



**King County**

# **Do Business With Us**

**David Malone, Chief Procurement Officer**

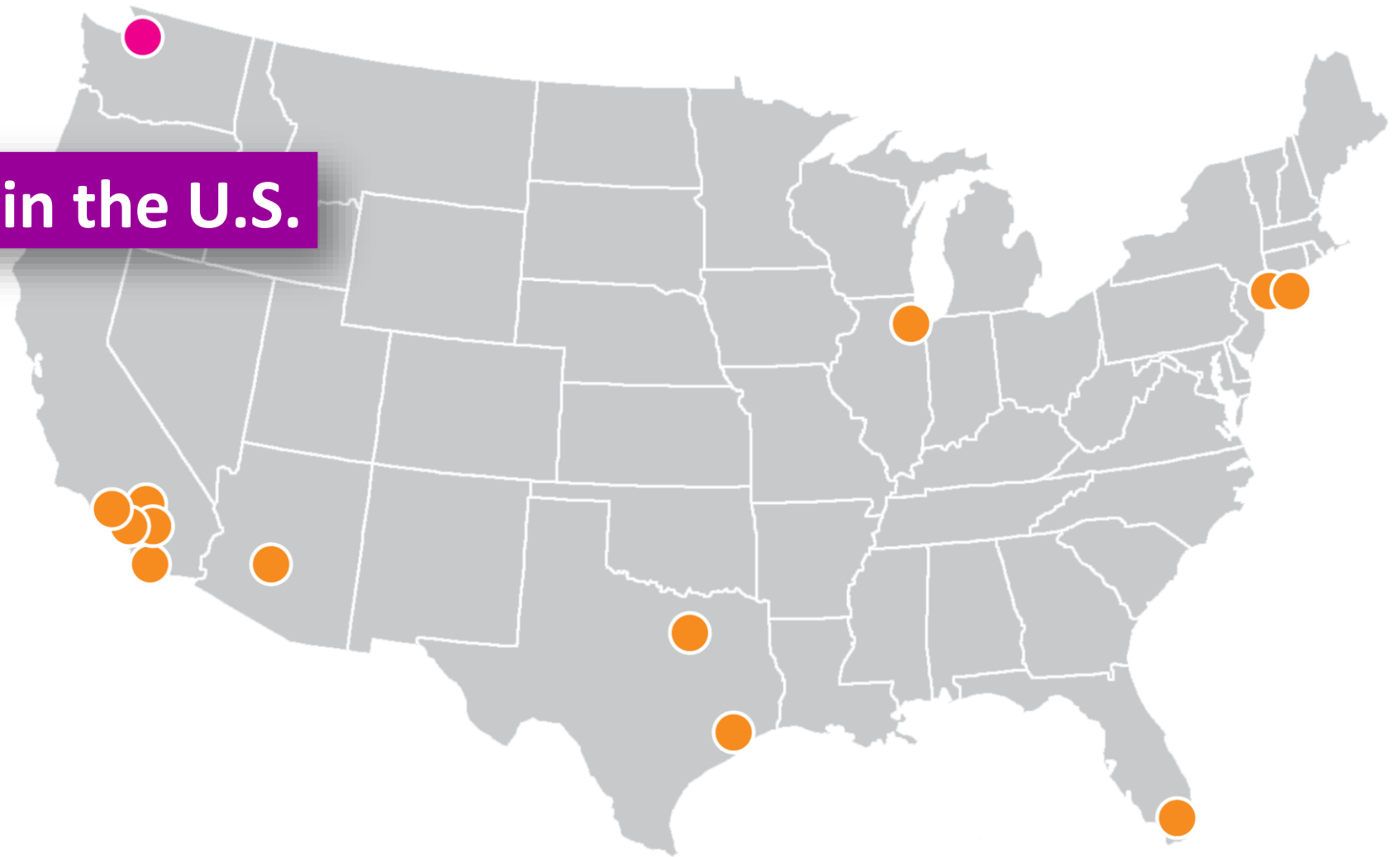
**January 27, 2022**



# about King County

**12<sup>th</sup> largest county in the U.S.**

- 2.2 million residents
- 15,000 employees
- 50 lines of business



# King County's Procurement Process

Upcoming Projects

Small Contractors

Sustainable Purchasing

E-Procurement



# King County Procurements

- Architecture & Engineering
- Construction (Public Works)



# Upcoming Capital Projects

Plan ahead for these construction, architecture & engineering projects

Hide fields Filter Group Sort ...

Project	Value	Est. Ad Date	Type	Division	Contact	Phone
Chinook Wind in Electric Mitigation Project ...	\$600,000.00	5/15/2020	Professional	Water & Land	Lara.Grothe@kingcounty.gov	(206) 4
81 North Mercer Island and Enatai Interceptors U...	\$60,000,000.00	4/1/2020	Construction	Wastewater	Stan.Hummel@kingcounty.gov	(206) 4
82 Lake Hills and NW Lake Sammamish Intercept...	\$67,000,000.00	4/1/2020	Construction	Wastewater	Ann.Grothe@kingcounty.gov	(206) 4
83 West Point Primary Sedimentation Area Roof ...	\$17,200,000.00	4/1/2020	Construction	Wastewater	JR.Meksavanh@kingcounty.gov	(206) 4
84 North Mercer Island and Enatai Interceptors U...	\$60,000,000.00	4/1/2020	Construction	Wastewater	Sibel.Yildiz@kingcounty.gov	(206) 4
85 Herzman Levee Setback Construction	\$3,200,000.00	4/25/2020	Construction	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206) 4
86 Lower Jones Road (Cedar)	\$1,000,000.00	4/30/2020	A/E Consultant	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206) 4

**2022 | 100+ projects worth \$338 million**

87 Interbay Force Main and Odor						
88 Jameson Building Replacemer						
89 BRPS Replace Ctrl Bldg	\$6,900,000.00	4/15/2021	Construction	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206) 4
90 Pacific Right Bank CM&I	\$5,000,000.00	9/5/2021	Professional	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206) 4
91 Hafner Barfuse Floodplain Restoration Project	\$1,500,000.00	11/15/2021	Professional	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206) 4

## Procurement & Payables

Emergency Purchasing

Emergency Operations

For Business -

Vaccination Mandate for Contractors

Do Business with King County

Contracting Opportunities

Solicitation Resources

Upcoming Capital Projects

Harborview Medical Center - Maleng Building

Register as a Supplier

Sustainable Purchasing

Training & Events

For King County Agencies +

Payment Processing +

Forms

Reporting

About us

# Procurement & Payables



### Quick Links

[Supplier Portal Login](#)

[Supplier Registration Info](#)

[Holders Lists, Attendees Lists, and Submittals](#)

[Submit Invoices](#)

[Awarded Contracts](#)

[Forms](#)

#### for Business

[Supplier Registration](#)

[Small Business Certification](#)

[Upcoming Capital Projects](#)

[Current Contract Opportunities](#)

[more](#)

#### for King County Agencies

[Buying Goods & Services](#)

#### E-Procurement (KC Agencies)

[Employee Springboard \(login\)](#)

kingcounty.gov/procurement

# Big Contracts in 2022

## Architecture & Engineering

- Gunter Levee Construction Management and Inspection (Water & Land) - **\$2.9 million**
- Corridor Planning and Pre-Design Studies Multiple Corridors (Metro)– **\$2 million**
- Lower Frew Levee Setback Design (Water & Land) - **\$2 million**

## Construction

- South County Recycling & Transfer Station (SWD) – **\$73 million**
- Wilburton Trestle (Parks)- **\$25.3 million**
- BRPS Seismic Upgrades(Water & Land)- **\$14 million**
- Lake Hills Interceptor Phase II (WTD) - **\$13.3 million**
- Fall City Floodplain Restoration Construction (Water & Land) – **\$12.5 million**

A panoramic view of the Seattle skyline under a clear blue sky. The Space Needle is the central focus on the left. The city is filled with various high-rise buildings, including a prominent red one. In the foreground, there are some lower-rise buildings and greenery. A semi-transparent dark blue banner is overlaid across the top half of the image, containing the main text.

# Do Business With Us

community values in action



# social equity goals

## King County

- Small Contractor & Supplier (SCS) 5% - 20%
- Apprenticeship 3% - 15%

## Priority Hire

- Apprenticeship 27% - 30%
- Journey Level 18% - 20%

## Federal

- FTA (triennial) 10% DBE
- FAA (triennial) 15.5% DBE
- EPA construction 10% MBE / 6% WBE
- EPA architecture/engineering 10% MBE / 4% WBE
- FHWA / WSDOT (triennial) 19% DBE

**In 2021 SCS certified firms were awarded \$50.7M in contracts, 21.8% of total contract value\***

\*data as of November 2021

# small business certification

King County's small business certification is called **Small Contractors and Suppliers (SCS)** and provides contracting incentives for the inclusion of small business on County contracts.

