

Contracting Opportunities Program Annual Report

June 30, 2021



King County

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II. King County Code 2.97—Contracting Opportunities Program

Section 2.97.090, Reporting to Council

The manager shall by June 30 of every year, file, in the form of a paper original and an electronic copy with the clerk of the council, who shall retain the original and provide an electronic copy to all councilmembers and the lead staff for the government accountability and oversight committee or its successor, a report to council on the progress of the program during the previous year, January through December. The report shall include:

- A. The total amounts awarded by contract category, identifying contracts completed for covered projects under the priority hire program under King County Code (K.C.C.) chapter 12.18A.
- B. The total amount awarded by contract category for which an incentive was available.
- C. The total amounts awarded to small contractors and suppliers reported by contract category and by race and gender, to the extent businesses voluntarily provide this race and gender information.
- D. For goods and services contracts, the total amount awarded to small contractors and suppliers by race and gender to the extent businesses voluntarily provide this race and gender information, for those contractors for which the small contractor or supplier was not the low bidder.
- E. For goods and services, the total amount paid by the County.
- F. A listing of all participating small contractors and suppliers by contract category, race and gender to the extent businesses voluntarily provide this race and gender information, their location by city and ZIP code, and the specific contracts including dollar amounts awarded.
- G. A listing of the number of small contractors and suppliers by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the following revenue categories that was certified in the program and, separately, that was awarded a contract:
 1. For goods and services:
 - a. zero to five hundred thousand dollars
 - b. five hundred thousand to one million dollars
 - c. one million to two million dollars; and
 - d. two million dollars to the maximum revenue amount allowed by the program rules.
 2. For consulting:
 - a. zero to two hundred fifty thousand dollars
 - b. two hundred fifty thousand to five hundred thousand dollars
 - c. five hundred thousand to one million dollars; and
 - d. one million dollars to the maximum revenue amount allowed under the program rules.
 3. For construction:
 - a. zero to five hundred thousand dollars
 - b. five hundred thousand to three million dollars
 - c. three million to eight million dollars; and

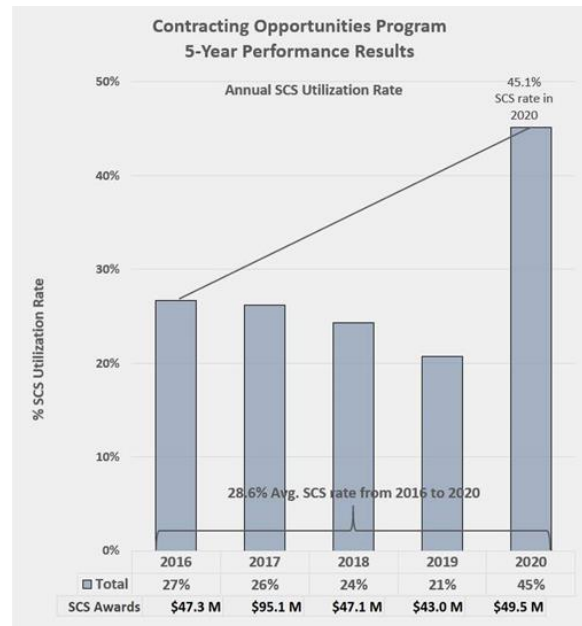
- d. eight million dollars to the maximum revenue amount allowed under the program rules.
- H. A listing of the number and firm name of certified small contractors and suppliers by race and gender, to the extent businesses voluntarily provide this race and gender information, awarded contracts through the small business accelerator program under 2.97.070.C. by contract category, their location by city and ZIP code and the specific contracts including dollar amounts awarded; and
- I. Information about the priority hire program, including:
 - 1. Contracts completed under the priority hire program by women-owned and minority-owned businesses, open shop contractors and small contractors and suppliers.
 - 2. A description of barriers encountered by women-owned and minority-owned businesses, open shop contractors and small contractors and suppliers that participate or attempt to participate in the priority hire program.
 - 3. The share of the work on priority hire contracts that was awarded to women- owned and minority-owned businesses, open shop contractors and small contractors and suppliers.
 - 4. Changes to the bid response rate as compared to the period prior to the institution of the priority hire program.
 - 5. Changes in prime contractor bid prices as compared to the period prior to the institution of the priority hire program; and
 - 6. Administrative costs for the division related to the priority hire program. (Ord. 18672 § 7, 2018: Ord. 17652 § 16, 2013).

III. Executive Summary

This report summarizes the annual results of King County’s Contracting Opportunities Program, which focuses on small business participation involving construction, consulting and goods and services contracts. The Contracting Opportunities Program applies requirements, incentives, and equity strategies to promote small businesses certified as Small Contractors and Suppliers (SCS).

Small businesses help the regional economy adjust more quickly to downturns and upturns. When there is a recession, small businesses are the first to reduce cost and spending, and to lay off workers. On the recovery side, small businesses are the first to start hiring and grow when the business cycle turns around. In 2020, there was an enormous adverse impact on small businesses created by the COVID-19 pandemic.

Consequently, the Contracting Opportunities Program suffered a sharp decline in dollars subject to SCS incentives from \$208 million in 2019 to \$109 million in 2020. Despite this significant decrease in contracting opportunities, the overall utilization rate of SCS firms in 2020 was 45.1 percent, which means the county was successful in awarding nearly half of the dollars subject to SCS incentives to SCS firms. This is the highest percentage on record (see chart).



Government measures such as the CARES Act and the Paycheck Protection Program (PPP) have kept many small businesses afloat during the pandemic. Research has shown, however, that funds were distributed unevenly and not given to the small businesses that needed them the most. Access to PPP loans varied considerably based on neighborhood demographics, with small businesses in majority-White neighborhoods receiving PPP loans more quickly than small businesses in majority-Black and majority-Latino or Hispanic neighborhoods¹. Similar disparities can be seen in the number of government contracts that go to minority and women-owned business enterprises (MWBs) when compared to other small businesses.

King County is committed to addressing these challenges and making it easier for MWBs to obtain County contracts by continuing previous affirmative actions and initiatives, while also launching new efforts. In April 2021, the King County Executive signed an Executive Order (CON-7-28-EO) focused on pro-equity contracting. The new Executive Order will help transform the County’s race and gender-neutral program into one that is more pro-equity and amplifies the participation of MWBs. The transformation towards pro-equity contracting aligns with King County’s Equity and Social Justice Strategic Plan and is consistent with the True North vision of making King County a welcoming community where every person can thrive.

¹ Sifan Liu and Joseph Parilla. “New data shows small businesses in communities of color had unequal access to federal COVID-19 relief.” The Brookings Institution. September 2020.

IV. 2020 Program Highlights

Report highlights² for the 2020 program year include:

All Contract Categories

- 45.1% Overall SCS utilization rate
- \$49.4 million to SCS businesses

Goods & Services

- 42% increase in the total dollar value of SCS awards
- 17% SCS utilization rate
- \$6 million to certified SCS vendors

Construction

- 11% increase in the total dollar value of SCS awards
- 52% SCS utilization rate
- \$23.4 million to SCS contractors and suppliers

Consulting

- 13% increase in the total dollar value of SCS awards
- 70% SCS utilization rate
- \$20 million to SCS consultants

² This percentages shown on this page are calculated by dividing the total dollar value of all awards to SCS businesses by the total dollar value of all contracts subject to SCS Incentives.

V. Background

Department Overview

The Department of Executive Services (DES) provides both internal services to King County agencies and public services directly to King County residents. The divisions and offices that make up DES include: Business Resource Center, Finance and Business Operations Division, Office of Emergency Management, Facilities Management Division, Fleet Services Division, Inquest Program, King County International Airport, Office of Risk Management Services, and the Records and Licensing Services Division. The Business Development and Contract Compliance (BDCC) section is located within FBOD and is responsible for the Contracting Opportunities Program and the development of this annual report.

Key Historical Conditions

On November 3, 1998, Washington state voters approved Initiative 200 (I-200) that was on the ballot as an Initiative to the Legislature. The measure prohibited public institutions from discriminating or granting preferential treatment based on race, sex, color, ethnicity, or national origin in the areas of public education, public employment, and public contracting. Government agencies must exclude race and gender as sole factors in the award of public contracts because of I-200 but can set aspirational goals to promote equity in public contracting. The county is continuing to make efforts to enhance diversity and equity in public contracting. These efforts include a focus on outreach, technical assistance, and actions to apply pro equity and inclusion strategies in all categories that the county awards contracts.

Key Current Conditions

The BDCC section administers the county's local, state, and federal small business programs, including the Contracting Opportunities Program, and performs regional certification for eligible small businesses in cooperation with other local entities that may adopt compatible programs. The Contracting Opportunities Program promotes the use of SCS businesses as prime contractors, subcontractors, and suppliers on county contracts. The program applies to contracts subject to K.C.C. chapter 2.93 that include the following three contract categories: 1) goods and services; 2) consulting services, including technical services; and 3) construction services.

Report Methodology

The annual Contracting Opportunities Program report is produced using data from the Diversity and Compliance Management System (DCMS). The DCMS includes data for construction and consulting contracts. The data comprises award dollars and payments to contractors, subcontractors, and suppliers. Other data elements include firm certification type, funding source, awarding agency name, small business utilization requirement, award date, and contract amount.

