



King County

2019

Contracting Opportunities Program Report



Department of Executive Services
Finance and Business Operations
Division

Published June 30, 2020

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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

King County is listening to businesses and driving action to make the county a better business partner, especially for small businesses. A continuing focus is to provide a more efficient and equitable environment for firms to do business with the county through the Contracting Opportunities Program.

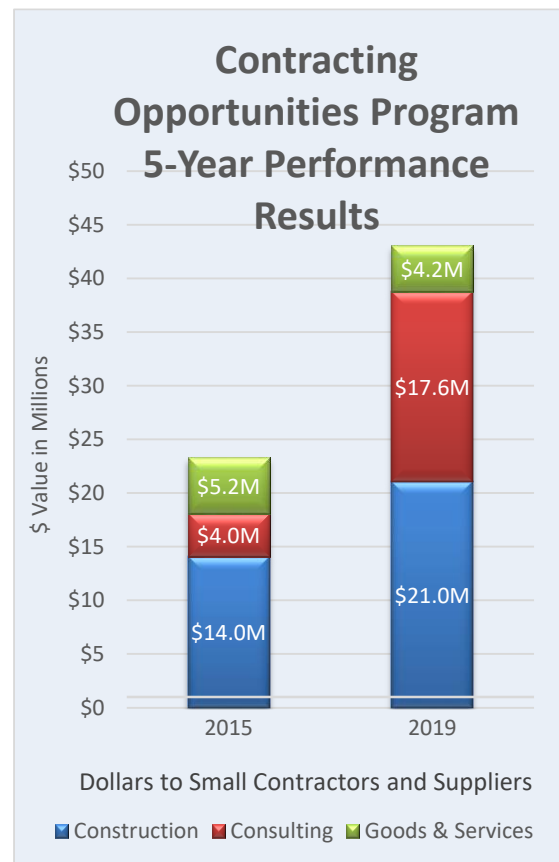
The Contracting Opportunities Program results contribute to the King County's Equity and Social Justice Strategic Plan. The Plan commits the county to being pro-equity, which means being racially just, inclusive, and consistent in taking action to eliminate the root causes of inequities. The Contracting Opportunities Program aims to help level the playing field for small businesses through the application of incentives, requirements, and aspirational goals for contracts involving construction, consulting and other goods, and services.

A goal of the Contracting Opportunities Program is to expand the number and percentage of contracts awarded to certified Small Contractors and Suppliers (SCS), a certification that King County performs as part of a regional partnership with Sound Transit, Seattle Colleges, and the Port of Seattle.

Comparing the performance of the program between 2015 and 2019 shows a significant increase in the total value of contracts to certified SCS firms, with the increase attributed to construction and consulting contracts (see enclosed bar chart). Specifically, the program's outreach efforts, utilization strategies, and new procurement methods have collectively increased the dollar value of contracts to certified SCS businesses from about \$23 million in 2015 to nearly \$43 million in 2019.

In King County, 95 percent of all businesses employ fewer than 50 employees and small businesses account for 34 percent of all jobs. Small businesses employ almost 60 percent of the county's workforce and they account for 44 percent of the county's paychecks. Small businesses have always been an integral part of our economic sustainability and growth. They offer job opportunities and career pathways for many persons and enable our regional economy and local communities to thrive.

The outcomes of the Contracting Opportunities Program contribute to the King County Strategic Plan goals of financial stewardship, economic development, and service excellence, while also creating a more efficient and equitable environment for firms to do business with King County.



IV. 2019 PROGRAM HIGHLIGHTS

King County is taking an integrated approach to help small businesses by creating jobs and economic prosperity through contracting opportunities. The Contracting Opportunities Program connects small businesses with partners that offer technical assistance, financial capital, and business resources. The goal is to help small businesses get to the next level. There is also an emphasis on equity, diversity, and outreach to businesses. The report includes the following highlights:

All Contract Categories

- 20.7 % annual SCS utilization rate
- \$43 million to SCS businesses

Goods & Services

- 100% increase in the total amount of awards to SCS vendors compared to 2018
- 12% SCS utilization rate
- \$4.3 million to certified SCS vendors

Construction

- 117 awards to SCS contractors and suppliers
- 19% increase in the total amount of SCS Awards due to incentives or requirements compared to 2018
- \$21 million to SCS contractors and suppliers

Consulting

- 112 awards to SCS consultants
- 24% SCS utilization rate
- \$17.6 million to SCS consultants



V. Background

The following sub-sections provide context for the information, findings, and recommendations included in the body of the report.

Department Overview

The Department of Executive Services (DES) was created in 2002 through the merger of four departments into one agency primarily focused on providing internal services to King County agencies. The divisions and offices that comprise DES also provide some public services directly to King County residents. The Finance and Business Operations Division (FBOD) is located within DES. The Business Development and Contract Compliance (BDCC) section within FBOD 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. As a result of I-200, government agencies must exclude race and gender as the sole factors in the award of public contracts. However, I-200 still allows government agencies to have programs and to set aspirational goals for promoting equity in public contracting. The county has undertaken many efforts to enhance diversity and equity in public contracting as described in this report. These efforts include a focus on outreach, technical assistance, and actions to apply 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

For construction contracts, BDCC staff produce a report using data from the new Diversity and Compliance Management System (DCMS). Data is also obtained from the Contracts and Apprenticeship Report Tracking System ("CARTS"), which is an MS Access database that is being decommissioned. The CARTS data includes data for construction and consulting c awarded before 2019, but still active during the report period. The data includes dollars awarded and paid to contractors, subcontractors, and supplier, including their certification type, when applicable for small businesses. Other data elements include funding source, awarding agency name, small business utilization requirement, award date, and the executed contract amount. Next, BDCC staff facilitates a data comparison using intents and affidavits submitted by contractors to the Washington state Department of Labor industries (LNI), and data obtained from DCMS and CARTS to

confirm the identification of all subcontractors and suppliers for each contract, labor hours and dollar amounts paid to subcontractors and supplier.

For consulting agreements, BDCC staff follows the same methodology, excluding the use of LNI data that is for construction contracts only. Data to confirm the identification and accuracy of dollars paid to sub consultants is performed using data reported by prime consultants into DCMS.

For goods and services, including technical services, the BDCC staff downloads a list of all executed contracts in 2019 from the Procurement Service Request database. The dataset includes all of 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 about 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, “2018 / 2019 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 19 that contains Table 2: Awards with SCS Incentives or Requirements by Race and Gender. This table contains data on the total amounts 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 20, 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, “2018 / 2019 Program Performance Comparison Chart”. The chart contains data that identifies the total amount for goods, and services paid the county in 2018 and in 2019.

F. Listing of Participating SCS Businesses by Contract Category

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

- Page 19, Table 2, labeled, “Awards with SCS Incentives or Requirements by Race and Gender”
- Page 20, Table 4, labeled, “Goods and Services Awards to SCS Firms”
- Page 21, 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 29, 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 including 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 36, TABLE 9, labeled, “Goods and Services SCS Firms by Annual Gross Receipts
- Page 37, TABLE 10, labeled, “A/E/P and Technical Consulting SCS Firms by Annual Gross Receipts”
- Page 38, 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, Page19, 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.

