



WASHINGTON
PTAC

Washington PTAC Annual Report

December 2018

Prepared for
City of Seattle

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HISTORY

The Washington Procurement Technical Assistance Center (PTAC) is a program of the Thurston Economic Development Council (EDC), a non-profit organization. The mission of the PTAC is to increase government contracts and subcontracts to Washington based firms. Since its inception in the late 1980's Washington PTAC has underserved firms in downtown Seattle. Leadership long sought to rectify that so that more Seattle firms had access to quality technical assistance on how to find, bid, and win government contracts.

The City of Seattle conducted a survey in 2017 to approximately 5,000 women and minority firms who have interest in doing business with the City. With over 500 responses, the results showed overwhelming support for services such as those specifically provided by Washington PTAC.

On January 1, 2018, the City of Seattle through its Department of Finance and Administrative Services contracted with the Thurston EDC to expand PTAC services. The purpose of the contract is to provide procurement technical assistance to firms interested in doing business with the City of Seattle, particularly focusing upon demographics that tend to be less aware of City opportunities such as women or minority firms, firms with LGBT ownerships, or immigrants and refugees.

The first month of the expanded PTAC services were provided by the main office and PTAC Counselors at Green River College. On February 1, 2018 the PTAC office at the City of Seattle was opened and staffed with a full-time counselor. This counselor continues to be supported by the experienced team at Green River College.

ABOUT THIS REPORT

This report highlights the successes of the effort during its first eleven months of operation (January through November 2018). Backup documentation for the data found in this report can be found in the addendum. Data for this report was pulled cumulatively for the program year from January 1 – November 30, 2018 from a customized database, Neoserra, provided by Outreach Systems. It is common for data related to client diversity and other socio economic information to be updated throughout the year. As a result, data from the semi-annual report and any month-to-month spotlight may have changed by the time the cumulative data was pulled.

METHODOLOGY OF PTAC SERVICES

For 30 years, Washington PTAC has been using proven best practices to increase government contracts and subcontracts to small, minority, women, veteran owned firms and those located in historically underutilized business zones.

The most effective way to increase awards to those firms served is through quality one-on-one technical assistance on how to find, bid, and win opportunities. Finding opportunities includes, but is not limited to, getting registered, general market research, and developing marketing strategies. We provide services that lead to more responsive bidding ensuring the firm understands all the terms and conditions and instructions for bidding. To that end, we also provide proposal reviews, help demystify the terms and conditions, and much more. It is our hope that bidding turns to winning. We provide support related to

certifications that may provide competitive advantages, post-award compliance reviews, and other assistance to ensure the firm succeeds long-term.

Becoming a client of Washington PTAC is easy. The firm must fill out an online or paper form indicating their contact information and that they intend to receive our no-cost services. We strongly recommend the firm also make an appointment to speak with a counselor which greatly enhances the quality of conversation and ensures both parties are adequately prepared.

Washington PTAC measures success in many ways including satisfaction surveys, client success in terms of contract awards, and the percentage of firms that come back after just one visit. This report includes data elements illustrating our success in these areas.

DELIVERABLES

The Contract between the City and Thurston EDC, home of Washington PTAC, included the following key deliverables in the Scope of Work. Below outlines our progress to date. For the full scope of work, please refer to the Contract #FAS 2017-056 in Appendix A. The intent is to increase abilities of firms to find, bid, and win prime or subcontracts with the City and its departments. Additionally, to increase awareness within WMBE community about upcoming City projects and solicitations.

Deliverables	Output during 2018 program year
Events for outreach and education on PTAC services	Participated in First Fridays, Alliance Northwest, SPU A&E Event, GSBA event, SCL/UW Business Growth Collaborative, SIT/King County IT Vendor Forum, SDOT Moving Seattle, Skanska/Hunt WMBE Outreach for Seattle Center Arena, Tabor 100 Business Showcase, AGC Contractor Exchange, Congressman Adam Smith Workshop, and Regional Contracting forum
Hosted 6 Events/Trainings	<ol style="list-style-type: none"> 1. Job Order Contracting WMBE outreach event (July 11) 2. Preparing for Regional Contracting Forum Webinar (Sept 26) 3. Consultants & Online Business Directory – Ways to make your OBD complete (October 24) 4. Contracting with the City of Seattle at AGC (Nov 8) 5. Contracting with Seattle Dept of Transportation (Nov 15) 6. Contracting with Seattle Public Utilities (Dec 5)
Provide outreach to WMBE firms	In addition to the above listed events and trainings, Washington PTAC conducted other outreach to WMBE firms. These efforts included twice monthly e-mail blasts, targeted emails about specific solicitations and pre-bid meetings, and meetings with referral partners to ensure they are aware of PTAC services and are making appropriate referrals. These meetings included, but are not limited to,

	Seattle Office of Economic Development, US Small Business Administration, National Association of Minority Contractors, Greater Small Business Alliance, Washington State Department of Transportation, King County, Port of Seattle, etc.
Survey WMBE firms on training needs	Appendix B includes the full responses on the training needs survey conducted by Washington PTAC.
Provide 300 hours of counseling	Counseled 738 hours as of November 30, 2018. See the following information and Appendix C for more details.

PERFORMANCE UPDATE

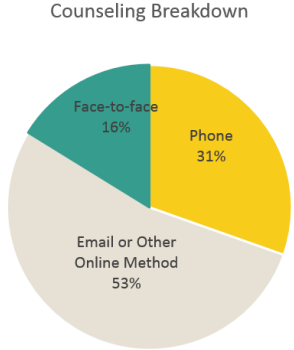
Washington PTAC met or exceed its required deliverables and is starting to show an impact on contract awards. Typically, we indicate to clients that it could take over 6 months to win a government contract if they are new to the marketplace and sometimes the lead time is much longer. The counseling we provided in 2018 will continue to return dividends in the form of contracts won as time goes on.

THE CLIENTS

Washington PTAC team members have the privilege of working with the most passionate, innovative, and hard-working firms in the State. They come to PTAC seeking professional advice on how to grow their firm in the government marketplace. As a result of succeeding in the marketplace, these firms are able to hire more people and contribute to the economic vibrancy of the region. Additionally, government agencies, including the City of Seattle, experience robust competition and succeed at meeting diversity and inclusion goals.

HOW/WHERE WE SERVE

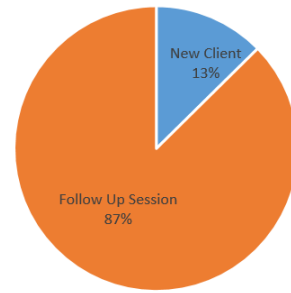
Washington PTAC team members are flexible with how, when, and where client meetings take place. It is very common the first meeting is scheduled in-person when possible, but after that client counseling takes place via phone, email or other online method. Additionally, it's not uncommon for a counselor to work after normal office hours with a client who has a proposal deadline quickly approaching.



RETURNING CLIENTS

One indicator of the value of PTAC's technical assistance is whether the client returns for additional assistance. The team serving firms interested in City of Seattle procurements have a very high follow-up percentage of clients. 87% of clients are returning while 13% are new.

Returning Clients



COUNSELING

Clients received over 700 hours of counseling during the reporting period, far exceeding our annual goal of 300 hours. Any preparation time specifically attributable to a client interaction counts as counseling time. Clients counted include any entity with Seattle as a physical address or a Washington state client who is specifically seeking to sell to City of Seattle or City of Seattle prime contractors.

When counseling clients, the range of what is discussed is broad. Each meeting could cover a multitude of topics from registrations to contract compliance. To provide an overview of the nature of counseling, each session has been categorized into one of six categories illustrated in the "top counseling subjects" chart below.

OUTREACH STRATEGIES

Washington PTAC maintains a three-pronged outreach approach.

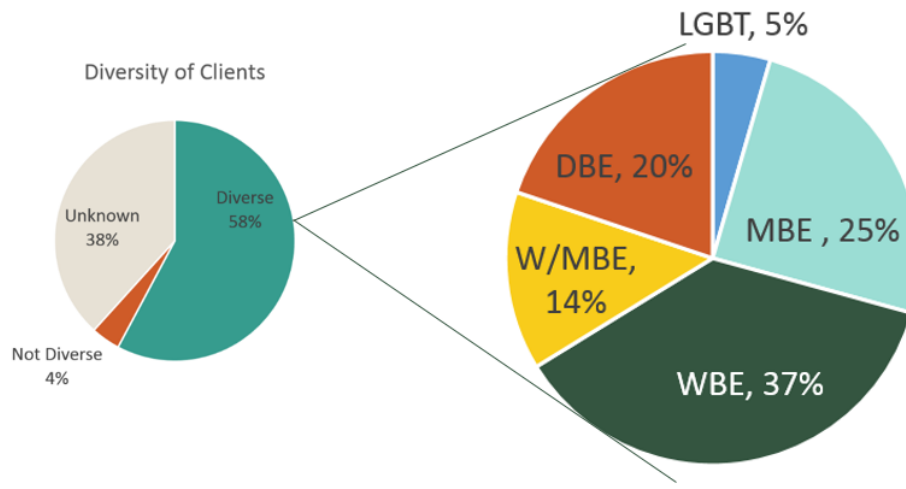
- 1) Rely on referrals from our funding partners, government buyers, small/diverse business advocates, and other key stakeholders.
- 2) Attend events where WMBE firms are likely to be in attendance.
- 3) We have a strong email marketing campaign. Our e-newsletters are sent twice monthly to an email list of about 18,000 firms. Additional e-mail campaigns were sent to WMBE certified firms to help promote upcoming events and opportunities.

DIVERSITY

The following data snapshots illustrate the diversity of clients who are currently being served by Washington PTAC¹. 58% of clients served with funding by City of Seattle are known to be woman, minority, or LGBT owned. 38% did not indicate their diversity status nor are they registered yet in the online business directory. 4% are not diverse meaning they are not owned by woman, minority nor LGBT.

¹ PTAC Clients indicate their diverse status when they register to become a client. PTAC relies on this self-identification in most cases, but also supplements the data with that found in the Online Business Directory.

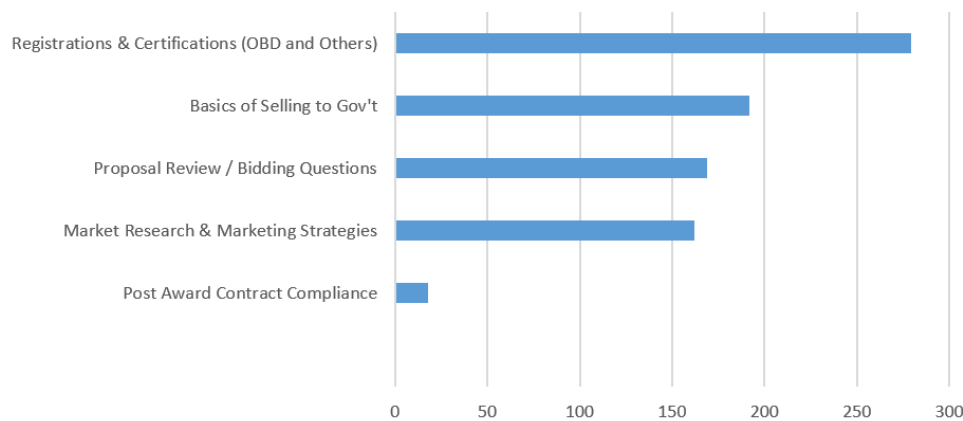
Client Diversity Snapshot*



TOP COUNSELING SUBJECTS

When counseling clients, the range of what is discussed is broad and in one meeting we could cover a multitude of topics from registrations to contract compliance. To provide an overview of the nature of counseling, each session has been categorized into one of five categories illustrated below.

Top Subjects Discussed in Counseling Sessions



TRAINING NEEDS SURVEY

As part of the deliverables in PTAC's contract with the City, a survey on training needs was completed. Promoted to the WMBE firms in the OBD, over 50 firms responded. The full survey response is in Appendix D. Here are some of the highlights of the responses.

- 31% indicated they were not knowledgeable about how to find opportunities to bid, and 19% indicated they were not knowledgeable on how to submit a proposal or quote.
- 87% indicated they have never attended a First Friday event. When asked why, many indicated they didn't want to travel to the location of the event or they weren't aware of the event.
- When asked to rate their level of interest in training topics, the following rose to the top:
 - How to be registered as a WMBE
 - Post award compliance
 - How to use B2G Now
 - others
- When asked about the preferred training method and location, most favored live webinars, followed by pre-recorded webinars and in a close third was in-person. Parking was the main barrier to in-person events at the City's building and many indicated ideas for alternative locations at different areas of the region.

AWARDS

PTAC's goal is to increase the number and amount of government contracts and subcontracts awarded to firms served. When helping clients get to "bid ready" status for City of Seattle work, we celebrate any successful proposal with any level of government as this enhances their past performance in the public sector and further prepares them to succeed with the City and City primes.

Clients are surveyed at least quarterly and asked to report any contracts or subcontracts they've won. Additionally, federal award data is auto-populated in our system and if local/state contracts are available on a public data system we can populate data from those sources. Reporting by firms is voluntary and typically garners about a 10-15% response rate.

Total Awards: \$35,783,367

Total Awards with City of Seattle: \$192,117*

Award Breakdown: As listed in the addendum data set, most of the \$35.7 million awards is federal (\$33 million) and the remainder is state/local (\$2.7 million).

*note that limited award data was available at the time this report was written. Sources include client surveys and GovSpend.com.

"Prior to our meeting, my counselor insisted that I send in a Firm Capability Statement. This may have been the best part of our interaction, as we did not previously have this succinct marketing tool and I have been using it ever since."

~ Maggi Johnson, Johnson+Southerland

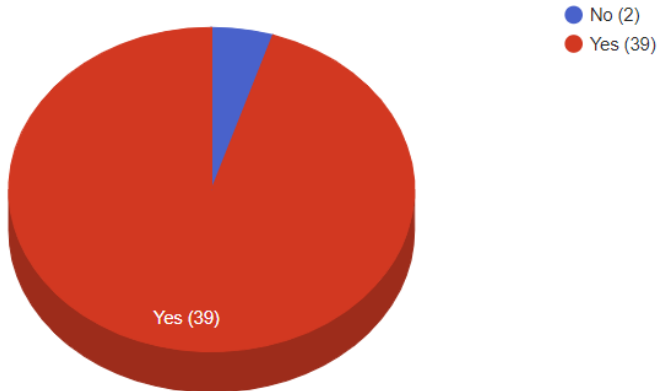


Johnson+Southerland's 2010 project at Seward Park. Recently, they won a \$59,668 award with Seattle Parks & Recreation.

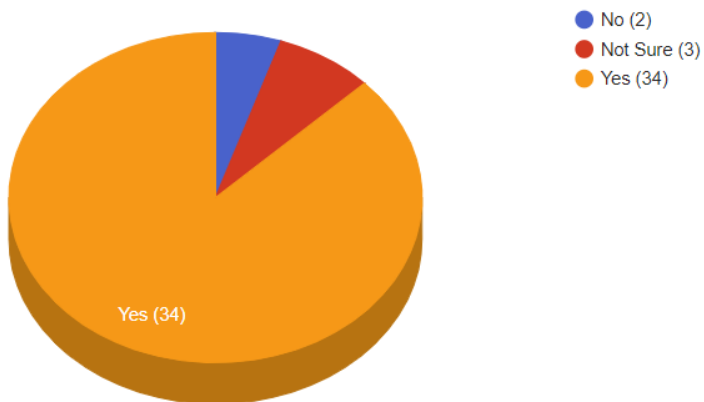
SATISFACTION SURVEY RESULTS & TESTIMONIALS

PTAC sent 356 requests for survey and received 41 responses (an 11.5% response rate). See Appendix for full survey results.

Did you find your PTAC counselor prompt & helpful?



As a result of PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors?



Comments:

Our company could not have figured out the process or navigated the ins and outs of the various websites you need to know about without PTAC assistance. The help I have received in just 3 short interactions has already clarified much of the confusion that many of us experience. Michelle Fink, uniquelyHR

PTAC is invaluable! I received so much help, guidance, and insight. Getting started into the journey of being a WBE is a huge undertaking & I couldn't have done this without the help of PTAC training & counselors. Jacquelyn Hanson - Blue J Design & KBKM

I just had my meeting last week and Darrell Sundell and I really could not believe how helpful he was. He returned my call right away and I was in his office two days after my first inquiry. I'm following his advice RE: signing up on the right websites and am looking forward to having him in my corner as I pursue gov't contracting. I'm glad that I found PTAC! Rachel Stamm, Close to Home

I came in to speak with Kylene Peters to determine what certifications and self-identifications registrations my business needed to be part of. It is overwhelming to say the least. She was so helpful in educating me on which certifications are needed when and that I should register with the City of Seattle in their OBD. She also explained how blanket contracts work and who I would be talking to with those contracts and the city.

Patty Neil, CEO
DetailXPerts of Puget
City of Seattle - WBE

With the help of Kylene Peters the Seattle WA PTAC, we were awarded a multi-year blanket contract for Debris hauling in late May 2018. She provided so much good information and training so that I was able to bid on the debris hauling package with some ease. I would call without advance warning, and Kylene took the time to hear my ideas and help me sort through the options and challenges. One of the best pieces of advice from her was to attend the pre-bid meeting for this debris ITB. The best thing about this whole bid submission and award is that I now have an interlocal agreement that I can use with any other government entity once I really go out and promote.

Happy Hauler
John Stromberg, Owner/Operator

Kylene at WA PTAC was extremely helpful during my City of Seattle proposal prep, submission and getting set up after the blanket contract award. She made life a little easier with running my business, closing on a house, having twins and moving. I look forward to Kylene's assurance in how to ramp up and promote my blanket contract award now with City of Seattle.

Mak's Dump Truck Service, LLC
Abel Tadesse, CEO & Amare Kassa, owners,
MBE/DBE, MBE Registered - City of Seattle

Not sure who I should be sending this to but just wanted to pass along a message of thanks. We have recently started engaging with PTAC and specifically Kylene Peters in Seattle and I have to say, she has been outstanding. The help she has provided has been what I wish I received from the many other companies and organizations I deal with on a regular basis. On multiple occasions I have reached out with a question or asked for guidance and she will not only promptly reply with an answer but more often than not will follow up with additional help or information beyond what I was hoping to receive. It has really been a pleasure and I wanted to pass along my thanks.

Steve Baus

Baus Systems, Steve Baus, Owner
Small Business – City of Seattle

WA PTAC and Kylene Peters have assisted my company in many ways over the 7 months. She has reviewed and assisted me in creating my first capability statement, from what to say, to colors, where to put items, how to include industry sector identifiers, and so much more. It was exactly what I was looking for. Her knowledge of the City of Seattle Online Business Directory and how it works, helped me to create a stronger presence. During our in-person visit she walked me through many of the sites

that the City uses to list their procurements, which is not easy. I now have a better understanding on how the City of Seattle works and look forward to winning a contract and performing on it.

Lastly, Kylene has emailed me a couple of times when she sees opportunities that might fit my business and it has been nice to let someone know why a particular project will not work. She has been great to talk with and to assist me in evaluating projects that come my way.

Maria Renninger, Renninger Consulting

I was referred to the WA PTAC and specifically to Kylene Peters by Viviana Garza from City of Seattle DOT. We met in Kylene's office and she proceeded to fill my head with valuable information. She kept in regular email contact as we worked on a few projects, like my capability statement, review of my email signature block that was losing pictures and logos, and a couple of solicitations. On the SOQ for the Human Services Dept, she pointed out areas to be careful of, dates to be aware of and lastly she reviewed my proposal with what I had completed. In this proposal she identified how to break out the Expert Criteria with each person as it pertained to the SOQ. She also assisted with interview prep and support.

[PTAC's] expertise is so helpful. [My Counselor's] thorough and prompt edits helped me frame my accomplishments and outcomes in language that procurement people can relate to. I also appreciate her on-going guidance and encouragement.

Lee Mozena, Zena Consulting, LLC
Zena Consulting
MWBE – City of Seattle

Prior to working with the Seattle office of the WA PTAC, I had many business challenges to overcome. I was getting confused on certifications, self-identifications and which agencies I should be focusing on. Kylene Peters at the Seattle office assisted me with understanding which certifications are needed and for what types of projects and agencies. She also put me in touch with the right resources to get my company on the right track for streamlining my projects and bringing in new public work contracts. WA PTAC is a great resource.

Britney Cysewski, CEO, Kreativo
MWBE – City of Seattle

I was introduced to Kylene Peters through SPU and was encouraged to utilize her services for an upcoming SPU consultant contract coming out soon. Our in person meeting was most valuable as she explained how to utilize the City of Seattle Online Business Directory to assist me in finding WMBE subcontractors that are a requirement to this upcoming proposal. She was very thorough in her explanations and followed up with a great email to assist me. The meeting turned out better than I had anticipated.

Gibson Economics, Inc.
John Gibson, President
Small Business – City of Seattle

We feel at ease to ask [PTAC] whatever business questions we encounter. They give us enough time and

guide us through the options to solve a problem.

Mussie Tewelde, Hydro2Geotech

This program has helped me significantly as a new business and as a minority woman to get prepared to successfully function in my industry!

Mari Borrero, American Abatement & Demo, LLC

The service that PTAC provides is invaluable.

Platt Electric

Thanks to the PTAC staff for giving us valuable information and guidance. I have learned a tremendous amount

Benson Filter Maintenance

We really love PTAC as they have helped us navigate through the jargon and minutia that is government contracting. We have submitted multiple bids with PTAC's assistance and would struggle without their services.

Cody Binns, Eltec Systems, LLC

It would have taken me twice as long and a lot more stress getting where I am now without PTAC.

Jones & Associates Contract Services, LLC

Without PTAC and their expertise I would have been lost in understanding the language of contracts and would not have known how to best represent our company. I could have easily lost the bid to my more experienced competitors.

Stacey Gilbert, Serendipity Waterworks, Inc.

WA PTAC EVENT SURVEY RESULTS

09/26/2018 COS Regional Contracting Forum (RCF) Webinar survey results (permissions given):

What were some of the most valuable points that you learned from the webinar to help your business in the RCF?

Most valuable: I was provided a Capability Statement template, and was informed on the importance of having one of these as a piece of marketing material to leave with potential project partners. On the day of the RCF, we found that this was a very important tool to have to market our business and to make the correct business connections. I would not have been prepared for the RCF without Kylee's coaching and insights. Thank you!

Kristina Sumner
GeoSolutions NW
City of Seattle - WBE

This was my first event like this, so just knowing what to bring and be prepared to speak about were valuable to me.

Scott Morton
RedCloud Consulting
Small Business

How to make appointments with and to be prepare for meeting with participating business representatives. Thank You.

Frank Video
Design Frank LLC
City of Seattle - MBE

10/24/2018 COS Online Business Directory (OBD) Webinar survey results (permissions given):

What were some of the most valuable points that you learned about the OBD to help your business in the directory?

Understanding the terminology better. There is currently NO category to list DESIGN Services. Even the presenters admitted this has come up a lot. No one will ask for something that is not on the menu. To rely on keywords only is not good.

Steve Kennevan, Owner
Steven M. Kennevan
LGTBQ owned - City of Seattle

Most valuable: using accurate keywords. Sometimes it's not clear if projects are all small business set-aside or if they're open to large businesses

Erin Cox
Alta Planning + Design
Large Business

11/15/2018 COS SDOT Webinar survey results (permissions given):

What were some of the most valuable points that you learned about the Working with SDOT?

Where to find information on-line at SDOT.

Rich Reis at WHPacific
WBE – City of Seattle

Contacts and push to work with minority owned businesses, our owner is not a minority but many of our workers including myself are. My company already has contacts and is doing demos of our wrong way warning system to Vancouver DOT and Spokane DOT, were hoping to be able to demo the other regions as well.

Rogelio Garcia
Western Pacific Signal
City of Seattle – small business – 1 blanket contract

That the moderators were open to taking direct calls and emails from us with specific questions.

Steve Karlson
Enterprise Control Systems
City of Seattle – small business

11/8/2018 COS at AGC Construction Contracting survey results (permissions given):

What were some of the most valuable points that you learned that will help your business directly in doing business with City of Seattle & other comments?

The Bidding Guidelines how to do it correctly. I am a startup so my focus for now is to subcontract to bid for my own in the future when i am more qualified. How do I get an M.B.E Certification for my small business?

Malcolm Huff
Taking Flight LLC
MBE – City of Seattle

How to register on the different websites. There should be more purely networking events. Not always sure who decision makes are.

Robert Rimestad
Cloutera LLC
WBE – City of Seattle

How to get on the online directory. The handouts shared have a lot of information

Chris Perlatti
Seattle Tarp Co Inc
WBE – City of Seattle

Understanding the matrix of options, how to qualify, and opportunities. Confidence in understanding CoS's structure. King County seems very convoluted ... but that was at the Construction orientation. Like Seattle, need to understand the Goods and services process, and that is coming up next week with King County.

William (Bill) Leak
BALES RESTORATION DKI
Small Business

12/05/2018 COS SPU Webinar survey results (permissions given):

What were some of the most valuable points that you learned about the Working with SPU and other comments/questions?

The language and terms that SPU is using to talk about their community centered vision. This webinar seemed best suited for people who have never worked with SPU before, there wasn't a lot of value for attendees who have experience working with SPU already. More specific examples of why SPU is community-centered and what that

has meant for their projects from design through construction would have been more valuable for us so we can consider SPU's needs and preferences in future projects.

Anonymous, WBE identified Consulting

Suggestions about teaming strategies I have had issues getting timely payment from SPU and long delays in contracting after projects are awarded. This is hard for small business from a cash flow perspective and revenue planning. However, the work is very interesting and I will continue to pursue contracts with SPU.

Claire Gibson

Clarity Engineering LLC

WBE – City of Seattle DBE A&E firm

The information was good yet for me, it was not new. Great for new contractors. Getting notification with enough time to participate in the RFP process. As a small business, capacity is limited and the short turnaround time sometimes make it difficult to apply. It would be helpful if the requirements for proposals are simplified for smaller businesses.

Alma D Villegas

Alma Villegas Consulting

WMBE – City of Seattle Small Business Consulting

Department of Finance and Administrative Services
CONSULTANT AGREEMENT

WMBE Technical Assistance Program

AGREEMENT NUMBER: FAS 2017-056

This Agreement is made and entered into by and between the City of Seattle (“the City”), a Washington municipal corporation, through its Department of Finance and Administrative Services, as represented by the Executive Director, at the Thurston Economic Development Council, home of the Washington Procurement Technical Assistance Center program headquartered at 4220 6th Avenue SE, Lacey WA 98503, a non-profit organization of the State of Washington which is authorized to do business in the State of Washington.

Recitals:

The purpose of this contract is to provide procurement technical assistance to firms interested in doing business with the City of Seattle, particularly focusing upon demographics that tend to be less aware of City opportunities such as women or minority-owned firms (whether certified or self-identified), firms with LGBT ownership, or immigrants and refugees.

The City of Seattle, as authorized and directed under Seattle Municipal Code 20.45, seeks to ensure that women and minority-owned firms compete and are utilized equitably for city work, and evidence from equally situated regional jurisdiction disparity studies suggest that such utilization has not yet achieved parity;

That barriers exist to such firms, including limited resources to learn of procurement opportunities, lesser experience in marketing, preparing for and pursuing such opportunities, limited experience with negotiating resultant contracts, and related factors that contribute to winning work;

That the City of Seattle seeks as many firms compete for opportunities as are available and to help prepare and promote firms to compete, to garner the greatest levels of competition that will result in the most economic expenditure for ratepayers and taxpayers;

That such expenditure of funds as authorized within this contract for \$200,000 annually, may result in increased competition and awards that can garner improved pricing on as much as \$30 million in contract awards, given that this contract is likely to reach many firms and prepare them for such competitions at a rate equal to that which this Consultant has realized in past efforts, making this a cost-effective and responsible expenditure of funds with likely returns to ratepayers and taxpayers;

That the Mayor proposed and the Seattle City Council approved, budget funds for this specific purpose in the 2018 budget of City Purchasing and Contracting Services (CPCS), within the Department of Finance and Administrative Services;

That CPCS conducted a survey in 2017 to approximately 5,000 women and minority firms who have interest in doing business with the City, and with over 500 responses, the results showed overwhelming support for services such as those specifically provided by this Consultant;

That this Consultant, known as PTAC, has extensive experience in such services, and won competitions for federal grant funds for similar services, showing a competency and business acumen appropriate to this expenditure by the City of Seattle;

That this Consultant and the City believe that these services are both valuable to such firms as a result of the survey response and the past experience of the Consultant in providing similar services, but also that

such services are most accessible and most effective when embedded within the locations where the business opportunities arise; the City of Seattle through CPCS has therefore chosen to embed one of the Consultant staff into a city office, to allow interested firms to easily and immediately seek the PTAC services while on-site for other city business, and to ensure that the PTAC counselors are accurately informed about the way the City does business and what opportunities are available;

That the Consultant shall not be privy to special information not publically available nor publically disclosable, and that both the Consultant staff and the City staff operate independently of each other on procurements to eliminate risks of conflicts of interest or unfair advantages that would otherwise be at risk;

That the Consultant shall service any interested firm, not providing a unique advantage to one firm that is not available to any other who requests the same assistance;

Whereas, the Consultant was selected as a nonprofit, given the authority within SMC 20.50.090.C, although the originating organizational functions were selected through a Request for Proposal competition conducted by the United States Department of Defense, Defense Logistics Agency in 2016.

In consideration of the terms, conditions, covenants and performance of the Scope of Work contained herein, the City and Consultant mutually agree as follows:

1. TERM OF AGREEMENT.

The term of this Agreement begins when fully executed by all parties, and ends on December 31, 2018 unless extended by written agreement for additional periods of time, or terminated earlier under the termination provisions.

2. TIME OF BEGINNING AND COMPLETION.

The Consultant shall begin the work outlined in the "Scope of Work" ("Work") upon receipt of written notice to proceed from the City. The City will acknowledge in writing when the Work is complete. Time limits established under this Agreement shall not be extended because of delays for which the Consultant is responsible, but may be extended by the City, in writing, for the City's convenience or conditions beyond the Consultant's control.

3. SCOPE OF WORK.

The Scope of Work for this Agreement and the time schedule for completion of such Work are described in Exhibit A, which is attached to and made a part of this Agreement. Work is subject to City review and approval.

4. EXPANSION FOR NEW WORK.

This Agreement scope may be expanded for new work. Any expansion for New Work (work not specified within the original Scope of Work Section of this Agreement, and/or not specified in the original RFP as intended work for the Agreement) must comply with all the following limitations and requirements: (a) the New Work is not reasonable to solicit separately; (b) the New Work is for reasonable purpose; (c) the New Work was not reasonably known either the City or Consultant at time of contract or else was mentioned as a possibility in the solicitation (such as future phases of work, or a change in law); (d) the New Work is not significant enough to be reasonably regarded as an independent body of work; (e) the New Work would not have attracted a different field of competition; and (f) the change does not vary the essential identified or main purposes of the Agreement. The City may make exceptions for immaterial changes, emergency or sole source conditions, or other situations required in City opinion. Certain changes are not New Work subject to these limitations, such as additional phases of Work anticipated at the time of solicitation, time extensions, Work Orders issued on an On-Call contract, and similar. New Work must be mutually agreed and issued by the City through written Addenda. New Work performed before an authorizing Amendment may not be eligible for payment.

5. INTERLOCAL COOPERATION ACT.

RCW 39.34 allows cooperative agreements between public agencies and other political subdivisions, to share the work or results of work that each agency also has authority to independently perform. SMC 20.60.100 allows certain non-profits to also use these agreements. If a public agency files or has filed an Intergovernmental Cooperative Purchasing Agreement with City Purchasing and Contracting Services,

those agencies may utilize City contracts in lieu of their own selection process, if the contract meets the requirements requires of their local and state law. The Consultant may accept or decline such Work. If the Consultant accepts work from another public agency using the City of Seattle Agreement as the authority, the Consultant shall offer the same prices, terms and conditions. The City of Seattle accepts no responsibility for the choice of an agency to utilize the City contract, or for payment or performance.

6. PAYMENT.

The full contract value is \$200,000 a year, unless otherwise modified by written agreement. Of this amount, \$175,000 is to be distributed in an equal monthly payment to the Consultant each month upon submittal of a valid and an acceptable invoice. The monthly invoice shall be \$14,583. The Consultant shall charge an additional fee for any approved services that are conducted within the remaining \$25,000. Such additional fees shall be requested on any appropriate monthly invoice in addition to the standard invoice rate of \$14,583. Such additional fees shall not total to more than \$25,000 a year without written approval from the City Project Manager. The City will pay invoices within 15 days of receipt of a properly prepared invoice.

6.1 PAYMENT PROCEDURES.

The Consultant may submit invoices to the City as frequently as once per month during progress of work, for partial payment for work completed to date. Payment shall be made by the City to the Consultant upon the City's receipt of a properly prepared invoice containing the information listed below.

Deliver all invoices and invoice/billing notices under this Agreement to:

If to the City:	If to the Consultant:
Carmen Kucinski carmen.kucinski@seattle.gov FAS, City Purchasing & Contracting Services PO Box Seattle WA 98124-XXXX	Tiffany Scroggs Thurston EDC / PTAC tscroggs@thurstonedc.com 4220 6 th Avenue SE, Lacey WA 98503

See attached checklist and sample for further instructions.

<p>Invoices must clearly display the following (sub-consultants' invoices must also include this information):</p>
<ul style="list-style-type: none"> • Invoice Date and Invoice Number • City Project Manager Name: Carmen Kucinski • Department Contract No. FAS 2017-056 • Contract Title: WMBE Technical Assistance Program • Period covered by the invoice • Task description (\$14,583.33 for monthly services and any specific additional tasks) • Cumulative amount paid from City to Consultant for the total annual value year-to-date • All amounts invoiced but not yet paid <ul style="list-style-type: none"> ○ Amount earned by all Sub-Consultants for the invoice period (list separate totals for each Sub-Consultant). ○ Cumulative To-Date amount paid to all Sub-Consultants (list separate totals for each Sub-Consultant).

6.2 REIMBURSABLES

No reimbursables are to be compensated by the City. Should any future amendment provide for reimbursables, the following shall limitations apply. If no travel or direct charges are identified and allowed in writing as an amendment to this Agreement, the City shall provide no reimbursement.

- A. City will reimburse the Consultant at actual cost for expenditures that are pre-approved by the City in writing and are necessary and directly applicable to the work required by this Contract provided that

similar direct project costs related to the contracts of other clients are consistently accounted for in a like manner. Such direct project costs may not be charged as part of overhead expenses or include a markup. Other direct charges may include, but are not limited to the following types of items: travel, printing, cell phone, supplies, materials, computer charges, and fees of subconsultants.

- B. The billing for approved direct expenses shall include an itemized listing of charges supported by copies of original bills, invoices, expense accounts, subconsultant invoices, and other supporting documents used by the Consultant to generate invoice(s) to the City. The original supporting documents shall be available to the City for inspection upon request. All charges must be necessary for the services provided under this Contract.
- C. The City will reimburse the actual cost for travel expenses incurred as evidenced by copies of receipts (excluding meals) supporting such travel expenses, and in accordance with the City of Seattle Travel Policy, details of which can be provided upon request.
- D. **Airfare:** Pre-approved Airfare will be reimbursed at the actual cost of the airline ticket. The City will reimburse for Economy or Coach Fare only. Receipts detailing each airfare are required.
- E. **Meals:** Meals will be reimbursed at the Federal Per Diem daily meal rate (*excluding the "Incidental" portion of the published CONUS Federal M&I Rate*) for the city in which the work is performed. *Receipts may be required as documentation.* The invoice shall state, "The meals are being billed at the Federal Per Diem daily meal rate", and shall detail how many of each meal is being billed (e.g. the number of breakfasts, lunches, and dinners). The City will not reimburse for alcohol at any time.
- F. **Lodging:** Lodging will be reimbursed at actual cost incurred up to a maximum of the published Runzheimer Cost Index for the city in which the work is performed (*the current maximum allowed reimbursement amount can be provided upon request*). Receipts detailing each day / night lodging are required. The City will not reimburse for ancillary expenses charged to the room (e.g. movies, laundry, mini bar, refreshment center, fitness center, sundry items, etc.)
- G. **Vehicle mileage:** Vehicle mileage will be reimbursed at the [Federal Internal Revenue Service Standard Business Mileage Rate](#) in effect at the time the mileage expense is incurred. Please note: payment for mileage for long distances traveled will not be more than an equivalent trip round-trip airfare of a common carrier for a coach or economy class ticket.
- H. **Rental Car:** Rental car expenses will be reimbursed at the actual cost of the rental. Rental car receipts are required for all rental car expenses. The City will reimburse for a standard car of a mid-size class or less. The City will not reimburse for ancillary expenses charged to the car rental (e.g. GPS unit).
- I. **Miscellaneous Travel** (e.g. parking, rental car gas, taxi, shuttle, toll fees, ferry fees, etc.): Miscellaneous travel expenses will be reimbursed at the actual cost incurred. Receipts are required for each expense of \$10.00 or more.
- J. **Miscellaneous other business expenses** (e.g. printing, photo development, binding): Other miscellaneous business expenses will be reimbursed at the actual cost incurred and may not include a markup. Receipts are required for all miscellaneous expenses that are billed.
- K. For in-house expenses, the Consultant will provide backup documentation. Examples of these types of costs include copies and fees for rentals of specialized equipment such as surveying equipment, noise monitoring equipment and diving equipment. Any rental fees for equipment owned by the Consultant must have a standard backup rental rate sheet that applies to the Consultant's use of the equipment for clients.

Subconsultant: Subconsultant expenses will be reimbursed at the actual cost incurred. Copies of all Subconsultant invoices that are rebilled to the City are required.

6.3 PROMPT PAY.

Definitions

- A. An invoice is considered received when it is date-stamped as received by the office of the recipient who is designated within this contract. If the invoice is not date-stamped or otherwise marked as received by a department, the date of the invoice will be considered the date the invoice is received.
- B. A payment is considered made on the day it is mailed or is available.

- C. Disputed items include, but are not restricted to, improperly prepared invoices, lack of appropriate supporting documentation, unapproved staff or staff rates on the invoice, and unsatisfactory work product or services.

Prompt Payment to Consultant

- A. Timely Payment: Except as provided otherwise herein, payment for an invoice will be issued and mailed to the Consultant within fifteen (15) calendar days of receipt of the invoice.
- B. Disputed Items: The City may withhold payment for disputed items. The City will promptly notify the Consultant in writing, outlining the disputed items, the amount withheld and actions the Consultant must take to resolve the disputed items. The City default is to delay payment until a revised invoice is submitted and approved. However, the Consultant may request partial payment for the approved amounts, if the unapproved amount represents a small share of the total invoice. The City shall pay the revised invoice within thirty (30) calendar days of receipt.
- C. Legal Fees: In any action brought to collect interest due under this Section, the prevailing party is entitled to an award of reasonable attorney fees.

