



King County

2018 Contracting Opportunities Program Report

DEPARTMENT OF EXECUTIVE SERVICES
FINANCE AND BUSINESS OPERATIONS DIVISION

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2018 Contracting Opportunities Program Report

EXECUTIVE SUMMARY

King County is the largest labor market in the state. It is also home to nearly 600,000 small businesses that contribute significantly to the health and prosperity of our region.¹

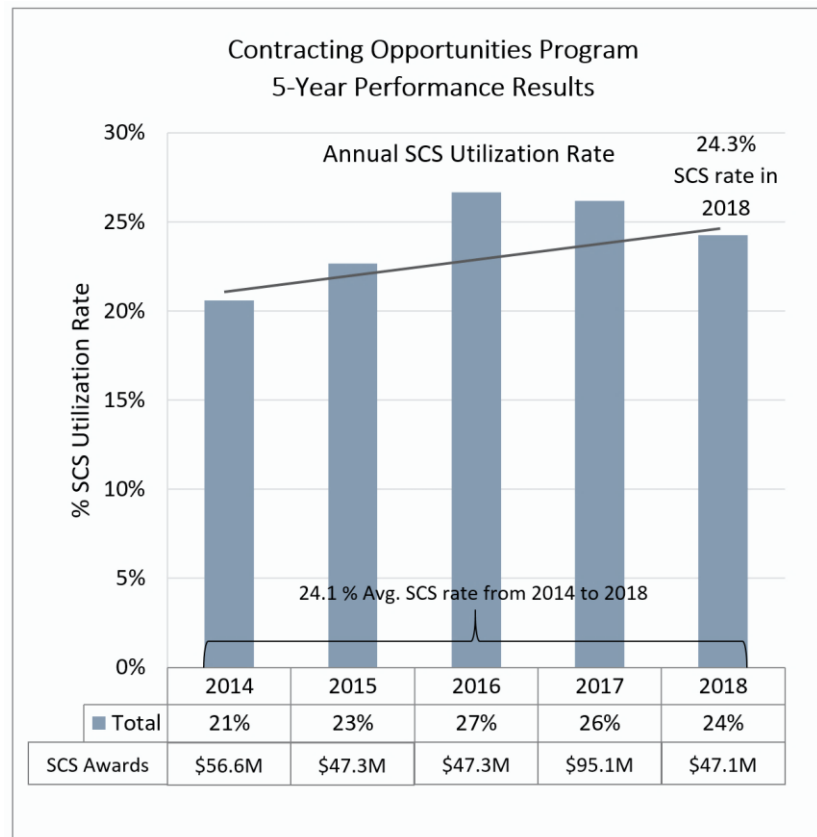
Consistent with the King County Equity and Social Justice Strategic Plan, work within the County is continuing to advance equity and social justice innovations. A common area of interest is how to influence the spending of government dollars to enhance equity outcomes for small businesses.

The King County Contracting Opportunities Program is an important element of the County's ongoing efforts to apply social equity innovations in its procurement practices. The program applies incentives, requirements, aspirational goals, plans, and other equity strategies to a variety of contracts involving construction projects, consulting services, and other goods and services. The program maximizes the participation of certified Small Contractors and Suppliers (SCS), a regional certification designation administered by the County and recognized by the Port of Seattle, Sound Transit, and Seattle Colleges.

The economic benefit that small businesses receive is a demonstration of the program's success, as measured by the number of contract awards, dollars, and SCS utilization rates. The SCS utilization rate represents the total amount of contracts awarded to certified SCS firms, as a percentage of the total amount of all contracts subject to SCS program incentives or requirements. The SCS utilization rate is the best indicator for annual trend comparisons because the number and total dollar amount of contracts can vary widely from year to year. In 2018, the SCS utilization rate of 24.3 percent was very good, slightly outpacing the average annual SCS utilization rate of 24.1 percent for the period 2014 through 2018. See Table-1, 5-Year Performance Results.

This document reports the performance of the Contracting Opportunities Program during the period January 1, 2018 through December 31, 2018. The report Appendix contains data tables that address the annual reporting requirements outlined in Ordinance 15703.

TABLE 1- 5-YEAR PERFORMANCE RESULTS



¹ 2018 Small Business Profile – US Small Business Administration Office of Advocacy

2018 PROGRAM HIGHLIGHTS

All Contract Categories

- 24.3 % annual SCS utilization rate
- \$47 million to certified SCS businesses

Goods & Services

- 5% SCS utilization rate
- \$2.1 million to certified SCS certified businesses

Construction

- 29% SCS Utilization Rate
- 3% increase in the SCS utilization rate compared to 2017
- \$21.4 million to certified SCS businesses

Consulting

- 29% SCS utilization rate
- \$23.5 million to certified SCS businesses

Certified SCS Firms

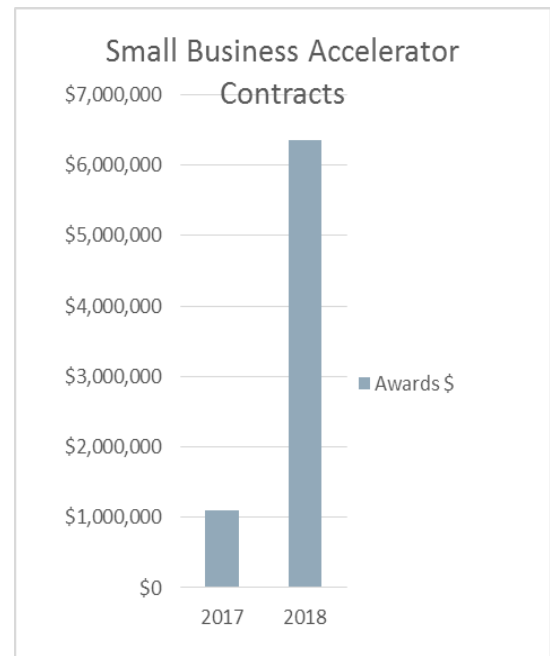
- 8% increase in the number of certified SCS business types
- 3,199 certified SCS business types compared to 2,951 in 2018

SMALL BUSINESS ACCELERATOR

The Small Business Accelerator (“Accelerator”) is a competitive procurement tool that permits like-sized small businesses to compete among themselves for contracting opportunities at the prime consultant level. The Accelerator applies to purchases valued at or above the formal dollar threshold for advertised goods and services that is currently set at \$50,000 or more.

In 2018, the County awarded contracts valued at \$6.4 million using the Accelerator, dwarfing the total value of all awards procured using this method in 2017. This change represents a 400 percent increase in the dollar value of Accelerator awards in 2018 compared to 2017. Opportunities to use the Accelerator are dependent on factors such as the availability of certified SCS firms for the services requested; grant requirements that may require services from non-profit organizations, or other special conditions.

The Accelerator continues to generate new opportunities for certified SCS firms to win County contracts as prime consultants. The Accelerator not only improves equity outcomes for small firms, it also ensures there is competition for County contracts, and this competition results in the most efficient use of public funds.

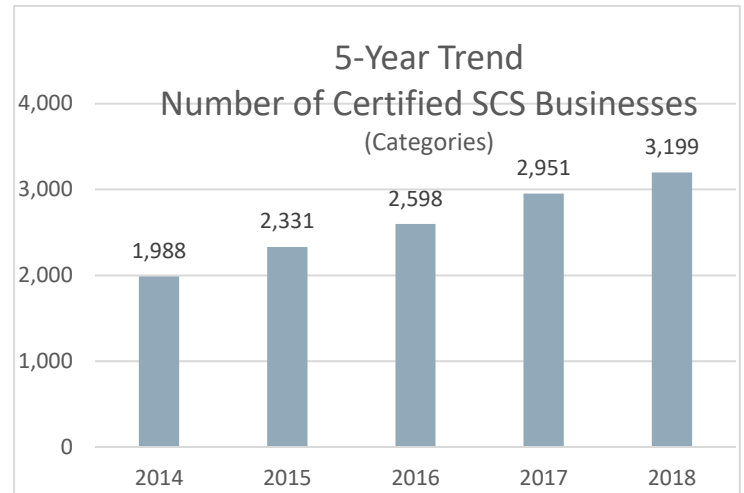


GROWTH IN THE NUMBER OF CERTIFIED SCS FIRM CATEGORIES

The certification of small businesses as an SCS firm is a function that King County performs as part of a regional partnership with Sound Transit, Seattle Colleges, and the Port of Seattle. Leveraging the networks of this regional partnership has resulted in substantial growth of the available pool of certified SCS businesses from 1,100 certified firms in 2010 to nearly 3,200 in 2018. See the report Appendix for a summary of contract awards made to MBE, WBE, DBE, and LGBT businesses that have small business certifications from other authorized entities, such as the State of Washington Office of Minority and Women's Business Enterprises, and the Northwest Mountain Minority Supplier Diversity Council.

2017 / 2018 TREND ANALYSIS

The major difference between the 2018 and 2017 program years is the large reduction in the total amount of contracts that were subject to the SCS incentive from \$121,512,018 in the 2017 reporting period to \$38,869,669 in 2018, a 68 percent reduction. Although the 68 percent reduction seems to create the impression the program is becoming less effective, the total dollar amount of contracts awarded each year is not a reliable indicator of program effectiveness. The better indicator is the 2018 SCS utilization rate compared to a five-year average. The 2018 SCS utilization rate was 24.3 percent, which was slightly above the five-year average of 24.1 percent.



Goods and Services

For goods and services contracts, the SCS utilization rate has typically been much lower in comparison to the other contract categories. In 2018, it was 5 percent compared to 22 percent in 2017. Two persistent challenges remain present when attempting to increase and sustain SCS participation levels for goods and services: 1) there are a limited number of subcontracting opportunities in the purchase of goods and services; and 2) the inability of smaller vendors to compete successfully against larger companies at the prime level.

