



King County

CONTRACTING OPPORTUNITIES PROGRAM REPORT



SMALL CONTRACTORS AND SUPPLIERS

2017

Department of Executive Services
Finance and Business Operations Division

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Contracting Opportunities Program Report

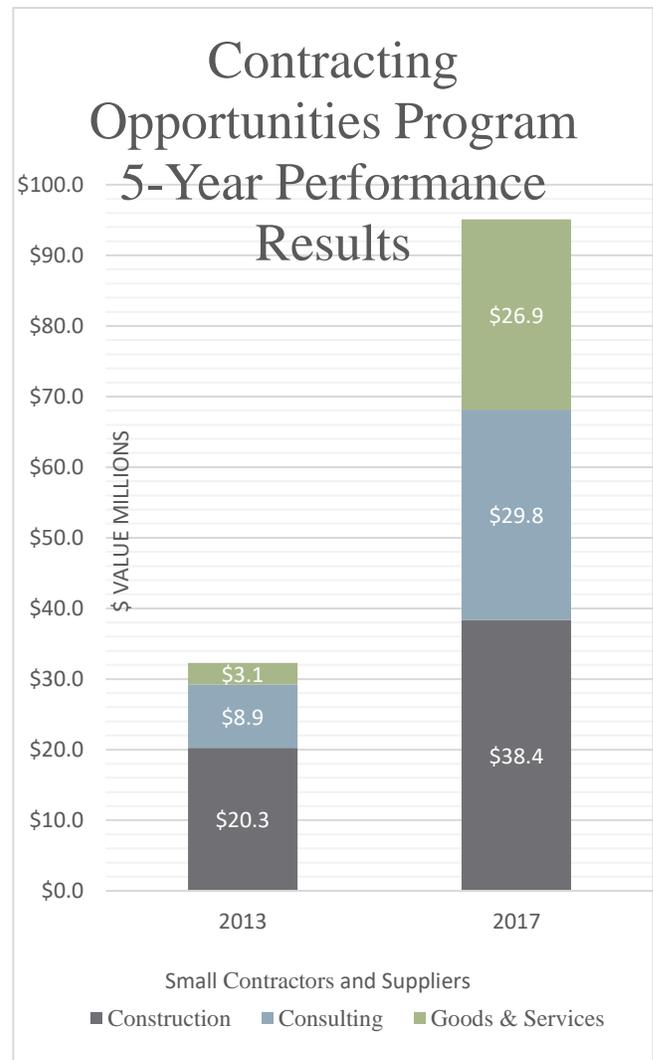
EXECUTIVE SUMMARY

As of 2017, small businesses across our country employed 58.9 million people, or 47.5 percent of the private workforce. They create not only jobs, but culture—small businesses play an important role in creating the unique feel of our regional economy. In King County, 95 percent of all businesses employ fewer than 50 employees; small businesses account for 34 percent of all jobs.

Making King County a better business partner, especially for small businesses, is a prevailing focus of the Contracting Opportunities Program.

Small businesses provide county purchasers with opportunities to invest in ways that advance King County’s Equity and Social Justice (ESJ) Strategic Plan goals. By applying inclusion strategies for the use of Small Contractors and Suppliers (SCS), King County is increasing the number of these small businesses in the many contracting opportunities that support county operations and the delivery of an immense array of services to our customers and community.

The Contracting Opportunities Program 5-year performance results show significant increases in the total dollar value of contracts awarded to SCS firms across all contracting categories. The most pronounced upturn is seen in the goods and services category. The total dollar value spent with SCS vendors in this category rose significantly during this period from \$3.1 million in 2013 to \$26.9 million in 2017. The performance of this local and national award-winning program over the past 5 years demonstrates the effectiveness of outreach efforts, utilization strategies, and innovative procurement methods that together have increased the contract dollar value of contracts to SCS businesses from \$30 million in 2013 to greater than \$95 million in 2017.



INCREASED PARTICIPATION OF SCS VENDORS FOR GOODS AND SERVICES

A highlight of the 2017 program year is the outstanding growth in the total dollar value of contracts awarded to SCS vendors, when compared to the previous year, which climbed dramatically from \$2.9 million in 2016 to \$26.9 million in 2017. See the 2016 / 2017 Program Performance Comparison table on page 9. This important positive change is attributable to several actions that influenced this outcome. These actions include increased consultations with the Business Development and Contract Compliance section with county buyers to determine the availability of potential SCS vendors to include on solicitation lists, and an increasing number of invitations to bid that include scopes of work, services or goods of a size and/or scale that are conducive for bidding by smaller vendors.

Other contributing factors to this positive uptick in the total dollar value of contracts awarded to SCS vendors include adjustment of the fair market range that is applied to bids received from SCS bidders during the evaluation phase; and the growing number of newly certified SCS vendors in the goods and services category—from 608 in 2016 to 694 in 2017—who have demonstrated an interest in doing business with King County.

For goods and services valued at greater than \$50,000, and subject to the county's formal competitive bidding process, the Contracting Opportunities Program permits the use of a fair market range to be applied to bids received from certified SCS vendors. The fair market range is established after a review of the scope of goods or services is conducted by the Business Development and Contract Compliance section. This action is prior to the solicitation for bids. The fair market range is applied during the evaluation phase of the contracting process. The county awards the contract to the lowest responsible, responsive bidder; provided, however, that the county will award the contract to the SCS vendor that is within the established fair market range of the lowest non-SCS bidder. The fair market range is typically 5%. In 2017, the range was adjusted between 5 and 10 percent based on the commodity that the county was seeking to procure and the availability of SCS vendors in the marketplace who were ready, willing, and able to provide them. This change, coupled with a more targeted commodity specific approach, helped to identify more opportunities to bolster SCS participation in the goods and services category by adjusting the fair market range, when appropriate.

The welcomed upward shift in SCS participation for goods and services is helping to ease long-standing challenges to achieving higher levels of SCS participation goods and services that include two predominate issues: 1) a limited number of second-tier 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.

SMALL BUSINESS ACCELERATOR

The Small Business Accelerator (“Accelerator”) is basically a set aside program designed to limit competition on contracts to a pool of qualifying small firms. Legally, the county is limited to using the Accelerator for certain types of contracts including technical services involving any county agency; and certain goods contracts involving the former Metro agencies of Transit and Wastewater because these goods are acquired for a metropolitan function. The Accelerator is an extension of the Contracting Opportunities Program that allows for a competitive process that permits like-sized small firms to compete among themselves for prime consultant level contracting opportunities. The Accelerator applies to purchases valued at or above the formal dollar threshold for advertised goods and technical services, currently set at \$50,000 or more. This reserved procurement approach is an option when a sufficient number of certified SCS firms are available for a specific good or technical service to ensure that the county will obtain a competitive price or proposal.

In 2017, the county awarded 4 technical consultant service contracts valued at \$1.1 million using the Accelerator. These contracts for technical services included a task force facilitator, a trainer for transformational leadership, educational campaign services, and a project management consultant. The number of contracts awarded during the program year is lower than in the previous year. In 2016, the Accelerator received a surge in the total number and dollar value of contracts awarded by means of the Accelerator: from 8 contracts totaling \$2.8 million in 2015, to 22 contracts totaling \$4.8 million in 2016. This change represented a 73 percent increase in the value of technical services contracts awarded to SCS firms as prime consultants.

A primary reason for the low usage of the Accelerator in 2017 is because the majority of these procurements were not appropriate for procurement through the Accelerator. This is due to the lack of an available pool of SCS firms for the services requested, or grant requirements that require services from non-profit organizations.

Despite the relatively low use of the Accelerator in 2017, this procurement method is continuing to generate new opportunities for SCS firms to win county contracts. Through competition, the Accelerator is also driving down the cost of procurement, while assisting county departments to meet equity and social justice (ESJ) goals and commitments, consistent with the direction provided by the King County Strategic Plan. At the conclusion of the 2017 program year, a total of 6 Requests for Proposals were scheduled for solicitation through the Accelerator in 2018.

GROWTH IN THE NUMBER OF CERTIFIED SCS FIRMS

A main goal of the Contracting Opportunities Program is to grow the number of contracts that are 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. Leveraging the networks of this regional partnership has resulted in



substantial growth of the available pool of certified SCS from 1,100 certified firms in 2010 to nearly 3,000 firms in 2017. The 5-year trend chart shows that a clear pattern of continuing growth in the number of certified firms. One of the program’s goals is to expand this “one-stop” regional service to other public entities.

2017 PROGRAM HIGHLIGHTS

King County is taking an inclusive and multi-pronged approach to helping small businesses in its market area create jobs and economic opportunity for others by broadening access to its contracting opportunities, and connecting these businesses with partners that offer technical assistance and resources, such as financial capital, bonding assistance and business support services. A program goal is to help these small businesses reach the next level. There is also an emphasis on equity and inclusion strategies and outreach to small businesses that are representative of the communities that reflect the culture of the Northwest region.

