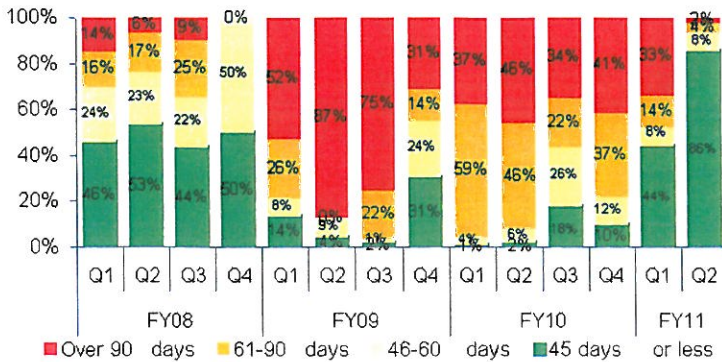




4.4.a - OMWBE Application Processing Time **Is determination time improving?**

Application Determination Time



Drill Down Measures

- 4.4.a.1 - Current Application Backlog
- 4.4.a.2 - Applications Received

Summary Analysis

4. 4.a Application Processing Time

- During the second quarter of FY11, OMWBE processed 85.7% of new state applications in 45 days or less, a significant improvement over the previous quarter and fastest turn around time in several years.
- There has been no backlog of state-only applications for two consecutive quarters. Since the backlog has been eliminated it will no longer be reported as a separate GMAP measure.
- OMWBE also increased the number of renewal applications and federal annual updates processed within 45 days or less during the second quarter.
- These improvements are the result of the continued efforts of the State Certification Staff to focus primarily on the applications that can typically be accomplished by a desk audit.

New State Only Applications Processed:

	Qtr 2 FY10	Qtr 2 FY11
Total	136	119
45 days or less	1	102
46-60 days	6	10
61-90 days	61	5
Over 90 days	68	2

Data Notes

Data Source: OMWBE Database
 Measure Definition: The number of new state applications processed in under 45 days, 46-60 days, 61-90 days, and over 90 days, as a percentage of total applications processed during the quarter. This includes state applications (new) and is measured from the day of receipt to the day of the determination.

Target

Rationale:

Link to Agency Strategic Plan:

Relevance:

Notes: (optional) Data as of February 28, 2011.

Also Available

Action Plan: Yes
 Extended Analysis: Yes

Action Plan

Title	Who	Due Date	Status	Status Date
ForumDate : 2011-01-15 (1)				
DBE Application Processing Time	Director & Certification Manager	4/1/2011	In Progress	3/17/2011
ForumDate : 2010-01-15 (2)				
Add new staff resources for processing applications	OMWBE		Completed	6/8/2010
Set goals with staff	OMWBE		In Progress	3/17/2011
ForumDate : 2008-11-19 (1)				
Reexamine process improvements	Director and unit managers	6/30/2011	In Progress	3/17/2011
Add a new item				

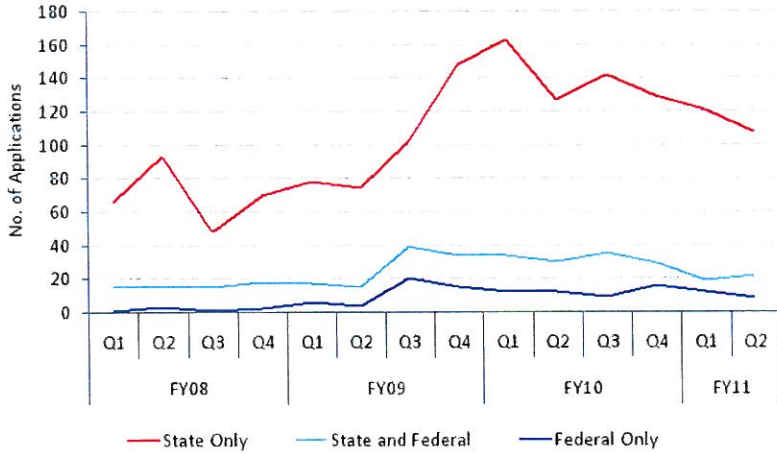
Extended Analysis

The second quarter application processing improvements included state application and other applications all processed in less than 45 days. This enables OMWBE to begin reporting separate performance metrics for federal applications in the fourth quarter.



