## Joining the MRSC Roster

August 21, 2024





#### **AGENDA**

Public Works Overview – Tiffany Scroggs, Washington APEX Accelerator

Rosters Platform Overview – MRSC

• Q & A





#### 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

- Not a procurement portal with a list of bid leads
- Not used by prime contractors seeking subcontractors
- Not a place to bid work estimated over \$350,000

# 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 <u>new</u> Direct Contracting Threshold which totaled \$215m last year.



### ROSTERS OVERVIEW FOR SMALL BUSINESSES



#### YOUR MRSC ROSTERS TEAM

- Lisa Lagerstrom Rosters Lead
- Theresa Gonzales Rosters Coordinator
- Brynn Linville Program Support







#### AGENDA

- What are MRSC Rosters?
- Overview of the statewide small works roster

State agencies now have an option to use the small works roster Categories (reclassified)

Application automation

Direct Contracting option for OMWBE certified businesses Bid results are public record

- Registration new categories
- How to upload your capabilities statements
- Electronic Bidding awareness
- Support

# WHAT ARE MRSC ROSTERS?

MRSC rosters are the bridge to connect local public agencies and businesses. Public agencies select businesses for small works projects, consulting and goods or services.

## MRSC OFFERS 3 ROSTERS

## Vendor

Consultant

Small Works

## VENDOR ROSTER

Product sales, equipment repair, vehicle maintenance, garbage collection, and other purchased services as referenced in <a href="RCW">RCW</a>
39.04.190.

FREE when you choose up to 9 agencies

## CONSULTANT ROSTER

Architecture, engineering, and surveying services as referenced in the <u>Ch. 39.80 RCW</u>, as well as other professional services such as design, planning, management, real estate, financial, legal, communications, environmental, IT, and personnel, consulting.

FREE when you choose up to 9 agencies

## STATEWIDE SMALL WORKS ROSTER

UNDER \$350,000 The statewide small works roster for construction, building, renovation, improvement, alteration, or repair of real property (ONE TIME JOBS)

Effective July 1, 2024, MRSC is the official statewide small works roster for all state agencies and authorized local governments under RCW 39.04.151-.152

Public agencies are *not required* to use the statewide small works roster and may still use their own roster if desired

**FREE** – can chose an unlimited amount of agencies

# SMALL WORKS (RCW'S)

Small Works are small public works, small works projects have a slightly different definition now

RCW 39.04.010(5)	RCW 39.04.152(1)
All work	Construction
Construction	Building
Alteration	Renovation
Repair	Remodeling
Improvement	Alteration
Not ordinary maintenance (WAC 296-127-010)	Repair
	Improvement

### SMALL WORKS ROSTER

- State agencies now can utilize the Small Works Roster
- Updated Categories
- Automated application process with LNI & OMWBE
- Direct Contracting for under \$150,000
- OMWBE state certified businesses appear at the top of the list when agencies do a search
- Centralized data collection which is publicly available to see award results