## **SCS Contracting Incentives for King County Funded Good & Services Contracts:**

- ✓ Purchases between \$10,000 and \$50,000: Requires quotes from three companies with at least one quote from an SCS firm.
- ✓ Purchases \$50,000+: A Fair Market Range Percentage Incentive is used to provide opportunities for small businesses to be competitive on low bid procurements.
- ✓ SCS goals applied to Requests for Proposals.
- ✓ SCS Accelerator – set aside program for consulting services procurements.

# small business certification

## SCS Contracting Incentives for King County Funded Construction and Architectural & Engineering contracts:

- ✓ Percentage of the total contract amount required to go to SCS certified firms on consultant and construction contracts.
- ✓ Architectural/Engineering Roster – requires solicitation of proposals from SCS certified firms – 60% of AE roster contracts have been awarded to SCS certified firms.

## SCS certification is recognized by:



## SCS eligibility criteria:

Owner's Personal net worth less than \$1.32M

Three-year average gross receipts meet Small Business Administration business size standards

Visit our website for more information:

[www.kingcounty.gov/BDCC](http://www.kingcounty.gov/BDCC)

# pro-equity contracting – fast-track SCS certification

- ✓ **State certified minority- and women-owned businesses automatically qualify for SCS certification.**
- ✓ Diversifies and expands SCS pool and increases eligibility of BIPOC- and women- owned firms for SCS incentives.
- ✓ No SCS application required.
- ✓ Email [scscertification@kingcounty.gov](mailto:scscertification@kingcounty.gov) to opt in.

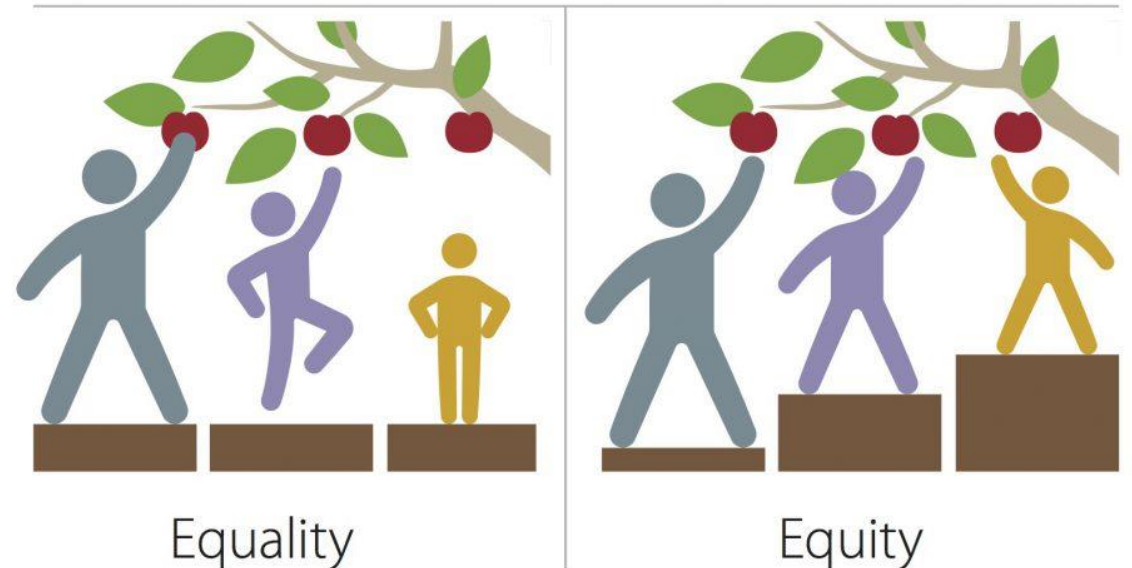


King County Executive Dow Constantine signing the Pro-equity Contracting Executive Order May 5, 2021.