How many new applications for certification did OMWBE receive?

Applications Received



Drill Down Measures

Summary Analysis

The number of new applications received during the second quarter was less than the number received for the same period of FY10. This decline is similar to the decline during the first quarter of FY11 compared to the same period of FY10. It reflects the ongoing failure nationwide to encourage small business growth and retention. Notwithstanding, and of encouragement locally, is the increased number of certified firms choosing to recertify for our state program during the second quarter compared to the same period of FY10, even though the number was less than the first quarter of FY11. Most significant is the increased number of miscellaneous requests received during Qtr 2. This statistic indicates certified firms are actively engaged in bidding and/or seeking contracting opportunities.

The overall number of applications received in the second quarter increased slightly over the same period of FY10. More importantly, the number of miscellaneous requests more than doubled from the same period in FY10 as it did also in the previous quarter. These requests often require the same analysis as a new DBE application, however, they are given priority processing to ensure the firms comply with current bidding requirements. This negatively impacted (delayed) the processing time of new DBE applications during the first half of FY11.

Data Notes

Data Source: OMWBE Database
 Measure Definition: Number of new applications received. Includes first-time applications only, for state, federal, and state/federal combination.
 Target Rationale:
 Link to Agency Strategic Plan:
 Relevance: Last updated February 28, 2011
 Notes: (Optional) Previous data included annual updates (for state certification only), and federal recertification's (required every three years).

Also Available

Action Plan: Yes
 Extended Analysis: Yes

	State Only	Federal Only	State & Federal
Qtr 2 FY10	127	12	30
Qtr 2 FY11	107	8	22

Action Plan

Title	Who	DueDate	Status	StatusDate
ForumDate : 2010-10-27 (1)				
Restructure certification unit	Director and Certification Managers	9/20/2010	Completed	12/29/2010
ForumDate : 2009-07-15 (1)				
Implement first draft of QuickCheck pre-screening tool	Certification and IT Managers	7/31/2009	Completed	12/29/2010
Add a new item				

Extended Analysis

Applications Received (4.4.b)

Despite the decline in new state applications, the number of MBE/WBE firms enrolled in the Linked Deposit Program (LDP) in Qtr 2, FY11 increased compared to the previous quarter of FY11 and Qtr 2, FY10. Firms reported 133 jobs created/saved as a result of the loans enrolled in the LDP in the second quarter, an increase over the number reported during the previous quarter, although less than the number reported during the same period of FY10 (194). In spite of the reluctance of banks to extend credit to small businesses, banks participating in the LDP continue to provide access to capital at reduced interest rates.

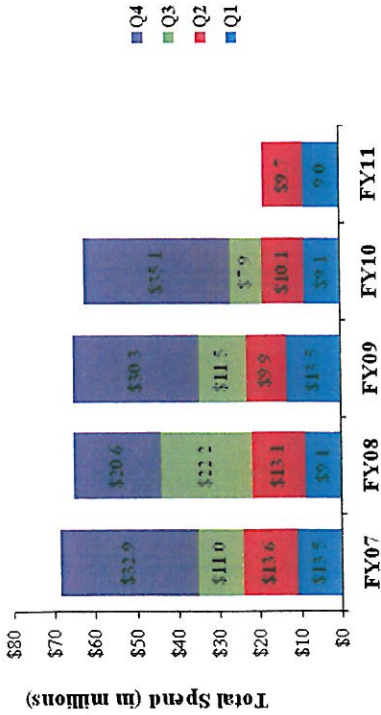
TYPE	FY10, Qtr. 2	FY11, Qtr. 2
New State, Federal and Combinations	169	137
Federal Annual Updates	47	55
State-Only Recertifications	38	59
Combination (S&F) Recertifications	29	19
Miscellaneous Requests	16	37
Total	299	307



4.5 - Expenditure with Certified Firms

How much has the State spent with certified firms?

