

# SEA

Seattle-Tacoma  
International  
Airport

## 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



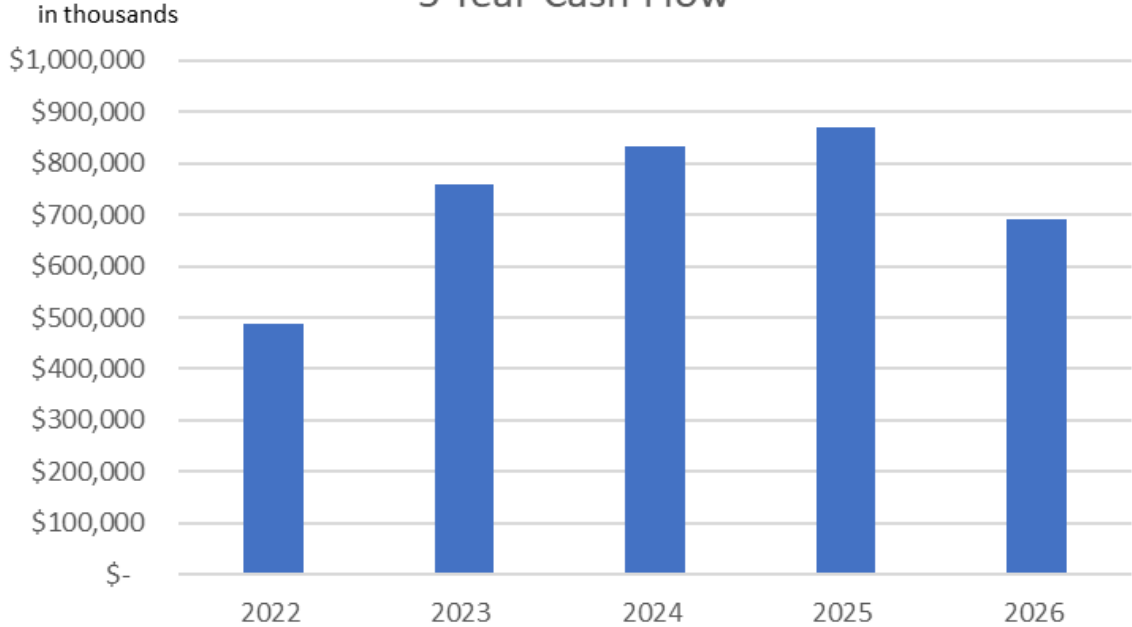
**Jeffrey Brown**  
Interim Chief Development Officer



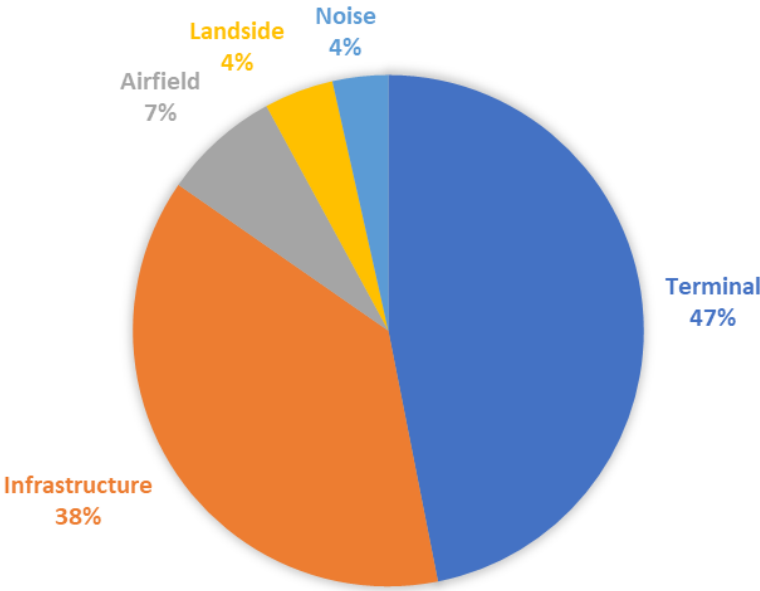
# Aviation Capital Improvement Program

## Growth in Capital Program

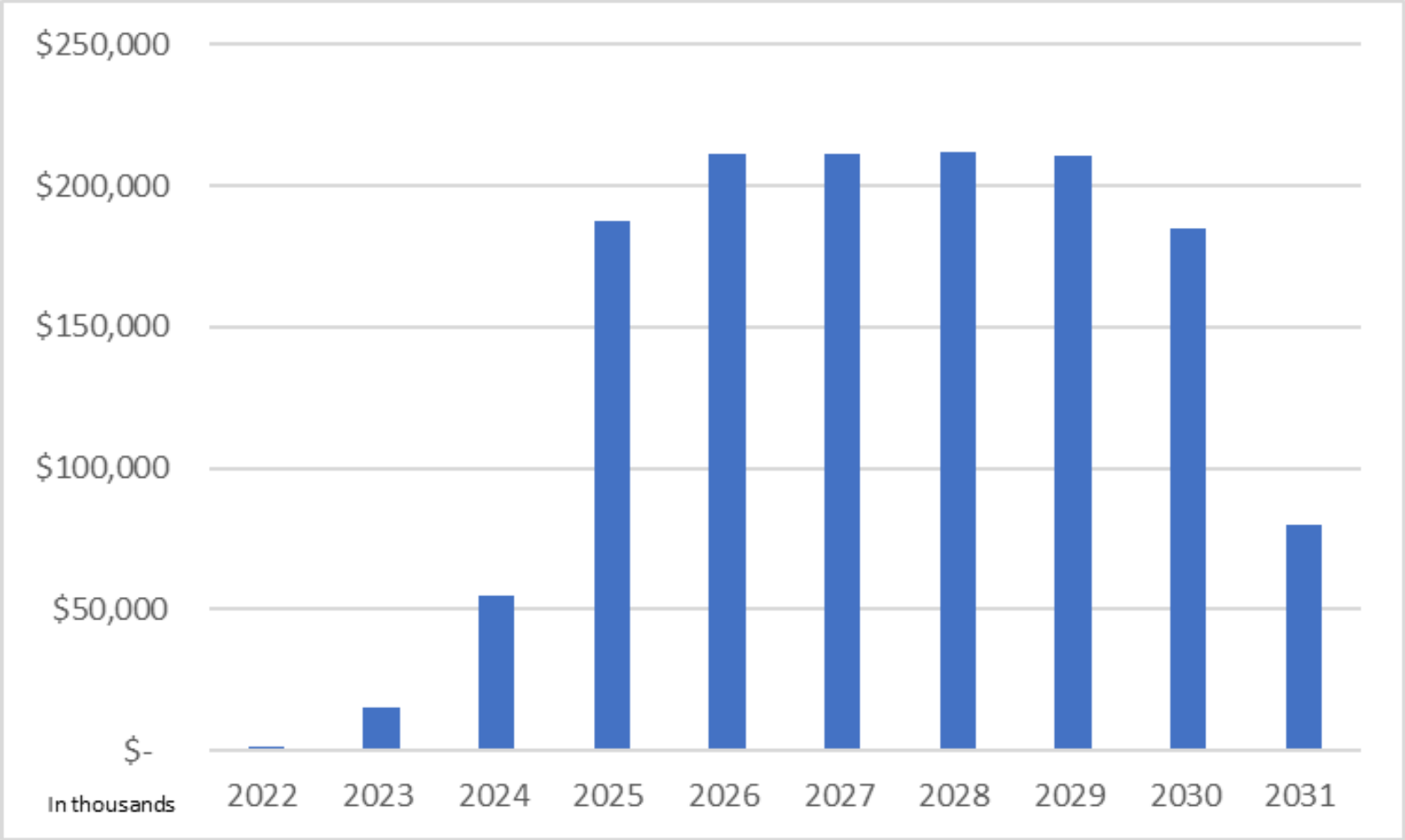
5 Year Cash Flow



CASH FLOW BY PROGRAM



# S Concourse Evolution Cashflow





# Significant Future Procurements

CONSTRUCTION OPPORTUNITIES		DESIGN OPPORTUNITIES	
NORTH EMPLOYEE PARKING LOT PHASE I	Q2 2022 & Q4 2022	CONCOURSE A DUTY-FREE EXPANSION	Q4 2022
TERMINAL SOLID WASTE IMPROVEMENTS	Q3 2022	LANDSIDE PAVEMENT PROGRAM (Original Plan)	Q4 2022
CHECKPOINT 1 RELOCATION	Q3 2022	BAGGAGE CLAIM DEVICES 15 & 16	Q4 2022
STS FIXED FACILITIES - ELECTRICAL	Q3 2022	IWTP CONTROLS CONVERSION	Q1 2023
APARTMENTS NOISE PROGRAM - Group 1 & 2	Q4 2022 & Q1 2023	SINGLE PIERS ON CONCOURSE D	Q1 2023
2023 AIRFIELD IMPROVEMENT PROGRAM	Q4 2022	MAIN TERMINALS IMPROVEMENTS PROGRAM	Q2 2023
AIRFIELD UTILITY IMPROVEMENTS 2023 - 2025	Q4 2022	IWTP PROGRAM	Q2 2023
PERIMETER INTRUSION DETECTION SYSTEM	Q4 2022	GCCM OPPORTUNITIES	
SNOW STORAGE EXPANSION 2023/2024	Q4 2022	EASTSIDE FIRE STATION	Q2 2022
RESTROOM UPGRADES CONCOURSE B,C,D PHASE 5	Q1 2023	CONCOURSES - LOW VOLTAGE SYSTEM UPGRADE	Q3 2022
PORT SHARED- USE LOUNGE CONCOURSE A	Q1 2023	CARGO BUILDING 161E RETRO & COMMISSIONING	Q3 2022
WIDEN ARRIVALS APPROACH	Q1 2023	CONCOURSES - LOW VOLTAGE SYSTEM UPGRADE	Q4 2022
COMMUNICATION ENHANCEMENTS	Q2 2023	S CONCOURSE RENOVATION / RENEWAL	Q4 2022
TELECOMMUNICATIONS MEET ME ROOM- FIBER	Q2 2023	PROGRAM MANAGEMENT	
S 188th ST TUNNEL LIGHTING - DESIGN BID BUILD	Q2 2023	<b>S CONCOURSE RENOVATION / RENEWAL</b>	<b>Q4 2022</b>

# 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
- Prime Requirements: DBE subcontracting Plan (at bid time). Good Faith Efforts (submit at bid-through contract life), Contract Compliance (through contract life).

# 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.

# 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/>



# 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](mailto:Hennelly.B@portseattle.org)

**Ken Warren, Program Leader**

Port of Seattle | [Warren.K@portseattle.org](mailto: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



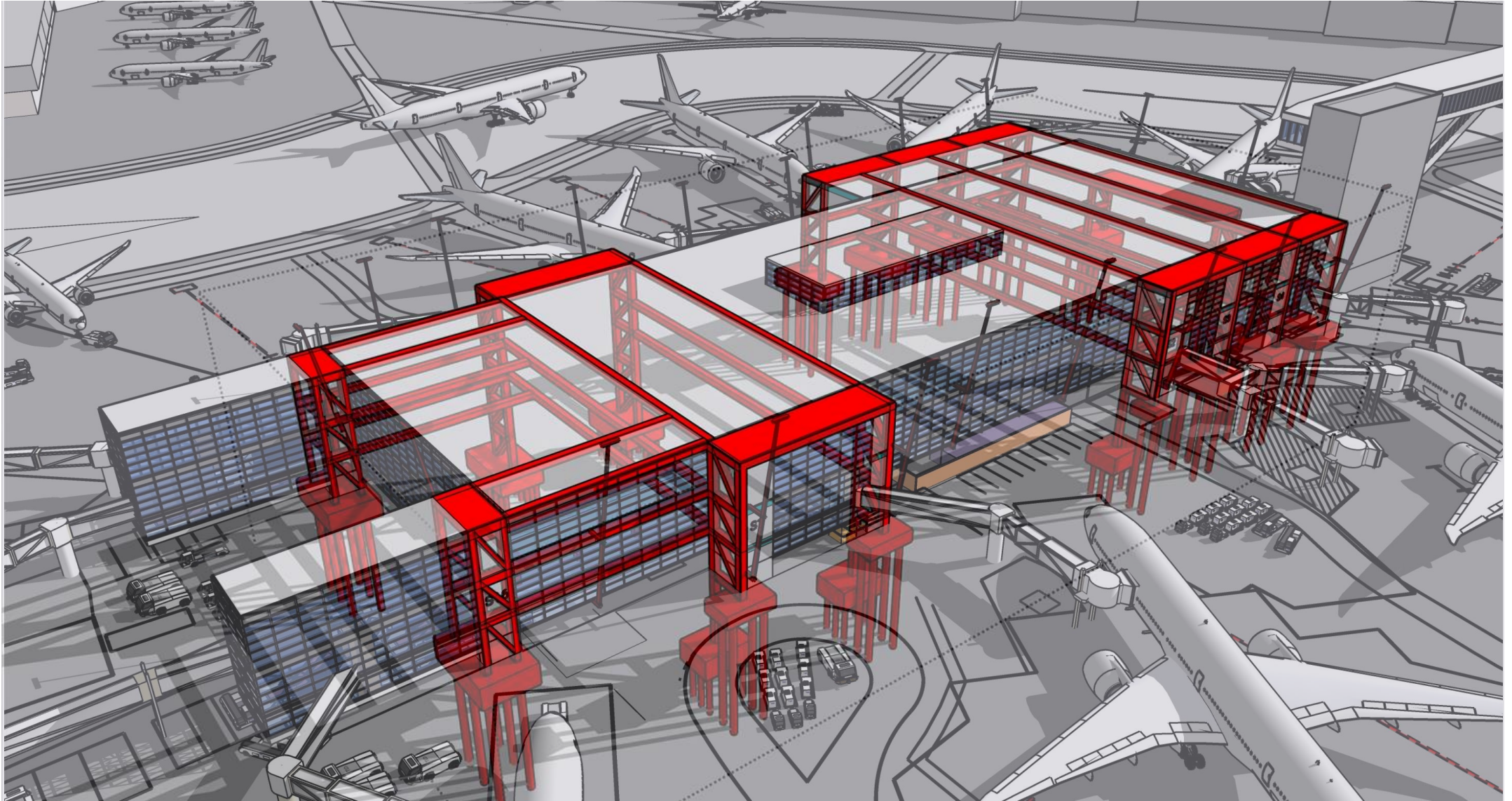
Existing S Concourse @ SEA

## 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



# Structural/Seismic Upgrades





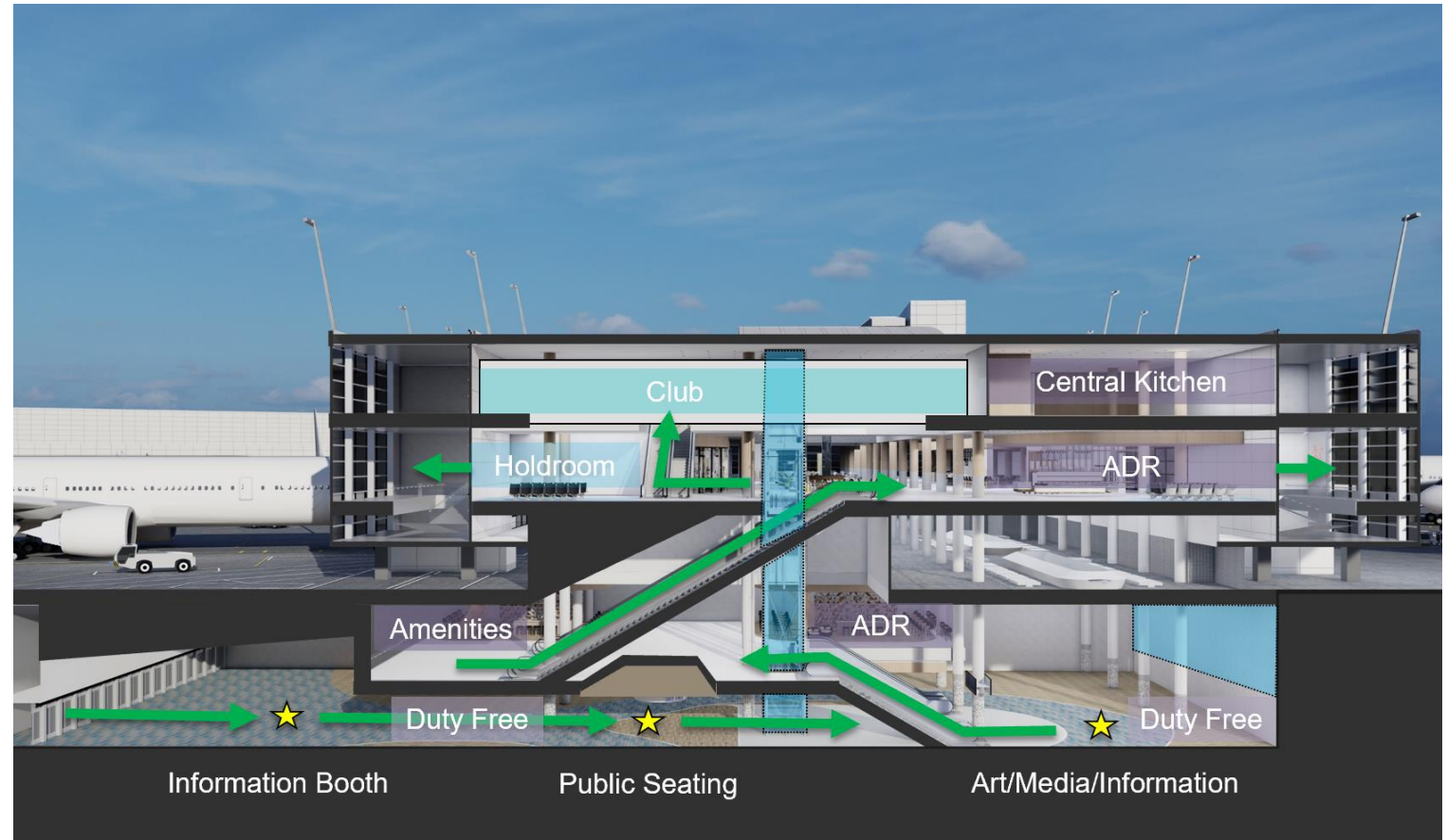




# Customer Experience Scope

## 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

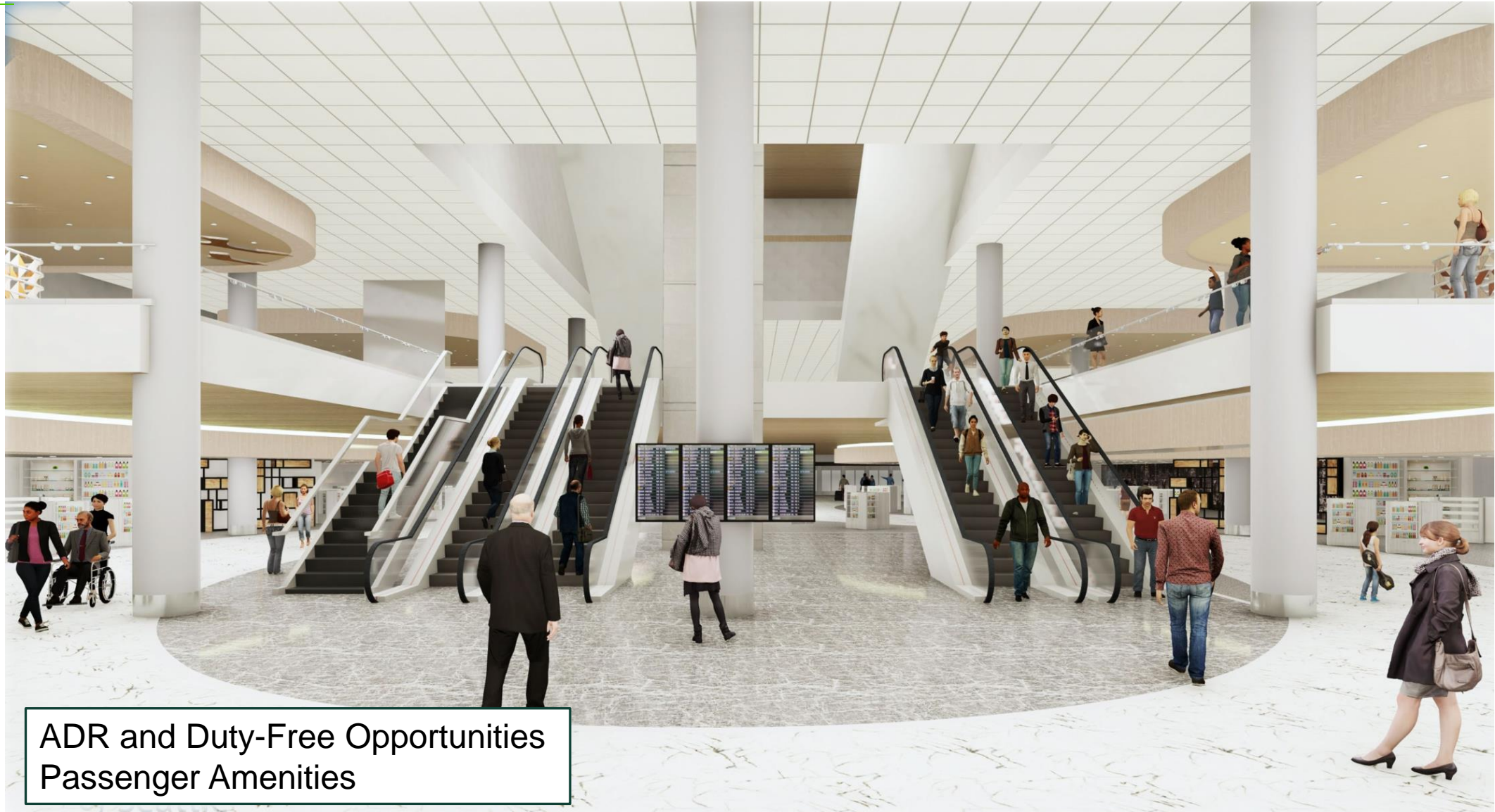


ADR and Duty-Free Opportunities  
Passenger Amenities





# Lower-Level Modernization



ADR and Duty-Free Opportunities  
Passenger Amenities

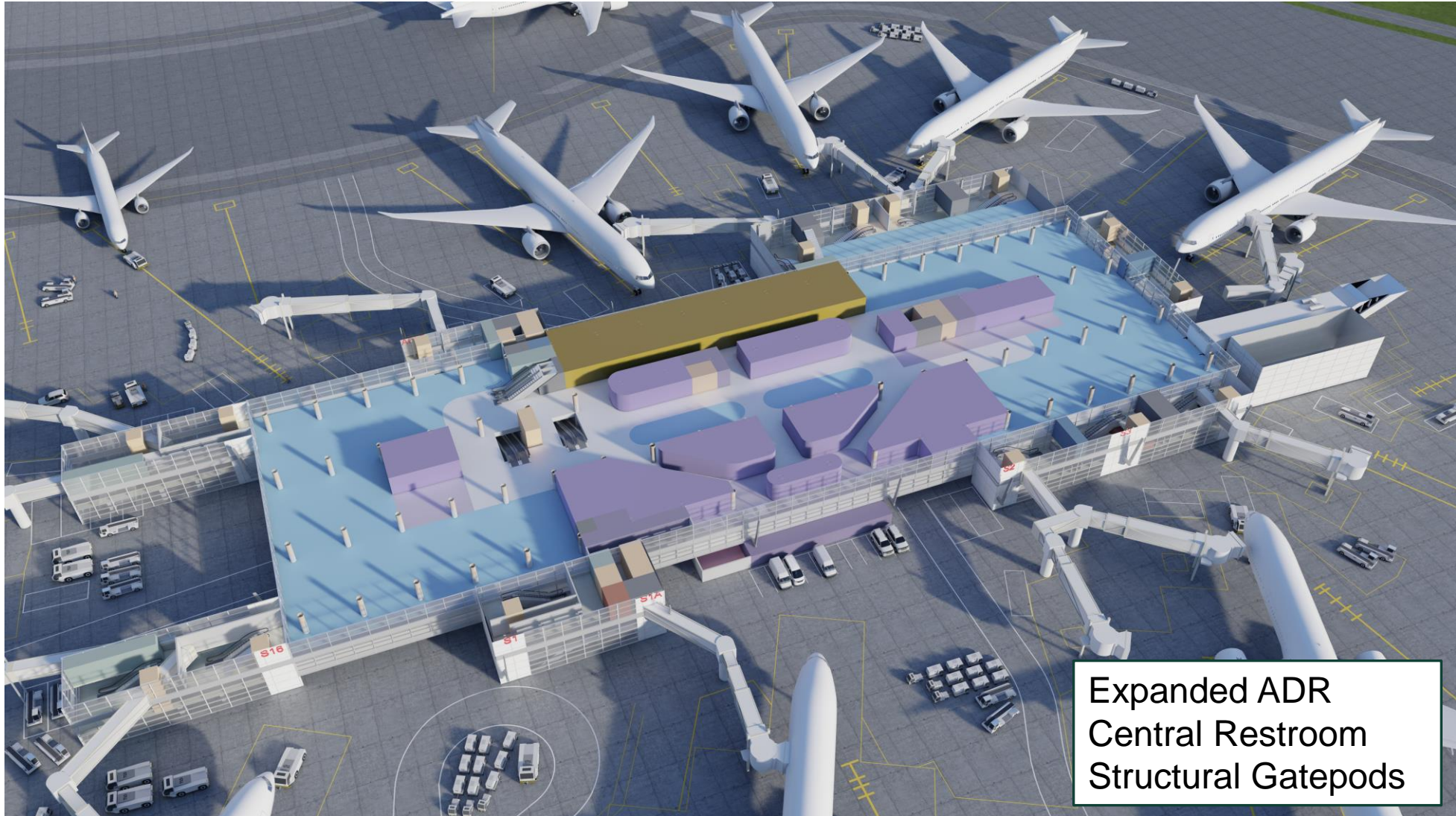


# S Concourse Evolution



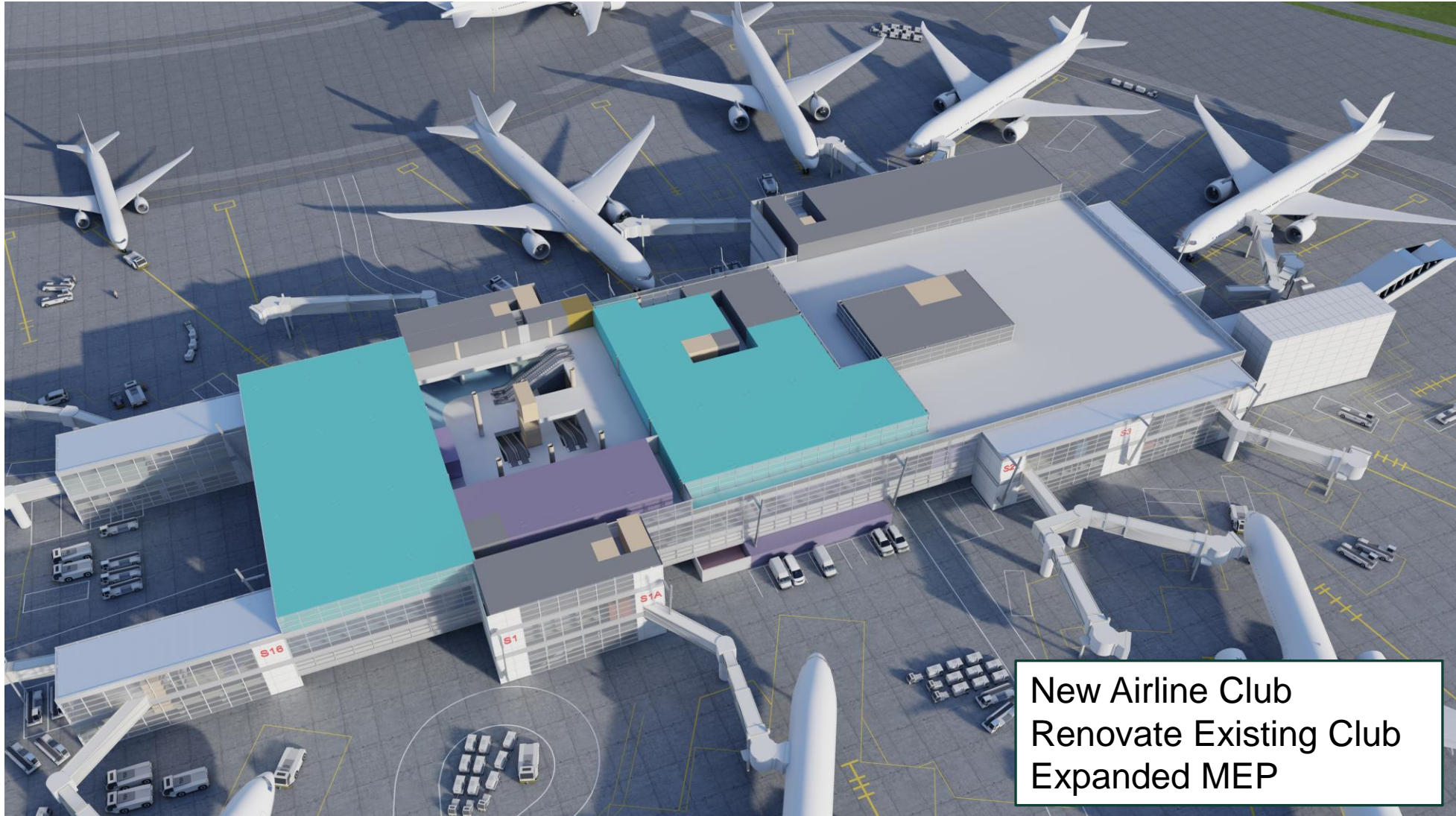


# S Concourse Evolution





# S Concourse Evolution



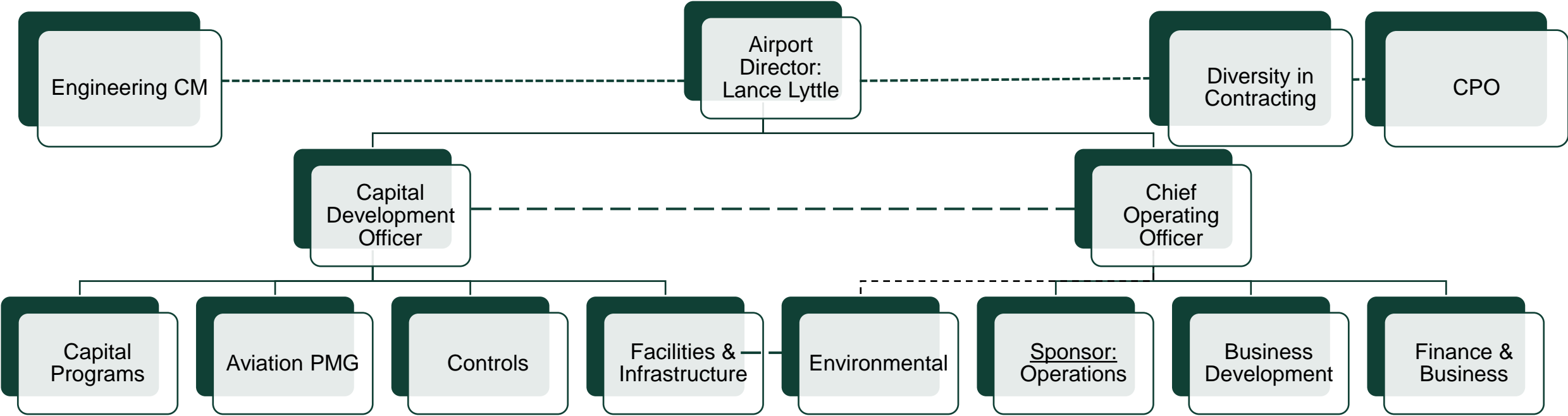


# Components of Interest

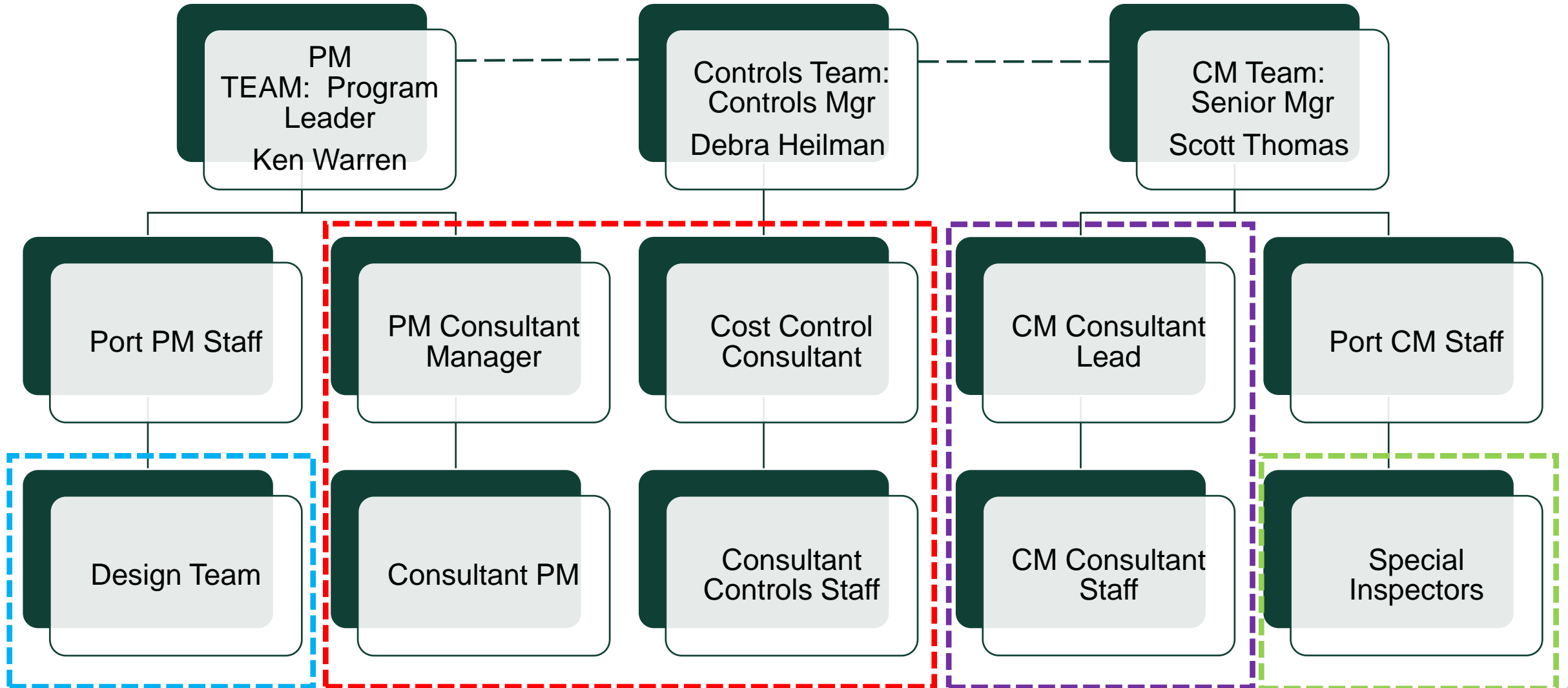
- Sustainability features
  - Rainwater capture
  - Building Systems and Envelope
  - Daylighting
  - Transportation
  - Food Donation
  - LEED (Silver/Gold)



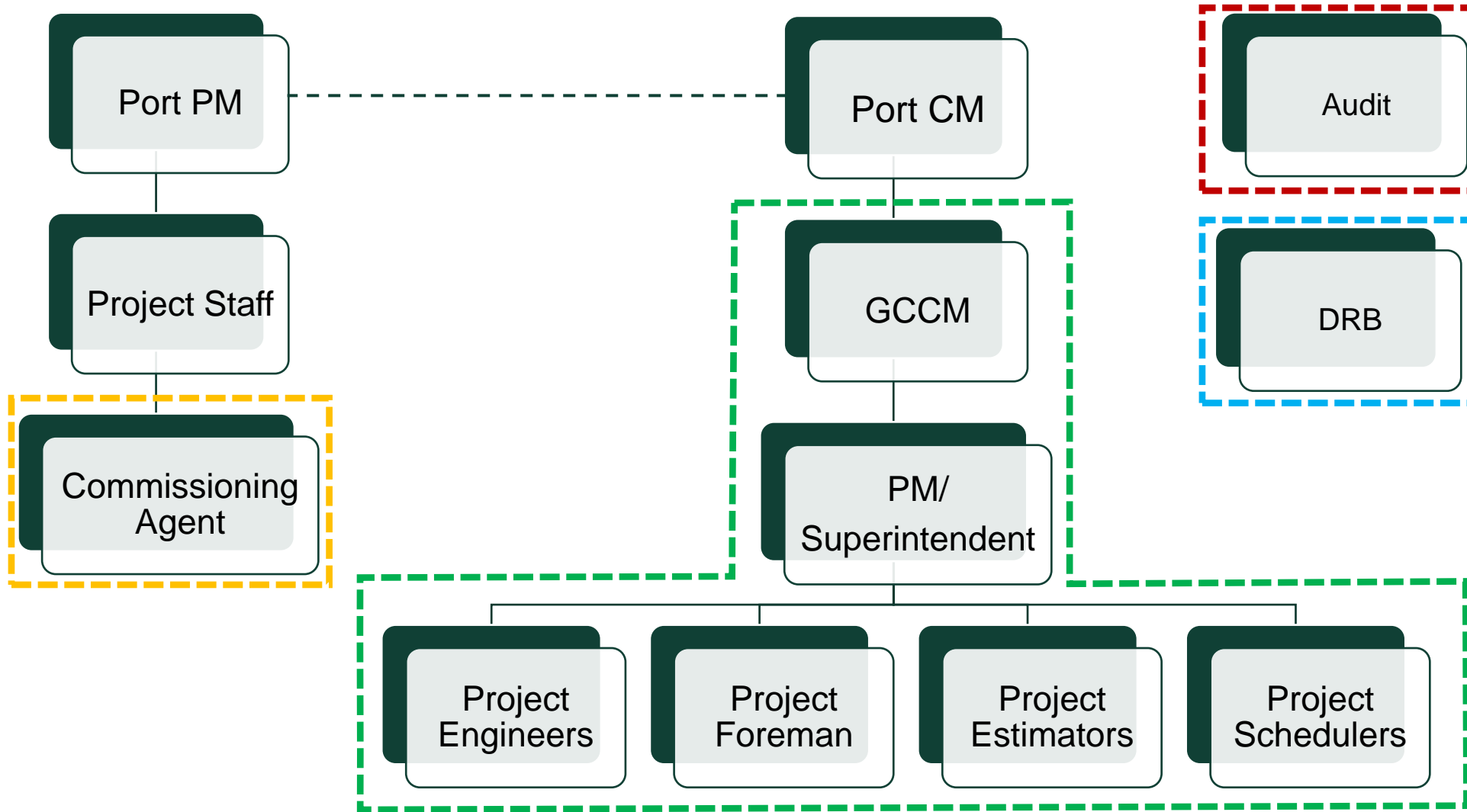
# Program Structure



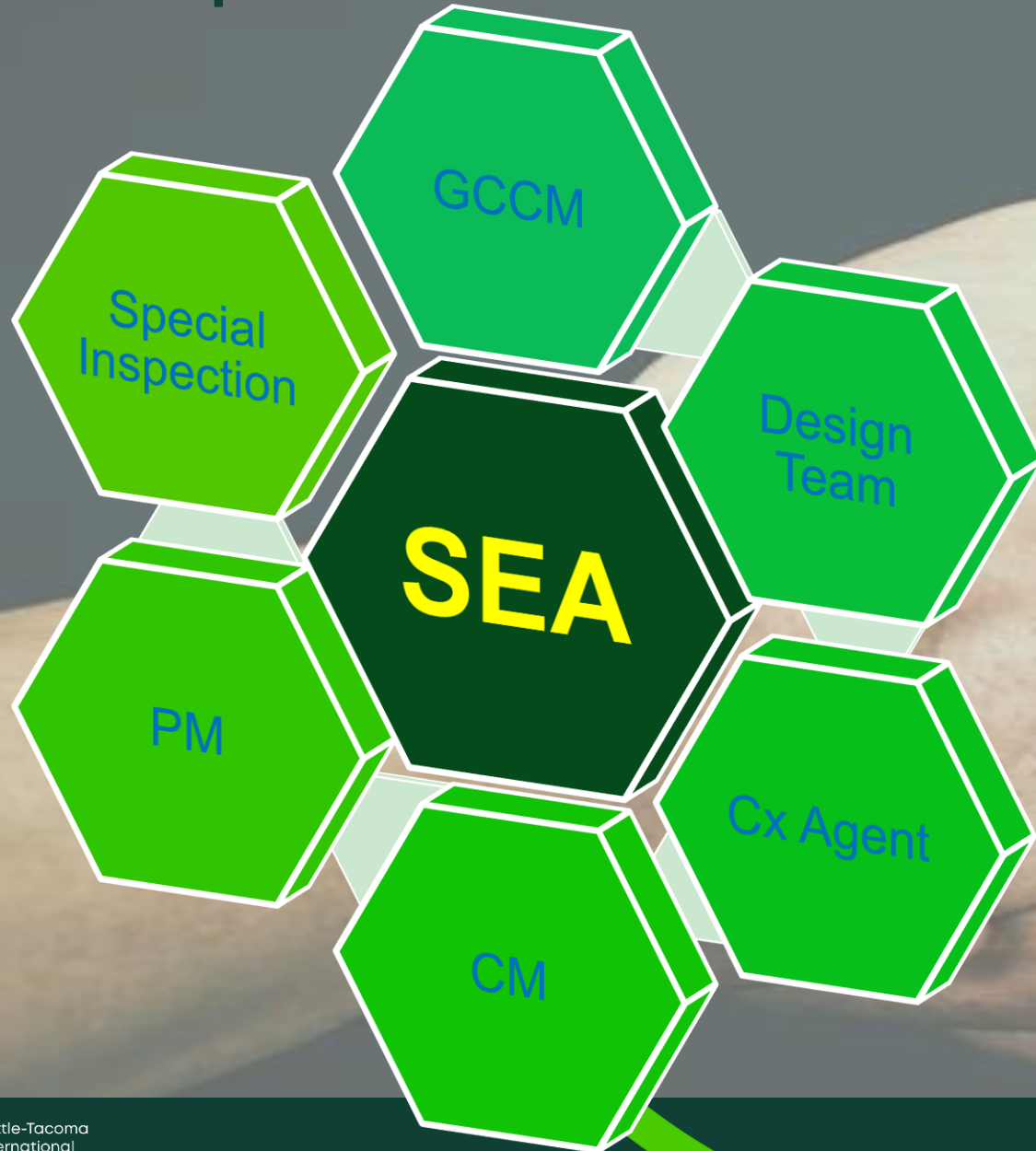
# Delivery Method – Project Team Organization



# Delivery Method – Contractor Team Organization



# Relationship of Team

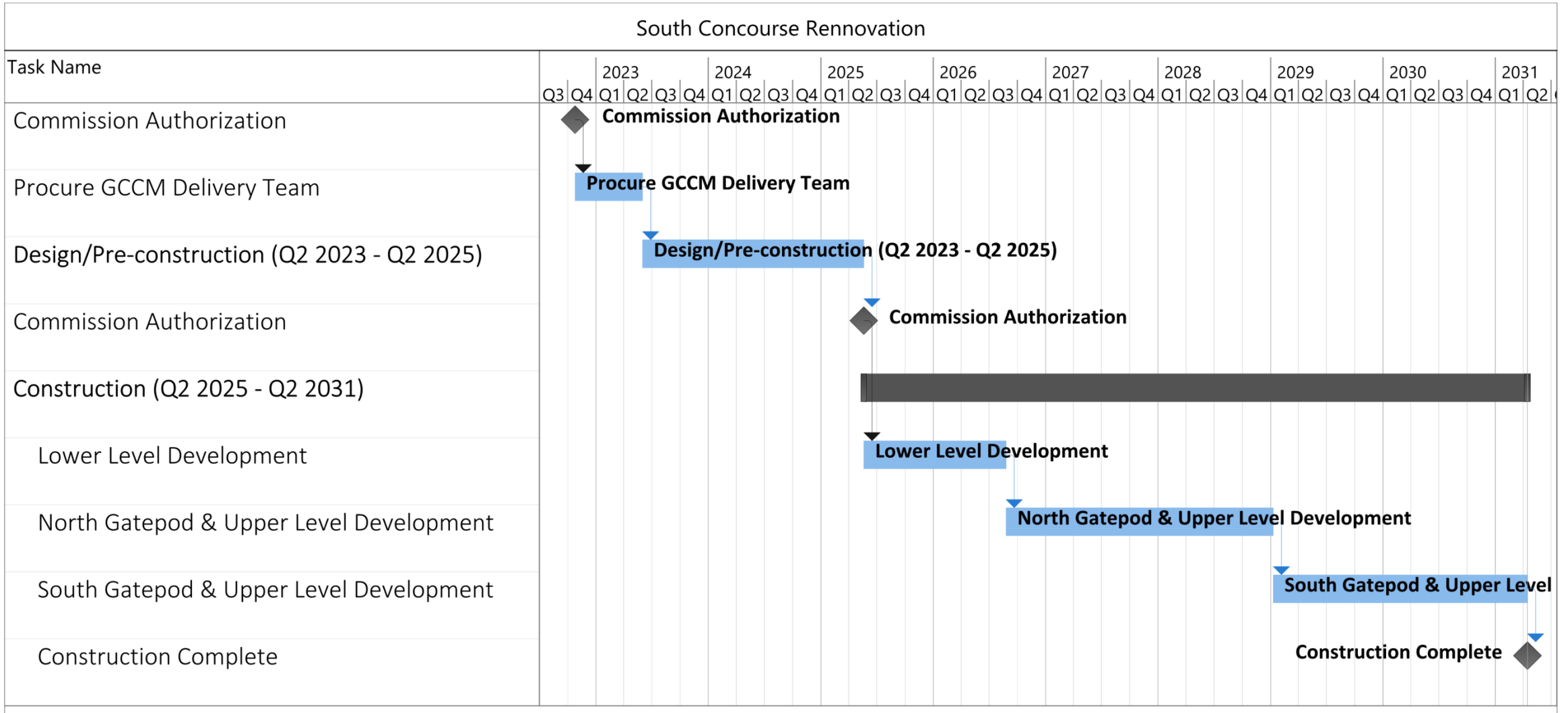




# Partnership of Team



# Timeline – Overall Schedule



# 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





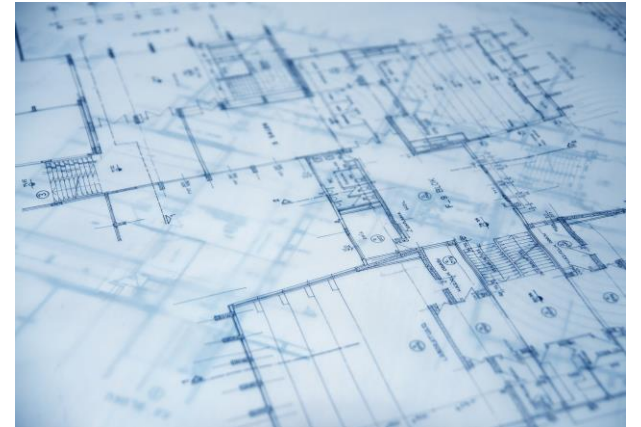
# Service Agreements Contracts Overview

**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

## Diversity in Contracting - Bid Opportunities



EVENT

2021 Virtual Advanced Portgen for A&E And Goods & Services Businesses

PAUSE

⚠ Port Contractor/Consultant Vaccine Requirement [More Information](#)

Public Notice

- View/Register for Current Bid Opps  
VendorConnect
- View Future Bid Opportunities  
(under development)
- VendorConnect User Guide
- Contractor Data System  
Log in to CDS
- View Executed Contracts  
Required under RCW 53.08.440
- Sign Up for Our Newsletter!  
Diversity in Contracting Quarterly Newsletter



# 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](https://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.





Seattle-Tacoma  
International  
Airport

# Thank You

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

Diversity in Contracting  
Mailing List Sign-up:



# DC Contact Information



Mian Rice – Diversity in Contracting Director

[Rice.M@portseattle.org](mailto:Rice.M@portseattle.org)

Lawrence Coleman – WMBE Manager

[Coleman.L@portseattle.org](mailto:Coleman.L@portseattle.org)

Lisa Phair – DBE Manager

[phair.l@portseattle.org](mailto:phair.l@portseattle.org)

Emily Ho – Engagement & Training Program Manager

[Ho.E@portseattle.org](mailto:Ho.E@portseattle.org)

Yared Belete – Diversity Contracting Coordinator

[Belete.Y@portseattle.org](mailto:Belete.Y@portseattle.org)

Josie Regan – Sr. Administrative Assistant

[Regan.J@portseattle.org](mailto:Regan.J@portseattle.org)

Diversity in Contracting  
Mailing List Sign-up:

