



**2017 Annual Report and 2018 Annual Plan
On the Utilization of
Women, Minority, Disabled Veteran,
Lesbian, Gay, Bisexual and Transgender Business Enterprises
(U-60-W)**



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 2017 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.

Our company has been improving its percentage spend with diverse vendors nearly every year recently and we continued that trend in 2017 as we reached our highest level ever. I am pleased to report that we achieved 29.70% in 2017 and we once again met the spending targets for all three of the categories in General Order 156.

Diverse vendors are very important to our company. In fact, doing this past year, of the fifteen vendors that did the most business with us, eight were diverse.

This year, Golden State Water not only focused on improving our spend with diverse vendors but we focused on additional support for diverse businesses by providing training and educational tools under our capacity building and technical support programs. These workshops provided training in “How to Do Business With the Water Companies”, establishing relationships with bankers, business loans and bonding as well as others.

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 2018, 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

WMDVLGBTBE Annual Report/Annual Plan

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WMDVLGBTBE Annual Report/Annual Plan**INTRODUCTION**

Golden State Water is pleased to submit our 2017 Annual Supplier Diversity Program report and 2018 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 from January to December 2017, and also describes Supplier Diversity Program objectives for 2018 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.

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.

GOLDEN STATE WATER COMPANY 2017 ANNUAL WMDVLGBTBE REPORT**2017 HIGHLIGHTS**

Golden State Water had several notable triumphs in 2017. Golden State Water's CEO set a target goal of 24.5% instead of the 21.5% target in GO156. This target became a required performance metric for Golden State's management employee compensation. Golden State Water met the CEO's target as total procurement spend with WMSVLGBTBEs was \$38,736,482, representing 29.7% of non-excluded spend.

2017 accomplishments included 8 WMDVLBTBE contractors among Golden State Water's top 15 suppliers, representing mostly pipeline work throughout the company.

The company's "meet and greet" program which was implemented in 2017 allotted us to contract with a Native American Prime Contractor. These meetings have been beneficial to our primes and will continue going forward.

Golden State Water introduced a "Community Engagement Program" opened to all employees to provide excellent customer service and to support the communities we serve. This program will focus on three pillars/goals and include education; to enrich and inspire our youth; promote healthy active lifestyles, including Operation Gobble that provides meals to families and individuals for Thanksgiving holiday; and protect water resources for future generations.

2017 CHALLENGES

Golden State Water still faces the challenge with our prime contractors working with sub-contractors and reporting the information in a timely manner when they do. We look forward to our annuals Prime Contractors meetings to make this a major topic of discussion.

Although this is part of our strategy to have inclusion in underutilized areas of opportunities, we still have a lot to do to continue our outreach to qualified professional as part of our sourcing programs.

Another challenge is the retiring workforce and succession planning needed to assure the future of the company is secured.

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

- The Supplier Diversity Manager submits monthly reports to inform, update and show status of our progress with diverse spend. We've had more sourcing business units to inquire about the status of potential vendors than we ever have and as many potential vendors taking the steps to get certified.
- We continue to offer educational courses and training for our employees year-round. We provide mandatory training, including safety.
- We continue to host our Supplier Diversity Council meetings that is made up of senior level managers and our vice president. This is an opportunity to share information about our diversity programs and how the Supplier Diversity Manager can assist them with any of their sourcing needs.
- We will continue to move forward with our, "meet & greet" prime meetings.

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 (See Table A) to include all major activities such as meetings and functions on behalf of the many community base organizations (CBOs), to support business matchmaking events, expos, training, conferences and many more to share our commitment to reach and support WMDVLGBT businesses.
- As part of our capacity building and technical support program, Golden State Water along with member CWA utilities, partnered with Edison to launch 3 day workshop titled Elevate Entrepreneur Institute Program to help diverse firms take their business to next level. This program was facilitated with Spectrum Knowledge, a leadership and development training services company. The program had 27 participants and Golden State Water was able to sponsor three vendors for this event. The program established a curriculum focused on building leadership and strategic thinking skills and how to influence others.
- Our second workshop was a discussion on "Doing Business with the Water Companies. This event was held in Citrus Heights, CA. The event was jointly organized by San Jose Minority Business Development Agency (MBDA) Business Center and Los Angeles MBDA Business Center.

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- We hosted our third workshop October 13th in San Jose partnering with PG&E and the Santa Clara Valley Transportation Authority. The focus was on Effective Marketing to Public Utilities featuring two experts from the community who give their perspective to diverse suppliers. Shirley Tan, from Systems Coach and Teri Williams with the Regional Monterey Bay Procurement Technical Assistance Center were exceptional. The event proved a success.
- For our final workshop December 8th in San Diego, we partnered with a Google Digital Coach to discuss digital marketing strategies. The event concluded with suppliers taking the opportunity to direct questions about doing business with the utilities to a panel moderated by Aestocia Ramirez from Lyden Electric. Panel members included representatives from San Gabriel Valley Water Company, California-American Water, Metropolitan Water District of Southern California and San Diego County Water Authority.
- CWA along with City National Bank sponsored a workshop on Access-to-Capital, Banker Meet & Greet held in Los Angeles. This half a day workshop helped the participant to understand how to enhance bank relationships and capital for your business. We worked with Higher Growth Strategies, LLC to organize this event. One of the most important things that small and diverse suppliers fail to recognize is the role of bankers as go to advisors, being a part of your team. The banker relationship is not only a good source for immediate lending needs, but it could very well be the source of advice and a key referral a supplier needs. The event goals are in line with the CPUC GO 156 Capacity Building and Technical Assistance initiative.
- 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.
- In June, CWA participating utilities sponsored their annual Meet the Primes event in Citrus Heights. We introduced a Vendor Showcase that featured two minute capabilities presentations from vetted diverse suppliers in construction, engineering, new technologies and other selected commodities that fit our sourcing needs. It also included presentations from utility representatives and a major prime. We also introduced our first Prime Contractor of the Year award. This award went to the prime contractor that contributed most to the success of our supplier diversity efforts. The 2017 Prime Contractor of the Year went to West Valley Construction Company. We plan to continue this award and expand it to include a DBE of the Year as well.