For construction services, BDCC staff facilitates a review and data comparison using intents and affidavits submitted by contractors to the Washington State Department of Labor industries (LNI), as well as data obtained from DCMS. These two data sets confirm the identification of all subcontractors and suppliers for each contract, and the total labor hours and dollar amounts paid to subcontractors and suppliers.

For consulting agreements, BDCC staff applies the same methodology, excluding the use of LNI data that is only for construction contracts.

For goods and services, including technical services, BDCC staff downloads a list of all executed contracts for the report year from the Procurement Service Request database. The dataset includes all the report elements identified above for construction and consulting agreements.

VI. Report Requirements

This report meets the reporting requirements outlined in K.C.C. 2.97.090 and K.C.C. chapter 12.18A that require the submission of an annual report to the council on the progress of the Contracting Opportunities Program during the previous year, January through December. Each sub-section identified below is a specific reporting requirement of the K.C.C.

A. Total Amount Awarded by Contract Category, including Priority Hire Projects

See Appendix A – Information on the Priority Hire Program. This appendix includes information and data on the total amount awarded by contract category during the report year, and identifies contracts completed for projects subject to the Priority Hire Program under K.C.C. chapter 12.18A.

B. Total Amount Awarded by Contract Category when an Incentive was Available

See the chart on page 9 of this report and labeled, “2019 / 2020 Program Performance Comparison Chart”. The chart contains data that identifies the total amount awarded in each contract category subject to Small Contractor and Supplier (SCS) Incentives.

C. Total Amount Awarded to SCS businesses by Contract Category, Race and Gender

See Appendix B, Tables and Charts, Page 17 that contains Table 2: Awards with SCS Incentives or Requirements by Race and Gender. This table contains data on the total amount awarded to SCS businesses by contract category, race, and gender, to the extent that SCS businesses voluntarily provided this information.

D. Total Amount Awarded to SCS Businesses for Goods & Services when not the Lowest Bidder

See Appendix B, Tables and Charts, page 18, and the table that is labeled, “Total Amount Awarded to SCS Businesses for Goods & Services when not the Lowest Bidder.” This table contains data that reports the total amount awarded to SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, for those contractors for which the small contractor or supplier was not the low bidder.

E. Total Amount Paid by the County for Goods and Services

See page 9 of this report and the chart labeled, “2019 / 2020 Program Performance Comparison Chart”. The chart contains data that identifies the total amount for goods, and services paid the county in 2019 and in 2020.

F. Listing of Participating SCS Businesses by Contract Category

See Appendix B, Tables and Charts, and the following pages of this report:

- Page 17, Table 2, labeled, “Awards with SCS Incentives or Requirements by Race and Gender”
- Page 18, Table 4, labeled, “Goods and Services Awards to SCS Firms”
- Page 19, Table 5, labeled, “A/E/P & Technical Consulting Awards to SCS Firms.” Note that the acronym A/E/P stands for architecture, engineering, and construction-related professional services contracts.
- Page 26, Table 7, labeled, “Construction Awards to SCS Firms”

A listing of all participating SCS businesses by contract category, race, and gender to the extent businesses voluntarily provides this information, is included in this appendix. The data includes the business location by city and ZIP code, and the specific contracts with dollar amounts, awarded to these small businesses.

G. Listing of SCS Businesses by Race, Gender, and Revenue Category

See Appendix B, Tables and Charts, and the following pages of this report:

- Page 32, Table 9, labeled, “Goods and Services SCS Firms by Annual Gross Receipts
- Page 33, Table 10, labeled, “A/E/P and Technical Consulting SCS Firms by Annual Gross Receipts”
- Page 34, Table 11, labeled, “Construction SCS Firms by Annual Gross Receipts”

H. Listing of SCS Businesses Awarded Contracts through the Small Business Accelerator

See Appendix B, Tables and Chart, Page 17, Table 2A, labeled, “Total Amount Awarded to SCS Firms through the Accelerator.”

I. Information about the Priority Hire Program

See Appendix A. This section includes information about contracts subject to the priority hire program including:

- a) A description of barriers encountered.
- b) The share of work awarded to women-owned and minority-owned businesses, open shop contractors, and small contractors and suppliers.
- c) Changes in the bid response rate and contractor bid prices as compared to the period prior to implementation of the Priority Hire Program; and
- d) The administrative costs related to the Priority Hire Program.

VII. 2019 / 2020 Program Performance Comparison Chart

Contracting Opportunities Program			
SMALL CONTRACTORS & SUPPLIERS	2019	2020	-/+ Change
GOODS & SERVICES	\$63,071,709	\$109,709,603	+74%
All Contracts Subject to SCS Incentives	\$35,865,049	\$35,849,443	0%
\$ All Awards to SCS Firms	\$4,278,175	\$6,075,546	+42%
\$ All SCS Awards due to Incentives or Requirements	\$3,978,175	\$1,269,202	-68%
% Awards to SCS Firms ³	12%	17%	+5%
Number of SCS Awards	11	10	-1
CONSTRUCTION	\$136,193,989	\$91,432,888	-33%
All Contracts Subject to SCS Requirements	\$99,014,901	\$45,176,582	-54%
\$ All Awards to SCS Firms	\$21,087,405	\$23,375,184	+11%
\$ All SCS Awards due to Incentives or Requirements	\$19,784,418	\$16,712,378	-16%
% Awards to SCS Firms	21%	52%	+30%
Number of SCS Awards	117	62	-55
CONSULTING A/E/P/ Technical Services	\$126,844,307	\$88,304,852	-30%
All Contracts Subject to SCS Incentives	\$73,473,852	\$28,603,633	-61%
\$ All Awards to SCS Firms	\$17,682,777	\$20,007,081	+13%
\$ All SCS Awards due to Incentives or Requirements	\$12,005,263	\$7,415,884	-38%
% Awards to SCS Firms	24%	70%	+46%
Number of SCS Awards	112	36	-76
TOTAL \$ All AWARDS SUBJECT to SCS INCENTIVES	\$208,353,802	\$109,629,658	-47%
TOTAL \$ All AWARDS to SCS ALL CATEGORIES	\$43,048,357	\$49,457,811	+15%
% Awards to SCS Firms	21%	45.1%	+24.5%

³ The percentages in the table are calculated by dividing the total dollar value of awards to SCS firms (shown in bold) by the total dollar value of all contracts subject to SCS Incentives for each contract category.

VIII. Conclusion/Next Steps

In 2020, the county achieved an overall SCS utilization rate of 45.1 percent. This is the highest overall SCS utilization rate since the program began in 2003. This means that the county was successful in awarding almost half of the \$109 million in contracting opportunities subject to SCS incentives, despite the significant reduction in dollars that were subject to SCS incentives when compared to the 2019 total of \$208 million.

For goods and services, the data indicates an increase of 42% awarded to SCS firms, with \$4.3 awarded in 2019 and \$6.0 million awarded in 2020. This impressive result was achieved even when there were about the same number of dollars available for SCS incentives between 2019 and 2020.

For construction services, the data indicates an 11 percent increase in the total dollar value of all awards to SCS contractors from \$21 million in 2019 to \$23.3 in 2020.

For consulting services, the data shows a 13 percent gain in the total dollar value of all awards to SCS consultants, from \$17.6 million in 2019 to \$20 million in 2020.

In April 2021, King County Executive Dow Constantine signed an Executive Order (CON-7-28-EO) focused on pro-equity contracting. The new Executive Order will help transform the county's race and gender-neutral program into one that is more pro-equity by amplifying the participation of MWBEs. The Executive Order will emphasize department level ownership for pro-equity contracting, including the setting of equity goals, taking actions, and reporting on results.

IX. Appendices

Appendix A – Information on the Priority Hire Program

This section includes the information required by K.C.C. Section 2.97.090, Reporting to Council. The information includes data for contracts subject to the Priority Hire Program, including a description of barriers encountered and the share of work awarded to firms owned by people of color and women, open shop contractors, and small contractors and suppliers. This section also includes a summary of changes in the bid response rate and bid prices as compared to the period prior to implementation of the Priority Hire Program, and administrative costs related to the program.

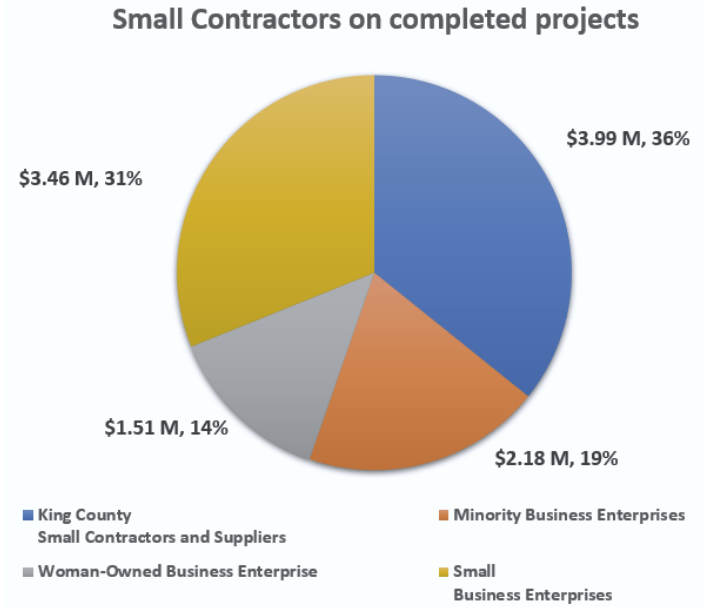
A. Priority Hire Program Overview

Priority Hire is a workforce equity program designed to prioritize economically disadvantaged local workers for inclusion on certain county construction projects. The program addresses a widening gap between the demand for construction labor and the supply of skilled trade workers in the regional workforce. The county commissioned two related studies, in advance of implementing Priority Hire that resulted in the identification of 43 economically disadvantaged zip code areas based on poverty levels, unemployment, and educational attainment. Workers from these areas are considered economically disadvantaged and are eligible for priority hiring.

