

An aerial photograph of Seattle, Washington. In the background, the city skyline is visible, with Mount Rainier rising prominently in the distance under a clear blue sky. The foreground shows a large marina filled with numerous sailboats, bordered by a green forested area and residential neighborhoods.

**Welcome to 2025 Maritime Industry Day!**  
**Program to begin at 1:00PM**





# Mian Rice

Director,  
Diversity in Contracting  
[rice.m@portseattle.org](mailto:rice.m@portseattle.org)

# AGENDA



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

# 2024 Maritime WMBE Attainment

- Construction
  - \$65M Outside Spend
  - 16.4% WMBE Spend (\$11M)
  - 49 WMBE Firms
- Non-Construction
  - \$45M Outside Spend
  - 20.4% WMBE Spend (\$9M)
  - 55 WMBE Firms





# Tin Nguyen

Director,  
Waterfront Project Management  
[nguyen.t4@portseattle.org](mailto:nguyen.t4@portseattle.org)



# Maritime Mission and Vision





## Port of Seattle Economic Impact



Capital Project Plan  
**\$5.6 Billion**  
2024-2029



All Port Activities  
**204,500**  
Area Jobs

## Total Economic Activity



SEA Airport  
**\$33.4 B**



Maritime Int'l Trade\*  
**\$14 B**



Commercial Fishing  
**\$1 B**



Cruise  
**\$1.2 B**

\* In the NWSA a partnership with the Port of Tacoma

Elliott Bay

Puget Sound

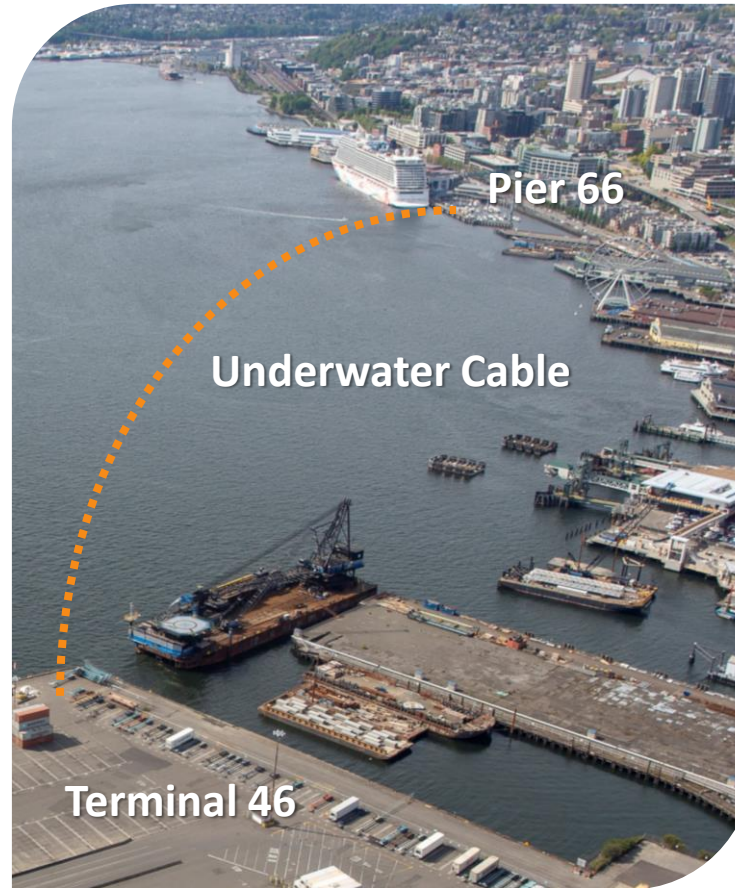


# Sustainability

## Northwest Ports Clean Air Strategy



## Waterfront Clean Energy



## Living Building Challenge





# Investing in People

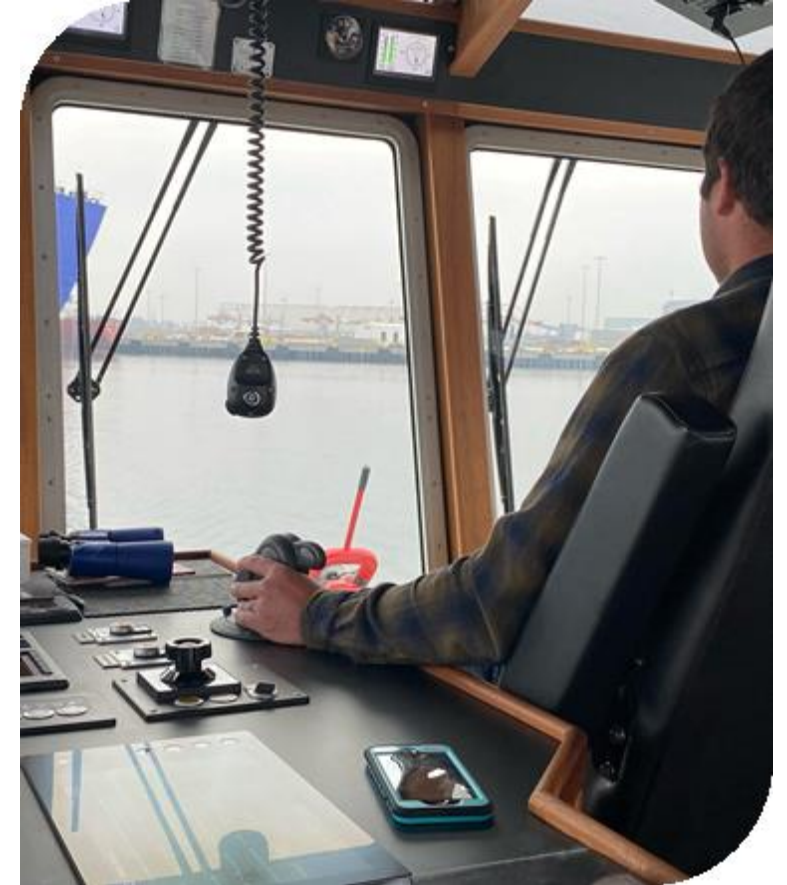
## Maritime Accelerator



## Maritime High School



## Workforce Development





# Maritime Facilities and Assets





# Central Waterfront



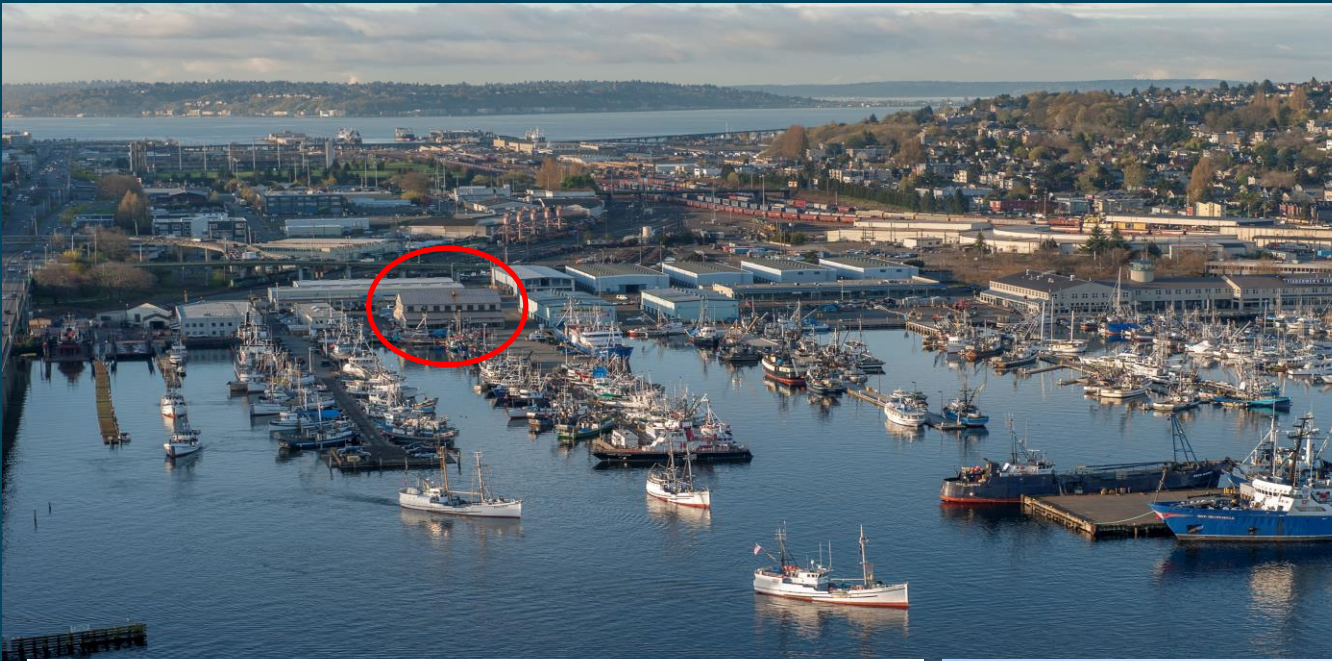


# Terminal 91





# Fishermen's Terminal & MIC



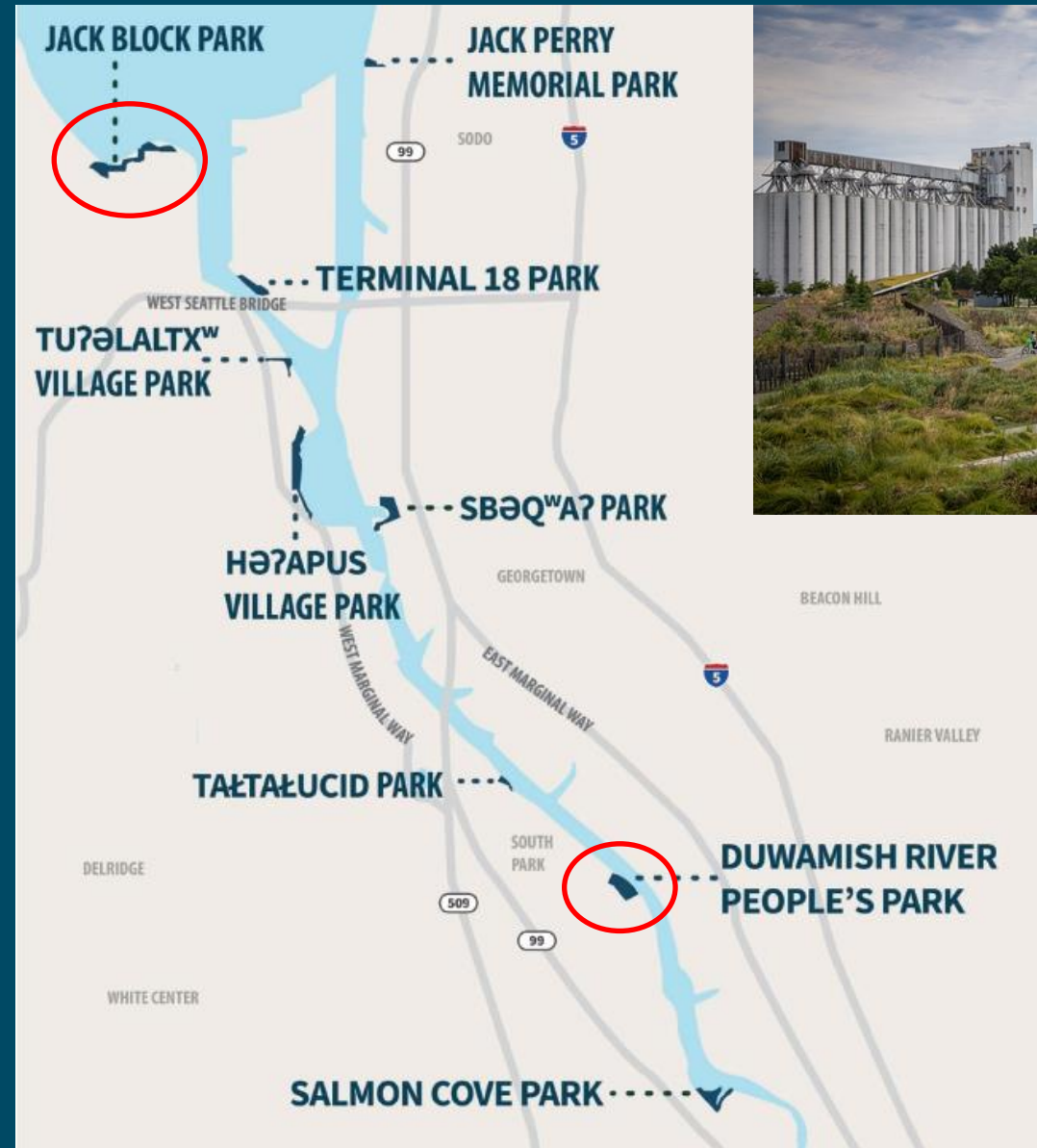


# Recreation Boat Marinas

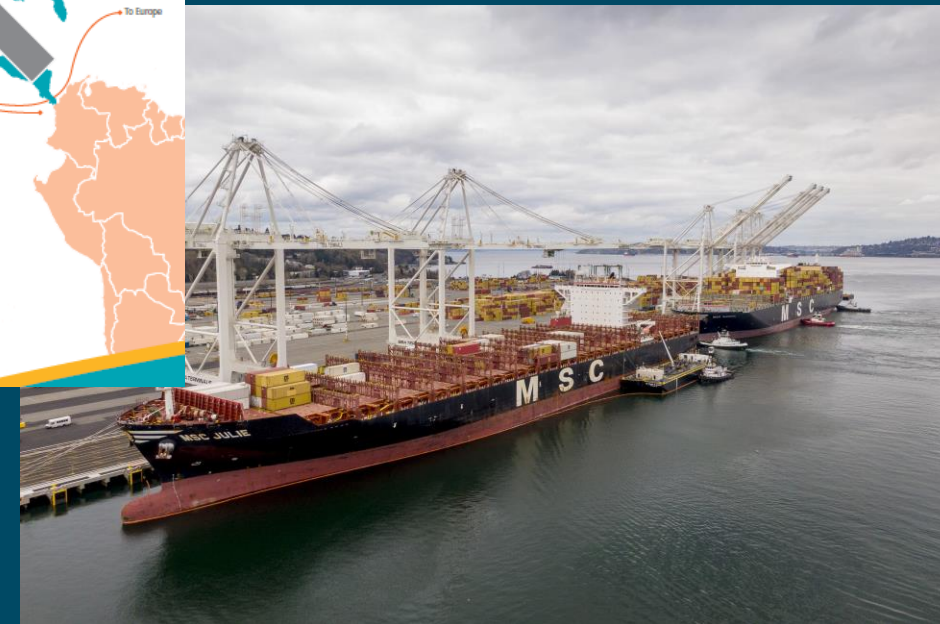
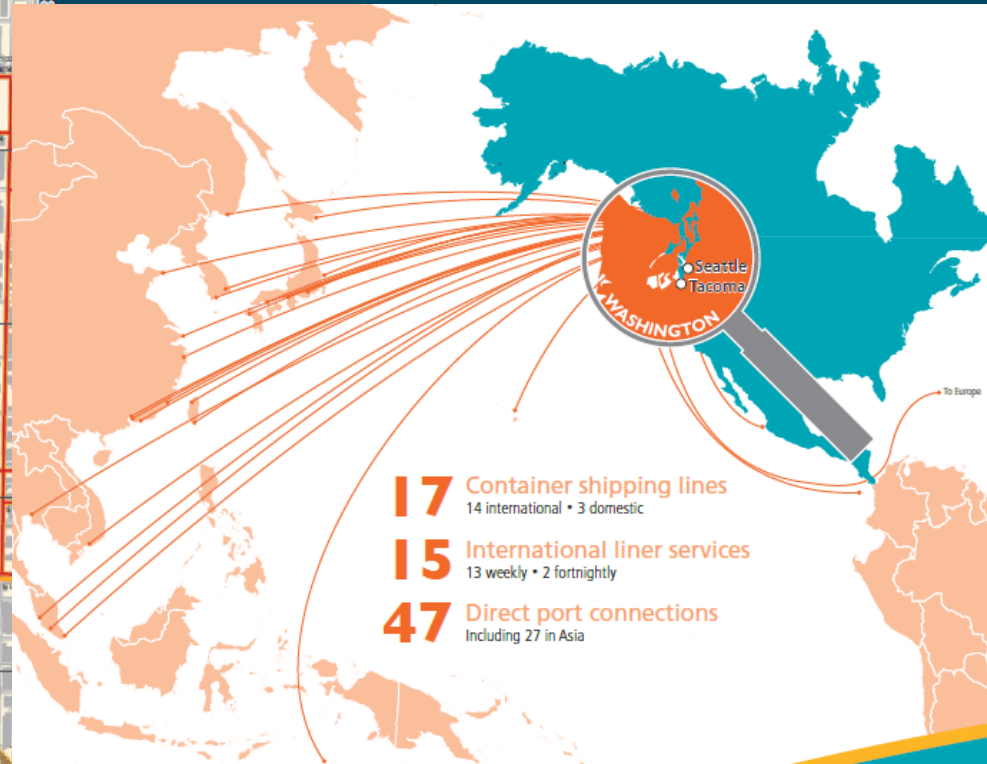




