



Seattle-Tacoma  
International  
Airport

# Aviation Industry Day

June 20, 2023

# Program

## Presentation

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

## Q&A

## Networking

# SEA Vision

**Lance Lyttle** | Managing Director, Aviation Division

# Aviation Program Overview

**Eileen Francisco** | Director, Aviation Program Management



**Baggage  
Optimization**

**SEA Underground  
Controls  
Replacement**

**C Concourse  
Expansion**

**S Concourse  
Evolution**

**Main Terminal  
Improvements  
Program**

**SEA  
Gateway**

**Concourse A  
Building Expansion  
for Lounges**

**Curbside  
Accessibility  
and Safety**

**Checkpoint 1  
Relocation**

**Automated  
Parking Guidance  
System**

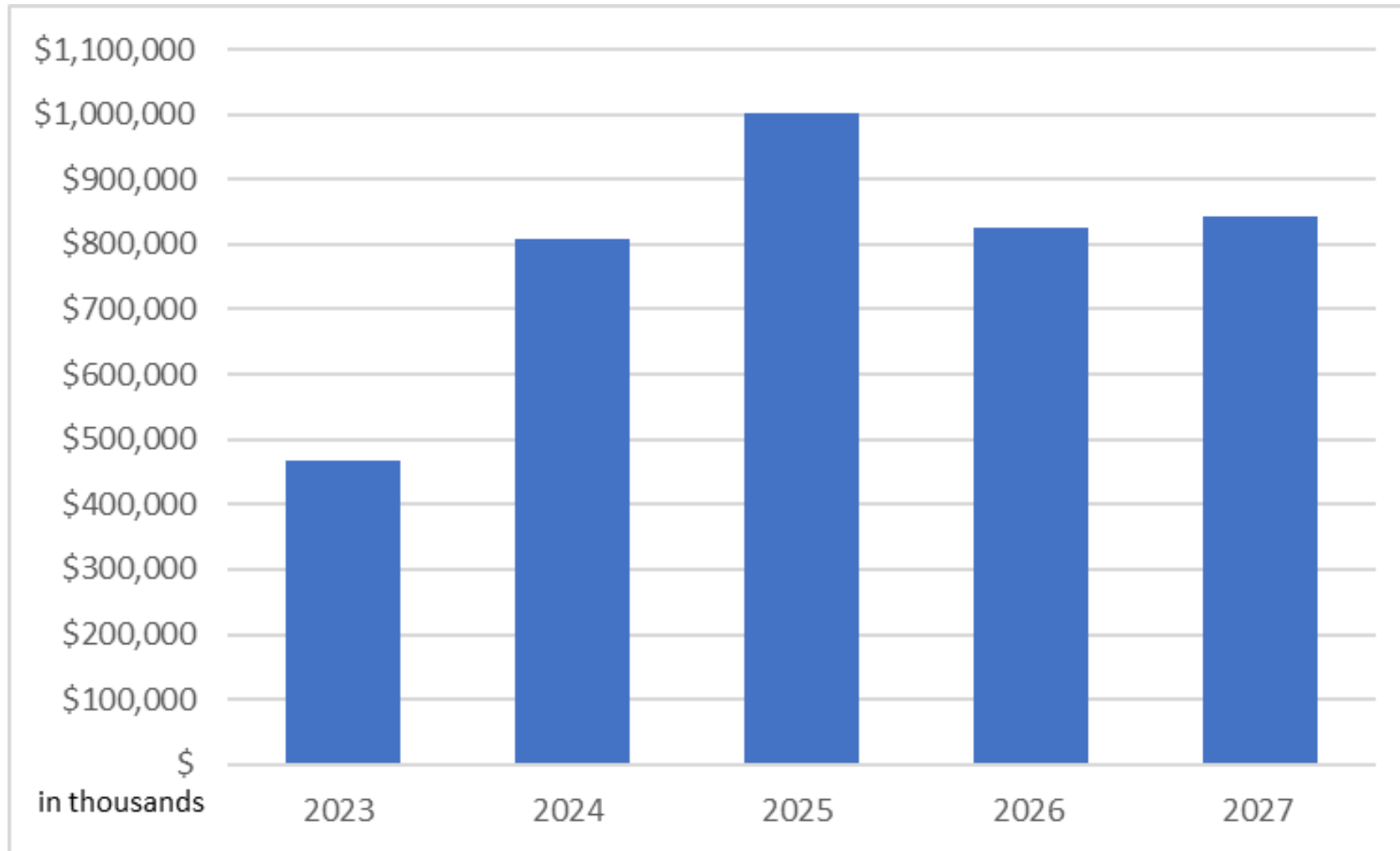
**Restroom  
Renovation**

**Roadway  
Improvements**

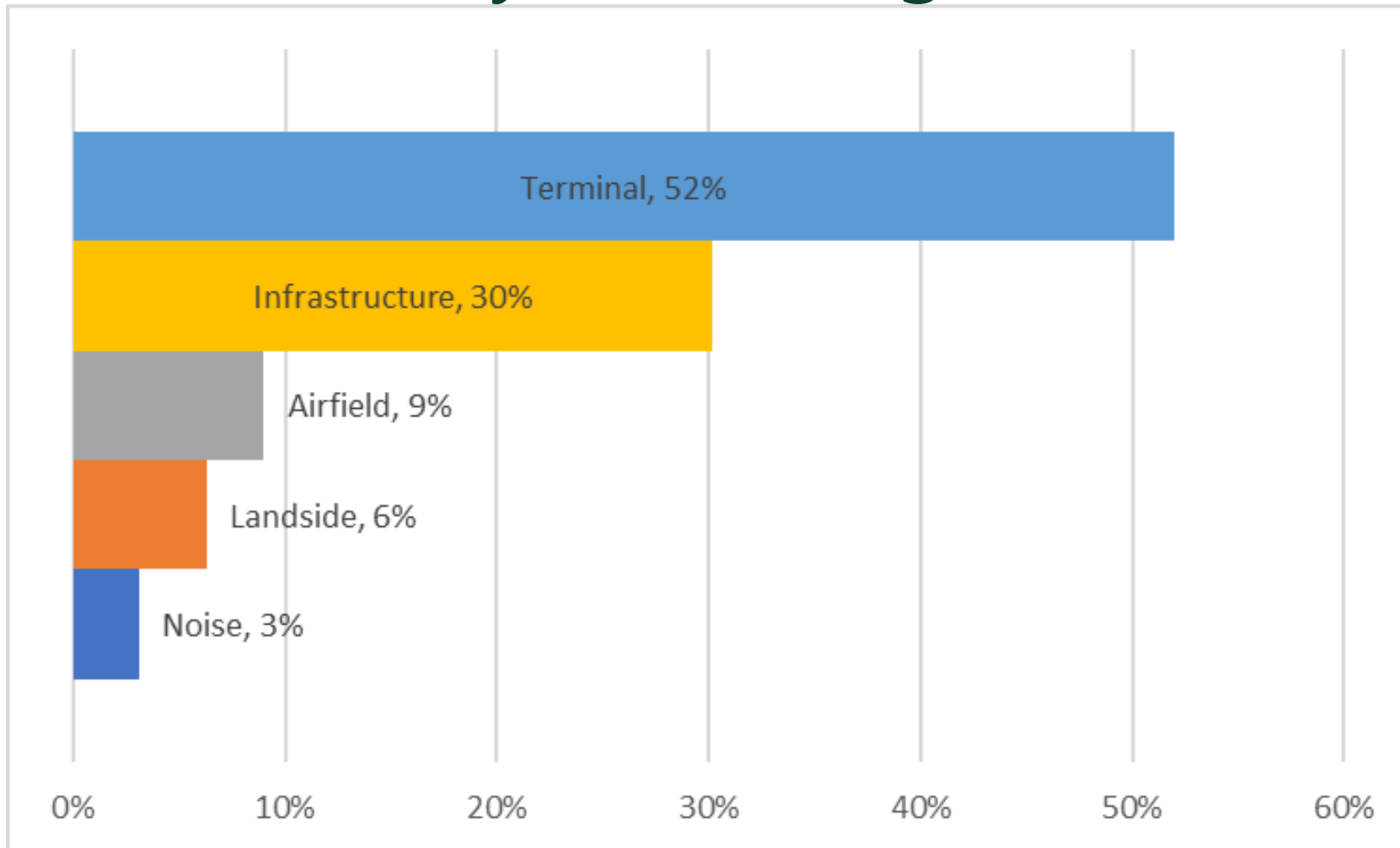




# Aviation Capital Improvement Program 5-year Cash Flow



# Aviation Capital Improvement Program 5-year Cash Flow by Percentage



# Significant Future Procurements

CONSTRUCTION OPPORTUNITIES		DESIGN OPPORTUNITIES	