In February 2020, King County executed a Master Community Workforce Agreement (MCWA) with the Seattle-King County Building Trades Council, the Northwest National Construction Alliance II, and affiliated construction labor unions. The Master CWA is a result of the county’s valued relationship with its labor union partners and the members of the Priority Hire Advisory Committee. Execution of the Master CWA enabled the county to lower the threshold for construction projects subject to the Master CWA from the prior \$15 million dollar threshold to the new \$5 million dollar threshold for projects, consistent with the intention stated in the Priority Hire ordinance.

B. Contracts Completed under the Priority Hire Program by Contractors

In 2020, the county completed two priority hire projects: Georgetown Wet Weather Treatment Station – Outfall; and Eastside Interceptor Section 2 Rehabilitation Phase II. The contract amount is \$28.34 million. The pie chart in this section shows the total amount paid to small contractors by their certification category.



C. A Description of Barriers Encountered by Participants in the Priority Hire Program

Reprinted below are barriers identified by the Priority Hire Advisory Committee that are encountered by small and open shop contractors that were identified in 2018.

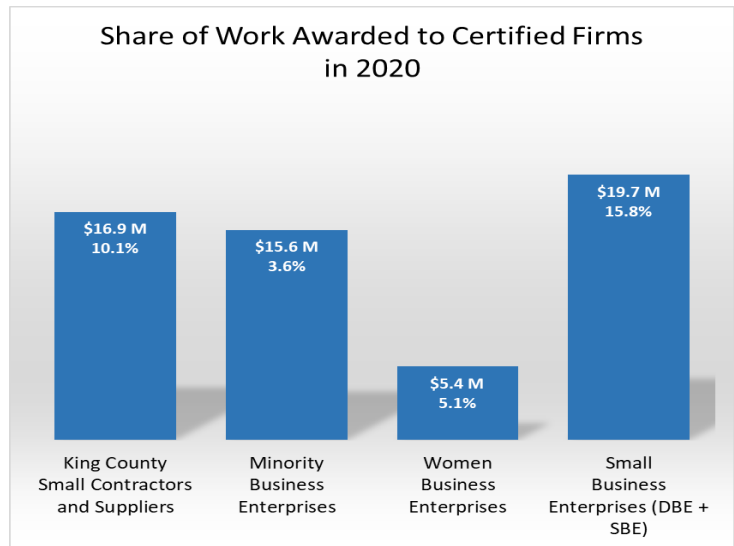
- Roles and responsibilities
- Contract review services
- Cash flow assistance
- Good estimators
- Resources and tools
- Fear of working in a standardized government system
- Understanding disclosures, terms and conditions of contracts including PLA/CWA
- Education to understand government systems
- Cost of working in the government system
- Limitations on core workers

D. Share of the Work on Priority Hire Contracts Awarded to Contractors

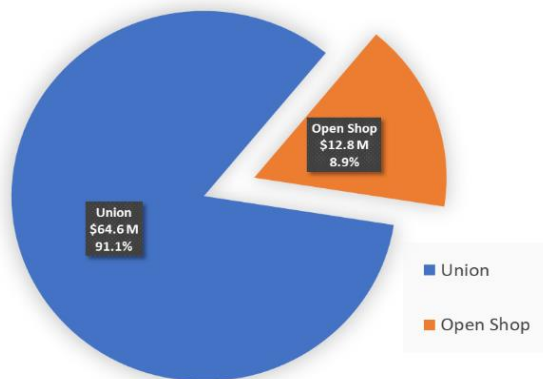
This subsection includes information on the share of the work on priority hire contracts received by small contractors and suppliers, minority and women-owned owned businesses, small business enterprises (a federal certification designation), as well the share of work on the priority hire contracts received by union and open shop contractors during the report period. The following seven CWA projects total \$232.2M, including change order amounts, and were active in 2020:

1. Eastside Interceptor Section 2 Rehabilitation Phase II (\$21.6M)
2. Lower Russell Levee Setback Construction Phase I (\$8.5M)
3. Lower Russell Levee Setback Phase II (\$19.5M)
4. South Base Expansion Development Project (\$23M)
5. Sunset and Heathfield Pump Stations and Force Main Upgrade (\$42.4M)
6. Georgetown Wet Weather Treatment Station (\$96.2M), and,
7. Georgetown Wet Weather Treatment Station – Conveyance (\$21M)

King County small contractors and suppliers received \$16.9M or 10.1% of the share of work on priority hire contracts. Minority businesses received \$15.6M or 3.6%, women owned businesses received \$5.4M or 5.1%. Small business enterprises received \$19.7M or 15.8%.



Share of Work Awarded to Union and Open Shop Subcontractors in 2020



The pie chart shown on this page illustrates the share of the work on priority hire contracts received by union and open shop subcontractors during the report period. Union contractors received \$64.6M or 91.1%, and open shop contractors \$12.8M or 8.9%.

E. Changes to the Bid Response Rate Compared to the Period Prior to Implementing the Priority Hire Program

This subsection includes information about changes in the bid response rate and contractor bid prices compared to the period prior to implementation of the Priority Hire Program. The bid response rate is the number of bids received, divided by the total number of contracts during the review period. Staff analyzed bid response rates using bid submittal tabulation forms for Priority Hire projects for the period January 1, 2020 through December 31, 2020.

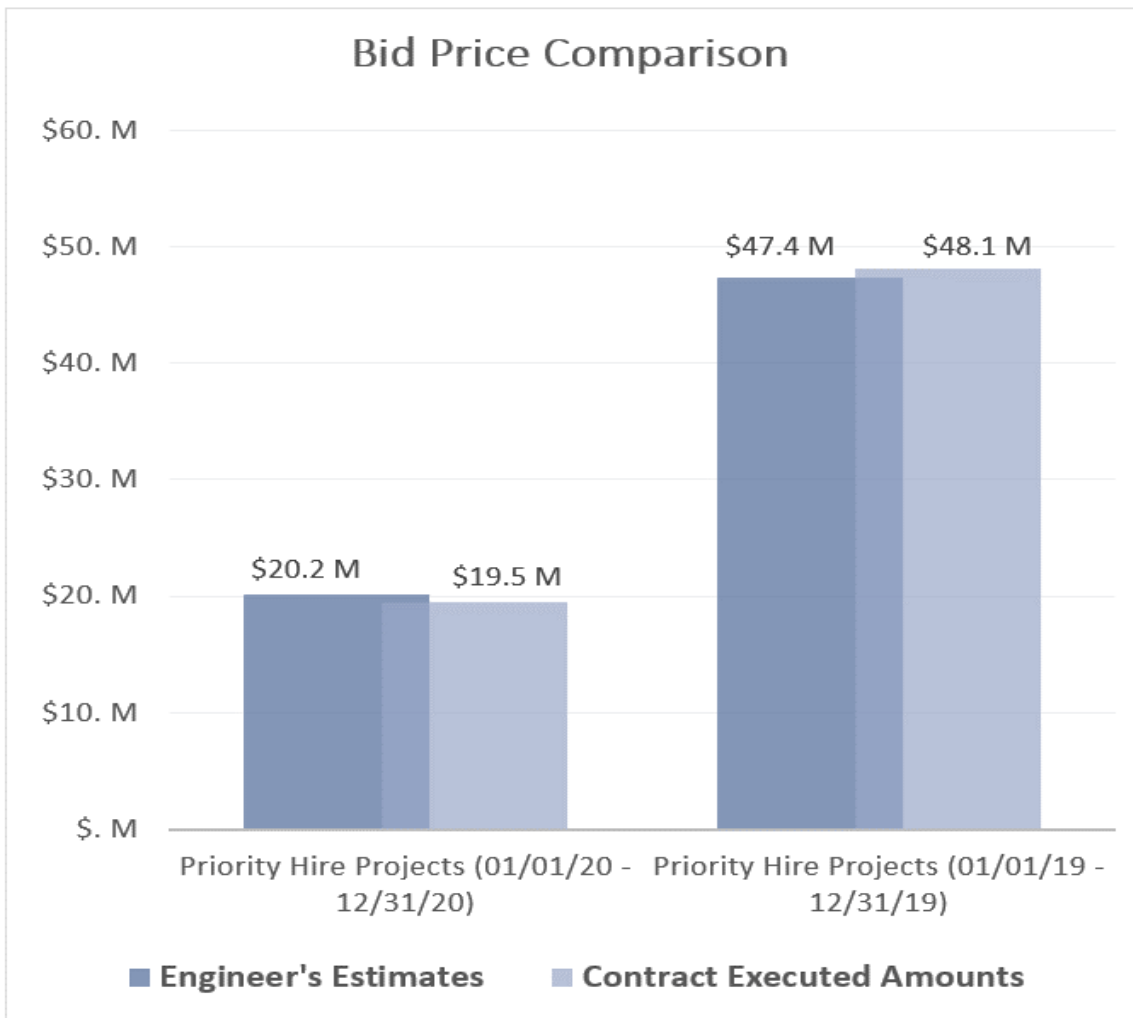
As shown in the table below, the 2020 Priority Hire projects for which the county solicited bids had a response rate of 3. Compared to a 3.3 bid response rate identified for CWA/PLA projects bid during the prior period January 1, 2019 through December 31, 2019, it appears the county is getting an adequate number of competitive responses.

