



King County

Do Business With Us

David Malone, Chief Procurement Officer

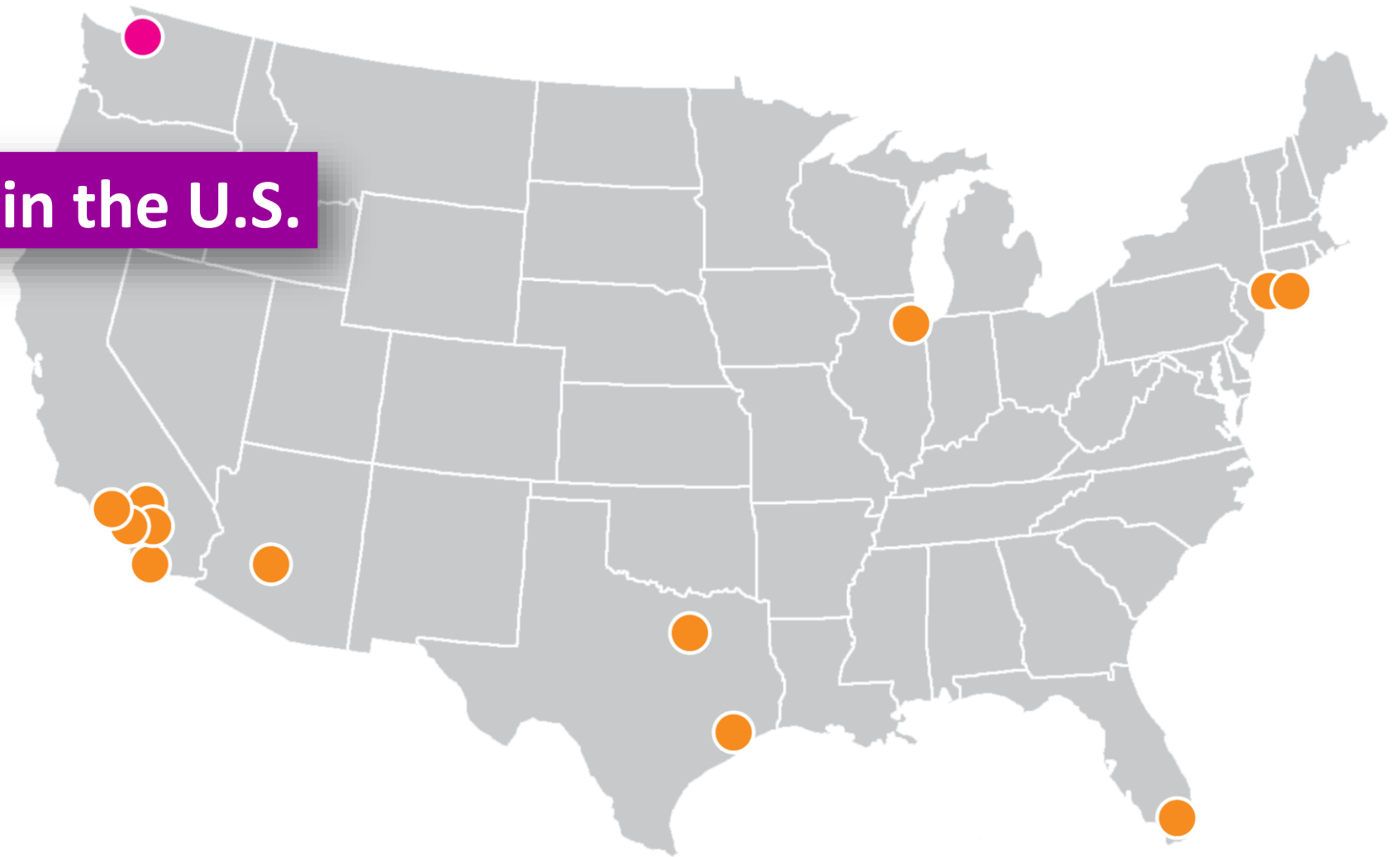
January 28, 2021



about King County

13th largest county in the U.S.

