



FY 2017-18 EQUITY IN CONTRACTING ANNUAL REPORT SUMMARY

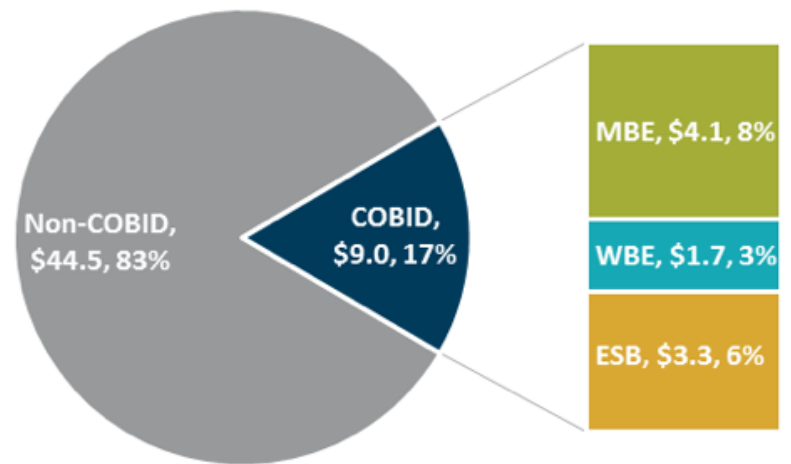
Improving economic opportunity through better access to Metro contracting opportunities

Metro brings people together to shape the future of greater Portland and provides places, services and tools that work best at a regional scale. Led by an elected council, this unique government gives Oregonians a voice in their community. Metro services and venues include parks and natural areas, land and transportation, garbage and recycling, the Oregon Zoo and arts and event centers.

Diversity in contracting plays a critical role in the success of Metro's mission to plan for the region's future and ensure that it remains a great place to live. Each year, Metro awards millions of dollars on contracts with businesses that support efforts to provide public services for the residents of Clackamas, Multnomah and Washington counties. By actively involving minority-owned business enterprises, woman-owned business enterprises, service disabled veteran-owned businesses and emerging small businesses (collectively referred to as COBID-certified firms) in the pool for business opportunities, Metro helps expand economic opportunities and support economic growth in the region.

In FY 2017-18, Metro awarded \$53,520,184 through competitive procurements and direct awards less than \$10,000. COBID-certified firms earned a total of \$9,019,995 in contract awards – representing 17 percent of Metro's total contracts. This dollar amount and percentage of contract dollars awarded is consistent with last year's results. Awards to MBE firms continue to rise, up to \$4 million from \$3.6 million last year. This MBE award is significant, as it represents nearly half of all awards to COBID-certified firms. Of the amount awarded through contracts to COBID-certified firms, another \$1,676,231 went to woman-owned businesses and \$3,263,634 went to emerging small businesses.

Contract dollars awarded in FY 2017-18
(in millions of dollars)



Technical assistance and business development workshops

Navigating the bid and proposal preparation process is often one of the biggest hurdles for qualified businesses to win contract awards with public agencies. The skills required to complete bids and proposals for public agencies are often unrelated to the businesses' core services. Feedback from the COBID community helped shape new and updated proposal preparation and business development workshops presented by Metro's Procurement Services team.

FY 2017-18 Workshops

- Water resource and environmental services on-call proposal writing workshop, Donaldson Enterprises, July 2017
- Proposal writing workshop: On-call transportation demand management planning, marketing and evaluation for regional travel options program*, NicJac Communications, K Communications, February 2018
- Making your business website more effective*, Wild Social Media, April 2018
- Business loan workshop, Ascent Funding, May 2018
- The power of email newsletters*, Wild Social Media May 2018

- Creating a communications plan*, Wild Social Media, June 2018
- Proposal clinic one-on-one proposal writing assistance, NicJac Communications, K Communications, April 2018, June 2018
- Proposal writing workshop: on-call architecture, engineering and planning services*, NicJac Communications, K Communications, June 2018

* Attendees qualify for 2 hours of Metro-sponsored technical assistance from the consultant team.

These workshops provide attendees with knowledge and tools to use when bidding and proposing on future Metro projects, as well as projects for other government agencies. Businesses who have attended the workshops improved their ability to prepare responsive and competitive bids and proposals and, as a result, many have won Metro contracts. In FY 2017-18 Metro awarded 26 contracts valued at \$1,831,400 to previous workshop attendees. In total, Metro has awarded 42 contracts valued at \$2,928,457 to workshop attendees since beginning the program.