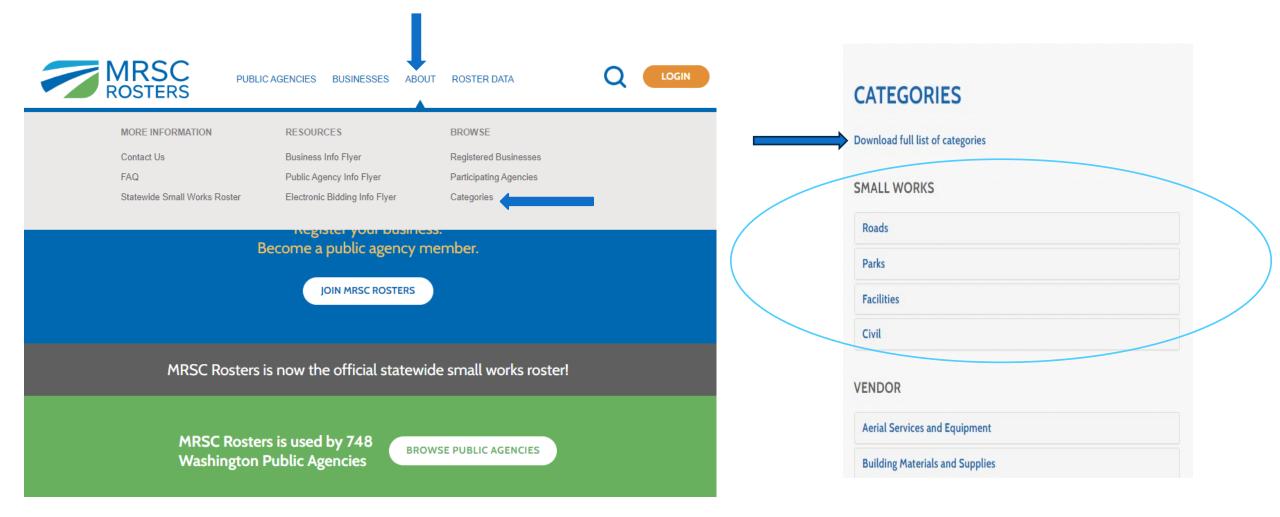
EFFECTIVE JULY 1, 2024 Department of Enterprise Services (DES)

Washington State Convention Center Public Facilities District \*

Washington State Parks and Recreation Commission

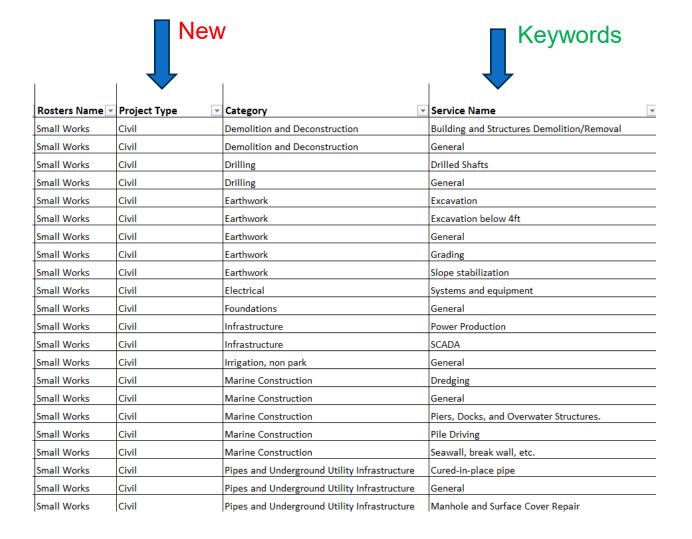
# THE FIRST 3 STATE AGENCIES ON THE STATEWIDE SMALL WORKS ROSTER

#### FINDING CATEGORIES



Here's the link to download a complete list of categories: <a href="https://mrscrosters.org/categories/">https://mrscrosters.org/categories/</a>

#### CATEGORIES



**Searching Tip:** Highlight the Service Name column, then select CTRL + F to find keywords for the work you do.

You may find you were previously in Small Works and now you are in the Vendor Roster.

MRSC & LNI have data feeds to verify the following for the Small Works roster registration:

- Licensing (General Contractors and or Specialty)
- Workers Compensation
- Debarment

**Suggestion:** Before applying for the Small Works roster review your LNI account with this link: Verify a Contractor, Tradesperson or Business (wa.gov)

MRSC & OMWBE have data feeds to confirm the 6 state certifications

## ACCOUNT AUTOMATION

#### RECOGNIZED CERTIFICATIONS (YEAR 1)

7-1-2024 THRU 7-1-2025

#### **OMWBE** state business certifications

(as referenced by the statutes in RCW 39.04.151)