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- We attended several other outreach events during the year including The Black Business Association's (BBA) Procurement Summit, The BBA's Salute to Black Women Business Conference and Supplier Diversity Summit (a one day event) that included the opportunity for businesses to connect, learn and present to water company executives, sourcing managers and prime suppliers.

INVOLVEMENT IN THE COMMUNITIES WE SERVE

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.

The Supplier Diversity Manager participates is request to support many of the CBOs event by speaking on panels, participating in matchmaking, facilitate events during Chamber's conferences, sponsorships for groups such TELACU Education Foundation's fundraiser, The Regalettes' Annual Scholarship fundraiser and other events as indicated in Table B of this report.

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SEC. 9.1.2 WMDVLGBTBE ANNUAL RESULTS BY ETHNICITY

Golden State Water		2017		G.O. #156 Sec. 9.1.2		
WMDVLGBTBE Annual Results by Ethnicity						
		2017				
		Direct	Sub	Total \$	%	
1	Minority Male	Asian Pacific American	\$789,019	\$31,150	\$820,169	0.62%
2		African American	\$72,250	\$70,051	\$142,300	0.11%
3		Hispanic American	\$24,060,380	\$55,173	\$24,115,553	18.49%
4		Native American	\$415,993	\$0	\$415,993	0.32%
5		Total Minority Male	\$25,337,642	\$156,374	\$25,494,016	19.54%
6	Minority Female	Asian Pacific American	\$942,998	\$0	\$942,998	0.73%
7		African American	\$2,700	\$0	\$2,700	0.00%
8		Hispanic American	\$321,270	\$0	\$321,271	0.25%
9		Native American	\$0	\$0	\$0	0.00%
10		Total Minority Female	\$1,266,969	\$0	\$1,266,969	0.98%
11	Total Minority Business Enterprise (MBE)		\$26,604,611	\$156,373	\$26,760,984	20.52%
12	Women Business Enterprise (WBE)		\$8,471,814	\$7,885	\$8,479,699	6.50%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$1,502,834	\$0	\$1,502,834	1.15%
14	Disabled Veteran Business Enterprise (DVBE)		\$1,932,704	\$60,261	\$1,992,964	1.53%
15	Other 8(a)*		\$0	\$0	\$0	0.00%
16	TOTAL WMDVLGBTBE		\$38,511,963	\$224,519	\$38,736,482	29.70%
17	Gross Procurement		\$196,675,876			
18	Exclusions		66,239,320			
19	Net Procurement**		\$130,436,556			

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

Golden State Water accomplished a 29.70% goal exceeding the GO 156 goal of 21.5% spend with WMDVLGBTBEs for the fifth year. We will continue to support efforts that provide opportunities within the categories.

WMDVLGBTBE Annual Report/Annual Plan

SEC. 9.1.2 SUMMARY OF WMDVLGBTBE PURCHASES/CONTRACTS

WMDVLGBTBE DIRECT PROCUREMENT BY PRODUCTS AND SERVICES CATEGORIES

Golden State Water		2017				G.O. #156 Sec. 9.1.2			
WMDVLGBTBE Direct Procurement by Product and Service Categories									
				Products		Services		Total	
				\$	%	\$	%	\$	%
1	Minority Male	Asian Pacific American	Direct	\$0	0.00%	\$789,019	0.60%	\$789,019	0.60%
2		African American	Direct	\$0	0.00%	\$72,250	0.06%	\$72,250	0.06%
3		Hispanic American	Direct	\$275,075	0.21%	\$23,785,304	18.24%	\$24,060,380	18.45%
4		Native American	Direct	\$0	0.00%	\$415,993	0.32%	\$415,993	0.32%
5		Total Minority Male	Direct	\$275,075	0.21%	\$25,062,566	19.21%	\$25,337,642	19.43%
6	Minority Female	Asian Pacific American	Direct	\$0	0.00%	\$942,998	0.73%	\$942,998	0.73%
7		African American	Direct	\$0	0.00%	\$2,700	0.00%	\$2,700	0.00%
8		Hispanic American	Direct	\$0	0.00%	\$321,271	0.25%	\$321,271	0.25%
9		Native American	Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
10		Total Minority Female	Direct	\$0	0.00%	\$1,266,969	0.97%	\$1,266,969	0.97%
11	Total Minority Business Enterprise (MBE)		Direct	\$275,075	0.21%	\$26,329,535	20.20%	\$26,604,611	20.40%
12	Women Business Enterprise (WBE)		Direct	\$294,666	0.23%	\$8,177,148	6.27%	\$8,471,814	6.49%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$0	0.00%	\$1,502,834	1.15%	\$1,502,834	1.15%
14	Disabled Veteran Business Enterprise (DVBE)		Direct	\$0	0.00%	\$1,932,704	1.48%	\$1,932,704	1.48%
15	Other 8(a)*		Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
16	TOTAL WMDVLGBTBE		Direct	\$569,741	0.44%	\$37,942,222	29.09%	\$38,511,963	29.53%
17	Total Product Procurement			\$569,741					
18	Total Service Procurement			\$37,942,222					
19	Net Procurement**			\$130,436,556					
20	Total Number of WMDVLGBTBEs that Received Direct Spend			67					

