



# SAN GABRIEL VALLEY WATER COMPANY

Utility Supplier Diversity Program  
2018 Annual Report and 2019 Plan

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156</b>
<b>WMDVLGBTBE Annual Report/Annual Plan – Table of Contents</b>		

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Internal Program Activities

Staff Changes

In August of 2018, our Supplier Diversity Program Manager, Jackie Glover, retired after 5 successful years with San Gabriel Valley Water Company (San Gabriel). Jackie made major improvements in the success of the Supplier Diversity program and San Gabriel is very fortunate to have had the opportunity of having her manage the program. The position of Supplier Diversity Program Coordinator was taken over by Jeanette Diaz.



Jackie Glover



Jeanette Diaz

Jeanette graduated from Cal Poly Pomona in 2004 with her Bachelors of Science in Biology. While attending college she worked in the administration field, and soon began to realize that this was where she excelled. Before starting with San Gabriel, Jeanette had over 10 years of experience working in the administration field. During her first two years with San Gabriel she excelled in her administrative role in the Engineering department, was very eager to learn and become proactive within the company. While in the Engineering department, Jeanette was involved with the invoice process, preparation of developer service agreements, and the bid & RFP process. She worked with developers, contractors, consultants, and customers on a daily basis. Jeanette began to work alongside Jackie in the pursuit of new diverse businesses for the Engineering department. While doing so, she became more involved with our Supplier Diversity Program. Her extensive knowledge of the company’s purchasing areas, and bid & RFP process, especially the needs of our major construction activities, along with her passion to help diverse businesses achieve success made her an ideal candidate for the Supplier Diversity Program Coordinator position.

Since taking the position in August, Jeanette has shown tremendous growth in the supplier diversity realm, and has also been working closely with the California Water Association (CWA) Supplier Diversity Committee. San Gabriel is confident that Jeanette will add value and continued success to our Supplier Diversity program.



Jose Espinoza (California Water Service), Ed Simon (Cal Am Water), Tim McLaughlin (San Jose Water Company), Lauren James (Suburban Water), Jeanette Diaz, Emma Maxey (Golden State Water)

## *New Programming*

San Gabriel made successful strides towards the implementation of a new invoice processing system. This system will enhance our current invoice process, allowing for a more organized and e-based filing system. This system is expected to be in full use in 2019.

## *Success Stories – New Business Relationships*

San Gabriel has steadily increased the number of direct spend diverse vendors, with an increase of thirty-six percent in 2018.

Among our new diverse vendors, we are proud to report that in 2018 we expanded our pipeline contractors list to include the following diverse contractors: Valverde Construction, Inc., a disabled veteran owned business, Ferreira Construction Co. Inc., a minority owned business, and J. De Sigio Construction, Inc., a minority owned business.



We also began working with Evans Industrial, Inc. (Evans), a woman-owned general construction business. Evans performed work on our Plant No. 8 UV Treatment System project, as well as our Plant No. 11 Storage Building Replacement project.

San Gabriel also began new business relationships with engineering consultants. Westland Group, Inc., a woman-owned business, performed professional design services on a number of projects in 2018 for San Gabriel. PacRim Engineering, Inc., a minority-owned business, and Watearth, Inc., an LGBT-owned business, were also added and performed services for San Gabriel.

TYS Creative, Inc. (TYS), a minority owned digital marketing, design and software solutions company assisted with the development and implementation of the update of San Gabriel's Los Angeles County and Fontana Water Company division websites.



A Cone Zone, Inc., a woman-owned full service traffic control was hired in 2018 for the preparation of traffic control design plans. San Gabriel has been more than pleased with their work and is looking forward to a continued business relationship.

In addition, J.P. Steel International, Inc., is a minority-owned pipeline supplier that San Gabriel began purchasing from in 2018.

San Gabriel is more than pleased with the 2018 diverse business relationships developed, and is looking forward to continued growth and success together.

## External Program Activities

### *Collaboration with the California Water Association (CWA)*

San Gabriel continued its collaborative work with CWA to bring procurement and growth opportunities to women, minority, disabled veterans and LGBT businesses. This included a Capacity Building and Technical Assistance (CB&TA) Program, and two Meet the Primes events.

### *Capacity Building and Technical Assistance (CB&TA) Program*

Following our successful partnership with the Minority Business Development Agency, in 2018 we conducted a Request for Proposal (RFP) with nine community based organizations for an opportunity to showcase their expertise in conducting such programs.

Through a structured evaluation process, we selected the Council for Supplier Diversity and the University of San Diego (USD) School of Business. Their joint proposal outlined an innovative approach through a series of workshops on Organization and Operational Strategy.

Our kick-off session was held in May, in San Diego with about 20 participants. Following the workshop, we held a panel discussion on strategies for success.

In September, we hosted the second session at Cal Water's San Jose campus. With more than 15 companies in attendance, this installment allowed for Bay Area diverse suppliers to learn about operational strategy. The discussion centered on topics like defining operations strategy, mission, operations objectives, and tactics.

The workshop was followed by a question-and-answer session on CWA, diversity certifications, certifying entities, and typical water utility projects.

We held our third session in October at the City Club in Downtown Los Angeles. As in previous workshops, diverse suppliers had an opportunity to review their organizational and operational strategies.





*David Pyke PHD, Professor of Operations/Supply Chain Management, University of San Diego School of Business and Ronald B. Garnett, President and CEO of the Council for Supplier Diversity*

A highlight of the session was when (in a group setting) suppliers defined and ranked their priorities based on cost, quality, delivery and flexibility. In essence, refining what is important to be successful in their industry.

For our fourth and final session, we partnered with the Small Business Development Center at El Camino College Business Training Center in Hawthorne. Following our previous model, we discussed organizational strategy topics such as, supporting systems and process, proper alignment of resources, and assessing human resource capability.

