Aviation Industry Day

June 20, 2023
Program

Presentation

– SEA Vision
– Aviation Program Overview
– Diversity in Contracting
– Project First Looks
– Procurement

Q&A

Networking
Aviation Program Overview

Eileen Francisco | Director, Aviation Program Management
Aviation Capital Improvement Program
5-year Cash Flow
Aviation Capital Improvement Program
5-year Cash Flow by Percentage

- Terminal, 52%
- Infrastructure, 30%
- Airfield, 9%
- Landside, 5%
- Noise, 3%
# Significant Future Procurements

<table>
<thead>
<tr>
<th>CONSTRUCTION OPPORTUNITIES</th>
<th>DESIGN OPPORTUNITIES</th>
</tr>
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<tbody>
<tr>
<td>S. 188th Street Tunnel Improvements</td>
<td>Air Cargo Road Phase 2</td>
</tr>
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<td>SURFACE AREA MANAGEMENT</td>
<td>Utility Meter Networking</td>
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<tr>
<td>Telecommunications Meet Me Room - Fiber</td>
<td>IWTP (Industrial Wastewater Treatment Plant) Expansion</td>
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<td>DA and Condensate Tank</td>
<td>Design</td>
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<tr>
<td>Sound Insulation Program - Apartments Phase II</td>
<td>Parking Garage Rehabilitation</td>
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<tr>
<td>2024 Airfield Projects – Contract #1</td>
<td>Parking Garage Roof Drainage</td>
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<tr>
<td>Places of Worship Noise Program</td>
<td>Parking Garage Fire System Enhancements</td>
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<tr>
<td>PORT SHARED- USE LOUNGE CONCOURSE A (CLUB AT SEA)</td>
<td>400HZ Replacement at Concourse C &amp; D - Design</td>
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<tr>
<td>2024 Airfield Projects – Contract #2, #3 &amp; #4</td>
<td>Main Terminal Improvements Program Project Definition</td>
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<tr>
<td>2025 Airfield Projects</td>
<td>Support</td>
</tr>
<tr>
<td>MAIN TERMINAL IMPROVEMENTS - Construction</td>
<td></td>
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<tr>
<td>Construction Logistic Site Expansion</td>
<td></td>
</tr>
<tr>
<td>Single Piers on Concourse D</td>
<td></td>
</tr>
<tr>
<td>Utility Meter Networking</td>
<td></td>
</tr>
</tbody>
</table>
Diversity in Contracting

Lawrence Coleman | Diversity in Contracting WMBE Program Manager
Port Diversity in Contracting

Purpose:

Advance equity and address contracting disparities by increasing the utilization of Women Minority Business Enterprises and other disadvantaged firms

Five-year Policy Benchmarks:

- Increase to 15% the amount of spend on WMBE contracts within 5 years (Baseline was 5.3%)
- Triple the number of WMBE firms doing business with the Port (Baseline was 118; Goal is 354)
# 2016-2022 Port-wide WMBE Utilization

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Percent Utilization</td>
<td>5.30%</td>
<td>8.80%</td>
<td>8.90%</td>
<td>10.0%</td>
<td>10.90%</td>
<td>12.1%</td>
<td>12.6%</td>
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<tr>
<td>Number of Firms</td>
<td>118</td>
<td>200</td>
<td>258</td>
<td>296</td>
<td>318</td>
<td>344</td>
<td>351</td>
</tr>
</tbody>
</table>
Diversity in Contracting Programs

Women and Minority Business Enterprise (WMBE) Program – Non-Federal

- Set aspirational WMBE goals
- Conduct affirmative efforts
- Monitor goal attainment

Disadvantaged Business Enterprise (DBE) Program - Federal

- Set overall three-year goal
- Increase DBE participation on FAA-funded Port projects
- Informational sessions and technical assistance

Community Engagement and Training

- PortGen Events
- Advanced PorGen Workshops (Sept 12 – Oct 17)
- Business Accelerator Cohort Program (Applications Open July 1)
Project First Looks
# Projects Presented Today

