subcontracting, and will allow them time to inter-act with us on issues they would like to address. We are looking forward to positive results with these meetings to help facilitate our 2nd tier initiatives.

### SEC .9.1.5 DESCRIPTION OF PRIME CONTRACTOR UTILIZATION OF WMDVLGBTBE SUBCONTRACTORS

	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE
<b>Direct \$</b>	\$22,900,613	\$1,174,206	\$24,074,819	\$9,620,470	\$1,693,413	\$4,290,988	\$0	\$39,679,690
<b>Subcontracting \$</b>	\$167,269	\$14,118	\$181,387	\$8,458	\$0	\$23,242	\$0	\$213,087
<b>Total \$</b>	<b>\$23,067,883</b>	<b>\$1,188,323</b>	<b>\$24,256,206</b>	<b>\$9,628,928</b>	<b>\$1,693,413</b>	<b>\$4,314,231</b>	<b>\$0</b>	<b>\$39,892,777</b>
<b>Direct %</b>	15.71%	0.81%	16.52%	6.60%	1.16%	2.94%	0.00%	27.22%
<b>Subcontracting %</b>	0.11%	0.01%	0.12%	0.01%	0.00%	0.02%	0.00%	0.15%
<b>Total %</b>	15.83%	0.82%	16.64%	6.61%	1.16%	2.96%	0.00%	27.37%
<b>Net Procurement**</b>	<b>\$145,748,577</b>							

**SEC. 9.1.6 LIST OF WMDVLGBTBE COMPLAINTS**

Golden State Water did not receive any complaints related to its Supplier Diversity Program, formal or otherwise, in 2016.

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**SEC. 9.1.7 DESCRIPTION OF EFFORTS TO RECRUIT WMDVLGBTBE SUPPLIERS  
IN LOW-UTILIZATION CATEGORIES**

Golden State Water will continue efforts to increase opportunities in the categories of Professional Services, including Legal, Finance and Information Technology. Sourcing with Golden State Water in these categories is small and we look forward for more WMDVLGBTBEs as the successful bidder.

2017 ANNUAL PLAN

SEC. 10.1.1 WMDVLGBTBE SHORT-, MID- AND LONG-TERM GOALS

	Short Term 2016					Mid-Term 2017					Long-Term 2018				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE
<b>Products</b>															
8 Forestry Services	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
17 Special Trade Contractor	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
28 Chemical & Allied Products	0.24%	0.00%	0.00%	0.00%	0.24%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
35 Industrial Machinery & Computer Equip	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
50 Wholesale Trade - Durable Goods	0.00%	0.22%	0.00%	0.00%	0.22%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
59 Miscellaneous Retail Stores NEC	0.04%	0.20%	0.00%	0.00%	0.24%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
73 Business Services NEC	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
81 Legal Services	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
87 Engineering and Management Services	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
89 Services NEC	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Subtotal</b>	<b>0.28%</b>	<b>0.42%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.70%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
<b>Services</b>															
8 Forestry Services	0.03%	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
17 Special Trade Contractor	6.01%	5.42%	0.00%	2.94%	14.37%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
28 Chemical & Allied Products	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
35 Industrial Machinery & Computer Equip	0.02%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
50 Wholesale Trade - Durable Goods	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
59 Miscellaneous Retail Stores NEC	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
73 Business Services NEC	9.04%	0.23%	1.16%	0.00%	10.43%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
81 Legal Services	0.00%	0.08%	0.00%	0.00%	0.08%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
87 Engineering and Management Services	0.08%	0.31%	0.00%	0.00%	0.39%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
89 Services NEC	1.06%	0.14%	0.00%	0.00%	1.20%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Subtotal</b>	<b>16.24%</b>	<b>6.18%</b>	<b>1.16%</b>	<b>2.94%</b>	<b>26.52%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
<b>TOTAL</b>	<b>16.52%</b>	<b>6.60%</b>	<b>1.16%</b>	<b>2.94%</b>	<b>27.22%</b>	<b>15.00%</b>	<b>5.00%</b>	<b>0.00%</b>	<b>1.50%</b>	<b>21.50%</b>	<b>15.00%</b>	<b>5.00%</b>	<b>0.00%</b>	<b>1.50%</b>	<b>21.50%</b>

Percentages are based on Direct Spend

Unable to determine the specific percentages of Product and Services spend for Mid-Long Term Goals.