These small businesses are an integral part of our communities, providing myriad goods and services and a gateway by which many persons who seek to enter or reenter the workforce find employment. King County is in a unique position to boost the use of small businesses through its Contracting Opportunities Program.

Highlights from the 2017 report comparative to the 2016 report include:

Goods & Services

- **800%**
- An 800 percent increase in the total dollar value of goods and services contracts to SCS firms; \$2.9 million in 2016 to \$26.9 million in 2017.

Construction

- **116%**
- A 116 percent increase in the total dollar value of construction contracts to SCS contractors from \$17.8 million in 2016 to \$38.3 million in 2017.

All Contract Categories

- **101%**
- A 101 percent increase in the total dollar value of contracts to SCS businesses across all contract categories from \$47.3 million in 2016 to \$95 million in 2017.

Certified SCS Firms

- **14%**
- A 14 percent increase in the number of certified SCS firms; 2,598 certified SCS firms in 2016 compared to 2,951 in 2017.

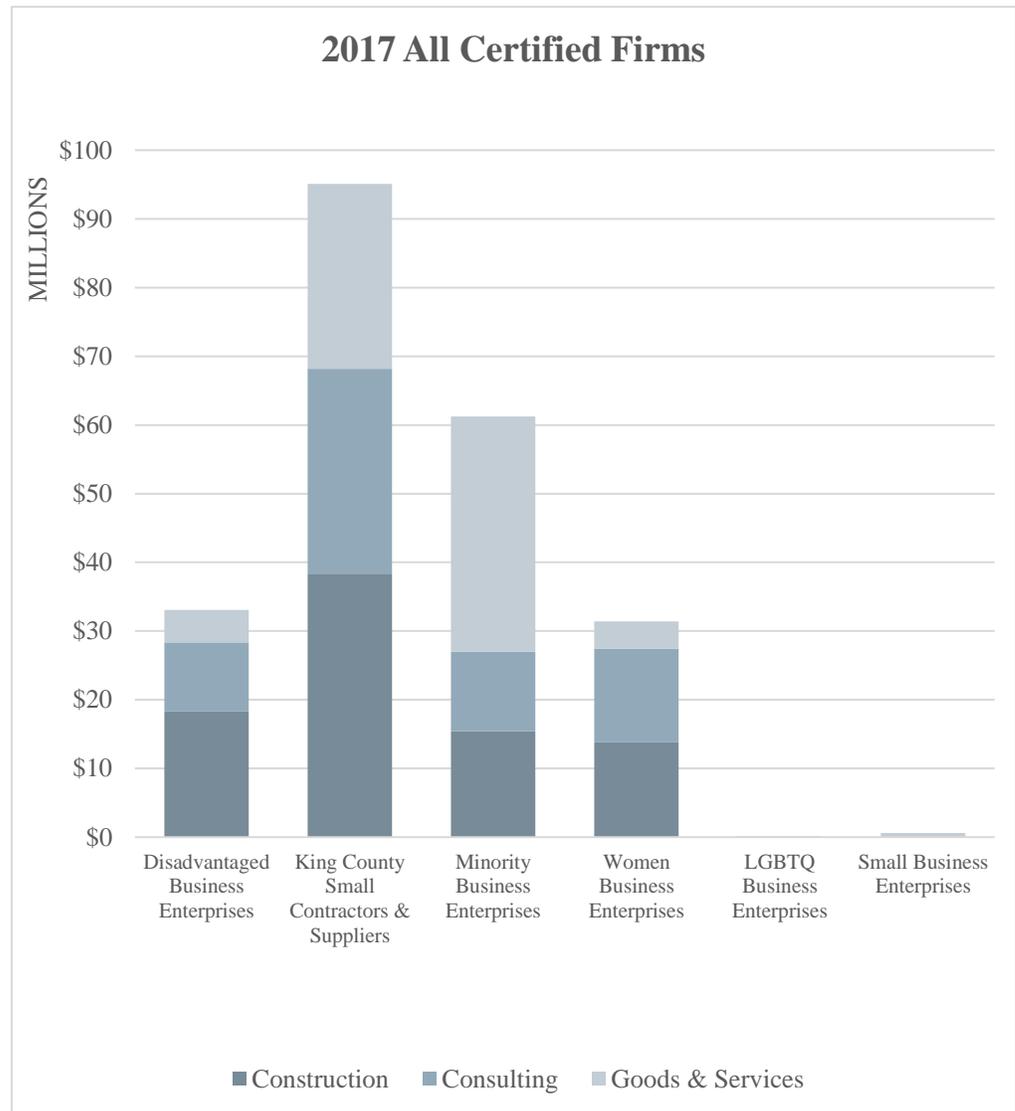
Consulting

- **12%**
- A 12 percent increase in the total dollar value of consulting agreements to SCS consulting firms from \$26.5 million in 2016 to \$29.8 million in 2017.

ALL CERTIFIED FIRM PARTICIPATION

The Contracting Opportunities Program continues to boost growth in the number and dollar value of contracts to SCS businesses, including an ample percentage that are certified minority-owned businesses. Participation by certified SCS business has risen, particularly in the past few years, from under half a million in 2010 to more than \$95 Million in 2017. These dollars include the contract values awarded to minority-owned businesses that are certified as an SCS firm along with other certified minority-owned firms.

Participation by other certified firms include LGBTBE, Disadvantaged, and Women Business Enterprises. See page 31 of this report for more details.



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 Office of Minority and Women’s Business Enterprises (OMWBE) as a Woman-owned Business Enterprise (WBE). The total dollars for each certification type is reported separately.

The OMWBE is by statute the sole certifying agency in the state of Washington for businesses seeking federal and state certification as a Disadvantaged Business Enterprise (DBE), Woman-owned Business Enterprise (WBE) or a Minority Business Enterprise (MBE) for participation in the federal US Department of Transportation or Environmental Protection Agency programs. The participation of these OMWBE certified firms are included in the data shown in the chart above.

2016 / 2017 PROGRAM PERFORMANCE COMPARISON

This document reports the performance of the Contracting Opportunities Program during the period January 1, 2017 through December 31, 2017. The report appendix contains data tables that address the annual reporting requirements outlined in Ordinance 15703. See the table on page 9 titled, “2016 / 2017 Program Performance Comparison,” which contains data that reports gains and opportunities in all contracting categories where the county applies incentives and requirements for the use of certified SCS firms.

Goods and Services

In 2017, King County experienced a significant upsurge in the participation of SCS firms in the goods and services contract category. The data reveals that the total dollar value of contracts awarded to SCS firms for goods and services increased substantially by 800 percent from \$2,989,000 in 2016 to \$26,905,000 in 2017. Similarly, the number of contracts awarded to these small vendors almost doubled in number from 8 awards in 2016 to 14 awards in 2017.

As the largest county in Washington State, King County remains a profitable opportunity for small businesses. King County spends over \$100 million dollars in contracts annually and a large portion of those dollars are expended for goods and services. Doing business with a large purchaser of goods and services in the public sector is not always easy for small business owners. A huge challenge that small businesses encounter commonly is finding the right opportunities that match their capabilities.

In recent years, the county has undertaken efforts to consolidate contracts to streamline the buying process and create efficiencies for county agencies and taxpayers. For example, on large-scale Information Technology (IT) contracts a need or desire may exist to have a single contractor responsible and for the entire project. This structure has discouraged small business participation. Generally, smaller businesses lack the capacity or resources to bid on large scale information technology projects. The consolidation of work elements for these IT projects can have the effect of limiting competition by small firms.

For the purchase of goods and services, a best practice to encourage small business participation is to unbundle larger size contracts. Unbundling large contracts, where practical and feasible, can help to support small business participation goals. The impact of unbundling larger contracts is attributable, in part, to the huge increase in the number and dollar value of contracts awarded to SCS vendors for goods and services in 2017. An example of unbundling is the award of multiple contracts, including one to a certified minority-owned SCS vendor, for various electrical supplies and components for use by county departments on an as-needed basis (these are called pool bid contracts). Such products may be used for building maintenance, telecommunications, technology, vehicle maintenance, or other purposes as requested by the customer. The county’s decision to issue multiple awards is a departure from its past actions in awarding a single contract to one vendor for all products. This change acknowledges the benefit of unbundling a very large, extensive products list to provide end-users with a choice in their vendor selection, while increasing the number of contracting opportunities for small businesses to win county contracts. The estimated contract value is \$10 million over a five year period.

Construction Services

In 2017, the number of contracts awarded to SCS contractors for construction services increased. The data reveals an increase in the total dollar value of contracts awarded to SCS contractors in 2017 compared to the previous program year. The sum value of contracts awarded to SCS contractors in 2017 totaled \$38,362,447 compared to \$17,784,393 in 2016. This represents a 116 percent increase in the total dollar value of contracts awarded to SCS contractors. Although the total dollar value of contracts to SCS contractors increased, the overall number and percentage of these contracts to SCS contractors remained relatively the same: 27 percent in 2016 and 26 percent in 2017. This means that in 2017 the county awarded comparatively the same number and percentage of contracts to SCS contractors, but in larger dollar amounts.

