

ITEM NO: \_\_\_\_\_ 9a\_Supp \_\_\_\_\_

DATE OF MEETING: September 25, 2012

# Small Business Briefing and Policy Roundtable

**Port of Seattle Commission Meeting  
September 25, 2012**

**Presented by:**

**Dan Burke, Public Affairs**

**Mian Rice, Office of Social Responsibility**

# Small Business Roundtable

- ▶ Brief review of updated Regional Economic Strategy
- ▶ Overview of Port's Small Business Program
- ▶ Provide an opportunity for the Commissioners to hear from South King County small businesses about conditions facing the small business community in South King County, and the
- ▶ Greatest challenges small businesses face coming out of this recession.
- ▶ Identification of most effective small business assistance programs and initiatives currently underway.

# Regional Economic Strategy update

- ▶ RES update outlines initiatives for improving the five foundation areas of our economy:
- ▶ Education and workforce development
- ▶ Business climate
- ▶ Entrepreneurship and innovation
- ▶ Infrastructure
- ▶ Quality of life
- ▶ Each one has goals, strategies and action items to help achieve the region's economic development goals.

# Coordination with the Century Agenda

## Overarching Goal:

Over the next 25 years we will add 100,000 jobs through economic growth led by the Port of Seattle, for a total of 300,000 port related jobs in the region, while reducing our environmental footprint.

## Century Agenda Goals:

- Position the Puget Sound region as a premier international logistics hub
- Advance this region as a leading tourism destination and business gateway
- Use our influence as an institution to promote small business growth and workforce development
- Be the greenest and most energy efficient port in North America

# Relevance to South King County

- Seattle–Tacoma International Airport supports the region’s international business connections and has a vital role in marketing the region globally.
- Region’s air cargo activity is transported through Sea–Tac and Boeing Field. Combined volume in 2011 of nearly a half–million tons of air cargo.
- Freight trucking is large part of the local labor pool.
- Scale and depth of intermodal infrastructure for facilitating trade and logistics make this sector highly important to the economic health of the Puget Sound
- Increasing importance of the aerospace cluster

# Regional Economic Strategies which support small business development

- Strive for better alignment between education and workforce training programs
- Explore ways to support new economic development which attracts and grows new business
- Position the Puget Sound region as a premiere international logistics hub
- Expand programs and tools that help more firms export internationally

# Regional Economic Strategies (continued)

- Improve coordination of government services and regulations relating to business and economic development.
- Support programs and tools that help small business and women- and minority-owned businesses thrive.
- Increase industry-specific technical support for entrepreneurs and start-up businesses in the region.

# Small Business Program

## Office of Social Responsibility programs:

- ▶ **Disadvantaged Business Enterprise Program (DBE)**
  - Federal Program
- ▶ **Airport Concessions DBE Program (ACDBE)**
  - Federal Program
- ▶ **Small Contractors and Suppliers (SCS) Program (SCS)**
  - Local Small Business Program
- ▶ **Small Business Administration 100% Size Standard (SBE)**
  - Federal Business Size Standard

# Small Business Payments – 2011

- ▶ Major Construction and Small Works  
\$38.9 million (prime contractors & subcontractors)
- ▶ Service Agreements, Goods and Services (non-construction)  
\$10.6 million

# Doing Business with the Port

- ▶ Businesses must register on the Port's Procurement and Roster Management System (PRMS)
- ▶ Insures businesses will have access to procurement opportunities
- ▶ Small businesses may be eligible for the Small Contractors and Suppliers (SCS) Certification through King County

# Small Contractors & Suppliers Program

- Interlocal Agreement between the Port and King County
- Created to expand business relationships with small businesses, including firms owned and operated by women and minorities
- SCS firms revenues up to 50% of SBA size standard and personal networth less than \$750,000
- Procurement incentives for certified firms

# **Small Business Policy Roundtable**