Frequently Asked Questions for Subcontractors Regarding Job Order Contracting (JOC) in Washington State

Q1: What is Job Order Contracting (JOC)?

A1: Essentially an on-call construction contract for smaller, less complex projects. It is a contracting method to maintain a "Standard State of Good Repair" for public facilities and infrastructure.

JOC is well-suited for projects that are:

- Smaller in scope (less than $500,000 – this limit is regulated by statute)
- Repair, renovation, or alteration projects
- Time-sensitive
- Do not require extensive design work

JOC is more regulated in Washington State than in most other states.

Q2: Do I need to be a union contractor to work with a JOC Contractor?

A2: No; Both union and non-union firms are eligible for JOC.

Q3: Is the JOC Contractor going to take away our contracting opportunities with the public agency?

A3: No; under RCW 39.10 the JOC Contractor is required to subcontract 90% of the work, which provides more opportunities for subcontractors.

Q4: Are there opportunities to work on federal contracts?

A4: Yes! There is a federal version of JOC called SABER (Simplified Acquisition of Base Requirements).

Q5: Does work under the JOC Contract need to comply with prevailing wage rates?

A5: Yes, these projects will need to comply with prevailing wage rates. See A8.f)

Q6: Does work under the JOC Contract need to file intents and affidavits?

A6: Yes, these projects will need to file intents and affidavits. See A8.f)

Q7: I heard this is an RS Means contract; does that mean I need to use RS Means (or whichever price book the agency is using) to price my work to a JOC Contractor?

A7: No, you price the work the same way as you always do; however, you may be asked for additional information. See Q10 below.

Q8: Are there any specific requirements for subcontractors on JOC projects in Washington State?

A8: The following are MINIMUM requirements for all public work contracts in the state of Washington (RCW 39.04.350):

a) Be properly licensed (appropriate contractor or specialty license)
b) Have a current state unified business identifier number (UBI) – Secretary of State registration if appropriate
c) Have industrial insurance coverage for employees (workers' comp), if applicable
d) State excise tax registration number (DOR)
e) Not be disqualified from bidding on any public works contract (RCW 39.060.010 or 39.12.065(3))
f) Have received training on the requirements related to public works prevailing wage (under RCW 39.04.350
g) Not be subject to revocation of a minor work permit under RCW 49.12.3.90(4)

Public agencies may have supplemental requirements in addition to the minimum state requirements.

Q9: How do I get selected/increase my chances of being selected for a JOC work order?

A9: Best value subcontractor selection is based on multiple factors such as responsiveness (not a low-bid selection). In addition to the minimum state requirements (see A8), you should clearly communicate your capabilities.

- Let (JOC) prime contractors know your trade specialties, certifications, licensing and experience.
- Take classes and understand mentorship opportunities that these JOC Primes offer.
- Network: Build relationships with these prime contractors. Many have events, classes or similar that are great ways to get to know them!

Q10: Does it matter if I am a certified business through OMWBE?

A10: Yes! Most JOC contracts have diverse business inclusion goals. JOC primes are required to have a diverse business inclusion plan and recruit small and minority/women-owned firms to participate in Work Orders. To participate in federal (funded) contracts, you must be certified through OMWBE.

Q11: Why did the JOC Contractor ask me for a quantity breakdown with my proposal?

A11: This helps the JOC Contractor in the selection of line items and associated quantities to support the development of the JOC Contractor's line-item estimate to the public agency.

Q12: What can JOC do for me?

A12. Each JOC Prime Contractor may offer different incentives and opportunities in their JOC program. Here are some examples of potential subcontractor incentives:

- No subcontractor payment and performance bonding requirement on most work packages.
- No retainage and fast payment on most work order packages.
- Projects are broken into smaller work packages, making it easier for smaller contractors to enter public work projects and creating more opportunities to participate.
- Best value award process for subcontractors, not low bid on most packages.
- Great performance allows for continued and increased project opportunities with the JOC Contractor.
- Mentorship by an experienced GC - support and training on paperwork, safety, etc.

These incentives are not a requirement, nor should they constitute specific expectations of a JOC Prime contractor. Ask the JOC prime contractor about their specific JOC subcontractor incentives.

Q13: How can I find JOC opportunities?

A13: The best way to get involved in JOC is to connect with a prime contractor who has been awarded a JOC contract. We've provided a list of active JOC prime contractors below.

Q14: How can I learn more about JOC?

A14: The Center for JOC Excellence (CJE) is the national non-profit organization that supports JOC education and best practices. You can learn more about CJE here: https://jocexcellence.org/

Washington State Active JOC Prime Contractors

BCI	Cameron Peacock | 206-818-4168 CPeacock@burtonconstruction.net Tim Wilson | 360-359-1098 twilson@burtonconstruction.net **https://burtonconstruction.net/**	CENTENNIAL A BILFINGER COMPANY	Cory Andreatta-Pierce | 206-547-0135 Cory.andreatta-pierce@cce-inc.com Terri Klemetson terri.klemetson@cce-inc.com **https://cce-inc.com/subcontractors/**
FORMA CONSTRUCTION	Carrie Whitton | 360-754-5788 CarrieW@formacc.com Brad van der Westhuizen | 360-776-9028 BradW@formacc.com **https://formacc.com/subcontracting-opportunities/**	G·L·Y	Michelle Connor | 425-451-8877 michelle.connor@gly.com Brad Jannusch Brad.Jannusch@gly.com
SAYBR CONTRACTORS, INC. Building Relationships	John Pallotta | 253-531-2144 Ext.123 jpallotta@saybr.com Paul Blalock | Pblalock@saybr.com	**OTHER JOC CONTRACTORS**	Brown & Root Industrial Services Colacurcio Brothers, Inc. Hilger Construction, Inc. SDB Contracting Services

Additional Resources to Find Opportunities and Other Assistance

- Procurement Technical Assistance Center (PTAC) - washingtonptac.org
- Office of Minority and Women Business Enterprise - omwbe.wa.gov
- Washington Electronic Business Solutions (WEBS) pr-webs-vendor.des.wa.gov
- Daily Journal of Commerce – https://www.djc.com/
- US Government System for Award Management – https://sam.gov/SAM/
- WA State Department of Enterprise Services (DES) - https://des.wa.gov/services/public-works/project-delivery-systems/job-order-contracting
- Tabor 100 – tabor100.org
- Center for JOC Excellence (CJE) - https://jocexcellence.org/

Here is what some contractors had to say about JOC

I think JOC is a great place for contractors to really find out if they want to be in the public market or not. – Reign City Services

We have pursued public works contracts for over 25 years and believe that they have been crucial to the growth and capacity development of our company. – Saybr Contractors