

PORT OF SEATTLE
MEMORANDUM

COMMISSION AGENDA
SPECIAL ORDER

Item No.	<u>3a</u>
Date of Meeting	<u>July 29, 2014</u>

DATE: June 27, 2014
TO: Tay Yoshitani, Chief Executive Officer
FROM: Luis Navarro, Director, Office of Social Responsibility
SUBJECT: Small Business Champion Award Presentation

BACKGROUND

The Office of Social Responsibility (OSR) manages the Port of Seattle's Small Business Program. An important goal of the program is to identify and reduce barriers to equal participation by all small business firms in Port procurements and contracts in alignment with the Port's Century Agenda.

OSR also celebrates the successes of the program, and this year we are celebrating the fourth annual Small Business Champions Awards. These awards recognize a Port employee or team who has championed increased small business participation at the Port, and a small business from the Port's roster that has provided outstanding goods or services to the Port in 2013. The criteria are as follows:

An Internal Small Business Champion award honors an employee or team that:

- Championed small business participation and/or impacted Port policies to support small business participation within the Port in the previous calendar year; and
- Aligned their activities with the Port's small business goals of identifying and reducing barriers to greater participation by small firms in all Port procurements and contracts.

In this category, we have chosen Michele King, Airport Dining and Retail Manager, Aviation Business Development, to receive the 2013 Small Business Champion Award in recognition of her role in the success of the small business kiosk program, as well as promoting and creating opportunities for small businesses within the Airport Dining and Retail program.

Jim Schone, Director, Aviation Business Development said, "Michele's leadership of this effort led to the creation of infrastructure that provides the opportunity for local small businesses to market their products at the Airport with minimal investment than was ever available before. Coupled with her successful recruitment of small businesses to lease these kiosks, the new businesses have created new employment opportunities at the Airport and revenue to the Port." All of the current tenants are performing well. This

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program is helping achieve the Commission's Century Agenda vision of creating 100,000 new jobs through the strategy of using our influence as an institution to promote small business growth. It has also generated significant good publicity for the Port. And it has opened up new opportunities for creating interest from the small business community in doing business at the Airport.

An External Small Business Champion award honors a small business firm that:

- Provided a quality product or service to the Port in the previous calendar year;
- Provided superior customer service to the Port;
- Showed commitment to continuous improvement; and
- Aligned its activities with Port objectives (green initiative, social equity, economic development and cost efficiencies).

In this category we have chosen Gloria Rosario, Owner of Ideal Commercial Uniforms, to receive the 2013 External Small Business Champion Award. Delmas Whittaker, Manager, Aviation Maintenance Logistics said, "From a simple Request for Quote (RFQ), the company snapped into action, by working feverishly to find the appropriate selections to meet our specifications. They were very timely with their responses and eagerly offered suggestions to meet our needs. They are also very active in the Small Business and Military Community. Over the past year, they have built a very positive business relationship with the Port. This company continuously strives to provide all of the services and capabilities of their much larger competitors. The management team continuously strives to provide quality products and superior service. They don't demand your business, they earn it!"

OSR supports the Century Agenda by aiming to increase the proportion of funds spent by the Port with qualified small business firms on construction and goods and services to 40 percent of eligible dollars. We do this by working with committed colleagues throughout the Port to improve access, level the playing field, and increase participation by small businesses, including disadvantaged business enterprises, and continue to make great strides in this area in support of the Port's strategy of using our institutional influence to promote small business growth and workforce development.

ATTACHMENTS TO THIS SPECIAL ORDER

None.