



# King County

Office of Strategic Planning and Performance Management  
Business Relations & Economic Development

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## Contracting Opportunities Program



**Small  
Contractors &  
Suppliers**



**2008**



# Annual Report

Published May 1, 2009

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Office of Strategic Planning and Performance Management  
Business Relations & Economic Development  
400 Yesler Way, Suite 501, Mail Stop: YES-EX-0510  
Seattle, WA 98104



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## EXECUTIVE SUMMARY



The greatest benefit from working with a diversified pool of businesses is that it maximizes the potential for all businesses.

Ron Sims, King County Executive

There is a close relationship between our economy and small businesses. Small firms make a significant contribution to our economy as they create the majority of new jobs. And, a robust economy depends on the vitality of its small businesses. Through our contracting activities, King County is in a unique position to create incentives to encourage the greater use of small businesses.

In March 2008, the Metropolitan King County Council approved the Contracting Opportunities Program rules to increase opportunities for Small Contractors and Suppliers (SCS) to participate in County contracts. This action authorized the use of specific methods for applying incentives and requirements to county-funded contracts for goods, consulting and construction services to encourage the use of these small businesses.

**In 2008, King County awarded a total of \$27.4 million dollars to SCS firms for goods, consulting and construction services.** These dollars represent contracts for goods and services necessary to maintain and operate county agencies, including public health and safety, courts, the construction of buildings, roads, parks and playgrounds. These contract awards to SCS firms in our market are due largely to the use of incentives, requirements and business development activities that extend from the Contracting Opportunities Program. Program accomplishments include:

- 136 contract awards to SCS businesses in comparison to 36 contracts in 2007;
- \$22,661,088 in contract awards to SCS firms due to county program incentives or requirements over \$4,364,392 to SCS businesses in 2007;
- \$14,572,979 in contract awards to SCS firms owned by minorities and women over \$3,049,339 in the previous year; and,
- A directory of over 700 certified SCS businesses that increased from 609 in 2007.

In addition to the contract amounts awarded to SCS firms certified by the Contracting Opportunities Program, the county awarded \$35.59 million in contracts to small businesses -- minority, woman, and disadvantaged-owned -- that are certified by other programs. The total amount of contracts awarded by the county to all certified small businesses in 2008 is therefore \$62.99 million.

## INTRODUCTION

The 2008 Annual Contracting Opportunities Program Report provides statistical and narrative information on the use of King County certified Small Contractors and Suppliers (SCS) in the award of county contracts for goods and services, consulting and construction services. This report covers the period January 1, 2008 through December 31, 2008.

The Contracting Opportunities Program is one tool among many the 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 including the United States Department of Transportation Disadvantaged Business Enterprise Program and the Environmental Protection Agency Fair Share Program. These federal programs promote the participation of Disadvantaged Businesses and Minority and Women-owned Businesses.

**In 2008, King County awarded \$62.99 million to all certified small businesses for goods, consulting and construction services.** Of this amount, the county awarded \$27.4 million to certified SCS firms participating in the Contracting Opportunities Program. And, \$22.7 million (83%) of the \$27.4 million was awarded to certified SCS firms due to county applied incentives or requirements.

<b>Contracts Awarded</b>				
<b>Business Category</b>	<b>Goods &amp; Services</b>	<b>Consulting</b>	<b>Construction</b>	<b>Total All Categories</b>
<b>*Small Contractors &amp; Suppliers</b>	\$ 9,900,087	\$ 9,283,141	\$ 8,202,497	\$ <b>27,385,725</b>
Minority Businesses	\$ 2,072,053	\$ 3,194,050	\$ 6,755,107	\$ <b>12,021,210</b>
Women Businesses	\$ 5,158,210	\$ 6,879,080	\$ 1,746,253	\$ <b>13,783,543</b>
Disadvantaged Businesses	\$ 4,824,044	\$ 3,298,239	\$ 1,677,889	\$ <b>9,800,172</b>
<b>Totals</b>	\$ <b>21,954,394</b>	\$ <b>22,654,510</b>	\$ <b>18,381,746</b>	\$ <b>62,990,650</b>

### 2008 – All Certified Small Business Participation

*\*Small Businesses certified to participate in the Contracting Opportunities Program*

This report's focus is on the use of King County certified SCS businesses enrolled in the county's Contracting Opportunities Program during 2008. As such, the data that follows only includes certified SCS firms providing goods and services, consulting and construction services to the county.

## 2008 SMALL BUSINESS PARTICIPATION

AWARDED CONTRACTS				
Certified Small Businesses	Goods & Services	Consulting	Construction	Total All Categories
<b>Small Contractors and Suppliers</b>	\$ 9,900,087	\$ 9,283,141	\$ 8,202,497	\$ 27,385,725
Minority Business Enterprises	\$ 2,072,053	\$ 3,194,051	\$ 6,755,107	\$ 12,021,210
Women Business Enterprises	\$ 5,158,210	\$ 6,879,080	\$ 1,746,253	\$ 13,783,543
Disadvantage Business Enterprises	\$ 4,824,044	\$ 3,298,239	\$ 1,677,889	\$ 9,800,172
Totals	\$ 21,954,394	\$ 22,654,510	\$ 18,381,746	\$ 62,990,650

2008 Contracting Opportunities Program Summary Report												
Goods & Services	Consulting	Construction	Total All Categories	Small Contractors & Suppliers Utilization								
\$ 9,900,087	\$ 9,283,141	\$ 8,202,497	\$ 27,385,725	Total Contracts Awarded to SCS Firms all Methods								
\$ 9,900,087	\$ 7,996,475	\$ 4,764,526	\$22,661,088	SCS Contracts Awarded due to Incentives or Requirements								
36.15%	29.20%	17.40%	82.75%	Percentage of SCS Contract Awards due to Incentives or Requirements								
73	29	34	136	Number of SCS Contract Awards								
SCS Contracts Awarded Due to Incentives or Requirements by Gender and Race												
		Asian	%	Black	%	Hispanic	%	Native	%	Caucasian	%	
Men	84	\$12,731,256	\$262,785	2.06%	\$1,619,229	12.72%	\$1,323,994	10.40%	\$268,870	2.11%	\$8,088,109	63.53%
Women	52	\$9,929,833	\$337,448	3.40%	\$740,825	7.46%	\$0	0.00%	\$0	0.00%	\$8,851,559	89.14%
<b>Totals</b>	<b>136</b>	<b>\$22,661,088</b>	<b>\$600,234</b>	<b>2.65%</b>	<b>\$2,360,054</b>	<b>10.41%</b>	<b>\$1,323,994</b>	<b>5.84%</b>	<b>\$268,870</b>	<b>1.19%</b>	<b>\$16,939,668</b>	<b>74.75%</b>