SHORT-TERM GOALS

Golden State Water will continue its efforts to support the communities we serve. We are working to develop suppliers/vendors, and establish relationships that foster their potential to successfully place them in a position for competitive opportunities with our company.

Although many of our sourcing opportunities are competitively bid, we have more discretion with professional service contracts and will work closely with the sourcing units to ensure inclusion of these opportunities to WMDVLGBTBE.

MID AND LONG TERM GOALS

Golden State Water has identified underutilized business opportunities where we currently have no spend or low spend. We are working with specific groups, such as Chambers and Community Base Organizations (CBO), for outreach to find potential vendors. We will continue to work with our internal sourcing units to participate in outreach events to support this endeavor. We will be reaching out to and partnering with CWA member utilities with similar challenges to target Professional Services, such as Legal, Finance, Information Technology and Advertising. These business types are traditionally classified as underutilized within our industry. This will potentially increase spend in these areas.

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### SEC. 10.1.2 WMDVLGBTBE PLANNED PROGRAM ACTIVITIES FOR NEXT CALENDAR YEAR

#### PLANNED INTERNAL/EXTERNAL ACTIVITIES

Golden State Water continues to participate in our Mentor Protégé Program and has committed to working with our 2014-2015 mentee, Thomas Gibbs, owner of Precision Contractors. Mr. Gibbs' company provides installation of water lines and irrigation systems. Our plans for 2017 is to continue with our Mentor Protégé Program to provide technical assistance and capacity-building skills for future mentees as we continue to the work towards the success of Mr. Gibbs' company as a new pipeline contractor.

We have taken on three additional small businesses to mentor this year:

Rosalind Pennington- CEO

- Business Strategy and Tactical Consulting Services (DBA: BST Consulting)

Ginger Campbell - Principal

- SNAP Productions

Donald Mack - Partner

- Main Street Construction

Our 2017 Outreach Planning Calendar of Events will provide our external activities as shown in Table C.

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### SEC. 10.1.3 PLANS FOR RECRUITING WMDVLGBTBE SUPPLIERS IN LOW UTILIZATION AREAS

We must continue to focus on areas where we have low utilization of diverse spend. To do so, we will continue our partnership with the joint utilities and other professional colleagues to request and share information about suppliers. We will also continue to participate in various outreach events that can support us in this undertaking.

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#### **SEC. 10.1.5 PLANS FOR ENCOURAGING PRIME CONTRACTORS TO SUBCONTRACT WMDVLGBTBE SUPPLIERS**

We will continue with our annual Prime Contractor's meeting sponsored by CWA's USDP committee. This event has been extremely beneficial to our contractors, as it is a full day of education, networking and matchmaking opportunities with other water companies. We are also introducing the Golden State Water, "Meet & Greet" program to encourage more WMDVLGBTBE subcontracting opportunities from our Prime.

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#### **SEC. 10.1.6 PLANS FOR COMPLYING WITH THE WMDVLGBTBE PROGRAM GUIDELINES**

Golden State Water will continue its efforts to meet or exceed all requirements as stipulated under GO 156.