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Construction</th>
<th>A &amp; E</th>
<th>Cost Estimate</th>
<th>Anticipated Aspirational Goal</th>
<th>Advertise Date</th>
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</thead>
<tbody>
<tr>
<td>Sound Insulation Phase 2</td>
<td>X</td>
<td></td>
<td>$10m - $15m</td>
<td>7% DBE</td>
<td>Q1 2024</td>
</tr>
<tr>
<td>Airfield Projects (4 Contracts)</td>
<td>X</td>
<td></td>
<td>$1.5m - $55m</td>
<td>8% DBE TBD WMBE</td>
<td>Q4 2023 – Q1 2024</td>
</tr>
<tr>
<td>Industrial Wastewater Treatment Plant Expansion</td>
<td>X</td>
<td>X</td>
<td>$150M+</td>
<td>TBD</td>
<td>Design – Nov 2023</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Construction – Q2 2024</td>
</tr>
<tr>
<td>Main Terminal Improvement Project</td>
<td>X</td>
<td>X</td>
<td>$800M - $1B</td>
<td>TBD</td>
<td>Design - Q1 2024 PM/CM - Q2 2024</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>GCCM / Q2 2024</td>
</tr>
<tr>
<td>SEA Duty Free* Tenant Driven Project</td>
<td>X</td>
<td>X</td>
<td>TBD</td>
<td>14% WMBE Design and Engineering</td>
<td>Q3 2023 Port RFP for Duty Free operator</td>
</tr>
</tbody>
</table>
Sound Insulation
Apartment Program - Phase 2
Construction

Stephen St. Louis | Capital Project Manager, Aviation Project Management Group
Project Objectives & Overview

**Project Objective:**

As part of the Port of Seattle’s (Port) long-term commitment to communities surrounding the airport, the Port offers sound insulation for eligible properties within the current Federal Aviation Administration (FAA) approved noise remedy boundary.

• Commission adopted Motion 2020-04 to accelerate and complete by the end of 2026

**Project Overview:**

The Sound Insulation Program exists to help reduce community noise impacts caused by aircraft utilizing the Airport. As part of its long-term commitment to communities surrounding the Airport, the Port offers sound insulation for eligible properties within the current Federal Aviation Administration (FAA) Airport Noise Compatibility (Part 150) noise remedy boundary.

**Estimated Cost Range:** $10m - $15m

**Anticipated DBE Percentage:** 7%
Scope

Construction work includes installation of new Sound Transmission Class (STC) rated windows, doors, and storm doors, as well as supplemental ventilation to meet the FAA standard of 45 decibel (dB) Day-Night Average Sound Level (DNL) interior noise that can be achievable with at least a 5 dB reduction.

Scope Items:

• Sound Transmission Class (STC) rated windows
• STC rated solid core doors
• Storm Doors
• Positive Air Ventilation
• Ancillary work necessary to reduce noise and meet code
Scope

Example before and after photos from the single-family home program:

Before window replacement

After window replacement
Components of Interest

**Construction Trades**

- Carpentry/Window Install
- Glass and Glazing
- Electrical
- Mechanical
- Drywall
- Paint
- Abatement
- Roofing
- Siding
Project Schedule

Sound Insulation Apartment Program – Phase 2 Construction:

• Phase 2 consists of 4 apartment complex properties with 105 units
• Design on-going through Q4 – 2023
• Construction advertisement targeting Q1 – 2024
• Begin Construction Q3 - 2024
Airfield Program

Eze Nduaguba | Capital Project Manager, Aviation Project Management Group
2024 Program Overview
CONSTRUCTION CONTRACT #1 - AIP FUNDED

• Replace distressed airfield pavement, joint sealant, and supporting infrastructure at the Airport to provide safe and efficient conditions for aircraft operations and meet FAA requirements.

• Expand Power and Communication duct bank, improve the sewer & watermain utility serving the Main Terminal and Concourse B, C, and S to address condition deficiencies and capacity needs.

**Estimated Cost:** $28M-$35M

**DBE Goal:** 8%
CONSTRUCTION CONTRACT #2

• Install Oil/Water Separator Vaults at the Batch Plant area. This stormwater Best Management Practice will allow the Port to utilize the Batch Plant site to its full potential in compliance with the NPDES permit.

