Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

Washington EDGE

Encourage Diversity, Growth, and Equity

Sarah Erdmann, Public Works Business Diversity Manager

Facility Professional Services

NOVEMBER 2025

TODAY'S PRESENTATION

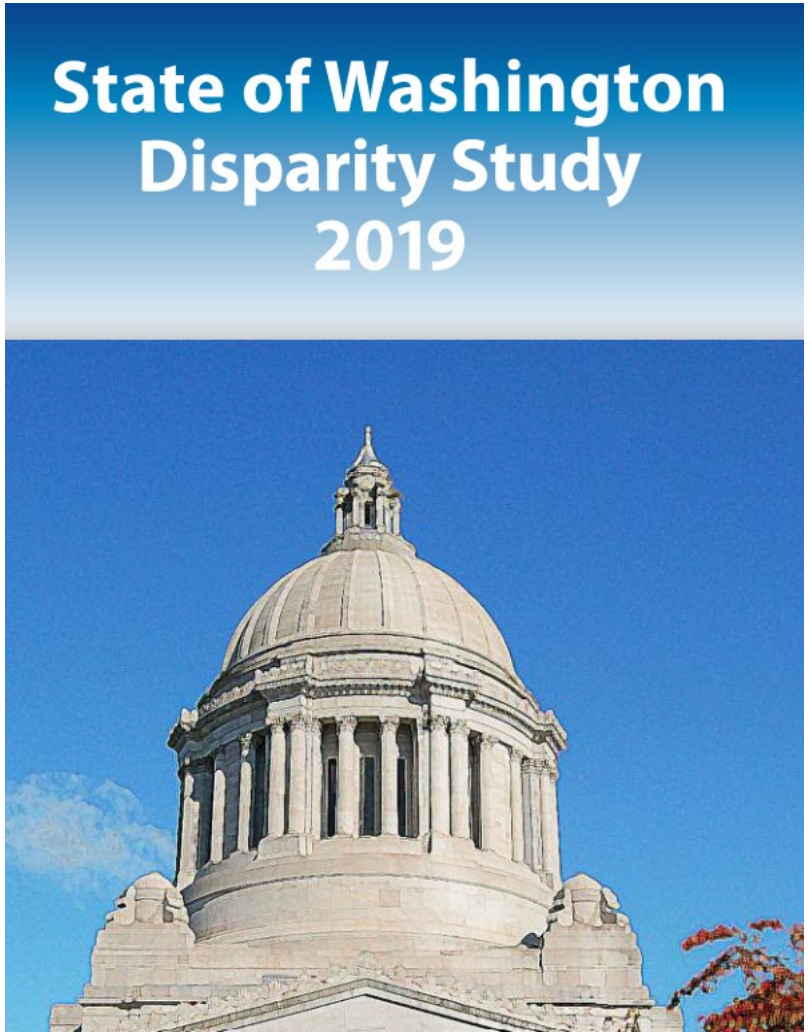
- Washington EDGE overview
- Updates
- Partnership
- Q&A

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

PILOT SMALL BUSINESS TARGET MARKET PROGRAM

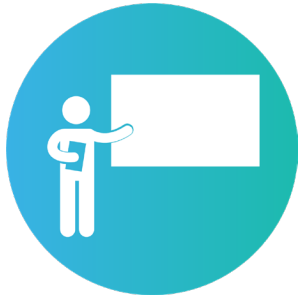
Program sets aside some smaller, or less complex contracts, for bidding only by small business enterprises (SBE) as prime contractors.

If implemented on a fully race- and gender-neutral basis, this is a constitutionally acceptable method to increase opportunities for all small firms.



WASHINGTON EDGE PILOT PROGRAM

Prime contracting for select public works contracts under $1 million



Hands-on training

Networking

Having an equitable edge

WHO IS ELIGIBLE?

To qualify for the Washington EDGE program, businesses must:

- Show gross annual business revenue averages no more than $5 million over the last three years.
- Not have any debarments or suspensions in the last 2 years.
- Possess all necessary licenses and permits to do construction in Washington.
- Be a Washington-based business.

WHO IS ELIGIBLE?

To qualify for the Washington 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 Dec. 7.

TRAINING PROGRAM

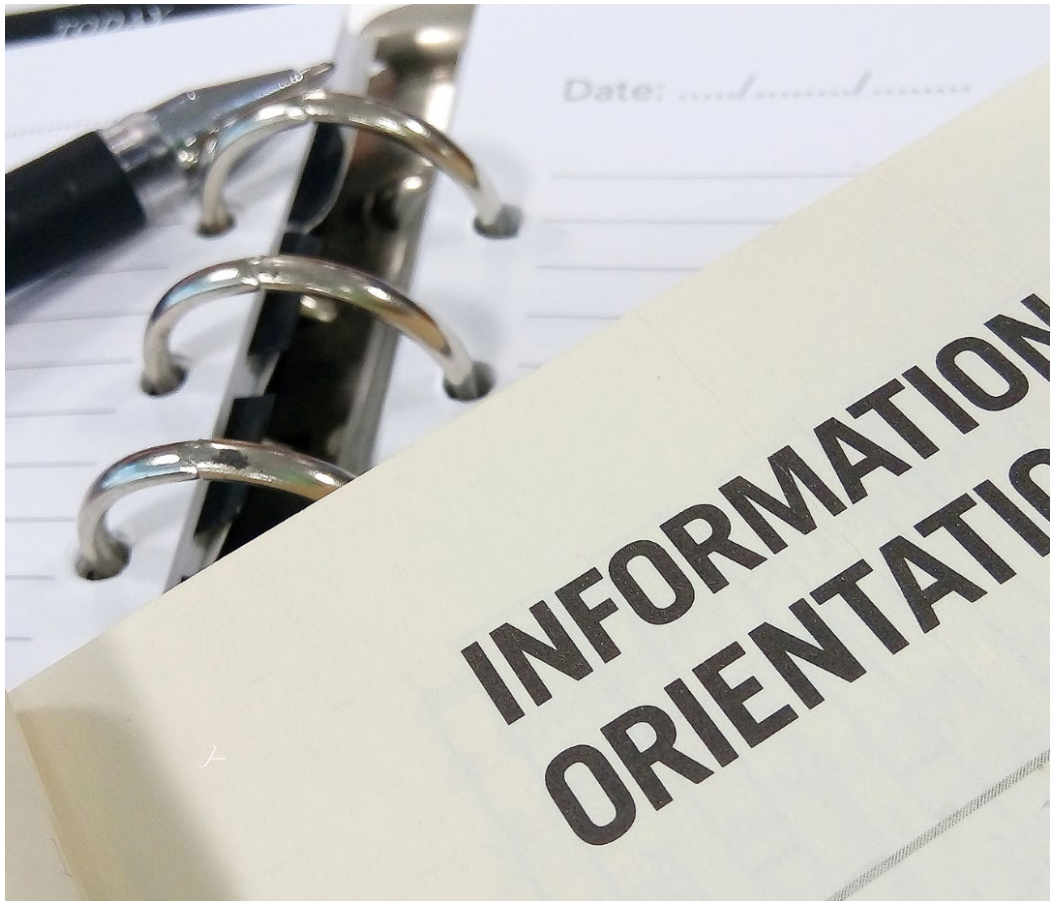
Washington EDGE training program

- Limited to 20 hours
- First round completed
- Training topics will include:
  - EUNA registration and use
  - How to invoice DES
  - B2GNow subcontractor reporting compliance

RESERVED CONTRACT SELECTION

- Capital budget is passed each biennium
- 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

BIDDER REQUIREMENTS



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

- Complete the orientation and training program
- Maintain a three-year average income of less than $5 million
- Maintain no debarments or suspensions for two years

RESERVED CONTRACT BIDDING

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

- Bidder status in the Washington EDGE program
- Subcontract no more than 40%
- Businesses must reaffirm their eligibility

BIDDER LIMITATIONS

Annual limits:

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

Lifetime limits:

- $3.9 million in Washington EDGE contracts over lifetime
- 8 Washington EDGE contracts over lifetime

PROGRAM STATUS UPDATE

Where we are after completion of the first round:

135 applications

Roughly 85 businesses enrolled

Projects will be ready to bid in early February

PILOT PROGRAM REVIEW

No later than 2.5 years after its initial implementation

HOW WE CAN PARTNER

Project selection

- Select at least 1 project in the biennium for an EDGE business
- Small and less complex

Training

- Review training topics and make suggestions

Market

- Encourage businesses to apply

QUESTIONS?

THANK YOU

sarah.erdmann@des.wa.gov

360-999-7667

DES.wa.gov