State Expenditure with Certified Firms



Drill Down Measures

4.5.a - Diverse Suppliers to the State
Summary Analysis

FY11, Qtr 2 - Expenditures with Minority & Women Businesses Continued to Decline Slightly

- Total expenditures with certified firms during the second quarter were \$9.7M, slightly less than the state's expenditures with certified firms for the same period of FY10 (\$10.1M). This is more than the previous quarter (\$9.0M).
- Expenditures with MBE firms increased slightly during the second quarter compared to the previous quarter and were approximately the same as the same period of FY10.
- Expenditures with WBE firms increased slightly compared to the previous quarter, however, they were less than the same period of FY10.
- The PBase increased during the second quarter over the same period for FY10 by about 9.6 percent. This, along with the reduced expenditures to MBE firms accounts for the lower percentage spend overall with MBE and WBE firms during the second quarter compared to the same period for FY10.
- Sufficient data is not available to determine all the reasons for decline in spend with MBE firms, however, historically WSDOT's spend with MBEs and WBEs significantly influences the state's overall spend percentage, not just because of the size of its PBase compared to the other agencies, but because of its spend with MBE/WBEs. WSDOT's spend with MBEs was slightly more during the second quarter than it was for the first quarter of FY11. Its spend with WBEs during the second quarter was significantly more, compared to the first quarter, accounting for about 20 percent of the state's spend overall. However, WSDOT's spend with MBEs and WBEs during the second quarter was less than during the same period for FY10.
- During the second quarter, OMWBE continued its increased outreach with the communities represented by the three commissions: African American, Asian American/Pacific Islander, and Hispanic pursuant to interagency agreements. OMWBE is tracking the results this increased outreach may have on the number of MBE firms and dollar spend.

Data Notes

Data Source: OMWBE Database
 The dollars of expenditure with certified firms includes only state certified firms, not spending with federally certified firms using federal dollars. The PBase (purchasing base) includes spending on goods and services with both state and federal dollars, with certain limited exceptions.
 FY09 data does not include University of Washington expenditures. UW data could not be included in OMWBE statewide report totals because data was not reported in a compatible format.

Target:
 Rationale:
 Link to Agency Strategic Plan:
 Relevance:
 Notes: Data as of February 28, 2011
 Also Available:
 Action Plan: Yes
 Extended Analysis: Yes

FY11	PBase	MBE	%	WBE	%	Total # Certified Firms	Certified Firms Doing Business
Qtr 1	\$673,397,364	\$5,668,849	.84	\$3,387,058	.50	2692	268
Qtr 2	\$763,925,798	\$5,717,717	.74	\$3,991,348	.52	2744	334

FY10	PBase	MBE	%	WBE	%	Total # Certified Firms	Certified Firms Doing Business
Qtr 1	\$615,665,989	\$6,790,803	1.10	\$2,290,215	.37	2461	224
Qtr 2	\$680,518,328	\$5,748,426	.83	\$4,363,717	.63	2582	287

FY09	PBase	MBE	%	WBE	%	Total # Certified Firms	Certified Firms Doing Business
Qtr 1	\$636,215,126	\$8,495,618	1.34	\$5,025,155	.79	2262	235
Qtr 2	\$617,410,495	\$5,422,478	.87	\$4,542,110	.73	2262	293

Extended Analysis

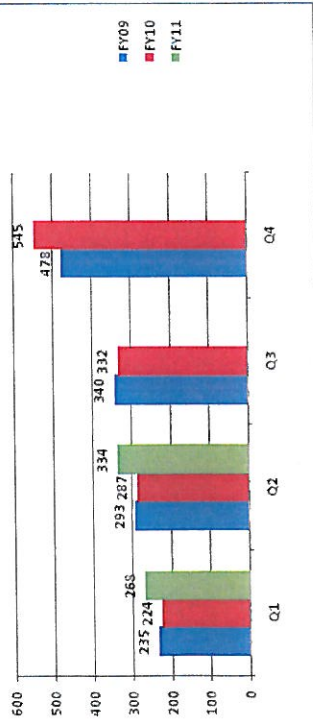
Action Plan	Title	Who	Due Date	Status	Status Date
[-]	ForumDate : 2009-07-15 (1)	Second Tier Reporting Pilot	Director	12/31/2009	Completed 9/15/2010
[+]	Add new item				



The number of certified firms doing business with the state is increasing.

