

Business Diversity

Public Works - Engineering & Architectural Services

Improving economic opportunities for small, minority-, women- and veteran-owned businesses is important to the Department of Enterprise Services (DES) and the state of Washington.

Public works contracting opportunities

- DES manages nearly **400 design and construction projects** worth more than \$290 million each year.
- DES has the largest authorization of **Job Order Contracts (JOC)**, with six contracts per year over a three-year period, at the highest dollar value in the state (\$6 million/year).

Job Order Contract (JOC) Diverse Business Participation			1/1/2018 – 12/31/2018	
Prime Contractor	Reported Payments to Prime	Reported payment to All Subcontractors	Reported payment to All Diverse Subcontractors	Average of all diverse sub-contractor
Burton Construction*	\$7,946,993.90	\$3,870,669.79	\$1,740,838.59	22%
Centennial Contractors Enterprise, Inc.	\$3,050,281.47	\$1,199,715.65	\$1,117,951.94	37%
Forma Construction	\$1,558,372.79	\$586,427.71	\$382,761.90	25%
Saybr Contractors Inc.*	\$1,972,569.72	\$840,445.51	\$233,288.80	12%
Grand Total:	\$14,528,217.88	\$6,497,258.66	\$3,474,841.23	24%

*Burton & Saybr each have two JOC contracts with DES

DES Aspirational Goals

Public Works Contracts

- 10 percent minority-owned businesses
- 6 percent women-owned businesses
- 5 percent veteran-owned businesses
- 5 percent small businesses

Job Order Contracts (JOCs)

- 12 percent minority-owned businesses
- 8 percent women-owned businesses
- 5 percent veteran-owned businesses
- 5 percent small businesses

Inclusion Activities

Public works

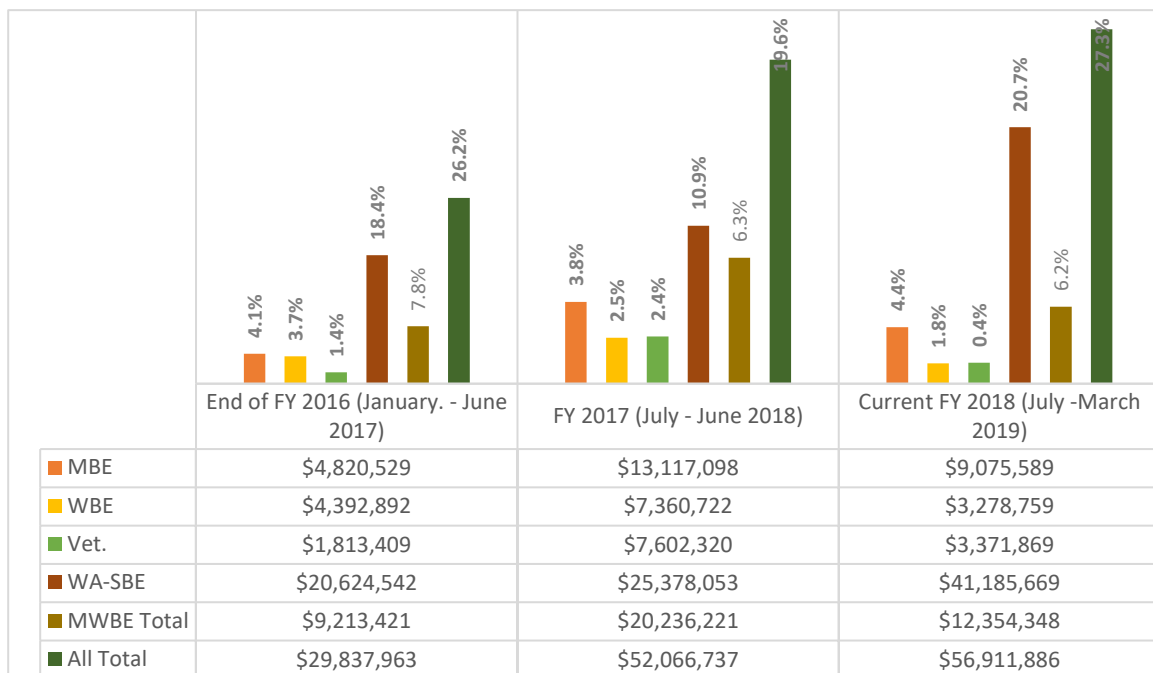
- **Inclusion Plans:** DES requires inclusion plans for Public Works projects worth \$1 million or more and Architectural and Engineering contracts worth \$350,000 or more. DES is utilizing the 4th generation of this plan (April 2019).
- **Public works data tracking:** DES invested in web-based software for tracking participation of small, minority-, women-, and veteran-owned businesses. B2GNow (Business to Government Now) allows contractors, subcontractors and DES staff to view construction contract tracking data. Data entry into this system is

mandatory for public works contractors, and the software is provided to contractors and subcontractors free of charge. Payment to certified minority- and women-owned firms in fiscal year 2018 was 7.57 percent.

- **Small business training and development:** DES is piloting a “Micro/Mini Business Enterprises” assistance program titled Washington-EDGE (Encouraging Diversity, Growth, and Equity). Phase 1 of this program will be open to Architectural and Engineering firms. Phase 2 will assist construction firms. To learn more, please contact Charles Wilson, charles.wilson@des.wa.gov, 360-407-8455.
- **Networking:** For larger projects where availability of diverse subcontractors is evident, DES may host a targeted outreach meeting to promote coordination between prime contractors and diverse subcontractors. In addition, DES often attends other agency/community organization networking events where prime contractors, diverse subcontractors, and agency staff can connect and share information about upcoming contract opportunities.

Metrics

Public Works Diverse Spend Data



Delayed adoption of the 2017-19 Capital Budget resulted in fewer public works projects than usual in FY 2018.

Upcoming Procurements

For construction and architectural and engineering, planned procurements and contractors with inclusion plans are available on the DES website:

<http://bit.ly/UpcomingConstructionProjectsDES>

Resources

DES encourages you to reach out to its inclusion experts. Business organizations interested in partnering more with DES also are encouraged to contact the agency’s diversity managers.

Public Works

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**Minority- and women-owned businesses (MWBEs) are those firms certified as MWBEs by the Office of Minority and Women Business Enterprises; veteran-owned firms are those firms certified by the Department of Veteran Affairs; and small businesses are those self-identified in the state’s electronic bid system (WEBS).*