This fourth workshop marked the culmination of a year-long, statewide effort to provide tools for small and diverse suppliers to become more competitive in the marketplace.

## *Meet the Primes Events*

In 2018, CWA continued hosting its signature Meet the Primes event, a forum for prime contractors and diverse suppliers to connect.



*CWA Meet the Primes, Southern CA, April, 2018*

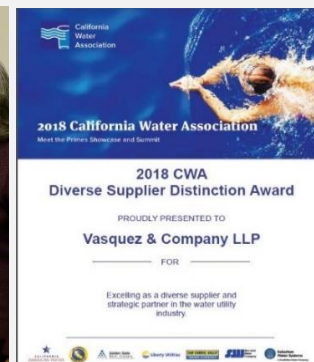
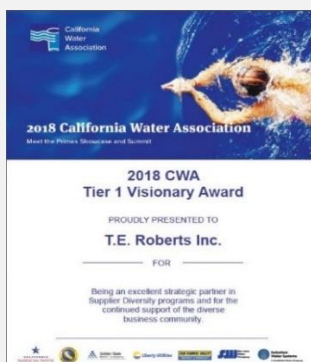


The program was designed to provide diverse suppliers insider views to doing business with CWA members, followed by 15 minutes of Q&A facilitated by keynote speaker, Pamela Isom, President & CEO of ICE Safety Solutions, Inc.



The event featured a Vendor Showcase allowing diverse suppliers two minutes to present their company's capabilities to an audience of CWA representatives and prime suppliers. The representatives were then able to request follow-up meetings during the afternoon session.

For the second year in a row, CWA presented awards to two deserving companies. The Diverse Supplier Distinction Award was presented to Vasquez & Company, LLP for their commitment as a diverse supplier in the water utility industry. The Tier 1 Visionary Award was awarded to prime contractor T.E. Roberts, Inc., for their continued support of the diverse business community.



*CWA Representatives Honor T.E. Roberts, Inc. and Vasquez & Company, LLP*





*CWA Meet the Primes, Northern CA, September, 2018*

Our second Meet the Primes session was hosted at the Campbell Community Center in Northern California.

In contrast to our previous event, our CWA Prime Contractors had operations expanding from the San Joaquin Valley to the Northern Sacramento Valley.

The program included opening comments by Cal Water's Chief Procurement & Lead Continuous Improvement Officer as well as a presentation by San Jose Water's Assistant Chief Engineer in Construction. West Valley Construction, a prime contractor, discussed upcoming projects in their service territory.





### *CWA Representatives Honor Garney Construction*

During lunch, Garney Construction, a California American Water prime contractor, was honored by CWA for their project performance and subcontractor expenditures while completing the Monterey Pipeline Project.

Finally, in closing the event, subcontractors had the opportunity to present their organizations through a two-minute quick pitch.

## 2018 Outreach Events Highlights

Throughout the year San Gabriel participated in more than 80 outreach events to support and promote the growth of our DBE vendor database and Supplier Diversity Program.

In January, CWA was recognized as Corporate Member of the Year by both the Rainbow Chamber of Commerce Silicon Valley and the California State Senate.



San Gabriel attended the California Utility Roundtable in March, with featured speaker the Honorable Carla Peterman. The event was meant to introduce regulated utilities to providers of brokerage and investment banking services. The Commissioner shared her thoughts on the topic of supplier diversity as it pertains to minority, women, and service disabled veteran-owned investment banks.



Also in March San Gabriel was a supporter and contributor of the Black Business Association's Salute to Black Women.



In June, CWA hosted a booth at the Cal Con Expo in Anaheim.

In September, CWA attend the WBEC - West 2018 Annual Conference. San Gabriel, California American Water and Liberty Utilities were nominated for Corporation of the Year.





Third quarter 2018 provided the opportunity for community based organizations (CBO) and the Joint Utilities (JU) collaboration forum. This event was in response to the agreement reached between the author of the late payment legislation AB1552 and the JU. Held in southern California, this was a space designed to discuss challenges around invoice payment, bonding, and retainers among other topics.



In November, CWA members attended the Veterans in Business Network conference in Los Angeles. California American Water, California Water Service, and Golden State Water received the award for the Above & Beyond Corporation of the year.



San Gabriel joined forces with CWA to share vendors and policy best practices. Furthermore, in December San Gabriel participated with CWA in training for program managers as part of professional development.



# 2018 Outreach Calendar

## January

USDP Monthly Meeting, San Jose  
CWA Board of Directors Executive Committee Meeting, San Francisco  
BBA Procurement Summit Series, Los Angeles

## February

CALBCC Legislative Welcome Reception & Capitol Policy Luncheon  
CWA Board of Directors Executive Committee Meeting, San Jose  
UMA/NARUC Winter Meeting, Washington, DC  
USDP Monthly Meeting, San Diego  
Black Business Association (BBA) Annual Awards Dinner, Los Angeles

## March

CWA Board of Director's Meeting, Sacramento  
National Reservation Economic (RES) Summit, Las Vegas  
California Utility Supplier Diversity Roundtable, San Francisco  
Joint Utilities Quarterly Meeting, San Francisco  
USDP Monthly Meeting, San Francisco  
WBA LGBT Economic Summit & Conference, San Francisco  
Black Business Association - Salute to Black Women, Los Angeles

## April

CWA Board of Director's Meeting, San Dimas  
8th Annual SBA Southern California 8(a) Conference, Irvine  
CALBCC African American Leadership Conference, Sacramento  
SCMSDC – MBOD, Pasadena  
CPUC Small Bus Expo, Long Beach  
CWA Prime Contractor's Meeting, Downey  
USDP Monthly Meeting, Torrance