**MBE** - Minority Business Enterprise

**MWBE** - Minority Women's Business Enterprise

WBE - Women's Business Enterprise

**CBE** - Combination Business Enterprise

**SEDBE** - Socially & Economically Disadvantaged Business Enterprise

**PWSBE** - Public Works Small Business Enterprise

#### DIRECT CONTRACTING - UNDER \$150,000

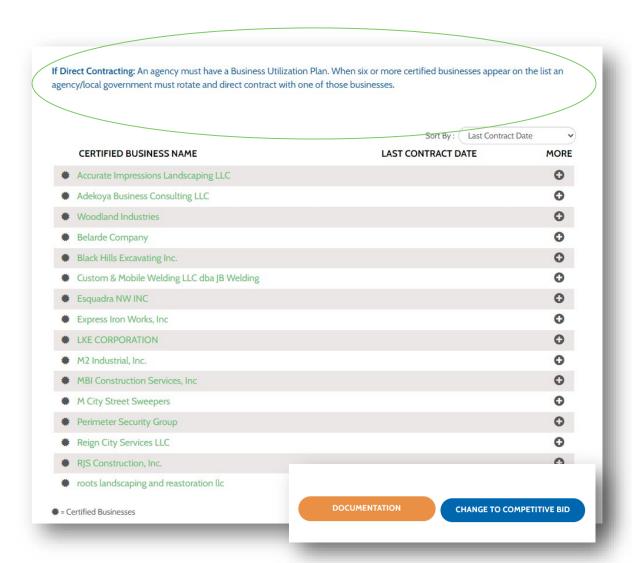


#### **Steps for Direct Contracting**

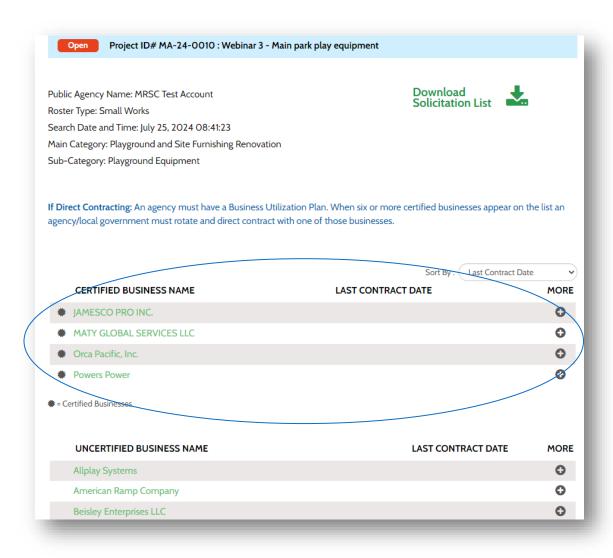
- 1. Interest email is sent to the next *rotated*business on the project-specific roster, asking if they you interested in bidding? No other bidders will be contacted unless the contractor declines, or an agreement is not reached on the price.
- 2. Email will contain the solicitation/bidding package: Invitation, Scope, Bid/Negotiation Form, etc.
- 3. Reach agreement
- 4. Award

## DIRECT CONTRACTING (RULE OF SIX)

#### **SMALL WORKS ROSTERS** Solicit Document Solicitation Categories **Businesses Businesses** Responses List of Businesses Below is the Roster Business List for your records. SOLICIT BUSINESSES Click "Solicit Businesses" to solicit businesses for your project. Which Small Works Roster Process do you intend to use? \* ? Competitive Bid Direct Contracting Project ID# PL-24-0001: Levana Test 718 Public Agency Name: Public Agency Levana Download Solicitation List Roster Type: Small Works Search Date and Time: July 18, 2024 14:36:54 Main Category: Fencing Sub-Category: General



