

BDAG Meeting Notes

11.15.2022

Welcome Review & Agenda – Kim Sauer, Business Diversity Program Manager, DES

Supplier Diversity Policy - Tara Smith, DES Director

- Tara shared a presentation on Supplier diversity
- The supplier diversity policy aligns with many executive orders:
 - Executive order 19-01: Veteran & Military Family Transition and Readiness Support
 - Executive order 22-01: Equity in Public Spending
 - Executive order 22-02: Achieving Equity in Washington State Government
 - Executive order 22-04: Equity in Government
- Key features of the policy effective April 1, 2023.
 - Transparency
 - Accountability
 - Outreach
 - Agency Support
- Training is required. Training must be completed by April 1, 2023. Staff who join after April 1, 2023, have 90 days to complete the training.
- Policy and interactive handbook are posted on des.wa.gov
- Chart below showing Agency Dollars Spent with Certified Businesses in 2021

State Agency Total FY 2021 Dollars Spent with Certified Businesses as % of all eligible spending [1]			
Certification Type	Total Eligible Spend	Dollars Spent with Certified Firms	Percentage of Total Spend
Minority Owned Certified Businesses [2]	\$3,528,247,128	\$78,469,851	2.22%
Women Owned Certified Businesses		\$57,587,314	1.63%
Total OMWBE Certified Businesses		\$136,057,165	3.86%

- Tara encourages all to embrace your accountability as agency leaders.
- Jaime Rossman & Tara Smith answer questions regarding barriers within procurement. Comments from chat during meeting:
 - **From Jenefeness Tucker**, to Everyone: I love the transparency given to the business community. Great step!!! QUESTION: we need a universal site. are you all still using business.wa.gov?
 - **From Jaime Rossman** (he/they) to Everyone: We are working with OMWBE to centrally post all of the forecasted data. We heard both from businesses -- some intend to work with specific agencies and want to see the opportunities on each site, others want an aggregated list.
 - **From Jenefeness Tucker**, MBA to Everyone: @Jaime, is the site business.wa.gov a great place for this? Or are you creating something new/different?
 - **From Jaime Rossman** (he/they) to Everyone: That's a good question, let me take it back.
 - **From Shana Barehand** (She/Her) to Everyone: Good idea Jenefeness, we can look into using [Business.wa.gov](https://business.wa.gov). its currently being run by the State small business Liaison team and the Governor's office of Regulatory innovation. DES is a part of this team.
 - **From Jenefeness Tucker**, MBA to Everyone: Thanks, Shana! It is a central resource that a lit of small businesses are aware of and can use a little more marketing. But, a great place for a central location
 - **From Sanjay Shirude** to Everyone: The biggest reason is that, all solicitations and interviews focus on prior state experience. Which most of small business do not have. They are disqualified or not selected
 - **From Traci Harrell**- It's All Bigger Than Me Consulting to Everyone: Tara - You said... "Create Expectations"... YES..."Create Performance Expectations"... With clear accountability tied to performance, that will support Leadership and each employee to drive real change. Excellent Presentation!!

- **From Jenefeness Tucker**, MBA to Everyone: Yes, Sanjay! And also some small businesses aren't certified although they may qualify as minority owned
- **From Kirsten Campbell-Davenport** to Everyone: Having that prior experience is a real challenge. very true @Jenefeness and most can't certify because of additional barriers... Don't get me started. lol.
- **From Lee** to Everyone: I agree with Traci. Very frustrating. Im also one of those firms. Why didn't we get all the info at the two hour training?
- **From Sandra Davis** (Direct Message): Kim, does anyone on BDAG specialize in supporting small businesses with their IT needs?
- **From Jaime Rossman** (he/they) to Everyone: Traci -- absolutely! If you're seeing anti-competitive practices in active solicitations (DES or other agencies), we want to know!
- **From Jaime Rossman** (he/they) to Everyone: Sandra -- additional preferences for micro/minis are on our to-do list. Thank you for calling that out!
- **From Lee** to Everyone: Unbundling g is really complex and needs strong leadership. Contractors will always have a good excuse to not unbundle. They must be educated and pressured to change.
- **From Traci Harrell**- It's All Bigger Than Me Consulting to Everyone: Thanks Dr. Linda... Your decades of experience in this space is discouraging... but I am hopeful that DES really wants to change.
- **From Shana Barehand** (She/Her) to Everyone: WE regularly unbundle and do multi awards, but we need to do better at marketing the small/diverse businesses on statewide contracts
- **From Sandra Davis** to Everyone: We were on 5 state (former Master) contracts and decided not to bid on the last round because it was impossible to get work from them.
- **From ARTHUR JACKSON** to Everyone: Basic message; if you are a person of color do not waste your time

Disparity Study Vendor Feedback - Anastassia Hunte Gardner, Research and Outreach Program Specialist, DES

- Anastassia goes over complaints and issues from vendors in 2019 disparity study
- Team is working on the disparity study and addressing how these issues can be resolved
- Presentation shown from the disparity study is included below.