Construction Services

In 2018, the value of construction contracts that were subject to the SCS incentives decreased by roughly 50 percent. This reduction in the total value of construction awards when compared to the 2017 program year produced a corresponding decrease in the overall total amount of construction awards to certified SCS businesses. The dollar value of awards to certified SCS contractors fell from \$38.3 million in 2017 to \$21.4 million in 2018. However, as a percentage of total awards, the SCS utilization rate increased from 26 percent in 2017 to 29% for all construction awards in 2018.

Consulting (Architectural/Engineering/Professional and Technical Services)

Overall, the total value of consulting contracts that were subject to SCS incentives were down 12 percent from \$92.9 million in 2017 to \$82.1 million in 2018. Similarly, the total amount of awards to certified SCS firms decreased 21 percent from \$29,808,167 in 2017 to \$23,536,938 in 2018. The annual SCS utilization rate decreased slightly from 32 percent in 2017 to 29 percent in 2018.

The Rising Number of Work Order Contracts

During 2018, the County observed the continuance of a trend in the rising number of work order contracts for consulting and construction services. The number of work order contracts awarded annually has risen from 19 in 2014 to 38 in 2018. Work order contracts are used by County departments to address emergent on-call needs for multiple, small, discrete work elements. The unpredictable on-call nature of these contracts makes it difficult to define details of the actual scope of work in advance. As a result, it is more challenging to identify second tier opportunities for the use of sub-consultants and subcontractors, which is the level where most small businesses participate.

2017 / 2018 PROGRAM PERFORMANCE COMPARISON CHART

2017 and 2018 Contracting Opportunities Program			
SMALL CONTRACTORS & SUPPLIERS	2017	2018	-/+ Change
GOODS & SERVICES	\$160,250,349	\$55,805,389	-65%
All Contracts Subject to SCS Incentives	\$121,512,018	\$38,869,669	-68%
\$ All Awards to SCS Firms	\$26,905,000	\$2,135,500	-92%
\$ All SCS Awards due to Incentives or Requirements	\$14,515,000	\$1,985,500	-86%
% Awards to SCS Firms ²	22%	5%	-17%
Number of SCS Awards	14	5	-9
CONSTRUCTION	\$309,319,555	\$115,312,163	-63%
All Contracts Subject to SCS Requirements	\$148,623,174	\$73,032,453	-51%
\$ All Awards to SCS Firms	\$38,362,447	\$21,377,761	-44%
\$ All SCS Awards due to Incentives or Requirements	\$32,040,384	\$16,591,329	-48%
% Awards to SCS Firms	26%	29%	3%
Number of SCS Awards	112	111	-1
CONSULTING A/E/P/ Technical Services	\$145,430,016	\$122,136,462	-16%
All Contracts Subject to SCS Incentives	\$92,868,002	\$82,110,265	-12%
\$ All Awards to SCS Firms	\$29,808,167	\$23,536,938	-21%
\$ All SCS Awards due to Incentives or Requirements	\$26,517,279	\$17,459,331	-34%
% Awards to SCS Firms	32%	29%	-3%
Number of SCS Awards	166	176	10
TOTAL \$ All AWARDS SUBJECT to SCS INCENTIVES	\$363,003,194	\$194,012,388	-47%
TOTAL \$ All AWARDS to SCS ALL CATEGORIES	\$95,075,614	\$47,050,198	-51%
% Awards to SCS Firms	26.2%	24.3%	-1.9%

² This percentage throughout the table is calculated by dividing \$ Awards to SCS firms (shown in BOLD) by All Contracts Subject to SCS Incentives

IMPLEMENTING PRIORITY HIRE

Amendments to King County Code 2.97.090 require an evaluation of the impacts to small contractors working on Priority Hire projects as part of the annual Contracting Opportunities Report, beginning with the 2018 program year. This section includes information on small and open shop contractors on Priority Hire projects, the share of work for these contractor groups, barriers, and an evaluation of changes in bid prices and response rates.

In March 2018, the Priority Hire program became a permanent policy. Priority Hire is a workforce equity program designed to prioritize economically disadvantaged local workers for inclusion on County construction projects. The program also addresses a widening gap between the demand for construction labor and the supply of skilled trade workers in our regional labor market. To establish a strong and legally defensible Priority Hire program, the County commissioned two related studies, in advance of implementing Priority Hire. The study results identified 43 economically disadvantaged zip code areas based on such factors as poverty levels, unemployment, and educational attainment. Any workers from these areas are considered to be economically disadvantaged and are eligible for priority hiring.

How Priority Hiring Works

The County implements the program via a Community Workforce Agreement (CWA) for capital construction projects valued at \$15 million or more. A CWA is a negotiated agreement between King County and various labor unions. It is the same as a Project Labor Agreement with the added component of priority hiring. The CWA establishes worksite conditions on a given project, including hiring requirements and methods for resolving labor disputes to prevent strikes or lockouts. The County requires that individuals who reside in the zip codes perform a percentage of all labor hours. Contractors agree to use the union dispatch process for workers and the union agrees to dispatch Priority Hire workers ahead of other union workers to meet the contractor's requirements for priority hiring. The labor hour requirement for Priority Hire workers is set as a percentage of the total labor hours.

Priority Hire Projects

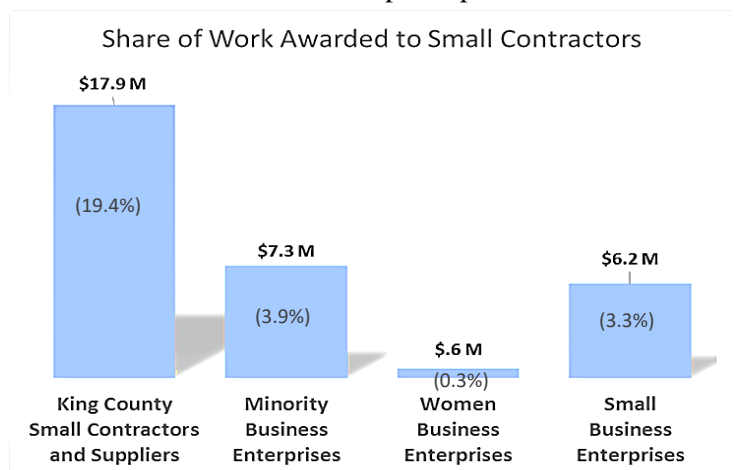
In 2018, the County applied Priority Hire requirements to six contracts. The Department of Natural Resources and Parks manages all six projects including the Solid Waste Division (one contract) and the Wastewater Treatment Division (five contracts). The BDCC section is responsible for implementing and overseeing the Priority Hire program.

Small Contractors on Priority Hire Projects

In 2018, 83 subcontractors, 13 sub consultants, 7 suppliers, and 1 manufacturing company worked on County Priority Hire projects. For each project, staff within the BDCC section monitors the participation of SCS contractors and suppliers, and other certified small businesses. From the start of the program pilot in June 2017 through the period ending December 31, 2018, the County has executed \$189.4 million in projects subject to the Priority Hire requirements.

Share of Work to Small Contractors

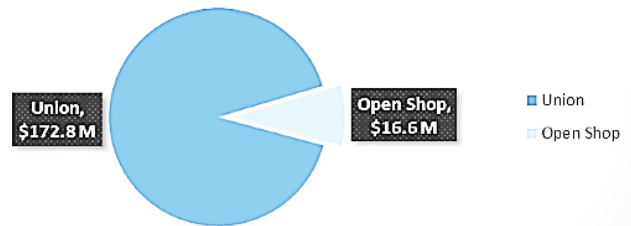
The table illustrates the share of work awarded to small contractors relative to the total amount of all contracts awarded for Priority Hire projects in 2018. King County SCS businesses represent the largest share of work awarded at \$17.9 million (9.4%). MBE forms received \$7.3 million (3.9%), SBEs received \$6.2 million (3.3%), and WBEs received \$.6 Million (.3%) in awards.



Open Shop Prime Contractors on Priority Hire Projects

As shown in the pie chart, the County awarded five contracts to union contractors as prime contractors. These contracts total \$172.8 million (91.2%). One open shop (non-union) contractor received an award at the prime level for \$16.6 million (8.8%).

Union and Open Shop Prime Contractors on Priority Hire projects



Open Shop Subcontractors on Priority Hire Projects

Results indicate that Priority Hire requirements enable participation from both open shop and union contractors. A total of 50 (60.2%) union subcontractors and 33 (39.8%) open shop subcontractors received awards totaling \$66 million on Priority Hire projects beginning with the pilot in June 2017 through December 31, 2018. Consultants, suppliers, and manufacturing firms are not included in these numbers as they do not employ the project labor force and are not subject to Priority Hire requirements.

During the same period, union subcontractors have received \$55.5 million (84.1%) in awards, and open shop subcontractors were awarded \$10.5 million (15.9%). Open shop subcontractors received 39.8% of all subcontracts awarded, and 15.9% of all subcontract dollars.

Union and Open Shop Subcontractors on Priority Hire projects

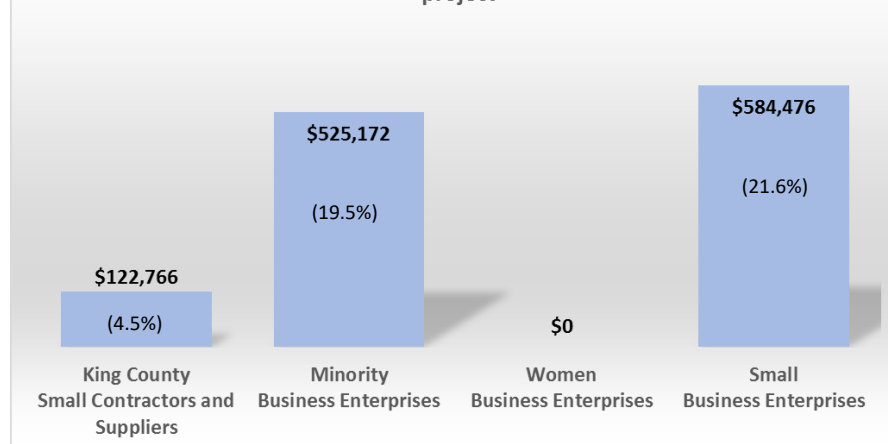


Completed Priority Hire Projects

One Priority Hire project was completed in 2018: the Georgetown Wet Weather Treatment Station Project – Demolition, Remediation and Site Preparation project. The total contract amount was \$2.7 million.

