

# Public Works and Rosters Updates

September 2022



# Agenda

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MRSC and partners

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## Public Works

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## Goals

Public Works goals and initiatives

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## Electronic Bidding

New Rosters Offerings



Josh Klika

Procurement Consultant



Jon Rose

Finance Manager



Theresa Gonzales

Rosters Coordinator

# MRSC Public Works Staff

# MRSC Public Works Partners

(Left) **Tiffany Scroggs**

– *Procurement Technical Assistance Center*

(Top Right) **Mike Purdy**

– *Mike Purdy and Associates*

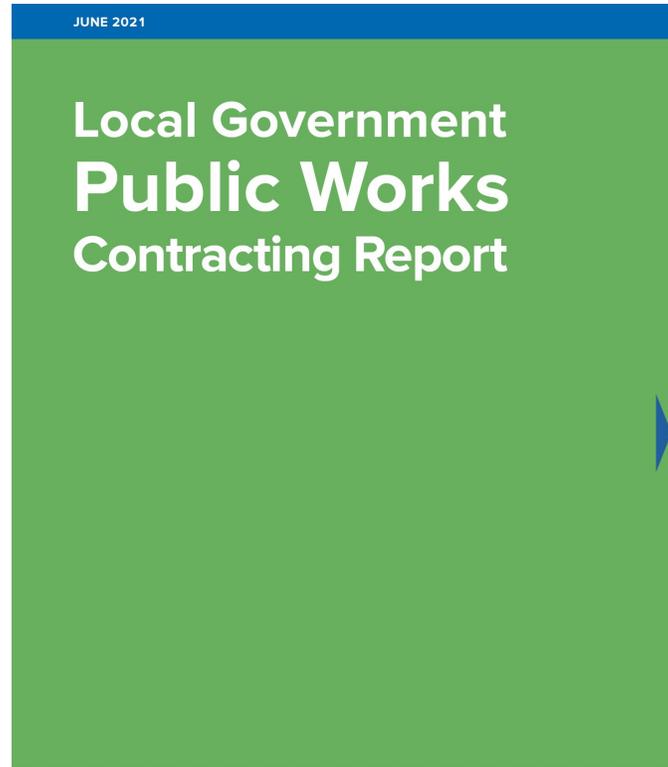
(Bottom Right) **Aleanna Kondelis**

– *Hill International*



# Professional Assistance

Provide professional assistance to local government for contracting guidance and marketing and outreach to contractors