# Parks & Shoreline Access



# NWSA Seattle (North) Harbor





# Genevieve Pla-Rucki

Assistant Director,  
Waterfront Project Management  
[pla-rucki.g@portseattle.org](mailto:pla-rucki.g@portseattle.org)



# Capital Program Overview





# Waterfront Capital Programs

## Maritime Division

- 5-year Draft CIP 2026 – 2030: **\$600 million**

## NWSA North Harbor and Joint Venture

- 5-year Draft CIP 2026 – 2030: **\$338 million**

## Environmental Remediation and Other Projects

- 5-year Draft Plan 2026 – 2030: **\$150 million**



# Capital Improvement Plan Priorities

## **Asset Stewardship:**

Maintaining the Port's capital assets and preserving Seattle's iconic working waterfront

## **Financial Sustainability:**

Making new investments that support the Port's long-term funding capacity

## **Community & Environment:**

Stewarding our environment and social responsibilities

## **Economic Development:**

Real estate development to support maritime businesses and employment

# Upcoming Opportunities

Service Agreements	Type	Sch./Est. Contract Amount
<ul style="list-style-type: none"> <li>• East Waterway Cleanup –Remedial Design Services</li> <li>• <b>FT NW Dock West Improvements Design Services</b></li> <li>• T91 Terminal-wide Design Services</li> <li>• <b>Planning and Project Management (3)</b></li> <li>• <b>Roofing Design Services (2)</b></li> <li>• MMSO – Vehicle Fleet Facility &amp; Elec. Upgrade</li> </ul>	<ul style="list-style-type: none"> <li>Project Specific</li> <li><b>Project Specific</b></li> <li>Project Specific</li> <li><b>IDIQ</b></li> <li><b>IDIQ</b></li> <li>Project Specific</li> </ul>	<ul style="list-style-type: none"> <li>Q4 2025 (\$15-\$22M)</li> <li><b>Q4 2025 (\$2M))</b></li> <li>Q4 2025 (\$7M)</li> <li><b>Q4 2025 (\$ 4M each)</b></li> <li><b>Q4 2025 (\$3M each)</b></li> <li>Q3 2026 (&lt;\$2M)</li> </ul>
Construction: Building	Delivery Method	Sch./Est. Contract Amount
<ul style="list-style-type: none"> <li>• <b>T91 Uplands Redevelopment - subcontracting</b></li> <li>• Shilshole Bay Marina Office Reconfiguration</li> <li>• <b>Fishermen's Terminal C-15 Building Misc. Imp.</b></li> <li>• Pier 69 Third Floor Terrace Repairs</li> <li>• Bell Street &amp; P69 Elevator Controls Upgrade</li> </ul>	<ul style="list-style-type: none"> <li><b>PDB</b></li> <li>DBB</li> <li><b>DBB</b></li> <li>DBB</li> <li>BES</li> </ul>	<ul style="list-style-type: none"> <li><b>Q4 2025/Q1 2026</b></li> <li>Q4 2025 (&lt;\$2M)</li> <li><b>Q4 2026 (\$8-12M)</b></li> <li>Q4 2026 (&lt;\$1M)</li> <li>Q4 2026 (&lt;\$5M)</li> </ul>
Construction: Marine/Civil	Delivery Method	Sch./Est. Contract Amount
<ul style="list-style-type: none"> <li>• T91/P66 Cruise Shore-power Extension – subcontracting</li> <li>• Emerson Street Sinkhole Repair</li> <li>• T91 LED Lighting Upgrade</li> <li>• <b>Fishermen's Terminal Entrance/Exit Paving</b></li> <li>• <b>T25 South Env. Clean-up and Habitat Restoration</b></li> </ul>	<ul style="list-style-type: none"> <li>PDB</li> <li>DBB</li> <li>DBB</li> <li><b>DBB</b></li> <li><b>GC/CM</b></li> </ul>	<ul style="list-style-type: none"> <li>Q4 2025</li> <li>Q2 2026 (&lt;\$2M)</li> <li>Q3 2026 (&lt;\$3M)</li> <li><b>Q4 2026 (&lt;\$2M)</b></li> <li><b>Q3/Q4 2026 (\$100-120M)</b></li> </ul>



# Today's Presentations

Project	Cost Estimate	WMBE Goal	Advertise Date	Type & Delivery
Roofing Design Services IDIQ	Up to Two (2) contracts at \$3M each	TBD	11/2025	IDIQ
Planning and Project Management IDIQ	Up to Three (3) contracts at \$4M each	TBD	11/2025	IDIQ
Fishermen's Terminal NW Dock	\$60M Total Project Cost	12%	Q4 2025	Project Specific
Terminal 91 Uplands Redevelopment	\$80M-\$90M	14%	Q1 2026	PBB
Terminal 25 South Env. Cleanup & Habitat Restoration	\$100M-\$120M	TBD	Q4 2026	GC/CM
Fishermen's Terminal Building C15	\$8M -\$12M	18%	Q3/Q4 2026	DBB
Fishermen's Terminal Entrance/Exit Paving	<\$2M	20%	Q4 2026	DBB

# Design Projects



# Roofing Design Services IDIQ

Cassie Fritz, [fritz.c@portseattle.org](mailto:fritz.c@portseattle.org)

Assistant Director of Waterfront Program Controls,  
Waterfront Project Management

# IDIQ Overview

## What is an IDIQ?

- IDIQ stands for Indefinite Delivery/Indefinite Quantity. It is based on a set contract value that can be utilized for a set amount of time.

## Why does the Port use IDIQ Contracts?

- The Port utilizes IDIQ contracts to meet variable workload projections for professional design services.
- While larger projects will typically procure project specific design contracts, smaller projects may be designed using an IDIQ contract.
- This streamlines the procurement process for smaller projects since the project team does not have to solicit design services on their own.



# IDIQ Overview

## What does that mean for you?

- Advantages
  - Offers more opportunities for firms to work on Port projects either as a Prime consultant or Sub Consultant on a project.
  - Firms may work on multiple projects at the Port at a given time depending on project specific scope and staffing needs.
- Disadvantages
  - IDIQ procurement process is time consuming.
  - The selected firm must be available to work on projects for the duration of the contract ordering period.

# Project Objectives & Overview

**Purpose:** Provide flexibility to manage variable workloads

**Background:** The Port of Seattle maintains roofs of all types on vastly different facilities. For the past 15 or so years we have procured specialty roofing design services to manage replacements and repairs that pop up.

**Estimated Cost:** Plan is to execute up to two service agreements at a value of \$3M each

**Equity Goal:** Under evaluation, historically IDIQ goals have fallen between 15-20%

**Project Delivery Method:** Indefinite Delivery, Indefinite Quantity



# Project Scope

General scope of work will cover planning, option analysis, design, permitting and construction support pertaining to surveys, repairs, or replacement of roofing structures at Port of Seattle properties

# Components of Trade (NAICS)

- NAICS No: 541310 - Engineering Services
- NAICS No: 541330 - Architectural Services
- NAICS No: 541350 - Building & Inspection Services
- NAICS No: 541380 - Testing Laboratories



# Project Schedule

Item	Anticipated Date
Expected Advertise Date	November 2025
Expected Submissions Due	Mid-December 2026
Expected Award	March 2026

# Planning and Project Management IDIQ

Cassie Fritz, [fritz.c@portseattle.org](mailto:fritz.c@portseattle.org)

Assistant Director of Waterfront Program Controls,  
Waterfront Project Management



# Project Objectives & Overview

**Purpose:** Provide flexibility to manage variable workloads

**Background:** Previously Procured separately as Planning IDIQ and Project Management IDIQ. Consolidating to reflect change in organizational structure

**Estimated Cost:** Plan is to execute up to three service agreements at a value of \$4M each

**Equity Goal:** Under evaluation, historically IDIQ goals have fallen between 15-20%

**Project Delivery Method:** Indefinite Delivery, Indefinite Quantity

# Project Scope

Scope of work for these IDIQ contracts includes all services necessary to support planning and project management, including but not limited to:

Master, strategic, and capital planning	Shoreline and environmental planning
Financial and business assessment	Forecasts and trends for Maritime lines of business
Land use planning and review of zoning and regulatory requirements	Project definition development
Feasibility and alternatives analysis	Facility demand / capacity analysis
Decarbonization assessments/implementation planning	Water conservation assessment
Waste reduction assessment	Equity analysis
Climate resilience planning	Operational efficiency planning
Project initiation and definition	Design reviews
Construction project meetings	Scope development
Risk management	Schedule development
Report creation	Budget management
Project meeting attendance	Project report updates
Estimate creation	Commission and Managing Members Memo creation
Technology Infrastructure Planning	Group and Stakeholder Facilitation



# Components of Trade (NAICS)

- NAICS No: 541310 - Architectural Project Management or planning services
- NAICS No: 541330 - Architectural Services
- NAICS No: 541320 - Land use planning services
- NAICS No: 541330 - Transportation / Civil / Structural Project Management
- NAICS No: 541330 - Electrical / Mechanical Project Management
- NAICS No: 541330 - Marine Systems / Seaport Project Management
- NAICS No: 541380 - Geotechnical testing laboratories or services
- NAICS No: 541620 - Environmental Consulting Services
- NAICS No: 541690 - Other Scientific and Technical Consulting Services

# Project Schedule

Item	Anticipated Date
Expected Advertise Date	November 2025
Expected Submissions Due	Mid-December 2026
Expected Award	March 2026



# Fishermen's Terminal NW Dock Rehabilitation

Mark Longridge, [longridge.m@portseattle.org](mailto:longridge.m@portseattle.org)  
Capital Project Manager,  
Waterfront Project Management

# Project Objectives & Overview

**Purpose:** Replace the aging north and south piers of the Northwest Dock at Fishermen's Terminal

**Background:** Built in 1978/9, the timber pier sections are at the end of their service life. Project will replace 25,000 SF of pier, widening pier 1 and upgrading the electrical, utilities and fender system.

**Estimated Cost:** \$60Million (Total Project Cost)

**Equity Goal:** 12% (Design Goal)

**Project Delivery Method:** Design Bid Build

# Project Objectives

- Rehabilitate and improve Piers 1 & 2 of the Fishermen's Terminal Northwest Dock
- Replace fendering around the existing dock and piers
- Improve access, utilities and amenities on the piers
- Minimize construction impact to seasonal tenants.





# Project Scope/Status

- Demolition and removal of the existing piers
- Construction of the widened north and south piers (likely phased construction, final alignment in design)
- Installation of upgraded utilities and fender system
- Design funding approved 8/2025



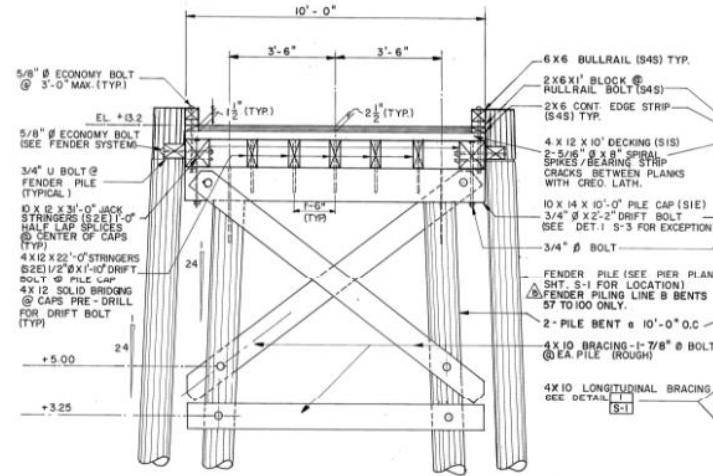
# Current Layout / Sections



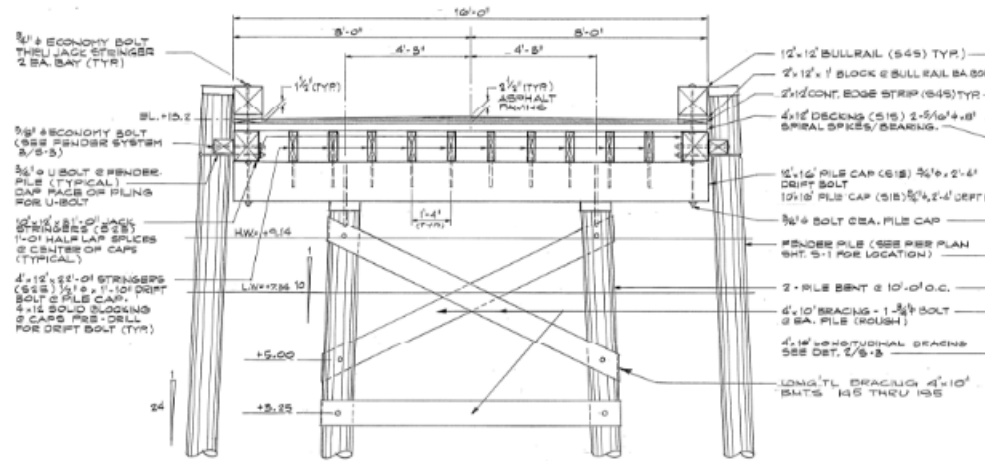
NW Pier1 South



NW Pier2 North



SECTION S-1  
SCALE: 1/2" = 1'-0"

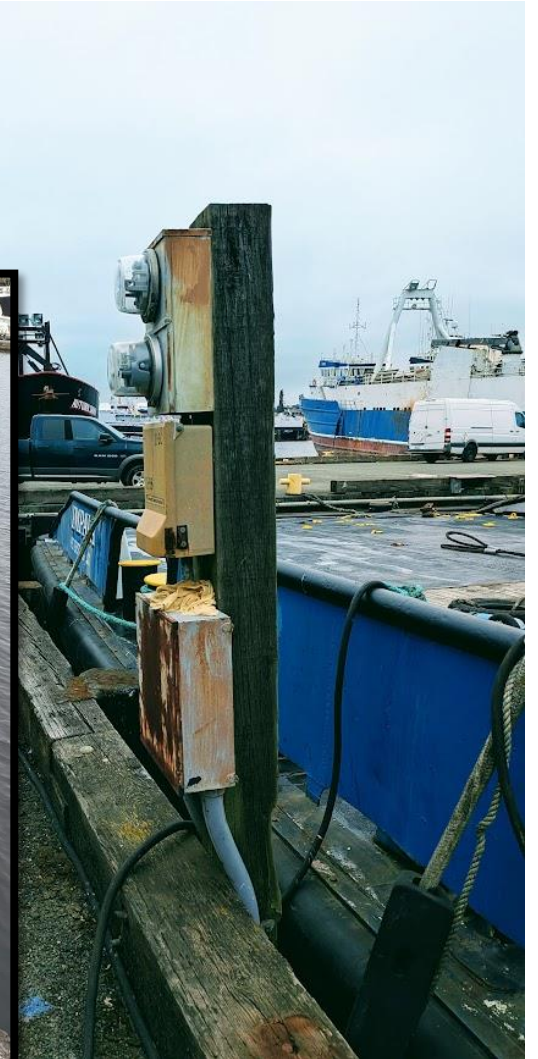


SECTION S-2  
SCALE: 1/2" = 1'-0"

- Pier 1 built 1978
- Pier 2 extension built in 1979
- NW Dock extension (central concrete pile supported pier) built 1987
- Steel fender system installed on east end of dock 2010, which will be the model for this system



# Current Condition





# Components/Trades of Interest

## DESIGN:

- NAICS No: 541330 – Engineering Services  
Structural/Electrical/Geotechnical/Civil

## *CONSTRUCTION (future):*

- *Heavy Marine Civil Construction*
- *Electrical/Communications*
- *Phasing/Scheduling/Project Controls*

# Project Schedule

Item	Anticipated Date
Design Contract Advertise	Q4 2025
Design Contract Execution	Q1 2026
Construction Funding Authorization	Q1 2027
Construction Start	Q3 2027
In-Use Date	Q3 2029

# Construction Projects



# T91 Uplands Redevelopment

Evan Conroy, [conroy.e@portseattle.org](mailto:conroy.e@portseattle.org)

Capital Project Manager,  
Waterfront Project Management

# Project Objectives & Overview

**Purpose:** Develop new maritime industrial buildings with associated utility and site infrastructure and demolish several outdated buildings.

**Background:** Hoffman & Mithun were selected as the design-build team. The project is currently finishing the Validation Phase with a Design & GMP Development Phase to follow with early work packages.