The bar chart on this page shows the total amount paid to small

Small Contractors on the Georgetown Wet Weather Treatment Station Project - Demolition, Remediation and Site Preparation project



contractors by category. Small Business Enterprises received \$584,476 (21.6%), Minority Business Enterprises received \$525,172 (19.5%), and King County certified SCS firms received \$122,766 (4.5%). Women Business Enterprises performed no work on this project. Open shop contractors made up 60.2 percent of all subcontractors and received 20.1 percent of all subcontracting dollars paid. Union contractors represented 39.8 percent of all subcontractors and received 79.9 percent of all subcontracting dollars paid.

Evaluation of Bid Response Rates

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, 2016 through December 31, 2018. The table below shows the bid response analyses for non-Priority hire projects during this same period. In addition, the table shows the bid response rate for non-Priority Hire projects from January 1, 2013 through December 31, 2015. As shown below, Priority Hire projects had a bid response rate 0.3 percent higher than non-Priority Hire projects during the same period (2016 through 2018), and a lower response rate of 0.7 percent compared to non-Priority Hire projects from 2013 through 2015.

Comparison of Bid Prices and Bid Response Rates Chart

Comparison of Bid Price and Bid Response Rate					
	Bid Price Index			Response Rate	
	Engineer's Estimates	Contract Executed Amounts	Percentage of Engineers Estimate	# of Bids	Response Rate
Priority Hire Projects (01/01/16 - 12/31/18)					
Cedar Hills Area 8 & 7 Closure Project	\$46,545,101.00	\$32,619,010.45	70.1%	2	
Sunset and Heathfield Pump Stations and Force Main Upgrade	\$37,193,000.00	\$36,600,000.00	98.4%	4	
Georgetown Wet Weather Treatment Station - Demolition, Remediation, and Site Preparation	\$4,269,251.00	\$2,783,230.38	65.2%	4	
Georgetown Wet Weather Treatment Station - Conveyance	\$19,509,036.00	\$16,599,500.00	85.1%	3	
Georgetown Wet Weather Treatment Station - Outfall	\$4,621,902.00	\$4,672,000.00	101.1%	3	
Georgetown Wet Weather Treatment Station	\$110,602,265.00	\$96,169,322.12	87.0%	2	
Total	\$222,740,555.00	\$189,443,062.95	85.1%	18	3.0
Non Priority Hire Projects (01/01/16 - 12/31/18)					
2017 Countywide Pavement Preservation	\$17,015,551.50	\$16,379,925.50	96.3%	3	
Kent/Auburn Conveyance System improvements AWI Parallel and Pacific	\$20,530,800.00	\$18,566,500.00	90.4%	1	
Rainier Valley Wet Weather Storage Project	\$14,462,500.00	\$17,344,625.00	119.9%	4	
Total	\$52,008,851.50	\$52,291,050.50	100.5%	8	2.7
Non Priority Hire Projects (01/01/13 - 12/31/15)					
Fremont Siphon and Odor Control Facility	\$24,846,204.50	\$21,722,000.00	87.4%	4	
Murray CSO Control Facility	\$23,720,000.00	\$26,115,000.00	110.1%	4	
North Creek Interceptor Sewer Improvement Project	\$33,220,989.00	\$29,933,000.00	90.1%	3	
Total	\$81,787,193.50	\$77,770,000.00	95.1%	11	3.7

Evaluation of Bid Prices

The King County Procurement Administration system contains data used to determine the impact of the Priority Hire program on bid prices and bid response rates. The data comparison covered two periods, January 2016 through December 2018, and January 2013 through December 2015.

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 during the comparison periods. Note that some projects covered by a Project Labor Agreement (PLA) were included in the non-Priority Hire projects list because these projects did not include the Priority Hire requirements. The County only implements the Priority Hire program through a CWA.

Prior to implementing the Priority Hire program, most County projects of comparable value were subject to a PLA. In the table, the total executed amount for Priority Hire projects from 2016 -2018 was \$189.4 million. This number is 85.1% of the combined engineer-estimated total of \$222.7 million. The total executed amount for non-Priority Hire projects during the same period was \$52.3 million. This amount is 100.5% of the combined engineer-estimated value of \$52 million. From 2013-2015, the total executed amount for non-Priority Hire projects was \$77.8 million. This was 95.1% of the engineer-estimated value of \$81.8 million.

Based on the data accumulated to date, implementation of the Priority Hire program does not appear to result in increased bid prices. For both periods of comparison, bid prices as a percentage of the total engineer estimated value for Priority Hire projects remains lower than that for non-Priority Hire projects. BDCC staff will continue to monitor potential impacts on bid pricing.

Barriers for Small Contractors

In 2018, the King County Council created a Priority Hire Advisory Committee ("Committee") consisting of twelve members. The Committee operates in an advisory role to the County for implementation and effectiveness of the Priority Hire program. Committee membership is comprised of contractors, the Associated General Contractors of Washington, labor union representatives, small and open shop contractors, pre-apprentice and apprentice training providers, and individuals representing local community and business organizations.

The Committee began meeting in November 2018 and has engaged in thoughtful discussions around barriers encountered by small and open shop contractors. The Committee has developed recommendations for inclusion in the 2018 Annual Apprenticeship and Priority Hire Report. Reprinted below are the Committee's identified barriers for small contractors and recommendations relating to access barriers for small and open shop contractors.

The Committee identified the following access barriers for small contractors:

- 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

Small contractors need assistance with the following items:

- Bonding
- Trust Payments
- Insurance

Recommendations by the King County Priority Hire Advisory Committee for Small Contractors

1. Dual Benefit Reimbursement

The Committee recommends that King County implement a dual benefit reimbursement program to reimburse usual benefits that uses an efficient process and streamlined forms for reimbursement that is directly from King County to Contractors. The County must remit payment within ten days of the receipt date of a reimbursement request.

2. Core Workers

The Committee recommends allowing three core workers upfront for open-shop contractors and subcontractors working on covered projects. The Committee also recommends an exemption for core workers working for Contractors/Subcontractors that are in their first three years of business from the minimum hours and active payroll requirements. The exemption will allow new contractors and subcontractors to develop their workforce. Journey Level workers must still meet the skills qualifications to be a core worker.

3. Open-Shop Apprentices

By definition, apprentices are not core workers; however, the Committee recommends adding language that allows open-shop Contractors to bring recognized WSATC program apprentices on to their projects, if the allowable ratio by craft is followed.

4. Increase access for women-owned or minority-owned businesses, open shop contractors and small contractors and suppliers

The Committee recommends that King County establish a fund to support organizations that provide resources and capacity building for small business owners to address access and assistance with barriers experienced by small businesses. The Committee also recommends simplifying processes, including paperwork and reporting.

5. No Exemption from Priority Hire Requirements

The Committee recommends no exemptions from the Priority Hire requirements. The Committee recommends that Priority Hire percentages should take into consideration MWBE goals/percentages on specific contracts.

Priority Hire Program Administrative Costs

Ordinance 18672 mandates that the Priority Hire program apply to projects that are \$15 million or more starting in 2018. The Ordinance also allows the Executive the discretion to move the threshold to \$5 million by the end of 2020. Funding for the Priority Hire program is based on gradually increasing staffing levels and ramping up contracts with Community Based Organizations (CBOs) to support the program at the \$5 million level in 2020. Full implementation costs of the expansion of Priority Hire will be included as part of FBOD's 2019-20 budget proposal, as costs are better understood. The 2018 administrative costs total \$621,500 as bulleted below:

- \$20,500, 0.10 FTE, BDCC Section Manager
- \$146,500, 1.0 FTE, Labor Equity Program Manager
- \$184,500 1.0 FTE, CWA administrator
- \$100,000 in contracts with CBOs
- \$170,000 for labor compliance software reporting system, including setup and configuration costs in 2018; only maintenance costs will incur in 2019.

All resources above will charge directly to CIP projects that require priority hiring.

2018/2019 ACTION PLAN

King County is taking an inclusive and multi-pronged approach to helping small businesses in its market area by providing greater access to its contracting opportunities and connecting these businesses with community based organizations that offer technical assistance and resources, such as financial capital, bonding assistance, and business support services. A goal is to help these small businesses reach the next level.

Enabling Technology

In 2018, the BDCC section procured a new Diversity Compliance Management System (DCMS). DCMS is a SaaS solution that is a compliance software tool for contractor payment reporting and labor compliance that will replace the outdated Contracts and Apprenticeship Report Tracking System (CARTS). CARTS technology is not in alignment with the County's technology roadmap and will receive no upgrades to support new compliance requirements. In 2019, the BDCC section will continue work to decommission the CARTS system, since both systems will run in parallel for a short period. The BDCC section is in the process of adding a certification module to the DCMS system. The module will act as a one-stop shop for certification for any SCS business.

Technical and Business Development Assistance

In 2018, the County committed funding in its 2019-2020 budget to Tabor 100, a well-established non-profit member organization, to support the operation the Tabor Economic Development Hub (TED Hub). The TED Hub will offer private and shared workspaces, back office and administrative support, business consulting, conference room space for training events and workshops. The County will have access to conference room space for pre-bid and pre-proposal meetings, outreach events, and trainings.

King County continues to meet with the Port of Seattle and other government entities to support the implementation of a Center for Public Contracting ("Center"). The Center and the TED Hub will complement each other through shared promotion and coordination of events, resources, and contracting opportunities.