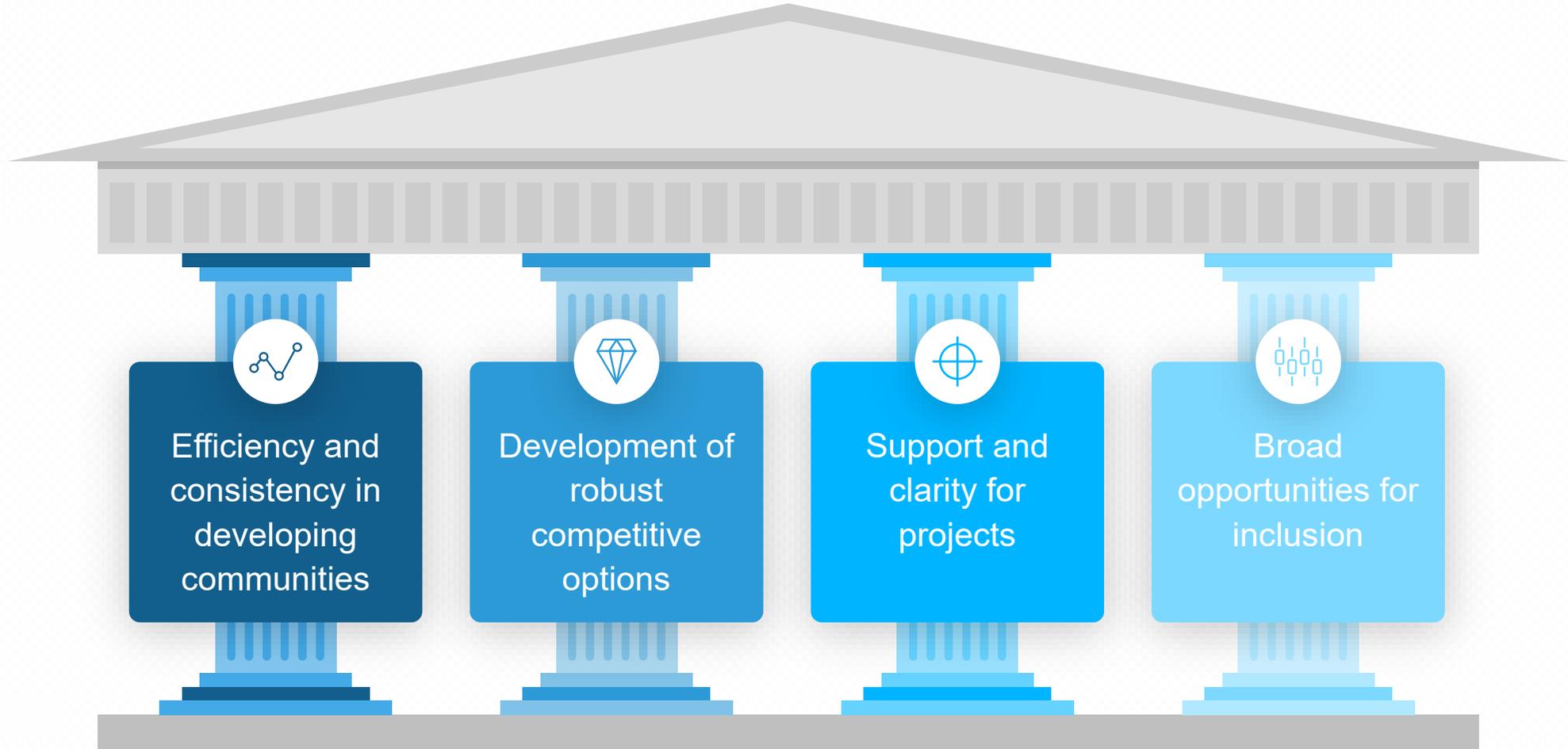
(163) \$1,400,000 of the general fund—state appropriation for fiscal year 2023 is provided solely for the department to contract with the municipal research and services center, in coordination with the Washington procurement technical assistance center, to provide training and technical assistance to local governments and contractors on public works contracting. Training topics may include utilization of supplemental bidding criteria, utilization of

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ESSB 5693.SL

alternate public works, contracting, cost estimating, obtaining performance and payment bonds, and increasing participation of women-owned and minority-owned businesses.

# Public Works Program Goals



# 2022-2023 Public Works Initiatives

## ***PW Practitioner Guide***

Overview of all aspects of public works contracting and project delivery with practical advice on a wide range of issues

## ***Equity Toolkit***

Common practices within public works contracts to sustain equitable and inclusive procurement programs

## ***Agency/Contractor Training***

Professional training and technical assistance to agencies and contractors on a broad set of Public Works topics

## ***Outreach Events***

In-person forums matching agency staff and public works contractors to communicate public processes and upcoming bid opportunities