The data for construction services indicates that that key determinants for awards to SCS contractors is the required level of SCS participation as subcontractors and suppliers and other factors that influence the results, such as the number of contracting opportunities and the number of available SCS contractors to perform the work.

Consulting (Architectural/Engineering/Professional and Technical Services)

The data indicates that the total dollar value of consulting contracts awarded to SCS firms increased by 13 percent from \$23,433,674 in 2016 to \$26,517,279 in 2017. Conversely, the total number of contract awards to SCS consulting firms decreased from 214 in 2016 to 166 awards in 2017, representing a 46 percent decline. Subsequently, the overall percentage of all awards to SCS firms in this category also decreased from 78 percent in 2016 to 32 percent in 2017.

Reasons for the overall decrease in the number of consulting awards made to SCS consultants during the report period—from 214 in 2016 to 166 in 2017—is due to the number of contract awards made to non-SCS firms for architectural and engineering services, and the increase in the number of work order contracts for consulting services during the same period. Work order contracts are used by county departments for multiple, small, discrete work elements, for a limited duration. Because details of the actual work cannot be clearly defined, it is difficult to identify second tier opportunities for the use of sub consultants, which is the level where most often smaller consulting firms are utilized.

The relative low number of available SCS firms and other small consulting firms is also an area of interest. An example of this concern is present in the low participation of minority owned firms in the county's contracting opportunities for architecture and engineering services. King County encourages participation in its contracts by minority and woman owned businesses that are certified by the OMWBE. The OMWBE directory of certified firms is a primary resource for identifying potential small firms that can provide architecture and engineering services. The results of a review of the OMWBE directory in 2017 finds that African American owned firms represent 29 of 323 firms or 9 percent of all firms certified in these categories. Of this number, 14 African American owned firms or 4 percent of all firms certified in this category own businesses that are located within King County or Washington State. MBEs, and African American owned firms in particular, typically obtain a lower number and dollar value of contracts in proportion to the number of MBEs available. King County's data reveals that the lowest participation rate for SCS, MBEs and WBEs are for architecture and engineering services.

The next section of this report highlights innovative strategies that the County has launched to ensure more small architecture and engineering firms, especially minority owned firms, are given the opportunity to contract with the county.

2016 / 2017 PROGRAM PERFORMANCE COMPARISON

2016 and 2017 Contracting Opportunities Program			
SMALL CONTRACTORS & SUPPLIERS	2016	2017	-/+ Change
GOODS & SERVICES	\$97,896,464	\$160,250,349	64%
All Contracts Subject to SCS Incentives	\$44,999,591	\$121,512,018	170%
\$ All Awards to SCS Firms	\$2,989,000	\$26,905,000	800%
\$ All SCS Awards due to Incentives or Requirements	\$2,489,000	\$14,515,000	483%
% Awards to SCS Firms ¹	7%	22%	15%
Number of SCS Awards	8	14	6
CONSTRUCTION	\$103,722,936	\$309,319,555	198%
All Contracts Subject to SCS Requirements	\$65,183,311	\$148,623,174	128%
\$ All Awards to SCS Firms	\$17,784,393	\$38,362,447	116%
\$ All SCS Awards due to Incentives or Requirements	\$12,049,113	\$32,040,384	166%
% Awards to SCS Firms	27%	26%	-1%
Number of SCS Awards	112	112	0
CONSULTING A/E/P/ Technical Services	\$96,691,902	\$145,430,016	50%
All Contracts Subject to SCS Incentives	\$67,370,617	\$92,868,002	38%
\$ All Awards to SCS Firms	\$26,558,702	\$29,808,167	12%
\$ All SCS Awards due to Incentives or Requirements	\$23,433,674	\$26,517,279	13%
% Awards to SCS Firms	39%	32%	-7%
Number of SCS Awards	214	166	-48
TOTAL \$ All AWARDS SUBJECT to SCS INCENTIVES	\$177,553,519	\$363,003,194	104%
TOTAL \$ All AWARDS to SCS ALL CATEGORIES	\$47,332,095	\$95,075,614	101%
% Awards to SCS Firms	26.7%	26.2%	-.05%

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

2017/2018 ACTION PLAN

Enabling Technology

A top priority for the 2017 / 2018 action plan is the replacement of an outdated in-house system that is used to track how construction contractors are complying with requirements to use small firms and apprentices. The outdated system is known as the Contracts and Apprenticeship Report Tracking System or “CARTS.” The system is a Microsoft Access database developed by the county in 2009. CARTS is difficult to support, is unstable, and does not have the required data elements to track and report on the use of the County’s new priority hire program. Priority hire is designed to prioritize local workers who reside in economically disadvantaged neighborhoods, designated by ZIP codes, for inclusion in county construction projects.²

In 2017, after considerable research the county decided to procure services from LCP Tracker, Incorporated to replace CARTS. LCP Tracker is a unique proprietary software application for monitoring contractors’ compliance with apprenticeship and small business requirements and goals. LCP Tracker, is an Application Service Provider (ASP) web-hosted software program that will allow the county to significantly reduce paperwork and intensive labor hours to collect and analyze data necessary to measure and report the performance of the priority hire program. LCP Tracker has the capability of easily tracking construction workers by ZIP codes and to report on the diversity of the workforce for each project.

Other jurisdictions, such as the City of Seattle and the Port of Seattle, have implemented priority hire programs and have procured LCP Tracker. It is anticipated that the county’s priority hire program will need to share data to continue work as a member of the Regional Public Owners group that is a cross-government effort underway to expand and diversify the regional pipeline into construction trades careers. The county requires a system that will interact seamlessly with other entities that are implementing similar programs or workforce development strategies and that have procured LCP Tracker, such as Sound Transit, the Washington state Department of Transportation, University of Washington, WA state department of Enterprise Services and others.

A goal for a new reporting system is increased administrative efficiencies. A cloud-based solution is desired. Cloud-based data storage will remove the need for storing immense amounts of paper reports and allows for easy location and retrieval of required documents. By taking the approval process online, the time between rejection and correction of reports is substantially reduced. Changes can be made within minutes and resubmitted without concern of document mismanagement. The Business Development and Contract Compliance team will continue to collaborate with the county’s Information Technology group to fully implement LCP Tracker in 2018.

Implementing Priority Hire (pilot projects)

Prior to the King County Council approving legislation in March 2018 to create a permanent priority hire program, the county had already moved forward to implement a pilot program for designated capital construction projects with costs over \$25 million, consistent with an earlier Executive Order. Priority hire is implemented through a Community Workforce Agreement (CWA) between King County and the buildings trades. The CWA allows a union dispatcher to prioritize economically disadvantaged local workers for inclusion on construction

² Ordinance 18672 created a permanent Priority Hire program in March 2018.

projects. The CWA also establishes worksite conditions on a given project and methods for resolving labor disputes.

Stakeholders representing small open shop (non-union) construction firms have expressed concerns about participation in CWAs with priority hiring. The main concerns are economic, with open shop contractors pointing to the added costs of paying for union dues and trust fund benefits. Open shop contractors believe that these economic challenges will reduce their participation on CWA projects going forward. The preliminary results for three pilot projects shown below indicate that both open shop and union subcontractors are gaining access to CWA projects. There does not appear to be a lack of open shop subcontractors. Of the 21 subcontractors participating on the three projects, 9 are open shop and 12 are union. This trend will continue to be monitored in next year’s annual report.

Project: Sunset and Heathfield Pump Stations and Force Main Upgrade

Prime Contractor: Flatiron West, Inc.
 Contract Amount: \$36.6 million
 Duration: 943 days (2.58 years)
 Award Date: 4/17/2017

Firm Name	Certification	Contractor Type	Union / Open Shop	Amount
1 Alliance Geomatics, LLC	SCS, MBE	Subcontractor	Open Shop	\$149,600
Olson Brothers Pro-Vac LLC		Subcontractor	Open Shop	\$87,080
Pacific Tree Management LLC		Subcontractor	Open Shop	\$8,863
Burke Electric, LLC		Subcontractor	Union	\$7,302,322
Flatiron West, Inc.		PRIME Contractor	Union	\$36,600,000
OMA CONSTRUCTION INC	MBE	Subcontractor	Union	\$3,928
Seattle Sweeping Inc.	SCS	Subcontractor	Union	\$95,200

Project: Georgetown Wet Weather Treatment Station—Demolition, Remediation, and Site Preparation

Prime Contractor: Titan Earthwork, LLC
 Contract Amount: \$2.8 million
 Duration: 305 days
 Award Date: 3/17/2017

Firm Name	Certification	Contractor Type	Union / Open Shop	Amount
C & P Fencing	SCS	Subcontractor	Open Shop	\$57,635
Designed Groundwater Services, LLC		Subcontractor	Open Shop	\$41,100
OMA CONSTRUCTION INC	MBE	Subcontractor	Union	\$3,928
Performance Abatement Services, Inc.		Subcontractor	Union	\$32,876
TITAN EARTHWORK, LLC		PRIME	Union	\$167,200
Water Tectonics, Inc.		Subcontractor	Open Shop	\$47,000

Project: Construction of Cedar Hills Regional Landfill, Area 8 Refuse Facility and Area 7 Stage 3 & 4 Closure

Prime Contractor: Scarsella Brothers, Inc.