As an extension of the Contracting Opportunities Program, the County has developed a list of training and resource providers. This list is located on the BDCC website and updated periodically. This information is included in all certification acceptance letters and orientation materials. In addition, the County has established partnerships with government agencies, Procurement Technical Assistance Centers, Small Business Assistance Centers, other local and community based organizations to expand the list of resource providers, technical assistance, and training offered.

Equity in Design Contracts Initiative

In July 2018, the County launched a new initiative titled "Equity in Design Contracts" with the focus of increasing contract participation for consultants that are SCS firms. Many small design firms tend to be historically under-represented or historically underutilized, especially minority-owned or women-owned firms. Prior to launching the initiative, the County met with representatives of the Coalition of Professionals of Color ("Coalition") to discuss their interests and concerns about the County's contracting process, especially as it pertains to architecture/engineering (A/E) contracts and other professional/technical services contracts. As a follow up from the meeting with the Coalition, representatives from an interdepartmental workgroup agreed that we needed to take quick actions to better address the equity issues involving design contracts.

One example of an immediate action was revising the A/E consultant roster process. The new roster is intended to make it easier for firms that are SCS certified to compete for projects under \$300,000 and to act as prime contractors for these projects. There are specific incentives for County agencies to use SCS firms over non-SCS firms. The success of this action is off to a very good start and the initial results in 2019 are promising. In 2019, the County will likely increase the threshold for the roster from \$300,000 to \$500,000 to further drive equity outcomes.

Another example is the development of an Equity and Social Justice Innovation Plan for architecture, engineering, professional, and technical service solicitations. Consultants proposing on eligible contracts must submit a plan that identifies an integrated approach to delivering social equity innovation that maximizes the work and growth

opportunities for State certified Minority and/or Women Business Enterprises. The ESJ Innovation Plan aligns contracted consultant services work with the policy direction of the King County ESJ Strategic Plan. After piloting the ESJ Innovation Plan with the Transit Division in early 2019, countywide implementation will follow with support from an interdepartmental workgroup.

Certification of LGBT Businesses

The Contracting Opportunities Program was expanded to include Lesbian, Gay, Bisexual, and Transgender (LGBT), business enterprises making King County the largest county in the United States to monitor and report the number of contracts that are awarded to LGBT businesses. King County now includes an LGBT business category in its directory of certified SCS businesses. In 2018, six LGBT businesses are included in the County's Directory of small contractors and suppliers. King County's decision to include businesses owned by LGBT individuals who meet the eligibility criteria for certification as a SCS business will help increase the LGBT community's economic visibility that is essential in building a diverse and inclusive culture. A goal is to increase the number of these businesses in County business transactions.

Enhanced Outreach and Partnerships

In 2018, BDCC staff participated in 28 outreach and networking events. These forums included small business owners among the attendees. The Greater Seattle Business Association (GSBA) convened three forums with participation by King County. The GSBA is the largest LGBT and allied chamber of commerce in North America. The GSBA represents more than 1,300 small businesses, corporate, and nonprofit members who share the values of promoting equality and diversity in the workplace. In 2019, the County will continue its outreach efforts and collaboration with the GSBA to include a greater number of LGBT businesses in the award of County contracts.

During the same period, BDCC staff planned and funded two separate technical assistance workshops, one with a focus on construction and another on consulting/engineering, in partnership with the Small Business Transportation Resource Center, the Minority Business Development Center, and the City of Bellevue, and Sound Transit. Workshop topics covered financial and bonding essentials, bidding and estimating, teaming arrangements, mentor/protégé opportunities, and proposal writing to name a few. The County seeks to build on the success of these workshops and utilize the host partnerships to convene similar events in 2019.

APPENDIX - TABLES AND CHARTS

This section includes data tables that report the results of specific methods used to promote the use of certified SCS businesses. The tables address the annual reporting requirements outlined in Ordinance 15703 on the progress of the Contracting Opportunities Program during the period January 1, 2018 through December 31, 2018.



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.

TABLE 1: TOTAL DOLLAR AMOUNT BY CONTRACT CATEGORY³

For the period January 1 through December 31, 2018				
Contract Category	Goods & Services	Technical Consulting	A/E/P Consulting	Construction
Total Dollar Amount	\$55,805,389	\$65,123,787	\$57,012,675	\$115,312,163
Total dollar amount w/incentive applied	\$38,869,669	\$39,084,950	\$43,025,315	\$73,032,453

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.**

TABLE 2: AWARDS WITH SCS INCENTIVES OR REQUIREMENTS BY RACE AND GENDER

For the period January 1 through December 31, 2018					
Dollars Awarded to SCS Firms by Race and Gender	Minorities (including women)	White Females	White Males	TBD	Total Dollars Awarded to SCSs
Goods & Services	\$1,685,500	\$0	\$300,000	\$0	\$1,985,500
Consulting	\$1,715,166	\$1,175,975	\$9,659,364	\$4,908,826	\$17,459,331
Construction	\$3,199,863	\$2,511,789	\$10,021,554	\$858,124	\$16,591,329
Totals	\$6,600,530	\$3,687,763	\$19,980,918	\$5,766,949	\$36,036,160

³ 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.

Table 3 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	2018 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)
Total \$ Amount of Contracts Awarded to SCS Firms	\$2,135,500

TABLE 3: GOODS AND SERVICES AWARDS TO SCS FIRMS

2018 Advertised Goods & Services Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Bruhn Logging & Tree Service	Enumclaw	98022	White/Caucasian	Male	\$250,000
*Pacific Nail & Staple Inc. / Power EQ Services	Kirkland	98033	White/Caucasian	Male	\$50,000
Road Construction Northwest, Inc.	Renton	98059	White/Caucasian	Male	\$150,000
*TRIO Northwest Business Solutions	Renton	98057	Minority	Male	\$185,500
*United Print Signs Graphics	Seattle	98134	Minority	Male	\$500,000
*United Reprographics	Seattle	98134	Minority	Male	\$1,000,000
TOTAL					\$2,135,500

Table 4 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

2018 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)

Total \$ Amount of Contracts Awarded to SCS Firms

\$23,536,938

TABLE 4: A/E/P & TECHNICAL CONSULTING AWARDS TO SCS FIRMS

2018 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
1 Alliance Geomatics, LLC	Bellevue	98005	Minority	Male	\$84,462
1 Alliance Geomatics, LLC	Bellevue	98005	Minority	Male	\$98,219
*1 Alliance Geomatics, LLC	Bellevue	98005	Minority	Male	\$TBD
*3 Square Blocks LLC	Seattle	98101	White/Caucasian	Female	\$288,893
*3 Square Blocks LLC	Seattle	98101	White/Caucasian	Female	\$113,247
*3 Square Blocks LLC	Seattle	98101	White/Caucasian	Female	\$TBD
*Abeyta & Associates	Seattle	98134	Minority	Female	\$13,725
*Advanced Industrial Automation Corp.	Redmond	98052	White/Caucasian	Male	\$44,315
*Advanced Industrial Automation Corp.	Redmond	98052	White/Caucasian	Male	\$TBD
Aqua Terra Cultural Resource Consultants LLC	Tumwater	98512	White/Caucasian	Female	\$11,633
*Aqualyze, Inc.	Seattle	98104	Minority	Male	\$TBD
*Atelier, P.S.	Seattle	98104	White/Caucasian	Male	\$TBD
Axis Consulting Associates	Issaquah	98027	White/Caucasian	Female	\$TBD
Betty Hageman Graphic Design	Seattle	98125	White/Caucasian	Female	\$500,000
Bright Engineering Inc	Seattle	98101	Minority	Male	\$52,993
Bright Engineering Inc	Seattle	98101	Minority	Male	\$TBD
Brn ENGINEERING, INC	SEATTLE	98104	White/Caucasian	Male	\$26,106
Cascadia Consulting Group	Seattle	98101	White/Caucasian	Female	\$500,000
*Casseday Consulting	Kirkland	98034	White/Caucasian	Female	\$TBD
Casseday Consulting	Kirkland	98034	White/Caucasian	Female	\$TBD
*Chudgar Engineering Company	Bellevue	98005	Minority	Male	\$TBD
*Chudgar Engineering Company	Bellevue	98005	Minority	Male	\$TBD
Chudgar Engineering Company	Bellevue	98005	Minority	Male	\$127,559
Clarity Engineering LLC	Vashon	98070	White/Caucasian	Female	\$37,873
*Clarity Engineering LLC	Vashon	98070	White/Caucasian	Female	\$TBD
*Clarity Engineering LLC	Vashon	98070	White/Caucasian	Female	\$TBD
*Coles Consultants LLC	Seattle	98125	White/Caucasian	Male	\$TBD

