



Seattle-Tacoma
International
Airport

Welcome!

PortGen Industry Day



June 11, 2021

This PortGen will be recorded and made available at <https://www.portseattle.org/page/portgen-workshops>

Agenda

Welcome/Introduction

Jeffrey Brown

Diversity in Contracting Program

Lawrence Coleman

North Main Terminal Redevelopment Project

Alan Olson & Michael Francis

Port Contracting Overview

Hala Rabbo

Networking

Tina Boyd

Welcome



Jeffrey Brown

Aviation Chief Operating Officer



DEPARTURES

ALASKA

DOOR 33

DEPARTURES

ALASKA

DOOR 31

DEPARTURES

ALASKA

27

29

31

33

COME TO SEA



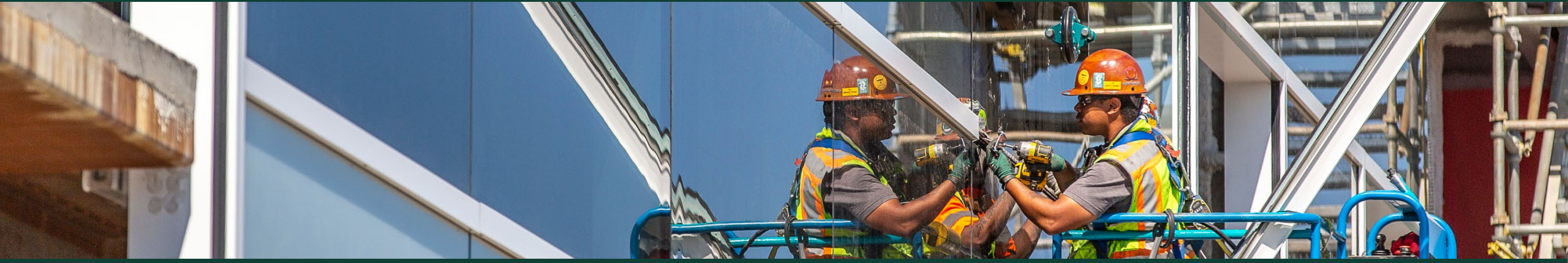


Checkpoint 5
All Gates
Nearest to: Gates C D N

Get ready
to fly.



Diversity in Contracting Program



Lawrence Coleman, WMBE Program Manager

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Policy Directive

The purpose of the 2018 Policy Directive that established the Diversity in Contracting Department was to advance equity and address contracting disparities by increasing the utilization of Women and Minority Business Enterprises and other disadvantaged firms

Goals - 5 year Benchmarks:

- Triple the number of WMBE firms doing business with the Port
- Increase to 15% the amount of spend on WMBE contracts within five years

Divisions are assigned individual WMBE goals – Are monitored by WMBE Program Manager and Divisions

Department Overview

The Diversity in Contracting (DC) department drives equitable economic development by supporting Women & Minority Business Enterprises (WMBE) and Disadvantaged Business Enterprises (DBE)

- Diversity in Contracting Policy Directive Affirmative Efforts
 - Community Engagement
 - Training
 - External & Internal
 - Partnerships
 - Airport Dining and Retail
 - Community Organizations
 - Promotion of Business Opportunities
 - Online Resources
 - VendorConnect
- Women and Minority Business Enterprise (WMBE) Program
- Federal Disadvantaged Business Enterprise (DBE) Program

2021 Division Goals

The Diversity in Contracting (DC) Policy Directive requires department/division directors develop WMBE aspirational goals, and conduct affirmative efforts to achieve the set goals as part of their annual performance evaluation. DC Staff worked with department/division leaders to review their upcoming budget and identify all possible opportunities for WMBE utilization. The table below illustrates the 2021 aspirational goals for individual divisions and departments.

Division	2021 Projected Overall Spend	2021 Projected WMBE Spend	2021 WMBE Goal %	2020 WMBE Attainment %
Aviation	\$63,136,847	\$10,101,895	16%	17.1%
Economic Development	\$4,596,651	\$597,564	13%	15.6%
Maritime	\$4,464,575	\$669,686	15%	16%
Corporate	\$29,294,647	\$5,247,688	18%	14.5%
Total	101,492,720	\$16,616,834	16%	16.6%

(Note: WMBE aspirational goals for Public Works are not included within the stated goals above; however, WMBE aspirational goals are set project by project with the exception of small works.)

DC Programs

Women and Minority Business Enterprise (WMBE) Program

The WMBE Program is aimed at providing a level platform to all businesses including women and minority business Enterprise (WMBE) firms to compete and succeed on Port projects.

