

2023

Women- & Minority-owned Business Annual Report

Department of Finance
and Administrative Services
Purchasing and Contracting Division



City of Seattle

Introduction



One of the key ways the City of Seattle can drive economic empowerment and create pathways for generational wealth is by making it easier for businesses—particularly minority- and women-owned businesses—to work with the City.

We can—and do—achieve this in a number of ways. We do it through our equity-centered policies, through intentional community outreach, and through close partnerships and input from the business community—particularly from women- and minority-owned business (WMBE) owners, a Citywide WMBE Advisory Board and close collaboration with departments across the City.

That’s what the work looks like in practice. But what does it look like in impact?

Each year, the City of Seattle spends over \$1 billion on purchasing goods and services, retaining consulting services and contracting for public works projects. The **Department of Finance and Administrative Services (FAS)** manages the City of Seattle’s WMBE Program, which works to make sure minority- and women-owned businesses have opportunities to pursue City contracts. Since FAS started the program, Citywide purchasing and consulting spending with WMBE firms has grown consistently year over year and doubled in the last 10 years. The City is headed in the right direction and is making great progress toward equity in procurement.

A key part of the WMBE program involves each City office and department setting annual goals for spending with WMBEs. This report offers details and a snapshot of utilization and City spending with WMBE firms in 2023. The City spent 28% of purchasing dollars (\$142 million) with WMBEs, exceeding the 22% goal. The City also exceeded its consultant goal (27%), spending 28% of consulting dollars (\$66 million) with WMBEs. And the City spent 13% of construction dollars (\$53 million) with WMBEs. In total, the City spent \$262 million (23%) with WMBEs. Citywide department performance is summarized in the WMBE report card visible in this report. Additionally, stories of just a few of the hundreds of WMBE partners the City works with every day can be found by accessing the QR code in this report with your smartphone.

Mayor Bruce Harrell has made it clear that contracting equity for Black- and minority-owned firms remains a top priority as part of his “One Seattle” initiative. In 2023, the Mayor signed Executive Order 2023-07 and directed departments to implement key actions that advance contracting equity and support women and BIPOC-owned firms that are disproportionately underutilized in public contracting opportunities.

FAS is supporting this Mayoral priority through policy and programmatic changes that open doors for Black- and other minority-owned firms and carefully tracking and reporting on progress.

In line with tracking and reporting on progress in contracting equity, the following pages offer several summaries of spending related to the WMBE program in 2023. This includes the progression of City WMBE spending in purchasing, consulting and construction since 2010. Provided is an overall breakdown of WMBE spend by race followed by further breakdowns of WMBE vendor demographics for purchasing, consulting and construction.

I look forward to working with all of you in 2024 to continue the City’s work in expanding contracting equity.

Kiersten Grove
Acting Department Director
Finance and Administrative Services
City of Seattle



Scan to read more



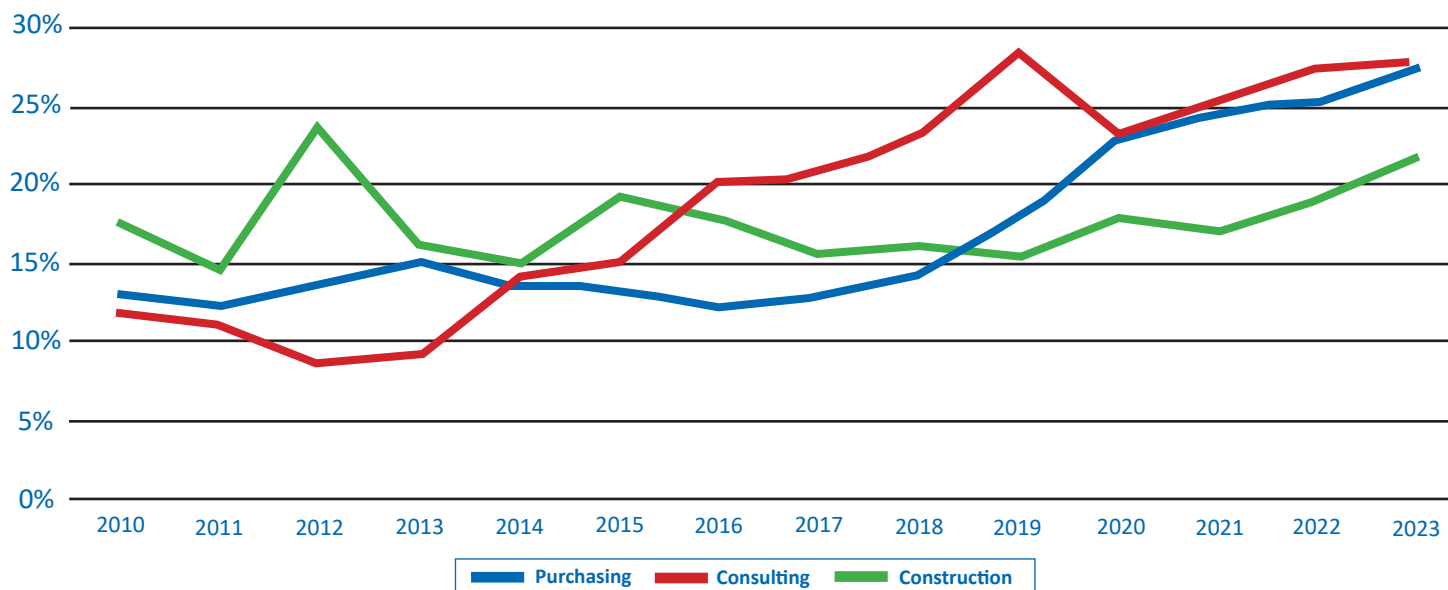
**In 2023, overall
City of Seattle
WMBE utilization
performance was:**