Prompt Payment to Subconsultants

- A. Cut-Off Date: Except as provided otherwise herein, payment for an invoice will be made to a subconsultant within thirty (30) calendar days of receipt by the Consultant. The Consultant may establish a monthly cut-off date of *(to be established by Prime)* that subconsultants must submit an invoice to assure 30-day payment.
- B. Disputed Items: The Consultant may withhold payment for disputed items. The Consultant will promptly notify the subconsultant in writing, outlining disputed items, the amount withheld and actions the subconsultant must take to resolve the disputed item(s). Such withheld amounts are limited only to items in dispute. The subconsultant can request partial payment for the approved amounts, or that the Consultant delay their entire payment until a revised invoice is submitted to and accepted by the Consultant. The Consultant shall pay the revised invoice within thirty (30) calendar days of receipt.
- C. Flow-Down Clauses: The Consultant shall require this provision in each subcontract of any tier.

6.4 SUBCONSULTANT PAYMENTS REPORTING REQUIREMENTS.

The Consultant shall report payments made to each Subconsultant through B2GNow at:
<https://seattleconsulting.diversitycompliance.com/>

- 1) The Consultant shall report the first Subconsultant payment report no later than the 15th of the first month following issuance of the first payment made by the City to the Consultant, unless otherwise specified by the department.
- 2) Subsequent monthly Subconsultant payment reports shall be submitted by the 15th day of every month thereafter.
- 3) The last Subconsultant payment report shall be marked as "Final" in B2GNow and shall be submitted no later than 30 Days after the expiration of the Agreement.
- 4) The Consultant shall require each Subconsultant to verify each payment through B2GNow.
- 5) The Consultant is responsible for ensuring that all Subconsultants working on the contract (WMBE and Non-WMBE) entered in the B2GNow System for payment reporting purposes.

6) The Consultant shall require each Subconsultant to register on the City's Online Business Directory prior to completing the first online report.
<http://www.seattle.gov/contracting/registration.htm>.

7) The Consultant shall also require its Subconsultants to report payments made to any lower tier Subconsultants, if any, in the same manner as specified herein.

8) The City reserves the right to withhold payments from the Consultant for non-compliance with this section.

The Consultant may contact City Purchasing and Contracting Services (CPCS), City of Seattle, Department of Finance and Administrative Services at (206) 684-0444 for technical assistance in submitting the required reports.

7. TAXES, FEES AND LICENSES.

- A. The Consultant shall pay and maintain in current status, all necessary licenses, fees, assessments, permit charges, etc. It is the Consultant's sole responsibility to monitor and determine any changes or the enactment of any subsequent requirements for said fees, assessments, or changes and to immediately comply.
- B. Where required by state statute, ordinance or regulation, the Consultant shall pay and maintain in current status all taxes necessary for performance. The Consultant shall not charge the City for federal excise taxes. The City will furnish Consultant an exemption certificate where appropriate.
- C. As authorized by SMC, the Director of Finance and Administrative Services may withhold payment pending satisfactory resolution of unpaid taxes and fees due the City.

8. ADDRESSES FOR NOTICES AND DELIVERABLE MATERIALS.

See section 6.1 PAYMENT PROCEDURES

9. EQUAL BENEFITS.

This provision applies to all contracts valued at \$50,000 or above, including amendments. The Consultant shall comply with SMC Ch. 20.45 and Equal Benefit Program Rules, which require the Consultant to provide the same or equivalent benefits ("equal benefits") to domestic partners of employees as the Consultant provides to spouses of employees. At the City's request, the Consultant shall provide information and verification of the Consultant's compliance. Any violation of this Section is material breach, for which the City may exercise enforcement actions or remedies defined in SMC Chapter 20.45.

10. SOCIAL EQUITY REQUIREMENTS.

- A. Non-discrimination: The Consultant shall not discriminate against any employee or applicant for employment because of race, color, age, sex, marital status, sexual orientation, gender identity, political ideology, creed, religion, ancestry, national origin, honorably discharged veteran or military status or the presence of any sensory, mental or physical handicap, unless based upon a bona fide occupational qualification. The Consultant shall affirmatively try to ensure applicants are employed, and employees are treated equally during employment, without regard to race, color, age, sex, marital status, sexual orientation, gender identity, political ideology, creed, religion, ancestry, national origin, honorably discharged veteran or military status or the presence of any sensory, mental or physical handicap. Such efforts include, but are not limited to employment, upgrading, demotion, transfer, recruitment, layoff, termination, rates of pay or other compensation, and training.
- B. WMBE Inclusion: The Consultant shall seek inclusion of woman and minority businesses (WMBEs) for subcontracting. A WMBE is one that self-identifies to be at least 51% owned by a woman and/or minority. Such firms do not have to be certified by the State of Washington but must be registered in the City Online Business Directory. Inclusion efforts may include the use of solicitation lists, advertisements in publications directed to minority communities, breaking down total requirements into smaller tasks or quantities where economically feasible, making schedule or requirement modifications that assist WMBE businesses to compete, targeted recruitment, mentorships, using

consultants or minority community organizations for outreach, and selection strategies that result in greater subconsultant diversity.

- C. **Paid Sick Time and Safe Time Ordinance:** The Consultant shall be aware that the City has a Paid Sick Time and Safe Time ordinance that requires companies to provide employees who work more than 240 hours within a year inside Seattle, with accrued paid sick and paid safe time for use when an employee or a family member needs time off from work due to illness or a critical safety issue. The ordinance applies to employers, regardless of where they are located, with more than four full-time equivalent employees. This is in addition and additive to benefits a worker receives under prevailing wages per WAC 296-127-014(4). City contract specialists may audit payroll records or interview workers as needed to ensure compliance to the ordinance. Please see <http://www.seattle.gov/laborstandards>, or you may call the Office of Labor Standards at 206-684-4500.
- D. **Other Labor Standards Requirements:** The Consultant shall comply to the extent applicable, with the City's Minimum Wage labor standards as required by SMC 14.19, setting wage standards for employees working within city limits as well as the Wage Theft labor standards as required by SMC 14.20, setting basic requirements for payment of wages and tips for employees working within city limits and providing various payment documentation to employees.

11. PROTECTION OF PROPERTY

Consultant is responsible for protecting its person and property at all times, including but not limited to supplies and equipment to perform services hereunder; Consultant releases and agrees to hold the City harmless from liability for losses or damages or any kind sustained by Consultant in performing the services required hereunder.

12. INDEMNIFICATION.

Consultant shall defend, indemnify, and hold the City harmless from and against all claims, demands, losses, damages or costs, including but not limited to damages arising out of bodily injury or death to persons and damage to property, caused by or resulting from:

- the sole negligence or willful misconduct of Consultant, its officers, employees, agents or subconsultants;
- the concurrent negligence of Consultant, its officers, employees, agents or subconsultants but only to the extent of the negligence of Consultant, its officers, employees, agents or subconsultants;
- the negligent performance or non-performance of the contract by the Consultant; or
- the use of any design, process, or equipment that constitutes an infringement of any patent in effect, or violates any other intellectual proprietary interest, including copyright, trademark, and trade secret.

Consultant waives its immunity under Title 51 RCW to the extent it is required to indemnify, defend and hold harmless the City and its officials, agents or employees.

13. INSURANCE.

Insurance certification is not required. However, the Consultant agrees that it will maintain premises operations and vehicle liability insurance in force with coverages and limits of liability typically maintained by consultants performing work of a scope and nature similar to that called for under this Agreement, but in no event less than the coverages and/or limits required by Washington state law. Such insurance shall include "The City of Seattle" as an additional insured for primary and non-contributory limits of liability. Workers compensation insurance shall also be maintained if required by Washington state law.

14. AUDIT.

Upon request, the Consultant shall permit the City and any other governmental agency ("Agency") involved in funding of the Work, to inspect and audit all pertinent books and records. This includes work of

the Consultant, any subconsultant, or any other person or entity that performed connected or related Work. Such books and records shall be made available at any and all times deemed necessary by the Agency, including up to six years after final payment or release of withheld amounts. Such inspection and audit shall occur in King County, Washington or other reasonable locations that the Agency selects. The Consultant shall permit the Agency to copy books and records. The Consultant shall ensure that inspection, audit and copying rights of the Agency is a condition of any subcontract, agreement or other arrangement under which any other person or entity may perform work under this Agreement.

15. INDEPENDENT CONSULTANT.

- A. The Consultant is an independent Consultant. This Agreement does not intend the Consultant to act as a City employee. The City has neither direct nor immediate control over the Consultant nor the right to control the manner or means by which the Consultant works. Neither the Consultant nor any Consultant employee shall be an employee of the City. This Agreement prohibits the Consultant to act as an agent or legal representative of the City. The Consultant is not granted express or implied rights or authority to assume or create any obligation or responsibility for or in the name of the City, or to bind the City. The City is not liable for or obligated to pay sick leave, vacation pay, or any other benefit of employment, nor to pay social security or other tax that may arise from employment. The Consultant shall pay all income and other taxes as due. The Consultant may perform work for other parties; the City is not the exclusive user of the services that the Consultant provides.
- B. If the City needs the Consultant to Work on City premises and/or with City equipment, the City may provide the necessary premises and equipment. Such premises and equipment are exclusively for the Work and not to be used for any other purpose.
- C. If the Consultant works on the City premises using City equipment, the Consultant remains an independent Consultant. The Consultant will notify the City Project Manager if s/he or any other Workers are within 90 days of a consecutive 36-month placement on City property. If the City determines using City premises or equipment is unnecessary to complete the Work, the Consultant will be required to work from its own office space or in the field. The City may negotiate a reduction in Consultant fees or charge a rental fee based on the actual costs to the City, for City premises or equipment.

16. KEY PERSONS.

The Consultant shall not transfer or reassign any individual designated in this Agreement as essential to the Work, without the express written consent of the City, which shall not be unreasonably withheld. If any such individual leaves the Consultant's employment, the Consultant shall present to the City one or more individuals with greater or equal qualifications as a replacement, subject to the City's approval, which shall not be unreasonably withheld. The City's approval does not release the Consultant from its obligations under this Agreement.

17. ASSIGNMENT AND SUBCONTRACTING.

The Consultant shall not assign or subcontract its obligations under this Agreement without the City's written consent, which may be granted or withheld in the City's sole discretion. Any subcontract made by the Consultant shall incorporate by reference this Agreement, except as otherwise provided. The Consultant shall ensure that all subconsultants comply with the obligations and requirements of the subcontract. The City's consent to any assignment or subcontract does not release the consultant from liability or any obligation within this Agreement, whether before or after City consent, assignment, or subcontract.

18. CITY ETHICS CODE (SMC 4.16.010 TO .105).

- A. The Consultant shall promptly notify the City in writing of any person expected to be a Consultant Worker (including any Consultant employee, subconsultant, principal, or owner) and was a former City officer or employee within the past twelve (12) months.
- B. The Consultant shall ensure compliance with the City Ethics Code by any Consultant Worker when the Work or matter related to the Work is performed by a Consultant Worker who has been a City officer or employee within the past two years.
- C. The Consultant shall provide written notice to the City of any Consultant worker who shall or is expected to perform over 1,000 hours of contract work for the City within a rolling 12-month period. Such hours include those performed for the Consultant and other hours that the worker performed for the City under any other contract. Such workers are subject to the City Ethics Code, SMC 4.16. The Consultant shall advise their Consultant Workers.

- D. The Consultant shall not directly or indirectly offer anything of value (such as retainers, loans, entertainment, favors, gifts, tickets, trips, favors, bonuses, donations, special discounts, work or meals) to any City employee, volunteer or official that is intended, or may appear to a reasonable person to be intended, to obtain or give special consideration to the Consultant. Promotional items worth less than \$25 may be distributed by the Consultant to City employees if the Consultant uses the items as routine and standard promotional materials. Any violation of this provision may cause termination of this Agreement. Nothing in this Agreement prohibits donations to campaigns for election to City office, so long as the donation is disclosed as required by the election campaign disclosure laws of the City and of the State.
- E. Campaign Contributions (Initiative Measure No. 122): Elected officials and candidates are prohibited from accepting or soliciting campaign contributions from anyone having at least \$250,000 in contracts with the City in the last two years or who has paid at least \$5,000 in the last 12 months to lobby the City. Please contact Polly Grow at polly.grow@seattle.gov for more information about the measure, or call the Ethics Director with questions at 206-615-1248.

19. NO CONFLICT OF INTEREST.

The Consultant confirms that the Consultant or workers have no business interest or a close family relationship with any City officer or employee who was or will be involved in the consultant selection, negotiation, drafting, signing, administration or evaluation of the Consultant's work. As used in this section, the term Consultant includes any worker of the Consultant who was, is, or will be, involved in negotiation, drafting, signing, administration or performance of the Agreement. The term close family relationship refers to: spouse or domestic partner, any dependent parent, parent-in-law, child, son-in-law, daughter-in-law; or any parent, parent-in-law, sibling, uncle, aunt, cousin, niece or nephew residing in the household of a City officer or employee described above.

20. ERRORS AND OMISSIONS, CORRECTIONS.

Consultant is responsible for professional quality, technical accuracy, and the coordination of all designs, drawings, specifications, and other services furnished by or on the behalf of the Consultant under this Agreement. Consultant, without additional compensation, shall correct or revise errors or mistakes in the designs, drawings, specifications, and/or other consultant services immediately upon notification by the City. The obligation provided for in this Section regarding acts or omissions resulting from this Agreement survives Agreement termination or expiration.

21. INTELLECTUAL PROPERTY RIGHTS.

- A. Copyrights. The Consultant shall retain the copyright (including the right of reuse) to all materials and documents prepared by the Consultant for the Work, whether or not the Work is completed. The Consultant grants to the City a non-exclusive, irrevocable, unlimited, royalty-free license to use copy and distribute every document and all the materials prepared by the Consultant for the City under this Agreement. If requested by the City, a copy of all drawings, prints, plans, field notes, reports, documents, files, input materials, output materials, the media upon which they are located (including cards, tapes, discs, and other storage facilities), software program or packages (including source code or codes, object codes, upgrades, revisions, modifications, and any related materials and/or any other related documents or materials developed solely for and paid for by the City to perform the Work, shall be promptly delivered to the City.
- B. Patents: The Consultant assigns to the City all rights in any invention, improvement, or discovery, with all related information, including but not limited to designs, specifications, data, patent rights and findings developed with the performance of the Agreement or any subcontract. Notwithstanding the above, the Consultant does not convey to the City, nor does the City obtain, any right to any document or material utilized by the Consultant created or produced separate from the Agreement or was pre-existing material (not already owned by the City), provided that the Consultant has identified in writing such material as pre-existing prior to commencement of the Work. If pre-existing materials are incorporated in the work, the Consultant grants the City an irrevocable, non-exclusive right and/or license to use, execute, reproduce, display and transfer the pre-existing material, but only as an inseparable part of the work.
- C. The City may make and retain copies of such documents for its information and reference with their use on the project. The Consultant does not represent or warrant that such documents are suitable for reuse by the City or others, on extensions of the project or on any other project.

22. NON-DISCLOSURE AGREEMENT

No Signed Non-Disclosure Agreement is required

23. PROPRIETARY AND CONFIDENTIAL INFORMATION.

The State of Washington's Public Records Act (Release/Disclosure of Public Records) Under Washington State Law (reference RCW Chapter 42.56, the Public Records Act) all materials received or created by the City of Seattle are considered public records. These records include but are not limited to bid or proposal submittals, agreement documents, contract work product, or other bid material.

The State of Washington's Public Records Act requires that public records must be promptly disclosed by the City upon request unless that RCW or another Washington State statute specifically exempts records from disclosure. Exemptions are narrow and explicit and are listed in Washington State Law (Reference RCW 42.56 and RCW 19.108).

As mentioned above, all City of Seattle offices ("the City") are required to promptly make public records available upon request. However, under Washington State Law some records or portions of records may be considered legally exempt from disclosure. A list and description of records identified as exempt by the Public Records Act can be found in RCW 42.56 and RCW 19.108.

If the City receives a public disclosure request for any records or parts of records that Contractor has properly and specifically listed on the City Non-Disclosure Request Form (Form) submitted with Contractor's bid/proposal, or records that have been specifically identified in this contract, the City will notify Contractor in writing of the request and will postpone disclosure. While it is not a legal obligation, the City, as a courtesy, will allow Contractor up to ten business days to obtain and serve the City with a court injunction to prevent the City from releasing the records (reference RCW 42.56.540). If you fail to obtain a Court order and serve the City within the ten days, the City may release the documents.

The City will not assert an exemption from disclosure on Contractor's behalf. If Contractor believes that its records are exempt from disclosure, Contractor is obligated to seek an injunction under RCW 42.56.540. Contractor acknowledges that the City will have no obligation or liability to Contractor if the records are disclosed.

24. DISPUTES.

Any dispute or misunderstanding that may arise under this Agreement, concerning the Consultant's performance, shall first be through negotiations, if possible, between the Consultant's Project Manager and the City's Project Manager. It shall be referred to the Director and the Consultant's senior executive(s). If such officials do not agree upon a decision within a reasonable period of time, either party may decline or discontinue such discussions and may then pursue the legal means to resolve such disputes, including but not limited to alternative dispute resolution processes. Nothing in this dispute process shall mitigate the rights of the City to terminate the contract. Notwithstanding all the above, if the City believes in good faith that some portion of the Work has not been completed satisfactorily, the City may require the Consultant to correct such work prior to the City payment. The City will provide to the Consultant an explanation of the concern and the remedy that the City expects. The City may withhold from any payment otherwise due, an amount that the City in good faith finds to be under dispute, or if the Consultant provides no sufficient remedy, the City may retain the amount equal to the cost to the City for otherwise correcting or remedying the work not properly completed.

25. TERMINATION.

- A. For Cause: The City may terminate this Agreement if the Consultant is in material breach of this Agreement, and such breach has not been corrected to the City's reasonable satisfaction in a timely manner.
- B. For Reasons Beyond Control of the Parties: Either party may terminate this Agreement without recourse by the other where performance is rendered impossible or impracticable for reasons beyond such party's reasonable control, such as, but not limited to, an act of nature, war or warlike operation, civil commotion, riot, labor dispute including strike, walkout or lockout, except labor disputes involving the Consultant's own employees, sabotage, or superior governmental regulation or control.
- C. For City's Convenience: The City may terminate this Agreement without cause and including the City's convenience, upon written notice to the Consultant.

- D. Notice: Notice of termination under this Section shall be given by the party terminating this Agreement to the other, not fewer than five (5) business days prior to the effective date of termination.
- E. Actions upon Termination: if termination occurs and is not the fault of the Consultant, the Consultant shall be paid for the services properly performed prior to termination, with any reimbursable expenses then due, but such compensation shall not exceed the maximum compensation to be paid under the Agreement. The Consultant agrees this payment shall fully and adequately compensate the Consultant and all subconsultants for all profits, costs, expenses, losses, liabilities, damages, taxes and charges of any kind (whether foreseen or unforeseen) attributable to the termination of this Agreement.
- F. Upon termination, the Consultant shall provide the City with the most current design documents, contract documents, writings and other products the Consultant has produced to termination, along with copies of all project-related correspondence and similar items. The City shall have the same rights to use these materials as if termination had not occurred; provided however, that the City shall indemnify and hold the Consultant harmless from any claims, losses, or damages to the extent caused by modifications made by the City to the Consultant's work product.

26. CONSULTANT PERFORMANCE EVALUATION.

The Consultant's performance will be evaluated by the City after the contract. The Evaluation template can be viewed <http://www.seattle.gov/contracting/docs/ccPE.doc>.

27. DEBARMENT.

Federal Debarment: The Consultant shall immediately notify the City of any suspension or debarment or other action that excludes the Consultant or any subconsultant from participation in Federal contracts. Consultant shall verify all subconsultants intended and/or used by the Consultant for performance of City Work are in good standing and are not debarred, suspended or otherwise ineligible by the Federal Government. Debarment shall be verified at <https://www.sam.gov>. Consultant shall keep proof of such verification of subconsultant debarment status within the Consultant records.

City of Seattle Debarment: Under SMC Chapter 20.70, the Director of City Purchasing and Contracting Services (CPCS), as hereby delegated by the Director of Finance and Administrative Services, may debar and prevent a Consultant from contracting or subcontracting with the City for up to five years after determining the Consultant:

- A. Received overall performance evaluations of deficient, inadequate, or substandard performance on three or more City contracts;
- B. Failed to comply with City ordinances or contract terms, including but not limited to, ordinance or contract terms related to woman and minority business utilization, discrimination, equal benefits, or other state, local or federal non-discrimination laws;
- C. Abandoned, surrendered, or failed to complete or to perform work on or for a City contract;
- D. Failed to comply with contract provisions, including but not limited to quality of workmanship, timeliness of performance, and safety standards;
- E. Submitted false or intentionally misleading documents, reports, invoices, or other statements to the City in connection with a contract;
- F. Colluded with another firm to restrain competition;
- G. Committed fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a contract for the City or any other government entity;
- H. Failed to cooperate in a City debarment investigation.

The CPCS Director or designee may issue an Order of Debarment under the SMC 20.70.050. Rights and remedies of the City under these provisions are besides other rights and remedies provided by law or under the Agreement.

28. MISCELLANEOUS PROVISIONS.

- A. Amendments: No modification of this Agreement shall be effective unless in writing and signed by an authorized representative of each of the parties hereto.
- B. Background Checks and Immigrant Status: The City may require background checks for some or all of the employees that may perform work under this Agreement. The City reserves the right to require such background checks at any time. The City has strict policies regarding the use of background checks, criminal checks, immigrant status, and/or religious affiliation for contract workers. The policies

are incorporated into the contract and available for viewing on-line at <http://www.seattle.gov/city-purchasing-and-contracting/social-equity/background-checks>

- C. Binding Agreement: This Agreement shall not be binding until signed by both parties. The provisions, covenants and conditions in this Agreement shall bind the parties, their legal heirs, representatives, successors and assigns.
- D. Americans with Disabilities Act (ADA): RESERVED
- E. Federal and State Compliance: The Consultant, at no expense to the City, shall comply with all laws of the United States and Washington, the Charter and ordinances of the City of Seattle; and rules, regulations, orders and directives of their administrative agencies and officers. Without limiting the generality of this paragraph, the Consultant shall comply with the requirements of this Section.
- F. Venue: This Agreement shall be construed and interpreted under the laws of Washington. The venue of any action brought shall be in the Superior Court of King County.
- G. Remedies Cumulative: Rights under this Agreement are cumulative and nonexclusive of any other remedy of law or in equity.
- H. Captions: The titles of sections or subsections are for convenience only and do not define or limit the contents.
- I. Severability: If any term or provision is determined by a court of competent jurisdiction to be invalid or unenforceable, the remainder of this Agreement shall not be affected, and each term and provision shall be valid and enforceable to the fullest extent permitted by law.
- J. Waiver: No covenant, term or condition or the breach shall be deemed waived, except by written consent of the party against whom the waiver is claimed, and any waiver of the breach of any covenant, term or condition shall not be deemed a waiver of any preceding or succeeding breach of the same or any other covenant, term of condition. Neither the acceptance by the City of any performance by the Consultant after the time the same shall have become due nor payment to the Consultant for any portion of the Work shall constitute a waiver by the City of the breach or default of any covenant, term or condition unless otherwise expressly agreed to by the City in writing.
- K. Entire Agreement: This document along with any exhibits and all attachments, and subsequently issued addenda, comprises the entire agreement between the City and the Consultant. The solicitation (Request for Proposal or Solicitation for Qualifications), Addenda, Consultants Proposal, and Consultants WMBE Inclusion Plan, are each explicitly included as Attachments material to the Agreement. Where there are conflicts between these documents, the controlling document will first be this Agreement as amended, the WMBE Inclusion Plan as adopted, the Consultant's Proposal, then the City Solicitation documents. If conflict occurs between contract documents and applicable laws, codes, ordinances or regulations, the most stringent or legally binding requirement shall govern and be considered a part of this contract to afford the City the maximum benefits.
- L. Negotiated Agreement: The parties acknowledge this is a negotiated agreement, that they have had this Agreement reviewed by their respective legal counsel, and that the terms and conditions of this Agreement are not to be construed against any party on the basis of such party's draftsmanship.
- M. No personal liability: No officer, agent or authorized employee of the City shall be personally responsible for any liability arising under this Contract, whether expressed or implied, nor for any statement or representation made or in any connection with this Agreement.

IN WITNESS WHEREOF, in consideration of the terms, conditions and covenants contained, or attached and incorporated and made a part, the parties have executed this Agreement by having legally-binding representatives affix their signatures below.

CONSULTANT

By Michael Cade 11-17-17
Signature Date

MICHAEL CADE
Type or Print

EXECUTIVE DIRECTOR
Title

CITY OF SEATTLE

By _____
Signature Date

Fred Podesta, Director

City of Seattle Business License Number: _____
Washington State Unified Business Identifier Number (UBI): 601-132-785

Attachments:

Consultant Questionnaire (required above \$8K) – *to be returned with your signed Agreement.*

<http://www.seattle.gov/Documents/Departments/FAS/PurchasingAndContracting/Consulting/3ConsultantQuestionnaire.docx>

Exhibit A - Scope of Work
Invoice Payment Package

EXHIBIT A – SCOPE OF WORK

Background:

Washington Procurement Technical Assistance Center (PTAC) has extensive experience specializing in providing no-cost, independent, one-on-one counseling services to help businesses find, bid, and win government contracts and subcontracts. The program launched in the late 1980's in Washington State and has a long track record of providing proven results. During 2016, the program served over 1,200 clients by providing over 3,500 hours of counseling on government contracting. Those firms won \$289.3 million in contracts and subcontracts.

Washington PTAC is a program of the Thurston Economic Development Council, a non-profit in Lacey, WA. PTAC is funded 50% through a competitive cooperative agreement with the US Department of Defense (CFDA 12.002). The Thurston EDC has held the cooperative agreement since 2012 and prior to that was a sub-recipient for the program. The remainder of funding comes from match partners throughout the state, most of which are host sites for a PTAC office. Any additional investment into the program will be leveraged against the efforts of the PTAC and Thurston EDC, further increasing the return on investment.

The PTAC team members are all professional government contracting advisors. They are members of the National Association of PTACs and utilize the best practices for increasing government contracts to the small and diverse firms they serve.

PTAC counselors do not provide general business advising services nor do they do the work for the business or represent them in the marketplace. PTAC counselors are prohibited from lobbying or advocating for a specific socio-economic group. To best meet the needs of the client, it is very common for a PTAC counselor to refer the client out to another service provider who provides general business advising services. When this occurs, PTAC counselors ensure there is a warm handoff and they follow up to ensure the outside service provider was able to meet their needs.

Using a mathematical calibration from current award results, PTAC estimates the efforts from this consultant contract with the City of Seattle, could result increase the competition and success of local firms such that such local firms could win as much as \$30.1 million of additional work that they might not have otherwise won, with a concentrated effort focused upon WMBE firms. Note that this is not a goal as a condition of the contract. Award numbers vary considerably from year to year based on government budgets, success in data collection, and overall health of the economy.

Program Approach/Methodology

Provide procurement technical assistance to firms interested in doing business with the City of Seattle, particularly focusing upon demographics that tend to be less aware of City opportunities such as women or minority-owned firms (whether certified or self-identified), firms with LGBT ownership, or immigrants and refugees. PTAC will assist firms seeking to compete and succeed in the City marketplace. The mission of this contract will focus upon helping firms who are interested in doing business with the City of Seattle, including but not exclusively WMBE firms, as well as those with LGBT

ownership, immigrants and refugees or other demographics as indicated by the City. Note that the parties recognize that other firms beyond those demographics may seek assistance and will be eligible for such counseling as well. The scope of counseling and assistance includes one-on-one counseling:

- How to respond to an RFQ, RFP, etc., whether a solicitation or as general business
- How to find City solicitations, register in to the City system
- Getting WMBE firms (whether certified or self-identified) or firms that are certified as LGBT with national registries, registered with the city and/or on the appropriate city consultant rosters
- How to develop a marketing strategy that such firms can use to market with the City
- Understanding terms and conditions in city solicitations
- Making go/no-go decisions when exploring and making decisions to pursue city work
- Assisting firms and advising firms, to match their expertise and capabilities to City opportunities
- Assisting firms and advising firms in their preparation of materials, pricing and other aspects for bid submittals or proposal response preparations.
- Assisting firms and preparing them for interviews or contract negotiations

PTAC services will provided by a newly hired, solely-dedicated full time counselor to be housed at the City of Seattle in the offices of City Purchasing and Contracting Services (CPCS). The space and equipment (computer, printer and copier) provided by CPCS will ensure private office space that creates proper confidentiality and separation between City buying staff and the companies interested in doing business.

This counselor will be recruited by PTAC and all reasonable efforts will be made to seek a person familiar with the communities of Seattle. The counselor will be trained and supported by the experienced team at Green River College and specifically trained in City of Seattle practices, policies, bid process, and the departments/staff who manage such solicitations.

In addition to the full-time services provided on-site in Seattle, PTAC services will be provided to firms that may be interested in business with the City yet prefer the convenience of the Green River College location through Green River College staff. This is particularly likely if the client already has a long-standing relationship with that counselor or if the client benefits from knowledge offered by the counselor at that location (i.e. federal contracting terms and conditions).

- 1. Coordinate, host or attend at least 15 events for firms, focused primarily on WMBE firms. One event will be held for GSBA firms and the City may also designate other specific audiences among the 6 events. The 6 events may be any combination of those listed below, such that they will optimize the metrics of performance as described in Section 3 below.**
 - (a) Conduct Meet-N-Greet events at the City, recruiting and preparing appropriate women or minority-owned firms as well as LGBT firms or other specific demographics at the request of the City, to present their qualifications or products for City staff who make buying decisions; and/or
 - (b) Provide stand-alone trainings about selling to the City to fill in any gaps in understanding or skills firms have in marketing their firms, and to further enhance the awareness of the services we provide.

2. PTAC will also attend other events and do outreach to market the services.

- a. Assist in preparing, and attend, City outreach events including each monthly CPCS-hosted First Friday event and the annual CPCS-hosted Reverse Trade Show.
- b. Provide outreach through any combination of methods, such as e-mail newsletters, direct emails to firms that have registered as WMBE or LGBT in the City of Seattle business directory and/or OMWBE directory, cultivating referrals from the City buyers and other resource partners, and participating/coordinating outreach events and trainings.
- c. Attend the bi-monthly City WMBE Interdepartmental Team meetings as an observer and to provide information, updates and/or learn of barriers and solutions particularly focused upon WMBE firms.
- d. Attend the occasional Mayor's WMBE Advisory Committee as an observer and to provide information upon request.

Conduct a monkey-survey or other survey methodology to WMBE firms that will be pre-approved by CPCS to identify the most valuable topics for trainings, the preferred location, and similar information to help fine-tune the trainings to meet the needs of those WMBE firms most interested in business with the City.

3. Metrics and Goals:

With funding from the City of \$200,000 annually, the following goals are set:

- Provide 300 hours of counseling services primarily but not exclusively to WMBE businesses (as defined by the City, that includes both self-identified and/or OMWBE certified firms that may be interested in doing business with the City or that are doing business with the city), and tracking additional hours to LGBT firms, as well as other firms who seek assistance in doing business with the City of Seattle. This estimate includes the preparation time that is specifically attributable to that client interaction as counseling time.
- Coordinate 6 events/trainings per year to provide training and outreach as designated in Item 2 above.

With the above effort, the contract intent is to provide a measurable increase (given a before/after survey administered by the City) that reflects:

- An increase in WMBE firms who report improved skill or support to find, responsively bid, and those who win such prime or subcontracts, who attribute their success in part to the PTAC assistance.
- Increased awareness within the WMBE community on upcoming City projects and solicitations, and the firms, who attribute their increased awareness to contacts with or information from PTAC;
- Maintain a majority good/excellent rating on quarterly satisfaction surveys as administered by PTAC.

First 6 Week Work Plan & Milestone Chart	
Week	Activity
1-3	Recruit and hire a procurement technical assistance advisor through a competitive and transparent hiring process conducted by the Thurston EDC and Washington PTAC team.
1-3	Solidify subcontracting relationships if any
1-3	Adjust or create reporting mechanism in the PTAC database (Neoserra by Outreach Systems) to satisfy reporting requirements by the City.
4	Solidify office arrangement with the City
4-6 & ongoing	Train the new hire on PTAC ethics, database management, and overall approach. Orient the PTAC counselor(s) to the rest of the PTAC team, City of Seattle staff, Tabor 100, National Association of Minority Contractors, the Minority Supplier Development Council, LGBT Chamber of Commerce, and other key stakeholders.
6	Coordinate with the City on any public announcement or communication announcing the launch of the new PTAC location.
6	Start counseling and conducting outreach, focusing upon WMBE firms, and other firms interested in doing business with the City

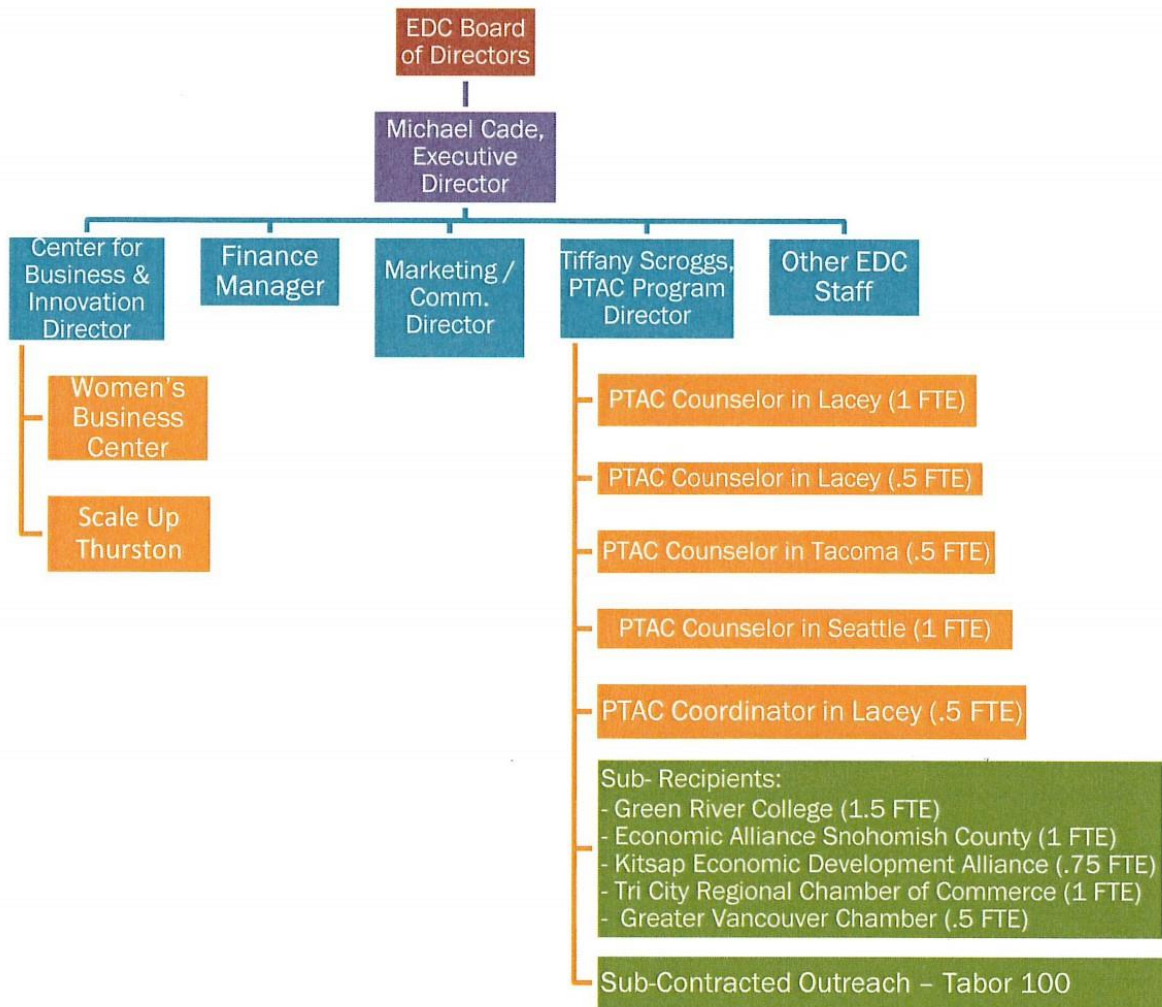
Management & Thurston EDC Capacity Profile

Michael Cade: Michael is the executive director of the Thurston Economic Development Council which is also home to the Center for Business & Innovation. He’s held the director position for 13 years. Thurston EDC has a 12-person team and a budget of \$2.5 million. The organization has an excellent track record managing public funds. The organization maintains contracts with over 15 public entities for economic development related programing including the US Small Business Administration for its Women’s Business Center and Scale Up program, Department of Defense for the PTAC program, State of Washington Department of Commerce for its economic development services, and dozens of other smaller localities, the Port, and Regional Planning Council.

Tiffany Scroggs: Tiffany Scroggs has served as the program director for Washington PTAC since 2012. Prior to that she was a counselor in the program and managed the Thurston EDC’s Business Resource Center, now the Center for Business & Innovation. Under Tiffany’s leadership, Washington PTAC achieved an “outstanding” in its most recent performance audit from the Defense Contract Management Agency. Tiffany has a master’s degree in Public Administration from the Evergreen State College.

Organizational Chart for City of Seattle Work Plan

The following proposed organizational chart reflects positions that have some involvement or support role in the PTAC program.



Budget

The Budget prioritizes funding for counselors who provide procurement technical assistance to firms in City of Seattle and King County. The budget includes no-cost bid matching software service that searches about 1500 websites and sends the firm an email daily with links to opportunities that match what they do. It is designed to save the firm time from searching multiple sites.

Personnel	Amount	Justification
New Hire	\$ 70,000	FTE onsite, doing trainings, 1:1 assistance, etc.
Tiffany	\$ 16,000	Oversite, reporting support, training, etc.
Fringe	\$ 17,200	.2 of total personnel
Travel/Training	\$ 4,000	Technical counselor needs technical training & certification
Supplies	\$ 500	Business cards and other start-up supplies (the City will provide the computer equipment, copier machines, a hardline telephone, and office space)
Marketing & Outreach	\$ 2000	Getting the word out about the service, especially in first year is critical to have high metrics in year 1. Includes professional design of e-newsletter for WMBE firms to help promote the service and upcoming events. PTAC will seek to use a WMBE firm to perform this work.
Bid Match	\$ 4,000	Access to the No Cost Bid Match software, at a level sufficient to provide to WMBE firms or other city-based firms as appropriate. Firms would need to "apply" for the service, though it is otherwise at no-cost to the interested firm.
Green River College	\$ 43,028	Supplement staffing at Green River (note that previous staff at this location were reduced due to cuts in federal funding; this proposed funding would supplement the lesser remaining staff available to provide services sufficient to meet the interest/demands of WMBE firms as well as other firms, interested in doing business with the City. Retains Kristin and Darrell by adding each for part-time capacity from April 2018 through December. 2018.
Subconsultant	\$ 25,000	Reserve for services provided by subconsultant as needed or other mutually agreed needs that further the purpose of the contract. PTAC may undergo an informal RFQ or RFP process to invite WMBE firms, organizations that advocate on behalf of WMBE firms, or WMBE sole proprietors to submit concepts that may be of value to PTAC in fulfilling the contract mission.
EDC Indirect	\$ 18,272	10% De Minimis
Total	\$ 200,000	

Tiffany Scroggs, Program Manager
Washington PTAC / Thurston EDC
360-464-6041
tscroggs@thurstonedc.com

Michael Cade, Executive Director
Thurston Economic Development Council
360-464-6085
mcade@thurstonedc.com

Invoice Review Checklist

The City intends to pay you promptly. Below is a checklist to ensure your payment will be processed quickly. Provide this to the best person in your company for ensuring invoice quality control.