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

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SEC. 9.1.2 SUMMARY OF WMDVLGBTBE PURCHASES/CONTRACTS

WMDVLGBTBE SUBCONTRACTOR PROCUREMENT BY PRODUCTS AND SERVICE CATEGORIES

Golden State Water	2017	G.O. #156 Sec. 9.1.2
WMDVLGBTBE Subcontractor Procurement by Product and Service Categories		

				Products		Services		Total	
				\$	%	\$	%	\$	%
1	Minority Male	Asian Pacific American	Sub	\$0	0.00%	\$31,150	0.03%	\$31,150	0.03%
2		African American	Sub	\$0	0.00%	\$70,050	0.05%	\$70,050	0.05%
3		Hispanic American	Sub	\$0	0.00%	\$55,173	0.04%	\$55,173	0.04%
4		Native American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
5		Total Minority Male	Sub	\$0	0.00%	\$156,373	0.12%	\$156,373	0.12%
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%	\$0	0.00%	\$0	0.00%
9		Native American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
10		Total Minority Female	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%

11	Total Minority Business Enterprise (MBE)	Sub	\$0	0.00%	\$156,373	0.12%	\$156,373	0.12%
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12	Women Business Enterprise (WBE)	Sub	\$6,018	0.00%	\$1,867	0.00%	\$7,885	0.01%
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13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
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14	Disabled Veteran Business Enterprise (DVBE)	Sub	\$0	0.00%	\$60,261	0.05%	\$60,261	0.05%
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15	Other 8(a)*	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
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16	TOTAL WMDVLGBTBE	Sub	\$6,018	0.00%	\$218,501	0.17%	\$224,519	0.17%
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17	Total Product Procurement	\$569,741
18	Total Service Procurement	\$37,942,222

19	Net Procurement**	\$130,436,556
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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
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 %- PERCENTAGE OF NET PROCUREMENT

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SEC. 9.1.2 SUMMARY OF WMDVLGBTBE PURCHASES/CONTRACTS

WMDVLGBTBE PROCUREMENT BY STANDARD INDUSTRIAL CATEGORIES - DETAIL

Golden State Water	2017	G. O. #156 Sec 9.1.2
WMDVLGBTBE Procurement by Standard Industrial Categories		

SIC Category	Asian Pacific American		African American		Hispanic American		Native American		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	Total Dollars
	Male	Female	Male	Female	Male	Female	Male	Female							
8 Forestry Services	\$ -	-	-	-	-	66,050	-	-	66,050	-	-	-	-	66,050	358,874
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.05%	0.00%	0.00%	0.05%	0.00%	0.00%	0.00%	0.00%	0.05%	
17 Special Trade Contractor	\$ 464,240	-	-	-	11,439,903	255,220	401,243	-	12,560,607	4,664,102	-	1,923,481	-	19,148,190	45,437,438
	% 0.36%	0.00%	0.00%	0.00%	8.77%	0.20%	0.31%	0.00%	9.63%	3.58%	0.00%	1.47%	0.00%	14.68%	
27 Printing and Publishing	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	15,071
	% 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	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	262,760
	% 0.00%	0.00%	0.00%	0	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	\$ 28,093	-	-	-	-	-	-	-	28,093	-	-	-	-	28,093	163,190
	% 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%	
48 Communications	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	2,138
	% 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	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	257,779
	% 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	\$ -	-	-	-	275,075	-	-	-	275,075	12,855	-	-	-	287,930	4,284,475
	% 0.00%	0.00%	0.00%	0.00%	0.21%	0.00%	0.00%	0.00%	0.21%	0.01%	0.00%	0.00%	0.00%	0.22%	
59 Miscellaneous Retail Stores NEC	\$ -	-	-	-	-	-	-	-	-	281,811	-	-	-	281,811	5,744,890
	% 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%	0.22%	
65 Real Estate	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	837,305
	% 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	\$ 3,898	698,092	29,480	-	11,798,911	-	-	-	12,530,380	2,521,108	1,502,834	9,223	-	16,563,545	48,978,030
	% 0.00%	0.54%	0.02%	0.00%	9.05%	0.00%	0.00%	0.00%	9.61%	1.93%	1.15%	0.01%	0.00%	12.70%	
76 Miscellaneous Repair Services	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	12,113
	% 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	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	7,090
	% 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	\$ 68,607	-	-	-	23,209	-	-	-	91,816	-	-	-	-	91,816	2,838,856
	% 0.05%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.07%	0.00%	0.00%	0.00%	0.00%	0.07%	
86 Membership Organization NEC	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	152,310
	% 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	\$ -	244,906	42,770	-	521,057	-	-	-	808,733	591,878	-	-	-	1,400,611	6,959,033
	% 0.00%	0.19%	0.03%	0.00%	0.40%	0.00%	0.00%	0.00%	0.62%	0.45%	0.00%	0.00%	0.00%	1.07%	
89 Services NEC	\$ 224,181	-	-	2,700	2,225	-	14,750	-	243,856	400,061	-	-	-	643,916	14,125,203
	% 0.17%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.19%	0.31%	0.00%	0.00%	0.00%	0.49%	

