



December 16, 2025

# **Diversity in Contracting Year-End Celebration & Port Business Accelerator Graduation**

Visit us at <https://www.portseattle.org/diversity>



# Mian Rice

Director, Diversity in Contracting

# Tonight's Program

- **Commissioner Remarks**
- **2026 Contracting Forecast**
  - Aviation Projects
  - Maritime Projects
  - Additional Opportunities
- **Aviation Project Management Group (AVPMG) Small and Diverse Business Awards**
- **Business Accelerator Graduation**
- **Closing Remarks**
- **Networking**



# Ryan Calkins

Port of Seattle Commissioner





Seattle-Tacoma  
International  
Airport

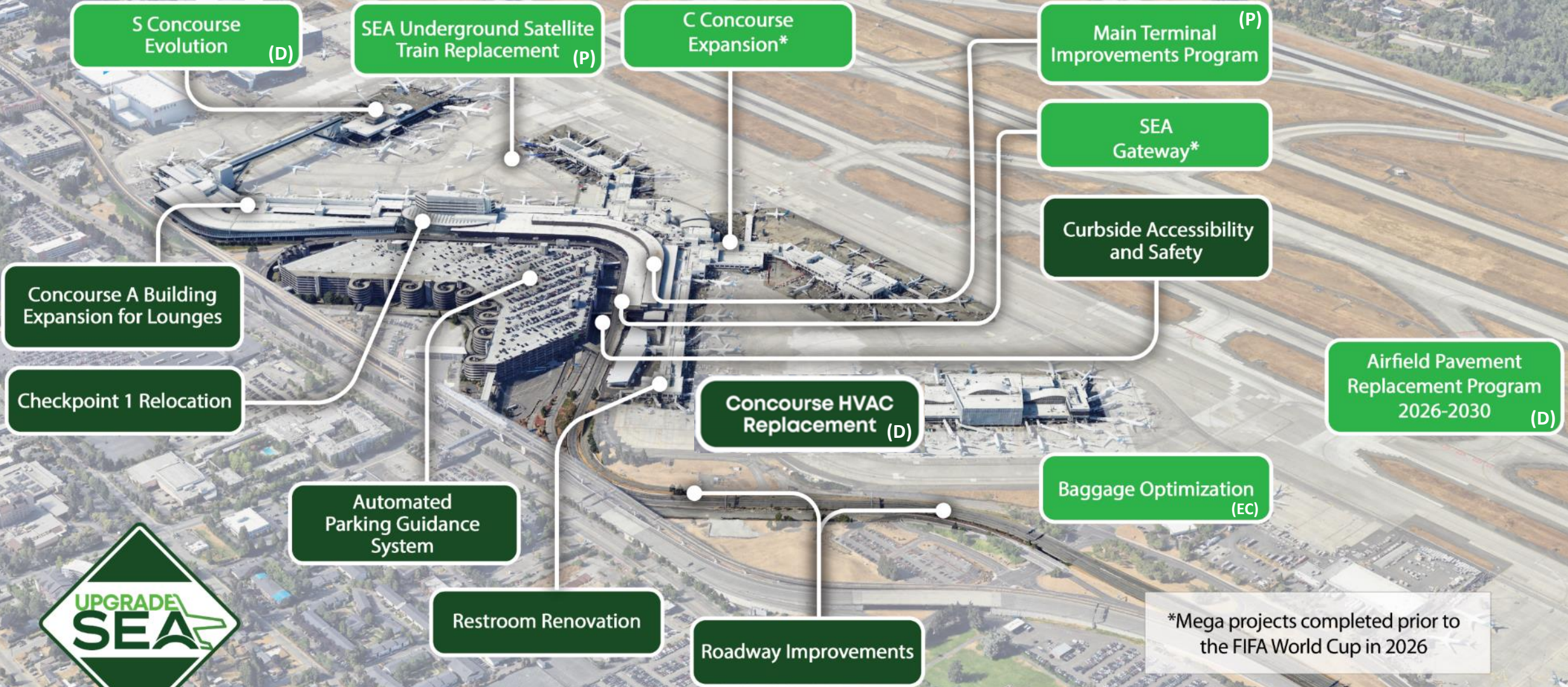
# 2026 Aviation Projects

Eileen Francisco,  
Aviation Project Management Group Director



(P) – Planning  
(D) – Design  
(EC) – Early Construction

**\$3.7 Billion**  
5-yr. CIP

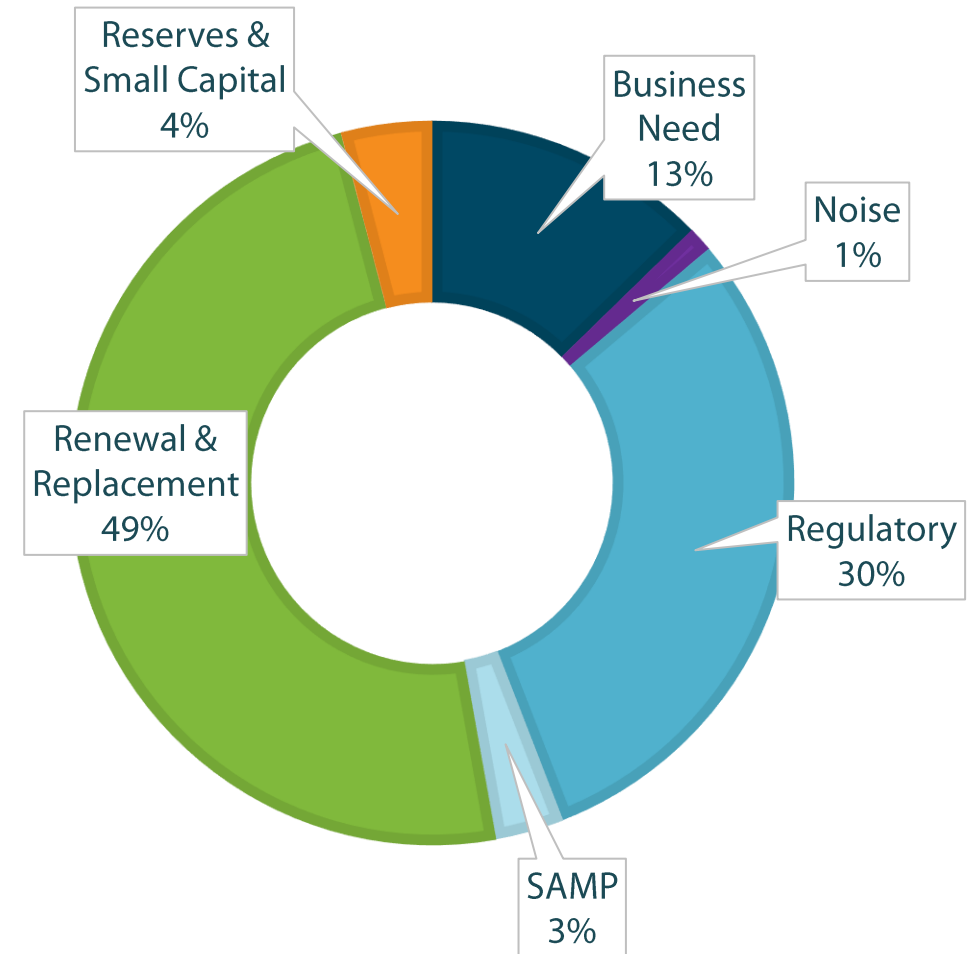