- Send the invoices to the correct address:
City Department Address/Invoice Recipient (Carmen Kucinski)
- Validate that the time for services performed is within the Contract Begin Date and Contract End Date.
- Ensure invoice items have not been previously billed or paid, given the time for which services were performed.
- Ensure enough money remains on the contract including amendments), to pay the invoice.
- Ensure the Labor Rates match the most current approved rate sheet.
- Ensure the Overhead Rate and Fee used in calculating personnel costs match the most current approved rate sheet.
- Ensure the Direct Charges on the invoice are allowable by contract.
- Eliminate unallowable costs (*e.g. Traveling Business or First Class, Alcoholic Beverages, etc.*)
- Verify that personnel named are explicitly allowed for within the contract or most current approved rate sheet.
- Ensure WMBE utilization is provided to the City and/or entered into the City on-line system.
- Check the math.
- Ensure back-up documentation is adequate and complete.

Definitions

- Services- Deliverables or work performed by the consultant including analysis, advice, recommendations, report preparation, design development, and other specialized services.
- Direct Charges- Non-Salary expenses that are necessary and directly applicable to the work required by the contract, for example, Travel & Per Diem, Reproduction Expenses, Office Supplies, and Sub-consultants.
- Contract End Date: Day contract expires.

SAMPLE INVOICE.

Every invoice should be submitted to clearly display all the following information. You may use the City format attached or your own invoice format, assuring that all the information on the sample is also easily found on your own invoice form. For an Excel version:

<http://www.seattle.gov/city-purchasing-and-contracting/consultant-contracting>

Consultant Contract Invoice

*For City
use*

Invoice Date	<i>Date</i>
Consultant Name	<i>PTAC</i>
Contract Number	<i>FAS-2017-56</i>
Contract Title:	<i>WMBE Technical Assistance</i>
Period Covered By	<i>Month/Day/Year to Month/Day/Year</i>
Consultant Invoice No.	<i>#####</i>
Consultant Contact	<i>Tiffnay Scroggs</i>
Contact Phone #	<i>360-464-6041</i>
Contact Email Address	<i>tscroggs@thurstonedc.com</i>
PM	<i>Carmen Kucinski</i>

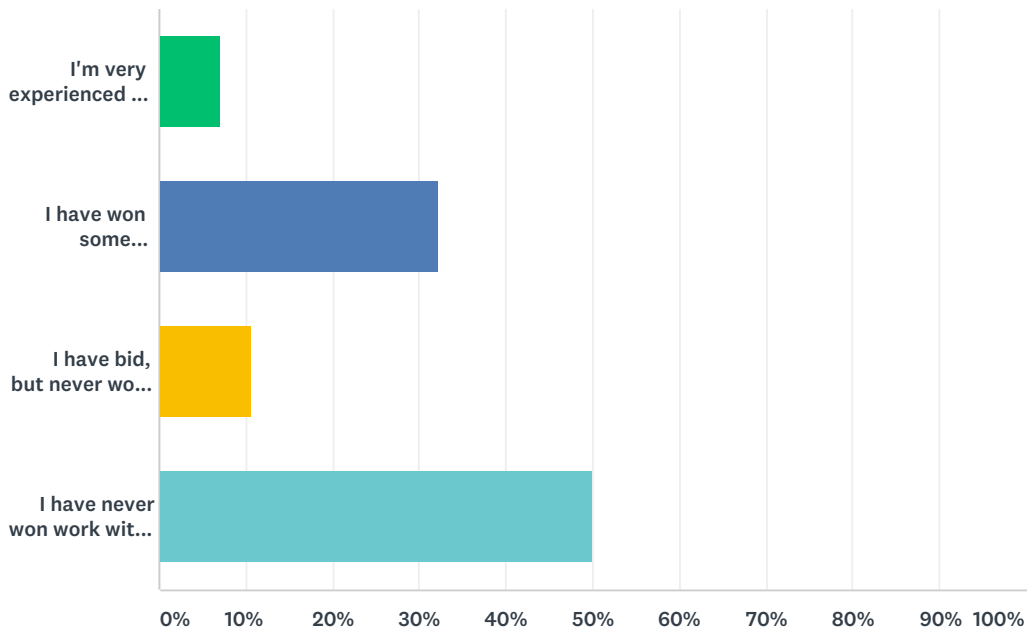
Consultant Mailing Address
PTAC 4220 6 th Avenue, Lacey WA 98503
Consultant Remittance Address
Street Address, Suite # City, State Zip

	Invoice Month			Current Invoice Total
Monthly Fixed Fee		0	\$14,583.33	
Additional Subconsultant Expense				

APPENDIX B – Training Needs Survey Results

Q1 Please select the option that best describes your experience in selling to the City of Seattle and its Departments.

Answered: 56 Skipped: 2



ANSWER CHOICES	RESPONSES
I'm very experienced and do a significant amount of work for the City and/or City Primes	7.14% 4
I have won some contracts/subcontracts with the City.	32.14% 18
I have bid, but never won contracts/subcontracts with the City.	10.71% 6
I have never won work with the City	50.00% 28
TOTAL	56

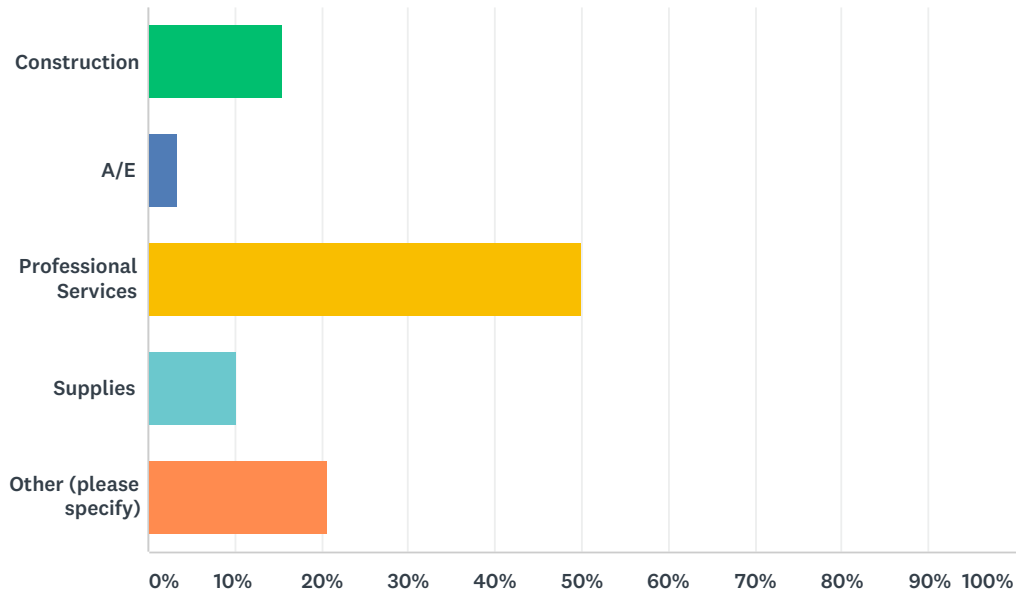
#	PLEASE BRIEFLY SHARE YOUR EXPERIENCE:	DATE
1	Very new to government contracts, only bid once with Seattle Housing Authority and did not get the award.	11/15/2018 4:53 PM
2	I have done project for the City but never large contracts	11/13/2018 4:17 PM
3	I have not submitted on any, only one contract has been let that I considered	11/13/2018 9:33 AM
4	Long and drawn out process. Though a contract was awarded we have not had the opportunity to provide any material or services as no requests have been received.	11/13/2018 4:50 AM
5	I have worked for the City with other firms but have not yet worked with the City as my own WBE firm.	11/12/2018 8:52 AM
6	The city seems to consistently hire all the same vendors, who have acquired a significant amount of experience. How does a small, woman-owned shop break into that? I've yet to see the city provide the services to help small businesses break into the kind of work I do (strategic marketing/communications). All I get is an endless stream of requests to fill out surveys for the city. Like this one.	11/10/2018 12:14 PM
7	We were on what I believe was regarded as a "B" contract as a vendor for a number of years. We are not on the current contract and wish to submit a bid for the next contract due in the spring of 2019	11/9/2018 5:28 PM

8	The project went as expected. Payment was a little slow.	11/9/2018 4:51 PM
9	We have worked for the city in the long ago past. We have not bid on a contact in recent history as we do not understand the requirements	11/9/2018 4:25 PM
10	I receive a contract from the City of Seattle about once a year and would like more.	11/9/2018 1:38 PM
11	I have won a bid, but the city is not currently honoring the award	11/9/2018 12:44 PM
12	Sold lights to Parks.	11/9/2018 12:18 PM
13	training and construction administration consulting	11/9/2018 12:01 PM
14	In the specific field that my company is in, manufacturing soaps, degreasers, cleaners and the like, most bids are based on price per gallon. Unfortunately, this opens the door for many companies from out-of-state to be able to compete with us local companies because they cannot supply the same quality product as we can because they have freight costs that are factored into their costs which either raises their price on a bid, which in most cases they would not do, but instead they water down their product, so what you get will not last as long or be as effective as our locally made cleaners are! Example: A car dealership had been purchasing a floor cleaner for 10 years from an out-of-state co. which was put into a 110 gal. bulk tank. With the owners permission, we put in a 55 gallon drum of our floor cleaner to see how long it would last. Six months later they ordered a 2nd drum of our floor cleaner where during that same time period they would have used over 200 gallons of the out-of-state product! 200 gallons used vs. 55 gallons of our locally made cleaner for same time period! Needless to say, that Dealership no longer buys from that company! They love the quality and the savings! Bids should be based on COST PER DILUTION for the main application verses cost per gallon! That way the playing field gets leveled and we have a shot at the business because normally our price per gallon might be higher, but the cost per dilution is substantially lower as it takes a lot less of our cleaner to do the same job! This is the clearest explanation as to why we have never won a bid in Seattle! Where the buyers are educated on the advantages of cost per dilution, we get more bids coming our way and less out-of-state companies win these bids! Hope this helps. Mike Rickenbacker Industrial Research Products Fife, WA 98424 Cell Phone: 206-302-8227	11/9/2018 10:53 AM
15	I currently rely on my relationship with Primes to alert me on bidding opportunities. I didn't have a dedicated estimator until recently so I'm hoping to now be able to pursue more work.	11/9/2018 9:03 AM
16	Seattle City Light hydro power - rare contracts. Always have problems with the cities terms and conditions.	11/9/2018 8:52 AM
17	I don't know how to find out about opportunities at the City or advertise to them.	11/9/2018 8:44 AM
18	New too City contracts	11/9/2018 8:23 AM
19	We provide material to the city and it has gone very smoothly and hope to continue to do business with them.	11/9/2018 6:28 AM
20	I don't believe we have received any bids that we were relevant to our products.	11/9/2018 5:22 AM
21	Narrow market	11/9/2018 4:24 AM
22	We haven't submitted anything for years. We gave up. We are primarily focused on project management certification training in three states now. We haven't done any contract work to date; however, the Federal Government is our biggest customer. We feel our training is exceptional and it is too bad the City of Seattle has only sent a few trainees since we started business in 2007 in WA State. We have been licensed to do business in Seattle since 2009. We are a Global PMI Registered Education Provider, (R.E.P.) #3441. We likely teach more total PMI trainings than any single training provider in WA, including PMP, PMi-ACP (Agile Cert includes 10 methodologies, hybrids, APM, APO, etc.), PMI Professional in Business Analysis. Program Management, PMI Scheduling Professional, Certified Associate in Project Management. We also teach critical Microsoft training, aligning the training to project relevancy, impacting tool efficiency. https://www.smarpathllc.com Businesses put in inordinate effort to bid. I personally think that when it comes to bidding, government departments should be transparent about whether or not that have a favored bid but need to find out if there are any better bids. It would save a lot of people from wasting their time if some circumstances like this were true. Those that love a challenge like this, and don't mind, can do so, weighing the chances. Small businesses just can't afford this kind of effort expended on resources in order to win.	11/8/2018 10:26 PM
23	I have a contract with the Seattle Fire Department to develop training materials so that firefighters, EMS. Peace officers, etc know how to deal with a Sound Transit crash.	11/8/2018 6:00 PM

24	I spend most of my time tracking down the right person to talk to and, so far, haven't succeeded. Been doing this for 3 years. A bit frustrated.	11/8/2018 5:54 PM
25	Photographer. Have had assignments with the Seattle Public Library and the Office of Arts & Culture.	11/8/2018 5:39 PM
26	Very short term contracts. 3 hrs/2 hrs/ etc.	11/8/2018 5:25 PM
27	To date this is the first opportunity to provide a proposal to the City.	11/8/2018 5:21 PM
28	We worked extensively with the City (Seattle Public Utilities) on a variety of database projects. However, that was some years ago, and we have not had any projects for quite a few years.	11/8/2018 5:16 PM
29	Just began my ;practice 18 mos ago, approved for multiple rosters with SDOT only last month.	11/8/2018 5:12 PM
30	We are a consulting firm which focus on Microsoft technologies and Microsoft Azure and Amazon AWS Cloud. We can partner and provide technical solutions and services to cities.	11/8/2018 5:11 PM
31	Specialty Sub Contractor in business for over 60 years	11/8/2018 4:47 PM

Q2 What industry are you in?

Answered: 58 Skipped: 0

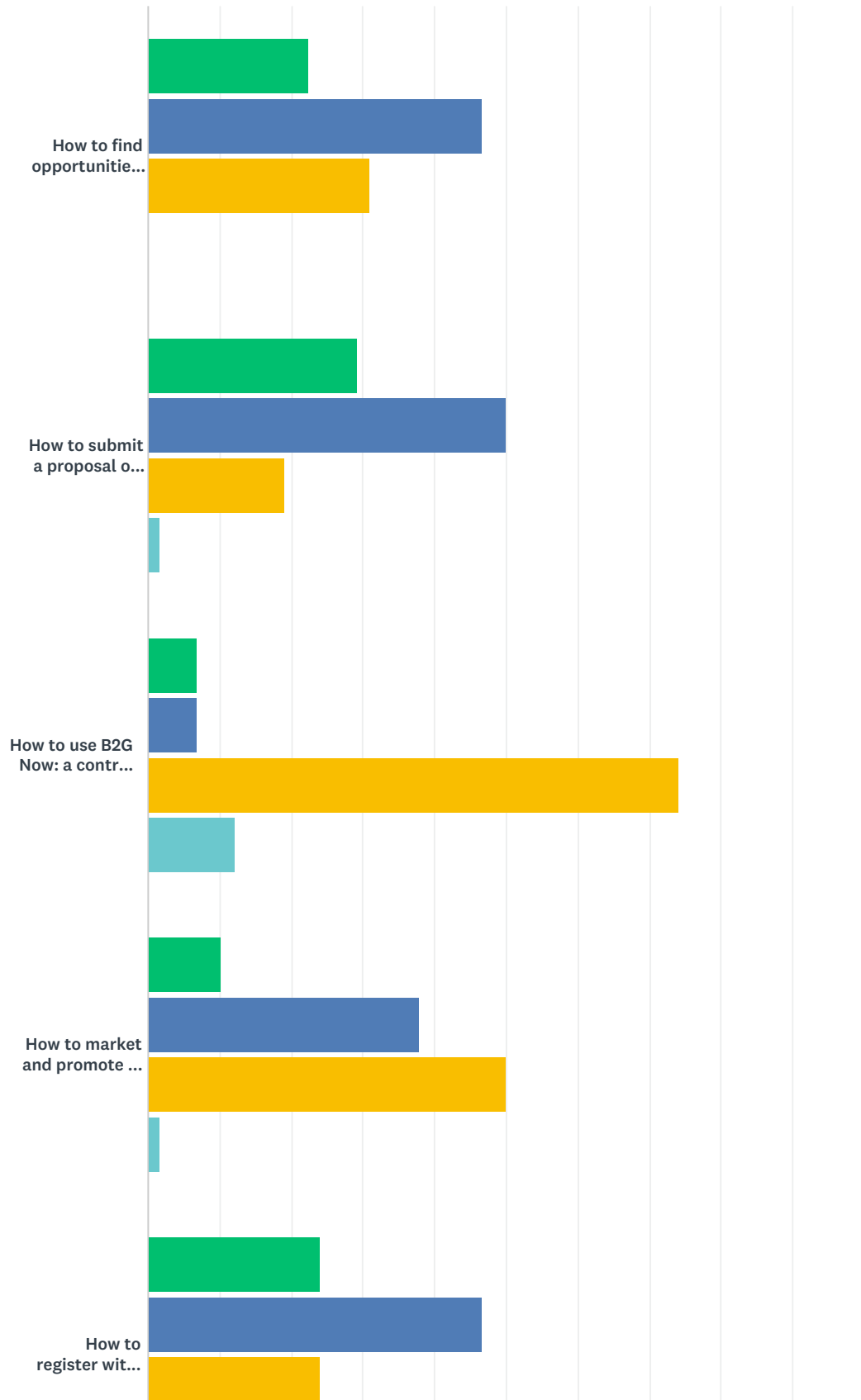


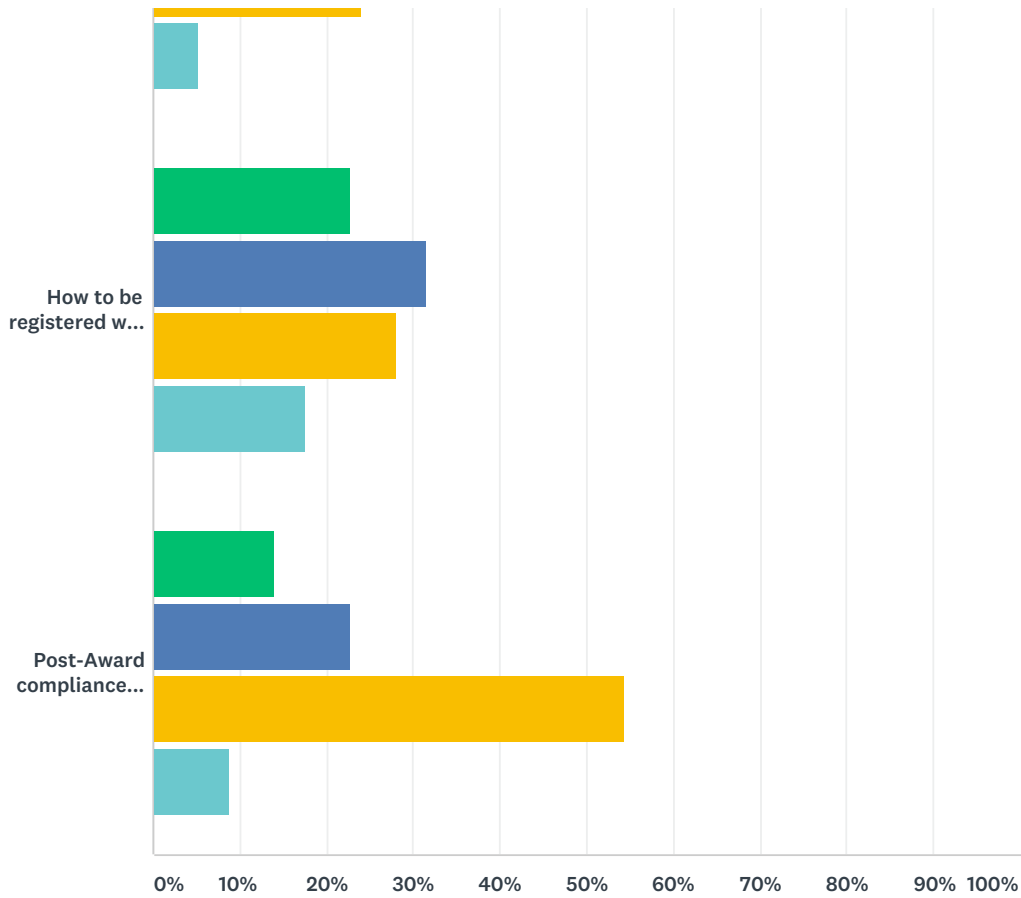
ANSWER CHOICES	RESPONSES	
Construction	15.52%	9
A/E	3.45%	2
Professional Services	50.00%	29
Supplies	10.34%	6
Other (please specify)	20.69%	12
TOTAL		58

#	OTHER (PLEASE SPECIFY)	DATE
1	SF6 Gas Service and supply	11/13/2018 4:50 AM
2	Tree Service-Arborists	11/9/2018 4:25 PM
3	automotive parts, service, and vehicle sales	11/9/2018 12:44 PM
4	Signs and awards	11/9/2018 11:39 AM
5	Manufacturing of soaps, cleaners, acids and much more.	11/9/2018 10:53 AM
6	I own an Ecommerce Awards company.	11/9/2018 8:44 AM
7	Crane inspection and repair	11/9/2018 4:24 AM
8	food	11/8/2018 7:12 PM
9	Publishing	11/8/2018 6:00 PM
10	Photographic services	11/8/2018 5:39 PM
11	Software for Robotic Process Automation and Business Process Discovery and Improvement	11/8/2018 5:21 PM
12	Office Furniture, Office Supplies, & Office Design and Installations Services	11/8/2018 5:20 PM

Q3 Please indicate your level of knowledge of the following.

Answered: 58 Skipped: 0



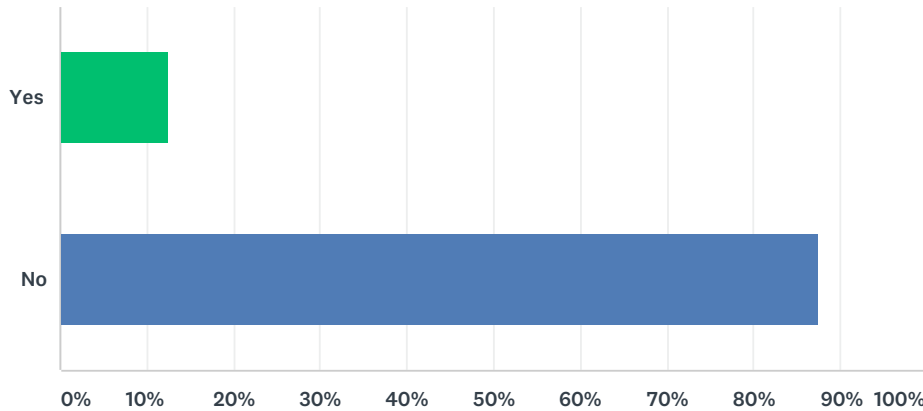


■ Very knowledgeable
 ■ Somewhat knowledgeable
 ■ Not knowledgeable
■ Not applicable to my firm

	VERY KNOWLEDGEABLE	SOMEWHAT KNOWLEDGEABLE	NOT KNOWLEDGEABLE	NOT APPLICABLE TO MY FIRM	TOTAL
How to find opportunities to bid	22.41% 13	46.55% 27	31.03% 18	0.00% 0	58
How to submit a proposal or quote	29.31% 17	50.00% 29	18.97% 11	1.72% 1	58
How to use B2G Now: a contract compliance tool to submit electronic subcontractor payment reports	6.90% 4	6.90% 4	74.14% 43	12.07% 7	58
How to market and promote my firm to the City	10.34% 6	37.93% 22	50.00% 29	1.72% 1	58
How to register with the City for contracting opportunities	24.14% 14	46.55% 27	24.14% 14	5.17% 3	58
How to be registered with the City as a women/minority (WMBE) or LGBT business enterprise	22.81% 13	31.58% 18	28.07% 16	17.54% 10	57
Post-Award compliance requirements	14.04% 8	22.81% 13	54.39% 31	8.77% 5	57

Q4 Have you attended a City of Seattle First Friday event? Why or Why not?

Answered: 56 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	12.50%	7
No	87.50%	49
TOTAL		56

#	IF YOU HAVE NOT ATTENDED, PLEASE INDICATE WHY.	DATE
1	Based in Bellingham	11/27/2018 4:45 PM
2	Not sure if there is a web option for this.	11/26/2018 9:25 AM
3	Scheduling conflicts, very interested in attending one	11/15/2018 4:53 PM
4	Not aware.	11/13/2018 4:17 PM
5	We are located and based out of AZ and FL. I was not aware an event existed.	11/13/2018 4:50 AM
6	Based on East Coast	11/12/2018 8:54 AM
7	Just starting out	11/12/2018 8:52 AM
8	Time, location, working	11/11/2018 10:53 AM
9	I've not been notified of them.	11/10/2018 6:35 PM
10	Never heard of it before now.	11/10/2018 12:14 PM
11	Not aware of it	11/9/2018 5:28 PM
12	i did not know about that-please send me info!	11/9/2018 4:25 PM
13	not aware	11/9/2018 12:44 PM
14	I don't know what it is.	11/9/2018 12:17 PM
15	No apparent interest from City in services which improve skills and improved project results from consultants which improve project delivery results and outcomes.	11/9/2018 12:01 PM
16	We are in Los Angeles area	11/9/2018 11:39 AM
17	Not aware of it!	11/9/2018 10:53 AM
18	Not aware of them	11/9/2018 9:28 AM
19	Never heard of this event before.	11/9/2018 9:03 AM

20	Scheduling issues	11/9/2018 8:57 AM
21	No value to us	11/9/2018 8:52 AM
22	I did not know about it	11/9/2018 8:44 AM
23	Was not aware of these until recently when our firm was certified as MBE	11/9/2018 8:23 AM
24	Did not follow up to confirm where and when the event takes place.	11/9/2018 6:28 AM
25	I'm a vendor outside Washington.	11/9/2018 5:22 AM
26	Dont see projects. To bid	11/9/2018 4:24 AM
27	Travel cost	11/9/2018 4:03 AM
28	We attended every Friday for 4 months in 2009	11/8/2018 10:26 PM
29	I am very busy. I did not feel the cost-benefit ratio warranted my attendance. I am very familiar with City procurement policies, means & methods.	11/8/2018 10:10 PM
30	don't always have the time	11/8/2018 7:31 PM
31	looking forward to it next month December	11/8/2018 6:20 PM
32	I live in Maryland so it is an expensive trip to mxke.	11/8/2018 6:00 PM
33	Don't know about them	11/8/2018 5:54 PM
34	Not sure whether I have. A few years back, I attended a couple of events that may (or may not) have been called First Friday.	11/8/2018 5:39 PM
35	Don't know about it.	11/8/2018 5:25 PM
36	Was not aware of the program.	11/8/2018 5:21 PM
37	not aware of them	11/8/2018 5:21 PM
38	I don't think that it would help our chances.	11/8/2018 5:20 PM
39	We have a specialty service (custom database development), so it is fairly rare that we would meet a buyer who needed our services.	11/8/2018 5:16 PM
40	I am unaware of them and have not received information about them	11/8/2018 5:12 PM
41	Don't live in Seattle.	11/8/2018 4:57 PM
42	Not sure what the event is.	11/8/2018 4:56 PM
43	small business owner with a family = no time	11/8/2018 4:47 PM
44	I heard about the events recently. I plan to go in the near future.	11/8/2018 4:45 PM
45	New to bidding/supplying to Seattle	11/8/2018 4:45 PM

Q5 What is your biggest barrier to doing business with the City of Seattle?

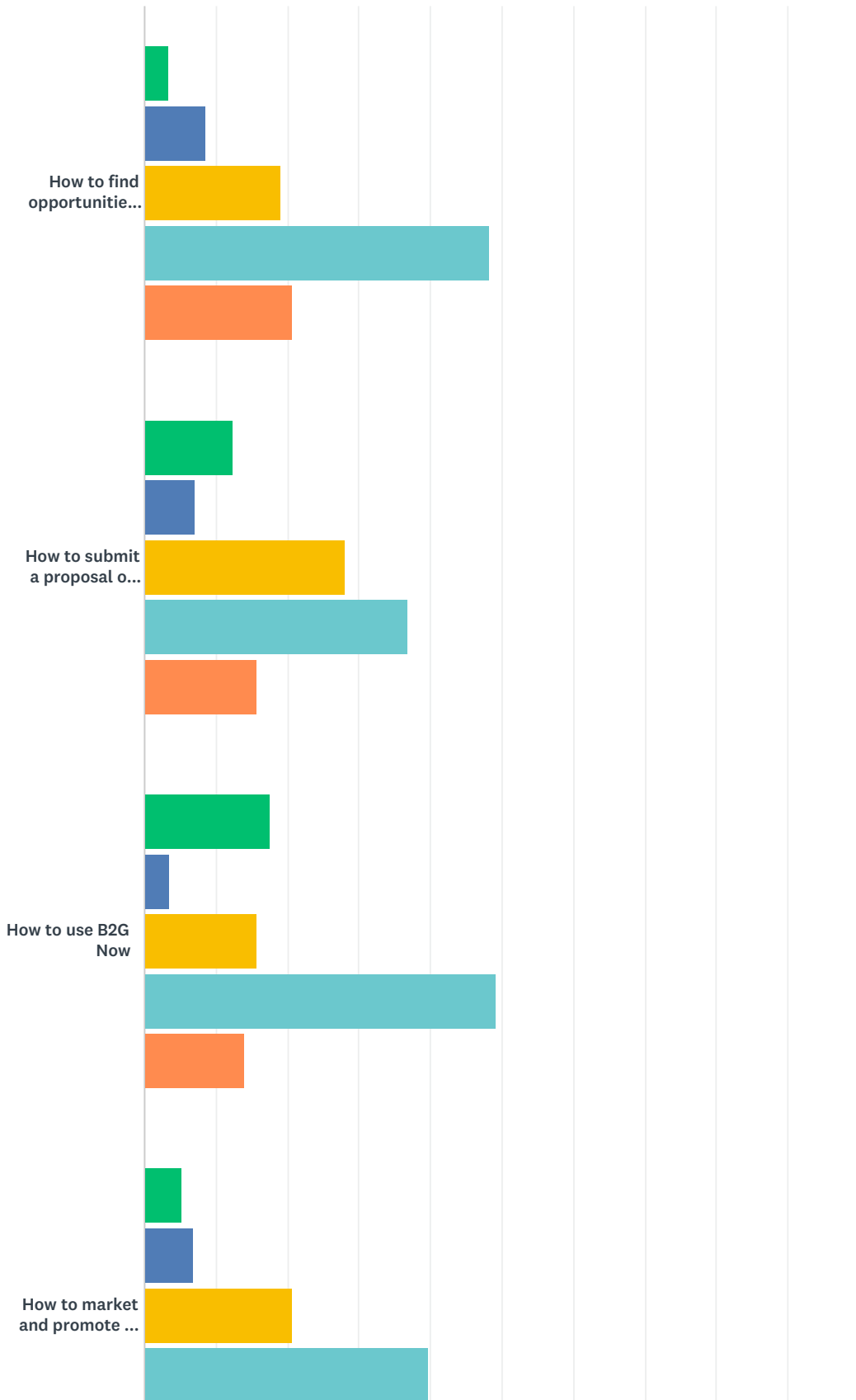
Answered: 49 Skipped: 9

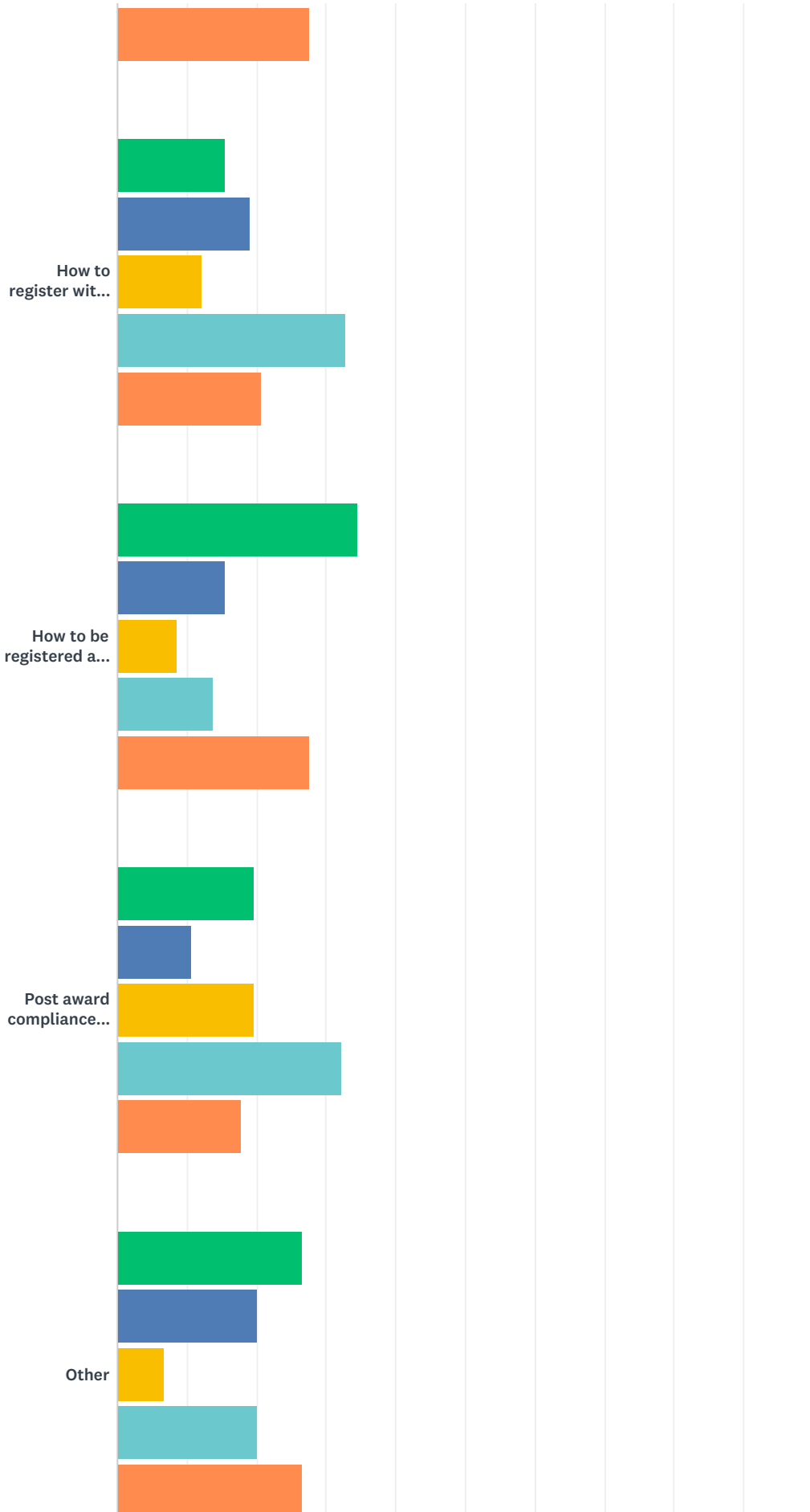
#	RESPONSES	DATE
1	Small size of company relative to size of contracts put out.	11/26/2018 9:25 AM
2	Knowledge	11/15/2018 4:53 PM
3	Probably communication annoying what steps to take	11/13/2018 4:17 PM
4	tiny young business	11/13/2018 9:33 AM
5	Long drawn out process to finalize a decision on a bid. Communication from decision makers is slow.	11/13/2018 4:50 AM
6	Smaller company competing against much larger providers	11/12/2018 8:54 AM
7	None	11/11/2018 10:53 AM
8	Not knowing the ropes and what will work for my business.	11/10/2018 6:35 PM
9	The city says it wants to help new, small, woman-owned businesses, but unless you know people well, it really doesn't work. I've been watching for opportunities on and off for 7+ years and have yet to see any real value what you provide. Perhaps it's a communication issue on your part, or a perception issue on my part, but I have a good sense of how the city operates, so...	11/10/2018 12:14 PM
10	Not being on the current contract	11/9/2018 5:28 PM
11	Finding out about upcoming projects bidding.	11/9/2018 4:51 PM
12	accessing training and info on how to do business with the city	11/9/2018 4:25 PM
13	I am a real estate broker that works with the Finance and Administration Department to procure commercial real estate and find that other firms in my business get more of the work and more lucrative work.	11/9/2018 1:38 PM
14	idk	11/9/2018 12:44 PM
15	Need more information on good contacts for LED lighting upgrades.	11/9/2018 12:18 PM
16	Specialize in small asphalt jobs. Not sure if our niche fits into any City of Seattle needs.	11/9/2018 12:17 PM
17	See answer to question 4. Lack of willingness to take different and more current approaches to contract delivery methods and use of more successful methods of administering contracts.	11/9/2018 12:01 PM
18	Distance	11/9/2018 11:39 AM
19	Back to this situation of bids being based on cost per gallon or lb. verses COST PER DILUTION! QUALITY DOES MAKE A REAL DIFFERENCE IN PERFORMANCE! Especially when a drum of our cleaner lasts two to three times longer than the out-of-state cleaner's drum!	11/9/2018 10:53 AM
20	I currently do business with the City of Seattle, so I don't perceive any barriers.	11/9/2018 9:28 AM
21	Time combing through estimates looking for our scope as we are a very specialized sub contractor.	11/9/2018 9:03 AM
22	Exposure to opportunities	11/9/2018 8:57 AM
23	Terms and Conditions	11/9/2018 8:52 AM
24	I am registered as an SCS company with King County, but I don't think the city of Seattle knows about my company	11/9/2018 8:44 AM
25	Knowledge of how the process works. Also specifically the bonding requirements and how to qualify for bond limits	11/9/2018 8:23 AM
26	Target the correct group to provide material to.	11/9/2018 6:28 AM

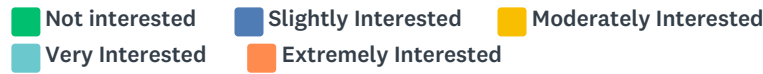
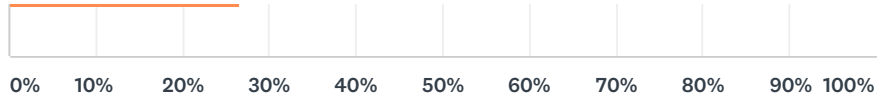
27	We just haven't seen the correct opportunities to bid on yet.	11/9/2018 5:22 AM
28	Distance	11/9/2018 5:11 AM
29	Specialized work Apparently not bid Cannot connect with right people	11/9/2018 4:24 AM
30	Proximity	11/9/2018 4:03 AM
31	Not small business friendly.	11/8/2018 10:26 PM
32	Learning about opportunities in a timely manner. Getting on team as a subcontractor.	11/8/2018 10:10 PM
33	It seems like to city makes it to complicated	11/8/2018 7:31 PM
34	registration in the right wording	11/8/2018 6:20 PM
35	I live on the east coast	11/8/2018 6:00 PM
36	Finding the right person to pitch.	11/8/2018 5:54 PM
37	Developing new clients.	11/8/2018 5:39 PM
38	I'm usually booked. I think the city may contract with referral agencies now rather than directly with individual interpreters	11/8/2018 5:25 PM
39	Finding the right people to meet and discuss areas for improvement.	11/8/2018 5:21 PM
40	single employee	11/8/2018 5:21 PM
41	The contracts that we would bid on for office supplies as an example are held by a very few number of vendors for a long period of time without bid opportunities. Product brand being specified in the case of furniture (Steelcase) where branded product has tightly controlled distribution limited to one dealer in our state (Open Square) limits competition in the marketplace.	11/8/2018 5:20 PM
42	The way we originally got in was through a referral, and then we worked with various departments through word-of-mouth. But now that its been a while since we worked there, we don't have an 'in' to get to know people and to help determine their needs.	11/8/2018 5:16 PM
43	I'm not well known by staff who are on selection panels	11/8/2018 5:12 PM
44	We are not able to compete with the big firms. We don't have connections to the purchasing manager who can make good decisions of our proposals. We are afraid that our proposals have been forgotten or ignored.	11/8/2018 5:11 PM
45	Finding the right opportunity or RFP to respond to, or knowing who to contact that buys our services.	11/8/2018 4:57 PM
46	Getting a response regarding the information I submit.	11/8/2018 4:56 PM
47	Being a new business	11/8/2018 4:45 PM
48	None	11/8/2018 4:45 PM
49	Having time with each of the hiring managers in the IT department.	11/8/2018 4:44 PM

Q6 Please rate your level of interest in the following training topics.