S. 188th Street Tunnel Improvements	Q3 2023	Air Cargo Road Phase 2	Q3 2023
SURFACE AREA MANAGEMENT	Q3 2023	Utility Meter Networking	Q4 2023
Telecommunications Meet Me Room - Fiber	Q3 2023	IWTP (Industrial Wastewater Treatment Plant) Expansion - Design	Q4 2023
DA and Condensate Tank	Q4 2023	Parking Garage Rehabilitation	Q4 2023
Sound Insulation Program - Apartments Phase II	Q4 2023	Parking Garage Roof Drainage	Q4 2023
2024 Airfield Projects – Contract #1	Q4 2023	Parking Garage Fire System Enhancements	Q4 2023
Places of Worship Noise Program	Q4 2023	400HZ Replacement at Concourse C & D - Design	Q1 2024
PORT SHARED- USE LOUNGE CONCOURSE A (CLUB AT SEA)	Q1 2024	Main Terminal Improvements Program Project Definition Support	Q2 2024
2024 Airfield Projects – Contract #2, #3 & #4	Q1 2024	Bagwell Camera Project - Design	Q2 2024
2025 Airfield Projects	Q4 2024	Concourse A Generator Controls - Design	Q2 2024
MAIN TERMINAL IMPROVEMENTS - Construction	Q3 2024	Fast Fleet EV Charging - Design	Q4 2024
Construction Logistic Site Expansion	Q1 2025		
Single Piers on Concourse D	Q4 2025		
Utility Meter Networking	Q4 2025		



