

Hello Tabor.

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City of Seattle.

Source: FAS/PCSD/12-
14-11/Locke

Construction Inclusion Plan

The Problem.

- \$2 million Mercer Demolition. The Great Swap.
- \$48 million Mercer Corridor. Zero minority
- \$60 million Waterfront Design. Zero
- \$16 million Rainier Beach Redevelopment. Zero

The Mayor's Mission.

Darryl Smith.
And Mayor McGinn.
made it possible.

Thank you.

Details.

- Design-bid-build above \$300,000
- Projects at/above \$2 million
 - mandatory WMBE Expert on Prime's team;
 - reject if not named
- Federal projects case-by-case
- Alternative Public Works – narrative

Process.

- Inclusion Form required to bid.
- Pre-bid conference to remind.
- Bids arrive.
- PCSD reviews for WMBE Plans.
- If missing, reject the whole darn thing.
- PCSD scores WMBE
- If responsive, bid continues forward
- Traditional low bid award

The Details.

- WMBE Experts on Prime's team
- Reject if not named
 - We have a list of about 13
 - Prime can name anyone, but must use one of ours if the name they submit isn't approved

Scoring.

- 3 scored elements
 - Goals (8 points)
 - Worksheet of Possibilities (2 points)
 - Guarantees (6 points)
- WMBE Expert is pass/fail

Past Performance

- 3-year average.
- Roadways, Paving
- Facilities,
- Parks (largely landscaping)
- High Voltage Electrical
- Utility (Sewer/Water/Pipe/Trenching)
- Remote Locations.
- Special categories are possible

Look them in the eye.

- Post all bids, including the Inclusion Plan, onto EBID website
- PCSD will be at the Pre-Construction meetings.
- Bring WMBE Expert during first 2 months while subs get signed
- Require use of Guaranteed WMBE Subs
- And a Performance Evaluation at the end.

The Results

- Contractors
- Said Thank you.
- No protests.

- AGC provided improvements.

The Results.

- Lowest bid tends to be highest WMBE (5/8)
- Of 43 bids, 2 rejections
- Everyone improved
 - Before: 11%
 - After: 24%
- It probably doesn't increase cost. (2 rebids)
- 2 out of 8 winners are WMBE Primes.

The Results

- WMBE Experts work.
- Thank you Regina.
- Mid Mountain (Nancy Munro). Thank you.

Rainier Beach Rebid

CE&C

\$16 million

- Our first try.
- Lowest bid - highest goal.
- \$16.8 million
- Low bid 0.5% more than original (\$45k)
- Goal 66% but.....
 - Confusion
 - 55% of work eligible for competitive subcontracting
 - 35% of total (about 88% of available).

Central Waterfront Transmission Line

Mid-Mountain

\$9.5 million

- Lowest bidder was highest WMBE.
- Aspirational goal higher than traditional utilization.
- 8.9% goal; 4% traditional
- Guarantee of 8.3%
- Current status: 8.9% locked in

Gorge Inn Renovation

Biwell

\$2.6 million

- Low bid goal - 0.5%. Rejected.
- 2nd low: \$26,000 above the low (1.5%)
- 2nd Low 37% goal
- Traditional utilization – 0%
- No Guarantees
- Just Executed

Coleman Pool Renovations

Orca (WMBE) \$880

- Rebid
 - Original had no WMBE.
 - no increase in cost.
- Lowest bid = highest WMBE.
 - WMBE won
 - Self perform 31%
 - Plus 12% WMBE subcontracting
 - All guaranteed

9th Ave NW Park Development

Oceanside (wmbe) *\$431,000*

- **Lowest bid = highest WMBE.**
- 25% WMBE subs
- 87% including WMBE self-performance
- 87% guaranteed

ACC NE Ravenna Blvd Repaving

Mid Mountain

\$1.7 million

- Low bid = 12% goal (9% minority)
- 100% is guaranteed.

Our next challenge....

Worker Diversity

- Worker diversity is hard.
- There are risks & trade-offs and costs.
- Can't assume our WMBE contractors have diverse workforce.

- 99.9% are “local” workers. Good start.
- Apprenticeship requirement guarantees:
 - 15% of total workforce
 - 21% minority goal
 - 20% woman goal
- CEC volunteered to pilot some job outreach.
 - Open shops are ‘walk in & apply’
 - Labor shops are ‘union hall pulls’

Thank you.

Q&A