



April 26, 2023

PortGen Connects: Job Order Contract and Small Works Opportunities

Visit us at <https://www.portseattle.org/business/bid-opportunities>

Agenda

Community Business Connector

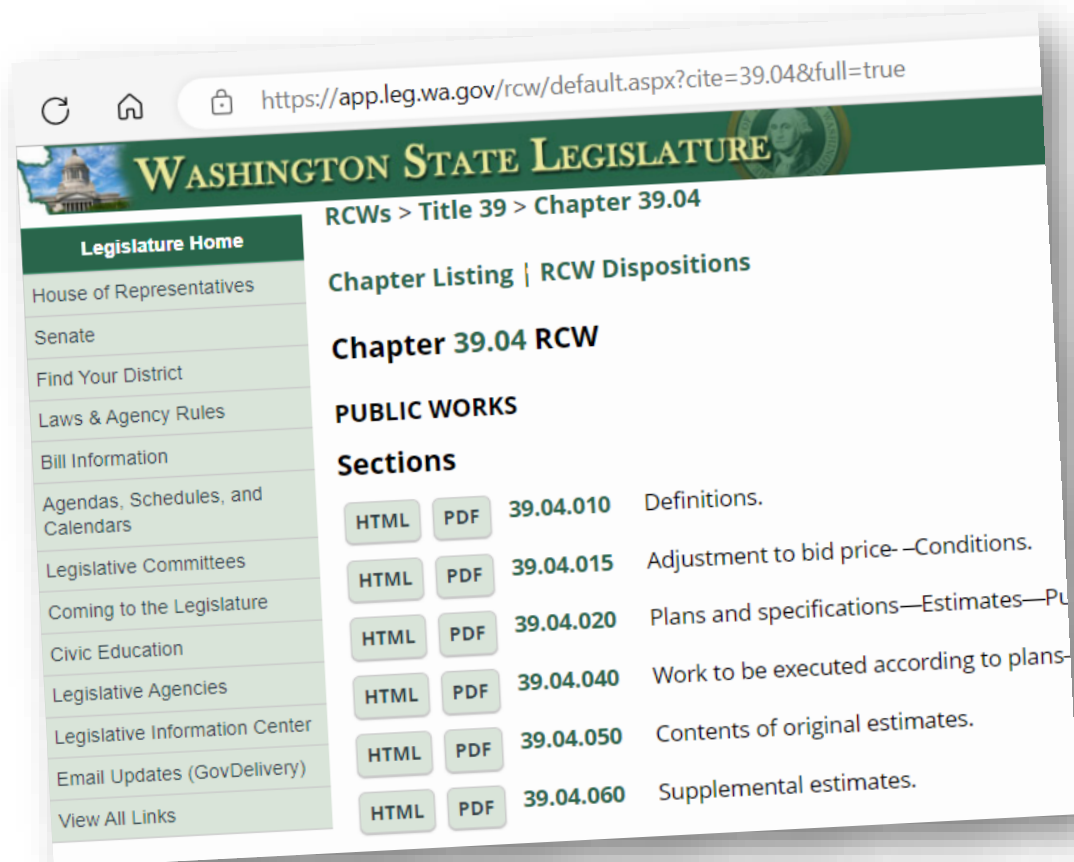


- Public Works Overview
- Job Order Contract (JOC) Opportunities
- Centennial Presentation
- Port Small Works
- Port Small Works Project Examples
- Diversity in Contracting/DBE Program
- DBE Certification
- Networking



What is Public Works Contracting?

Per Revised Code of Washington (RCW) 39.04



- "Public work" means all work, construction, alteration, repair, or improvement other than ordinary maintenance, executed at the cost of the state or of any municipality
- All public works, including maintenance (& off-site pre-fabricated items) when performed by contract shall comply with chapter [39.12](#) RCW - **Prevailing Wage**.
- Award is to be made to the Lowest Responsive Bid and Responsible Bidder.
- Contractors must be **responsible** and keep in mind that prime contractors have a limited time to review bid documents from the advertisement date to the bid due date

What does it mean to be a responsible bidder?

Meet Minimum State Requirements

1

- Contractor's license
- WA Unified Business Identifier number (UBI#) or Federal Tax ID#
- Department of Revenue account
- Employment Security number
- Industrial insurance
- Performance and payment bonds
- **Prevailing wage - file Intent & affidavits**
- Not currently debarred from bidding on a project that involves prevailing wage
- **Must attend L&I training on Public Works and Prevailing Wage Law** unless a contractor has been in business for 3 or more years and has completed 3 or more public works projects.
- **Certified Payrolls**

Meet Port of Seattle Contractual Requirements

2

Insurance Minimums:

CGL = \$1M/\$2M
Auto = \$1M to \$5M for AOA
(\$10m on airfield)
Employer's Liability(stop gap) = \$1M
Pollution liability, vessel liability, other requirements per scope of work

Retainage: 5% from each invoice/ Retainage Bond

Performance and Payment Bonds = \$ contract amount
Badging = Airport and Seaport (TWIC) = \$200-\$400 per person
Safety program = Training, Plans, JHA's

Meet Projects Requirements

3

Project Labor Agreements (PLA) – apprenticeship, women etc.

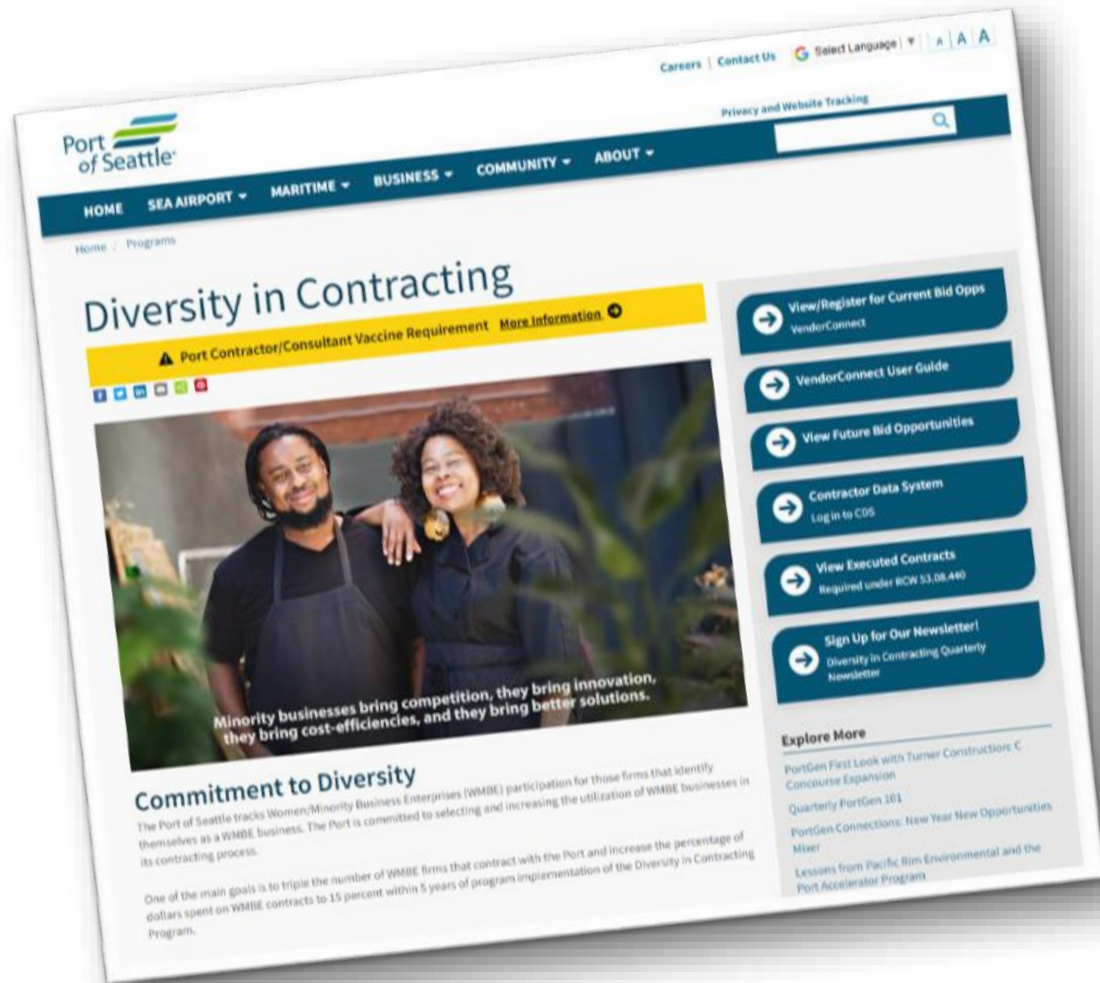
Federal Funding = Buy America, Davis-Bacon Act and etc.

Night work/ Shift work / Parking restrictions

Space Restrictions – laydown areas

To learn more about these requirements visit: <https://lni.wa.gov/licensing-permits/public-works-projects>.

Becoming a (Sub)Contractor:



Major construction

WMBE project specific commitment and Inclusion Plans

Job Order Contract (JOC)

Subcontracts at least 90% of the “work”

- DBE Goal(s) = range from 5% to 6.3%
- WMBE Aspirational Goals

Design Build

Evaluated on past project WMBE efforts and current project commitment and attainment plan

GC/CM

At least 70% of the MACC must be subcontracted

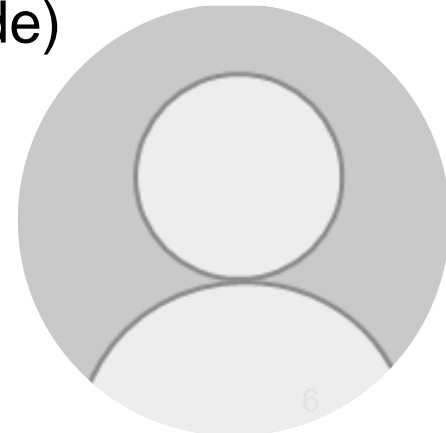
- All subcontract work (and equipment and material purchases) competitive low bid
- Alternative subcontractor selection process - exceeds \$3M

GC/CM Heavy Civil

At least 30% of the MACC must be subcontracted

JOC Overview

- Individual small projects are assigned as Work Orders
- Well-defined, recurring, or repetitive work where quick execution is essential
- Small new construction, renovation and alteration projects that are not typically completed by SW On-Call (one-trade)
- Work Orders = up to \$500,000



JOC Project Examples

| MC-0321238 Small Construction Projects 2023 (includes FAA specs) | |
|--|----------------------------|
| Agreement Term | 04/07/2023 thru 04/06/2025 |
| Program/Project | Year 1 (2023-2024) |
| Yearly Amount | 4,000,000.00 |
| Total Encumbered/spent | - |
| MC-0320989 Small Construction Projects 2022 (includes FAA specs) | |
| Agreement Term | 07/1/2022 thru 6/30/2024 |
| Program/Project | Year 1 (2022-2023) |
| Yearly Amount | 4,000,000.00 |
| Wi-Fi PLB Enhancements - Airport - Phase 7 | \$253,602.83 |
| SSAT Hot Water Tanks | \$59,380.06 |
| PF Chang's slab | \$22,604.03 |
| T46 Vaults | \$1,341,237.41 |
| Total Encumbered/Spent | \$1,676,824.33 |
| MC-0320386 Noise Remedy and Small Projects 2021 (includes FAA specs) | |
| Agreement Term | 4/7/2021 thru 4/6/2023 |
| Program/Project | Year 3 (2022-2023) |
| Yearly Amount | \$4,000,000.00 |
| Noise Remedy | \$2,000,000.00 |
| SSAT Hot Water Tanks | \$857,817.84 |
| Sites 23-25 | \$156,044.86 |
| T5 Gate | \$77,915.17 |
| Air Cargo Bldg external painting | \$300,000.00 |
| EF-28 | \$300,000.00 |
| Airport Security Fence | \$150,000.00 |

JOC Resources

- JOC Contractor
 - Centennial Contractor Enterprises
 - Andrea Reetz, WMBE Coordinator
 - Areetz@CCE-Inc.com
- RCW 39.10.420 Alternative Public Work
<https://apps.leg.wa.gov/RCW>
- The Center for JOC Excellence
<https://jocexcellence.org>



PortGen Connects: Meet Centennial

- Centennial Contractors has been performing Job Order Contracting in Washington state for the past 24 years and nationwide since 1991. Our Headquarters are in Reston Virginia and we have local offices in several states.
- Centennial started performing work in the Department of Defense arena and since we have branched out performing Job Order Contracts (JOCs) for Municipalities, K-12 Schools, Higher Education and Healthcare. We have a small pool of private customers we perform for, but it is very limited. Ninety percent of what we do is either State or Federal work.
- Our Seattle office has an experienced group of employees that have been working for Centennial in the Seattle office and other areas of the country for many years.

- Currently Centennial holds the following JOC contracts in Seattle:
 - Port of Seattle Noise Remediation
 - City of Bellevue
 - Port of Seattle
 - University of Washington
 - Northwestern Department of Enterprise Services
 - City of Edmonds
- In addition to these Job Order Contracts we perform larger hard bid projects, generally with the same clients and same subcontractor base.
- The majority of all our projects are in the Seattle area and we are looking for commonly used subcontractors for typical disciplines. JOC project sizes typically range from \$25k to \$500k.
- We utilize Procore for our project management and Building Connected for bid solicitations or email invites.

- We do require Certified Payrolls, L & I good standing, Certificates of Insurance, a DUNS Number, bonding for larger subcontracts and hazardous waste scopes & Safety and Accident Prevention Plans. We can help with all these items as needed.
- Prospective subcontractors will be issued a Subcontractor Qualification Form followed up by onboarding paperwork to complete and return to our local office.
- Once this has been completed, we will reach out for quotes based on our current project load and disciplines needed.
- Once selected for a project we will perform a New Subcontractor Orientation further outlining our requirements.

Subcontractor Qualification Form



How did you find out about Centennial/Joint Venture?
Referred by: _____
Event: _____ Date: _____
Other: _____

Subcontractor Qualification Form

Please complete the following to the best of your ability and submit to any Centennial or Joint Venture Office to be pre-approved to perform work for Centennial or its JV Partners. Prequalification and/or evaluation of your firm cannot be completed without this information. Visit www.cce-inc.com to learn more about Centennial.

1. Company Information:
Company Name: _____ Primary Trade: Please see page 3 attached
Mailing Address: _____ Secondary Trade: Please see page 3 attached
City, State, Zip (9 digit)¹ _____
Contact Person: _____ Title: _____
Office Phone: _____ Fax: _____
Email: _____ Cell Phone: _____
SIC/NAICS Code(s)²: _____ Contractor's License Number: _____
DUNS No³: _____ Federal Tax ID No.: _____

2. Organization Information:
☐ Sole Proprietor ☐ LLC ☐ Partnership ☐ C-Corporation ☐ S-Corporation ☐ Joint Venture ☐ LLP
Number of Employees: _____ Number of Years in Business: _____ Annual Volume: \$ _____
Union(s) your firm is signatory with, if any? Union Name and Local Number _____
☐ Apprentice Program Participant
Program Name: _____ No. of Apprentices: _____
Training Agent: _____ Phone Number: _____ L&I Cert#: _____

3. Business Status (mark all that apply)
☐ Large Business Concern (LB) ☐ Small Business Concern (SB)
SBA Certification (attach copy of certificate): **OMWBE State Certified:**
☐ HUB Zone Certified ☐ MWBE Cert# _____ ☐ WBE Cert# _____
☐ 8(a) Small Business Certified ☐ MBE Cert# _____ ☐ DBE Cert# _____
☐ Economically Disadvantaged Woman Certified ☐ SBE Cert# _____
Self-Certified (SAM & ORCA):
☐ Small Disadvantaged Business (SDB) ☐ Woman-Owned Small Business (WOSB)
☐ Veteran-Owned Small Business (VOSB) ☐ Service-Disabled Veteran-Owned
Small Business (SDVOSB)
☐ Historically Black College or University/Minority
Institution/Tribal Universities (HBCU/MI/TU) ☐ Minority-Owned Small Business (MOSB)
Other: _____
King County SCS Cert# _____ City of Seattle Lic# _____

¹ To find your 9 digit zip code (the Zip +4) go to: <http://zip4.usps.com/zip4-welcome.jsp>
² You can find your NAICS (North American Industry Classification System) code here: <http://www.census.gov/eos/www/naics/>
³ If your firm does not have a DUNS Number, you may request one from Dun & Bradstreet, Inc. at <http://www.dnb.com/get-a-duns-number.html>

4. Bonding & Insurance
Bonding Company/Agent: _____
Project Bond Limit \$ _____ Aggregate Bond Limit \$ _____ Bond Rate _____ %
Insurance - *Please see attached sample and requirements*

5. HSEQ (Health, Safety, Environment and Quality)
A Safety orientation must be scheduled with a Project Safety Manager prior to starting work on our project sites. This includes submitting a written Company Safety Program and Accident Prevention Plan (APP).
• Has your company been cited by OSHA/State for a safety violation within the last five (5) years? ☐ Yes ☐ No
• Please list your firm's Experience Modification Rate for the most recent three years:
o 2014: _____ 2013: _____ 2012: _____

6. Experience - Identify contract and building types your firm has worked on:
☐ Athletic ☐ Correctional ☐ Cultural/Museum ☐ Educational ☐ Design/Build
☐ Government ☐ Healthcare ☐ High Tech/Labs ☐ Office ☐ Design Assist
☐ Parking Facilities ☐ Renovation ☐ Industrial ☐ Transportation

Attach a separate page or list below at least three (3) completed projects with the following:

(1) Project Name: _____ Location: _____
Point of Contact: _____ Phone: _____
Year work was completed: _____ \$ Value: _____
Scope of Work performed: _____

(2) Project Name: _____ Location: _____
Point of Contact: _____ Phone: _____
Year work was completed: _____ \$ Value: _____
Scope of Work performed: _____

(3) Project Name: _____ Location: _____
Point of Contact: _____ Phone: _____
Year work was completed: _____ \$ Value: _____
Scope of Work performed: _____

7. Credit References

| Supplier/Vendor Name | Contact Name | Phone | Fax |
|----------------------|--------------|-------|-----|
| | | | |
| | | | |
| | | | |

8. Additional Information Please attach additional information about your company (optional).

Completed by _____ Title _____ Date _____

Return to:
Centennial Contractors
5700 Sixth Avenue South, Suite 105
Seattle, WA 98108
nwsubs@cce-inc.com or Fax 206-547-0143

Subcontractor Qualification Form



Trade Listing

Vendors:

☐ 01 11 Engineering

☐ 01 45 Testing – Asphalt, Concrete, Masonry, Soils

☐ 01 46 Imaging - X-ray, Thermographic

☐ 01 51 Temp Toilets

☐ 02 21 Surveying

☐ 02 41 Landfill/Recycling Containers

☐ 02 42 Reuse Commodity Stores

☐ 02 82 Hazmat Testing & Consulting

Subcontractors: (Check all that apply)

☐ 01 56 Traffic Control

☐ 02 41 Whole Building Demolition

☐ 02 65 Underground Storage Tank Removal

☐ 02 82 Asbestos/Lead/Mold Remediation

☐ 03 31 Structural Concrete (For Sidewalks see 32 16)

☐ 03 48 Precast Concrete

☐ 03 81 Concrete Cutting

☐ 04 05 Masonry

☐ 04 01 Restoration Masonry

☐ 05 05 Mobile Welding

☐ 05 58 Metal Fabrication

☐ 06 05 Wood Framing & Sheeting

☐ 07 05 Waterproofing Systems

☐ 07 21 Building Thermal Insulation

☐ 07 22 Roof & Deck Insulation

☐ 07 23 Siding (RS Means 07 46)

☐ 07 24 EIFS Systems

☐ 07 31 Roofing - Composition

☐ 07 33 Roofing - Green Roof Systems

☐ 07 52 Roofing – Built Up

☐ 07 53 Roofing – EPDM

☐ 07 61 Roofing - Sheet Metal

☐ 07 81 Applied Fireproofing

☐ 08 13 Doors

☐ 08 34 Special Function Doors

☐ 08 51 Windows

☐ 08 62 Skylights

☐ 08 71 Door Hardware

☐ 08 81 Glazing

☐ 09 29 Gypsum Board (Drywall)

☐ 09 30 Tiling

☐ 09 51 Acoustical Ceilings

Subcontractors: (Check all that apply)

☐ 09 64 Wood Flooring

☐ 09 65 Resilient Flooring

☐ 09 68 Carpeting

☐ 09 91 Painting

☐ 09 97 Special Coatings

☐ 10 28 Toilet, Bath Accessories

☐ 10 75 Flagpoles

☐ 11 41 Food Service Equipment

☐ 11 66 Special Athletic Equipment & Surfaces

☐ 11 68 Play Field Equipment & Structures

☐ 12 35 Specialty Casework, Cabinets & Countertops

☐ 13 34 Pre-Fabricated Engineered Structures

☐ 14 05 Conveying Equipment

☐ 21 05 Fire Suppression Systems

☐ 22 05 Plumbing, General Purpose

☐ 22 10 Hydronic/Steam Piping Systems & Boilers (RS Means 23 21)

☐ 22 15 Fuel Piping (RS Means 23 11)

☐ 23 05 HVAC Systems

☐ 23 31 HVAC Duct & Accessories

☐ 23 35 Instrumentation & Control for HVAC (RS Means 23 09)

☐ 26 09 Instrumentation & Control for Electrical Systems

☐ 26 12 Medium/High Voltage Electrical Gear & Systems

☐ 26 27 Low Voltage Electrical Systems

☐ 26 51 Lighting Systems

☐ 27 05 Communications

☐ 28 16 Intrusion Detection/Video Surveillance Systems

☐ 28 31 Fire Detection Systems & Mass Notification Systems

☐ 31 26 Clearing, Grading, Excavation & Fill

☐ 32 12 Paving, Asphalt Systems

☐ 32 14 Porous Paving Systems

☐ 32 16 Sidewalks & Driveways

☐ 32 17 Pavement Markings (Striping)

☐ 32 31 Fencing & Gates

☐ 32 84 Irrigation Systems

☐ 32 92 Grasses, Hydroseeding & Sod

☐ 32 93 Landscaping & Plants

☐ 33 05 Utilities – Water, Sewer, Storm

☐ 33 51 Utilities – Natural Gas & Propane

☐ 33 71 Utilities – Electrical (Overhead or Underground)

☐ 33 81 Utilities – Communications (Overhead or Underground)

☐ 34 11 Rail Track Systems

☐ 35 20 Waterway & Marine Construction

☐ Other

ACORD, CERTIFICATE OF LIABILITY INSURANCE

Clear

Save

DATE (MM/DD/YYYY)

PRODUCER

Insurance Agency
123 Main Street
Anytown, NY 11111
(212) 555-1414

INSURERS AFFORDING COVERAGE

INSURER A: A Insurance Company
INSURER B: B Insurance Company
INSURER C: C Insurance Company
INSURER D:
INSURER E:

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

NAIC #

INSURED

Subcontractor's Name
Subcontractor's Address

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| TYPE (CODE) | TYPE OF INSURANCE | POLICY NUMBER | POLICY EFFECTIVE DATE (MM/DD/YY) | POLICY EXPIRATION DATE (MM/DD/YY) | LIMITS |
|-------------|---|---------------|----------------------------------|-----------------------------------|---|
| A X | GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> GEN'L AGGREGATE LIMIT APPLIES PER <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO. <input type="checkbox"/> LOC. | 123456 | 01/01/1990 | 12/31/1990 | EACH OCCURRENCE \$ 500,000 DAMAGE TO RENTED PREMISES (EA occurrence) \$ 10,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 500,000 GENERAL AGGREGATE \$ 1,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000 |
| B X | AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS | 12468 | 01/01/1990 | 12/31/1990 | COMBINED SINGLE LIMIT (EA accident) \$ 500,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ AUTO ONLY - EA ACCIDENT \$ OTHER THAN AUTO ONLY: EA ACC AGG \$ EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000 DEDUCTIBLE \$ RETENTION \$ |
| C X | EXCESS/UMBRELLA LIABILITY <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input type="checkbox"/> RETENTION | 135791 | 01/01/1990 | 12/31/1990 | EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000 DEDUCTIBLE \$ RETENTION \$ |
| A | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY EMPLOYER OR PARTNER EXECUTIVE OFFICER/OWNER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below NO OTHER | 246802 | 01/01/1990 | 12/31/90 | <input checked="" type="checkbox"/> WORK STATE <input type="checkbox"/> TORT LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEES \$ 500,000 DISEASE - POLICY LIMIT \$ 500,000 |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

1. Centennial Contractors Enterprises, Inc. and the Department of the Air Force, their agents, officers, directors and employees are included as additional insured under all policies except workers compensation as required by contract for ongoing and completed operations at the subcontractors.
2. General liability coverage should be primary and non-contributory as respects any other insurance available to Centennial Contractors Enterprises, Inc.
3. General liability general aggregate is to apply on a per-occurrence basis.
4. A waiver of subrogation in favor of Centennial Contractors Enterprises, Inc. on both the general liability and workers compensation policies.
5. Cancellation of any material change in the policies adversely affecting the interest of the Government in such insurance shall not be effective for such period as may be prescribed by the laws of the state in which this contract is to be performed and in no event less than thirty (30) days written notice to Centennial Contractors Enterprises, Inc.

CERTIFICATE HOLDER

Centennial Contractors Enterprises, Inc.
11111 Sunset Hills Rd
Reston, VA 20190

ACORD 25 (2001/08)

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL endeavor TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.
AUTHORIZED REPRESENTATIVE

© ACORD CORPORATION 1988

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NW-WA-SEATTLE || Emershaw || December 16, 2020

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- Please reach out to the following to receive a Subcontractor Qualification Form:
- Andrea Reetz, Senior Project Coordinator, areetz@cce-inc.com
- Cory Andreatta-Pierce, Project Coordinator, candreatta-pierce@cce-inc.com
- 206-547-0135
- Questions???



Experience &
Qualifications



Value
Engineering



Extension of Client's
Team

Value
for Money



The image shows three flags flying diagonally from the bottom left towards the top right against a bright blue sky with scattered white clouds. The leftmost flag is blue with a large, stylized white logo. The middle flag is green with a white logo. The rightmost flag is white with a circular logo featuring blue, green, and yellow segments.

Thank you

Small Works Opportunities

Projects are Awarded to Many Different Divisions of Work:

- General Contractors
- Mechanical
- Conveyance
- Electrical
- Fire Systems
- Telecommunications
- HVAC
- Plumbing
- Flooring
- Asphalt
- Diving
- Roofing
- Landscaping
- Cure-In-Place Pipe
- Chiller Repairs
- Regulated Materials & Abatement
- Mill & Case Work

Projects Support Local Businesses and the Economy by:

- Operating a 24/7 dynamic environment
- Supporting International trade and transportation
- Promoting economic development
- Supporting local tourism, recreational boating, commercial fishing, art programs and more
- Managing the Port's real estate and transportation infrastructure
- Creating more than \$12 billion in business revenue.
- Providing approximately \$626 million in tax revenue
- Creating approximately \$1.5 billion in local purchases

Small Works Contract Opportunities

| Contract # | Title | Type | Pipeline Status | Plan Exec | Department |
|------------|---|---------|-----------------|-----------|----------------------------|
| SW-0321341 | Millwork and Casework Portwide On-Call 2023 | On Call | Executed | 2/17/2023 | Port Construction Services |
| SW-0321368 | Flooring and Wall Covering On-Call 2023 | On Call | Executed | 3/1/2023 | Aviation Maintenance |
| SW-0321373 | Glass and Glazing On-Call 2023 | On Call | Executed | 3/21/2023 | Aviation Maintenance |
| SW-0321414 | Landscape Maintenance STIA North Area Unit Price 2023 | On Call | Advertising | 4/17/2023 | Aviation Maintenance |
| SW-0321443 | Chiller Maintenance Repairs Unit Price - 2023 | On Call | Future | 5/24/2023 | Aviation Maintenance |
| SW-0321321 | Telecommunications On-Call Portwide 2023 | On Call | Future | 5/31/2023 | Port Construction Services |
| SW-0321447 | Mechanical & Plumbing Unit Price Portwide 2023 | On Call | Future | 6/9/2023 | Port Construction Services |

Port of Seattle VendorConnect

DASHBOARD > FUTURE SOLICITATION INDEX

Future Solicitations
A list of Future solicitations with the Port of Seattle.

Updated: 4-11-23

EXPORT TO EXCEL

Q SW X

| Number | Title | Target Advertise D... | Category | Department | Status |
|------------|---|-----------------------|-------------|----------------------------|--------|
| SW-0321443 | <u>Chiller Repair Unit Price - 2023</u> | 4/25/23 | Small Works | Aviation Maintenance | Future |
| SW-0321447 | <u>Mechanical & Plumbing Unit Price Portwide 2023</u> | 5/9/23 | Small Works | Port Construction Services | Future |
| SW-0321321 | <u>Telecommunications On-Call Portwide 2023-1</u> | 5/31/23 | Small Works | Port Construction Services | Future |

How can you get involved?

Step 1 - Register on Vendor Connect

- ✓ Planholders identify subcontractors
- ✓ Subcontractors reach out to planholders
- ✓ Attend pre-bid meeting
- ✓ Review future contract opportunities

The screenshot displays the Port of Seattle VendorConnect website. The main heading is "View Current Bid Opportunities (VendorConnect)". A yellow banner below it reads "Port Contractor/Consultant Vaccine Requirement" with a "More Information" link. On the right side, a vertical list of buttons includes "View/Register for Current Bid Opps VendorConnect", "VendorConnect User Guide", "View Future Bid Opportunities", "Contractor Data System Log in to CDS", "View Executed Contracts Required under RCW 53.08.440", and "Sign Up for Our Newsletter! Diversity in Contracting Quarterly Newsletter". A red circle highlights the "View/Register for Current Bid Opps VendorConnect" button, with a red arrow pointing from it to a separate document titled "Guide to Registering on VendorConnect".

Guide to Registering on VendorConnect

VendorConnect is the Port of Seattle's procurement and contract information database. With VendorConnect you can:

- Access a one-stop resource for construction projects, consulting services, and goods and services
- Reach Port buyers and procurement specialists
- Receive emails about Port events and business opportunities
- Search vendors and view the event calendar
- Learn current and future purchasing strategies
- Market your business to Port staff and external businesses, including primes seeking businesses to partner with on upcoming contracts

Follow the steps below to register on VendorConnect!

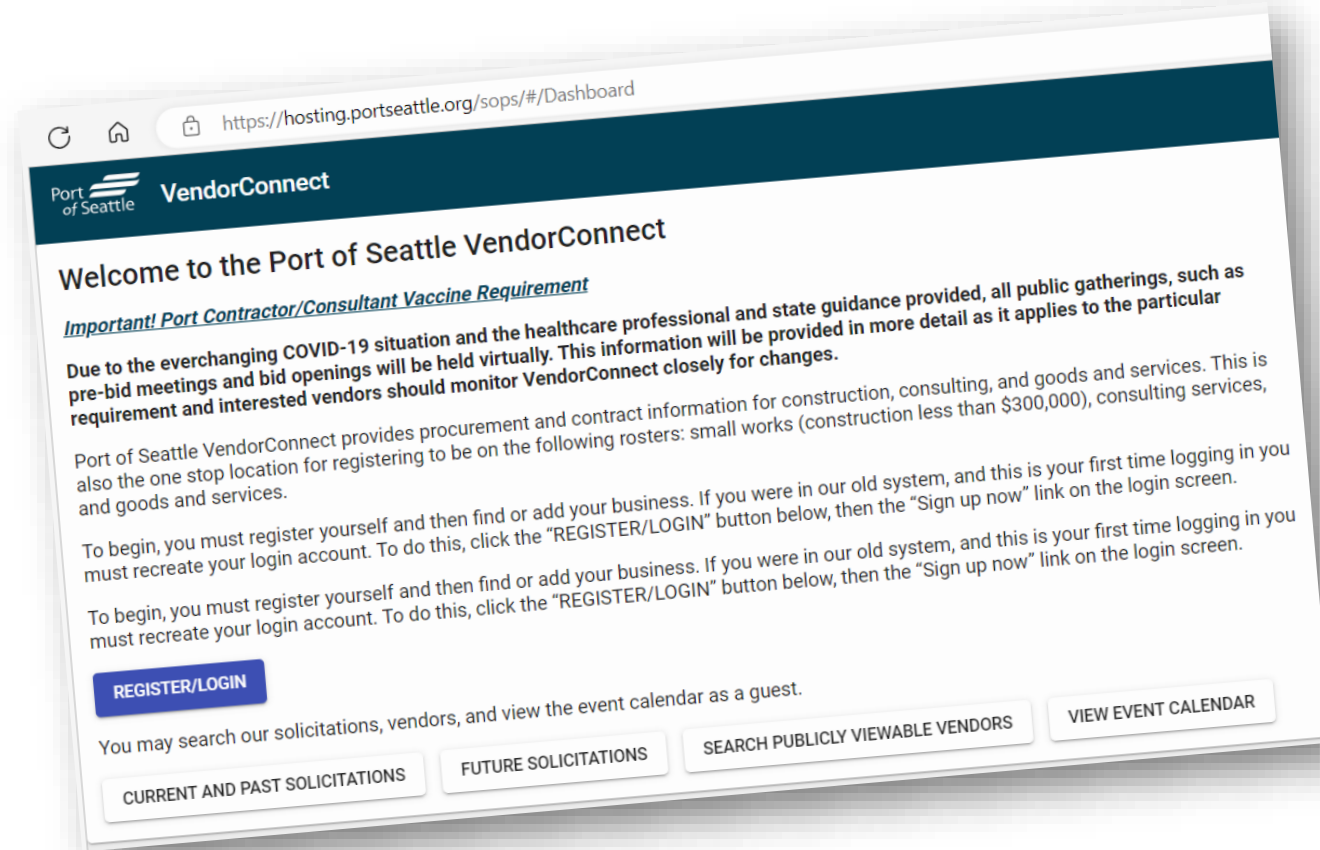
VendorConnect

Welcome to the Port of Seattle VendorConnect

Port of Seattle VendorConnect provides procurement and contract information for construction, consulting, and goods and services. This is also the one stop location for registering to be on the following rosters: small works (construction less than \$300,000), consulting services, and goods and services.

**It's a 2-way
Communication Road!**

Step 2 - Register on the Small Works Roster



What you need to register:

1. Valid email address
2. Federal Tax ID # or EIN #
3. UBI #
4. NAICS code

Then, select the Small Works Roster in order to be notified of future construction bid opportunities in the NAICS codes you registered under.

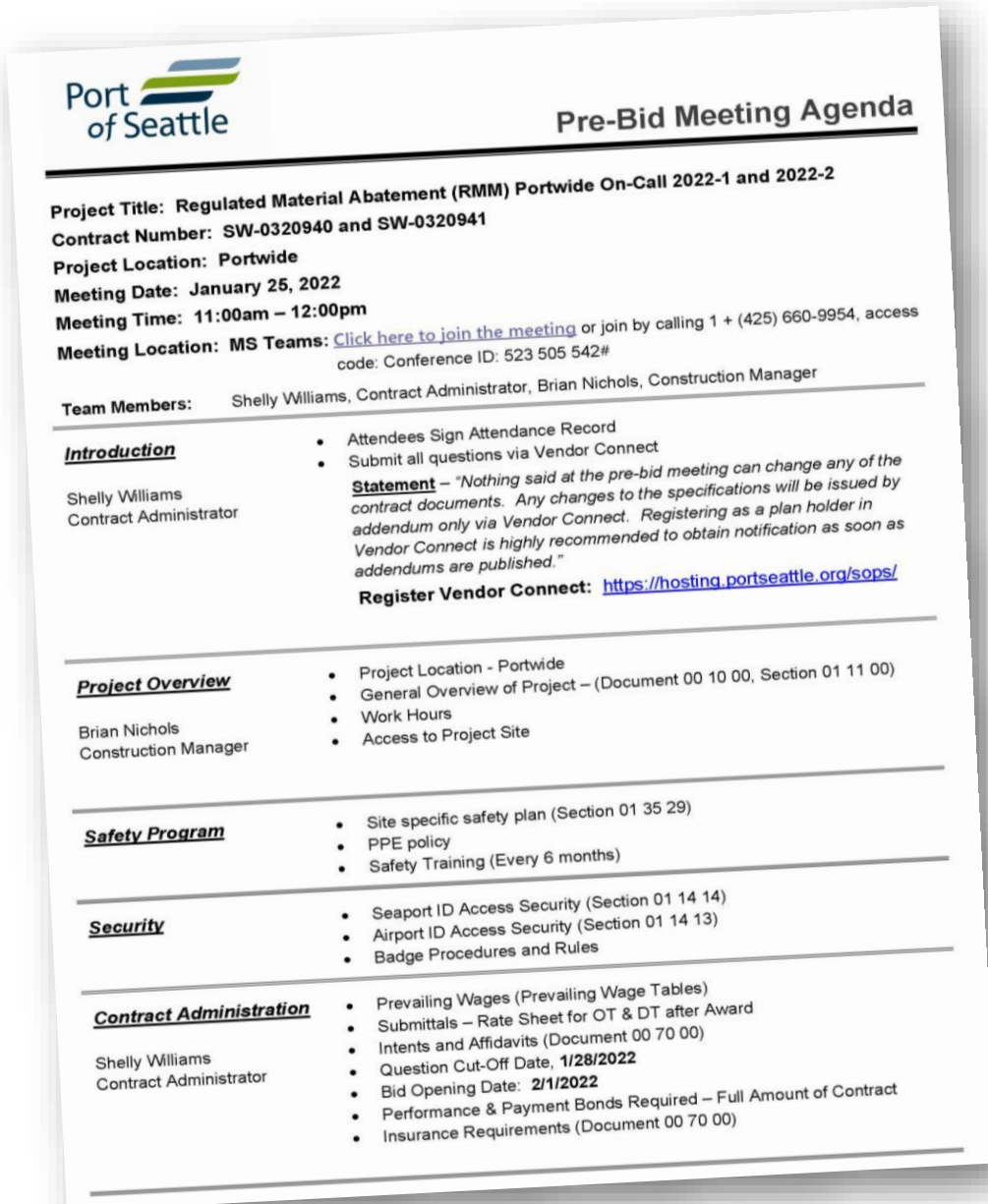
The Port will activate your account within one to two business days.

Step 3 – Attend a Pre-Bid Meeting

What you will learn:

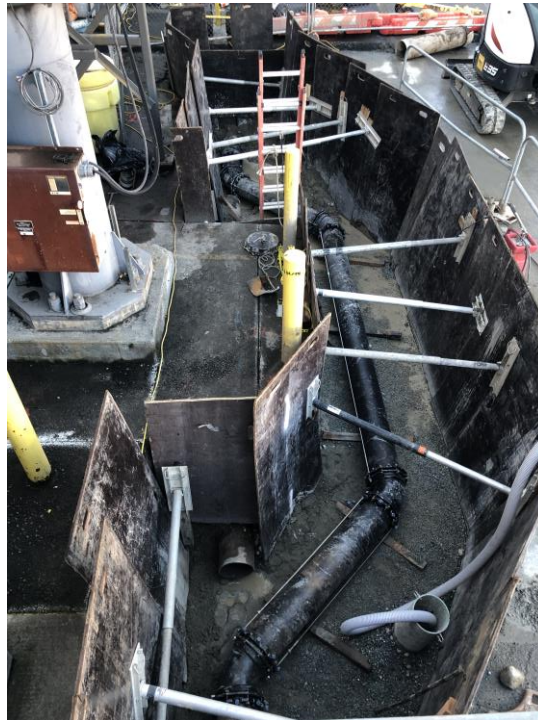
- General Overview of Project
- Construction & Environmental Requirements
- Tenant Requirements
- Safety and Security Requirements
- WMBE Affirmative Efforts
- Procurement Schedule
- Apprenticeship Programs

Questions & Answer Session



PCS – Small Works Construction

- Contractor expertise is essential to our projects
- On-call / unit price contracts: \$300,000
- Register on Vendor Connect for future solicitations



Typical Contracts Used

ASBESTOS ABATEMENT

ELECTRICAL (\$300K + \$1M)

TELECOMMUNICATIONS

MECHANICAL (HVAC/PLUMBING)

GENERAL CONTRACTOR

FIRE PROTECTION

ASPHALT PAVING & ROAD

STRIPING

CRANE SERVICES

DOCK & PILING

FLOOR COVERINGS

FENCE ERECTION

SPECIALTY WORK



Aviation Maintenance – Small Works Construction

Typical Contracts Used:

- Electrical
- Mechanical
- Landscape Maintenance
- General Contractor
- Glass & Glazing
- Roofing & Building Envelope
- Wall & Floor Coverings



Diversity in Contracting Programs

Women and Minority Business Enterprise (WMBE) Program

Contract Goal Type: Aspirational WMBE

Prime Requirements:

- Inclusion Plans
- Affirmative Efforts
- Contract Compliance

Contract Types:

- Architecture and Engineering
- Construction
- Good and Services

Dollar Value: Above \$199K or when subcontracting is available

Certification: Self Identified or Certified

Disadvantaged Business Enterprise (DBE) Program

Contract Goal Type: Mandatory DBE

Prime Requirements:

- Good Faith Efforts
- Contract Compliance

Contract Types:

- Architecture and Engineering
- Construction

Dollar Value: Over \$1 Million Airport/Airfield Focused

Certification: Certified DBE at time of bid

Port of Seattle Diversity in Contracting

Purpose

Advance equity and address contracting disparities by increasing the utilization of Women Minority Business Enterprises and other disadvantaged firms

5-year WMBE Benchmarks

- ☐ Triple the number of WMBE firms doing business with the Port
- ☐ Increase to 15% the amount of spend on WMBE contracts within 5 years

The DBE Program is part of Diversity in Contracting but is distinct from WMBE Program



DBE Program

- What is the Program?
 - Federal program applicable to projects with federal funding
 - Purpose: Ensure DBEs have equal opportunity to compete for contracts, subcontracts, and agreements in the award and administration of contracts.
 - Other agencies with DBE programs
 - WSDOT
 - Sound Transit
- What is a DBE?
 - For-profit small business (<\$30.4M)
 - At least 51% owned by socially and economically disadvantaged individual(s) (personal networth <\$1.32M)
- Who provides certification?
 - Contact the Office of Minority and Women Business Enterprises (OMWBE) to get certified

Certification Contact Information

DBE Certification is issued by the Office of Minority and Women Business Enterprises (OMWBE)

WMBE can be self-reported or you may obtain certification through OMWBE.

Firms seeking to be federally certified as a DBE should contact the Office of Minority and Women Business Enterprises (OMWBE).

Information on the eligibility criteria, instructions, and certification materials can be found at:

<https://omwbe.wa.gov>

Or Call (866) 208-1064



DBE Attainment

- 2022 DBE Attainment
 - **Over \$3.4M** paid to DBE firms in 2022
 - **11.76%** of DBE projects spend for work performed on FAA-funded Port projects
- 2023 DBE Goals
 1. Increase DBE Participation on FAA-funded Port projects
 2. Conduct informational sessions for upcoming DBE projects including Job Order Contract and Small Works projects
 3. Collaborate with state and local transportation agencies to increase technical assistance training for DBEs
 4. “Get certified” events with OMWBE

Upcoming Projects with DBE Goals

- 2023 Widening Arrival Roadway- **9% DBE Goal**
- 2024 Reconstruct Taxilane W at CC B- **6% DBE Goal**
- 2024 Apartment Sound Insulation- **5% DBE Goal**
- 2025 Reconstruct Apron CC & Rehabilitate Taxilanes- **5% DBE Goal**
- 2025 Extend RW 16R-34L Blast Pads- **6% DBE Goal**
- 2025 Apartment Insulation- **5% DBE Goal**

Register and view upcoming opportunities on VendorConnect



CERTIFICATION 101

ABOUT US



Curtis Bennett

Assistant Director of Business Development, OMWBE

Nereida Avendano

Certification Analyst, OMWBE





OMWBE Purpose

To be a vital and trusted resource for businesses owned by minorities, women and other under-represented communities to gain access, visibility, and contracting opportunities in procurement.

We work to promote equity in how Washington State spends its resources in the private sector by eliminating barriers to equitable participation in public spending and contracting.