Guiding Document: Port Commission Resolution 3737

Contract Goal Type: Aspirational WMBE

Prime Requirements: Inclusion Plans, Affirmative Efforts, Contract Compliance

Contract Types: A/E, Good and Services, Construction

Dollar Value: Above 199K or when subcontracting is available

Certification: Self Identified or Certified

Disadvantaged Business Enterprise Program (DBE)

DBE program is intended to remedy past and current discrimination against disadvantaged business enterprises, ensure a "level playing field" and foster equal opportunity in DOT-assisted contracts.

Guiding Document: 49 CFR part 26

Contract Goal Type: Mandatory DBE

Prime Requirements: Inclusion Plans, Good Faith Efforts, Contract Compliance

Contract Types: A/E and Construction

Dollar Value: Over \$1 Million Airport/Airfield Focused

Certification: Certified DBE at time of bid

Inclusion Plan Elements

When does the Port put goals WMBE on contracts?

When subcontracting is available. Final WMBE goal considers size, scope, availability of firms and complexity.

What is an Inclusion Plan and what do you ask for?

Provides the Port insight to your overall strategy to include and support WMBE firms.

Diversity Coordinator

- *Prime appointed contact responsible for implementing and monitoring efforts to meet WMBE utilization goals on this contract*

Affirmative Efforts/Business Support Strategies Required of Primes

- *Outreach that's detailed and specific*
- *Prompt Payment Process*
- *Dispute Resolution*

Tips to Improve Chance of Contracting

- Know what your prime writes in the Inclusion Plan
- WMBE Primes are still required to complete the Inclusion Plan just as Non-WMBE firms
 - Even if you have never managed WMBE subs, it's fine to discuss in detail plans you have in the future
- Attend pre-bid/pre-proposal meetings
- Know the agency values and commitments to inclusion
- Understand procurement thresholds
- Know WMBE/DBE certification requirements—Not all public agencies are the same

Partners and Resources

Community Organizations

African Chamber of Commerce of the PNW
Civil Rights Coalition
Ethnic Chamber Coalition
Filipino Chamber of Commerce of the PNW
National Association of Minority Contractors
NW Mountain Supplier Development Council
Tabor 100
Urban League of Metropolitan Seattle
DC/ADR Technical Advisory Committee

Ethnic Media Publications

El Siete Dias
NW Asian Weekly
NW Vietnamese
Seattle Medium
Tu Decides
Urban Forum Northwest

Government/State

City of Seattle
Highline College - StartZone/SBDC
King County
Minority Business Development Agency
Office of Minority & Women's Business Enterprises
Procurement Technical Assistance Center
Small Business Administration
Small Business Development Center
Sound Transit
University of Washington
USDOT - Small Business Development Center
Washington State Department of Transportation

VendorConnect Database

- Internal and External Database
 - Marketing
- View current and future bid/proposal opportunities
- Add your WMBE & Small Business Credentials
- Register your company for opportunity notifications
 - NAICS codes
 - Rosters (Small Works, Goods & Services, Consultants)

[Link to the Guide for Registering on VendorConnect](#)

VendorConnect

Compass Home Page

Diversity in Contracting - Bid Op

Dashboard | VendorConnect - Po

VendorConnect External User Gui

← → ↺ 🔒 hosting.portseattle.org/sops/#/Dashboard

Port of Seattle

VendorConnect

Welcome to the Port of Seattle VendorConnect

Due to the everchanging COVID-19 situation and the healthcare professional and state guidance provided, all public gatherings, such as pre-bid meetings and bid openings will be held virtually. This information will be provided in more detail as it applies to the particular requirement and interested vendors should monitor VendorConnect closely for changes.

Port of Seattle VendorConnect provides procurement and contract information for construction, consulting, and goods and services. This is also the one stop location for registering to be on the following rosters: small works (construction less than \$300,000), consulting services, and goods and services.

To begin, you must register yourself and then find or add your business. If you were in our old system, and this is your first time logging in you must recreate your login account. To do this, click the "REGISTER/LOGIN" button below, then the "Sign up now" link on the login screen.

REGISTER/LOGIN

You may search our solicitations, vendors, and view the event calendar as a guest.