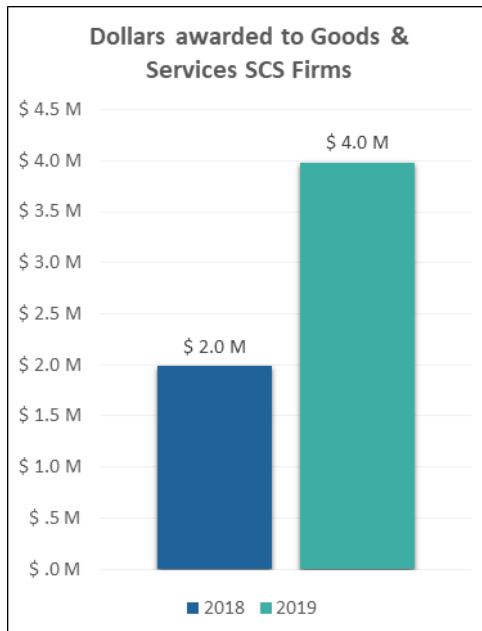
VII. 2018 / 2019 Program Performance Comparison Chart

Contracting Opportunities Program			
SMALL CONTRACTORS & SUPPLIERS	2018	2019	-/+ Change
GOODS & SERVICES	\$55,805,389	\$63,071,709	13%
All Contracts Subject to SCS Incentives	\$38,869,669	\$35,865,049	-8%
\$ All Awards to SCS Firms	\$2,135,500	\$4,278,175	100%
\$ All SCS Awards due to Incentives or Requirements	\$1,985,500	\$3,978,175	100%
% Awards to SCS Firms ¹	5%	12%	6%
Number of SCS Awards	5	11	6
CONSTRUCTION	\$115,312,163	\$136,193,989	18%
All Contracts Subject to SCS Requirements	\$73,032,453	\$99,014,901	36%
\$ All Awards to SCS Firms	\$21,377,761	\$21,087,405	-1%
\$ All SCS Awards due to Incentives or Requirements	\$16,591,329	\$19,784,418	19%
% Awards to SCS Firms	29%	21%	-8%
Number of SCS Awards	111	117	6
CONSULTING A/E/P/ Technical Services	\$122,136,462	\$126,844,307	4%
All Contracts Subject to SCS Incentives	\$82,110,265	\$73,473,852	-11%
\$ All Awards to SCS Firms	\$23,536,938	\$17,682,777	-25%
\$ All SCS Awards due to Incentives or Requirements	\$17,459,331	\$12,005,263	-31%
% Awards to SCS Firms	29%	24%	-5%
Number of SCS Awards	176	112	-64
TOTAL \$ All AWARDS SUBJECT to SCS INCENTIVES	\$194,012,388	\$208,353,802	7%
TOTAL \$ All AWARDS to SCS ALL CATEGORIES	\$47,050,198	\$43,048,357	-9%
% Awards to SCS Firms	24%	21%	-4%

¹ This percentages throughout the table are calculated by dividing \$ Awards to SCS firms (shown in BOLD) by All Contracts Subject to SCS Incentives.

VIII. Conclusion/Next Steps

The county continues to build on the accomplishments of its local and national award-winning Contracting Opportunities Program. By combining progressive equity/inclusion strategies and innovative procurement methods, the program is advancing the county's vision to "make King County a welcoming community where every person can thrive."



The data shows a 100 percent increase in the number and total amount of contracts for goods and services that was to SCS vendors; a 100 percent increase from \$2.1 million in 2018 to \$4.2 million in 2019. The 2019 program results for goods and services indicate that the use of equity strategies is enabling greater access to these business opportunities for SCS vendors.

A notable highlight is an increase in the total dollar amount of contracts awarded to SCS contractors for construction services due to applied incentives or requirements compared to 2018. The data reports a 19 percent increase from \$16.5 million in 2018 to \$19.7 million in 2019.

Looking forward, the county is continuing efforts to advance equity and social justice innovations. Newly launch in 2019 is the Equity and Social Justice (ESJ) Innovation Plan ("Plan"), which is a component of the larger "Equity in Design Contracts" initiative. The initiative has a focus on increasing the participation of minority and women-owned consulting firms in county contracts for architecture, engineering, professional, and technical consulting agreements. The ESJ Plan is an equity strategy developed in consultation with county departments. The ESJ Plan align contracted consultant services with the policy direction of King County's ESJ Strategic Plan. Respondents to a county request for proposal (RFP) for these types of services must submit an ESJ Plan that identifies an integrated approach for delivering social equity innovations that maximizes the work and growth opportunities for state-certified minority and women owned businesses. After piloting the Plan in early 2019, countywide implementation followed with support from an interdepartmental workgroup.

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 brief 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 identifies the administrative costs related to the program.

A. Priority Hire Program Overview

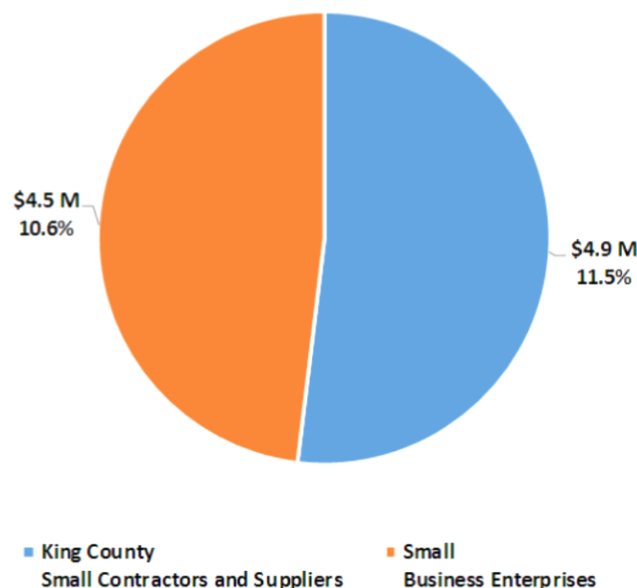
Priority Hire is a workforce equity program designed to prioritize economically disadvantaged local workers for inclusion on county construction projects. The program addresses a widening gap between the demand for construction labor and the supply of skilled trade workers in our regional workforce. 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.

King County has been utilizing project-specific Community Workforce Agreements (CWA) to administer the Priority Hire Program. The CWA establishes the worksite conditions on a project, including hiring requirements and methods for resolving labor disputes to prevent strikes or lockouts. The county requires that individuals who reside in priority hire zip codes perform a specific percentage of all labor hours. The 2019 Priority Hire Ordinance directs the Executive to negotiate and execute a Master Community Workforce Agreement (MCWA). In 2019, the King County Priority Hire Advisory Committee met numerous times and provided recommendations to the county. The MCWA negotiation team took forth those recommendations to the bargaining table with the Seattle-King County Building Trades Council, the Northwest National Construction Alliance II, and affiliated construction labor unions in April 2019. Negotiations concluded in December 2019. The MCWA was transmitted to the Council in January 2020 and signed by the Executive in February 2020.

B. Contracts Completed under the Priority Hire Program by Contractors

2019, the county completed one priority hire project: Cedar Hills Regional Landfill Project. The executed contract amount is \$46.8 million. The bar chart in this section shows the total amount paid to small contractors by category. Minority business enterprises and women business enterprises performed no work on this project.

