

An aerial photograph of Seattle, Washington, featuring the city skyline, a large body of water, and a snow-capped mountain in the distance. A green semi-transparent box with rounded corners is overlaid on the middle of the image, containing text.

STARTING SOON

Thank you for joining us for Maritime Industry Day

This presentation will be recorded

Port 
of Seattle

An aerial photograph of Seattle, Washington, featuring the city skyline, a large body of water, and a snow-capped mountain in the distance. A semi-transparent green box with rounded corners is overlaid on the middle of the image, containing white text.

Thank you for joining us for Maritime Industry Day

This presentation will be recorded

AGENDA



- Diversity in Contracting
- Maritime Vision and Mission
- Maritime Facilities and Assets
- Upcoming Capital Projects
- Procurement
- Q&A
- Networking



Mian Rice

Director, Diversity in Contracting

Stephanie Jones Stebbins

Managing Director, Maritime Division

Kenneth Lyles

Director, Maritime Operations & Security

Tin Nguyen

Acting Director, Waterfront Project Management

Mark Longridge

Capital Project Manager, Waterfront Project Management

Amy Kiessling

Capital Project Manager, Waterfront Project Management

Kyra Lise

Director, Real Estate Development

Leila Gonzalez-Rigatto

Contract Administrator, Central Procurement Office



Stephanie Jones Stebbins

Managing Director,
Maritime Division



Maritime Mission and Vision



Economic Impact of the Port of Seattle



Capital Project Plan
\$3.7 Billion
2021-2025



All Port Activities
121,200
Area Jobs



SEA Airport
\$22.5 B



Commercial Fishing
\$1.4 B

Total Economic Activity



Maritime Int'l Trade*
\$16.3 B



Cruise
\$900 M

** In partnership with the Northwest Seaport Alliance*

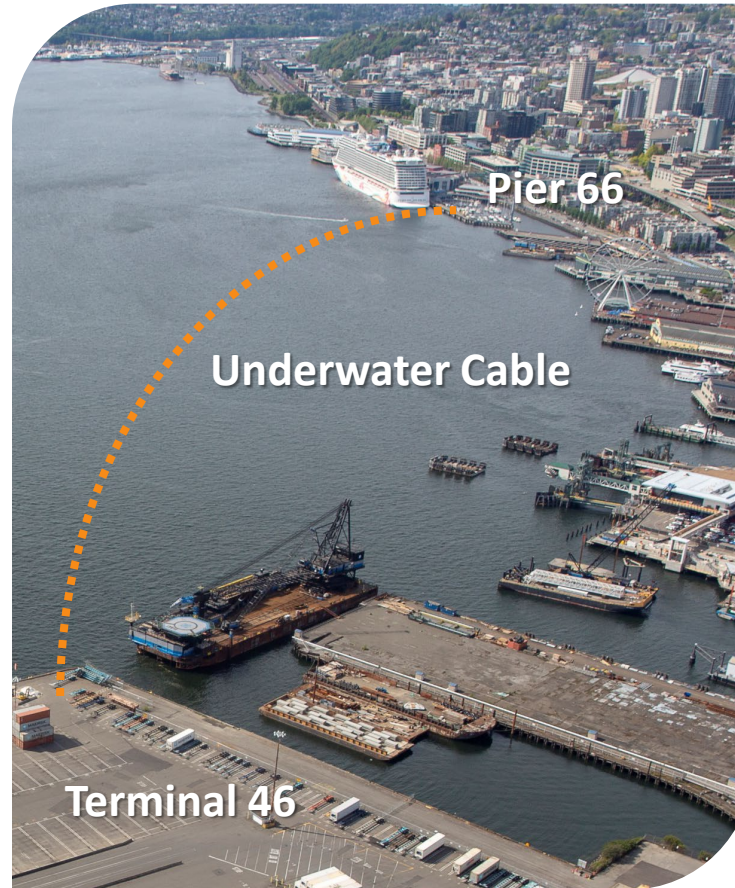


Sustainability

Northwest Ports Clean Air Strategy



Waterfront Clean Energy



Living Building Challenge

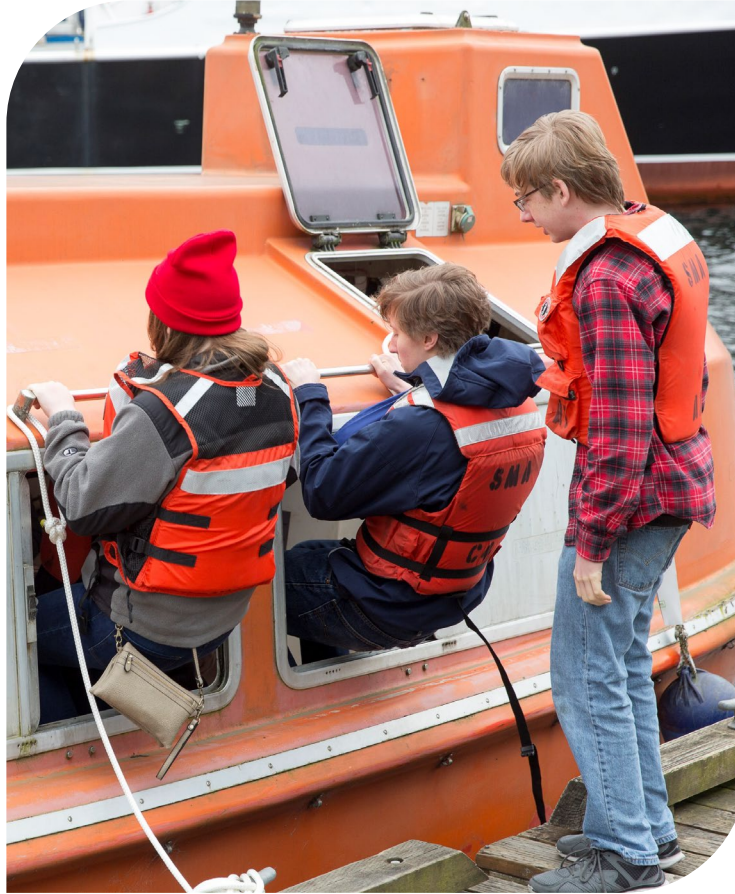


Investing in People

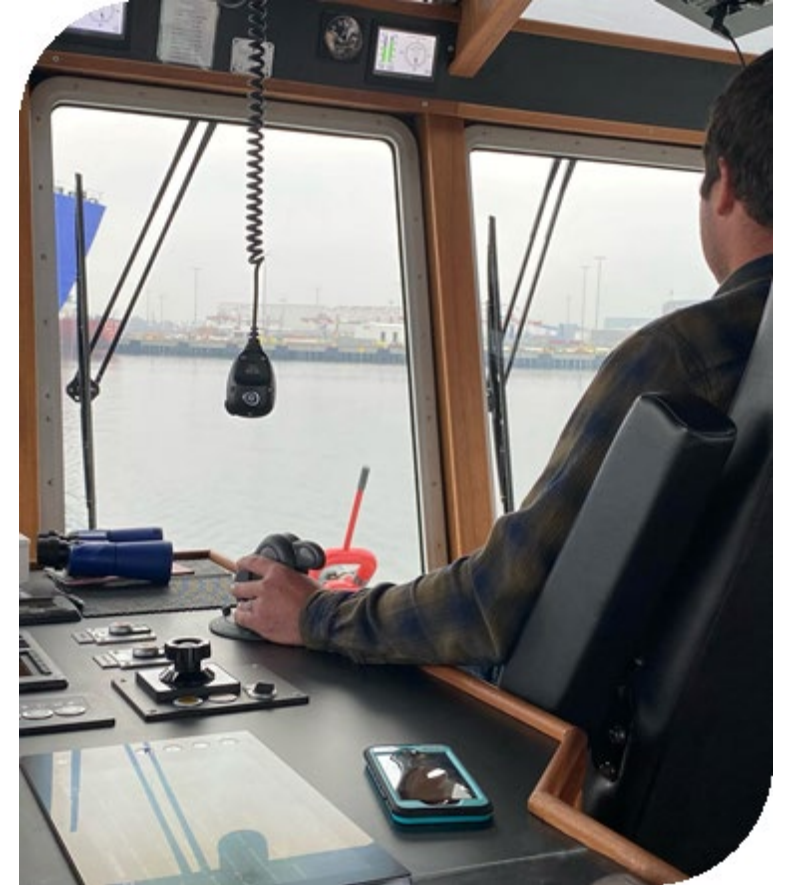
Maritime Accelerator



Maritime High School



Workforce Development





Kenneth Lyles

Director,
Maritime Operations & Security



Maritime Facilities and Assets



Working Waterfront Principles

Keep deep water facilities and industrial lands serving maritime uses and preserving family wage jobs for all communities