**TABLE A USDP CALENDAR OF CWA COLLECTIVE ACTIVITIES**

	Date	Location
<b>Jan-16</b>		
USDP Monthly Meeting - San Gabriel Valley Water Service	1/12/2016	Fontana, CA
CWA Board of Director's Meeting-GSWC	1/13/2016	Anaheim, CA
CUDC Monthly Meeting	1/15/2016	Web-Ex
Los Angeles Chapter of the DVBE	1/19/2016	Los Angeles, CA
<b>Feb-16</b>		
USDP Monthly Meeting - Golden State Water	2/4/2016	San Dimas, CA
CWA Board of Director's Meeting - Park Water Co.	2/9/2016	Downey, CA
ISM Annual Supply Chain Diversity Conference 2016	2/10-12/2016	New Orleans LA
CUDC Monthly Meeting - Host PG&E	2/12/2016	San Francisco, CA
NARUC/UMA Winter Meeting	2/14-17/2016	Washington, DC
DIR 2016 Supplier Diversity Seminar	2/17-18/2016	Los Vegas, NV
Business Matchmaking 2016	2/25/2016	Anaheim, CA
<b>Mar-16</b>		
SCMSDC Minority Bus Opportunity Day	3/8-9/216	Universal City, CA
CWA Board of Director's Meeting - CWA Office	3/10/2016	San Francisco, CA
CUDC Monthly Meeting	3/11/2016	Web-Ex
USDP Monthly Meeting - California Water Service	3/16/2016	Las Vegas, CA
Joint Utilities Quarterly Meeting - Host So West Gas	3/17/2016	Las Vegas, NV
CHCC Economic Summit	3/18/2016	Long Beach, CA
National Reservation Economic Summit 2016 (RES)	3/21-24/2016	Las Vegas, NV
WBENC Summit & Salute	3/22-24/2016	Phoenix, AZ
DVBE Southern California Construction Expo	3/29/2016	Camp Pendleton
CPUC Small Bus Expo	3/30/2016	Pasadena, CA
<b>Apr-16</b>		
CWA Board of Director's Meeting – GSWC	4/6/2016	San Dimas, CA
CUDC Monthly Meeting – Host	4/8/2016	Web-Ex
USDP Monthly Meeting	4/13/2016	San Jose, CA
Doing Business With Public Agencies	4/19/2016	Los Angeles, CA
6th Annual SBA Southern California 8(a) Conference	4/26/2016	Garden Grove, CA

## WMDVLGBTBE Annual Report/Annual Plan

## May-16

ISM Annual Conf. 2016 Fundamentals Of Purchasing	5/12-14/2016	Indianapolis, IN
CUDC Monthly Meeting - Host Time Warner	5/13/2016	Sacramento, CA
BBA Procurement Exchange Summit	5/13/2016	Los Angeles, CA
KTP DVBE Bus Alliance	5/17-19/2016	Arlington, TX
CWA Annual Spring Conference - The Citizen Hotel	5/18-20/2016	Sacramento, CA
USDP Monthly Meeting	5/23/2016	West Covina, CA
So. Calif. Procurement Trade & Manufacturing Summit	5/26/2016	Riverside, CA
Greenlining Summit	5/26/2016	Oakland, CA
National Utility Diversity (NUDC) Back to Brooklyn Conf	5/26/2016	Brooklyn, NY
California Dept. of Veterans Affairs	5/27/2016	Irvine, CA

## Jun-16

TELACU Millennium	6/10/2016	Los Angeles, CA
CUDC Monthly Meeting - NC	6/10/2016	WebEx
USDP Monthly Meeting - No California	6/16/2016	Sacramento, CA
Joint Utilities Quarterly Meeting - Host T-Mobile	6/16/2016	Sacramento, CA
CWA Board of Director's Meeting - CWA office	6/17/2016	San Francisco, CA
WBENC National Conference	6/21-23/2016	Orlando, FL
Business Matchmaking 2016 (Linda Coletti)	6/30/2016	Los Angeles, CA

## Jul-16

CUDC Monthly Meeting - Host CWA	7/8/2016	Anaheim, CA
DVBA IT & Professional Service Expo	7/12/2015	San Ramon, CA
CWA Annual Planning Meeting - Vintner's Inn	7/10-12/2016	Santa Rosa, CA
2016 Supplier Of The Year Awards (SOTY)	7/22/2016	Long Beach, CA
NARUC/UMA Summer Committee Meeting	7/24-28/2016	Nashville, TN
MWD Construction Expo	7/28/2016	Long Beach, CA
AICOC Expo 13th Anniversary	7/31-8-2/2016	Rancho Mirage, CA

