Audit & Reporting Committee Meeting

Presented by:
Leslie Jones, Director of Small Business Development and Labor Compliance
September 21, 2017
Responsibilities:

- Disadvantaged Business Enterprise Program (DBE)
- Small Business Program
- Title VI
- Project Labor Agreement Administration (Labor Relations)
- Apprenticeship utilization (Workforce Development)
A Small Business is a for profit business:
1. That falls below the SBA size standard identified for their industry code by SBA
2. All firms must be below $23.98 million in gross receipts over 3 years
3. Personal net worth cannot exceed $1.32 million

A DBE is a for profit small business:
1. At least 51% owned by one or more individuals who are both socially and economically disadvantaged
2. Whose management and daily operations are controlled by the socially and economically disadvantaged owners
3. Certified by OMWBE in the State of Washington
Develops strategies and policies to provide meaningful contracting opportunities to minority, women & disadvantaged business enterprises and other small businesses

Creates a level playing field so that small businesses and DBEs can compete fairly for Sound Transit contracts

Ensures nondiscrimination in the award and administration of all contracts

Helps to remove barriers for the participation of DBEs on federally funded contracts

Provides regulatory monitoring, compliance and enforcement in compliance with State and Federal Regulations
How do we track our progress and achievements?

**DBE and Small Business Tracking:**

- Contractor submits the Small Business Commitment Form as part of the award process
- Sound Transit tracks to ensure that all firms on the Commitment Form are utilized for the amount promised
- Contractors submit Affidavits of Amounts paid as a requirement to be paid for work
- Contractors submit payment information via our new web based system B2GNow:
  - Tracks payments made to primes and all subcontractors
  - Tracks prompt payment (5 days)
  - Ensures accuracy as all subcontractors confirm amounts and dates paid
Meeting & Exceeding our DBE Goals

DBE Goal vs. Attainment

<table>
<thead>
<tr>
<th>Year</th>
<th>Goal</th>
<th>Attainment</th>
<th>Goal %</th>
<th>Attainment %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$9,966,600</td>
<td>12.4%</td>
<td>18.3%</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>$9,388,265</td>
<td>12.4%</td>
<td>13.7%</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>$48,334,161</td>
<td>12.4%</td>
<td>14.65%</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>$51,954,613 (First 6 Months)</td>
<td>12.2%</td>
<td>23.9%</td>
<td></td>
</tr>
</tbody>
</table>
Summary of DBE Awarded Dollars by Demographic Breakdown

<table>
<thead>
<tr>
<th>Demographic</th>
<th># of Awards</th>
<th>% DBE Total</th>
<th>Amount Awarded</th>
<th>% of Total Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black American</td>
<td>10</td>
<td>14%</td>
<td>$6,918,861.00</td>
<td>3%</td>
</tr>
<tr>
<td>Hispanic American</td>
<td>9</td>
<td>23%</td>
<td>$12,103,892.00</td>
<td>6%</td>
</tr>
<tr>
<td>Native American</td>
<td>2</td>
<td>16%</td>
<td>$8,300,000.00</td>
<td>4%</td>
</tr>
<tr>
<td>Asian-Pacific American</td>
<td>10</td>
<td>31%</td>
<td>$16,234,843.00</td>
<td>7%</td>
</tr>
<tr>
<td>Women</td>
<td>16</td>
<td>16%</td>
<td>$8,397,017.00</td>
<td>4%</td>
</tr>
<tr>
<td>Total</td>
<td>47</td>
<td></td>
<td>$51,954,613.00</td>
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</tbody>
</table>
Technical Assistance

• 2017 Trainings:
  o Bonding Workshops
  o Mobile Applications (co-hosted with UW)
  o How to Market and Team with Primes
  o Financial Planning for DBE/SB owners
  o Alternative-Project Delivery Methods
  o Strategic Marketing
  o Unconscious Biases

Financial Planning – facilitated by Adekoya Business Consulting
Thank you!