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BREAKOUT SESSION

Washington EDGE

Encourage Diversity, Growth, and Equity



Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

Washington EDGE

Encourage Diversity, Growth, and Equity

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TODAY'S PRESENTATION

- EDGE overview
- Policy Highlights
- How to apply
- Q&A

*Helping firms gain an equitable
"edge" in public works contracting.*



WHO WE ARE

- Public works contracting
- Capitol campus, community college and technical schools, many state agencies
- More than \$800 million biennially in public works contracts
 - Architecture and Engineering
 - Construction
 - Energy performance



WASHINGTON EDGE PILOT PROGRAM

Prime contracting for select public works contracts under \$1 million



HANDS-ON TRAINING



NETWORKING



EQUITABLE "EDGE"

IS MY BUSINESS ELIGIBLE?

To qualify for the EDGE program, businesses must:

- Show gross annual business revenue averages no more than \$5 million over last three years.
- No debarments/suspensions in last 2 years
- Possess all necessary licenses and permits to do construction in Washington



IS MY BUSINESS ELIGIBLE?

To qualify for the EDGE program, businesses must:

- Have a principal business owner that:
 - Has at least three years of experience working in the construction industry.
 - Does not own multiple businesses that, combined, have gross revenue higher than \$5 million, on average, over the last three years
- Submit a complete application by May 7th.



WASHINGTON EDGE SPACE LIMITATION

Program Capacity:

- If program interest exceeds available resources, the assistant director of Facility Professional Services may limit the number of businesses in the EDGE program.

Application Priority:

- If a limit is set, spots are awarded on a first-come, first-served basis for eligible, completed applications.

EDGE TRAINING PROGRAM



EDGE Training Program

- Limited to 20 hours
- First training will be held in July (dates will be released soon)
- Some topics will include:

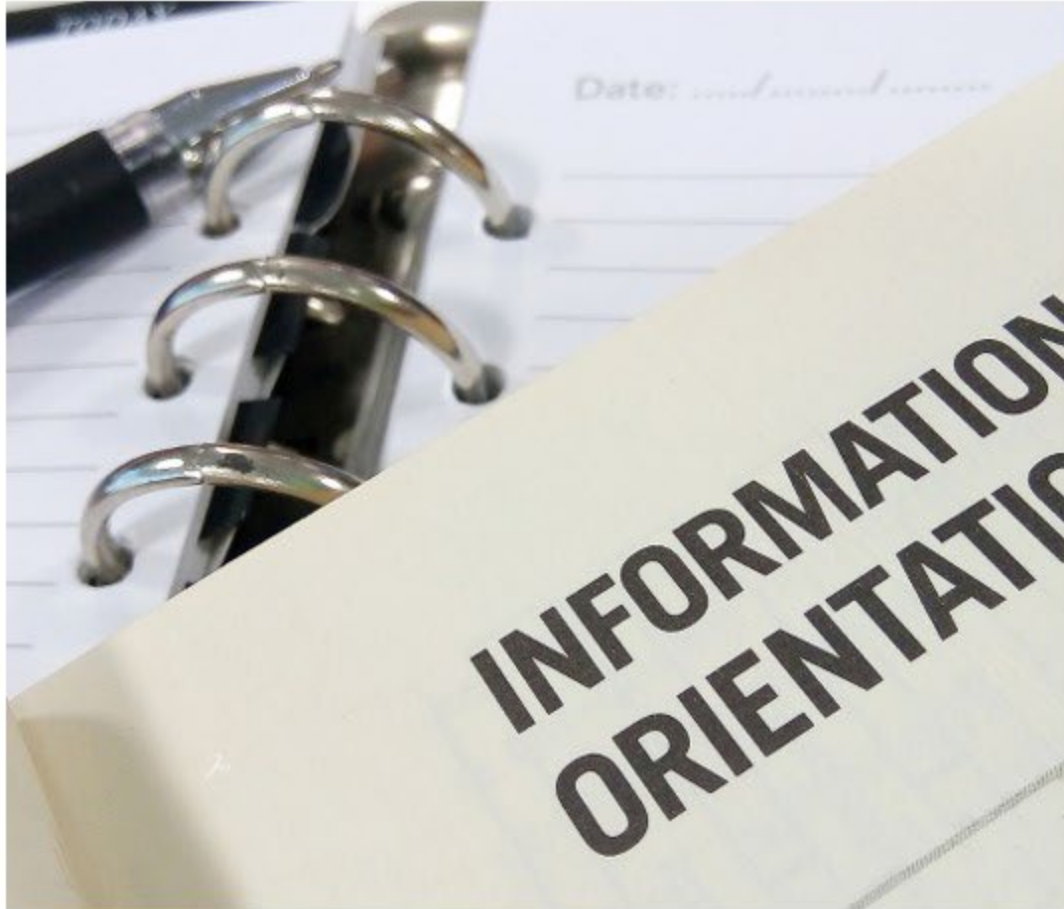
B2GNow Compliance and reporting

EDGE RESERVED CONTRACT SELECTION

- Capital Budget is expected to be passed by the end of April.
- DES will select projects from this budget.
- DES also manages projects from other funds sources that will be considered.
- DES managed projects are heavily, but not entirely, concentrated in Western Washington.



EDGE BIDDER REQUIREMENTS



A business will gain access to bid on EDGE contracts once they have:

- Completed the orientation and training program
- Maintained their average income under \$5 million
- Maintained no debarments or suspensions

EDGE RESERVED CONTRACT BIDDING

EDGE reserved contracts will be competitively bid. The solicitation will include requirements:

- Bidder status in the EDGE program.
- Subcontract no more than 40%.
- Re-affirm their eligibility.

EDGE BIDDER LIMITATIONS

Annual Limits:

- Max \$1.9 million in EDGE contracts per fiscal year (adjusted if a deductive change order occurs)
- Max 2 EDGE contract awards per fiscal year

Lifetime Limits:

- Max \$3.9 million in EDGE contracts over lifetime
- Max 8 EDGE contracts over lifetime

MEMBERSHIP & REMOVAL

Businesses can be removed for:

- No longer meeting eligibility criteria
- Misrepresenting information in application or bid documents
- Being debarred or suspended by LNI, DOR, or ESD
- After two years of inactivity in the program
- Achieving the maximum lifetime contract awards
- Upon request by business

APPLICATIONS ARE OPEN NOW!

A complete application includes:

- One base application for the business.
- One ownership addenda submitted for every person who has ownership interest in the business.

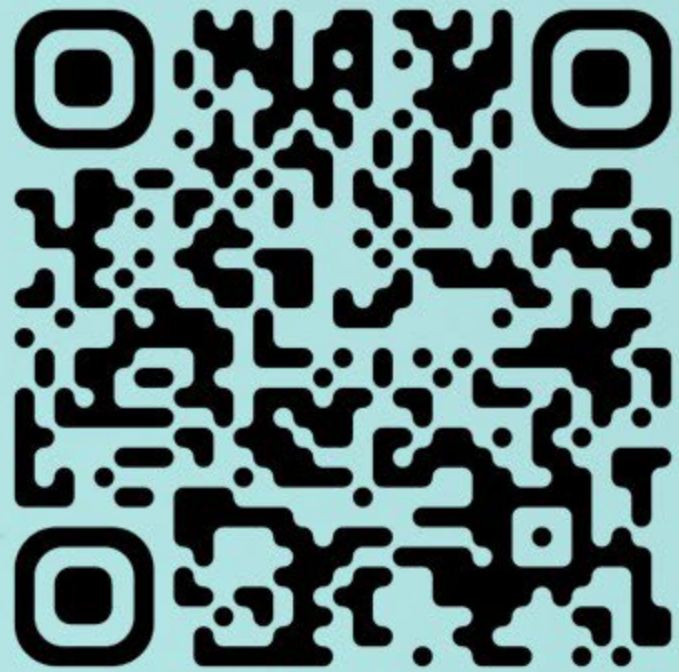


PILOT REVIEW PERIOD

No later than two and a half years after its initial implementation.



QUESTIONS



Scan QR to access application



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