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



King County's Procurement Process

Upcoming Projects

Small Contractors

Current State - 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 Eled Fee Mitigation Project ...	\$600,000.00	5/15/2020	Professional	Water & Land	Lara.Groth@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

2021 | 60+ projects worth \$225 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

Finance & Business Operations

Procurement & Payables

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Procurement & Payables

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kingcounty.gov/procurement

[Buying Goods & Services](#)

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Big Contracts in 2021

Architecture & Engineering

- Metro Transit Interim Base Electrification Progressive Design Build (Transit) - **\$36.8 million**
- Engineering Design Services Utility Runway 14L/32R Rehabilitation – **\$1.7 million**
- Survey and Related Services for the Trolley Master System Drawing Program (Transit) - **\$2.8 million**

Construction

- Lake Hills and NW Lake Sammamish Interceptor Upgrade Project (WTD) – **\$70 million**
- North Mercer Island and Enatai Interceptors Upgrade Pump Station Improvements (WTD)- **\$14 million**
- Large Aircraft Parking Phase 2 (KC Airport)- **\$17 million**
- King County Parks Central Maintenance Facility (Renton Shop) (Parks) - **\$27 million**
- Haffner Barfuse Floodplain Restoration (WLRD)- **\$13.5 million**
- Lake Hills Interceptor Phase II (WTD) - **\$13.3 million**

Transit Pilot

Transit Procurement Pilot has transitioned into our new Category Management Unit as its own category. This is a dedicated team of procurement staff working solely on Transit procurements who specialize in the business lines of the Metro Department.



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

- SCS 3% - 20% SCS
- Apprenticeship 5% - 15%

Priority Hire

- Apprenticeship 5% - 15%
- Journey Level 10% - 15%

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



Over \$3 billion paid to certified small firms on King County projects over the past 5 years.

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 RFPs
- ✓ 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

Visit our website for more information:

www.kingcounty.gov/BDCC

SCS certification is recognized by:



SCS small business **criteria**

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

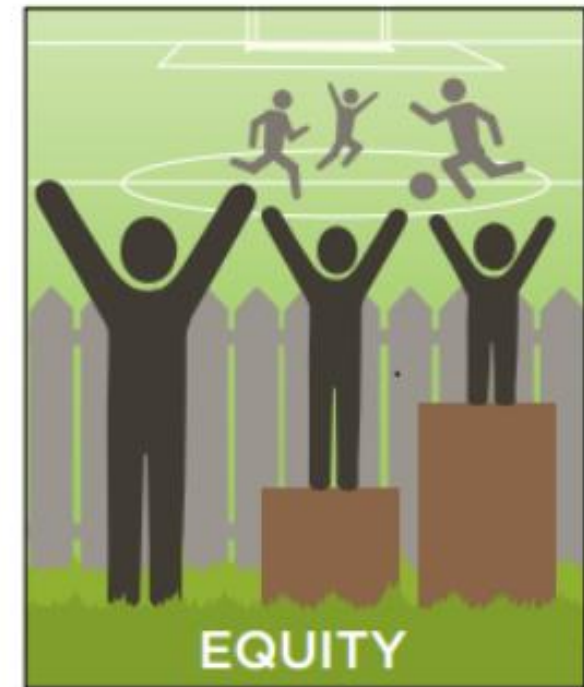
Visit www.kingcounty.gov/BDCC for more details.



Equity in Contracting Initiative

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 Guide

- 25+ commodities
- Policy requirements
- Ecolabels

kingcounty.gov/procurement/green

Concrete

Due to the energy-intensive process of producing and transporting concrete, it is among the highest emitters of greenhouse gases of any building material. Several alternatives exist to lessen the environmental impact of this material, including the use of recycled concrete aggregate or reducing the cement content through supplementary cementitious materials (SCM), called fly ash and granulated blast furnace slag (slag), which require much less energy to make. Addressing another environmental impact of concrete, porous pavement supports pedestrian, recreational and light vehicular traffic, including parking, while allowing water to pass through and flow into the soil. Porous pavement including pervious concrete, porous asphalt, concrete pavers, and plastic grid systems can all reduce the volume of storm water and increase groundwater recharge, which ultimately improves aquatic habitat in stream and rivers.