## DIRECT CONTRACTING (FIVE OR FEWER)



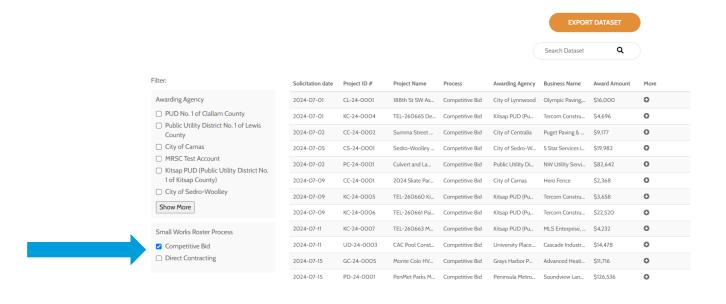
- An agency can direct contract with any business on the list
- Rotate through any contractor
- Public Agencies are responsible for writing their own Rotation Policy

#### PUBLICLY AVAILABLE INFORMATION

#### MRSC SMALL WORKS DATA

The following lists the awarded small works roster projects as documented in MRSC Rosters. MRSC only records those projects and rosters generated using MRSC Rosters. Agencies/local governments may use their own roster and post their own data separately. As required by RCW 39.04.152(6) after an award is made the information shall be recorded and publicly available. MRSC does not keep any physical bidding or award documentation. To request copies of documents please contact the Awarding Agency directly.

Last updated: August 12, 2024 11:43 AM | Data provided by: MRSC



#### SMALL WORKS AWARD DATA





PUBLIC AGENCIES

BUSINESSES

ABOUT ROSTER DATA

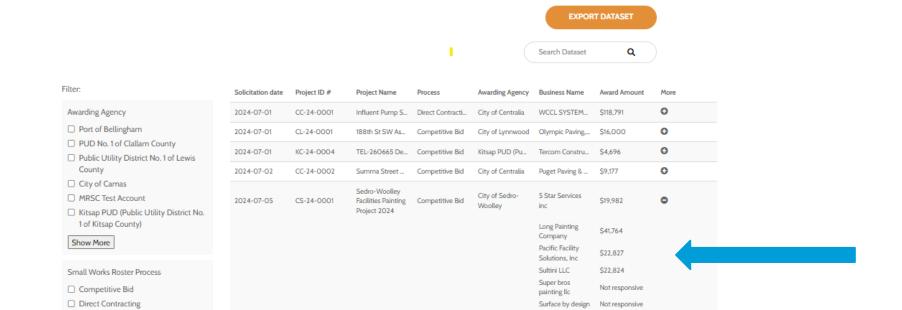




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## STATEWIDE SMALL WORKS REGISTRATION

#### MRSCROSTERS.ORG





PUBLIC AGENCIES

BUSINESSES ABOUT ROSTER DATA



#### **Grow Your Business Faster** Tap into business opportunities with 743 public agencies across Washington State. MRSC Rosters is the only contracting directory that connects businesses directly with public agencies. Register with any or all participating agencies and grow your public sector business. How? Once your business is listed, agencies contact you directly with contract opportunities. Interested in joining and want to learn more? Watch this on-demand webinar!

Before you sign up, click here to make sure you have all necessary documentation and meet eligibility requirements.