\*Mega projects completed prior to the FIFA World Cup in 2026



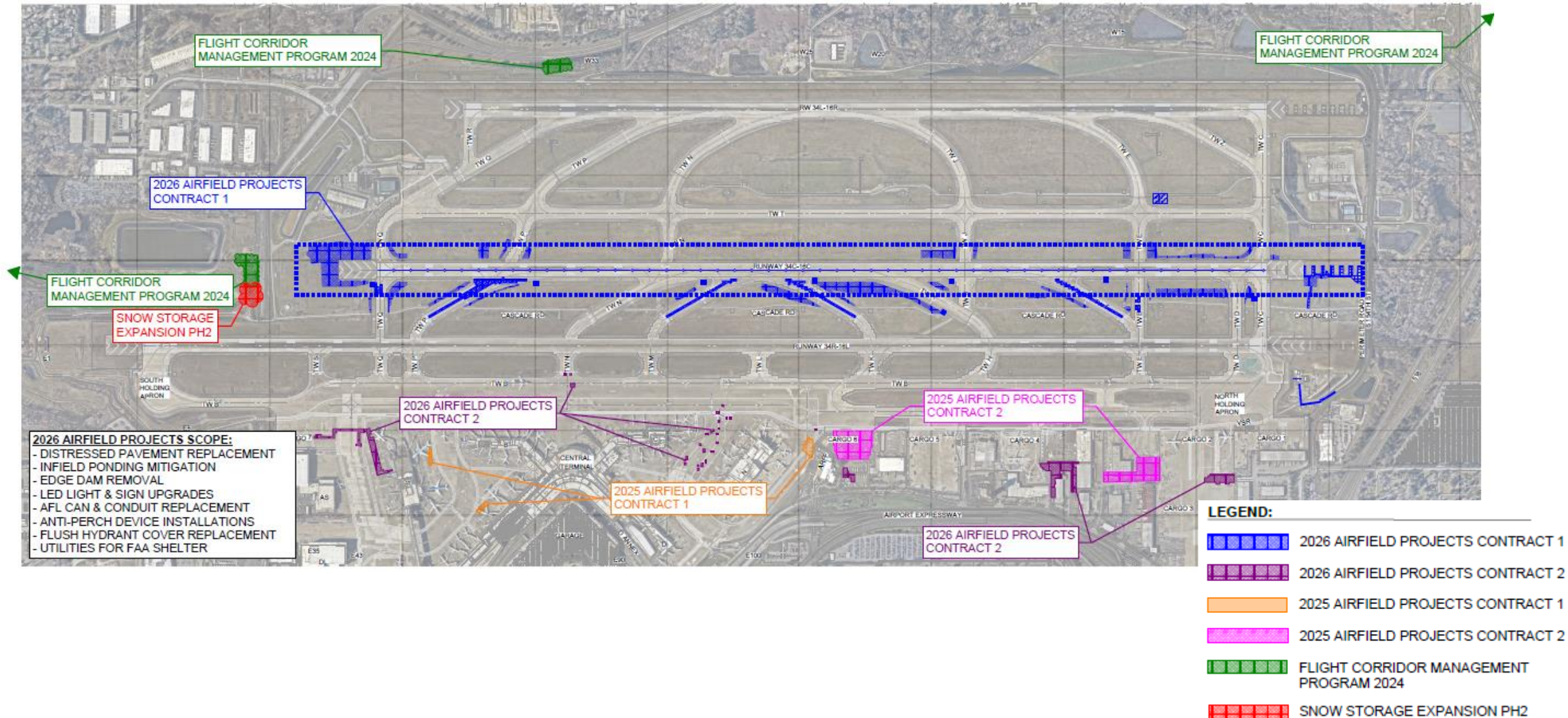
# 2026 – 2030 Capital Forecast

Category	Number of Projects*	Total 5-year Cash Flow*
Regulatory & Contractual	18	\$1.1B
Renewal & Replacement	57	\$1.8B
Business Needs	32	\$470M
Noise	4	\$42M
SAMP Design Pre-approval in SLOA Agreement	1	\$114M
Reserves & Small Capital	7	\$151M
<b>TOTAL</b>	<b>119</b>	<b>\$3.7B</b>



\*Excludes other divisions' projects funded by the airport

# 2026 Airfield Construction Projects





# 2026 Airfield Contract 2



Anticipated Contract Procurement:

Scope:

Total Project Cost:

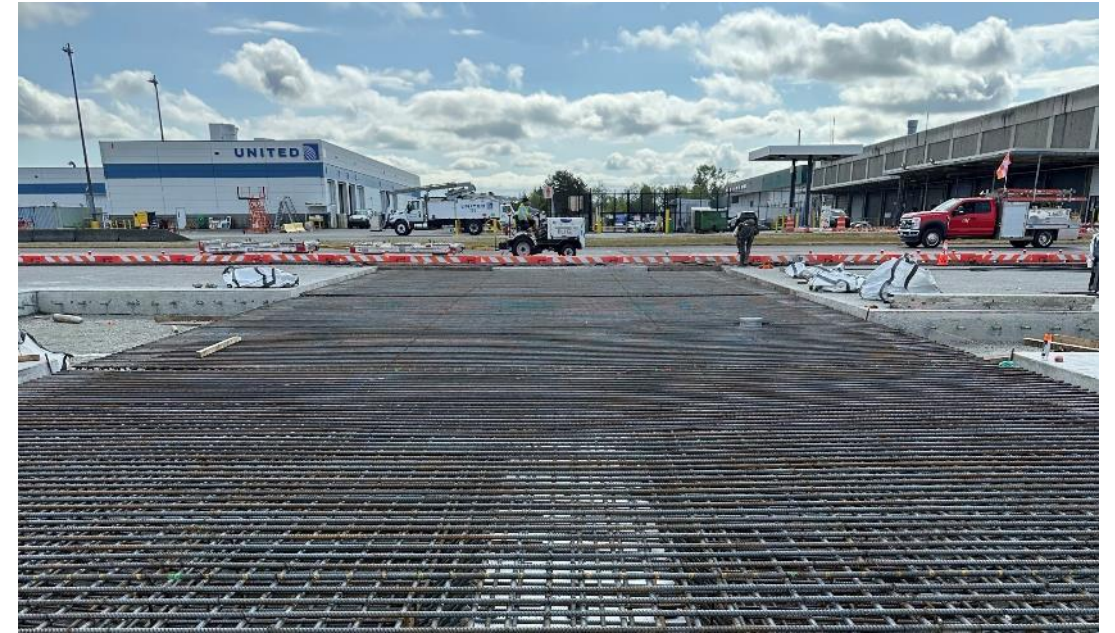
Advertisement Date:

Construction Start:

Construction Complete:

Designer:

CM Support:



Traditional Competitive Bid

Distressed pavement panel replacement using Rapid Set mix, Cargo pavement improvements and encasement of SPU watermain, ductbank installation.