Policy and Goals:

As stated in [King County's Sustainable Purchasing Executive Policy \(CON 7-22-EP\)](#),

- Use low-greenhouse gas cement alternatives

Choose

- porous or pervious concrete
- use supplementary cementitious materials (SCM) called fly ash and granulated blast furnace slag (slag)
- recycled content
- request Environmental Product Declarations (EPDs) of concrete

Avoid

- virgin concrete
- non-porous concrete for lightly trafficked areas

End of Life

- recycling "where available"

Environmental Labels



Minimum Requirements



Contracts



Resources





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.

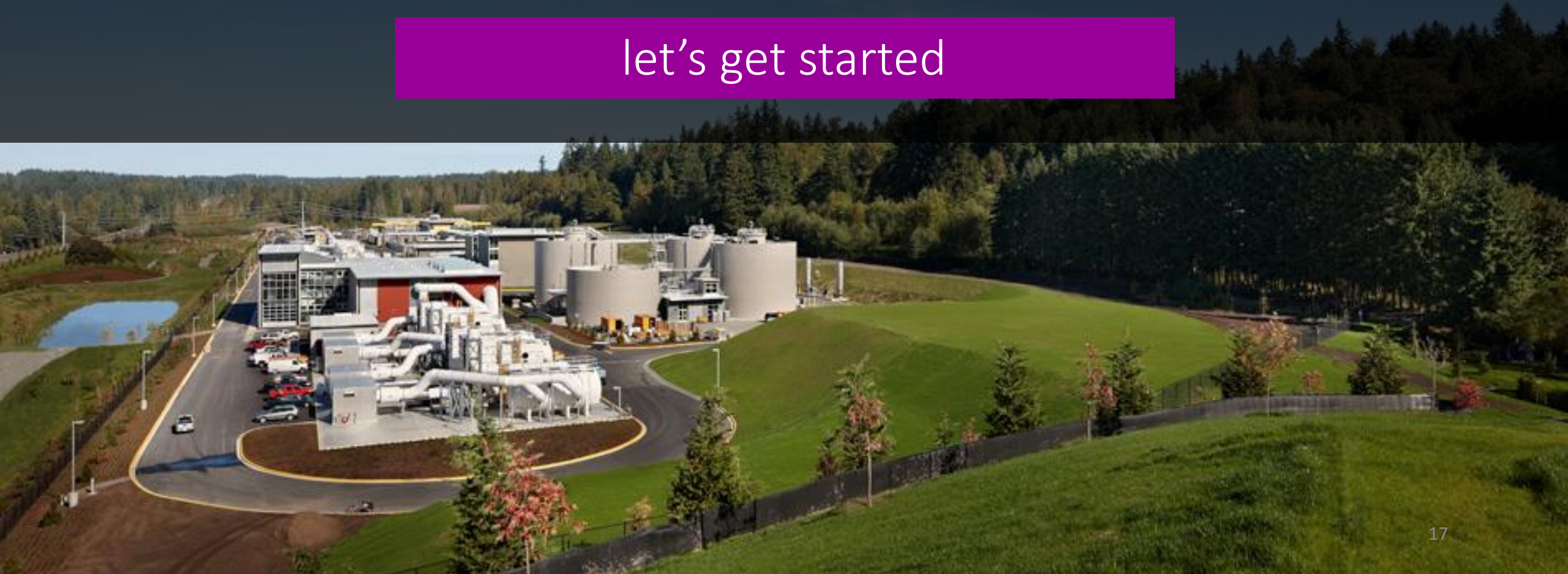
King County Strategic Climate Action Plan

