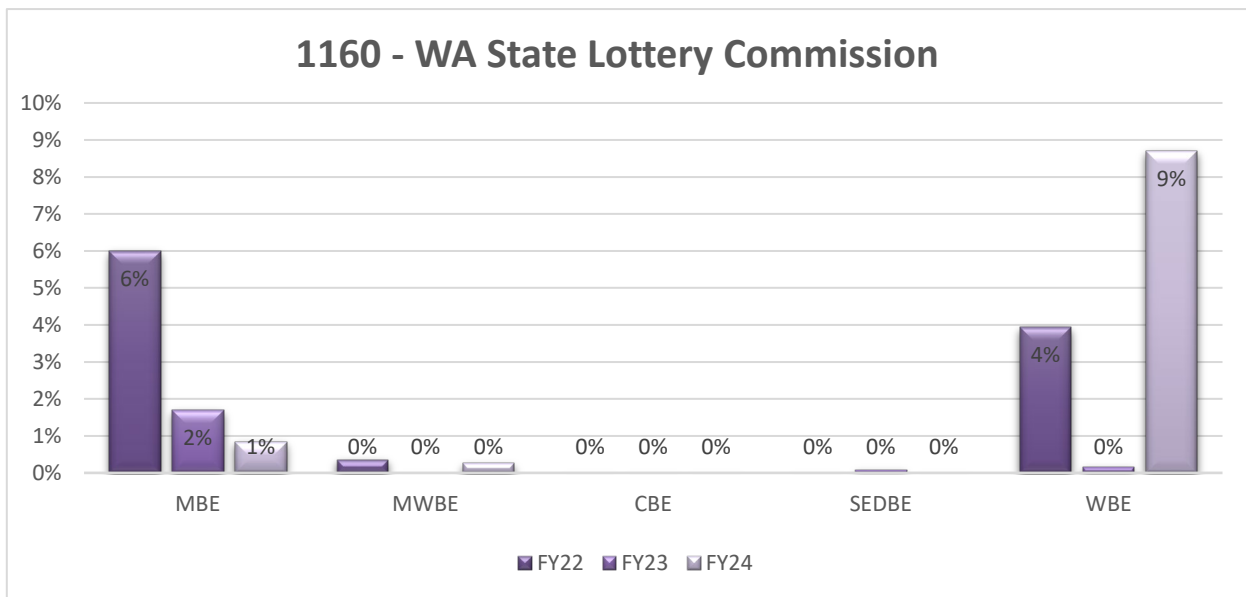


FY25 Business Diversity Spending Goal Plan – Washington's Lottery
[Governor's Supplier Diversity Subcabinet approved best practices](#)

(Agency graph showing spend comparison from FY22, FY23 and FY24)



FY 2023 – No spending goal established

FY 2023 – 1.85%

FY24 Spending Goal – 10.00%

FY24 Actual Spend – 9.78%

FY25 Spending Goal: 5.17%

Summary Statement:

Washington's Lottery (Lottery) is committed to providing equitable opportunities for Washington's diverse vendor community. Lottery's goal is to reach and/or exceed this year's goal by implementing the strategies within this plan and continue to support efforts that have proven successful.

Steps your agency has completed to prepare for forecasting and steps remaining:

Lottery's procurement personnel have requested information regarding future procurements. Procurement personnel are in the process of reviewing annual spend to analyze and inform future procurement needs and strategies. Once completed, Lottery will update the Vendor Information section of its website.

How are supplier diversity efforts managed within your agency:

Lottery's Procurement Manager leads these efforts by:

- Researching supplier diversity events and attending them.
- Sharing diverse vendors with key staff for future direct buys.
- Developing and implementing purchasing strategies to increase spend.
- Researching OMWBE certified vendors by commodity code and notifying them of Lottery's future solicitations for those commodities.
- Contacting OMWBE certified vendors upon posting solicitations.
- Prebid conferences utilized for solicitations where small/diverse/veteran owned businesses have been prevalent.

Is your agency currently using the Outreach Module in Access Equity for marketing and connecting with Diverse Businesses?

Lottery has and will continue to use the outreach module in Access Equity.

Are you using the Contract Compliance module in Access Equity to report your contract & purchase orders that include subcontractors (including statewide contracts)?

Lottery includes supporting language in its solicitations and resulting contracts about Access Equity, however there are currently no contracts held by Lottery, that include subcontractors.

How does your agency track efforts to notify businesses about purchasing and opportunities to bid on contracts?

Efforts are tracked within the procurement file. Outreach prior to posting is documented. Along with the number of vendor notifications (broken down by their diversity demographic) that were sent via Washington's Electronic Business Solution (WEBS), Lottery also includes any additional potential bidders that were directly notified of the solicitation.

Your agency plan according to EO 22-01 should already be implemented. How has your plan aided in your efforts to increase your agency plan from last year?

One of the key items in Lottery's PEAR plan was to share procurement information on Lottery's website. This has provided awareness to vendors of what Lottery's needs might be within six months to a year, what solicitations are open, where vendors can find information on solicitations, and what agencies and/or organizations can provide support for their business.

Did your agency's spend decrease for FY24? If so, what was the reason(s)? What perceived barriers did you face?

Lottery is proud to say that our diverse spend increased in FY24. While Lottery did not reach its goal for the year it came close and by continuing the practices that have been put in place, and in some cases increasing the frequency, we believe that our goal will be met in FY25.

What new efforts are you going to implement to try to increase your spending with small-minority and women owned businesses?

Lottery will spend this year solidifying and/or improving its current efforts to ensure they are sustainable. Lottery will also review Amazon orders and office supply orders and move those orders to diverse businesses when financially reasonable.