**Small Contractors
on Cedar Hills Regional Landfill Project**



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

A Priority Hire Advisory Committee consisting of twelve members began meeting in November 2018. Reprinted below are the Committee's identified barriers for small and open shop contractors. Access barriers include:

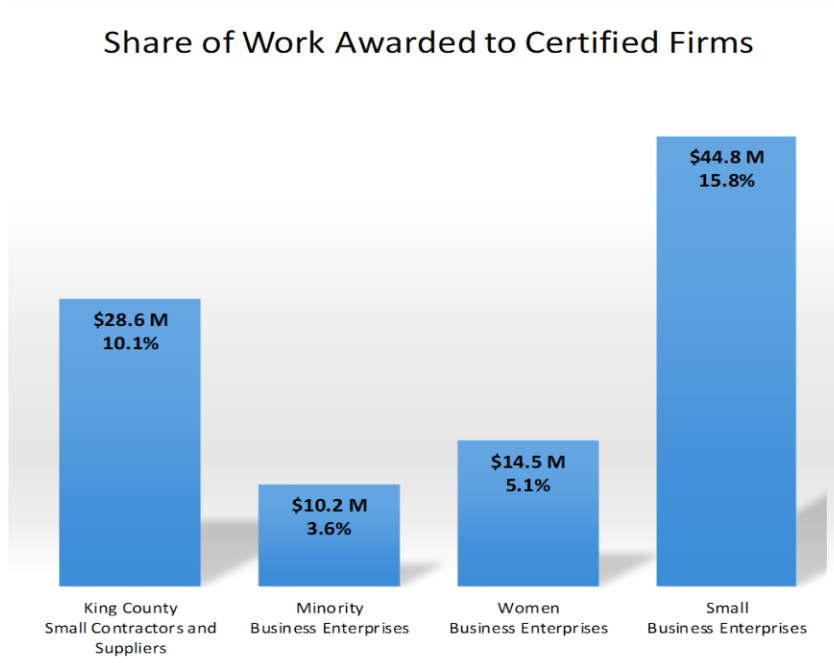
- Roles and responsibilities
- Contract review services
 - Cash flow assistance
- Good estimators
- Resources and tools
- Fear of working in a standardized government system
- Understanding disclosures, terms and conditions of contracts including PLA/CWA
- Education to understand government systems
-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

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

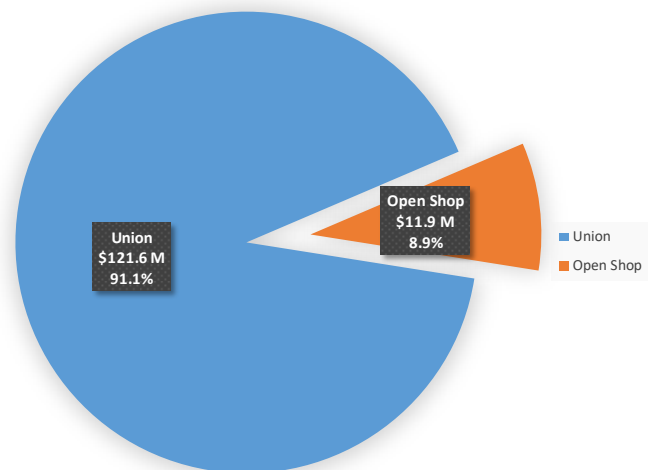
This subsection includes information on the share of the work on priority hire contracts received by small contractors and suppliers, minority and women-owned owned businesses, small business enterprises (a federal certification designation), union and open shop contractors during the report period. The following three CWA projects began in 2019:

1. Eastside Interceptor Section 2 Rehabilitation Phase II (\$18.6M)
2. Lower Russell Levee Setback Construction Phase 1 (\$6.4M), and,
3. South Base Expansion Development Project (\$23M). These priority projects total \$48M.

Share of Work Awarded to Certified Firms



Share of Work Awarded to Union and Open Shop Contractors



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 periods 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, 2019 through December 31, 2019. Data is not available for non-priority hire project during this period, because the county did not solicit bids for any non-priority hire projects that met the priority hire threshold of \$15 million or more during the report period.

As shown in the table on the next page, the 2019 priority hire projects for which the county solicited bids had a response rate of 3.3 percent. This figure is 0.4 percent higher than the bid response rate identified for CWA/PLA projects bid during the prior period January 1, 2016 through December 31, 2018, and a lower response rate of 0.7 percent compared to non-Priority Hire projects for the period 2013 through 2015.



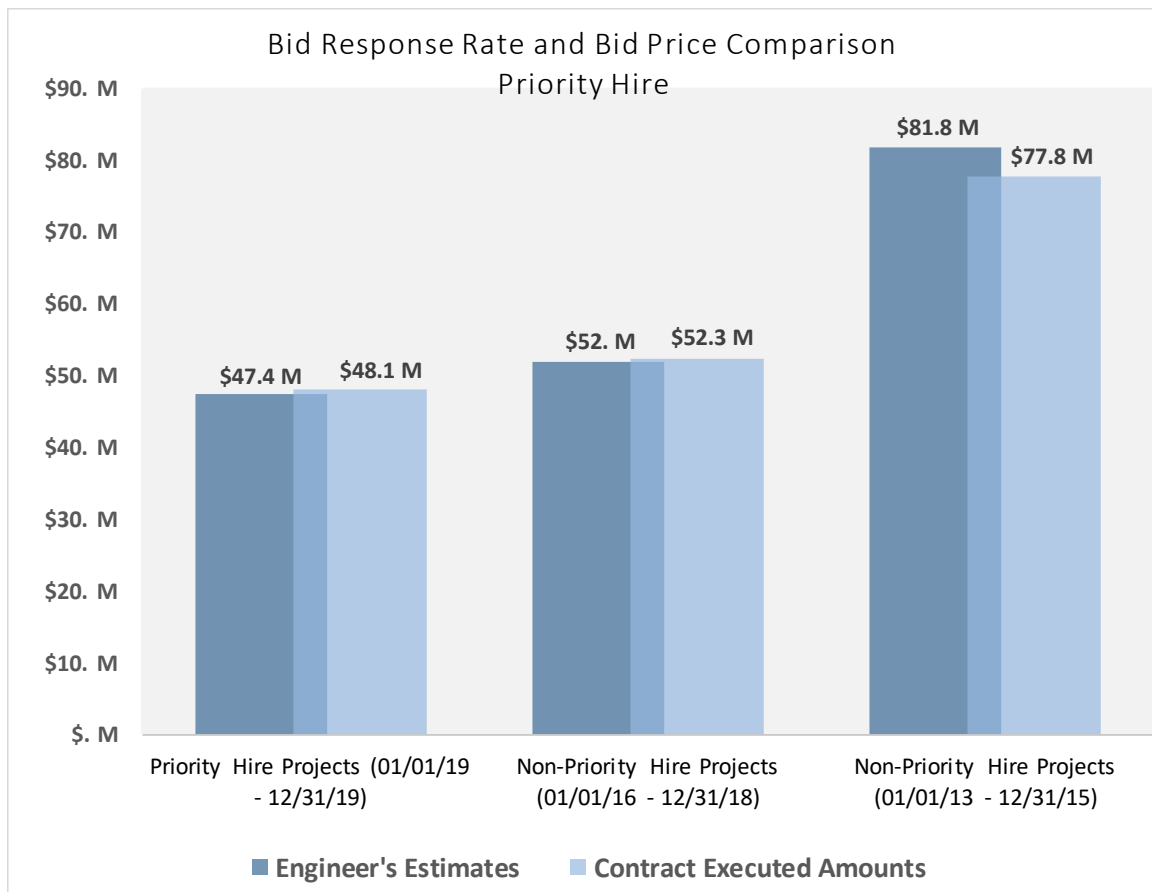
Comparison of Bid Price and Bid Response Rate					
	Bid Price Index			Response Rate	
CWA/PLA Projects (01/01/19 - 12/31/19)	Engineer's Estimate	Contract Executed Amounts	% of Engineers Estimate	# of Bids	Response Rate
Eastside Interceptor Section 2 Rehabilitation Phase II	\$17,500,000.00	\$18,600,000.00	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
CWA/PLA Projects (01/01/16 - 12/31/18)	Engineer's Estimates	Contract Executed Amounts	% of Engineers Estimate	# of Bids	Response Rate
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	
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:	\$257,733,855.00	\$225,354,187.95	87.4%	23	2.9
Non CWA/PLA Projects (01/01/16 - 12/31/18)	Engineer's Estimates	Contract Executed Amounts	% of Engineers Estimate	# of Bids	Response Rate
2017 Countywide Pavement Preservation	\$17,015,551.50	\$16,379,925.50	96.3%	3	
Total:	\$17,015,551.50	\$16,379,925.50	96.3%	3	3.0
Non CWA/PLA Projects (01/01/13 - 12/31/15)	Engineer's Estimates	Contract Executed Amounts	% of Engineers Estimate	# of Bids	Response Rate
Fremont Siphon and Odor Control Facility	\$24,846,204.50	\$21,722,000.00	87.4%	4	
Total:	\$24,846,204.50	\$21,722,000.00	87.4%	4	4.0

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 prior to implementation of the Priority Hire Program: January 2016 through December 2018, and January 2013 through December 2015. Data is also provided for the period January 2019 through December 2019 after implementation of the Priority Hire Program.