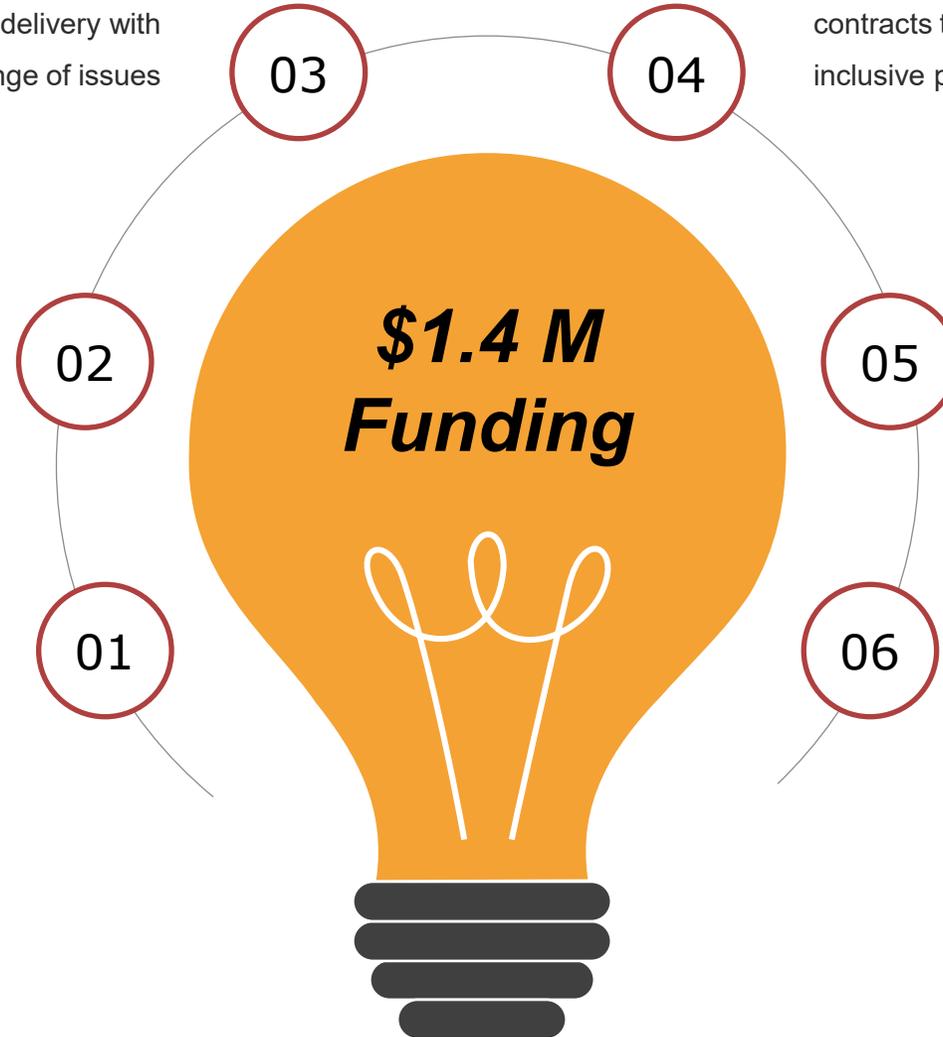
***\$1.4 M  
Funding***

## ***Contracting requirements***

Refresh of tool meant to identify statutory legal requirements for purchasing and contracting

## ***Enhanced web resources***

Additional web resources including topic pages, sample contracting ordinances and policies and procedure



# AGENCY TRAINING DIGGING INTO PUBLIC WORKS CONTRACTS

STRENGTHENING YOUR FOUNDATION & STRUCTURE

OCTOBER 26 2022

**LOCATION:**

Lynnwood  
Convention  
Center

3711 196th St SW  
Lynnwood, WA 98036

**AGENDA:**

8:00 – 8:30  
Registration and  
Coffee & Pastries

8:30 – 12:30  
Agency Training

12:30 – 1:30  
Networking Lunch

**Public Works Training Focus:**

- How to create meaningful engagement with the contracting community
- Tools to start, refresh and/or maintain your public works program
- Tips and tools on how to get: more bids, better prices and higher inclusion participation
- Examples and samples: what your peers are doing
- Actionable steps to improve outcomes and practices in public works



**Target Audience:**

- Local Government Agencies
- Public Works
- Procurement
- Purchasing

Representative Pollet (46th Legislative District) will provide opening remarks for the day

Attendees will receive:

4.0 contact hours or 4.0 hours credit APWA-CAEC Certification



REGISTER HERE: [HTTPS://WASHINGTONPTAC.ECENTERDIRECT.COM/EVENTS/853219](https://WASHINGTONPTAC.ECENTERDIRECT.COM/EVENTS/853219)

Questions about Agency Training? Email [training@washingtonptac.org](mailto:training@washingtonptac.org) or call 360-701-9410.