Contract Amount: \$32.6 million

Duration: 365 days (1 year)

Award Date: 6/2/2017

Firm Name	Certification	Contractor Type	Union / Open Shop	Amount
AGOSTINO CONSTRUCTION INC.	SCS	Subcontractor	Union	\$4,943,534
B.R. BERNETHY CONSTRUCTION, INC.	SCS	Subcontractor	Union	\$258,836
ICON Materials		Subcontractor	Union	\$366,500
King Hydro seeding		Subcontractor	Open Shop	\$225,477
Lanktree Land Surveying Inc.	SCS	Subcontractor	Open Shop	\$148,200
NORTHWEST LININGS AND GEOTEXTILE PRODUCTS, INC.		Subcontractor	Open Shop	\$3,254,307
SB Structures LLC		Subcontractor	Union	\$15,000
Scarsella Bros., Inc.		PRIME	Union	\$32,619,010

Provide Technical and Business Development Assistance

Small businesses that are eligible for SCS certification must participate in 15 hours of business training within the first year of program certification. This business development component is required to enhance the ability of these small businesses to compete successfully for public contracts. Training may include business planning, financial packaging and lending assistance, exporting and importing support, procurement and contracting aid, and marketing fundamentals, among other topics.

The county has developed a list of training and resource providers which is located on the Business Development and Contract Compliance website and updated periodically. This information is included in all certification acceptance letters and orientation materials. King County has partnered with government agencies, Procurement Technical Assistance Centers, Small Business Assistance Centers, and other local organizations to expand the list of resource providers, technical assistance, and training offered.

In 2017, King County continued to meet with the Port of Seattle and other government partners in an effort to facilitate and catalyze entrepreneurial development and success for small businesses. An objective for the small business incubator is to increase middle-wage jobs through economic growth, promote small business growth and workforce development in the region, and to help these small companies to become established and rooted in the marketplace with the goal that they become permanent contributors to the overall culture, diversity, and growth of the county’s economy. It is anticipated that these discussions will continue into 2018.

During the same period, Tabor 100, a non-profit organization that supports small, minority and women businesses towards economic opportunity for business growth, has designed and plans to launch a technical assistance center located in King County in 2018 for low-cost business services to small businesses. Tabor 100 is seeking public

agency funds, including King County, as well as private corporate interest and individual donors to launch this effort. The county anticipates the receipt of a written proposal from Tabor 100 that includes a description of the services the center will provide to clients in the first or second quarter of 2018.

Innovative Inclusion Strategies for Architectural, Engineering and Professional Services

For certain architecture and engineering services the county is updating its Architectural/Engineering Consultant Roster (“Consultant Roster”) that will provide an incentive for county departments to select certified SCS firms for their projects using this procurement method. The goal of the policy update is to create more opportunities for small architecture and engineering firms to do business with King County. An announcement of this program is planned for May, 2018 with implementation scheduled for July, 2018.

In addition, the county has been reviewing the architectural and engineering procurement process to determine whether there are areas that changes can be made to advance the county’s ESJ goals. One process that has been identified is the cost price analysis that is associated with these contracts and a review of billing rates. Billing rates are an all-inclusive hourly rate that includes overhead, direct labor and profit. King County allows consultant firms that are small (15 or less employees) to submit billing rates instead of providing a comprehensive overhead schedule that are costly and time consuming to prepare.

The county’s billing rate cap has been \$225 per hour. Over the years, the county has reviewed its direct salary cap that is used by larger consulting firms, and made adjustments based on the Consumer Price Index. The county recently reviewed and evaluated the cost indexes and has identified a new billing rate cap of \$260 per hour. This new billing rate for small firms is now in alignment with the direct salary cap for larger firms. It is anticipated that this new rate will encourage more small firms to work with King County.

Expanding Partnerships with Community Based Organizations

King County, the City of Seattle, and the Port of Seattle are working with labor, contractors, training providers, and community based organizations to create strategies for increasing the number of skilled workers prepared to respond to the region’s growing demand for local construction workers, with an emphasis on individuals who reside in economically distressed neighborhoods.

In November 2017, these 3 agencies issued a joint Request for Proposal (RFP) valued at greater than \$2M over two years for construction training and retention. The County’s share of this initial contract is about \$200,000, with additional funding planned for the 2019-2020 biennial budget. The RFP sought proposals from community based organizations to increase the employment of women, people of color, and those from economically distressed neighborhoods in the local region onto County, City and Port construction projects.

King County plans to continue utilizing community based organizations such as Port Jobs, ANEW (Apprenticeship & Non-traditional Employment for Women), PACE (Pre-Apprenticeship Construction Education) and Seattle Vocational Institute (SVI) to provide outreach, recruitment, placement and retention services for construction workers. This effort to enhance support of community based organizations is in direct alignment with the King County Strategic Plan for Equity and Social Justice.

Amazon Business Pilot

King County has partnered with Amazon Business to change the county's procure-to-pay business process. A goal is to leverage Amazon's Business online marketplace to foster innovation, productivity, and small business participation. The county already purchases nearly \$1 million from vendors through Amazon Business annually. A goal of this partnership is to direct that spending toward small businesses.

The partnership between Amazon Business and King County is being implemented as a pilot effort to leverage the county's existing Amazon Business account that all P-Card holders are automatically enrolled. The account benefits include access to free shipping, consolidated data analytics, and an account representative. Areas impacted by the pilot include informal county purchases under \$10,000, and purchases between \$10,000 and \$50,000 that require the purchaser to obtain at least three quotes for informal competitive procurements.

Equally as important, the pilot will increase the visibility of small businesses whose owners who have an interest in selling goods on Amazon Business. Certified SCS vendors will be designated as "preferred King County sellers" and elevated to the top of Amazon Business search results.

The pilot also complements recommendations made as part of the Finance and Business Operations Division's (FBOD) Procurement Technology Modernization roadmap. The FBOD will measure the effectiveness of the Amazon Business platform to gain a better understanding of where to invest county resources in technology, as well as the benefits of this approach through 2018.

Enhanced Outreach, Visibility and Certification of LGBTBE Businesses as Small Contractors and Suppliers

The Contracting Opportunities Program was launched, in part, to promote diversity in the award of county contracts. The program encourages the award of contracts in a way that strengthens and increases business opportunities for small, minority, and women owned and disadvantaged businesses. In 2016, the program was expanded to include Lesbian, Gay, Bisexual, and Transgender Business Enterprises (LGBTBEs), making King County the largest county in the United States to track the number of contracts that are awarded to LGBTBE entrepreneurs who own small businesses. King County now includes an LGBTBE category in its directory of small contractors and suppliers. A goal is to advance the county's outreach efforts to LGBTBE business owners to increase the number of these firms in its contracting opportunities.

As of December 31, 2017, there are 7 LGBTBE businesses that are included in the county's directory of small contractors and suppliers. A goal is to increase the number of these businesses in county business transactions. King County's decision to include LGBTBE businesses who meet the eligibility for certification as a small contractor or supplier will help increase the LGBTBE community's economic visibility that is essential in building a diverse and inclusive culture.

During the report period, the county participated in 28 different outreach and networking events that included small business owners among the invitees. Three of these forums were convened by the Greater Seattle Business Association (GSBA) with participation by King County. The GSBA is the largest LGBTBE 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. The GSBA proudly serves as a connector across the region, bringing the community together through business while advocating for civil rights

and small businesses. King County will continue its outreach efforts to include a greater number of LGBTBE businesses in the award of county contracts and collaboration with the GSBA towards this objective.

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, 2017 through December 31, 2017.



