

FAS-operated Citywide WMBE Program 2021-2022 Work Plan

Presented by Finance and Administrative Services
For National Association of Minority Contractors – NW chapter



Finance and Administrative Services (FAS) manages the Citywide WMBE Program

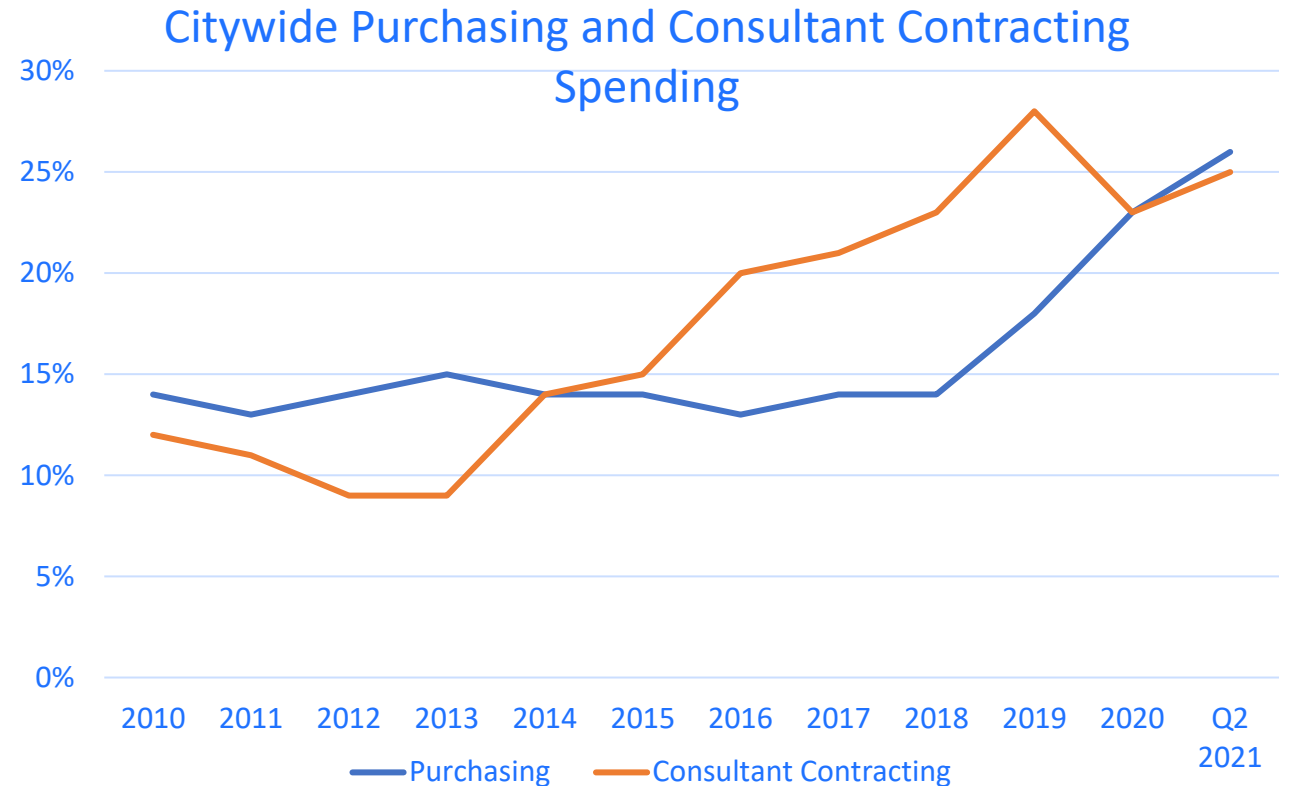
- The City of Seattle spends an average of \$800 million each year on goods, services, construction projects and consulting.
- The City has a responsibility to use that buying power to support businesses that have not historically had equitable access to government work.
- **The City of Seattle's Women- and Minority-owned Business (WMBE) Program works to make sure women- and BIPOC-owned businesses have equitable opportunities to pursue City of Seattle contracts.**



BIPOC-owned business EE Printing printed more than 200,000 flyers, signs and posters for Lumen.

Under FAS, WMBE spending has doubled in 10 years

- City purchasing spending increased from 14% in 2010 to 26% in Q2 2021
- City consultant contracting spending increased from 12% in 2010 to 25% in Q2 2021



2020-21 FAS Citywide WMBE Program Accomplishments

- Through Q2 2021:
 - Purchasing spend is at **26%**
 - Consulting at **24%**
 - Construction at **19%**
- FAS re-launched the **WMBE Advisory Committee**
- FAS contracted to start a large-scale **disparity study**
- FAS created a small departments **WMBE Interdepartmental Task Force**
- FAS worked across departments to support **BIPOC-owned firms** with a focus on **Black-owned businesses**



2022 WMBE Focus

1. Engaging and partnering with the WMBE community
2. Expanding contracting equity for BIPOC-owned firms
3. Providing resources and support for WMBEs
4. Strengthening accountability and transparency
5. Improving City policy and practices



1. Engaging and partnering with the WMBE community

Right now, FAS:

- Re-launched a 12-person **Citywide WMBE Advisory Committee**
- Partners with or sponsors crucial **community-based organizations (CBOs)**
- Hosts an office at the **Tabor Hub**

Future goals:

- Expand **outreach and engagement**
- Boost support to **CBOs**



2. Expanding contracting equity for BIPOC-owned firms

Right now, FAS:

- Conducts **data analysis** for procurement spending by race/ethnicity
- Promotes BIPOC-owned firm usage on **blanket contracts**
- Engages in policy to support **BIPOC-owned firms** focusing on **Black-owned firms** (experience requirements, unbundling)

Future goals:

- **Accelerate** the rate this work is being done
- Identify **new key areas** for change



3. Providing resources and support for WMBEs

Right now, FAS:

- Contracts to provide **technical assistance** – recent **increase of funds** for this work!
- Holds events that give WMBEs **direct access to City decisionmakers**, like “First Fridays” and contractor fairs
- Works with a cross-City team on **language access** in procurement

Future goals:

- Increase other types of **technical assistance**
- Rework the City **vendor onboarding** process
- Explore launching a **mentorship program**
- Improve the **Online Business Directory** registration and search system



4. Strengthening accountability and transparency

Right now, FAS:

- Contracted with Black woman-owned firm Colette Holt and Associates to conduct a large-scale **disparity study**
- Tracks **WMBE goals and reports on spending; post contracts** for public review
- Holds regular internal **WMBE Citywide meetings** to share info and tips

Future goals:

- Offer **WMBE trainings for City staff** in all departments and technical assistance to WMBE liaisons
- Offer **real-time tracking** to the public (internal already available)



5. Improving City policy and practices

Right now, FAS:

- Reviews **procurement policies** to ID changes to improve equity (experience requirements, blanket contracts, unbundling)
- Administers **inclusion plans** on public works contracts
- Reviews **public works policy** (bonding, experience requirements, DB/GCCM)

Future goals:

- Review **threshold requirements**, especially for direct vouchers
- Expand **pre-solicitation outreach and engagement**
- Explore a **small works roster** and **other public delivery methods**



Introducing Presley Palmer

- Deputy Division Director for Purchasing
- 10 years with FAS in Purchasing and Contracting
- Procurement and Purchasing Expert
- presley.palmer@seattle.gov



Thank you



Interpreters from Adam's Interpreting Services, a women-owned firm that provided interpretation at Lumen Field.