## Outreach Events

- Spokane – October 24th
- Lynnwood – October 26th
- Tri-Cities – November 17th
- Vancouver – Feb. 2023
- Tacoma – Mar. 2023
- Bellingham – Apr. 2023
- Port Angeles – May 2023



# Agency Training

- Providing a mix of in-person and virtual training
- In-person trainings are half day offerings at outreach events
- Developed in conjunction with PTAC and OMWBE
- First webinar of the year on September 29<sup>th</sup>
- **Meaningful Engagement Strategies for Local Government Procurement**

## WHAT PROMPTED THIS TRAINING?

From agency perspective:

- Not enough bidders
- Blown Estimates
- “Unfunded mandates” (e.g. ADA, sustainability, diverse business inclusion)
- Not enough training (and/or **time** for training)
- Not enough diverse businesses locally to have a meaningful inclusion initiative
- Lack of ideas on how to meaningfully engage the contracting community in a “low bid” environment
- Funding and statutes prescriptive, not much we can do

## THE PROJECT



PARTNERS



PURPOSE



DISCLAIMER



“CONTEXT”



DIGGING INTO PUBLIC WORKS 2

# PW Guide

Overview of all aspects of public works contracting and project delivery with practical advice on a wide range of issues

## PUBLIC WORKS RESOURCE GUIDE Mike Purdy

### TABLE OF CONTENTS

- **Introduction**
- **Developing Effective Procurement Policies**
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  - Outline for Policies and Procedures
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  - Accountability
  - Effective Internal Controls
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  - Role of Attorneys
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  - Applicable Ethics Laws and Standards
  - The Ethics of Internal Politics
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    - Small Works Rosters
    - Unit Priced Public Works Contracts
    - Piggybacking
  - Alternative Public Works
    - General Contractor/Construction Manager (GC/CM)
    - Design Build
    - Job Order Contracting

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## INTRODUCTION

Public works construction bidding and contracting can be confusing. The general laws governing this are often contradictory and are sometimes silent on key issues, leaving many decisions up to the policies of local government agencies. Furthermore, there are laws that apply to specific types of government agencies and these sometimes conflict with more general laws.

Laws are often compromises between different special interest groups and the processes outlined in the laws are sometimes not linear or clear.

Definitions and the use of certain terminology leave us with many unanswered questions. Thus, we are left trying to interpret these laws, understand the intent, and develop best practices for bidding and contracting for public works construction projects.

This Public Works Guide is intended primarily as a best practice guide that addresses many subjects not covered in the laws. Some of the best practices included in this Guide are based on specific laws that could change over time.

The Guide does not, in most cases, specifically outline requirements of the laws because those laws can change quickly, and we want this document to offer up-to-date guidance even when laws are modified.

A Resources section with links to various laws, regulations, reports, court cases and industry associations has been included at the end of the Guide to help public agencies navigate through the complexities of public works contracting issues.

Grant funded projects come with a variety of additional and specific regulations relating to public works contracting with which public agencies receiving the grant funds must comply.

Not all public agencies are authorized to use all the processes included in this Guide.

Consult with your agency's attorneys when dealing with questions about public works construction bidding and contracting issues.

# Contractor Training & Technical Assistance



**New Contractor Training Series launching in November!**

## How to bid

Helping to grow Washington small business by increasing the number of government contracts awarded to them

## How to find opportunities

Educating on of how to gain access to opportunities from city, county, state, and federal entities.



## How to get certified

Enhancing business opportunities in federal, state or locally funded projects

## How to market

Guidance on how to market specifically to government agencies, primes & more

# Public Works Local Government Collaboration



**Commerce PW Board**  
Assist local governments in  
addressing infrastructure needs



## **Washington NIGP**

Advance the professional  
goals of individuals seeking a  
career in public procurement

## **APWA**

Provide varied educational and  
networking opportunities that  
help public works personnel grow

## **OMWBE**

Certify minority and women owned  
business enterprises to participate in  
public contracting and procurement

## **CPARB**

Review alternative contracting and  
provide guidance to state  
policymakers on quality, efficiency and  
accountability of public works

## **MRSC**

Provide educational resources  
and support regarding  
Procurement and Public Works

## Goals Looking forward



Secure additional funding to advance high level goals



Find partnership opportunities with others that are advancing this work



**MRSC**

**ELECTRONIC**

**BIDDING**

# Bonfire Soft Launch

- Cowlitz County
- Mukilteo Water and Wastewater District
- Newport Hospital and Health Services
- Port of Bellingham
- Snohomish County 911
- South Snohomish County Fire & Rescue
- Thurston County

