SEA Industry Day: S Concourse Evolution

June 9, 2022

This presentation will be recorded and made available at https://www.portseattle.org/page/portgen-workshops
Agenda

Welcome/Introduction
• Lawrence Coleman, Diversity in Contracting WMBE Program Manager
• Lance Lyttle, Aviation Managing Director
• Jeffrey Brown, Interim Chief Development Officer, SEA Airport

Diversity in Contracting
• Lisa Phair, DBE Program Manager

S Concourse Evolution Project
• Barry Hennelly, Senior Development Manager
• Ken Warren, Capital Program Leader

Port Contracting Overview
• Angela Peterson, Construction Contracting Manager
• Tae Stacy, Service Agreements Contract Administrator

Question and Answer

Announcement and Networking
• Emily Ho, Engagement and Training Program Manager
Welcome

Lance Lyttle
Aviation Managing Director
Welcome

Jeffrey Brown
Interim Chief Development Officer
Aviation Capital Improvement Program

Growth in Capital Program

5 Year Cash Flow

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash Flow (in thousands)</th>
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<tbody>
<tr>
<td>2022</td>
<td>$500,000</td>
</tr>
<tr>
<td>2023</td>
<td>$600,000</td>
</tr>
<tr>
<td>2024</td>
<td>$700,000</td>
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<tr>
<td>2025</td>
<td>$800,000</td>
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<tr>
<td>2026</td>
<td>$650,000</td>
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CASH FLOW BY PROGRAM

- Terminal: 47%
- Infrastructure: 38%
- Airfield: 7%
- Landside: 4%
- Noise: 4%
S Concourse Evolution Cashflow

![Cashflow Chart]

- 2022: $0
- 2023: $50,000
- 2024: $50,000
- 2025: $150,000
- 2026: $200,000
- 2027: $250,000
- 2028: $250,000
- 2029: $250,000
- 2030: $250,000
- 2031: $100,000

In thousands
## Significant Future Procurements

<table>
<thead>
<tr>
<th>CONSTRUCTION OPPORTUNITIES</th>
<th>DESIGN OPPORTUNITIES</th>
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<tbody>
<tr>
<td>NORTH EMPLOYEE PARKING LOT PHASE I</td>
<td>Q2 2022 &amp; Q4 2022</td>
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<tr>
<td>TERMINAL SOLID WASTE IMPROVEMENTS</td>
<td>Q3 2022</td>
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<tr>
<td>CHECKPOINT 1 RELOCATION</td>
<td>Q3 2022</td>
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<tr>
<td>STS FIXED FACILITIES - ELECTRICAL</td>
<td>Q3 2022</td>
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<tr>
<td>APARTMENTS NOISE PROGRAM - Group 1 &amp; 2</td>
<td>Q4 2022 &amp; Q1 2023</td>
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<tr>
<td>2023 AIRFIELD IMPROVEMENT PROGRAM</td>
<td>Q4 2022</td>
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<tr>
<td>AIRFIELD UTILITY IMPROVEMENTS 2023 - 2025</td>
<td>Q4 2022</td>
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<tr>
<td>PERIMETER INTRUSION DETECTION SYSTEM</td>
<td>Q4 2022</td>
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<tr>
<td>SNOW STORAGE EXPANSION 2023/2024</td>
<td>Q4 2022</td>
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<tr>
<td>RESTROOM UPGRADES CONCOURSE B,C,D PHASE 5</td>
<td>Q1 2023</td>
</tr>
<tr>
<td>PORT SHARED- USE LOUNGE CONCOURSE A</td>
<td>Q1 2023</td>
</tr>
<tr>
<td>WIDEN ARRIVALS APPROACH</td>
<td>Q1 2023</td>
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<tr>
<td>COMMUNICATION ENHANCEMENTS</td>
<td>Q2 2023</td>
</tr>
<tr>
<td>TELECOMMUNICATIONS MEET ME ROOM - FIBER</td>
<td>Q2 2023</td>
</tr>
<tr>
<td>S 188th ST TUNNEL LIGHTING - DESIGN BID BUILD</td>
<td>Q2 2023</td>
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</tbody>
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Diversity in Contracting

Lisa Phair
DBE Program Manager
Disadvantaged Business Enterprise (DBE) Program

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

- Guiding Document: 49 CFR Part 26

- Contract Goal Type: Mandatory DBE

Disadvantaged Business Enterprise (DBE) Program

• Contract Types: A/E and Construction
• Dollar Value: Over $1 Million Airport/Airfield Focused-FAA Funded and/or Federally Funded Grants.
• Certification: Certified DBE at time of Bid
• Bonding/Insurance: Required (i.e. Exceptions or reduced amounts-case by case basis)
• Retainage: No Applicable
• Appeals Process: DBE Liaison Officer (Decision Maker)-Accept or Deny if DBE Goal not met at time of Bid Submittal
VendorConnect

The Port's Procurement & Contracts information database. VendorConnect allows firms interested in doing business with us to access a one-stop resource portal for our contracting opportunities. External users have the ability to:

- Reach Port buyers and Procurement Specialist
- Receive emails about Port events and business opportunities
- View the contracting event calendar
- Market their business to Port staff and external businesses, including primes seeking subcontractors to partner with on upcoming contracts.
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.