**CREATE YOUR ACCOUNT** 

#### **Create Your Business Account**



REGISTER NOW

Registering online is easy, and approval is fast - it only takes 2-3



MAKE **SELECTIONS** 

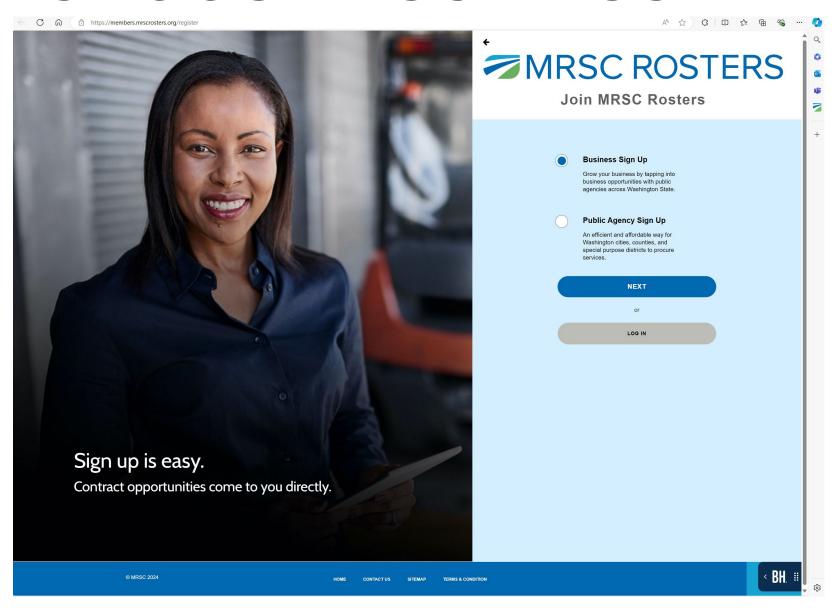
Select the categories for your products and services Choose the