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



Do Business With Us

let's get started

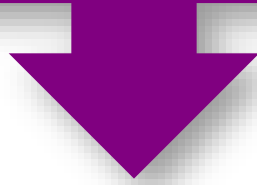


King County | E-Procurement & New Supplier Portal

- **Why:** Too many systems
 - Lack of transparency
 - Limited visibility for small businesses
 - Duplicate work
- **What:** E-Procurement
 - Creates one easy online portal for suppliers
 - Real time updates for procurements
 - Integrate technology



top 5 benefits



Online Bidding



Provide ease of accessibility to contract opportunities



Fast, Easy Self-Registration

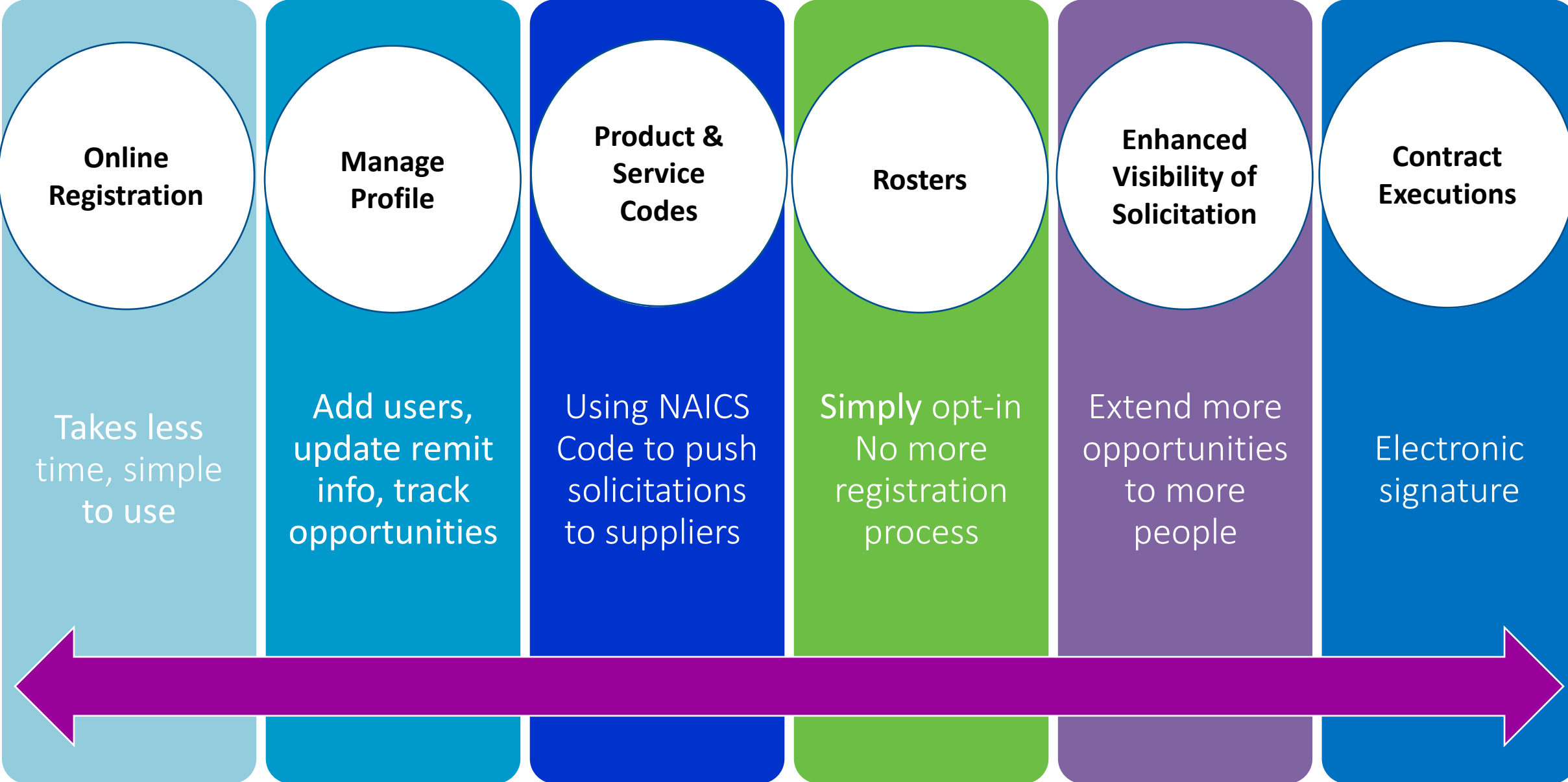