- 28% purchasing (goal 22%)
- 28% consultant contracting (goal 27%)
- 13% construction (on ongoing contracts)

Total: \$262 million (23%)

City of Seattle 2023 WMBE Performance				
Office/Department	Purchasing Goal	Purchasing Actual	Consultant Goal	Consultant Actual
City Attorney's Office	-	66%	-	29%
City Budget Office	30%	79%	25%	80%
Community Safety and Communications Center	40%	21%	40%	56%
Department of Education and Early Learning	75%	92%	45%	58%
Department of Finance and Administrative Services	21%	25%	26%	43%
Department of Neighborhoods	66%	60%	78%	70%
Ethics and Elections Commission	-	8%	-	86%
Human Services Department	50%	65%	75%	0%
Legislative Department	-	2%	-	14%
Mayor's Office	-	72%	-	0%
Office of Arts and Culture	46%	25%	9%	13%
Office of City Auditor	3%	26%	1%	0%
Office of City Finance	18%	34%	11%	20%
Office of Economic Development	-	30%	-	7%
Office of Emergency Management	-	80%	-	10%
Office of Housing	50%	42%	50%	1%
Office of Immigrant and Refugee Affairs	-	12%	-	14%
Office of Intergovernmental Relations	100%	58%	100%	61%
Office of Labor Standards	-	46%	-	12%
Office of Planning and Community Development	35%	15%	70%	21%
Office of Sustainability and Environment	5%	2%	20%	30%
Office of the Waterfront	18%	20%	18%	14%
Seattle Center	25%	19%	32%	40%
City of Seattle Employees' Retirement System	14%	10%	6%	0%
Seattle City Light	20%	22%	17%	17%
Seattle Department of Construction and Inspections	29%	53%	48%	69%
Seattle Department of Human Resources	3%	6%	20%	16%
Seattle Department of Transportation	20%	20%	38%	22%
Seattle Fire Department	20%	24%	18%	19%
Seattle Information Technology	39%	52%	33%	43%
Seattle Municipal Court	20%	44%	18%	62%
Seattle Office of Civil Rights	25%	26%	2%	3%
Seattle Parks and Recreation	25%	26%	35%	38%
Seattle Police Department	15%	11%	25%	29%
Seattle Public Library	20%	23%	15%	22%
Seattle Public Utilities	23%	22%	25%	45%
Citywide	22%	29%	27%	26%

Citywide Purchasing, Consulting, & Construction Spending



Construction numbers in the graph reflect WMBE utilization on projects completed each year.