Summary Analysis

Number of Certified Firms Doing Business with the State



The number of certified firms doing business with the state increased Qtr 2, FY11 (334) from Qtr 2, FY10 (287)

The total number of available certified firms during the second quarter represents an increase over the same period of FY10. Note, however, the number of available certified firms for the second quarter is less than the total number of available firms at the end of FY10. More importantly though, the number of firms doing business with the state during the second quarter is an increase from the same period of FY10 and the first quarter of FY 11, despite a decrease in total expenditures by the state with certified firms overall. Furthermore, each ethnic group/gender experienced an increase in the number of firms doing business with the state during the second quarter.

Number of Certified Firms Doing Business With the State

Ethnicity/Gender	FY11		FY10		FY09	
	1st Qtr	2nd Qtr	1st Qtr	2nd Qtr	1st Qtr	2nd Qtr
African American	26	32	21	26	31	39
Asian American	59	67	47	57	50	58
Hispanic American	25	33	13	24	18	27
Native American	14	19	9	12	8	11
Other	0	0	0	0	1	1
Caucasian	144	183	134	168	127	157
Total	268	334	224	287	235	293

Extended Analysis

- Continue to increase number of MWBEs bidding through outreach, training and new interagency agreements with ethnic commissions.
- Continue to encourage agencies to implement contract language permissible under I-200 re: MWBE solicitation, utilization and reporting as first and second tier vendors; and use WEBS OMWBE report.
- Continue to participate in GA Procurement Reform workgroup re: NIGP Code implementation/NAICS alignment and GA WEBS enhancement workgroup.
- Analyze agency spend data to identify new opportunities for MWBEs, assist agencies provide focused outreach and track spend.

CERTIFIED FIRMS DOING BUSINESS WITH THE STATE (2005-2010)

Year	Base (Billions)	Total # of Certified Firms	Certified Firms Doing Business*	Dollars (Millions)
2005	\$2.8	2449	421	\$54.6
2006	\$2.7	2487	378	\$80.2
2007	\$2.9	2461	453	\$68.5
2008	\$2.7	2467	460	\$64.9
2009	\$2.0	2649	478	\$65.2
2010	\$2.3	2966	545	\$67.1

*Number is not an accumulation of the quarters. It is the year end total. It may be the same as Qtr 4. OMWBE does not receive data from the agencies in order to determine the number of contracts a firm has with an agency because agencies either do not report the contract number and/or individual agency transactions are

Action Plan

Title	Who	Due Date	Status	Status Date
ForumDate : 2010-10-27 (2) Implement Standard Contract Language Director & Agency Support Manager In Progress 3/17/2011		12/31/2011	In Progress	3/17/2011
OMWBE Directory Re-Design Director & Agency Support Manager In Progress 3/17/2011		12/31/2011	In Progress	3/17/2011
ForumDate : 2009-07-15 (2) Gap Analysis Director and Agency Support Manager In Progress 6/30/2011		6/30/2011	In Progress	3/17/2011
Focused Advocacy Director and Agency Support Manager In Progress 6/30/2011		6/30/2011	In Progress	3/17/2011
Add a new item				

aggregated by OFM as part of its expenditure data preparation process for OMWBE.

Each quarter includes firms receiving spend on one or more contracts with one or more agencies during the quarter. A contract can span one or more quarters. Therefore, the same firm may be separately counted in each quarter that it receives spend. To avoid counting a firm more than once, Qtr 4 total is used as the year end total. If a firm does not receive spend in each quarter, an adjustment will be made to add these firms to the year end total.