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. Projects covered by a Project Labor Agreement (PLA) are included in the non-priority hire projects list; because these projects do not include the priority hire requirements. The county only implements the priority hire program through a CWA.

Based on the data, implementation of the Priority Hire program does not appear to result in increased bid prices. For all comparison periods, bid prices, as a percentage of the total engineer's 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.



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

Ordinance 18672 mandates that the priority hire program apply to projects that are \$15 million or more beginning in 2018. The Ordinance allows the Executive discretion to reduce the threshold to \$5 million by the end of 2020.² 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 2019 administrative costs total \$552,900 as shown 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
- \$101,400 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 2019.

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

² The threshold change for projects subject to the Priority Hire Program took effect in mid-April 2020.

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, 2019 through December 31, 2019.



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 Category³

For the period January 1 through December 31, 2019				
Contract Category	Goods & Services	Technical Consulting	A/E/P Consulting	Construction
Total Dollar Amount	\$63,071,709	\$72,146,245	\$54,698,062	\$136,193,989
Total dollar amount w/incentive applied	\$35,865,049	\$41,487,359	\$31,986,493	\$99,014,901

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, 2019					
Dollars Awarded to SCS Firms by Race and Gender	Minorities (including women)	White Females	White Males	TBD	Total Dollars Awarded to SCSs
Goods & Services	\$1,625,000	\$225,000	\$2,128,175	\$0	\$3,978,175
Consulting	\$3,890,525	\$1,983,468	\$4,908,737	\$1,222,531	\$12,005,263
Construction	\$3,689,778	\$3,529,803	\$9,245,906	\$3,318,930	\$19,784,418
Totals	\$9,205,304	\$5,738,272	\$16,282,819	\$4,541,462	\$35,767,856

C. Table 2A: Total Amount Awarded to SCS Firms through the Accelerator

For the Period January 1 through December 31, 2019		
Technical Consulting	2018	2019
Total Dollar Amount	\$65,123,787	\$72,146,245
\$ All Contracts Subject to SCS Incentives	\$39,084,950	\$41,487,359
\$ All Awards to SCS Firms	\$13,007,961	\$5,273,606
\$ All SCS Awards due to Incentives or Requirements	\$9,432,961	\$4,332,424
\$ All Awards to SCS Firms through the Accelerator	\$6,350,000	\$1,444,000
Number of Accelerator Awards	4	3

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.

D. Table 3: Awards to SCS Firms for Goods & Services when not the Lowest Bidder

For the Period January 1 through December 31, 2019		
Goods & Services	2018	2019
Total Dollar Amount	\$55,805,389	\$63,071,709
\$ All Contracts Subject to SCS Incentives	\$38,869,669	\$35,865,049
\$ All Awards to SCS Firms	\$2,135,500	\$4,278,175
\$ All SCS Awards due to Incentives or Requirements	\$1,985,500	\$3,978,175
\$ All Awards to SCS Firms when not the Lowest Bidder[1]	\$150,000	\$300,000
[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

2019 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)

Total \$ Amount of Contracts Awarded to SCS Firms	\$4,278,175
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E. Table 4: Goods and Services Awards to SCS Firms

2019 Advertised Goods & Services Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Excel Supply Company	Fife	98424	Asian-Pacific Islander	Female	\$125,000
*G & F Landscape Services	Bothell	98021	Asian-Pacific Islander	Female	\$1,000,000
*Gregory Drilling, Inc	Redmond	98052	White/Caucasian	Male	\$100,000
*Holocene Drilling, Inc.	Puyallup	98373	White/Caucasian	Male	\$100,000
*ICON Power Washing Inc.	Everett	98204	White/Caucasian	Male	\$208,175
*Main Business Systems	Mill Creek	98012	White/Caucasian	Male	\$645,000
*Mallory Safety & Supply	Seattle	98134	White/Caucasian	Decline to Provide	\$75,000

2019 Advertised Goods & Services Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*PPC Solutions Inc	Spokane	99201	White/Caucasian	Female	\$225,000
*Sound Safety Products Co.	Everett	98201	Native American	Female	\$250,000
*Trio Northwest Business Solutions, Inc.	Renton	98055	Native American	Male	\$250,000
TripleNet Technologies, Inc.	Seattle	98122	Hispanic	Male	\$300,000
*Westgro Corporation	Ellensburg	98926	White/Caucasian	Decline to Provide	\$1,000,000
TOTAL					\$4,278,175

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

2019 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)

Total \$ Amount of Contracts Awarded to SCS Firms

\$17,682,777

F. Table 5: A/E/P & Technical Consulting Awards to SCS Firms

2019 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
1 Alliance Geomatics, LLC	Bellevue	98005	Asian-Pacific Islander	Male	\$166,977
*1 Alliance Geomatics, LLC	Bellevue	98005	Asian-Pacific Islander	Male	\$61,377
*Adekoya Business Consulting LLC	Seattle	98104	Black	Male	\$212,450
*All Traffic Data Services, Inc.	Wheat Ridge	80033	White/Caucasian	Female	\$300,000
*AVS Engineering, LLC	Gold Bar	98251	White/Caucasian	Male	\$32,593
*Big Idea Zoo, LLC	Des Moines	98198	White/Caucasian	Female	\$94,424
*Blue Coast Engineering PS, Inc	Lake Forest Park	98155	White/Caucasian	Female	\$17,572

2019 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Bright Engineering Inc	Seattle	98101	Black	Male	\$79,305
*Cascadia Consulting Group, Inc.	Seattle	98101	White/Caucasian	Female	\$28,232
*Cascadia Consulting Group, Inc.	Seattle	98101	White/Caucasian	Female	\$28,645
*Cascadia Consulting Group, Inc.	Seattle	98101	White/Caucasian	Female	\$42,706
Cascadia Consulting Group, Inc.	Seattle	98101	White/Caucasian	Female	\$500,000
*CivilTech Engineering Inc	Bellevue	98004	Asian-Pacific Islander	Male	\$58,587
*Clarity Engineering, LLC	Vashon	98070	White/Caucasian	Female	\$15,337
*Columbia Telecommunication (dba CTC Technology)	Kensington	20895	White/Caucasian	Female	\$300,000
Concord Engineering Inc.	Seattle	98104	Asian-Pacific Islander	Female	\$124,613
Concord Engineering Inc.	Seattle	98104	Asian-Pacific Islander	Female	\$533,474
*Concord Engineering Inc.	Seattle	98104	Asian-Pacific Islander	Female	\$5,214
*Confluence Environmental Company	Seattle	98103	White/Caucasian	Male	\$81,397
*Confluence Environmental Company	Seattle	98103	White/Caucasian	Male	\$28,090
*Cooper Zietz Engineers, Inc.	Portland	97222	Native American	Male	\$123,783
Cooper Zietz Engineers, Inc.	Portland	97222	Native American	Male	\$15,039
*CREA Affiliates, LLC	Seattle	98134	Asian-Pacific Islander	Female	\$1,074,000
Dirt Corps LLC	Seattle	98103	White/Caucasian	Female	\$100,000
*ECH Architecture, P.S.	Seattle	98101	White/Caucasian	Male	\$22,144
*EHS International Inc	Seattle	98134	Hispanic	Male	\$39,971
Elcon Associates Inc	Portland	97229	Asian-Pacific Islander	Male	\$1,000,000
Entitlement and Engineering Solutions, Inc	Glendale	80246	White/Caucasian	Female	\$27,666
Equinox Research and Consulting International, Inc.	Mount Vernon	98273	White/Caucasian	Female	\$9,555