TOTAL	\$ 789,019	942,998	72,250	2,700	24,060,380	321,270	415,993	-	26,604,611	8,471,814	1,502,834	1,932,704	-	38,511,963	130,436,556
	% 0.60%	0.73%	0.06%	0.00%	18.45%	0.25%	0.32%	0.00%	20.40%	6.49%	1.15%	1.48%	0.000%	29.53%	100.00%

Total Product Procurement	\$569,741
Total Service Procurement	\$37,942,222

Net Procurement***	\$130,436,556
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NOTE: FIRMS WITH MULT MINORITY OWNERSHIP STATUS
 **FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE
 ***NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
 TOTAL DOLLARS - TOTAL PROCUREMENT DOLLAR AMOUNT IN THE SPECIFIC SIC CATEGORY
 %- PERCENTAGE OF TOTAL DOLLARS

WMDVLGBTBE Annual Report/Annual Plan

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

REVENUE REPORT

Golden State Water	2017 of Report	G. O. #156 Sec 9.1.2 (D.11-05-019 & D.06-11-028)
Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse		

Data on Number of Suppliers												
# WMDVLGBTBEs	Revenue Range Reported to SCH						Utility-Specific [Year] Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	6	9		1		16	28	28		1		57
Under \$5 million	11	9				20	3	3	1	1		8
Under \$10 million	8	6		1		15	2					2
Above \$10 million	8	7	1			16						
TOTAL	33	31	1	2	2	67	34	31	1	2		67

Revenue and Payment Data												
WMDVLGBTBE \$M	Average Revenue Reported to CHS						Utility-Specific 2017 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	3,109,122	1,068,000		1,000,000		5,177,122	496,870	2,011,907		9,223		2,518,000
Under \$5 million	22,194,728	27,712,665				49,907,393	9,933,424	3,673,029				13,606,453
Under \$10 million	39,466,618	38,139,635		5,000,000		82,606,253	12,378,699	281,115		1,923,481		14,583,295
Above \$10 million	381,933,678	547,291,048	12,000,000			941,224,726	3,041,760	3,259,621	1502834			7,804,215
TOTAL	446,704,146	614,211,348	12,000,000	6,000,000		1,078,915,494	25,850,753	9,225,672	1,502,834	1,932,704		38,511,963

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

WMDVLGBTBE Annual Report/Annual Plan

SEC 9.1.2 DESCRIPTION OF WMDVLGBTBES WITH CA MAJORITY WORKFORCE

Golden State Water Company paid 67 WMDVLGBTBEs in 2017. The number of these companies who indicated their majority workforce in California included a total of 66 businesses.

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

SEC. 9.1.3 WMDVLGTBE PROGRAM EXPENSES

GOLDEN STATE WATER	2017	G.O. #156 Sec. 9.1.3
WMDVLGBTBE Program Expenses		

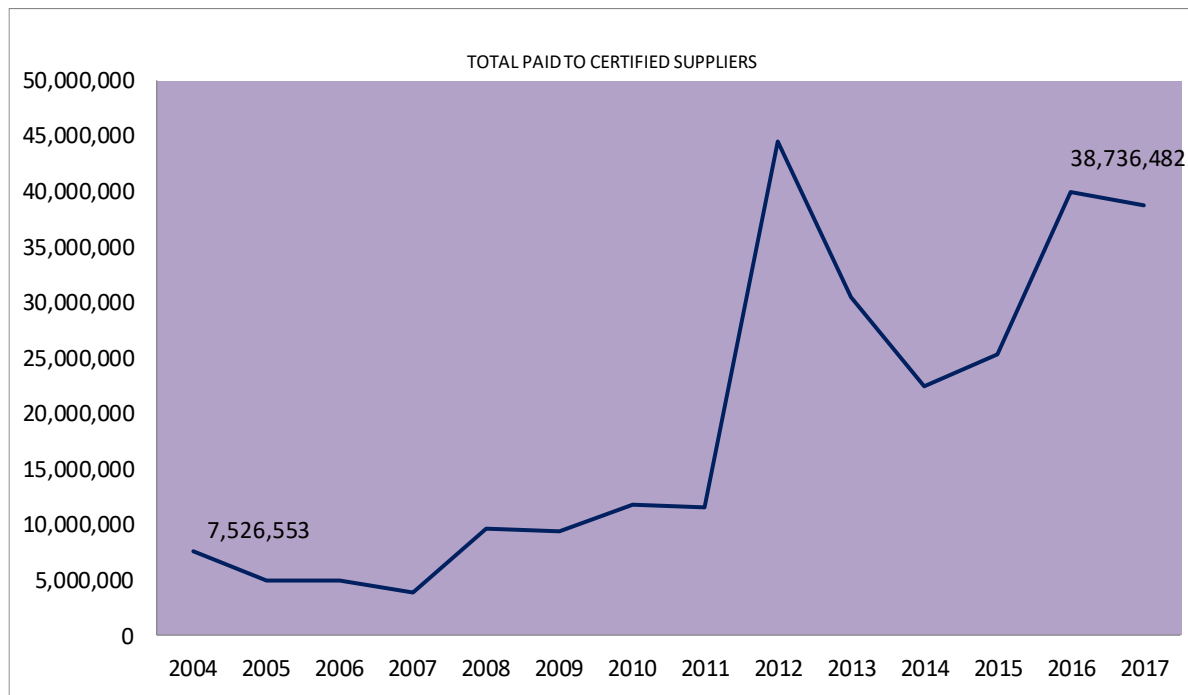
Expense Category	2017
Wages	\$109,200
Other Employee Expenses	\$81,977
Program Expenses	
Reporting Expenses	\$5,540
Training	\$10,324
Consultants	\$10,762
Other	\$22,962
TOTAL	\$240,765