Self-Service Supplier Portal



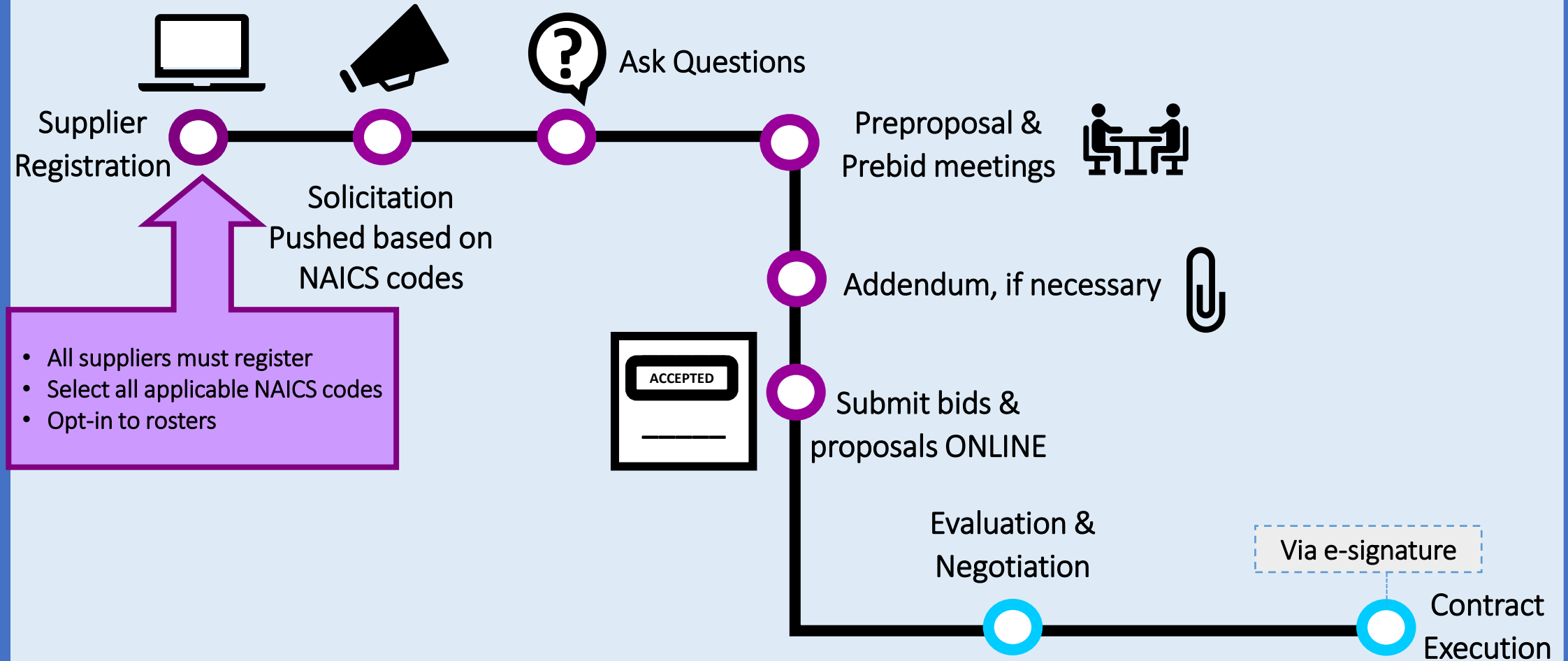
Access to Online Bid Data

what IS changing



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



**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
\$50,000 or less	Limited Public Works (construction)
\$350,000 or less	Small Works (construction)
\$500,000 or less	A/E Consultant Roster



Rosters:

Perfect for small businesses

To date 24 contracts worth \$6.4 million total have been awarded using the AE Consultant Roster...

including 16 contracts awarded to SCS-certified small businesses (\$4.5 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