2019 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
F.E. Tompkins Architecture	Preston	98050	White/Caucasian	Male	\$186,810
*Facility Support Incorporated dba FSi consulting engineers	Seattle	98104	White/Caucasian	Male	\$2,279
*Facility Support Incorporated dba FSi consulting engineers	Seattle	98104	White/Caucasian	Male	\$145,000
Facility Support Incorporated dba FSi consulting engineers	Seattle	98104	White/Caucasian	Male	\$1,000,000
*FOLLETT ENGINEERING, PLLC	Seattle	98115	White/Caucasian	Male	\$29,435
Forman, LLC	Redmond	98053	White/Caucasian	Female	\$168,118
Garden Cycles LLC	Seattle	98106	White/Caucasian	Male	\$100,000
*Geometrics Engineering, P.S., Inc.	Redmond	98053	Asian-Pacific Islander	Male	\$148,817
*GeoTerra, Inc.	Eugene	97402	White/Caucasian	Male	\$5,189
*Green Solutions, LLC	South Prairie	98385	White/Caucasian	Female	\$80,000
*Gregory Drilling, Inc	Redmond	98052	White/Caucasian	Male	\$18,623
*Gregory Drilling, Inc	Redmond	98052	White/Caucasian	Male	\$39,974
*Griffin Hill & Associates LLC	Seattle	98144	Black	Male	\$249,301
Hayre McElroy & Associates LLC	Redmond	98052	Asian-Pacific Islander	Male	\$5,870
*Hough Beck & Baird, Inc.	SEATTLE	98109	White/Caucasian	Female	\$34,692
Hough Beck & Baird, Inc.	SEATTLE	98109	White/Caucasian	Female	\$259,102
Innovative Wildlife Solutions	Marysville	98270	White/Caucasian	Male	\$95,682
*JAMES KRESSBACH AIA, ARCHITECT	Seattle	98115	White/Caucasian	Male	\$1,907
*JAMES KRESSBACH AIA, ARCHITECT	Seattle	98115	White/Caucasian	Male	\$16,350
*Jimale Technical Services, LLC	Seattle	98121	Black	Female	\$3,717
*Jimale Technical Services, LLC	Seattle	98121	Black	Female	\$442,063
*JMB CONSULTING GROUP LLC	Seattle	98199	White/Caucasian	Male	\$96,800
*Katherine Gay Casseday	Kirkland	98034	White/Caucasian	Female	\$52,372
*Leggette ETI	Brentwood	20722	Black	Male	\$9,917
Lin & Associates Inc	Seattle	98164	Asian-Pacific Islander	Male	\$108,545
Lin & Associates Inc	Seattle	98164	Asian-Pacific Islander	Male	\$10,102
*Lin & Associates Inc	Seattle	98164	Asian-Pacific Islander	Male	\$34,774

2019 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Lin & Associates Inc	Seattle	98164	Asian-Pacific Islander	Male	\$89,976
*Long Bay Enterprises Inc.	Seattle	98104	White/Caucasian	Female	\$14,574
*Lorraine Brown Read	Snohomish	98290	White/Caucasian	Female	\$50,366
Lund Opsahl, LLC	Seattle	98134	White/Caucasian	Female	\$1,000,000
*McLennan Design LLC	Bainbridge Island	98110	White/Caucasian	Male	\$76,382
*Milestone Worldwide, LLC	Seattle	98154	White/Caucasian	Female	\$28,711
More Happiness Inc	Seattle	98134	Hispanic	Male	\$145,500
*Naidu Engineering LLC	Issaquah	98027	Asian-Pacific Islander	Male	\$21,765
*Northwest Heritage Consultants LLC	Seattle	98104	White/Caucasian	Female	\$34,087
*Northwest Vernacular, Inc.	Port Orchard	98366	White/Caucasian	Female	\$2,128
*Odelia Pacific Corporation	Seattle	98108	White/Caucasian	Male	\$136,974
*Osborn Consulting Inc.	Bellevue	98004	White/Caucasian	Female	\$90,291
*OTTO ROSENAU & ASSOCIATES INC	Seattle	98118	White/Caucasian	Female	\$101,137
OTTO ROSENAU & ASSOCIATES INC	Seattle	98118	White/Caucasian	Female	\$4,685
*Pacific Geomatic Services, Inc.	Mountlake Terrace	98043	White/Caucasian	Male	\$25,398
*Pacific Geomatic Services, Inc.	Mountlake Terrace	98043	White/Caucasian	Male	\$100,446
*Pacific Geomatic Services, Inc.	Mountlake Terrace	98043	White/Caucasian	Male	\$55,092
*Pacific Rim Environmental, Inc.	Tukwila	98188	White/Caucasian	Male	\$70,587
*PHILIP H. DUOOS, GEOPHYSICAL CONSULTANT	REDMOND	98052	White/Caucasian	Male	\$6,588
*PHILIP H. DUOOS, GEOPHYSICAL CONSULTANT	REDMOND	98052	White/Caucasian	Male	\$9,400
*Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$50,017
*Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$37,890

2019 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$82,797
*Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$36,818
*ProDims, LLC	Kirkland	98033	White/Caucasian	Male	\$27,995
*ProDims, LLC	Kirkland	98033	White/Caucasian	Male	\$145,738
RES Group NW, LLC	Kirkland	98033	Asian-Pacific Islander	Female	\$18,248
*RES Group NW, LLC	Kirkland	98033	Asian-Pacific Islander	Female	\$15,957
*Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$58,511
*Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$238,247
*ROSA M ABEYTA LLC DBA ABEYTA & ASSOCIATES	Seattle	98134	Hispanic	Female	\$3,961
*ROSA M ABEYTA LLC DBA ABEYTA & ASSOCIATES	Seattle	98134	Hispanic	Female	\$9,904
*Russell Appraisal and Consulting	Kent	98031	White/Caucasian	Male	\$750,000
*Samir Chudgar	Bellevue	98005	Asian-Pacific Islander	Male	\$59,583
*Samir Chudgar	Bellevue	98005	Asian-Pacific Islander	Male	\$2,376
*Samir Chudgar	Bellevue	98005	Asian-Pacific Islander	Male	\$6,446
*SSA Acoustics, LLP	Seattle	98109	White/Caucasian	Male	\$4,923
*Stell Environmental Enterprises Inc	Seattle	98109	White/Caucasian	Female	\$26,259
Stepherson & Associates Communications Inc	Seattle	98121	Black	Male	\$26,964
*Stepherson & Associates Communications Inc	Seattle	98121	Black	Male	\$500
*Stepherson & Associates Communications Inc	Seattle	98121	Black	Male	\$32,699
*Stepherson & Associates Communications Inc	Seattle	98121	Black	Male	\$4,349
*Stepherson & Associates Communications Inc	Seattle	98121	Black	Male	\$31,060