## Aug-16

USDP Monthly Meeting - Rancho Mirage	8/1/2016	Rancho Mirage, CA
CWA Board of Director's Meeting – Cal Am Water	8/12/2016	Sacramento, CA
CUDC Monthly Meeting	8/12/2016	WebEx
Regalettes, Inc. Annual Scholarship Fundraiser	8/21/2016	Los Angeles, CA
NGLCC Annual Conference	8/23-26/2016	Palm Springs, CA
Elite SDVOB National Conference	8/24-26/2016	San Antonio, TX
CALBCC Ron Brown Annual Conference	8/25-27/2016	Los Angeles, CA
RHCC 2016 Business Development Conference	8/26/2016	Long Beach, CA
USDP Monthly Meeting - San Jose, CA	8/31/2016	San Jose, CA

## WMDVLGBTBE Annual Report/Annual Plan

## Sep-16

WBEC-West Procurement Conference	9/7-9/2016	Henderson, NV
CWA Board of Director's Meeting - San Jose Water Co	9/15/2016	San Jose, CA
Regional Hispanic Chamber of Conference	9/16/2016	Long Beach, CA
USDP Monthly Meeting - Northern California	9/20/2015	So San Francisco
CPUC 14th Annual Supplier Diversity En Banc	9/21/2016	So San Francisco
California Hispanic Chamber Of Commerce	9/21-23/2016	Riverside, CA
ABA 40th Annual Awards Banquet	9/28/2016	Universal City, CA
LA Chapter of the Alliance SDVOB Network	9/30/2016	Downey, CA

## Oct-16

CPUC Small Business Expo	10/4/2016	Fresno, CA
USDP Monthly Meeting	10/5/2021	Long Beach, CA
Meet The Primes	10/6/2016	Long Beach, CA
CWA Board of Director's Meeting - Cal Am	10/11/2016	San Diego, CA
US Hispanic Chamber of Commerce	10/8-12/2016	Miami, FL
The Latin Business Global Summit	10/12-14/2016	Commerce, CA
CUDC Monthly Meeting	10/14/2016	WebEx
Joint Utilities Quarterly Meeting - Host	10/20/2016	San Diego, CA
California State Conference of NAACP	10/21/2016	Sacramento, CA
NMSDC Annual Conference	10/23-26/2016	Chicago, IL

## Nov-16

CWA 75th Annual Conference - Monterey Plaza Hotel	11/2-4/2016	Monterey, CA
CUDC Monthly Meeting - Host	11/11/2016	WebEx
UMA/NARUC 128th Annual Meeting	11/13-17/2016	La Quinta, CA
USDP Retreat/Trip To Disney Land	11/17-18/2016	Anaheim, CA
AICOC Native Heritage Month	11/18/2016	Anaheim, CA

## Dec-16

CWA Board of Director's Meeting - Cal Water Service	12/13/2016	San Jose, CA
USDP Monthly Meeting	12/14/2016	San Francisco, CA
Joint Utilities Quarterly Meeting - NC	12/15/2016	San Francisco, CA

