Do Business With Us

Ken Guy
director of finance & business operations, dept executive services
about King County

13th largest county in the U.S.

• 2.1 million residents
• 14,000 employees
• 40 lines of business
King County Procurements

- Architecture & Engineering
- Construction (Public Works)
- Goods & Services
# Upcoming Capital Projects

Plan ahead for these construction, architecture & engineering projects

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Value</th>
<th>Est. Ad Date</th>
<th>Type</th>
<th>Division</th>
<th>Contact</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chinook Wind in Eel Fee Mitigation Project</td>
<td>$400,000,000.00</td>
<td>4/12/2019</td>
<td>Construction</td>
<td>Water &amp; Land</td>
<td><a href="mailto:racle@communitykingcounty.gov">racle@communitykingcounty.gov</a></td>
<td>(206)</td>
</tr>
<tr>
<td>North Mercer Island and Enatai Interceptors U...</td>
<td>$60,000,000.00</td>
<td>4/1/2020</td>
<td>Construction</td>
<td>Wastewater</td>
<td><a href="mailto:Stan.Hummel@kingcounty.gov">Stan.Hummel@kingcounty.gov</a></td>
<td>(206)</td>
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<tr>
<td>Lake Hills and NW Lake Sammamish Interceptor U...</td>
<td>$67,000,000.00</td>
<td>4/1/2020</td>
<td>Construction</td>
<td>Wastewater</td>
<td><a href="mailto:Ann.Grothe@kingcounty.gov">Ann.Grothe@kingcounty.gov</a></td>
<td>(206)</td>
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<tr>
<td>West Point Primary Sedimentation Area Roof U...</td>
<td>$17,200,000.00</td>
<td>4/1/2020</td>
<td>Construction</td>
<td>Wastewater</td>
<td><a href="mailto:J.R.Meksavanh@kingcounty.gov">J.R.Meksavanh@kingcounty.gov</a></td>
<td>(206)</td>
</tr>
<tr>
<td>North Mercer Island and Enatai Interceptors U...</td>
<td>$60,000,000.00</td>
<td>4/1/2020</td>
<td>Construction</td>
<td>Wastewater</td>
<td><a href="mailto:Sibel.Yildiz@kingcounty.gov">Sibel.Yildiz@kingcounty.gov</a></td>
<td>(206)</td>
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<tr>
<td>Herzman Levee Setback Construction</td>
<td>$3,200,000.00</td>
<td>4/25/2020</td>
<td>Construction</td>
<td>Water &amp; Land</td>
<td><a href="mailto:Tammy.Carbaugh@kingcounty.gov">Tammy.Carbaugh@kingcounty.gov</a></td>
<td>(206)</td>
</tr>
<tr>
<td>Lower Jones Road (Cedar)</td>
<td>$1,000,000.00</td>
<td>4/30/2020</td>
<td>A/E Consultant</td>
<td>Water &amp; Land</td>
<td><a href="mailto:Tammy.Carbaugh@kingcounty.gov">Tammy.Carbaugh@kingcounty.gov</a></td>
<td>(206)</td>
</tr>
<tr>
<td>Interbay Force Main and O...</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jameson Building Replacement</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>BRPS Replace Ctrl Bldg</td>
<td>$8,500,000.00</td>
<td>4/15/2021</td>
<td>Construction</td>
<td>Water &amp; Land</td>
<td><a href="mailto:Tammy.Carbaugh@kingcounty.gov">Tammy.Carbaugh@kingcounty.gov</a></td>
<td>(206)</td>
</tr>
<tr>
<td>Pacific Right Bank CM&amp;I</td>
<td>$5,000,000.00</td>
<td>9/5/2021</td>
<td>Professional</td>
<td>Water &amp; Land</td>
<td><a href="mailto:Tammy.Carbaugh@kingcounty.gov">Tammy.Carbaugh@kingcounty.gov</a></td>
<td>(206)</td>
</tr>
<tr>
<td>Hafner Burfse Floodplain Restoration Project</td>
<td>$1,500,000.00</td>
<td>11/15/2021</td>
<td>Professional</td>
<td>Water &amp; Land</td>
<td><a href="mailto:Tammy.Carbaugh@kingcounty.gov">Tammy.Carbaugh@kingcounty.gov</a></td>
<td>(206)</td>
</tr>
</tbody>
</table>
Big Contracts in 2019

