Connecting the DoTS
(Part of the Working with SDOT Series)
Agenda / Overview

- Introduction
- Background / Big Picture
- Panel Discussion
  - Key Topics / Concepts
- Upcoming Opportunities
  - SDOT / ST / King County
- Certification
  OMWBE
- Bonding & Insurance
  USDOT: SBTRC
Background & Big Picture
Connecting the DoTS

- SDOT
- Procurement Processes
- Diversity Goals
- WMBE
- King County
- Sound Transit
- Certification
- Contract Delivery Methods
Procurement
## How Does Procurement Work?

<table>
<thead>
<tr>
<th></th>
<th>Business Directory</th>
<th>Contracting Portal</th>
<th>Inclusion Tools</th>
<th>Design Bid Build</th>
<th>GC/CM</th>
<th>Bonding / Insurance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SDOT</strong></td>
<td>City of Seattle Online Business Directory</td>
<td>E-bid Exchange</td>
<td>City of Seattle Inclusion Plan &amp; DBE Plans</td>
<td>YES</td>
<td>YES</td>
<td>Based on Risk</td>
</tr>
<tr>
<td><strong>Sound Transit</strong></td>
<td>Use other sources including: OMWBE, SCS</td>
<td>E-bid Exchange</td>
<td>Sound Transit Small Business Outreach</td>
<td>YES</td>
<td>YES</td>
<td>Bonding as required by RCW; Insurance based on risk</td>
</tr>
<tr>
<td><strong>King County</strong></td>
<td>Online Directory of Certified Small Contractors and Suppliers (SCS) <a href="http://www.kingcounty.gov/scsdirectory">www.kingcounty.gov/scsdirectory</a></td>
<td>List of Solicitations – Online Vendor Registration <a href="http://www.kingcounty.gov/procurement">www.kingcounty.gov/procurement</a></td>
<td>Requirements for the use of: SCS and SBE certified firms RESPONSIVENESS</td>
<td>YES</td>
<td>YES</td>
<td>Based on Risk</td>
</tr>
</tbody>
</table>
## Contracting Delivery Methods

<table>
<thead>
<tr>
<th></th>
<th>JOCS</th>
<th>Design Bid Build</th>
<th>GC/ CM</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Work Type</strong></td>
<td>Small Contracts, Sidewalks &amp; Curb Ramps</td>
<td>Cannot Exceed 350K Including Change Orders</td>
<td>Large complex projects that have many components that may be hard to quantify. Contractor included at 30% design. Typically over 50M</td>
</tr>
<tr>
<td><strong>Dollar Value</strong></td>
<td>Cannot Exceed 350K Including Change Orders</td>
<td>&lt;Everything in between&gt; Standard Method of Delivery in CPRS</td>
<td></td>
</tr>
<tr>
<td><strong>SDOT</strong></td>
<td>Construction, repair and renovation work on an as-needed basis</td>
<td>Work order cannot exceed $350k. May not exceed $4M per year.</td>
<td></td>
</tr>
<tr>
<td><strong>Sound Transit</strong></td>
<td>Construction, repair and renovation work on an as-needed basis</td>
<td>Work order cannot exceed $350k. May not exceed $4M per year.</td>
<td>Lowest responsive, responsible bidder based. Low-bidder (who meet S/DBE goals or good faith effort) is awarded contract.</td>
</tr>
<tr>
<td><strong>King County</strong></td>
<td>Wastewater Treatment Division and Facilities Maintenance Division</td>
<td>WTD $6 million and FMD $12 million</td>
<td>YES</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>YES</td>
</tr>
</tbody>
</table>
Certifications
# Certifications Each Agency Accepts

<table>
<thead>
<tr>
<th></th>
<th>STATE / OMWBE</th>
<th>DBE</th>
<th>OBD WMBE</th>
<th>SCS</th>
<th>SBE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SDOT</strong></td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>NO</td>
<td>NO</td>
</tr>
<tr>
<td><strong>Sound Transit</strong></td>
<td>YES- for Small Business goals</td>
<td>YES</td>
<td>NO</td>
<td>YES- for Small Business Goals</td>
<td>YES- for Small Business Goals</td>
</tr>
<tr>
<td><strong>King County</strong></td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
</tr>
</tbody>
</table>
Contracting Diversity Goals
# Setting Contracting Diversity Goals