## May

AABE National Conference, Las Vegas  
Keeping the Promise, San Diego  
CWA Capacity Building & Technical Assistance, San Diego  
USDP Monthly Meeting, Sacramento  
CWA Annual Spring Conference, Sacramento  
Greenlining 24th Economic Summit, Oakland  
BBA Veterans Procurement & Business Conference, Los Angeles  
CWA Meet the Buyers Event, Los Angeles

## June

Joint Utilities Quarterly Meeting, San Diego  
USDP Monthly Meeting, San Diego  
CWA Board of Director's Meeting, Los Angeles  
TELACU Millennium, Los Angeles  
Annual Native American Luncheon, Los Angeles  
Black Business Association (BBA) Salute to Music, Los Angeles

## July

CWA Board of Director's Meeting, Newport Beach  
UMA/NARUC Summer Committee Meeting, Scottsdale, AZ  
CalCon 2018 (MWD Construction Expo), Anaheim  
AICOC Expo 15th Annual Conference, Rancho Mirage  
USDP Monthly Meeting, Rancho Mirage  
SCMSDC 2018 SOTY Awards, Long Beach

## August

WBE Connect Showcase, Culver City  
NGLCC Annual Conference, Philadelphia, PA  
Elite SDVOB National Conference, San Diego  
USDP Monthly Meeting, Downey  
CHCC 2018 Annual Convention, Los Angeles  
Ron Brown Business & Economic Summit, Irvine

## September

15th Annual WBEC-West Procurement Conference, Indian Wells  
Prompt Payment Forum, Rosemead  
USDP Monthly Meeting, Rosemead  
Joint Utilities Meeting, Rosemead  
ABAOC, Orange County  
ABA 42nd Annual Awards Banquet, Pasadena  
CWA Capacity Building & Technical Assistance, San Jose  
USDP Meet the Primes Event, Campbell

## October

LBA Women's Business Luncheon, Rosemead  
CPUC EnBanc, Richmond  
California Department of Insurance, Los Angeles  
LAGLCC LGBT, West Hollywood  
USDP Monthly Meeting, Downey  
NAAC 15 Annual Economic Development Conference, Los Angeles  
CWA Board of Director's Meeting, El Monte  
CWA Capacity Building & Technical Assistance, Compton  
NMSDC Annual Conference, Austin, TX  
CWA Capacity Building & Technical Assistance, Bakersfield  
No. Calif. Elite SDVOB Chapter 3rd Annual Conference, San Ramon  
SCMSDC 34th Annual Leadership Excellence Awards Gala, Los Angeles  
CWA 75th Annual Conference, Monterey

## November

CPUC San Ramon Small/Diverse Business Expo, San Ramon  
The 42nd Annual LBA Sol Business Awards Gala, Burbank  
Regalettes, Inc. Annual Scholarship Fundraiser, Los Angeles  
VIB Network National Conference, Los Angeles  
USDP Monthly Meeting, Los Angeles  
NAMC 19TH Annual Leadership Awards 2018, Marina Del Ray  
BBA Veterans Procurement & Business Conference, Los Angeles  
UMA/NARUC 130th Annual Meeting, Orlando, FL  
AICOC Native Heritage Month Luncheon, Anaheim

## December

Joint Utilities Quarterly Meeting, Las Vegas, NV  
USDP Monthly Meeting, Los Angeles  
Turning Construction Contacts into Contracts, Long Beach  
CWA Board of Director's Meeting, San Dimas



<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.2</b>
<b>WMDVLGBTBE Annual Results by Ethnicity</b>		

			<b>2018</b>			
			<b>Direct</b>	<b>Sub</b>	<b>Total \$</b>	<b>%</b>
1	<b>Minority Male</b>	Asian Pacific American	2,817,310	-	\$2,817,310	4.18%
2		African American	187,267	164,241	\$351,508	0.52%
3		Hispanic American	5,455,440	268,274	\$5,723,714	8.50%
4		Native American	1,874,959	-	\$1,874,959	2.78%
5		<b>Total Minority Male</b>	\$10,334,976	\$432,515	\$10,767,491	15.99%
6	<b>Minority Female</b>	Asian Pacific American	255,192	-	\$255,192	0.38%
7		African American	736,617	-	\$736,617	1.09%
8		Hispanic American	642,436	-	\$642,436	0.95%
9		Native American	0	-	-	0.00%
10		<b>Total Minority Female</b>	\$1,634,245	\$0	\$1,634,245	2.43%
11	<b>Total Minority Business Enterprise (MBE)</b>		\$11,969,221	\$432,515	\$12,401,736	18.42%
12	<b>Women Business Enterprise (WBE)</b>		\$7,827,605	\$5,577	\$7,833,182	11.63%
13	<b>Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)</b>		\$2,211,558	-	\$2,211,558	3.28%
14	<b>Disabled Veteran Business Enterprise (DVBE)</b>		\$220,386	-	\$220,386	0.33%
15	<b>Other 8(a)*</b>		-	-	-	0.00%
16	<b>Total WMDVLGBTBE</b>		\$22,228,770	\$438,092	\$22,666,862	33.66%
17	<b>Net Procurement**</b>		<b>\$ 67,345,442</b>			

NOTE: \* FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

\*\* NET PROCUREMENT INCLUDES PURCHASE ORDERS, NO-PURCHASE ORDER, AND CREDIT CARD DOLLARS

Direct - DIRECT PROCUREMENT

Sub - SUBCONTRACTOR PROCUREMENT

% - PERCENTAGE OF NET PROCUREMENT

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.2</b>
<b>WMDVLGBTBE Direct Procurement by Product and Service Categories</b>		