# 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

WMBE Utilization	2016	2017	2018 (Program Start)	2019	2020	2021	2022
Percent Utilization	5.30%	8.80%	8.90%	10.0%	10.90%	12.1%	<b>12.6%</b>
Number of Firms	118	200	258	296	318	344	<b>351</b>

# 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

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



# 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



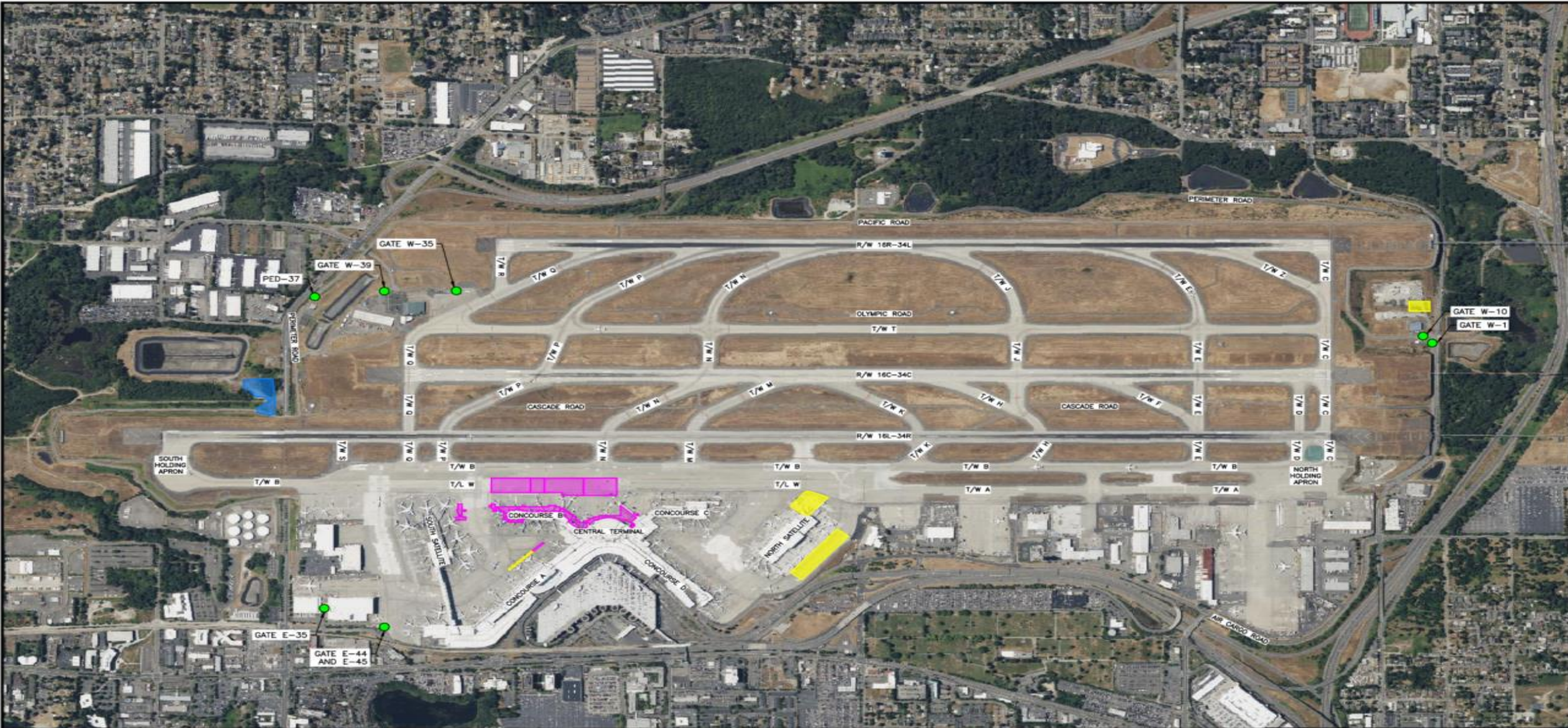


# Airfield Program

**Eze Nduaguba** | Capital Project Manager, Aviation Project Management  
Group



# 2024 Program Overview



LEGEND:

<span style="background-color: yellow; border: 1px solid black; display: inline-block; width: 15px; height: 10px;"></span>	CONSTRUCTION CONTRACT #1
<span style="background-color: pink; border: 1px solid black; display: inline-block; width: 15px; height: 10px;"></span>	CONSTRUCTION CONTRACT #2
<span style="background-color: green; border: 1px solid black; display: inline-block; width: 15px; height: 10px;"></span>	CONSTRUCTION CONTRACT #3
<span style="background-color: blue; border: 1px solid black; display: inline-block; width: 15px; height: 10px;"></span>	CONSTRUCTION CONTRACT #4





# 2024 Program Scope and Objectives

## **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%

# 2024 Program Scope and Objectives

## 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**

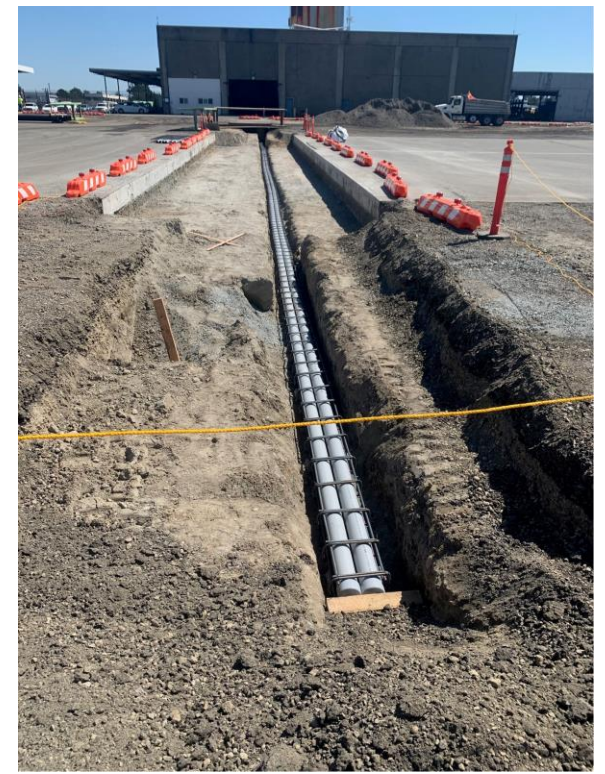
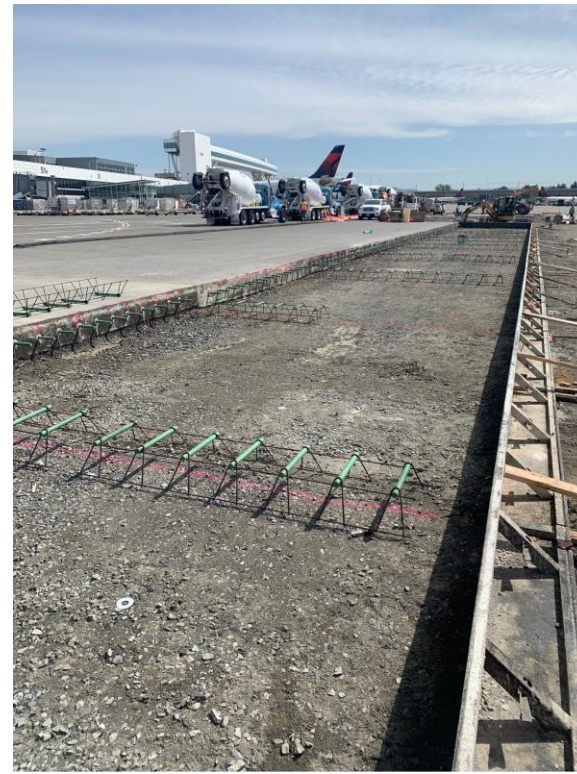
- Cement Mason
- Equipment Operators
- Trucking
- Traffic Control and Flagging

