



Washington EDGE

Encourage Diversity, Growth, and Equity

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FACILITY PROFESSIONAL SERVICES

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DES

Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

TODAY'S WORKSHOP

- EDGE overview
- Policy
- Program benefits
- Process and next steps
- Discussion

Helping firms gain an equitable "edge" in public works contracting.



EDGE PILOT PROGRAM

Public works contracts under \$1 million



HANDS-ON
TRAINING



PROFESSIONAL
CERTIFICATION



NETWORKING



EQUITABLE
"EDGE"

BACKGROUND

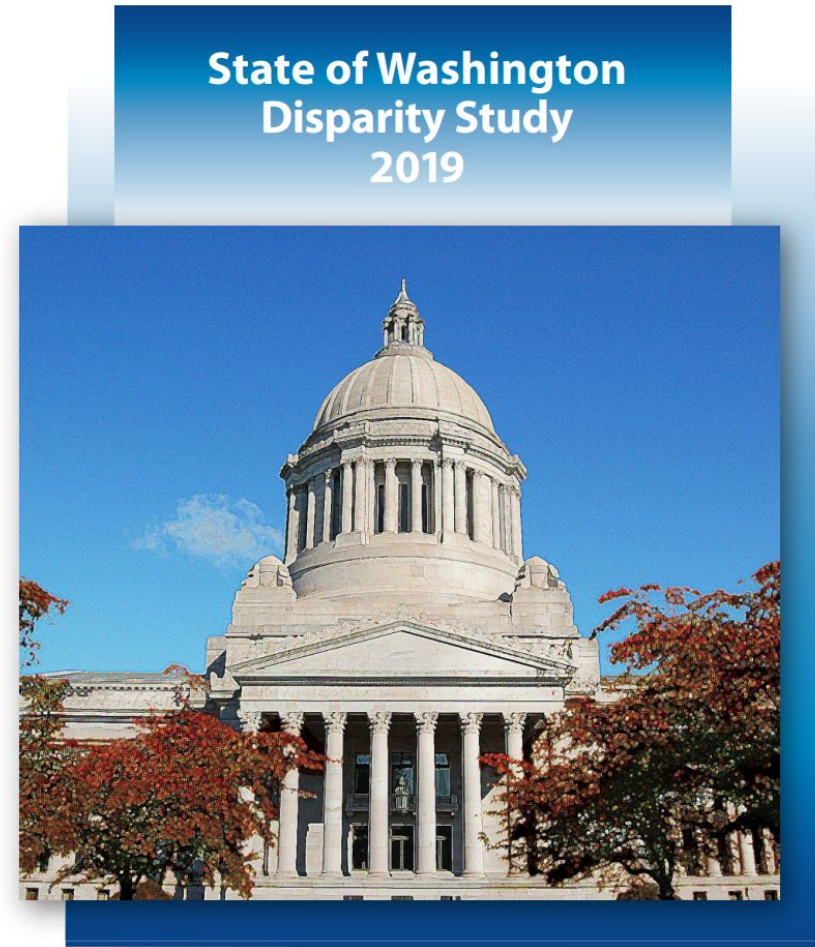
- Public works contracting
- More than \$800 million biannually in public works contracts



DISPARITY STUDY

- Governor's Subcabinet on Business Diversity
- Two factors:
 - Availability
 - Utilization
- Recommended by Disparity Study

Read the study: <https://bit.ly/3XBwBP6>



CH COLETTE
HOLT
& ASSOCIATES

OTHER DIRECTIVES

- Governor's Subcabinet on Business Diversity
- Executive Order 22-01 – Equity in Public Contracting
- Attorney General Opinion No. 2017-02



BARRIERS

Barriers

- Availability
- Capacity
- Experience
- Access to capital – bonding and insurance
- Confusing government process

What DES can do

- Address a market need
- Provide technical support
- Share tools and resources
- Create education and training

What DES can't do

- Offer preferential treatment
- Have non-competitive bids (*unless direct contracting*)
- Create contracting programs to address race or gender disparities

POLICY STATEMENT DEVELOPMENT

We need your feedback

- Eligibility Criteria
 - Program Acceptance
 - Bidding Access
- Training Program Development
- EDGE Program Limitations