• Re-configure Gate N14 for Wide-Body (WB) operations. Scope includes apron pavement, lighting, PCAir, 400 Hz, SafeDock, striping and fuel systems.

• Selective Concrete Panel Replacements along the N. Satellite TaxiLane with High Early Concrete Cement. IWS Channel Drain Replacement at Concourse A.

Estimated Cost: $8M-$12M

WMBE Goal: TBD
2024 Program Scope and Objectives

CONSTRUCTION CONTRACT #3

• Replace perimeter gates, fence, install access control system, cameras and lighting.

Estimated Cost: $1.5M - $3M

WMBE Goal: TBD

CONSTRUCTION CONTRACT #4

• Construct a new snow storage area near Lagoon 3 pond to allow a larger volume of snow to be placed directly in the designated storage area and meet the regulatory need for connection of snow storage area to the Industrial Waste System (IWS).

Estimated Cost: $3M - $5M

WMBE Goal: TBD
Components of Interest

• **Concrete and Earthwork**
  - Cement Mason
  - Equipment Operators
  - Trucking
  - Traffic Control and Flagging

• **Site Utilities**
  - Pipefitters
  - Electricians

• **Other Crafts**
  - Iron Workers
  - Laborer
  - Painter/Stripers
  - Communication and Access Control
  - Fencing
2024 Program Schedule

- Design Development: Q1 2023 – Q1 2024
- Planned Advertisement for Construction Contracts: Q4 2023 – Q1 2024
- Construction Begins: Q2 2024
Industrial Wastewater Treatment Plant (IWTP) Expansion

Ethan Conley | Capital Project Manager, Aviation Project Management Group
IWTP Location

IWTP
IWTP Overview

IWTP – Industrial Wastewater Treatment Plant

IWS – Industrial Wastewater System – includes runoff from:

– Aircraft hangars
– Cargo areas
– Deicing areas
– Maintenance facilities
– Passenger loading areas

Discharges to Puget Sound and King County Sewer System
IWS Contaminants

Water from pipe integrity testing
Vehicle and aircraft wash water
Stormwater contaminated with:

– Fuel
– Lubricants
– Fire-fighting foam
– Cleaning agents
– Suspended solids
– Deicing fluid (Permit Parameter: Biochemical Oxygen Demand (BOD))
IWTP Expansion Scope

- Install an onsite pre-treatment facility
  - Technology: Aerated Gravel Beds (AGBs)
  - Located in Runway Protection Zone
- Separate and expand Lagoon 3
- Upgrade existing IWTP facility
  - PLC Controls
  - Equipment upgrades
  - Building modifications

**Estimated Cost:** $150M+

**WMBE Goal:** TBD
Existing Site Plan
Proposed Site Plan
EXAMPLE BURIED TANK WITH DOME
Example Aerated Gravel Bed Units at Cincinnati Airport
Example Aerated Gravel Bed Control Building
Major Scope Elements

Civil / Structural
- Demolish and grade the AGB site
- Install 5-million-gallon buried tank
- Install controls building
- Expand Lagoon 3 footprint
- New roadways
- Install berm in Lagoon 3
- IWTP building modifications

Electrical
- New electrical infrastructure at AGB site

Process / Mechanical
- Install aerated gravel beds at the pretreatment site
- Piping, pumps, and other support equipment
- Replace 6 Dissolved Air Flotation (DAF) units

Control
- Update existing PLC hardware
- Implement AGB treatment operations into new PLC architecture
- Design procurement will include HMI / software
<table>
<thead>
<tr>
<th>Item</th>
<th>Anticipated Completion Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Design Advertisement</td>
<td>November 2023</td>
</tr>
<tr>
<td>Detailed Design Award</td>
<td>June 2024</td>
</tr>
<tr>
<td>Plans and Specifications, 100% Design</td>
<td>Quarter 1, 2026</td>
</tr>
<tr>
<td>Construction Advertisement/Award</td>
<td>Quarter 2, 2024</td>
</tr>
<tr>
<td>Substantial Completion</td>
<td>Quarter 4, 2028</td>
</tr>
</tbody>
</table>
Main Terminal Improvement Program (MTIP)

Kris Casselman | Capital Program Leader, Aviation Capital Program Management
Project Objectives & Overview

**Project Objective:**
To provide extensive code and infrastructure upgrades to the Main Terminal.

**Project Overview:**
To provide those upgrades to each level of the terminal from Zone 6 in the north to Gina Marie Lindsey Hall to the south. Generally, this work applies to the all of the public facing areas of the Main Terminal.