- **Site Utilities**

- Pipefitters
- Electricians

- **Other Crafts**

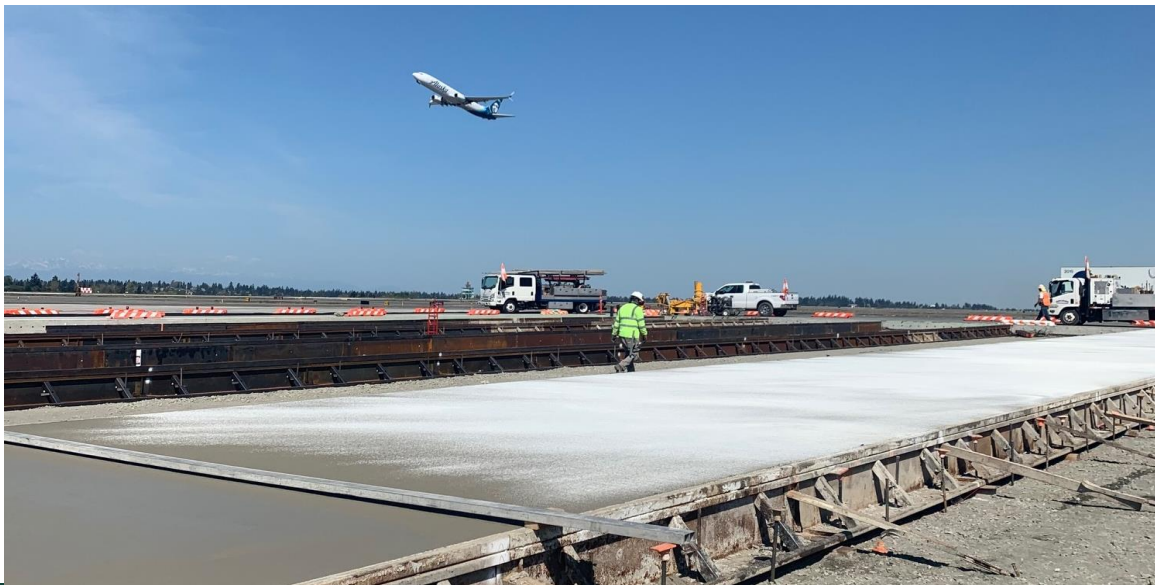
- Iron Workers
- Laborer
- Painter/Stripers
- Communication and Access Control
- Fencing