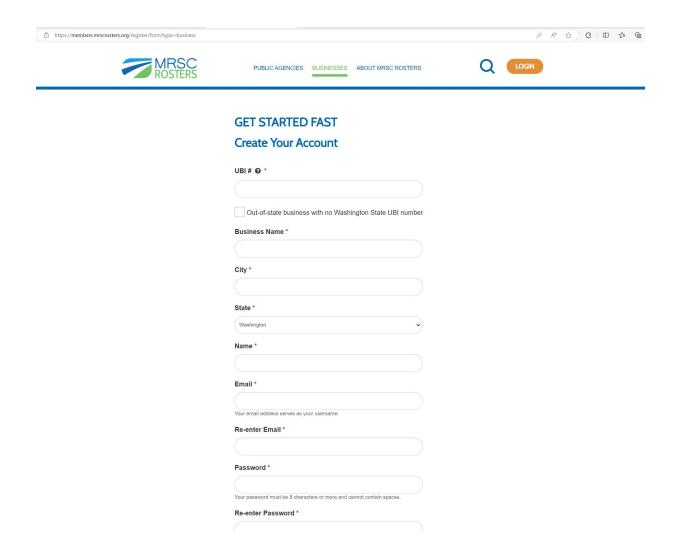
GET **OPPORTUNITIES** 

Agencies contact you directly with contract opportunities

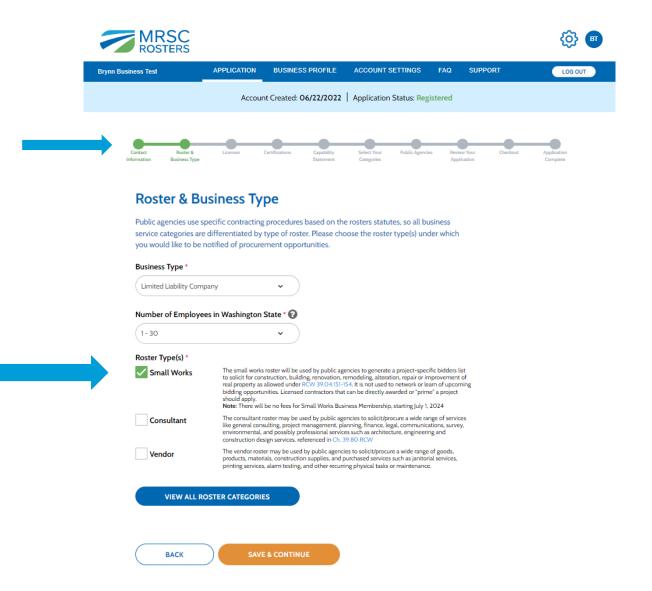
#### CHOOSE BUSINESS



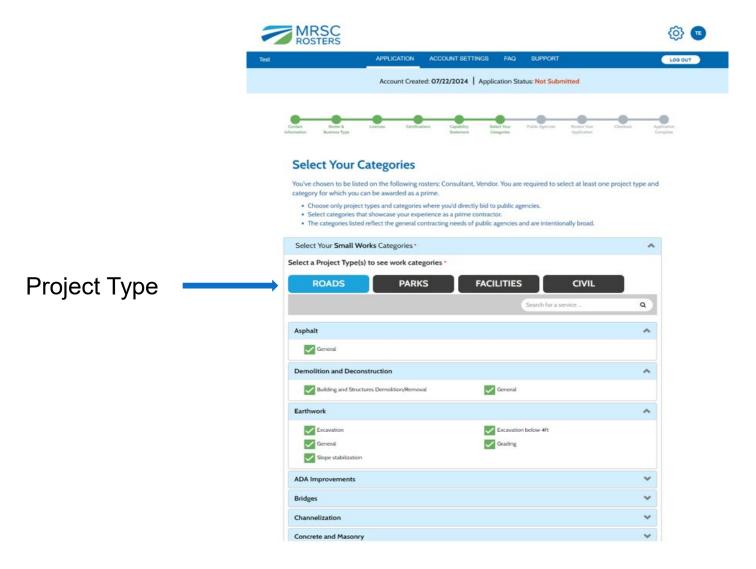
#### **ACCOUNT INFORMATION**



#### CHOOSING A ROSTER



#### CHOOSING CATEGORIES



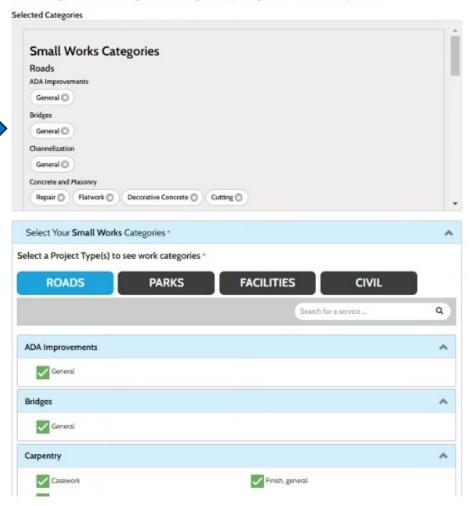
Here's the link to download a complete list of categories: <a href="https://mrscrosters.org/categories/">https://mrscrosters.org/categories/</a>

#### SELECTED CATEGORIES

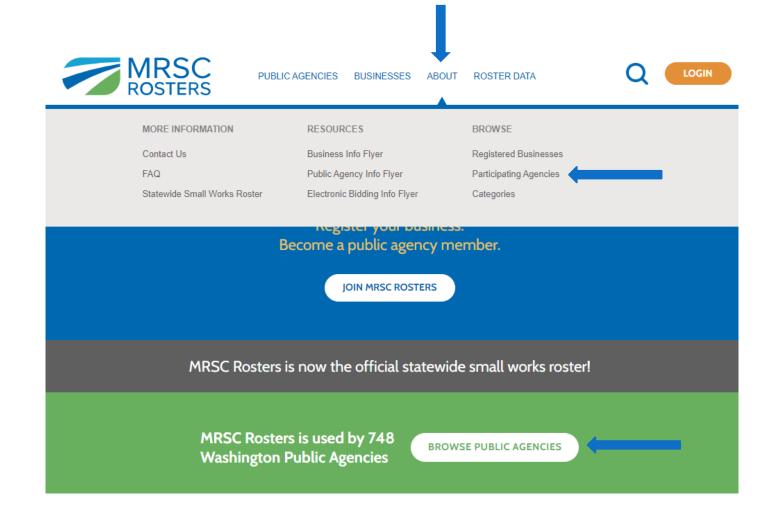
#### **Select Your Categories**

You've chosen to be listed on the following rosters: Small Works. You are required to select at least one project type and category for which you can be awarded as a prime.