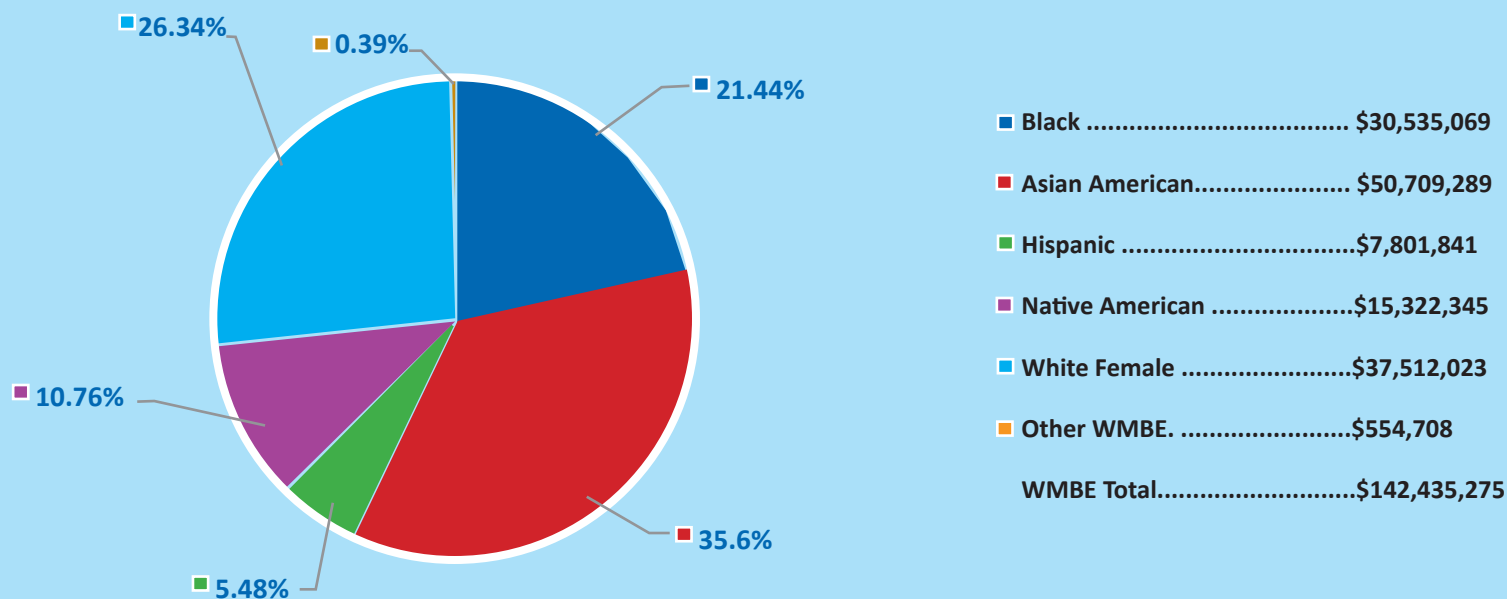
Payment by Race/Ethnicity (Construction + Purchasing + Consultant)

Race/Ethnicity	Total Contractor Payment	% of City contract Payment
Black	\$38,290,955	3.32%
Asian American	\$83,807,087	7.27%
Hispanic	\$23,271,632	2.02%
Native American	\$25,311,662	2.20%
White Female	\$89,616,898	7.78%
Other WMBE	\$1,709,524	0.15%
Total WMBE	\$262,007,758	22.74%
White Male	\$890,312,909	77.26%
Grand Total	\$1,152,320,667	100%