# 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))**



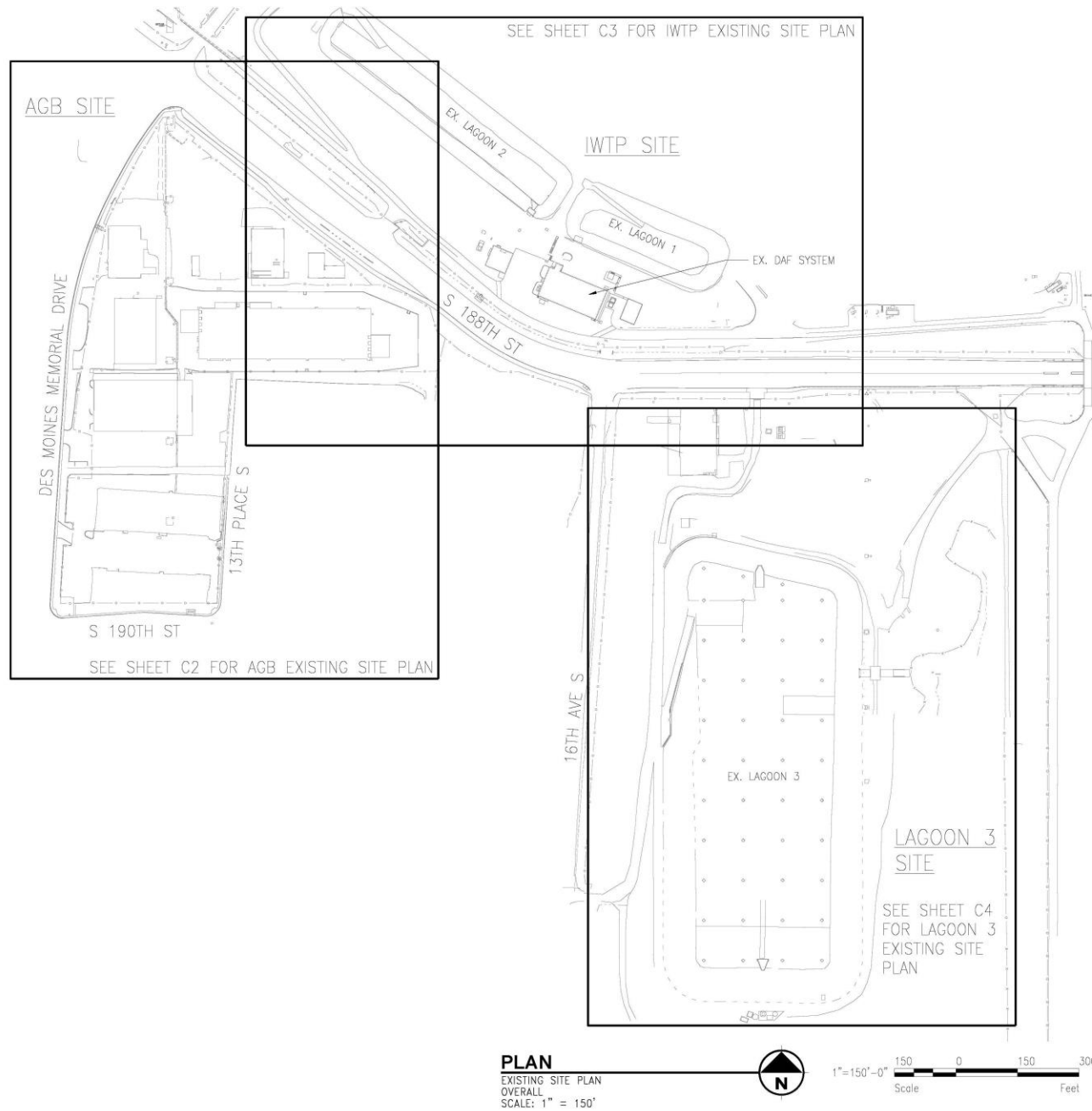
# IWTP Expansion Scope

- 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+**

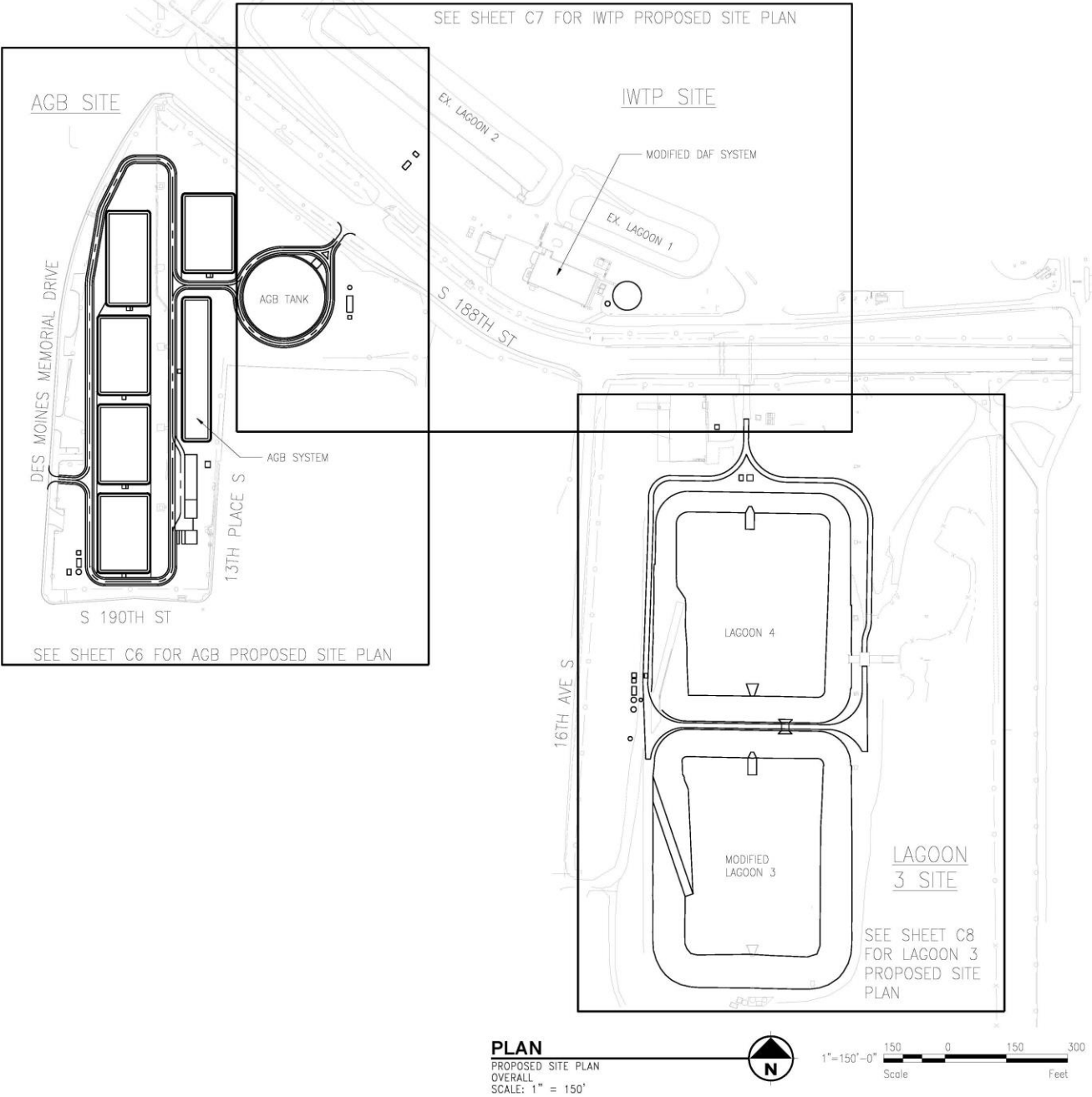
**WMBE Goal: *TBD***





## 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

# Schedule Overview

Item	Anticipated Completion Date
Design Advertisement	November 2023
Detailed Design Award	June 2024
Plans and Specifications, 100% Design	Quarter 1, 2026
Construction Advertisement/Award	Quarter 2, 2024
Substantial Completion	Quarter 4, 2028

