# PORTGEN 101 CONSTRUCTION PROCUREMENT

Port \_\_\_\_\_\_ of Seattle

September 24, 2025













# PORT OF SEATTLE

- WHAT DOES THE PORT FOCUS ON?
- WHAT DOES THAT MEAN FOR MY BUSINESS?



#### Port of Seattle: Who We Are

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.



King County Voters











Port Commission









Operational Divisions

#### Port of Seattle Regional Footprint







#### Port of Seattle Lines of Business



SEATTLE-TACOMA INTERNATIONAL AIRPORT (SEA)

- Landside Operations
- Airport Dining and Retail
- Capital Projects
- Air Cargo
- •11th Busiest Airport in America in 2022



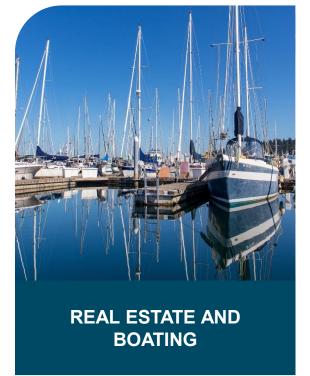
#### MARITIME CARGO, CONTAINER AND BULK

- Northwest Seaport Alliance
- Terminal 91
- Maritime Industrial
- Grain Terminal
- One of the Largest Cargo Gateways in the U.S.



#### MARITIME, FISHING AND CRUISE

- Fishermen's Terminal: Home of the N. Pacific Fishing Fleet
- Premiere Cruise Terminals on the West Coast
- Largest Cruise Port on the West Coast

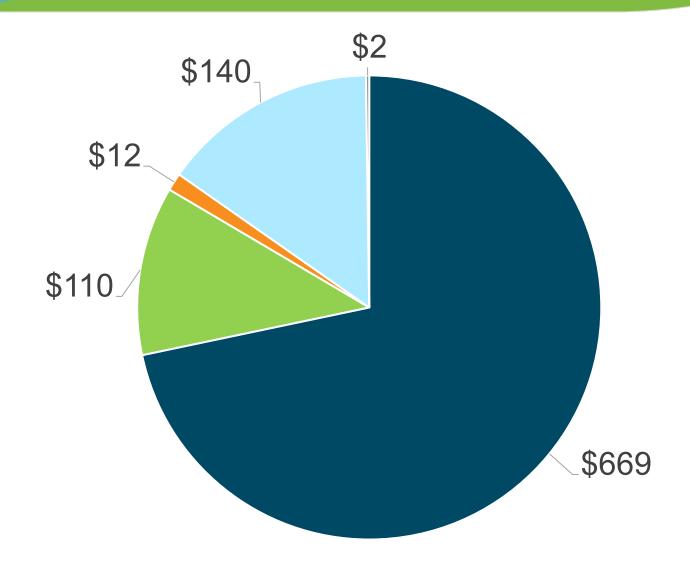


- Warehouse, event, and office space
- Operate 4 Recreational Boating Marinas
- Home of the U.S. North Pacific Fishing Fleet

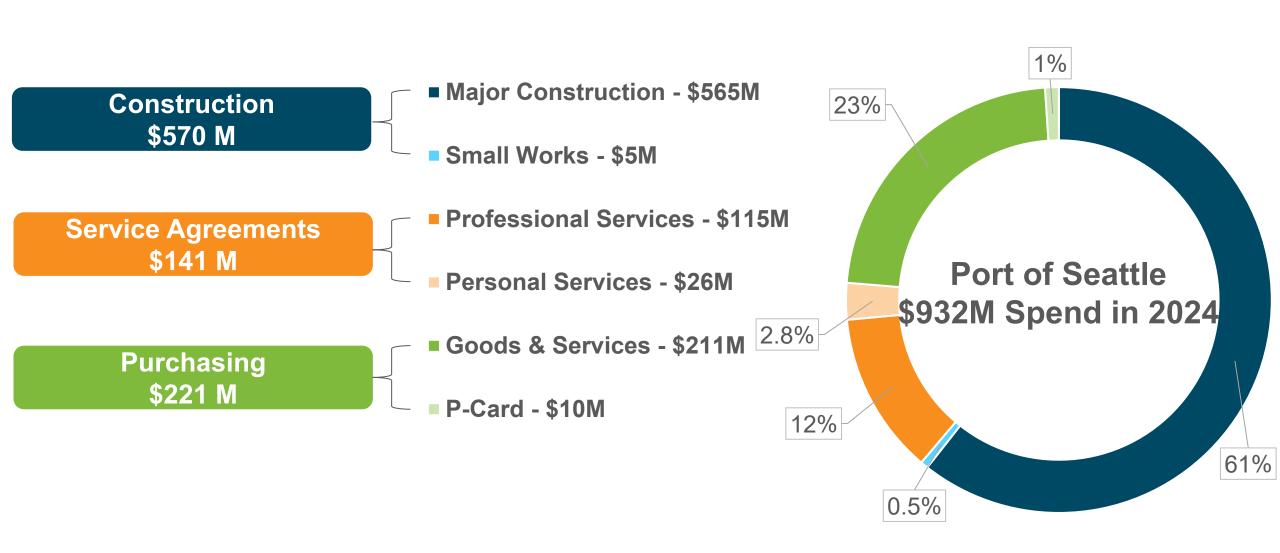
## 2024 Port Spend by Division (in millions)



- Maritime
- **Economic Development**
- Corporate
- NWSA



## 2024 Port Spend by Procurement Type



## Central Procurement Office Mission

CPO Construction manages the procurement of construction services for the Port of Seattle. We provide exceptional customer service while procuring and managing construction contracts per laws, regulations, and policies. We provide contract guidance as a steward of public funds and ensure fair and competitive opportunities in support of realizing public works projects.



### Central Procurement Office Customers

# Contractors/Consultants/Suppliers

We engage with and support firms on Port contracting

#### **Port Departments**

We help agencies get what they need in an ethical and legal manner to deliver critical services to the public

# Diversity in Contracting

We support equity in contracting and assist in ensuring a level playing field for competition

# Taxpayers We obtain the best value for the public's tax dollars

## Diversity in Contracting Policy Directive

#### **Resolution 3737:**

Diversity in Contracting (DC) policy established on January 9, 2018 by Port Commissioners. This directive was created to increase women and minority business opportunities because they have faced historical barriers to economic opportunity.

#### **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)



#### Women and Minority Business Enterprise (WMBE)

- Established by Port Commissioners to ensure small businesses majorityowned (51%) and controlled by women and minority individuals can compete for contracts Independent of government authorities
- Self Certification Accepted at the Port

#### **Disadvantaged Business Enterprise (DBE)**

- Port receives funding from USDOT to ensure small businesses majorityowned (51%) and controlled by a socially and economically disadvantaged individuals have a fair opportunity to compete for federally-funded transportation contracts.
- Must be certified through OMWBE

Both programs were created to remedy historical discrimination of disadvantaged groups

## Questions about the Port of Seattle?

# 2 VENDOR CONNECT

- HOW CAN I KNOW ABOUT CONTRACTS?
- HOW CAN I MAKE MYSELF KNOWN?



## Solicitation Advertisements

- 1. View all current solicitations on VendorConnect
- 2. Register on VendorConnect
- 3. Sign up to Diversity in Contracting mailing list and receive weekly opportunities digest
- 4. Keep an eye out on notifications in newspapers: Daily Journal of Commerce
- 5. View Future Opportunities at <a href="mailto:portseattle.org/page/future-procurements-list">portseattle.org/page/future-procurements-list</a>



# Top 5 Benefits of VendorConnect



View current and past solicitations



Receive e-mail notifications of bid opportunities matching your NAICS code for larger, advertised projects



Be accessible to and reachable for Primes who are looking for diverse partners

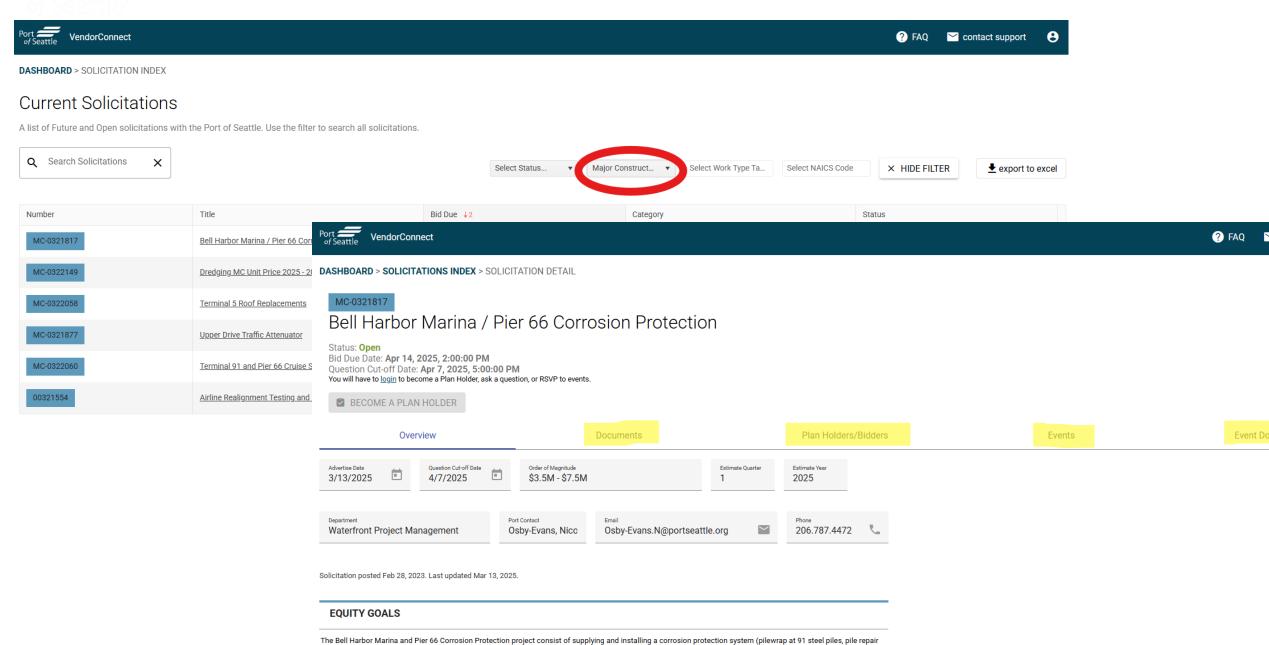


View and contact Primes (viewable as a "plan holder") that you would like to work with on specific projects



Join the Small Works roster and be notified of smaller projects

## Solicitation Detail on VendorConnect



jacket at 1 steel nile existing pilewrap repair at 5 piles new cathodic protection at 429 steel piles

### VendorConnect Solicitation Email Notification

From: Port of Seattle VendorConnect < vendorconnectnotifications@portseattle.org>

Sent: Friday, March 21, 2025 7:53 AM

To:

Subject: (MC-0321931) Updates for Solicitation: Variable Frequency Drives (VFD) Replacement Phase 2

Hello,

There have been new updates for Solicitation: Variable Frequency Drives (VFD) Replacement Phase 2

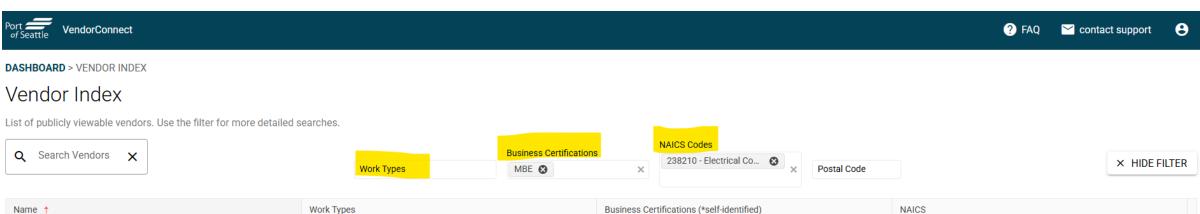
Solicitation fields that were updated:

Solicitation Status: Open

Document(s) that were added or updated:

- MC-0321931\_BidPackage.pdf
- MC-0321931\_Drawings.pdf
- MC-0321931\_ProjectManual\_Vol\_01.pdf
- MC-0321931\_ProjectManual\_Vol\_02.pdf
- REFERENCE\_MAIN REPORT\_VFDPhase2GFSReport\_2024.7.18.pdf
- REFERENCE\_SupplementA\_BuildingControlsUpgradeGFSReport\_U00561\_2021.9.14.pdf
- REFERENCE\_SupplementB\_DConcPenthousePLMLab\_2016.5.4.pdf
- REFERENCE\_SupplementC\_EGControlsUpgradeGFSReport\_2017.10.12.pdf
- REFERENCE\_SupplementD\_NorthSTARCompletionGFS Report\_2021.12.30.pdf
- REFERENCE\_SupplementE\_SCADAGFSFinal\_2017.7.10.pdf





Name †	Work Types	Business Certifications (*self-identified)	NAICS
Allied Systems Northwest LLC	Finishes (flooring, painting), Information technology services, Electrical, Engineering - Electrical, Finishes - Painting, Construction Management	MBE (Minority Business Enterprise), SBE (Small Business Enterprise)	221121 - Electric Bulk Power Transmission and Control, 221122 - Electric Power Distribution, 236220 - Commercial and Institutional Building Construction, 237130 - Power and Communication Line and Related Structures Construction, 238210 - Electrical Contractors and Other Wiring Installation Contractors, 238330 - Flooring Contractors, 238350 - Finish Carpentry Contractors, 323111 - Commercial Printing (except Screen and Books), 335122 - Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing, 423430 - Computer and Computer Peripheral Equipment and Software Merchant Wholesalers, 517311 - Wired Telecommunications Carriers, 517312 - Wireless Telecommunications Carriers (except Satellite), 517410 - Satellite Telecommunications, 517911 - Telecommunications Resellers, 517919 - All Other Telecommunications, 541512 - Computer Systems Design Services, 541513 - Computer Facilities Management Services, 541519 - Other Computer Related Services, 541690 - Other Scientific and Technical Consulting Services, 541990 - All Other Professional, Scientific, and Technical Services, 561621 - Security Systems Services (except Locksmiths), 611420 - Computer Training, 611513 - Apprenticeship Training
Amaya Electric		SBE (Small Business Enterprise)*, MBE (Minority Business Enterprise)*	238210 - Electrical Contractors and Other Wiring Installation Contractors
Apex Electrical Group LLC	Electrical-Facilities, Shoreline, Marine Construction, Electrical	8A (Business Development Program)*, SBE (Small Business Enterprise), SCS (Small Contractors and Suppliers), MBE (Minority Business Enterprise), SDVOSB (Service-Disabled Veteran Owned	221112 - Fossil Fuel Electric Power Generation, 221114 - Solar Electric Power Generation, 221115 - Wind Electric Power Generation, 221118 - Other Electric Power Generation, 221121 - Electric Bulk Power Transmission and Control, 221122 - Electric Power Distribution,



#### Welcome to the Port of Seattle VendorConnect

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.

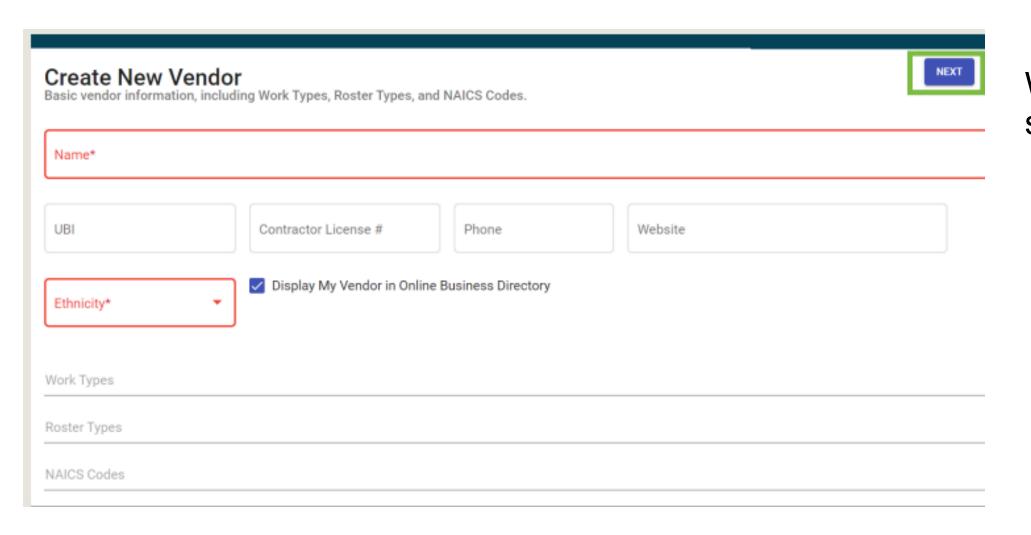
Register/Login

You want of the solicitations, vendors, and view the event calendar as a guest.

- Search Current/Past Solicitations
- Second Second
- Event Calendar



## VendorConnect Registration



## What you should include:

- Contact information
- NAICS codes
- Business firm certification
- Upload a business firm resume

## Port Seattle Direct Purchase Roster

For small public works projects with an estimated cost less than \$150,000, not including sales tax, to increase the utilization of small businesses, state agencies and local governments are encouraged to and may direct contract with small businesses as defined in the act.

- if there are 6 or more contractors meeting the definition of small business on the applicable roster the state agency or authorized local government must direct contract with one of those small businesses on the applicable roster that have indicated interest in performing work in the applicable geographical area.
- if there are 5 or less contractors meeting the definition of small business on the applicable roster the state agency or authorized local government may direct contract with any contractor on the applicable roster.
- Must be certified by OMWBE: small, minority-owned, women –owned or certified by Veteran Affairs
  as veteran-owned business
- Register for the roster by
  - 1. registering on VendorConnect
  - 2. selecting "small works" under "roster type"
  - 3. include information on your business NAICS code and work type You must follow all of these steps

## Questions about VendorConnect?

# CONSTRUCTION CONTRACTING PROCESS

-WHAT DO I NEED TO KNOW BEFORE CONTRACTING WITH THE PORT?





## Public vs. Private Sector Procurement

#### **PUBLIC**

- Taxpayer funds used
- RCW 39.04 Public Works
   Open & fair competition
- Multiple goals:
  - Competitive price
  - Quality outcome
  - Level playing field
  - Social & environmental goals
  - Transparency & Accountability

#### **PRIVATE**

- Company revenues used
- No required competition
- Singular goal:
  - How does it contribute to company's profit



## Port Seattle Port Contract Roles

Project Manager has a need

**Procurement** manages solicitation

Contract is executed

Construction Manager manages project

#### **Aviation**

- Facilities
- Maintenance
- Operations
- •Capital Program Management
- •More...

#### Maritime

- Facilities and Capital Programs
- Maintenance
- Marketing
- Stormwater Utility
- Project Management
- •More...

#### **Economic Development**

- •Real Estate Property Development
- Marketing
- •Tourism
- Diversity in Contracting
- •More...

#### Corporate Departments under ED

- •Equity Diversity and Inclusion
- External Relations
- Finance
- Human Resources
- Internal Audit
- Labor Relations
- •Legal
- Environment and Sustainability

#### Corporate under DED

- Engineering
- Central Procurement Office
- Port Construction Services
- Police Department
- Strategic Initiatives



## Traditional Construction Contract Types

# Major Construction (Design Bid Build)



- An architect/engineer designs the project
- The Port solicits bids or quotes from interested contractors
- Contract award goes to the responsible bidder with the lowest responsive bid,
- Contractor builds the project according to the plans and specifications provided by the Port.
- Prime contractors make WMBE project specific commitment and submit Inclusion Plans

Example: Airport Food & Beverage Kiosks

# Small Works(Unit-Price Contracts <\$350K)</li>

- Contracts for an unknown number of small public works projects over a fixed period
- Contract has a not-to-exceed cap to the dollar value and time
- Not associated with a particular project so does not guarantee any amount of work
- Agency pays the "unit price" that is competitively bid for certain types of anticipated (but unplanned) work or trades over a certain time period

Example: Electrical, HVAC

## Alternative Construction Contract Types

#### Design Build

- Agency brings a designer and contractor team together under one competitive process
- \$2M + contract value

#### Building Engineering Systems

• Like DB but specific to building systems like sprinkler systems and no \$ limit

#### General Contractor/Construction Manager (GC/CM)

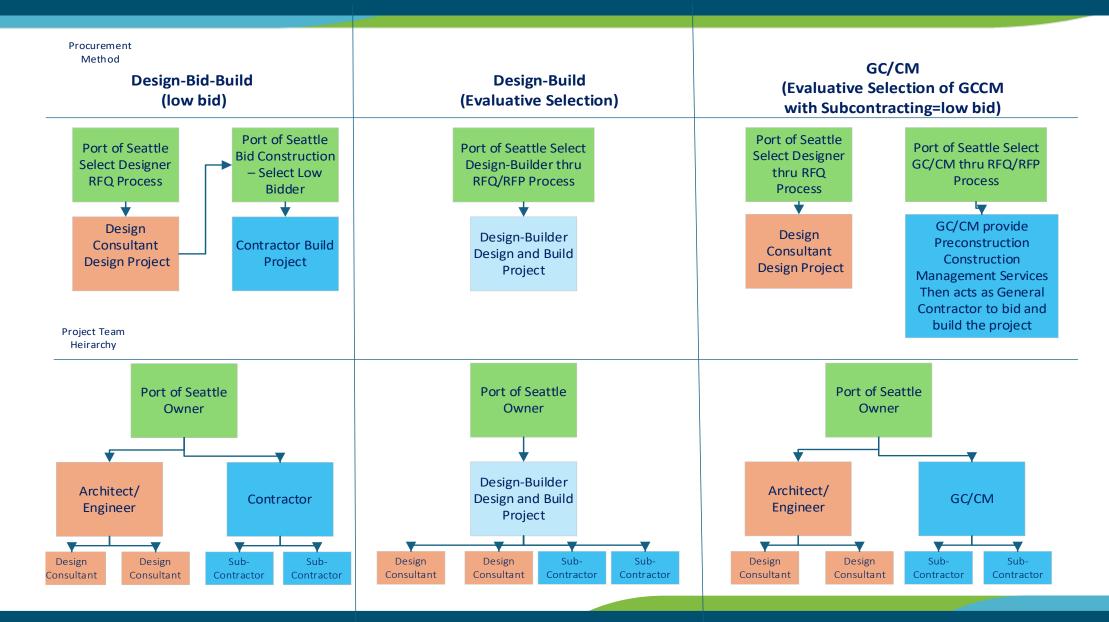
- public agency selects the contractor early on in the design process so they can participate in project development given complex scheduling, phasing, or coordination)
- 70% of all subcontract work needs to be competitively bid

#### Job Order Contract

- Agency enters into one contract for multiple, small, time-sensitive projects (mini work contracts)
- JOC Prime prices the work based on an established price book (RSMeans)
- At least 90% of the work must be subcontracted



## Construction Contractor Roles Comparison





## Pathways to participating as a subcontractor

#### Create and build relationships with prime contractors by:

- Attend PortGen events
  - Aviation Industry Day in June
  - Maritime Industry Day in the Fall
- Attend local trade shows
- Attend pre-bid conference/site tours
- Submit bids/quotes to Primes
- Reach out to primes on solicitation planholders list on VendorConnect
- Reach out to primes on current Alternative Public Works projects webpage
- Register as a subcontractor on solicitation planholder list on VendorConnect

## Port Port Project Labor Agreements

- Project Labor Agreements are typically in place for construction projects above \$5M
- Project Labor Agreement (PLA) is a pre-hire collective bargaining agreement between a construction site owner and a coalition of unions.
- PLA projects require all general contractors and subcontractors to sign a Letter of Assent which binds the contractor to the terms and conditions of the PLA for the awarded project
- It does not bind any contractor to a union agreement, or PLA on any other project

#### **Key provisions**

- Pre-Job Jurisdictional Conference
- Wages and Benefits
- Using Union Workers

## Port Complexity of Environment

- Operational Facilities (many 24 hours/day)
  - Construction Advisory Forms
  - Utility Shutdown Requests
  - Work often performed nights, weekends or around tenant or public activity.
  - Port Safety requirements exceed minimums established by OSHA/WISHA.
  - Parking availability limited
  - Laydown area limited
- Badging Requirements
  - Cost required to apply for badge
  - Time required to apply for badge
  - Time required to receive badge
  - Must pass security screening
  - Airport Workers must be TSA badged PER project
  - Seaport TWIC Transportation Worker Identification Credential

## Port Construction Invoicing

- Labor & Industries Intent to Pay Prevailing Wage! (required for prime and sub)
- The Prime Contractor must request payment by submitting an invoice monthly. Payment shall be based upon the actual quantities of Work performed.
- Unit Price Invoices must be accompanied by an itemized accounting of the labor, material and equipment costs for the work, all subcontractor work where applicable, and mark-ups. Each invoice shall have backup documentation that supports the itemized accounting.
- 5% retainage withheld on the subtotal (typically, will flow down from prime to sub as well)
- Payments made within thirty (30) days after a properly submitted invoice. The Port will review Prime Contractor's request for payments and identify any significant issues affecting payment within fourteen (14) days of submission.
- The Prime Contractor is likewise required to make payment to all Subcontractors and Suppliers for all Work included within the payment within ten (10) days from the receipt of the payment.

# Port Change Orders Change Orders

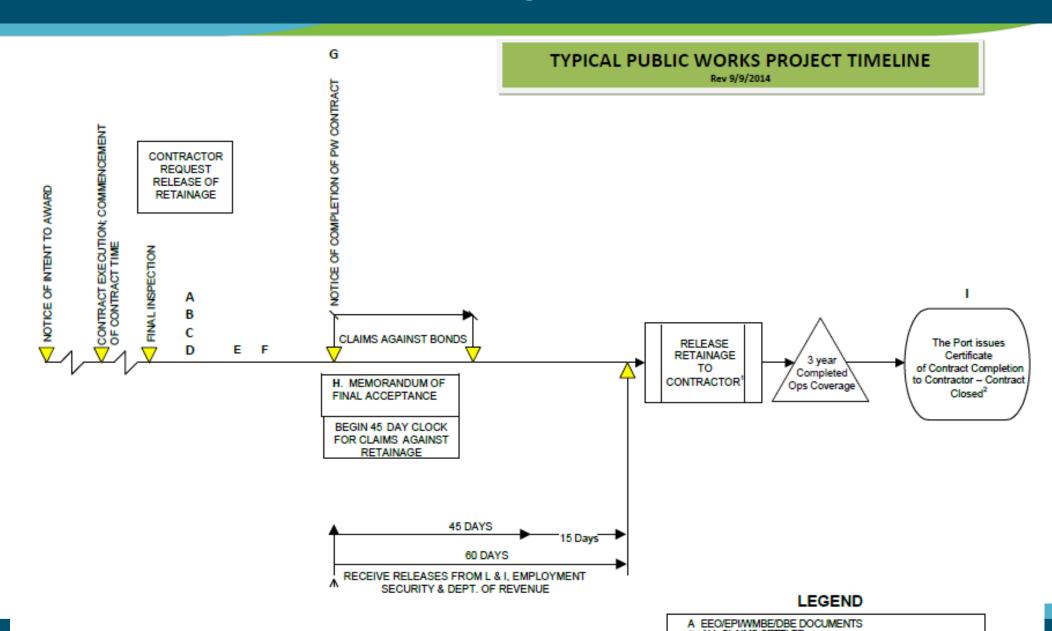
- With Changes, Notice from the Contractor to the Port is KEY!
  - Pay special attention to Notice Provisions of the contract
- General Conditions G-01.02 defines an "event" as "any act, omission, directive, condition, instruction or determination that the Contractor believes may entitle it to an adjustment in" time or money.
- Examples of possible events that may result in a change order:
  - Directives by the Engineer and responses to RFIs, issuance of Construction Bulletins, or comments on Submittals;
  - Discovery of conflicts, inconsistencies, omissions, or ambiguities in the Contract Documents;
  - Differing site conditions;
  - Rejection of an "Or Equal" request.

# Port Change Orders Of Seattle Of Seattle

- An Event is deemed to occur upon the earlier of: 1. When it happens or
   2. When it is discovered
- Two-step process:
  - Initial Notice of Event to the Port- Contractor
    - Within 7 days of the Event.
  - Request for Change Order (RCO) Contractor
    - Detailed request within 30 days of the Event.
  - Port response within 30 days of Request for Change Order
  - If Contractor disagrees with denial (in whole or in part), Contractor must file a claim.



## Port Closeout & Retainage



# Questions about the Construction Contracting Process?

4

# SUBMITTING YOUR BID

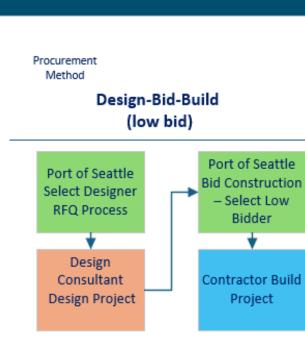
(DESIGN/BID/BUILD & SMALL WORKS)

-WHAT DO I NEED TO KNOW TO SUBMIT A BID?





# GC/CM and Design Build



Design-Build (Evaluative Selection)

Port of Seattle Select Design-Builder thru RFQ/RFP Process

Design-Builder Design and Build Project GC/CM (Evaluative Selection of GCCM with Subcontracting=low bid)

Port of Seattle Select Designer thru RFQ Process

Design Consultant Design Project Port of Seattle Select GC/CM thru RFQ/RFP Process

GC/CM provide
Preconstruction
Construction
Management Services
Then acts as General
Contractor to bid and
build the project

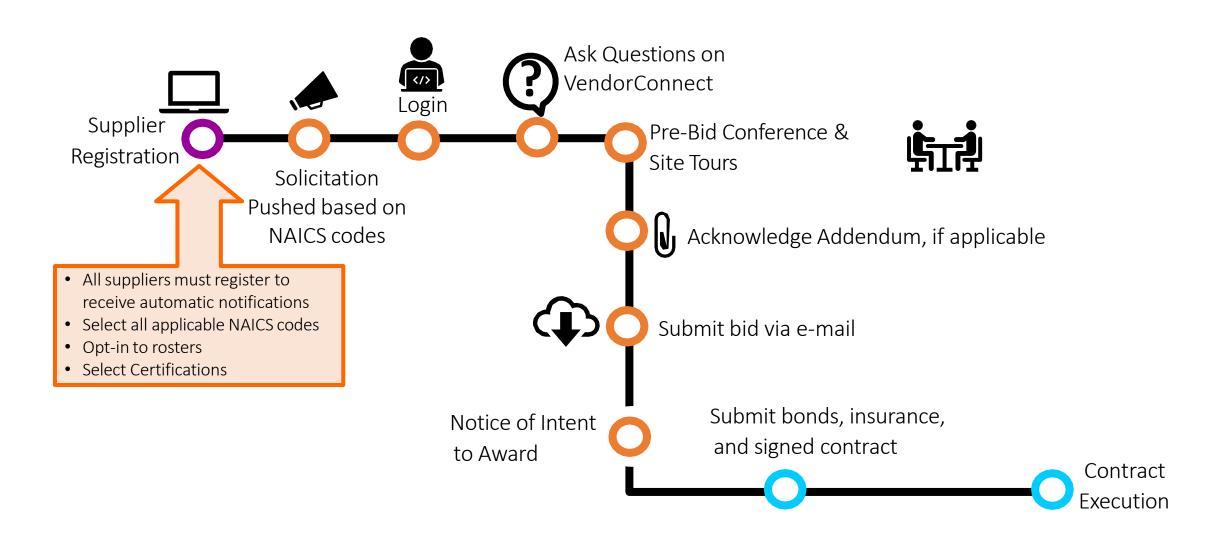
Subcontractors reach out to Prime
Planholders listed in VendorConnect to offer
services. Port advertises Project for 30 days.
Best to reach out and express interest early
to ensure you are considered.

Subcontractors reach out to Prime
Planholders listed in VendorConnect to offer
services. Best to reach out and express
interest early to ensure you are considered.
There is time to establish a relationship with
the selected Design Builder as the project is
not yet designed.

Subcontractors reach out to selected GC/CM to establish relationship. The project is not yet designed. When the design is at 90-100%, the GC/CM will advertise in DJC and Port will utilize VendorConnect to call for bids in the Subcontracting Packages. This is a low bid selection.



# Port Sourcing & Contracting Process





# **Evaluation Process - Responsive**

## Responsive (Bid) must include:

- Subcontractor's Work Listing if over \$1M
- Bid Guarantee/Bond
- Timeliness of bid submittal
- Signature on the bid
- Bid Price submitted on all required items
- Addenda acknowledgement
- Documents to be submitted with the bid (example checklist to the right)

Bid Submittal Requirements Checklist		Complete
1.	Bid Form, Document 00 41 00 (submit with bid)	
2.	Acknowledge all addenda on the bid form	
3.	Bid Bond or other Bid Security (submit with bid)	
4.	Subcontractor Work Listing, Document 00 43 70 (submit with bid or within one (1) hour after the published bid submittal time)	
5.	Women and Minority Business Enterprise (WMBE) Commitment Plan Form (submit with bid or within one (1) hour after the published bid submittal time)	
	Add 6, 7, and 8 below for any project with Federal Funding. Delete if not used. If DBE and not WMBE remove #5 and keep #6. For any GRANT FUNDING read GRANT and add the other items needed for GRANT Compliance	
6.	Disadvantaged Business Enterprise Proposal Form, Document 00 83 00.11 (submit with bid or within one (1) hour after the published bid submittal time)	
7.	Subcontractor Bidding Report, Document 00 83 00 (submit with bid)	
	Check Grant for American/America certification needed and update as appropiate	
8.	Buy American/America Certification, Document 00 80 01 (submit with bid)	
9.	Verify Responsibility Criteria is met as listed in Document 00 20 00 Instructions to Bidders Section IB 6.03	



# Evaluation Process - Responsible

#### Responsibility (bidder) -

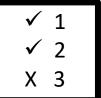
- 1. Registered Contractor
  - a. Timing of contractor registration
    - i. RCW 18.27.020: Contractor may not bid without registration
    - ii. RCW 39.06.010: Agency may not execute contract with unregistered contractor.
    - iii. RCW 39.04.350: Agency must verify that bidder was registered a of the bid submittal deadline.
  - b. Registered vs. Licensed Contractor RCW 39.06.010
    - i. In addition to contractor registration, the following must also be licensed: Electrical, Elevator, Plumbing
- 2. Washington State UBI#
- 3. Dept of Revenue State Excise Tax
  - a. Tax Registration # and account is open
- 4. Industrial Insurance
  - a. Worker's Comp Premium Status. Account is current
- 5. Not be Disqualified from Bidding (State)
  - a. Violation of RCW 39.06.010 UBI # or Violation of 39.12.065 Prevailing Wage
- 6. Not be Disqualified from Bidding (Federal)

- 7. Not have a civil judgement entered by a court of limited or general jurisdiction of a willful violation, as defined by RCW 49.48.082, any provision of chapter 49.46, 49.48, or 49.52 RCW and no final and binding citation and notice of assessment issued by the Department of Labor and Industries (L&I).
- 8. If bidding on a public works project subject to the apprenticeship utilization requirements in RCW 39.04.320, not have been found out of compliance by the Washington state apprenticeship and training council.
- Have received training on the requirements related to public works and prevailing wage under Chapter 39.12 RCW.
- 10. Subcontractor Responsibility Criteria (mandatory) RCW 39.06.020 requires contractors and subcontractors verify that any subcontractor they directly hire meet the responsibility criteria for the project at the time of subcontract execution
- 11. Meet the minimum Women and Minority Business Enterprise (WMBE) requirements per Document 00 89 00.
- 12. Evidence of collusion with any other Bidder or Bidders. Participants in such collusion may be disqualified from submitting Bids on further work.
- 13. More than one Bid on the same project from a Bidder under the same or different names.



## Award Process







Insurance Bonds Signed Contract



Bid Opening

Bid Evaluation

Intent to Award

Submit required forms

Contract Execution

Submit requested forms:

- ☐ Insurance
- ☐ Bonds

Company profile:

- ☐ Company Profile form
- **□** W-9
- ☐ ACH form

Approved construction submittals (i.e. safety plans, schedule of values, etc)

Notice to proceed



# Vendor Submittal Roadmap

Log in

Find Solicitation

Download Documents

Download Documents

Fill out bid forms in bid package

Fill out bid forms in bid package

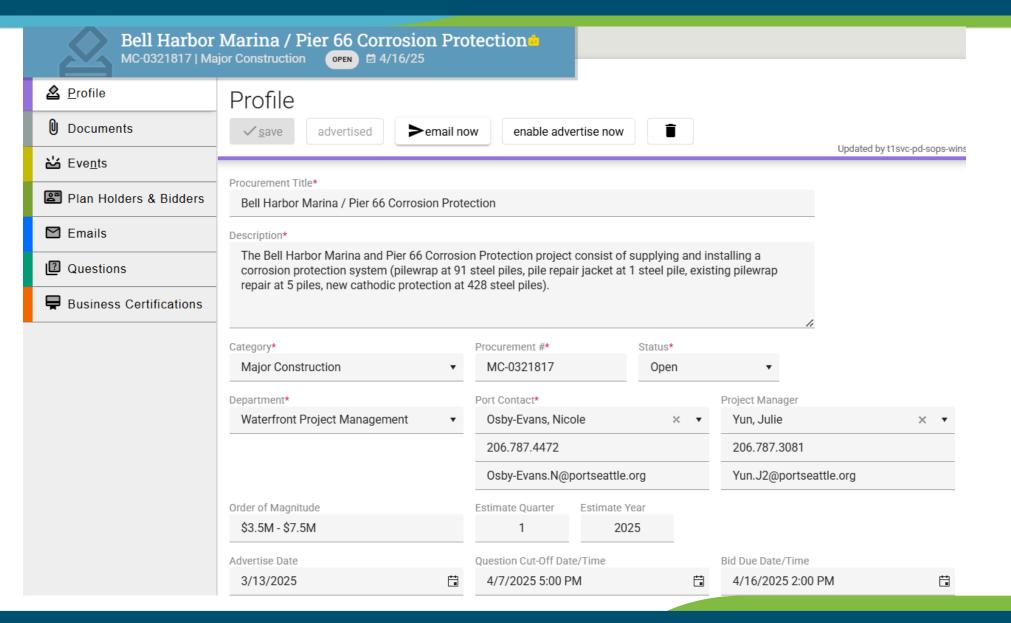
Guestion in VendorConnect if you have any questions

Find Solicitation

Find Solicitation



## Solicitation Advertisement





## Bid Documents



### Bell Harbor Marina / Pier 66 Corrosion Protection

MC-0321817 | Major Construction

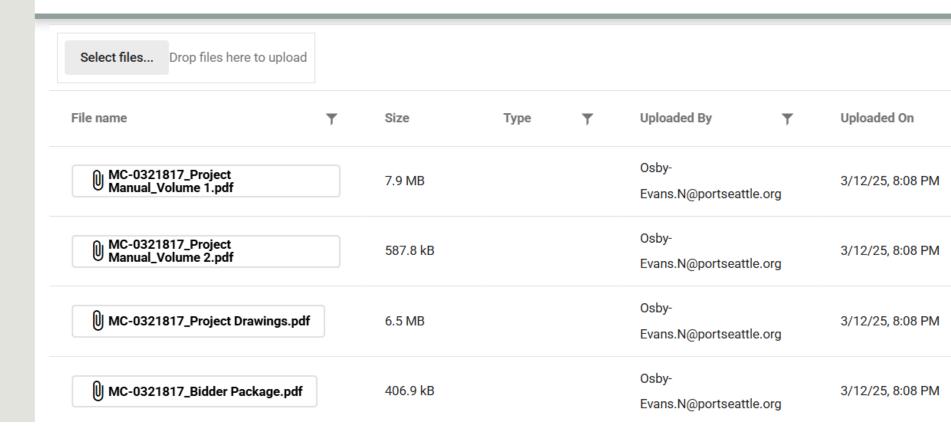
OPEN

☑ 4/16/25

2	<u>P</u> rofile
0	Documents
쓷	Eve <u>n</u> ts
<u>~</u>	Plan Holders & Bidders
	Fracile

# ☑ Emails☑ Questions☑ Business Certifications

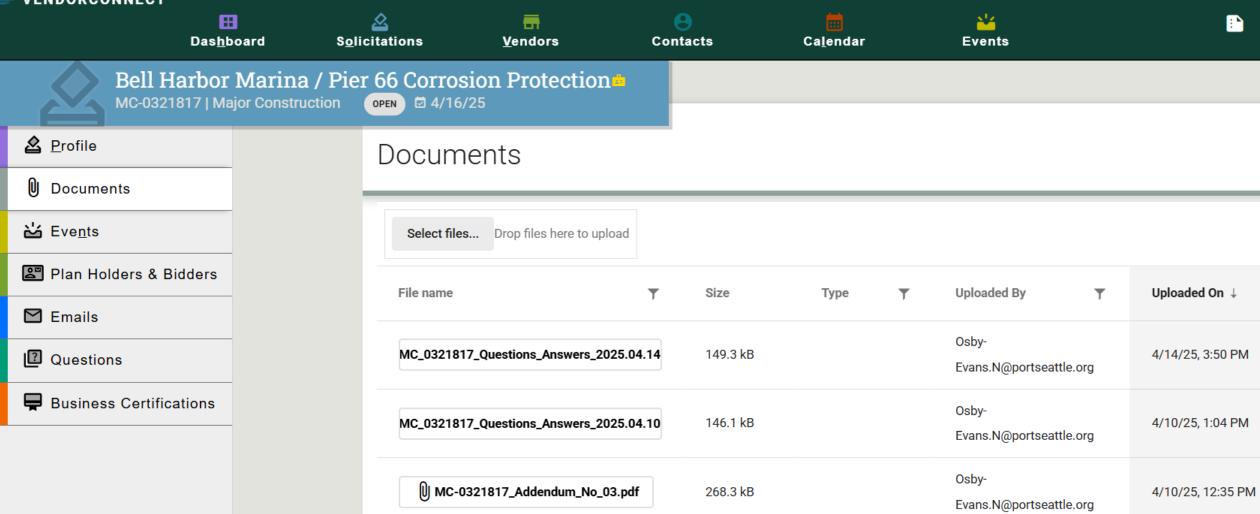
## Documents





## **Bid Documents**

**VENDORCONNECT** 



## Solicitation Advertisement

DIVISION 0 - BIDDING REQUIREMENTS, CONTRACT FORMS AND CONDITIONS OF THE CONTRACT Document 00 00 00c - Notice to Bidders

### NOTICE TO BIDDERS

#### NOTICE REGARDING DIVERSITY IN CONTRACTING

The Port is providing the following list to assist Bidder's in locating subcontractors and suppliers from the Washington State Office of Minority and Women's Business Enterprises (OMWBE) directory for this contract. The following list of North American Industry Classification System (NAICS) codes may not be inclusive of all trades that may be utilized for this work and should not be relied upon as the only source of completing the Inclusion Plan.

NAICS Number and Description			
237110	Water and Sewer Line and Related Structures Construction		
237990	Other Heavy and Civil Engineering Construction		
237310	Highway, Street, and Bridge Construction		

# Insurance Requirements

### Major Construction –

- Insurance minimums are determined for each project based on risk
- Example of a building remodel estimated at \$1.5M had the following for the Prime:
  - Commercial General Liability (CGL) = \$2M per occurrence and \$4M aggregate
  - Sub-Contractors performing work at a <u>construction value of less than \$1 million</u> shall maintain insurance limits of not less than \$1 million per occurrence.
- Auto = \$1M minimum for not driving on Airport Operation Area/Airport Movement Area
  - \$5M for Airport Operation Area
  - \$10M for Airport Movement Area
  - Is there work that may be less than 5 days where escorting a subcontractor at the airfield could be an option?

    Prime Contractor may reduce the amount of its subcontractor's automobile insurance for driving on the ramp area (i.e. the non-movement area) of the AOA at Seattle-Tacoma International Airport to \$1 million per occurrence provided the subcontractor is escorted on the ramp area in accordance with Seattle-Tacoma International Rules and Regulations. See Section 01 14 13 Airport Personnel Identification/Access Control and Security.
- Other requirements depending on scope of work (pollution, etc)

### Small Works –

- Insurance minimums:
  - CGL = \$1M/\$2M
  - Auto = \$1M to \$5M for AOA
  - Other requirements depending on scope of work (pollution, etc)

Retainage Bond
Option to provide Retainage bond in lieu of having 5% withheld from payments

Major Construction and Small Works

- Performance and Payment Bonds = \$ contract amount
- (flows down to subcontractors)

Small Works under \$150K

Option for Port to withhold 10% retainage in lieu of bonds

# Questions about Submitting your Bid?

# Thank you!

# **Post-Event** Survey



www.portseattle.org/subscribe













**Post-Event Survey**