Certified SCS Firms	2008
Construction	158
Consulting	355
Goods & Services	202
<b>Total SCS Firms</b>	<b>715</b>

SCS Contract Awards	2008
Construction	34
Consulting	29
Goods & Services	73
<b>Total SCS Contracts</b>	<b>136</b>

## 2007 SMALL BUSINESS PARTICIPATION

AWARDED CONTRACTS				
Certified Small Businesses	Goods & Services	Consulting	Construction	Total All Categories
<b>Small Contractors and Suppliers</b>	\$ 8,762,050	\$ 3,185,463	\$ 13,395,433	\$ 25,342,946
Minority Business Enterprises	\$ 7,131,997	\$ 868,965	\$ 29,689,531	\$ 37,690,493
Women Business Enterprises	\$ 1,361,346	\$ 1,175,982	\$ 21,007,271	\$ 23,544,599
Disadvantage Business Enterprises	\$ 164,138	\$ 1,059,968	\$ 14,791,605	\$ 16,015,711
<b>Totals</b>	<b>\$ 17,419,531</b>	<b>\$ 6,290,378</b>	<b>\$ 78,883,840</b>	<b>\$ 102,593,749</b>

### 2007 Contracting Opportunities Program Summary Report

Goods & Services	Consulting	Construction	Total All Categories	Small Contractors & Suppliers Utilization								
\$ 8,762,050	\$ 3,185,463	\$ 13,395,433	\$ 25,342,946	Total Contracts Awarded to SCS Firms all Methods								
\$ 675,000	\$ 3,185,463	\$ 503,929	\$ 4,364,392	SCS Contracts Awarded due to Incentives or Requirements								
2.70%	12.60%	2.00%	17.30%	Percentage of SCS Contract Awards due to Incentives or Requirements								
9	28	2	39	Number of SCS Contract Awards								
SCS Contracts Awarded Due to Incentives or Requirements by Gender and Race												
		Asian	%	Black	%	Hispanic	%	Native	%	Caucasian	%	
Men	22	\$2,786,163	\$393,799	9.00%	\$406,382	9.30%	-	-	\$670,929	15.40%	\$1,315,053	30.10%
Women	17	\$1,115,807	\$115,281	2.60%	\$526	0.00%	-	-	-	-	\$1,462,422	33.50%
<b>Totals</b>	<b>39</b>	<b>\$4,364,392</b>	<b>\$509,080</b>	<b>11.70%</b>	<b>\$406,908</b>	<b>9.30%</b>	<b>\$0</b>	<b>0.00%</b>	<b>\$670,929</b>	<b>15.40%</b>	<b>\$2,777,475</b>	<b>63.60%</b>

Certified SCS Firms	2007
Construction	128
Consulting	310
Goods & Services	171
<b>Total SCS Firms</b>	<b>609</b>

SCS Contract Awards	2007
Construction	2
Consulting	28
Goods & Services	9
<b>Total SCS Contracts</b>	<b>39</b>

## Program Implementation

Initial implementation of the Contracting Opportunities Program targeted the county's goods and services contracts and consultant agreements. In March 2007, the King County Council approved Ordinance 15703 which authorized using requirements on county-funded construction contracts to increase the use of SCS construction contractors. Prior to establishing requirements for the use of SCS contractors on construction projects, the county applied only voluntary goals.

In July 2007, the county advertised its first bid solicitation for construction services requiring a specific level of participation by SCS contractors as a percentage of the total bid price. During the remainder of 2007, the county applied requirements for the participation of SCS contractors to 13 bids for construction services.

The year 2008 marks the first full year of program implementation using all methods approved by the King County Council. During this period, the county increased the use of requirements for SCS contractors in the award of construction contracts and the required utilization percentage for the participation of these small contractors. For example, the required percentage of SCS participation for the 13 construction projects subject to these requirements in 2007 ranged from 3% to 5%. In 2008, the county began applying a higher percentage on construction projects based an increased pool of certified SCS firms. The required percentage of SCS participation for the 16 new construction projects subject to these requirements in 2008 ranged from 3% to 15%; and, the actual percentage of participation by SCS firms ranged from 3% to 25%. As the pool grows, the county will be able to apply higher required levels of participation for SCS contractors.

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## Program Structure

The Contracting Opportunities Program uses specific methods to create incentives and apply requirements for the use of Small Contractors and Suppliers (SCS) in county-funded contracts. The program applies these methods to the award of formally advertised contracts for goods and services, consulting, and public works (construction) contracts.

The Program creates opportunities for King County and its prime contractors to use SCS businesses on county contracts and increase the competitiveness of these firms as:

- Prime Contractors and Subcontractors
- Consultants
- Suppliers

The Program applies incentives to county-funded contracts for goods and services and professional and technical consulting services. For public works (construction) contracts, the county requires a specific percentage of participation by SCS businesses.

This report includes information useful to evaluate the program's effectiveness in increasing the participation of SCS businesses in the award of King County contracts. In addition, the report includes data on the size of SCS businesses that received contracts in the following three major contract categories: 1) goods and services 2) consulting, and 3) construction.

A business eligible to participate in the Contracting Opportunities Program must be at or below 50% of the United States Small Business Administration standards for size, and the personal net worth of each owner cannot exceed \$750,000. In addition, the business must also agree to participate in 15 hours of business training within the first year of program certification. For the report period, the gross annual business revenues, averaged over three years, cannot exceed the following:

<u>Classification</u>	<u>Threshold (\$ millions)</u>
Heavy Construction:	\$ 16.75
Special Trades Construction	\$ 7.00
Consulting	\$ 2.25
Goods and Services	\$ 3.50

## Contracting Opportunities Program

### Eligibility Criteria:

- Personal Net Worth less than \$750K
- 50% of the current Small Business Administration size standard business classifications
- Agreement to participate in 15 hours of business training within the 1st year of program certification



## Program Incentives & Requirements

### For goods and

**services** valued greater than \$25,000 and formally advertised using the county's formal competitive bidding process, the Contracting Opportunities Program applies a Fair Market Range to bids received from King County certified SCS firms. The county applies the Fair Market Range during the evaluation phase of the bidding process. The county awards the contract to the lowest responsible, responsive bidder; provided, however, that the county will award the contract to the SCS firm that is within an established fair market range of the lowest non-SCS bidder.