Comparison of Bid Price and Bid Response Rate					
Priority Hire Projects (01/01/20 - 12/31/20)	Bid Price Index			Response Rate	
	Engineer's Estimates	Contract Executed Amounts	Percentage of Engineers Estimate	# of Bids	Response Rate
Lower Russell Levee Setback Construction Phase 2	\$20,157,000.00	\$19,463,521.70	96.6%	3	0
Total	\$20,157,000.00	\$19,463,521.70	96.6%	3	3.0
Priority Hire Projects (01/01/19 - 12/31/19)	Engineer's Estimates	Contract Executed Amounts	Percentage of Engineers Estimate	# of Bids	Response Rate
Eastside Interceptor Section 2 Rehabilitation Phase II	\$17,500,000.00	\$18,600,000.00	106.3%	3	
Lower Russell Levee Setback Construction Phase 1	\$6,900,000.00	\$6,465,882.10	93.7%	5	
South Base Expansion Development Project	\$23,000,000.00	\$23,000,000.00	100.0%	2	
Total	\$47,400,000.00	\$48,065,882.10	101.4%	10	3.3

F. Changes in Contractor Bid Prices

This subsection contains an analysis of the bid response rate and contractor bid prices compared to the period prior to implementation of the priority hire program. The county’s Procurement Administration system contains data used to determine the impact of the Priority Hire program on bid prices and response rates. The data comparison covers two periods: January 1, 2019 through December 31, 2019. Data is also provided for the period January 1, 2020 through December 31, 2020.

The bid price analysis used the bid submittal tabulation forms found in the Procurement Administration system to compare the engineer’s estimate with the executed contract amount for each project awarded. Based on the data, implementation of the Priority Hire Program does not appear to result in increased bid prices.



G. Administrative Costs for the Division Related to the Priority Hire Program

Funding for the Priority Hire Program is based on gradually increasing staffing levels and ramping up contracts with community-based organizations to support the program at the \$5 million level in 2020. The 2020 administrative costs total \$619,569 as shown below:

- \$20,500, 0.10 FTE, BDCC Section Manager
- \$ 166,685 1.0 FTE, Labor Equity Program Manager
- \$ 166,685 1.0 FTE, CWA administrator
- \$ 115,699 1.0 FTE, Field Compliance Specialist
- \$100,000 in contracts with community-based organizations (CBOs)
- \$50,000 for labor compliance software reporting system maintenance costs in 2020.

All resources above are proportionally allocated directly to CIP projects that have priority hiring requirements.

Appendix B - Tables and Charts

This section includes data tables and charts that reports the results of specific methods used to promote the use of certified SCS businesses. The data address the annual reporting requirements outlined in King County Code, section 2.97.090, Reporting to Council, on the progress of the Contracting Opportunities Program during the period January 1, 2020 through December 31, 2020.



Table 1 below contains information on the total dollar amount of contracts awarded by contract category and the total dollar amount awarded by contract category for which the county applied incentives or requirements.

A. Table 1: Total Dollar Amount by Contract Category⁴
For the period January 1 through December 31, 2020

Contract Category	Goods & Services	Technical Consulting	A/E/P Consulting	Construction
Total Dollar Amount	\$109,709,063	\$26,494,515	\$61,810,336	\$91,432,888
Total dollar amount w/incentive applied	\$35,849,443	\$10,174,741	\$18,428,892	\$45,176,582

Table 2 below contains information on the total dollar amount of contract awards, by contract category that included SCS incentives or requirements, to SCS firms by race and gender, to the extent that SCS businesses voluntarily provided this information.

B. Table 2: Awards with SCS Incentives or Requirements by Race and Gender
For the period January 1 through December 31, 2020

Dollars Awarded to SCS Firms by Race and Gender	Minorities (including women)	White Females	White Males	TBD	Total Dollars Awarded to SCSs
Goods & Services	\$0	\$834,202	\$435,000	\$0	\$1,269,202
Consulting	\$3,410,353	\$734,006	\$1,448,973	\$1,822,553	\$7,415,884
Construction	\$1,260,990	\$2,820,292	\$11,873,696	\$757,400	\$16,712,378
Totals	\$4,671,342	\$4,388,500	\$13,757,669	\$2,579,953	\$25,397,464

C. Table 2A: Total Amount Awarded to SCS Firms through the Accelerator
For the Period January 1 through December 31, 2020

Technical Consulting	2019	2020
Total Dollar Amount	\$72,146,245	\$109,709,063
\$ All Contracts Subject to SCS Incentives	\$41,487,359	\$35,849,443
\$ All Awards to SCS Firms	\$5,273,606	\$6,075,546
\$ All SCS Awards due to Incentives or Requirements	\$4,332,424	\$1,269,202
\$ All Awards to SCS Firms through the Accelerator	\$1,444,000	\$3,500,000
Number of Accelerator Awards	3	2

⁴ In this table, the consultant category is divided into two subcategories, one for technical consulting, and the other for architecture/engineering/ professional (A/E/P) consulting.

**D. Table 3: Awards to SCS Firms for Goods & Services when not the Lowest Bidder
For the Period January 1 through December 31, 2020**

Goods & Services	2019	2020
Total Dollar Amount	\$63,071,709	\$109,709,063
\$ All Contracts Subject to SCS Incentives	\$35,865,049	\$35,849,443
\$ All Awards to SCS Firms	\$4,278,175	\$6,075,546
\$ All SCS Awards due to Incentives or Requirements	\$3,978,175	\$1,269,202
\$ All Awards to SCS Firms when not the Lowest Bidder [1]	\$300,000	\$4,806,344

[1] All Awards to SCS Firms when not the Lowest Bidder is calculated based on the difference between the \$ All Awards to SCS Firms minus the \$ All SCS Awards due to Incentives or Requirements.

Table 4 below contains an alphabetical listing of SCS businesses awarded contracts for goods and services that included SCS incentives or requirements during the report period. The list includes information on the race and gender of these SCS businesses, to the extent that these businesses voluntarily provided this information. The table also reports the business location of these firms by city and zip code, and the dollar amount of the contract.

Goods and Services	2020 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)
Total \$ Amount of Contracts Awarded to SCS Firms	\$6,075,546

E. Table 4: Goods and Services Awards to SCS Firms

Business Name	2020 Advertised Goods & Services Contracts				
	City	Zip	Race	Gender	\$ Award Amount
*Birch Equipment Rental & Sales, Inc	Bellingham	98229	Caucasian	Female	\$10,000
DIRT CORPS, LLC	Seattle	98103	Caucasian	Female	\$16,538
DIRT CORPS, LLC	Seattle	98103	Caucasian	Female	\$21,028
DIRT CORPS, LLC	Seattle	98103	Caucasian	Female	\$23,357
DIRT CORPS, LLC	Seattle	98103	Caucasian	Female	\$35,722
*Doolittle Construction LLC	Bellevue	98005	Caucasian	Male	\$10,000
*Enviro-Clean Equipment	Gresham	97030	Caucasian	Female	\$10,000
EXCEL GLOVES & SAFETY SUPPLIES	Fife	98424	Asian-Pacific American	Female	\$203,000
GARDEN CYCLES	Seattle	98106	Caucasian	Male	\$8,500

*Mightier, LLC	Seattle	98199	Decline to Provide	Female	\$129,202
*NATIONAL SAFETY INC	Kent	98032	Caucasian	Male	\$100,000
NATIONAL SAFETY INC	Kent	98032	Caucasian	Male	\$3,050,000
*Newell Brothers Inc.	Tacoma	98446	Decline to Provide	Female	\$10,000
PROJECTCORPS LLC	Seattle	98101	Caucasian	Female	\$448,200
*SANDBAGSTOGO.COM	Snohomish	98290	Caucasian	Male	\$225,000
Seaburg Construction Corp.	Woodinville	98077	Caucasian	Male	\$1,000,000
*US SCALE INC	Kent	98031	Caucasian	Male	\$100,000
*Ventilation Power Cleaning, Inc.	Seattle	98017	Caucasian	Female	\$275,000
*Ventilation Power Cleaning, Inc.	Seattle	98017	Caucasian	Female	\$400,000
TOTAL					\$6,075,546

Table 5 contains an alphabetical listing of SCS businesses awarded contracts for consulting services that included SCS incentives or requirements during the report period. The list includes information on the race and gender of these SCS businesses, to the extent that these businesses voluntarily provide this information. The table also reports the business location of these firms by city and zip code, and dollar amount of the contract.