**Estimated Cost:**
800M - $1B

**DBE/WMBE Goal:**
TBD
Scope

- Smoke Control
- Emergency Power
- Sprinkler Systems
- Asbestos Abatement
- Improving, repairing or replacing rated walls and utility shafts.
- Baggage Handling / Baggage Claims
Components of Interest

<table>
<thead>
<tr>
<th>Primary Systems</th>
<th>Ancillary Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emergency Power</td>
<td>Smoke Control, Lighting</td>
</tr>
<tr>
<td>Smoke Control</td>
<td>HVAC, Fire Command Center, H-Line wall, Mezzanine Enclosure</td>
</tr>
<tr>
<td>Sprinklers</td>
<td>Ceilings, Asbestos Abatement, Arrivals, Departures Drainage</td>
</tr>
<tr>
<td>H-Line / Utility Shafts</td>
<td>Smoke Control, Baggage Handling</td>
</tr>
</tbody>
</table>

The point is... everything touches everything else, which then effects the employees and travelers using the terminal.
Project Schedule

Procure Project Specific Design Team / Q1 2024 – Q4 2024
Procure PM-CM Support Services / Q2 2024 – Q4 2024
Procure GCCM / Q2 2024 – Q3 2025
Early works - Emergency Generator, Asbestos Q2 2027 – Q2 2030
100 percent design / Q1 2028
Major Construction / Q4 2028
Physical Completion / Q4 2033
Tenant Reimbursement Project
SEA Duty Free

Scott Van Horn | Senior Business Manager, Aviation Commercial Management
This is an airport Dining and Retail Tenant Project where the Port of Seattle is providing a Tenant Reimbursement (TRA) to the Duty Free Operator selected as part of a Request for Proposal Project (RFP).

The selected Duty Free operator will be responsible for the design and building out Port base building work in Concourse A.
CONCOURSE A
EXISTING CONDITIONS
CONCOURSE A
NEW SPACE LAYOUT
Proposed Duty Free - Concourse Level - Information - Opt-1

Concourse A Duty-Free Layout
3,385 s.f. / 15 = 226 Occupants
### Design Services
- Architectural
- Electrical Engineering
- Mechanical Engineering
- Smoke Control
- Structural Engineering

### Construction Trades
- Demolition
- Drywall
- Electrical
- Framers
- General Contractor
- Glazing
- HVAC
- Painters
- Signage
- Steel Erection
WOMEN AND MINORITY BUSINESS ENTERPRISE (WMBE) Aspirational GOAL

For the Tenant Reimbursement portion of this work the office of Diversity and Contracting has established the following aspirational WMBE Goals

- Overall Goal 29%
- Design and Engineering Services 14%
- Construction Services 15%
PROJECT SCHEDULE

Design Q4 2024 to Q3 2025

Construction Starts Q4 2025/Q1 2026
Procurement Information
Construction Procurement

Nicole Osby-Evans | Contract Administrator,
Central Procurement Office
What is 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 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
## Construction Project Delivery Methods

<table>
<thead>
<tr>
<th>Contract Method</th>
<th>Selection</th>
<th>Price</th>
<th>Design Phase</th>
<th>Construction</th>
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<tbody>
<tr>
<td>Design Bid Build</td>
<td>Low Bid</td>
<td>Lump sum/Unit Price</td>
<td>Designer</td>
<td>Contractor</td>
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<tr>
<td>Design Build</td>
<td>Qualifications/$ Price</td>
<td>Lump Sum (traditional)</td>
<td>Designer/Contractor (Same)</td>
<td>Designer/Contractor (Same)</td>
</tr>
<tr>
<td>GC/CM</td>
<td>Qualifications/$ Profit</td>
<td>Max. Allowable Construction Cost (MACC)</td>
<td>Designer &amp; Contractor provided services</td>
<td>Contractor</td>
</tr>
<tr>
<td>JOC</td>
<td>Qualifications/$ Price</td>
<td>RS Means Pricing Book</td>
<td>Designer</td>
<td>Prime/Subcontractor</td>
</tr>
</tbody>
</table>
How can you get involved?