### For consulting

**services**, the Contracting Opportunities Program makes available additional points for proposals that commit to use SCS firms to perform work and that include outreach efforts for the increased participation of these firms throughout the duration of the contract term.

### Program Incentives & Requirements

- **Fair Market Range** – Applied to Goods & Services contracts procured through the formal competitive bidding process. Awards to the low SCS firm that is within an established fair market range of the lowest non-SCS bidder
- **Proposal Points** – Applied to negotiated procurements. Additional points are made available for proposals that commit to use eligible SCS firms and other selection criteria.
- **Requirements**— applied to public works (construction) projects. Establishes a specified required level of SCS participation.

### For public works (construction)

**projects**, the program establishes a required minimum percentage, dollar amount, or number of SCS firms on projects for participation in the performance of the work as a factor in the selection and award of a contract.

## Program Results

This section includes data tables that report the results of specific methods used to promote the use of 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, 2008 through December 31, 2008.

**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

<b>Total Dollar Amount by Contract category for the period January 1 through December 31, 2008</b>			
<b>Contract Category</b>	<b>Good &amp; Services</b>	<b>Consulting</b>	<b>Construction</b>
<b>Total dollar amount</b>	Not Available	\$37,854,654	\$86,413,648
<b>Total dollar amount w/incentives applied</b>	9,900,087	22,001,620	46,960,971

**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

<b>Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2007</b>				
<b>Dollars Awarded to SCS Firms by Race and Gender</b>	<b>Minorities (including women)</b>	<b>White Females</b>	<b>White Males</b>	<b>Total Dollars Awarded to SCSs</b>
<b>Goods &amp; Services</b>	\$1,148,313	\$3,962,236	\$4,789,538	\$9,900,087
<b>Consulting</b>	\$2,357,378	\$3,873,690	\$1,765,407	\$7,996,475
<b>Construction</b>	\$1,047,461	\$1,015,633	\$2,701,432	\$4,764,526
<b>Totals</b>	<b>\$4,553,152</b>	<b>\$8,851,559</b>	<b>\$9,256,377</b>	<b>\$22,661,088</b>

**Table 3** below reports **the total dollar amount paid to SCS firms by the county for goods and services** during the report period.

**Table 3**

Goods and Services	2008 Total \$ Awarded to SCS Firms
<b>Total Contracts Awarded to SCS Firms</b>	<b>\$9,900,087</b>

**Table 4** below contains an **alphabetical listing of SCS businesses awarded contracts for goods and services that included SCS incentives or requirements** during the report period. The list includes information **on the race and gender of these SCS businesses**, to the extent that these businesses voluntarily provide this information. The table also reports **the business location of these firms by city and zip code, and the dollar amount of the contract.**

**Table 4**

Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2008					
2008 Advertised Goods & Services Contracts					
Business Name	City	Zip	Race	Gender	\$ Contract Value
A&A PRINTING INC.	SEATTLE	98109	W	F	72,749.93
AAR TESTING LABORATORIES INC	REDMOND	98073	W	F	42,309.37
AIRPORT 76 MINI MART & DELI	SEATAC	98188	W	F	300.00
ALPINE COMMERCIAL TIRE AND RETREADERS INC.	WOODINVILLE	98072	W	M	259,488.97
ANITIAN ENTERPRISE SECURITY	SEATTLE	98136	W	M	24,774.75
AQUA CLEAN JET N VAC, INC.	RENTON	98056	W	M	42,362.29
B2 EQUIPMENT CO INC	MERCER ISLAND	98040	W	F	13,808.94
BEACON MACHINE INC	RENTON	98056	W	F	1,689.59
BOAS INC	SEATTLE	98112	W	F	9,726.86
BUBBLES BELOW SCUBA PROS	WOODINVILLE	98072	W	M	1,884.43
BUENAVISTA SERVICES INC	LAKE FOREST PARK	98155	H	M	8,784.00

Table 4

**Contracts Awarded that Included SCS Incentives or Requirements  
for the period January 1 through December 31, 2008**

**2008 Advertised Goods & Services Contracts**

<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>\$ Contract Value</b>
CASCADE STAFFING & TRAINING FDR GROUP	SEATTLE	98109	W	M	567,730.07
CHRISTINE THOMAS DESIGN & ILLUSTRATION	LEAGUE CITY	77574	W	F	13,815.00
COATINGS UNLIMITED INC.	KENT	98032	W	M	352,272.30
COATINGS UNLIMITED INC.	KENT	98032	W	M	9,438.40
COLES CONSULTANTS LLC	SEATTLE	98125	W	M	18,509.43
COMPUTERS & APPLICATIONS,SPECIAL PURPOSE SYSTEMS INC.	BELLEVUE	98004	A	M	258.40
COMPUTERS & APPLICATIONS,SPECIAL PURPOSE SYSTEMS INC.	BELLEVUE	98004	A	M	133.95
CREW LEADERSHIP	SEATTLE	98112	B	M	2,432.00
DATASITE NORTHWEST SAFE SITE NORTHWEST	BELLEVUE	98032	W	M	4,144.32
DENNIS R CRAIG CONSTRUCTION INC	REDMOND	98073	W	F	284,820.75
DENNIS YOUNG SERVICES INC.	SEATTLE	98112	W	M	27,019.58
DG LANDSCAPES INC	SEATTLE	98166	A	M	7,616.00
DYNAMIC SYSTEMS INC.	REDMOND	98052	W	F	392.10
DYNAMIC SYSTEMS INC.	REDMOND	98052	W	F	461.74
EBEN DESIGN	SEATTLE	98115	W	M	22,117.14
EHP & ASSOCIATES, INC.	BURIEN	98166	H	M	8,940.82
EXCEL SUPPLY COMPANY INC/EXCEL SUPPLY SOURCE INC	FEDERAL WAY	98093	A	F	318.14
EXCEL SUPPLY COMPANY INC/EXCEL SUPPLY SOURCE INC	FEDERAL WAY	98093	A	F	337,130.27