- 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

WMDVLGBTBE Annual Report/Annual Plan

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

Golden State Water achieved a 29.70 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

GOLDEN STATE WATER	2017	G.O. #156 Sec. 9.1.4
WMDVLGBTBE RESULTS AND GOALS		

Category	2017 Results	2018 Goals
Minority Men	19.54%	12%
Minority Women	0.98%	3%
Minority Business Enterprises (MBE)	20.52%	15%
Women Business Enterprise (WBE)	6.50%	5%
Lesbian, Gay, Bisexual, Transgender	1.15%	
Diabled Veteran Business Enterprises(DVBE)	1.53%	1.50%
Total WMDVLGBTBE	29.70%	21.50%

Golden State Water exceeded its 2017 WMDVLGBTBE goal by 8.16% and will continue to strive to meet or exceed the goal in 2018. Pursuant to CPUC Decision D.15-06-007, LGBTBE spend is not a required spend in the 2017 annual report.

WMDVLGBTBE Annual Report/Annual Plan

SEC .9.1.5 DESCRIPTION OF PRIME CONTRACTOR UTILIZATION OF WMDVLGBTBE SUBCONTRACTORS

Each year Golden State Water collaborates with CWA member utilities to host our annual Prime Contractor's meeting. These meetings provides an opportunity for the Primes and subs to meet with each other, our company representative including senior management, engineering reps, procurement staff and Supplier Diversity Managers. This one- day event allows for networking, matchmaking and sharing of information about upcoming opportunities and 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 SUMMARY OF PRIME CONTRACTOR UTILIZATION OF WMDVLGBTBE SUBCONTRACTORS

Golden State Water Company	2017	G.O. #156 Sec. 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 Enterprise (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE
Direct \$	\$25,337,642	\$1,266,969	\$26,604,611	\$8,471,814	\$1,502,834	\$1,932,704	\$0	\$38,511,963
Subcontracting \$	\$156,374	\$0	\$156,373	\$7,885	\$0	\$60,261	\$0	\$224,519
Total \$	\$25,494,016	\$1,266,969	\$26,760,984	\$8,479,699	\$1,502,834	\$1,992,965	\$0	\$38,736,482
Direct %	19.43%	0.97%	20.40%	6.49%	1.15%	1.48%	0.00%	29.53%
Subcontracting %	0.12%	0.00%	0.12%	0.01%	0.00%	0.05%	0.00%	0.17%
Total %	19.55%	0.97%	20.52%	6.50%	1.15%	1.53%	0.00%	29.70%

Net Procurement**	\$130,436,556
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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

% - PERCENTAGE OF NET PROCUREMENT

Direct - DIRECT PROCUREMENT

Sub - SUBCONTRACTOR PROCUREMENT

WMDVLGBTBE Annual Report/Annual Plan

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 2017.

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 not where we would like and we look forward for more WMDVLGBTBEs as the successful bidder.

WMDVLGBTBE Annual Report/Annual Plan

2018 ANNUAL PLAN

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

Golden State Water					2017					G.O. #156 Sec. 10.1.1					
WMDVLGBTBE Annual SHORT, MID, AND LONG-TERM Goals by Product and Service Category															
	Short-Term 2017					Mid-Term 2018					Long-Term 2019				
	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
Products															
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%
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%
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%
Wholesale Trade - Durable Goods	0.21%	0.01%	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%
Miscellaneous Retail Stores NEC	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%
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%
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%
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%
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%
Subtotal	0.21%	0.23%	0.00%	0.00%	0.44%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Services															
Forestry Services	0.00%	0.05%	0.00%	0.00%	0.05%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Special Trade Contractor	9.43%	3.77%	0.00%	1.47%	5.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Industrial Machinery & Computer Equip	0.02%	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%
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%
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%
Business Services NEC	9.47%	2.07%	1.15%	0.01%	3.23%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Legal Services	0.07%	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%
Engineering and Management Services	0.43%	0.64%	0.00%	0.00%	0.64%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Services NEC	0.18%	0.31%	0.00%	0.00%	0.31%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Subtotal	19.61%	6.85%	1.15%	1.48%	9.48%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
TOTAL	19.82%	7.07%	1.15%	1.48%	9.92%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Percentages are based on Direct Spend

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

WMDVLGBTBE Annual Report/Annual Plan**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 Community Base Organizations (CBO) requesting them to share their member information to participation that can potentially meet our needs. We support and sponsor these groups and work with them as advisory councils as requested. We will continue to work with our internal sourcing units to participate in outreach events to support these endeavor with the hopes of targeting Professional Services, such as Legal, Finance, Information Technology and Advertising. These business types are traditionally classified as underutilized within our industry.