Architecture & Engineering

- Yesler Way Electrical (Transit) - $2 million
- Environmental Engineering (Airport) - $750,000
- Lower Russell CM&I (Water & Land) - $2 million
- Pacific Right Bank CM&I (Water & Land) - $2 million

Consultant Roster

New Consultant Roster launched in July, 2018
- 2 awarded contracts (1 SCS small business)

Construction

- Riverbed Floodplain Restoration (Water & Land) - $6 million
- South Treatment Plant Biogas and Heating Improvements (Wastewater) - $25 million
- Lower Russell Road Levee Setback (Water & Land) - $26 million
- KCIT In Bldg Radio Conversion (Facilities Maintenance) - $15 million
- BRPS Replace Ctrl Building (Water & Land) - $6.9 million
Process Improvements

Save Time

Our new process is faster, easier, and more transparent.
Transit Pilot

A dedicated team of 4-5 staff from construction, A/E, and goods & services backgrounds working solely on Transit contracts.
Procurement & Payables

FREE ORIENTATION SESSIONS FOR BUSINESSES

How to do business with King County

Quick Links
- Invoice Payments
- Awarded Contracts
- Forms

for Business
- Contracting Opportunities
- Vendor Registration

kingcounty.gov/procurement
Do Business With Us

community values in action
King County’s small business certification is called **Small Contractors and Suppliers (SCS)**.

The number of SCS firms continues to grow.
Priority Hire creates jobs for construction workers who live in **economically distressed** areas of King County and neighboring counties.

Permanent policy as of March 2018
**social equity goals**

**King County**
- SCS: 5% - 20% SCS
- Apprenticeship: 5% - 20%

**Priority Hire**
- Apprenticeship: 5%
- Journey Level: 10% - 12%

**Federal**
- FTA (triennial): 12% SBE
- FAA (triennial): 3% SBE
- EPA construction: 10% MBE / 6% WBE
- EPA architecture/engineering: 10% MBE / 4% WBE
- FHWA / WSDOT (triennial): 11.6% DBE
## Priority Hire preliminary results

as of 12/31/2018

<table>
<thead>
<tr>
<th>Project</th>
<th>Total Labor Hours</th>
<th>Total Priority Hire Labor Hours</th>
<th>Priority Hire %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Apprentice</td>
<td>Journey</td>
<td>Total</td>
</tr>
<tr>
<td>Cedar Hills Area 8 &amp; 7 Closure Project</td>
<td>18,817</td>
<td>76,365</td>
<td>95,182</td>
</tr>
<tr>
<td>Sunset &amp; Heathfield Project</td>
<td>13,797</td>
<td>63,581</td>
<td>77,378</td>
</tr>
<tr>
<td>Georgetown Wet Weather Treatment Station Project (Demo)</td>
<td>824</td>
<td>3,322</td>
<td>4,146</td>
</tr>
<tr>
<td>Georgetown Wet Weather Treatment Station Project</td>
<td>4,444</td>
<td>30,477</td>
<td>34,921</td>
</tr>
<tr>
<td>Georgetown Wet Weather Treatment Station Project (Outfall)</td>
<td>763</td>
<td>4,220</td>
<td>4,983</td>
</tr>
</tbody>
</table>
## Journey Worker Diversity

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Based on King County Project Hours</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Journey Workers</td>
<td>82%</td>
<td>84%</td>
</tr>
<tr>
<td>Women Journey Workers</td>
<td>5%</td>
<td>3%</td>
</tr>
<tr>
<td>People of Color Journey Workers</td>
<td>30%</td>
<td>15%</td>
</tr>
<tr>
<td><strong>Priority Hire (PH) ZIP Codes</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PH Journey</td>
<td>21%</td>
<td>N/A</td>
</tr>
<tr>
<td>PH Women Journey Workers</td>
<td>2%</td>
<td>N/A</td>
</tr>
<tr>
<td>PH People of Color Journey Workers</td>
<td>54%</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Sources: Past Performance on County Projects is based on King County’s Contract & Apprenticeship Report Tracking System (CARTS) that is maintained by King County, Department of Executive Services, Finance and Business Operations Division, Business Development and Contract Compliance Section. Percentages listed in the Priority Hire Project column reflect hours through December 30, 2018. Data for past performance comes from CARTS 2015 and 2016 Journey Utilization Reporting.
## Apprentice Worker Diversity

