



# OMWBE 101

# ABOUT OMWBE

---



Since 1983, OMWBE has helped businesses owned by minorities, women, and other underrepresented communities access contracting and procurement opportunities in state government. We are passionate about offering a seamless, positive, and timely experience with our office.



# OMWBE Purpose

---



OMWBE is the sole agency that certifies minority- and women-owned business enterprises to participate in public contracting and procurement.

Our efforts help small businesses owned by minorities, women, and veterans to obtain more government contracts which strengthens our communities, makes our economy more resilient, and improves the quality of life for all Washingtonians.



## Our Purpose

To be a vital and trusted resource for businesses owned by minorities, women and other under-represented communities to gain access, visibility, and contracting opportunities in procurement. We work to promote equity in how Washington State spends its resources in the private sector by eliminating barriers to equitable participation in public spending and contracting.

# OMWBE Mission & Vision

## Our Mission

To create and implement programs that provide maximum opportunity for participation of businesses owned by minorities, women, and other under-represented communities in public contracting.

## Our Vision

OMWBE is dedicated to:

- Eliminating systemic and institutional oppression in contracting in the State of Washington;
- Driving innovation, strengthening, and diversifying overall statewide economic growth;
- Empowering public entities to recognize and embrace the value of minority, women, and other under-represented communities' owned businesses



# Why Our Work Matters

---

- Supports all facets of the economy and helps “diversify” our economic investments, contributing to resiliency and recovery
- Promotes competition, innovation, and better-quality service delivery for the government
- Small businesses make up a large part of our economy and about 50% of jobs, supporting success, prosperity, and resiliency of our communities and families
- Government contracts can provide stable, predictable work and help M/WBEs weather economic changes and grow their businesses



# ABOUT Our Team

---



At OMWBE, our most valuable resource is our people, with a diversity of backgrounds, skills, ideas, and life experiences that enhance our ability to deliver thoughtful services to our customers.



# CORE Services

## Certification

- Certify minority and women owned businesses.
- Maintain a directory so state agencies, primes, and educational institutions can find firms to work with.
- State: 2,733
- Federal: 1,614
- Total: 3,304

## Supplier Diversity

- Report the annual spend with certified firms. Posted on our website.
- Meet with 63 state agencies, 8 higher educational institutions, and many prime contractors on their business diversity spending goal plans and best practices.

## Business Development

- Providing post Certification services and support certified firms.
- Outreach to communities and small businesses.
- Linked Deposit - Program providing access to capital for state certified firms.

## Governor's Subcabinet on Business Diversity

- Seeks statewide, big-picture solutions to increase public spending with certified firms that are long-term and sustainable.
- Support and educate on how to improve contracting with certified firms and how to tailor efforts to be inclusive.



# WHAT IS Certification?

---



OMWBE certifies small businesses that are owned & controlled by minorities, women, and other disadvantaged individuals.

Agencies, institutions of higher education, political subdivisions, and prime contractors use OMWBE's directory to locate small and diverse vendors.



# CERTIFICATION **Types**



## FEDERAL CERTIFICATION

- ✓ Disadvantaged Business Enterprise (DBE)
- ✓ Airport Concession Disadvantaged Business Enterprise (ACDBE)
- ✓ Small Business Enterprise (SBE)

## STATE CERTIFICATION

- ✓ Minority Business Enterprise (MBE)
- ✓ Minority Woman Business Enterprise (MWBE)
- ✓ Woman Business Enterprise (WBE)
- ✓ Combination Business Enterprise (CBE)
- ✓ Socially and Economically Disadvantaged Business Enterprise (SEDBE)

# WHY CERTIFY?

## WHY CERTIFY?

- ✓ Be visible to agencies, local governments, and prime contractors
- ✓ Gain access to valuable government contracts
- ✓ Network with contractors and government agencies

Getting certified with Washington State Office of Minority & Women Owned Business Enterprises (OMWBE) increases a business's access to opportunity. State agencies use our Directory of Certified Firms to find qualified minority- and women-owned small businesses to fulfil their contracting needs.

### Certified Business Directory

OMWBE's Certified Business Directory helps buyers and contracting officers quickly locate and notify firms of upcoming procurement and contracting opportunities. Please select at least one certification type when you search.