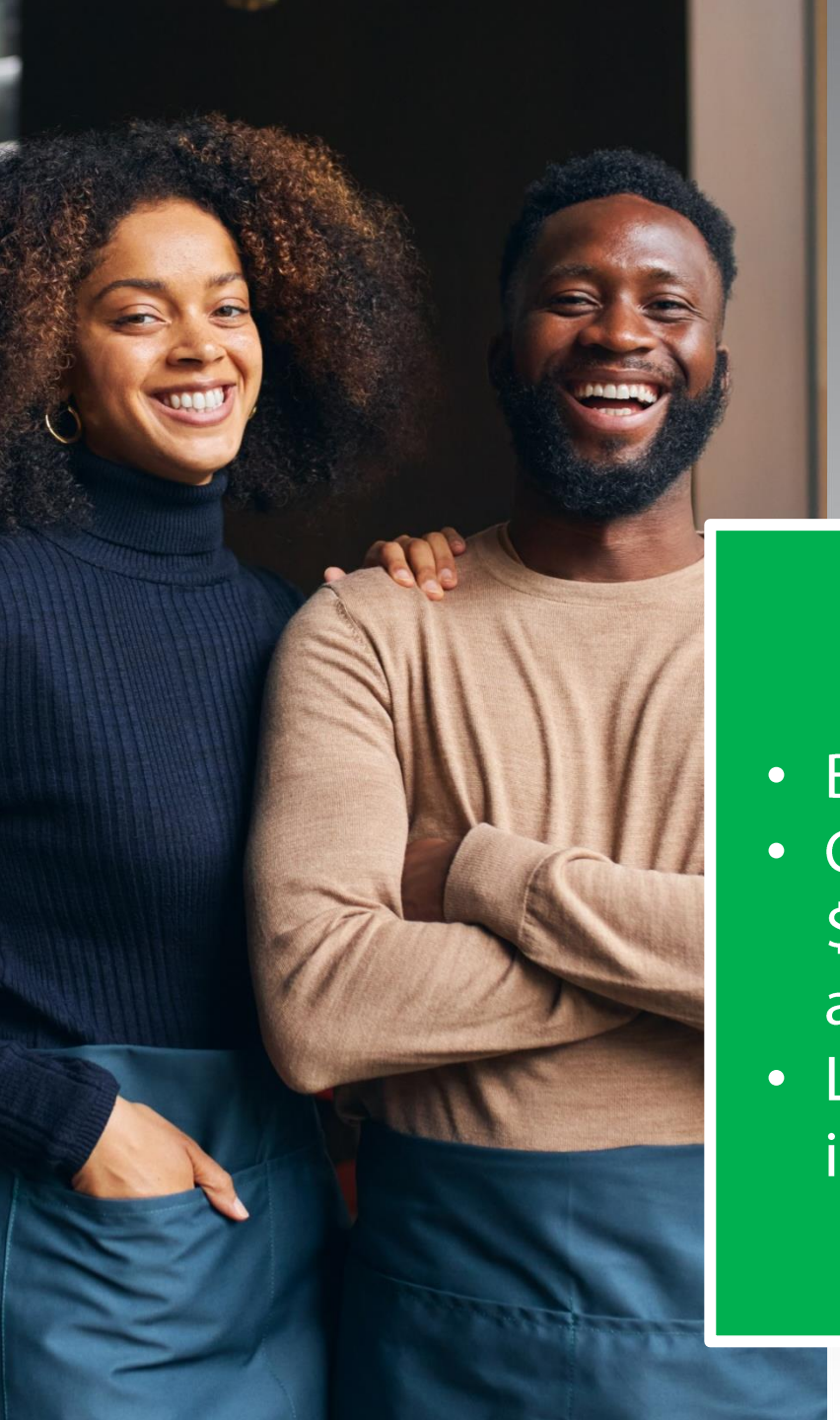


WHAT IS Certification?



OMWBE certifies small businesses that are owned & controlled by minorities, women, and other disadvantaged individuals.

OMWBE certifies businesses in order to increase contracting opportunities for the certified businesses with state and local contracts.



CERTIFICATION

Eligibility



BUSINESS

- Business is for-profit
- Gross receipts under \$30.4 million (3 yr. average)
- Licensed to do business in Washington State

OWNER OF BUSINESS

- Woman or minority owned
- At least 51% ownership
- Show financial investment of capital or expertise
- Need to have knowledge/experience in the field seeking certification in
- Both legal and control over the business
- Independently perform the services
- Personal Net Worth of owner is under \$1.32 million

CERTIFICATION **Types**



FEDERAL CERTIFICATION

- ✓ Disadvantaged Business Enterprise (DBE)
- ✓ Airport Concession Disadvantaged Business Enterprise (ACDBE)
- ✓ Small Business Enterprise (SBE)

STATE CERTIFICATION

- ✓ Minority Business Enterprise (MBE)
- ✓ Minority Woman Business Enterprise (MWBE)
- ✓ Woman Business Enterprise (WBE)
- ✓ Combination Business Enterprise (CBE)
- ✓ Socially and Economically Disadvantaged Business Enterprise (SEDBE)



TYPES OF Documents



Affidavit of Certification

Personal and Business Taxes (3 Years)

Personal Net Worth Statement

Business Formation and Operating Documents

Resume(s)

Proof of Initial Investment

List of Equipment

Application Process Time

**UP TO
60 DAYS FOR
STATE
CERTIFICATION**

**UP TO
90 DAYS FOR
FEDERAL
CERTIFICATION**

*Federal Certification Requires and
Onsite Visit

Benefits

- **Increase visibility to contract managers at state agencies and institutions of higher education**
- **Listed on OMWBE's public directory**
- **Small Business Assistance support services to navigate certification**
- **Use OMWBE logo on their business website**
- **Linked Deposit Program**
- **GROW YOUR BUSINESS!**



APPLICATION FEES



- ✓ **DBE or ACDBE Application**
 - \$25 for all structure types
- ✓ **State Certification (MBE, MWBE, WBE, CBE, or SEDBE)**
 - \$50 for a Sole Proprietor
 - \$75 for a Partnership
 - \$100 for an LLC
 - \$100 for a Corporation
- ✓ **If applying for DBE or ACDBE and state certification at the same time, the total fee is \$25 for both**



CERTIFICATION

Application



Where do I start my certification application?

CREATE AN ACCOUNT ON THE CERTIFICATION PORTAL

- Visit omwbe.diversitycompliance.com
- “Apply For / Renew Certification” | “Create Account”

ONLINE APPLICATION

- Choose State or Federal. Start a federal application if you want both state and federal certifications.

COMPLETE ONLINE APPLICATION AND UPLOAD DOCUMENTS



Q & A

Thank You!



Certification Application Questions

Email: TechnicalAssistance@omwbe.wa.gov

Phone: (360) 644-9750

Office of Minority & Women's Business Enterprises

1110 Capitol Way S #150, Olympia, WA 98501

Phone: (360) 664-9750 | omwbe.wa.gov





Thank you!

Visit us at <https://www.portseattle.org/business/bid-opportunities>