<table>
<thead>
<tr>
<th>Agency</th>
<th>Contract (FED Funds)</th>
<th>Contract (Local Funds)</th>
<th>Small Business</th>
<th>B2GNow</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SDOT</strong></td>
<td>Aspirational Goals (Only Consultant &amp; Purchasing)</td>
<td>DBE Goals (FAS Department)</td>
<td>Inclusion Plan (Prime Aspirational)</td>
<td>NA</td>
</tr>
<tr>
<td>3 Year Agency DBE Goal</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sound Transit</strong></td>
<td>3 Year agency DBE goal</td>
<td>S/DBE Goals</td>
<td>SBE</td>
<td>YES</td>
</tr>
<tr>
<td><strong>King County</strong></td>
<td>REQUIREMENTS Responsiveness</td>
<td>FTA. FAA = requirements for use of SBE FHWA = DBE Goals</td>
<td>% Requirements for the use of SCS firms</td>
<td>SCS and SBE requirements</td>
</tr>
</tbody>
</table>
What's Upcoming
UPCOMING: SDOT

• Move Seattle

• Upcoming SDOT Opportunities Sheets

• Where to access latest information & PM’s Staff Connections
## 2016 ANTICIPATED PROJECTS
### Listing Updated Quarterly

<table>
<thead>
<tr>
<th>#</th>
<th>Project</th>
<th>Project Manager</th>
<th>Selection Date</th>
<th>Federal Funds</th>
<th>2016 Streetcar Contract Date</th>
<th>2018 Streetcar Contract Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PIZ MASTER PLAN - SCHOOL SAFETY - 2015 Sidewalk Program - Package 1</td>
<td>Jack Barman <a href="mailto:jack.barman@ea.org">jack.barman@ea.org</a> (206) 684-4224</td>
<td>04/2016</td>
<td>NO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>PIZ MASTER PLAN - SCHOOL SAFETY - 2015 Sidewalk Program - Package 2</td>
<td>Eric Strach <a href="mailto:eco@seattle.gov">eco@seattle.gov</a></td>
<td>04/2016</td>
<td>NO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>PIZ MASTER PLAN - SCHOOL SAFETY - 2015 Sidewalk Program - Package 3</td>
<td>Kit Lee <a href="mailto:kit.lee@seattle.gov">kit.lee@seattle.gov</a> (206) 684-3569</td>
<td>12/2016</td>
<td>NO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>CANTON &amp; NORD ALLEY IMPROVEMENTS - Canton Alley</td>
<td>Amanda Tao <a href="mailto:amanda.tao@seattle.gov">amanda.tao@seattle.gov</a> (206) 277-8709</td>
<td>Re-advertisement TBD</td>
<td>FHWA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>CANTON &amp; NORD ALLEY IMPROVEMENTS - Nord Alley and Pioneer Passage</td>
<td>Amanda Tao <a href="mailto:amanda.tao@seattle.gov">amanda.tao@seattle.gov</a> (206) 277-8709</td>
<td>Re-advertisement TBD</td>
<td>FHWA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Project Information</td>
<td>The primary design focus of this project is pedestrian safety improvements. Work includes: new/replace sidewalks, curb, bulb/curb ramps, paving, channelization, drainage, landscaping, and utility relocations as necessary to accommodate the design and achieve AASHTO compliance to the maximum extent feasible.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Project Information</td>
<td>The primary design focus of this project is pedestrian safety improvements. Work includes: new/replace sidewalks, curb, bulb/curb ramps, paving, channelization, drainage, landscaping, walls, and utility relocations as necessary to accommodate the design and achieve AASHTO compliance to the maximum extent feasible.</td>
<td></td>
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</tr>
<tr>
<td>8</td>
<td>Project Information</td>
<td>This ongoing project covers the in-house crew work involved in repairing or reconstructing retaining walls. The repairs are needed to reduce interference with adjoining sidewalks and roadways.</td>
<td></td>
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</tr>
<tr>
<td>9</td>
<td>Project Information</td>
<td>This project will replace Canton Alley in the International District, thereby restoring its historic usage as pathway and commercial hub and improving pedestrian mobility and safety. As a community partner, the Seattle Chinatown International District Preservation and Development Authority (SCIDpda) will enhance the alley by designing and constructing lighting and beautification elements. The outcome will be a revitalized and safer pedestrian environment that engages both the community and businesses.</td>
<td></td>
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</tr>
<tr>
<td>10</td>
<td>Project Information</td>
<td>The project will replace Nord Alley and Pioneer Passage in Pioneer Square, thereby restoring their historic usage as pathways and commercial hubs and improving pedestrian mobility and safety. As community partners, the Alliance for Pioneer Square and the International Sustainability Institute (ISI) will enhance the alleys by designing and constructing lighting and beautification elements. The outcome will be a revitalized and safer pedestrian environment that engages both the community and businesses.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Project Information</td>
<td>This project connects the First Hill Streetcar and South Lake Union Streetcar lines. The Streetcar alignment is along 1st Avenue, Stewart Avenue, and Olive.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Project Information</td>
<td>This project extends the First Hill Streetcar to the north end of Broadway (approximately Dewey Way to Roy Street). This half-mile extension to the rear core of Broadway will reach a high density residential area with reliable frequent service approximately 10 minute headways mirroring the hours of operation of Link light rail system.</td>
<td></td>
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</tbody>
</table>
UPCOMING: Sound Transit