Table 4

**Contracts Awarded that Included SCS Incentives or Requirements  
for the period January 1 through December 31, 2008**

**2008 Advertised Goods & Services Contracts**

<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>\$ Contract Value</b>
EXPRESS GRAPHICS	SEATTLE	98178	W	M	1,659.73
FSI CONSULTING ENGINEERS	SEATTLE	98104	W	M	76,078.81
FSI CONSULTING ENGINEERS	SEATTLE	98104	W	M	1,632.00
FULL CIRCLE ENVIRONMENTAL	SEATTLE	98144	W	F	2,475.00
GRIFFIN HILL & ASSOCIATES L L C	SEATTLE	98118	B	M	220,609.69
HALLMARK SERVICES	SEATTLE	98101	W	F	2,932.63
HAOZOUS ENGINEERING P S	MUKILTEO	98275		M	2,498.22
HERZOG ENVELOPE INC.	REDMOND	98052	W	F	5,577.15
KAYLAS INC	SEATTLE	98118	B	F	10,025.00
KAYLAS INC	SEATTLE	98118	B	F	652.80
KEENEYS OFFICE PLUS	REDMOND	98073	W	F	789,602.33
KEENEYS OFFICE PLUS	REDMOND	98073	W	F	2,565,240.90
LONG BAY ENTERPRISES INC	SEATTLE	98116	W	F	7,150.00
MAGNUM PRINT SOLUTIONS	SEATTLE	98134	W	M	16,822.76
MAIN BUSINESS SYSTEMS	MILL CREEK	98012	W	M	862,276.74
MAIN BUSINESS SYSTEMS	MILL CREEK	98012	W	M	98,661.45
MOBIUS INDUSTRIES USA LLC	REDMOND	98052	H	M	10,920.00
MONICA J. PILARC, PH.D, PLLC	SEATTLE	98109	W	F	12,125.00
NATIONAL SAFETY, INC.	KENT	98032	W	M	108,163.95

**Table 4**

**Contracts Awarded that Included SCS Incentives or Requirements  
for the period January 1 through December 31, 2008**

**2008 Advertised Goods & Services Contracts**

<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>\$ Contract Value</b>
NATIONAL SAFETY, INC.	KENT	98032	W	M	444,709.91
NORDIC CONSTRUCTION, INC.	TACOMA	98424	W	M	847,565.58
NORTHWEST ASPHALT INC	RENTON	98059	W	M	824,510.07
NORTHWEST EROSION CONTROL INC	REDMOND	98052	H	M	23,849.06
OMEGA BAJA INDUSTRIAL CONTRACTORS, INC.	AUBURN	98001	N	M	230,159.90
ORGANIZATIONAL PSYCHOLOGY SOLUTIONS, LLC	EDMONDS	98020	W	M	8,500.00
PACIFIC NORTHWEST TECHNOLOGIES	LACEY	98503	A	M	70.72
PARAGON RESEARCH ASSOCIATES LLC	SEATTLE	98133	W	F	55,226.04
PRECISION MANUFACTURING	MOUNT VERNON	98274	W	F	23,665.06
PRINTSOURCE NORTHWEST, LLC	BOTHELL	98021	W	M	106,591.10
QUALITY DISCOUNT SUPPLIES & SERVICES	UNIVERSITY PLACE	98466	B	M	183,634.32
SNOQUALMIE VALLEY TOWING, INC	NORTH BEND	98045		M	270.17
STAHOLI TRENCHLESS CONSULTANTS LLC	BOTHELL	98021	W	F	871.27
SUN PRESS PRINTING	AUBURN	98001	W	M	2,881.59
TAYLOR ASSOCIATES INC	SEATTLE	98103	H	M	300.00
TELECOM TECHNOLOGY RESELLERS, LLC	BALLWIN	63011	N	M	38,710.25
THE NIGHT VISION STORE	TROPHY CLUB	76262	W	F	31,185.00
TIP TOP SERVICES	RENTON	98057	B	M	11,038.92
TRUE NORTH LAND SURVEYING INC	SEATTLE	98104	W	F	3,595.15

**Table 4**

<b>Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2008</b>					
<b>2008 Advertised Goods &amp; Services Contracts</b>					
<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>\$ Contract Value</b>
UNITED PEST SOLUTIONS	SEATTLE	98125	W	M	9,099.62
UNITED PEST SOLUTIONS	SEATTLE	98125	W	M	47,875.03
UNITED REPROGRAPHICS L L C	SEATTLE	98134	B	M	6,683.47
USARCHIVE & IMAGING SERVICES, INC.	KIRKLAND	98083	W	F	22,516.20
WASHINGTON ACCESSIBLE TAXIS WAT	SEATTLE	98122	B	M	42,417.44
WEST COAST PRINTING INC	SEATTLE	98144	A	M	3,627.46
<b>Total</b>					<b>\$ 9,900,087.03</b>

**Table 5** below 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 the contract title and dollar amount of the contract.**

Consulting Services	2008 Total \$ Awarded to SCS Firms
<b>Total\$ Amount of Contracts Awarded to SCS Firms</b>	<b>\$ 7,996,475</b>

**Table 5**

<i>Professional Consulting</i>						
Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2008						
2008 Consulting Contracts						
Business Name	City	Zip	Race	Gender	Contracts Awarded	\$ Contract Value
CERTIFIED LAND SERVICES CORPORATION	SEATTLE	98116	O	F	CHRLF REVISED SDP AND EIS	10,731.16
FLOISAND STUDIO	SEATTLE	98103	O	M	DESIGN SERVICES FOR THE PARKS MAINTENANCE FACILITY SYSTEM IMPROVEMENTS	120,071.00
HOUGH BECK & BAIRD INC	SEATTLE	98109	O	F	CHRLF REVISED SDP AND EIS	25,911.03
MAGNAN CONSULTING SERVICES INC	PUYALLUP	98372	O	M	CONSTRUCTION MANAGEMENT SERVICES FOR BOW LAKE PROCESSING AND TRANSFER FACILITY	218,386.00
NORTON ARNOLD & COMPANY	SEATTLE	98101	O	F	REGIONAL RECLAIMED WATER COMPREHENSIVE PLAN DEVELOPMENT	60,098.61
PACIFIC GEOMATIC SERVICES, INC.	MOUNTLAKE TERRACE	98043	O	M	COASTAL FLOOD HAZARD ANALYSIS FOR PUGET SOUND AREAS OF KING COUNTY	27,950.00
PARAGON RESEARCH ASSOCIATES LLC	SEATTLE	98133	O	F	WORK ORDER ARCHAEOLOGICAL AND HISTORICAL SERVICES	200,000.00