				Products		Services		Total	
				\$	%	\$	%	\$	%
1	Minority Male	Asian Pacific American	Direct	2,410,755.14	3.58%	406,555.43	0.60%	2,817,310.57	4.18%
2		African American	Direct	-	0.00%	187,267.45	0.28%	187,267.45	0.28%
3		Hispanic American	Direct	888,494.60	1.32%	4,566,945.85	6.78%	5,455,440.45	8.10%
4		Native American	Direct	-	0.00%	1,874,959.11	2.78%	1,874,959.11	2.78%
5		Total Minority Male	Direct	\$ 3,299,249.74	4.90%	\$ 7,035,727.84	10.45%	\$ 10,334,977.58	15.35%
6	Minority Female	Asian Pacific American	Direct	33,750.45	0.05%	221,442.20	0.33%	255,192.65	0.38%
7		African American	Direct	-	0.00%	736,617.08	1.09%	736,617.08	1.09%
8		Hispanic American	Direct	4,132.65	0.01%	638,303.56	0.95%	642,436.21	0.95%
9		Native American	Direct	-	0.00%	-	0.00%	-	0.00%
10		Total Minority Female	Direct	\$ 37,883.10	0.06%	\$ 1,596,362.84	2.37%	\$ 1,634,245.94	2.43%

11	Total Minority Business Enterprises (MBE)	Direct	\$ 3,337,132.84	4.96%	\$ 8,632,090.68	12.82%	\$ 11,969,223.52	17.77%
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12	Women Business Enterprises (WBE)	Direct	\$ 5,440,165.30	8.08%	\$ 2,387,439.93	3.55%	\$ 7,827,605.23	11.62%
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13	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	Direct	\$ -	0.00%	\$ 2,211,558.68	3.28%	\$ 2,211,558.68	3.28%
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14	Disabled Veteran Business Enterprises (DVBE)	Direct	\$ 314.36	0.00%	\$ 220,072.20	0.33%	\$ 220,386.56	0.33%
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15	Other (8a)*	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
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16	TOTAL WMDVLGBTBE	Direct	\$ 8,777,612.50	13.03%	\$ 13,451,161.49	19.97%	\$ 22,228,773.99	33.01%
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17	Total Product Procurement	\$ 17,463,057.00
18	Total Service Procurement	\$ 49,882,385.00

19	Net Procurement**	67,345,442.00
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20	Total Number of WMDVLGBTBEs that Received Direct	76
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NOTE:

\*FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

\*\*NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS

Direct – DIRECT PROCUREMENT

Sub – SUBCONTRACTOR PROCUREMENT

% - PERCENTAGE OF NET PROCUREMENT

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.2</b>
<b>WMDVLGBTBE Subcontractor Procurement by Product and Service Categories</b>		

				Products		Services		Total	
				\$	%	\$	%	\$	%
1	Minority Male	Asian Pacific American	Sub	-	0.00%	-	0.00%	-	0.00%
2		African American	Sub	-	0.00%	164,241.00	0.24%	164,241.00	0.24%
3		Hispanic American	Sub	-	0.00%	268,274.00	0.40%	268,274.00	0.40%
4		Native American	Sub	-	0.00%	-	0.00%	-	0.00%
5		Total Minority Male	Sub	\$ -	0.00%	\$ 432,515.00	0.64%	\$ 432,515.00	0.64%
6	Minority Female	Asian Pacific American	Sub	-	0.00%	-	0.00%	-	0.00%
7		African American	Sub	-	0.00%	-	0.00%	-	0.00%
8		Hispanic American	Sub	-	0.00%	-	0.00%	-	0.00%
9		Native American	Sub	-	0.00%	-	0.00%	-	0.00%
10		Total Minority Female	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
11	Total Minority Business Enterprises (MBE)		Sub	\$ -	0.00%	\$ 432,515.00	0.64%	\$ 432,515.00	0.64%
12	Women Business Enterprises (WBE)		Sub	\$ -	0.00%	\$ 5,577.00	0.01%	\$ 5,577.00	0.01%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
14	Disabled Veteran Business Enterprises (DVBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
15	Other (8a)*		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
16	TOTAL WMDVLGBTBE		Sub	\$ -	0.00%	\$ 438,092.00	0.65%	\$ 438,092.00	0.65%

17	Total Product Procurement	\$ 17,463,057.00
18	Total Service Procurement	\$ 49,882,385.00
19	Net Procurement**	\$ 67,345,442.00

NOTE: \*FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

\*\*NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS

Direct – DIRECT PROCUREMENT

Sub – SUBCONTRACTOR PROCUREMENT

% - PERCENTAGE OF NET PROCUREMENT

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.2</b>
<b>WMDVLGBTBE Procurement by Standard Industrial Classification Categories</b>		