• East Link:
  – E130 (GC/CM)
    • SBE 10% / DBE 5%
  – E335 (GC/CM)
    • SBE 14% / DBE 7%
  – E340 (GC/CM)
    • SBE 10% / DBE 5%
  – E360 (Design-Build)
    • SBE 16% / DBE 6%

• Operations & Maintenance Facility: East (Design-Build)
  – SBE 12% / DBE 6%
Where to access the latest information?

About Sound Transit > Doing business with us > Procurement & Contracts > Current Snapshot of Solicitations

**Current Snapshot of Active and Immediate Future Procurements (future dates are estimated):**

### DESIGN & CONSTRUCTION

<table>
<thead>
<tr>
<th>Procurement Title</th>
<th>Department</th>
<th>Solicitation</th>
<th>Pre-Bid Meeting</th>
<th>Submittal Due</th>
<th>Contract Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Civil Construction Management Consultant (CMC) Services for Tacoma Link Expansion (Multiple Projects)</td>
<td>DECM</td>
<td>Nov 2016</td>
<td>Nov 2016</td>
<td>Dec 2016</td>
<td>Apr 2017</td>
</tr>
</tbody>
</table>

### Design/Build

<table>
<thead>
<tr>
<th>Procurement Title</th>
<th>Shortlisted Firms</th>
<th>Solicitation</th>
<th>Pre-Bid Meeting</th>
<th>Submittal Due</th>
<th>Contract Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Link Operations &amp; Maintenance Facility: East (OMF East) Design Build</td>
<td>Hensel Phelps Construction Co.</td>
<td>May 2016</td>
<td>NA</td>
<td>01/10/17</td>
<td>Apr 2017</td>
</tr>
<tr>
<td></td>
<td>Kiewit Infrastructure West Co.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Walsh Construction Company II, LLC</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

The Alternative Public Works – Design/Build Snapshot with shortlisted firms is published as needed.

### GC/CM Subcontract Opportunities

<table>
<thead>
<tr>
<th>Procurement Title</th>
<th>GC/CM Prime Contractor</th>
<th>Bid Package Number &amp; Title</th>
<th>Solicitation</th>
<th>Pre-Bid Meeting</th>
<th>Submittal Due</th>
<th>Contract Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Downtown Bellevue to Spring District GC/CM Heavy Civil</td>
<td>Stacy &amp; Witbeck / Atkinson, JV</td>
<td>BP4 – Open Cut Excavation &amp; Concrete Structure/123rd Bridge</td>
<td>10/17/16</td>
<td>10/25/16 3:00 PM</td>
<td>11/16/16 2:00 PM</td>
<td>TBD</td>
</tr>
</tbody>
</table>

The Alternative Public Works – GC/CM Snapshot is published as needed.
UPCOMING: King County

• Upcoming Opportunities

• Where to access the latest information
STATE OMWBE Certification: Office of Women’s and Minority Business Enterprises
WHY BECOME CERTIFIED?

