

# Public Works Upcoming Changes

February 29, 2024



Washington State  
DEPARTMENT OF  
ENTERPRISE SERVICES



MRSC  
ROSTERS



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Washington State Office of  
MINORITY &  
WOMEN'S  
Business Enterprises

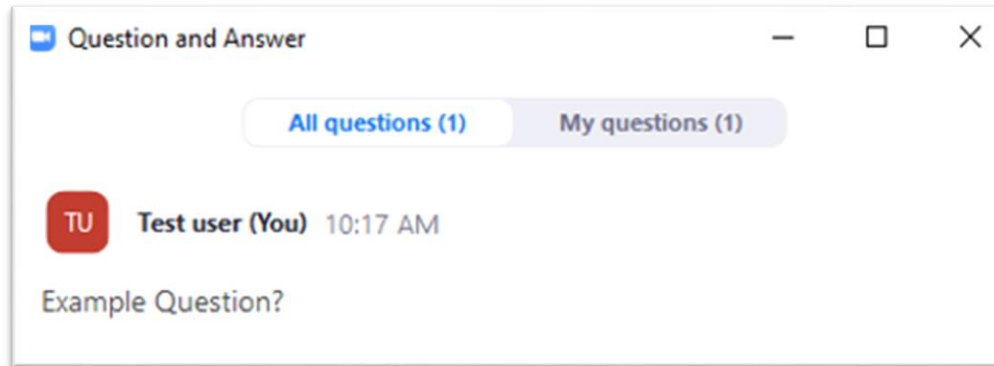


Washington State Department of  
Labor & Industries

# Zoom Webinar: Q&A and Chat

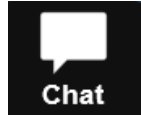
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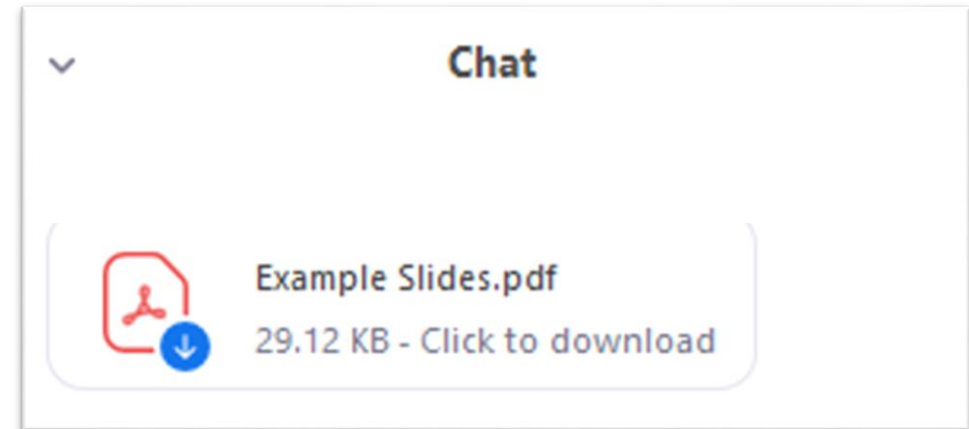
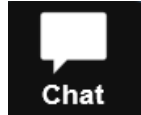
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# Agenda

- **Public Works Overview** – Tiffany Scroggs, Washington APEX Accelerator
- **Background** – Janet Jansen, Department of Enterprise Services (DES)
- **Small Works & Apprentice Utilization Changes** – Aleanna Kondelis, MRSC
- **Certification Overview of Public Works Small Business Enterprise (PWSBE)** – Sharon Harvey & Lee Lim , Washington State Office of Minority & Women’s Business Enterprises
- **Rosters Platform** – Aleanna Kondelis, MRSC
- **Contractor Resources** – Tiffany Scroggs, Washington APEX Accelerator
- **Q & A**



# Public Works Overview

Tiffany Scroggs  
Washington APEX Accelerator



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# How do state & local governments buy Public Works?

1. Design Bid Build
2. General Contractor/Construction Manager (GC/CM)
3. Design Build
4. Small Works Roster ←
5. Job Order Contracting (JOC)

**Half the projects (\$306m)**

**47,000 Projects (\$10b in Spend)**

*Less common:*

6. Energy Performance
7. Unit Price (IDIQ)
8. Public Private Partnerships (P3)

**Of the small works contracts, half were under the new Direct Contracting Threshold which totaled \$215m last year.**



# Public Works – Definitions

**“Public Works”** – means... [a project for] construction, alteration, repair, or improvement...

State law requires agencies to award public works contracts to a *responsible* bidder with the *lowest responsive bid*.



# Little Bit About Small Works Rosters

## A Small Works Roster Is

- a list of eligible contractors
- frequently used by agencies to compete public works project estimated to cost \$350,000 or less
- one of three Rosters at MRSC or
- a separate Roster created and maintained by an agency

## A Small Works Roster Is Not

- a procurement portal with a list of bid leads
- used by prime contractors seeking subcontractors
- a place to bid work estimated over \$350,000

# Background

Janet Jansen, Washington State  
Department of Enterprise Services



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# What is CPARB?

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## The **C**apital **P**rojects **A**dvisory **R**eview **B**oard (**CPARB**)

- formed by RCW 39.10
- reviews alternative public works contracting procedures and
- ***provides guidance to state policymakers*** on ways to further enhance the quality, efficiency and accountability of public works contracting methods
- CPARB subcommittee developed the small works roster changes that will be going into effect



# What prompted these changes?

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- Small projects were not going to small businesses regularly
- The process had many thresholds which were confusing for Owner's to use
- Wanted to create more of a "one-stop-shop" and a "statewide" roster
- Regularly provide information on projects awarded and to who publicly, reduce the need for information requests.
- Provide an option to directly contract with small businesses



# Department of Enterprise Services

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- As a key stakeholder on the CPARB subcommittee and advocate for small businesses, DES has agreed to move our small works procurement process to the statewide small works roster
- **Starting in July**, DES will be procuring small works projects through the statewide small works roster
- DES will be sending more communications on how to and when this will be happening
- Recommend you start now with registering at the MRSC Roster and OWMBE for small business certification



# Small Works & Apprentice Utilization Changes

Aleanna Kondelis  
MRSC, Hill International



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# A closer look at the changes coming





# What's Changing?

- Apprenticeship (HB 1050)
- Small Works Roster (SB 5268)





# Apprenticeship Utilization Requirements on large projects

**HB1050 Expands** apprenticeship utilization requirements (AUR) on public works projects to *all public agencies* (“municipalities”) (**RCW 39.04.320**)

## **Effective July 1, 2024**

- **\$2M project estimate or greater**, 15% of all labor hours are to be performed by state registered apprentices in state approved programs