Consulting Services

2020 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)

Total \$ Amount of Contracts Awarded to SCS Firms	\$20,007,081
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F. Table 5: A/E/P & Technical Consulting Awards to SCS Firms

2020 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*AAR Testing Laboratories Inc	Redmond	98073	Caucasian	Female	\$42,112
*BIS Consulting, LLC	Seattle	98105	Caucasian	Male	\$20,000
Bright Engineering Inc	Seattle	98101	Black American	Male	\$6,294
*B-Town Consulting	Burien	98166	Asian-Pacific American	Male	\$12,121
Clarity Engineering LLC	Vashon	98070	Caucasian	Female	\$16,218
Concord Engineering Inc.	Seattle	98101	Asian-Pacific American	Female	\$188,473

Confluence Environmental Company	Seattle	98103	Caucasian	Male	\$1,000,000
Cooper Zietz Engineers, Inc.	Portland	97222	Native American	Male	\$284,601
Elcon Associates Inc	Beaverton	97006	Asian-Pacific American	Male	\$40,243
Elcon Associates Inc	Beaverton	97006	Asian-Pacific American	Male	\$53,987
*Elham Shirazi	West Hollywood	90069	Caucasian	Female	\$100,000
Entitlement and Engineering Solutions, Inc.	Glendale	80246	Caucasian	Female	\$51,183
Exeltech Consulting Inc.	LACEY	98516	Asian-Pacific American	Male	\$90,234
Exeltech Consulting Inc.	LACEY	98516	Asian-Pacific American	Male	\$2,739,336
*Facility Support Incorporated	Seattle	98104	Caucasian	Male	\$145,000
Fain Environmental LLC	Seattle	98115	Caucasian	Female	\$3,614
FOLLETT ENGINEERING, PLLC	Seattle	98115	Caucasian	Male	\$58,985
Furtado & Associates, Inc.	Seattle	98164	Asian-Pacific American	Male	\$282,936
Griffin Hill & Associates LLC	Seattle	98144	Black American	Male	\$122,352
*Griffin Hill & Associates LLC	Seattle	98144	Black American	Male	\$500,000
GW Frost & Associates	Renton	98057	Black American	Male	\$14,286
GW Frost & Associates	Renton	98057	Black American	Male	\$138,669
Hainline & Associates, Inc.	Seattle	98104	Caucasian	Male	\$62,340
Hough Beck & Baird, Inc.	Seattle	98121	Caucasian	Female	\$16,481
*Icicle Creek Engineers Inc.	Carnation	98014	Caucasian	Female	\$7,812
*Integrated Design Engineers LLC	Seattle	98101	Asian-Pacific American	Male	\$20,763
Integrated Design Engineers LLC	Seattle	98101	Asian-Pacific American	Male	\$152,568
*INTRAVAIA RISK MANAGEMENT GROUP LLC	Shoreline	98155	Caucasian	Male	\$200,000
JAMES KRESSBACH AIA, ARCHITECT	Seattle	98115	Caucasian	Male	\$24,330

Jimale Technical Services, LLC	Seattle	98121	Black American	Female	\$25,114
*Jimale Technical Services, LLC	Seattle	98121	Black American	Female	\$34,951
Jimale Technical Services, LLC	Seattle	98121	Black American	Female	\$571,731
Leggette ETI	Brentwood	20722	Black American	Male	\$21,457
*Marco Vargas & Associates, LLC	Bellevue	98005	Hispanic American	Male	\$500,000
*McLennan Design LLC	Bainbridge Island	98110	Caucasian	Male	\$142,111
MESEROW DESIGN INC	Seattle	98118	Caucasian	Female	\$3,000,000
MLA Engineering, LLC	Seattle	98110	Caucasian	Male	\$54,015
*MLA Engineering, LLC	Seattle	98110	Caucasian	Male	\$90,088
*Modus Technology, Inc.	Issaquah	98027	Caucasian	Male	\$500,000
MPM Consulting, LLC	Lake Oswego	97035	Hispanic American	Male	\$9,406
Northwest Heritage Consultants LLC	Seattle	98107	Caucasian	Female	\$9,700
*O'Brien & Company LLC	Seattle	98104	Caucasian	Female	\$11,417
Onit Management Consulting, LLC	Seattle	98117	Black American	Male	\$500,000
Osborn Consulting Inc.	Bellevue	98004	Caucasian	Female	\$28,259
OTTO ROSENAU & ASSOCIATES INC	Seattle	98118	Caucasian	Female	\$3,873
OTTO ROSENAU & ASSOCIATES INC	Seattle	98118	Caucasian	Female	\$398,467
*Oxford Consulting Services, LLC	Sammamish	98075	Caucasian	Female	\$65,563
Peak Laboratories, Inc (Peak GeoSolutions)	Glenrock	82637	Caucasian	Male	\$501,196
*Planning & Management Services, Inc.	Federal Way	98001	Caucasian	Male	\$18,691
Planning & Management Services, Inc.	Federal Way	98001	Caucasian	Male	\$22,989
Planning & Management Services, Inc.	Federal Way	98001	Caucasian	Male	\$37,503
Planning & Management Services, Inc.	Federal Way	98001	Caucasian	Male	\$48,906
ProDims, LLC	Kirkland	98033	Caucasian	Male	\$252,373

*R H Chen Engineering	Seattle	98104	Asian-Pacific American	Female	\$21,178
Red Barn Group, Inc.	Kenmore	98028	Caucasian	Female	\$3,080
*Rittenhouse Consulting	Bellevue	98006	Caucasian	Female	\$500,000
Roberts Engineering, PLLC	Redmond	98052	Caucasian	Male	\$5,845
Roberts Engineering, PLLC	Redmond	98052	Caucasian	Male	\$8,455
*Robinson Noble, Inc.	Tacoma	98402	Caucasian	Male	\$11,889
Rock Project Management Services, L.L.C.	Renton	98057	Asian-Pacific American	Female	\$16,921
*ROLLUDA ARCHITECTS INC	Seattle	98104	Asian-Pacific American	Male	\$101,976
*ROLLUDA ARCHITECTS INC	Seattle	98104	Asian-Pacific American	Male	\$2,000,000
Rosa M. Abeyta, LLC	SEATTLE	98134	Hispanic American	Female	\$14,711
Safe Environment of America Inc	Auburn	98071	Caucasian	Male	\$19,032
Samir Chudgar	Bellevue	98005	Asian-Pacific American	Male	\$7,923
Samir Chudgar	Bellevue	98005	Asian-Pacific American	Male	\$132,226
Samir Chudgar	Bellevue	98005	Asian-Pacific American	Male	\$243,156
Soil & Environmental Engineers Inc.	Redmond	98052	Asian-Pacific American	Male	\$15,901
Stell Environmental Enterprises, Inc.	Mountlake Terrace	98043	Caucasian	Female	\$7,281
STEPHERSON & ASSOCIATES COMMUNICATIONS INC	Seattle	98121	Black American	Male	\$23,737
Terra Form, LLC	Seattle	98105	Caucasian	Female	\$16,185
The Vida Agency	Edmonds	98020	Other Minority	Female	\$14,663
The Vida Agency	Edmonds	98020	Other Minority	Female	\$25,300
*The Vida Agency	Edmonds	98020	Other Minority	Female	\$163,058
The Watershed Company	Kirkland	98033	Caucasian	Male	\$59,415
Tres West Engineers Inc.	Tacoma	98409	Asian-Pacific American	Female	\$12,776
Tres West Engineers Inc.	Tacoma	98409	Asian-Pacific American	Female	\$66,621

*Triunity, Inc.	Denver	98202	Black American	Male	\$56,303
*True North Land Surveying Inc	Seattle	98134	Caucasian	Female	\$7,103
True North Land Surveying Inc	Seattle	98134	Caucasian	Female	\$7,300
True North Land Surveying Inc	Seattle	98134	Caucasian	Female	\$7,697
UMSTOT PROJECT & FACILITIES SOLUTIONS, LLC	LA MESA	91941	Caucasian	Male	\$16,185
Value Management Strategies, Inc.	San Marcos	92069	Caucasian	Male	\$23,793
*Value Management Strategies, Inc.	San Marcos	92069	Caucasian	Male	\$56,413
*Value Management Strategies, Inc.	San Marcos	92069	Caucasian	Male	\$178,612
Value Management Strategies, Inc.	San Marcos	92069	Caucasian	Male	\$500,000
Vikek Environmental Engineers LLC	Edmonds	98020	Black American	Male	\$510,875
*Wirthlin Consulting Group	Flower Mound	75022	Caucasian	Male	\$62,713
*Zipper Geo Associates, LLC	Lynnwood	98036	Caucasian	Male	\$23,457
*TBD	TBD	TBD	TBD	TBD	\$1,822,553
TOTAL					\$20,007,081

* Contract values shown as \$TBD for all on-call work order contracts when the SCS firm's scope of work has not yet been issued

Table 6 below contains a listing of awarded contracts for construction projects that included SCS requirements during the report period. The table also reports the required percentage of SCS participation based on the contract amount, and the actual percentage and dollar amount of SCS participation on these projects.