# BUSINESS DEVELOPMENT

---



- Support OMWBE's efforts to increase the number of certified small businesses throughout Washington state.
- Helps to increase technical knowledge and knowledge of best business practices in Washington state
- Promotes relationship building with internal and external partners and the communities we serve.
- Conducts strategic and targeted outreach throughout all Washington counties



# Small Business Support

---



- Interacts with small businesses through outreach events, meetings, 1:1 discussions, and other forms of customer engagement to gain insights from businesses on what is needed to create greater opportunities and beneficial support.
- Contracts with businesses to provide technical industry training and business training to better support certified firm's efforts in gaining access to state contracts and procurement.



# LINKED Deposit



The Linked Deposit Loan Program provides affordable capital for State Certified Firms.

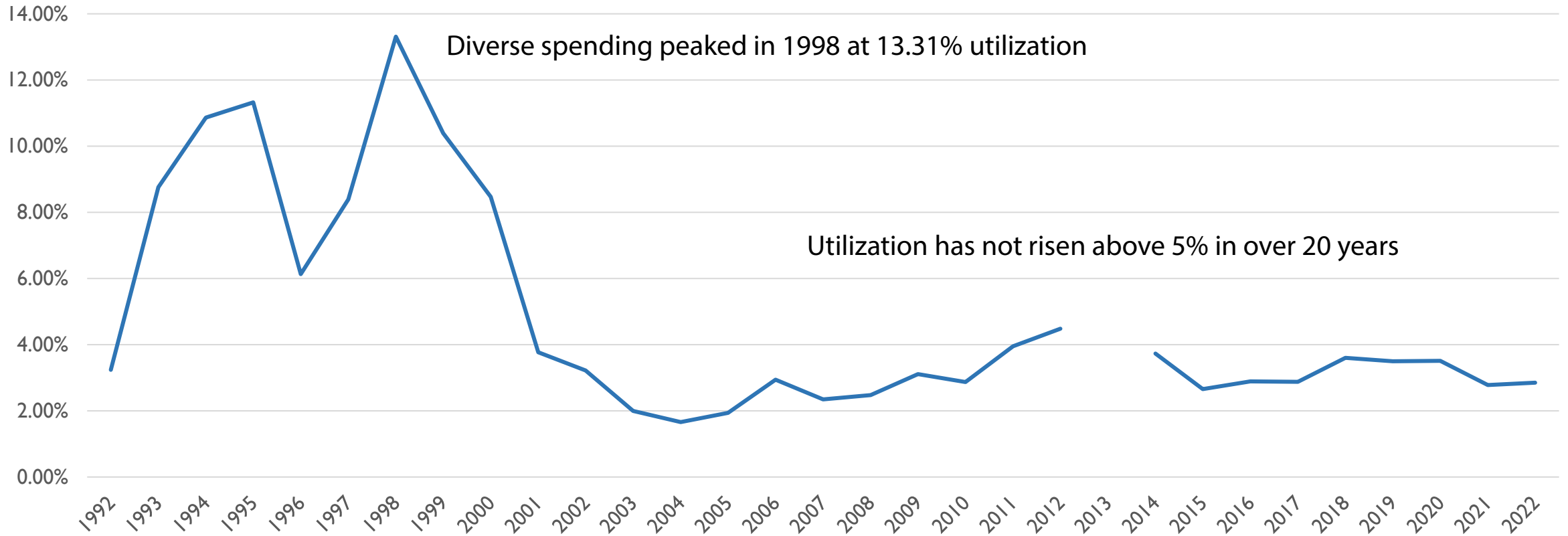
- Women and minority owned businesses historically denied access to capital
- Provides additional economic opportunities for Veterans and Service members
- Any business-related loan for a state certified firm made by a participating lender is eligible for enrollment and receiving an interest rate reduction of up to 2%
- \$68 Million (OMWBE) & \$1.9 Million (DVA) in funds for the program



# 30 Years of State Spending With Certified Businesses



## Percentage of Public Spending with Certified Businesses





# OMWBE is Waiving Certification Fees Thru June 2024!

OMWBE is celebrating our 40 years of service this September by waiving certification fees thru June 2024. We are so excited to invite small businesses throughout the state of Washington to get certified for FREE!

CELEBRATING 40 YEARS



Washington State Office of  
**MINORITY &  
WOMEN'S**  
Business Enterprises

# Questions

---





# Thank You!

---



Washington State Office of  
**MINORITY &  
WOMEN'S**  
Business Enterprises

Contact: Timolin Abrom

Email: [TimolinA@omwbe.wa.gov](mailto:TimolinA@omwbe.wa.gov)

**Office of Minority & Women's Business Enterprises**

1110 Capitol Way S #150, Olympia, WA 98501

Phone: (360) 664-9750 | [omwbe.wa.gov](http://omwbe.wa.gov)