## **Effective July 1, 2026**

- \$1.5M estimate or greater, 15% of all labor hours

## **Effective July 1, 2028**

- \$1M estimate or greater, 15% of all labor hours

# Small Works







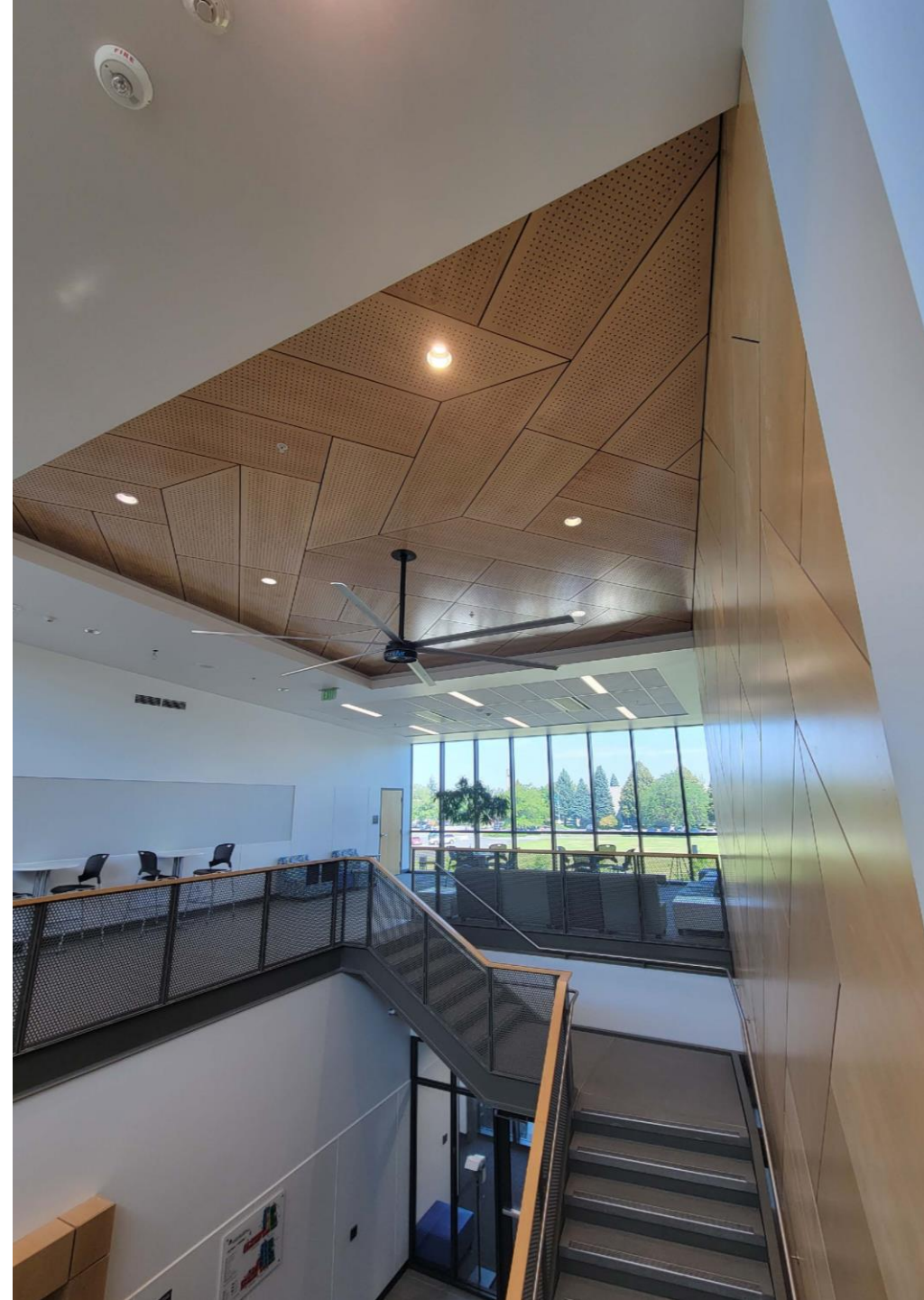
# Small Works Roster New Bill Overview

## **Starting July 1, 2024** (SB5286)

- Establishes a “statewide” roster that will provide public works contracting opportunities in one-place
- New type of state small business certification
  - move to the top of the list in the statewide roster...literally
- Direct contracting potential with owner’s you want to work with
- Transparency – can see, without requesting, awards and use of the statewide roster

# Purpose of the new bill

1. Move to more of a “one-stop-shop”
2. Transparency in reporting and use of rosters
3. Administratively efficient for public owners
4. Reduces layers and nuances
5. Promotes the use small and diverse businesses with potential direct contracting options





# What is a Small Works Roster?

1. Pre-determined list of eligible and *responsible* contractors
2. A low-bid bidding process to award small (less than \$350,000) *construction projects*

*Multiple types of rosters* may be used by public owners:

- **Small Works** for public works/construction projects
- **Professional Services** for architects and engineers
- **Services** for maintenance, janitorial, landscaping and tree trimming
- **Vendor** for goods, products, equipment, materials, etc.

*\*Focuses bid pools*

# Comparing

<b>Traditional Public Works Contracting</b>	<b>Small Works Contracting</b>
Publicly advertised	Advertised to just the roster
Full bidding documents (plans and specifications)	Scope of Work, Contract
Competitive Bids - longer bid times	Competitive Bids - shorter bid times*
Site Walks	Typically, no site walks
Permitted work	Permitted work
Responsive and responsibility	Responsive and responsibility

*\* Starting in July direct contracting option for work estimated to cost less than \$150,000*



# “Statewide” Small Works Roster

- What is changing?
- What to expect?
- How do I prepare?
- How to maximize your time on the **statewide** small works roster

# Statewide Small Works Roster

- **What's changing?**
- **Statewide** *small works roster* officially established
- MRSC is the administrator

Small Works

Public Works,  
Construction,  
Improvements,  
renovations

Consultant

Professional A/E,  
project  
management,  
studies, technical  
reports, general  
consulting

Vendor

Goods and services,  
purchased services,  
maintenance  
services

# Statewide Roster Solicitation Tool

**MRSC ROSTERS** PUBLIC AGENCIES BUSINESSES ABOUT PROJECT DETAILS  LOG IN

MRSC Rosters is the only directory that connects businesses with **665 public agencies** in Washington State for small public works projects, consulting opportunities, and goods and services.

Register your business.  
Become a public agency member.