Colas Construction awarded largest public contract to state certified minority-owned (MBE) business

The Oregon Convention Center renovation project, which includes upgrades to the center’s interior and reconstruction of its northeast entry, was estimated at \$27 million at time of award. This project marked the largest public improvement contract awarded to a certified minority-owned (MBE) firm as the prime contractor in Oregon. Colas Construction acts as the construction manager general contractor (CMGC), and has partnered with Raimore Construction, also MBE certified, to perform civil work.

The contract award to a team of two black-owned firms is meaningful due to the history of the location of the Oregon Convention Center. The construction of the Oregon Convention Center in the 1980s displaced people and their community in what was a predominantly black neighborhood. And, the original construction fell under criticism that the work did not go to displaced residents and businesses.

The renovation project has incorporated subcontracting and workforce goals to ensure that this project works to support diversity and provide opportunities to individuals and firms who have historically not had access to projects of this scale and scope.

With both prime and subcontract contract awards to MBE certified firms, the project also aims to address disparities in the construction industry. According to the “Oregon Construction Sector Report” commissioned by NAMC Oregon, the construction industry is booming in Oregon. Industry growth is twice the rates of the overall economy, employing nearly 100,000 people. This prosperity is not equally distributed – while the industry as a whole is growing, the number of certified MBE firms is down 5.6%.

The CMGC contracting method has the general contractor provide input on scheduling, pricing and phasing during the design phase to ensure construction can be executed according to plan. This involves an original contract for pre-construction consultation, which is later amended when design is near completion to a guaranteed maximum price (GMP) for all construction costs. The original pre-construction contract for \$114,342 is included in the calculations for Metro’s contract dollars awarded. Accounting methodology used for this report does not account for the full GMP of the project estimated at \$27 million. Including this value would substantially increase Metro’s contract dollars awarded to COBID firms.

	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	\$9,039,695	\$36,039,695
Percentage COBID contract dollars awarded	17%	45%

The Oregon Convention Center renovation project began in spring 2018 and is scheduled for completion in fall 2019.





Construction Career Pathways Project - C2P2

People of color and women face multiple barriers in accessing and sustaining construction careers in the Portland metro region. The Construction Career Pathways Project (C2P2), has been learning about these challenges and opportunities and has been developing partnerships with stakeholders to create a platform for a regional approach to construction workforce equity. Currently, the project has assembled a Public Owner Workgroup made up of 16 local jurisdictional partners that will convene throughout FY 2018-19. The workgroup will collect feedback from stakeholder groups all along the construction career pipeline to identify strategies and investments at a regional scale that will support career opportunities for people of color and women in the construction trades. For links to project reports and updates, visit oregonmetro.gov/pathways.

Ways to engage with Metro staff

Metro staff attends regular outreach events and annual expositions to meet small business owners. This year, Metro attended the Reverse Vendor Trade Show, OAME Trade Show, the MCIP Trade Show, Governor's Marketplace and BESThq's Business Expo West. The Metro and Multnomah County small business open house takes place every February and is a great opportunity to meet public agency project managers and network with other businesses. Metro staff attend recurring meetings of Oregon Association of Minority Entrepreneurs, Oregon Native American Chamber, National Association of Minority Contractors – Oregon, Business Diversity Institute, Hispanic Metropolitan Chamber of Commerce, and more. Come by and say hello!

Racial equity goals

Metro's Strategic Plan to Advance Racial Equity, Diversity and Inclusion identifies five long-term strategic goals, each with specific objectives and actions. Many of these objectives and actions relate to improving economic opportunity through better access to Metro contracting opportunities.

Learn more

oregonmetro.gov/equity



Arts and events
Garbage and recycling
Land and transportation
Oregon Zoo
Parks and nature

oregonmetro.gov

Doing business with Metro

Metro purchases goods and services locally when possible. Purchases range from operating supplies to professional services. Contract opportunities for services include construction, maintenance and repair, engineering, consulting, food, training and various types of planning.

Contact the Metro Procurement team at 503-797-1613

Hello, we're Metro.

Metro brings people together to shape the future of greater Portland and provides places, services and tools that work best at a regional scale. Led by an elected council, this unique government gives Oregonians a voice in their community.

Parks and nature

Metro protects clean water, restores fish and wildlife habitat, and connects people to nature across 17,000 acres of parks, trails and natural areas – and the Oregon Zoo.

Land and transportation

Metro plans for new homes, jobs, transportation options and access to local businesses and parks.

Garbage and recycling

Metro manages the garbage and recycling system and is a resource for information about safe disposal and ways to reduce waste.

Arts and events

Metro runs the Oregon Convention Center, Portland Expo Center and Portland's Centers for the Arts.