\$23M

Dec. 2025

Q1 2026

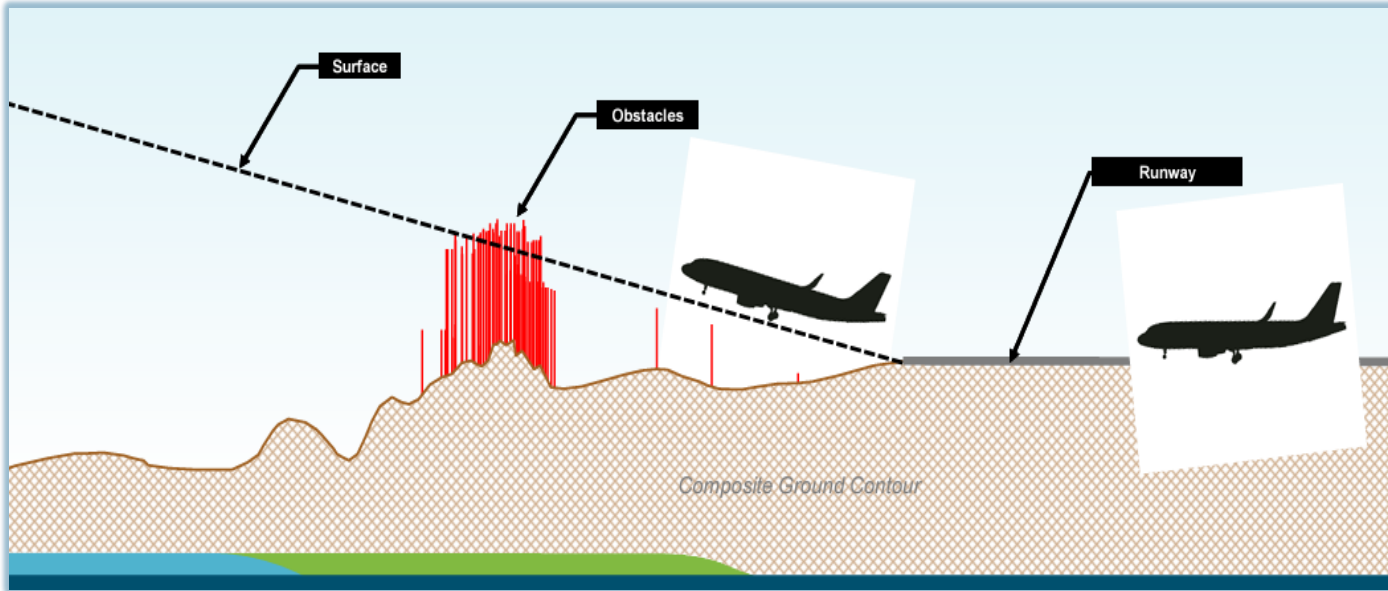
Q4 2026

Jacobs

Port staff



# Flight Corridor Management Program



Anticipated Contract Procurement:

Scope:

Total Project Cost:

Advertise Date:

Construction Start:

Construction Complete:

Designer:

CM Support:

Traditional Competitive Bid

Remove existing and anticipated obstructions consisting of trees around the Airport; replant trees of compatible species in appropriate locations

\$9.7M

Jan. 2026

Q3 2026

Q4 2026

HNTB

Port staff and Consultant

# 1947 Watermain(North Bound Airport Expressway Preservation)



Anticipated Contract Procurement:

Scope:

Total Construction cost:

Advertisement Date:

Construction Start:

Construction Complete:

Designer:

CM Support:

Major Works Construction

Replace 16" watermain via open trench construction  
Pavement restoration renewal and replacement.

~ \$3.5M - \$7.5M

February 2026

Q3 2026

Q2 2027

Huitt-Zollars

Port Staff augmented by Consultants.



# S Concourse Evolution – Subcontractor Packages



Anticipated Contract Procurement:

Scope:

Total Construction cost:

Size:

Construction Start:

Construction Complete:

Designer:

CM Support:



Design Bid Build for Trade Packages

Full renovation of the S Concourse at SEA. Trade packages include:

~\$1.5B - \$1.7B

~538,000 SF

Q3 2026

Q3 2035

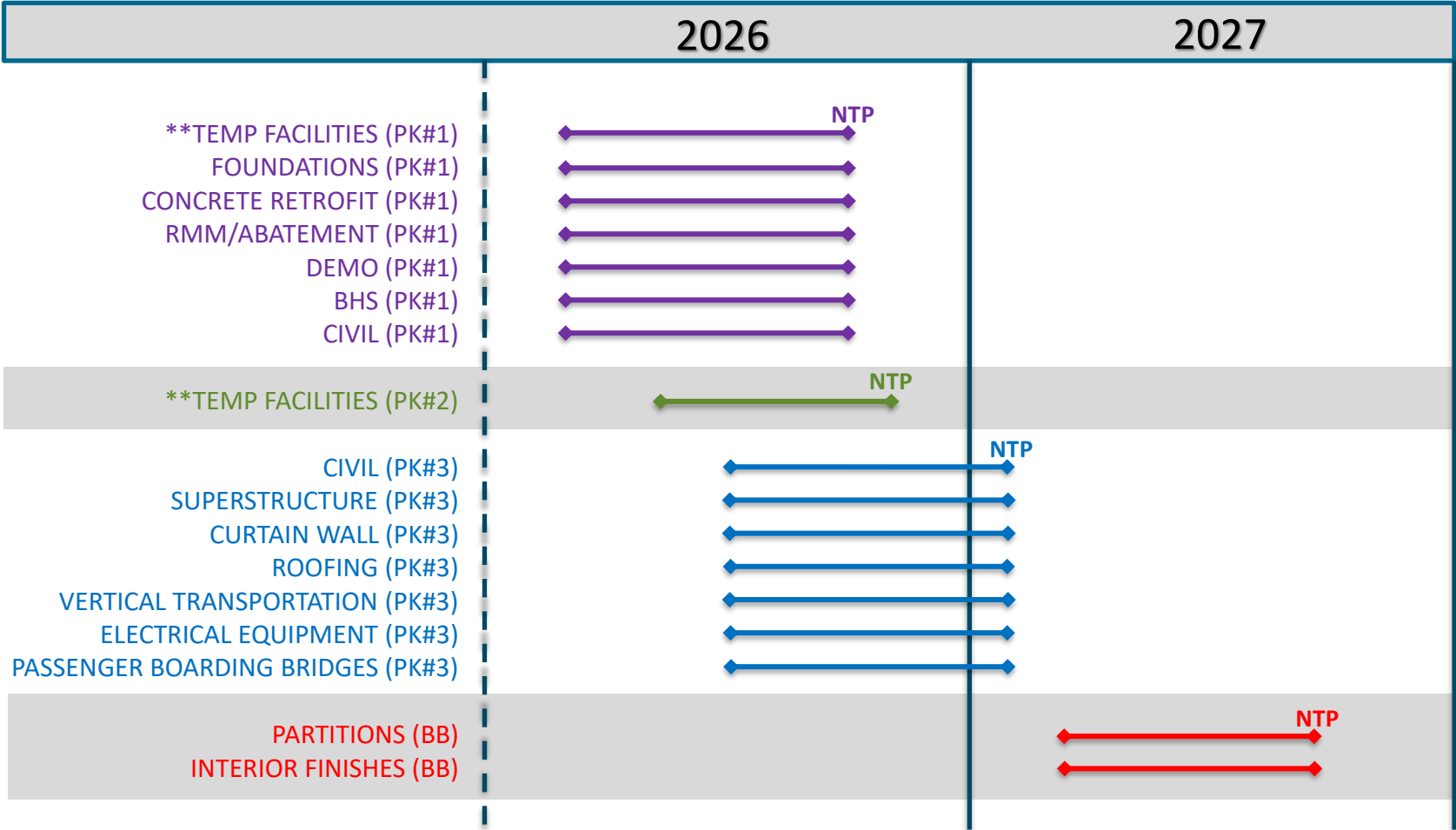
AECOM

Port Staff augmented by Consultants.

# Bid Packaging Plan

- Multiple bid packages beginning Q1 2026 – Q1 2027
  - The project will be delivered in 4 main phases.
  - The project is Federally Funded – DBE participation requirement is 5%
  - Negotiated Support Services Solicitation (Full project duration \$100M-\$120M)
  - Daily Journal of Commerce will be utilized for all bid packages.

SCE Purchasing Schedule – by Design Package



Bid Package	Basis Design Docs	Est. Bid Start
BP.A	PK#1	Q1 2026
BP.B	PK#2	Q2 2026
BP.C	PK#3	Q3 2026
BP.D	BB	Q1 2027

\*\*Anticipated opportunities for small GC



SEA S Concourse Evolution



An aerial photograph of Seattle, Washington, showing the city skyline, the waterfront, and Mount Rainier in the background. A large green rectangular overlay with rounded corners is positioned in the upper half of the image, containing white text. The text reads: "2025 Maritime Projects", "Tin Nguyen,", and "Waterfront Project Management Group Director".