[JOIN MRSC ROSTERS](#)

Washington's Statewide Small Works Roster

MRSC Rosters is used by 665 Washington Public Agencies [BROWSE PUBLIC AGENCIES](#)

### MRSC Rosters Serves Business and Public Agency Members

BUSINESS MEMBERS	PUBLIC AGENCY MEMBERS	ELECTRONIC BIDDING
<p>Join MRSC Rosters to grow your public sector business faster! Get contracting opportunities directly from participating Washington State Public Agencies. Have all necessary documentation and meet <u>eligibility requirements</u> before you register.</p> <p><a href="#">BECOME A BUSINESS MEMBER</a></p>	<p>Join MRSC Rosters to save your agency money and time! Cities, Counties and special purpose districts use MRSC Rosters to maintain individual Small Works, Consultant, and Vendor rosters to make the roster contracting process easier.</p> <p><a href="#">BECOME A PUBLIC AGENCY MEMBER</a></p>	<p>Public Agencies join MRSC Electronic Bidding to significantly reduce the administrative effort involved in public bidding, increase bidder participation and satisfaction, and provide valuable reporting capabilities.</p> <p><a href="#">BECOME AN ELECTRONIC BIDDING MEMBER</a></p>

Small Works Roster

Consultant Roster

Vendor Roster



# Registering on the Statewide Small Works Roster



Application status bar

## Contact Information

Name \*

Title

Phone \*

Extension

Email \*

Business Name \*

UBI # \*



# Registering on the Statewide Small Works Roster



## Roster & Business Type

### Roster Type(s) \*

- Small Works** Construction, building, renovation, remodeling, alteration, repair or improvement of real property.
- Consultant** Architecture, engineering, surveying and consulting for management, finance, legal, communications, and environmental consulting.
- Vendor** Product sales, equipment repair, vehicle maintenance, garbage collection, and other purchased services.

# Registering on the Statewide Small Works Roster



## Licenses

If you need to update your UBI number, please contact [mrsrosters@mrsc.org](mailto:mrsrosters@mrsc.org)

Current information with the State will pull onto the page so you can see how you appear in the licensing system.

UBI #: 123456789

Contractor's License #: XXXXXXXXXXXXX

Not required to have a Contractor's License ?

Specialty License: Electrical xxxxxx

L&I Contractor Training complete ?

No Debarments have been issued ?

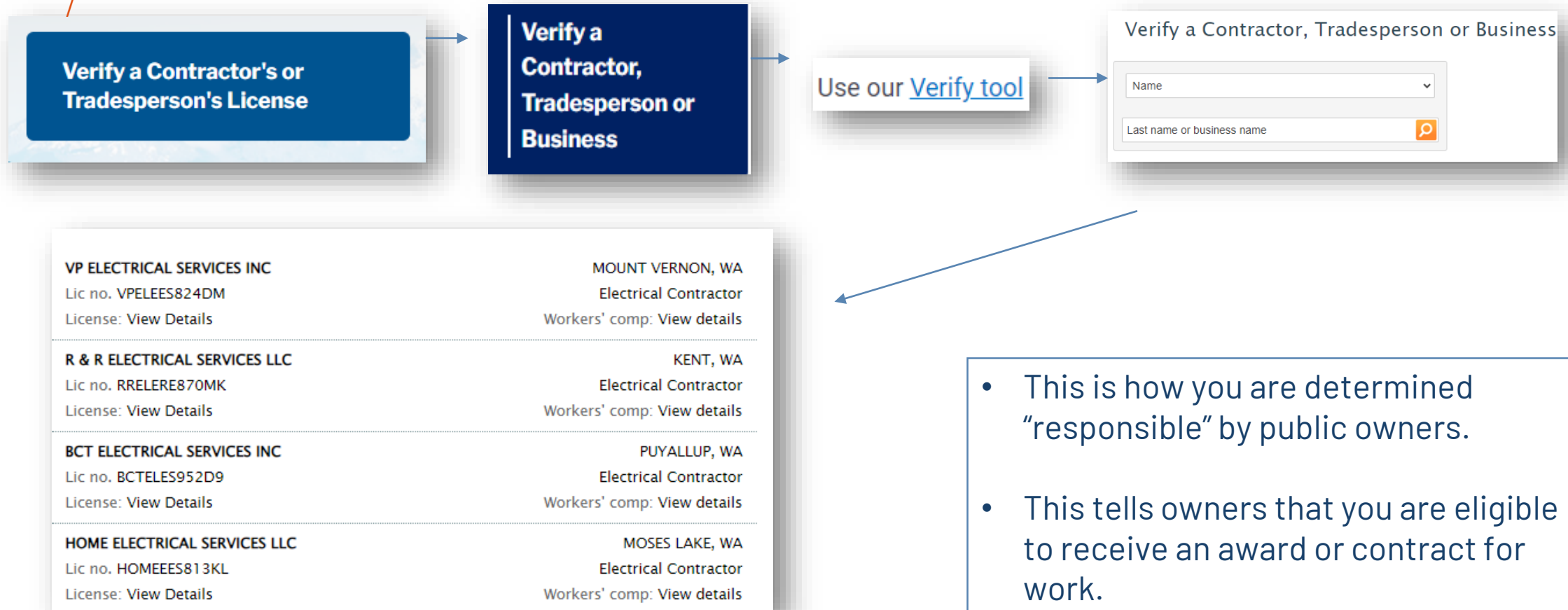
No Strikes have been issued ?

No Safety & Health violations ?

Workers' Comp status active ?

# So how do public owners "see" you?

<https://www.lni.wa.gov/>



- This is how you are determined "responsible" by public owners.
- This tells owners that you are eligible to receive an award or contract for work.

# Contractor Registration

## APOLLO HEATING & A/C

### Owner or tradesperson

Principals ?  
RATCHFORD, BRUCE W, PRESIDENT more...  
Doing business as  
APOLLO HEATING & A/C

1133 W. COLUMBIA DRIVE  
KENNEWICK, WA 99336  
509-586-1104  
BENTON County

WA UBI No.  
600 443 607  
Parent company  
APOLLO SHEET MEATL INC

Business type  
Corporation  
Governing persons ?  
BRUCE WAYNE RATCHFORD

## License

Verify the contractor's active registration / license / certification (depending on trade) and any past violations.

**Construction Contractor** ?

**Active**  
Meets current requirements

License specialties  
GENERAL What can they do?

License no.  
APOLLHC867J1  
Effective — expiration  
04/21/2014— 04/21/2024

[Past and related licenses](#)

[Report this contractor](#)

## APOLLO MECHANICAL CONTRACTORS

### Owner or tradesperson

Principals ?  
RATCHFORD, RYAN B, VICE PRESIDENT more...  
Doing business as  
APOLLO MECHANICAL CONTRACTORS

PO BOX 7287  
KENNEWICK, WA 99336  
509-586-1104  
BENTON County

WA UBI No.  
600 443 607

Business type  
Corporation  
Governing persons ?  
BRUCE WAYNE RATCHFORD more...