2019 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Swanson Engineering, P.C	Mill Creek	98012	White/Caucasian	Male	\$112,378
*Swanson Engineering, P.C	Mill Creek	98012	White/Caucasian	Male	\$137,465
*Systems Consulting LLC	Tacoma	98402	Black	Female	\$1,000,000
*The Watershed Company	Kirkland	98033	White/Caucasian	Male	\$31,455
*Tinnea & Associates, LLC	Snoqualmie	98065	White/Caucasian	Male	\$50,497
*Trantech Engineering LLC	Bellevue	98005	Asian-Pacific Islander	Male	\$21,966
*Trantech Engineering LLC	Bellevue	98005	Asian-Pacific Islander	Male	\$10,004
*Triangle Associates	Seattle	98104	White/Caucasian	Female	\$479,000
Triunity, Inc.	Denver	80202	Black	Male	\$12,084
*TRUE NORTH LAND SURVEYING INC	Seattle	98104	White/Caucasian	Female	\$14,528
*TRUE NORTH LAND SURVEYING INC	Seattle	98104	White/Caucasian	Female	\$2,955
*Value Management Strategies, Inc.	San Marcos	92069	White/Caucasian	Male	\$33,115
*Value Management Strategies, Inc.	San Marcos	92069	White/Caucasian	Male	\$43,129
*Vector Design & Drafting LLC	Seattle	98107	White/Caucasian	Female	\$73,980
*Watershed Geodynamics	Homer	99603	White/Caucasian	Female	\$45,527
*Watershed Geodynamics	Homer	99603	White/Caucasian	Female	\$25,946
Watershed Geodynamics	Homer	99603	White/Caucasian	Female	\$50,976
*Watershed Science and Engineering Inc	Seattle	98104	White/Caucasian	Male	\$11,050
*Watershed Science and Engineering Inc	Seattle	98104	White/Caucasian	Male	\$153,670
*Watershed Science and Engineering Inc	Seattle	98104	White/Caucasian	Male	\$39,362
*Watershed Science and Engineering Inc	Seattle	98104	White/Caucasian	Male	\$1,174,805
*Watershed Science and Engineering Inc	Seattle	98104	White/Caucasian	Male	\$48,173
*White Shield Inc.	Pasco	99301	Native American	Male	\$36,704
*Willamette Cultural Resources Associates, Ltd.	Seattle	98108	White/Caucasian	Male	\$56,920

2019 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Willamette Cultural Resources Associates, Ltd.	Seattle	98108	White/Caucasian	Male	\$83,134
*Willamette Cultural Resources Associates, Ltd.	Seattle	98108	White/Caucasian	Male	\$500,000
Willamette Cultural Resources Associates, Ltd.	Seattle	98108	White/Caucasian	Male	\$7,504
*TBD	TBD	TBD	TBD	TBD	\$1,222,531
TOTAL					\$17,682,777
* 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 2019 Requirements Applied for Construction Contracts				
Contract Title	Required SCS %	Contract Amount	Actual SCS \$	Actual SCS %
2017-2018 Guardrail Preservation	5%	\$2,911,639	\$149,410	5%
2019 Countywide Pavement Preservation	10%	\$4,931,536	\$507,607	10%
Access Control System Upgrade Project	10%	\$998,893	\$459,491	46%
Buildings B and D Renovation 2019	10%	\$4,444,725	\$1,242,217	28%
Eastside Interceptor Section 2 Rehabilitation Phase II	8%	\$18,600,000	\$2,779,015	15%
ERC - Coal Creek Vicinity Bridge Retrofits	4%	\$1,222,640	\$92,159	8%
Foothills Trail Improvements - Phase II	10%	\$3,984,005	\$387,000	10%
Foss River Bridge No. 2605A - REBID	5%	\$567,820	\$27,000	5%
Interim Base Building Demolition Project	10%	\$1,968,000	\$279,830	14%
Issaquah Creek Mitigation Project	10%	\$1,174,119	\$225,547	19%

January – December 2019 Requirements Applied for Construction Contracts				
KCIA South End Security Infrastructure	5%	\$910,591	\$45,000	5%
Lake Union Tunnel Regulator - Sluice Gate / Tunnel Actuator Modification	5%	\$314,582	\$314,582	100%
Lower Russell Levee Setback Construction Phase 1	10%	\$6,465,882	\$646,588	10%
Maury Island Open Space Remediation Phase 01 - Trails	5%	\$489,981	\$503,776	103%
Montlake Hub Capitol Improvements	15%	\$3,451,506	\$687,898	20%
Shake Mill Left Bank Revetment Repair	10%	\$1,469,787	\$370,000	25%
Taylor Creek Mitigation Project	10%	\$1,067,934	\$200,869	19%
Van Distribution Center Asphalt Concrete Paving	10%	\$907,000	\$218,096	24%
WPTP C1-C2 Reservoir Modifications	10%	\$1,359,000	\$1,499,911	110%

January – December 2019 Performance Based Requirements Applied to Construction WORK ORDER CONTRACTS with SCS Requirements Applied for Construction Contracts		
Contract Title	Required %	Contract Amount
Asphalt Paving Maintenance WO Contract 2019-2020	10%	\$1,000,000
South Base Expansion Development Project	15%	\$23,000,000
Civil-Structural Repair Construction Work Order 2018-2019	15%	\$1,000,000
Concrete Paving Maintenance Work Order Contract 2019-2020	5%	\$850,000
SWD ESS Civil & Structural Repair - Work Order	15%	\$1,000,000
Maintenance and Repair of Surface Water Facilities - Work Order	10%	\$1,000,000
Electrical Services Work Order	5%	\$500,000
Demolition, Abatement, and Well Decommissioning on a Work Order Basis	5%	\$1,000,000
Fencing Services Work Order	5%	\$300,000
Wastewater Structural Leak, Joint Sealant and Grouting Repairs	5%	\$500,000

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	2019 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)
Total \$ Amount of Contracts Awarded to SCS Firms	\$21,078,405

H. Table 7: Construction Awards to SCS Firms

2018 Construction Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*1 Alliance Geomatics, LLC	Bellevue	98005	Asian-Pacific Islander	Male	\$45,000
AAA Contractors Inc.	Kent	98032	Asian-Pacific Islander	Male	\$167,232
*Advanced Government Services, Inc.	Tacoma	98444	Asian-Pacific Islander	Female	\$325,000
*Advanced Government Services, Inc.	Tacoma	98444	Asian-Pacific Islander	Female	\$161,020
*Advanced Government Services, Inc.	Tacoma	98444	Asian-Pacific Islander	Female	\$10,010
*AGOSTINO CONSTRUCTION INC.	Maple Valley	98038	White/Caucasian	Male	\$258,263
*AGOSTINO CONSTRUCTION INC.	Maple Valley	98038	White/Caucasian	Male	\$196,120
*AGOSTINO CONSTRUCTION INC.	Maple Valley	98038	White/Caucasian	Male	\$65,700
*AGOSTINO CONSTRUCTION INC.	Maple Valley	98038	White/Caucasian	Male	\$271,500
*American Pride Corporation	Kent	98035	Asian-Pacific Islander	Male	\$200,000
*Apex Engineering, LLC	Tacoma	98409	White/Caucasian	Male	\$4,500
*Apex Engineering, LLC	Tacoma	98409	White/Caucasian	Male	\$25,000
*Arbor Heights Concrete Core Drilling, LLC	Seattle	98146	White/Caucasian	Male	\$1,200
*Ashford Electric & Construction Co	Kirkland	98033	White/Caucasian	Female	\$6,842