CURRENT AND PAST SOLICITATIONS

FUTURE SOLICITATIONS

SEARCH PUBLICLY VIEWABLE VENDORS

VIEW EVENT CALENDAR

<https://hosting.portseattle.org/sops/>

Upcoming PortGens

Please *note dates are confirmed as of today, but can be subject to change. Trainings will be held virtually unless otherwise stated.*

<https://www.portseattle.org/page/portgen-workshops>

Date	Training Course
August - TBD	Capital Projects
September 8	Inclusion Plans
September 16	Planes, Trains, and Automobiles – DBE Collaboration with Sound Transit and WSDOT
September 22	PCS and Small Works Meet and Greet

DC Contact Information



Mian Rice – Diversity in Contracting Director

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Tina Boyd – WMBE and Small Business Coordinator

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Lawrence Coleman – WMBE Manager

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Michael Roberson – Sr. Administrative Assistant

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Tamaka Thornton – DBE Manager

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North Main Terminal Redevelopment Project



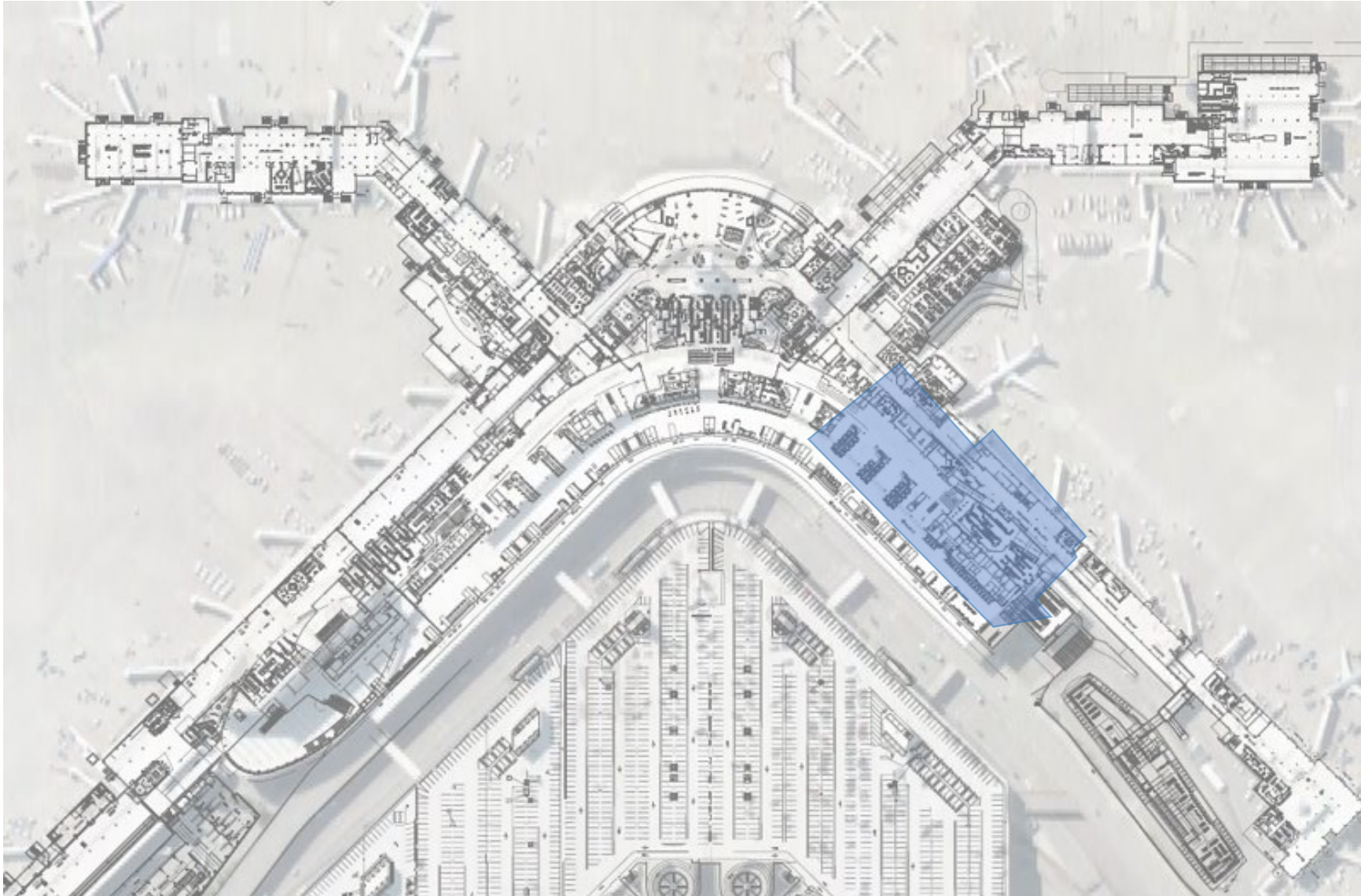
Alan Olson, Capital Project Manager

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Mike Francis, Sr. Project Manager