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*Coles Consultants LLC	Seattle	98125	White/Caucasian	Male	\$TBD
*Communita Design Corporation	Seattle	98112	White/Caucasian	Female	\$TBD
*Community Attributes Inc.	Seattle	98101	White/Caucasian	Male	\$33,620
*Confluence Environmental Company	Seattle	98103	White/Caucasian	Male	\$TBD
Cooper Zeitz Engineers Inc. DbA AKANA	PORTLAND	97222	Minority	Male	\$208,520
*Cooper Zeitz Engineers Inc. DbA AKANA	PORTLAND	97222	Minority	Male	\$23,249
*Cooper Zeitz Engineers Inc. DbA AKANA	PORTLAND	97222	Minority	Male	\$TBD
*Cooper Zeitz Engineers Inc. DbA AKANA	PORTLAND	97222	Minority	Male	\$TBD
Cosmopolitan Marine Engineering	Gig Harbor	98335	White/Caucasian	Male	\$19,785
*Coterra Engineering PLLC	Seattle	98104	Minority	Male	\$TBD
Coterra Engineering PLLC	Seattle	98104	Minority	Male	\$93,301
*Coterra Engineering PLLC	Seattle	98104	Minority	Male	\$TBD
*Csl Consulting	Bellevue	98005	Minority	Female	\$205,899
*Cultural Resource Consultants LLC	Seattle	98107	White/Caucasian	Female	\$7,814
*Cultural Resource Consultants LLC	Seattle	98107	White/Caucasian	Female	\$41,297
*Cultural Resource Consultants LLC	Seattle	98107	White/Caucasian	Female	\$TBD
Dark Light Design	Seattle	98104	White/Caucasian	Female	\$26,200
*Davido Consulting Group Inc	Lake Forest Park	98155	White/Caucasian	Male	\$TBD
*Davido Consulting Group Inc	Lake Forest Park	98155	White/Caucasian	Male	\$TBD
*Dcw Cost Management	Seattle	98109	White/Caucasian	Female	\$TBD
*Dean Alan Architects PLLC	Seattle	98101	White/Caucasian	Female	\$TBD
Demarche Consulting Group	Poulsbo	98370	White/Caucasian	Female	\$75,000
*Econorthwest	Portland	97201	White/Caucasian	Decline to Provide	\$TBD
Ehs-International Inc	Seattle	98134	Minority	Male	\$TBD
Ehs-International Inc	Seattle	98134	Minority	Male	\$TBD
*Ehs-International Inc	Seattle	98134	Minority	Male	\$28,238
*Eldred & Associates	Everett	98203	Minority	Female	\$TBD
*Emb Consulting LLC	Mountlake Terrace	98043	White/Caucasian	Female	\$TBD
*Entitlement And Engineering Solutions, Inc.	Denver	80246	White/Caucasian	Female	\$30,849
*Environmental Project Consulting, LLC	Seattle	98125	White/Caucasian	Male	\$TBD
Equinox Research And Consulting Intl. Inc. (ERCI)	Mount Vernon	98273	White/Caucasian	Female	\$35,692

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*Follett Engineering, PLLC	Seattle	98115	White/Caucasian	Male	\$TBD
*Follett Engineering, PLLC	Seattle	98115	White/Caucasian	Male	\$TBD
Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$22,909
*Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$53,886
*Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$20,020
*Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$TBD
*Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$TBD
Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$36,574
*Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$TBD
Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$TBD
*Geoterra, Inc. DbA 3Di	Eugene	97402	White/Caucasian	Male	\$TBD
*Gpk Associates, Inc	Auburn	98092	White/Caucasian	Male	\$3,500
Green Project Solutions Group LLC	Seattle	98125	Minority	Male	\$TBD
*Griffin Hill & Associates LLC	Seattle	98144	Minority	Male	\$TBD
*Griffin Hill & Associates LLC	Seattle	98144	Minority	Male	\$TBD
*Hamilton Risk+ Value Consultants	Federal Way	98023	White/Caucasian	Female	\$TBD
*Hansen Group Inc.	Sumner	98390	White/Caucasian	Male	\$TBD
*Holocene Drilling, Inc.	Puyallup	98373	White/Caucasian	Male	\$5,365
*Icicle Creek Engineers Inc	Carnation	98014	White/Caucasian	Female	\$34,461
Icicle Creek Engineers Inc	Carnation	98014	White/Caucasian	Female	\$TBD
*Indicator Engineering PLLC	Seattle	98103	White/Caucasian	Male	\$TBD
*Indicator Engineering PLLC	Seattle	98103	White/Caucasian	Male	\$56,769
*Integrated Design Engineers LLC	Seattle	98101	Minority	Male	\$300,000
*Integrated Design Engineers LLC	Seattle	98101	Minority	Male	\$TBD
*Integrity Structural Engineering, PLLC	Seattle	98103	White/Caucasian	Male	\$TBD
Irwin Writing/Editing - JILL M IRWIN DbA	SEATTLE	98117	White/Caucasian	Female	\$TBD
*J B Iringan Consulting	Everett	98203	Minority	Male	\$TBD
*J. Engelhardt; Designer	Sedro Wooley	98284	White/Caucasian	Male	\$TBD
J.A. Brennan Associates PLLC	Seattle	98121	White/Caucasian	Male	\$49,911
*James Kressbach Aia, Architect	Seattle	98115	White/Caucasian	Male	\$TBD
*James Kressbach Aia, Architect	Seattle	98115	White/Caucasian	Male	\$TBD
*Jgl Acoustics, Inc.	Issaquah	98027	White/Caucasian	Male	\$5,760
*Jimale Technical Services, LLC, DbA JTS Manage Services	SEATTLE	98178	Minority	Female	\$TBD
Jimale Technical Services, LLC, DbA JTS Manage Services	SEATTLE	98178	Minority	Female	\$18,209
*Jimale Technical Services, LLC, DbA JTS Manage Services	SEATTLE	98178	Minority	Female	\$TBD
*Jmb Consulting Group LLC	Seattle	98199	White/Caucasian	Male	\$81,948
Karen Kiest Landscape Architects	Seattle	98119	White/Caucasian	Female	\$TBD
*Kellogg Consulting, Inc	Seattle	98122	White/Caucasian	Female	\$96,388

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*Labonde Land, Inc	Seattle	98116	White/Caucasian	Decline to Provide	\$21,072
Lacy & Par Inc	Seattle	98108	Minority	Male	\$500,000
*Lin & Associates, Inc.	Seattle	98164	Minority	Male	\$61,282
Lin & Associates, Inc.	Seattle	98164	Minority	Male	\$61,602
*Lin & Associates, Inc.	Seattle	98164	Minority	Male	\$TBD
*Lund Opsahl	Seattle	98134	White/Caucasian	Female	\$201,730
Macleod Reckord, PLLC	Seattle	98104	White/Caucasian	Female	\$TBD
*Marco Vargas & Associates	Seattle	98104	Minority	Male	\$500,000
*Mla Engineering, PLLC	Seattle	98101	White/Caucasian	Male	\$37,867
*Mpm Consulting, LLC	Tualatin	97062	Minority	Male	\$TBD
Nakano Associates / Legacy2012 LLC	Seattle	98144	White/Caucasian	Female	\$TBD
*Natural Systems Design, Inc.	Seattle	98115	White/Caucasian	Male	\$TBD
*Northwest Studio	Seattle	98101	White/Caucasian	Male	\$316,500
*O'brien & Company LLC	Seattle	98104	White/Caucasian	Female	\$23,502
O'bunco Engineering Intl	Kent	98035	Minority	Male	\$TBD
*Olympic Structural Engineering Group LLC	Olympia	98501	Minority	Male	\$TBD
*Olympic Structural Engineering Group LLC	Olympia	98501	Minority	Male	\$TBD
*Onsite Environmental Inc.	REDMOND	98052	White/Caucasian	Male	\$860
*Osborn Architects Incorporated, Ps	Seattle	98134	White/Caucasian	Male	\$TBD
*Osborn Consulting, Inc.	Bellevue	98004	White/Caucasian	Female	\$TBD
*Osborn Consulting, Inc.	Bellevue	98004	White/Caucasian	Female	\$15,472
*Osborn Pacific Group Inc	Seattle	98121	White/Caucasian	Female	\$27,226
*Otto Rosenau & Associates, Inc	Seattle	98118	White/Caucasian	Female	\$TBD
*Otto Rosenau & Associates, Inc	Seattle	98118	White/Caucasian	Female	\$TBD
*Pacific Cm	Everett	98201	Minority	Male	\$TBD
*Pacific Geomatic Services, Inc.	Mountlake Terrace	98043	White/Caucasian	Male	\$TBD
*Pacific Geomatic Services, Inc.	Mountlake Terrace	98043	White/Caucasian	Male	\$TBD
*Pangeo, Inc.	SEATTLE	98102	White/Caucasian	Male	\$TBD
*Pangeo, Inc.	SEATTLE	98102	White/Caucasian	Male	\$TBD
*Pangeo, Inc.	SEATTLE	98102	White/Caucasian	Male	\$TBD
*Planb Consultancy, Inc.	Lake Oswego	97034	White/Caucasian	Male	\$TBD
*Planb Consultancy, Inc.	Lake Oswego	97034	White/Caucasian	Male	\$1,000,000
*Planning & Management Services, Inc	Federal Way	98001	White/Caucasian	Male	\$66,131
*Planning & Management Services, Inc	Federal Way	98001	White/Caucasian	Male	\$TBD

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*Planning & Management Services, Inc	Federal Way	98001	White/Caucasian	Male	\$TBD
*Pls, Inc.	Issaquah	98027	White/Caucasian	Female	\$TBD
*Prodims	Kirkland	98033	White/Caucasian	Male	\$TBD
Prodims	Kirkland	98033	White/Caucasian	Male	\$7,680
Prodims	Kirkland	98033	White/Caucasian	Male	\$TBD
*Prodims	Kirkland	98033	White/Caucasian	Male	\$TBD
Project Delivery Analysts, LLC	Bainbridge Island	98110	White/Caucasian	Male	\$11,700
Pyramide Productions, Inc.	Kirkland	98033	Minority	Female	\$500,000
Rc Construction Services Inc	Richland	99352	White/Caucasian	Female	\$27,865
*Res Group Nw, LLC	Kirkland	98033	Minority	Female	\$TBD
*Rhc Engineering, Inc	Seattle	98104	Minority	Female	\$TBD
*Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$TBD
*Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$115,451
*Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$TBD
*Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$TBD
*Robinson Noble, Inc.	Tacoma	98402	White/Caucasian	Male	\$TBD
*Roen Associates, Inc.	Seattle	98101	White/Caucasian	Male	\$28,741
*Ross & Associates	Seattle	98101	White/Caucasian	Decline to Provide	\$2,445,031
Environmental Consulting Ltd.					
*Rsec Environmental & Engineering Consulting, Inc.	Hood River	97031	White/Caucasian	Female	\$TBD
*Russell & Lambert	Seattle	98115	White/Caucasian	Female	\$TBD
*Saez Consulting Engineers Inc	Bainbridge Island	98110	Minority	Male	\$163,739
*Soil & Environmental Engineers	Redmond	98052	Minority	Male	\$31,661
*Ssa Acoustics Llp	Seattle	98109	White/Caucasian	Male	\$5,170
*Staheli Trenchless Consultants Inc	Lynnwood	98036	White/Caucasian	Female	\$TBD
*Staheli Trenchless Consultants Inc	Lynnwood	98036	White/Caucasian	Female	\$TBD
*Stephen Frost And Associates	Seattle	98109	White/Caucasian	Male	\$TBD
*Stepherson & Associates	Seattle	98121	Minority	Male	\$TBD
Communications Inc					
Stepherson & Associates	Seattle	98121	Minority	Male	\$40,930
Communications Inc					
*Stepherson & Associates	Seattle	98121	Minority	Male	\$35,286
Communications Inc					
Stepherson & Associates	Seattle	98121	Minority	Male	\$62,953
Communications Inc					
*Swanson Engineering, P.C.	Mill Creek	98012	White/Caucasian	Decline to Provide	\$TBD
Systems Consulting LLC	Tacoma	98401	Minority	Female	\$30,005
Systems Consulting LLC	Tacoma	98401	Minority	Female	\$1,000,000
*Systems Consulting LLC	Tacoma	98401	Minority	Female	\$51,008