Pulled from Ethnicity Spend 2023 Q4

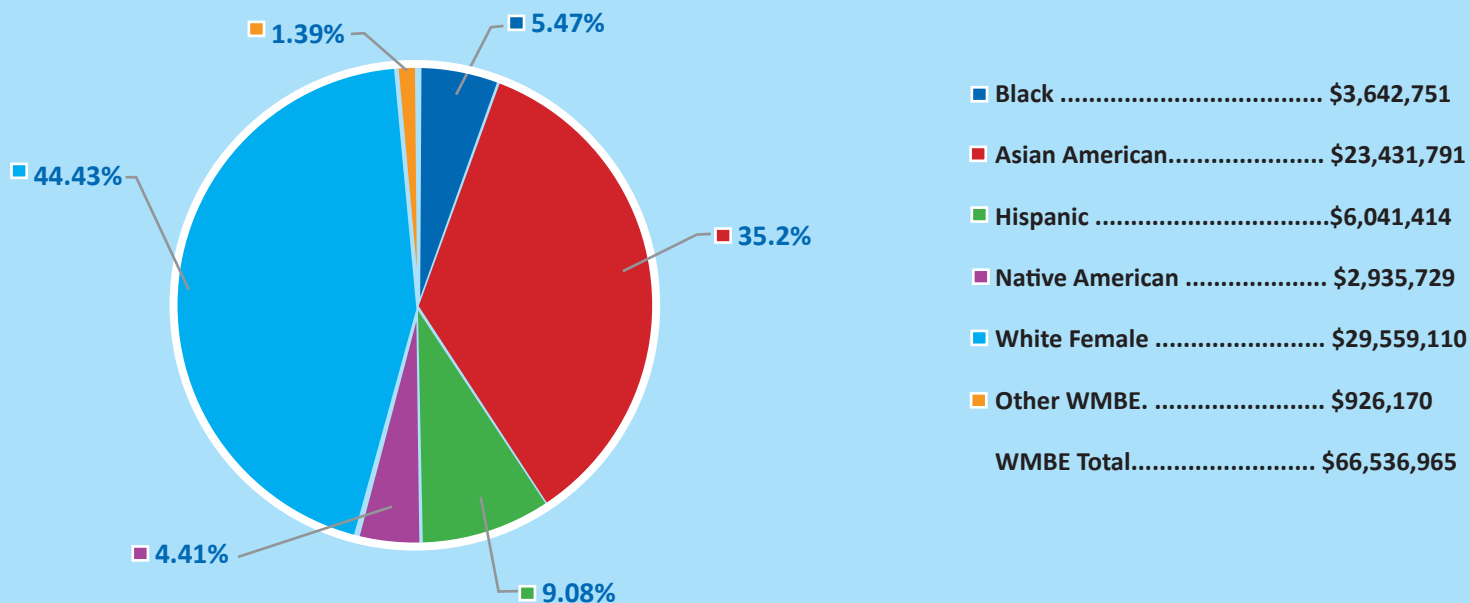
*Numbers and percentages in report may not add up exactly due to rounding

Purchasing WMBE Demographics



Purchasing is buying goods and “regular” services, like furniture, technology equipment or window washing services. In 2023, the City spent 28% of purchasing dollars (\$142 million) with WMBEs.

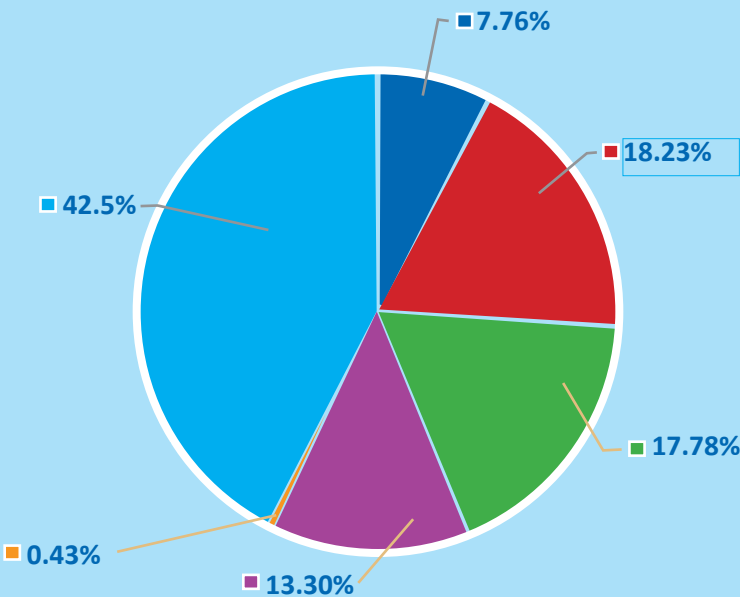
Consultant WMBE Demographics



Consulting is specialized professional services, like an accountant, a graphic designer or a community engagement specialist. Each department manages their own consultant contracts. FAS’ role is to develop Citywide guidelines, policies and standard forms and templates. In 2023, consultant WMBE spending was 28% of consulting dollars (\$66 million).

Construction WMBE Demographics

Black	\$4,113,135
Asian American.....	\$9,666,008
Hispanic	\$9,428,377
Native American	\$7,053,588
White Female	\$22,545,765
Other WMBE.....	\$228,464
WMBE Total.....	\$53,035,519



Public works projects are a great opportunity for the City to contract with WMBEs or encourage their prime contractors to subcontract with WMBEs for part of the work. The City requires all prime contractors on contracts above \$300,000 to submit an “inclusion plan” that lays out good faith efforts for utilizing WMBEs. The sum of prime contracting plus subcontracting creates the total public works WMBE spend. In 2023, the City spent 13% of construction dollars (\$53 million) with WMBEs.





City of Seattle Purchasing and Contracting:
www.seattle.gov/purchasing-and-contracting

For info, reports, and resources:
www.seattle.gov/purchasing-and-contracting/social-equity/wmbe



City of Seattle