SIC Code Category <sup>+</sup>	\$ - %	Asian Pacific American		African American		Hispanic American		Native American		Total Minority Business Enterprises (MBE)	Women Business Enterprises (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	Disabled Veterans Business Enterprises (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total Dollars
		Male	Female	Male	Female	Male	Female	Male	Female							Total Percentage
15	\$										717,815.85				\$ 717,815.85	\$ 6,269,296.75
	%										1.07%				1.07%	9.30%
16	\$			143,720.00		1,290,403.13		1,874,959.11		3,309,082.24	1,341,710.15	2,211,558.68			\$ 6,862,351.07	\$ 6,862,351.07
	%			0.21%		1.92%		2.78%		4.91%	1.99%	3.28%			10.19%	10.19%
17	\$					1,976,955.90				1,976,955.90	4,662.00		220,072.20		\$ 2,201,690.10	\$ 15,532,858.10
	%					2.94%				2.94%	0.01%		0.33%		3.27%	23.07%
23	\$														\$ -	\$15,267.17
	%														0.00%	0.02%
25	\$	3,846.50								3,846.50	132,378.34				\$ 136,224.84	\$ 136,224.84
	%	0.01%								0.01%	0.20%				0.20%	0.20%
27	\$														\$ -	\$ -
	%														0.00%	0.00%
28	\$														\$ -	\$ 1,639,958.85
	%														0.00%	2.44%
29	\$														\$ -	\$ 7,406.17
	%														0.00%	0.01%
30	\$										4,774,066.92				\$ 4,774,066.92	\$ 4,774,066.92
	%										7.09%				7.09%	7.09%
32	\$					79,250.13				79,250.13					\$ 79,250.13	\$ 438,350.13
	%					0.12%				0.12%					0.12%	0.65%
33	\$	2,229,954.40								2,229,954.40					\$ 2,229,954.40	\$ 2,229,954.40
	%	3.31%								3.31%					3.31%	3.31%
34	\$					3,212.00	4,132.65			7,344.65					\$ 7,344.65	\$ 99,402.24
	%					0.00%	0.01%			0.01%					0.01%	0.15%
35	\$	37,101.43	33,750.45			50,531.94				121,383.82					\$ 121,383.82	\$ 450,743.66
	%	0.06%	0.05%			0.08%				0.18%					0.18%	0.67%
36	\$					616,432.36				616,432.36					\$ 616,432.36	\$ 641,928.96
	%					0.92%				0.92%					0.92%	0.96%
37	\$					8,945.81				8,945.81	1,806.92				\$ 10,752.73	\$ 14,208.60
	%					0.01%				0.01%	0.00%				0.02%	0.03%
38	\$					131,945.00				131,945.00					\$ 131,945.00	\$ 234,303.34
	%					0.20%				0.20%					0.20%	0.35%
39	\$												314.36		\$ 314.36	\$ 66,808.03
	%												0.00%		0.00%	0.10%
42	\$			87,201.00						87,201.00	12,750.86				\$ 99,951.86	\$ 99,951.86
	%			0.13%						0.13%	0.02%				0.15%	0.15%
44	\$						637,564.56			637,564.56					\$ 637,564.56	\$ 637,564.56
	%						0.95%			0.95%					0.95%	0.95%
46	\$														\$ -	\$ 564,497.96
	%														0.00%	0.84%
47	\$														\$ -	\$ 170,653.46
	%														0.00%	0.25%
48	\$														\$ -	\$ 429,327.34
	%														0.00%	0.64%
50	\$	139,852.81		73,544.00		2,687.36				216,084.17	8,410.94				\$ 224,495.11	\$ 309,639.04
	%	0.21%		0.11%		0.00%				0.32%	0.01%				0.33%	0.46%
51	\$										1,507.10				\$ 1,507.10	\$ 14,603.55
	%										0.00%				0.00%	0.02%
52	\$														\$ -	\$ 73,829.33
	%														0.00%	0.11%



## WMDVLGBTBE Procurement by Standard Industrial Classification Categories (Cont.)

SIC Code Category*	\$ - %	Asian Pacific American		African American		Hispanic American		Native American		Total Minority Business Enterprises (MBE)	Women Business Enterprises (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	Disabled Veterans Business Enterprises (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total Dollars	
		Male	Female	Male	Female	Male	Female	Male	Female							Total Percentage	
54	\$														\$ -	\$ 36,501.40	
	%														0.00%	0.05%	
55	\$										519,225.89				\$ 519,225.89	\$ 784,750.56	
	%										0.77%				0.77%	1.16%	
56	\$														\$ -	\$ 5,896.94	
	%														0.00%	0.01%	
57	\$														\$ -	\$ 5,366.89	
	%														0.00%	0.01%	
59	\$										2769.19				\$ 2,769.19	\$ 4,997,402.13	
	%										0.00%				0.00%	7.42%	
60	\$														\$ -	\$ 144,141.03	
	%														0.00%	0.21%	
63	\$														\$ -	\$ 3,397,115.55	
	%														0.00%	5.04%	
64	\$				611,046.00					611,046.00					\$ 611,046.00	\$ 649,618.89	
	%				0.91%					0.91%					0.91%	0.97%	
65	\$														\$ -	\$ 3,219.10	
	%														0.00%	0.00%	
70	\$														\$ -	\$ 2,000.00	
	%														0.00%	0.00%	
73	\$	64,757.01	768.00	35,000.00		128,799.79				229,324.80	243,670.98				\$ 472,995.78	\$ 3,291,569.43	
	%	0.10%	0.00%	0.05%		0.19%				0.34%	0.36%				0.70%	4.89%	
75	\$					59,136.45				59,136.45					\$ 59,136.45	\$ 452,554.57	
	%					0.09%				0.09%					0.09%	0.67%	
76	\$						739.00			739.00					\$ 739.00	\$ 31,100.05	
	%						0.00%			0.00%					0.00%	0.05%	
79	\$														\$ -	\$ 63,250.71	
	%														0.00%	0.09%	
80	\$														\$ -	\$ 2,805,269.27	
	%														0.00%	4.17%	
81	\$														\$ -	\$ 256,273.68	
	%														0.00%	0.38%	
82	\$														\$ -	\$ 11,770.00	
	%														0.00%	0.02%	
83	\$														\$ -	\$ 500.00	
	%														0.00%	0.00%	
86	\$														\$ -	\$ 4,816.39	
	%														0.00%	0.01%	
87	\$	323,201.00	220,674.20	12,043.45	125,571.08	1,148,271.88				1,829,761.61	72,407.09				\$ 1,902,168.70	\$ 3,403,223.10	
	%	0.48%	0.33%	0.02%	0.19%	1.71%				2.72%	0.11%				2.82%	5.05%	
88	\$														\$ -	\$ 203,243.86	
	%														0.00%	0.30%	
89	\$	18,597.42				227,142.23				245,739.65					\$ 245,739.65	\$ 5,082,662.25	
	%	0.03%				0.34%				0.36%					0.36%	7.54%	
<b>TOTAL</b>		2,817,310.57	255,192.65	351,508.45	736,617.08	5,723,713.98	642,436.21	1,874,959.11	-	12,401,738.05	7,833,182.23	2,211,558.68	220,386.56	-	22,666,865.52	\$ 67,345,442.13	
<b>TOTAL</b>		4.18%	0.38%	0.52%	1.09%	8.50%	0.95%	2.78%	0.00%	18.42%	11.63%	3.28%	0.33%	0.00%	33.66%	100.00%	