Answered: 58 Skipped: 0





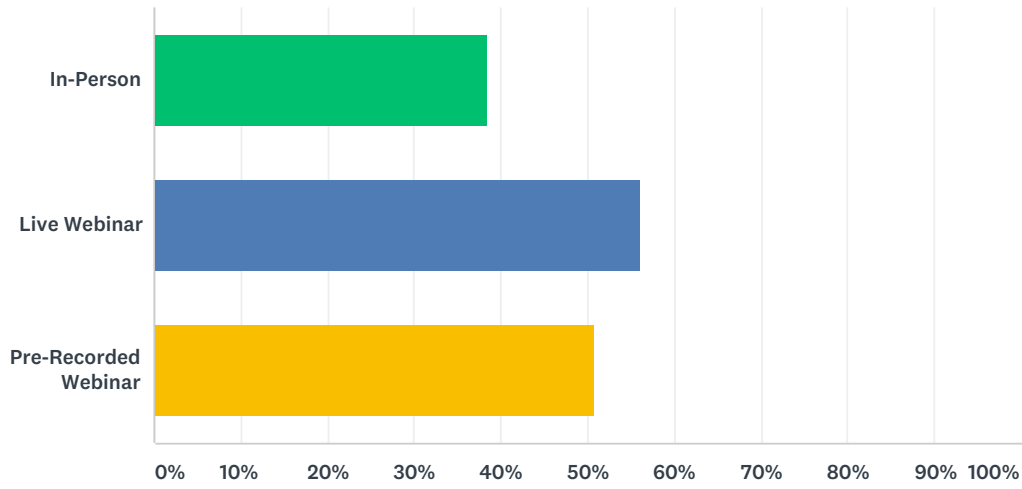


	NOT INTERESTED	SLIGHTLY INTERESTED	MODERATELY INTERESTED	VERY INTERESTED	EXTREMELY INTERESTED	TOTAL
How to find opportunities to bid	3.45% 2	8.62% 5	18.97% 11	48.28% 28	20.69% 12	58
How to submit a proposal or quote	12.28% 7	7.02% 4	28.07% 16	36.84% 21	15.79% 9	57
How to use B2G Now	17.54% 10	3.51% 2	15.79% 9	49.12% 28	14.04% 8	57
How to market and promote my firm to the City	5.17% 3	6.90% 4	20.69% 12	39.66% 23	27.59% 16	58
How to register with the City of contracting opportunities	15.52% 9	18.97% 11	12.07% 7	32.76% 19	20.69% 12	58
How to be registered as a women/minority business enterprise (WMBE)	34.48% 20	15.52% 9	8.62% 5	13.79% 8	27.59% 16	58
Post award compliance requirements	19.64% 11	10.71% 6	19.64% 11	32.14% 18	17.86% 10	56
Other	26.67% 4	20.00% 3	6.67% 1	20.00% 3	26.67% 4	15

#	COMMENTS:	DATE
1	Adding a 3rd party system to dealing with an already complicated system seems counter productive. In our industry we have been required to do so and as a result we expend a lot of resources and energy with little return.	11/13/2018 4:50 AM
2	We are a registered minority owned business	11/9/2018 12:44 PM
3	When a cleaner is purchased by cost per gallon the City of Seattle ends up using a lot more of the product because it lacks the quality! Quality = \$ savings! Example: A 5 gallon pail of my H.D. Cleaner usually last two to three months vs. the out-of-state cleaner last one month. My cleaner costs \$59.95. Their cleaner costs \$40.00. When my cleaner lasts two months, the City puts \$20.00 of savings back into its budget. When my cleaner lasts three months the City puts \$80.00 of savings back into its budget!	11/9/2018 10:53 AM
4	Anything I marked moderately interested in I think I have a handle on.	11/9/2018 9:03 AM
5	Thank you to PTAC for their work in educating and informing	11/9/2018 8:23 AM
6	Moved on.	11/8/2018 10:26 PM
7	I like the way the SDOT tries to issue notices of projects before they are issued for RFP. I also like the City's use of the small works protocols.	11/8/2018 10:10 PM
8	How to do business with the city of Seattle six construction firms how to be it from beginning to end bonding I have Ellen I have want to make sure I have the right information the right type of bonding understand the information and payments would like to register Centennial and forma	11/8/2018 6:20 PM
9	I have been an acquisitions editor for McGraw-Hill, Pearson and Elsevier publishing companies	11/8/2018 6:00 PM
10	I am already certified WMBE	11/8/2018 5:54 PM
11	the certified payroll requirements through TPA like LCP or Elations is onerous on a small business. Just accept our CP WA ST form reports.	11/8/2018 4:47 PM

Q7 What method of training do you prefer?

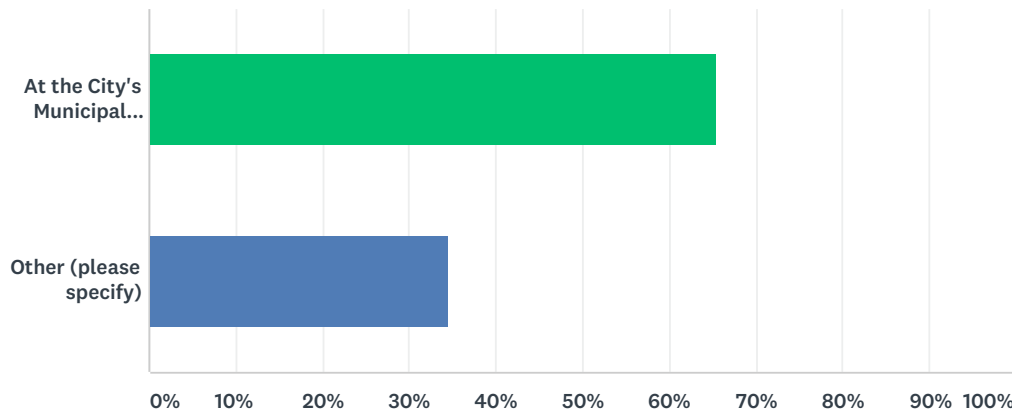
Answered: 57 Skipped: 1



ANSWER CHOICES	RESPONSES
In-Person	38.60% 22
Live Webinar	56.14% 32
Pre-Recorded Webinar	50.88% 29
Total Respondents: 57	

Q8 Where do you recommend we hold in-person trainings and workshops?

Answered: 55 Skipped: 3

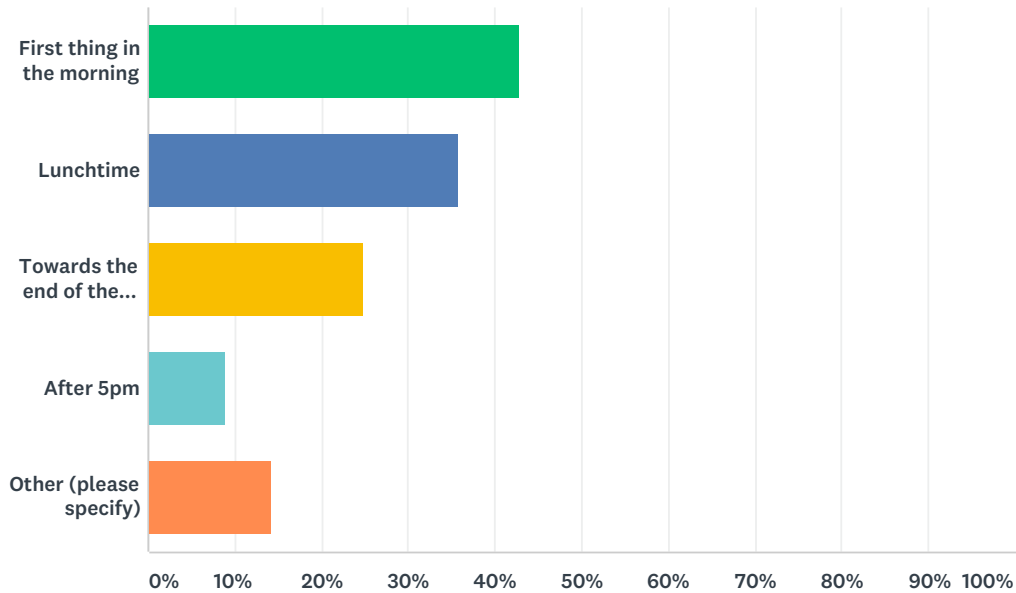


ANSWER CHOICES	RESPONSES	
At the City's Municipal Building (700 5th Ave in Seattle)	65.45%	36
Other (please specify)	34.55%	19
TOTAL		55

#	OTHER (PLEASE SPECIFY)	DATE
1	WA PTAC offices	11/15/2018 4:53 PM
2	not in downtown, free parking	11/13/2018 9:33 AM
3	We would only attend remotely	11/12/2018 8:54 AM
4	Anything downtown is a hassle parking wise and traffic, too!	11/9/2018 10:53 AM
5	Seattle Public Library meeting rooms	11/9/2018 9:28 AM
6	Somewhere with ample parking would be easier for me. Sodo area?	11/9/2018 9:03 AM
7	Ptac offices	11/9/2018 8:44 AM
8	Where parking is easily available and can be validated	11/9/2018 8:23 AM
9	On -line, since I am out of state	11/9/2018 5:22 AM
10	Doesnt matter	11/8/2018 10:26 PM
11	I would prefer online training	11/8/2018 7:31 PM
12	Catconetio Seattle	11/8/2018 6:00 PM
13	Northgate area, with parking	11/8/2018 5:54 PM
14	Where there is parking	11/8/2018 5:25 PM
15	in different neighborhoods	11/8/2018 5:21 PM
16	Anywhere other than downtown where free and convenient parking can be found	11/8/2018 5:20 PM
17	Bellevue area	11/8/2018 5:11 PM
18	Webinars	11/8/2018 4:47 PM
19	In the community, possibly at libraries around the city	11/8/2018 4:45 PM

Q9 What time of day do you prefer we host workshops and trainings?

Answered: 56 Skipped: 2



ANSWER CHOICES	RESPONSES	
First thing in the morning	42.86%	24
Lunchtime	35.71%	20
Towards the end of the workday	25.00%	14
After 5pm	8.93%	5
Other (please specify)	14.29%	8
Total Respondents: 56		

#	OTHER (PLEASE SPECIFY)	DATE
1	Tue through Thu as we have a long travel requirement.	11/13/2018 4:50 AM
2	9:30 a.m. to 2:30 p.m. Mon.- Thurs.	11/9/2018 10:53 AM
3	Any time except on a Friday afternoon.	11/9/2018 9:03 AM
4	mid morning	11/9/2018 8:52 AM
5	Between 10:00 am and Noon	11/9/2018 8:23 AM
6	No longer interested	11/8/2018 10:26 PM
7	I have to check give me some times and dates best for you and I'll see what's available	11/8/2018 6:20 PM
8	Around 1 or 2pm, when the traffic is lightest.	11/8/2018 5:16 PM

Q10 What other comments or suggestions do you have about trainings and workshops that will increase your success in selling to the City?

Answered: 16 Skipped: 42

#	RESPONSES	DATE
1	N/A	11/13/2018 4:17 PM
2	I believe having face to face trainings with the City representatives working towards the bid process, or seeking service and or materials would be a great opportunity to not only learn the process together but build stronger relationships.	11/13/2018 4:50 AM
3	Thank you for the survey	11/12/2018 8:54 AM
4	None	11/11/2018 10:53 AM
5	I would like to know how to market to Seattle City Light	11/9/2018 1:38 PM
6	The more we know about what it takes to have the opportunity to bid for the City of Seattle's needs and the sooner the buyers learn about cost per dilution vs. cost per gallon or lb. the better chance we will have obtain some future contracts!	11/9/2018 10:53 AM
7	I like the idea of going through the general requirements of what the City's rules are.	11/9/2018 9:03 AM
8	Waste of time and effort	11/8/2018 10:26 PM
9	I need to meet with Steven Larson in a couple other people with the city and one-on-one and registering thank you so much for your survey looking forward to meeting with you soon	11/8/2018 6:20 PM
10	Not any that you haven't already asked.	11/8/2018 6:00 PM
11	Currently i have no idea how the city is hiring for accommodations/Interpreters now. Do departments decide individually how they want to handle hiring interpreters? Or is there a centralized office that does that.	11/8/2018 5:25 PM
12	I'm looking forward to learning more about your services.	11/8/2018 5:21 PM
13	For Products and Services: Break your bids into smaller procurements that are unspecified by brand. You will get more qualified small, diverse bidders, that will then be able to bring their expertise and creativity to the table that offer more to the City's goals for community impact than that "lowest responsive bidder" approach.	11/8/2018 5:20 PM
14	We would like the opportunity to meet with end-users who need help with MS Access or SQL databases. It is difficult to determine who those users are, and I certainly would not want to bother them unnecessarily. However, its quite likely that there are users who need help, but there may not be enough need to create an RFP. We would like to be on an 'on call' list of providers for these services.	11/8/2018 5:16 PM
15	Need to get familiar with the process to sell to the cities. How can we be successful to help the cities with needs that we can be leveraged	11/8/2018 5:11 PM
16	keep TPA reporting requirements to a minimum.	11/8/2018 4:47 PM

APPENDIX C – Counseling Data

Client ID	Session Date	Client	Counselor	Session Type	Contact Type	Total Hours	Subject
K02817	1/2/2018	Marnie's Foods (K02817)	Sundell, Darrell	Initial/New	Phone	0.25	Registrations (OBD and others)
K02782	1/2/2018	Recruiting Bandwidth (K02782)	Sundell, Darrell	Follow-up	Phone	0.67	Basics of Selling to Government
K02701	1/2/2018	Sampson Painting (K02701)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.08	Certifications/WMBE Registration
K02798	1/3/2018	Yates Consulting (K02798)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.67	Basics of Selling to Government
K02810	1/4/2018	Capes & Powers (K02810)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.17	Market Research
K02821	1/5/2018	Trusty Hat Club, LLC (K02821)	Sundell, Darrell	Initial/New	Phone	0.33	Market Research
K02823	1/8/2018	Zircoina Inc. (K02823)	Sundell, Darrell	Initial/New	Phone	0.33	Basics of Selling to Government
K02395	1/8/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Phone	0.75	Market Research
K02782	1/8/2018	Recruiting Bandwidth (K02782)	Sundell, Darrell	Follow-up	Phone	0.83	Registrations (OBD and others)
K02782	1/9/2018	Recruiting Bandwidth (K02782)	Sundell, Darrell	Follow-up	Phone	0.25	Basics of Selling to Government
K02337	1/9/2018	Halcyon Northwest (K02337)	Sundell, Darrell	Follow-up	Phone	1.67	Basics of Selling to Government
K02668	1/10/2018	KMMADAI Consulting LLC (K02668)	Travis, Kristin	Follow-up	Phone	0.25	Market Research
L2040	1/10/2018	Starline Luxury Coaches (L2040)	Taylor, Cate	Follow-up	Center Site (face-to-face)	1.50	Market Research
K02782	1/10/2018	Recruiting Bandwidth (K02782)	Sundell, Darrell	Follow-up	Phone	2.00	Basics of Selling to Government
K02810	1/11/2018	Capes & Powers (K02810)	Sundell, Darrell	Follow-up	Phone	1.42	Registrations (OBD and others)
K02419	1/16/2018	Fain Environmental LLC (K02419)	Sundell, Darrell	Follow-up	Phone	0.25	Basics of Selling to Government
K01718	1/16/2018	Windows Management Experts	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.17	Market Research
K02821	1/17/2018	Trusty Hat Club, LLC (K02821)	Sundell, Darrell	Follow-up	Phone	0.75	Basics of Selling to Government
K02811	1/17/2018	Platt Electric Supply (K02811)	Sundell, Darrell	Initial/New	Center Site (face-to-face)	1.67	Registrations (OBD and others)
K02811	1/18/2018	Platt Electric Supply (K02811)	Sundell, Darrell	Follow-up	Online (E-mail or Web)	0.33	Basics of Selling to Government
S2197	1/18/2018	Sunset Company LLC (S2197)	Sundell, Darrell	Follow-up	Phone	0.67	Registrations (OBD and others)
S2197	1/19/2018	Sunset Company LLC (S2197)	Sundell, Darrell	Follow-up	Phone	1.83	Registrations (OBD and others)
K02668	1/19/2018	KMMADAI Consulting LLC (K02668)	Travis, Kristin	Follow-up	Phone	2.42	Registrations (OBD and others)
K02817	1/19/2018	Marnie's Foods (K02817)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.67	Market Research
K01718	1/22/2018	Windows Management Experts	Sundell, Darrell	Follow-up	Phone	0.42	Market Research
K02809	1/22/2018	v-tour.me (K02809)	Sundell, Darrell	Follow-up	Phone	1.83	Basics of Selling to Government
K02824	1/22/2018	Benson Filter Maintenance (K02824)	Travis, Kristin	Follow-up	Center Site (face-to-face)	3.00	Registrations (OBD and others)
K02337	1/22/2018	Halcyon Northwest (K02337)	Sundell, Darrell	Follow-up	Phone	3.50	Basics of Selling to Government
S00001	1/23/2018	Seattle SignShop (S00001)	Sundell, Darrell	Follow-up	Phone	0.42	Certifications/WMBE Registration
K00057	1/23/2018	Rose Super Clean Services (K00057)	Sundell, Darrell	Follow-up	Phone	0.50	Basics of Selling to Government
S03610	1/25/2018	KBKM (S03610)	Taylor, Cate	Follow-up	Online (E-mail or Web)	0.33	Basics of Selling to Government
S03613	1/25/2018	Blue J Design, LLC (S03613)	Taylor, Cate	Follow-up	Online (E-mail or Web)	0.33	Basics of Selling to Government
T02251	1/25/2018	Envirocon, Inc. (T02251)	Rodin, Ryan	Initial/New	Phone	1.00	Market Research
K02840	1/25/2018	Monitor Mask, Inc (K02840)	Sundell, Darrell	Initial/New	Center Site (face-to-face)	1.17	Registrations (OBD and others)
S2197	1/30/2018	Sunset Company LLC (S2197)	Sundell, Darrell	Follow-up	Phone	1.00	Registrations (OBD and others)
S2197	2/1/2018	Sunset Company LLC (S2197)	Sundell, Darrell	Follow-up	Phone	0.50	Registrations (OBD and others)
K02337	2/2/2018	Halcyon Northwest (K02337)	Sundell, Darrell	Follow-up	Phone	1.25	Certifications/WMBE Registration
K02274	2/2/2018	MB Diversity (K02274)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.83	Proposal Reviews/Bidding Questions
K02825	2/2/2018	Signal 7 Software (K02825)	Travis, Kristin	Follow-up	Center Site (face-to-face)	3.50	Basics of Selling to Government
S03864	2/5/2018	Numurus (S03864)	Taylor, Cate	Follow-up	Phone	0.33	Registrations (OBD and others)
L2293	2/6/2018	NRC Environmental Services Inc (L2293)	Colbert, Dale	Follow-up	Online (E-mail or Web)	0.75	Basics of Selling to Government
S2197	2/6/2018	Sunset Company LLC (S2197)	Sundell, Darrell	Follow-up	Phone	1.00	Registrations (OBD and others)
K02493	2/7/2018	THE PART WORKS (K02493)	Colbert, Dale	Follow-up	Online (E-mail or Web)	0.75	Market Research
K02567	2/7/2018	Ryka Communications, LLC (dt Sundell, Darrell)	Sundell, Darrell	Follow-up	Phone	1.25	Basics of Selling to Government
S2197	2/8/2018	Sunset Company LLC (S2197)	Sundell, Darrell	Follow-up	Phone	0.42	Registrations (OBD and others)
K02567	2/8/2018	Ryka Communications, LLC (dt Sundell, Darrell)	Sundell, Darrell	Follow-up	Phone	1.08	Basics of Selling to Government
S1326	2/8/2018	Quality Woodworking & Constrn (S1326)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.92	Market Research
K02567	2/9/2018	Ryka Communications, LLC (dt Sundell, Darrell)	Sundell, Darrell	Follow-up	Phone	0.33	Basics of Selling to Government
K02408	2/9/2018	Olympic Satellite Broadcasting (K02408)	Sundell, Darrell	Follow-up	Phone	1.17	Registrations (OBD and others)
K02841	2/9/2018	Hyper Expert, LLC (K02841)	Sundell, Darrell	Initial/New	Phone	1.67	Market Research
K02825	2/9/2018	Signal 7 Software (K02825)	Travis, Kristin	Follow-up	Center Site (face-to-face)	3.08	Basics of Selling to Government
K02408	2/12/2018	Olympic Satellite Broadcasting (K02408)	Sundell, Darrell	Follow-up	Phone	0.33	Registrations (OBD and others)
S03676	2/12/2018	Industry Erectors Inc. (S03676)	Peters, Kylene	Follow-up	Phone	1.00	Basics of Selling to Government
K02222	2/12/2018	Puget Sound Quality Coatings (K02222)	Sundell, Darrell	Follow-up	Phone	1.75	Registrations (OBD and others)
K02852	2/13/2018	Meaningful (K02852)	Sundell, Darrell	Initial/New	Center Site (face-to-face)	1.83	Registrations (OBD and others)
S00001	2/13/2018	Seattle SignShop (S00001)	Peters, Kylene	Initial/New	Phone	2.50	Market Research
K02395	2/15/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	0.50	Contract Compliance
S00004	2/15/2018	D.L.R. Global Support (DLR) (S00004)	Peters, Kylene	Initial/New	Phone	0.75	Registrations (OBD and others)
K02608	2/15/2018	Verde Energy (K02608)	Colbert, Dale	Follow-up	Online (E-mail or Web)	0.92	Market Research
S00001	2/15/2018	Seattle SignShop (S00001)	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.75	Basics of Selling to Government
K02830	2/15/2018	Green Leaf Tree Service (K02830)	Sundell, Darrell	Follow-up	Phone	1.92	Registrations (OBD and others)
T02251	2/21/2018	Envirocon, Inc. (T02251)	Rodin, Ryan	Follow-up	Online (E-mail or Web)	0.17	Contract Compliance
K02854	2/21/2018	Anjali DSouza MD PLLC DBA Fain (K02854)	Sundell, Darrell	Initial/New	Phone	0.25	Basics of Selling to Government
T02251	2/21/2018	Envirocon, Inc. (T02251)	Rodin, Ryan	Follow-up	Online (E-mail or Web)	1.08	Proposal Reviews/Bidding Questions
S00001	2/21/2018	Seattle SignShop (S00001)	Sundell, Darrell	Follow-up	Phone	1.92	Registrations (OBD and others)
K02474	2/22/2018	T & T Traffic Control LLC (K02474)	Peters, Kylene	Follow-up	Center Site (face-to-face)	0.25	Contract Compliance
S00001	2/22/2018	Seattle SignShop (S00001)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.25	Basics of Selling to Government
K02057	2/23/2018	The National Bureau of Asian R (K02057)	Westerlund, Tom	Follow-up	Phone	0.25	Proposal Reviews/Bidding Questions
S00003	2/23/2018	United Print.Signs & Graphics. (S00003)	Peters, Kylene	Initial/New	Online (E-mail or Web)	0.50	Registrations (OBD and others)
S00003	2/23/2018	United Print.Signs & Graphics. (S00003)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75	Market Research
S00002	2/23/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75	Registrations (OBD and others)
S04020	2/23/2018	CETS LLC (S04020)	Taylor, Cate	Follow-up	Center Site (face-to-face)	2.17	Registrations (OBD and others)
K02824	2/23/2018	Benson Filter Maintenance (K02824)	Travis, Kristin	Follow-up	Center Site (face-to-face)	2.67	Registrations (OBD and others)
S00002	2/23/2018	Happy Hauler (S00002)	Peters, Kylene	Initial/New	Center Site (face-to-face)	2.75	Registrations (OBD and others)
K01428	2/26/2018	Integrated Design Engineers, LI (K01428)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25	Basics of Selling to Government
T02251	2/26/2018	Envirocon, Inc. (T02251)	Rodin, Ryan	Follow-up	Phone	0.33	Certifications/WMBE Registration
K01428	2/26/2018	Integrated Design Engineers, LI (K01428)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Basics of Selling to Government
K02419	2/26/2018	Fain Environmental LLC (K02419)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Basics of Selling to Government
K01031	2/26/2018	UrbanTech Systems (K01031)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Basics of Selling to Government

S00005	2/26/2018	WindGypsy Consulting (S00001)	Peters, Kylene	Initial/New	Online (E-mail or Web)	0.50 Certifications/WMBE Registration
@0821517	2/26/2018	MurraySmith (@0821517)	Peters, Kylene	Initial/New	Online (E-mail or Web)	0.50 Market Research
L1126	2/26/2018	Veterans NW Construction LLC	Sundell, Darrell	Follow-up	Phone	0.58 Basics of Selling to Government
K02744	2/26/2018	Blueshoes Media LLC dba The	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.00 Registrations (OBD and others)
L2201	2/27/2018	Allison & Ross Fine Art Service	Colbert, Dale	Follow-up	Phone	0.58 Basics of Selling to Government
S03676	2/27/2018	Industry Erectors Inc. (S03676)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00 Basics of Selling to Government
S00002	2/27/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00 Basics of Selling to Government
L2201	2/27/2018	Allison & Ross Fine Art Service	Colbert, Dale	Follow-up	Online (E-mail or Web)	2.25 Basics of Selling to Government
L1879	2/28/2018	Optima Project Management (L	Sundell, Darrell	Follow-up	Online (E-mail or Web)	0.17 Basics of Selling to Government
S00001	2/28/2018	Seattle SignShop (S00001)	Peters, Kylene	Follow-up	Phone	0.50 Proposal Reviews/Bidding Questions
K02493	2/28/2018	THE PART WORKS (K02493)	Colbert, Dale	Follow-up	Online (E-mail or Web)	0.92 Basics of Selling to Government
S00001	2/28/2018	Seattle SignShop (S00001)	Sundell, Darrell	Follow-up	Phone	1.08 Basics of Selling to Government
K02782	2/28/2018	Recruiting Bandwidth (K02782)	Sundell, Darrell	Follow-up	Phone	1.25 Basics of Selling to Government
S00005	3/1/2018	WindGypsy Consulting (S00001)	Peters, Kylene	Follow-up	Phone	0.50 Registrations (OBD and others)
L1459	3/1/2018	Historical Research Associates	Sundell, Darrell	Follow-up	Phone	1.33 Certifications/WMBE Registration
S04035	3/1/2018	Dominion Pest Control Services	Taylor, Cate	Follow-up	Center Site (face-to-face)	1.67 Market Research
S1634	3/2/2018	Northwest Enterprises, Inc. (S1	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Contract Compliance
S1634	3/2/2018	Northwest Enterprises, Inc. (S1	Peters, Kylene	Follow-up	Phone	0.50 Market Research
S00002	3/2/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Market Research
S03987	3/2/2018	Ross Strategic (S03987)	Sundell, Darrell	Initial/New	Phone	0.83 Registrations (OBD and others)
K02024	3/2/2018	Global Business Development,	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.83 Market Research
S03610	3/2/2018	KBKM (S03610)	Taylor, Cate	Follow-up	Center Site (face-to-face)	2.00 Market Research
S03613	3/2/2018	Blue J Design, LLC (S03613)	Taylor, Cate	Follow-up	Center Site (face-to-face)	2.00 Market Research
S00007	3/2/2018	Western Marine Construction, I	Peters, Kylene	Initial/New	Phone	2.00 Market Research
S1634	3/5/2018	Northwest Enterprises, Inc. (S1	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
S00008	3/5/2018	Northwest Quality Cleaners LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
S1634	3/5/2018	Northwest Enterprises, Inc. (S1	Peters, Kylene	Follow-up	Phone	0.25 Market Research
K02440	3/5/2018	Somersault Consulting LLC (K0	Peters, Kylene	Follow-up	Phone	0.25 Proposal Reviews/Bidding Questions
S03870	3/5/2018	Sapphire Technical Staffing, LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00008	3/5/2018	Northwest Quality Cleaners LL	Peters, Kylene	Initial/New	Online (E-mail or Web)	0.75 Basics of Selling to Government
S00009	3/5/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.25 Proposal Reviews/Bidding Questions
S03870	3/6/2018	Sapphire Technical Staffing, LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
L1065	3/6/2018	The Greenbusch Group, Inc. (L	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00010	3/6/2018	Alpha Sales Technologies (S00	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00009	3/6/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S03870	3/6/2018	Sapphire Technical Staffing, LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
S00010	3/6/2018	Alpha Sales Technologies (S00	Peters, Kylene	Follow-up	Phone	0.50 Market Research
S00009	3/6/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Market Research
S00011	3/6/2018	Affirma Consulting (No Overhe	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
S03870	3/6/2018	Sapphire Technical Staffing, LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00 Market Research
K02795	3/7/2018	Delta Security Services, LLC (K	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.75 Registrations (OBD and others)
S00011	3/8/2018	Affirma Consulting (No Overhe	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
K02137	3/8/2018	Liberty Security LLC (K02137)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.67 Registrations (OBD and others)
K02854	3/8/2018	Anjali DSouza MD PLLC DBA F	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.50 Certifications/WMBE Registration
S00010	3/9/2018	Alpha Sales Technologies (S00	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
S00001	3/9/2018	Seattle SignShop (S00001)	Peters, Kylene	Follow-up	Phone	0.25 Basics of Selling to Government
S00012	3/9/2018	Sea Technology (S00012)	Hoy, Kate	Initial/New	Phone	0.33 Registrations (OBD and others)
S00009	3/9/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00 Registrations (OBD and others)
S00013	3/9/2018	Starbucks Coffee Company (SC	Peters, Kylene	Initial/New	Online (E-mail or Web)	1.25 Certifications/WMBE Registration
K02858	3/9/2018	ABLE Counseling Services, LL	Travis, Kristin	Initial/New	Phone	2.50 Registrations (OBD and others)
K02826	3/9/2018	Burman Design (K02826)	Travis, Kristin	Follow-up	Center Site (face-to-face)	2.92 Registrations (OBD and others)
S00011	3/12/2018	Affirma Consulting (No Overhe	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
K02274	3/12/2018	MB Diversity (K02274)	Sundell, Darrell	Follow-up	Phone	3.25 Basics of Selling to Government
T02251	3/13/2018	Envirocon, Inc. (T02251)	Rodin, Ryan	Follow-up	Phone	0.33 Proposal Reviews/Bidding Questions
L1065	3/13/2018	The Greenbusch Group, Inc. (L	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
T02258	3/13/2018	Kiss Logging & Lumber (T0225	Rodin, Ryan	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
S00014	3/13/2018	The Lighthouse for the Blind Inc	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Basics of Selling to Government
L1065	3/13/2018	The Greenbusch Group, Inc. (L	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00 Market Research
K02530	3/13/2018	IntelliSense Marine LLC (K025	Sundell, Darrell	Follow-up	Phone	1.58 Market Research
K02274	3/13/2018	MB Diversity (K02274)	Sundell, Darrell	Follow-up	Online (E-mail or Web)	1.75 Proposal Reviews/Bidding Questions
S03477	3/14/2018	Ute Ltd (S03477)	Colbert, Dale	Initial/New	Conference (face-to-face)	0.25 Basics of Selling to Government
K02668	3/14/2018	KMMADAI Consulting LLC (K02	Colbert, Dale	Follow-up	Conference (face-to-face)	0.58 Market Research
K02274	3/14/2018	MB Diversity (K02274)	Sundell, Darrell	Follow-up	Phone	3.17 Proposal Reviews/Bidding Questions
K02860	3/14/2018	MotoselUSA Washington Minor	Travis, Kristin	Initial/New	Center Site (face-to-face)	3.50 Registrations (OBD and others)
S03610	3/15/2018	KBKM (S03610)	Colbert, Dale	Follow-up	Conference (face-to-face)	0.33 Market Research
K02493	3/15/2018	THE PART WORKS (K02493)	Colbert, Dale	Follow-up	Conference (face-to-face)	0.33 Market Research
S03477	3/15/2018	Ute Ltd (S03477)	Colbert, Dale	Follow-up	Conference (face-to-face)	0.33 Market Research
S00012	3/16/2018	Sea Technology (S00012)	Peters, Kylene	Follow-up	Phone	0.25 Basics of Selling to Government
S00014	3/16/2018	The Lighthouse for the Blind Inc	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Basics of Selling to Government
K02858	3/16/2018	ABLE Counseling Services, LL	Travis, Kristin	Follow-up	Phone	2.33 Registrations (OBD and others)
K02490	3/16/2018	Mo Trucking LLC (K02490)	Travis, Kristin	Follow-up	Center Site (face-to-face)	3.50 Proposal Reviews/Bidding Questions
S03870	3/19/2018	Sapphire Technical Staffing, LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
S03870	3/19/2018	Sapphire Technical Staffing, LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
S03987	3/19/2018	Ross Strategic (S03987)	Sundell, Darrell	Follow-up	Phone	0.33 Registrations (OBD and others)
L2027	3/19/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Phone	0.50 Basics of Selling to Government
S306	3/19/2018	Jimale Technical Services, LLC	Sundell, Darrell	Follow-up	Phone	0.67 Basics of Selling to Government
S00008	3/19/2018	Northwest Quality Cleaners LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00 Market Research
S00011	3/19/2018	Affirma Consulting (No Overhe	Peters, Kylene	Follow-up	Other	1.00 Proposal Reviews/Bidding Questions
S00011	3/20/2018	Affirma Consulting (No Overhe	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
K02668	3/20/2018	KMMADAI Consulting LLC (K02	Colbert, Dale	Follow-up	Phone	0.75 Basics of Selling to Government