*Taylor Aquatic Science And Policy	Seattle	98125	Minority	Male	\$TBD
*Tca Architecture Planning Inc.	Seattle	98115	White/Caucasian	Male	\$41,496
*Tca Architecture Planning Inc.	Seattle	98115	White/Caucasian	Male	\$TBD
*Team Soapbox	Seattle	98121	White/Caucasian	Female	\$100,000
*The Athena Group, LLC	Olympia	98501	White/Caucasian	Female	\$81,540
*The Berger Partnership	Seattle	98109	White/Caucasian	Male	\$176,443
The Berger Partnership	Seattle	98109	White/Caucasian	Male	\$101,197
*The Watershed Company	Kirkland	98033	White/Caucasian	Male	\$TBD
The Watershed Company	Kirkland	98033	White/Caucasian	Male	\$113,034
The Watershed Company	Kirkland	98033	White/Caucasian	Male	\$TBD
*The Watershed Company	Kirkland	98033	White/Caucasian	Male	\$TBD
*Tinnea & Associates, LLC	Seattle	98122	White/Caucasian	Male	\$14,032
TPSI LLC DbA The Planning Studio LLC	Seattle	98106	Minority	Male	\$500,000
*Transit Safety And Security Solutions Inc	Richmond	77469	Minority	Male	\$15,000
Tres West Engineers Inc	Tacoma	98409	Minority	Female	\$TBD
*Triangle Associates, Inc	Seattle	98104	Minority	Female	\$23,067
*Triangle Associates, Inc	Seattle	98104	Minority	Female	\$250,000
Trio Nw Business Solutions	Renton	98057	Minority	Male	\$500,000
Trio Nw Business Solutions	Renton	98057	Minority	Male	\$500,000
*Triunity Engineering & Management Inc	Seattle	98104	Minority	Male	\$TBD
*Triunity Engineering & Management Inc	Seattle	98104	Minority	Male	\$13,013
Triunity Engineering & Management Inc	Seattle	98104	Minority	Male	\$TBD
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$TBD
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$89,374
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$3,260
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$TBD
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$10,832
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$8,925
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$TBD
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$TBD
True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$TBD
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$1,166
Urban Forestry Services, Inc.	Mount Vernon	98273	White/Caucasian	Male	\$TBD
Urban Forestry Services, Inc.	Mount Vernon	98273	White/Caucasian	Male	\$TBD
Urbantech Systems	Seattle	98121	Minority	Male	\$TBD
Urbantech Systems	Seattle	98121	Minority	Male	\$TBD
*Value Management Strategies, Inc (Vms)	Escondido	92025	White/Caucasian	Male	\$28,514

*Value Management Strategies, Inc (Vms)	Escondido	92025	White/Caucasian	Male	\$26,348
*Value Management Strategies, Inc.	Escondido	92025	White/Caucasian	Male	\$5,000,000
*Watershed Environmental Solutions LLC	Tumwater	98511	White/Caucasian	Male	\$TBD
*Watershed Science And Engineering, Inc.	SEATTLE	98104	White/Caucasian	Male	\$TBD
*Willamette Cultural Resources Associates, Ltd.	Seattle	98108	White/Caucasian	Male	\$13,449
Willamette Cultural Resources Associates, Ltd.	Seattle	98108	White/Caucasian	Male	\$95,695
Willamette Cultural Resources Associates, Ltd.	Seattle	98108	White/Caucasian	Male	\$TBD
*Wirthlin Consulting Group LLC	Seattle	98104	White/Caucasian	Male	\$TBD
*Wirthlin Consulting Group LLC	Seattle	98104	White/Caucasian	Male	\$17,075
*TBD	TBD	TBD	TBD	TBD	\$4,908,826
TOTAL					\$23,536,938
* 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 5 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.

TABLE 5: AWARDS WITH SCS REQUIREMENTS

January – December 2018 Requirements Applied for Construction Contracts				
Contract Title	Required SCS %	Contract Amount	Actual SCS \$	Actual SCS %
2017-2018 Countywide Guardrail (Maintenance Divisions 1, 2, 3 & 4)	5%	\$914,374	\$47,845	5%
2018 Countywide Pavement Preservation	10%	\$10,266,266	\$1,006,885	10%
2018 Vashon Highway SW Pavement Preservation	6%	\$4,803,683	\$515,700	11%
Atlantic/Central Base Fire Alarm Upgrade	5%	\$620,000	\$169,000	27%
East Lake Sam Trail Master Plan - Zackuse Creek Culvert Replacement - Schedule C Shore Lane	5%	\$404,633	\$410,983	102%
East Lake Sam Trail Master Plan - Zackuse Creek Culvert Replacements	5%	\$608,532	\$668,078	110%

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Eastgate Interceptor Rehabilitation Phase III	10%	\$4,377,125	\$4,406,562	101%
Henderson-MLK Jr Way WWTS 2018 Improvements	3%	\$558,100	\$273,500	49%
King County Regional AFIS Laboratory Replacement	12%	\$6,193,000	\$1,105,352	18%
May Creek - Ripley Lane Trestle Rehabilitation	3%	\$619,435	\$669,661	108%
Sammamish River Bank Repairs	5%	\$648,463	\$701,677	108%
SE 19th Way Road Realignment and Revetment Repair	7%	\$602,764	\$50,226	8%
SODO Comfort Station 1 Construction (Rebid)	5%	\$389,360	\$33,131	9%
South 96th Street Drainage Improvements	5%	\$1,236,030	\$65,310	5%
Steve Cox Synthetic Turf Field	10%	\$1,654,823	\$303,869	18%
Stormdrain Crossing Taxiway B at Connection B5 (Rebid)	15%	\$640,460	\$235,523	37%
SW 108th Street at 8th Ave SW	5%	\$414,788	\$80,786	19%
Teufel Large Wood Mitigation	5%	\$645,025	\$728,377	113%
Tolt Pipeline Protection - Winkelman Revetment Reconstruction (Rebid)	10%	\$5,570,502	\$744,382	13%
West Point Flare Replacement	10%	\$916,634	\$190,800	21%
West Point Treatment Plant - Dry Polymer Feeder Replacements	10%	\$479,100	\$553,900	116%
West Point Treatment Plant Solids Building Locker Room Replacement	5%	\$537,550	\$183,464	34%

January – December 2018 Performance Based Requirements Applied to Construction

WORK ORDER CONTRACTS with SCS Requirements Applied for Construction Contracts

Contract Title	Required %	Contract Amount
Building Envelope and Waterproofing Work Order Contract 2018-2019	5%	\$1,741,551
Building Repair and Renovation Work Order	7%	\$399,015
KCIA Pavement Improvements - Work Order Contract 2018	5%	\$787,500
2018-2020 Roof Repair Work Orders	5%	\$525,000
Solid Waste Painting Improvement WO 2018	5%	\$300,000
Sealcoat & Asphalt Maintenance Work Order 2018-2019	5%	\$466,721
PSERN Radio System Multi Site Improvement - Bid Package 5	15%	\$4,802,040

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Miscellaneous Pipe Repair Construction Work Order 2018-2019	5%	\$750,000
Demolition, Abatement, and Well Decommissioning Work Order	10%	\$1,100,000
Transit Facility Improvements Work Order Contract	10%	\$2,000,000
Electrical Construction Work Order 2018-2019	15%	\$1,150,000
PSERN Bid Package 6	10%	\$3,225,645
Plumbing-Mechanical Work Order Services	5%	\$1,050,000
King County Parks 2018 On-Call Paving	5%	\$1,050,000
Electrical Construction WO 2018-2019	5%	\$525,000
Mechanical Construction Work Order	8%	\$1,620,000
Hazardous Building Materials Abatement and Selective Demolition Work Order	5%	\$500,000
Telecom and Network Cabling Work Order	5%	\$1,000,000
CCTV Inspection, Cleaning and Repair of Stormwater Systems on a Work Order Basis	5%	\$1,050,000

Table 6 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**2018 Total \$ Awarded to SCS Firms
(due to SCS incentives or requirements)****Total \$ Amount of Contracts Awarded to SCS Firms****\$21,377,761****TABLE 6: CONSTRUCTION AWARDS TO SCS FIRMS**