Total Product Procurement	17,463,057.00
Total Service Procurement	49,882,385.00
Net Procurement ***	67,345,442.00

NOTE:

\* FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

\*\* NET PROCUREMENT INCLUDES PURCHASE ORDERS, NO-PURCHASE ORDER, AND CREDIT CARD DOLLARS

Direct - DIRECT PROCUREMENT

Sub - SUBCONTRACTOR PROCUREMENT

% - PERCENTAGE OF NET PROCUREMENT

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.2 (D.11-05-019 &amp; D.06-11-028)</b>
<b>Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse</b>		

	Data on Number of Suppliers											
	Revenue ( <i>Range</i> ) Reported to CHS						Utility-Specific 2018 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million or Unknown	19	7	0	3	0	29	47	20	0	3	0	70
Under \$5 million	12	5	0	0	0	17	3	2	1	0	0	6
Under \$10 million	6	5	0	0	0	11	0	0	0	0	0	0
Above \$10 million	13	5	1	0	0	19	0	0	0	0	0	0
<b>TOTAL</b>	<b>50</b>	<b>22</b>	<b>1</b>	<b>3</b>	<b>0</b>	<b>76</b>	<b>50</b>	<b>22</b>	<b>1</b>	<b>3</b>	<b>0</b>	<b>76</b>

	Revenue and Payment Data											
	Revenue ( <i>Average</i> ) Reported to CHS						Utility-Specific 2018 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million or Unknown	36,434,898.00	2,922,855.00	-	-	-	\$ 39,357,753.00	2,242,813.00	5,211,174.00		220,387.00		\$ 7,674,374.00
Under \$5 million	36,548,698.00	14,003,705.00	-	-	-	\$ 50,552,403.00	1,355,285.00	1,554,720.00	2,211,559.00			\$ 5,121,564.00
Under \$10 million	42,576,411.00	35,643,636.00	-	-	-	\$ 78,220,047.00	2,057,820.00	216,715.00				\$ 2,274,535.00
Above \$10 million	2,332,483,311.00	2,718,589,230.00	12,000,000.00	-	-	\$ 5,063,072,541.00	6,304,934.00	853,366.00				\$ 7,158,300.00
<b>TOTAL</b>	<b>\$2,448,043,318.00</b>	<b>\$ 2,771,159,426.00</b>	<b>\$12,000,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 5,231,202,744.00</b>	<b>\$11,960,852.00</b>	<b>\$7,835,975.00</b>	<b>\$ 2,211,559.00</b>	<b>\$ 220,387.00</b>	<b>\$ -</b>	<b>\$22,228,773.00</b>

NOTE: \* FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE  
CHS: SUPPLIER CLEARINGHOUSE

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.2</b>
<b>Description of WMDVLGBTBEs with CA Majority Workforce</b>		

This information for 2018 is not readily available.

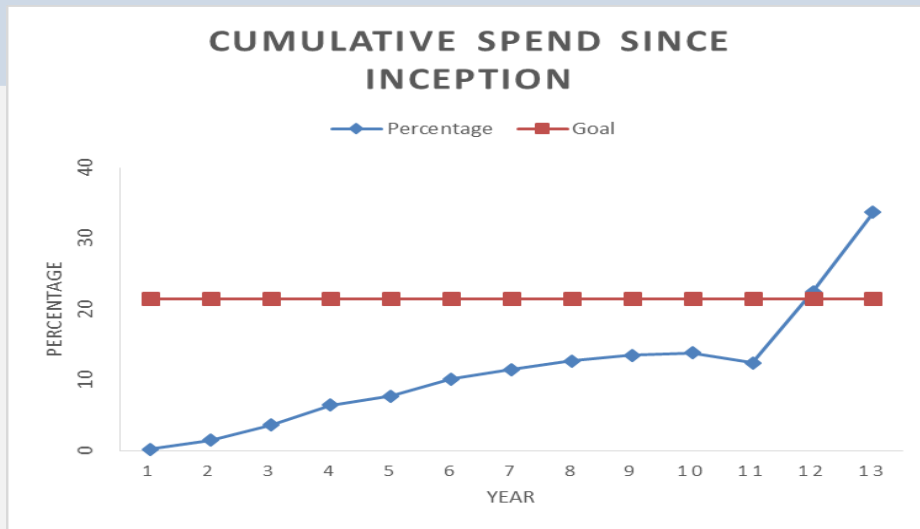
<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.3</b>
<b>WMDVLGBTBEs Program Expenses</b>		

<b>Expenses Category</b>	<b>2018</b>
Wages	\$100,971.00
Other Employee Expenses	\$10,966.00
Program Expenses	\$3,097.00
Reporting Expenses	\$0.00
Training	\$0.00
Consultants	\$2,200.00
Other (CBO Sponsorships)	\$1,900.00
<b>TOTAL</b>	<b>\$119,134.00</b>

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.4</b>
<b>Description of Progress in Meeting or Exceeding Set Goals</b>		

We are very pleased to report that our procurement with WMDVLGBTBEs increased by 174% in 2018 to \$22,228,770 in direct spend, compared to \$8,117,709 in 2017. In addition, our total number of WMDVLGBTBEs that received direct spend increased by 36% from 56 to 76. Our 2<sup>nd</sup> tier spend for 2018 was \$438,093. As requested, our 2<sup>nd</sup> tier spend has been detailed separately in the SIC Categories table, thus matching the total DBE spend in the Results by Ethnicity table.