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, 2017				
Contract Category	Goods & Services	Technical Consulting	A/E/P Consulting	Construction
Total Dollar Amount	\$160,250,349	\$87,295,598	\$58,134,418	\$309,319,555
Total dollar amount w/incentive applied	\$121,512,018	\$67,979,780	\$24,888,222	\$148,623,174

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, 2017					
Dollars Awarded to SCS Firms by Race and Gender	Minorities (including women)	White Females	White Males	TBD	Total Dollars Awarded to SCSs
Goods & Services	\$2,900,000	\$9,115,000	\$2,500,000	\$0	\$14,515,000
Consulting	\$10,075,028	\$1,793,880	\$12,044,187	\$2,604,185	\$26,517,279
Construction	\$963,134	\$8,526,259	\$21,522,416	\$1,028,575	\$32,040,384
Totals	\$13,938,162	\$19,435,139	\$36,066,603	\$3,632,760	\$73,072,663

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

2017 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)

Total \$ Amount of Contracts Awarded to SCS Firms

\$14,515,000

TABLE 3: GOODS AND SERVICES AWARDS TO SCS FIRMS

2017 Advertised Goods & Services Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
Birch Equipment Rentals and Sales	Bellingham	98228	White/Caucasian	Female	\$2,205,000
Delivery Express	Renton	98057	White/Caucasian	Male	\$500,000
Dental Professionals	Seattle	98116	White/Caucasian	Female	\$1,300,000
Enviro Clean Equipment, Inc.	Gresham	97030	White/Caucasian	Female	\$2,205,000
Fleetfoot Messengers	Seattle	98109	White/Caucasian	Male	\$500,000
ForestClouds	Kent	98030	Minority	Male	\$200,000
Health Pros NW	Chehalis	98532	White/Caucasian	Male	\$1,300,000
Silver Streak Inc.	Maple Valley	98038	White/Caucasian	Female	\$600,000
T & T Trucking, Inc.	Sumner	98390	White/Caucasian	Female	\$600,000
TRIO Northwest Business Solutions	Renton	98057	Minority	Male	\$1,100,000
TRIO Northwest Business Solutions	Renton	98057	Minority	Male	\$300,000
TripleNet Technologies	Seattle	98122	Minority	Male	\$1,300,000
Ventilation Power Cleaning, Inc.	Seattle	98107	White/Caucasian	Female	\$2,205,000
Westgro Corp.	Ellensburg	98926	White/Caucasian	Decline to Provide	\$200,000
TOTAL					\$ 14,515,000

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

2017 Total \$ Awarded to SCS Firms (due to SCS incentives or requirements)

\$26,517,279

Total \$ Amount of Contracts Awarded to SCS Firms

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

2017 A/E/P and Technical Consulting Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*1 Alliance Geomatics, LLC	Bellevue	98005	Minority	Male	\$TBD
*Brn ENGINEERING, INC	Seattle	98104	White/Caucasian	Male	\$TBD
*C & N Consultants, Inc.	Seattle	98101	White/Caucasian	Male	\$TBD
*Carlstad Consulting	Bothell	98011	White/Caucasian	Female	\$TBD
*Chudgar Engineering Company	Bellevue	98005	Minority	Male	\$TBD
*Clarity Engineering LLC	Vashon	98070	White/Caucasian	Female	\$TBD
*Concord Engineering, Inc.	Seattle	98104	Minority	Female	\$TBD
*Cultural Resource Consultants LLC	Seattle	98107	White/Caucasian	Female	\$TBD
*EHS-International Inc.	Seattle	98134	Minority	Male	\$TBD
*Fremont Analytical Inc.	Seattle	98103	White/Caucasian	Male	\$TBD
*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	\$TBD
*Gregory Drilling Inc.	Redmond	98052	White/Caucasian	Male	\$TBD
*Griffin Hill & Associates LLC	Seattle	98144	Minority	Male	\$TBD
*Holocene Drilling, Inc.	Puyallup	98373	White/Caucasian	Male	\$TBD
*Karen Kiest Landscape Architects	Seattle	98119	White/Caucasian	Female	\$TBD
*Kathy Dube DBA Watershed Geodynamics	Homer	99603	White/Caucasian	Female	\$TBD
*MacLeod Reckord, PLLC	Seattle	98104	White/Caucasian	Female	\$TBD
*Magnan Consulting Services Inc.	Puyallup	98374	White/Caucasian	Male	\$TBD
*Magnan Consulting Services Inc.	Puyallup	98374	White/Caucasian	Male	\$TBD
*Mla Engineering, PLLC	Seattle	98101	White/Caucasian	Male	\$TBD
*Pacific CM	Seattle	98104	Minority	Male	\$TBD
*Philip H. Duoos, Geophysical Consultant	Redmond	98052	White/Caucasian	Male	\$TBD
*PlanB Consultancy, Inc.	West Linn	97068	White/Caucasian	Male	\$TBD
*ProDims	Kirkland	98033	White/Caucasian	Male	\$TBD
*ProDims	Kirkland	98033	White/Caucasian	Male	\$TBD

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*Robinson Noble, Inc.	Tacoma	98402	White/Caucasian	Male	\$TBD
*Soil & Environmental Engineers	Redmond	98052	Minority	Male	\$TBD
*Stepherson & Associates Communications Inc.	Seattle	98121	Minority	Male	\$TBD
*The Watershed Company	Kirkland	98033	White/Caucasian	Male	\$TBD
*True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$TBD
3 Square Blocks LLC	Seattle	98101	White/Caucasian	Female	\$TBD
3 Square Blocks LLC	Seattle	98101	White/Caucasian	Female	\$161,378
ABEYTA & ASSOCIATES	Seattle	98134	Minority	Female	\$35,826
BDS Planning & Urban Design	Seattle	98101	White/Caucasian	Male	\$100,000
Blue Heron Engineering Services, Ltd.	Dublin	43017	White/Caucasian	Female	\$52,418
Brn ENGINEERING, INC	Seattle	98104	White/Caucasian	Male	\$9,658
Brn ENGINEERING, INC	Seattle	98104	White/Caucasian	Male	\$40,967
Casseday Consulting	Kirkland	98034	White/Caucasian	Female	\$26,860
Chudgar Engineering Company	Bellevue	98005	Minority	Male	\$37,240
Chudgar Engineering Company	Bellevue	98005	Minority	Male	\$40,473
CivilTech Engineering Inc.	Bellevue	98004	Minority	Male	\$TBD
Colehour+Cohen dba C+C	Seattle	98104	White/Caucasian	Male	\$400,000
Colehour+Cohen dba C+C	Seattle	98104	White/Caucasian	Male	\$380,000
Coles Consultants LLC	Seattle	98125	White/Caucasian	Male	\$8,069
Community Attributes Inc.	Seattle	98101	White/Caucasian	Male	\$150,000
Comprehensive Language Services, Inc.	Seattle	98118	Minority	Male	\$TBD
Confluence Environmental Company	Seattle	98103	White/Caucasian	Male	\$123,207
Creative Ground	Seattle	98102	White/Caucasian	Female	\$100,000
Crete Consulting Incorporated	Seattle	98116	White/Caucasian	Male	\$46,818
Critical Informatics Inc.	Bremerton	98337	White/Caucasian	Male	\$1,000,000
Critical Informatics, Inc.	Bremerton	98337	White/Caucasian	Male	\$TBD
Crivell Engineering PLLC	Mill Creek	98012	White/Caucasian	Decline to Provide	\$450
Cultural Resource Consultants LLC	Seattle	98107	White/Caucasian	Female	\$14,751
Cultural Resource Consultants LLC	Seattle	98107	White/Caucasian	Female	\$40,730
Dan Velando Associates LLC. Db. dvaDataStorage	Kirkland	98034	Minority	Male	\$TBD
Demarche Consulting Group, Inc.	Poulsbo	98370	White/Caucasian	Female	\$420,000
Eco Resource Group, LLP	Bainbridge Island	98110	White/Caucasian	Male	\$100,000
EHS-International Inc.	Seattle	98134	Minority	Male	\$27,195
Equinox Research and Consulting Intl. Inc.(ERCI)	Mount Vernon	98273	White/Caucasian	Female	\$6,833
Equinox Research and Consulting Intl. Inc.(ERCI)	Mount Vernon	98273	White/Caucasian	Female	\$10,819

