

Equity in contracting annual report

October 25, 2018



Equity in contracting matters

Supports sustainable economic growth

Expands economic opportunities to historically underserved business communities

Builds COBID-certified firm capacity to compete for public contracts

Progress in procurement

By the numbers

Small business development

Stories

By the numbers

COBID Contracts Awarded:

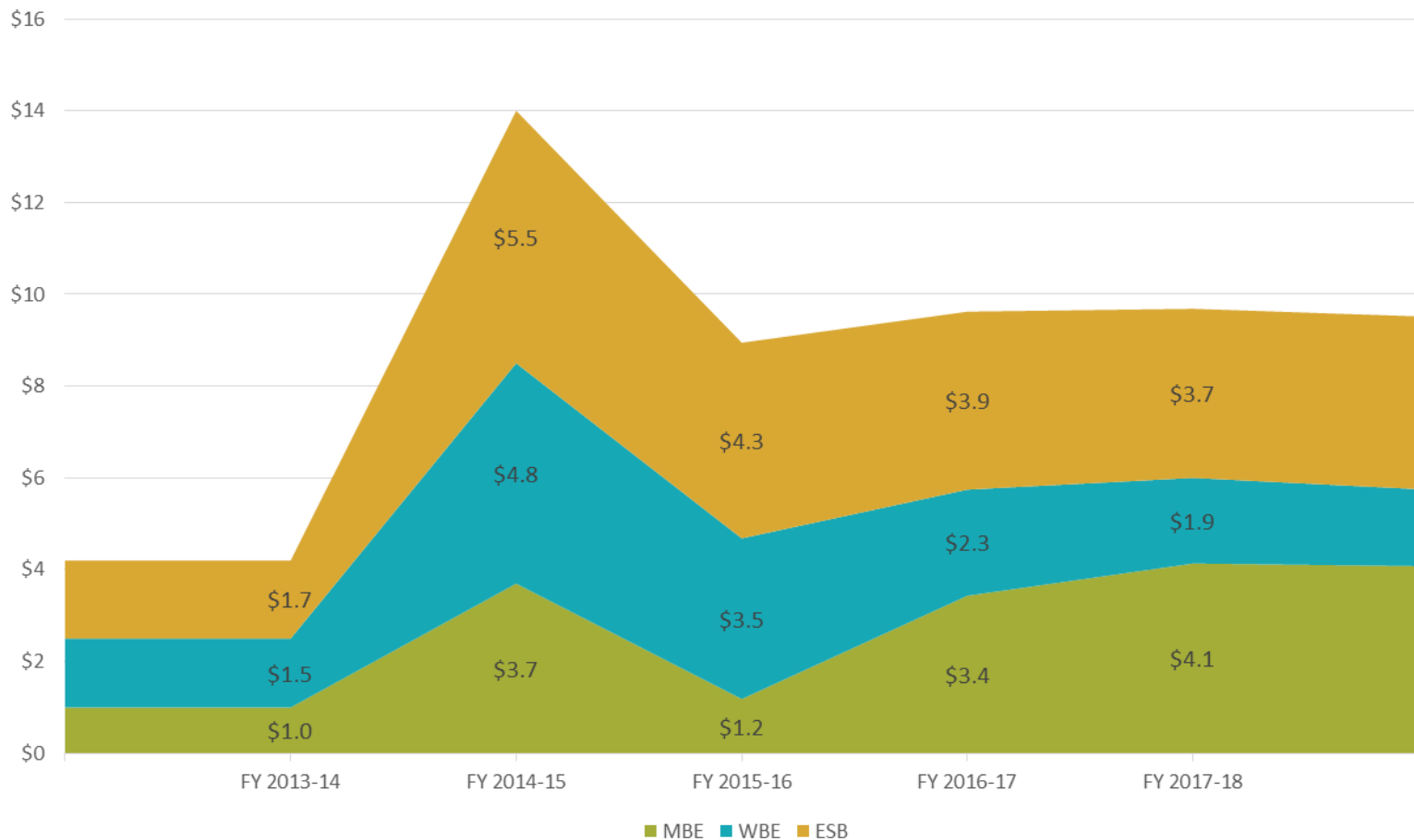
\$ 9.7 million representing 19%

COBID Spending:

\$ 6.7 million representing 10%

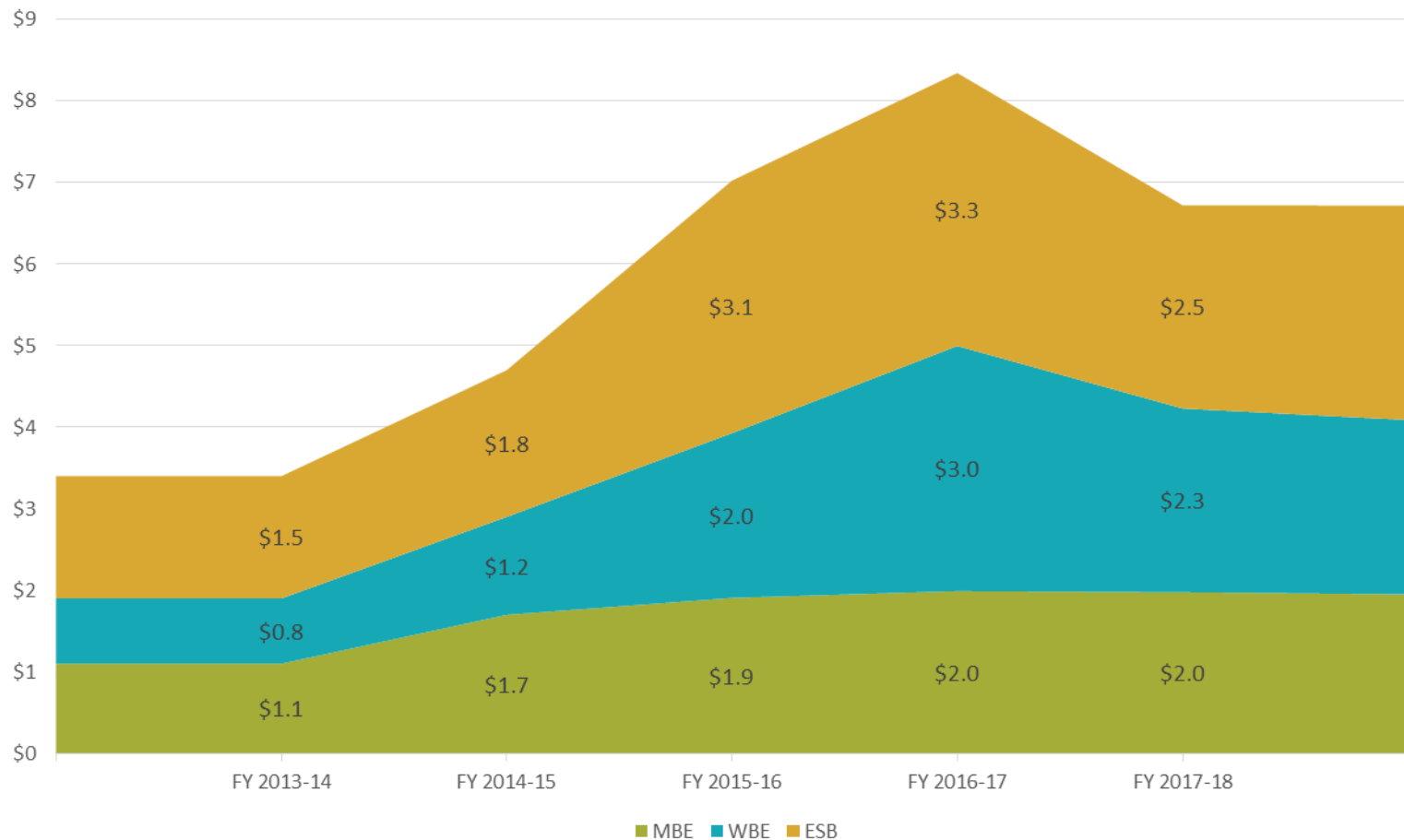
Contract dollars awarded

Metro contract award to COBID-certified firms
(in millions of dollars)



Contract dollars spent

Metro spend with COBID-certified firms
(in millions of dollars)



COBID marketplace

Awarded contracts:

17

Dollars awarded:

\$524,416

Small business development



Program contents

- 1:1 Proposal Writing Consultation
- Marketing Workshop
- Finance Workshop
- RFP Writing Workshop
- ITB: Bid Writing Workshop
- How to do business with Metro
- Outreach

Our trainers



Karen Natzel
Owner
Biz Therapy LLC
(Proposal Clinic,
RFP Workshop)



Christine Schlicker
Owner
Nicjac Communications
(Proposal Clinic,
RFP Workshop)



Mazarine Treyz
CEO
Wild Social Media LLC
(Marketing workshop)



Robin Wang
Executive Director
ASCNET Funding
(Finance workshop)

Engagement and Outreach

Metro staff attends:

- trade shows and expositions
- regular business organization meetings

Metro hosts annual open house



Engagement and outreach

Asian Pacific American
Chamber of Commerce
(APAC)

Business Diversity
Institute (BDI)

Hispanic Chamber of
Commerce

National Association of
Minority Contractors
(NAMC)

Oregon Association of
Minority Enterprise
(OAME)

Oregon Native American
Chambers (ONAC)

Partners in Diversity

Phillippine American
Chamber of Commerce
(PACCO)

Results

Contracted \$ with SBDP participants: **\$ 3 million**

Number of contracts: **42**



■ 2014 - 2016 ■ 2016-2017

Quotes from participants

- This was the most informative workshop we have been in so far. I feel that the knowledge we gained greatly encouraged us with our business – *Chelsea Rogers, Obsidian Design.*
- Karen Natzel was extremely helpful in her review of my proposal! I appreciated her insight and her suggestions as to how I could improve my proposals in the future as well as how to follow-up with the organization post submission. Also helpful that this service was offered at no-cost since I am still in the growing phase of my business. – *Anonymous*

What's next?

Next workshop
schedule

New outreach strategy
to reach out to
untapped community

Certification workshop

Always looking for
ways to craft a new
better workshop –
Listening to small
businesses.

Expo shore power



Ramos, Inc.



OCC renovation



Colas Construction, Inc.

- CMGC alternative procurement
- Solicitation prioritized partnership
- Reviewed evaluation process

Adjusted COBID contract award numbers	Including \$114,342 pre-construction contract	Including estimated \$27 million GMP
Total contract dollars awarded	\$53,520,184	\$80,520,184
Total COBID contract dollars awarded	\$9,712,557	\$36,039,695
Percentage COBID contract dollars awarded	19%	47%

What's next?

- New approach to workshops and training
- Unconscious bias training and expanding equity strategies
- Identifying further barriers



Save the date!

Small business open house 2019:

*Wednesday, February 20,
3-6pm*

*Oregon Convention
Center*



oregonmetro.gov