K02668	3/20/2018	KMMADAI Consulting LLC (K02	Colbert, Dale	Follow-up	Online (E-mail or Web)	1.00 Basics of Selling to Government
K00057	3/20/2018	Rose Super Clean Services (K0	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.67 Registrations (OBD and others)
K02784	3/21/2018	Elite Performance and Learning	Sundell, Darrell	Follow-up	Online (E-mail or Web)	0.17 Basics of Selling to Government
S03870	3/21/2018	Sapphire Technical Staffing, LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
K02668	3/21/2018	KMMADAI Consulting LLC (K02	Colbert, Dale	Follow-up	Phone	0.50 Basics of Selling to Government
S03610	3/21/2018	KBKM (S03610)	Colbert, Dale	Follow-up	Online (E-mail or Web)	0.75 Basics of Selling to Government
S00014	3/21/2018	The Lighthouse for the Blind Inc	Peters, Kylene	Follow-up	Other	1.00 Basics of Selling to Government
S03870	3/22/2018	Sapphire Technical Staffing, LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
K02671	3/22/2018	The Mountain-Whisper-Light, In	Sundell, Darrell	Follow-up	Online (E-mail or Web)	0.42 Basics of Selling to Government
K00536	3/23/2018	The Lighthouse for the Blind, In	Rodin, Ryan	Follow-up	Phone	0.75 Basics of Selling to Government
S03676	3/23/2018	Industry Erectors Inc. (S03676)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
S00016	3/23/2018	AGC Association of General Cc	Peters, Kylene	Initial/New	Phone	1.00 Market Research
S00011	3/23/2018	Affirma Consulting (No Overhez	Peters, Kylene	Follow-up	Phone	1.25 Proposal Reviews/Bidding Questions
K02852	3/23/2018	Meaningful (K02852)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.67 Registrations (OBD and others)
S00002	3/23/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.75 Proposal Reviews/Bidding Questions
S03610	3/26/2018	KBKM (S03610)	Colbert, Dale	Follow-up	Phone	0.17 Basics of Selling to Government
K02121	3/26/2018	Confluence Environmental Corr	Sundell, Darrell	Follow-up	Phone	0.42 Certifications/WMBE Registration
S03613	3/26/2018	Blue J Design, LLC (S03613)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Market Research
S00016	3/26/2018	AGC Association of General Cc	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Market Research
S00002	3/26/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
S00002	3/26/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Phone	0.75 Proposal Reviews/Bidding Questions
S00018	3/27/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00002	3/27/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
S00018	3/27/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
S00015	3/27/2018	KCD trucking (S00015)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
S00015	3/27/2018	KCD trucking (S00015)	Peters, Kylene	Initial/New	Phone	0.75 Registrations (OBD and others)
K02668	3/28/2018	KMMADAI Consulting LLC (K02	Colbert, Dale	Follow-up	Phone	0.25 Basics of Selling to Government
S00001	3/28/2018	Seattle SignShop (S00001)	Sundell, Darrell	Follow-up	Phone	0.33 Registrations (OBD and others)
S00010	3/28/2018	Alpha Sales Technologies (S00	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
K02474	3/28/2018	T & T Traffic Control LLC (K024	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.00 Proposal Reviews/Bidding Questions
K02803	3/29/2018	Purba Studio (K02803)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
L1065	3/29/2018	The Greenbusch Group, Inc. (L	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50 Market Research
P0156	3/29/2018	Whistles For Life, LLC (P0156)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
@0821518	3/29/2018	GM Nameplate, Inc (@0821518	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
L2027	3/29/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00002	3/29/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
S00017	3/30/2018	Kreativo (S00017)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
S00018	3/30/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
K02141	3/30/2018	Interchange Media Art Producti	Sundell, Darrell	Follow-up	Phone	0.33 Market Research
P0156	3/30/2018	Whistles For Life, LLC (P0156)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
@0821518	3/30/2018	GM Nameplate, Inc (@0821518	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
K02474	3/30/2018	T & T Traffic Control LLC (K024	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.67 Registrations (OBD and others)
S03676	3/31/2018	Industry Erectors Inc. (S03676)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
S00019	4/2/2018	Cascade Design Collaborative (S	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00001	4/2/2018	Seattle SignShop (S00001)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00001	4/2/2018	Seattle SignShop (S00001)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00019	4/2/2018	Cascade Design Collaborative (S	Peters, Kylene	Follow-up	Phone	0.50 Certifications/WMBE Registration
K02803	4/3/2018	Purba Studio (K02803)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
K02141	4/3/2018	Interchange Media Art Producti	Sundell, Darrell	Follow-up	Phone	0.25 Basics of Selling to Government
S00005	4/3/2018	WindGypsy Consulting (S00005)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
K02803	4/3/2018	Purba Studio (K02803)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Certifications/WMBE Registration
S00020	4/3/2018	Token Gay Guy (S00020)	Peters, Kylene	Initial/New	Phone	0.50 Basics of Selling to Government
S00019	4/3/2018	Cascade Design Collaborative (S	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00 Certifications/WMBE Registration
K02865	4/3/2018	Backflows Northwest Inc. (K028	Sundell, Darrell	Initial/New	Center Site (face-to-face)	1.25 Registrations (OBD and others)
K02803	4/3/2018	Purba Studio (K02803)	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.50 Registrations (OBD and others)
K02633	4/4/2018	GW Frost & Associates (K0263	Peters, Kylene	Follow-up	Conference (face-to-face)	0.25 Market Research
S00011	4/4/2018	Affirma Consulting (No Overhez	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
K02633	4/4/2018	GW Frost & Associates (K0263	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00020	4/4/2018	Token Gay Guy (S00020)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
K02829	4/4/2018	PIM Savvy, Inc. (K02829)	Taylor, Cate	Follow-up	Online (E-mail or Web)	0.58 Registrations (OBD and others)
S03610	4/4/2018	KBKM (S03610)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Registrations (OBD and others)
S03613	4/4/2018	Blue J Design, LLC (S03613)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Registrations (OBD and others)
K02633	4/4/2018	GW Frost & Associates (K0263	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.25 Basics of Selling to Government
L1126	4/5/2018	Veterans NW Construction LLC	Sundell, Darrell	Follow-up	Phone	0.25 Registrations (OBD and others)
K02567	4/5/2018	Ryka Communications, LLC (dt	Sundell, Darrell	Follow-up	Phone	0.33 Basics of Selling to Government
S00022	4/5/2018	ThriveWise LLC (S00022)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
S00021	4/5/2018	Tangible Results Training Grou	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
K02633	4/5/2018	GW Frost & Associates (K0263	Peters, Kylene	Follow-up	Phone	0.50 Market Research
K02854	4/6/2018	Anjali DSouza MD PLLC DBA F	Sundell, Darrell	Follow-up	Phone	0.25 Basics of Selling to Government
S00001	4/6/2018	Seattle SignShop (S00001)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
K02474	4/6/2018	T & T Traffic Control LLC (K024	Sundell, Darrell	Follow-up	Phone	0.25 Basics of Selling to Government
K01386	4/6/2018	Sparks Management, Inc. (K01:	Taylor, Cate	Follow-up	Phone	0.50 Certifications/WMBE Registration
S00001	4/6/2018	Seattle SignShop (S00001)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
S00017	4/6/2018	Kreativo (S00017)	Peters, Kylene	Follow-up	Phone	1.25 Basics of Selling to Government
P0490	4/6/2018	Marakey (P0490)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.92 Registrations (OBD and others)
K02829	4/9/2018	PIM Savvy, Inc. (K02829)	Taylor, Cate	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
S03610	4/9/2018	KBKM (S03610)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S03613	4/9/2018	Blue J Design, LLC (S03613)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00022	4/9/2018	ThriveWise LLC (S00022)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Market Research
K02493	4/9/2018	THE PART WORKS (K02493)	Colbert, Dale	Follow-up	Phone	0.75 Basics of Selling to Government

K02852	4/9/2018	Meaningful (K02852)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.17 Registrations (OBD and others)
K02474	4/9/2018	T & T Traffic Control LLC (K02474)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.25 Proposal Reviews/Bidding Questions
S00005	4/10/2018	WindGypsy Consulting (S00005)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
S00018	4/10/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
S00018	4/10/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
S00021	4/10/2018	Tangible Results Training Group	Peters, Kylene	Follow-up	Phone	0.75 Market Research
S03613	4/10/2018	Blue J Design, LLC (S03613)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.25 Market Research
S00021	4/10/2018	Tangible Results Training Group	Peters, Kylene	Follow-up	Phone	2.25 Certifications/WMBE Registration
L2062	4/11/2018	Shift Labs Inc. (L2062)	Sundell, Darrell	Follow-up	Phone	0.17 Basics of Selling to Government
K02854	4/11/2018	Anjali DSouza MD PLLC DBA F	Sundell, Darrell	Follow-up	Phone	0.17 Market Research
K02803	4/11/2018	Purba Studio (K02803)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00018	4/11/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
S00002	4/11/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Phone	0.50 Proposal Reviews/Bidding Questions
K02640	4/11/2018	Milestone Worldwide, LLC (K02640)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Basics of Selling to Government
K02803	4/11/2018	Purba Studio (K02803)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Market Research
S00018	4/11/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
K02867	4/11/2018	Allumia (K02867)	Travis, Kristin	Initial/New	Center Site (face-to-face)	3.00 Registrations (OBD and others)
K02640	4/12/2018	Milestone Worldwide, LLC (K02640)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
K02362	4/12/2018	Hermanson (K02362)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
K02493	4/12/2018	THE PART WORKS (K02493)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
K02640	4/12/2018	Milestone Worldwide, LLC (K02640)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00018	4/12/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
S00018	4/12/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Proposal Reviews/Bidding Questions
K02640	4/12/2018	Milestone Worldwide, LLC (K02640)	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.25 Contract Compliance
K02640	4/12/2018	Milestone Worldwide, LLC (K02640)	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.25 Market Research
S00002	4/13/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
K01673	4/13/2018	Bubbers Janitorial & Graffiti Re	Sundell, Darrell	Follow-up	Phone	0.25 Basics of Selling to Government
S00024	4/13/2018	Ramp Technology Group LLC.	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00023	4/13/2018	People Tech Group Inc. (S00023)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
K01223	4/13/2018	Predicus LLC (K01223)	Peters, Kylene	Follow-up	Phone	0.50 Registrations (OBD and others)
K02878	4/16/2018	Baluster Discovery, LLC (K02878)	Travis, Kristin	Initial/New	Phone	0.75 Registrations (OBD and others)
L2452	4/17/2018	Dana Smiley (L2452)	Hoy, Kate	Follow-up	Online (E-mail or Web)	0.67 Proposal Reviews/Bidding Questions
K02880	4/17/2018	Ultra Safe Nuclear Corporation	Sundell, Darrell	Initial/New	Phone	1.42 Proposal Reviews/Bidding Questions
K02879	4/18/2018	Beyond Home, LLC (K02879)	Travis, Kristin	Initial/New	Phone	0.50 Basics of Selling to Government
S00006	4/18/2018	WHPacific Inc (S00006)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
S00017	4/18/2018	Kreativo (S00017)	Peters, Kylene	Follow-up	Phone	0.50 Certifications/WMBE Registration
K02803	4/18/2018	Purba Studio (K02803)	Peters, Kylene	Follow-up	Phone	0.50 Market Research
S00002	4/18/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Basics of Selling to Government
S00006	4/18/2018	WHPacific Inc (S00006)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Registrations (OBD and others)
S00025	4/18/2018	AeroTEC (Aerospace Testing E	Peters, Kylene	Follow-up	Phone	1.00 Registrations (OBD and others)
S00006	4/18/2018	WHPacific Inc (S00006)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.25 Registrations (OBD and others)
K02878	4/18/2018	Baluster Discovery, LLC (K02878)	Travis, Kristin	Follow-up	Center Site (face-to-face)	3.00 Registrations (OBD and others)
S00002	4/19/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
S00018	4/19/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
S00005	4/19/2018	WindGypsy Consulting (S00005)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Certifications/WMBE Registration
K02829	4/19/2018	PIM Savvy, Inc. (K02829)	Taylor, Cate	Follow-up	Center Site (face-to-face)	1.58 Market Research
K01909	4/20/2018	Hi Grade Asphalt & Seal Coat I	Peters, Kylene	Follow-up	Conference (face-to-face)	0.25 Contract Compliance
K01327	4/20/2018	Fryer-Knowles Inc (K01327)	Peters, Kylene	Initial/New	Phone	0.25 Market Research
S2491	4/20/2018	Eldred & Associates (S2491)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
S00002	4/20/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Phone	0.50 Market Research
K02567	4/23/2018	Ryka Communications, LLC (dt	Sundell, Darrell	Follow-up	Phone	0.83 Basics of Selling to Government
K02883	4/24/2018	Adaptive Biotechnologies (K02883)	Sundell, Darrell	Initial/New	Phone	0.67 Registrations (OBD and others)
L2452	4/24/2018	Dana Smiley (L2452)	Hoy, Kate	Initial/New	Online (E-mail or Web)	1.00 Basics of Selling to Government
K02567	4/25/2018	Ryka Communications, LLC (dt	Sundell, Darrell	Follow-up	Phone	0.42 Basics of Selling to Government
K02883	4/25/2018	Adaptive Biotechnologies (K02883)	Sundell, Darrell	Follow-up	Phone	0.50 Basics of Selling to Government
@012964	4/25/2018	Centennial Contractors Enterpri	Peters, Kylene	Initial/New	Other	0.75 Market Research
S03987	4/25/2018	Ross Strategic (S03987)	Taylor, Cate	Follow-up	Online (E-mail or Web)	0.83 Proposal Reviews/Bidding Questions
L1667	4/25/2018	Forma Construction (L1667)	Peters, Kylene	Initial/New	Center Site (face-to-face)	1.00 Market Research
S00002	4/25/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.25 Contract Compliance
K02878	4/25/2018	Baluster Discovery, LLC (K02878)	Travis, Kristin	Follow-up	Center Site (face-to-face)	2.50 Registrations (OBD and others)
S532	4/26/2018	TripleNet Technologies, Inc. (S	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50 Registrations (OBD and others)
K02882	4/26/2018	National Talent Finder Inc (K02882)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.00 Registrations (OBD and others)
K02805	4/26/2018	J & M Transport NW LLC (K02805)	Sundell, Darrell	Follow-up	Phone	2.50 Registrations (OBD and others)
S00001	4/27/2018	Seattle SignShop (S00001)	Sundell, Darrell	Follow-up	Phone	0.25 Basics of Selling to Government
L1922	4/27/2018	Meridian Environmental, Inc. (L	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
S00004	4/30/2018	D.L.R. Global Support (DLR) (S	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
K02474	5/1/2018	T & T Traffic Control LLC (K02474)	Sundell, Darrell	Follow-up	Phone	0.17 Basics of Selling to Government
@006299	5/1/2018	Skanska (@006299)	Cocus, Kathy	Initial/New	Phone	0.50 Contract Compliance
K02395	5/1/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Phone	0.58 Basics of Selling to Government
S03610	5/1/2018	BKBM (S03610)	Taylor, Cate	Follow-up	Online (E-mail or Web)	0.67 Basics of Selling to Government
S03613	5/1/2018	Blue J Design, LLC (S03613)	Taylor, Cate	Follow-up	Online (E-mail or Web)	0.67 Basics of Selling to Government
S03987	5/1/2018	Ross Strategic (S03987)	Sundell, Darrell	Follow-up	Phone	0.83 Registrations (OBD and others)
K02226	5/1/2018	Heart Solutions, LLC (K02226)	Sundell, Darrell	Follow-up	Phone	0.92 Basics of Selling to Government
K02226	5/2/2018	Heart Solutions, LLC (K02226)	Sundell, Darrell	Follow-up	Phone	0.17 Registrations (OBD and others)
S785	5/2/2018	ProjectCorps (S785)	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.50 Market Research
K02372	5/3/2018	Serendipity Waterworks Inc (KC	Sundell, Darrell	Follow-up	Online (E-mail or Web)	0.42 Market Research
K02713	5/3/2018	iConcept Signs LLC (K02713)	Peters, Kylene	Follow-up	Phone	1.25 Registrations (OBD and others)
S00023	5/4/2018	People Tech Group Inc. (S00023)	Peters, Kylene	Follow-up	Conference (face-to-face)	0.25 Market Research
K02493	5/4/2018	THE PART WORKS (K02493)	Peters, Kylene	Follow-up	Conference (face-to-face)	0.25 Market Research
S03947	5/4/2018	KBA, Inc (S03947)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions

S00027	5/4/2018	Thriving Launch (S00027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00027	5/4/2018	Thriving Launch (S00027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
K02713	5/4/2018	iConcept Signs LLC (K02713)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
K02395	5/4/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Phone	0.42 Basics of Selling to Government
L1126	5/4/2018	Veterans NW Construction LLC	Sundell, Darrell	Follow-up	Phone	0.50 Certifications/WMBE Registration
S00027	5/4/2018	Thriving Launch (S00027)	Peters, Kylene	Initial/New	Phone	0.50 Basics of Selling to Government
K02840	5/4/2018	Monitor Mask, Inc (K02840)	Sundell, Darrell	Follow-up	Phone	0.58 Basics of Selling to Government
K02372	5/4/2018	Serendipity Waterworks Inc (KC Sundell, Darrell		Follow-up	Phone	2.25 Registrations (OBD and others)
K02713	5/8/2018	iConcept Signs LLC (K02713)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
K00057	5/8/2018	Rose Super Clean Services (KC Sundell, Darrell		Follow-up	Phone	0.33 Basics of Selling to Government
V00305	5/8/2018	MetroChem, Inc dba: EnviroMe	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
L1159	5/8/2018	Spill Control, Inc. (L1159)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
L2445	5/8/2018	ProFast Supply Inc. (L2445)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
K02713	5/8/2018	iConcept Signs LLC (K02713)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
K02372	5/8/2018	Serendipity Waterworks Inc (KC Sundell, Darrell		Follow-up	Center Site (face-to-face)	1.25 Contract Compliance
K02713	5/8/2018	iConcept Signs LLC (K02713)	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.50 Registrations (OBD and others)
K02567	5/9/2018	Ryka Communications, LLC (dt Sundell, Darrell		Follow-up	Phone	0.17 Basics of Selling to Government
K02244	5/9/2018	T. S. Marshall & Associates, Inc	Travis, Kristin	Follow-up	Phone	0.50 Basics of Selling to Government
K02668	5/9/2018	KMMADAI Consulting LLC (K02668)	Colbert, Dale	Follow-up	Phone	0.75 Basics of Selling to Government
K02372	5/9/2018	Serendipity Waterworks Inc (KC Sundell, Darrell		Follow-up	Phone	1.25 Basics of Selling to Government
S03954	5/10/2018	Bright Spring Strategy Consultin	Taylor, Cate	Follow-up	Online (E-mail or Web)	1.83 Proposal Reviews/Bidding Questions
K02372	5/10/2018	Serendipity Waterworks Inc (KC Sundell, Darrell		Follow-up	Phone	2.00 Basics of Selling to Government
S785	5/10/2018	ProjectCorps (S785)	Peters, Kylene	Follow-up	Online (E-mail or Web)	2.25 Registrations (OBD and others)
K02567	5/11/2018	Ryka Communications, LLC (dt Sundell, Darrell		Follow-up	Online (E-mail or Web)	0.42 Basics of Selling to Government
K02545	5/11/2018	Local Direct (K02545)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.33 Certifications/WMBE Registration
K02372	5/11/2018	Serendipity Waterworks Inc (KC Sundell, Darrell		Follow-up	Phone	2.50 Proposal Reviews/Bidding Questions
S00018	5/14/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
K02508	5/14/2018	Jet Computer Support (K02508)	Colbert, Dale	Follow-up	Online (E-mail or Web)	1.25 Market Research
K01909	5/14/2018	Hi Grade Asphalt & Seal Coat I	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.67 Registrations (OBD and others)
L1612	5/15/2018	Sybis, LLC (L1612)	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50 Market Research
S932	5/15/2018	Pacific Office Solutions (S932)	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50 Market Research
K00443	5/15/2018	Keeney's Office Supply, Inc. (K	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50 Market Research
L2027	5/15/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50 Market Research
P0511	5/15/2018	Blue Shift Media / Evergreen St	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50 Registrations (OBD and others)
K02468	5/15/2018	Work Well NW (K02468)	Peters, Kylene	Initial/New	Conference (face-to-face)	0.50 Registrations (OBD and others)
G00316	5/15/2018	J. Keiser & Associates LLC dba	Peters, Kylene	Follow-up	Phone	0.50 Registrations (OBD and others)
G00429	5/15/2018	RHD Enterprises, Inc. (G00429)	Peters, Kylene	Follow-up	Phone	0.50 Registrations (OBD and others)
S03917	5/15/2018	Native Ways LLC dba Apache	Peters, Kylene	Follow-up	Conference (face-to-face)	0.75 Market Research
S785	5/15/2018	ProjectCorps (S785)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Market Research
K02774	5/15/2018	Safety Matters Training Institute	Peters, Kylene	Follow-up	Phone	0.75 Registrations (OBD and others)
K02508	5/15/2018	Jet Computer Support (K02508)	Colbert, Dale	Follow-up	Phone	3.08 Market Research
K02395	5/16/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Phone	4.02 Market Research
L1065	5/16/2018	The Greenbusch Group, Inc. (L	Sundell, Darrell	Follow-up	Phone	0.67 Market Research
L1126	5/16/2018	Veterans NW Construction LLC	Sundell, Darrell	Follow-up	Phone	0.75 Basics of Selling to Government
K02867	5/16/2018	Allumia (K02867)	Travis, Kristin	Follow-up	Center Site (face-to-face)	1.83 Registrations (OBD and others)
S04059	5/16/2018	fitHR (S04059)	Taylor, Cate	Follow-up	Phone	2.33 Proposal Reviews/Bidding Questions
K02508	5/17/2018	Jet Computer Support (K02508)	Colbert, Dale	Follow-up	Phone	0.75 Proposal Reviews/Bidding Questions
K02713	5/18/2018	iConcept Signs LLC (K02713)	Peters, Kylene	Follow-up	Phone	0.25 Market Research
S03997	5/18/2018	CDW-G CDWG (S03997)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
K02899	5/21/2018	ddbuidigital (K02899)	Travis, Kristin	Initial/New	Phone	0.25 Basics of Selling to Government
S00018	5/21/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
K02901	5/21/2018	Dental & Denture Clinic Inc. (KC	Travis, Kristin	Initial/New	Phone	0.83 Certifications/WMBE Registration
K02508	5/21/2018	Jet Computer Support (K02508)	Colbert, Dale	Follow-up	Phone	2.25 Proposal Reviews/Bidding Questions
S00002	5/21/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Phone	2.75 Contract Compliance
L1126	5/22/2018	Veterans NW Construction LLC	Sundell, Darrell	Follow-up	Phone	0.17 Certifications/WMBE Registration
S00029	5/22/2018	John M Willey Construction Inc.	Peters, Kylene	Initial/New	Online (E-mail or Web)	0.50 Registrations (OBD and others)
S00030	5/22/2018	SETUCY L.L.C. (S00030)	Peters, Kylene	Initial/New	Phone	0.50 Registrations (OBD and others)
S00029	5/22/2018	John M Willey Construction Inc.	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Contract Compliance
K02852	5/22/2018	Meaningful (K02852)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.17 Registrations (OBD and others)
K02701	5/23/2018	Sampson Painting (K02701)	Sundell, Darrell	Follow-up	Phone	0.42 Contract Compliance
K02901	5/23/2018	Dental & Denture Clinic Inc. (KC	Travis, Kristin	Follow-up	Phone	0.50 Market Research
S04059	5/24/2018	fitHR (S04059)	Taylor, Cate	Follow-up	Online (E-mail or Web)	0.83 Proposal Reviews/Bidding Questions
K02904	5/25/2018	CG Valuation LLC (K02904)	Travis, Kristin	Initial/New	Phone	2.17 Registrations (OBD and others)
K02909	5/25/2018	Cornerstone Accounting & Busi	Travis, Kristin	Initial/New	Center Site (face-to-face)	3.25 Registrations (OBD and others)
K02852	5/29/2018	Meaningful (K02852)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.08 Registrations (OBD and others)
K02121	5/30/2018	Confluence Environmental Cor	Travis, Kristin	Follow-up	Phone	0.25 Certifications/WMBE Registration
K02493	5/30/2018	THE PART WORKS (K02493)	Peters, Kylene	Follow-up	Phone	0.25 Contract Compliance
K02583	5/30/2018	ELTEC Systems, LLC (K02583)	Peters, Kylene	Follow-up	Phone	0.50 Registrations (OBD and others)
S04059	5/30/2018	fitHR (S04059)	Taylor, Cate	Follow-up	Phone	1.33 Proposal Reviews/Bidding Questions
K02901	5/30/2018	Dental & Denture Clinic Inc. (KC	Travis, Kristin	Follow-up	Phone	2.00 Registrations (OBD and others)
S00030	6/1/2018	SETUCY L.L.C. (S00030)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
S00002	6/4/2018	Affirma Consulting (No Overhead	Computing LLC) (	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
S00032	6/5/2018	Happy Hauler (S00002)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S254	6/5/2018	The Cairn Company (S00032)	Peters, Kylene	Initial/New	Online (E-mail or Web)	0.25 Basics of Selling to Government
K02697	6/5/2018	Khan Machine Tools (S254)	Peters, Kylene	Follow-up	Phone	0.50 Registrations (OBD and others)
S785	6/5/2018	Jones & Associates Contract	Consulting (K02697)	Follow-up	Center Site (face-to-face)	1.42 Basics of Selling to Government
S00018	6/6/2018	ProjectCorps (S785)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00033	6/6/2018	Mak's Dump Truck Service, LLC.	(S00018)	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
L2027	6/6/2018	New World Construction Services, LLC -	NWCS LLC	Follow-up	Online (E-mail or Web)	0.58 Registrations (OBD and others)
L2027	6/6/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.67 Registrations (OBD and others)

S00035	6/6/2018	Jeanette Silva DBA Silva Resume Services (S00035)	Follow-up	Online (E-mail or Web)	0.75	Proposal Reviews/Bidding Questions
K02331	6/6/2018	CADD Tech LLC (K02331)	Follow-up	Phone	0.75	Registrations (OBD and others)
K02331	6/6/2018	CADD Tech LLC (K02331)	Follow-up	Online (E-mail or Web)	1.00	Market Research
S00034	6/6/2018	Washie Toilet Seat Company (S00034)	Initial/New	Online (E-mail or Web)	1.50	Registrations (OBD and others)
K02508	6/6/2018	Jet Computer Support (K02508)	Follow-up	Conference (face-to-face)	2.25	Proposal Reviews/Bidding Questions
K00033	6/7/2018	Contractor Development & Competitiveness Center	Follow-up	Online (E-mail or Web)	0.25	Market Research
S00035	6/7/2018	Jeanette Silva DBA Silva Resume Services (S00035)	Follow-up	Online (E-mail or Web)	0.25	Market Research
S00018	6/7/2018	Mak's Dump Truck Service, LLC. (S00018)	Follow-up	Phone	0.33	Contract Compliance
S254	6/7/2018	Khan Machine Tools (S254)	Follow-up	Online (E-mail or Web)	0.33	Registrations (OBD and others)
S00035	6/7/2018	Jeanette Silva DBA Silva Resume Services (S00035)	Follow-up	Online (E-mail or Web)	0.42	Proposal Reviews/Bidding Questions
S00018	6/7/2018	Mak's Dump Truck Service, LLC. (S00018)	Follow-up	Online (E-mail or Web)	0.50	Contract Compliance
K00033	6/7/2018	Contractor Development & Competitiveness Center	Follow-up	Online (E-mail or Web)	0.75	Market Research
S00018	6/7/2018	Mak's Dump Truck Service, LLC. (S00018)	Follow-up	Online (E-mail or Web)	0.75	Registrations (OBD and others)
S00018	6/7/2018	Mak's Dump Truck Service, LLC. (S00018)	Follow-up	Online (E-mail or Web)	1.00	Registrations (OBD and others)
S00034	6/7/2018	Washie Toilet Seat Company (S00034)	Follow-up	Online (E-mail or Web)	1.00	Registrations (OBD and others)
S00036	6/7/2018	Cascade Financial Networks SPC (S00036)	Initial/New	Phone	1.17	Basics of Selling to Government
S00036	6/8/2018	Cascade Financial Networks SPC (S00036)	Follow-up	Online (E-mail or Web)	0.25	Registrations (OBD and others)
K02911	6/8/2018	gr home/ Graciela Rutkowski, Interiors (K02911)	Initial/New	Phone	0.25	Basics of Selling to Government
S00018	6/8/2018	Mak's Dump Truck Service, LLC. (S00018)	Follow-up	Online (E-mail or Web)	0.33	Registrations (OBD and others)
S00034	6/8/2018	Washie Toilet Seat Company (S00034)	Follow-up	Online (E-mail or Web)	0.33	Registrations (OBD and others)
S785	6/8/2018	ProjectCorps (S785)	Follow-up	Online (E-mail or Web)	0.50	Registrations (OBD and others)
K00033	6/8/2018	Contractor Development & Competitiveness Center	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
S00036	6/8/2018	Cascade Financial Networks SPC (S00036)	Follow-up	Online (E-mail or Web)	0.67	Market Research
S254	6/8/2018	Khan Machine Tools (S254)	Follow-up	Online (E-mail or Web)	0.67	Market Research
K02909	6/8/2018	Comerstone Accounting & Business Solu (K02909)	Follow-up	Center Site (face-to-face)	2.67	Registrations (OBD and others)
K02913	6/8/2018	Drew Collaborative Works, LLC dba DCW Cost Mar	Initial/New	Phone	2.75	Registrations (OBD and others)
K02697	6/13/2018	Jones & Associates Contract Consulting (K02697)	Follow-up	Online (E-mail or Web)	0.25	Registrations (OBD and others)
L2027	6/13/2018	Zena Consulting (L2027)	Follow-up	Online (E-mail or Web)	0.75	Registrations (OBD and others)
K02395	6/13/2018	Hydro2geotech (K02395)	Follow-up	Phone	1.00	Market Research
S00029	6/13/2018	John M Willey Construction Inc. (S00029)	Follow-up	Online (E-mail or Web)	1.25	Market Research
K02915	6/13/2018	Design Frank LLC (K02915)	Initial/New	Phone	1.33	Basics of Selling to Government
K02914	6/13/2018	Mike McDowell (K02914)	Initial/New	Center Site (face-to-face)	1.58	Basics of Selling to Government
K02567	6/14/2018	Ryka Communications, LLC (dba Ryka UAS) and (d	Follow-up	Phone	0.33	Certifications/WMBE Registration
K02856	6/14/2018	American Abatement and Demo, LLC (K02856)	Follow-up	Phone	0.33	Proposal Reviews/Bidding Questions
L1126	6/14/2018	Veterans NW Construction LLC (L1126)	Follow-up	Phone	0.42	Registrations (OBD and others)
K02583	6/14/2018	ELTEC Systems, LLC (K02583)	Follow-up	Online (E-mail or Web)	0.67	Certifications/WMBE Registration
K02474	6/15/2018	T & T Traffic Control LLC (K02474)	Follow-up	Phone	2.33	Basics of Selling to Government
Y1636	6/18/2018	100 C, LLC (Y1636)	Initial/New	Phone	0.75	Registrations (OBD and others)
S00039	6/19/2018	Biwell Construction Inc. (S00039)	Follow-up	Online (E-mail or Web)	0.42	Market Research
L2027	6/19/2018	Zena Consulting (L2027)	Follow-up	Online (E-mail or Web)	0.42	Proposal Reviews/Bidding Questions
L2027	6/19/2018	Zena Consulting (L2027)	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
S00041	6/19/2018	Peterson enterprises (S00041)	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
S00040	6/19/2018	KC Equipment LLC (S00040)	Initial/New	Online (E-mail or Web)	0.50	Market Research
K02701	6/19/2018	Sampson Painting (K02701)	Follow-up	Phone	0.50	Registrations (OBD and others)
K02088	6/19/2018	Right at Home (K02088)	Follow-up	Phone	0.50	Registrations (OBD and others)
P0528	6/19/2018	The Clean Queen LLC (P0528)	Initial/New	Phone	0.58	Certifications/WMBE Registration
K01936	6/19/2018	Birch Equipment Rental and Sales Inc (K01936)	Follow-up	Online (E-mail or Web)	0.67	Proposal Reviews/Bidding Questions
S00039	6/19/2018	Biwell Construction Inc. (S00039)	Follow-up	Online (E-mail or Web)	1.00	Market Research
K02474	6/19/2018	T & T Traffic Control LLC (K02474)	Follow-up	Phone	1.00	Market Research
K02905	6/19/2018	Helping Families Cope (K02905)	Follow-up	Center Site (face-to-face)	1.17	Registrations (OBD and others)
L2027	6/19/2018	Zena Consulting (L2027)	Follow-up	Online (E-mail or Web)	1.25	Proposal Reviews/Bidding Questions
L2027	6/19/2018	Zena Consulting (L2027)	Follow-up	Online (E-mail or Web)	1.58	Proposal Reviews/Bidding Questions
K02697	6/20/2018	Jones & Associates Contract Consulting (K02697)	Initial/New	Center Site (face-to-face)	1.58	Market Research
P0528	6/20/2018	The Clean Queen LLC (P0528)	Follow-up	Phone	1.58	Registrations (OBD and others)
K02901	6/20/2018	Dental & Denture Clinic Inc. (K02901)	Follow-up	Phone	2.75	Registrations (OBD and others)
K02583	6/20/2018	ELTEC Systems, LLC (K02583)	Follow-up	Center Site (face-to-face)	4.58	Registrations (OBD and others)
K02531	6/21/2018	LK Media (K02531)	Follow-up	Phone	0.25	Registrations (OBD and others)
S00041	6/21/2018	Peterson enterprises (S00041)	Follow-up	Online (E-mail or Web)	0.33	Registrations (OBD and others)
K02583	6/21/2018	ELTEC Systems, LLC (K02583)	Follow-up	Online (E-mail or Web)	0.42	Proposal Reviews/Bidding Questions
S00002	6/21/2018	Happy Hauler (S00002)	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
L2027	6/21/2018	Zena Consulting (L2027)	Follow-up	Center Site (face-to-face)	0.58	Registrations (OBD and others)
K02697	6/21/2018	Jones & Associates Contract Consulting (K02697)	Follow-up	Online (E-mail or Web)	0.67	Market Research
K02697	6/21/2018	Jones & Associates Contract Consulting (K02697)	Follow-up	Online (E-mail or Web)	0.67	Proposal Reviews/Bidding Questions
S00002	6/21/2018	Happy Hauler (S00002)	Follow-up	Online (E-mail or Web)	0.75	Proposal Reviews/Bidding Questions
S04059	6/22/2018	fitHR (S04059)	Follow-up	Online (E-mail or Web)	0.33	Proposal Reviews/Bidding Questions
K02689	6/22/2018	MBB Architecture (Mandeville Berge & Box) (K0268	Follow-up	Online (E-mail or Web)	0.33	Market Research
K02829	6/22/2018	PIM Savvy, Inc. (K02829)	Follow-up	Center Site (face-to-face)	1.67	Registrations (OBD and others)
S00039	6/22/2018	Biwell Construction Inc. (S00039)	Follow-up	Online (E-mail or Web)	3.33	Market Research
K02121	6/25/2018	Confluence Environmental Company (K02121)	Follow-up	Online (E-mail or Web)	0.25	Registrations (OBD and others)
K02121	6/25/2018	Confluence Environmental Company (K02121)	Follow-up	Phone	0.25	Registrations (OBD and others)
S254	6/25/2018	Khan Machine Tools (S254)	Follow-up	Online (E-mail or Web)	0.50	Registrations (OBD and others)
K02583	6/25/2018	ELTEC Systems, LLC (K02583)	Follow-up	Online (E-mail or Web)	1.00	Basics of Selling to Government
P0528	6/25/2018	The Clean Queen LLC (P0528)	Follow-up	Center Site (face-to-face)	3.92	Registrations (OBD and others)
S00036	6/26/2018	Cascade Financial Networks SPC (S00036)	Follow-up	Online (E-mail or Web)	0.42	Market Research
Y1636	6/27/2018	100 C, LLC (Y1636)	Follow-up	Phone	0.42	Registrations (OBD and others)
L2473	6/27/2018	Amkraut, Elliott (L2473)	Follow-up	Online (E-mail or Web)	0.67	Registrations (OBD and others)
S00034	6/27/2018	Washie Toilet Seat Company (S00034)	Follow-up	Online (E-mail or Web)	0.67	Basics of Selling to Government
S00043	6/27/2018	Johnson+Southerland (S00043)	Follow-up	Online (E-mail or Web)	0.83	Registrations (OBD and others)
K02886	6/27/2018	ARC Architects (K02886)	Initial/New	Phone	2.75	Basics of Selling to Government
S306	6/28/2018	Jimale Technical Services, LLC / JTS -Seattle (S306)	Follow-up	Online (E-mail or Web)	0.50	Market Research

K02921	6/28/2018	4M SIGMA Corp (K02921)	Initial/New	Phone	0.50 Registrations (OBD and others)
K02829	6/28/2018	PIM Savvy, Inc. (K02829)	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
S306	6/28/2018	Jimale Technical Services, LLC / JTS -Seattle (S306)	Follow-up	Center Site (face-to-face)	1.25 Registrations (OBD and others)
S00040	6/28/2018	KC Equipment LLC (S00040)	Follow-up	Online (E-mail or Web)	2.50 Proposal Reviews/Bidding Questions
K02856	6/29/2018	American Abatement and Demo, LLC (K02856)	Follow-up	Online (E-mail or Web)	0.00 Registrations (OBD and others)
K02633	6/29/2018	GW Frost & Associates (K02633)	Follow-up	Online (E-mail or Web)	0.17 Market Research
S00040	6/29/2018	KC Equipment LLC (S00040)	Follow-up	Online (E-mail or Web)	0.33 Market Research
K02856	6/29/2018	American Abatement and Demo, LLC (K02856)	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
P0490	6/29/2018	Yehun LLC DBA Marakey (P0490)	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
S03780	6/29/2018	Great Spaces (S03780)	Follow-up	Phone	0.50 Contract Compliance
K02274	6/29/2018	MB Diversity (K02274)	Follow-up	Online (E-mail or Web)	0.50 Market Research
K02856	6/29/2018	American Abatement and Demo, LLC (K02856)	Follow-up	Online (E-mail or Web)	0.67 Registrations (OBD and others)
S03870	6/29/2018	Sapphire Technical Staffing, LLC (S03870)	Follow-up	Online (E-mail or Web)	0.67 Proposal Reviews/Bidding Questions
L2027	6/29/2018	Zena Consulting (L2027)	Follow-up	Phone	1.00 Proposal Reviews/Bidding Questions
K02915	6/29/2018	Design Frank LLC (K02915)	Follow-up	Phone	1.83 Basics of Selling to Government
K02274	6/29/2018	MB Diversity (K02274)	Follow-up	Center Site (face-to-face)	1.83 Registrations (OBD and others)
P0469	7/2/2018	Duwamish Services LLC (P0469) Travis, Kristin	Follow-up	Phone	2.25
K02121	7/3/2018	Confluence Environmental Corr Hoy, Kate	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
K02782	7/5/2018	Recruiting Bandwidth (K02782) Sundell, Darrell	Follow-up	Online (E-mail or Web)	0.33
K02395	7/5/2018	Hydro2geotech (K02395) Sundell, Darrell	Follow-up	Phone	0.58
K02583	7/5/2018	ELTEC Systems, LLC (K02583) Westerlund, Tom	Follow-up	Phone	1.42
L1065	7/6/2018	The Greenbusch Group, Inc. (L1065) Sundell, Darrell	Follow-up	Phone	0.42
K02419	7/9/2018	Fain Environmental LLC (K02419) Sundell, Darrell	Follow-up	Phone	0.33
K02782	7/9/2018	Recruiting Bandwidth (K02782) Sundell, Darrell	Follow-up	Phone	1.25
S00043	7/9/2018	Johnson+Southernland (S00043) Sundell, Darrell	Follow-up	Client Site (face-to-face)	1.83 Registrations (OBD and others)
K02531	7/9/2018	LK Media (K02531) Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.50
Y1636	7/10/2018	100 C, LLC (Y1636) Coronado, Ashley	Follow-up	Online (E-mail or Web)	0.17 Registrations (OBD and others)
P0490	7/10/2018	Yehun LLC DBA Marakey (P0490) Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.17 Basics of Selling to Government
K02531	7/12/2018	LK Media (K02531) Sundell, Darrell	Follow-up	Phone	0.33
K02713	7/13/2018	iConcept Signs LLC (K02713) Travis, Kristin	Follow-up	Phone	0.42
S00047	7/13/2018	Signarama Redmond (S00047) Travis, Kristin	Initial/New	Phone	0.75 Basics of Selling to Government
K02274	7/13/2018	MB Diversity (K02274) Peters, Kyle	Follow-up	Phone	1.00 Proposal Reviews/Bidding Questions
K02926	7/13/2018	Daptiv Solutions, LLC (K02926) Travis, Kristin	Initial/New	Phone	1.00 Registrations (OBD and others)
S341	7/17/2018	CHS Engineers, LLC (S341) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
S04125	7/17/2018	Engineering/Remediation Reso Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
S00026	7/17/2018	Jansen Inc (S00026) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
S1897	7/17/2018	LKE CORPORATION (S1897) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
T1525	7/17/2018	WHH Nisqually Federal Service Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
S685	7/17/2018	SAYBR Contractors Inc. (S685) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
C00121	7/17/2018	Anderson Environmental Contr Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
T02171	7/17/2018	Eller Corporation (T02171) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
S03854	7/17/2018	Northsound Utility and Construc Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
L2086	7/17/2018	Molinas Construction Company Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
Y1345	7/17/2018	509 Excavating LLC (Y1345) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
L960	7/17/2018	PNE Pacific Northern Environm Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
S00045	7/19/2018	Krista Olson Gardening and De Peters, Kyle	Initial/New	Online (E-mail or Web)	0.50 Basics of Selling to Government
S932	7/19/2018	Pacific Office Solutions (S932) Peters, Kyle	Follow-up	Online (E-mail or Web)	1.25 Registrations (OBD and others)
S932	7/20/2018	Pacific Office Solutions (S932) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
S2955	7/20/2018	CREA Affiliates (S2955) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
K02926	7/20/2018	Daptiv Solutions, LLC (K02926) Travis, Kristin	Follow-up	Center Site (face-to-face)	1.67
L2027	7/24/2018	Zena Consulting (L2027) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
K02274	7/25/2018	MB Diversity (K02274) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.83 Proposal Reviews/Bidding Questions
S2955	7/26/2018	CREA Affiliates (S2955) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.58 Proposal Reviews/Bidding Questions
S00036	7/26/2018	Eboro SPC formerly Cascade F Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.58 Proposal Reviews/Bidding Questions
S00036	7/26/2018	Eboro SPC formerly Cascade F Peters, Kyle	Follow-up	Online (E-mail or Web)	0.67 Registrations (OBD and others)
K02697	7/26/2018	Jones & Associates Contract C Peters, Kyle	Follow-up	Online (E-mail or Web)	0.75 Registrations (OBD and others)
K02343	7/26/2018	Artech Fine Art Services Artech Peters, Kyle	Follow-up	Online (E-mail or Web)	1.25 Market Research
K02343	7/26/2018	Artech Fine Art Services Artech Peters, Kyle	Follow-up	Phone	1.58 Market Research
S2955	7/26/2018	CREA Affiliates (S2955) Peters, Kyle	Follow-up	Online (E-mail or Web)	1.92 Proposal Reviews/Bidding Questions
L2027	7/27/2018	Zena Consulting (L2027) Peters, Kyle	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
S00036	7/27/2018	Eboro SPC formerly Cascade F Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
S00036	7/27/2018	Eboro SPC formerly Cascade F Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
S00036	7/27/2018	Eboro SPC formerly Cascade F Peters, Kyle	Follow-up	Online (E-mail or Web)	0.17 Proposal Reviews/Bidding Questions
K02343	7/27/2018	Artech Fine Art Services Artech Peters, Kyle	Follow-up	Online (E-mail or Web)	0.33 Proposal Reviews/Bidding Questions
S00036	7/27/2018	Eboro SPC formerly Cascade F Peters, Kyle	Follow-up	Online (E-mail or Web)	0.42 Market Research
S00036	7/27/2018	Eboro SPC formerly Cascade F Peters, Kyle	Follow-up	Online (E-mail or Web)	0.42 Proposal Reviews/Bidding Questions
K02697	7/27/2018	Jones & Associates Contract C Peters, Kyle	Follow-up	Online (E-mail or Web)	0.42 Proposal Reviews/Bidding Questions
S00036	7/27/2018	Eboro SPC formerly Cascade F Peters, Kyle	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
K02915	7/30/2018	Design Frank LLC (K02915) Travis, Kristin	Follow-up	Phone	1.33 Proposal Reviews/Bidding Questions
K02697	7/31/2018	Jones & Associates Contract C Peters, Kyle	Follow-up	Phone	2.83
S00054	7/31/2018	GIST - Global Intelligent Syster Peters, Kyle	Follow-up	Online (E-mail or Web)	0.67 Market Research
K02686	7/31/2018	Professional's Choice Training, Sundell, Darrell	Follow-up	Center Site (face-to-face)	0.67 Registrations (OBD and others)
K02226	8/1/2018	Heart Solutions, LLC (K02226) Sundell, Darrell	Follow-up	Phone	1.50 Registrations (OBD and others)
S2488	8/1/2018	Dianes Tank Removal Services Peters, Kyle	Follow-up	Online (E-mail or Web)	0.25
S2488	8/1/2018	Dianes Tank Removal Services Peters, Kyle	Follow-up	Phone	0.33 Proposal Reviews/Bidding Questions
K02917	8/1/2018	ECS Enterprises Inc. dba Enter Travis, Kristin	Follow-up	Phone	0.50 Proposal Reviews/Bidding Questions
K02929	8/2/2018	Deleon Services Group, Inc. db Sundell, Darrell	Initial/New	Phone	2.50 Registrations (OBD and others)
K02928	8/2/2018	The Feminina Group, Inc. (dba Sundell, Darrell	Initial/New	Phone	0.25
S00054	8/2/2018	GIST - Global Intelligent Syster Peters, Kyle	Follow-up	Center Site (face-to-face)	0.25
K02226	8/2/2018	Heart Solutions, LLC (K02226) Sundell, Darrell	Follow-up	Phone	1.58 Market Research
					1.75