Table 5

<b>Professional Consulting</b>						
<b>Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2008</b>						
<b>2008 Consulting Contracts</b>						
<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>Contracts Awarded</b>	<b>\$ Contract Value</b>
SOIL & ENVIRONMENTAL ENGINEERS	REDMOND	98052	A	M	CHRLF REVISED SDP AND EIS	11,226.60
SOIL & ENVIRONMENTAL ENGINEERS	REDMOND	98052	A	M	CONSTRUCTION MGMT SERVICES FOR KC CEDAR HILLS REGIONAL; LANDFILL CAP IMP PROJECTS	189,005.00
SYSTEMS CONSULTING LLC	TACOMA	98401	B	F	CONSTRUCTION MANAGEMENT SERVICES FOR BOW LAKE PROCESSING AND TRANSFER FACILITY	115,905.00
SYSTEMS CONSULTING LLC	TACOMA	98401	B	F	CONSTRUCTION MGMT SERVICES FOR KC CEDAR HILLS REGIONAL LANDFILL CAP IMP PROJECTS	164,242.00
<b>Total</b>						<b>\$1,143,526</b>

**Table 5**

<b>Technical Consulting</b>						
<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>Contracts Awarded</b>	<b>\$ Contract Value</b>
CHAKOIAN MCCLURE GROUP	SEATTLE	98117	W	F	IT MASTER CONSULTING	500,000.00
COLEHOUR +COHEN	SEATTLE	98101	W	M	RECYCLABLE, REUSABLE MATERIALS MARKET DEVELOPMENT	279,000.00
CREW LEADERSHIP	SEATTLE	98112	B	M	ORGANIZATIONAL CONSULTING	465,000.00
FLT CONSULTING INC	OLYMPIA	98502	W	F	SERVICE DELIVERY MODEL & ORGANIZATIONAL STRUCTURE	24,950.00
HEALTHCARE ACTUARIES LLC	BOTHELL	98011	W	M	BENEFITS CONSULTANT	120,000.00
HOUGH BECK & BAIRD INC	SEATTLE	98109	W	F	GRAPHIC AND PRESENTATION SERVICES FOR GRANT APPLICATION	27,000.00
KEEP THE CHANGE	SEATTLE	98105	B	M	ORGANIZATIONAL CONSULTING SERVICES	450,000.00
KELLOGG CONSULTING SERVICES	SEATTLE	98122	W	F	ORGANIZATIONAL CONSULTING SERVICES	450,000.00
MASON CONSULTING GROUP	SEATTLE	98105	W	M	ORGANIZATIONAL CONSULTING SERVICES	450,000.00
NEW WORLD COMMUNICATIONS	WOODINVIL LE	98077	B	M	MINORITY BUSINESS & YOUTH ALLIANCE (MBYA) PROJECT COORDINATION	12,000.00
NORTON ARNOLD & COMPANY	SEATTLE	98101	W	F	ORGANIZATIONAL CONSULTING SERVICES	150,000.00
ORGANIZATIONAL PSYCHOLOGY SOLUTIONS, LLC	EDMONDS	98020	W	M	ORGANIZATIONAL CONSULTING SERVICES	300,000.00
PERFORMANCE DIMENSIONS GROUP	KIRKLAND	98033	W	F	ORGANIZATIONAL CONSULTING SERVICES	1,800,000.00
PREMIER SYSTEMS, LLC	MILL CREEK	98012	W	M	MASTER CONSULTING SERVICES FOR KING COUNTY ABT PROGRAM	250,000.00

**Table 5**

<b>Technical Consulting</b>						
<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>Contracts Awarded</b>	<b>\$ Contract Value</b>
RITTENHOUSE CONSULTING	BELLEVUE	98006	W	F	CEDAR GROVE MOBILE HOME PARK RELOCATION SERVICES (PLANNING/OUTREACH)	24,999.00
THE JMA GROUP	SEATTLE	98114	B	F	ORGANIZATIONAL CONSULTING SERVICES	450,000.00
TIME SAVING SOLUTIONS	REDMOND	98052	W	F	ORGANIZATIONAL CONSULTING SERVICES	600,000.00
TRIPLENET TECHNOLOGIES INC	SEATTLE	98122	H	M	IT MASTER CONSULTING CONTRACT	500,000.00
<b>Totals</b>						<b>\$6,852,949</b>

**Table 6** below contains a **listing of awarded contracts for construction projects that included SCS requirements** during the report period. The table also reports **the required percentage of SCS participation based on the contract amount, and the actual percentage and dollar amount of SCS participation on these projects.**

**Table 6**

<b>January – December 2008 Requirements Applied for Construction Projects</b>				
<b>CONTRACT TITLE</b>	<b>Required SCS %</b>	<b>Contract Amount</b>	<b>Actual</b>	<b>Actual</b>
			<b>SCS \$s</b>	<b>SCSs %</b>
124th Avenue SE (SE 202nd Place to SE 208th Street)	3%	\$ 281,669.50	\$ 29,815.00	11%
Bellevue Pump Station Upgrade	3%	\$ 8,605,000.00	\$ 605,390.00	7%
Brightwater Reclaimed Water System Section 2	8%	\$ 6,647,320.00	\$ 552,500.00	8%
CHRL Area 6 Stage 2 closure, Area 7 Phase 1 Excavation and Pump Station Improvements Phase 2	5%	\$ 5,894,211.31	\$ 328,651.00	6%
East Pine Pump Station Electrical Upgrades	5%	\$ 1,285,456.00	\$ 213,443.00	17%
Eastgate Park And Ride Bus Layover Expansion	5%	\$ 304,700.00	\$ 19,000.00	6%
Enumclaw Transfer Station Seismic Improvements	3%	\$ 1,909,317.90	\$ 108,773.00	6%
Improvements to Ryerson Base	10%	\$ 8,451,000.00	\$ 920,000.00	11%
King Street Odor Control Facility	3%	\$ 3,604,750.00	\$ 451,982.00	13%
Lake Hills Interceptor and Elliott Bay Interceptor Section 2 Rehab	2%	\$ 2,785,685.50	\$ 336,250.00	12%
Marymoor Connector Trail	10%	\$ 1,884,000.00	\$ 173,159.25	9%
Multi Use Synthetic Turf Baseball Fields 1 and 2 at Marymoor Park	4%	\$ 2,297,829.00	\$ 456,236.00	20%
North Annex Mechanical HVAC Upgrades	15%	\$ 436,358.00	\$ 105,343.13	24%
Signal Capital Replacement and Modification (SCRAM) Group 2 Junita Area	3%	\$ 336,600.00	\$ 82,492.00	25%
Signal Capital Replacement and Modification (SCRAM) Group 4 SKYWAY	5%	\$ 554,994.00	\$ 101,141.60	18%
WPTP Heating/Cooling Loop Modifications	3%	\$ 1,682,080.00	\$ 280,350.00	17%
	<b>TOTAL</b>	<b>\$ 46,960,971.21</b>	<b>\$ 4,764,525.98</b>	