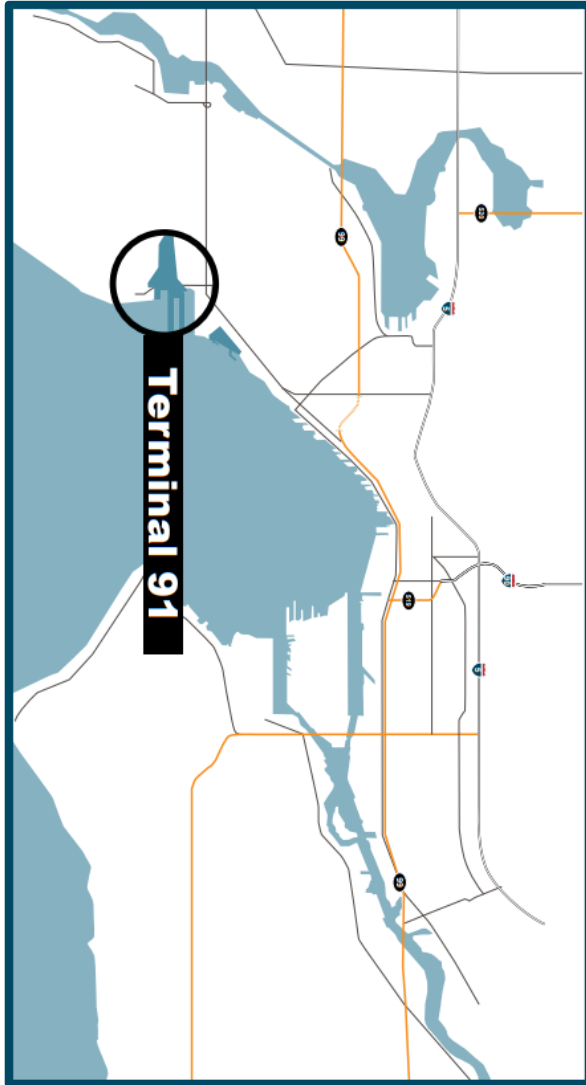
**Estimated Cost:** \$80-90 million

**Port Equity Goal:** 14%

**Project Delivery Method:** Progressive Design-Build

**Project Labor Agreement in effect**

# Project Area





# Project Scope



**Industrial warehouse buildings** approx 120,000 SF with utilities and site infrastructure,

**Preparation of site pad** for future construction of approx 300,000 SF,

**Demolition:** 3 buildings,

**Evaluation** of existing services in support of current and future redevelopment.



# Project Scope



**Demolition:** Three (3) significant buildings comprised of several structures that will entail coordination with SDOT regarding impacts to the Magnolia Bridge and its structure as well as remediation efforts



# General Considerations



**Active terminal** with multiple stakeholders and competing needs.

**Constrained entrances** shared with existing tenants.

**Seasonal use** by cruise & commercial fishing will require coordination and accommodation.

**Active security plan**

**Neighborhood sensitivity** to adjacent circulation and noise



# Components / Trades of Interest

- Carpentry, Casework, Trim
- Asphalt / Concrete Paving
- Interior Finishes, Painting, Floor Covering
- Temp Fencing, Traffic Control
- Solar / Sustainability
- Abatement / Remediation
- Ground Improvements
- Fire Protection / Alarm Systems
- Misc. Steel Supply & Install
- Glass / Glazing
- Roofing
- Insulation
- Landscaping
- ACT ceilings
- Extruded curbs, striping, wheel stops

# Components / Trades of Interest

- Selected Trade Partners:
  - Plumbing/HVAC
    - Auburn Mechanical
  - Electrical/Comm
    - Valley Electric
  - Water, Sewer, Stormwater Utilities, Foundation excavation & grading
    - Northwest Construction
- Concrete
  - Hoffman Structures, Inc.
- Demolition, Hauling
  - Performance Contracting, Inc.

# Project Schedule

Current Status	
PDB Primary Team Selected (Contractor + Architect)	Complete
Validation Period (target GMP, schedule, scope) <i>Some subconsultants added to team</i>	In Progress
Future Phases	
Design Development (final GMP, schedule, scope) <i>Additional subconsultants added to team through Hoffman</i>	Q1 2026 – Q4 2026
Construction & Demo	Q3 2026 – Q4 2027
Buildings Open	2027



# Contact

- **Brett Kiefel**, Diversity Coordinator,  
[Brett-Kiefel@hoffmancorp.com](mailto:Brett-Kiefel@hoffmancorp.com)
- **Bob Vincent**, Project Manager,  
[Bob-Vincent@Hoffmancorp.com](mailto:Bob-Vincent@Hoffmancorp.com)

# Terminal 25 South Env. Cleanup & Habitat Restoration

Tim Leonard, [leonard.t@portseattle.org](mailto:leonard.t@portseattle.org)  
Capital Project Manager,  
Waterfront Project Management

# Project Objectives & Overview

**Purpose:** Contamination remediation and restoration of environmental habitat

**Background:** The project site, comprising 9 acres of upland and in-water area, has incurred significant environmental contamination due to past industrial commercial operations at Terminal 25 South. The proposed cleanup and restoration will result in new valuable off-channel habitat for salmon.

**Estimated Cost:** \$168 Million (\$100M – \$120M construction)

**Equity Goal:** TBD

**Project Delivery Method:** Heavy Civil GC/CM



# Project Location

SEA Airport

Duwamish River  
People's Park (T-117)

