ABOUT US

Emerald Cities is a national nonprofit that works at the nexus of equity and environment. The Emerald Cities Collaborative (ECC) envisions high-road regional economies that are more sustainable, economically just and democratic. We focus on:

- Greening Our Cities
- Building Our Communities
- Strengthening our Democracy
EMERALD CITIES COLLABORATIVE SUPPORT

**E-Contractor Academy** – 6 weeknight sessions of online instruction about subcontracting and sustainable practices by contracting and business leaders

**Business Consulting** – The opportunity to receive up to 2 years of individual consulting services by subject matter experts

**Connection to Clean Energy Projects** – Warm introductions to general contractors/primes seeking MBE’s, marketing assistance to grow your residential business via clean energy projects

For more information, please visit our E-Contractor Website & sign up for our next session – early 2024
Top Challenges for Contractors

FINANCING
Industry risk, credit, cash flow

WORK
Effective marketing, target market focus

BONDING
Performance bonds

BACK OFFICE
Administration, operational processes

CONTRACTS
Payment terms, protections, warranties

GOVERNMENT
Licensing, incentives, rebates
Finding Work Opportunities

**Residential**
- Website
- Reviews (Yelp/Google)
- Business Cards

**Multi-Family**
- Connections to Developers
- Working as sub-contractor

**Commercial**
- Networking
- Capability Statement
- RFPs

**Government**
- Certification (WMBE)
- Capability Statements
- RFPs / RFQs
- Prevailing Wage / LCP Tracker
Helpful Start-Up Resources for Contractors

- How to Register A Construction Business (L&I)
- Verify a Contractor
- Contractor License # must appear on all marketing materials
- Surety Bond or Savings Account
Helpful Resources for Existing Contractors

- Office of Minority and Women Business Enterprises (OMWBE)
  - Certify
  - Director
  - Training

- L & I
  - Mechanic’s Lien Disclosure Statement
  - How to file a mechanic’s lien
Contractor Focused Support

- Emerald Cities Collaborative E-Contractor Academy
- Procurement Technical Assistance Center (APEX Accelerators)
- Minority Business Development Agency
- Northwest Mountain Minority Supplier Development Council (Northwest Mountain MSDC)
- University of Washington Ascend Program
- Initiative for a Competitive Inner City (ICIC) Building for Growth
- Tabor 100 (Seattle/Tukwila area)
QUESTIONS

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