S2488	8/3/2018	Dianes Tank Removal Services	Peters, Kylene	Follow-up	Phone	1.00	Market Research
K02226	8/6/2018	Heart Solutions, LLC (K02226)	Sundell, Darrell	Follow-up	Phone	0.33	
K00057	8/6/2018	Rose Super Clean Services (KC)	Sundell, Darrell	Follow-up	Phone	0.42	
K02928	8/6/2018	The Feminina Group, Inc. (dba)	Sundell, Darrell	Follow-up	Phone	1.17	
K02531	8/6/2018	LK Media (K02531)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.33	
K02927	8/8/2018	Schooley Mitchell (K02927)	Sundell, Darrell	Initial/New	Phone	1.67	
K02226	8/8/2018	Heart Solutions, LLC (K02226)	Sundell, Darrell	Follow-up	Phone	2.75	
K01936	8/9/2018	Birch Equipment Rental and Sa	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42	Market Research
S00018	8/9/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42	Proposal Reviews/Bidding Questions
L2027	8/9/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Phone	0.50	Proposal Reviews/Bidding Questions
T02308	8/9/2018	Sound Propeller Services, INC.	Kirk, Jessica	Initial/New	Phone	1.50	Registrations (OBD and others)
K02911	8/9/2018	gr home/ Graciela Rutkowski, Ir	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.67	
K02226	8/9/2018	Heart Solutions, LLC (K02226)	Sundell, Darrell	Follow-up	Phone	1.67	
S00055	8/9/2018	PURCELL P & C, LLC dba Purr	Peters, Kylene	Follow-up	Online (E-mail or Web)	2.33	Proposal Reviews/Bidding Questions
T02308	8/10/2018	Sound Propeller Services, INC.	Kirk, Jessica	Follow-up	Phone	0.92	Registrations (OBD and others)
G00897	8/10/2018	Redside Construction LLC (G00	Peters, Kylene	Follow-up	Online (E-mail or Web)	2.25	Proposal Reviews/Bidding Questions
L2479	8/10/2018	Intelligent Partnerships (L2479)	Peters, Kylene	Follow-up	Client Site (face-to-face)	3.00	Market Research
K00057	8/13/2018	Rose Super Clean Services (KC)	Sundell, Darrell	Follow-up	Phone	0.67	
K02929	8/13/2018	Deleon Services Group, Inc. db	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.42	
K02900	8/13/2018	Accord Contractors (K02900)	Travis, Kristin	Follow-up	Phone	2.33	Registrations (OBD and others)
S586	8/14/2018	Pacific Painting Services, LLC	Peters, Kylene	Follow-up	Phone	0.17	Proposal Reviews/Bidding Questions
K02928	8/14/2018	The Feminina Group, Inc. (dba)	Sundell, Darrell	Follow-up	Online (E-mail or Web)	0.33	
S00036	8/14/2018	Eboror SPC formerly Cascade F	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.67	Market Research
K02697	8/15/2018	Jones & Associates Contract C	Peters, Kylene	Follow-up	Phone	0.50	Registrations (OBD and others)
T02308	8/15/2018	Sound Propeller Services, INC.	Kirk, Jessica	Follow-up	Phone	2.00	Registrations (OBD and others)
G00897	8/16/2018	Redside Construction LLC (G00	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
S00048	8/17/2018	Seattle Jobs Initiative (S00048)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Registrations (OBD and others)
S00005	8/17/2018	WindGypsy Consulting (S00005)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00	Registrations (OBD and others)
S00048	8/17/2018	Seattle Jobs Initiative (S00048)	Peters, Kylene	Initial/New	Center Site (face-to-face)	1.42	Registrations (OBD and others)
S03511	8/20/2018	Birdsign Consulting (S03511)	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.42	Basics of Selling to Government
S00048	8/21/2018	Seattle Jobs Initiative (S00048)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42	Registrations (OBD and others)
G00897	8/21/2018	Redside Construction LLC (G00	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.17	Proposal Reviews/Bidding Questions
G00897	8/22/2018	Redside Construction LLC (G00	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08	Proposal Reviews/Bidding Questions
S00004	8/22/2018	D.L.R. Global Support (DLR) (S	Peters, Kylene	Follow-up	Conference (face-to-face)	0.25	Registrations (OBD and others)
S00009	8/22/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50	Market Research
K02474	8/23/2018	T & T Traffic Control LLC (K024	Sundell, Darrell	Follow-up	Phone	0.25	
G00897	8/23/2018	Redside Construction LLC (G00	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
K02744	8/23/2018	Blueshoes Media LLC dba The	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.08	Basics of Selling to Government
S00057	8/24/2018	Renninger Consulting or Two W	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33	Registrations (OBD and others)
S00031	8/24/2018	Leamon Group, Inc (S00031)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.67	Market Research
S00031	8/24/2018	Leamon Group, Inc (S00031)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75	Market Research
G00897	8/24/2018	Redside Construction LLC (G00	Peters, Kylene	Follow-up	Center Site (face-to-face)	0.83	Proposal Reviews/Bidding Questions
S00057	8/24/2018	Renninger Consulting or Two W	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.50	Market Research
K02474	8/27/2018	T & T Traffic Control LLC (K024	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.83	
K02936	8/27/2018	Cascade Advertising and Prom	Sundell, Darrell	Initial/New	Phone	2.17	
K02782	8/28/2018	Recruiting Bandwidth (K02782)	Sundell, Darrell	Follow-up	Phone	0.67	
S00054	8/29/2018	GIST - Global Intelligent Syster	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17	Proposal Reviews/Bidding Questions
T217	8/29/2018	Neppel Electrical & Controls LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33	Proposal Reviews/Bidding Questions
T217	8/29/2018	Neppel Electrical & Controls LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
Y0374	8/29/2018	Indian Eyes LLC (Y0374)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
Y1023	8/29/2018	RJS Construction, Inc. (Y1023)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
T074	8/29/2018	Knight Construction and Supply	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
T1452	8/29/2018	INDUSTRIAL SUPPORT SERV	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
T217	8/29/2018	Neppel Electrical & Controls LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
V00287	8/29/2018	Little Creek Electrical, LLC (V00	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
G00197	8/29/2018	Greysam Industrial Services (G	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
S03935	8/29/2018	Olympic Security & Communica	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
S04043	8/29/2018	Advanced Underground Utilities	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
Y1616	8/29/2018	RnR Integration Inc. (Y1616)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
S04054	8/29/2018	Mira Technology (S04054)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Basics of Selling to Government
S04020	8/29/2018	CETS LLC (S04020)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.47	Market Research
S00057	8/29/2018	Renninger Consulting or Two W	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.67	Proposal Reviews/Bidding Questions
S00011	8/30/2018	Affirma Consulting (No Overhez	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08	Registrations (OBD and others)
S00018	8/30/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17	Market Research
S00058	8/30/2018	Sea-Western Inc. (S00058)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17	Registrations (OBD and others)
K02744	8/30/2018	Blueshoes Media LLC dba The	Peters, Kylene	Follow-up	Center Site (face-to-face)	1.42	Registrations (OBD and others)
K02744	8/31/2018	Blueshoes Media LLC dba The	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33	Market Research
K02744	8/31/2018	Blueshoes Media LLC dba The	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33	Proposal Reviews/Bidding Questions
K01161	8/31/2018	Mantec Services Inc (K01161)	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.42	Proposal Reviews/Bidding Questions
K01161	8/31/2018	Mantec Services Inc (K01161)	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
K02274	8/31/2018	MB Diversity (K02274)	Peters, Kylene	Follow-up	Phone	1.00	Proposal Reviews/Bidding Questions
K02274	8/31/2018	MB Diversity (K02274)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.92	Basics of Selling to Government
K02936	9/4/2018	Cascade Advertising and Prom	Sundell, Darrell	Follow-up	Online (E-mail or Web)	0.17	
K01718	9/4/2018	Windows Management Experts	Sundell, Darrell	Follow-up	Phone	0.50	
K02671	9/4/2018	The Mountain-Whisper-Light, In	Sundell, Darrell	Follow-up	Phone	1.00	
S00087	9/5/2018	Turner Construction Company (	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33	Proposal Reviews/Bidding Questions
S00059	9/5/2018	Product Service Finders Co. (S)	Peters, Kylene	Initial/New	Conference (face-to-face)	0.50	Registrations (OBD and others)
S00011	9/6/2018	Affirma Consulting (No Overhez	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25	Registrations (OBD and others)
K02274	9/6/2018	MB Diversity (K02274)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.92	Market Research
S00046	9/6/2018	Green Project Solutions Group	Peters, Kylene	Follow-up	Online (E-mail or Web)	2.00	Registrations (OBD and others)

S00048	9/7/2018	Seattle Jobs Initiative (S00048)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
S00048	9/7/2018	Seattle Jobs Initiative (S00048)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Market Research
S00046	9/7/2018	Green Project Solutions Group	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Proposal Reviews/Bidding Questions
S00011	9/7/2018	Affirma Consulting (No Overhe)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
S00048	9/7/2018	Seattle Jobs Initiative (S00048)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42 Market Research
S00069	9/7/2018	Ions for EVs (S00069)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
S00048	9/7/2018	Seattle Jobs Initiative (S00048)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.67 Registrations (OBD and others)
S00059	9/7/2018	Product Service Finders Co. (S)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.58 Registrations (OBD and others)
S00046	9/7/2018	Green Project Solutions Group	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.75 Proposal Reviews/Bidding Questions
K02929	9/10/2018	Deleon Services Group, Inc. db	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.33
K02395	9/11/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Phone	0.83
K02419	9/12/2018	Fain Environmental LLC (K024	Sundell, Darrell	Follow-up	Phone	0.33
K01161	9/12/2018	Mantec Services Inc (K01161)	Westerlund, Tom	Follow-up	Phone	1.08
S04064	9/13/2018	Team Trust (S04064)	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.67 Basics of Selling to Government
L1854	9/13/2018	Mother Nature's Cleaning Servi	Sundell, Darrell	Follow-up	Conference (face-to-face)	2.08 Registrations (OBD and others)
K02944	9/14/2018	DEN Northwest (K02944)	Sundell, Darrell	Initial/New	Phone	0.58
K02226	9/14/2018	Heart Solutions, LLC (K02226)	Sundell, Darrell	Follow-up	Phone	0.67
K02941	9/14/2018	BSG Solutions (K02941)	Hoy, Kate	Follow-up	Center Site (face-to-face)	1.00 Market Research
S04151	9/14/2018	Corbin Group LLC (S04151)	Sundell, Darrell	Follow-up	Client Site (face-to-face)	1.50 Registrations (OBD and others)
K02941	9/14/2018	BSG Solutions (K02941)	Sundell, Darrell	Initial/New	Center Site (face-to-face)	1.75
K02408	9/17/2018	Olympic Satellite Broadcasting	Sundell, Darrell	Follow-up	Phone	0.17
K02941	9/17/2018	BSG Solutions (K02941)	Sundell, Darrell	Follow-up	Phone	0.25
K02944	9/17/2018	DEN Northwest (K02944)	Sundell, Darrell	Follow-up	Phone	1.33
S04020	9/18/2018	CETS LLC (S04020)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17 Post Award Assistance
S00087	9/18/2018	Turner Construction Company (	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Market Research
S00087	9/18/2018	Turner Construction Company (	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42 Proposal Reviews/Bidding Questions
K02697	9/18/2018	Jones & Associates Contract C	Peters, Kylene	Follow-up	Phone	0.42 Registrations (OBD and others)
S00069	9/18/2018	Ions for EVs (S00069)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
S00057	9/18/2018	Renninger Consulting or Two V	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
S00087	9/18/2018	Turner Construction Company (	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Proposal Reviews/Bidding Questions
K02616	9/18/2018	Yes We Can LLC (K02616)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.58 Basics of Selling to Government
K02616	9/19/2018	Yes We Can LLC (K02616)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00059	9/19/2018	Product Service Finders Co. (S)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
K02274	9/19/2018	MB Diversity (K02274)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.58 Proposal Reviews/Bidding Questions
S00009	9/20/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17 Market Research
S00009	9/20/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Market Research
S00009	9/20/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.83 Market Research
S00009	9/21/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
K02871	9/24/2018	Emerald City Coatings & Const	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.75 Registrations (OBD and others)
K02697	9/25/2018	Jones & Associates Contract C	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
S00076	9/26/2018	GM Nameplate, Inc (S00076)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
S04149	9/26/2018	TerraSond Limited (S04149)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
K02950	9/26/2018	Carmen Medical Supply (K0295	Sundell, Darrell	Initial/New	Phone	0.25
K02949	9/26/2018	Exsilio Consulting Inc. (K02949	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
S04059	9/27/2018	fitHR (S04059)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
S00070	9/27/2018	EBE Consulting LLC (S00070)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
S3182	9/27/2018	CALPAA (S3182)	Sundell, Darrell	Follow-up	Phone	0.25
S00069	9/27/2018	Ions for EVs (S00069)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
K02949	9/27/2018	Exsilio Consulting Inc. (K02949	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.67 Basics of Selling to Government
K02951	9/27/2018	House of Hunter (K02951)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.33 Registrations (OBD and others)
K02468	9/28/2018	Work Well NW (K02468)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17 Basics of Selling to Government
K02697	9/28/2018	Jones & Associates Contract C	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Basics of Selling to Government
K01798	9/28/2018	Extreme Ergonomics (K01798)	Scroggs, Tiffany	Follow-up	Online (E-mail or Web)	0.50 Market Research
S04149	9/28/2018	TerraSond Limited (S04149)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.67 Basics of Selling to Government
S00067	9/28/2018	CityStream Solutions (S00067)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.67 Registrations (OBD and others)
K02950	9/28/2018	Carmen Medical Supply (K0295	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.67
K02829	10/1/2018	PIM Savvy, Inc. (K02829)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
K02829	10/1/2018	PIM Savvy, Inc. (K02829)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Basics of Selling to Government
K02949	10/2/2018	Exsilio Consulting Inc. (K02949	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
P0354	10/2/2018	The Hose Pro (P0354)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S00087	10/2/2018	Turner Construction Company (	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
K02951	10/2/2018	House of Hunter (K02951)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Basics of Selling to Government
S00067	10/2/2018	CityStream Solutions (S00067)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
K02951	10/2/2018	House of Hunter (K02951)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
K02929	10/2/2018	Deleon Services Group, Inc. db	Sundell, Darrell	Follow-up	Phone	0.50
K02949	10/2/2018	Exsilio Consulting Inc. (K02949	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.58 Registrations (OBD and others)
K01798	10/2/2018	Extreme Ergonomics (K01798)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.67 Basics of Selling to Government
K02951	10/2/2018	House of Hunter (K02951)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75 Basics of Selling to Government
K02949	10/2/2018	Exsilio Consulting Inc. (K02949	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.00 Registrations (OBD and others)
K02949	10/3/2018	Exsilio Consulting Inc. (K02949	Hoy, Kate	Follow-up	Online (E-mail or Web)	0.17 Registrations (OBD and others)
S00077	10/3/2018	Modern Siding LLC (S00077)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
S04020	10/3/2018	CETS LLC (S04020)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
S04088	10/3/2018	Economic Alliance Snohomish	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
S04151	10/3/2018	Corbin Group LLC (S04151)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
S00009	10/3/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42 Basics of Selling to Government
S00067	10/3/2018	CityStream Solutions (S00067)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42 Registrations (OBD and others)
S00009	10/3/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
S00069	10/3/2018	Ions for EVs (S00069)	Peters, Kylene	Follow-up	Phone	0.83 Registrations (OBD and others)
K02483	10/5/2018	The Clean and Clear Company	Sundell, Darrell	Follow-up	Phone	0.25
S00008	10/8/2018	Northwest Quality Cleaners LL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Basics of Selling to Government

K02483	10/8/2018	The Clean and Clear Company	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.92	Registrations (OBD and others)
K02613	10/10/2018	Western Safety Products (K026	Tyson, Marnie	Initial/New	Phone	0.25	Basics of Selling to Government
K02613	10/10/2018	Western Safety Products (K026	Tyson, Marnie	Follow-up	Online (E-mail or Web)	1.25	Basics of Selling to Government
S00088	10/10/2018	Barokas Communications (S001	Tyson, Marnie	Initial/New	Center Site (face-to-face)	2.00	Registrations (OBD and others)
K02956	10/10/2018	Brave Sprout, LLC (K02956)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	2.50	Registrations (OBD and others)
K02956	10/11/2018	Brave Sprout, LLC (K02956)	Tyson, Marnie	Follow-up	Center Site (face-to-face)	1.00	Basics of Selling to Government
K02957	10/11/2018	Garrett Strand (K02957)	Tyson, Marnie	Follow-up	Center Site (face-to-face)	1.50	Registrations (OBD and others)
S00088	10/11/2018	Barokas Communications (S001	Tyson, Marnie	Follow-up	Online (E-mail or Web)	1.50	Basics of Selling to Government
S00088	10/12/2018	Barokas Communications (S001	Tyson, Marnie	Follow-up	Online (E-mail or Web)	0.25	Basics of Selling to Government
L1126	10/12/2018	Veterans NW Construction LLC	Tyson, Marnie	Follow-up	Online (E-mail or Web)	0.25	Proposal Reviews/Bidding Questions
K02956	10/12/2018	Brave Sprout, LLC (K02956)	Tyson, Marnie	Follow-up	Online (E-mail or Web)	2.00	Basics of Selling to Government
S00044	10/12/2018	Queen Anne Upholstery (S0004	Lagerstrom, Lisa	Follow-up	Center Site (face-to-face)	2.33	Market Research
K02483	10/15/2018	The Clean and Clear Company	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.92	
L2027	10/16/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08	Proposal Reviews/Bidding Questions
L2027	10/16/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.12	Proposal Reviews/Bidding Questions
S785	10/16/2018	ProjectCorps (S785)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.12	Proposal Reviews/Bidding Questions
S00057	10/16/2018	Renninger Consulting or Two W	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.12	Proposal Reviews/Bidding Questions
S00005	10/16/2018	WindGypsy Consulting (S00005	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.12	Proposal Reviews/Bidding Questions
S00022	10/16/2018	ThriveWise LLC (S00022)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.12	Proposal Reviews/Bidding Questions
S00057	10/16/2018	Renninger Consulting or Two W	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17	Proposal Reviews/Bidding Questions
S00059	10/16/2018	Product Service Finders Co. (S	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25	Basics of Selling to Government
L2027	10/16/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25	Proposal Reviews/Bidding Questions
S00005	10/16/2018	WindGypsy Consulting (S00005	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25	Proposal Reviews/Bidding Questions
S2197	10/16/2018	Sunset Company LLC (S2197)	Sundell, Darrell	Follow-up	Phone	0.33	Basics of Selling to Government
K02959	10/16/2018	BluHaptics, Inc (dba Olis Robot	Sundell, Darrell	Initial/New	Phone	0.33	
K02820	10/17/2018	Zombe Tech Corporation (K02	Cocus, Kathy	Follow-up	Online (E-mail or Web)	0.10	Registrations (OBD and others)
K02962	10/17/2018	WindNet Consulting Group (KC	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75	Basics of Selling to Government
K02964	10/17/2018	Newport Environmental (K0296	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75	Registrations (OBD and others)
K02966	10/17/2018	Case Engineering (K02966)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75	Registrations (OBD and others)
K02684	10/17/2018	Ballard Industrial (K02684)	Sundell, Darrell	Follow-up	Phone	0.75	Registrations (OBD and others)
S00006	10/18/2018	WHPacific Inc (S00006)	Peters, Kylene	Follow-up	Conference (face-to-face)	0.25	Basics of Selling to Government
K02633	10/18/2018	GW Frost & Associates (K0263	Peters, Kylene	Follow-up	Conference (face-to-face)	0.25	Proposal Reviews/Bidding Questions
L1065	10/18/2018	The Greenbusch Group, Inc. (L	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25	Basics of Selling to Government
K02697	10/18/2018	Jones & Associates Contract C	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25	Market Research
S03555	10/18/2018	Mott MacDonald (S03555)	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50	Basics of Selling to Government
K03002	10/18/2018	Axum General Construction, Inc	Peters, Kylene	Follow-up	Conference (face-to-face)	0.50	Market Research
L1065	10/18/2018	The Greenbusch Group, Inc. (L	Peters, Kylene	Follow-up	Conference (face-to-face)	0.67	Market Research
K02871	10/19/2018	Emerald City Coatings & Const	Sundell, Darrell	Follow-up	Phone	0.33	Basics of Selling to Government
S00018	10/19/2018	Mak's Dump Truck Service, LLC	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42	Market Research
S00113	10/19/2018	BrN Engineering, Inc. (S00113)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Basics of Selling to Government
S00114	10/19/2018	Steven M. Kennevan (S00114)	Peters, Kylene	Initial/New	Phone	0.50	Registrations (OBD and others)
K02244	10/19/2018	T. S. Marshall & Associates, Inc	Peters, Kylene	Follow-up	Phone	0.67	Basics of Selling to Government
K02969	10/19/2018	Aerolist Photographers, Inc. (K	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75	Registrations (OBD and others)
K02967	10/19/2018	Asmeret Habte (K02967)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75	Registrations (OBD and others)
K02968	10/19/2018	Productive Performance (K0296	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75	Registrations (OBD and others)
K02970	10/19/2018	Bluehawk Consulting (K02970)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	2.00	Registrations (OBD and others)
S04160	10/20/2018	Procraft Windows (S04160)	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.17	Proposal Reviews/Bidding Questions
K02493	10/23/2018	The Part Works, Inc. (K02493)	Scroggs, Tiffany	Follow-up	Online (E-mail or Web)	0.17	Market Research
S00036	10/23/2018	Eboro SPC formerly Cascade F	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.58	Basics of Selling to Government
S00054	10/23/2018	GIST - Global Intelligent Syster	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.58	Proposal Reviews/Bidding Questions
K02976	10/23/2018	Congolese Integration Network	Tyson, Marnie	Follow-up	Online (E-mail or Web)	0.75	Registrations (OBD and others)
K02977	10/23/2018	SG3 Strategies LLC (K02977)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75	Registrations (OBD and others)
K02978	10/23/2018	Transportation Solutions, Inc. (	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.50	Registrations (OBD and others)
S00059	10/23/2018	Product Service Finders Co. (S	Peters, Kylene	Follow-up	Phone	1.50	Basics of Selling to Government
S00086	10/23/2018	Tatiana Designs Inc (S00086)	Sundell, Darrell	Initial/New	Center Site (face-to-face)	1.92	Registrations (OBD and others)
L2027	10/24/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.07	Proposal Reviews/Bidding Questions
S785	10/24/2018	ProjectCorps (S785)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.07	Proposal Reviews/Bidding Questions
S00057	10/24/2018	Renninger Consulting or Two W	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.07	Proposal Reviews/Bidding Questions
S00005	10/24/2018	WindGypsy Consulting (S00005	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.07	Proposal Reviews/Bidding Questions
S00022	10/24/2018	ThriveWise LLC (S00022)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.07	Registrations (OBD and others)
L2027	10/24/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17	Proposal Reviews/Bidding Questions
S00006	10/24/2018	WHPacific Inc (S00006)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25	Registrations (OBD and others)
K02980	10/24/2018	NAES Corporation (K02980)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.00	Registrations (OBD and others)
K02981	10/24/2018	Cyborg Mobile (K02981)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.00	Registrations (OBD and others)
S00130	10/25/2018	WCJ BUSINESS & FINANCIAL	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33	Basics of Selling to Government
S00036	10/26/2018	Eboro SPC formerly Cascade F	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.00	Market Research
K02983	10/26/2018	Amcore Construction, LLC (K02	Tyson, Marnie	Follow-up	Online (E-mail or Web)	1.00	Basics of Selling to Government
L2471	10/26/2018	Bruce Titus Olympia Nissan/Au	Hoy, Kate	Follow-up	Online (E-mail or Web)	1.00	Basics of Selling to Government
K02984	10/26/2018	Tula Special Projects (K02984)	Sundell, Darrell	Initial/New	Center Site (face-to-face)	1.92	
S00036	10/29/2018	Eboro SPC formerly Cascade F	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.75	Market Research
K02985	10/29/2018	Experis (K02985)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.00	Basics of Selling to Government
K02979	10/29/2018	Format Health (K02979)	Sundell, Darrell	Initial/New	Phone	1.00	
K02829	10/30/2018	PIM Savvy, Inc. (K02829)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33	Market Research
K02274	10/30/2018	MB Diversity (K02274)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50	Proposal Reviews/Bidding Questions
S00009	10/30/2018	Baus Systems (S00009)	Peters, Kylene	Follow-up	Phone	0.92	Market Research
K02987	10/30/2018	CON-SERVE.US (K02987)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.00	Basics of Selling to Government
K02829	10/30/2018	PIM Savvy, Inc. (K02829)	Peters, Kylene	Follow-up	Phone	1.08	Proposal Reviews/Bidding Questions
S00136	10/30/2018	ISEC, Inc. (S00136)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.25	Basics of Selling to Government
S00044	10/31/2018	Queen Anne Upholstery (S0004	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.00	Market Research
S00044	10/31/2018	Queen Anne Upholstery (S0004	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.50	Market Research

K02990	10/31/2018	Darling Nava Consulting PLLC	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.50 Registrations (OBD and others)
K02989	10/31/2018	Umar & Company (K02989)	Tyson, Marnie	Follow-up	Online (E-mail or Web)	0.75 Registrations (OBD and others)
K02829	11/1/2018	PIM Savvy, Inc. (K02829)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42 Registrations (OBD and others)
S00087	11/1/2018	Turner Construction Company (	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.08 Registrations (OBD and others)
K02979	11/2/2018	Format Health (K02979)	Sundell, Darrell	Follow-up	Phone	0.33
K02274	11/2/2018	MB Diversity (K02274)	Peters, Kylene	Follow-up	Phone	0.92 Proposal Reviews/Bidding Questions
K02493	11/2/2018	The Part Works, Inc. (K02493)	Tyson, Marnie	Follow-up	Phone	1.00 Market Research
S00137	11/2/2018	Gibson Economics, Inc. (S0013	Peters, Kylene	Follow-up	Center Site (face-to-face)	2.25 Proposal Reviews/Bidding Questions
S00069	11/5/2018	Ions for EVs (S00069)	Sundell, Darrell	Follow-up	Phone	0.33 Basics of Selling to Government
K02408	11/5/2018	Olympic Satellite Broadcasting	Sundell, Darrell	Follow-up	Phone	0.33
K03012	11/5/2018	Amity Painting Company LLC (I	Sundell, Darrell	Initial/New	Phone	0.33
S00044	11/6/2018	Queen Anne Upholstery (S0004	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.25 Registrations (OBD and others)
K02999	11/6/2018	Raedeke Associates, Inc. (K02	Sundell, Darrell	Initial/New	Phone	0.33
S00106	11/6/2018	Cloutera (S00106)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42 Basics of Selling to Government
S00044	11/6/2018	Queen Anne Upholstery (S0004	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.42 Market Research
S00106	11/6/2018	Cloutera (S00106)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Registrations (OBD and others)
K02972	11/6/2018	Gaqueencrete construction (K0	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75 Basics of Selling to Government
S00135	11/7/2018	VioBerry, LLC (S00135)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17 Registrations (OBD and others)
S00059	11/7/2018	Product Service Finders Co. (S	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17 Registrations (OBD and others)
K02829	11/8/2018	PIM Savvy, Inc. (K02829)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42 Registrations (OBD and others)
K02395	11/8/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Phone	1.50
K02493	11/8/2018	The Part Works, Inc. (K02493)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	1.83
K02750	11/9/2018	Resound Energy (K02750)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.07 Contract Compliance
L593	11/9/2018	Express Employment Professio	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
S1286	11/9/2018	West Sound Workforce (S1286	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
K02688	11/9/2018	TNG Bridging (K02688)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
K02692	11/9/2018	NW Recruiting Partners, LLC (P	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
EDC00137	11/9/2018	Express Employment Professio	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
L2418	11/9/2018	ASAP Business Solutions (L24	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
Y1580	11/9/2018	Business Development Solutior	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
K02882	11/9/2018	National Talent Finder Inc (K02	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Proposal Reviews/Bidding Questions
K02177	11/9/2018	Cascade Success LLC dba CSI	Sundell, Darrell	Follow-up	Phone	0.25 Basics of Selling to Government
K02274	11/9/2018	MB Diversity (K02274)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
Y0975	11/9/2018	Iron Mountain Management (Y0	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
Y0612	11/9/2018	ISMSolutions, Inc. Independent	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
Y0374	11/9/2018	Indian Eyes LLC (Y0374)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.25 Proposal Reviews/Bidding Questions
S00005	11/9/2018	WindGypsy Consulting (S0000	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
K02419	11/9/2018	Fain Environmental LLC (K024	Sundell, Darrell	Follow-up	Phone	0.67
S00006	11/9/2018	WHPacific Inc (S00006)	Peters, Kylene	Follow-up	Center Site (face-to-face)	0.83 Registrations (OBD and others)
S00135	11/9/2018	VioBerry, LLC (S00135)	Peters, Kylene	Follow-up	Phone	1.08 Registrations (OBD and others)
S00106	11/9/2018	Cloutera (S00106)	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.17 Registrations (OBD and others)
L2027	11/13/2018	Zena Consulting (L2027)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
K02395	11/13/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Center Site (face-to-face)	0.50
K03000	11/13/2018	De Mars's LLC (K03000)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.00 Basics of Selling to Government
L1922	11/13/2018	Meridian Environmental, Inc. (L	Sundell, Darrell	Follow-up	Phone	1.33
K02935	11/13/2018	The Policy & Research Group (	Tyson, Marnie	Initial/New	Online (E-mail or Web)	2.00 Registrations (OBD and others)
S00145	11/14/2018	Rolling Plains Construction (S0	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.42 Proposal Reviews/Bidding Questions
S00145	11/14/2018	Rolling Plains Construction (S0	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Basics of Selling to Government
S00074	11/14/2018	DetailXPerts of Puget Sound (S	Peters, Kylene	Follow-up	Online (E-mail or Web)	1.67 Basics of Selling to Government
K03002	11/14/2018	Axum General Construction, Inc	Tyson, Marnie	Follow-up	Online (E-mail or Web)	2.00 Basics of Selling to Government
G00787	11/15/2018	Art Anderson Associates (G007	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.33 Registrations (OBD and others)
K02567	11/15/2018	Ryka Communications, LLC (dt	Sundell, Darrell	Follow-up	Phone	1.25
S00148	11/16/2018	ECONorthwest (S00148)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.08 Market Research
K03010	11/16/2018	rose curtis (K03010)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.50 Basics of Selling to Government
K03011	11/16/2018	GO Spectrum NW, LLC (K0301	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.50 Registrations (OBD and others)
K03008	11/16/2018	CoolPC Inc DBA CoolerGuys (K	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.00 Registrations (OBD and others)
K03009	11/16/2018	Mikaela Kiner Coaching and Cc	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.25 Basics of Selling to Government
L1922	11/19/2018	Meridian Environmental, Inc. (L	Sundell, Darrell	Follow-up	Phone	0.25
K03012	11/19/2018	Amity Painting Company LLC (I	Sundell, Darrell	Follow-up	Center Site (face-to-face)	2.17
S00148	11/21/2018	ECONorthwest (S00148)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.17 Registrations (OBD and others)
S00148	11/21/2018	ECONorthwest (S00148)	Peters, Kylene	Follow-up	Online (E-mail or Web)	0.50 Market Research
K03014	11/21/2018	Diversified - Tukwilla branch	(K Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.50 Basics of Selling to Government
K03001	11/21/2018	Dorchester Consulting (K0300	1 Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.50 Basics of Selling to Government
K03003	11/21/2018	Lights There (K03003)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.50 Registrations (OBD and others)
K03004	11/21/2018	Medic First Aid (K03004)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.75 Registrations (OBD and others)
S00036	11/21/2018	Eborro SPC formerly Cascade F	Tyson, Marnie	Follow-up	Online (E-mail or Web)	1.00 Registrations (OBD and others)
K03015	11/21/2018	Double Tall Consulting (K0301	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.00 Basics of Selling to Government
S00089	11/26/2018	CAERUSLY CO (S00089)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.50 Basics of Selling to Government
K03016	11/26/2018	PACIFIC NW HOSPITALITY S	Tyson, Marnie	Initial/New	Online (E-mail or Web)	0.50 Registrations (OBD and others)
K02616	11/26/2018	Yes We Can LLC (K02616)	Peters, Kylene	Follow-up	Phone	0.75 Registrations (OBD and others)
K03007	11/26/2018	Contract Solutions Group (K03	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.00 Basics of Selling to Government
K03017	11/26/2018	Naidu Engineering (K03017)	Tyson, Marnie	Initial/New	Online (E-mail or Web)	1.25 Registrations (OBD and others)
K03009	11/27/2018	Mikaela Kiner Coaching and Cc	Tyson, Marnie	Follow-up	Online (E-mail or Web)	0.25 Basics of Selling to Government
K02395	11/27/2018	Hydro2geotech (K02395)	Sundell, Darrell	Follow-up	Phone	0.33
S00044	11/27/2018	Queen Anne Upholstery (S0004	Peters, Kylene	Follow-up	Phone	0.50 Registrations (OBD and others)
K03009	11/27/2018	Mikaela Kiner Coaching and Cc	Tyson, Marnie	Follow-up	Phone	0.50 Registrations (OBD and others)
K02121	11/27/2018	Confluence Environmental Corr	Sundell, Darrell	Follow-up	Phone	0.58
S00044	11/27/2018	Queen Anne Upholstery (S0004	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	2.50 Registrations (OBD and others)
S00044	11/28/2018	Queen Anne Upholstery (S0004	Lagerstrom, Lisa	Follow-up	Online (E-mail or Web)	0.17 Basics of Selling to Government
K02744	11/28/2018	Blueshoes Media LLC dba The	Tyson, Marnie	Follow-up	Phone	0.50 Registrations (OBD and others)

T02349	11/28/2018	Mobitat portable housing units (Rodin, Ryan	Follow-up	Center Site (face-to-face)	1.08	Basics of Selling to Government
K02917	11/29/2018	ECS Enterprises Inc. dba Enter Peters, Kylene	Follow-up	Phone	0.33	Basics of Selling to Government
S00147	11/29/2018	Energsoft (S00147) Hoy, Kate	Initial/New	Phone	0.53	Proposal Reviews/Bidding Questions
S00007	11/29/2018	Western Marine Construction, Ii Tyson, Marnie	Follow-up	Online (E-mail or Web)	0.75	Basics of Selling to Government
K02917	11/30/2018	ECS Enterprises Inc. dba Enter Peters, Kylene	Follow-up	Online (E-mail or Web)	0.00	Registrations (OBD and others)
K03000	11/30/2018	De Mars's LLC (K03000) Tyson, Marnie	Follow-up	Phone	0.50	Basics of Selling to Government
K03000	11/30/2018	De Mars's LLC (K03000) Tyson, Marnie	Follow-up	Online (E-mail or Web)	2.00	Basics of Selling to Government