South  
Park

Lake Washington

Beacon Hill

Terminal 25

West  
Seattle

SODO

East Waterway

T-30

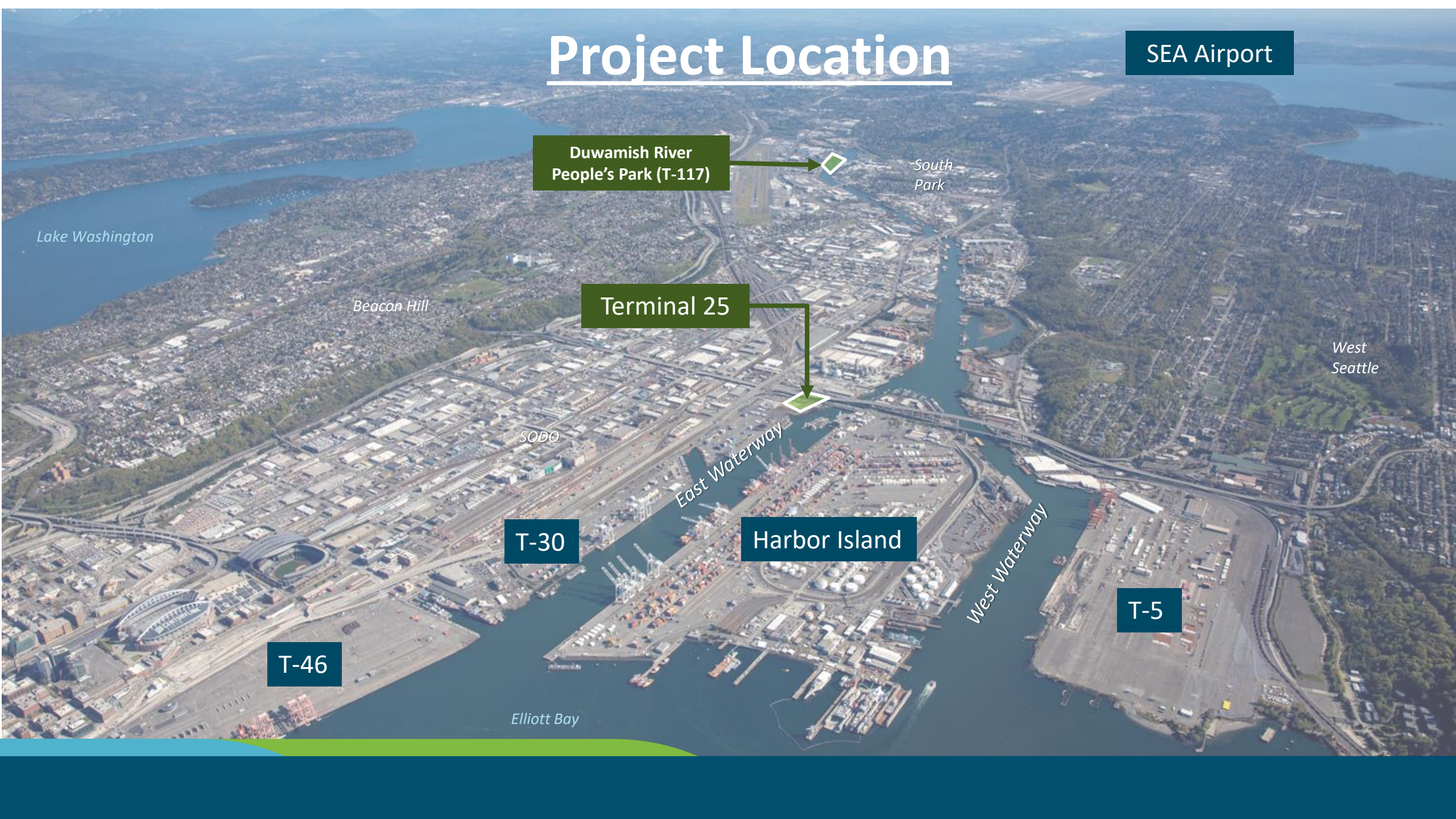
Harbor Island

West Waterway

T-5

T-46

Elliott Bay





# T25 South Site History



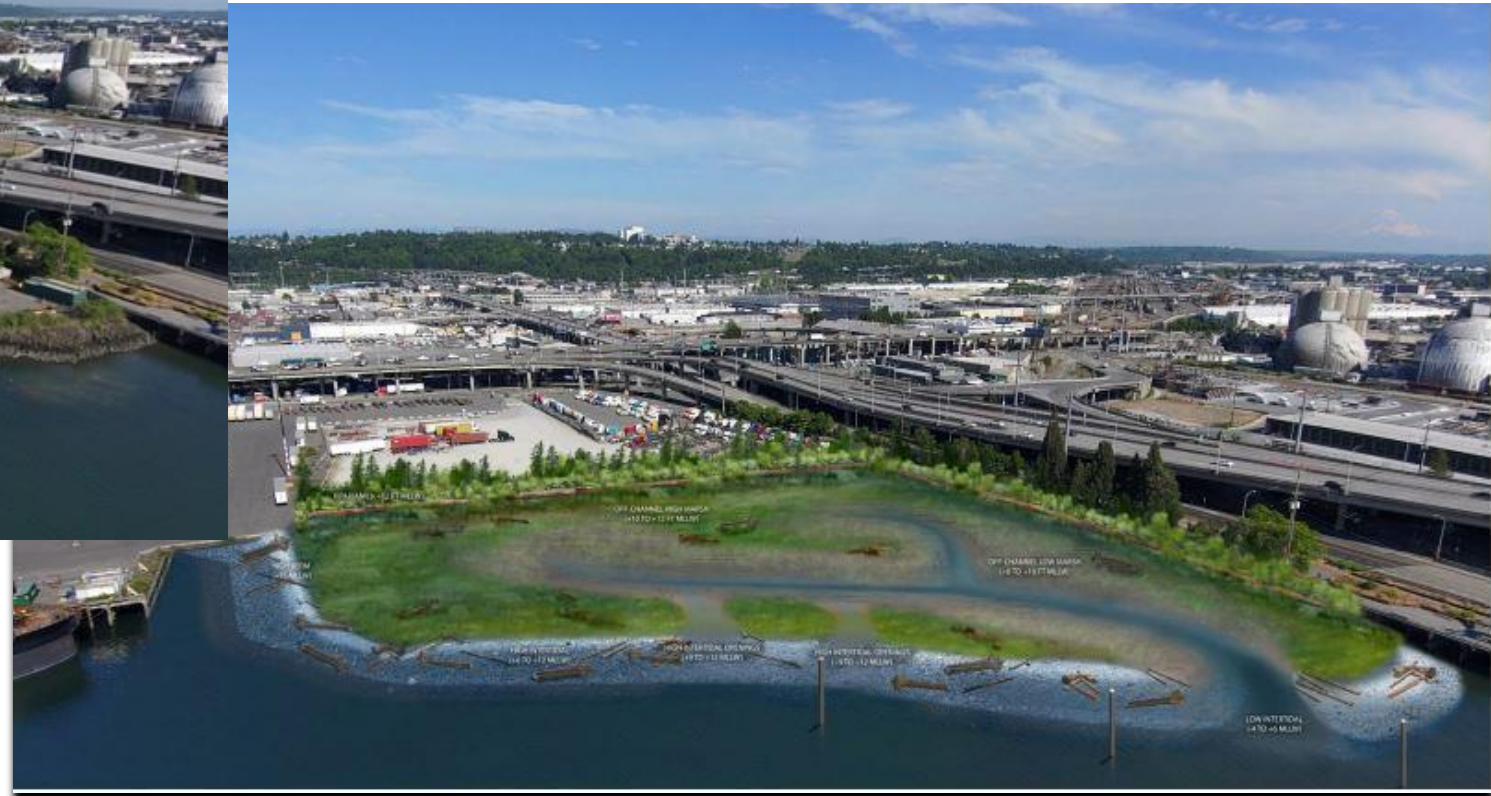


# T25 South Env Cleanup & Habitat Restoration



Existing Site

Proposed Habitat





# Project Construction Scope

- Excavation, transport, and off-site disposal of contaminated upland T25 South property soils and East Waterway sediments within approximately 9-acre project site
- Removal/disposal of creosote treated timber piles and former wharf remnants along property's East Waterway shoreline
- Suitable backfill materials import/placement for proposed habitat
- Site earthwork/regrading per proposed habitat design elevations
- Stormwater management and conveyance system
- Vegetative planting and shoreline environmental features
- Temporary soil and erosion control

# Applicable Trades (NAICS)

- NAICS No: 237710 - Water & Sewer Line & Related Structures
- NAICS No: 237990 - Other Heavy & Civil Eng Construction
- NAICS No: 238910 - Site Preparation Contractors
- NAICS No: 561730 - Landscaping Services



# Project Schedule

<u>Item</u>	<u>Anticipated Date</u>
GC/CM RFQ Advertisement	Q4 2026
30% design complete	Q2 2027
GC/CM contract execution	Q2 2027
100% design complete	Q4 2028
Construction	2029 - 2031



# Fishermen's Terminal C15 Building Improvements

Rod Jackson, [jackson.r@portseattle.org](mailto:jackson.r@portseattle.org)  
Capital Project Manager,  
Waterfront Project Management

# Project Objectives & Overview

**Purpose:** This project will upgrade various building envelope elements.

**Background:** Elements are ALL original to the C15 building:

- Roof, Gutter, Downspouts, Roof top Vents, Windows, Cladding and Tower Structure