PROGRAM GOALS



Strengthen **technical**,
administrative, and **managerial**
skills

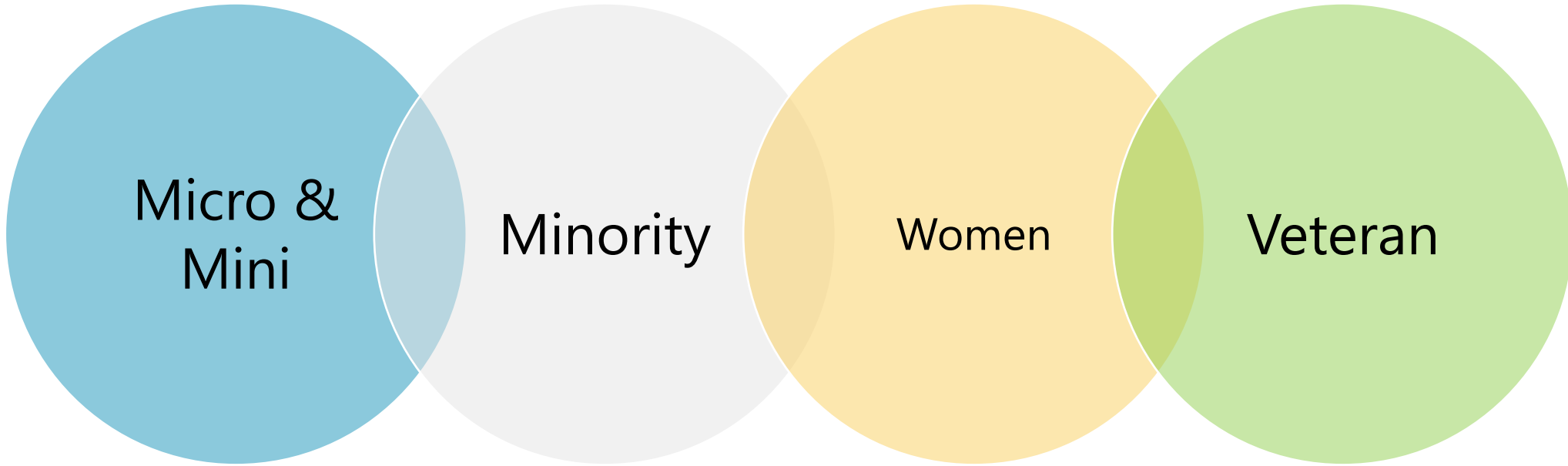


Guide **business practices** for public
contracting & procurement



Help firms build **positive**
reputation & experience

WA EDGE: PURPOSE



SMALL BUSINESS DEFINITIONS

Micro Business

- \$1 million or less WA gross receipts

Mini Business

- \$3 million or less WA gross receipts



RCW 39.26.010(16)



RCW 39.26.010(17)

WHY APPLY?