**TABLE B COMMUNITY ORGANIZATIONS AND AFFILIATIONS****2016 GOLDEN STATE WATER COMPANY PARTICIPATION**

	Date	Location
ISM Annual Supply Chain Diversity Conference 2016	2/10-12/2016	New Orleans LA
NARUC/UMA Winter Meeting	2/14-17/2016	Washington, DC
SCMSDC Minority Bus Opportunity Day	3/8-9/216	Universal City, CA
Joint Utilities Quarterly Meeting - Host So West Gas	3/17/2016	Las Vegas, NV
WBENC Summit & Salute	3/22-24/2016	Phoenix, AZ
CPUC Small Bus Expo	3/30/2016	Pasadena, CA
6th Annual SBA Southern California 8(a) Conference	4/26/2016	Garden Grove, CA
BBA Procurement Exchange Summit	5/13/2016	Los Angeles, CA
KTP DVBE Bus Alliance	5/17-19/2016	Arlington, TX
NUDC - Brooklyn Conference	5/26/2016	Brooklyn, NY
TELACU Millennium	6/10/2016	Los Angeles, CA
CUDC Monthly Meeting - Host CWA	7/8/2016	Anaheim, CA
AICOC Expo 13th Anniversary	7/31-8-2/2016	Rancho Mirage, CA
Regalettes, Inc. Annual Scholarship Fundraiser	8/21/2016	Los Angeles, CA
NGLCC Annual Conference	8/23-26/2016	Palm Springs, CA
CALBCC Ron Brown Annual Conference	8/25-27/2016	Los Angeles, CA
WBEC-West Procurement Conference	9/7-9/2016	Henderson, NV
CPUC 14th Annual Supplier Diversity En Banc	9/21/2016	So San Francisco
California Hispanic Chamber Of Commerce	9/22-23/2016	Riverside, CA
ABA 40th Annual Awards Banquet	9/28/2016	Universal City, CA
LA Chapter of the Alliance SDVOB Network	9/30/2016	Downey, CA
Meet The Primes	10/6/2016	Long Beach, CA
California State Conference of NAACP	10/21/2016	Sacramento, CA
NMSDC Annual Conference	10/23-26/2016	Chicago, IL
CWA 75th Annual Conference - Monterey Plaza Hotel	11/2-4/2016	Monterey, CA
AICOC Native Heritage Month	11/18/2016	Anaheim, CA
Joint Utilities Quarterly Meeting - NC	12/15/2016	San Francisco, CA

**OTHER AFFILIATIONS/MEMBERSHIPS IN 2016**

- ❖ California Utilities Diversity Council
- ❖ Asian Business Association, Advisory Council
- ❖ American Indian Chambers of Commerce, Advisory Council
- ❖ Disabled Veteran Business Alliance, Advisory Council
- ❖ California Black Chambers of Commerce, Advisory Council

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TABLE C 2017 OUTREACH PLANNING CALENDAR OF EVENTS

January		February		March				
Date:	1/13/2017	CUDC Meeting	Date:	2/10/2017	CUDC Meeting	Date:	3/1-3/2017	ISM
Location:	WebEx		Location:	WebEx	WebEx	Location:	Orlando, FL	2017 Diversity Conference
Date:			Date:	2/11-14/2016	UMA/NARUC	Date:	3/10/2017	CUDC
Location:			Location:	Washington, DC	Winter Meeting	Location:	Ontario, CA	CUDC Meeting
Date:			Date:			Date:	3/13-16/2017	RES
Location:			Location:			Location:	Las Vegas, NV	Economic Summit 2017
Date:			Date:	2/15-16/2017	CALBCC	Date:	3/14-15/2017	SCMSDC
Location:			Location:	Sacramento, CA	2017 Legislative Welcome Receipt & Capital Policy	Location:	Industry Hills, CA	Economic Summit 2017
Date:			Date:	2/22-23/2017	DIR	Date:	3/16/2017	Joint Utilities
Location:			Location:	Las Vegas, NV	2017 Supplier Diversity Seminar	Location:	Covina, CA	Qtrly Meeting
Date:	1/31/2017	Business Matchmaking	Date:			Date:	3/21/2017	WBENC
Location:	San Diego, CA	Business Matchmaking	Location:			Location:	New Orleans, LA	Summit & Salute
Date:			Date:			Date:	3/24-26/2017	Women Veterans Alliance
Location:			Location:			Location:	Sacramento, CA	Spring Conference
Date:			Date:			Date:	3/28/2017	DVBA
Location:			Location:			Location:	Camp Pendleton, CA	Social Constr. Expo
April		May		June				
Date:	4/12/2017	SBA	Date:	5/3/2017	CPUC	Date:	6/9/2017	CUDC Meeting
Location:	Irvine, CA	8(a) & Sm Bus Conf	Location:	Los Angeles, CA	Small Business Expo	Location:	WebEx	
Date:	4/14/2017	CUDC Meeting	Date:	5/12/2017	CUDC Meeting	Date:	6/9/2017	TELACU
Location:	WebEx		Location:	Sacramento, CA	TBD	Location:	Los Angeles, CA	Building the Dream Gala
Date:	4/14/2017	Greenlining	Date:	5/17-19/2017	CWA	Date:		
Location:	Oakland, CA	24th Economic Summit	Location:	Sacramento, CA	Spring Conference	Location:		
Date:	4/21-22/2017	CALBCC	Date:	5/18/2017	NUDC	Date:		
Location:	Sacramento, CA	DVBA	Location:	Brooklyn, NY	Back to Brooklyn	Location:		
Date:	4/25-27/2017	KTP	Date:	2/21-24/2016	ISM	Date:	6/20-22/2017	WBENC
Location:	Las Vegas, NV	Bus Alliance	Location:	Orlando, FL	Annual 2017 Conference	Location:	Las Vegas, NV	Nat'l Bus Confr.
Date:			Date:			Date:		
Location:		Small Business Expo	Location:			Location:		
Date:			Date:			Date:		
Location:			Location:			Location:		
Date:			Date:	5/31-6/2/2017	USPAACC	Date:		
Location:			Location:	San Diego, CA	CelebeAsian Procurement Conference	Location:		

