City of Seattle
Human Services Department

Date: February 14, 2013

To: Mayor Michael McGinn

From: Dannette R. Smith, Director, Seattle Human Services Department

Re: 2013 Human Services Department Women and Minority-Owned Business Enterprise Plan

1. **Department Representative:**
   The Seattle Human Services Department Senior Grants and Contracts Specialist, Elyn Blandón, is HSD's representative for WMBE initiatives and will attend IDT meetings and appropriate trade show events.

2. **Traditional 2013 Goals:**
   The Seattle Human Services Department purchasing goal is 35% and the consultant goal is 30%. In 2012, HSD awarded approximately $332,680.00 dollars to consultants, of which approximately $156,789.14 dollars was awarded to WMBEs in 2012 and we are confident that such goal is realistic for 2013. The amount of purchasing with WMBE's has increased for the Department since 2006 and our goal remains the same as last year based on recent past years' data. Approximately, $3,500,000.00 is targeted for 2013 purchasing goal.

3. **Optional 2013 Project Specific Goals:**
   Not applicable.

4. **Outreach Events:**
   The HSD Contracts Unit will prepare and facilitate training(s) for HSD staff in 2013 as part of ongoing staff and department development in terms of contracting and funding opportunities (also known as bidding processes). The HSD Contracts Unit will review the HSD WMBE web page and update accordingly any existing information, policy and procedures, as this web page is accessible to all HSD staff.

5. **Plans and Strategies:**
   The Department has a long history of engaging in community outreach to help ensure that subcontractors have staff and leadership who reflect the clients they serve. The greatest challenge for the Department is that most of the contracts are with non-profit agencies and thus are excluded from WMBE computations. As we move forward in streamlining delivery of services and contracts, HSD will continue to explore opportunities to further support WMBE.

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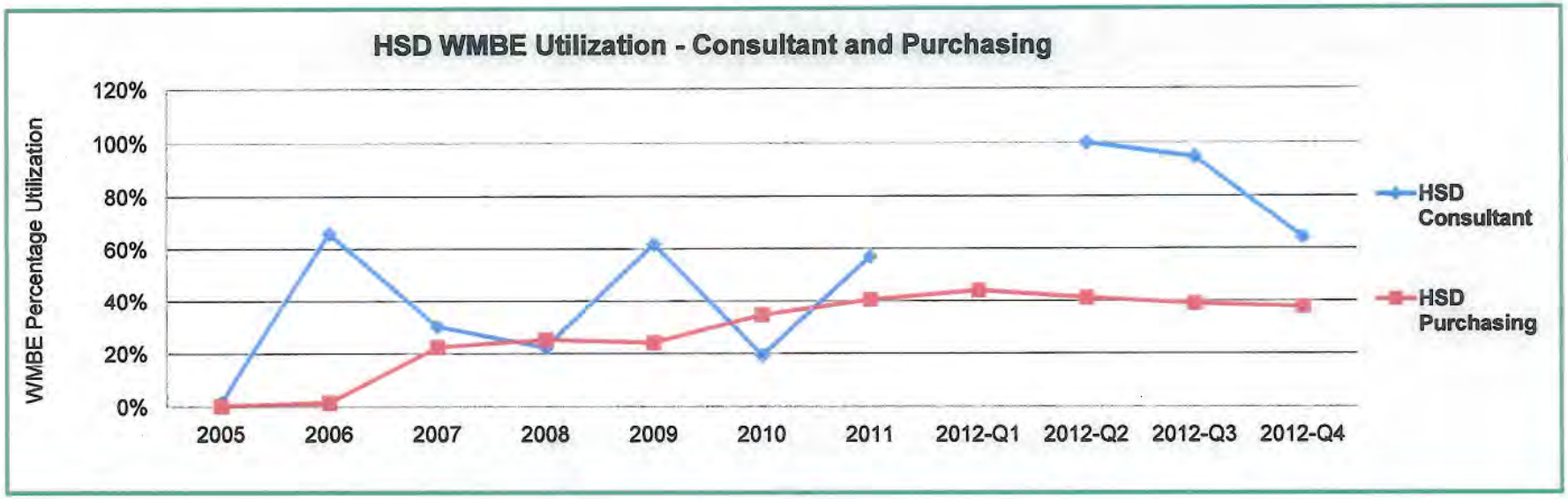
HSD						
Year	Consultant			Purchasing		
	Total	Percent	WMBE	Total	Percent	WMBE
2005	$ 238,461.40	2%	$ 3,800.00	$ 32,069,229.89	0%	$ 151,879.32
2006	$ 45,644.96	66%	$ 30,224.96	$ 9,495,986.45	2%	$ 157,287.74
2007	$ 257,752.51	30%	$ 78,473.33	$ 3,439,186.97	23%	$ 778,206.19
2008	$ 217,938.26	23%	$ 49,115.15	$ 5,222,838.37	25%	$ 1,328,725.70
2009	$ 207,955.66	62%	$ 129,029.91	$ 5,248,902.99	24%	$ 1,276,139.15
2010	$ 82,019.61	20%	$ 16,024.00	$ 3,743,324.38	35%	$ 1,303,491.41
2011	$ 99,756.38	57%	$ 57,137.27	$ 3,452,985.01	41%	$ 1,401,099.98
2012-Q1	-		-	$ 752,712.86	44%	$ 332,287.89
2012-Q2	$ 26,319.47	100%	$ 26,319.47	$ 1,692,268.15	41%	$ 699,739.98
2012-Q3	$ 47,434.22	95%	$ 44,965.47	$ 2,708,469.35	39%	$ 1,059,297.45
2012-Q4	$ 132,478.29	65%	$ 85,504.20	$ 3,717,913.56	38%	$ 1,404,423.30



1) 2012 year to date spend through 12/31/12
2) Produced by PCSD/FAS on 1/2/2013
3) Source: Standard Summit Reports