## First project(s) posted!

**Projects Dashboard**

0 Pending Projects | 2 Open Projects | 0 Evaluating Projects | 1 Completed Projects | 0 Submissions Received

\$0 Awarded, FYTD | \$0 Savings, FYTD | 87 Pages Saved, FYTD

**Active Projects (3)**

Status	Ref. #	Project	Department	Type	Owner	Open	Close	Progress
OPEN	SWR-1	Bellwether Patio Water Intrusion Repairs	Port of Bellingham	ITQ	Brian Wilson	6	1	0
OPEN	SWR-2	Bayview Center Utility Access	Port of Bellingham	ITQ	Brian Wilson	19	1	0
AWARDED	test 1	Small Works Roster Bid	Port of Bellingham	ITQ	Brian Wilson	-	1	4

## 3 training sessions

**Order List: Krista Walker**

#	Item Name	Selected	Lowest	Awesome Org.	Fantastic Folks	JR Electric
		\$92,349.00	\$90,349.00	\$141,814.00	\$167,238.00	\$100,190.00
		6 / 6	-	2	2	2
				\$17,467.00	\$9,650.00	\$65,232.00
0	No Basket (7)	\$92,349.00	\$90,349.00	\$141,814.00	\$167,238.00	\$100,190.00
#0-1	Demolition	\$1,125.00	\$1,125.00	\$6,278.00	\$1,125.00	\$6,582.00
#0-2	Tree Removal	\$8,525.00	\$8,525.00	\$21,000.00	\$8,525.00	\$9,852.00
#0-3	Concrete	\$15,467.00	\$15,467.00	\$15,467.00	\$42,000.00	\$18,524.00
#0-4	Labor	\$65,232.00	\$65,232.00	\$92,500.00	\$88,000.00	\$65,232.00
#0-5	Special Equipment Rental	\$2,000.00	\$0.00	\$2,000.00	\$5,588.00	\$0.00
#0-6	Other Materials	\$0.00	\$0.00	\$4,569.00	\$22,000.00	\$0.00
#0-7	Contingency Fund of \$45000		\$45,000.00	\$45,000.00	\$45,000.00	\$45,000.00

# Agency Update Webinar

- October 11<sup>th</sup> Webinar
- 410 registrants (as of 10/5)
- Highlights
  - Kickoff for pre-order
  - Explanation of program benefits
  - Demonstration of software
  - Testimonials from users
- Planned January 2023 Launch

MRSC ROSTERS, IN PARTNERSHIP WITH BONFIRE, IS PLEASED TO ANNOUNCE:

## New Electronic Bidding Service for local governments in Washington State



AVAILABLE IN JANUARY 2023

### Why use an electronic bidding service?

E-bidding can significantly reduce the administrative effort involved in public bidding, increase bidder participation and satisfaction, and provide valuable reporting capabilities.

### What is Bonfire and how will it benefit agencies?

Bonfire is an e-bidding software solution used by hundreds of cities, counties, special purpose districts, school districts, and other government agencies across the country to modernize the way they connect and work with suppliers.

By purchasing an annual license through MRSC Rosters, agencies will be able to:

- Invite vendors to bid
- Collect sealed bids without paper or email
- Communicate with vendors for any bid addenda or questions
- Digitally unseal bids
- Review and analyze pricing tabulations
- Award the contract

### FREE MRSC ROSTERS E-BIDDING WEBINAR

To learn more about how this program can benefit your agency and the next steps for accessing it, join us for our free electronic bidding webinar!

**Date:** Tuesday,  
October 11, 2022

**Time:** 1 PM - 2 PM (PT)

**Cost:** Free

**Registration available  
at:** [mrsc.org/trainings](https://mrsc.org/trainings)

**Questions?** Email us at  
[mrscrosters@mrsc.org](mailto:mrscrosters@mrsc.org)

 **MRSC** ELECTRONIC  
BIDDING

 **Bonfire**

ORH-22-0052



Questions



# Public Works Resource Funding



## Public Agency Support

- General project guidance
- Supplemental criteria usage
- Scoping documents
- RFP process evaluation



## Business Technical Assistance

- Solicitation process guidance
- Requirements consulting
- Outreach events
- Marketing strategy advice



## M/WBE Support

- Facilitate M/WBE's/ & Local Gov't connection (mentorship, apprentice)
- Local Gov't Inclusion Plans
- BIPOC/WO community outreach
- Language Access

Ask for funding to support additional FTE for these efforts