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Equity Matters	Seattle	98175	Minority	Female	\$200,000
ER Electrical Engineering	Lynnwood	98036	Minority	Male	\$6,608
FG Solutions, LLC	New York	10272	Minority	Female	\$79,512
Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$46,618
Fsi Consulting Engineers	Seattle	98104	White/Caucasian	Male	\$50,035
George Schneider & Associates	Twisp	98856	White/Caucasian	Male	\$100,000
Gregory Drilling Inc.	Redmond	98052	White/Caucasian	Male	\$TBD
Hayre McElroy & Associates, LLC	Redmond	98052	Minority	Male	\$6,660
Holocene Drilling, Inc.	Puyallup	98373	White/Caucasian	Male	\$41,938
HopOne Internet Corporation	Tukwila	98168	White/Caucasian	Male	\$7,500,000
Hough Beck & Baird Inc.	Seattle	98109	White/Caucasian	Female	\$16,243
Icicle Creek Engineers Inc.	Carnation	98014	White/Caucasian	Female	\$7,500
Icicle Creek Engineers Inc.	Carnation	98014	White/Caucasian	Female	\$46,149
Idea Entity Corporation	Redmond	98052	Minority	Male	\$TBD
Jimale Technical Services, LLC, dba JTS Manage Services	Seattle	98178	Minority	Female	\$55,526
K2J Environmental LLC	Kirkland	98033	Minority	Male	\$22,405
LaBonde Land, Inc.	Seattle	98116	White/Caucasian	Decline to Provide	\$40,723
Lacy & Par Inc. (dba Graphics Plus dba tSigns)	Seattle	98108	Minority	Male	\$3,000,000
Ladd GEOServices LLC	Seattle	98115	White/Caucasian	Female	\$TBD
Lin & Associates, Inc.	Seattle	98164	Minority	Male	\$22,087
Lindsey Amtmann LLC	Shoreline	98133	White/Caucasian	Female	\$84,517
Long Bay Enterprises Inc.	Seattle	98104	White/Caucasian	Female	\$193,850
Lpd Engineering P L C	Seattle	98104	White/Caucasian	Female	\$TBD
Lpd Engineering P L C	Seattle	98104	White/Caucasian	Female	\$208,315
MacLeod Reckord, PLLC	Seattle	98104	White/Caucasian	Female	\$11,109
MacLeod Reckord, PLLC	Seattle	98104	White/Caucasian	Female	\$68,762
Marker Offshore LLC	Seattle	98107	White/Caucasian	Male	\$20,169
McQueen Enterprise Analytics, LLC	Olympia	98506	White/Caucasian	Male	\$TBD
Mla Engineering, PLLC	Seattle	98101	White/Caucasian	Male	\$20,902
Mla Engineering, PLLC	Seattle	98101	White/Caucasian	Male	\$34,792
Northwest Hydro Inc.	Skamania	98648	White/Caucasian	Male	\$TBD
Northwestern Aquatic.Sciences	Newport	97365	White/Caucasian	Male	\$TBD
O'brien & Company LLC	Seattle	98104	White/Caucasian	Female	\$3,047
O'brien & Company LLC	Seattle	98104	White/Caucasian	Female	\$3,735
O'brien & Company LLC	Seattle	98104	White/Caucasian	Female	\$4,604
O'brien & Company LLC	Seattle	98104	White/Caucasian	Female	\$5,710
Onit Management Consulting, LLC	Seattle	98126	Minority	Male	\$120,000
OnSite Environmental Inc.	Redmond	98052	White/Caucasian	Male	\$15,660
Osborn Pacific Group Inc.	Seattle	98121	White/Caucasian	Female	\$TBD

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Pacific Geomatic Services, Inc.	Mountlake Terrace	98043	White/Caucasian	Male	\$TBD
Philip H. Duoos, Geophysical Consultant	Redmond	98052	White/Caucasian	Male	\$3,777
Philip H. Duoos, Geophysical Consultant	Redmond	98052	White/Caucasian	Male	\$8,753
PlanB Consultancy, Inc.	West Linn	97068	White/Caucasian	Male	\$4,721
Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$TBD
Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$TBD
Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$15,590
Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$16,100
Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$56,972
Planning & Management Services, Inc.	Federal Way	98001	White/Caucasian	Male	\$59,922
Rankin Consulting, Inc.	Seattle	98115	Minority	Female	\$TBD
Research Support Services, Inc.	Bainbridge Island	98110	White/Caucasian	Male	\$TBD
Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$TBD
Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$3,335
Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$6,273
Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$7,560
Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$9,362
Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$22,885
Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$67,863
Roberts Engineering PLLC	Redmond	98052	White/Caucasian	Male	\$127,060
Robinson Noble, Inc.	Tacoma	98402	White/Caucasian	Male	\$13,523
Robinson Noble, Inc.	Tacoma	98402	White/Caucasian	Male	\$17,162
Robinson Noble, Inc.	Tacoma	98402	White/Caucasian	Male	\$21,850
ROEN Associates, Inc.	Seattle	98101	White/Caucasian	Male	\$46,250
Rolluda Architects Inc.	Seattle	98104	Minority	Male	\$60,527
Setracon Inc.	Tacoma	98412	White/Caucasian	Male	\$TBD
SG3 Strategies, LLC	Redmond	98052	White/Caucasian	Male	\$21,630
SourcePanel, LLC	Portland	97225	White/Caucasian	Male	\$300,000
SRT Consultants	Seattle	98101	White/Caucasian	Female	\$6,996
Staheli Trenchless Consultants Inc.	Lynnwood	98036	White/Caucasian	Female	\$49,257
Stepherson & Associates Communications Inc.	Seattle	98121	Minority	Male	\$TBD
Stepherson & Associates Communications Inc.	Seattle	98121	Minority	Male	\$35,251
Stepherson & Associates Communications Inc.	Seattle	98121	Minority	Male	\$54,553

Swanson Engineering, P.C	Mill Creek	98012	White/Caucasian	Decline to Provide	\$TBD
Swanson Engineering, P.C	Mill Creek	98012	White/Caucasian	Decline to Provide	\$8,590
Swanson Engineering, P.C	Mill Creek	98012	White/Caucasian	Decline to Provide	\$16,195
Swanson Engineering, P.C	Mill Creek	98012	White/Caucasian	Decline to Provide	\$48,838
Systems Consulting LLC	Tacoma	98401	Minority	Female	\$9,972
The Athena Group, LLC	Olympia	98501	White/Caucasian	Female	\$100,000
Tinnea & Associates, LLC	Seattle	98122	White/Caucasian	Male	\$35,341
TranTech Engineering, LLC	Bellevue	98005	Minority	Male	\$103,168
Tres West Engineers INC	Tacoma	98409	Minority	Female	\$5,080
Triangle Associates, Inc.	Seattle	98104	Minority	Female	\$100,000
Trillium Professional Services Inc.	Bellevue	98006	White/Caucasian	Female	\$TBD
TRIO Northwest Business Solutions	Renton	98057	Minority	Male	\$3,000,000
Triunity Engineering & Mgmt Inc.	Seattle	98104	Minority	Male	\$52,945
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	\$6,125
True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$10,479
True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$15,047
True North Land Surveying, Inc.	Seattle	98104	White/Caucasian	Female	\$18,647
United Reprographics	Seattle	98134	Minority	Male	\$3,000,000
Value Management Strategies, Inc. (VMS)	Escondido	92025	White/Caucasian	Male	\$75,479
Value Management Strategies, Inc. (VMS)	Escondido	92025	White/Caucasian	Male	\$750,000
Wagner Architects	Seattle	98101	White/Caucasian	Male	\$49,150
Workplace Resolutions LLC	Federal Way	98003	White/Caucasian	Female	\$100,000
TBD	TBD	TBD	TBD	TBD	\$2,604,185
TOTAL					\$26,517,279

* 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 2017 Requirements Applied for Construction Contracts				
Contract Title	Required SCS %	Contract Amount	Actual SCS \$	Actual SCS %
2017 Countywide Pavement Preservation	10%	\$16,379,926	\$1,678,248	10.25%
Alki Wet Weather Treatment Facility Hypochlorite Pump Replacement	5%	\$326,227	\$179,000	54.87%
Beulah Park and Cove Drip Field	5%	\$332,650	\$21,772	6.55%
Blackriver Roofing and Cladding	5%	\$875,491	\$43,800	5.00%
Brightwater IPS Effluent Water Reuse	5%	\$387,558	\$105,013	27.10%
Construction of Cedar Hills Regional Landfill (CHRLF) Area 8 Refuse Facility and Area 7 Stage 3 & 4 Closure Project	15%	\$32,619,010	\$5,350,570	16.40%
Countyline Levee Setback Restoration Planting	10%	\$577,974	\$98,000	16.96%
Duwamish Pump Station Roof Replacements	3%	\$185,000	\$5,550	3.00%
EASTSIDE RAIL CORRIDOR – Rail Removal and Interim Trail Phase 1	5%	\$1,584,461	\$151,120	9.54%
Environmental Lab Fume Hood Replacement (rebid)	12%	\$4,212,375	\$988,600	23.47%
Fairwood West HOA Pipe Replacement	2%	\$785,785	\$27,057	3.44%
Frye Warehouse and Old Operations Building Demolition	15%	\$1,605,000	\$1,995,320	124.32%
Hybrid Battery Lift Project	5%	\$807,881	\$57,420	7.11%
King County Metro Transit North Base Roof System Replacement	3%	\$1,999,823	\$65,500	3.28%
Lake Ballinger Pump Station - Diesel Generator Fuel Storage Tank Replacement	10%	\$179,790	\$204,790	113.91%
NE 124th St Culvert Replacement (570 feet west of 162nd Place NE)	7%	\$472,913	\$479,413	101.37%
NE Union Hill Road at 225th Avenue NE (Culvert Replacement)	3%	\$540,142	\$16,340	3.03%
Physical Security Improvements - Fence and Gate System Replacement	3%	\$1,104,500	\$38,000	3.44%
Porter Reach Restoration Project - 2017	15%	\$2,752,673	\$487,443	17.71%
South Plant Localized Hypo Caustic Chemical Storage	15%	\$1,325,814	\$561,550	42.36%
South Plant Reclaimed Water Facility Modifications Project	13%	\$1,143,950	\$1,488,950	130.16%
Sunset and Heathfield Pump Stations and Force Main Upgrade	15%	\$36,600,000	\$9,477,730	25.90%