BCCI Construction | michael.francis@bcciconst.com

North Main Terminal Redevelopment Project



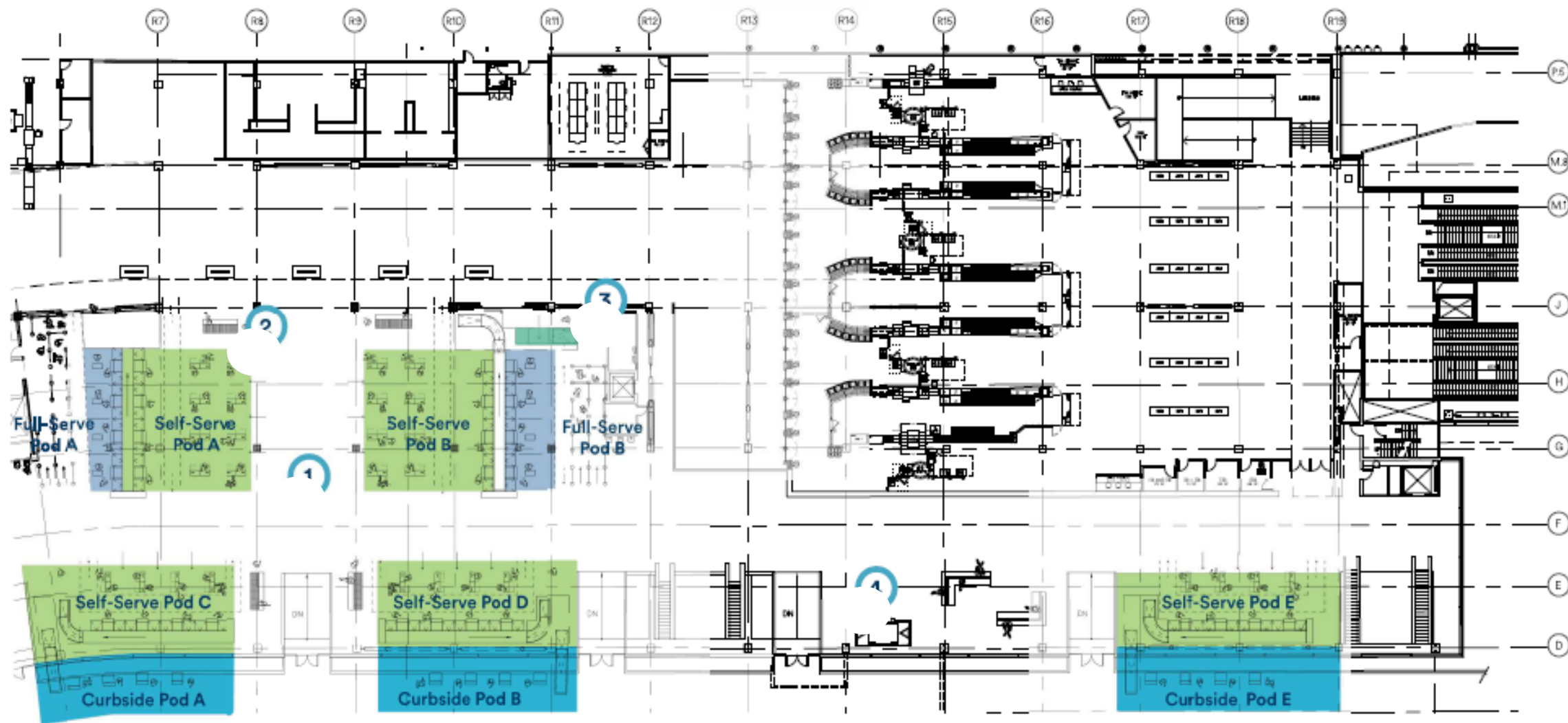
NMT Redevelopment – Project Overview

- Alaska Airlines has requested to extensively redevelop the North Main Terminal to improve passenger processing and security screening throughput and to improve the overall passenger experience
- The design and construction will be completed by Alaska Airlines under a Tenant Reimbursement Agreement (TRA) and is being supervised by the Port
 - The Port has used TRAs on several tenant-driven projects however this will be the largest and most complex project to date
- The work will take place on the Mezzanine, Ticketing, Bridge/Promenade and Baggage Claim levels of the Main Terminal. Portions of the curbside at the Departures and Arrivals Drives will also be improved