• Agencies and prime contractors can find certified firms in centralized state databases

• Count towards State and local agency participation goals aimed at improving opportunities for small, minority and women-owned businesses

• U.S. Department of Transportation (USDOT) Disadvantaged Business Enterprises (DBE) regulations require state and local transportation agencies that receive USDOT financial assistance to establish goals for the participation of DBEs

• State certification makes you eligible to apply for the Linked Deposit Program that can decrease interest rates on qualified small business loans up to 2 percent
Types of Certifications

USDOT funded transportation projects
• Disadvantaged Business Enterprise (DBE)
• Federal Small Business Enterprise (SBE)
• Airport Concessionaire Disadvantaged (ACDBE)
Types of Certifications

State and locally funded projects
• Minority Business Enterprise (MBE)
• Woman Business Enterprise (WBE)
• Combination Business Enterprise (CBE)
• Socially and Economically Disadvantaged Business Enterprise (SEDBE)
General Eligibility Requirements

A business must be:

• A for-profit business.
• Licensed to do business in Washington (state certification only).
• A small business according to U.S. Small Business Administration size standards.
• Able to perform the services needed to fulfill the contract (state certification).
General Eligibility Requirements

Eligible owner(s) must:

• Be female, African American, Hispanic American, Native American, Alaska Native, Asian American, or Pacific Islander. Other individuals may be found to be socially and economically disadvantaged on a case-by-case basis.
• Be a U.S. Citizen or permanent resident.
• Own at least 51% of the business.
• Control managerial and day-to-day operations.
• Have personal net worth of less than $1.32 M (federal certification only).
How long does it take to get certified?

State application = 45 days from when OMWBE receives complete application

Federal application = 90 days from when OMWBE receives complete application
How much does it cost?

State certification
Sole Proprietorships $50
Partnerships $75
Corporations and LLCs pay $100

Federal DBE or ACDBE certification: $25
Small Business Enterprise (SBE) certification FREE
How to apply

Office of Minority and Women’s Business Enterprises

www.omwbe.wa.gov

360-664-9750 or 1-866-208-1064

email: receptionist@omwbe.wa.gov

Technical Assistance is available
M-F 8a-5pm in person or phone
USDOT: Northwest Small Business Technical Resource Center

Lily Keeffe
Project Director, SBTRC
Resources/Technical Assistance

Understanding Available Technical Assistance
 RFQ / RFP Responses
 Estimating

Bonding / Insurance
 Bonding / Insurance

Financials
 Financials

Business Documentation
 Getting Started
 Financials
Resource Summary: Impact for Primes and Subs

PRIMES
- RFQ / RFP assistance
- Understanding Liability
- Understanding Bonding / Insurance

SUBS
- Business Documentation
- Business Financials
- Technical Assistance
- Access to Capital
Technical Assistance
Next Steps (Further Information)

Technical Assistance
Financials

Bonding / Insurance
Access to Capital

+ Connections to Related Resources
Questions?

SDOT
Edson I. Zavala, Manager Office of Equity & Economic Inclusion
edson.zavala@seattle.gov | (206) 684-7949

Sound Transit
Brenda Nnambi, Diversity & Small Business Development Manager
brenda.nnambi@soundtransit.org | (209) 398-5036

Nick Datz, Design & Construction Contract Supervisor
nick.datz@soundtransit.org | (206) 398-5236

King County
Mary Rainey, Business Development & Contract Compliance
Mary.Rainey@kingcounty.gov | (206) 263-9731
North Puget Sound
Small Business Summit

Presented by

Gold Sponsors:

Silver Sponsors:

Bronze Sponsors:

Over 90 exhibitors representing local/state/federal agencies, small business resources & services, prime contractors & more

Fifteen different breakout sessions will provide resources and information to small businesses

Matchmaking opportunities with prime contractors & government buyers

Wednesday, November 2nd
8:00 a.m. - 3:00 p.m.
Lynnwood Convention Center
Free to attend, please register

For more information and to register visit our website
http://npssmallbusinesssummit.org/

Small Business Summit

Presented by Economic Alliance Snohomish County

November 2nd, 2016
9:00 a.m. - 3:00 p.m. (doors open at 8:00)
Lynnwood Convention Center
Free to attend, visit our website to register

- Over 75 exhibitors representing local/state/federal agencies, business resources, prime contractors & more
- Educational & networking opportunities with over 1,000 attendees from all around the Puget Sound region
- Fifteen different breakout sessions to provide insight & resources to small businesses
- Matchmaking opportunities with prime contractors & government buyers

For more information and to register, visit our website
http://npssmallbusinesssummit.org/

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