Support financial sustainability of the Port

Increase environmental sustainability in the Port's operations and activities

Partner in projects that improve the transportation mobility of people and goods in the region

Expand people's connection to the waterfront

Commercial Fishing Industry



Summary:

- Three primary fleets
- Large boats at T91 harvest and process Pollock, Pollock roe, Hake, Yellow-Fin Sole and other flat fish
- Freezer Longline Head & Gut Fleet primary harvest Cod & Halibut
- Smaller boats at FT harvest Salmon, Halibut, Black Cod and other species

Fishermen's Terminal

Home Port of the North Pacific Fishing Fleet



Commercial Fishing Economic Impact



Summary:

- 11,300 jobs
- \$543 million in payroll
- \$1.4 billion in business output
- 72% of commercial fish biomass from U.S. North Pacific Fisheries is exported
- Seafood is in the NWSA's top five export commodities by value

Terminal 91



Russ Reed
PHOTOGRAPHY

Terminal 91: Pier & Uplands Developments



RECREATIONAL BOAT MARINAS





Tin Nguyen

Acting Director,
Waterfront Project Management



Maritime Capital Program Overview



Capital Program

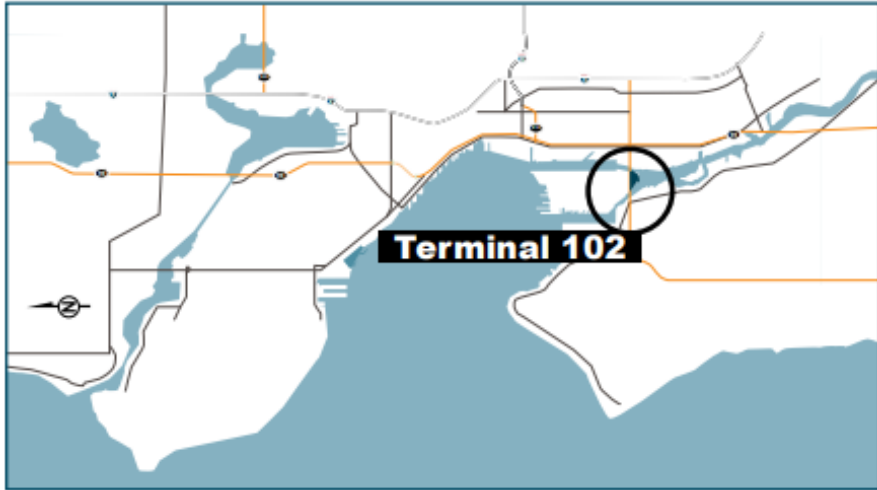
MD/EDD Capital Program (Not including NWSA NH)

- 2022 Budget: **\$34 million**
- 2023 Projection: **\$50+ million**
- 5-year CIP 2022 – **2026: \$380 million**

Highlights of upcoming opportunities:

- Asset preservation (5), \$1M to \$10M range
- Design Opportunities
- T91 Berth 6&8 Redevelopment
- T5 Marine Building South
- Maritime Innovation Center
- T91 Upland Redevelopment

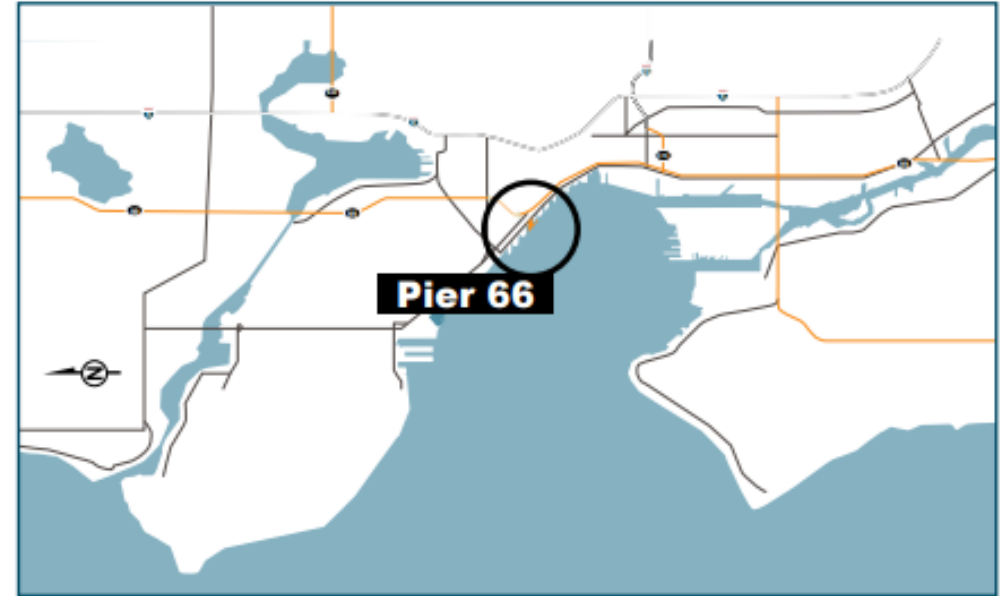
HIM Dock E Replacement



- Replacement of 23 southernmost float dock sections with new heavier duty floats and piles designed for larger vessel berthing and higher load mooring capability.
- Refurbishment of 55 remaining float sections including replacing all timber guide piles with steel piles, replacement of damaged walers and cleats, nominal leveling, and concrete surface crack repairs and sealing.
- Demolition and replacement of Dock-E's existing North Pier to restore vehicle access.
- Anticipated construction Q3 of 2023

Pier 66 Fender Upgrade

- On west apron, 26 fender panel assemblies will be taken to an off-site facility to be refurbished.
- Damaged elements such as timber panels, rubber energy absorbers, and steel components will be replaced or rehabilitated.
- Replacement of 6 foam-filled floating fenders (Yoko's) and their attachment hardware will be replaced.
- Anticipated construction Q3 of 2023



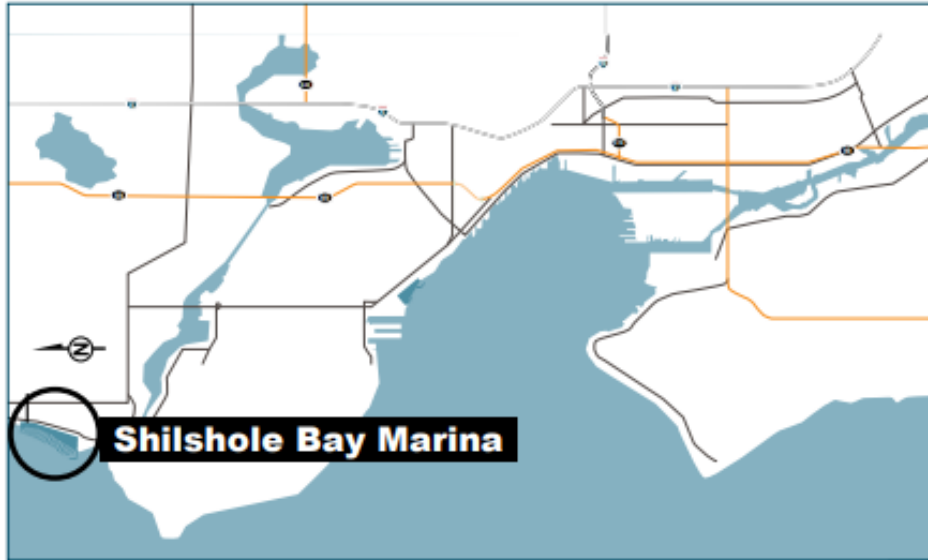
MIC Electrical Infrastructure Replacement