**G. Table 6: Awards with SCS Requirements
January – December 2020 Requirements Applied for Construction Contracts**

Contract Title	Required SCS %	Contract Amount	Actual SCS \$	Actual SCS %
162nd Ave SE at SE 166 Ct. Culvert Replacement	10%	\$2,508,288	\$574,320	23%
2019-2020 Countywide Guardrail	5%	\$1,234,522	\$172,600	14%
2020 Countywide Pavement Preservation	10%	\$6,895,192	\$641,821	9%
2020 Countywide Traffic Safety	10%	\$181,075	\$181,075	100%

2178-29 Remlinger Farms Bridge Replacement on SVT	5%	\$837,745	\$126,433	15%
AFIS Administration Relocation - REBID	5%	\$1,350,356	\$335,200	25%
Brightwater Storage Tank Foam Spray System	5%	\$902,800	\$155,700	17%
Flaming Geyser Bridge 3024 Painting	3%	\$603,000	\$603,000	100%
Judd Creek Bridge No. 3184 Repair	10%	\$163,770	\$21,750	13%
KCCH/MRJC 800 MHz DAS	5%	\$2,056,478	\$1,550,000	75%
King County Archive Building Tenant Improvements	10%	\$1,857,595	\$646,804	35%
Patton Bridge No 3015 Repairs	10%	\$415,320	\$45,168	11%
South Treatment Plant Primary & Secondary Odor Control Improvements	5%	\$336,000	\$17,000	5%
West Point Treatment Plant - Secondary Mixed Liquor Blower Replacement	5%	\$1,028,600	\$238,200	23%
WPTP - Digester 6 Low-pressure Sludge Gas (LSG) Pipe Replacement	10%	\$889,302	\$119,693	13%

January – December 2020 Performance Based Requirements Applied to Construction WORK ORDER CONTRACTS with SCS Requirements Applied for Construction Contracts

Contract Title	Required %	Contract Amount
2020-2022 Electrical Work Order	5%	\$1,000,000
2020-2022 Mechanical Construction Work Order	3%	\$500,000
2020-22 Hazardous Building Materials Abatement and Selective Demolition	3%	\$750,000
Asphalt Services Work Order	10%	\$1,000,000
Building Envelope & Waterproofing Work Order Contract 2019-2020	5%	\$1,000,000
Building Repair and Renovation Work Order	10%	\$1,000,000
CCTV Inspection, Repair and Cleaning of Stormwater Systems on a Work Order Basis	5%	\$1,000,000
Civil/Structural Construction Work Order 2020-2021	8%	\$1,500,000

Demolition, Abatement, and Well Decommissioning on a Work Order Basis (WLRD)	8%	\$1,000,000
Electrical Construction Work Order 2020-2021	5%	\$1,000,000
Electrical Services Work Order REBID	3%	\$100,000
KC Parks Asphalt Paving and Concrete Work Order	20%	\$2,000,000
KCIA Pavement Improvements Work Order 2019	5%	\$750,000
Mechanical Construction Work Order 2020-2021	5%	\$1,500,000
Plumbing-Mechanical Work Order Services 2020	5%	\$1,000,000
Telecomm and Network Cabling Work Order	3%	\$1,000,000
Transit Passenger Facilities Improvements 2020-2021 Work Order Contract - FTA - WA Regional Mobility Grant	5%	\$3,000,000

Table 7 below contains an alphabetical listing of SCS businesses awarded contracts for construction services that included SCS incentives or requirements, during the report period. The list includes information on the race and gender of these SCS businesses, to the extent that these businesses voluntarily provide this information. The table also reports the business location of these firms by city and zip code, and dollar amount of the contract.

Construction Services	2020 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)
Total \$ Amount of Contracts Awarded to SCS Firms	\$23,375,184

H. Table 7: Construction Awards to SCS Firms

Business Name	2020 Construction Contracts				
	City	Zip	Race	Gender	\$ Award Amount
1 Alliance Geomatics LLC	Bellevue	98005	Asian-Pacific American	Male	\$290,700
*ACCOUNTABLE CUSTODIAL AND MAINTENANCE INC	Port Orchard	98366	Black American	Male	\$2,788
*ACCOUNTABLE CUSTODIAL AND MAINTENANCE INC	Port Orchard	98366	Black American	Male	\$2,788
*Advanced Government Services, Inc.	Tacoma	98444	Subcontinent Asian American	Female	\$26,608

*Advanced Government Services, Inc.	Tacoma	98444	Subcontinent Asian American	Female	\$65,000
Agostino Construction, Inc.	Maple Valley	98038	Caucasian	Male	\$49,550
American Abatement & Demo, LLC	Auburn	98092	Hispanic American	Female	\$7,120
Ashford Electric & Construction Co	Kirkland	98033	Caucasian	Female	\$35,120
*Ashford Electric & Construction Co	Kirkland	98033	Caucasian	Female	\$171,992
*Becker Blacktop LLC	Sumner	98390	Caucasian	Male	\$290,000
Briar Group Inc	Milton	98354	Caucasian	Female	\$197,880
*C & P Fencing	Enumclaw	98022	Caucasian	Female	\$14,020
C & P Fencing	Enumclaw	98022	Caucasian	Female	\$23,925
C & P Fencing	Enumclaw	98022	Caucasian	Female	\$43,811
*Concrete Restoration, Inc.	Seattle	98106	Decline to Provide	Decline to Provide	\$52,286
*Copper Bell Consulting LLC	Seattle	98133	Caucasian	Male	\$8,700
*Crystal Soda Blast	Tukwila	98178	Caucasian	Female	\$10,500
*Custom Source Woodworking, Inc	Tumwater	98501	Hispanic American	Male	\$8,906
*Discount Fence	Marblemount	98267	Native American	Female	\$53,463
Eagle Asphalt Sealcoating Co., LLC	Sumner	98390	Caucasian	Male	\$500,000
*Eastside Tree Works	Fall City	98024	Decline to Provide	Decline to Provide	\$107,600
*ELM Solutions Corp.	Renton	98055	Caucasian	Female	\$136,900
*G & G Incorporated	Kent	98042	Caucasian	Female	\$108,800
GCI, LLC	University Place	98466	Black American	Male	\$19,950
GCI, LLC	University Place	98466	Black American	Male	\$170,000
*Green Earthworks Construction, Inc.	Tacoma	98406	Caucasian	Male	\$1,000,000
Holocene Drilling, Inc.	Puyallup	98373	Caucasian	Male	\$2,300
*Hunnicuttt's, Inc.	Bellingham	98226	Caucasian	Male	\$7,600
*Hunnicuttt's, Inc.	Bellingham	98226	Caucasian	Male	\$18,800

Industry Erectors Inc DBE / MBE - Steel Erectors - Misc Metals Install - Machinery Movers - Riggers	Snohomish	98290	Native American	Male	\$25,000
Industry Erectors Inc DBE / MBE - Steel Erectors - Misc Metals Install - Machinery Movers - Riggers	Snohomish	98290	Native American	Male	\$147,380
*Industry Erectors Inc DBE / MBE - Steel Erectors - Misc. Metals Install - Machinery Movers - Riggers	Snohomish	98290	Native American	Male	\$177,860
*Jeff Johnson Excavating LLC	Shoreline	98133	Caucasian	Male	\$22,500
*JMR Trucking, Inc.	Seattle	98178	Black American	Male	\$2,500
JMR Trucking, Inc.	Seattle	98178	Black American	Male	\$325,000
*KolKay Electric, Inc.	Enumclaw	98022	Caucasian	Female	\$1,000,000
Laser Underground & Earthworks Inc	Snohomish	98296	Caucasian	Male	\$1,000,000
*Laser Underground & Earthworks Inc	Snohomish	98296	Caucasian	Male	\$3,000,000
*Mericka Group llc.	longview	98632	Caucasian	Male	\$603,000
Metro Painting LLC	Seattle	98119	Caucasian	Female	\$400,000
*MNG Construction LLC	Enumclaw	98022	Black American	Male	\$50,470
MNG Construction LLC	Enumclaw	98022	Black American	Male	\$677,349
*N I PAINTING AND CONSTRUCTION COMPANY	Bellevue	98007	Asian-Pacific American	Male	\$20,114
N I PAINTING AND CONSTRUCTION COMPANY	Bellevue	98007	Asian-Pacific American	Male	\$46,401
*NETCOMPLIANCE ENVIRONMENTAL SERVICES LLC - dba NCES	Vancouver	98661	Asian-Pacific American	Male	\$5,914
*NETCOMPLIANCE ENVIRONMENTAL SERVICES LLC - dba NCES	Vancouver	98661	Asian-Pacific American	Male	\$57,273
*NORTHWEST ASPHALT, INC.	Issaquah	98027	Caucasian	Male	\$1,000,000
*Northwest Metals and Salvage Service, Inc.	Seattle	98103	Caucasian	Female	\$54,020
NPM Construction Co.	Maple Valley	98038	Caucasian	Male	\$180,321
*Olea Painting, LLC	Tukwila	98168	Hispanic American	Male	\$23,950

*Out West Landscape and Irrigation, Inc.	Monroe	98272	Caucasian	Female	\$72,500
*Pacwest Grinding	Sumner	98390	Caucasian	Male	\$226,950
Pellco Construction	Mukilteo	98275	Caucasian	Male	\$18,900
*Pinchiff Mechanical LLC	Tukwila	98188	Caucasian	Male	\$217,000
*Pinchiff Mechanical LLC	Tukwila	98188	Caucasian	Male	\$500,000
*Pinchiff Mechanical LLC	Tukwila	98188	Caucasian	Male	\$1,000,000
Pinchiff Mechanical LLC	Tukwila	98188	Caucasian	Male	\$1,275,600
*Red Hawk Fire Protection, LLC	Puyallup	98371	Native American	Female	\$142,597
*RELIANCE FIRE PROTECTION	PRESTON	98050	Caucasian	Female	\$18,600
*Road Construction Northwest, Inc	Renton	98059	Caucasian	Male	\$181,075
*Road Construction Northwest, Inc	Renton	98059	Caucasian	Male	\$1,500,000
Seattle Sweeping, Inc	North Bend	98045	Caucasian	Male	\$11,200
SHJ Electric Co. Inc.	Seattle	98146	Caucasian	Male	\$6,600
SHJ Electric Co. Inc.	Seattle	98146	Caucasian	Male	\$54,000
*SHJ Electric Co. Inc.	Seattle	98146	Caucasian	Male	\$62,213
*SHJ Electric Co. Inc.	Seattle	98146	Caucasian	Male	\$394,799
*Sound Testing, Inc.	Seattle	98126	Caucasian	Female	\$3,460
*Source Electric LLC	Port Orchard	98367	Caucasian	Female	\$229,500
*Steele Electric Inc.	Everett	98203	Caucasian	Male	\$100,000
*STRUCTURED COMMUNICATIONS, INC	Snohomish	98291	Caucasian	Male	\$1,550,000
*Subsurface Construction LLC	Edmonds	98020	Subcontinent Asian American	Male	\$487,800
Subsurface Construction LLC	Edmonds	98020	Subcontinent Asian American	Male	\$509,049
Sundancer Electric, Inc.	Kent	98032	Native American	Male	\$145,000
*Sunset Company, LLC	Renton	98059	Hispanic American	Male	\$21,750
*SUSTAINABLE FLOORS INC.	Fife	98424	Black American	Female	\$75,650
*The Rodriguez Corporation	PORTLAND	97219	Hispanic American	Male	\$18,560
*Tiger Mountain Rental LLC	Kent	98042	Caucasian	Male	\$13,571
Tokita Construction Inc	Algona	98001	Asian-Pacific American	Male	\$500,000