738.31

Company Name	Primary Contact	Disadvantage Status	LGBT	Ownership	Gender	Seattle WMBE
Enterprise	Primary Contact					
100 C, LLC (Y1636)	Devin McComb	Not Applicable				Not registered/certified, but may be eligible in the future
4M SIGMA Corp (K02921)	john pauli	Not Applicable				Not registered/certified, but may be eligible in the future
509 Excavating LLC (Y1345)	Dave Cranefield	MBE Certified				Not registered/certified, but may be eligible in the future
ABLE Counseling Services, LLC (K02858)	Darrett Burr	Uncertified				Not registered/certified, but may be eligible in the future
Accord Contractors (K02900)	Pam Matsson	Not Applicable				Not WMBE registered/certified, but may be eligible in the future
Adaptive Biotechnologies (K02883)	Ian Kaplan	Not Applicable				Not registered/certified, but may be eligible in the future
Advanced Underground Utilities, Inc (S04043)	Ernest Fernandez	DBE Certified				Male-Owned
Aerolith Photographers, Inc. (K02969)	Susan Frye	Not Applicable				Woman-Owned
AeroTEC, Inc (S00025)	Sara Friesen	Not Applicable				Choose not to respond
Affirma Consulting (No Overhead Computing LLC) (S00011)	Catherine Chaffee	Not Applicable				Male-Owned
AGC Association of General Contractors (S00016)	Sonja Forster	Not Applicable	No			Choose not to respond
Allied Roofing Installation Services (K03018)	Raul buezo	Not Applicable				Male-Owned
Allison & Ross Fine Art Services (L2201)	Sarah Takahashi	Not Applicable				Woman-Owned
Allumia (K02867)	Quintin Barnes	Not Applicable				Male-Owned
Alpha Sales Technologies (S00010)	Ken Matsson	Not Applicable				Male-Owned
Amcore Construction, LLC (K02983)	John Adams	SBA 8(a) Certified				Male-Owned
American Abatement and Demo, LLC (K02856)	Mari Borrero	Self-certified				WBE Certified
American Daedalus (L2454)	Jamie Hansen	Not Applicable				Choose not to respond
Amity Painting Company LLC (K03012)	Senon Salinas	Uncertified				Male-Owned
Amkraut, Elliott (L2473)	Elliott Amkraut	Not Applicable				Choose not to respond
Anderson Environmental Contracting, LLC dba AEC (C00121)	Katrina Henderson	Not Applicable				WBE Certified
Anjali DSouza MD PLLC DBA Pontum Health (K02854)	Anjali DSouza	Not Applicable				Woman-Owned
ARC Architects (K02886)	Daniel Podoff	Not Applicable				Choose not to respond
Art Anderson Associates (G00787)	Melissa Anderson	Not Applicable				Male-Owned
Artech Fine Art Services Artech, Inc. (K02343)	Taylor Felt	Not Applicable				Male-Owned
ASAP Business Solutions (L2418)	Diana Murphy	Not Applicable				Male-Owned
Asmeret Habte (K02967)	Asmeret Habte	Not Applicable				Choose not to respond
Axum General Construction, Inc. (K03002)	Darcee Sanders	DBE Certified				WBE Certified
Backflows Northwest Inc. (K02865)	Chris Sutton	Not Applicable				Choose not to respond
Ballard Industrial (K02684)	Phil Hodges	Not Applicable				Male-Owned
Baluster Discovery, LLC (K02878)	Ray Luedtke	Not Applicable				Male-Owned
Barokas Communications (S00088)	Karil Barokas	Not Applicable				Choose not to respond
Baus Systems (S00009)	Steve Baus	Not Applicable				Male-Owned
Benson Filter Maintenance (K02824)	David Benson	Not Applicable				Male-Owned
Beyond Home, LLC (K02879)	Kevin Maude	Not Applicable				Male-Owned
Birch Equipment Rental and Sales Inc (K01936)	Cara Buckingham	DBE Certified				WBE Certified
Birdsign Consulting (S03511)	Rita Ordonez	Not Applicable				Woman-Owned
Biwell Construction Inc. (S00039)	steven wagner	Not Applicable				Choose not to respond
Blue J Design, LLC (S03613)	Jacquelyn Hanson	Not Applicable				Choose not to respond
Blue Shift Media / Evergreen Studios, LLC (P0511)	Bryant Hankins	Not Applicable				Male-Owned
Bluehawk Consulting (K02970)	Jason Herman	Uncertified				WBE Certified
Blueshoes Media LLC dba The Vida Agency (K02744)	Amalia Martino	DBE Certified				Woman-Owned
BluHaptics, Inc (dba Oils Robotics) (K02959)	Samuel Blum	Not Applicable				Choose not to respond
Brave Sprout, LLC (K02956)	Filiz Efe McKinney	Self-certified				WBE Certified
Bright Spring Strategy Consulting, Inc (S03954)	Meg Halverson	MBE Certified				WBE Certified
BrN Engineering, Inc. (S00113)	Saya Moriyasu	Not Applicable				Choose not to respond
Bruce Titus Olympia Nissan/Auto Group (L2471)	Jerry Robertson	Not Applicable				Male-Owned
BSG Solutions (K02941)	Muthusamy GURUSAMY	Not Applicable				Male-Owned
Bubbers Janitorial & Graffiti Removal (K01673)	Delton Johnson	MBE Certified				Woman-Owned
Burman Design (K02826)	Linda Burman	Uncertified				WBE Certified
Business Development Solutions (Y1580)	Kyle Nash	Not Applicable				Choose not to respond
CADD Tech LLC (K02331)	Hermingildo Bella	Self-certified				Male-Owned
CAERUSLY CO (S00089)	Jon Cochran	Not Applicable				Male-Owned
CALPAA (S3182)	Jeannene Kott	Not Applicable				Woman-Owned
Capes & Powers (K02810)	Noel Davenport	Not Applicable				Male-Owned
Carmen Medical Supply (K02950)	Meriland Dillard	Uncertified				Male-Owned
Cascade Advertising and Promotion (K02936)	Daniel Himmelman	Not Applicable				Male-Owned
Cascade Design Collaborative (S00019)	Tristan Fields	Not Applicable				Choose not to respond
Cascade Financial Networks SPC (S00036)	Aaron Bodmer	Not Applicable				Choose not to respond
Cascade Success LLC dba CSL Consulting (K02177)	Lei Wu	Self-certified				Woman-Owned
Case Engineering (K02966)	Michael Case	Not Applicable				Choose not to respond
CDW-G CDWG (S03997)	Sean McLellan	Not Applicable				Choose not to respond
CETS LLC (S04020)	Colin Jordan	MBE Certified				Male-Owned
CG Valuation LLC (K02904)	Chris Gibeault	Uncertified				Male-Owned
CHS Engineers, LLC (S341)	Darrel Frame	Not Applicable				Male-Owned
CityStream Solutions (S00067)	Megan Weiner	Not Applicable	Yes			Choose not to respond
Cloutera (S00106)	Robert Rimstad	Not Applicable				Choose not to respond
Confluence Environmental Company (K02121)	Kathy Sitchin	Not Applicable				Male-Owned
Conqoise Integration Network (K02976)	FLORIBERT MUBALAMA	Not Applicable				Choose not to respond
CON-SERVE.US (K02987)	Dennis Lukes	Not Applicable				Choose not to respond
Contract Solutions Group (K03007)	Ronald Leaders	Not Applicable				Choose not to respond
Contractor Development & Competitiveness Center (K00033)	E Diane Farrar	Not Applicable				Male-Owned
CoolPC Inc DBA Coolerguys (K03008)	Andrew Anderson	Self-certified				Choose not to respond
Corbin Group LLC (S04151)	Rahsaan Corbin	Not Applicable				Choose not to respond
Cornerstone Accounting & Business Solu (K02909)	Lorri Salmon	MBE Certified				WBE Certified
CREA Affiliates (S2955)	Anindita Mitra	Not Applicable				Woman-Owned
Cyborg Mobile (K02981)	Christy Kim	Not Applicable				Choose not to respond
D.L.R. Global Support (DLR) (S00004)	David Walker	Uncertified				Male-Owned
Dana Smiley (L2452)	Dana Smiley	Not Applicable				Choose not to respond
Daptiv Solutions, LLC (K02926)	Anna Gurbanova	Not Applicable				Choose not to respond
Darling Nava Consulting PLLC (K02990)	Darling Nava	Self-certified				Woman-Owned
ddubdigital (K02899)	David Halsell	Not Applicable				Male-Owned
De Mars's LLC (K03000)	John de Mars	Not Applicable				Choose not to respond
Deleon Services Group, Inc. dba SolarTech Direct (K02929)	Kris de Leon	Not Applicable	Yes			Choose not to respond
Delta Security Services, LLC (K02795)	Patrick Otshinga	Uncertified				Male-Owned
DEN Northwest (K02944)	Corey Wise	Self-certified				Male-Owned
Dental & Denture Clinic Inc. (K02901)	Jorge Vizcarra	Not Applicable				Male-Owned
Design Frank LLC (K02915)	Frank Video	Not Applicable				Male-Owned
DetailXPerfs of Puget Sound (S00074)	Patty Neil	Not Applicable				Choose not to respond
Dianes Tank Removal Services LLC (S2488)	Diane Kamacho	Certified SDB (Legacy)				Woman-Owned
Diversified - Tukwila branch (K03014)	Pete Monuteaux	Not Applicable				Choose not to respond
Dominion Pest Control Services (S04035)	Mike Vilumsons	Not Applicable				Choose not to respond
Dorchester Consulting (K03001)	Margaret Dorchester	Not Applicable				Woman-Owned
Double Tall Consulting (K03015)	Jen O'Ryan	Uncertified	Yes			WBE Certified
Drew Collaborative Works, LLC dba DCW Cost Management (K02913)	Trish Drew	Not Applicable				Choose not to respond
Duwamish Services LLC (P0469)	Zach Martin	Not Applicable				Choose not to respond
Eagle River Development (T228)	John Wark	SBA 8(a) Certified				Male-Owned
EBE Consulting LLC (S00070)	Susan Ronning	Not Applicable				Choose not to respond
ECONorthwest (S00148)	Allison Timon	Not Applicable				Choose not to respond
ECS Enterprises Inc. dba Enterprise Control Systems (K02917)	Steve Karlson	Uncertified				Male-Owned
Eldred & Associates (S2491)	Jennifer Aylor	Self-certified				Woman-Owned
Elite Performance and Learning Center, PS (K02784)	Joseph Trachtman	Self-certified				Choose not to respond
Elior Corporation (T02171)	Kathryn Wilson	DBE Certified				WBE Certified
ELTEC Systems, LLC (K02583)	Cody Binns	Not Applicable				Male/Female-Owned
Emerald City Coatings & Construction, Co. (K02871)	Kim Detweiler	Not Applicable				Woman-Owned
Energsoft (S00147)	Viacheslav Agafonov	Not Applicable				Choose not to respond
Engineering/Remediation Resources Group, Inc. (S04125)	Melissa Grasso	Not Applicable				Woman-Owned (WOSB) Certified
Envirocon, Inc. (T02251)	Tim Struss	Not Applicable				Choose not to respond
Experts (K02985)	Carissa Garnant	Not Applicable				Choose not to respond
Express Employment Professionals (L593)	Reid Bates	Not Applicable				Male-Owned
Exsilio Consulting Inc. (K02949)	Not Applicable	Not Applicable				Choose not to respond

Extreme Ergonomics (K01798)	Ian Chong	Self-certified	Male-Owned	Not WMBE registered/certified, but may be eligible in the future
Fain Environmental LLC (K02419)	Annika Fain	DBE Certified	WBE Certified	WBE - City of Seattle, DBE - OMWBE
fitHR (S04059)	Lolly Welch	Not Applicable	WBE Certified	Not WMBE registered/certified, but may be eligible in the future
Forma Construction (L1667)	Drew Phillips	Not Applicable	Male-Owned	Not Eligible
Format Health (K02979)	Shari Sewell	Not Applicable	Choose not to respond	Not registered/certified, but may be eligible in the future
Fryer-Knowles Inc (K01327)	Susan Bittner	Not Applicable	Woman-Owned	WBE - City of Seattle, DBE - OMWBE
Gaqueconcrete construction (K02972)	giday adhanom	Not Applicable	Woman-Owned	wbe
Garrett Strand (K02957)	Garrett Strand	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
Gibson Economics, Inc. (S00137)	John Gibson	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
GIST - Global Intelligent System Technology Corp (S00054)	lash AKINMULERO	MBE Certified	Choose not to respond	MBE - City of Seattle, DBE - OMWBE
Global Business Development, LLC (K02024)	Lynn French	SBA 8(a) Certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
GM Nameplate, Inc (S00076)	Mark Deflorio	Not Applicable	Choose not to respond	Not Eligible
GO Spectrum NW, LLC (K03011)	Miguel Ortega	Not Applicable	Choose not to respond	MBE - Seattle
gr home/ Graciela Rutkowski, Interiors (K02911)	graciela rutkowski	Uncertified	Woman-Owned	wbe
Great Spaces (S03780)	Wardell Jeffries	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
Green Leaf Tree Service (K02830)	Dustin Guse	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
Green Project Solutions Group (S00046)	Larry Adeyemi	Not Applicable	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Greysam Industrial Services (G00197)	Luisa Karoura	Not Applicable	Woman-Owned	wbe
GW Frost & Associates (K02633)	George Frost	DBE Certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Halcyon Northwest (K02337)	Katherine Boyd	DBE Certified	WBE Certified	WBE - City of Seattle, DBE - OMWBE
Happy Hauler (S00002)	John Stromberg	Not Applicable	Male-Owned	Not Eligible
Heart Solutions, LLC (K02226)	Kira Mountjoy-Pepka	Not Applicable	Woman-Owned	wbe
Helping Families Cope (K02905)	Susan Ramsaur	Not Applicable	Woman-Owned (WOSB) Certified	WBE - City of Seattle
Hermanson (K02362)	Mark Shannon	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
Hi Grade Asphalt & Seal Coat Inc (K01909)	Ed Duncan	DBE Certified	WBE Certified	WMBE - City of Seattle, DBE - OMWBE
Historical Research Associates (L1459)	Heather Miller	Not Applicable	Male-Owned	WBE - City of Seattle
House of Hunter (K02951)	Mitsy Hunter	Not Applicable	Choose not to respond	WBE - City of Seattle
Hydro2geotech (K02395)	Mussie Tewelde	MBE Certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Hyper Expert, LLC (K02841)	Ali Khalidi	Not Applicable	Male-Owned	Not WMBE registered/certified, but may be eligible in the future
iConcept Signs LLC (K02713)	David Fanta	Not Applicable	Male-Owned	MBE - City of Seattle
Indian Eyes LLC (Y0374)	Roxie Schescke	SBA 8(a) Certified	EDWOSB Certified	MWBE
INDUSTRIAL SUPPORT SERVICE LLC (T1452)	John SCHMIDLKOFER	Self-certified	Male-Owned	Not registered/certified, but may be eligible in the future
Industry Erectors Inc. (S03676)	Larry Jacquot	DBE Certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Integrated Design Engineers, LLC (K01428)	Ignasius Sellie	SBA 8(a) Certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Intelligent Partnerships (L2479)	Joelina	Not Applicable	Woman-Owned	MBE
IntelliSense Marine LLC (K02530)	Kari Walker	Not Applicable	Woman-Owned	wbe
Interchange Media Art Productions, LLC (K02141)	Michele Gomes	Not Applicable	EDWOSB Certified	WBE - City of Seattle, DBE - OMWBE
Ions for EVs (S00059)	Andrea Tousignant	Not Applicable	Choose not to respond	WBE - City of Seattle
Iron Mountain (L459)	Tracy Lorsch	Self-certified	Woman-Owned	wbe
Iron Mountain Management (Y0975)	Meghan Chalk	Self-certified	EDWOSB Certified	WBE
ISEC, Inc. (S00136)	Steve Lask	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
ISMSolutions, Inc. (Y0612)	Shirley Olinger	SBA 8(a) Certified	Woman-Owned (WOSB) Certified	wbe
J & M Transport NW LLC (K02805)	John McCormick	Self-certified	Male-Owned	MBE - City of Seattle
J. Keiser & Associates LLC dba JKA Electric (G00316)	Janette Keiser	DBE Certified	WBE Certified	WMBE - City of Seattle, DBE - OMWBE
Jansen Inc (S00026)	Heather Radke	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
Jeanette Silva DBA Silva Resume Services (S00035)	Jeanette Silva	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
Jet Computer Support (K02508)	Kelly Nortrom	Not Applicable	WBE Certified	WBE - City of Seattle
Jimale Technical Services, LLC / JTS - Seattle (S306)	Tanya Jimale	Not Applicable	Woman-Owned (WOSB) Certified	WMBE - City of Seattle, DBE - OMWBE
John M Willey Construction Inc. (S00029)	John Willey	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
Johnson+Southerland (S00043)	Maggi Johnson	Not Applicable	Choose not to respond	WMBE - City of Seattle
Jones & Associates Contract Consulting (K02697)	Joseph Jones	Self-certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
KBA, Inc (S03947)	Mark Fuglevand	Not Applicable	WBE Certified	WBE - City of Seattle
KBKM (S03610)	Brooke McCurdy	Not Applicable	Woman-Owned	WBE - City of Seattle
KC Equipment LLC (S00040)	Brett Franceschina	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
KCD trucking (S00015)	Kelly Jefferson	Not Applicable	Male-Owned	MBE - City of Seattle
Keeney's Office Supply, Inc. (K00443)	Lisa Keeney	Not Applicable	WBE Certified	WBE - City of Seattle
Khan Machine Tools (S254)	Mohammad Khan	Self-certified	Male-Owned	MBE - City of Seattle
Kiss Logging & Lumber (T02258)	Stephen Kiss	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
KMMADA Consulting LLC (K02668)	Tonita Hall	Uncertified	Woman-Owned	wbe
Knight Construction and Supply, Inc. (T074)	Alice Brown	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
Kreativo (S00017)	Britney Cysewski	Not Applicable	Woman-Owned	WMBE - City of Seattle
Krista Olson Gardening and Design (S00045)	Krista Olson	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
Leamon Group, Inc (S00031)	Leslie Welch-Piel	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
Liberty Security LLC (K02137)	Casey Willis	MBE Certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Lights There (K03003)	Eileen Judson	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
Little Creek Electrical LLC (V00287)	Joseph Erecacho	MBE Certified	Male-Owned	MBE - Seattle
LK Media (K02531)	Linda Kennedy	Not Applicable	Choose not to respond	WMBE - City of Seattle, DBE - OMWBE
LKE CORPORATION (S1897)	Lorraine Kim Eriou	Not Applicable	Choose not to respond	WMBE/DBE
Local Direct (K02545)	John Mobley	Not Applicable	Male-Owned	MBE - City of Seattle
Mak's Dump Truck Service, LLC. (S00018)	Abel Tadesse	Self-certified	Choose not to respond	MBE - City of Seattle, DBE - OMWBE
Mantec Services Inc (K01161)	Krystyn Havens	Not Applicable	Woman-Owned	wbe
Marnie's Foods (K02817)	PERICLES TARSINOS	Not Applicable	EDWOSB Certified	WBE
MB Diversity (K02274)	Anthony Burnett	MBE Certified	Male-Owned	MBE - City of Seattle
MBB Architecture (Mandeville Berge & Box) (K02689)	Scott Baumer	Not Applicable	Male/Female-Owned	Not registered/certified, but may be eligible in the future
Meaningful (K02852)	Sophia Vaccimies	Self-certified	Woman-Owned	WMBE - City of Seattle
MediaPro, Inc. (S566)	Steven Conrad	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
Medic First Aid (K03004)	Katharine Ford	Not Applicable	Woman-Owned	WBE - City of Seattle
Meridian Environmental, Inc. (L1922)	Eileen McLanahan	DBE Certified	WBE Certified	WBE - City of Seattle
MetroChem, Inc dba: EnviroMet (V00305)	Roni Sasaki	DBE Certified	WBE Certified	WBE - City of Seattle, DBE - OMWBE
Mikeaela Kiner Coaching and Consulting LLC (K03009)	Michelle Fink	Uncertified	WBE Certified	WBE - Seattle
Mike McDowell (K02914)	Mike McDowell	Not Applicable	Choose not to respond	Not registered/certified, but may be eligible in the future
Milestone Worldwide, LLC (K02640)	Amanda Sprang	DBE Certified	WBE Certified	WBE - City of Seattle, DBE - OMWBE
Mira Technology (S04054)	Chris Soukup	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
Mo Trucking LLC (K02490)	Mosinyans Sinyan	DBE Certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Mobitat portable housing units (T02349)	Cynthia Rochlitzer	Not Applicable	Woman-Owned (WOSB) Certified	Not registered/certified, but may be eligible in the future
Modern Siding LLC (S00077)	Caroline Omdal	Not Applicable	Choose not to respond	WBE - City of Seattle
Molinas Construction Company (L2086)	Dave Molina	DBE Certified	Male-Owned	DBE
Monitor Mask, Inc (K02840)	Gregory Allen	Not Applicable	Male-Owned	MBE/DBE
Mother Nature's Cleaning Service (L1854)	Gwendolyn Gallardo	Not Applicable	Woman-Owned	WMBE - City of Seattle
MotoseUSA Washington Minority LLC (K02860)	JENNIFER ALEKSONJEN	Self-certified	Woman-Owned	wbe
Mott MacDonald (S03555)	Joseph Clare	Not Applicable	Choose not to respond	Not Eligible
NAES Corporation (K02980)	Steve Adams	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future
Naidu Engineering (K03017)	KAVITHA NAIDU	DBE Certified	Choose not to respond	MBE - City of Seattle, DBE - OMWBE
National Talent Finder Inc (K02882)	Rosanne La Force	Not Applicable	Woman-Owned (WOSB) Certified	Not WMBE registered/certified, but may be eligible in the future
Native Ways LLC dba ApacheWolf Productions (S03917)	Freddie Begay	MBE Certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Neppel Electrical & Controls LLC (T217)	Jerry Moncada	MBE Certified	Male-Owned	MBE
New World Construction Services, LLC - NWCS LLC (S00033)	octavie rhone	Not Applicable	Choose not to respond	WMBE - City of Seattle
Newport Environmental (K02964)	Parshu Acharya	Not Applicable	Choose not to respond	WMBE - City of Seattle
Northsound Utility and Construction, Inc (S03854)	Harmony Jelinek	Uncertified	WBE Certified	WBE - Seattle
Northwest Enterprises, Inc. (S1634)	Eric Alozie	Not Applicable	Male-Owned	MBE - City of Seattle, DBE - OMWBE
Northwest Quality Cleaners LLC (S00008)	Amin Araras	Uncertified	Male-Owned	MBE - City of Seattle
NRC Environmental Services Inc (L2293)	Tim Nickell	Not Applicable	Choose not to respond	Not registered/certified, but may be eligible in the future
Numurus (S03864)	Ian McKissick	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
NW Recruiting Partners, LLC (K02692)	Lacey Clark	Not Applicable	Woman-Owned	wbe
Olympic Satellite Broadcasting Company (K02408)	Chuck McEdward	Self-certified	EDWOSB Certified	WBE
Olympic Security & Communications Systems (S03935)	Michael Woods	Not Applicable	Male/Female-Owned	WBE - City of Seattle
Optima Project Management (L1879)	Shobuz Ikbal	Self-certified	Male-Owned	MBE - City of Seattle, DBE - OMWBE
PACIFIC NW HOSPITALITY SOLUTIONS (K03016)	Arleyna Taylor	Uncertified	Woman-Owned	wbe
Pacific Office Solutions (S932)	Julie Valdez	DBE Certified	EDWOSB Certified	WMBE - City of Seattle
Pacific Painting Services, LLC (S586)	Jay Hastings	Not Applicable	Male-Owned	Not registered/certified, but may be eligible in the future
People Tech Group Inc. (S00023)	Eric Carlson	Not Applicable	Choose not to respond	WMBE - City of Seattle
Peterson enterprises (S00041)	Malcolm Peterson	Not Applicable	Choose not to respond	Not WMBE registered/certified, but may be eligible in the future

Event Attendee Roster for PTAC Hosted Events, Trainings, & Webinars

Training Event	Start Date	Attendee
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Cara Buckingham
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Daniel Choi
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Nathan Turner
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Tony Puloka
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Douglas Horner
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Steve Quigy
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Adan MacFinez
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Matthew Erziar
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Luis Garcia
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Yarug Sany Say
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Taylor Felt
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Harry Wilson
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	James Smith
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	octavie rhone
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Henry Frentress
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Shannon Hall
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Leanne Ciriaco
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Sharon Khoo
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Jane Stone
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Roger Johnson
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Thomas Lee
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	Grace Kendall
City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)-Seattle 1:00PM-4:30PM	7/11/2018	David Fanta
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Bramby Tollen
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Robert Crawford
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Andrew Lusk
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Jacob Arington
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Mackenzie Bland
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Steve Brown
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Jeremiah Edwards
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Jose Brambila
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Chris Kidwell
Live Streaming of City of Seattle JOC Outreach (FORMA, Centennial Contractors Enterprises)	7/11/2018	Bryan Nace
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Chuanxuan Qiu
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Julie Valdez
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Kathy Wilson
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Joan Welsh
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Susan Imholt
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Georgi Stefanov
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Ann Jones
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Jeannene Kott
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Tricia Lewis
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Allen Wycoff
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Janice Gedlund
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Mindy Holland
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Ray Rios
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Matthew Saporito
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Rita Ordonez
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Katie Parris
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Kristina Sumner
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Patty Neil
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Megan Weiner
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Sandi MacCalla
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Ken Kaufmann
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Adrian Brisland
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Kurt Fickeisen
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Sam Ranpara
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Srikanth Kasam
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Tatiana Proctor
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Lauren Lucas
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	L Darrell Powell
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Caroline Omdal
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	David Krupka
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Patty DiNapoli
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Barry Stonebraker
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Mitsy Hunter
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Allison MacEwan
Preparing for the Regional Contracting Forum Webinar 9AM-10AM	9/26/2018	Scott Morton

Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Dylan Kesselring
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Steve Baus
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Colleen Wilks
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Sean McLellan
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	April Matsui
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	mark stinnette
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Joseph Jones
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Duke Perrin
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Alex Fong
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Lisa Conner
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Frank Video
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Lolly Welch
Preparing for the Regional Contracting Forum Webinar	9AM-10AM	9/26/2018	Ron Doerksen
Preparing for the Regional Contracting Forum Webinar	REPLAY YouTube Link	9/27/2018	Corey Shea
Preparing for the Regional Contracting Forum Webinar	REPLAY YouTube Link	9/27/2018	Dorothea Murphy-Thomas
Preparing for the Regional Contracting Forum Webinar	REPLAY YouTube Link	9/27/2018	Jillian Johnson
Preparing for the Regional Contracting Forum Webinar	REPLAY YouTube Link	9/27/2018	Susan Ronning
Preparing for the Regional Contracting Forum Webinar	REPLAY YouTube Link	9/27/2018	Andrea Tousignant
Preparing for the Regional Contracting Forum Webinar	REPLAY YouTube Link	9/27/2018	Suzy Green
Preparing for the Regional Contracting Forum Webinar	REPLAY YouTube Link	9/27/2018	Brooke McCurdy
Preparing for the Regional Contracting Forum Webinar	REPLAY YouTube Link	9/27/2018	Tammie Cook
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	COSeattle Ghost
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Lolly Welch
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Megan Lane
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Anne Lancaster
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Danielle Howland
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Jim Walton
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Jim Beaver
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Jeff Elekes
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Steve Adams
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Craig Colligan
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Megan Weismantel
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Mary Svendsen
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Mary Herrmann
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Erin Cox
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	John Labadie
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Clinton Kelly
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Lish Moreau
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Maggie McKenna
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Pearl Fackler
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	FLORIBERT MUBALAMA
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Jean Hayes
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Kellie Wichser
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Carrie Roberson
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Steven Kennevan
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Khanh To
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Arthur Valla
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Mohamud Yussuf
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	james tjoa
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Susan Bergen
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Ranae LaFerney
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Joseph Clare
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Maggie Goodnow
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Tara Erickson
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	george sharp
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Janice Gedlund
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Lisa Downs
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Carmen Kucinski
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Joe Knapik
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Britton Rife
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Julie Ryan
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Susan Seefeld
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Jody Guilliat
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Cos Roberts
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Jon Cochran
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Diana Gil-Vargas
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Barbara Arnold
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Jennifer Koogler
City of Seattle Consultants: Is your Online Business Directory complete? WA PTAC webinar	9AM-10AM	10/24/2018	Richard Reis
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM		11/8/2018	Lyle Matheson

WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Carolyn Brownlow
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Drew Kinnison
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Steven Potter
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 malcolm huff
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Sydney Coleman
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Robert Rimestad
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Hafiz Lalji
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Shonda Davis
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Chris Perlatti
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Bill Leak
WA PTAC presents "Construction Contracting with City of Seattle" at AGC of WA - 9:00AM-10:00AM	11/8/2018 Brianna Huff
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Penny Wolff
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 John Dubay
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Bill Vogler
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Dennis Riley
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Nicholas Freyberg
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Carlo Lozano
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Tra Wimberly
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Teresa Simplot
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Carmen Kucinski
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Jarrod Kleweno
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Johnnie McKinley
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Kevin Francis
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Stephanie Scott
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Samir Chudgar
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Greg Norton
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Richard Reis
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 jim Johnson
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 John Stromberg
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Jim Michael
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Eric Frederick
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Ram Dutt
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Craig Macdonald
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Hafiz Lalji
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Ranae LaFerney
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Steve Karlson
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Johnny Cash
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Val Ward
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Mary Svendsen
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Benjamin Garmon
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Pearl Fackler
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Jen O'Ryan
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Travis Becker
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Margaret Dorchester
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Therese Marquez
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Rogelio Garcia
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Katharine Ford
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Ronald Leaders
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Sheree Justice
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Learline Romine
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Andrea Tounignant
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Patty DiNapoli
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Scott Morton
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Jim Beaver
How to Do Business with Seattle DOT Webinar 9:30AM -10:15AM	11/15/2018 Katie Sharp
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Charles Mann
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Lee Mozena
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Annika Fain
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Michelle Barnes
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Ian Chong
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Michael Javorsky
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Cherie Reese
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Emmy Kane
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Lori Castro
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Mohammad Iqbal
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Nina Martinez
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Samir Chudgar
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Angela Fitzmorris
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Sandra Davis
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Loretta Ahouse

Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Sherry McPherson
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 April Matsui
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Corey Shea
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Louise Sportelli
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 kathi wheeler
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Leni Thomassen
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Jordan Lane
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Kurt Nielsen
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Tom Nychay
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Sonya Day
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Christy Kim
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Saya Moriyasu
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Carley Trammell
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Katia Garcia
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 David Traylor
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Mike Elenbaas
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Josh Jensen
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Dennis Lukes
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Kurt Fickeisen
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Michael Case
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Asmeret Habte
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Brenetta Ward
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 John Roth
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Rachel Novotny
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Sarah Brace
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Steven Kennevan
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Kathy Dube
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Susan Frye
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Marcio Pacheco
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Renee Lamberjack
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Daphne Schneider
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 Michael Gentille
Is your City of Seattle Online Business Directory complete? WA PTAC webinar YouTube Replay	11/15/2018 T McNamara
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Lauren Lucas
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Patty Neil
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Russ Johnston
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 DANIEL AGBOHLAH
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Barry Beck
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Darling Nava
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 KAVITHA NAIDU
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 James Smith
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Bill Orr
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Kathy Satre
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Mike Rickenbacker
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Konan Thornblade
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Steve Baus
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 Alan Reames
How to Do Business with Seattle DOT Webinar - YouTube replay	11/16/2018 george sharp
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Ling Zhuang
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Kirsten Hansen
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 jon cochran
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Madison Pearson
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Stephanie Scott
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Anindita Mitra
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Robin Geertz
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Aaron Bodmer
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Lolly Welch
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Alma Villegas
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Bryon Ringley
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Ben Callahan
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Claire Gibson
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Craigen Burns
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Eswar Eluri
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Kent Yu
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Cari Simson
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Briana Miller
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Wilfred Jack
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Carrie Roberson
Seattle Public Utilities: How to Work with a Community-Centered Utility WEBINAR (will be recorded)	12/5/2018 Renee Lamberjack

APPENDIX D – Client Award Data

Reporting Date	Award Date	Client	Contract Type	Agency Name	Agency Type	Award Amount	Contract Number
7/16/2018	7/16/2017	J. Keiser & Associates LLC dba	Sub-contract Award	Seattle City Light	State/Local	\$90,000	Diablo Dam
2/26/2018	1/8/2018	MBB Architecture (Mandeville Ber	Prime Contract Award	3600: VETERANS AFFAIRS,	Other Federal	\$10,892.56	VA26014J0776
4/23/2018	1/11/2018	Hydro2geotech (K02395)	Sub-contract Award		State/Local	\$275,000.00	
2/26/2018	1/16/2018	Veterans NW Construction LLC (L	Prime Contract Award	3600: VETERANS AFFAIRS,	Other Federal	\$3,831.57	VA26016C0049
3/28/2018	1/26/2018	Ross Strategic (S03987)	Prime Contract Award	6800: ENVIRONMENTAL PR	Other Federal	\$29,723.78	EPW12035
6/21/2018	2/1/2018	WindGypsy Consulting (S00005)	Sub-contract Award	Washington State Dept of Enl	State/Local	\$15,000.00	Disparity Study
5/30/2018	2/5/2018	RHD Enterprises, Inc. (G00429)	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$1,052,126.00	N4523A18C0802
5/30/2018	2/7/2018	Starline Luxury Coaches (L2040)	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$112.00	N4680418P0002-P00001
3/28/2018	2/7/2018	ELTEC Systems, LLC (K02583)	Prime Contract Award	NATIONAL OCEANIC AND A	Other Federal	\$12,783.42	DOCAB133F17CN0041
5/30/2018	2/12/2018	Western Marine Construction, Inc	Prime Contract Award	DEPT OF THE ARMY	Department of Defense (DoD)	\$1,666,000.00	W911KB17C0038-P0000
5/30/2018	2/13/2018	Veterans NW Construction LLC (L	Prime Contract Award	DEPT OF THE ARMY	Department of Defense (DoD)	\$39,559.00	W912DW16C0016-A000
3/28/2018	2/20/2018	RHD Enterprises, Inc. (G00429)	Prime Contract Award	1630: EMPLOYMENT AND T	Other Federal	\$57,422.00	1630DC17C0029-1
5/30/2018	2/21/2018	Veterans NW Construction LLC (L	Prime Contract Award	DEPT OF THE ARMY	Department of Defense (DoD)	\$33,840.00	W912DW16C0016-A000
3/28/2018	2/21/2018	MBB Architecture (Mandeville Ber	Prime Contract Award	3600: VETERANS AFFAIRS,	Other Federal	\$11,275.00	VA26015J0949
5/30/2018	2/26/2018	Serendipity Waterworks Inc (K023	Prime Contract Award	DEPT OF THE ARMY	Department of Defense (DoD)	\$22,500.00	W912DW15P0068-P000
4/26/2018	3/6/2018	Fryer-Knowles Inc (K01327)	Prime Contract Award	U.S. COAST GUARD	Other Federal	\$5,835.00	70Z08518PP4599000
12/13/2018	3/8/2018	SAYBR Contractors Inc. (S685)	Prime Contract Award	City of Seattle	State/Local	\$16,449	varies
4/26/2018	3/8/2018	Ross Strategic (S03987)	Prime Contract Award	ENVIRONMENTAL PROTEC	Other Federal	\$70,000.00	EPG17H00970-5
4/26/2018	3/19/2018	MBB Architecture (Mandeville Ber	Prime Contract Award	VETERANS AFFAIRS, DEPA	Other Federal	\$5,442.46	VA26016J1574-P00001
4/26/2018	3/20/2018	Ross Strategic (S03987)	Prime Contract Award	ENVIRONMENTAL PROTEC	Other Federal	\$102,022.38	EPG17H00970-3
12/20/2018	3/21/2018	Starline Luxury Coaches (L2040)	Prime Contract Award	Bellevue School District	State/Local	\$2,535	2534
7/3/2018	3/21/2018	4M SIGMA Corp (K02921)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$31,704.00	SPE4A418V5343
7/3/2018	3/21/2018	Veterans NW Construction LLC (L	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$1,932,974.34	0007-8
4/26/2018	3/23/2018	RHD Enterprises, Inc. (G00429)	Prime Contract Award	EMPLOYMENT AND TRAINII	Other Federal	\$4,930.00	1630DC17C0029-2
4/26/2018	3/23/2018	Ross Strategic (S03987)	Prime Contract Award	ENVIRONMENTAL PROTEC	Other Federal	\$136,966.95	EPB18C00015
7/3/2018	3/28/2018	ProFast Supply Inc. (L2445)	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$5,967.36	N4523A18P4168
6/21/2018	3/29/2018	Veterans NW Construction LLC (L	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$3,249,000.00	N44255-18-F-4145
7/3/2018	3/29/2018	Veterans NW Construction LLC (L	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$3,249,000.00	N4425518F4145
12/20/2018	3/30/2018	Starline Luxury Coaches (L2040)	Prime Contract Award	Bellevue School District	State/Local	\$4,435	A21955
4/26/2018	3/30/2018	ELTEC Systems, LLC (K02583)	Prime Contract Award	NATIONAL OCEANIC AND A	Other Federal	\$29,086.32	DOCAB133F17CN0041-I
4/26/2018	3/30/2018	Fryer-Knowles Inc (K01327)	Prime Contract Award	U.S. COAST GUARD	Other Federal	\$22,705.00	70Z08518PDGD30700
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Prime Contract Award	Dept. of Defense Maryland	Department of Defense (DoD)	\$50,152.20	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Bechtel National	Other Federal	\$46,794.76	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Bechtel National	Other Federal	\$31,626.21	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	CH2M Hill PRC	Other Federal	\$1,117.05	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Mission Support Alliance	Other Federal	\$120,894.41	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Mission Support Alliance	Other Federal	\$255,406.25	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Mission Support Alliance	Other Federal	\$99,440.99	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Prime Contract Award	NASA Jet Propulsion Laborat	Other Federal	\$37,640.17	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Pacific Northwest National La	Other Federal	\$190,984.00	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Pacific Northwest National La	Other Federal	\$86,975.59	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Washington River Protection	Other Federal	\$107,101.29	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Sub-contract Award	Washington River Protection	Other Federal	\$12,556.48	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Prime Contract Award	Central Washington Universit	State/Local	\$6,041.13	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Prime Contract Award	Olympic College	State/Local	\$9,112.01	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Prime Contract Award	Port of Seattle	State/Local	\$50,082.08	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Prime Contract Award	State of Washington (DES)	State/Local	\$96,675.76	
3/31/2018	3/31/2018	Pacific Office Solutions (S932)	Prime Contract Award	University of Washington	State/Local	\$32,297.00	