WMDVLGBTBE Annual Report/Annual Plan

SEC. 10.1.2 WMDVLGBTBE PLANNED PROGRAM ACTIVITIES FOR NEXT CALENDAR YEAR**PLANNED INTERNAL/EXTERNAL ACTIVITIES**

Golden State Water continues to participate in a capacity building and technical support program. We plan to work with collaborate with CWA companies to sponsor and cosponsor events that supports small and underutilize business.

We will continue our support with Our 2018 Outreach Planning Calendar of Events will provide our external activities as shown in Table C.

SEC. 10.1.3 PLAN S FO R RECRUITI NG WMDV LGTBE SUP PLIE RS IN LOW UTILI ZATION AREA

We are continuing our focus on areas where we have low utilization of diverse spend. To do so, we will continue partnerships with the joint utilities and other professional organizations to leverage our strengths and expertise. We will continue to share information about suppliers, participate in various outreach events, job fairs, export or whatever it takes to support us in this undertaking.

SEC. 10.1.4 PLANS FOR RECUITING WMDVLGBTBE SUPPLIERS WHERE UNAVAILABLE

Golden State Water will focus on recruiting vendors that can provide the products and services we procure when and where ever the opportunity presents itself.

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

We will sponsor two major Prime Contractor's meeting collaborating with CWA's USDP committee. We look forward to hosting these events with meetings in Southern and Northern California. This event has been extremely beneficial to our contractors, as it is a full day of education, networking and matchmaking opportunities with other water company representatives. Golden State Water introduced our "Meet & Greet" program to encourage more WMDVLGBTBE subcontracting opportunities from our Primes. This also provided opportunity to meet a top of the line Prime who happened to be Native American. These meet & Greet programs will continue throughout the coming year.

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.

WMDVLGBTBE Annual Report/Annual Plan

TABLE A USDP CALENDAR OF CWA COLLECTIVE ACTIVITIES

	Date	Location
January		
USDP Monthly Meeting	1/10/2017	Anaheim, CA
CUDC Meeting	1/13/2017	WebEx
CWA Board of Director's Meeting	1/18/2017	Irvine, CA
Linda Collette-Business Matchmaking 2017	1/31/2017	San Diego, CA
February		
Women's Business Enterprise C Networking & Dining	2/1/2017	San Diego, CA
Women's Business Enterprise Council West	2/2/2017	Los Angeles, CA
CWA Board of Director's Meeting - Liberty Utilities-Danny	2/8/2017	Downey, CA
CUDC Monthly Meeting	2/10/2017	WebEx
UMA/NARUC Winter Meeting	2/11-15/2017	Washington, DC
USDP Monthly Meeting	2/15/2017	Sacramento, CA
CALBCC Legislative Welcome Reception & Capitol Policy Luncheon	2/15-16/2017	Sacramento, CA
DIR 2017 Supplier Diversity Seminar	2/22-23/2017	Las Vegas, NV
March		
ISM Annual Supply Chain Diversity Conference 2017	3/1-3/2017	Orlando, FL
USDP Monthly Meeting- Host San Gabriel Water	3/8/2017	Ontario, CA
CWA Board of Director's Meeting -	3/9/2017	Sacramento, CA
CUDC Monthly Meeting-Host SoCal Edison	3/10/2017	Ontario, CA
National Reservation Economic Summit 2017 (RES)	3/13-16/2016	Las Vegas, NV
SCMSDC Minority Bus Opp Day (MBOD)	3/14-15/2017	Industry Hills, CA
Joint Utilities Quarterly Meeting-Host Suburban Water	3/16/2017	West Covina CA
WBENC Summit & Salute	3/21-23-2017	New Orleans, LA
Women's Veteran Alliance	3/24-26/2017	Sacramento, CA
DVBA Social Construction Expo	3/28/2017	Camp Pendleton, CA
April		
7th Annual SBA Southern California 8(a) Conference	4/12/2017	Irvine, CA
USDP Monthly Meeting	4/13/2017	Oakland, CA
CUDC Monthly Meeting	4/13/2017	SFO
Greenlining 24th Economic Summit	4/14/2017	Oakland, CA
CWA Board of Director's Meeting - GSWC	4/14/2017	El Monte, CA
KMCA 10th Annual Public, Contracting Small Business Conference	4/21/2017	Bakersfield, CA
CALBCC African American Leadership Weekend Conference	4/21-22/2017	Sacramento, CA
KTP DVBE Bus Alliance	4/25-27/2017	Las Vegas, NV

WMDVLGBTBE Annual Report/Annual Plan

TABLE A USDP CALENDAR OF CWA COLLECTIVE ACTIVITIES (Cont)