1. Register on VendorConnect

2. Prime Contractors - Identify subcontractors

3. Subcontractors - Reach out to Planholders
## How to engage?

<table>
<thead>
<tr>
<th>Ways to Engage</th>
<th>MC</th>
<th>JOC</th>
<th>GC/C M</th>
<th>Design-Build</th>
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<tbody>
<tr>
<td>VendorConnect Email Call For Bids to Vendors in NAICS codes</td>
<td>X</td>
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<tr>
<td>Subs/Suppliers may reach out to the Plan holders</td>
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<td>X</td>
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<tr>
<td>Subs/Suppliers may become Plan holders for Primes to reach out the them</td>
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<td>X</td>
<td>X</td>
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<tr>
<td>Informational Meetings (Alternative and Large Programs over $10M)</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>Pre-bid meeting (dates, time, location are on VendorConnect)</td>
<td>X</td>
<td>X</td>
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</table>
Types of Services Procured

- Financial
- Auditing
- Training/Coaching
- Graphic Design/Marketing
- Computer/Info Technology
- Architectural Design
- Engineering Design
- Planning
- Copywriting/Editing
- Construction Management
- Project Management
- Airport Dining and Retail Consulting
- Legal Services
- Maritime/Seaport Environmental Support

And much more!
Procurement Types

Professional Services

Contracts for Architectural and Engineering Services

Selection based on demonstrated competence and qualifications for the type of professional services required; price is not part of selection criteria but is negotiated after notice of selection

Personal Services

Contracts for services outside the architectural and engineering disciplines

Cost proposal required and best value criteria is utilized in making selection
Contract Types

Indefinite Delivery Indefinite Quantity (IDIQ)

– General Scope of Work (SOW)
– Work may be issued across various locations and projects at the Port
– SOW is detailed per individual Service Directive issued

Project Specific

– SOW is for a specific Port project or program
– SOW and Level of Effort (LOE) are negotiated upfront
– Work may be issued by Service Directive but specific to that project’s needs
Contract Categories

Category 1:  < $50,000
- Competition or advertisement is NOT required
- Port can direct-solicit to any firm

Category 2:  $50,000 - $199,999
- Competition required
- Advertisement NOT required
- Port can choose multiple firms for solicitation

Category 3:  $200,000 +
- Competition required
- Advertisement required
Where to Find Solicitations

All procurements can be found on VendorConnect:

https://hosting.portseattle.org/sops/#/Dashboard

Ensure a complete firm profile (include Work Type, NAICS codes)

Add your firm as a Plan Holder in active or future Solicitations of interest
Pre-Proposal Conferences

• For most procurements above $200K (Category 3), a Pre-Proposal Conference is offered.

• Meeting date, time, and location are in the Solicitation.

• Whether you’re interested in an opportunity as a prime or subconsultant, Pre-Proposal Conferences provide a setting to network and learn more of the Port’s processes.

• Meet other local small businesses and build connections to bid on future work together.
Submitting a Proposal

• Relevance of staff or firm experience to the contract’s Scope of Work
• Solicitation Requirements
• Proposal Legibility / Clarity
Tips for Successful Proposals

• Structure proposal in the same order as the Evaluation Criteria.
• Identify how project examples are relevant to the Solicitation’s project.
• For Project-Specific contracts, select project experience that covers most or all elements of the scope.
• For IDIQs, select projects that are a representation of the range of projects that might come up in the IDIQ, with the majority showcasing the core competencies addressed in the scope.
• Research RFPs and proposals from other local, state, or federal agencies.
• Request a Public Disclosure Request (PDR) to view submittals of successful consultants from the previous solicitation (if there was one).
Refreshments downstairs

Networking to resume in this room in 30 minutes