3/31/2018	3/31/2018	Liberty Security LLC (K02137)	Prime Contract Award	WSDOT	State/Local	\$11,376.00	
3/31/2018	3/31/2018	KBA, Inc (S03947)	Prime Contract Award	WSDOT	State/Local	\$315,417.00	
12/20/2018	4/2/2018	Starline Luxury Coaches (L2040)	Prime Contract Award	Bellevue Community College	State/Local	\$3,037	PO 0004049
4/23/2018	4/2/2018	Integrated Design Engineers, LLC	Prime Contract Award	King County SWD	State/Local	\$300,000.00	
6/21/2018	4/2/2018	WindGypsy Consulting (S00005)	Sub-contract Award	WSDOT	State/Local	\$15,000.00	FAA Distarity Study
7/30/2018	4/9/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$325	SPE7M018V6358
7/30/2018	4/11/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$7,923	SPMYM218P2023
7/30/2018	4/12/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$12,465	SPE8EZ18V0388
7/30/2018	4/13/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$3,896	SPMYM218P2039
5/30/2018	4/16/2018	RHD Enterprises, Inc. (G00429)	Prime Contract Award	U.S. COAST GUARD	Other Federal	\$29,991.61	70Z03318PPQQ09800
7/30/2018	4/20/2018	Western Marine Construction, Inc	Prime Contract Award	DEPT OF THE ARMY	Department of Defense (DoD)	\$70,875	W911KB17C0023-P0000
7/30/2018	4/21/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$5,347	SPMYM218P2163
7/30/2018	4/24/2018	Ballard Industrial (K02684)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$10,036	SPMYM218P2193
4/24/2018	4/24/2018	American Abatement and Demo, I	Sub-contract Award	Seattle Public Schools	State/Local	\$39,000.00	
7/30/2018	4/25/2018	Serendipity Waterworks Inc (K023)	Prime Contract Award	DEPT OF THE ARMY	Department of Defense (DoD)	\$22,021	W912DW15P0068-P0001
7/30/2018	4/25/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$335	SPMYM218P2226
5/30/2018	4/25/2018	RHD Enterprises, Inc. (G00429)	Prime Contract Award	PUBLIC BUILDINGS SERVIC	Other Federal	\$23,599.00	47PL0118P0022
6/22/2018	5/1/2018	The Mountain-Whisper-Light, Inc.	Prime Contract Award	Boston Housing Authority	State/Local	\$50,000.00	
8/28/2018	5/4/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$29,228	SPE8E918P0897
8/28/2018	5/7/2018	Ballard Industrial (K02684)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$3,000	SPMYM218P1183-P0000
12/20/2018	5/7/2018	ELTEC Systems, LLC (K02583)	Prime Contract Award	Housing Authority of Snohomi		\$623	various
8/28/2018	5/7/2018	Sound Propeller Services, INC. (T	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$17,032	N4523A18P1055-P00001
8/28/2018	5/9/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$2,365	SPMYM218P2424
8/28/2018	5/11/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$2,565	SPMYM218P2449
8/28/2018	5/12/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$22,735	SPMYM218P2487
12/20/2018	5/14/2018	Adaptive Biotechnologies (K02613)	Prime Contract Award	University of Florida	State/Local	\$13,900	1800624231
8/28/2018	5/14/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$3,033	SPMYM218P2493
7/16/2018	5/15/2018	J. Keiser & Associates LLC dba	Prime Contract Award	Port of Seattle	State/Local	\$300,000	On-Call Electrical Service
8/28/2018	5/15/2018	Serendipity Waterworks Inc (K023)	Prime Contract Award	DEPT OF THE ARMY	Department of Defense (DoD)	\$148,000	W912DW18P0057
8/28/2018	5/15/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$4,050	SPMYM218P2503
8/28/2018	5/18/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$8,621	SPE7M118P4769
8/28/2018	5/18/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$11,495	SPE7M118P4767
5/22/2018	5/18/2018	Happy Hauler (S00002)	Prime Contract Award	City of Seattle CPCS	State/Local	\$0.00	unknown yet
5/22/2018	5/18/2018	Mak's Dump Truck Service, LLC.	Prime Contract Award	City of Seattle CPCS	State/Local	\$0.00	unknown
12/20/2018	5/21/2018	Starline Luxury Coaches (L2040)	Prime Contract Award	Bellevue	State/Local	\$5,020	PO0004319
8/28/2018	5/25/2018	Mantec Services Inc (K01161)	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$117,386	N6660418P1332
6/21/2018	5/30/2018	Veterans NW Construction LLC (L	Prime Contract Award	DEPT OF THE NAVY	Department of Defense (DoD)	\$9,800,000.00	N44255-18-4206
7/3/2018	5/30/2018	MBB Architecture (Mandeville Ber	Prime Contract Award	VETERANS AFFAIRS, DEPA	Other Federal	\$7,367.59	VA26016J0677-P00001
7/30/2018	6/1/2018	T. S. Marshall & Associates, Inc. (	Prime Contract Award	PRETRIAL SERVICES AGEN	Other Federal	\$3,330	959P0018F0048
9/27/2018	6/1/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$8,959	SPMYM218P2806
9/27/2018	6/4/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$13,300	SPMYM218P2830
12/20/2018	6/8/2018	Starline Luxury Coaches (L2040)	Prime Contract Award	Bellevue Community College	State/Local	\$3,987	PO 0004387
6/19/2018	6/8/2018	Happy Hauler (S00002)	Prime Contract Award	City of Seattle Cap Dev & Cor	State/Local	\$2,000.00	Blanket contract use
9/20/2018	6/12/2018	Artech Fine Art Services Artech	Prime Contract Award	Port of Seattle	State/Local	\$34,097	PO 0000282445
7/30/2018	6/14/2018	T. S. Marshall & Associates, Inc. (	Prime Contract Award	OFFICE OF THE ASSISTANT	Other Federal	\$4,250	1605AT18F00023
9/27/2018	6/14/2018	Western Safety Products (K02613)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$4,032	SPMYM218P2960
9/27/2018	6/15/2018	Ballard Industrial (K02684)	Prime Contract Award	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$17,297	SPMYM218P2994
7/30/2018	6/19/2018	Veterans NW Construction LLC (L	Prime Contract Award	VETERANS AFFAIRS, DEPA	Other Federal	\$25,825	VA26016C0049-P00004
6/21/2018	6/21/2018	Serendipity Waterworks Inc (K023)	Prime Contract Award	US Army Corps of Engineers	Department of Defense (DoD)	\$455,200.00	W912DW18Q0020

9/27/2018	6/22/2018	Western Safety Products (K02613	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$12,155	SPMYM218P3101
6/23/2018	6/23/2018	American Abatement and Demo. I	Sub-contract Award	City of Seattle	State/Local	\$24,000.00	Mental Health
7/30/2018	6/25/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$20,198	75N93018P00850
6/25/2018	6/25/2018	Hydro2geotech (K02395)	Sub-contract Award		State/Local	\$270,000.00	
7/30/2018	6/28/2018	Veterans NW Construction LLC (L	Prime Contract Awar	U.S. COAST GUARD	Other Federal	\$5,000	70Z08818DPQQ21700
7/30/2018	6/29/2018	Ross Strategic (S03987)	Prime Contract Awar	ENVIRONMENTAL PROTEC	Other Federal	\$45,000	EPG17H00970-P00007
12/12/2018	7/5/2018	Amkraut, Elliott (L2473)	Prime Contract Awar	American Embassy Nepal (Mi	Other Federal	\$25,200	19NP4018C7170
11/2/2018	7/5/2018	Ballard Industrial (K02684)	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$6,795	SPE7M318V4711
12/20/2018	7/10/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	University of Florida	State/Local	\$3,700	1900638491
8/28/2018	7/11/2018	T. S. Marshall & Associates, Inc. (	Prime Contract Awar	FEDERAL EMERGENCY MA	Other Federal	\$3,589	70FBR518F0000019
8/28/2018	7/11/2018	T. S. Marshall & Associates, Inc. (	Prime Contract Awar	OFFICE OF THE ASSISTAN	Other Federal	\$2,926	1605AT18F00024
12/20/2018	7/12/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	University of WA Medical Cer	State/Local	\$30,000	BP032435
8/28/2018	7/12/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$12,200	75N93018P00926
7/16/2018	7/16/2018	J. Keiser & Associates LLC dba	Sub-contract Award	University of Washington	State/Local	\$23,895	Physics Bldg - Faraday C
11/2/2018	7/18/2018	Veterans NW Construction LLC (L	Prime Contract Awar	DEPT OF THE NAVY	Department of Defense (DoD)	\$216,884	0006-5
8/28/2018	7/20/2018	Sound Propeller Services, INC. (T	Prime Contract Awar	NATIONAL OCEANIC AND A	Other Federal	\$20,580	1333MK18PNMAN0101
8/28/2018	7/23/2018	Ross Strategic (S03987)	Prime Contract Awar	ENVIRONMENTAL PROTEC	Other Federal	\$227,886	68HE0C18F0034
8/28/2018	7/24/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$19,550	75N91018P00539
11/2/2018	7/26/2018	Western Safety Products (K02613	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$14,210	SPE7M518PE006
9/27/2018	8/1/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$64,468	75N93018P01000
12/14/2018	8/1/2018	Peterson enterprises (S00041)	Prime Contract Awar	City of Seattle	State/Local	unkown	SCO-4505
9/27/2018	8/2/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$11,930	75N91018P00571
11/27/2018	8/2/2018	Western Safety Products (K02613	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$12,384	SPMYM218P3563
12/20/2018	8/3/2018	Accord Contractors (K02900)	Prime Contract Awar	City of Lynnwood, Housing A	State/Local	\$481,000	various
9/27/2018	8/3/2018	Ross Strategic (S03987)	Prime Contract Awar	ENVIRONMENTAL PROTEC	Other Federal	\$297,000	EPG17H00970-P00008
12/20/2018	8/9/2018	Starline Luxury Coaches (L2040)	Prime Contract Awar	Bellevue Community College	State/Local	\$1,600	PO 0004704
11/27/2018	8/10/2018	4M SIGMA Corp (K02921)	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$4,955	SPE7M518PC879
11/27/2018	8/13/2018	T. S. Marshall & Associates, Inc. (	Prime Contract Awar	DEPT OF THE NAVY	Department of Defense (DoD)	\$4,626	N6278618F0061
11/27/2018	8/15/2018	Western Safety Products (K02613	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$5,690	SPE8EZ18P0527
11/27/2018	8/16/2018	Western Safety Products (K02613	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$218	SPE8EZ18V0737
9/27/2018	8/21/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$12,200	75N93018P01095
9/27/2018	8/22/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$99,950	75N93018P01093
11/2/2018	9/6/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$14,700	75N91018P00723
11/2/2018	9/6/2018	Adaptive Biotechnologies (K02	Prime Contract Awar	NATIONAL INSTITUTES OF	Other Federal	\$19,350	75N91018P00720
11/2/2018	9/6/2018	Ross Strategic (S03987)	Prime Contract Awar	ENVIRONMENTAL PROTEC	Other Federal	\$53,805	EPG17H00970-P00009
12/20/2018	9/7/2018	The Part Works, Inc. (K02493)	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$5,808	SPMYM218P3977
12/20/2018	9/11/2018	Cascade Advertising and Prom	Prime Contract Awar	DEPT OF THE NAVY	Department of Defense (DoD)	\$12,177	N0040618P1226
12/20/2018	9/11/2018	Western Safety Products (K02613	Prime Contract Awar	DEFENSE LOGISTICS AGEN	Department of Defense (DoD)	\$7,380	SPMYM218P4002
11/2/2018	9/20/2018	Ross Strategic (S03987)	Prime Contract Awar	ENVIRONMENTAL PROTEC	Other Federal	\$72,222	68HE0C18F0042
11/2/2018	9/23/2018	Veterans NW Construction LLC (L	Prime Contract Awar	VETERANS AFFAIRS, DEPA	Other Federal	\$2,000	36C26018N1320
11/2/2018	9/25/2018	T. S. Marshall & Associates, Inc. (	Prime Contract Awar	OFFICE OF THE ASSISTAN	Other Federal	\$3,708	1605CH18P00077
11/2/2018	9/29/2018	Veterans NW Construction LLC (L	Prime Contract Awar	VETERANS AFFAIRS, DEPA	Other Federal	\$5,884,085	36C26018N1312
12/20/2018	10/15/2018	Queen Anne Upholstery (S00044)	Prime Contract Awar	Port of Seattle	State/Local	\$3,665	0000283227
11/27/2018	10/23/2018	Amcore Construction, LLC (K02	Prime Contract Awar	NATIONAL PARK SERVICE	Other Federal	\$352,220	140P8319C0001
12/20/2018	10/25/2018	ARC Architects (K02886)	Prime Contract Awar	City of Redmond, Burlingon	State/Local	\$95,720	various
12/20/2018	11/14/2018	Ross Strategic (S03987)	Prime Contract Awar	ENVIRONMENTAL PROTEC	Other Federal	\$61,485	EPB18C00015-P00001
12/20/2018	11/16/2018	Accord Contractors (K02900)	Prime Contract Awar	FEDERAL HIGHWAY ADMIN	Other Federal	\$1,742,231	69056719C000004
12/10/2018	12/10/2018	Johnson+Southerland (S00043)	Prime Contract Awar	City of Seattle, Parks & Recre	State/Local	\$59,668	PR18-039
						\$35,783,367	

city of seattle

\$192,117

APPENDIX E – Client Satisfaction Survey Results

Client:	K02911 (gr home/ Graciela Rutkowski, Interiors)		
Contact:	rutkowski, graciela, (206) 226-3844, graciela@gr-interiors.com		
Mailing	Seattle, WA 98105-5332		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. Not yet
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Help connect us the the government help us understand the inner workings of the procurement guide us to new opportunities coming up.
- 5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? Maybe after I have worked with ptac. I'm very new
- 6.Your Name and Company Graciela rutkowski

Client:	L1126 (Veterans NW Construction LLC)		
Contact:	Orzechowski, Walt, (206) 324-9777, walto@veteransnw.com		
Mailing	Seattle, WA 98144-2773		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. No to the City of Seattle. To many bidders.

Yes to most all Federal Government Agency. SDVOSB- less bidding.

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts?

Allow x-number of jobs to military like the government does.

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

The amount of help I received while I was starting my business was exceptional. Couldn't have completed from A-Z with out them.

6.Your Name and Company

Walter Orzechowski, Veterans Northwest Construction.

Client:	L2027 (Zena Consulting)		
Contact:	Mozena, Lee, (206) 368-9608, lee@zenaconsulting.com		
Mailing	Seattle, WA 98165-2562		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1.Our records show that you met/spoken with a PTAC business counselor Yes in the past 6 months. Did you find your business counselor prompt and helpful?

2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes

3.Have you bid any work with City of Seattle or any other government agency? Please explain. Yes, city of Seattle, Aging & Disabilities- don't know if I will get the contract, (7.).

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? send consulting services firms more targeted rfps.

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? "Kylene's expertise is so helpful. Her thorough and prompt edits helped me frame my accomplishments and outcomes in language that procurement people can relate to. I also appreciate her on-going guidance and encouragement."

6.Your Name and Company

Lee Mozena, Founder & Owner of Zena Consulting, DBA of Zenith Communication, LLC

Client:	K02372 (Serendipity Waterworks Inc)		
Contact:	Gilbert, Stacey, (206) 782-7366, bassgil@earthlink.net		
Mailing	Seattle, WA 98103-4606		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. I bid with the US Army Corps of Engineers to run the visitor center at the Locks. I was able to get the contract largely because of the help of one of your agents.
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? No problems.
- 5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? My business is reliant on the government contract that we perform under. Without PTAC and their expertise I would have been lost in understanding the language of contracts, would not have known how to best represent our company to the federal government.
- 6.Your Name and Company Stacey Gilbert,. Serendipity Waterworks Inc

Client:	S00010 (Alpha Sales Technologies)		
Contact:	Mattson, Ken S., (509) 663-1974, kenm@alphasalestech.com		
Mailing	Wenatchee, WA 98828-9721		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Peters, Kylene	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. US Army Corps of Engineers
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? continue to market and advertise to small businesses, ask those who are with PTAC

to recommend and refer to their networks

5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

I love how PTAC continues to keep up with the training and government policies. How could we as small businesses do that?

6. Your Name and Company

Alpha Sales Technologies, LLC

Client:	K01223 (Predicus LLC)		
Contact:	Stoll, Ralph H., (206) 325-5490, rstoll@predicusconsulting.com		
Mailing	Issaquah, WA 98027-8111		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes

2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Not Sure

3. Have you bid any work with City of Seattle or any other government agency? Please explain. No bids in past 5 years. Currently have a sole source contract with Argonne National Laboratory and USDOE that is extended every 2 years. Not seeking any City of Seattle work.

4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? No comment. PTAC advice was helpful in the initial stages of the company's development when responding to a federal government RFP that we ultimately did not win. As a veteran-owned small business we have found better opportunities when partnering with la

5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? No.

6. Your Name and Company

Ralph Stoll, Predicus LLC

Client:	S00005 (WindGypsy Consulting)		
Contact:	Tyson, Marnie, (425) 345-2392, marnie@windgypsy.com		
Mailing	Seattle, WA 98125-3328		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Peters, Kylene	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. subcontracts with DES and WSDOT
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Update website
- 5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? The services provided by PTAC is invaluable. By being there to explain the minutia of contracting, I feel more confident in growing my business and working on contracts.
- 6.Your Name and Company Marnie Tyson WindGypsy Consulting

Client:	K02901 (Dental & Denture Clinic Inc.)		
Contact:	Vizcarra, Jorge, (206) 365-5060, vizcarra.jorge@yahoo.com		
Mailing	Seattle, WA 98125-4490		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Not Sure
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. Yes, in the past I have work whit the DOC department in Sttafoor Correctional Center; and one year ago whit DSHS in Mac Nille Islan given dental services to the resident of that Islan.
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Most of the bid for goberment are very difficut and hard to regester and do the real bid. Maybe you can oriente the best

way to do it.

6.Your Name and Company

Jorge Vizcarra. Dental & Denture Clinic Inc.

Client:	K02697 (Jones & Associates Contract Consulting)		
Contact:	Jones, Joseph, (206) 234-8242, jjones5721@gmail.com		
Mailing	Kent, WA 98042-4237		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor Yes in the past 6 months. Did you find your business counselor prompt and helpful?
- 2.As a result of the PTAC's government contracting assistance, do you Yes feel more likely to succeed in selling to the government and/or government prime contractors?
- 3.Have you bid any work with City of Seattle or any other government No, not yet. I am working on a bid now. agency? Please explain.
- 4.How can PTAC do a better job of helping firms find, bid, and win I think they are doing a very good job for me. New in the industry, I am on a steep learning curve and PTAC has been really good at providing important and key information. government contracts and subcontracts?
- 5.Our funders are currently evaluating whether to continue supporting the I am working with two offices of P.T.A.C. and they both have been well worth the effort. It would have taken me twice as long and a lot more stress getting where I am now without them. I have sent a few of my small business owner friends to P.T.A.C for PTAC's ability to provide no-cost services: Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

6.Your Name and Company

Jones & Associates Contract Services LLC

Client:	K02633 (GW Frost & Associates)		
Contact:	Frost, George W., (206) 852-6737, gwfrost3@gmail.com		
Mailing	Seattle, WA 98124-5985		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Travis, Kristin	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor Yes in the past 6 months. Did you find your business counselor prompt and helpful?

- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. Yes. City of Seattle, King County, and Snohomish County.
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Keep doing what you are doing. Maybe provide more assistance with writing proposals.
- 5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? By PTAC providing services at no cost, I have been able to better prepare my business for bidding on government contracts. I lacked the financial resources to pay for all the valuable service I received.
- 6.Your Name and Company GW Frost & Associates

Client:	S785 (ProjectCorps)		
Contact:	Gaddie, Shelley, (206) 518-6101, sgaddie@projectcorps.com		
Mailing	Seattle, WA 98101-2571		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Peters, Kylene	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. Yes. We have worked with Public Sector entities for well over a decade.

Client:	K02852 (Meaningful)		
Contact:	Vackimes, Sophia, (281) 509-0386, svackimes@gmail.com		
Mailing	Renton, WA 98057		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes

3. Have you bid any work with City of Seattle or any other government agency? Please explain. No, not yet.
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? I am not sure yet.
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? Yes, absolutely.
6. Your Name and Company Truly Meaningful

Client:	K02583 (ELTEC Systems, LLC)		
Contact:	Binns, Cody J., (206) 321-8066, cbinns@eltec.cc		
Mailing	Seattle, WA 98121-2100		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. Yes, we have bid work with government agencies via FBO and City of Seattle as we are on the State Contract for elevator service.
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? N/A
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? Yes, we really love PTAC as they have helped us to navigate through the jargon and minutia that is government contracting. We have submitted multiple bids with PTAC's assistance and would struggle without their services.
6. Your Name and Company Cody Binns, ELTEC Systems, LLC

Client:	K02915 (Design Frank LLC)		
Contact:	Video, Frank, (206) 235-5505, frank@designfrank.com		
Mailing	Seattle, WA 98103-7156		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Travis, Kristin	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. No.
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? I am unsure, as I am still in the process of preparing my company to bid and will be able to answer this question once I have the experience of having submitted a contracting bid.
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? I would not have been able to benefit from PTAC's services if required a fee, because at this stage my business cannot afford to pay for consulting services.
6. Your Name and Company Frank Video, Design Frank LLC.

Client:	S00036 (Eboro SPC formerly Cascade Financial Networks SPC)		
Contact:	Bodmer, Aaron, (850) 610-0446, aaron.bodmer@eboro.io		
Mailing	Seattle, WA 98105-6605		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Peters, Kylene	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. Not yet, we are still establishing ourselves. We do intend to in the future.
6. Your Name and Company Aaron Bodmer, Cascade Financial Networks SPC

Client:	S04059 (fitHR)		
Contact:	Welch, Lolly, (800) 457-9842, lolly@fullyhr.com		
Mailing	Maple Valley, WA 98038		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Taylor, Cate	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. We just bid for a contract with Seattle Housing Authority - we have not received word back yet if we were awarded the contract yet.
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Cate did an excellent job assisting me with anything I asked her. No improvement needed!
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? Yes
6. Your Name and Company Lolly Welch, FIT HR

Client:	K02824 (Benson Filter Maintenance)		
Contact:	Benson, David, (206) 651-6632, benson1324@comcast.net		
Mailing	Federal Way, WA 98023-6948		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Travis, Kristin	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other Not at this time.

government agency? Please explain.

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts?

For a start business, a need to know on how to bid or the process of bidding.

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

The services provided by PTAC are invaluable, thanks to the staff for giving out valuable information and guidance. I have learned a tremendous amount from them in how to apply for various certification that is required from the different government organ

6.Your Name and Company

Benson Filter Maintenance

Client:	S00033 (New World Construction Services, LLC - NWCS LLC)		
Contact:	rhone, octavie, (206) 324-6712, octaviesia@hotmail.com		
Mailing	Seattle, WA 98122-4822		
Survey:	Seattle Client Survey June 2018	Date:	06/21/2018
Counselor:	Peters, Kylene	Funding:	DLA

1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful?

Yes

2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors?

Yes

3.Have you bid any work with City of Seattle or any other government agency? Please explain.

I have not bid on any City of Seattle contracts yet or for that matter King county contract but in the near future will surely get a contract with some of those agencies.

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts?

Recommend that the small works roster be specifically used for small firms and work toward gov't agencies not use the bid bond instrument. Not trying to change the system but allow for more diversity and inclusiveness of all.

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

My interaction with your agency has been a pleasant experience. If I had to address an issue; PTAC found that NWCS was designated as a large firm by WMBE office in Olympia. If not for the watchful eye of PTAC the status would have remained. Therefore,

6.Your Name and Company

Octavie Rhone New World Construction Services,LLC

Client:	K02811 (Platt Electric Supply)		
Contact:	Fenske, Mary, (206) 624-4083, mary.fenske@platt.com		
Mailing	Seattle, WA 98134-2101		
Survey:	Seattle Client Survey June 2018	Date:	06/22/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. Yes, Electrical supply contract with the city of Seattle and School district.
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? The service that PTAC provides is invaluable. I have had a few small businesses and the assistance that PTAC provides has been extremely beneficial.
6. Your Name and Company Platt Electric

Client:	K01936 (Birch Equipment Rental and Sales Inc)		
Contact:	Buckingham, Cara, (360) 734-5744, carab@birchequipment.com		
Mailing	Bellingham, WA 98229-4716		
Survey:	Seattle Client Survey June 2018	Date:	06/22/2018
Counselor:	Taylor, Cate	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. We are working on it.
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? In this case, help navigate the City of Seattle contract and procurement process. Provide feedback to City on ways can streamline process and remove

institutional barriers to doing business with them.

5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

PTAC counselors have a wealth of knowledge about the government procurement arena. They are also effective advocates for small businesses trying to navigate government contracts. Considering the challenges small businesses face to stay competitive against

6. Your Name and Company

Cara Buckingham, Birch Equipment Rental and Sales

Client:	K02671 (The Mountain-Whisper-Light, Inc.)		
Contact:	Polissar, Nayak L., (206) 329-9325, Nayak@mwlight.com		
Mailing	Seattle, WA 98112-2913		
Survey:	Seattle Client Survey June 2018	Date:	06/22/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes

Client:	K02856 (American Abatement and Demo, LLC)		
Contact:	Borrero, Mari, (206) 250-5754, mari@americanabatementanddemo.com		
Mailing	Auburn, WA 98092-9109		
Survey:	Seattle Client Survey June 2018	Date:	06/23/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. Yes. We bid the abatement of 2 buildings and won.

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts?

Sending the information to contractors, to bid. Also, my biggest hurdle is understanding and finding assistance specifically in dealing with bonds. So, maybe networking and getting discounts in the bonds area.

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

This program has helped me significantly!! As a new business and then as a minority woman to get prepared to successfully function in my industry. I would ask that they continue to support this program and EXPAND its services into areas that really prese

6.Your Name and Company

Mari Borrero, American Abatement and Demo, LLC

Client:	S03676 (Industry Erectors Inc.)		
Contact:	Jacquot, Larry e., (425) 879-7334, larry@industryerectors.com		
Mailing	Snohomish, WA 98290-1742		
Survey:	Seattle Client Survey June 2018	Date:	06/23/2018
Counselor:	Peters, Kylene	Funding:	DLA

1.Our records show that you met/spoken with a PTAC business counselor No in the past 6 months. Did you find your business counselor prompt and helpful?

2.As a result of the PTAC's government contracting assistance, do you No feel more likely to succeed in selling to the government and/or government prime contractors?

3.Have you bid any work with City of Seattle or any other government yes agency? Please explain.

Im still waiting to here back from seattle city light after 2 years of not being able to answer my questions

4.How can PTAC do a better job of helping firms find, bid, and win in person meetings government contracts and subcontracts?

5.Our funders are currently evaluating whether to continue supporting the yes PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

425-879-7334

larry@industryerectors.com

6.Your Name and Company

Lawrence Jacquot - President - Industry Erectors Inc DBE / MBE Alaska Native Owned

Client:	K02395 (Hydro2geotech)		
Contact:	Tewelde, Mussie, (206) 373-1885, mgtewelde@gmail.com		
Mailing	Seattle, WA 98103-5355		
Survey:	Seattle Client Survey June 2018	Date:	06/25/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. Yes I have one small project
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Outreach with primes - if Ptac facilitate that
- 5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? I keep getting important information about contracting and Business plan
- 6.Your Name and Company Mussie Tewelde Hydro2geotech

Client:	K02121 (Confluence Environmental Company)		
Contact:	Sitchin, Kathy, (206) 395-7666, kathy.sitchin@confenv.com		
Mailing	Seattle, WA 98103-8652		
Survey:	Seattle Client Survey June 2018	Date:	06/27/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. My firm is an environmental consulting company and we bid on public works projects routinely. We do a lot of King County and Snohomish County work.

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts?

Some work for City of Seattle, SPU, Seattle City Light.

I suspect I have seen only the tip of the iceberg as to what PTAC can do to help my firm. With PTAC's help we successfully applied for SBE status. The biggest challenge for a very small firm like mine is navigating federal contracting. If someone could si

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

Not at this time.

6.Your Name and Company

Kathy Sitchin, Confluence Environmental Company

Client:	K03020 (Close to Home Housing)		
Contact:	Stamm, Rachel, (206) 295-0727, rachelstamm@c2hh.com		
Mailing	Seattle, WA 98104-2222		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1.Our records show that you met/spoken with a PTAC business counselor Yes in the past 6 months. Did you find your business counselor prompt and helpful?

2.As a result of the PTAC's government contracting assistance, do you Yes feel more likely to succeed in selling to the government and/or government prime contractors?

3.Have you bid any work with City of Seattle or any other government agency? Please explain. Just completing my registration - just met one week ago!

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Brand new to the program so I cannot really answer this question.

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? I just had my meeting last week and Darrell Sundell and I really could not believe how helpful he was. He returned my call right away and I was in his office two days after my first inquiry. I'm following his advice RE: signing up on the right websites an

6.Your Name and Company

Rachel Stamm, Close to Home

Client:	S00114 (Kennevan Creative)		
Contact:	Kennevan, Steven, (206) 356-4584, stevekennevan@mac.com		
Mailing	Seattle, WA 98101-1982		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Peters, Kylene	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? No
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? No
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. No. because there is nor current category for Graphic Design in your system.
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? By creating a Graphic design / Art Direction category
- 5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? Not yet until the above is created to allow me to truly participate. The only reason I even got any work is from a connection I already had at Seattle Center from years ago. Not from PTAC.
- 6.Your Name and Company Steve Kennevan / Kennevan Creative

Client:	S04035 (Dominion Pest Control Services)		
Contact:	Vilumsons, Mike B., (206) 747-9448, Mvilumsons@dompest.com		
Mailing	Seattle, WA 98177-0047		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Taylor, Cate	Funding:	DLA

- 1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3.Have you bid any work with City of Seattle or any other government agency? Please explain. Yes, but not through a referral of Ptac's
- 4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? I was very new and out business is in a field that doesn't really usually have an easy entry into getting government business because it is often run out of petty cash- not a big ticket item that usually has a very organized procurement

process. I didn't

5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? Not really sorry

6. Your Name and Company Mike Vilumsons, Dominion Pest Control Services

Client:	K02567 (Ryka Communications, LLC (dba Ryka UAS) and (dba Ryka Consulting))		
Contact:	Hawes, Josh, (206) 523-1941, jhawes@rykaconsulting.com		
Mailing	Seattle, WA 98134-1950		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Sundell, Darrell	Funding:	DLA

- 1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
- 3. Have you bid any work with City of Seattle or any other government agency? Please explain. Recently it's been federal contracts
- 4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? More follow up (suggestions) during the bid period
- 6. Your Name and Company Josh Hawes - Ryka Communications, LLC (dba Ryka Unmanned Aerial Systems)

Client:	S00106 (Cloutera)		
Contact:	Rimestad, Robert , (503) 333-6911, robert@cloutera.com		
Mailing	Seattle, WA 98199-1250		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Peters, Kylene	Funding:	DLA

- 1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
- 2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes

3. Have you bid any work with City of Seattle or any other government agency? Please explain. No
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Easier and more efficient notification process.
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? ~~PTAC is very helpful when they have an opportunity to be. One thing they could do better is provide opportunities for Vendors to meet with decision makers on the actual proposals.~~
6. Your Name and Company Robert Rimestad @ Cloutera

Client:	S00147 (EnergoSoft)		
Contact:	Agafonov, Viacheslav, (425) 246-1675, slava@energoSoft.com		
Mailing	Seattle, WA 98122-4667		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Peters, Kylene	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. NSF SBIR 1
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? Two one on one meetings with help on plan, feedback on proposal and second meeting to get everyone on the same page. It was really hard to understand some feedback and it was no time for a good plan.
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? Yes
6. Your Name and Company EnergoSoft Inc.

Client:	S00036 (Eboro SPC formerly Cascade Financial Networks SPC)		
Contact:	Bodmer, Aaron, (850) 610-0446, aaron.bodmer@eboro.io		
Mailing	Seattle, WA 98105-6605		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Peters, Kylene	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. Not yet. We made a name change and the IRS is taking 2+ months to update their records, so we can't bid on anything federal until they do that. We did respond to one RFI in WA, but no RFP followed.
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? They've been very helpful and I expect will be even more helpful once I'm in a better position to take advantage of PTAC's resources.
6. Your Name and Company Aaron Bodmer; Eboro SPC

Client:	S00043 (Johnson+Southerland)		
Contact:	Johnson, Maggi , (206) 723-8275x223, mjohnson@johnsonsoutherland.com		
Mailing	Seattle, WA 98118-1729		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Peters, Kylene	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. With City of Seattle, yes.
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? My counselor was focused on Form 330 and federal government rosters. I wish there were more information about whether or not there is a lot of potential for firms in my line of work at the federal level and how worthwhile it would be for

us to pursue fed

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

Prior to our meeting, my counselor insisted that I send in a Firm Capability Statement. This may have been the best part of our interaction, as we did not previously have this succinct marketing tool and I have been using it ever since.

6.Your Name and Company

Maggi Johnson, Johnson+Southerland

Client:	S00009 (Baus Systems)		
Contact:	Baus, Steve E., (206) 932-9986, steve@baus-systems.com		
Mailing	Seattle, WA 98116-4467		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Peters, Kylene	Funding:	DLA

1.Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes

2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes

3.Have you bid any work with City of Seattle or any other government agency? Please explain. Not yet. We just started engaging with PTAC within the last few months.

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? What would be valuable to us would be more resources towards finding RFPs and connecting with those who would drive the RFP process

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? Yes. Feel free to contact me directly, steve@baus-systems.com or cell 206 419 2287

6.Your Name and Company

Steve Baus, Baus Systems

Client:	S00005 (WindGypsy Consulting)		
Contact:	Tyson, Marnie, (425) 345-2392, marnie@windgypsy.com		
Mailing	Seattle, WA 98125-3328		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Peters, Kylene	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. not yet, My counselor has alerted me to some but due to work load I didn't feel ready to submit on them
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? The Counselor's insights on profiles and marketing have been extremely helpful. It has positioned me to be able to respond to subcontracting opportunities
6. Your Name and Company Marnie Tyson WindGypsy Consulting

Client:	K02927 (Schooley Mitchell)		
Contact:	Chen, Allen, (206) 596-1176, allen.chen@schooleymitchell.com		
Mailing	Seattle, WA 98116-4553		
Survey:	Seattle Client Survey June 2018	Date:	12/10/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? Yes
3. Have you bid any work with City of Seattle or any other government agency? Please explain. No
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? N/A - my business is not applicable for gov. contracting
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? N/A - my business is not applicable for gov. contracting
6. Your Name and Company Allen Chen from Schooley Mitchell

Client:	K02909 (Cornerstone Accounting & Business Solu)		
Contact:	Salmon, Lorri, (253) 376-0644, Lorri@urcornerstone.com		
Mailing	Seattle, WA 98121-3409		
Survey:	Seattle Client Survey June 2018	Date:	12/11/2018
Counselor:	Sundell, Darrell	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? **Yes**
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? **Yes**
3. Have you bid any work with City of Seattle or any other government agency? Please explain. **Not yet, but intend to in 2019**
4. How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts? **Continue to hire great individuals who are educated in the contracting who are help Small business owners build on what is already place.**
5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? **Yes.**
6. Your Name and Company **Lorri Salmon, Cornerstone Accounting & Business Solutions LLC.**

Client:	S03613 (Blue J Design, LLC)		
Contact:	Hanson, Jacquelyn, (206) 790-4241, jackie@bluejdesign.com		
Mailing	Seattle, WA 98177-4222		
Survey:	Seattle Client Survey June 2018	Date:	12/11/2018
Counselor:	Taylor, Cate	Funding:	DLA

1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? **Yes**
2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? **Yes**
3. Have you bid any work with City of Seattle or any other government agency? Please explain. **No**

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts?

Schedule follow up mtgs to keep initiatives moving forward

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

PTAC is invaluable! I received so much help, guidance, and insight. Getting started into the journey of being a WBE is a huge undertaking & I couldn't have done this without the help of PTAC training & counselors.

6.Your Name and Company

Jacquelyn Hanson - Blue J Design & KBKM

Client:	K03009 (Mikaela Kiner Coaching and Consulting LLC)		
Contact:	Fink, Michelle, (206) 319-9003, michelle@uniquelyhr.com		
Mailing	Seattle, WA 98104-3111		
Survey:	Seattle Client Survey June 2018	Date:	12/11/2018
Counselor:	Tyson, Marnie	Funding:	DLA

1.Our records show that you met/spoken with a PTAC business counselor Yes in the past 6 months. Did you find your business counselor prompt and helpful?

2.As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? Yes

3.Have you bid any work with City of Seattle or any other government agency? Please explain. Not yet

4.How can PTAC do a better job of helping firms find, bid, and win government contracts and subcontracts?

I think that a one pager graphic that shows the typical flow/process of looking up opportunities and making a bid would be helpful for those just getting started.

Also, a one pager with all of the acronyms that we might need to know.

5.Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials?

Our company could not have figured out the process or navigated the ins and outs of the various websites you need to know about without PTAC assistance. The help I have received in just 3 short interactions has already clarified much of the confusion that

6.Your Name and Company

Michelle Fink, uniquelyHR

Client: L2473 (Amkraut, Elliott)
Contact: Amkraut, Elliott, (206) 714-8254, elliot.amkraut@gmail.com
Mailing: Seattle, WA 98125-3845

Survey: Seattle Client Survey June 2018 **Date:** 12/12/2018
Counselor: Hoy, Kate **Funding:** DLA

- 1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? **Yes**
- 2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? **Yes**
- 3. Have you bid any work with City of Seattle or any other government agency? Please explain. **PTAC helped me to secure a contract with the Millennium Challenge Corporation in Nepal.**
- 5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? **I applied for a consulting services contract with the Millennium Challenge Corporation in Nepal and ran into a problem getting registered for System for Award Management. Tiffany Scroggs was able to get through to the GSA and get my application processed**
- 6. Your Name and Company **Elliott Amkraut (Sole Proprietor)**

Client: S00130 (WCJ BUSINESS & FINANCIAL CONSULTING, LLC)
Contact: Jack, Wilfred, (206) 931-1781, fjackjr@comcast.net
Mailing: Seattle, WA 98118-5959

Survey: Seattle Client Survey June 2018 **Date:** 12/12/2018
Counselor: Peters, Kylene **Funding:** DLA

- 1. Our records show that you met/spoken with a PTAC business counselor in the past 6 months. Did you find your business counselor prompt and helpful? **Yes**
- 2. As a result of the PTAC's government contracting assistance, do you feel more likely to succeed in selling to the government and/or government prime contractors? **Not Sure**
- 3. Have you bid any work with City of Seattle or any other government agency? Please explain. **No, not yet**
- 5. Our funders are currently evaluating whether to continue supporting the PTAC's ability to provide no-cost services. Would you like to provide a testimonial as to the value of the PTAC program for your business that could be used in marketing materials? **Not yet able to do so.**

6. Your Name and Company

WCJ BUSINESS & FINANCIAL CONSULTING,
LLC