- Comprehensive upgrade of external electrical infrastructure that are beyond serviceable life.
- Replacements includes numerous main switchgear and panelboards, circuit breakers, transformers, and associated conduits and utility vaults.
- Anticipated construction Q4 of 2023

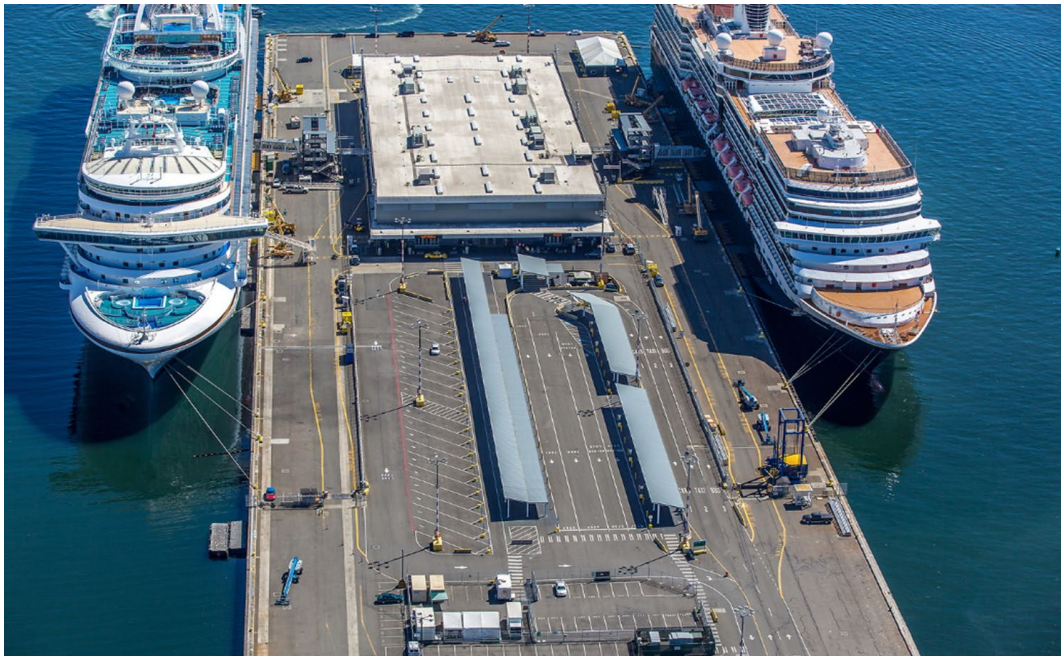
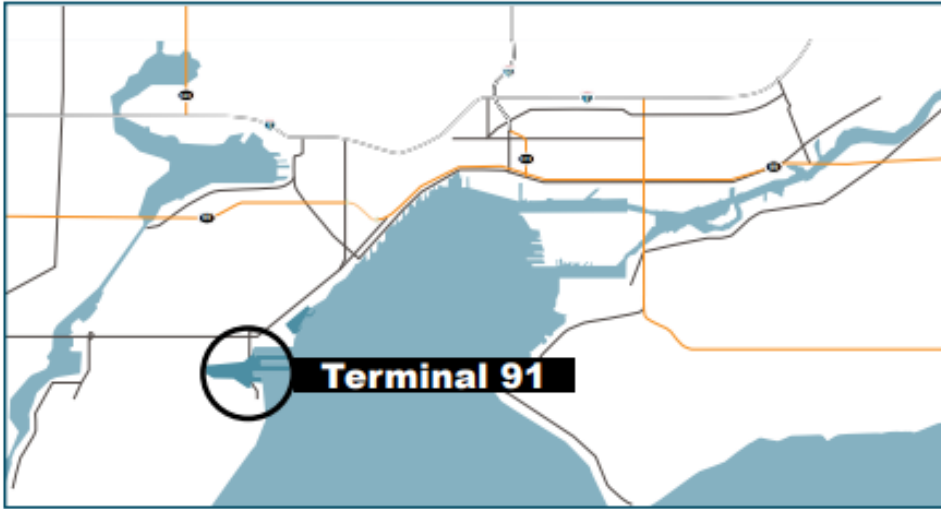


SBM X Dock Rehabilitation



- Rehabilitation of support pile system under existing transfer span from seawall to jib cranes and floating docks.
- Replacement of 20 existing creosote timber piles with a steel pile frame to support the existing wooden superstructure.
- Retain the current superstructure as it is in serviceable condition.
- Anticipated construction Q3 of 2023

T91 New Passenger Gangways



- Sourcing vendor to design, fabricate, and deliver two ADA compliant gangways to service cruise vessels at the Smith Cove Cruise Terminal.
- Design to serve as either primary or secondary gangways for each of the two berths.
- Anticipate award of procurement contract in Q1 2023.
- Delivery targeted for 2024 cruise season.

Design Opportunities

Project Name	Date
Centennial Park Shoreline Stabilization	Q1 2023
T5 Container Yard Expansion	Q2 2023
Fishermen's Terminal NW Dock West Improvements	Q3 2023
Maintenance Dredging, Various Terminals	Q3 2023
T18 North Bullrail & Structural Pier Repairs	Q3 2023
T46 Bulkhead Replacement	Q1 2024
T46 South Concrete Deck Repair	Q1 2024
T46 NW Bulkhead Rehabilitation	Q1 2024
T18 Water Main & Valve Replacement North	Q1 2024
T18 Water Main & Valve Replacement South	Q1 2024
T18 Lift Station Replacement	Q1 2024

Mark Longridge

Capital Project Manager,
Waterfront Project Management



T91 Berth 6&8 Redevelopment: MC-0321202

T91 Berth 6&8 - Project Location



Terminal 91 is at the North end of Elliott Bay. The project is located in the NE corner of Pier 90.

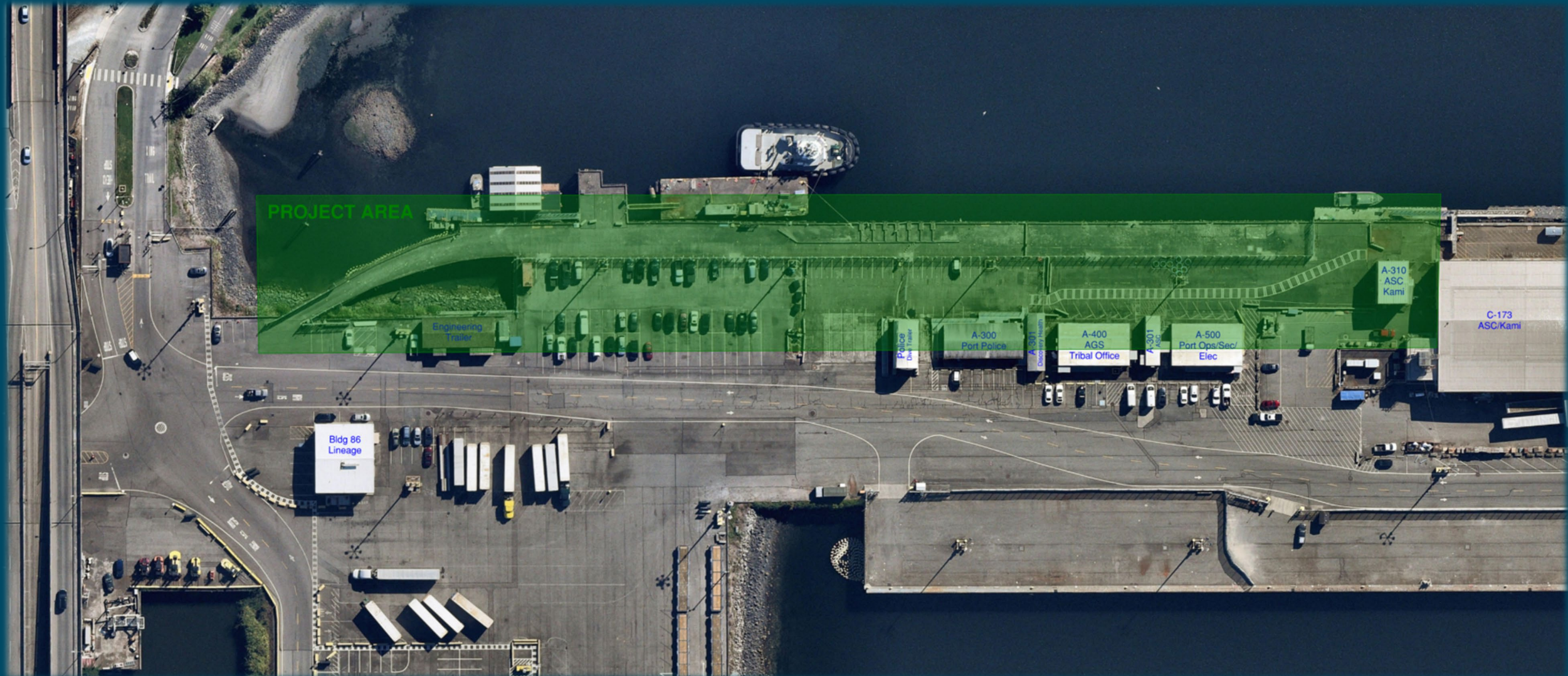
T91 Berth 6&8 - Project Scope

Bring the berth back into active service by remove approximately 62,000sf of existing dilapidated creosote timber pier and replacing with prestressed concrete pile supported pier.

Supporting work includes soil and ground improvements behind an updated seawall, upgraded electrical, water and other utilities to the pier and replacement of support office facilities.

Project budget total is \$70M
W/MBE Goal under development now.

Project Location



Current Condition

70% of pier load restricted

30% of pier condemned (no vehicle traffic)



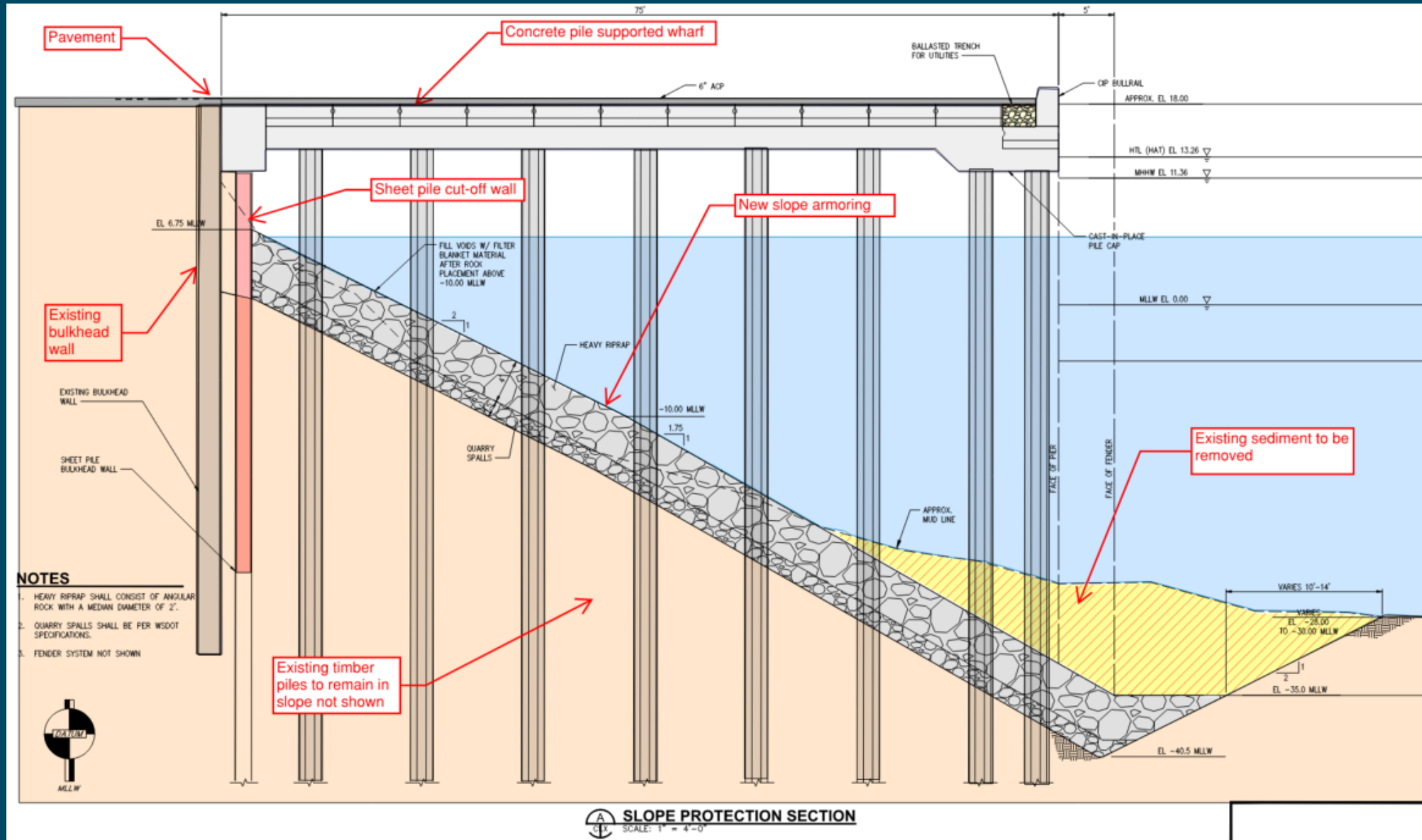
Current Condition



Creosote Timber Construction

Significant underdock and
fender deterioration

Proposed Replacement



Potential Subcontracting Opportunities

Water, Sewer and Stormwater Utilities

Plumbing/HVAC

Electrical/Communications

Foundation excavation & grading

Concrete Foundations

Carpentry, Cabinets, Trim

Asphalt Concrete Paving

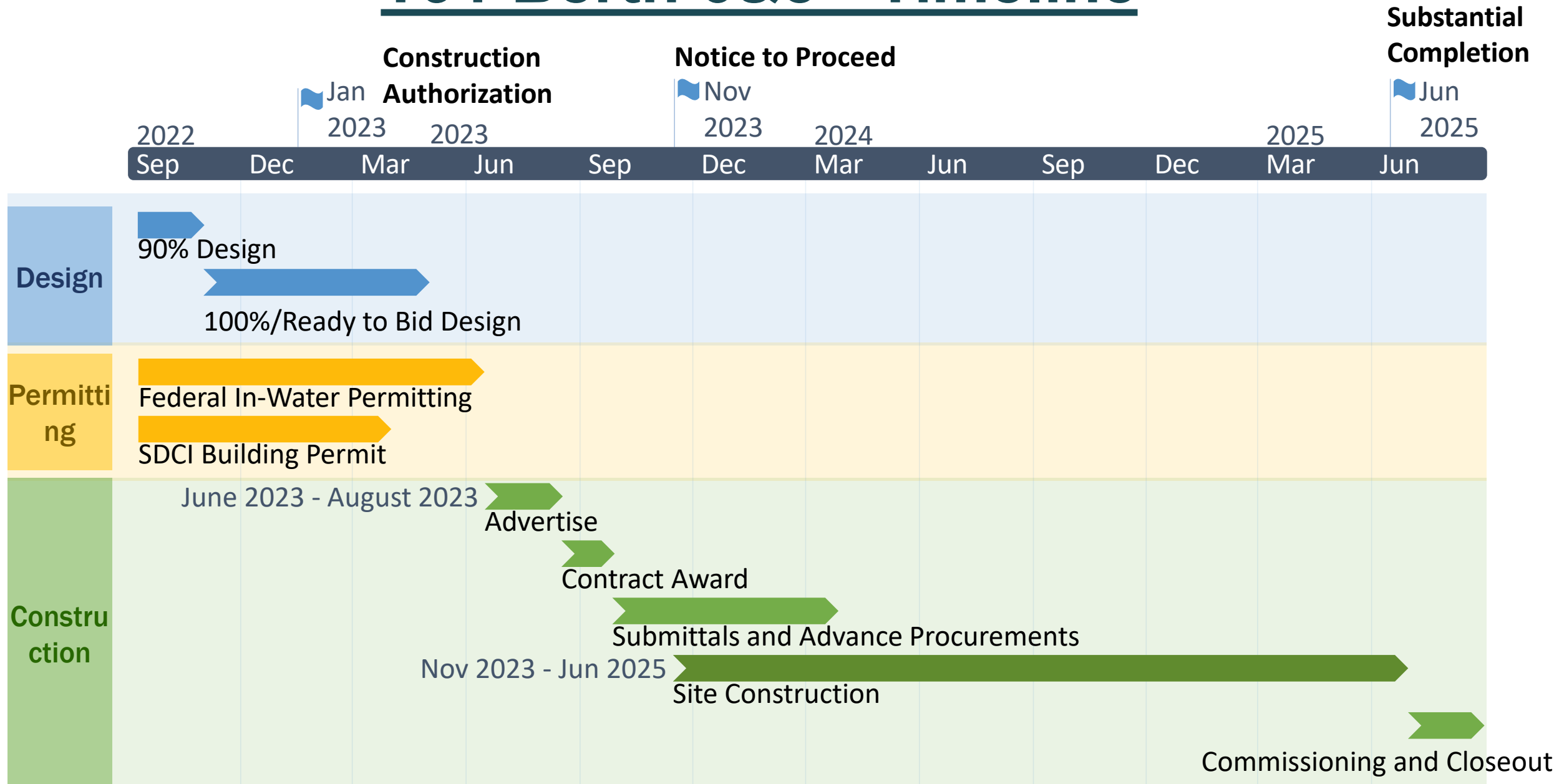
Interior Finishes, Painting

Temporary Fencing, Traffic Control

Demolition, Temporary Facilities, Hauling

Diving

T91 Berth 6&8 - Timeline



Amy Kiessling

Capital Project Manager,
Waterfront Project Management



**Maritime Partner
- NW Seaport
Alliance (NWSA)**

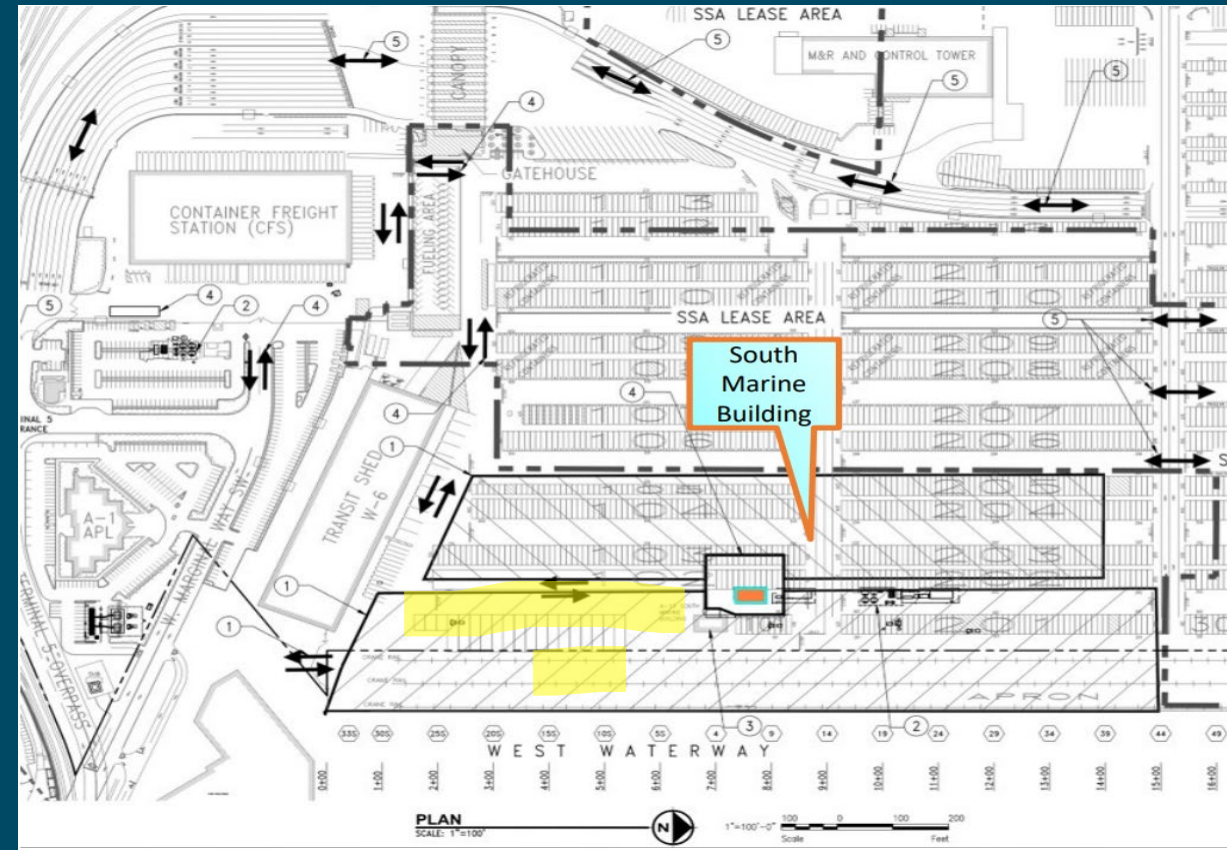
**T-5 Marine
Building South:
MC-0320763**



Project Scope

- Construct a 2,400 square foot, 2-story structurally insulated panel building that will serve as a breakroom and restroom facility in the south wharf of Terminal 5, a cargo terminal in West Seattle.
- Scope includes interior build out and installation of site utilities to service the building.
- We are looking for a general contractor to act as the Prime and much of the scope allows for subcontracting opportunities.
- This will be the second of two breakrooms the NWSA and Port of Seattle have constructed at Terminal 5. The first breakroom located in the north wharf was completed in November 2021.
- The south building is identically designed. Build out of the service utilities to the building have been added to the south building construction contract.
- 13% WMBE Goal
- Refer to MC-0320763 T5 Marine Building South on Vendor Connect

Project Location



Terminal 5 is in West Seattle and is located at the Western Duwamish Waterway.
TWIC card is required to access the job site.

Potential Subcontracting Opportunities

Water, Sewer and Stormwater Utilities

Site Preparation Contractors: Foundation excavating, Grading, Demolition, Hauling & Dewatering

Temporary Fencing & Controls

Roofing & Siding Contractors

Openings & Specialties (doors & windows)

Plumbing/HVAC/Sprinklers

Electrical

Interior Finishes, Painting, Tiling

Carpentry, cabinets

Paving Commercial Driveway

Previously Constructed North Marine Building

- Identical to South Marine Building + service utilities



Previously Constructed North Marine Building



First floor breakroom and one of two restroom areas

Previously Constructed North Marine Building



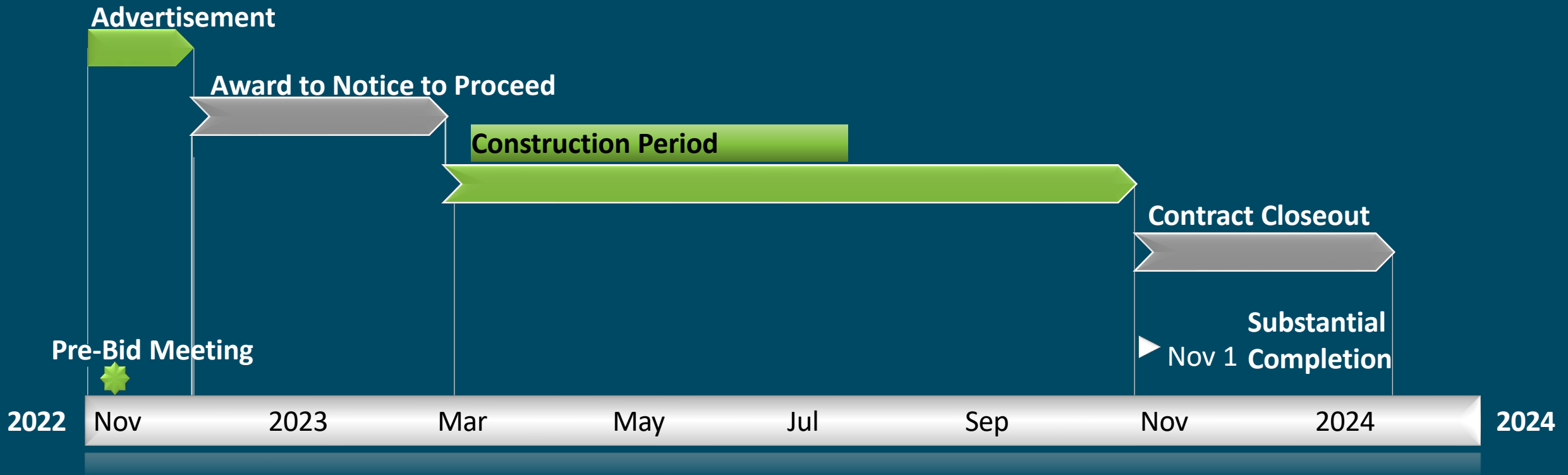
Second floor office space

Previously Constructed North Marine Building



Site Utilities to service building

Project Timeline





Kyra Lise

Director,
Real Estate Development



**Economic
Development
Division:
Maritime
Innovation Center
(MIC) & T91
Upland
Redevelopment**





Existing Seattle
Ship Supply Building

Fishermen's Terminal

Maritime Innovation Center @ Fishermen's Terminal



- Former Seattle Ship Supply Company
- Vacant for 15 years
- Developed to be fully renovated as the Maritime Innovation Center (“the MInC”)
- Maritime Blue, a non-profit, will operate under a Port lease
- Open early 2025

Maritime Innovation Center Design

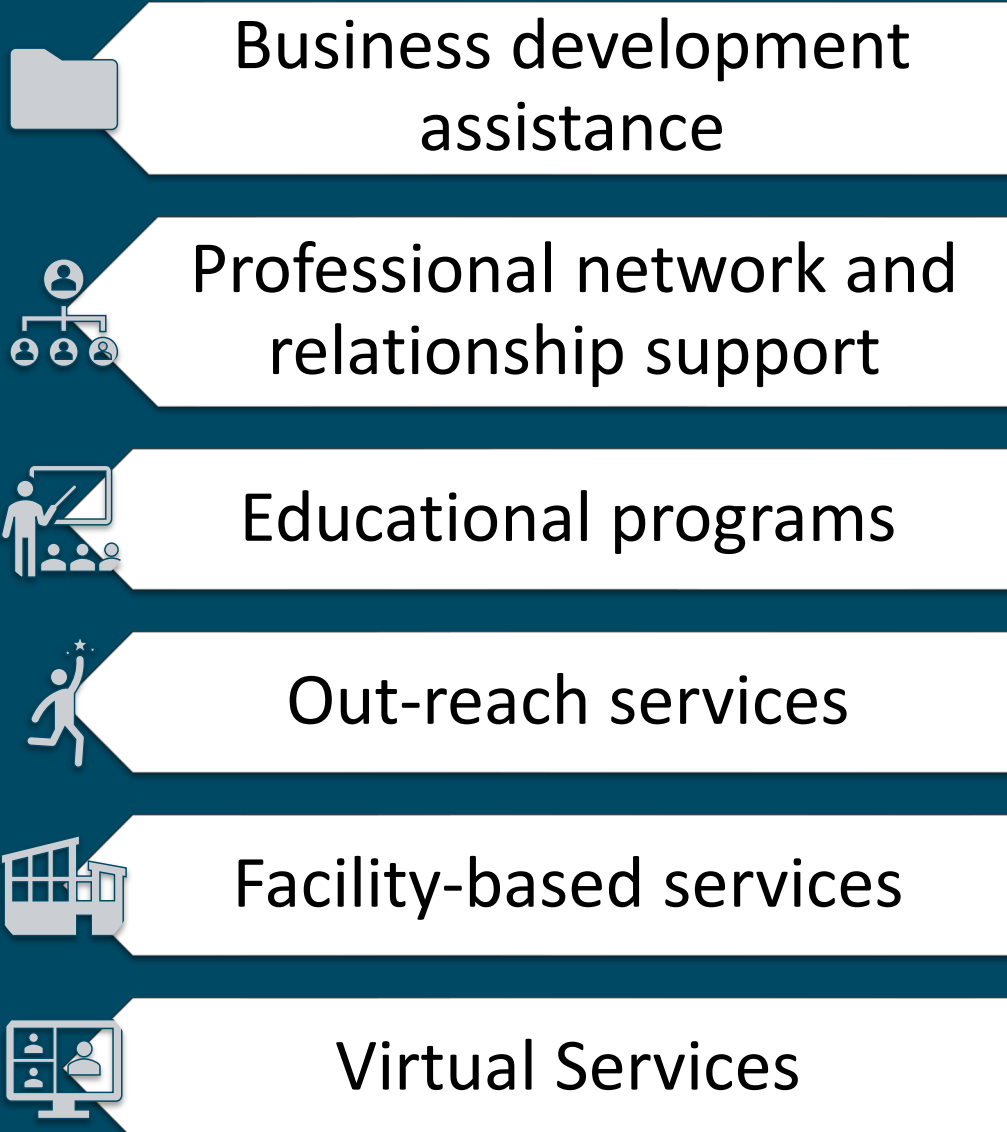


Innovation Center Strategic Objectives

- Be a focal point for maritime innovation
- Become a centralized information source to the BlueTech sector
- Offer incubator and accelerator environment
- Support investment in BlueTech start-ups and new technologies
- Support workforce development and maritime career exploration



Innovation Center Services



TOP FIVE RATED INCUBATOR SERVICES

Survey respondents were asked to assess a large range of incubator services. This list shows the top identified challenges.

- 1) Shared resources with research centers, testing facilities, universities and private companies
- 2) Guidance and mentorship from business leaders/investors
- 3) Business support service provider assistance (e.g. HR, legal, marketing)
- 4) Access to general equipment for testing or fabrication of prototypes
- 5) Classes/training for workforce and skills development

Proposed Building Improvements

- Abatement of regulated materials in existing structure
- Partial existing building demolition (timber structural framework to be preserved)
- Enhancement of structural piles and framework
- Construction of new MIC building core and shell
- Utility services removal and replacement
- New building perimeter and parking lot paving

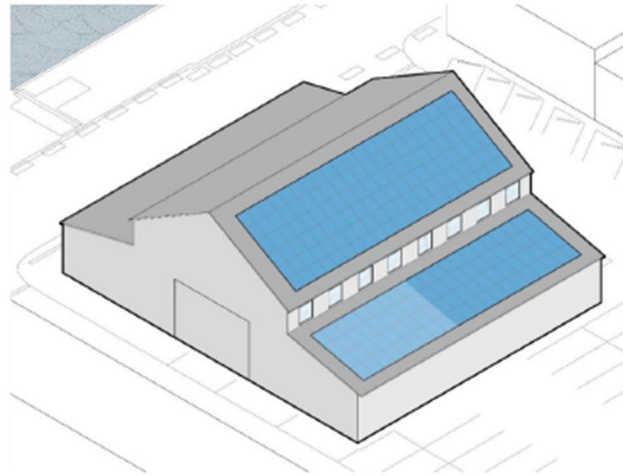
FULL LBC CERTIFICATION

BEST FULL RED LIST

Polyvinyl Chloride (PVC) • Cadmium • Chlorinated Polyethylene and Chlorosulfonated Polyethylene • Asbestos
Chlorobenzenes • Chlorofluorocarbons (CFCs) and Hydrochlorofluorocarbons (HCFCs) • Chloroprene (Neoprene) • Halogenated Flame Retardants (HFRs) • Chromium VI • Chlorinated Polyvinyl Chloride (CPVC) • Formaldehyde (added) • Hexavalent Chromium (Hex 6) • Lead (added) • Mercury • Polychlorinated Biphenyls (PCBs) • Perfluorinated Compounds (PFCs) • Phthalates • Polyvinylidene Chloride (PVDC) • Short Chain Chlorinated Paraffins • Lead • Wood treatments containing Creosote, Arsenic or Pentachlorophenol • Formaldehyde • Volatile Organic Compounds (VOCs) in wet-applied products • Alkylphenols
Asbestos Bisphenol A (BPA)

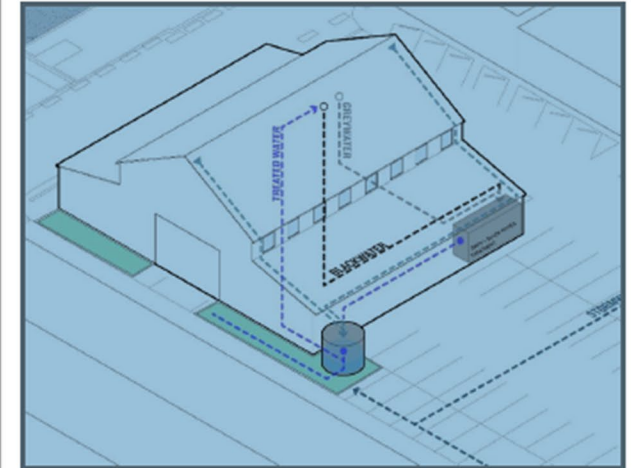
BEST NET POSITIVE ENERGY

PLUS:
Additional PV to cover all energy needs



BEST NET POSITIVE WATER

Scenario 2, Plus:
Blackwater treatment
Rainwater for potable use



Next Steps

2022

- Finish design

2023

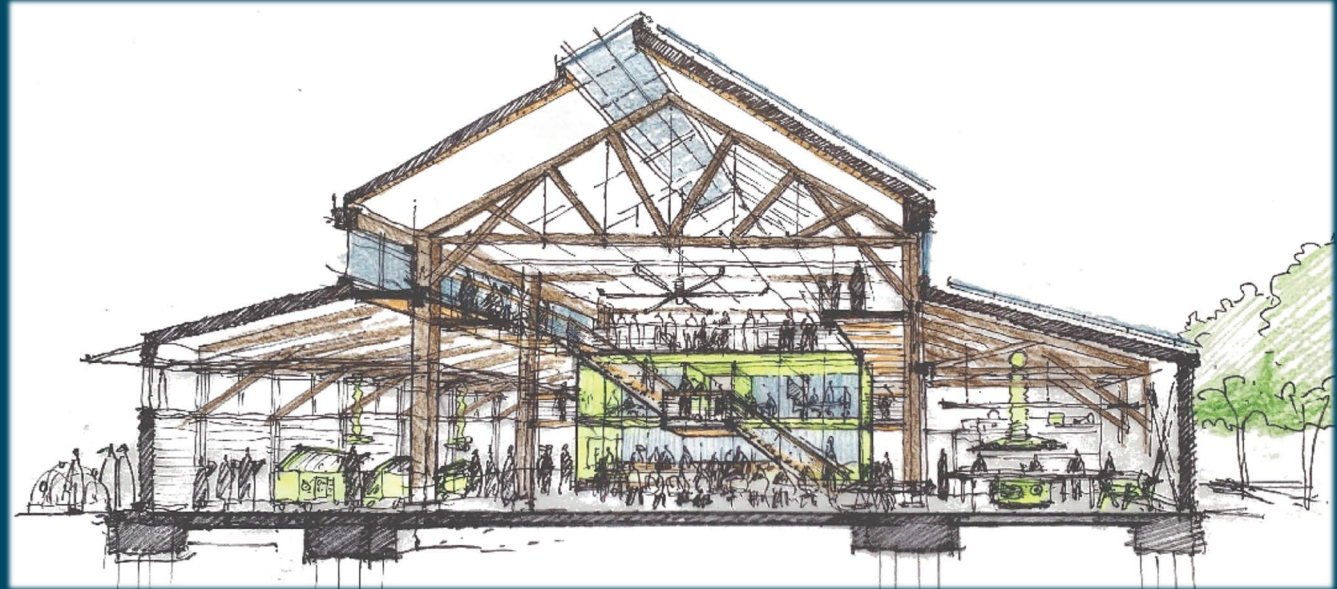
- Acquire Permits
- Commission Authorization
- Bid, project commencement

2024

- Major construction

2025

- Building Open



New Warehouse Development at Terminal 91

- Phase I of the T91 Uplands development will include up to 120K sq ft of new light duty manufacturing and warehousing for the Maritime industry and trades
- Up to 14 acres of development on the western end of T91 Uplands
- Master Use Permit (MUP) allows up to 400K sf of new development over a 15-year period
- Built to a “core and shell” standard on spec (meaning without a specific tenant in mind)





14 Acres

Port of Seattle Terminal 91 Project Metcalf Site

Current Major
Phased Area

14 Acres

Square Foot
Footprint

400K – 500K SF
Development
Potential



Terminal 91 Uplands Infrastructure Needs

- Off-site connection to City sanitary sewer to north
- New Port electrical transformer & communications pedestals
- Minor natural gas relocation
- New sanitary sewer main sized for full 1 million sf development
- New regional storm drain water quality treatment facility
- New Port electrical transformer

Defining Utilities and Infrastructure Needed to Support Future Development

T91 Uplands / MINC Potential Subcontracting Opportunities

Water, Sewer and Stormwater Utilities

Plumbing/HVAC

Electrical/Communications

Foundation excavation & grading

Concrete Foundations

Carpentry, Cabinets, Trim

Asphalt Concrete Paving

Interior Finishes, Painting

Temporary Fencing, Traffic Control

Demolition, Temporary Facilities, Hauling

Solar / Sustainability

Next Steps

2022

- Phase 1 30% design

2023

- Final Phase 1 design
- Acquire MUP, other permits

2024

- Commission authorization, bid, Major construction

2025

- Buildings Open

Leila Gonzalez-Rigatto

Contract Administrator, Central Procurement Office



Procurement



PORT OF SEATTLE CONSTRUCTION PROCUREMENT OVERVIEW

Public Works

RCW 39.04

- "Public work" means all work, construction, alteration, repair, or improvement other than ordinary maintenance, executed at the cost of the state or of any municipality
- All public works, including maintenance (& off-site pre-fabricated items) when performed by contract shall comply with chapter [39.12](#) RCW - **Prevailing Wage**.
- Award is to be made to the Lowest Responsive Bid and Responsible Bidder.
- Be **responsive** and keep in mind that prime contractors have a limited time to review bid documents from the advertisement date to the bid due date



What is Public Work?

Public Works

What does it mean to be a responsive bidder?

1. Responsible Bidder

WA State public works **minimum requirements** to be considered a “**Responsible bidder**”:

- Contractor’s license
- WA Unified Business Identifier number (UBI#) or Federal Tax ID#
- Department of Revenue account
- Employment Security number
- Industrial insurance
- Performance and payment bonds
- **Prevailing wage - file Intents & affidavits**
- Not currently debarred from bidding on a project that involves prevailing wage
- **Must attend L&I training on Public Works and Prevailing Wage Law** unless a contractor has been in business for 3 or more years and has completed 3 or more public works projects.
- **Certified Payrolls**

Learn more about these requirements at:

<https://lni.wa.gov/licensing-permits/public-works-projects>.