Business Name	2018 Construction Contracts				
	City	Zip	Race	Gender	\$ Award Amount
1 Alliance Geomatics, LLC	Bellevue	98005	Minority	Male	\$235,000
Advanced Government Services	Tacoma	98444	Minority	Female	\$186,239
Advanced Government Services	Tacoma	98444	Minority	Female	\$43,505
*Advanced Government Services	Tacoma	98444	Minority	Female	\$49,326
*Advanced Government Services	Tacoma	98444	Minority	Female	\$65,310
*American Marketing (Db a D10 Signs & Graphics)	Redmond	98052	White/Caucasian	Male	\$1,090
*American Pride Corporation	Kent	98035	Minority	Male	\$84,666
*American Pride Corporation	Kent	98035	Minority	Male	\$142,296
*Arbor Heights Concrete Core Drilling, LLC	Seattle	98146	White/Caucasian	Male	\$300
*Austin Specialties	Stanwood	98292	White/Caucasian	Female	\$227
*Axis Survey & Mapping	Redmond	98052	White/Caucasian	Male	\$10,000
*B.R. Bernethy Construction, Inc.	Sultan	98294	White/Caucasian	Male	\$79,630
*Becker Blacktop, LLC	Sumner	98390	White/Caucasian	Male	\$270,000
Bering Industrial Contractors, Inc	Edmonds	98020	White/Caucasian	Male	\$236,235
*Birch Equipment Rental And Sales Inc	Bellingham	98228	White/Caucasian	Female	\$34,263
Brc Inc	Buckley	98321	White/Caucasian	Female	\$47,520
*Brc Inc	Buckley	98321	White/Caucasian	Female	\$700
*Briar Group Inc	Milton	98354	White/Caucasian	Female	\$64,230
*Buckley's Hauling LLC	Seattle	98107	Minority	Male	\$22,163
*C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$50,226
*C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$29,958
*C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$3,761
*C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$14,430
*Champion Bolt & Supply Inc	Everett	98201	White/Caucasian	Male	\$3,391
Civiltech Engineering Inc.	Bellevue	98004	Minority	Male	\$14,645
Commercial Fence Corporation	Seattle	98106	White/Caucasian	Female	\$9,843
*Copper Bell Consulting, LLC	Seattle	98133	White/Caucasian	Male	\$15,000
*Crj Construction Co	Seatac	98148	White/Caucasian	Male	\$9,434

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*Crown Construction And Remodeling Inc.	Tukwila	98168	White/Caucasian	Male	\$25,670
*Crown Construction And Remodeling Inc.	Tukwila	98168	White/Caucasian	Male	\$13,600
Crystal Soda Blast, LLC	Tukwila	98178	White/Caucasian	Female	\$22,050
*D & R Excavating, Inc.	Vashon	98070	White/Caucasian	Male	\$222,700
Dalton Electric Company	Lynnwood	98087	White/Caucasian	Male	\$374,133
Danasco, LLC.	Edgewood	98371	White/Caucasian	Female	\$13,000
*Dbe Construction, Inc	Lakewood	98499	Minority	Male	\$22,115
Ddj Construction Welding Inc	Enumclaw	98022	White/Caucasian	Male	\$1,500
*Derian, Inc.	Kirkland	98034	Minority	Male	\$619,435
*Derian, Inc.	Kirkland	98034	Minority	Male	\$608,532
*Derian, Inc.	Kirkland	98034	Minority	Male	\$404,633
*Dh Environmental Inc	Seattle	98134	White/Caucasian	Male	\$3,340
*Edi International LLC	Tukwila	98178	Minority	Female	\$17,985
*Excel Gloves	Federal Way	98093	Minority	Female	\$1,034
Follett Engineering, PLLC	Seattle	98115	White/Caucasian	Male	\$875,000
*Follett Engineering, PLLC	Seattle	98115	White/Caucasian	Male	\$17,500
*Four Seasons Concrete Construction, LLC	Tacoma	98446	White/Caucasian	Female	\$TBD
Franklin Pacific Construction Company	Mukilteo	98275	White/Caucasian	Male	\$317,935
Franklin Pacific Construction Company	Mukilteo	98275	White/Caucasian	Male	\$25,883
*G & G Incorporated	Kent	98042	White/Caucasian	Female	\$31,950
*Garrison Creek Landscaping Inc	Kent	98035	Minority	Male	\$27,890
*Gary Harper Construction, Inc	Snohomish	98296	White/Caucasian	Male	\$479,100
Geo Instruments LLC	Narragansett	2882	White/Caucasian	Male	\$80,746
*Grady Excavating Inc	Mukilteo	98275	White/Caucasian	Female	\$125,000
*Ground Up Road Construction	Sumner	98390	White/Caucasian	Male	\$225,000
Ground Up Road Construction	Sumner	98390	White/Caucasian	Male	\$45,600
*Ground Up Road Construction	Sumner	98390	White/Caucasian	Male	\$387,435
*Hamd Enterprise, Inc	Lynnwood	98046	Minority	Male	\$10,000
*Hcp Development, LLC	Allyn	98524	White/Caucasian	Female	\$68,000
*Heckman, Inc.	Stanwood	98292	White/Caucasian	Male	\$11,500
*Holocene Drilling, Inc.	Puyallup	98373	White/Caucasian	Male	\$33,384
Hot Mix Pavers Inc	Tukwila	98168	Minority	Male	\$5,375
*Hot Mix Pavers Inc	Tukwila	98168	Minority	Male	\$77,025
*Industry Erectors, Inc.	Snohomish	98290	Minority	Male	\$36,630
*Io Environmental & Infrastructure Inc.	Redmond	98052	White/Caucasian	Y	\$645,025
*Jem Contractors, Inc.	Burien	98146	White/Caucasian	Female	\$300,000
*Jka Enterprises, Inc. (Jka Well Drilling & Pumps)	Monroe	98272	White/Caucasian	Male	\$TBD
*Kirkland Land Care / Landsol, LLC	Kirkland	98033	White/Caucasian	Male	\$66,294

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*Kolkay Electric, Inc.	Ravesdale	98051	White/Caucasian	Female	\$696,920
*Land Development Consultants, Inc - Dba LLC, Inc.	Woodinville	98072	Minority	Male	\$2,311
*Magnum Crane Services, LLC	Federal Way	98003	Minority	Male	\$TBD
*Mastercraft Electric, Inc.	Pacific	98047	White/Caucasian	Male	\$72,876
*Mastercraft Electric, Inc.	Pacific	98047	White/Caucasian	Male	\$1,850
Mastercraft Electric, Inc.	Pacific	98047	White/Caucasian	Male	\$88,020
*Mccann Construction Enterprises, Inc.	Renton	98056	White/Caucasian	Male	\$17,437
Metro Painting LLC	Seattle	98119	White/Caucasian	Female	\$707,000
*Mobile Electrical Distributors, Inc.	Seattle	98125	White/Caucasian	Female	\$TBD
*Mulier Construction LLC	Maple Valley	98038	White/Caucasian	Female	\$10,000
*Mulier Construction, LLC	Maple Valley	98038	White/Caucasian	Female	\$14,000
*Mulier Construction, LLC	Maple Valley	98038	White/Caucasian	Female	\$19,331
*Mulier Construction, LLC	Maple Valley	98038	White/Caucasian	Female	\$4,972
*N P M Construction Co	Maple Valley	98038	White/Caucasian	Male	\$TBD
Netcompliance Environmental Services LLC - Dba Nces	Vancouver	98661	Minority	Male	\$78,000
*Netcompliance Environmental Services LLC - Dba Nces	Vancouver	98661	Minority	Male	\$500,000
Noffke's Towing Service	Pacific	98047	White/Caucasian	Male	\$354
*North Fork Excavating, Inc.	Woodland	98665	White/Caucasian	Male	\$672,367
*North Shore Electric, Inc.	Olalla	98359	White/Caucasian	Female	\$1,500
*Northwest Asphalt Inc	Renton	98059	White/Caucasian	Male	\$82,284
*Northwest Asphalt Inc	Renton	98059	White/Caucasian	Male	\$400,000
*Northwest Asphalt Inc	Renton	98059	White/Caucasian	Male	\$30,820
*Northwest Asphalt Inc	Renton	98059	White/Caucasian	Male	\$36,698
*Northwest Asphalt, Inc.	Renton	98059	White/Caucasian	Male	\$25,130
*O'brien & Company LLC	Seattle	98104	White/Caucasian	Female	\$23,900
O'bunco Engineering Intl	Kent	98035	Minority	Male	\$TBD
O'Neill Service Group, LLC	Redmond	98052	Minority	Male	\$71,580
Otto Rosenau & Associates, Inc	Seattle	98118	White/Caucasian	Female	\$20,000
*Pacific Industrial Supply Co. Inc	Seattle	98108	White/Caucasian	Male	\$3,019
*Pacific Logistics Inc	Seattle	98108	White/Caucasian	Female	\$8,000
*Penny Lee Trucking Inc	Arlington	98223	White/Caucasian	Female	\$136,952
*Pinnacle Contracting, Inc.	Federal Way	98003	White/Caucasian	Female	\$115,350
*Pls, Inc.	Issaquah	98027	White/Caucasian	Female	\$6,225
*Pls, Inc.	Issaquah	98027	White/Caucasian	Female	\$8,556
*Pls, Inc.	Issaquah	98027	White/Caucasian	Female	\$9,480
*Pls, Inc.	Issaquah	98027	White/Caucasian	Female	\$6,350
*Pls, Inc.	Issaquah	98027	White/Caucasian	Female	\$10,894
*Quality Floors LLC	Auburn	98001	White/Caucasian	Male	\$142,782
*Road Construction Northwest, Inc.	Renton	98059	White/Caucasian	Male	\$4,377,125
*Road Construction Northwest, Inc.	Renton	98059	White/Caucasian	Male	\$750,000
Road Construction Northwest, Inc.	Renton	98059	White/Caucasian	Male	\$347,701

