

# WORKING WITH FORMA



## USEFUL TIPS

WHAT	WHO	WHERE	WHY
<b>REGISTER WITH OMWBE</b>	Women- and Minority-Owned Businesses	<a href="https://omwbe.wa.gov/">https://omwbe.wa.gov/</a>	Public clients increasingly prioritize inclusion through methods like Progressive Design-Build and Job Order Contracting. Registering helps FORMA expand subcontractor development efforts.
<b>REGISTER WITH FORMA</b>	All contractors	<a href="https://tinyurl.com/register-with-FORMA">https://tinyurl.com/register-with-FORMA</a>	FORMA's always looking to identify new businesses we can team with on projects of every scope and scale.
<b>CREATE A CAPABILITY STATEMENT</b>	All contractors	Search engine	A Capability Statement tells potential clients who you are, what you do, and how you are different from your competitors.
<b>JOIN NETWORKING GROUPS</b>	All contractors	Prime Contractor Events, <a href="#">NAMC</a> , <a href="#">AWMB</a> , <a href="#">NWMBA</a> , <a href="#">Tabor 100</a>	Networking is a way for your company to stay relevant in a competitive market by building rapport with Prime Contractors, Owner Representatives, and Subcontractors.
<b>FIND BID OPPORTUNITIES</b>	All contractors	Prime Contractor websites, <a href="#">OMWBE</a> , <a href="#">WEBs</a> , <a href="#">City of Seattle</a> , <a href="#">King County</a> , <a href="#">APEX</a>	Public Agencies and Prime Contractors are required to advertise public works projects for the subcontracting community.
<b>SELF-CERTIFY YOUR BUSINESS</b>	All contractors	<a href="#">WA State Department of Enterprise Services</a> , <a href="#">City of Seattle</a> , <a href="#">King County</a>	Registering with these agencies increases opportunities for Public Works projects. We recommend registering while awaiting OMWBE certification, as Prime Contractors use these directories to find partners.

## GROW YOUR BUSINESS WITH JOB ORDER CONTRACTS

FORMA's Small Business Accelerator introduces developing firms to public contracting—offering opportunities via Job Order Contracting that scale to the size and skillset of the contractor—with access to a pipeline of work that allows growth. **Reach out to the Job Order Contract Project Manager for the region in which you want to work.**

### CITY OF BELLINGHAM JOC | PORT OF BELLINGHAM JOC

RUSS ISALY, Project Manager, [Russ.Isaly@formacc.com](mailto:Russ.Isaly@formacc.com)

### CITY OF EVERETT JOC | PORT OF EVERETT JOC

### MUKILTEO SCHOOL DISTRICT JOC | SNOHOMISH COUNTY JOC

EVAN MILLER, Assistant PM

[EvanM@formacc.com](mailto:EvanM@formacc.com)

NICK HALL, Assistant PM

[Nick.Hall@formacc.com](mailto:Nick.Hall@formacc.com)

### LAKE WASHINGTON SCHOOL DISTRICT JOC

ROB WETTLESON, Sr. Project Manager, [RobW@formacc.com](mailto:RobW@formacc.com)

### CITY OF SEATTLE JOC

BRAD VAN DER WESTHUIZEN, Project Manager, [BradW@formacc.com](mailto:BradW@formacc.com)

### CITY OF REDMOND JOC | SOUND TRANSIT JOC

DAVID BLANKENSHIP, Assistant Project Manager, [DavidB@formacc.com](mailto:DavidB@formacc.com)

### PACIFIC LUTHERAN UNIVERSITY JOC

MIKE HAGEN, Project Manager, [MikeH@formacc.com](mailto:MikeH@formacc.com)

### KING COUNTY JOC

BRIAN KAZEM, Project Manager

[BrianK@formacc.com](mailto:BrianK@formacc.com)

DEVON SCHMAUS, Project Manager

[Devon.Schmaus@formacc.com](mailto:Devon.Schmaus@formacc.com)

### WA STATE DES JOC — NW REGION

BRIAN KAZEM, Project Manager

[BrianK@formacc.com](mailto:BrianK@formacc.com)

MEAGEN WATNE, Project Manager

[Meagen.Watne@formacc.com](mailto:Meagen.Watne@formacc.com)