

# Diversity in Contracting

## Diversity in Contracting 2024 Q4 Newsletter

January 16, 2025

### 2024 Year-End Celebration and Graduation



2024 Year-End Celebration and Business Accelerator Graduation at Pier 69

On December 11th, we closed 2024 with a bang by holding our Year-End Celebration & Business Accelerator Graduation! With nearly 200 people present for the event, attendees got insight on highly anticipated 2025 projects and solicitations, heard from Port leadership, networked with the many small business owners, organizations, and agencies in the room, and celebrated the Business Accelerator Mentorship Program graduates!

The Port is so thankful for the ten graduates, mentors, guest speakers, panelists, and our partners at Business Impact NW for their commitment to this three month program. We look forward to seeing these businesses thrive and to another opportunity to support their aspirations!

To read more about the celebration, check out the [Year-End Celebration & Business Accelerator Graduation](#) article by Business Impact NW! If you weren't able to make it, check out the [2024 Year-End Celebration & Accelerator Graduation Presentation](#).

### Advanced PortGen

This also caps off a season that featured our [Advanced PortGen Series](#)! We're so thankful for the attendees, guest speakers, and our partners at Washington APEX Accelerator for supporting this effort! To access any of the resource videos and Q&A sessions please visit the links below:

- [Subcontracting Tips and Tricks](#)
- [Prevailing Wage Compliance for Public Works Contracts in WA](#)
- [Indirect Rates & Cash Flow for Government Contractors](#)
- [Insurance for Government Contractors](#)
- [Basics of Bonding for Public Works Jobs](#)
- [Project Labor Agreements](#)

If you are interested in hearing more about the Business Accelerator Mentorship program, Advanced PortGen, or any upcoming offering, please contact [Kelvin Dankwa](#).

## The Port Welcomes Neepaporn "A" Bounjaktha, Managing Director for Economic Development Division

As the new Managing Director of the Economic Development Division (EDD), Neepaporn "A" Bounjaktha will be overseeing the Real Estate, Tourism, and

Diversity in Contracting departments in EDD.

“A” comes to the Port after leading economic, tourism, trade, and workforce development strategies for Snohomish County. Her county work aligns directly with Port priorities, particularly her focus on recruiting strategic investments and expanding sustainable job opportunities. Before serving in Snohomish County, “A” worked in global trade and investment and local business development roles at Greater Seattle Partners and the Seattle Metropolitan Chamber of Commerce.



The Port is going to benefit from her extensive leadership experience and we are excited to have her join the Port family!

### Upcoming Events

#### PortGen First Look: Six Professional Design IDIQ Contracts



**Calling all diverse, and small firms in architectural design and mechanical, electrical, and plumbing (MEP) engineering!** Attend this webinar to hear directly from Port project managers about projects that will be advertised in Q1-Q3 of 2025 and network with potential collaborators! At this webinar you will:

**Wednesday, January 29, 2025  
3:00PM - 4:30PM  
Online Webinar  
Link available upon registration**

[Register Here](#)

- Receive information about the projects to help you determine whether you want to pursue them and how.
- Learn more about Indefinite Delivery Indefinite Quantity (IDIQ) contracts and what they mean for you.

Projects to be presented:

- One (1) MEP contract valued at \$1M. WMBEs and smaller businesses are encouraged to participate!
- Two (2) architectural design contracts - combined value of \$10M and **20% aspirational WMBE goal.**
- Three (3) MEP contracts - combined value of \$15M and **16% aspirational WMBE goal.**

Join us for a first look at a contract opportunity!

#### Port of Seattle Website Restored!

**Due to months of dedication and collaboration, the Port has relaunched its website!** We encourage you to visit our [Diversity in Contracting page](#) as well as the rest of Port website to be up to date on things happening with the Port!

However, we will continue to use the [Temporary Procurement Site](#) to track current and future Port solicitations until further notice.

Please email [diversityincontracting@portseattle.org](mailto:diversityincontracting@portseattle.org) for any concerns with the website.

#### Salinas Construction - Hispanic Heritage Month

The Diversity in Contracting team had an opportunity to interview John Salinas II and spotlight his business, [Salinas Construction](#) for Hispanic Heritage Month observed from September 15th to October 15th!



*"A lot of people don't understand how much Hispanics have built and how much value they bring to our country. Concrete is the most used material on earth for building and there is no way we would have the infrastructure we have without the contributions of Hispanic people... There's a snowball effect when Hispanic businesses thrive. A lot of people we've hired going back to the days of my grandfather have family members that follow their family members into that industry. I'm a product of that same pathway." - John Salinas II*



Check out the full interview on the [Diversity in Contracting website!](#)

## Industry Erectors - Native American Heritage Month

With the month of November being National Native American Heritage Month, the Diversity in Contracting team had an opportunity to interview Larry Jacquot, owner of [Industry Erectors Inc.](#), to hear about his journey as a Native American business owner!

*"Without a certain piece of plastic I carry in my wallet, no one knows I'm Native if we pass each other on the street... I take a lot of pride in this identity. I get to be an example to those who are looking to make it from my community... I'm blessed that I have had so many mentors and great examples that steered me in the right direction and have helped me get to where I'm at. Now I get to pay it forward by meeting with students on the reservation, being at job development programs, apprenticeship programs, and pre-apprenticeship programs with the tribes to be that example I needed." - Larry Jacquot*



Check out the full interview on the [Diversity in Contracting website!](#)

## In Case You Missed It

- **North Puget Sound Contracting Forum (November 7th)**



Attendees came ready to understand how to do business with the Port!

- **ACEC & COMTO Networking Event (November 12th)**
- **City of Seattle Reverse Vendor Trade Show (November 13th)**
- **PortGen First Look: Four Construction Projects (November 13th)**

- **Business with the Port - Tabor 100 Training (December 5th)**
- **Year-End Celebration and Graduation (December 11th)**

**All Current  
Solicitations**

**Future  
Solicitations**

**Sign on to our  
Mailing List**

**About the Port**

Founded in 1911 by a vote of the people as a special purpose government, the Port of Seattle's mission is to promote economic opportunities and quality of life in the region by advancing trade, travel, commerce and job creation in an equitable, accountable and environmentally responsible manner. In 2018, Port Commissioners adopted a new Diversity in Contracting (DC) policy, Resolution 3737, that drives equity in Port contracting. It established a five-year goal to triple the number of women and minority owned businesses doing business with the Port, and to increase the amount of spend on WMBE contracts to 15%.



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