# 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

Primary Systems	Ancillary Systems
Emergency Power	Smoke Control, Lighting
Smoke Control	HVAC, Fire Command Center, H-Line wall, Mezzanine Enclosure
Sprinklers	Ceilings, Asbestos Abatement, Arrivals, Departures Drainage
H-Line / Utility Shafts	Smoke Control, Baggage Handling

*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

# PROJECT OBJECTIVES & OVERVIEW

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)

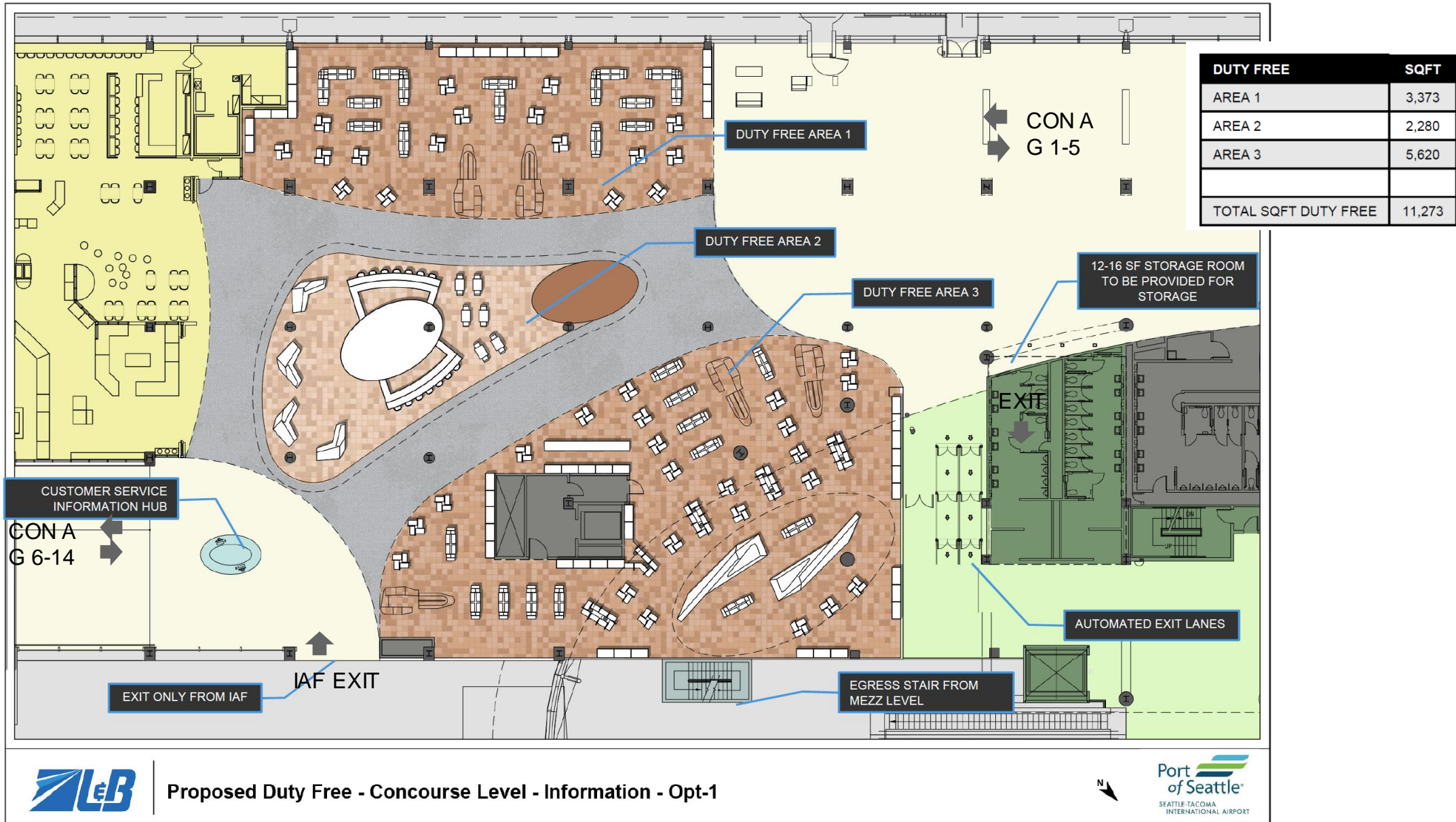
The selected Duty Free operator will be responsible for the design and building out Port base building work in Concourse A.