2018 Construction Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Ashford Electric & Construction Co	Kirkland	98033	White/Caucasian	Female	\$428,390
*Ashford Electric & Construction Co	Kirkland	98033	White/Caucasian	Female	\$39,000
Associated Underwater Services, Inc.	Spokane	99202	White/Caucasian	Female	\$150,000
*Award Construction, Inc.	Ferndale	98248	White/Caucasian	Male	\$1,359,000
*Becker Blacktop LLC	Sumner	98390	White/Caucasian	Male	\$216,916
Becker Blacktop LLC	Sumner	98390	White/Caucasian	Male	\$44,841
*Becker Blacktop LLC	Sumner	98390	White/Caucasian	Male	\$168,000
*C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$49,410
C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$15,400
*CADE CONSTRUCTION CO	AUBURN	98092	Black	Male	\$300,000
*CivilTech Engineering Inc	Bellevue	98004	Asian-Pacific Islander	Male	\$45,000
*Columbia Fire, Inc	Seattle	98108	White/Caucasian	Male	\$39,620
*Commercial Fence Corporation	SeaTac	98168	White/Caucasian	Female	\$6,768
*CR CONSTRUCTION, LLC	North Bend	98045	White/Caucasian	Female	\$0
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$127,000
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$7,970
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$19,360
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$105,540
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$2,425
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$30,020
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$7,200
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$3,000
*Crown Construction and Remodeling Inc.	Auburn	98001	White/Caucasian	Male	\$59,820

2018 Construction Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Crystal Soda Blast	Tukwila	98178	White/Caucasian	Female	\$22,943
*Danasco LLC	Edgewood	98371	White/Caucasian	Female	\$40,000
*Dianes Tank Removal Services LLC	Seattle	98177	White/Caucasian	Female	\$47,030
*FOLLETT ENGINEERING, PLLC	Seattle	98115	White/Caucasian	Male	\$18,500
*Franklin Pacific Construction Company	Mukilteo	98275	White/Caucasian	Male	\$78,600
*G & G Incorporated	Kent	98042	White/Caucasian	Female	\$90,550
*Garrison Creek Landscaping Inc.	Kent	98035	Black	Male	\$28,592
*Garrison Creek Landscaping Inc.	Kent	98035	Black	Male	\$219,000
*GRADY EXCAVATING INC	Mukilteo	98275	White/Caucasian	Female	\$40,000
*GRIZZLY BAR AND POST TENSIONING INC	Spanaway	98387	White/Caucasian	Female	\$260,586
*Hot Mix Pavers Inc.	Tukwila	98168	Native American	Male	\$25,788
Hot Mix Pavers Inc.	Tukwila	98168	Native American	Male	\$6,000
*Hunnicut's, Inc.	Bellingham	98226	White/Caucasian	Male	\$410,300
*Hunt Engineering Services, Inc.	Bainbridge Island	98110	White/Caucasian	Male	\$5,000
*Industry Erectors, Inc.	Snohomish	98290	Native American	Male	\$369,330
*Industry Erectors, Inc.	Snohomish	98290	Native American	Male	\$177,860
*IO Environmental & Infrastructure Inc.	Redmond	98052	White/Caucasian	Male	\$489,981
*Jabez Holdings, Inc.	ORTING	98360	Asian-Pacific Islander	Male	\$16,500
*JEM Contractors, INC.	BURIEN	98146	White/Caucasian	Female	\$1,000,000
*JEM Contractors, INC.	BURIEN	98146	White/Caucasian	Female	\$1,000,000
*JL DOOR SUPPLY	Renton	98058	White/Caucasian	Female	\$52,835
*Kirkland Land Care / LandSol, LLC	Kirkland	98083	White/Caucasian	Male	\$69,440
*Kirkland Land Care / LandSol, LLC	Kirkland	98083	White/Caucasian	Male	\$97,761
*Kirkland Land Care / LandSol, LLC	Kirkland	98083	White/Caucasian	Male	\$161,203
*Kriska, LLC	Peahastin	98847	White/Caucasian	Male	\$53,100

2018 Construction Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Kriska, LLC	Peahastin	98847	White/Caucasian	Male	\$13,796
*Kriska, LLC	Peahastin	98847	White/Caucasian	Male	\$27,000
*Lacey Glass, Inc.	Lacey	98503	White/Caucasian	Male	\$202,109
*Lanktree Land Surveying Inc.	Kent	98032	White/Caucasian	Male	\$7,300
*LEEWENS CORPORATION	KIRKLAND	98033	White/Caucasian	Female	\$21,446
*Local Pros Painting	Mapple Valley	98038	White/Caucasian	Female	\$6,340
Magnum Crane Services LLC	Federal Way	98003	Native American	Male	\$49,022
*Maroni Construction, Inc.	Enumclaw	98022	White/Caucasian	Female	\$248,550
*Mulier Construction LLC	Maple Valley	98038	White/Caucasian	Female	\$2,000
*Mulier Construction LLC	Maple Valley	98038	White/Caucasian	Female	\$13,440
*Mulier Construction LLC	Mapple Valley	98038	White/Caucasian	Female	\$6,212
*Multiple Pump Solutions, Inc.	San Antonio	78207	White/Caucasian	Male	\$1,190,925
*Netcompliance Environmental Services LLC	Vancouver	98661	Asian-Pacific Islander	Male	\$2,065
*Netcompliance Environmental Services LLC	VANCOUVER	98661	Asian-Pacific Islander	Male	\$122,000
*Netcompliance Environmental Services LLC	Vancouver	98661	Asian-Pacific Islander	Male	\$188,376
North Fork Excavating, INC	Woodland	98665	White/Caucasian	Male	\$475,000
*Northern Resource Consulting Inc.	Long view	98632	Hispanic	Male	\$27,000
*NORTHWEST ASPHALT INC	Issaquah	98027	White/Caucasian	Male	\$78,000
*NORTHWEST ASPHALT INC	Issaquah	98027	White/Caucasian	Male	\$104,032
*NORTHWEST ASPHALT INC	Issaquah	98027	White/Caucasian	Male	\$144,450
*NORTHWEST ASPHALT INC	Issaquah	98027	White/Caucasian	Male	\$43,226
*Northwest Welding & Fabrication, Inc	Lacey	98503	White/Caucasian	Female	\$29,600
*O'Bunco Engineering Int'l, Inc.	KENT	98032	Black	Male	\$8,625
O'Bunco Engineering Int'l, Inc.	KENT	98032	Black	Male	\$53,000
*O'Neill Service Group LLC	Redmond	98052	Hispanic	Male	\$14,650