Proposed New Entrance to Main Terminal Ticketing



Proposed New Lobby and Security Checkpoint Configuration



NMT Redevelopment – Key Scope Items

- Complete reconfiguration of Alaska's Ticket Lobby in Zone 6 and 7
 - Associated modifications/upgrades to mechanical, electrical, low voltage, structural systems and finishes
- Demolition of the Mezzanine Level in Zones 6 and 7
 - Build out new space in various locations of the Main Terminal and Parking Garage to accommodate tenants displaced from the Mezzanine
- Reconfiguration and expansion of Security Screening Checkpoint #5
 - Expand from 5 to 7 screening lanes
- Upgrades to the Curbside at the Departures and Arrivals Drives
- Modifications to the Baggage Handling System at the Ticketing, Curbside, Promenade and Baggage Claim Levels

Contracting Opportunities – Port of Seattle

- Port Project Representative
- Project Management Support
- Project Controls
 - Project Controls Manager
 - Cost Engineer/Cost Accountant
 - Cost Estimator
 - Scheduler
- Construction Management Support
 - Resident Engineer
 - Assistant Resident Engineer
 - Construction Inspector
 - Project Assistant

Contracting Opportunities – Alaska

Design Build Team

■ Associated Sub-Contractors:

- General Construction
- Electrical
- Mechanical
- Plumbing
- Structural Steel
- Concrete
- Low Voltage
- Painting
- Flooring
- Acoustical/Drywall Partitions
- Millwork
- Solid Surface
- Terrazzo

■ Associated Architectural & Engineering:

- Architectural Services
- Structural Engineering
- Mechanical Engineering
- Electrical Engineering
- Low Voltage Engineering
- ADA Compliance Consulting
- Wayfinding Consulting
- Low Voltage Consulting
- Lighting Consulting
- Flooring/Terrazzo Consulting

Contracting Opportunities – Alaska

Project Management Support Team

- Project Management
- Financial & Cost Controls
- Project Controls
- O.R.A.T Manager
- Baggage System Upgrade Manager
- Project Labor Agreement Administrator

NMT Redevelopment – Schedule and Budget

Projected Construction Start: Q1 2022

Projected Construction Completion: Q2 2025

High Level Budget Estimate: \$300 – \$400 million



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Questions?

Port Contracting Overview



Hala Rabbo, Contract Administrator

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Port of Seattle Contract Overview

1. One contract for an initial period of four (4) years
2. The estimated fee for this contract falls in the range of \$14,500,000 to \$15,500,000
3. The Port intends to issue work through Service Directives (SDs)
4. Estimated Diversity in Contracting Aspirational Goal: 15%

Port of Seattle Procurement Schedule

Pre-Proposal Conference | June 21, 2021, 9:00 AM PT

Last Day to Ask Questions | June 23, 2021, 12:00 PM PT

Proposals Due | July 8, 2021, 12:00 PM PT

Shortlist Notification | Week of July 19, 2021

Interviews | Week of August 2, 2021

Revised Proposals Due | Week of August 16, 2021

Notice of Selection | Week of September 6, 2021

Commission Authorization | Week of October 25, 2021

Execute Contract | Week of October 25, 2021

Tips for Port of Seattle Proposals

1. Use the Evaluation Criteria (Section XI) as an outline for the proposal.
2. Stay within the page count limitation of **10** pages
3. Provide strong and detailed examples rather than a list of projects without much information
4. If shortlisted for interviews, draft and practice mock interview questions
5. Eliminate all typos and pay attention to the document's layout and legibility
6. Per Section XI Evaluation Criteria, Specialized Experience/Technical Competence and Project Approach are most important

Important Reminders

1. All changes shall be documented via addenda. Proposers are advised not to rely on verbal information or direction
2. Formally submit questions through VendorConnect
3. Communication regarding this procurement with Port officials other than the assigned Contract Administrator may cause the firm involved to be disqualified from this procurement
4. By offering a proposal, the firm represents that it has carefully read the Terms and Conditions and agrees to be bound by them

Networking



Tina Boyd, WMBE and Small Business Coordinator

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Networking

When called, introduce yourself and tell us some of the following:

Turn on your camera, if possible

- **Your Company Name**
- **Your Company's Specialties**
- **Whether You Are a Prime or Sub**

Networking will not be recorded | The registration list will be sent to everyone registered.



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Thank You