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
Subcontracting Opportunities (Construction)

- Steelworkers
- Concrete (Flat work & Foundation)
- Electrical (medium Voltage)
- Carpentry
- Drywall
- Roofing
- Mechanical Contractors
- Plumbers
- Asbestos
- Painters
- Carpet Installation
- Flooring Installation
- Ceiling Installation
- Insulation
- Demolition
- HVAC
- Trucking/Hauling
Contracting Opportunities (Consultant)

- PM & CM support
- Design (Architect, Structural, Civil, Electrical, etc)
- Commissioning Representative/Team
- Dispute resolution board member
- Audit
- Special inspections and testing team
Port of Seattle Upcoming Technical Assistance Events

POS & OMWBE Summer Certification Workshops:

- June 29, 2022
- July 20, 2022

Planes, Trains & Automobiles-How to do Business with FAA-FTA-FHWA:

- August 2, 2022
S Concourse Evolution

Barry Hennelly, Senior Development Manager
Port of Seattle | Hennelly.B@portseattle.org

Ken Warren, Program Leader
Port of Seattle | Warren.K@portseattle.org
S Concourse Evolution Project Agenda

- Objectives
- Project Description/Scope
- Components of interest
- Delivery Method
- Partnership
- Timeline
- Contractual elements
Objectives

- **Primary - Extend Useful Life of Facility**
  - Structural/Seismic Upgrades
  - Building Systems Upgrades
  - Civil/Utilities
  - Environmental and Sustainability Upgrades

- **Secondary - Enhanced Passenger Experience**
  - Increased Passenger Amenities/LOS
  - Increased ADR Opportunities
  - Facility Modernization
  - ADA Compliance
Project Overview – Barry Hennelly

Current Terminal

- Constructed in early 1970’s and opened in July 1973
- Primary source for international and large commercial use
- Limited capital improvements over the years
- Dependent on infrastructure beyond service life
- 250,000 sq ft on 7 floors, 40,000 sq ft vacated
- 4 escalators, 2 elevators
- Serves 21 carriers

Existing S Concourse @ SEA
Sitework – Apron Paving
Customer Experience Scope

Vision

- New passenger experience
- Increased Passenger Amenities/LOS
- Increased ADR Opportunities
- Facility Modernization
- ADA Compliance
- Northwest Sense of Place
- Invigorate terminal Club programs
Lower-Level Modernization

ADR and Duty-Free Opportunities
Passenger Amenities
S Concourse Evolution

Concourse Renovation
Blended Holdroom Concept
S Concourse Evolution

- Expanded ADR
- Central Restroom
- Structural Gatepods
S Concourse Evolution

New Airline Club
Renovate Existing Club
Expanded MEP
Components of Interest

- Sustainability features
  - Rainwater capture
  - Building Systems and Envelope
  - Daylighting
  - Transportation
  - Food Donation
  - LEED (Silver/Gold)
Program Structure

Airport Director: Lance Lyttle

Capital Development Officer

Capital Programs  Aviation PMG  Controls  Facilities & Infrastructure  Environmental  Sponsor: Operations  Business Development  Finance & Business
Delivery Method – Project Team Organization

PM TEAM: Program Leader
Ken Warren

Port PM Staff

PM Consultant Manager

Cost Control Consultant

CM Consultant Lead

CM Team: Senior Mgr
Scott Thomas

CM Consultant Staff

Special Inspectors

Design Team

Consultant PM

Consultant Controls Staff

Port CM Staff
Delivery Method – Contractor Team Organization

Port PM

Project Staff

Commissioning Agent

Port CM

GCCM

PM/ Superintendent

Audit

DRB

Project Engineers

Project Foreman

Project Estimators

Project Schedulers
Relationship of Team

- GCCM
- Special Inspection
- Design Team
- PM
- Cx Agent
- OM

SEA
Partnership of Team

Success

- Goals
- Engage
- Track
- Collab
- Cultivate
- Best Practice
## Timeline – Overall Schedule

| Task Name                                      | 2023 Q3 | 2023 Q4 | 2024 Q1 | 2024 Q2 | 2024 Q3 | 2024 Q4 | 2025 Q1 | 2025 Q2 | 2025 Q3 | 2025 Q4 | 2026 Q1 | 2026 Q2 | 2026 Q3 | 2026 Q4 | 2027 Q1 | 2027 Q2 | 2027 Q3 | 2027 Q4 | 2028 Q1 | 2028 Q2 | 2028 Q3 | 2028 Q4 | 2029 Q1 | 2029 Q2 | 2029 Q3 | 2029 Q4 | 2030 Q1 | 2030 Q2 | 2030 Q3 | 2030 Q4 | 2031 Q1 | 2031 Q2 |
|-----------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Commission Authorization                      |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| Procure GCCM Delivery Team                    |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| Design/Pre-construction (Q2 2023 - Q2 2025)   |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| Commission Authorization                      |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| Construction (Q2 2025 - Q2 2031)             |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| Lower Level Development                       |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| North Gatepod & Upper Level Development       |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| South Gatepod & Upper Level Development       |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
| Construction Complete                         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |         |
Delivery Method