# 2025 Maritime Projects

Tin Nguyen,  
Waterfront Project Management Group Director



# Waterfront Capital Programs

## Maritime Division

- 5-year CIP 2026 – 2030: **\$610 million**

## NWSA North Harbor

- 5-year CIP 2026 – 2030: **\$250 million**

## Environmental Remediation and Other Projects

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

# Upcoming 2026 Opportunities

Service Agreements	Type	Sch./Est. Contract Amount
• Fishermen's Terminal Rehabilitation - <b>advertised</b>	Project Specific	Q4 2025 (\$2M) – <b>DUE 1/5/26</b>
• Planning and Project Management (3)	IDIQ	Q1 2026 (\$ 4M each)
• Roofing Design Services (2)	IDIQ	Q1 2026 (\$3M each)
• MMSO – Vehicle Fleet Facility & Electrical Upgrade	Project Specific	Q3 2026 (\$2M)
Construction: Building	Delivery Method	Sch./Est. Contract Amount
• T91 Uplands Redevelopment - Subcontracting	PDB	Q1 2026
• Fishermen's Terminal C-15 Building Misc. Imp.	DBB	Q4 2026 (\$8-12M)
• Pier 69 Third Floor Terrace Repairs	DBB	Q4 2026 (<\$1M)
• Bell Street & P69 Elevator Controls Upgrade	BES	Q4 2026 (<\$5M)
Construction: Marine/Civil	Delivery Method	Sch./Est. Contract Amount
• T91/P66 Cruise Shore Power Extension – Subcontracting	PDB	Q4 2025
• <b>Emerson Street Sinkhole Repair</b>	<b>DBB</b>	<b>Q2 2026 (&lt;\$2M)</b>
• <b>T91 LED Lighting Upgrade</b>	<b>DBB</b>	<b>Q3 2026 (&lt;\$4M)</b>
• Fishermen's Terminal Entrance/Exit Paving	DBB	Q4 2026 (<\$2M)
• <b>T25 South Env. Clean-up and Habitat Restoration</b>	<b>GC/CM</b>	<b>Q4 2026 (\$100-120M)</b>

# Emerson Street Sinkhole Repair



Anticipated Contract Procurement:

Scope:

Total Project Cost:

Contract Advertisement:

Construction Start:

Design-Bid-Build

Excavate and replace a portion of a combined storm water/s sewer line that has come disconnected from the main King County line. Will require traffic control as the work will be taking place in the roadway.

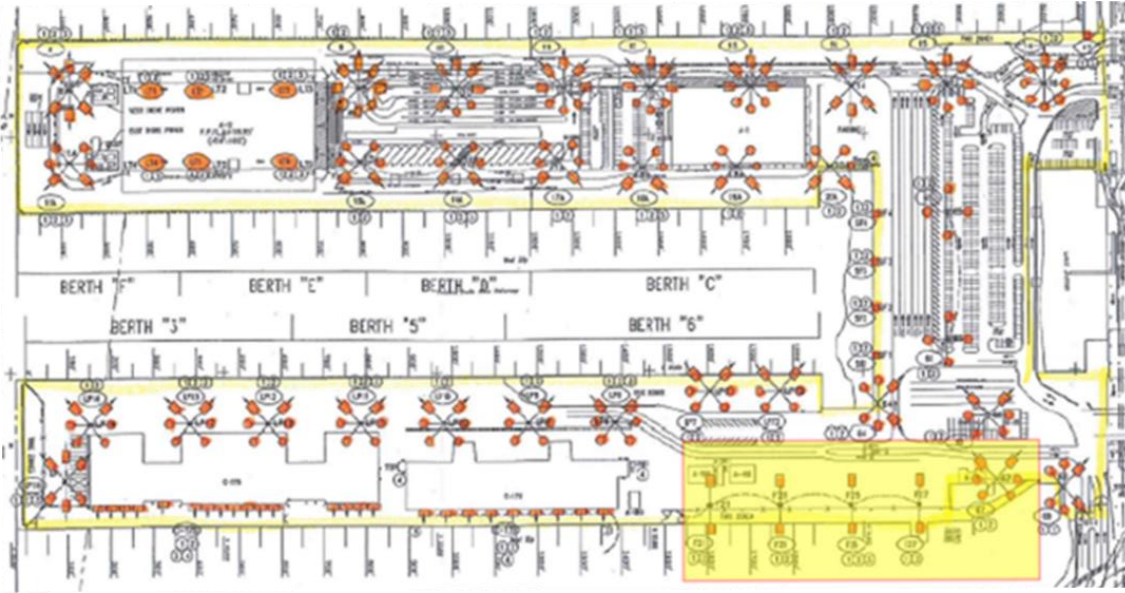
\$1M

Q2 2026

Q3 2026



# T91 LED Lighting Upgrade



Anticipated Contract Procurement:

Scope:

Total Project Cost:

Design Start:

Contract Advertisement:

Construction Start:

Design-Bid-Build

Retrofit high mast fixtures, new light controls and meters

\$4M

Q3 2025

Q3 2026

Q4 2026



# T25 South Restoration



Conceptual representation – subject to regulatory approvals

Anticipated Contract Procurement:

Total Estimated Project Cost:

Scope:

Design Start:

Contract Advertisement:

Construction Start:

GC/CM

\$168M

9 acres of contaminated upland soils & in-water sediment remediation; shoreline creosote treated timber removal; and construction of restored environmental off-channel habitat

Q2 2026

Q4 2026

Q1 2029

# ADDITIONAL OPPORTUNITIES AROUND THE PORT

**Emily Ho**

Diversity in Contracting Program Manager

[ho.e@portseattle.org](mailto:ho.e@portseattle.org)



# Port Construction Services

Procurement Title	Estimated Amount	Est. Advert.
Electrical Unit Price Contract Portwide	\$350K	Q2
Electrical Unit Price Contract Portwide	\$1M	Q4
Asphalt Paving and Striping Unit Price Contract Portwide	\$350K	Q1
HVAC/Plumbing Unit Price Contract Portwide	\$1.25M	Q1
Regulated Materials Abatement (RMM) Unit Price Portwide	\$350K	Q4
Telecommunications Unit Price Portwide	\$350K	Q4

# Office of Equity Diversity and Inclusion

Procurement Title	Estimated Amount	Est. Advert.
Community Outreach for Maritime Careers	\$540K over 3 years	Q1 2026
Industry Liaison for Maritime Careers	\$660K over 3 years	Q1 2026
Language Interpretation and Translation Services	\$300K over 3 years	Q1 2026
SKPCF: Economic Opportunities for Communities START Program (Capacity Building Administrator with Subcontract Requirement)	\$1.5M over 4 years	Q1 2026
SKPCF: Community Outreach and Engagement	\$450K over 4 years	End of Q1 2026
SKPCF: Program Evaluation – Storytelling with Data and Dashboard Development	\$150K over 3 years	Q3 2026

# Human Resources

Procurement Title	Estimated Amount	Est. Advert.
Online Compliance Training	\$102K	February 2026
Temp Staffing Agency Services - Administrative	\$500K	May 2026
Employee Engagement Survey	\$260K	March 2026
Affirmative Action Consulting	\$90K	June 2026



# Information Technology

Procurement Title	Estimated Amount	Est. Advert.
PeopleSoft Consulting IDIQ (Consulting, Configuration, Development, Testing)	\$4M	Q3 or Q4 2026
Technology Services IDIQ (General Technology Position Staff Augmentation i.e. PM, Test, Development)	\$5M	Q4 2026
Virtualization Consulting IDIQ	\$200K	Q1
Networking Consulting IDIQ	\$500K	Q1

# Accounting and Financial Reporting

Procurement Title	Estimated Amount	Est. Advert.
Actuarial Valuations	\$150K over 6 years	May-July 2026
Accounts Payable Automation Software System	\$800K over 10 years	Q2 2026

# Aviation Maintenance Facilities Services

Procurement Title	Estimated Amount	Est. Advert.
Zone 2 Custodial Contract	\$11M	February 2026

# Environmental

Procurement Title	Estimated Amount	Est. Advert.
Three (3) Energy Compliance and Decarbonization IDIQ contracts	\$2.5M per contract over 5 years	TBD
Three (3) Maritime Environmental Review and Permitting IDIQ contracts	\$5M per contract over 5 years	Q3 2026
Two (2) Maritime Environmental Management & Compliance Services contracts	\$2M per contract over 5 years	Q4 2026 or Q1 2027
Stormwater Utility IDIQ	\$3-5M over 5 years	Q3 2026

# Next Steps

1. Register onto [VendorConnect](#) so you will be notified of contracts in your line of work
2. Sign up to the [Diversity in Contracting mailing list](#) for our weekly opportunities digest and the latest news and events
3. Attend relevant PortGen events and pre-bid/pre-proposal meetings to network, team and learn more about the Port



# 2026 PortGen Trainings and Events

## Learning Opportunities

PortGen 101: Essentials for Working at the Port	Monthly
PortGen First Looks: Insight on upcoming projects	

Advanced PortGen	Fall
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Business Accelerator Mentorship Program	Fall
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Capacity Building Mentorship Program	Spring
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## Networking Opportunities

Construction Day	Winter
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Architecture, Engineering and Design Day	Spring
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Planes Trains and Automobiles	Summer
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Aviation & Maritime Maintenance PortGen	Fall
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Year-End Celebration	Winter
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Seattle-Tacoma  
International  
Airport

# Port of Seattle Small & Diverse Business Recognition Program

# Purpose

- Celebrate high-performing Small & Diverse businesses.
- Recognize contributions to Port projects through exceptional work, innovation, and partnership.
- **2025 focus:** Design firms and consultant Project Managers.
- **Nominations:** Submitted by AVPMG staff across multiple award categories.
- **Selection:** Evaluated by change team review panel.

# V+M Structural, Inc.

## Innovation Champion

### Landside Pavement Project



# Jacobsen Daniels Associates

**Prime Diversity Champion**

**Multiple Tenant Projects**

# Richmond Construction Consulting, LLC

Collaboration & Communication Champion

Post IAF Airline Realignment Project

# HNTB Corp.

## Prime Diversity Champion

### Widen Arrivals Project

# Geodesic Studios, LLC

## Innovation Champion

Post IAF Airline Realignment Project





# 2025 Port of Seattle Business Accelerator Program Graduation



# Agenda

- **Welcome & Opening Remarks – Huda Al-musawi, VP NWMMSDC**
- **Program Reflection - Huda Al-musawi, VP NWMMSDC**
- **Class Speaker – Jimmy Matta, President, Ahora Constructions**
- **Graduation and Certificate Presentation**
- **Closing Remarks – Stephen Metruck, Port of Seattle Executive Director**
- **Thank you and wrap-up**



# Huda Almusawi

Vice President

**NWMMSDC**





# Overview of Council

**The Northwest Mountain Minority Supplier Development Council is a leading organization dedicated to advancing the success of minority-owned businesses. Through certification, development programs, and strategic connections to major corporations and public agencies, NWMMSDC helps businesses grow, compete, and thrive in today's marketplace.**

**To learn more about us visit our website at :  
<https://www.nwmmsdc.org>**





# Our Partnership

**The Port of Seattle and the Northwest Mountain Minority Supplier Development Council (NWMMSDC) have joined forces to launch the 2025 Business Accelerator Program.**

**This partnership combines the Port's commitment to equitable economic growth with NWMMSDC's expertise in developing and advocating for minority-owned businesses. Together, they are creating opportunities for diverse entrepreneurs to access resources, build capacity, and expand their reach.**



# Thank You to Our Partners



# Thank You to the Port Leaders!

- **Mian Rice**, Diversity in Contracting, Director
- **Emily Ho**, Community Engagement and Training Program Manager
- **Lisa Tran**, Diversity in Contracting WMBE Advisor
- **John Wellons**, Aviation Chief Development Officer
- **Neepaporn “A” Boungjaktha**, Managing Director Economic Development
- **Kelvin Dankwa**, Community Engagement Professional and Project-Program Coordinator
- **Janice Zahn**, Chief Engineer
- **Sofia Mayo**, Director, Central Procurement Office
- **Jeff Hollingsworth**, Director, Risk Management

# Thank You to Our Mentors



**David Molina**  
Molinas Construction



**Enrique Alvarez**  
PCL Construction



**Jay Oleson**  
Arup



**Jason Jones**  
Hensel Phelps



**Kurt Trevan**  
nClude Capital



**Kate Kleyman**  
McKinstry



**Danny Keim**  
Mortenson



**Patrick McQueen**  
PCL Construction



# Thank You to Our Mentors



**Fernando Martinez**  
**Santa Fe Street Consulting, LLC**



**Alison Tierney**  
**WSP**



**Robin  
Strom**  
**Mortenson**



**Alex Rolluda**  
**Rolluda Architects**



**Brad Cooper**  
**Hoffman**



**Vu Nguyen**  
**Howard S. Wright**

# Thank You to Our Instructors



**Dr. Tenny Mickey, PhD**  
POV Collaborative, Inc



**Ricardo  
Ibarra**  
Trio Group



**Brooklyn Dient, CHO**  
The Happiness Consulting  
Company



**Michael Verchot**  
UW Foster School of Business



**Oliver Scott**  
Seattle Credit Union



**Mark Wornath**  
Seattle Credit Union



**Rowena Dacones**  
BECU



**Michelangelo Bustamante**  
Native American Bank

# Thank You to Our Instructors



**Paulo Rossi**  
Craft3



**Kara Skinner**  
Integrity Surety



**Ryan Beatty**  
Branch Richards & Co



**Shahzad Qadri**  
Wong Fleming



**Kate  
Kleyman**  
McKinstry



**Jerry Rice**  
HUB International



**Fernando Martinez**  
Santa Fe Street Consulting, LLC



# Thank You to Our Cohort Members



**Christine Nancarrow**  
Pacific Stormwater



**Tony Gallina**  
Aqua-Terr Systems, Inc.



**Jennifer Thuma**  
Grayscale Design Studio



**Jimmy Matta**  
Ahora Construction



**Valerie Thiel**  
SAGE Architectural



**Edwin Wanji**  
Sphere Solar Energy



**Xiaoping Zhang**  
Concord Engineering



# Thank You to Our Cohort Members



Miguel Ortega  
GO Spectrum NW,  
LLC



Matthew Aalfs  
Building Work



Linda Stroud  
Jimale Technical Services



Hardy Li  
Convergent Pacific



Rene Hurtado  
Hurtado Consulting



Scott Lundt  
LED Trail

# Port of Seattle Accelerator Program - TIMELINE

## Phase I: May – June 2025

1. Define Accelerator Program Goals and Objectives
2. Foster Understanding and Acceptance of Accelerator Purpose
3. Develop the Accelerator Program
  - a. Create Reporting Process
  - b. Formulate Marketing Plan
  - c. Plan Stakeholder Outreach/ Engagement Process
  - d. Map and Develop Program Application Process

## Phase II: June – August 2025

1. Launch Accelerator Program Application Process
2. Assess Applicant Alignment to Program Goals, Objectives, and Purpose
3. Committee Recommends Viable Program Participants
4. Select 13 – 14 Participants for the Accelerator Program
5. Develop Learning Session Curriculum
6. Activate Accelerator Participant web portal

## Phase III: Sept. – Dec. 2025

1. Program Kick-off by the Port of Seattle
2. Launch of the Accelerator
  - a. Conduct Program Kickoff
  - b. Deliver 8 Learning Session
    - Sept. 11 – Dec. 4, 2025
3. Provide 34 Hours of Training and Development per Cohort Associate
  - a. Include Classroom Instruction and Networking Opportunities
4. Conduct Mid-Program Meeting with Port of Seattle Personnel
  - a. Administer Mid-Program Survey
5. Facilitate Mentor-Protégé Engagements

## Phase IV: Dec. 2025 – Dec. 2026

1. Conduct Final Learning Session
2. Celebrate Accelerator Program Graduation
3. Administer Final Program Survey
4. Prepare and Deliver 2025 Final Program Month Reporting
  - a. June 2026: Conduct Accelerator Survey/Check-in and Deliver Report
  - b. December 2026: Conduct Accelerator Survey/Check-in and Deliver Report

# Program Overview (10 Sessions)

**Port of Seattle Business Accelerator Program –  
Session Overview Kick-off Session | September  
11, 2025**

**Learning Session 1 | September 18, 2025 Topic:  
Building a Value Proposition**

**Learning Session 2 | October 2, 2025 Topic:  
Business Plan Development; How to Market  
Your Company & How to Incorporate AI**

**Learning Session 3 | October 9, 2025 Topic:  
Sales Development Training**

**Learning Session 4 | October 23, 2025 Topic:  
Financial Services Panel**

**Mid-Session | October 30, 2025 Topic: Doing  
Business with the Port of Seattle and Labor  
Agreements**

**Learning Session 6 | November 13, 2025 Topic:  
Accounting & Legal Strength**

**Learning Session 7 | November 20, 2025 Topic:  
Surety Bonding & Insurance**

**Learning Session 8 | December 4, 2025 Topic:  
Setting Up Your Business for Future Success**

**Graduation Event | December 16, 2025, Topic:  
Recognition and Celebration**

# Cohort Impact and Outcomes

## **Who Participated:**

- Founders, presidents, principals, and senior leaders
- Construction, engineering, architecture, environmental, clean energy, and consulting firms
- Women, minority and small to medium-sized businesses across the region

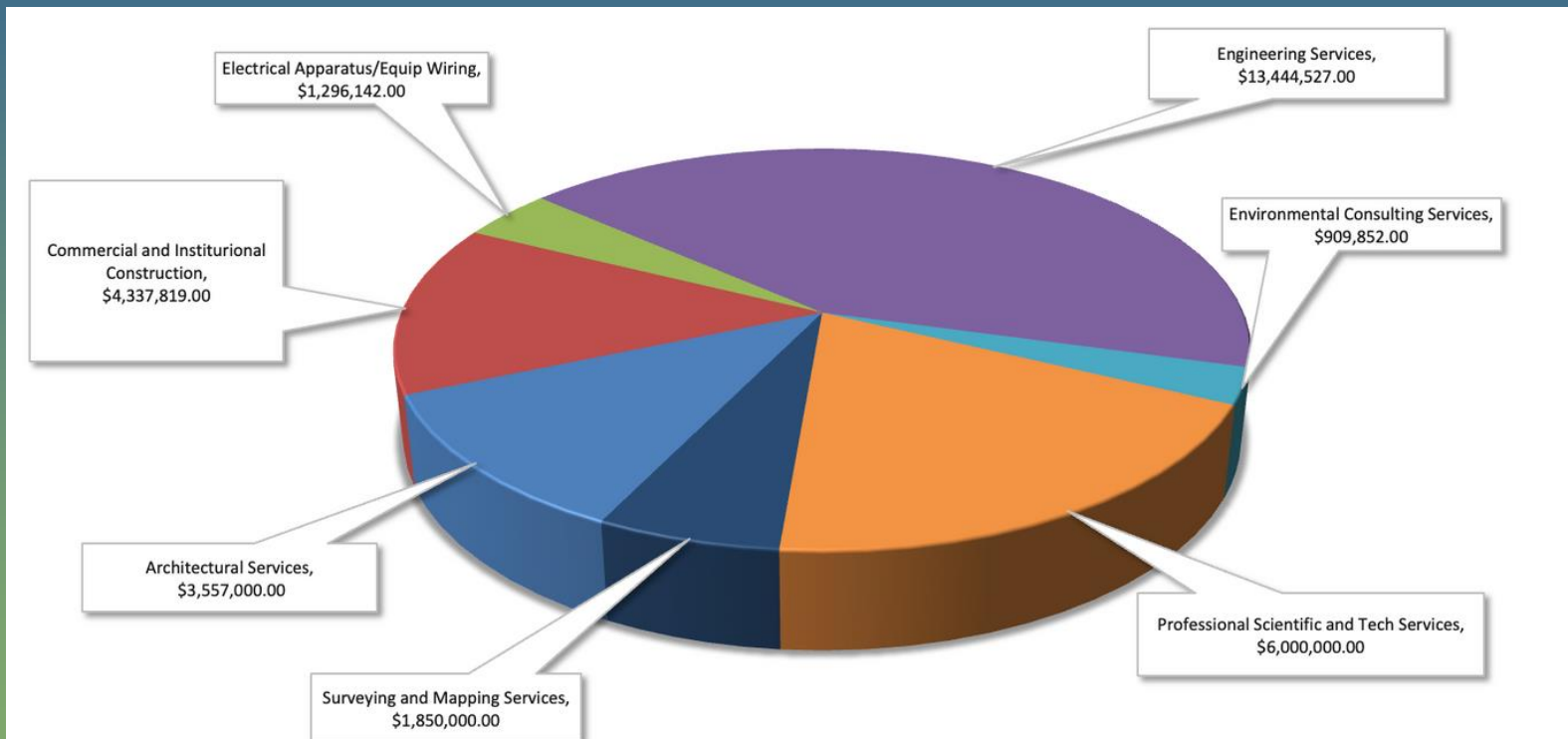
## **How the Cohort Benefited:**

- Strengthened financial, accounting, bonding, and insurance readiness
- Refined marketing, sales, and growth strategies for scaling
- Increased understanding of Port of Seattle and public contracting
- Built strong peer, mentor, and Port staff relationships
- Applied tools immediately to improve operations and profitability



# Port of Seattle Accelerator Cohort Firms

## Aggregate Revenue: \$31.40 Million

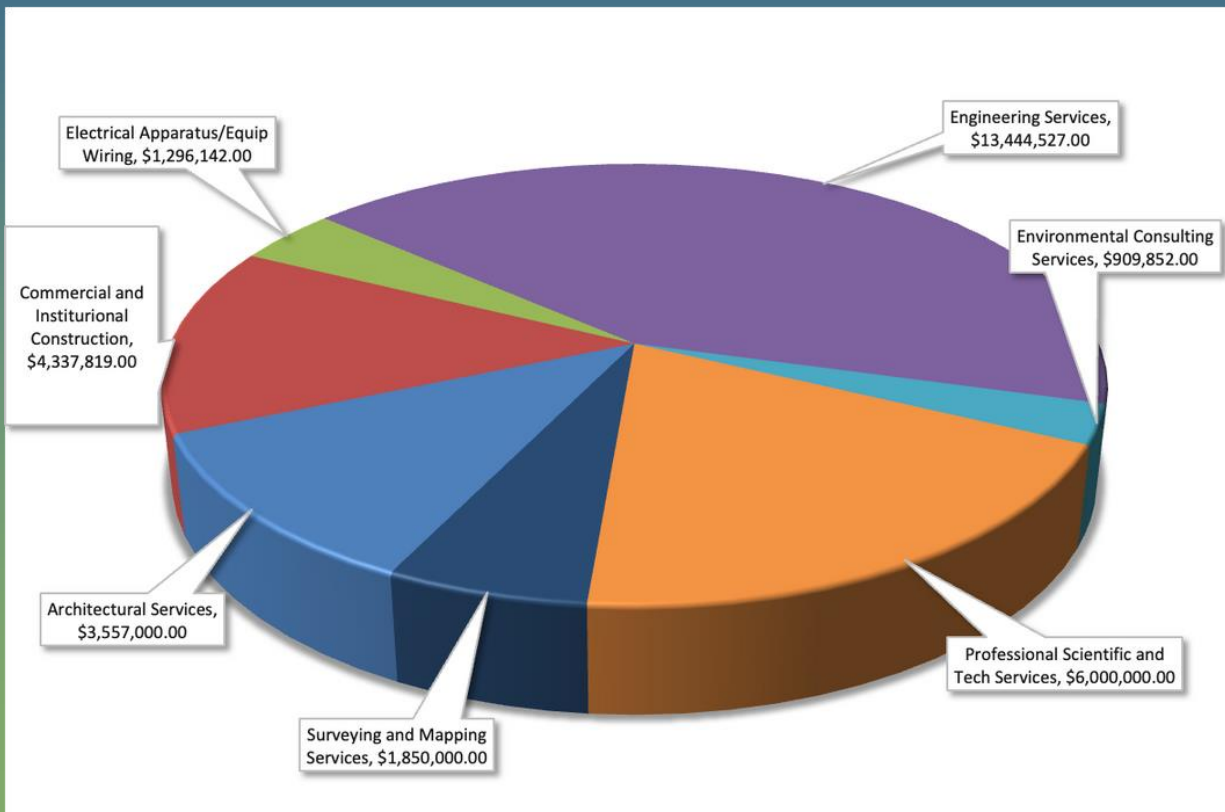


**Employs 168 regional workers**

**Average business tenure: 15.5 Years**

**Generate an average of \$2.14 million in annual revenues**

# Port of Seattle Accelerator Cohort Firms Generate \$98.31 million in Economic Activity



- Supports 506 Regional Jobs
- Stimulates \$38.47 Million in Wages
- Generates \$59.84 Million in Economic Activity Across 52 Industries