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Tolt Barn Roof Replacement	5%	\$343,200	\$343,200	100.00%
Vashon Bunker Trail Pump Station Rehabilitation Project	18%	\$1,780,000	\$2,197,600	123.46%
WPTP Oxygen Generation and Dissolution System Modifications Project Aerator Upgrade	3%	\$6,175,732	\$347,206	5.62%
WPTP Primary Effluent Launder Gates Replacement	2%	\$604,000	\$37,295	6.17%

January – December 2017 Performance Based Requirements Applied to Construction

WORK ORDER CONTRACTS with SCS Requirements Applied for Construction Contracts

Contract Title	Required %	Contract Amount
Asphalt Services Work Order Contract	10%	\$1,000,000
Building Repair and Renovation Work Order	7%	\$300,000
Civil & Structural Repair Work Order	15%	\$1,000,000
Civil/Structural Repairs 2017-2018 Work Order Contract	15%	\$1,000,000
Data Cabling Work Order 2017-2018	5%	\$1,000,000
Electrical Services Work Order	5%	\$500,000
North Creek Interceptor Completion WorkOrder Project	4%	\$20,994,500
Plumbing/Mechanical Work Order Services	5%	\$500,000
PSERN Bid Package #3	10%	\$1,750,000

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

**2017 Total \$ Awarded to SCS Firms
(due to SCS incentives or requirements)**

\$ 32,040,384

Total \$ Amount of Contracts Awarded to SCS Firms

TABLE 6: CONSTRUCTION AWARDS TO SCS FIRMS

2017 Construction Contracts					
Business Name	City	Zip	Race	Gender	\$ Award Amount
*Ball & Son Excavation, LLC	Tacoma	98445	Minority	Decline to Provide	\$TBD
*Encore Environmental, LLC	Issaquah	98027	White/Caucasian	Female	\$TBD
*Global Metal Works & Erectors	Tacoma	98421	White/Caucasian	Female	\$TBD
*JEM Contractors, INC.	Burien	98146	White/Caucasian	Female	\$TBD
*JKA Enterprises, Inc. (JKA Well Drilling & Pumps)	Monroe	98272	White/Caucasian	Male	\$TBD
*Magnum Crane Services, LLC	Federal Way	98003	Minority	Male	\$TBD
*Mobile Electrical Distributors, Inc.	Seattle	98125	White/Caucasian	Female	\$TBD
*United Reprographics	Seattle	98134	Minority	Male	\$TBD
*Urban Forestry Services, Inc.	Mount Vernon	98273	White/Caucasian	Male	\$TBD
1 Alliance Geomatics, LLC	Bellevue	98005	Minority	Male	\$149,600
Accord Contractors	Bellevue	98006	White/Caucasian	Male	\$472,913
Advanced Government Services	Tacoma	98444	Minority	Female	\$1,000
Advanced Roof Design LLC	TACOMA	98445	White/Caucasian	Female	\$43,800
Agostino Construction Inc.	MAPLE VALLEY	98038	White/Caucasian	Male	\$7,000
Agostino Construction Inc.	MAPLE VALLEY	98038	White/Caucasian	Male	\$110,000
Agostino Construction Inc.	MAPLE VALLEY	98038	White/Caucasian	Male	\$122,500
Agostino Construction Inc.	MAPLE VALLEY	98038	White/Caucasian	Male	\$138,069
Agostino Construction Inc.	MAPLE VALLEY	98038	White/Caucasian	Male	\$262,915
Agostino Construction Inc.	MAPLE VALLEY	98038	White/Caucasian	Male	\$4,943,534
ASCENDENT, LLC	Pacific	98047	White/Caucasian	Male	\$2,695
ASCENDENT, LLC	Pacific	98047	White/Caucasian	Male	\$14,390
ASCENDENT, LLC	Pacific	98047	White/Caucasian	Male	\$36,062

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ASCENDENT, LLC	Pacific	98047	White/Caucasian	Male	\$108,885
Associated Underwater Services	Spokane	99202	White/Caucasian	Female	\$3,633,631
Award Construction Inc.	Ferndale	98248	White/Caucasian	Male	\$1,780,000
B.R. Bernethy Construction, Inc.	SULTAN	98294	White/Caucasian	Male	\$258,836
Belarde Construction	WOODINVIL LE	98072	Minority	Male	\$444,255
Bestccls Inc.	ROCHESTER	98579	Minority	Male	\$8,760
Brc Inc.	BUCKLEY	98321	White/Caucasian	Female	\$3,750
Brc Inc.	BUCKLEY	98321	White/Caucasian	Female	\$38,000
Briar Group Inc.	MILTON	98354	White/Caucasian	Female	\$2,900
C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$5,000
C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$9,412
C & P Fencing	Enumclaw	98022	White/Caucasian	Female	\$151,120
Cadence Construction, Inc.	SEATTLE	98118	White/Caucasian	Male	\$343,200
CanDo Electric	Longview	98632	Minority	Male	\$25,000
CivilTech Engineering Inc.	Bellevue	98004	Minority	Male	\$40,395
Columbia Fire, Inc.	Seattle	98108	White/Caucasian	Male	\$7,216
Colvos Construction, LLC	Tacoma	98402	White/Caucasian	Male	\$1,605,000
Commercial Fence Corporation	SEATTLE	98106	White/Caucasian	Female	\$26,026
Commercial Fence Corporation	SEATTLE	98106	White/Caucasian	Female	\$26,784
Commercial Fence Corporation	SEATTLE	98106	White/Caucasian	Female	\$47,643
Follett Engineering, PLLC	REDMOND	98053	White/Caucasian	Male	\$8,618
Follett Engineering, PLLC	REDMOND	98053	White/Caucasian	Male	\$39,050
ForestClouds	Kent	98030	Minority	Male	\$16,340
G & G Incorporated	KENT	98042	White/Caucasian	Female	\$76,300
Greening America Landscaping Co	SNOHOMISH	98296	White/Caucasian	Male	\$3,418
Greening America Landscaping Co	SNOHOMISH	98296	White/Caucasian	Male	\$43,480
Greentree Dozing	Vashon	98070	White/Caucasian	Female	\$18,872
Ground Up Road Construction	SUMNER	98390	White/Caucasian	Male	\$729,778
Highmark Enterprises LLC	Covington	98042	White/Caucasian	Male	\$219,859
JEM Contractors, INC.	Burien	98146	White/Caucasian	Female	\$300,000
JEM Contractors, INC.	Burien	98146	White/Caucasian	Female	\$1,000,000
JEM Contractors, INC.	Burien	98146	White/Caucasian	Female	\$1,000,000
Kirkland Land Care / LandSol, LLC	Kirkland	98033	White/Caucasian	Male	\$252,374
Lanktree Land Surveying Inc.	Auburn	98002	White/Caucasian	Male	\$148,200
Liberty Electric	Clackamas	97015	White/Caucasian	Male	\$3,972,000
Local Pros Painting	Maple Valley	98038	White/Caucasian	Female	\$1,600
Local Pros Painting	Maple Valley	98038	White/Caucasian	Female	\$11,030
Local Pros Painting	Maple Valley	98038	White/Caucasian	Female	\$221,200
Magnum Crane Services, LLC	Federal Way	98003	Minority	Male	\$20,000
Magnum Crane Services, LLC	Federal Way	98003	Minority	Male	\$93,325
Marine Vacuum Service Inc.	SEATTLE	98124	Minority	Male	\$49,075
Mastercraft Electric, Inc.	Pacific	98047	White/Caucasian	Male	\$1,800
Mastercraft Electric, Inc.	Pacific	98047	White/Caucasian	Male	\$7,500
Mastercraft Electric, Inc.	Pacific	98047	White/Caucasian	Male	\$10,890
Mastercraft Electric, Inc.	Pacific	98047	White/Caucasian	Male	\$42,950