Wave 1 – 4Q2022
- PM support

Wave 2 – 1Q2023
- GC/CM
- Design Team

Wave 3 – 4Q2023
- Commissioning
- CM support
- Dispute resolution board member

Wave 4 – 2024
- Audit
- Special inspections and testing team
Port Contracting Overview

Tae Stacy
Service Agreements Contract Administrator

Angela Peterson
Construction Contracting Manager
Service Agreements Contracts Overview

**Personal Services** – Defined in RCW 53.19.010(6), example Commissioning Agent Service

- Personal Services are selected:
  - Proposal- includes project approach, key personnel, and experience
  - Diversity and Contracting Approach and Goal
  - Cost Proposal (to evaluate the "Best Value" to the Port)
  - Interview/ Presentation (if required)

**Professional Services** – Defined in RCW 39.80.020(5), example Design Service

- Professional Services are selected:
  - Qualification-based only
  - Rate Negotiations followed by Notice of Selection
First Wave Procurement Schedule

**Advertisement** | Q4 2022

**Pre-Proposal Conference** | End of Q4 2022

**Proposals Due** | End of Q4 2022

**Interviews** | Q1 2023

**Revised Proposals Due** | Q1 2023

**Notice of Selection** | End of Q1 2023

(Negotiation Kick-Off for Professional Service | Beginning of Q2)

**Execute Contract** | Q2 2023 (April-May)

*Actual schedule and details will be posted on VendorConnect*
Construction Contracts Overview

• GC/CM aka C-MAR
  1. Preconstruction Services (during Design Phase)
     Constructability analysis, scheduling, phasing, cost control, permitting input, safety, life-cycle cost design considerations, investigative work
  2. Construction (Design at least 90% complete)
     MACC aka GMP
• Authorized under RCW 39.10.340
• Competitive selection process thru both Qualifications & Experience along with Cost Elements
Construction Contracts Overview

• Subcontract Bidding (RCW 39.10.380/ RCW 39.10.390)
  • **All** subcontract work (*and equipment and material purchases*) competitive low bid
  • GC may bid on work. Value of self-performed work may not exceed 30% of the MACC
  • Alternative subcontractor selection process - exceeds $3M

• Federal Funds
  • Davis-Bacon Act
  • Buy America
  • No Retainage
Second Wave Procurement Schedule

Pre-Proposal Conference | Q1 2023
SOQ Proposals Due - SOQ | Q1 2023
RFP Proposals Due/Interviews/Price | Q2 2023
Execute Preconstruction Contract | Q3 2023
Early Work/Subcontractor Bidding Possibilities | 2023 – 2025
MACC Subcontractor Bidding | Q2 2025
Negotiate MACC/Execute Construction Contract | Q2 2025
Tips for Port of Seattle Proposals

1. Use the Evaluation Criteria (listed in the solicitation) as an outline for the proposal.
2. Stay within the page count limit.
3. Provide strong and detailed project examples rather than a list of projects without much relevant 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. Evaluation Criteria such as Specialized Experience/Technical Competence, and Project Approach, are rated separately and defined in the Solicitation.
7. Submit the Proposal On-time.
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 after the advertisement 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. This includes Insurance Requirements as indicated in the Terms and Conditions.
How can you get involved?

1. Register on VendorConnect
2. Prime Contractors: Identify subcontractors
3. Subcontractors: Reach out to planholders
Announcement and Networking

Emily Ho
Community Engagement & Training Program Manager
Upcoming Events

**June 29** - First Look Presentation: Primary Fire Station Repair (GC/CM)

**June 16 – August 1** – Accelerator Cohort Program Applications Open

**August 23 – Oct 5** – Advanced PortGen Training Series

Keep in Touch:
- portseattle.org/page/portgen-workshops-and-events
- Sign up to receive opportunities and event information from Diversity in Contracting
Networking

– AECOM
– Fowler
– Hensel Phelps
– Hill Intl
– HNTB
– Hoffman
– HOK
– Jacobs

– Miller Hull
– PCL
– Rolluda Architects
– Skanska
– Turner
– Walsh Group
– Woods Bagot
– Genseler

Networking will not be recorded or broadcast to virtual attendees | The prime contact list will be sent upon request.
Thank You

Please proceed to the reception area
Networking will begin in this room at 4:15
DC Contact Information

Mian Rice – Diversity in Contracting Director
Rice.M@portseattle.org

Lawrence Coleman – WMBE Manager
Coleman.L@portseattle.org

Lisa Phair – DBE Manager
phair.l@portseattle.org

Emily Ho – Engagement & Training Program Manager
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Yared Belete – Diversity Contracting Coordinator
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Josie Regan – Sr. Administrative Assistant
Regan.J@portseattle.org

Diversity in Contracting Mailing List Sign-up: