

Purchasing Division

Title VI Annual

Outreach Report



Purchasing Division

Small & Diverse

Business Outreach Report

2021 Goals & Accomplishments

2022 Goals

**** Throughout report-Outreach pictures from 2014 to present**



2019 34th Annual Airport Business Diversity Conference (AMAC) in Seattle.
County booth hosted by Colleen Whiting, Purchasing and Mitchell Braathen, Paine Field Airport
Diversity, Continuity, and Sustainability Posters designed by Brandy Shoemaker in the County's Print Shop

2021 Goals & Accomplishments

1. Participate in and partner with other agencies in Outreach, training, and matchmaking events.

The Purchasing Team participated and partnered in more than 30 events in 2021.

MRSC-Local Government Ethics	1/21/21	ISM-Women in Procurement	6/10/21
ISM-Economic Outlook for WA 2021	2/11/21	WBEC-Ideation Matchmaking	6/28/21
NaVOBA Veteran Business Showcase	3/1/21	SnoCo Nonprofit & Small Biz Outreach	7/13/21
PNPEG Professional Procurement Training	3/21/21	SnoCo Micro-aggressions Training	7/28/21
NaVOBA Company Diversity Programs	3/29/21	WBEC Supplier Diversity Best Practices	8/3/21
EASC Small Business Summit Committee	4/2/21	NCMA Benefits of Plain English in Contracts	8/10/21
Small Business Expo-Virtual	4/8/21	WBEC Supplier Diversity Forum	9/2/21
NaVOBA Veteran Business Introductions	4/12/21	ISM Surviving COVID-Stories of Change	9/8/21
CPARB JOC Committee Meeting	4/15/21	WBEC Manufacturing Diversity Forum	9/14/21
NaVOBA Veteran Business Introductions	4/26/21	APWA CAEC Electronic Bidding	9/15/21
GSBA Power Connect Matchmaking	4/27/21	WBEC Construction Diversity Forum	9/16/21
EASC Small Business Summit Committee	5/4/21	NIGP-WA Regional Meeting	9/23/21
National Virtual Small Business Expo	5/6/21	SnoCo Communications Training	10/4/21
NaVOBA Veteran Business Introductions	5/10/21	CPARB JOC Committee Meeting	10/28/21
APWA CAEC JOC Best Practices	5/20/21	SnoCo Contracting w Comm-based Org's	11/1/21
GSBA Power Connect Matchmaking	5/25/21	NaVOBA Supplier Diversity Transformation	11/12/21



Snohomish County partnered with the Northwest Mountain Minority Supplier Development Council (NWMMSDC) to host a Supplier-Buyer Communications Event held in the County's Public Meeting Rooms on Jan 17, 2019.

Executive David Somers provided the Welcome Address to over a hundred participants.

Huda, Mayra, and Karla from NWMMSDC registered and greeted all participants with a warm and friendly smile!

2021 Goals & Accomplishments

2. Identify new suppliers for the County.

Supplier registrations continue to grow as the Purchasing Team actively seeks to identify and register new suppliers in the Purchasing Portal bidder's lists.

Year	Total # of Suppliers	SBE	WBE	MBE	DBE	VOB
2021	12,842	2,128	812	723	589	389
2021 % of Total		16.5%	6.3%	5.6%	4.6%	3%
2020	12,207	2,074	808	701	584	378
2019	10,980	1,977	778	675	578	375
2018	9,129	1,602	699	609	524	352
2017	5,598	1,371	452	395	445	268
2016	2,379	734	148	219	254	29



Meet the Buyer Event!

Mark Sharp, Fleet, and Lisa Lagerstrom from PTAC discuss purchasing requirements with potential suppliers at a 2019 County Outreach event held in the County's Public Meeting Rooms.

2021 Goals & Accomplishments

3. Increase access to County’s business & competitive efforts.

The Purchasing Division works with departments to expand, create, and encourage new opportunities for small, diverse, and local businesses. A few examples:

- ◆ The Department of Public Works encourages micro-and mini-businesses to participate in their On-Call Request for Qualifications (RFQ).
- ◆ The Facilities Department encourages small, local, and diverse contractors to work on their projects by utilizing the Small/Limited Works process.
- ◆ The Airport uses the Job Order Contracting (JOC) program for quick projects.
- ◆ The Office of Energy and Sustainability’s Weatherization Program utilizes the Small Works process to encourage small, local and diverse firms to participate.

	2021	2020	2019	2018	2017	2016	2015	2014
Quotes	37	37	30	23	20	15	5	8
JOC	25	11	15	22	27	27	N/A	N/A
Small Works	31	17	14	8	3	9	7	7
Formal Bids	95	51	98	107	93	86	95	80
Requests for Proposals	53	29	45	53	58	31	38	23
Requests for Qualifications	13	8	25	13	10	26	13	13
Annual Total	254	153	227	226	211	194	158	131

2021 Goals & Accomplishments

4. Track annual supplier spend and benchmark with other agencies.

The Purchasing Team tracks annual spend to not only improve opportunities, benchmark with other agencies, but also to identify improvement areas.