## License

Verify the contractor's active registration / license / certification (depending on trade) and any past violations. [Questions about licenses?](#)

**Plumbing Contractor** ?

**Active**  
Meets current requirements.

License specialties  
JOURNEY LEVEL What can they do?

License no.  
APOLLMC795NR  
Effective — expiration  
08/06/2021— 08/06/2025

[Past and related licenses](#)

[Report this contractor](#)

### Narrow your results:

✔ All results (258)

[Only construction companies and tradespeople](#) (34)

Construction companies (25)

Electrical (5)

Asbestos (0)

Plumbing (4)

Plumbing Contractor (3)

Medical Gas (0)

Plumber (0)

Plumber Trainee (1)

Modified Plumber (0)

Elevators (0)

Same company, same UBI, record 2 separate licenses

# Contractor Licensing

**KONE INC**

**Owner or tradesperson** ONE KONE COURT  
Doing business as MOLINE, IL 61265  
KONE INC 309-743-5574

WA UBI No. 409 009 297 Business type Corporation

**License**

Verify the contractor's active registration / license / certification (depending on trade) and any past violations. [Questions about licenses?](#)

**Elevator Contractor** ? **Active**  
Meets current requirements.

License specialties  
All Areas [What can they do?](#)

License no.  
KONEII\*96508

Effective — expiration  
09/28/2004— 10/02/2024

[Past and related licenses](#)

[Report this contractor](#)

**ELECTRICAL CONTRACTORS INC**

**Owner or tradesperson** PO Box 250  
Principals ? YELM, WA 98597  
Stone, Adam H, PRESIDENT [more...](#) 509-868-8750  
Doing business as THURSTON County  
ELECTRICAL CONTRACTORS INC

WA UBI No. 604 087 702 Business type Corporation

Governing persons ?  
ADAM HARVEY STONE [more...](#)

**License**

Verify the contractor's active registration / license / certification (depending on trade) and any past violations. [Questions about licenses?](#)

**Electrical Contractor** ? **Active**  
Meets current requirements.

License specialties  
GENERAL [What can they do?](#)

License no.  
ELECTCI837Q7

Effective — expiration  
11/27/2017— 11/27/2023

[Report this contractor](#)

# Contractor Licensing

## VP ELECTRICAL SERVICES INC

### Owner or tradesperson

#### Principals ?

PESHKO, VALENTYN AL, PRESIDENT [more...](#)

#### Doing business as

VP ELECTRICAL SERVICES INC

2301 MARKET ST

STE 135

MOUNT VERNON, WA 98273

360-630-7075

SKAGIT County

#### WA UBI No.

604 218 406

#### Business type

Corporation

#### Parent company

VP Electrical Services Inc

## License

Verify the contractor's active registration / license / certification (depending on trade) and any past violations. [Questions about licenses?](#)

### Electrical Contractor ?

### Active

Meets current requirements.

#### License specialties

GENERAL [What can they do?](#)

GENERAL (WAC 296-46B-920)

All types of electrical and telecommunications work.

#### License no.

VPELEES824DM

#### Effective — expiration

03/19/2018— 03/19/2024

#### [Past and related licenses](#)

#### [Report this contractor](#)

## Public Works Requirements

Verify the contractor is eligible to perform work on public works projects. [Questions about public works requirements?](#)

### Required Training- Effective July 1, 2019 ?

Exempt from this requirement.

Completed the training on 8/10/2020

### Contractor Strikes ?

No strikes have been issued against this contractor.

### Contractors not allowed to bid ?

No debarments have been issued against this contractor.

# Registering on the Statewide Small Works Roster



If there is an issue with your licensing or registration, there will be a prompt to help you get "award ready."

## Licenses

If you need to update your UBI number, please contact [mrsrosters@mrsc.org](mailto:mrsrosters@mrsc.org)



**There is a problem.** Please contact L&I directly at 360-902-5800 or [pw1@lni.wa.gov](mailto:pw1@lni.wa.gov) to clear up issues before continuing with your application.

UBI #: 123456789

**Contractor's License #: XXXXXXXXXXXX**

Your contractor's license is ineligible. Contact L&I directly at 360-902-5800 or [pw1@lni.wa.gov](mailto:pw1@lni.wa.gov).



# Registering on the Statewide Small Works Roster

If you hold diverse business certifications from the State, OMWBE it will appear in your application.

## Certifications

Public Agencies care about your business's Certifications, so make sure you provide accurate information. Contact the Washington State Office of Minority and Women's Business Enterprises if you disagree with auto-populated fields or to inquire about obtaining Equal Opportunity Certifications.

**Public Works Small Business Enterprise (PWSBE):**  
XXXXXXXX

**Minority Business Enterprise (MBE):** ?  
XXXXXXXX

**Women's Business Enterprise (WBE):** ?  
XXXXXXXX

**Minority Women Business Enterprise (WMBE):** ?  
XXXXXXXX

**Combination Business Enterprise (CBE):** ?  
XXXXXXXX

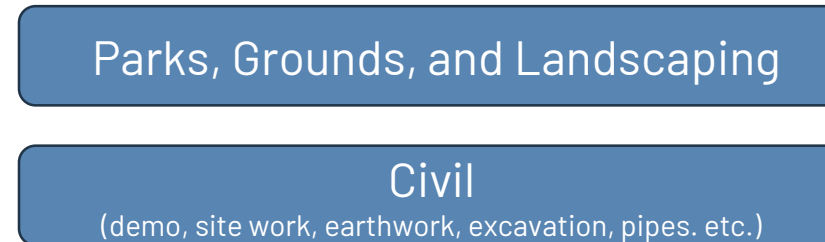
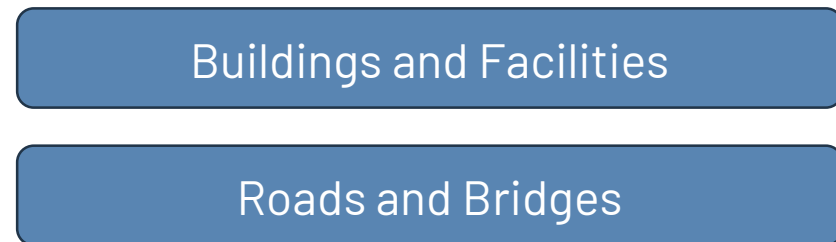
**Socially and Economically Disadvantaged Business Enterprise (SEDBE):** ?  
XXXXXXXX



# Project Types and Work Categories

## What's changing?

- After selecting "Small Works" Roster you will register for **Project Types** and **Work Categories**.
- You will no longer be allowed to "select all." You will need to select your *primary work category(ies)*.



# A “shift” in services

## What’s changing?

- Services such as grounds keeping, HVAC, alarm testing are generally procured using an **RFP** which includes a proposal for approach, staffing plan, **recurring needs**, warranty issues, and rates for an indefinite quantity over multiple years.
- Work orders, authorizations, or work call outs are not individual projects or contracts.
- Prevailing wage requirements are different for services and multi-year, multiple-award contracts (e.g., annual filing, no certified payrolls, etc.) vs. a one-time construction project
- *The requirement to pay prevailing wage does not make a contract “public works,” the scope and nature of the work does.*



# Registering on the Statewide Small Works Roster



## Participating Public Agencies

By County

Participating public owners in that County or select the whole County

Adams

Adams County \*

City of Othello \*

City of Ritzville \*

Othello Community Hospital

Port of Othello \*

Town of Washtucna

Washtucna School District #109

# Registering on the Statewide Small Works Roster




## Review Your Application

Please review your application and make any necessary edits.

SUBMIT APPLICATION

### Contact Information

EDIT 

Business Name: MRSC

Parent Company/Legal Business Name: Municipal Research Services Center of Washington

Name: Angela Mack


Address: 2601 4th Ave Suite 800, Seattle, WA 98121

Phone: 206-625-1300

Email: [amack@mrsc.org](mailto:amack@mrsc.org)

Notify this contact about project new opportunities: Yes

### Roster & Business Type

EDIT 

Roster Type(s): Consultant

Business Type: Sole Proprietor

Number of Employees: 1-30

Does your business qualify as a small business? Yes



# Inside the Statewide Small Works Roster

How do you appear to public agencies using the statewide small works roster?



# Statewide Small Works Roster

**SMALL WORKS ROSTER**

**List of Businesses**

Below is the Roster Business List for your records.  
Click "Solicit Businesses" to solicit businesses for your project.

The roster will then generate a project-specific *list of businesses for solicitation*.

Which Small Works Roster Process do you intend to use? \*

- Competitive Bid
- Direct Contracting

CERTIFIED BUSINESS NAME	LAST CONTRACT DATE	MORE
● B&B Structures LLC	XX / XX / XXXX	+
● Brock Construction Inc	XX / XX / XXXX	+
● DARDAN ENTERPRISES, INC	XX / XX / XXXX	+
● Empire Well Drilling LLC	XX / XX / XXXX	+
● HUIZENGA ENTERPRISES LLC	XX / XX / XXXX	+
● Imperial Demolition & Earthworks	XX / XX / XXXX	+
● Mr. Asphalt and Sons LLC	XX / XX / XXXX	+
● Nordvind Company	XX / XX / XXXX	+
● Petersen Brothers, Inc.	XX / XX / XXXX	+
● Stanley Patrick Striping	XX / XX / XXXX	+
● Stan's Construction and Son, LLC	XX / XX / XXXX	+
● Talakai Construction, LLC	XX / XX / XXXX	+
● = Certified Businesses		
UNCERTIFIED BUSINESS NAME	LAST CONTRACT DATE	
Archer Construction	XX / XX / XXXX	+
Black Rock Construction & Development LLC	XX / XX / XXXX	+
L.W. Sundstrom, Inc	XX / XX / XXXX	+

● B&B Structures LLC jwelcome@frontier.com

CONTACT: Jane Smith

PHONE: (206) 123 4567

LAST CONTRACT DATE: XX / XX / XXXX

UBI #: 123456789

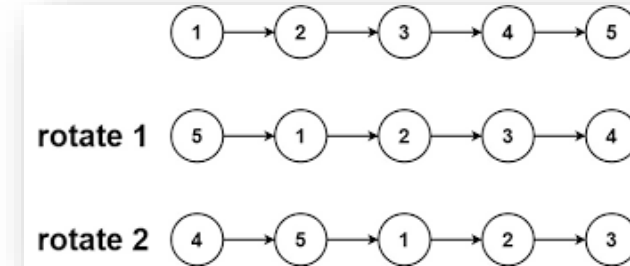
CERTIFICATION: XXXXX

# Direct Contracting

## What's changing?

### "The Rule of Six or More"

Project Estimate \$150,000 or less



**No certified business**  
Contract with any, rotate



**6 or more certified**  
Contract with certified,\* rotate



**5 or less certified**  
Contract with any, rotate



Certified Businesses



Not Certified



Solicitation list by work category

Certified = PWSBE

# New Public Works Certification (PWSBE)

Sharon Harvey & Lee Lim  
OMWBE



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Washington State Department of  
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*Coming in 2024!*

**Public Works  
Small Business  
Enterprise  
(PWSBE)**



# ABOUT US

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**Sharon Harvey, Acting Director of Policy**

**Lee Lim, Public Works Small Business Enterprise Supervisor**





# OMWBE Purpose

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To be a vital and trusted resource for businesses owned by minorities, women and other under-represented communities to gain access, visibility, and contracting opportunities in procurement.

We work to promote equity in how Washington State spends its resources in the private sector by eliminating barriers to equitable participation in public spending and contracting.

# CERTIFICATION Types

## FEDERAL CERTIFICATION

- ✓ Disadvantaged Business Enterprise (DBE)
- ✓ Airport Concession Disadvantaged Business Enterprise (ACDBE)
- ✓ Small Business Enterprise (SBE)

## STATE CERTIFICATION

- ✓ Minority Business Enterprise (MBE)
- ✓ Minority Woman Business Enterprise (MWBE)
- ✓ Woman Business Enterprise (WBE)
- ✓ Combination Business Enterprise (CBE)
- ✓ Socially and Economically Disadvantaged Business Enterprise (SEDBE)

**PWSBE Certification is Coming Soon!**<sub>44</sub>

# Public Works Certification

## Public Works Small Business Enterprise (PWSBE)

- State Certification
- Race and Gender Neutral
- Eligibility Requirements
  - Personal Net Worth (PNW) under \$1.32 million excluding primary residence and applicant business
- Gross Receipts Under \$30.4 million based on a 3-year average
- Public works focused – Public work means all work, construction, alteration, repair, or improvement. Ex: Public buildings, infrastructure



# Why Get Certified?



Your firm anticipates working with state agencies, local governments, school districts, and public universities.

Direct Contract opportunity with state agencies and local governments.

State agencies and colleges have supplier diversity goals.

Some private companies also use OMWBE's certified businesses to fulfill their supplier diversity goals.

# Benefits of Certification

- Increase your visibility through listings on important databases for certified businesses and active bids throughout the state including WEBS
- Listed on OMWBE's public directory
- Small Business Assistance support services to navigate your certification
- Use our logo on your business website
- **GROW YOUR BUSINESS!**



# PWSBE Certification

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- Starting in March 2024!
- No cost in March – June, maybe beyond
- OMWBE state certified businesses (MBE, WBE, etc.) operating in public works are automatically PWSBE eligible
- PWSBE certification will put you at the top of the list for direct contracting opportunities
- Still need to apply to the statewide (MRSC) roster but certification status will appear on the roster at time of registration





# CERTIFICATION Application



## Where do I start my certification application?

### CREATE AN ACCOUNT ON THE CERTIFICATION PORTAL

- Visit [omwbe.diversitycompliance.com](https://omwbe.diversitycompliance.com)
- “Apply For / Renew Certification” | “Create Account”

### ONLINE APPLICATION

- Choose State or Federal. Start a federal application if you want both state and federal certifications.

### COMPLETE ONLINE APPLICATION AND UPLOAD DOCUMENTS





# TYPES OF Documents

**Affidavit of Certification**

**Personal and Business Taxes (3 Years)**

**Personal Net Worth Statement**

**Business Formation and Operating Documents**

**Resume(s)**

**Proof of Initial Investment**

**List of Equipment**

# Application Process Time

**UP TO  
60 DAYS FOR  
STATE  
CERTIFICATION**

**UP TO  
90 DAYS FOR  
FEDERAL  
CERTIFICATION**

\*Federal Certification Requires and  
Onsite Visit

# Questions?

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**Sharon Harvey, Acting Director of Policy**

Email: [SharonH@omwbe.wa.gov](mailto:SharonH@omwbe.wa.gov)

Phone: (360) 704-8437

**Lee Lim, PWSBE Supervisor**

Email: [LeeL@owmbe.wa.gov](mailto:LeeL@owmbe.wa.gov)

Phone: (360) 890-6305

**Office of Minority & Women's Business Enterprises**

1110 Capitol Way S #150, Olympia, WA 98501

Phone: (360) 664-9750 | [omwbe.wa.gov](http://omwbe.wa.gov)





# Statewide Public Works Rosters Platform

Aleanna Kondelis  
MRSC, Hill International



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# Once your firm is on the Statewide Public Works Roster – What to expect?

## *What to expect?*

Over \$150,000

- All businesses that appear on the list will be solicited
- Under \$150,000
- Owners may use “direct contracting”
- If owners choose not to use direct contracting, all businesses will be solicited

# Once you are on the Public Works Roster

## What to expect?

- When an owner you identified as an agency in your *target work area* has a project type and work scope to bid, you will appear on a “list of businesses” when the owner does a “search” in the platform.

Open Project ID# ABC-23-0007: Lorem Ipsum 7

Public Agency Name: Autofill  
Roster Type: Autofill  
Search Date and Time: Autofill  
Main Category: Autofill  
Sub-Category: Autofill

Download Solicitation List

BUSINESS NAME	LAST CONTRACT DATE	MORE
● B&B Structures LLC	XX / XX / XXXX	+
● Brock Construction Inc	XX / XX / XXXX	+
● DARDAN ENTERPRISES, INC	XX / XX / XXXX	+
● Empire Well Drilling LLC	XX / XX / XXXX	+
● HUIZENGA ENTERPRISES LLC	XX / XX / XXXX	+
● Imperial Demolition & Earthworks	XX / XX / XXXX	+
● Mr. Asphalt and Sons LLC	XX / XX / XXXX	+
● Nordvind Company	XX / XX / XXXX	+
● Petersen Brothers, Inc.	XX / XX / XXXX	+
● Stanley Patrick Striping	XX / XX / XXXX	+
● Stan's Construction and Son, LLC	XX / XX / XXXX	+
● Talakai Construction, LLC	XX / XX / XXXX	+
Archer Construction	XX / XX / XXXX	+
Black Rock Construction & Development LLC	XX / XX / XXXX	+
L.W. Sundstrom, Inc	XX / XX / XXXX	+
North Fork Excavating Inc.	XX / XX / XXXX	+
Rotschy, Inc.	XX / XX / XXXX	+
TRICO Companies, LLC	XX / XX / XXXX	+
Welwest Construction Inc.	XX / XX / XXXX	+

● = Certified Businesses

# Small Works Statewide Public Works Roster

## What to expect?

- Accessible Data you can review at any time

**MRSC Small Works Dataset** EXPORT DATASET

Search dataset...

Filter:

**Awarding Agency**

AAWD

Adams County

Select

Select

Select

Select

Select

Select

**Prime Contractor Name**

AAA Contractors

Acme Built

Select

Select

Select

Select

Select

Select

**Small Works Roster Process**

Competitive Bid

Direct Contracting

Award Date ▼	Project ID # ▼	Awarding A... ▼	Prime Cont... ▼	Prime Cont... ▼	Project Name ▼	Award Amo... ▼	Project Des... ▼
2024-01-04T	969081	CLOVER	LAKEWOOD	602458150	WOID 34882	\$568.18	Lorem Ipsum
2024-01-04T	949445	LIND	BASIN	600514947	Broken	\$4,978.78	Lorem Ipsum
2024-01-04T	972617	CORRECT	MCKINSTRY	602569922	McNeil Island	\$945.26	Lorem Ipsum
2024-01-04T	972617	MUKILTEO	TECTA	602730183	Olivia Park		Lorem Ipsum
2024-01-04T	957130	SNAP	CAMCO	602730183	2622 N	\$750.00	Lorem Ipsum
2024-01-04T	921176	MERCER	BOLLES	600111590	9105 SE 44th	\$13,250.00	Lorem Ipsum
2024-01-04T	998195	WHITE	ARTISTIC	602941220	Emergency	\$3,553.95	Lorem Ipsum
2024-01-03T	960149	KELSO,	C & L PEST/	604142347	Vacant	\$1,399.89	Lorem Ipsum
2024-01-03T	998300	CENTRAL	ROTO	601057361	Brownsville	\$2,019.22	Lorem Ipsum
2024-01-03T	956098	OKANOGA	B T O	600228960	Noname St	\$20,836.92	Lorem Ipsum
2024-01-03T	960065	EDUCATIO	ROOF	601076069	ESD	\$2,903.45	Lorem Ipsum
2024-01-03T	1005181	PORT	CHARLES H	578075342	Port	\$29,473.74	Lorem Ipsum
2024-01-03T	926634	SKAGIT	RHEMA	602562362	Electrical	\$10,000.00	Lorem Ipsum
2024-01-03T	959046	JEFFERS	VIKING	600502794	Olympic	\$4,469.00	Lorem Ipsum
2024-01-03T	937741	SNOHOMI	ELECTROCO	578060598	Snohomish	\$4,000.00	Lorem Ipsum
2024-01-03T	940144	WASHING	ABLE CLEAN	601969216	Farm	\$22,810.00	Lorem Ipsum
2024-01-03T	1019755	BELLINGH	ARIES	603422258	Portable	\$177,764.10	Lorem Ipsum
2024-01-03T	939658	HARBORV	MECHANIZE	603124111	NOV 2020	\$3,031.93	Lorem Ipsum
2024-01-03T	946082	VANCOUV	VANCOUVE	604273641	unit N4	\$4,000.00	Lorem Ipsum
2024-01-03T	954852	CHELAN	FRANCE &	601095150	Chelan		Lorem Ipsum
2024-01-03T	987720	KENT	SECOMA	600140792	Phoenix	\$6,755.50	Lorem Ipsum
2024-01-03T	949599	YAKIMA,	NOBELS	397019651	Martin Luther		Lorem Ipsum





# Statewide Small Works Roster

## *How do I prepare?*

- Starting **March 1, 2024**, apply for small public works business enterprise certification with OMWBE.
- Attend Alliance Northwest on March 14
- **In May**, apply/re-apply for the statewide **small works roster** and confirm your project types, primary work/scope categories, and owners you would like to do business with.
- **In May**, if you provide maintenance and similar services, apply/re-apply for the MRSC vendor roster.
- Contact your “owners” and confirm their use of the statewide small works roster come July 2024



# Statewide Small Works Roster

## How to maximize placement on small works roster

1. **Regularly check** “how you appear” in the L&I Contractor Verification portal, and ensure you meet all the requirements of being a **“responsible bidder.”**
  - Keep taxes current
  - Resolve any inquiries by L&I quickly
  - Don’t let licensing and registration laps
  - Pay the correct wage every time

# Statewide Small Works Roster

## How to maximize placement on small works roster.

2. Apply/register/re-register for **ONLY** the *project types* and *categories* you can be awarded. (vs. what you can perform)

### *Case study: flooring*

- A. Register/apply for building/facility projects
- B. Then register/apply for flooring scope/work categories



# Statewide Small Works Roster

## How to maximize placement on small works roster

3. Use “*upcoming bid lists*” to prepare, don’t wait for an owner to contact you.

### Where are these lists?

- Public agency websites or “Bid Calendars”
- On-line news publications
- OMWBE (Bidding Opportunities)
- Local Organizations (APEX, Tabor 100, etc.)

## How to Bid on Public Works Projects

### Public Works Bidding

DES is launching a [new bidding portal \(Bonfire\)](#) that will allow you to submit bids and proposals to DES online and will replace current submission methods. (Oct. 1, 2023 for contractor bidding, early 2024 for all other public works opportunities). [Register now](#), and learn more.

1. Check the [Bid Calendar](#) for scheduled projects.
2. In the [Bid Calendar](#), click the linked Project number (in the 'Project No.' column) to view project details.
3. Project details or plans and specifications will provide information on how to submit a bid package, including the bid proposal form.
4. You must be a licensed contractor and be able to provide a bid bond or other bid security for projects over \$35,000, liability insurance and payment, and performance bond for a project.

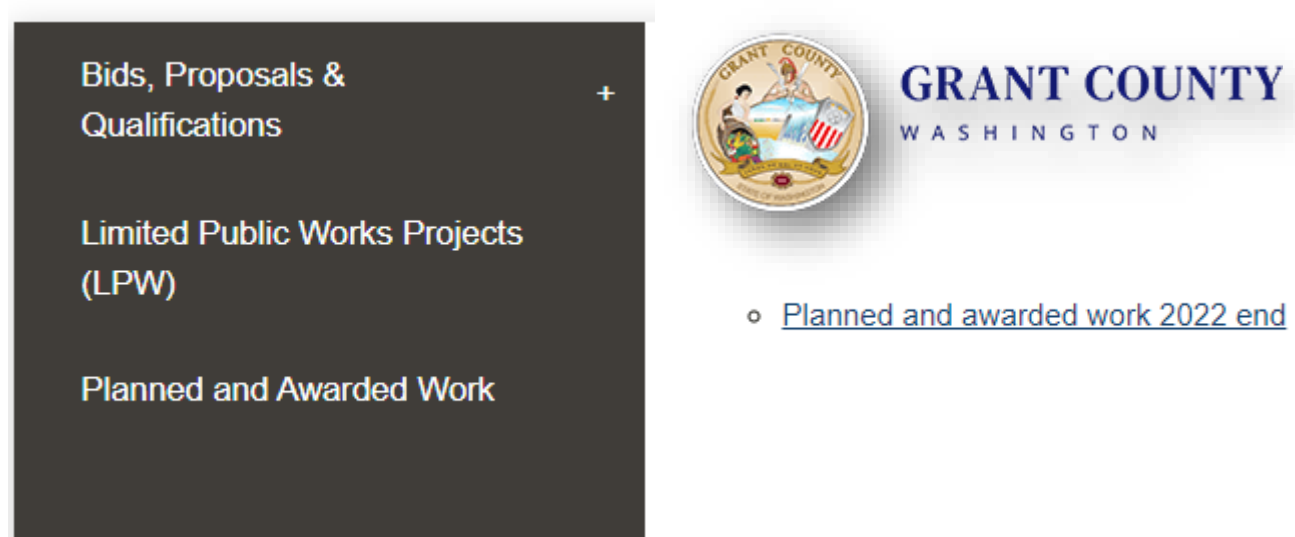
Source: [DES.wa.gov](#)

# Statewide Small Works Roster

## How to maximize placement on the roster

4. Take advantage of the accessible data

*Example: Grant County*



The image shows a screenshot of a website interface. On the left is a dark grey navigation menu with three items: "Bids, Proposals & Qualifications" (with a plus sign), "Limited Public Works Projects (LPW)", and "Planned and Awarded Work". To the right of the menu is the Grant County logo, which includes a circular seal with a figure and the text "GRANT COUNTY WASHINGTON". Below the logo is a bullet point: "Planned and awarded work 2022 end".

# Contractor Resources

Tiffany Scroggs  
Washington APEX Accelerator





# Resources – Classes, Materials, Support Programs

APEX Accelerator - Government Contracting  
<https://washingtonapex.org/>

Municipal Resource and Services Center (MRSC)  
<https://mrscrosters.org/>

Office of Minority and Women's Business Enterprise (OMWBE)  
<https://omwbe.wa.gov/>

Labor and Industries (LNI)  
<https://www.lni.wa.gov/workshops-training/>



# Resources – Labor & Industries

Links to L&I resource material

<https://lni.wa.gov/licensing-permits/contractors/register-as-a-contractor/>

<https://apps-public.lni.wa.gov/training/contractor-overview/>

<https://lni.wa.gov/licensing-permits/public-works-projects/contractors-employers/>

<https://lni.wa.gov/licensing-permits/docs/PWIA%20Step-by-Step%20Instructions.pdf>

<https://lni.wa.gov/licensing-permits/contractors/training-workshops>

<https://lni.wa.gov/licensing-permits/apprenticeship/apprenticeship-registration-and-tracking-system>

<https://lni.wa.gov/licensing-permits/apprenticeship/offer-a-registered-apprenticeship>

<https://lni.wa.gov/licensing-permits/apprenticeship/wsatc>



# L&I Contractor Training Days

To prepare for small works and apprentice utilization changes, it is a great time to take advantage of other training opportunities with L&I.