BDAG recommendations and updates:

BDAG Recommendations and Updates

BDAG Enterprise Policy Recommendation approved on 11/19/20

- | | | |
|---------------------------|--------------------------|---|
| 1. Unbundle by Region | 7. Inclusive Practices | 13. Mini, Micro business preference |
| 2. Unbundle by Scope | 8. Compliance | 14. WA HUBZone Priority points |
| 3. Standard Formats | 9. Procurement Education | 15. Agency Inclusion Programs |
| 4. Outreach Policy | 10. Capacity | 16. WA Small Business Priority Points |
| 5. Awards Notices | 11. Non-cost factors | 17. Supply Chain Diversity Inclusion Plan |
| 6. Inclusive Procurements | 12. OMWBE certification | |

Upcoming Contracting Opportunities - Alexander Kenesson, Procurement Supervisor, DES

- Alex discusses current contract statuses
- Reminder, please sign up in WEBS and make sure contact information is up to date. [WEBS Registration & Search Tips | Department of Enterprise Services \(wa.gov\)](#)
- Please visit [Planned Procurement \(wa.gov\)](#) to find current and future bid opportunities.
- One procurement open now – electrical supplies. Bids due Dec 12, 2022, currently in question-and-answer period.
- Figuring out demand for following procurements. Currently in determination and research for:
 - Vehicle lifts & Garage Associated Equipment (NASPO)
 - Lab Equipment and Supplies (NASPO)
 - Heavy Construction equipment (Sourcewell)
 - Electronic Monitoring of Offenders (NASPO)
 - Medical Products (MMCAP)
 - Communication Tower- Engineering Analysis Services
 - Condoms (MMCAP)
 - Pharmaceutical Returns (MMCAP)
 - Impact Attenuators
 - Security Alarm Technology Services
 - Water Delivery Services
 - Plumbing Repair Parts
 - Data Breach and Credit Monitoring
 - Pre- Engineered Buildings (Sourcewell)
 - Compost
 - Ambulance and Emergency Vehicles (Sourcewell)
 - Lodging Program (NASPO)
 - Radio Frequency Identification (RFID)
- Closed Procurements:
 - Public Safety Video Systems (NASPO)
 - Less-Lethal Munitions
 - Software Resellers (NASPO)
 - Storage Tanks
 - Computer Equipment (NASPO)
 - Park & Recreation/Playground Equipment (NASPO)
 - Litigation Discovery Services
 - Transcription and Captioning Services
- Upcoming Procurements that are in Solicitation Drafting:
 - Scrap Metal Collection & Recycling
 - Spoken Language Interpreter Services
 - ADA Vans, Mini Vans, and Specialty Vehicles
 - Walk- In Step Vans, Various Sizes
 - Personal Protective equipment (PPE)
 - Projects Management (IT Professional Services)
 - IT Development (IT professional Services)
- Upcoming Procurements that are in Strategy Development (RFI Stage). Bolded items could be conducive for small businesses
 - Automatic External Defibrillator (NASPO)
 - Portable Sanitation Services (Porta Potties)
 - **Auto Repair Services**

- **Painting Services**
- **Communication and Advertising Services**
- Office Furniture (NASPO)
- Derelict Vessel and Marine Salvage
- Sign Support Materials
- Janitorial/Industrial Paper Supplies- Green
- **Process Server Services**
- Professional Grad (automotive) tools and Diagnostic Equipment
- Facilities Maintenance, Repair, and Operations (NASPO)
- Food Services Disposables
- Traffic Signs & Materials
- **IT Security (IT Professional Services)**

Small Business Support Program - Jena Yang, Grant director Congressman Adam Smith Office

- Had annual Government Procurement workshop at Tabor 100 on 10/26
- There are issues with minority owned business struggling to get contracts. The main goal at workshop was to help businesses get connected to agencies who award contracts
- Event page can be located here: [Government Procurement Workshop - Events - Congressman Adam Smith \(house.gov\)](https://www.house.gov/committees/procurement/procurement-workshop-events-congressman-adam-smith)
- Adam Smith Office also provides case work services, if you or any other business owners have problems with any federal agencies, they can work with you to get those problems resolved. More information here: [Help with a Federal Agency - Congressman Adam Smith \(house.gov\)](https://www.house.gov/committees/procurement/help-with-a-federal-agency-congressman-adam-smith)
- Contact information for Jena Yang: jena.yang@mail.house.gov

Pie Program Updates/Discussion – Kim Sauer, Business Diversity Program Manager, DES

- The goal is to develop partnership with small businesses. Making that commitment and partnership with ten businesses and organizations.
- Within these partnership there will be phase 1 and phase 2 totaling a 12-month period. Each phase has specific goals and tasks to achieve.
- Asking these organizations to designate one or more staff to work with the pie team as the “go to person”. They will be provided with technical assistance and training. Be Informed of state contracting opportunities, report, evaluate and share lessons learned for continuous improvement.
- The targeted outreach is for those who are willing and capable of doing business with the state.

