

John Haniotis  
[REDACTED]

Morgan Hill, CA 95037  
[REDACTED]

DEC 21 2:58

12/2/2015

Office of the Clerk of the Board  
5750 Almaden Expressway,  
San Jose, CA 95118

Dear Sir/Madam,

It is with great interest that I am submitting my application to you for consideration in the position for Board Director - District 1.

I am confident that my experience and passion will be an asset to the SCVWD Board of Directors. My experience with Board of Directors at a company level, senior level executives and tackling global problems and challenges positions me well for the position of Board Director with the SCVWD Board.

In summary, I am an Executive Vice President of Products at a web application security company in Santa Clara and have held similar positions in previous companies where policy development and enablement has been a key part of my function. I am also the President of the Sherimar HOA in Morgan Hill.

I look forward to an opportunity to discuss further my suitability to this opportunity, as well as the issues responded to in the attached application form.

Sincerely,



John Haniotis

DEC 21 15:24



**APPLICATION FOR  
SANTA CLARA VALLEY WATER DISTRICT  
BOARD OF DIRECTORS - DISTRICT 1**

Please complete this application in its entirety and submit an original signed copy along with a letter of interest containing your name, residence address, occupation, summary of interest in the position, and any other relevant qualifications and experience, to the Office of the Clerk of the Board at 5750 Almaden Expressway, San Jose, California 95118, by **4:00 p.m. Wednesday, December 2, 2015.**

**A. CONTACT INFORMATION**

Name (First, Last): <b>John Haniotis</b>			
Residence Address (Street Address, City, State, Zip): [REDACTED] <b>Morgan Hill, CA 95037</b>			
Home Phone: [REDACTED]	Work Phone:	Cell Phone: [REDACTED]	E-Mail: [REDACTED]

**B. QUALIFYING SUPPLEMENTAL QUESTIONS** (Please use separate sheet of paper if necessary)

**1. Explain why you think you should be appointed to the District 1 Board of Directors seat.**

I have an interest and a passion for community service and commensurate experience to be able to make a difference in this endeavor. My professional and community experience is such that I have the baseline understanding of how to work with people who come together for the mutual good to improve a given issue/challenge, while taking into account various perspectives and interests.

My personal interests have been aligned with environment and resource conservation for the future and with improving the quality of life of all. Living in the Bay Area affords us a great opportunity to apply patterns learned in business to real problems which affect our collective lives and I would like to be at the forefront of that and be actively involved.

Moving to Morgan Hill and getting involved in the HOA at the community where we purchased a home (Sherimar Ranch) has given me a fresh perspective on what the important issues are, after living in San Jose for the past 17 years.

I thrive in an environment where an informed discussion of various points of view can take place and progress is made in evolving the state of understanding, while coming up with concrete steps on how to get to the next level of activity/action needed.

**2. Describe the experience you have that will assist you with the responsibilities required of you while serving as a member of the Board of Directors.**

-Over 15 yrs of professional experience leading complex projects to completion through influence as part of a cross-functional group at various level within an organization

-Identifying and analyzing issues involving multiple stakeholders, with transparency and accountability to ensure mindshare among such stakeholders

- Being able to succinctly specify the issue or objectives and consider the Big Picture as well as individual stakeholder needs/concerns, recognize and call out the opportunity costs involved before proposing a plan of action

-Professional experience in various management roles which extended beyond departmental boundaries but focused on company challenges cross-functionally, most recently as Chief Product Officer and Executive Vice President for Product Management in past 6 years

-District 1 experience as member of HOA Board at Sherimar Ranch in Morgan Hill. Initially elected to the HOA Board in 2014, re-elected in 2015 and now President of the said HOA Board.

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3. A. What are your detailed thoughts on the current SCVWD practice of using parcel (property) taxes for State Water Project costs versus having the water consumers pay for 100% of these costs?

B. If some of the costs are to be paid by property owners, should certain property owners who are not able to receive any water from the SCVWD despite asking for water, be required to pay the costs?

The current SCVWD practice of using property taxes for the SWP costs is controversial and confusing in the community as the scope/benefits of the SWP and how it affects individual property owners is not well understood. There are gaps in the benefits analysis and more education and discussion with the community is needed to explain the reason for SWP and costs to be covered. There are still open issues like successor crediting mechanism to be worked with some cities. However, policy needs to take into account the User Pays principle for water usage but also the long term plans to support the SWP and future stages.

I favor a combination of fees/taxes that allow for support of the SWP as well as allowing for variable charges based on water usage by city's water consumers-a tax for SWP on all property owners and builders plus a water consumption charge. This policy should also allow for an "In-County Credit" for those agencies that partially or completely rely upon other water supplies

4. Agricultural water rates in both North and South County are heavily subsidized by water consumers and tax payers in Morgan Hill, Gilroy and others. Please explain your reasoning behind supporting the continuation of the rapidly expanding "open space credit" expense or reducing that expense so the SCVWD can use those funds for conservation, reduced water rates and other projects.

The ERA Economics study indicated that continued agricultural land use and open space preservation provides significant benefits and services including: water quality, groundwater recharge, flood risk reduction, habitat, biodiversity, pollination and climate adaptation, and carbon sequestration. In addition allowing the farming sector to remain competitive is a key consideration. I subscribe to these benefits and would support continuation of the Open Space Credit with some provisions:

- Annual review and discussion with stakeholders
- Agricultural businesses to be accountable for water conservation and improved water usage efficiency on a measurable scale (watering times, duration of watering, crop choices etc)
- New home builders to be required to provide water recycling for new homes to be built or facilitate water recycling

5. What do you think will be the most significant challenges that the District will be facing in the next few years?

- Formulating policy and amending plans demonstrating that there is a sustainable way to increase water capacity commensurate with the population growth in the area. This includes an agreed to plan for SWP Stage I and future stages to proceed.
- Drought mitigation efforts and water conservation has to include all users-not just home owners, businesses too have to be held accountable. What is the 5, 10 and 20 year plan for ensuring water continues to be available to meet the needs of the population?
- How to strike a workable balance between growth needs and consideration for agricultural and environmental concerns
- Educating the community on the need to take the long term view in expanding the area's water capacity
- Feasibility studies of new technologies-desalination? Other?



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6. What three items would be your highest priority if you are appointed as a SCVWD District 1 Board Member?

- Drive for expanded out reach to the community on the challenges we are facing surrounding water capacity and quality and plans in play to address/mitigate incl. public comment on policy
- Water conservation-how can both homeowners and farmers in the district contribute to it and be visible in doing so for the good of all
- Explore the feasibility of new technologies in generating additional water capacity for the district

Applicant Signature

A handwritten signature in purple ink, written over a horizontal line.

Date Signed

12/2/15.