



- I want to thank Elaine Ko and the Office of Social Responsibility for asking me to speak before you. I am Alex Rolluda, president of Rolluda Architects, a small and minority owned business, founded in 1996 with at that time four employees.
- We currently have 18 employees, 9 of whom are licensed Architects with over 20 years of experience. We also embrace diversity in our office with 7 different ethnicities and nationalities represented.
- I'm here before you not to just pitch Rolluda Architects but to speak on behalf of other small businesses like ours, whose workload is largely comprised of on-call and small works projects.
- **Working with small firms can benefit the economy as a whole.** In this economy where 99.7% of all employer firms are small businesses we generate 60-80% of new jobs annually, we can not and should not be ignored or by-passed for older and larger firms, simply because those firms are older and larger.
- **Working with small firms can benefit the Port.** Smaller firms can provide you with personalized service and enthusiasm you may not receive from larger firms. Small or on-call type projects may be insignificant to a larger firm, but with a small firm like ours, these projects are important. They are so important that you will have principals and senior staff leading and involved with the projects on a day-to-day basis. Small firms are often better set up to manage small projects, because these projects are such an important part of our workload. We are also used to working within the tight timelines, and developing the cost-effective design solutions these projects require.
- For example, the Port of Seattle, through the Office of Social Responsibility, gave us our first opportunity in the fall of 2008, with a project to replace the windows at the Fishermen's Terminal West Wall Building with more cost-effective/energy efficient glazing. I led the project. My project architect for the project has over 20 years experience. Our feedback from the project manager 1 year after construction completion was that the project was a success and that they would not hesitate to use us again.
- This was the last POS project we worked on.
- Through the help of the Office of Social Responsibility we marketed our firm to the project managers at Sea-Tac Airport, The Seaport and the Port Headquarters, to make them aware of our on-call contract with the Port, which unfortunately expires in May of this year.
- Having proven success with other small works and on-call projects with King County, Seattle Public Schools, The University of Washington and the Boeing Company we merely ask for the increased opportunity and utilization of small businesses at the Port.
- Thank you, and I look forward to your working with you in 2010 with your commitment to continued and increased relationships with small business and passage of this resolution.