



Presentation for Government Contracting Essentials

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*Building what's next.*

# Company Profile

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- 60-yr old Family Business
- 35+ yrs in Seattle/Northwest
- Serving: Washington, Oregon, Idaho, Montana, Alaska and California
- \$300 - \$400+ Million Annually
- 2020 Vision – 50/50 Vertical & Horizontal

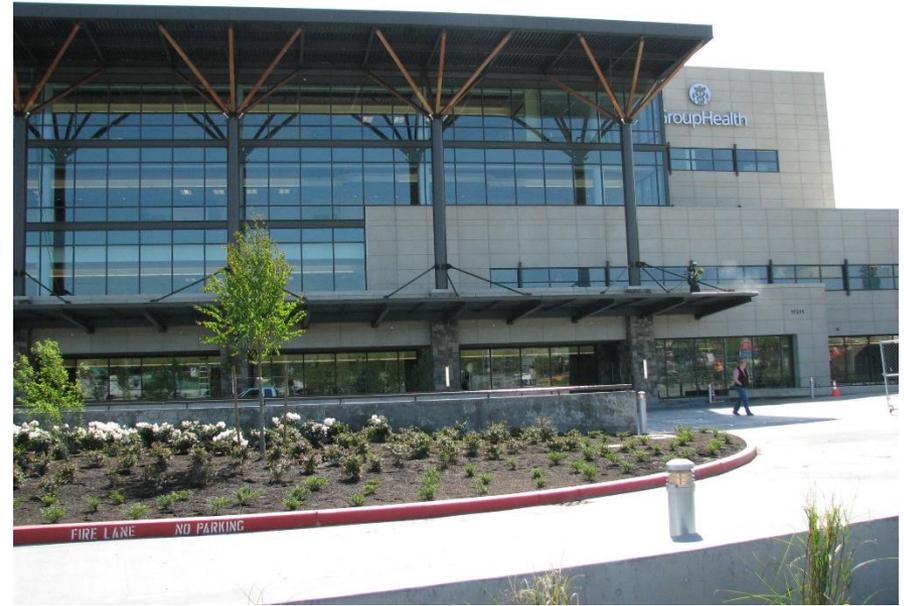
# Market Sectors

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- Healthcare
- Higher Education
- Water/Waste Water
- Data Centers
- Hospitality
- Justice
- Sports
- Government
- Transportation\*

# Notable Projects



WA. Legislative Building (Our State Capitol)

University of WA. Bothell / Cascadia Campus

SeaTac Parking Garage

Tacoma Convention Center

ShoWare Center

# MWBE/SDB/VO Business



- Success takes commitment
- Success takes planning
- Success takes outreach
- Success takes your participation

# Billings Federal Courthouse



- \$70 million
- Construction complete

## MWBE Participation Results

	Goal:	Achieved:
Small Business	37%	48.4%
Woman Owned Business	3%	14.4%
Veteran Owned Business	5%	8.6%
Service Disabled Veteran	3%	3.3%

# Elliott Bay Seawall



- \$250 million
- Construction underway

## MWBE Participation Results

Goal:

Minority Owned Business	8%	19%
Woman Owned Business	5%	4%
<b>TOTAL*</b>	<b>13%</b>	<b>23%</b>

Achieved:

\*First tier participation

# UW Central Utility Plant



- \$20 million
- Construction Start July 2015
- Participation goals:
  - Maximize participation (plan to be developed)
  - Contact Rob Warnaca (425) 895-9000

# WWU Carver Renovation



- \$63 million
- Construction Start July 2015
- Participation goals:
  - 6% MWBE
  - Contact Danny Keim (425) 895-9000

# UW Tacoma McDonald Smith Building



- \$11 million
- Construction Start  
January 2015
- Participation goals:
  - Maximize participation  
(plan pending)
  - Contact John Baker  
(425) 497-7083

# UW Tacoma Tioga Building



- \$9 million
- Anticipated Start July 2015
- Participation goals:
  - Maximize participation (plan to be developed)
  - Contact John Baker (425) 497-7083

# UW Tacoma Urban Solutions



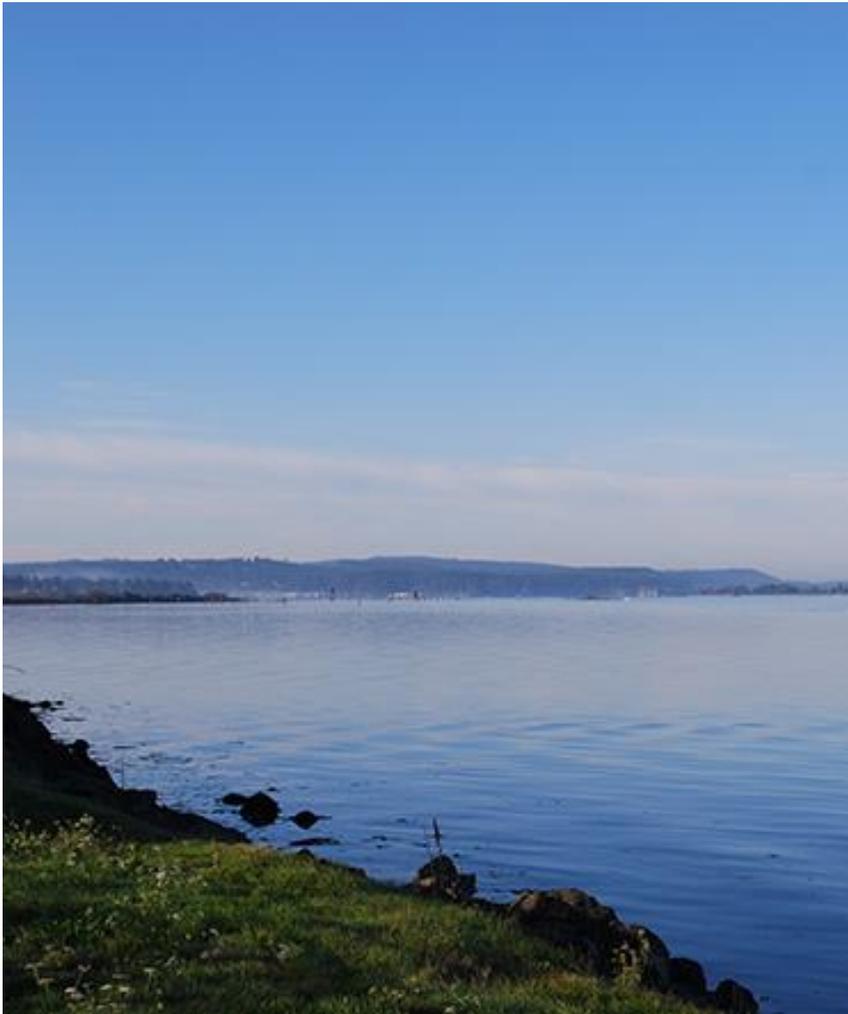
- \$12 million
- Anticipated Start July 2015
- Participation goals:
  - Maximize participation (plan to be developed)
  - Contact Marvin Doster (425) 497-6634

# Sound Transit Northgate Station



- \$180 million
- Anticipated Start  
April 2016
- Participation goals:
  - Maximize participation  
(plan to be developed)
  - Contact Mike Bell  
(206) 817-7494

# Coos Bay WWTP



- \$20 million
- Anticipated Start June 2015
- Participation goals:
  - Maximize participation (plan to be developed)
  - Contact Tom Paul (425) 497-6661