2. Meet POS Contractual Construction Considerations :

Insurance minimums:

CGL = \$1M/\$2M

Auto = \$1M to \$5M for AOA (\$10m on airfield)

Employer’s Liability(stop gap) = \$1M

Pollution liability, vessel liability, other requirements per scope of work

Retainage = 5% from each invoice/ Retainage Bond

Performance and Payment Bonds = \$ contract amount

Badging = Airport and Seaport (TWIC) = \$200-\$400 per person

Safety program = Training, Plans, JHA’s

Other Possible Projects Requirements:

Project labor agreements (PLA) – apprenticeship, women etc

Federal Funding = Buy America, Davis-Bacon Act and etc

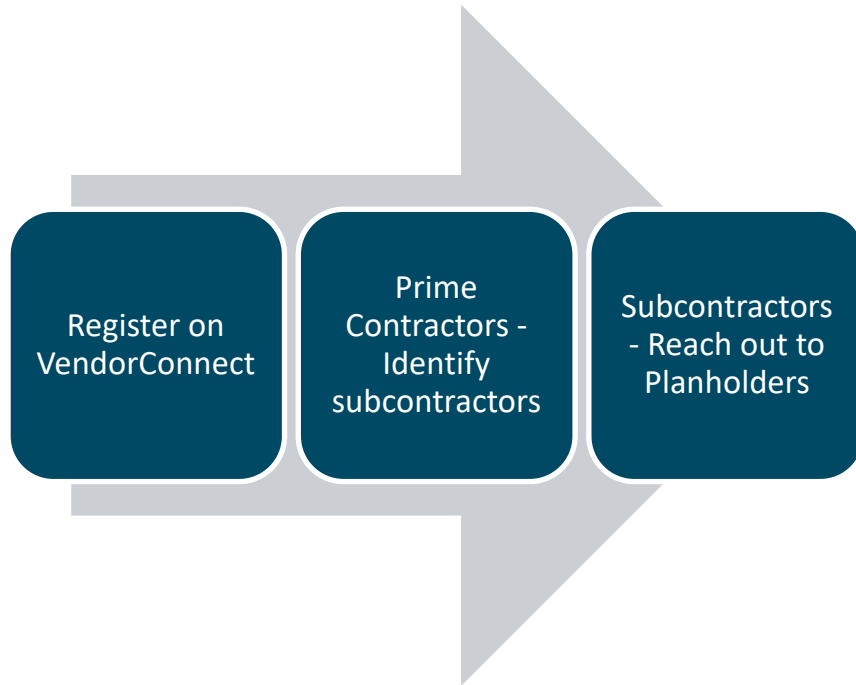
Night work/Shift work

Parking restrictions

Space restrictions – laydown areas

How can you get involved?

Vendor Connect: a 2-way road



Diversity in Contracting - Bid Opportunities



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

Would you like to do business with the Port? If you are considering working with us, follow the steps below to get started.

➔ **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

Construction Project Delivery Methods

Contract Method	Selection	Price	Design Phase	Construction
Design Bid Build	Low Bid	Lump sum/ Unit Price	Designer	Contractor
Design Build	Qualifications/ \$ Price	Lump Sum (traditional)	Designer/ Contractor (Same)	Designer/ Contractor (Same)
GC/CM	Qualifications/ \$ Profit	MACC	Designer & Contractor provided services	Contractor
JOC	Qualifications/ \$ Price	RS Means Pricing Book	Designer	Prime/ Subcontractor

Become a Subcontractor

Major construction

- WMBE project specific commitment and Inclusion Plans

JOC subcontracts at least 90% of the “work”

- WMBE Commitment = 16%
- DBE Goal = 5%

Design Build

Evaluated on past project WMBE efforts and current project commitment and attainment plan

GC/CM

At least 70% of the MACC must be subcontracted

All subcontract work (and equipment and material purchases) competitive low bid

Alternative subcontractor selection process - exceeds \$3M

GC/CM Heavy Civil

At least 30% of the MACC must be subcontracted

SMALL WORKS ROSTER -CONSTRUCTION OPPORTUNITIES

Why Register on the Small Works Roster?

Contractors are notified of upcoming bid opportunities via e-mail through VendorConnect.

The Port awards 18-30 SW contracts per year in multiple disciplines. Of those contracts, an average of 200-300 projects are completed each year.

The Port of Seattle's Small Works Roster is for public works construction projects under \$300,000.

Vendor Connect- Construction Opportunities

Major Construction >\$300,000

Contract Number	Procurement Name	Contract Type	Target Advertise Date	Est Value
MC-0320763	T-5 Marine Building South	Major - low bid	November 02	\$4,000,000
MC-0320983	Restroom Renovations Phase 5 - FAA Phase 3	Major - low bid	November 22	\$12,564,000
MC-0321014	Apartment Sound Insulation Project	Major - low bid	November 22	\$16,500,000
MC-0320619	Fisherman's Terminal Maritime Innovation Center and Site Improvements	Major - low bid	December 22	\$14,000,000
MC-0320575	Post IAF Airline Realignment - GC/CM Construction	GC/CM	December 22	\$45,000,000
APW-21005	South Concourse Evolution GC/CM Summary	GC/CM	December 22	\$1,500,000,000
MC-0320880	Widen Arrivals Roadway	Undecided	March 23	\$48,436,000

Vendor Connect- 2021 Snapshot Major Construction

**2021 Major
Construction (low bid)**

**Awarded :
16 Contracts**

**Value:
\$68.5 Million**

	Contract#	Project Title	Prime Contractor	# Subs	PLA	Award Amount	Award Date
Aviation							
	MC-0319013	Electric Utility Supervisory Control and Data Acquisition (SCADA) Project	Veca Electric & Tech LLC	6	o	\$2,917,225.00	7/15/2021
	MC-0319135	Ground Support Equipment (GSE) Electric Charging Stations Phase 2A	Valley Electric Co of Mt Vernon Inc	5	o	\$0.00	10/20/2021
	MC-0319194	Emergency Generator Controls	Sequoyah Electric LLC	4	o	\$620,000.00	3/30/2021
	MC-0319775	Industrial Wastewater Systems Segregation Meters	Macro-Z Technology	13	o	\$1,644,000.00	4/20/2021
	MC-0319874	Restroom Renovations Phase 4 - FAA Phase 2	Bayley Construction, LP	43	p	\$9,245,000.00	6/22/2021
	MC-0320017	Air Cargo Rd / S 170th St Improvements	Tucci & Sons Inc	24	p	\$5,002,963.30	3/22/2021
	MC-0320151	Employee Services Center	MJ Takisaki Inc	53	o	\$3,457,060.00	4/14/2021
	MC-0320162	Parking Garage Elevator Modernization	Osborne Construction Company	9	p	\$8,515,805.00	4/22/2021
	MC-0320308	2021 Airfield Pavement Replacement Project	Scarsella Bros Inc	15	p	\$19,941,941.41	2/12/2021
	MC-0320328	RCF (Rental Car Facility) Security Improvements	PCL Construction Services Inc	9	o	\$1,962,142.00	4/7/2021
	MC-0320348	Parking Revenue Infrastructure	PCL Construction Services Inc	26	p	\$7,389,061.00	2/22/2021
	MC-0320527	Emergency - Airport North Expressway Water Main	James W Fowler Co	11	o	\$500,000.00	1/22/2021
#Projects: 12 # Subs: 218				Aviation Total:		\$61,195,197.71	
Maritime							
	MC-0320353	T-30 Bulkhead Stabilization	Glacier Environmental Services Inc	6	o	\$511,233.75	2/18/2021
	MC-0320366	Pier 91 Berths J, K, L and M Fender System Replacement	American Construction Co Inc	7	p	\$4,845,000.00	4/13/2021
	MC-0320533	P66 Roof Upgrades Construction	Best Contracting Services Inc	5	o	\$1,895,000.00	7/19/2021
#Projects: 3 # Subs: 18				Maritime Total:		\$7,251,233.75	
NWSA							
	MC-0320766	EMERGENCY - T46 South Substation Repair	Veca Electric & Tech LLC	1	o	\$90,000.00	7/8/2021
#Projects: 1 # Subs: 1				NWSA Total:		\$90,000.00	
	#Projects: 16 #Subs 23			Total Value: \$68,536,431.46			

How to engage?

Vendor Connect: 2-way road

Ways to Engage	SW	MC	JOC	GC/C M	Design -Build
Vendor Connect Email Call For Bids to Vendors in NAICS codes	X	X	X	X	X
Subs/Suppliers may reach out to the Plan holders		X	X	X	X
Subs/Suppliers may become Plan holders for Primes to reach out the them		X	X	X	X
Informational Meetings (Alternative and Large Programs over \$10M)		X		X	X
Pre-bid meeting (dates, time, location are on VendorConnect)	X	X	X	X	X

Questions?



www.portseattle.org/subscribe



Thank you.



www.portseattle.org/subscribe