# **Jimmy Matta**

Class Speaker

## **Ahora Construction**



# Graduation and Certificate Presentation







# Christine Nancarrow

*QISP, QSP/QSD, CESCL*

*Managing Principal*

## **Pacific Stormwater**

"I cannot speak highly enough of this experience – the content, the speakers, and the peer support are top-notch. "



*Port of Seattle Business Accelerator Program*

SEA  
International  
Airport



# Hardy Li

*President*

## Convergent Pacific

"Got to know some of the Port key staff and mentoring companies and personnel. Good connecting and interacting with classmates."



*Port of Seattle Business Accelerator Program*

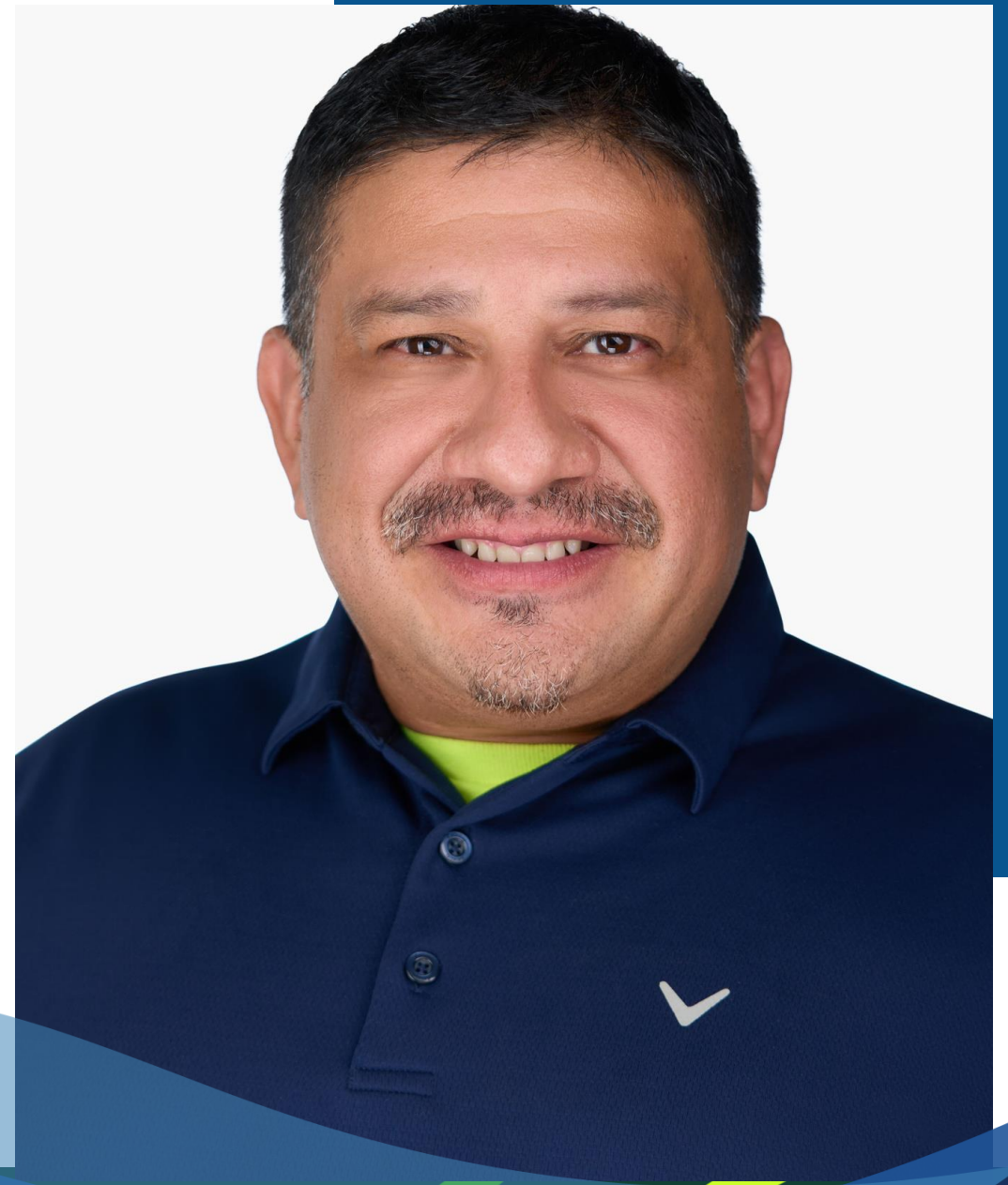


# Jimmy Matta

*President & Founder*

## Ahora Construction

"The sessions on financial management were especially valuable in helping me understand the steps needed to consistently move the company toward profitability."



*Port of Seattle Business Accelerator Program*





# Linda Stroud

*Business Development Director*

**Jimale Technical Services**

"I am grateful for the opportunity to participate in this impactful program."



*Port of Seattle Business Accelerator Program*

SEA  
International  
Airport





# Mathew Aalfs, AIA

*Founding Partner*

## BuildingWork

"Through this program and I have broadened my professional network and learned from experts in business development, marketing, strategic planning, finance, and legal services. "



