Talking Points

• Who is the Northwest Mountain MSDC?
• What is City of Seattle Technical Assistance Services (TAS)?
• TAS Support & Development
• Contact Information
• Questions & Answers
Who is the Northwest Mountain MSDC?

• 501(c)(3) Nonprofit Organization
  ▪ MBE Certification Entity
  ▪ Member Sponsored Entity
  ▪ Fully Paid Staff

• Regional Subject Matter Experts in Supplier Diversity

• Nexus between Public, Private, and MBEs

• 4 Core Pillars:
  • Certify, Develop, Connect, Advocate

Mission:
“Foster an Environment that creates Equitable Opportunities and Builds Economic Value”
What is City of Seattle Technical Assistance Services (TAS)?

• Legislative Requirement that the City of Seattle Provide TAS
  • SMC: 20.42.030 *Powers and Duties of the Director*
  • SMC: 20.42.50 *Affirmative Efforts in Employment and Subcontracting, Non-Discrimination in Services Required*
  • SMC: 20.42.60 *Affirmative Efforts by City Contract Awarding Authorities Required*

• Support the City of Seattle Rate Payers (2019 Data)
  • Population: 744,955
  • Non-Ethnic Minorities: 68%
    - Women: 49%
  • Ethnic Minorities: 32%
    - Women: 35%
Why is TAS Important?

City of Seattle

Invest in the City of SEA

Generational Wealth Creation

Contracts with Women & Minority Business Enterprises

Business Growth

Procure Benefits for Employees

Improved Lifestyle

Family Health & Education

Supply Chain Growth

Aggregate Tax Base Improves Community Infrastructure

Create Above Living Wages

Spend Direct in Community

Hire Women & Minority Employees

Contracts with Women & Minority Business Enterprises

Hire Women & Minority Employees

Improved Lifestyle
TAS Support & Development

• Northwest Mountain MSDC Leads TAS
  • Community Outreach
  • Program Enrollment & Assessment
  • How to do Business with the City of Seattle: Individual & Group Sessions
    • Register with the City
    • Opportunity Research
      • Understanding the Opportunities
    • RFX Response
    • Back Office Responsibilities
  • 1-on-1 Consulting
  • Strategic Communications
  • Introduction to the Private Sector - Certification
TAS Support & Development (cont’d)

• In Partnership with the Univ. of WA Foster School of Business, Consulting and Business Development Center
  • Construction and Clean Energy Cohort: 3 Feb – June 2020
  • Minority Business Executive Program: Sept. 2020

• In Partnership with Craft3
  • Access to Capital
  • Lending Panel

• In Partnership with TRIO Group
  • Capabilities Statement Development
  • How to Market your Business
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Questions & Answers