**Estimated Cost:** \$8M to \$12M

**Equity Goal:** 18%

**Project Delivery Method:** Design Bid Build

# Project Scope

~60,000 SF C15 Building Total

**This project will Install or Replace:**

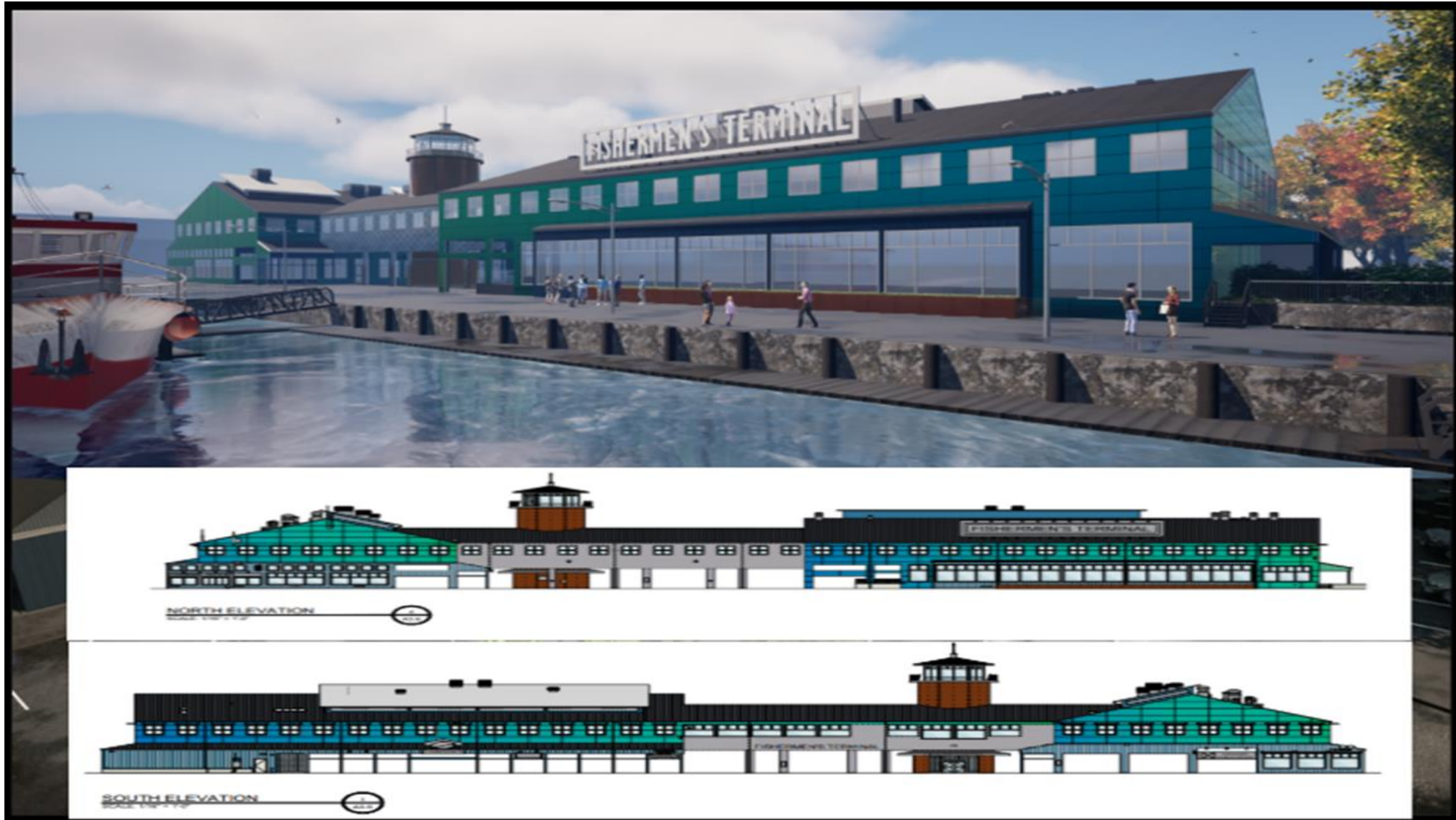
- Replace Siding & Gutters
- Install Rooftop Overlay
- Install Solar Panels
- Install Sunshades
- Install LED Perimeter Lighting
- Install Plaza LED Lighting
- Replace Windows (151ea)



# Current State



# Future State



# Components/Trades of Interest

- NAICS No: 238210 - LED Lighting System Installation
- NAICS No: 238350 - Door & Window Installation
- NAICS No. 238170 - Siding/Cladding
- NAICS No. 238210 - Solar Panel Installation
- NAICS No. 238160 - Roofing
- NAICS No. 327920 - Sun Shade Installation
- NAICS No. 238170 – Gutters and Down spouts



# Project Schedule

Item	Anticipated Date
Design – Currently in progress	December 2025
Commission Construction Authorization	Q3 2026
Advertise Date	Q3/Q4 2026
Construction Start	Q4 2026
In-use date	Q3 2028

# Fishermen's Terminal Entry & Exit Paving

Terrence Moody, [moody.t@portseattle.org](mailto:moody.t@portseattle.org)  
Capital Project Manager,  
Waterfront Project Management

# Project Objectives & Overview

**Purpose:** This project will address deteriorated paving in the Entrance and Exit lanes of the facility, expand parking area in the C14 building footprint, and include sustainability elements.

**Background:** All Paving and Drainage Elements are original to the site and in need of replacement.

**Estimated Cost:** <\$2M

**Equity Goal:** 20%

**Project Delivery Method:** Design Bid Build



# Project Scope

- Regrade and repave the main FT entrance/exit lanes
- Remove and replace median & landscaping
- Install a new biofiltration swale and landscaping with pollinators
- Install stormwater catch basins, piping
- Restripe intersection and crosswalks as required
- Demolish concrete floor slab of C14 Building
- Regrade/repave C14 Building parking lot
- Install LED Lighting in new parking lot
- Install EV duplex chargers as required by code (3ea)
- Install protected bike lanes, bicycle box, and improve connection to W 22nd.
- Install improved bicycle and pedestrian lighting within Downie area
- Install multimodal wayfinding
- Complete ADA compliance as needed

# Current State



Entryway facing North



Entryway and median facing NW

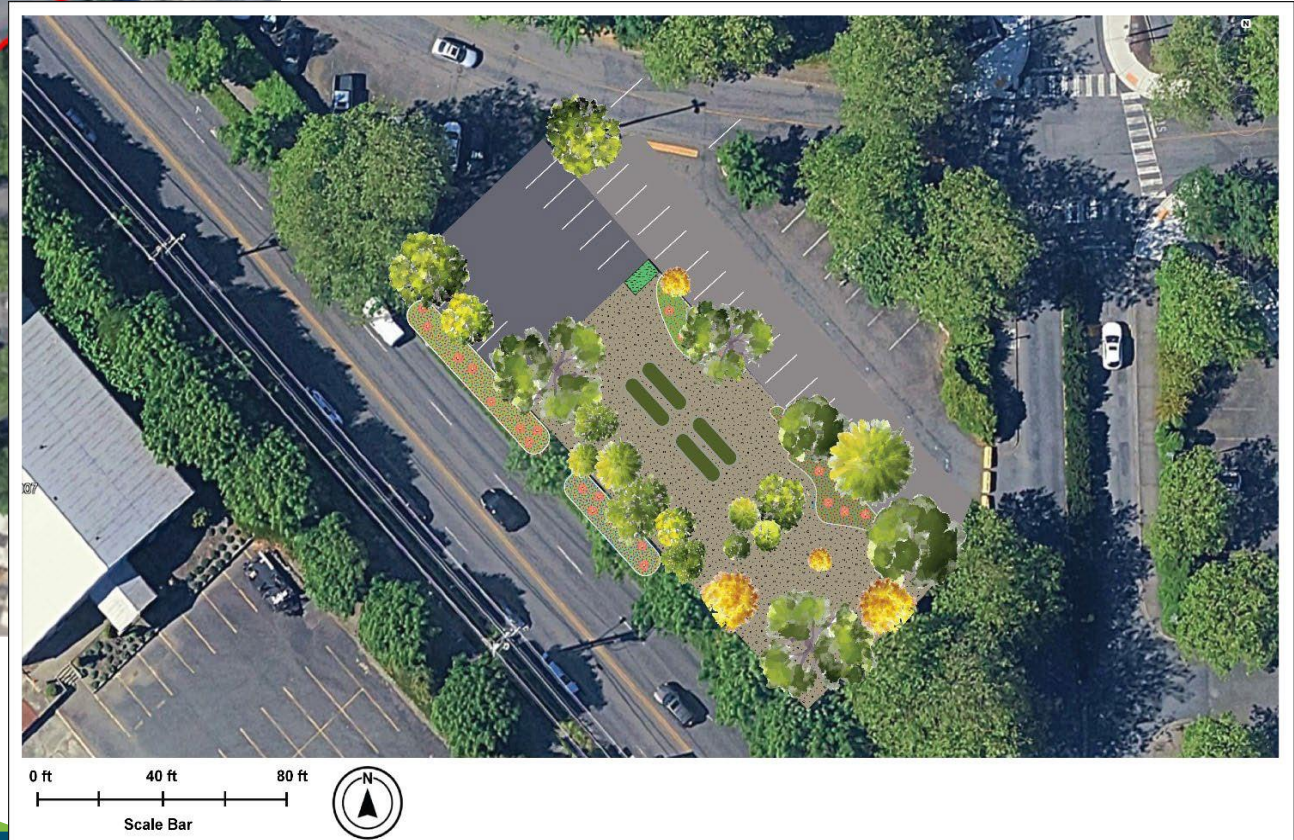


# Fishermen's Terminal Entry and Exit Paving: Future State



Existing Site

Future State





# Components of Trade (NAICS)

- NAICS No: 238990 – Concrete Paving
- NAICS No: 324121 – Asphalt Paving
- NAICS No: 561730 – Landscaping
- NAICS No: 237110 – Irrigation—Project
- NAICS No: 238210 – LED Lighting System Installation
- NAICS No: 237310 – Striping – Crosswalk, Intersection, Lane Marking
- NAICS No: 237990 – Drainage System
- NAICS No: 561990 – Traffic Control

# Project Schedule

Item	Anticipated Date
Design – Currently in progress	Q3 2026
Commission Construction Authorization	Q3 2026
Advertisement	Q4 2026
Construction Start	Q2 2027
In-use date	Q4 2027

# Direct Contracting Roster

Marilynn Montenegro, [montenegro.m@portseattle.org](mailto:montenegro.m@portseattle.org)  
Construction Procurement Officer,  
Central Procurement Office





# Procurement



# NEW Direct Contracting Roster

To expand opportunities for small businesses, the Port's Central Procurement Office- Construction Contracting has adopted a **Direct Contracting program**.

Under RCW 39.04(152), a state agency or local government is authorized to contract with certified small businesses on the applicable roster for small public works projects with an estimated cost of less than \$150,000.

Eligible businesses must be certified by OMWBE as a small business minority-owned, woman-owned, or veteran-owned business.



# What is Direct Contracting

Direct Contracting method is an alternative to competitive Small Works process.

Direct Contracting allows and agency to award to an individual contractor on the small works roster and, according to RCW 39.04.152(4)(b), negotiate a price for a public works project that is estimated to cost \$150,000 or less (without WSST)



# Direct Contracting Overview



Small projects, estimated cost less than \$150,000, agencies are encouraged to and may direct contract with a small business

if there are 6 or more contractors meeting the definition of small business on the applicable roster the agency must direct contract with one of those small businesses

if there are 5 or less contractors meeting the definition of small business on the applicable roster agency may direct contract with any contractor on the applicable roster.



When direct contracting, utilization plans are required, and agencies must not repeat award to same contractor without documented attempt to direct contract with others on the roster.



Invitations for bids or direct contract negotiation must include, at a minimum, an estimate for the scope of work including the nature of the work to be performed as well as the materials and equipment to be furnished. Detailed plans and specifications need not be included.

# 3 Likely Roster Scenarios

		Business Type									
<\$150K Direct Contract		Not Small	Small								
Action	Scenarios										
Direct Contract any	No Small										
Direct Contract Small Business	6 or more Small										
Direct Contract any	5 or less Small										

# Benefits of Direct Contracting

- Reduces the solicitation to award time significantly.
- Allows the Port to work with one Vendor
- Provides opportunity for project/type work.
- Ideal for large Work Authorizations (\$60,000-\$150,000)
- Reduces reliance on unit priced contracts.
- Roster rotation can offer opportunities to more than one vendor.



# Benefits of Direct Contracting to Vendors

## ✓ Lower Insurance Costs

May only need minimal requirements for insurance.

May not need insurance if less than 2 days of work when escorted.

## ✓ Lower or no Bond Cost

A vendor has the option of withholding 10% retainage in lieu of bond.

## ✓ May not need Badging

If it's a short construction time, may only need to be escorted.

No wait time for badging.

## ✓ Work with the Port

Help local contractors get “a shot” at work without having to compete.

Ports focus is on certified WMBE/DBE/ Veteran Owned

## Direct Contracting **will not**:

- Reduce the need for General Contractor contracts.
- Remove Job Order Contracting as an option to complete work.
- Reduce the need for HVAC, Electrical, RMM, Telecom, Mechanical & Plumbing trade specific contracts.
- Disqualify Vendors from bidding on other contracts.

# How to do Business with Port of Seattle

## Register in Vendor Connect:

The Port's Procurement & Contracts information database. Vendor Connect allows firms interested in doing business with us to access a one-stop resource portal for our contracting opportunities. External users have the ability to:

- Reach Port buyers and Procurement Officers
- Receive emails about Port events and business opportunities
- View the contracting event calendar
- Market their business to Port staff and external businesses, including primes seeking subcontractors to partner with on upcoming contracts

Visit us at [www.portseattle.org/business/bid-opportunities](http://www.portseattle.org/business/bid-opportunities)



# Emily Ho

Training and Engagement Program Manager,  
Diversity in Contracting

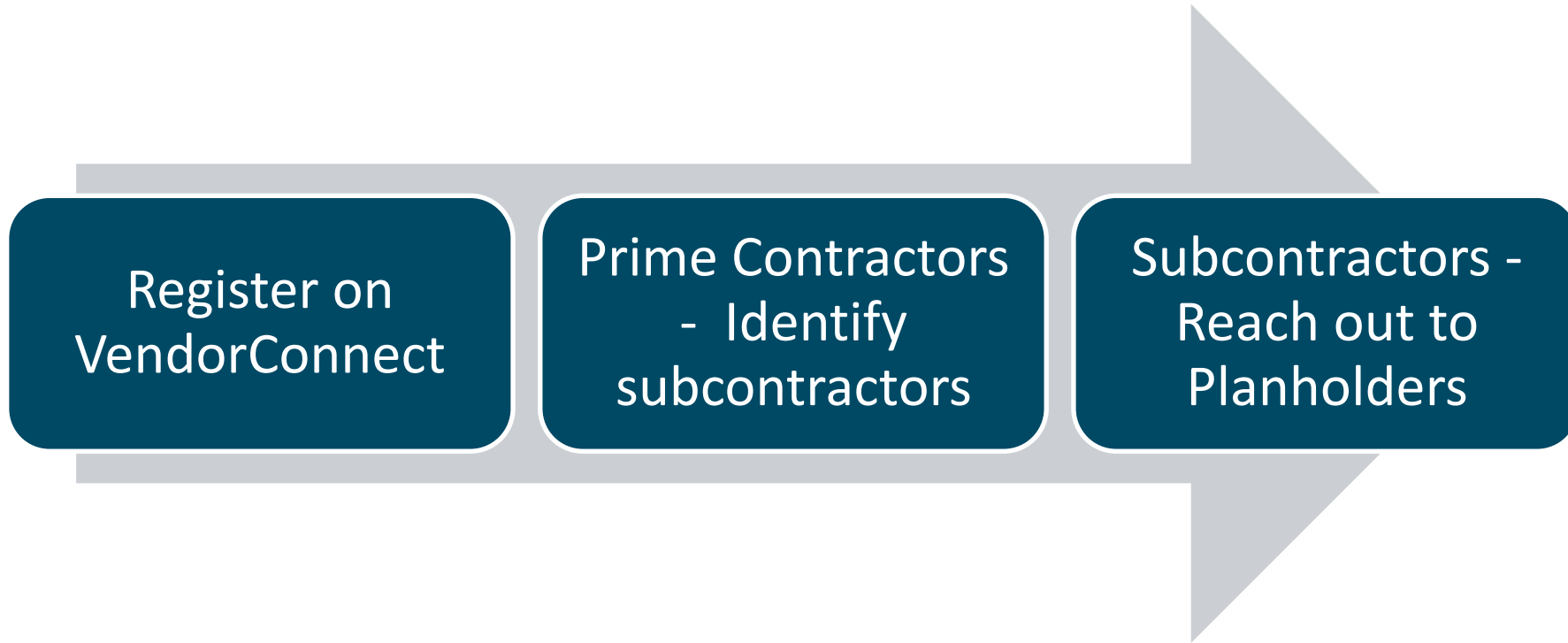


Stay  
Connected



# How can you get involved?

Vendor Connect: a 2-way road





# How to Engage?

## Vendor Connect: 2-way road

Ways to Engage	SW	MC	JOC	GC/C M	Design -Build
<b>Register on Vendor Connect</b>					
Email Call For Bids to Vendors in NAICS codes	X	X	X	X	X
<b>Subs/Suppliers Reach out</b> to the Plan holders		X	X	X	X
<b>Become Plan holders</b> for Primes to reach out Subs/Suppliers		X	X	X	X
<b>Attend Informational Meetings</b> (Alt. and Large Programs over \$10M)		X		X	X
<b>Attend Pre-bid Meeting</b> (Dates, time, location are on VendorConnect)	X	X	X	X	X

# Upcoming Events

## Advanced PortGen Online Workshops



**Session Dates: Now – 11/5**

- |                            |                        |
|----------------------------|------------------------|
| • JOC Contracting          | • Indirect Costs Rates |
| • Prevailing Wage          | • Bonding Basics       |
| • Construction Contracting | • Advanced Bonding     |

[Register Today](#)

## Aviation & Maritime Maintenance



**Thursday, October 16<sup>th</sup> from  
2:00 PM – 4:00 PM**

**Air Transit Operations  
2585 S 194<sup>th</sup> St. SeaTac, WA**

Suppliers and service providers are encouraged to join us to speak with Port purchasers from our Aviation and Maritime Divisions!

[Register Today](#)

## 2025 Year-End Celebration and Acceleration Graduation



**Tuesday, December 16, 2024  
4:00 PM – 6:30 PM**

**Pier 69 Atrium  
2711 Alaskan Way Seattle, WA**

Come celebrate our Business Accelerator graduates and the achievements of WMBE firms the Port partners with!

[Save the Date](#)



# Questions?





# Thank you!

## Post-Event Survey



[www.portseattle.org/subscribe](http://www.portseattle.org/subscribe)