<table>
<thead>
<tr>
<th>Based on King County Project Hours</th>
<th>Priority Hire Projects (Jan. 2017 – Dec. 2018)</th>
<th>Past Performance on Non-Priority Hire projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apprentices</td>
<td>18%</td>
<td>16%</td>
</tr>
<tr>
<td>Women Apprentices</td>
<td>22%</td>
<td>11%</td>
</tr>
<tr>
<td>People of Color Apprentices</td>
<td>41%</td>
<td>30%</td>
</tr>
<tr>
<td>Priority Hire (PH) ZIP Codes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PH Apprentice</td>
<td>31%</td>
<td>32%</td>
</tr>
<tr>
<td>PH Women Apprentices</td>
<td>47%</td>
<td>8%</td>
</tr>
<tr>
<td>PH People of Color Apprentices</td>
<td>61%</td>
<td>42%</td>
</tr>
</tbody>
</table>

Sources: Past Performance on County Projects is based on King County’s 2015, 2016 Apprenticeship Reports. Sources are from the Contract & Apprenticeship Report Tracking System (CARTS) that is maintained by King County, Department of Executive Services, Finance and Business Operations Division, Business Development and Contract Compliance Section. Percentages listed in the Priority Hire Project column reflect reported hours through December 30, 2018.
Upcoming Projects with Priority Hire

Q1, 2019 Projects
• Lower Russell Levee Setback Project - $25 Million
• Eastside Interceptor Section 2 Rehabilitation - $29 million
• South Interim Base Project - $23 million

Other Upcoming Projects
• Algona Transfer Station - $133 Million
• Chelan Ave CSO - $63 Million
• Lake Hills and NW Lake Sammamish Interceptor Upgrade - $54 Million
• Northeast Recycling and Transfer Station - $161 Million
• North Lake Sammamish Flow Diversion - $39 Million
• North Mercer Island and Enatai Interceptors Upgrade - $50 Million
Key Personnel Qualifications:
U.S. Green Building Council LEED Accredited Professional (AP)

Contract Specifications:
Pursue environmental certifications and require reporting (ISI, LEED, LBC, etc.)

Require Environmental Management Plans if projects require environmental mitigation and controls
Sustainable Purchasing Guide

- 25+ commodities
- Policy requirements
- Ecolabels

kingcounty.gov/procurement/green
Do Business With Us

let’s get started
do business with King County

MAXIMIZE your opportunities

1. REGISTER as a vendor
2. APPLY to a roster
3. CERTIFY your small firm
Why register?

We’ll send you email alerts when contracts open for bidding.
What’s a roster?

These small projects are unadvertised; only roster members can be invited to bid.

2. Apply for roster membership
# Types of Rosters

<table>
<thead>
<tr>
<th>Dollar Limit</th>
<th>Contract Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>$35,000 or less</td>
<td>Limited Public Works (construction)</td>
</tr>
<tr>
<td>$300,000 or less</td>
<td>Small Works (construction)</td>
</tr>
<tr>
<td>$300,000 or less</td>
<td>A/E Roster</td>
</tr>
</tbody>
</table>
Why certify?

Small business certification makes you eligible for special consideration as a prime or subcontractor.

3 Certify your small business
SCS eligibility criteria

- Personal net worth less than $1.32M
- Less than 50% of SBA business size standards
- Agree to participate in technical assistance & business development
LEARN MORE

Come to our free orientation
How to do business with King County

kingcounty.gov/procurement
Metro’s mission is to deliver a safe, reliable, and seamless network of transportation options to get people where they need to go, when they need to get there. Metro has emerged as a regional and national leader in modeling new ways to deliver mobility to the public.
Some Recent **HIGHLIGHTS** Include:

- Metro achieved record-high ridership at a time when nearly every major transit market declined.
- Our rider satisfaction level rose to 93%, the best in the nation.
- Our expanded service and adoption of green technologies are helping our region’s economy and environment thrive.
- Metro was recently named the best large transit system in North America by the American Public Transportation Association.
UPCOMING PROJECTS

- Base expansion (7 Bases)
  - Interim base
  - Lighting project
  - Underground storage tank
  - HVAC
- RapidRide
- Transfer Improvements
- Trolley

HANDOUTS AVAILABLE AT NETWORKING TABLE
QUESTIONS?
CONTACT:

Ronnie Bennett
rbennett@kingcounty.gov
(206) 263-6988