- · Choose only project types and categories where you'd directly bid to public agencies.
- · Select categories that showcase your experience as a prime contractor.
- · The categories listed reflect the general contracting needs of public agencies and are intentionally broad.



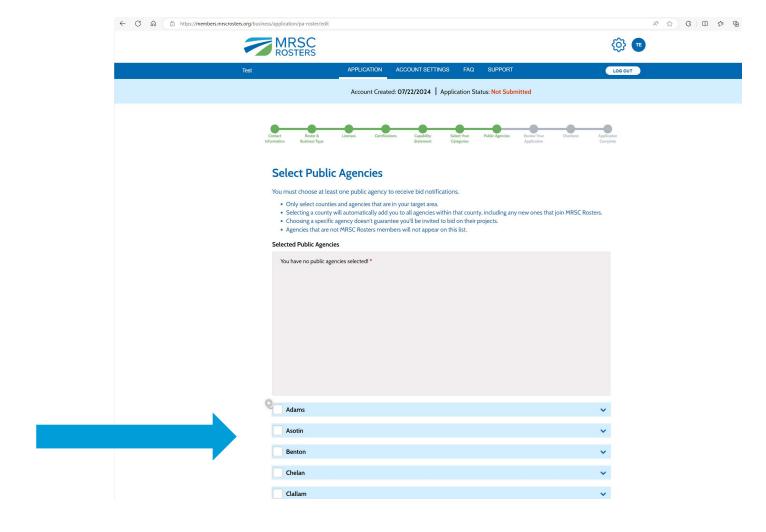
#### PARTICIPATING AGENCIES



#### HOW TO FIND AGENCIES

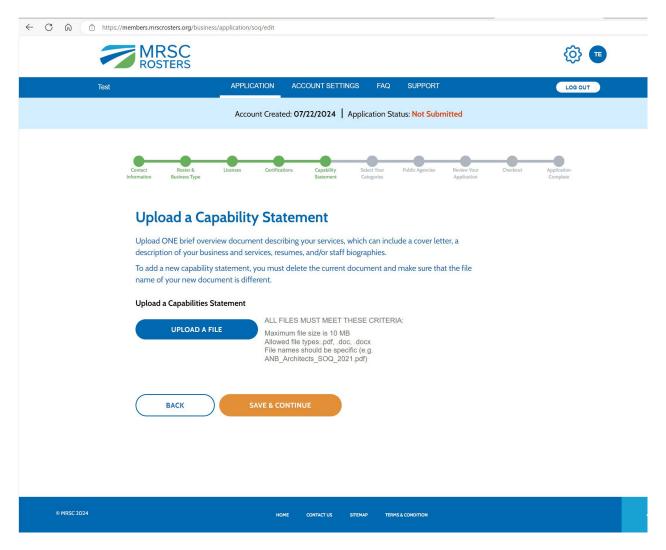


#### SELECTING PUBLIC AGENCIES



Choosing up to 9 total agencies are free for the vendor and consultant rosters

#### CAPABILITY STATEMENTS



Click here to become an APEX client for 1:1 assistance with Capability Statements

## ELECTRONIC BIDDING <u>AWARENESS</u>











- Agencies use a variety of electronic bidding software
- MRSC does not send bid notifications to businesses
- All bid notifications come directly from Public Agencies

