

-
- As a result of the insurance crisis of the late-1980s, some municipalities loosened their requirements. Rather than carrying full insurance, firms needed only general liability coverage (and worker's compensation).
 - Many municipalities generate documents describing how to sell to the City government. For example, the Los Angeles government produces "Selling to the City of Los Angeles", available from the City Purchasing Agent at (213) 485-2248, which describes the appropriate contacts for construction work, water and power, airports, community redevelopment, school districts and others.
 - In addition to contacting the City Procurement Offices, companies should speak with the appropriate environmental contact for the particular city. For example, in Los Angeles, David Luther at (213) 237-0462, manages the Environmental Affairs area of the city government.
 - Many municipalities also have departments and/or programs serving small business. For example, the Office of Small and Minority Business in Sacramento, (916) 322-5060, is oriented toward small companies and favours small or minority firms on certain types/aspects of contracts.
 - Potential opportunities within water districts may be worth further investigation by appropriate Canadian firms. For example, the Metropolitan Water District of Southern California will be undertaking an estimated \$6 billion in revamp and expansion of reservoirs and treatment facilities during the next decade. Canadian firms can complete a "qualified vendors list" questionnaire (it is segmented into civil engineering, environmental work, consulting services, and other subjects) through contacting the District in Los Angeles. Similar Districts exist in various U.S. states.