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Mastercraft Electric, Inc.	Pacific	98047	White/Caucasian	Male	\$345,000
Meko Construction Inc.	Snohomish	98290	Minority	Male	\$766
Mobile Electrical Distributors, Inc.	Seattle	98125	White/Caucasian	Female	\$7,018
Mulier Construction, LLC	Maple Valley	98038	White/Caucasian	Female	\$5,000
Mulier Construction, LLC	Maple Valley	98038	White/Caucasian	Female	\$7,714
Mulier Construction, LLC	Maple Valley	98038	White/Caucasian	Female	\$19,225
Nordic Construction, Inc.	Fife	98424	White/Caucasian	Male	\$7,000
Nordic Construction, Inc.	Fife	98424	White/Caucasian	Male	\$179,790
Nordic Construction, Inc.	Fife	98424	White/Caucasian	Male	\$1,143,950
Northwest Asphalt Inc.	RENTON	98059	White/Caucasian	Male	\$38,000
Northwest Asphalt Inc.	RENTON	98059	White/Caucasian	Male	\$83,723
Northwest Asphalt Inc.	RENTON	98059	White/Caucasian	Male	\$127,243
Northwest Asphalt Inc.	RENTON	98059	White/Caucasian	Male	\$1,000,000
Northwest Welding & Fabrication	Lacey	98503	White/Caucasian	Female	\$244,377
Olympic Peninsula Construction Inc.	Port Ludlow	98365	White/Caucasian	Male	\$879,283
PELLCO Construction, Inc.	Mukilteo	98275	White/Caucasian	Male	\$42,100
PELLCO Construction, Inc.	Mukilteo	98275	White/Caucasian	Male	\$48,180
PELLCO Construction, Inc.	Mukilteo	98275	White/Caucasian	Male	\$48,180
PELLCO Construction, Inc.	Mukilteo	98275	White/Caucasian	Male	\$48,796
PELLCO Construction, Inc.	Mukilteo	98275	White/Caucasian	Male	\$52,600
PELLCO Construction, Inc.	Mukilteo	98275	White/Caucasian	Male	\$53,733
PLS, INC.	ISSAQUAH	98027	White/Caucasian	Female	\$6,045
Qcc Quality Controls Corp	LYNNWOOD	98036	White/Caucasian	Male	\$96,395
Qcc Quality Controls Corp	LYNNWOOD	98036	White/Caucasian	Male	\$347,206
Qcc Quality Controls Corp	LYNNWOOD	98036	White/Caucasian	Male	\$1,070,425
Seattle Sweeping Inc.	North Bend	98045	White/Caucasian	Female	\$11,600
Seattle Sweeping Inc.	North Bend	98045	White/Caucasian	Female	\$95,200
Silver Streak Inc.	Maple Valley	98038	White/Caucasian	Female	\$6,500
Silver Streak Inc.	Maple Valley	98038	White/Caucasian	Female	\$150,000
Silver Streak Inc.	Maple Valley	98038	White/Caucasian	Female	\$165,000
Source Electric LLC	Port Orchard	98367	White/Caucasian	Female	\$57,420
Source Electric LLC	Port Orchard	98367	White/Caucasian	Female	\$179,000
Source Electric LLC	Port Orchard	98367	White/Caucasian	Female	\$415,600
Source Electric LLC	Port Orchard	98367	White/Caucasian	Female	\$522,500
Stafford Excavating LLC	Enumclaw	98022	White/Caucasian	Male	\$205,200
Sustainable Floors, Inc., dba	FIFE	98424	Minority	Female	\$16,618
Sustainable Interiors					
Trenchless Construction Services, LLC	Arlington	98223	White/Caucasian	Male	\$12,480
True North Land Surveying, Inc.	SEATTLE	98104	White/Caucasian	Female	\$1,000
Valley Growers Nursery & Landscape Inc.	HUBBARD	97032	Minority	Female	\$98,000
Ventilation Power Cleaning, Inc.	Seattle	98107	White/Caucasian	Female	\$15,992
TBD	TBD	TBD	TBD	TBD	\$1,028,575
CONSTRUCTION TOTAL					\$32,040,384

* 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 12/31/2017)	2,951
Technical Consulting Firms:	1,415
Minority	442
Minority Female	137
White Female	475
White Male	498
Construction Firms:	524
Minority	173
Minority Female	40
White Female	114
White Male	237
Architecture Engineering Firms:	318
Minority	99
Minority Female	23
White Female	83
White Male	136
Goods and Services Firms:	694
Minority	293
Minority Female	85
White Female	167
White Male	234
<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	24	-	Asian	Female	2	-
	Male	28	-		Male	9	-
Black	Female	20	-	Black	Female	1	-
	Male	97	1		Male	3	-
Hispanic	Female	10	-	Hispanic	Female	4	-
	Male	20	1		Male	2	-
Multi-Racial	Female	3	-	Multi-Racial	Female	-	-
	Male	4	-		Male	-	-
Native American	Female	5	-	Native American	Female	-	-
	Male	6	-		Male	3	-
Pacific Islander	Female	2	-	Pacific Islander	Female	1	-
	Male	3	-		Male	1	-
White	Female	109	-	White	Female	26	1
	Male	129	3		Male	46	1
Total Firms		460	4	Total Firms		98	2

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	6	-	Asian	Female	2	-
	Male	4	-		Male	5	-
Black	Female	1	-	Black	Female	1	-
	Male	8	-		Male	4	-
Hispanic	Female	0	-	Hispanic	Female	-	-
	Male	3	-		Male	3	-
Multi-Racial	Female	1	-	Multi-Racial	Female	-	-
	Male	-	-		Male	-	-
Native American	Female	-	-	Native American	Female	2	-
	Male	4	2		Male	1	-
Pacific Islander	Female	-	-	Pacific Islander	Female	-	-
	Male	-	-		Male	-	-
White	Female	12	-	White	Female	20	4
	Male	29	-		Male	30	2
Total Firms		68	2	Total Firms		68	6

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	59	3	Asian	Female	3	-
	Male	79	5		Male	18	1
Black	Female	29	1	Black	Female	1	1
	Male	88	3		Male	7	-
Hispanic	Female	19	1	Hispanic	Female	2	1
	Male	32	-		Male	2	-
Multi-Racial	Female	6	-	Multi-Racial	Female	-	-
	Male	16	1		Male	-	-
Native American	Female	17	-	Native American	Female	-	-
	Male	14	-		Male	3	-
Pacific Islander	Female	3	-	Pacific Islander	Female	-	-
	Male	6	-		Male	2	1
White	Female	397	17	White	Female	30	4
	Male	338	24		Male	76	10
Total Firms		1,103	55	Total Firms		144	18

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	2	-	Asian	Female	10	-
	Male	16	1		Male	38	5
Black	Female	-	-	Black	Female	2	-
	Male	8	1		Male	18	6
Hispanic	Female	-	-	Hispanic	Female	-	-
	Male	4	-		Male	16	2
Multi-Racial	Female	-	-	Multi-Racial	Female	2	1
	Male	1	-		Male	-	-
Native American	Female	-	-	Native American	Female	1	-
	Male	-	-		Male	8	1
Pacific Islander	Female	2	-	Pacific Islander	Female	2	1
	Male	5	1		Male	-	-
White	Female	54	4	White	Female	77	18
	Male	83	10		Male	137	37
Total Firms		175	17	Total Firms		311	68

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	1	Asian	Female	1	1
	Male	13	1		Male	11	1
Black	Female	8	-	Black	Female	-	-
	Male	43	2		Male	10	1
Hispanic	Female	3	-	Hispanic	Female	4	-
	Male	18	-		Male	6	-
Multi-Racial	Female	2	-	Multi-Racial	Female	1	-
	Male	1	-		Male	2	1
Native American	Female	5	-	Native American	Female	1	-
	Male	12	-		Male	4	3
Pacific Islander	Female	22	-	Pacific Islander	Female	-	-
	Male	2	-		Male	-	-
White	Female	2	18	White	Female	44	13
	Male	57	16		Male	87	7
Total Firms		284	38	Total Firms		171	27

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	2		Male	1	-
Black	Female	1	1	Black	Female	-	-
	Male	1	1		Male	-	-
Hispanic	Female	-	-	Hispanic	Female	-	-
	Male	4	1		Male	-	-
Multi-Racial	Female	-	-	Multi-Racial	Female	-	-
	Male	-	-		Male	-	-
Native American	Female	1	-	Native American	Female	-	-
	Male	2	-		Male	-	-
Pacific Islander	Female	-	-	Pacific Islander	Female	-	-
	Male	-	-		Male	-	-
White	Female	11	6	White	Female	2	3
	Male	39	18		Male	4	10
Total Firms		62	29	Total Firms		7	13

UTILIZATION DATA – ALL CERTIFIED FIRMS

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

All Certified Firms ⁴				
Reporting Period: January 1, 2017 to December 31, 2017				
Certification Type	Goods and Services	Consulting	Construction	Total Contracts to Certified Firms
King County Small Contractors Suppliers	\$26,905,000	\$29,808,167	\$38,362,447	\$95,075,614
Minority Business Enterprises⁵	\$34,242,256	\$11,585,693	\$15,402,909	\$61,230,858
Women Business Enterprises	\$3,990,000	\$13,607,656	\$13,818,385	\$31,416,041
Disadvantaged Business Enterprises	\$4,750,000	\$10,029,216	\$18,296,273	\$33,075,489
Small Business Enterprises	\$600,000	\$(pending)	\$(pending)	\$600,000
LGBT Business Enterprises	\$124,173	\$(pending)	\$(pending)	\$124,173

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 is reported separately.

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