**Table 7** below contains an **alphabetical listing of SCS businesses awarded contracts for construction services that included SCS incentives or requirements**, during the report period. The list includes information on the race and gender of these SCS businesses, to the extent that these businesses voluntarily provide this information. The table also reports **the business location of these firms by city and zip code, and the contract title and dollar amount of the contract.**

Construction Services	2008 Total \$ Awarded to SCS Firms
<b>Total \$ Amount of Contracts Awarded to SCS Firms</b>	<b>\$4,764,526</b>

**Table 7**

Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2008						
2008 Construction Contracts (with requirements)						
Business Name	City	Zip	Race	Gender	Contracts Awarded	\$ Contract Value
ADEPT	KENT	98064	B	M	NORTH ANNEX MECHANICAL HVAC UPGRADES	25,413.13
AIRFLOW MECHANICAL INC	LYNNWOOD	98036	H	M	BELLEVUE PUMP STATION UPGRADE	207,390.00
AMERICAN ELECTRICAL SERVICES, INC.	BUCKLEY	98321	O	M	ENUMCLAW TRANSFER STATION SEISMIC IMPROVEMENTS	108,773.00
ASHFORD ELEC & CONSTR CO	KIRKLAND	98033	O	F	KING STREET ODOR CONTROL FACILITY	420,000.00
COATINGS UNLIMITED INC.	KENT	98032	O	M	LAKE HILLS INTERCEPTOR & ELLIOTT BAY INTERCEPTOR SECTION 2 REHAB	330,250.00
DDJ CONSTRUCTION WELDING INC	ENUMCLAW	98022	O	M	BRIGHTWATER RECLAIMED WATER SYSTEM SECTION 2	9,000.00
DENNIS R CRAIG CONSTRUCTION INC	REDMOND	98073	O	F	BRIGHTWATER RECLAIMED WATER SYSTEM SECTION 2	180,000.00
DENNIS R CRAIG CONSTRUCTION INC	REDMOND	98073	O	F	SIGNAL CAPITAL REPLACEMENT AND MODIFICATION (SCRAM) GROUP 4 SKYWAY	101,141.60

**Table 7**

<b>Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2008</b>						
<b>2008 Construction Contracts (with requirements)</b>						
<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>Contracts Awarded</b>	<b>\$ Contract Value</b>
DENNIS R CRAIG CONSTRUCTION INC	REDMOND	98073	O	F	SIGNAL CAPITAL REPLACEMENT AND MODIFICATION (SCRAM) GROUP 2 JUANITA AREA	82,492.00
EMERALD CITY WEATHERPROOFERS INC	TACOMA	98409	A	M	KING STREET ODOR CONTROL FACILITY	31,982.00
ENGLERT CONSTRUCTION	PUYALLUP	98375	O	M	NORTH ANNEX MECHANICAL HVAC UPGRADES	79,930.00
FORTNER TRUCKING	ENUMCLAW	98022	A	M	124TH AVENUE SE (SE 202ND PLACE TO SE 208TH STREET)	10,045.00
FORTNER TRUCKING	ENUMCLAW	98022	A	M	MULTI USE SYNTHETIC TURF BASEBALL FIELDS 1 AND 2 AT MARYMOOR PARK	8,820.00
FORTNER TRUCKING	ENUMCLAW	98022	A	M	CHRL AREA 6 STAGE 2 CLOSURE, AREA 7 PHASE 1 EXCAVATION AND PUMP STATION IMPROVEMENTS PHASE 2	0.00 <sup>1</sup>
FTR PACIFIC, INC.	TACOMA	98404	H	M	MULTI USE SYNTHETIC TURF BASEBALL FIELDS 1 AND 2 AT MARYMOOR PARK	82,000.00
HIGH MOUNTAIN ELECTRIC, INC.	KIRKLAND	98034	O	M	MULTI USE SYNTHETIC TURF BASEBALL FIELDS AT MARYMOOR PARK	245,500.00
JMR TRUCKING INC	SEATTLE	98178	B	M	BRIGHTWATER RECLAIMED WATER SYSTEM SECTION 2	200,000.00
KM ELECTRIC	COVINGTON	98042	O	M	IMPROVEMENTS TO RYERSON BASE	920,000.00
NORTHWEST ASPHALT INC	RENTON	98059	O	M	124TH AVENUE SE (SE 202ND PLACE TO SE 208TH STREET)	19,770.00

<sup>1</sup> Values with \$0.00 represent contracts for time and materials only.

**Table 7**

Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2008						
2008 Construction Contracts (with requirements)						
Business Name	City	Zip	Race	Gender	Contracts Awarded	\$ Contract Value
NORTHWEST ASPHALT INC	RENTON	98059	O	M	MULTI USE SYNTHETIC TURF BASEBALL FIELDS 1 AND 2 AT MARYMOOR PARK	2,500.00
NORTHWEST EROSION CONTROL INC	REDMOND	98052	H	M	MARYMOOR CONNECTOR TRAIL	173,159.25
NORTHWEST EROSION CONTROL INC	REDMOND	98052	H	M	CHRL AREA 6 STAGE 2 CLOSURE, AREA 7 PHASE 1 EXCAVATION AND PUMP STATION IMPROVEMENTS PHASE 2	308,651.00
NORTHWEST METALS AND SALVAGE SERVICE, INC.	SEATTLE	98103	O	M	WPTP HEATING/COOLING LOOP MODIFICATIONS	280,350.00
OUT WEST LANDSCAPE AND IRRIGATION INC	WOODINVILLE	98072	O	F	EASTGATE PARK AND RIDE BUS LAYOVER EXPANSION	15,500.00
PLS, INC. PROFESSIONAL LAND SURVEYORS	ISSAQUAH	98027	O	F	BRIGHTWATER RECLAIMED WATER SYSTEM SECTION 2	90,000.00
PLS, INC. PROFESSIONAL LAND SURVEYORS	ISSAQUAH	98027	O	F	CHRL AREA 6 STAGE 2 CLOSURE, AREA 7 PHASE 1 EXCAVATION AND PUMP STATION IMPROVEMENTS PHASE 2	20,000.00
PLS, INC. PROFESSIONAL LAND SURVEYORS	ISSAQUAH	98027	O	F	EASTGATE PARK AND RIDE BUS LAYOVER EXPANSION	3,500.00
PLS, INC.	ISSAQUAH	98027	O	F	BELLEVUE PUMP STATION UPGRADE	97,000.00
PONGLIA TRUCKING INC	DES MOINES	98198	A	M	MULTI USE SYNTHETIC TURF BASEBALL FIELDS AT MARYMOOR PARK	0.00 <sup>1</sup>