May		
CPUC Small Bus Expo	5/3/2017	Los Angeles, CA
CHCC Annual Legislative Conference	5/3/2017	Sacramento, CA
USDP Monthly Meeting	5/9/2017	San Diego, CA
Access-to-Capital Banker–Meet & Greet	5/12/2017	Los Angeles, CA
CUDC Monthly Meeting - Host Spectrum	5/12/2017	El Segundo, CA
MWD Connect 2 Vet	5/17/2017	Los Angeles, CA
CWA Annual Spring Conference - The Citizen Hotel	5/17-19/2017	Sacramento, CA
National Utility Diversity (NUDC) Back to Brooklyn Conference	5/18-19/2017	Brooklyn, NY
ABA Women Business Pioneers Symposium	5/18/2017	Los Angeles, CA
WBEC-West LA Forum Series Tools of the Trade	5/31/2017	Burbank, CA
June		
USDP Monthly Meeting	6/5/2017	Sacramento, CA
Meet The Primes	6/6/2017	Sacramento, CA
Small and Disabled Veteran Business Development Forum	6/8/2017	Oakland, CA
TELACU Millennium	6/9/2017	Los Angeles, CA
Joint Utilities Quarterly Meeting - Host T-Mobile	6/15/2017	Sacramento, CA
CUDC Monthly Meeting	6/16/2017	WebEx
CWA Board of Director's Meeting - CWA office	6/22/2017	San Francisco, CA
WBENC National Conference & Business Fair	6/20-22/2017	Las Vegas, CA
July		
NARUC/UMA Summer Committee Meeting	7/15-19/2017	San Diego, CA
CUDC Monthly Meeting	7/17/2016	Dan Diego, CA
USDP Monthly Meeting	7/20/2017	Anaheim, CA
CalCon 2017 (MWD Construction Expo)	7/20-21/2017	Anaheim, CA
CWA Annual Planning Meeting -	7/23/2017	Anaheim, CA
AICOC Expo 14th Anniversary	7/23-25/2017	Rancho Mirage, CA
August		
NGLCC Annual Conference	8/1-4/2017	Las Vegas, NV
USDP Monthly Meeting	8/8/2017	San Francisco, CA
CWA/CNB Access to Capital	8/9/2017	San Francisco, CA
CUDC Monthly Meeting	8/11/2017	WebEx
Regalettes, Inc. Annual Scholarship Fundraiser	8/13/2017	Los Angeles, CA
CWA Board of Director's Meeting - CalAm Water	8/17/2017	Sacramento, CA
Elite SDVOB National Conference	8/16-18/2017	Orlando, FL
Ron Brown Business & Economic Summit	8/17-19/2017	Oakland, CA
Linda Coletti Matchmaking Event	8/22/2017	Los Angeles, CA
CHCC 2017 Annual Convention	8/23-25/2017	Rohnert Park, CA

WMDVLGBTBE Annual Report/Annual Plan

TABLE A USDP CALENDAR OF CWA COLLECTIVE ACTIVITIES (Cont.)

September		
CWA-MBDA @3 Workshop	9/7/2017	San Jose, CA
CUDC Meeting	9/8/2017	WebEx
USDP Monthly Meeting	9/14/2017	El Monte, CA
WBEC-West Strategic Procurement Opportunity Conference	9/12-14/2017	Funner, CA
Joint Utilities Quarterly Meeting -Host Sempra Utilities	9/15/2017	Downey, CA
Pacific Southwest Minority Supplier Development Council	9/18/2017	San Diego, CA
Congressional Black Caucus	9/20-24/2017	Washington, DC
CWA Board of Director's Meeting - San Jose Water Co	9/21/2017	San Jose, CA
ABA 41th Annual Awards Banquet	9/27/2017	Los Angeles, CA
October		
CPUC 16th Annual Supplier Diversity En Banc	10/5/2017	Pomona, CA
LA Chapter of the Alliance SDVOB Network	10/6/2017	Downey, CA
SCMSDC Leadership Excellence Awards Dinner Gala	10/10/2017	Los Angeles, CA
Women Veterans Alliance	10/13-15/2017	City of Industry, CA
Northern CA Elite's Annual Event	10/17/2017	San Francisco, CA
CPUC Small Business Expo	10/19/2017	Redding, CA
CWA Board of Director's Meeting - Cal Am	10/19/2017	San Diego, CA
NAAC Annual Economic Development Conference	10/20/2017	Los Angeles, CA
NMSDC Annual Conference	10/22-25/2017	Detroit, MI
NAACP California State Conference	10/27/2017	Los Angeles, CA
Smart Water Summit	10/28-31/2017	Palm Beach, Florida
November		
18th Annual NAMC Leadership Awards Gala	11/3/2017	Los Angeles, CA
VET Network National Conference	11/6-7/2017	Palm Springs, CA
CWA 75th Annual Conference - Monterey Plaza Hotel	11/6-8/2017	Monterey, CA
WBEC- West 2017 Winter Showcase & Impact Awards	11/8/2017	Anaheim, CA
CUDC Monthly Meeting	11/10/2017	WebEx
Salute to Veterans Day Breakfast	11/10/2017	Richmond, CA
UMA/NARUC 128th Annual Meeting	11/11-15/2017	Baltimore, MD
USDP Monthly Meeting	11/16/2017	Anaheim, CA
AICOC Native Heritage Month	11/17/2007	Anaheim, CA
7th Annual Business Symposium C.J. Walker Awards	11/18/2017	Moreno Valley, CA
SoCal Gas Meet the Primes Event	11/28/2017	Downey, CA
December		
USDP Monthly Meeting & Retreat	12/6-7/2017	Dan Diego, CA
MBDA & CWA	12/8/2017	San Diego, CA
CUDC Monthly Meeting	12/8/2017	Downey, CA
Joint Utilities Quarterly Meeting - Host Cox Communications	12/14/2017	San Diego, CA
CWA Board of Director's Meeting -	12/14/2017	Pasadena, CA

