



Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

Introduction to the Business Diversity Team

Sarah Erdmann, Business Diversity Manager
Facility Professional Services

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HOW WE SUPPORT YOU

Collaborate with FPS teams and client agencies to achieve outstanding service delivery of public works projects across the state.

The team

Sarah Erdmann

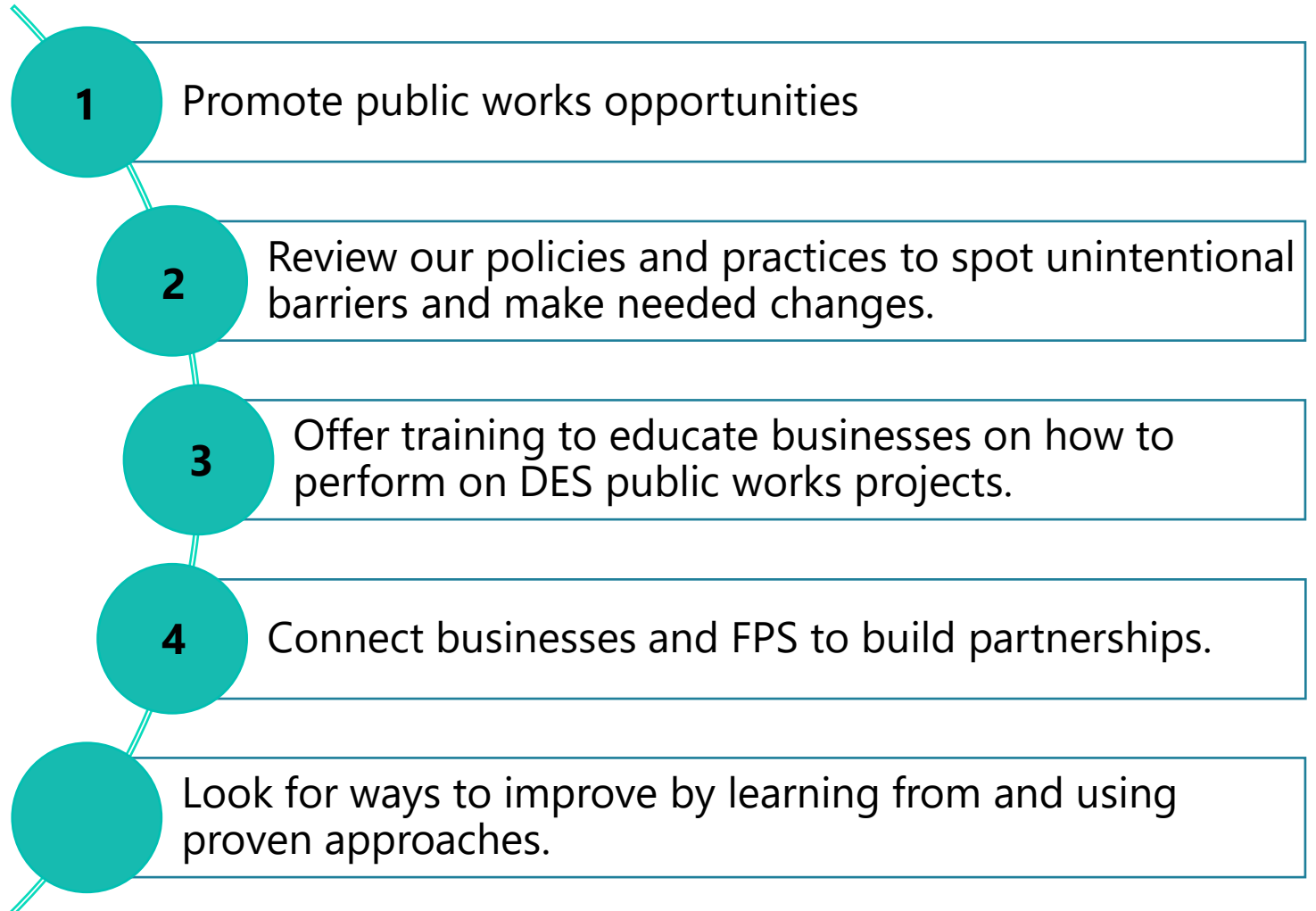
Business Diversity Manager

Joshua Browne

Program Analyst

Vacant

Business Development Specialist



OUR OBJECTIVES

- ❖ **Build a pipeline**

Recruit and train small, diverse, and veteran-owned businesses to competitively bid and complete projects statewide.

- ❖ **Drive competition and innovation**

Increase responsive bids and tap into unique ideas and creative approaches from emerging contractors.

- ❖ **Increase access**

Clear the obstacles and enable businesses to thrive and maximize their potential.

- ❖ **Economic development**

Champion efforts that help grow Washington's economy and improve people's lives.

OUR MINDSET

Value relationships
and encourage
collaboration and
creativity

Empower default
inclusion
approaches

Embrace and
recognize value
of small business

Be and lead
the change

WHAT WE DO



Economic development roadmap

- Implement strategies to remove barriers and maximize meaningful opportunities for small and diverse businesses to work with DES.
- Participate in the Governor's Subcabinet on Business Diversity and CPARB BDI committee.



EO 22-01, 2019 Disparity Study and toolkit

- Implement requirements, recommendations, and tools.
- Track progress and report outcomes.

WHAT WE DO



Washington EDGE

- Reserved contract awards to boost opportunities for small and diverse businesses.



Inclusion plans

- Review and approve inclusion plans.
- Update inclusion plan templates.
- Provide practical guide of best practices outlining expectations for contractors.



Small and diverse reporting

- Use B2Gnow to collect data and track progress toward voluntary goals on public works projects.
- Set clear metrics and post a dashboard for transparency and accountability.

HOW WE CAN PARTNER



Small and diverse goals

- Encourage small and diverse participation on projects
- A&E on-call
- SWR
- JOC
- Solicitations



Culture

- Share why this work matters
- Strategic priorities
- Inclusion policies and practices



Prompt payment

- Communicate it's a priority
- Collaborate and innovate

THANK YOU



sarah.erdmann@des.wa.gov



(360) 999-7667



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