<sup>1</sup> Values with \$0.00 represent contracts for time and materials only.

**Table 7**

<b>Contracts Awarded that Included SCS Incentives or Requirements for the period January 1 through December 31, 2008</b>						
<b>2008 Construction Contracts (with requirements)</b>						
<b>Business Name</b>	<b>City</b>	<b>Zip</b>	<b>Race</b>	<b>Gender</b>	<b>Contracts Awarded</b>	<b>\$ Contract Value</b>
QCC QUALITY CONTORLS CORP	LYNNWOOD	98036	O	M	EAST PINE PUMP STATION ELECTRICAL UPGRADES	213,443.00
QCC QUALITY CONTORLS CORP	LYNNWOOD	98036	O	M	BRIGHTWATER RECLAIMED WATER SYSTEM SECTION 2	73,500.00
QCC QUALITY CONTORLS CORP	LYNNWOOD	98036	O	M	BELLEVUE PUMP STATION UPGRADE	301,000.00
SEAWEST CONSTRUCTION INC	ISSAQUAH	98027	O	M	MULTI USE SYNTHETIC TURF BASEBALL FIELDS 1 AND 2 AT MARYMOOR PARK	117,416.00
THE WORK ZONE CORP, INC.	PUYALLUP	98373	O	F	LAKE HILLS INTERCEPTOR AND ELLIOTT BAY INTERCEPTOR SECTION 2 REHAB	6,000.00
<b>Totals</b>						<b>\$4,764,525.98</b>



**Table 8** below provides information on the number of certified SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the contract categories.

**Table 8**

<b>List of Participating SCS firms</b>	
<b>Category:</b>	<b>Total Firms</b>
<b>All Categories (as of 12/31/2008)</b>	<b>715</b>
<b>Architectural Engineering Firms:</b>	<b>102</b>
Minority	41
Minority Female	6
White Female	30
White Male	28
Non-Identified	3
<b>Construction</b>	<b>158</b>
Minority	69
Minority Female	9
White Female	34
White Male	31
Non-Identified	24
<b>Consulting</b>	<b>253</b>
Minority	80
Minority Female	30
White Female	95
White Male	65
Non-Identified	13
<b>Goods &amp; Services</b>	<b>202</b>
Minority	106
Minority Female	22
White Female	45
White Male	40
Non-Identified	11
A detailed directory of SCS firms is available at the following Website: <a href="http://info.kingcounty.gov/EXEC/contractreporting/Public/SCS/default.aspx">http://info.kingcounty.gov/EXEC/contractreporting/Public/SCS/default.aspx</a>	

Tables 9a, 9b, 9c, and 9d below provide a list for the goods and services contract category of the number of certified SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the following revenue categories:

**2008 Goods & Services – Companies’ Annual Gross Receipt Categories**

**Table 9a: \$0 - \$500,000 - In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	7	-
	Male	8	2
Black	Female	7	1
	Male	53	2
Hispanic	Female	1	-
	Male	6	1
Native American	Female	2	-
	Male	4	1
White	Female	26	5
	Male	23	4
<b>Total Firms</b>		<b>137</b>	<b>16</b>

**Table 9b: \$500,000 - \$1 Million - In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	2	-
	Male	1	-
Black	Female	1	-
	Male	-	-
Hispanic	Female	-	-
	Male	-	-
Native American	Female	1	-
	Male	1	-
White	Female	7	2
	Male	10	5
<b>Total Firms</b>		<b>23</b>	<b>7</b>

**Table 9c: \$1 Million - \$2 Million - In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	1	1
	Male	2	1
Black	Female	-	-
	Male	3	2
Hispanic	Female	-	-
	Male	1	1
Native American	Female	-	-
	Male	-	-
White	Female	6	2
	Male	7	1
<b>Total Firms</b>		<b>20</b>	<b>8</b>

**Table 9d: Over \$2 Million - In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	-	-
	Male	2	1
Black	Female	-	-
	Male	2	-
Hispanic	Female	-	-
	Male	-	-
Native American	Female	1	-
	Male	-	-
White	Female	9	3
	Male	6	3
<b>Total Firms</b>		<b>20</b>	<b>7</b>

Tables 10a, 10b, 10c and 10d below provide a list for the consulting services contract category of the number of certified SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the following revenue categories:

**2008 Consulting – Companies’ Annual Gross Receipt Categories**

**Table 10a: \$0 - \$250,000 - In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	7	-
	Male	20	-
Black	Female	15	2
	Male	24	4
Hispanic	Female	5	-
	Male	7	1
Native American	Female	2	-
	Male	2	-
White	Female	88	7
	Male	68	9
<b>Total Firms</b>		<b>238</b>	<b>23</b>

**Table 10b: \$250,000 - \$500,000-In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	2	1
	Male	7	-
Black	Female	1	-
	Male	3	-
Hispanic	Female	-	-
	Male	2	1
Native American	Female	-	-
	Male	1	-
White	Female	9	3
	Male	18	3
<b>Total Firms</b>		<b>43</b>	<b>8</b>

**Table 10c: \$500,000 - \$1,000,000 -In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	-	-
	Male	4	-
Black	Female	2	-
	Male	1	-
Hispanic	Female	-	-
	Male	1	-
Native American	Female	-	-
	Male	-	-
White	Female	16	6
	Male	9	-
<b>Total</b>		<b>33</b>	<b>6</b>