#### MRSC SUPPORT

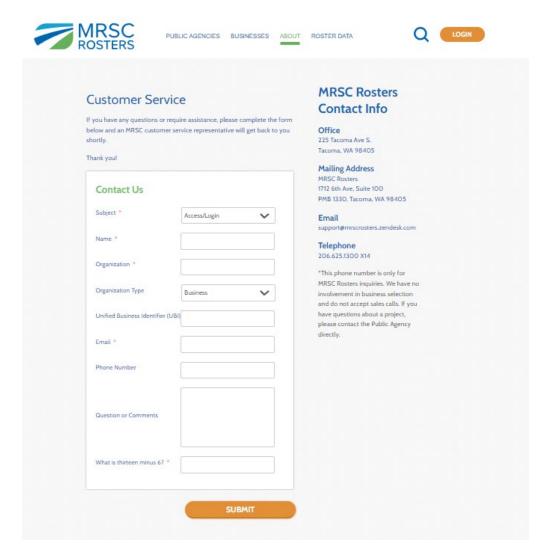
Go to MRSCRosters.org and navigate to the bottom of the page. Select "Contact Us" to create a request for help.

**Tip:** The more information you provide in the "Questions or Comments" section the better we can prepare properly to assist.

Email: <a href="mailto:support@mrscrosters.zendesk.com">support@mrscrosters.zendesk.com</a>

Phone:

206-625-1300 ext.14



- 1. Why can't an agency find me?
- How do I find out what agencies are buying what I'm selling? See APEX for a market research session
- 3. How do I add or delete a roster from my account?
- 4. Can I update my category selection on my own?
- 5. Can I update which agencies see my profile?
- 6. How do I get access to an existing account if the administrator is no longer with the company?

Business FAQs

# FREQUENTLY ASKED QUESTIONS

## Contractor Resources

Tiffany Scroggs
Washington APEX Accelerator





#### APEX ACCELERATOR EVENT CALENDAR

www.washingtonapex.org Calendar of Events, Training, and Match Making Opportunities

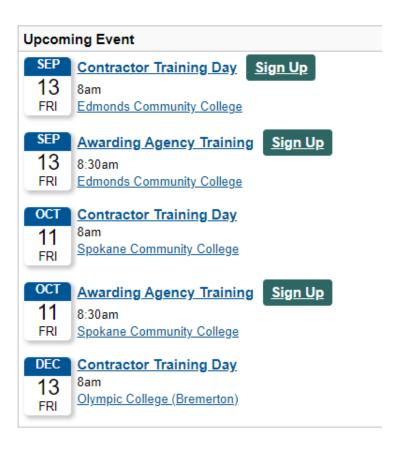
#### Government Networking Season is here:

- North Puget Sound Business Builder Expo on September 10 in Everett
- Regional Contracting Forum on September 12 in Seattle
- <u>2024 Washington State Business Fair (Biz Fair)</u> -September 14 in Spokane
- 2024 Washington State Business Fair (Biz Fair) September 21 in Puyallup
- GovCon Central Washington October 2 in Ellensburg
- <u>La Feria de Pequeñas Empresas de Washington 2024</u> October 5 in Pasco
- Washington Procurement Connect: Strengthening Business on October 8 in Tacoma
- 2024 Pierce County Thriving Together Resource Event October 10 in Tacoma
- 2024 Sound Transit Contracting Expo: Partnering for Progress on October 17 virtual
- Contractor Meet & Greet October 22 in Vancouver area
- Seattle Reverse Vendor Tradeshow 2024 on November 13 in Seattle
- North Puget Sound Regional Contracting Conference on November 7 in Lynnwood
- Meet the Bigs on November 20 in Airway Heights
- Advanced PortGen 2024 Celebration of Small Business December 11 in Seattle

Watch the <u>calendar</u> for more

#### LABOR & INDUSTRY CONTRACTOR DAYS

#### **Labor & Industry Contractor Days**



# RESOURCES – CLASSES, MATERIALS, SUPPORT PROGRAMS

APEX Accelerator - Government Contracting <a href="https://washingtonapex.org/">https://washingtonapex.org/</a>

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

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

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

## Questions?

Washington APEX Accelerator: info@washingtonapex.org

MRSC: <a href="mailto:support@mrscrosters.zendesk.com">support@mrscrosters.zendesk.com</a>