*TruNorth Door Co., LLC	Gig Harbor	98335	Caucasian	Male	\$17,602
Ventilation Power Cleaning, Inc.	Seattle	98017	Caucasian	Female	\$650
*Ventilation Power Cleaning, Inc.	Seattle	98017	Caucasian	Female	\$1,000,000
*WCCL Systems, LLC	Tacoma	98406	Hispanic American	Male	\$17,000
*TBD	TBD	TBD	TBD	TBD	\$757,400
CONSTRUCTION TOTAL					\$23,375,184

* Contract values are shown as \$TBD (to be determined) for all on-call work order contracts when the SCS firm's scope of work has not yet been issued.

Table 8 below provides information on the number of SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the contract categories.

Table 8: Certified SCS Firm Statistics

List of Participating SCS Firms	
All Categories (as of 12/31/2020)	3,361
Technical Consulting Firms:	1675
Minority	547
Minority Female	198
White Female	530
White Male	598
Construction Firms:	530
Minority	192
Minority Female	45
White Female	104
White Male	234
Architecture Engineering Firms:	363
Minority	110
Minority Female	30
White Female	97
White Male	156
Goods and Services Firms:	793
Minority	337
Minority Female	104
White Female	202
White Male	254
SCS directory of firms is available online at the following address:	
https://kingcounty.diversitycompliance.com/	

Tables 9a, 9b, 9c, and 9d below provide a list for the goods and services contract category of the number of SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the following revenue categories.

I. Table 9: Goods & Services SCS Firms by Annual Gross Receipts

Table 9a: \$0 - \$500,000 - In Gross Receipts

Race	Gender	Certified Firms	Contract Awards
Asian / Pacific Islander	Female	26	
	Male	36	
Black	Female	27	
	Male	93	
Hispanic	Female	11	
	Male	22	
Multi-Racial	Female	5	
	Male	12	
Native American	Female	4	
	Male	6	
White	Female	128	7
	Male	138	1
Total Firms		508	8

Table 9b: \$500,001 - \$1 Million - In Gross Receipts

Race	Gender	Certified Firms	Contract Awards
Asian / Pacific Islander	Female	4	
	Male	5	
Black	Female	1	
	Male	4	
Hispanic	Female	3	
	Male	2	
Multi-Racial	Female	1	
	Male	2	
Native American	Female	-	
	Male	3	
White	Female	20	1
	Male	32	2
Total Firms		77	3

Table 9c: \$1 Million - \$2 Million - In Gross Receipts

Race	Gender	Certified Firms	Contract Awards
Asian / Pacific Islander	Female	4	
	Male	8	
Black	Female	1	
	Male	6	
Hispanic	Female	4	
	Male	5	
Multi-Racial	Female	-	
	Male	-	
Native American	Female	-	
	Male	5	
White	Female	24	
	Male	41	2
Total Firms		98	2

Table 9d: Over \$2 Million - In Gross Receipts

Race	Gender	Certified Firms	Contract Awards
Asian / Pacific Islander	Female	5	1
	Male	8	
Black	Female	3	
	Male	11	
Hispanic	Female	1	
	Male	3	
Multi-Racial	Female	2	
	Male	-	
Native American	Female	2	
	Male	2	
White	Female	30	2
	Male	43	3
Total Firms		110	6

Tables 10a, 10b, 10c, and 10d below provide a list for the consulting services contract category of the number of SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the following revenue categories.

J. Table 10: A&E & Technical Consulting SCS Firms by Annual Gross Receipts

Table 10a: \$0 - \$250,000 - In Gross Receipts				Table 10b: \$250,001 - \$500,000 - In Gross Receipts			
Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian / Pacific Islander	Female	74	2	Asian / Pacific Islander	Female	6	
	Male	80	1		Male	24	3
Black	Female	52		Black	Female	3	
	Male	92	5		Male	11	
Hispanic	Female	18		Hispanic	Female	6	1
	Male	35	2		Male	6	
Multi-Racial	Female	6		Multi-Racial	Female	2	3
	Male	27			Male	-	
Native American	Female	12		Native American	Female	-	
	Male	14	1		Male	3	
White	Female	402	6	White	Female	71	1
	Male	404	3		Male	73	6
Total Firms		1,216	20	Total Firms		205	14

Table 10c: \$500,001 - \$1 Million -In Gross Receipts				Table 10d: Over \$1 Million - In Gross Receipts			
Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian / Pacific Islander	Female	9	1	Asian / Pacific Islander	Female	17	2
	Male	17	3		Male	48	7
Black	Female	-		Black	Female	10	3
	Male	11	4		Male	27	2
Hispanic	Female	5		Hispanic	Female	2	-
	Male	2			Male	13	-
Multi-Racial	Female	3		Multi-Racial	Female	2	-
	Male	8			Male	-	-
Native American	Female	-		Native American	Female	1	-
	Male	6			Male	5	-
White	Female	47	2	White	Female	107	11
	Male	95	1		Male	182	20
Total Firms		203	11	Total Firms		414	45

Tables 11a, 11b, 11c, and 11d below provides a list for the construction services contract category of the number of SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the following revenue categories shown on the next page.

K. Table 11: Construction SCS Firms by Annual Gross Receipts

Table 11a: \$0 - \$500,000 - In Gross Receipts

Table 11b: \$500,001 - \$3 Million - In Gross Receipts

Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian / Pacific Islander	Female	11		Asian / Pacific Islander	Female	1	
	Male	15	5		Male	11	3
Black	Female	10		Black	Female	1	1
	Male	45	4		Male	12	4
Hispanic	Female	7		Hispanic	Female	4	1
	Male	22	1		Male	7	3
Multi-Racial	Female	1		Multi-Racial	Female	1	
	Male	5			Male	4	
Native American	Female	3		Native American	Female	2	1
	Male	9	3		Male	2	
White	Female	57	7	White	Female	23	4
	Male	129	4		Male	61	13
Total Firms		314	24	Total Firms		129	30

Table 11c: \$3 Million - \$8 Million - In Gross Receipts

Table 11d: Over \$8 Million - In Gross Receipts

Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian / Pacific Islander	Female	1	2	Asian / Pacific Islander	Female	1	
	Male	6			Male	1	
Black	Female	-		Black	Female	-	
	Male	-			Male	-	
Hispanic	Female	-		Hispanic	Female	-	
	Male	4	1		Male	-	
Multi-Racial	Female	1		Multi-Racial	Female	-	
	Male	-			Male	-	
Native American	Female	1	1	Native American	Female	-	
	Male	2	1		Male	2	
White	Female	24	7	White	Female	-	
	Male	38	10		Male	6	6
Total Firms		77	21	Total Firms		10	6

L. Utilization Data – All Certified FIRMS

(Small, Minority, Women, and Disadvantaged Businesses Including LGBTE Firms)

The Contracting Opportunities Program is one tool among many that King County uses to support the participation of small businesses in its contracting opportunities. Other tools include outreach and business development efforts that complement the county’s existing federal small business programs. These federal small business programs include the United States Department of Transportation (USDOT) Disadvantaged Business Enterprise (DBE) Program, and the Environmental Protection Agency’s (EPA) Fair Share Program that includes Good Faith Efforts requirements and voluntary goals for Minority Business Enterprises (MBE) and Women Business Enterprises (WBE). These federal programs support the inclusion of other “Certified” firms. The table below shows data on the county’s use of all these categories of “Certified” businesses.