# pro-equity contracting – ESJ innovation

## King County's Equity and Social Justice (ESJ) Innovation Plan

- ✓ Applies to King County funded AEP and Technical Consulting procurements
- ✓ Proposer assigns aspirational M/WBE goals and submits an outreach plan
- ✓ Proposer is scored on quality of outreach plan and specific actions taken to maximize M/WBE participation.
- ✓ M/WBE firms must be certified by the Washington State OMWBE office
- ✓ Additional Equity goals may be applied





# sustainable purchasing priorities

## Sustainable Purchasing Ordinance and Executive Policy

- FSC certified wood
- Low GHG cement alternatives

## Green Building Ordinance

- LEED platinum rating
- Credit for sustainable building materials (recycled content materials, compost, FSC, etc) and recycling.

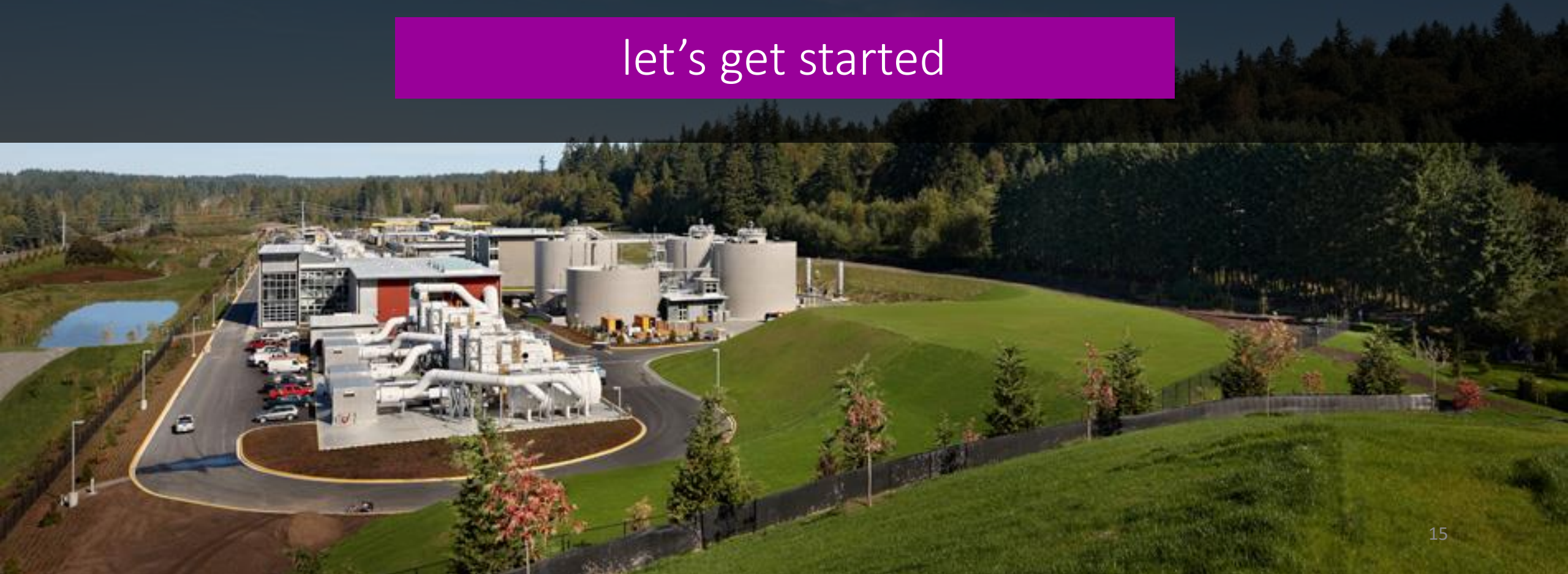
## King County Strategic Climate Action Plan