Target Market Project (TMP) - Kim Sauer, Business Diversity Program Manager, DES

- The following solicitation has been selected for the target market project for the 2nd and 3rd quarters of FY 2023
 - Spoken language court interpreters
 - Painting Service/Paint
 - Process Server
 - Vehicle Repair
 - Portable toilets
 - Marketing and Advertising
 - Computer equipment
 - ITPS
- Anastassia will be training all agencies on how to do outreach with small/diverse businesses

Pie updates: Upcoming training/open house events:

- Please view [State Contracting Opportunities & Open House Tickets, Multiple Dates | Eventbrite](#)
- Communications Team at DES has been sharing bid opportunities and training opportunities electronically, including PIE team open houses and workshops. Here's where you can sign up, if you haven't already: https://public.govdelivery.com/accounts/WADES/subscriber/new?topic_id=WADES_697
- Please take the BDAG member survey that Kim Sauer will be sending out.
- DES Open House- State Contracting Opportunities is held 3rd Thursday of every month. Discussions on how to do business with the state, how to find upcoming contract opportunities, where to get technical assistance and where to find additional training.
 - Thursday, November 17, 2022, 3-4 PM
 - Thursday, December 15th, 2022, 3-4 PM
- There will be no BDAG meeting in December. Next BDAG Meeting is January 17, 2023, 10:00-12:00
- BDAG meetings are transitioning from Zoom to Teams. You will be receiving a new meeting invite

Meeting Adjourned 12:01 PM

2019 [Disparity Study](#) Vendor Feedback

Complaints	Page #
1.) At the end of the day, ethnic minority firms ... are still at the very bottom with no work at all and no hope for growth .	(pg. 43)
2.) We pay all of our money to provide for this certification that does us absolutely no good .	(pg. 43)
3.) [Certification] itself is a stigma .	(pg. 43)
4.) Once we became certified, we found that the ability to gain contracts has slowed down a little bit because then people don't, especially I think in the agency aspect of it, like staff, they see certification as in, "Oh, they're just using the color of their skin to try and get a contract," as opposed to, "Let's dig into their experience."	(pg. 44)
5.) I'm looking for enforcement .	(pg. 45)
6.) One of the main problems is information .	(pg. 45)
7.) Make sure that the word gets out , in a timely fashion , to the right places.	(pg. 45)
8.) We need [information] to be able to compete off the reservation in these other industries [beyond gaming, cigarettes and fuel sales].	(pg. 45)
9.) Most people prefer to work with people they know , they have relationships with. I don't necessarily think they pick their own race or something, but I do believe that if you don't have a relationship, then you don't have a job.	(pg. 46)
10.) That's also human nature, the familiarity .	(pg. 46)
11.) The system seems rigged to favor the large firms .	(pg. 47)
12.) The timelines were insanely compressed and it was completely unrealistic. These RFPs are being written in such a way to also block small business from applying.	(pg. 47)
13.) Depending on which department you're working with, the rules are different .	(pg. 48)
14.) It's all over the place. That's hard. You really have to look around and find the right person .	(pg. 48)
15.) I never got any direction [on how to do business with the State after I was certified].	(pg. 48)
16.) There are a lot of different systems to work through . And I don't think we have a good idea of what those systems are. So, if there was someone who could help us identify what systems we need to be looking at to identify the RFPs, that we should bid on, that would be great.... [We need training on] what business practices do I need to put in place before I'm actually doing business, to make sure I'm doing it correctly.	(pg. 50)
17.) They are very entrenched in their mindset as to because you are a person of color, you don't qualify . Period. No matter your degrees and all the certifications and everything, I have certifications as long as your arm but it does not make a difference.	(pg. 113)
18.) And so, to me, it's pretty obvious of what the issue is. It depends on what language you speak and what color your skin is .	(pg. 113)
19.) [You have to work twice as hard and be twice as good to get half as far as a minority owner] in every measurable way.	(pg. 113)

20.) Getting on contract & not being used.	*Direct Feedback
21.) Being listed as a subcontractor on a bid and when they win not being used.	*Direct Feedback
22.) Prior experience barriers.	*Direct Feedback
23.) Too many support documents , showing work from prior work, can't share those documents because a sub-contractor has signed non-disclosure agreement.	*Direct Feedback
24.) Unbundle large contracts.	*Direct Feedback
25.) Takes too long to get work from contracts.	*Direct Feedback
26.) Skeptical on doing work on statewide contracts.	*Direct Feedback
27.) Awareness of different business sizes.	*Direct Feedback
28.) Using community reviewers who are part of a benefiting community.	*Direct Feedback