*Port of Seattle Business Accelerator Program*

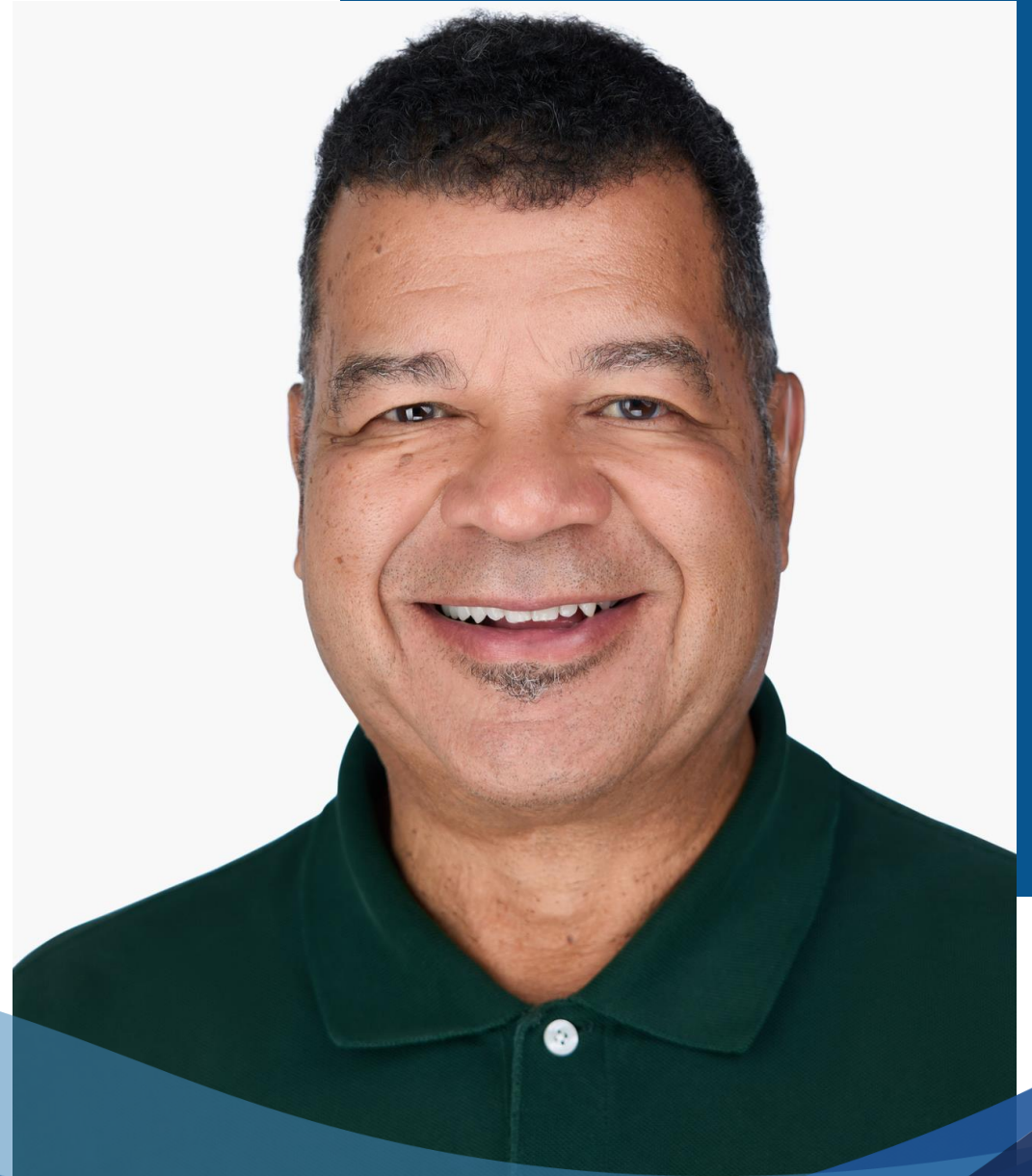


# Miguel Ortega

*Principal/Geologist*

**GO Spectrum NW**

"I found the Accelerator Program to be fascinating in the sense that it reinforced my core tenets of business."



*Port of Seattle Business Accelerator Program*



# Rene Hurtado

*Owner/ Sr. Construction, Cost, Risk  
and Schedule Specialist*

**Hurtado Consulting**

"Overall, it has been an eye-opening and  
informational experience."



*Port of Seattle Business Accelerator Program*





# Scott Lundt

*Co-Owner*

## LED Trail

"The biggest value, though, came from the network of leaders in the cohort who were learning and building alongside me."



*Port of Seattle Business Accelerator Program*





# Valerie Thiel

*Founding Principal*

**Sage Architectural Alliance**

"With the support from the Business Accelerator Program, we have set our goals on growing our business while maintaining quality and long-term clients."



*Port of Seattle Business Accelerator Program*

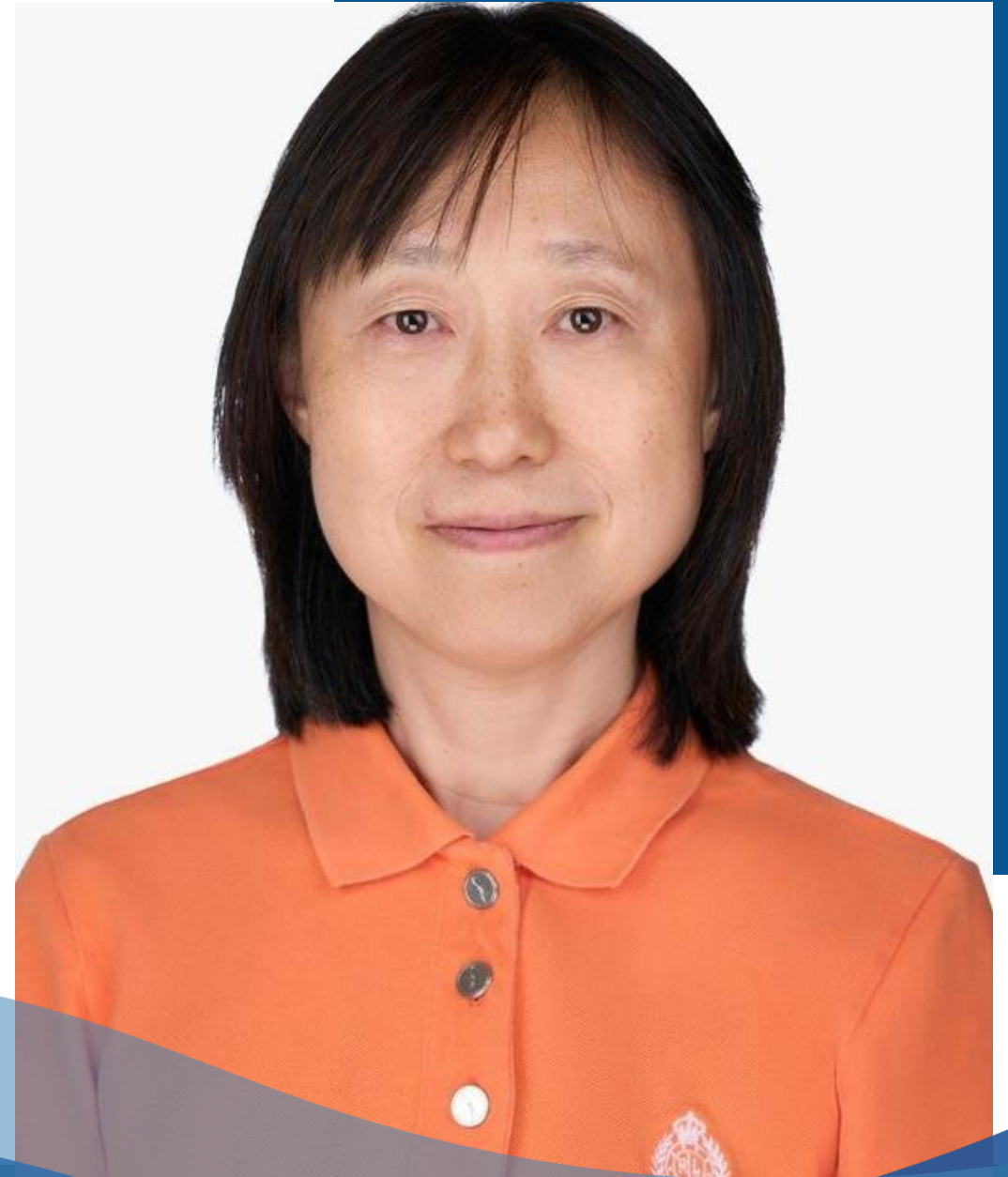


# Xiaoping Zhang

*Founder & President*

## Concord Engineering

"Each class in the program was highly informative, and I gained valuable insights that I can directly apply to my business."



*Port of Seattle Business Accelerator Program*



# Edwin Wanji

*CEO and Founder*

## Sphere Solar Energy

Edwin sees the program as a gateway to strengthen workforce training and create more jobs through the company's apprenticeship program.



*Port of Seattle Business Accelerator Program*



# Jennifer Thuma

*Founder/Owner*

## Grayscale Design Studio

"Spending time with other like-minded small business owners and talking through our similar trials and tribulations was refreshing and comforting. "



*Port of Seattle Business Accelerator Program*





# Tony Gallina

*Manager and Environmental Consultant*

## Aqua-Terr Systems

"Through it [the program] I have learned specific transformative concepts that I have implemented to profit already in just over the time I have spent [here]..."



*Port of Seattle Business Accelerator Program*

# Stephen Metruck

Executive Director

**Port of Seattle**



# Thank you & Congratulations

## Port of Seattle BAP Cohort Members!



# THANK YOU!

Please make your way to the East Atrium to begin networking.  
Light refreshments will be served in this space in 10 minutes.