2018 Construction Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Out West Landscape and Irrigation Inc	Monroe	98272	White/Caucasian	Female	\$59,500
*Pacwest Grinding	Sumner	98390	White/Caucasian	Male	\$191,516
Pacwest Grinding	Sumner	98390	White/Caucasian	Male	\$3,800
*Paul Carpenter Associates, Inc.	FLORHAM PARK	7932	White/Caucasian	Female	\$31,100
PLS, Inc.	Issaquah	98027	White/Caucasian	Female	\$10,100
*PLS, Inc.	Issaquah	98027	White/Caucasian	Female	\$13,200
*PLS, Inc.	Issaquah	98027	White/Caucasian	Female	\$8,750
*QCC Quality Controls Corporation	Lynnwood,	98036	White/Caucasian	Male	\$278,645
*R.E. Sides Landscaping, Inc.	Covington	98042	White/Caucasian	Male	\$50,600
*Red Hawk Fire Protection, LLC	Puyallup	98371	Native American	Female	\$249,772
*RM Pioneer Services	Puyallup	98374	Asian-Pacific Islander	Female	\$23,900
*Road Construction Northwest, Inc	Renton	98059	White/Caucasian	Male	\$314,582
*Road Construction Northwest, Inc	Renton	98059	White/Caucasian	Male	\$1,000,000
*Seattle Sweeping, Inc	North Bend	98045	White/Caucasian	Male	\$35,000
*Seattle Sweeping, Inc	North Bend	98045	White/Caucasian	Male	\$29,500
*Seattle Sweeping, Inc	North Bend	98045	White/Caucasian	Male	\$1,500
*SHJ Electric Co. Inc.	Seattle	98148	White/Caucasian	Male	\$15,500
*SHJ Electric Co. Inc.	Seattle	98148	White/Caucasian	Male	\$100,965
*Stanley Patrick Striping Co	Enumclaw	98022	White/Caucasian	Male	\$10,956
*Subsurface Construction LLC	Edmonds	98020	Asian-Pacific Islander	Male	\$438,300
*SUNDANCER ELECTRIC, INC	Kent	98032	Native American	Male	\$0
*SUNDANCER ELECTRIC, INC	Kent	98032	Native American	Male	\$250,000
*Superior Earthworks LLC	Seattle	98178	Black	Male	\$223,562
*Superior Earthworks LLC	Seattle	98178	Black	Male	\$74,462
*System Solutions of WA Inc.	Lynnwood	98046	White/Caucasian	Male	\$595,000
*T & T Traffic Control, LLC	Seattle	98118	Black	Female	\$100,000
*T & T Traffic Control, LLC	Seattle	98118	Black	Female	\$10,000

2018 Construction Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Trinity Development Corporation	Federal Way	98023	Black	Male	\$62,559
*Trinity River Marine	Indianola	98342	White/Caucasian	Male	\$72,030
*Trinity River Marine	Indianola	98342	White/Caucasian	Male	\$370,000
*TRUE NORTH LAND SURVEYING INC	Seattle	98104	White/Caucasian	Female	\$2,656
*TRUE NORTH LAND SURVEYING INC	Seattle	98104	White/Caucasian	Female	\$2,656
*West Coast Flooring	Seattle	98134	White/Caucasian	Male	\$6,708
*West Coast Flooring	Seattle	98134	White/Caucasian	Male	\$10,528
Westgro Corporation	Ellensburg	98926	White/Caucasian	Unknown	\$300,000
*TBD	TBD	TBD	TBD	TBD	\$3,318,930
CONSTRUCTION TOTAL					\$21,087,405
* 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.

I. Table 8: Certified SCS Firm Statistics

List of Participating SCS Firms

All Categories (as of 12/31/2018)	3,129
Technical Consulting Firms:	1,557
Minority	488
Minority Female	160
White Female	513
White Male	556
Construction Firms:	503
Minority	181
Minority Female	38
White Female	100
White Male	222
Architecture Engineering Firms:	357
Minority	114
Minority Female	29
White Female	94
White Male	149
Goods and Services Firms:	712
Minority	294
Minority Female	87
White Female	183
White Male	235
SCS directory of firms is available online at the following address:	
http://www.kingcounty.gov/scsdirectory	

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.

J. Table 9: 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 / Pacific Islander	Female	24	1	Asian	Female	4	
	Male	35			Male	4	
Black	Female	21		Black	Female	1	
	Male	85			Male	2	
Hispanic	Female	11	1	Hispanic	Female	1	
	Male	20			Male	2	
Multi-Racial	Female	5		Multi-Racial	Female	1	
	Male	8			Male	2	
Native American	Female	4	1	Native American	Female	0	
	Male	5			Male	2	
White	Female	113		White	Female	19	
	Male	125			Male	27	1
Total Firms		456	3	Total Firms		65	1

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 / Pacific Islander	Female	2		Asian / Pacific Islander	Female	6	1
	Male	5			Male	6	
Black	Female	1		Black	Female	-	
	Male	6			Male	10	
Hispanic	Female	3		Hispanic	Female	1	
	Male	4			Male	3	
Multi-Racial	Female	-		Multi-Racial	Female	-	
	Male	-			Male	-	
Native American	Female	-	1	Native American	Female	2	1
	Male	2			Male	2	
White	Female	28		White	Female	28	1
	Male	41			Male	41	2
Total Firms		92	3	Total Firms		99	5

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.

K. Table 10: 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 / Pacific Islander	Female	63	4	Asian / Pacific Islander	Female	8	
	Male	78	7		Male	25	
Black	Female	40		Black	Female	3	
	Male	85	3		Male	10	
Hispanic	Female	20		Hispanic	Female	3	2
	Male	37	1		Male	3	
Multi-Racial	Female	7		Multi-Racial	Female	-	
	Male	19			Male	-	
Native American	Female	12		Native American	Female	-	
	Male	16	2		Male	5	
White	Female	408	15	White	Male	52	1
	Male	393	10		Female	62	3
Total Firms	Female	63	4	Total Firms	Male	8	
	Male	1,178	42			171	6

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 / Pacific Islander	Female	8	2	Asian / Pacific Islander	Female	14	
	Male	17			Male	46	9
Black	Female	-		Black	Female	4	3
	Male	10	2		Male	31	5
Hispanic	Female	3		Hispanic	Female	-	
	Male	2			Male	12	1
Multi-Racial	Female	3		Multi-Racial	Female	-	
	Male	8			Male	-	
Native American	Female	-		Native American	Female	1	
	Male	2			Male	7	1
White	Female	49	2	White	Female	98	16
	Male	76	5		Male	174	32
Total Firms		178	11	Total Firms		387	67

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.

L. Table 11: 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 / Pacific Islander	Female	10	1	Asian / Pacific Islander	Female	-	
	Male	18	6		Male	9	2
Black	Female	8	2	Black	Female	-	
	Male	48	4		Male	9	4
Hispanic	Female	7		Hispanic	Female	2	
	Male	22	1		Male	4	1
Multi-Racial	Female	2		Multi-Racial	Female	1	
	Male	4			Male	3	
Native American	Female	3		Native American	Female	2	
	Male	9	3		Male	3	
White	Female	66	14	White	Female	18	10
	Male	126	17		Male	58	30
Total Firms		323	48	Total Firms		109	47

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 / Pacific Islander	Female	1	3	Asian / Pacific Islander	Female	1	
	Male	4			Male	1	1
Black	Female	-		Black	Female	-	
	Male	-			Male	-	
Hispanic	Female	-		Hispanic	Female	-	
	Male	5			Male	-	
Multi-Racial	Female	-		Multi-Racial	Female	-	
	Male	-			Male	-	
Native American	Female	1	1	Native American	Female	-	
	Male	2	4		Male	2	
White	Female	16	6	White	Female	-	
	Male	34	7		Male	4	5
Total Firms		63	21	Total Firms		8	6

M. 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 of these categories of “Certified” businesses.

All Certified Firms⁴				
Reporting Period: January 1, 2019 to December 31, 2019				
Certification Type	Goods and Services	Consulting	Construction	Total Contracts to Certified Firms
King County Small Contractors Suppliers	\$21,087,405	\$17,682,777	\$30,969,398	\$69,739,579
Minority Business Enterprises⁵	\$43,735,585	\$5,379,448	\$7,462,753	\$56,577,787
Women Business Enterprises	\$5,798,048	\$7,261,173	\$7,448,077	\$20,507,299
Disadvantaged Business Enterprises	\$14,170,798	\$8,877,485	\$9,038,500	\$32,086,783
Small Business Enterprises	\$25,779,137	\$13,737,913	\$1,360,762	\$40,877,812
LGBT Business Enterprises	\$0	\$0	\$167,599	\$167,599

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.

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)