Our 2018 results can be attributed to the concentration of control for the program into one department. In addition, we were focused on the addition of prequalified DBE vendors to our database, actively seeking new diverse vendors to add through various channels. Another successful attribute was maintaining a positive and open relationship with our contractors, which allowed for open communication on both sides of the business relationship. In 2018 we also had numerous large value projects which also helped us to not only reach, but surpass most of our DBE goals. Although, we did not meet our DVBE categorical goal for 2018, we plan to continue our efforts in meeting that goal for 2019 by attending outreach events, working with CBOs and identifying businesses in the Supplier Clearinghouse.



<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Section 9.1.4</b>
<b>WMDVLGBTBE Results and Goals</b>		

Category	2018 Results	2018 Goals
Minority Men	15.99%	
Minority Women	2.43%	
Total Minority Business Enterprise (MBE)	18.42%	15.0%
Women Business Enterprise (WBE)	11.63%	6.25%
Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	3.28%	1.13%
Disabled Veteran Business (DVBE)	.33%	1.50%
Other (8a)		
<b>TOTAL WMDVLGBTBE</b>	<b>33.66%</b>	<b>23.88%</b>

% - PERCENTAGE OF NET PROCUREMENT

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Sec. 9.1.5</b>
<b>Description of Prime Contractor Utilization of WMDVLGBTBE Subcontractors</b>		

San Gabriel's prime contractors utilized WMDVLGBTBE for service categories from trucking to welding, masonry, and engineering services. Our 2<sup>nd</sup> tier spend for 2018 was \$438,093, which unfortunately was a decrease from \$1,235,223 in 2017. We plan to work with our primes in 2019 to help increase their business relationships and spend with diverse subcontractors.

Our prime contractors recognize that their participation in our 2<sup>nd</sup> tier program adds value to the supplier/customer relationship and are committed to assisting us meet our program goals.



San Gabriel Valley Water Company			2018 Report			G.O. #156 Section 9.1.5		
Summary 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 Enterprises (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE
Direct \$	10,334,976	1,634,245	11,969,221	7,827,605	2,211,558	220,386	-	\$ 22,228,770
Subcontracting \$	432,515	-	432,515	5,577	-	-	-	\$ 438,092
Total \$	10,767,491	1,634,245	12,401,736	7,833,182	2,211,558	220,386	-	\$ 22,666,862
Direct %	15.35%	2.43%	17.77%	11.62%	3.28%	0.33%	0.00%	33.01%
Subcontracting %	0.64%	0.00%	0.64%	0.01%	0.00%	0.00%	0.00%	0.65%
Total %	15.99%	2.43%	18.42%	11.63%	3.28%	0.33%	0.00%	33.66%
Net Procurement**	\$ 67,345,442							

NOTE: \*FIRMS CLASSIFIED AS 8 (a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

\*\* NET PROCUREMENT INCLUDES PURCHASE ORDERS, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS

% - PERCENTAGE OF NET PROCUREMENT

DIRECT – DIRECT PROCUREMENT

Sub – SUBCONTRACTOR PROCUREMENT

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Sec. 9.1.6</b>
<b>A List of WMDVLGBTBE Complaints Received and Current Status</b>		

San Gabriel received no complaints and none were filed in 2018 relative to its USDP.

<b>San Gabriel Valley Water Company</b>	<b>2018 Report</b>	<b>G.O. #156 Sec. 9.1.7</b>
<b>Description of Efforts to Recruit WMDVLGBTBE Suppliers in Low Utilization Categories</b>		

#### *Legal*

San Gabriel utilizes in-house General Counsel for most routine legal issues. The company's General Counsel is aware of the goal to seek to increase use of WMDVLGBTBEs in legal services.

#### *Finance*

San Gabriel does not utilize Security and Commodity Brokers, Dealers Exchanges, or related Services. We do, however, utilize the DBE accounting firm, Vasquez & Company, to provide audit and tax services including tax return preparation and advisory services.

#### *Highly Technical*

San Gabriel's primary water quality testing laboratory is Weck Labs, a DBE. San Gabriel also utilized DBE's to provide studies and reports dealing with highly technical water resource planning, environmental compliance issues, and general civil engineering.

IT product acquisition is another area where San Gabriel utilizes Zones, a minority owned business.

# 2019 ANNUAL PLAN

San Gabriel Valley Water Company	2019 Plan	G.O. #156 Sec. 10.1.1
WMDVLGBTBE Annual SHORT, MID, LONG-TERM Goals by Product and Service Category		

Product SIC Codes	Short-Term 2019					Mid-Term 2020					Long-Term 2021				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	TOTAL WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprises (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	Disabled Veterans Business Enterprises (DVBE)	TOTAL WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprises (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	Disabled Veterans Business Enterprises (DVBE)	TOTAL WMDVLGBTBE
25	0.01	0.20			0.21	0.01	0.20			0.21	0.01	0.20			0.21
30		1.09			1.09		1.09			1.09		1.09			1.09
32	0.12				0.12	0.12				0.12	0.12				0.12
33	3.31				3.31	3.31				3.31	3.31				3.31
34	0.01				0.01	0.01				0.01	0.01				0.01
35	0.18				0.18	0.18				0.18	0.18				0.18
36	0.92				0.92	0.92				0.92	0.92				0.92
37	0.01				0.01	0.01				0.01	0.01				0.01
38	0.20				0.20	0.20				0.2	0.20				0.20
50	0.32	0.01			0.33	0.32	0.01			0.33	0.32	0.01			0.33
55		0.77			0.77		0.77			0.77		0.77			0.77
Subtotal	5.08	2.07	0.00	0.00	7.15	5.08	2.07	0.00	0.00	7.15	5.08	2.07	0.00	0.00	7.15