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July			August			September		
Date:	7/11/2017	DVBA	Date:	8/1-4/2017	NGLCC	Date:	9/8/2017	CUDC Meeting
Location:	TBD	IT & Professional Service Expo	Location:	Las Vegas, VA	Annual Conference	Location:	TBD	
Date:	7/14/2017	CUDC Meeting	Date:	8/11/2017	CUDC Meeting	Date:		
Location:	San Francisco, CA	TBD	Location:	WebEx		Location:		
Date:	7/15-19/2017	UMA/NARUC	Date:	8/13/2017	Regalettes	Date:		
Location:	San Diego, CA	Summer Meeting	Location:	Los Angeles, CA	Annual Scholarship Gala	Location:		
Date:	7/23-25/2017	AICOC	Date:	8/15-19/2017	ELITE SDVOB	Date:		
Location:	Rancho Mirage, CA	Annual Conference	Location:	Orlando, FL	Nat'l Conference	Location:		
Date:			Date:	8/24-26/2017	CALBCC	Date:	9/27/2017	LA Chapter SDVOB
Location:			Location:	Oakland, CA	Ron Brown Annual Conference	Location:	Downey, CA	Contacts to Contracts
October			November			December		
Date:	10/5/2017	CPUC	Date:	11/6-8/2017	CWA	Date:		
Location:	Pomona, CA	En Banc	Location:	Monterey, CA	Annual Conference	Location:		
Date:	10/13-15/2017	Women's Veterans Alliance	Date:	11/10/2017	CUDC Meeting	Date:		
Location:	City of Industry, CA	Annual Conference	Location:	WebEx		Location:		
Date:			Date:	11/11-15/2017	UMA/NARUC	Date:		
Location:			Location:	Baltimore, MD	Winter Conference	Location:		
Date:			Date:	11/17/2017	AICOC	Date:		
Location:			Location:	Anaheim, CA	Month	Location:		
Date:			Date:			Date:		
Location:			Location:			Location:		
Date:	10/20/2017	NAAC	Date:			Date:		
Location:	Los Angeles, CA	Economic Development Conference	Location:			Location:		
Date:	10/22-25/2017	NMSDC	Date:			Date:		
Location:	Detroit, MI	Annual Conference	Location:			Location:		

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**TABLE D CALIFORNIA WATER ASSOCIATION USDP REPRESENTATIVES****California American Water Company**

Edward Simon

Supplier Diversity Manager

**California Water Service**

Jose Espinoza

Supplier Diversity Manager

**Golden State Water Company**

Emma Maxey

Supplier Diversity Manager

**Liberty Utilities**

Danny Rodriguez

Purchasing Manager/Diversity Rep

**San Gabriel Valley Water Company**

Program Chair; Jackie Glover

Supplier Diversity Coordinator

**San Jose Water Company**

Tim McLaughlin

Community/Supplier Diversity

**Suburban Water Systems**

Lauren James

Procurement/Supplier Diversity Manager



2016 Annual Report

Prepared by

Emma E. Maxey

Supplier Diversity Manager

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Golden State Water Company

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San Dimas, CA 91773

**About Cover:** Golden State Water Company's cover features several projects completed in 2016; South Bradley Rd Development; Beach Blvd and Hynes install 12" DIP; Ranch Rd new 8" Main