Agency	2021 Report	SBE	WBE	MBE	MWBE	DBE	VOB
Snohomish County	\$183m	4.31%	3.34%	8.84%	1.61%	2.42%	.90%
University of Washington	\$1,525m	N/A	.25%	.30%	.12%	N/A	N/A
WA State Dept of Corrections	\$146m	14.67%	.67%	.18%	1.8%	0%	2.47%
WA State Dept of Transportation	\$1,392m	2.38%	2.35%	3.18%	.65%	.04%	.04%
WA State Health Care Authority	\$290m	2.39%	.28%	.13%	0%	0%	0%
City of Seattle Purchasing	\$394m	N/A	8.2%	16.4%	.1%	N/A	N/A
City of Seattle Public Works	\$345m	N/A	8.2%	7.8%	N/A	N/A	N/A

Information for State and Institutional Agencies above from the OMWBE Website pursuant to RCW 39.19.030. Samples of agencies/institutions with reported spending of \$100m or more.

City of Seattle information from 2021 City of Seattle WMBE Annual Report online.

2021 Goals & Accomplishments

5. Improve and expand tracking and reporting functions.

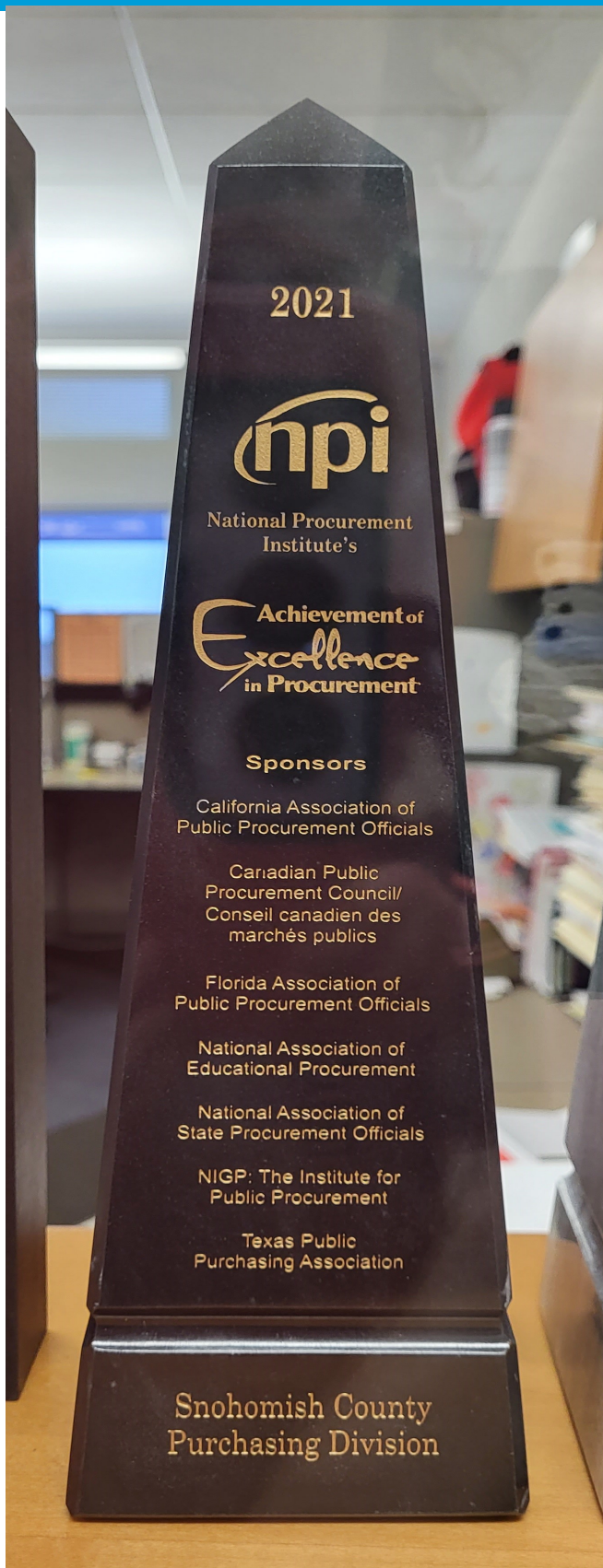
The Finance Department is currently in the testing phase of an upgrade to the current Financial System, Cayenta. Tentatively, the upgrade is scheduled to go live in the spring-summer of 2023. The upgrade includes advanced reporting tools that should eliminate the manual tracking currently necessary to create this and other reports and statistics.



2022 Goals

1. Participate in and partner with other agencies in Outreach, training, and matchmaking events.
 - A. Continue to partner and participate with other agencies.
 - B. Identify new and participate in new methods/styles of Outreach
1. Identify new suppliers for the County.
 - A. Continue to identify and find new suppliers
 - B. Offer training to encourage registration in the Purchasing Portal.
 - C. Work to resolve incomplete accounts and eliminate duplicates.
3. Increase access to County's business & competitive efforts.
 - A. Identify additional areas that can improve access
 - B. Update forms using plain English whenever possible
4. Track annual supplier spend and benchmark with other agencies.
 - A. Benchmark and learn from the State's 2019 Disparity Study
 - B. Benchmark and learn from King County's Study
5. Improve and expand tracking and reporting functions.
 - A. Continue to work on Cayenta Upgrade
 - B. Work on and improve Purchasing Portal functionality
6. Hire, train, and retain procurement professionals to ensure the Team has sufficient capacity to complete their daily work and participate in Outreach.

Good Work!



Shannon Barker and Ben Young at the Annual NAACP Snohomish County Freedom Fund Gala Event.

Snohomish County Purchasing Division recognized for Achievement of Excellence in Procurement in 2021.

Dr Janice Green and Bramby Tollen at the Annual NWMMSDC Excellence in Performance Awards Event.