All Certified Firms⁵

Reporting Period: January 1, 2020 to December 31, 2020

Certification Type	Goods and Services	Consulting	Construction	Total Contracts to Certified Firms
King County Small Contractors Suppliers	\$6,075,546	\$20,007,081	\$23,375,184	\$49,457,811
Minority Business Enterprises⁶	\$6,429,097	\$10,244,645	\$15,664,438	\$32,338,180
Women Business Enterprises	\$5,255,643	\$7,089,675	\$4,314,513	\$16,659,830
Disadvantaged Business Enterprises	\$6,706,755	\$11,740,096	\$24,627,429	\$43,074,280
Small Business Enterprises	\$1,131,503	\$1,868,333	\$1,663,006	\$4,662,842
LGBT Business Enterprises	\$1,098,587	\$0	\$0	\$1,098,587

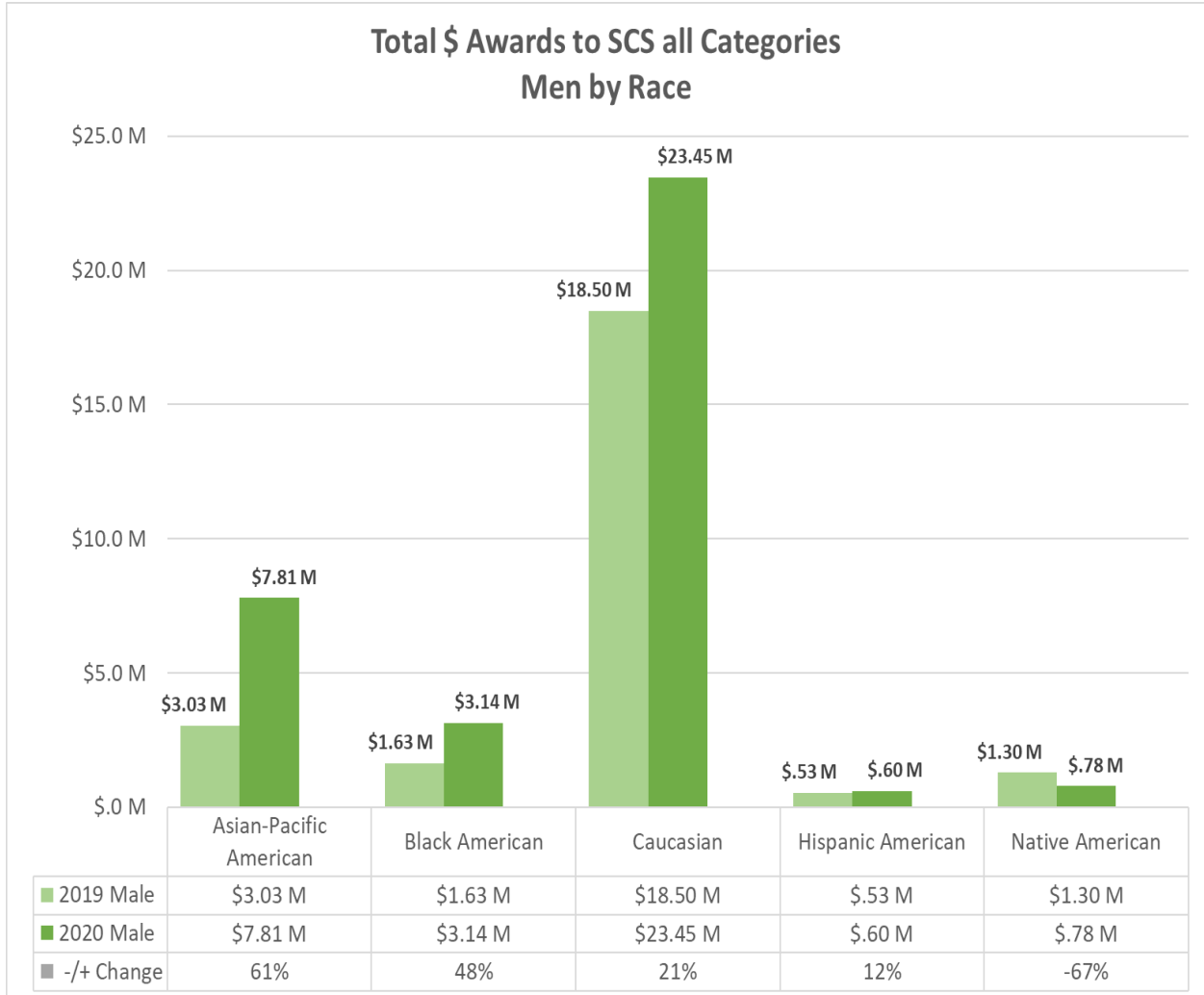
The term “Certified” in this section means a business that is certified by the Washington State Office of Minority and Women’s Business Enterprises (OMWBE) and/or the Northwest Mountain Minority Supplier Development Council (NW MTN MSDC). The OMWBE is by statute the sole certifying agency in the state of Washington for businesses seeking federal and state certification as a DBE, MBE, or WBE for participation in the federal USDOT or EPA programs. These OMWBE certified firms are included in the data reported in this section. The NW MTN MSDC serve as a link between public agencies and private sector corporations to businesses that are at least 51% ethnic minority owned. The participation of NW MTN MSDC certified MBE firms are included in the MBE data reported in this section.

⁵ A business may possess more than one type of certification. For example, a business certified by King County as a Small Contractor and Supplier (SCS) may also be certified by the state of Washington as a Women-owned Business Enterprise (WBE). The total dollars for each certification type are reported separately.

⁶ Includes Minority Business Enterprise firms certified by WA State OMWBE and Northwest Mountain Minority Supplier Development Council (NW MTN MSDC)

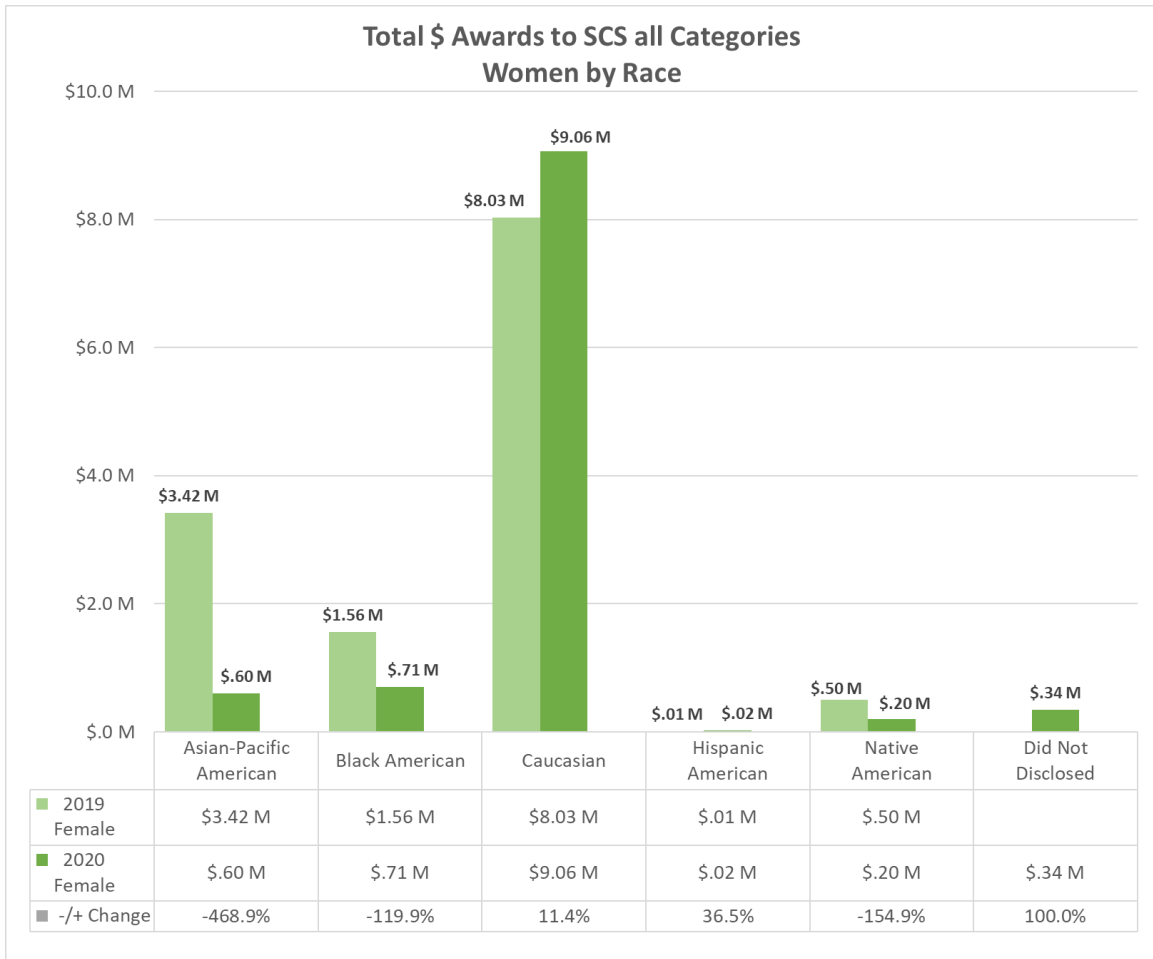
M. SCS Firm Utilization Data 2019 / 2020 Comparison – Men by Race

The year to year comparison chart below compares the dollars awarded to male owned SCS businesses by race between two years that have been successful in obtaining county contracts. Data is provided to the extent that SCS business owners voluntarily reported this information.



N. SCS Firm Utilization Data 2019 / 2020 Comparison – Women by Race

The year to year comparison chart below compares the dollars awarded to woman owned SCS businesses by race between two years that have been successful in obtaining county contracts. Data is provided to the extent that SCS business owners voluntarily reported this information.



O. SCS Firm Utilization Data 2019 / 2020 Comparison – Unidentified Race and Gender

The year to year comparison chart below compares the dollars awarded to SCS businesses between two years that voluntarily chose not to disclose their race or gender that have been successful in obtaining county contracts.