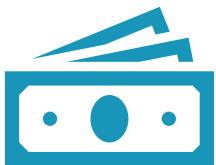
Compete for EDGE-only bid opportunities



Technical assistance and training



No-cost professional certification access



Financing and bonding technical assistance

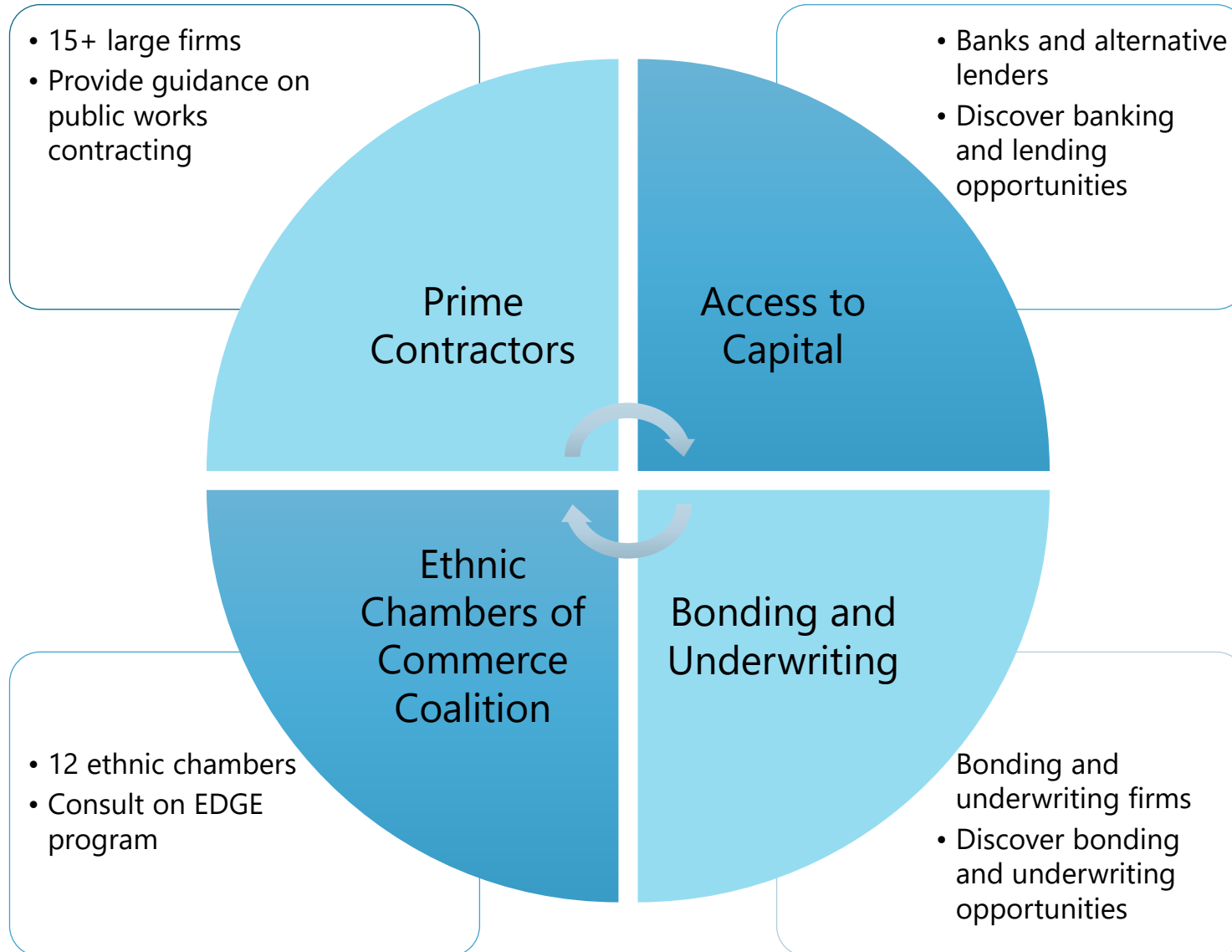


Hands-on expertise for navigating WA bidding rules and process



Connect with experienced firms and industry professionals

ADVISORY GROUPS

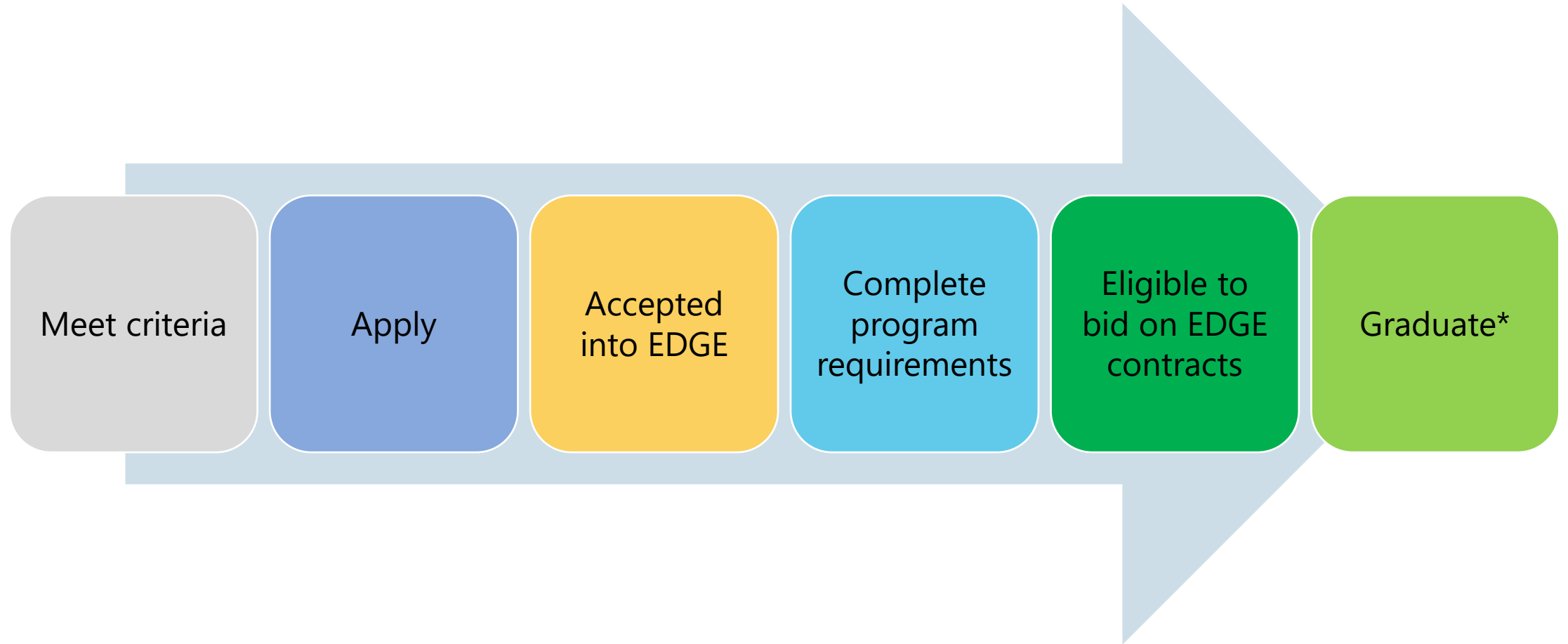


ELIGIBILITY

- ☑ Micro/mini business
- ☑ In business for four years
- ☑ Located in WA (physical or economic)
- ☑ In good standing
- ☑ Possess necessary licenses, registrations, and permits



EDGE PROCESS



REQUIREMENTS FOR EDGE BIDDING

Required:

- ☑ Complete DES training
- ☑ Successfully complete and pass AIC assessment.
- ☑ Register in DES systems:
 - ☑ WEBS
 - ☑ B2GNOW
 - ☑ Bonfire*

Recommended:

- ☑ Take advantage of technical assistance
- ☑ OMWBE certification*

BENEFITS OF ASSESSMENT



Reputation

- Recognized credential
- National standard of practice
- Builds public trust and credibility
- Competitive marketing advantage



Staff development

- Third-party skills and knowledge assessment
- Hire and develop qualified staff



Owner benefits

- Confidence in firm's skills
- Tool to pre-qualify contractors
- Peace of mind

COST

- DES covers first cost
- If unsuccessful, firm covers future cost
- One employee per firm

COMPREHENSIVE DES TRAINING

- In development, feedback is appreciated.
- Prepare firms to bid on public works contracts as Primes.
- Required
- No cost to firm
- Timing:
 - Three to five days
 - Four to eight hours per day
 - Some homework required

DRAFT TRAINING TOPICS



Construction management fundamentals



DES contracting portals: WEBS, B2GNOW, Bonfire



Project scheduling



Developing a safety plan, construction safety and health principles



Public works contracting laws and rules



Contractor pre-qualification process



Access to capital



Labor compliance & prevailing wage requirements



Bonding and insurance certification