# CONCOURSE A EXISTING CONDITIONS





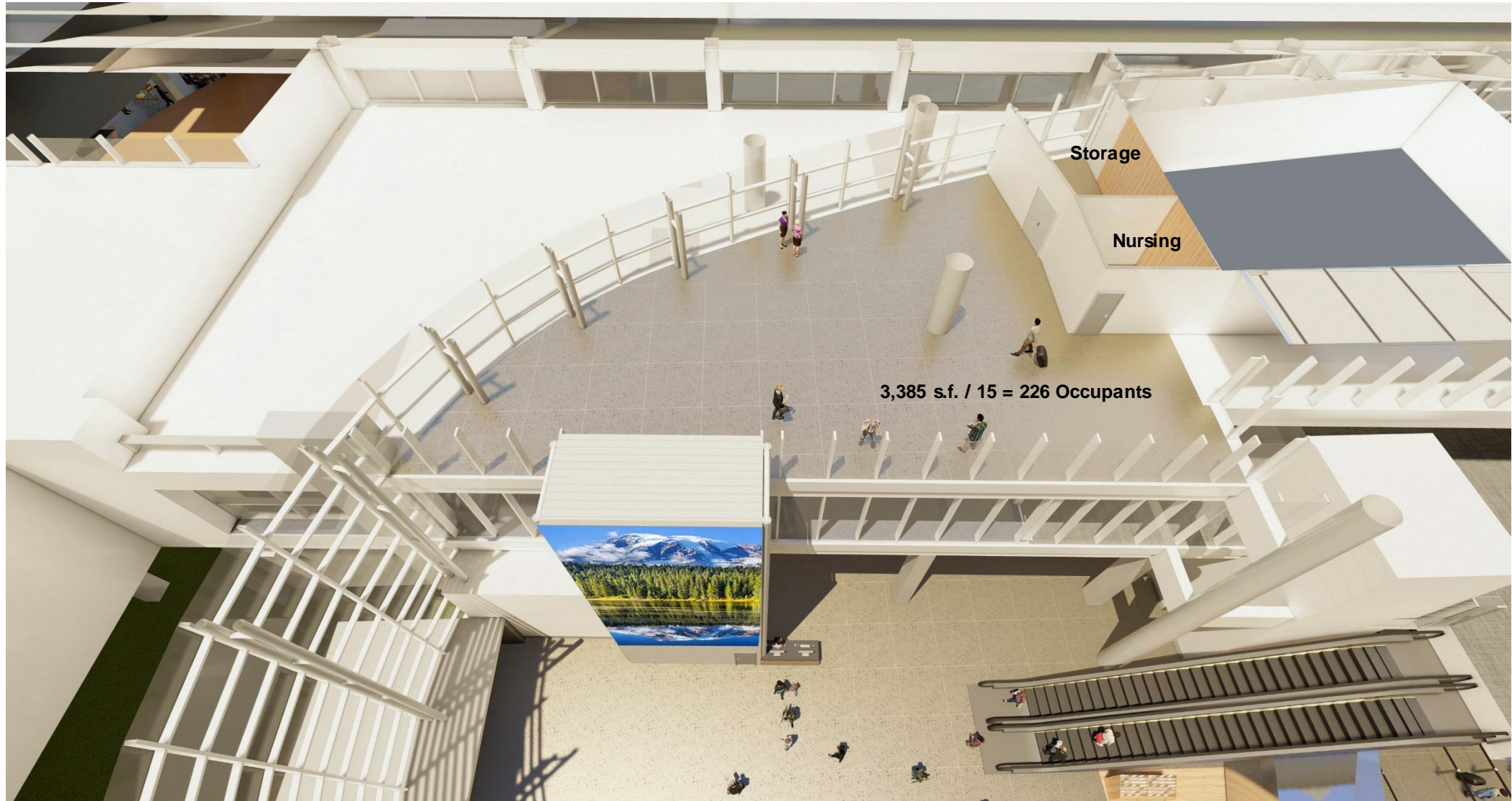
# CONCOURSE A NEW SPACE LAYOUT



Proposed Duty Free - Concourse Level - Information - Opt-1













# ANTICIPATED DESIGN AND CONSTRUCTION SERVICES NEEDED

## 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


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	Max. Allowable Construction Cost (MACC)	Designer & Contractor provided services	Contractor
JOC	Qualifications/ \$ Price	RS Means Pricing Book	Designer	Prime/Subcontractor



# 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



**NEWS**

Port Advances Equitable Recovery with Women, Minority Owned Small Business Accelerator

▶ 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

# How to engage?

Ways to Engage	MC	JOC	GC/C M	Design- Build
VendorConnect Email Call For Bids to Vendors in NAICS codes	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

# Service Agreement Procurement

**Josephine Wilson** | Contract Administrator,  
Central Procurement Office - Service  
Agreements

# 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).

# Q & A





Seattle-Tacoma  
International  
Airport

Refreshments  
downstairs

Networking to  
resume in this room  
in 30 minutes