- Compost
- Recycled content materials
- Low-embodied carbon building materials



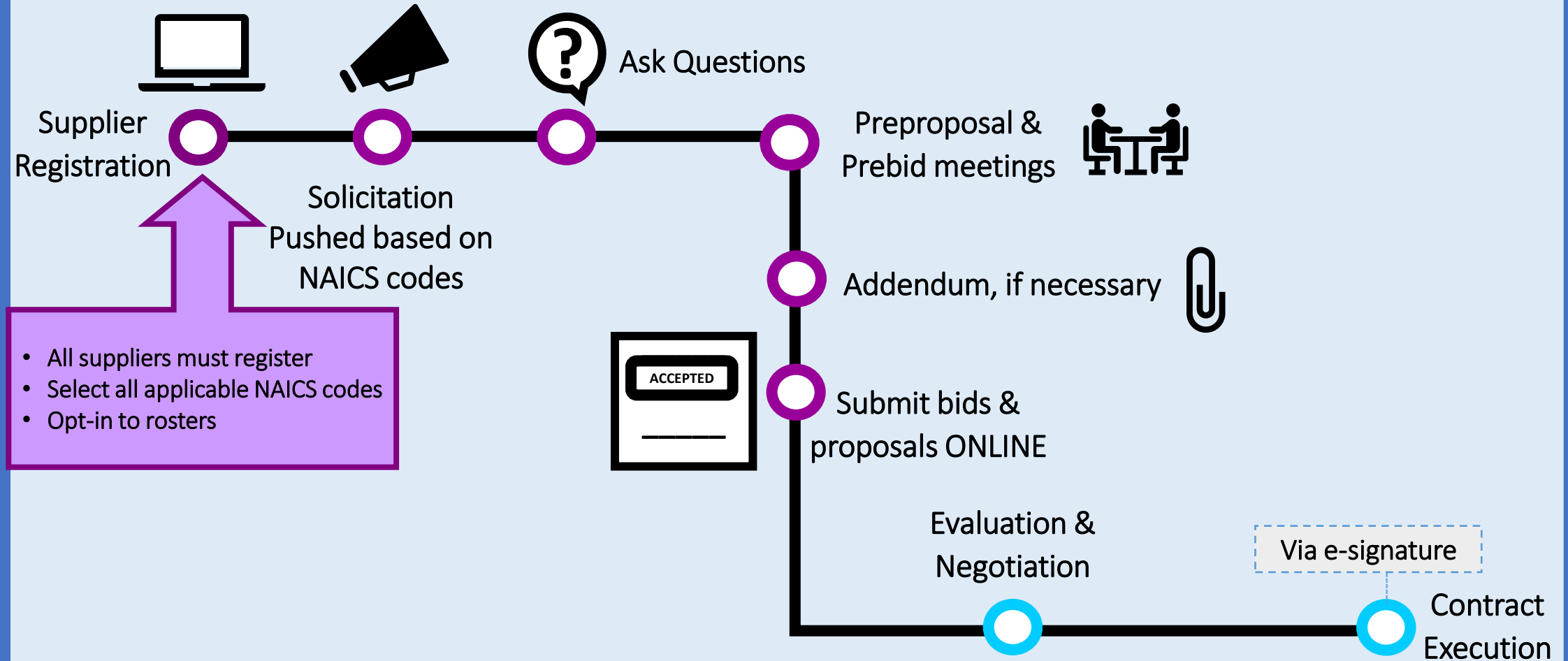
# Do Business With Us

let's get started



# King County Sourcing & Contracting Process

Now online through E-Procurement!







# Small Contractor 2-Step Process

**DO BOTH**

to maximize your opportunities

1

**REGISTER**

as a vendor  
APPLY  
to the Roster

+

2

**CERTIFY**

your small firm  
  
(If eligible)

Find out about other certifications via the  
[State of Washington Office of Minority and Women's Business Enterprises.](#)



# equity

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**MORE TRANSPARENCY  
FOR STATUS UPDATES**



**ELECTRONIC BIDDING  
REDUCES COST**



**IDENTIFY LOCAL  
BUSINESSES**



**CREATE JOB IN LOCAL  
ZIP CODES**



**EASIER, MORE  
INTUITIVE PORTAL**

# Rosters

## Unadvertised Solicitations

You must opt-in/select “YES” on Rosters & Certification page

### Small Works Roster

- For construction contractors

### Consultant Roster

- For architectural, engineering, and related professional services

## Based on NAICS Codes

Choose as many as apply! Maximize your opportunities!

# types of rosters

Dollar Limit	Contract Type
\$350,000 or less	Small Works (construction)
\$500,000 or less	A/E Consultant Roster



## ***Rosters:***

*Perfect for small businesses*

In 2021 19 contracts worth \$5.5 million total have been awarded using the AE Consultant Roster...

**including 17 contracts awarded to SCS-certified small businesses (\$4.9 million)**

A close-up photograph of a worker in a yellow hard hat and safety glasses, wearing a blue plaid shirt, working on a metal structure. The worker is using a power drill on a metal beam. The background is a blurred industrial setting with a grid of metal holes.

# LEARN MORE

Come to our free orientation

**How to do business with King County**

[kingcounty.gov/procurement](http://kingcounty.gov/procurement)