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TABLE B

COMMUNITY ORGANIZATION AND AFFILIATIONS

GOLDEN STATE WATER 2017 PARTICIPATION

	Date	Location
USDP Monthly Meeting	1/10/2017	Anaheim, CA
CUDC Meeting	1/13/2017	WebEx
CUDC Monthly Meeting	2/10/2017	WebEx
UMA/NARUC Winter Meeting	2/11-15/2017	Washington, DC
USDP Monthly Meeting	2/15/2017	Sacramento, CA
CALBCC Legislative Welcome Reception & Capitol Policy Luncheon	2/15-16/2017	Sacramento, CA
DIR 2017 Supplier Diversity Seminar	2/22-23/2017	Las Vegas, NV
USDP Monthly Meeting- Host San Gabriel Water	3/8/2017	Ontario, CA
CUDC Monthly Meeting-Host SoCal Edison	3/10/2017	Ontario, CA
SCMSDC Minority Bus Opp Day (MBOD)	3/14-15/2017	Industry Hills, CA
Joint Utilities Quarterly Meeting-Host Suburban Water	3/16/2017	West Covina CA
WBENC Summit & Salute	3/21-23-2017	New Orleans, LA
USDP Monthly Meeting	4/13/2017	Oakland, CA
KTP DVBE Bus Alliance	4/25-27/2017	Las Vegas, NV
MWD Connect 2 Vet	5/17/2017	Los Angeles, CA
National Utility Diversity (NUDC) Back to Brooklyn Conference	5/18-19/2017	Brooklyn, NY
WBEC-West LA Forum Series Tools of the Trade	5/31/2017	Burbank, CA
USDP Monthly Meeting	6/5/2017	Sacramento, CA
Meet The Primes	6/6/2017	Sacramento, CA
TELACU Millennium	6/9/2017	Los Angeles, CA
Joint Utilities Quarterly Meeting - Host T-Mobile	6/15/2017	Sacramento, CA
CUDC Monthly Meeting	6/16/2017	WebEx
WBENC National Conference & Business Fair	6/20-22/2017	Las Vegas, CA
NARUC/UMA Summer Committee Meeting	7/15-19/2017	San Diego, CA
CUDC Monthly Meeting	7/17/2016	San Diego, CA
USDP Monthly Meeting	7/20/2017	Anaheim, CA
CalCon 2017 (MWD Construction Expo)	7/20-21/2017	Anaheim, CA
AICOC Expo 14th Anniversary	7/23-25/2017	Rancho Mirage, CA
NGLCC Annual Conference	8/1-4/2017	Las Vegas, NV
USDP Monthly Meeting	8/8/2017	San Francisco, CA
Regalettes, Inc. Annual Scholarship Fundraiser	8/13/2017	Los Angeles, CA
Ron Brown Business & Economic Summit	8/17-19/2017	Oakland, CA
Linda Coletti Matchmaking Event	8/22/2017	Los Angeles, CA
CHCC 2017 Annual Convention	8/23-25/2017	Rohnert Park, CA

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GOLDEN STATE WATER 2017 PARTICIPATION (cont.)

USDP Monthly Meeting	9/14/2017	El Monte, CA
WBEC-West Strategic Procurement Opportunity Conference	9/12-14/2017	Funner, CA
Joint Utilities Quarterly Meeting -Host Sempra Utilities	9/15/2017	Downey, CA
ABA 41th Annual Awards Banquet	9/27/2017	Los Angeles, CA
CPUC 16th Annual Supplier Diversity En Banc	10/5/2017	Pomona, CA
LA Chapter of the Alliance SDVOB Network	10/6/2017	Downey, CA
SCMSDC Leadership Excellence Awards Dinner Gala	10/10/2017	Los Angeles, CA
CPUC Small Business Expo	10/19/2017	Redding, CA
NMSDC Annual Conference	10/22-25/2017	Detroit, MI
NAACP California State Conference	10/27/2017	Los Angeles, CA
Smart Water Summit	10/28-31/2017	Palm Beach, Florida
WBEC- West 2017 Winter Showcase & Impact Awards	11/8/2017	Anaheim, CA
USDP Monthly Meeting	11/16/2017	Anaheim, CA
AICOC Native Heritage Month	11/17/2017	Anaheim, CA
SoCal Gas Meet the Primes Event	11/28/2017	Downey, CA
USDP Monthly Meeting & Retreat	12/6-7/2017	Dan Diego, CA
Joint Utilities Quarterly Meeting - Host Cox Communications	12/14/2017	San Diego, CA

AFFILIATION AND MEMBERSHIPS IN 2017

- ❖ 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 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

Jackie Glover (committee chair)
Supplier Diversity Coordinator

San Jose Water Company

Tim McLaughlin
Community/Supplier Diversity

Suburban Water Systems

Lauren James
Procurement/Supplier Diversity Manager

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2017 Annual Report

Prepared by

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