Service SIC Codes	Short-Term 2019					Mid-Term 2020					Long-Term 2021				
	Minority Business Enterprise (MBE)	Women Business Enterprises (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	Disabled Veterans Business Enterprises (DVBE)	TOTAL WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprises (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	Disabled Veterans Business Enterprises (DVBE)	TOTAL WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprises (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprises (LGBTBE)	Disabled Veterans Business Enterprises (DVBE)	TOTAL WMDVLGBTBE
15		0.34			0.34		0.34			0.34		0.34			0.34
16	3.41	1.21	1.12		5.74	3.41	1.21	1.12		5.74	3.41	1.21	1.12		5.74
17	2.01	0.89		1.15	4.05	2.01	0.89		1.15	4.05	2.01	0.89		1.15	4.05
42	0.13	0.02			0.15	0.13	0.02			0.15	0.13	0.02			0.15
44	0.95				0.95	0.95				0.95	0.95				0.95
64	0.91				0.91	0.91				0.91	0.91				0.91
73	0.34	0.36			0.70	0.34	0.36			0.70	0.34	0.36			0.70
75	0.09				0.09	0.09				0.09	0.09				0.09
87	1.72	0.11	0.38	0.35	2.56	1.72	0.11	0.38	0.35	2.56	1.72	0.11	0.38	0.35	2.56
89	0.36				0.36	0.36				0.36	0.36				0.36
Subtotal	9.92	2.93	1.50	1.50	15.85	9.92	2.93	1.50	1.50	15.85	9.92	2.93	1.50	1.50	15.85
TOTAL	15.00	5.00	1.50	1.50	23.00	15.00	5.00	1.50	1.50	23.00	15.00	5.00	1.50	1.50	23.00



<b>San Gabriel Valley Water Company</b>	<b>2019 Plan</b>	<b>G.O. #156 Sec. 10.1.2</b>
<b>Description of WMDVLGBTBE Planned Program Activities for the Next Calendar Year</b>		

## Internal Activities

### *Capacity Building and Technical Assistance Program*

San Gabriel will seek to support the Disabled Veterans Business Alliance and the Black Business Association groups in our local communities. Additionally, San Gabriel will continue its involvement with CBO's and Chambers of Commerce through memberships and participation in their outreach events.

### *Contractor meetings*

Plans are underway for a web-based contractors meeting. In this meeting we will discuss our expectations of our contractors, the invoice process, and the importance of providing equal opportunity in the utilization of diverse subcontractors. We will also cover our expectations of the primes/subcontractor business relationship.

## External Activities

### *Collaboration with CWA*

San Gabriel will continue its collaborative work with CWA to bring procurement and growth opportunities to women, minority, disabled veteran and LGBT businesses. These plans include a Meet the Primes event, and a WATER certification workshop. This 16 hour workshop will be divided into quarterly sessions, and will aid in our efforts to build capacity and provide technical assistance. 2019 will be the first year of implementation of the CWA's WATER certification program. This workshop is supported by CWA with a primary goal to educate and prepare certified DBE's to become sought after vendors within the water industry.

<b>San Gabriel Valley Water Company</b>	<b>2019 Plan</b>	<b>G.O. #156 Sec. 10.1.3</b>
<b>Plans for Recruiting WMDVLGBTBE Suppliers in Low Utilization Areas</b>		

San Gabriel does not utilize Security and Commodity Brokers, Dealers, Exchanges or related Services, thus have no plans to recruit suppliers of those services. San Gabriel will, however, continue to seek to identify and recruit WMDVLGBTBEs in other areas where their utilization is low by supporting events targeted at these areas. Purchasers of these services will be reminded of the importance to attend these events and to make every reasonable effort to retain WMDVLGBTBEs when opportunities arise.

<b>San Gabriel Valley Water Company</b>	<b>2019 Plan</b>	<b>G.O. #156 Sec. 10.1.4</b>
<b>Plans for Recruiting WMDVLGBTBE Suppliers Where Unavailable</b>		

San Gabriel continues to seek out WMDVLGBTBE suppliers in all areas through attending outreach events, working with CBOs and identifying businesses in the Supplier Clearinghouse.

<b>San Gabriel Valley Water Company</b>	<b>2019 Plan</b>	<b>G.O. #156 Sec. 10.1.5</b>
<b>Plans for Encouraging Prime Contractors to Subcontract WMDVLGBTBE Suppliers</b>		

San Gabriel, in connection with CWA, will sponsor a prime contractors meeting with the primary goal to educate our prime contractors on ways to assist us in meeting program goals, and secondly to facilitate relationships between primes and DBEs. San Gabriel also plans to create and host a webinar meeting for prime contractors.

<b>San Gabriel Valley Water Company</b>	<b>2019 Plan</b>	<b>G.O. #156 Sec. 10.1.6</b>
<b>Plans to Comply with WMDVLGBTBE Program Guidelines</b>		

San Gabriel is pleased to report that for the last two years we have met the overall program guidelines, 22.46% in 2017, and currently 33.66% in 2018. In 2019, our main goals will be to sustain our percentages, as well as continue to work towards meeting the 1.5% goal for the DVBE category. As reported in table 10.1.1, we plan to comply with all provisions and revisions of General Order 156 in reaching our projected annual short, mid, and long-term goals. San Gabriel will continue its efforts to not only meet, but surpass the projected goals. Our plans for 2019 to meet our goals will include the addition of prequalified diverse vendors to our database, focusing on our areas of need. We also plan to work closely with our prime contractors to communicate the importance of utilizing diverse subcontractors, and facilitate relationships between primes and DBEs. Additionally, San Gabriel will take steps to continue implementation of its Supplier Diversity Strategic Plan. This plan details strategies to implement an outreach program to inform and recruit WMDVLGBTBEs for inclusion in contracting and procurement opportunities. It also includes a DBE sustainability plan and a 2<sup>nd</sup> tier program.

Our objective is to achieve compliance with the WMDVLGBTBE Program guidelines established by the Commission as required by the California Public Utilities Code section 8283 (c).

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