Construction safety and health



Bidding on formal contracts

DRAFT EDGE PROGRAM LIMITATIONS

- **Subcontracting Limitations**

- All EDGE businesses can still be subcontractors, and work on other projects.

- **Fiscal Year Limitations**

- No more than 3 contracts, or 25% of EDGE reserve contract awards, whichever is lower.
- No more than \$2 million in EDGE contract awards.

DRAFT EDGE PROGRAM LIMITATIONS

- **Lifetime Limitations**

- No more than 8 EDGE contract awards.
- No more than \$4 million in EDGE contract awards.

- **EDGE Graduation**

- After 3 years in the program.
- When business revenue exceeds mini/micro limitations.

PROGRAM TIMELINE

Program and policy development

- Public/industry feedback
- Educational workshops
- Publish final policy



1

2

3

4

5

Review eligibility

- Firms must:
- Meet criteria
 - Undergo training
 - Complete certification

Evaluate, adjust

- Evaluate program launch
- Adjust as needed
- Continue on rolling basis

Launch pilot application

- Open application

Post first EDGE contract

- Procurement posted with EDGE bidder criteria
- Firms respond
- DES announces lowest responsible bidder

IMPLEMENTATION PHASES

- 1 Western WA construction
- 2 Western WA architecture and engineering
- 3 Western WA energy contracting
- 4 Eastern WA construction
- 5 Eastern WA architecture and engineering
- 6 Eastern WA energy contracting

QUESTIONS



DISCUSSION

1

Regarding EDGE eligibility criteria, is there anything that is unreasonably prohibitive or anything we should consider adding?

2

Once accepted into the program, becoming eligible to bid on EDGE contracts requires passing the AIC exam and attending the training. Would these tasks inhibit your interest in the program?

3

What training topics would you like to see included? Excluded?

4

Are the draft EDGE program limitations something you can support? If not, how would you propose we adjust them?

5

Anything else you would like to give feedback on?



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