<https://www.lni.wa.gov/workshops-training/>

## Upcoming Event

<b>MAR</b> <b>29</b> FRI	<a href="#">Contractor Training Day</a> 8am <a href="#">Yakima Valley College</a>
<b>MAY</b> <b>17</b> FRI	<a href="#">Contractor Training Day</a> 8am <a href="#">Pullman</a>
<b>JUN</b> <b>21</b> FRI	<a href="#">Contractor Training Day</a> 8am <a href="#">Green River Community College (Auburn)</a>
<b>SEP</b> <b>6</b> FRI	<a href="#">Contractor Training Day</a> 8am <a href="#">Edmonds Community College</a>
<b>OCT</b> <b>11</b> FRI	<a href="#">Contractor Training Day</a> 8am <a href="#">Spokane Community College</a>
<b>DEC</b> <b>13</b> FRI	<a href="#">Contractor Training Day</a> 8am <a href="#">Olympic College (Bremerton)</a>

# APEX Accelerator Event Calendar March 2024

March 2024 APEX Accelerator Events	Start Date	Event Time(s)
APEX & SBDC First Friday Follow-Up - March	03/01/24	12:00 PM - 1:00 PM
Supplier Workshop: Register for Contracting Opportunities - King County	03/04/24	10:00 AM - 12:30 PM
Accounting Principles: Preparing for Government Contracting	03/05/24	3:30 PM - 5:00 PM
SDVOSB Business Benefits Finder - VA OSDDBU	03/05/24	11:00 AM - 12:00 PM
VHA Procurement & Logistics Office Quarterly Virtual Business Opportunity Session	03/05/24	3:00 PM- 4:00 PM
VHA Virtual Business Opportunity Session Schneider Electric	03/05/24	3:00 PM - 4:00 PM
Contracting Coffee Hour	03/06/24	8:00 AM - 10:00 AM
Meet & Match: Successful Women-Owned Small Businesses - GSA	03/06/24	10:00 AM - 1:30 PM
<b>Alliance Northwest 2024 - How to make the most of Alliance with the event app</b>	<b>03/07/24</b>	<b>12:00 PM - 1:00 PM</b>
University of Washington Virtual Workshops for Suppliers	03/07/24	10:30 AM - 12:00 PM
King County Pro-Equity Contracting Open House	03/11/24	10:30 AM - 11:30 AM
4th Annual Women's Small Business Transportation Summit - U.S. Department of Transportation	03/12/24	7:00 AM - 1:30 PM
US Forest Service VIPR I-BPA Virtual Vendor Engagement Meetings 2024	03/12/24	4:00 PM - 6:00 PM
APEX: Prime Connect	03/13/24	8:00 AM - 9:00 AM
Does a Business Really Need to Know About Government Contracting? - VA OSDDBU	03/13/24	11:00 AM - 12:00 PM
Office of Construction and Facilities Management Virtual Scheduled 1 on 1 Meetings	03/13/24	8:30 AM - 4:00 PM
VA Office of Small & Disadvantaged Business Utilization Upcoming Virtual 1-on-1 Meeting	03/13/24	8:30 AM - 4:00 PM
<b>Alliance Northwest Conference</b>	<b>03/14/24</b>	<b>8:00 AM - 4:00 PM</b>
2024 Small Business Industry Day -- Walla Walla District	03/19/24	8:00 AM - 4:00 PM
Business Development - Session 2: Qualifying Opportunities	03/19/24	1:00 PM - 2:00 PM
Finance: Expanding for bigger projects	03/19/24	3:30 PM - 5:00 PM
Small Business Industry Day - US Army Corps of Engineers Walla Walla District	03/19/24	8:00 AM - 4:00 PM
Longshore & Harbor Worker's Compensation Act - Insurance	03/20/24	3:00 PM - 4:30 PM
Save the Date: Women-Owned Small Business Industry Day - U.S. Department of Veterans Affairs	03/20/24	4:00 AM - 2:00 PM
SBA Wednesday Webinar - Woman Owned Small Business (WOSB) Certification Program	03/20/24	10: 00 AM - 11:00 AM
Construction Firms Orientation: How to do Business with King County	03/21/24	10:00 AM - 12:00 PM
Doing Business with the state – DES	03/21/24	3:00 PM - 4:00 PM
Virtual Business Opportunity Session Biomedical 3D Dental Equipment - DAP	03/21/24	2:00 PM - 3:00 PM
SBIR/STTR Open Office Hours	03/22/24	9:00 AM - 10:00 AM
Business Development - Session 3: Positioning your Business	03/26/24	1:00 PM - 2:00 PM
Request for Equitable Adjustment (REAs)	03/27/24	3:00 PM - 4:30 PM
Wednesday with the Deputies for Small Business	03/27/24	10:00 AM - 11:30 AM
AWMB 2nd Annual NW Contractors' Day	03/28/24	8:00 AM - 3:30 PM
South Central Region   DBE 101 Training   Prime & DBE/MSVWBE Contractors - Washington DOT	03/28/24	9:00 AM - 1: 00 PM

<https://washingtonapex.ecenterdirect.com/events>

# Call to action!

- Start application process for PWSBE with OMWBE
- Register on the Statewide Small Works Roster ([mrscrosters.org](http://mrscrosters.org))
- Check Labor and Industries information for accuracy
- If already registered and certified, review application information for accuracy
- Reach out to APEX Accelerator to start a relationship with an advisor



Washington State  
DEPARTMENT OF  
ENTERPRISE SERVICES



# Join us at Alliance Northwest

WHERE GOVERNMENT AND BUSINESS CONNECT

# ALLIANCE NORTHWEST

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THE  
DATE!**

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or call 360-860-6945.

**ALLIANCENORTHWEST.ORG**

- See chat for \$20 off registration link
- Over 40 Agencies in attendance
- Dozens of Prime Contractors
- 12 Breakout sessions
- 100's of 1:1 meetings

# Questions?

Tiffany Scroggs  
Washington APEX Accelerator



Washington State  
DEPARTMENT OF  
ENTERPRISE SERVICES



MRSC  
ROSTERS



WASHINGTON  
APEX  
ACCELERATOR



Washington State Office of  
MINORITY &  
WOMEN'S  
Business Enterprises



Washington State Department of  
Labor & Industries