**Table 10d: Over \$1,000,000 - In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	2	-
	Male	5	1
Black	Female	-	-
	Male	5	-
Hispanic	Female	-	-
	Male	2	1
Native American	Female	-	-
	Male	-	-
White	Female	8	3
	Male	9	2
<b>Total</b>		<b>31</b>	<b>7</b>

Tables 11a, 11b, 11c, and 11d below provides a list for the construction services contract category of the number of certified SCS businesses by race and gender, to the extent businesses voluntarily provide this race and gender information, in each of the following revenue categories:

**2008 Construction – Companies’ Annual Gross Receipt Categories**

**Table 11a: \$0 - \$500,000- In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	1	-
	Male	8	1
Black	Female	4	-
	Male	21	2
Hispanic	Female	2	-
	Male	6	3
Native American	Female	-	-
	Male	6	-
White	Female	17	1
	Male	26	1
<b>Total Firms</b>		<b>91</b>	<b>8</b>

**Table 11b: \$500,000 - \$3,000,000- In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	-	-
	Male	6	2
Black	Female	-	-
	Male	4	-
Hispanic	Female	1	-
	Male	2	-
Native American	Female	-	-
	Male	1	1
White	Female	14	3
	Male	18	7
<b>Total Firms</b>		<b>46</b>	<b>13</b>

**Table 11c: \$3,000,000 - \$8,000,000 - In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	-	-
	Male	-	-
Black	Female	-	-
	Male	-	-
Hispanic	Female	-	-
	Male	3	2
Native American	Female	-	-
	Male	-	-
White	Female	2	2
	Male	8	2
<b>Total Firms</b>		<b>13</b>	<b>6</b>

**Table 11d: Over \$8,000,000 - In Gross Receipts**

Race	Gender	# of Certified Firms	# of Awarded Firms
Asian	Female	-	-
	Male	-	-
Black	Female	-	-
	Male	1	-
Hispanic	Female	-	-
	Male	-	-
Native American	Female	-	-
	Male	-	-
White	Female	-	-
	Male	1	1
<b>Total Firms</b>		<b>2</b>	<b>1</b>

# Program Findings and Additional Opportunities

The year 2008 was the first full year of program implementation using all methods approved by the King County Council to increase the participation of SCS businesses in contract awards for goods, consulting and construction services. The data shows notable increases in the overall participation of these small businesses in all contract categories as compared to the prior report period.

The use of requirements in the award of public works (construction) projects began in July 2007. During 2008, the county awarded sixteen construction projects that included SCS requirements (list on page 7). As the program continues to advance and the number of certified SCS firms expand, so will the county's level of overall use of SCS firms in its contracting opportunities.

## Findings

The data reveals the use of different incentives and requirements to promote the use of SCS businesses is successful in increasing the participation of these firms on county contracts for goods, professional and technical consulting services, and now in the award of public works (construction) contracts.

## Additional Contracting Tools

In June 2008, King County introduced additional tools to provide greater contracting opportunities to small businesses.

**For goods and services contracts valued under \$25,000**, the county includes a minimum of one SCS firm, to the extent available, in the solicitation for quotes from the county's Directory of Small Contractors and Suppliers (SCS). The county informally procures goods and services under \$25,000 by obtaining written or telephone quotes from three firms rather than through public advertising. The SCS firm shall receive the contract award if its quote is less than or equal to the lowest non-SCS quote received.

**For professional consulting work order contracts**, the county establishes participation goals during the solicitation for proposals phase with incentive points available for proposers who meet or exceed the goals in the award of contracts for architectural, engineering and consulting services.

**For work order contracts for construction services**, the county is pursuing the establishment of requirements for the participation of SCS firms on contracts that have a not-to-exceed threshold of \$500,000. For these contracts, the county will require a specific number of SCS firms on these construction projects.

## Exploration of Other New Tools

During the report period, the county explored the use of Job Order Contracts to provide more opportunities for SCS contractors to participate on public works projects for minor construction, renovation, remodels or repairs. Job order contracting is an alternative public works contracting method for an indefinite quantity and delivery type of public work contract in which the contractor bids a markup or markdown based on a unit price book for each negotiated work order issued under the contract. The contractor is required to subcontract at least 90% of the work and can only perform 10% of the work. The county's research with public entities that are using job order contracts (i.e., University of Washington and the City of

Seattle) finds that this contract type requires at least one fulltime FTE to administer. Resources are currently unavailable to implement this tool. As an alternative, the county is exploring the use of a Limited Public Works Roster as authorized by the Revised Code of Washington.

**The Limited Public Works Roster** permits the award of public works projects estimated to cost less than \$35,000 without advertisement. A contractor must have gross revenues under \$1 million dollars annually (established by State law). Bid bonds are not required and the bidding period is short. King County will launch a demonstration project using the Limited Public Works Roster in 2009.

## Outreach Efforts

**The Annual Regional Contracting Forum** is a highly anticipated and successful annual event hosted by the Puget Sound Region's largest government entities including King County, Port of Seattle, City of Seattle, University of Washington, and Sound Transit in collaboration with other public agencies.

The Regional Contracting Forum is a source of useful information for contractors, vendors, and suppliers who want to learn about upcoming contracting opportunities in construction, consulting, and goods and services with government entities throughout the Puget Sound region. Business owners can network with other businesses and can speak directly with agency representatives to discuss resources and technical assistance available to help small businesses, many at no cost.

In March 2009, more than 1,200 persons attended this networking and information-gathering event. The Forum provided information about the Economic Recovery Package for Washington State, including projects resulting from these dollars that will provide contract opportunities. For the first time, this annual event included participation from the private sector. An interactive session during the forum provided expanded opportunities for firms who provide sub-consulting services to major architectural and engineering companies to meet and talk with prime consultants. This session had a particular emphasis on small sub-consultant firms and firms that have not yet provided sub-consulting services on projects of the sponsoring public agencies.

## **Small Business Certification**

King County includes only certified small businesses towards its participation goals. The small businesses included in this report have all confirmed their status as a qualified small business and possess one or more certifications from a local, state or federal agency. The Business Relations and Economic Development (BRED) staff perform in-house certification to validate the eligibility of businesses participating in the Contracting Opportunities Program. As of December 31, 2008, there were 715 participating Small Contractors and Suppliers certified in the program.

The program is neutral with regard to the gender and race of the participating businesses and provides a framework to support and enhance the capabilities of firms with an interest in securing contracts with King County.

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