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*Rogue Ironworks, LLC	Poulsbo	98370	Minority	Female	\$152,005
*Sampson Painting Company, LLC	Renton	98057	Minority	Male	\$12,370
Scheduling And Information Services Inc	Stevenson	98648	White/Caucasian	Female	\$42,780
*Seattle Sweeping Inc	North Bend	98045	White/Caucasian	Female	\$20,000
Seattle Sweeping Inc	North Bend	98045	White/Caucasian	Female	\$14,015
*Seattle Sweeping Inc	North Bend	98045	White/Caucasian	Female	\$48,583
*Seawest Construction Inc	Issaquah	98027	White/Caucasian	Male	\$209,203
Shj Electric Co., Inc.	Seatac	98148	White/Caucasian	Male	\$35,072
*Silver Streak Inc	Maple Valley	98038	White/Caucasian	Female	\$192,500
*Silver Streak Inc	Maple Valley	98038	White/Caucasian	Female	\$189,189
Silver Streak Inc	Maple Valley	98038	White/Caucasian	Female	\$347,700
*Source Electric LLC	Port Orchard	98367	White/Caucasian	Female	\$258,500
*Sundancer Electric	Kent	98032	Minority	Male	\$179,000
*Sundancer Electric	Kent	98032	Minority	Male	\$57,300
*Sustainable Floors, Inc., Db	Fife	98424	Minority	Female	\$44,993
Sustainable Interiors					
*Symbiosis Tree Care LLC	Seattle	98125	White/Caucasian	Male	\$12,000
*T&T Traffic Control LLC	Seattle	98118	Minority	Female	\$47,845
*T&T Trucking	Sumner	98390	White/Caucasian	Female	\$7,841
*Tiger Construction & Excavation, Inc	Redmond	98052	White/Caucasian	Male	\$20,108
Tokita Construction, Inc.	Algona	98001	Minority	Male	\$500,000
*Trimaxx Construction Incorporated	Sedro-Woolley	98284	White/Caucasian	Male	\$648,463
*Trinity Development Corporation	Federal Way	98023	Minority	Male	\$15,000
*United Reprographics	Seattle	98134	Minority	Male	\$TBD
*TBD	TBD	TBD	TBD	TBD	\$858,124
CONSTRUCTION TOTAL					\$21,377,761
* 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 7 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 7: CERTIFIED SCS FIRM STATISTICS

List of Participating SCS Firms	
All Categories (as of 12/31/2018)	3,199
Technical Consulting Firms:	1,533
Minority	467
Minority Female	148
White Female	516
White Male	550
Construction Firms:	571
Minority	192
Minority Female	42
White Female	122
White Male	257
Architecture Engineering Firms:	353
Minority	110
Minority Female	27
White Female	94
White Male	149
Goods and Services Firms:	742
Minority	304
Minority Female	87
White Female	186
White Male	252
<i>SCS directory of firms is available online at the following address:</i>	
http://www.kingcounty.gov/scsdirectory	

Tables 8a, 8b, 8c, and 8d 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:

TABLE 8: GOODS & SERVICES SCS FIRMS BY ANNUAL GROSS RECEIPTS

Table 8a: \$0 - \$500,000 - In Gross Receipts				Table 8b: \$500,000 - \$1 Million - In Gross Receipts			
Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian	Female	22	-	Asian	Female	3	-
	Male	29	-		Male	8	-
Black	Female	21	-	Black	Female	1	-
	Male	102	-		Male	3	-
Hispanic	Female	12	-	Hispanic	Female	3	-
	Male	21	-		Male	2	-
Multi-Racial	Female	3	-	Multi-Racial	Female	-	-
	Male	4	-		Male	1	-
Native American	Female	5	-	Native American	Female	-	-
	Male	6	-		Male	3	-
Pacific Islander	Female	3	-	Pacific Islander	Female	1	-
	Male	3	-		Male	1	-
White	Female	116	-	White	Female	28	-
	Male	142	2		Male	47	-
Total Firms		489	2	Total Firms		101	-

Table 8c: \$1 Million - \$2 Million -In Gross Receipts				Table 8d: Over \$2 Million - In Gross Receipts			
Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian	Female	5	-	Asian	Female	3	-
	Male	4	-		Male	5	-
Black	Female	1	-	Black	Female	1	-
	Male	7	-		Male	7	2
Hispanic	Female	-	-	Hispanic	Female	-	-
	Male	3	-		Male	4	-
Multi-Racial	Female	1	-	Multi-Racial	Female	-	-
	Male	-	-		Male	-	-
Native American	Female	-	-	Native American	Female	2	-
	Male	4	1		Male	1	-
Pacific Islander	Female	-	-	Pacific Islander	Female	-	-
	Male	-	-		Male	-	-
White	Female	18	-	White	Female	24	-
	Male	32	-		Male	32	1
Total Firms		75	1	Total Firms		79	3

Tables 9a, 9b, 9c, and 9d 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:

TABLE 9: A&E & TECHNICAL CONSULTING SCS FIRMS BY ANNUAL GROSS RECEIPTS

Table 9a: \$0 - \$250,000 - In Gross Receipts				Table 9b: \$250,000 - \$500,000 - In Gross Receipts			
Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian	Female	47	2	Asian	Female	15	-
	Male	71	6		Male	36	2
Black	Female	25	2	Black	Female	12	-
	Male	66	-		Male	38	-
Hispanic	Female	16	-	Hispanic	Female	7	1
	Male	25	3		Male	11	-
Multi-Racial	Female	5	-	Multi-Racial	Female	1	-
	Male	10	1		Male	3	-
Native American	Female	12	1	Native American	Female	5	-
	Male	9	-		Male	9	-
Pacific Islander	Female	1	-	Pacific Islander	Female	3	-
	Male	6	-		Male	2	-
White	Female	387	16	White	Female	85	2
	Male	330	21		Male	133	9
Total Firms		1010	52	Total Firms		360	14

Table 9c: \$500,000 - \$1 Million - In Gross Receipts				Table 9d: Over \$1 Million - In Gross Receipts			
Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian	Female	7	1	Asian	Female	10	-
	Male	16	3		Male	38	2
Black	Female	-	-	Black	Female	3	1
	Male	8	2		Male	17	5
Hispanic	Female	-	-	Hispanic	Female	-	-
	Male	4	-		Male	16	2
Multi-Racial	Female	-	-	Multi-Racial	Female	2	2
	Male	3	-		Male	-	-
Native American	Female	-	-	Native American	Female	1	-
	Male	-	-		Male	9	3
Pacific Islander	Female	2	-	Pacific Islander	Female	2	-
	Male	5	1		Male	1	-
White	Female	54	5	White	Female	97	17
	Male	84	4		Male	169	38
Total Firms		183	16	Total Firms		365	70

Tables 10a, 10b, 10c, and 10d 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.

TABLE 10: CONSTRUCTION SCS FIRMS BY ANNUAL GROSS RECEIPTS

Table 10a: \$0 - \$500,000 - In Gross Receipts				Table 10b: \$500,000 - \$3 Million - In Gross Receipts			
Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian	Female	11	2	Asian	Female	2	1
	Male	14	1		Male	12	2
Black	Female	10	2	Black	Female	-	1
	Male	50	5		Male	11	-
Hispanic	Female	4	-	Hispanic	Female	4	-
	Male	20	-		Male	7	1
Multi-Racial	Female	2	1	Multi-Racial	Female	1	-
	Male	1	-		Male	2	-
Native American	Female	5	-	Native American	Female	1	-
	Male	12	1		Male	6	4
Pacific Islander	Female	2	-	Pacific Islander	Female	-	-
	Male	2	-		Male	2	1
White	Female	69	15	White	Female	55	16
	Male	121	10		Male	98	15
Total Firms		323	37	Total Firms		201	41

Table 10c: \$3 Million - \$8 Million - In Gross Receipts				Table 10d: Over \$8 Million - In Gross Receipts			
Race	Gender	Certified Firms	Contract Awards	Race	Gender	Certified Firms	Contract Awards
Asian	Female	-	-	Asian	Female	-	-
	Male	3	-		Male	1	-
Black	Female	1	-	Black	Female	-	-
	Male	1	-		Male	1	-
Hispanic	Female	-	-	Hispanic	Female	-	-
	Male	5	-		Male	-	-
Multi-Racial	Female	-	-	Multi-Racial	Female	-	-
	Male	1	-		Male	-	-
Native American	Female	1	-	Native American	Female	-	-
	Male	4	3		Male	-	-
Pacific Islander	Female	-	-	Pacific Islander	Female	-	-
	Male	-	-		Male	-	-
White	Female	12	1	White	Female	3	3
	Male	42	10		Male	9	5
Total Firms		70	14	Total Firms		14	8

UTILIZATION DATA – ALL CERTIFIED FIRMS

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

All Certified Firms ⁴				
Reporting Period: January 1, 2018 to December 31, 2018				
Certification Type	Goods and Services	Consulting	Construction	Total Contracts to Certified Firms
King County Small Contractors Suppliers	\$2,135,500	\$23,536,938	\$21,377,761	\$47,050,199
Minority Business Enterprises⁵	\$7,617,851	\$4,055,021	\$7,649,536	\$19,322,408
Women Business Enterprises	\$0	\$4,854,114	\$4,226,827	\$9,080,941
Disadvantaged Business Enterprises	\$1,500,000	\$4,548,867	\$6,478,770	\$12,527,637
Small Business Enterprises	\$0	\$1,916,249	\$1,220,136	\$3,136,385
LGBT Business Enterprises	\$232,464	\$500,000	\$0	\$732,464

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 above shows data on the County's use of all of these categories of "Certified" businesses.

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. The participation of these OMWBE certified firms are included in the data reported in this section. The NW MTN MSDC and its 39 regional councils serve as a link between public agencies and private sector corporations to minority-owned businesses that it certifies. The NW MTN MSDC certifies 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.

⁴ 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.

⁵ Includes Minority Business Enterprise firms certified by WA State OMWBE and Northwest Mountain Minority Supplier Development Council (NW MTN MSDC)