



# South King and Port Communities Fund Economic Opportunities for Communities

*What to Know Before and During the Application Process - 2026*



# Topics Covered Today

- **Background**
  - SKPCF and 2026 Investments
- **Before You Apply**
  - Eligibility and Core Foundations
  - Self-Assessment Tool
- **After the RFP Release**
  - Where to find the RFP
  - Tips for Submitting Application
  - What happens after you submit the application?
  - Who to contact

# Background – *Who are we?*

**Port of Seattle is a special purpose government.**

## **Mission**

“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.”

## **Port Commissioners**

- King County voters select five Commissioners for four-year terms.
- Sets Port policies through resolutions and directives.

### COMMISSIONERS



Ryan Calkins



Sam Cho



Fred Felleman



Toshiko Grace Hasegawa



Hamdi Mohamed

### EXECUTIVE DIRECTOR



Stephen P. Metruck



# Background – *Who are we?*

## We own and operate:

- Seattle-Tacoma International Airport (SEA)
- Fishermen's Terminal
- Public marinas

## We also own:

- 2 cruise ship terminals
- Marine cargo terminals
- Grain terminal
- Real estate assets



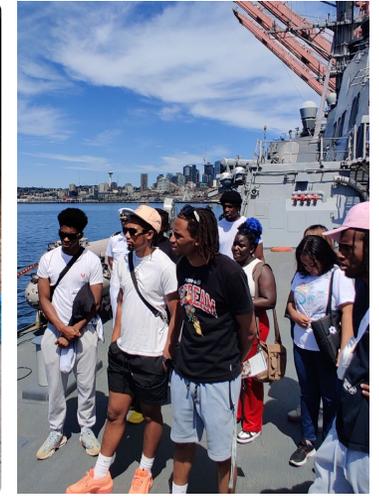
# South King and Port Communities Fund (SKPCF)

## MISSION

The Port removes systemic barriers and enhances the quality of life for structurally excluded communities. We do so by increasing access to living wage jobs in Port-related industries, improving public spaces, and investing in community-led projects.

## VISION

SKPCF is a model for partnerships that address structural inequities, creates thriving communities, and advances equity for all.



# What is the SKPCF?

**\$14 million Port community investment from 2025-2029**

**Three priority areas:**



**Workforce Development**  
“Economic Opportunities  
for Communities Program”



**Environment**  
“Environmental  
Improvement Program “

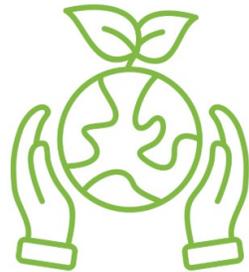


**Small Businesses**  
“Diversity in Contracting”



**Small Businesses**

“Diversity in Contracting”



**Environment**

“Environmental Improvement Program “



**Approximately \$2.0M for 2026 RFP coming out March 9, 2026**



**Workforce Development**  
“Economic Opportunities for Communities Program”

# Economic Opportunities for Communities (EOC)

## Purpose Statement:

To increase access and visibility of port-jobs and careers to communities in South King County through community-led career-prep and readiness programs in **Port-related industries (maritime, aviation, construction trades and green jobs)**



### Equity Centered

Focused on communities living or working in the low-equity regions surrounding Seattle-Tacoma International Airport (SEA)



### Career-Prep and Readiness

Programs providing awareness, exploration, preparation and training opportunities



### Community-Led

Contracting directly with community-based organizations with demonstrated experience and trust within communities



### Port-Related Industries

Jobs and careers specific in Aviation, Construction Trades, Green Jobs and Maritime (RCW 53.08.245)



# Two Funding Tracks

- There are two funding tracks for eligible organizations to partner with the Port of Seattle to fulfill EOC's purpose:

## Partnership Track

- Build or expand career awareness and career prep programs in Port-related industries
- Up to \$115,000 for 1 year
- Up to \$275,000 for 2-3 years

**RFP: March 2026**

## Capacity Track

- Receive mentorship and capacity building to create a program in Port-related industries
- Stipend for 6-8 months

**Summer 2026**

# Which track should I apply to?

- It depends on each organization's experience with Port-related industries.

## Partnership Track

### Organizations who are:

- Currently providing Port-related industry workforce development programs/services
- Have previous or existing knowledge and experience about port-related jobs and careers, or contracting with a partner who has the technical knowledge and experience



## Capacity Track

### Organizations who are:

- Currently providing basic workforce development (resume building, interview coaching, job readiness navigation)
- Have zero to minimal knowledge about Port-related industry jobs and careers and **interested to learn more**



# Partnership Track: Before You Apply

## Is your organization eligible?

- Experience in Port-related industries
- Communities served
- Geographic funding area

## Does your program align with SKPCF EOC requirements and goals?

- Port-related industries
- Career prep and readiness

# Is your organization eligible?

- One of the following organizations:
  - Non-profit 501-c3
  - Chambers of Commerce 501-c6
  - Fiscal sponsor
- Experience with job pathway programs to Port-related industries
- Experience and history working with structurally excluded communities in South King County



# South King and Port Communities Project Eligibility Area

## **Six near-airport cities – Priority Area**

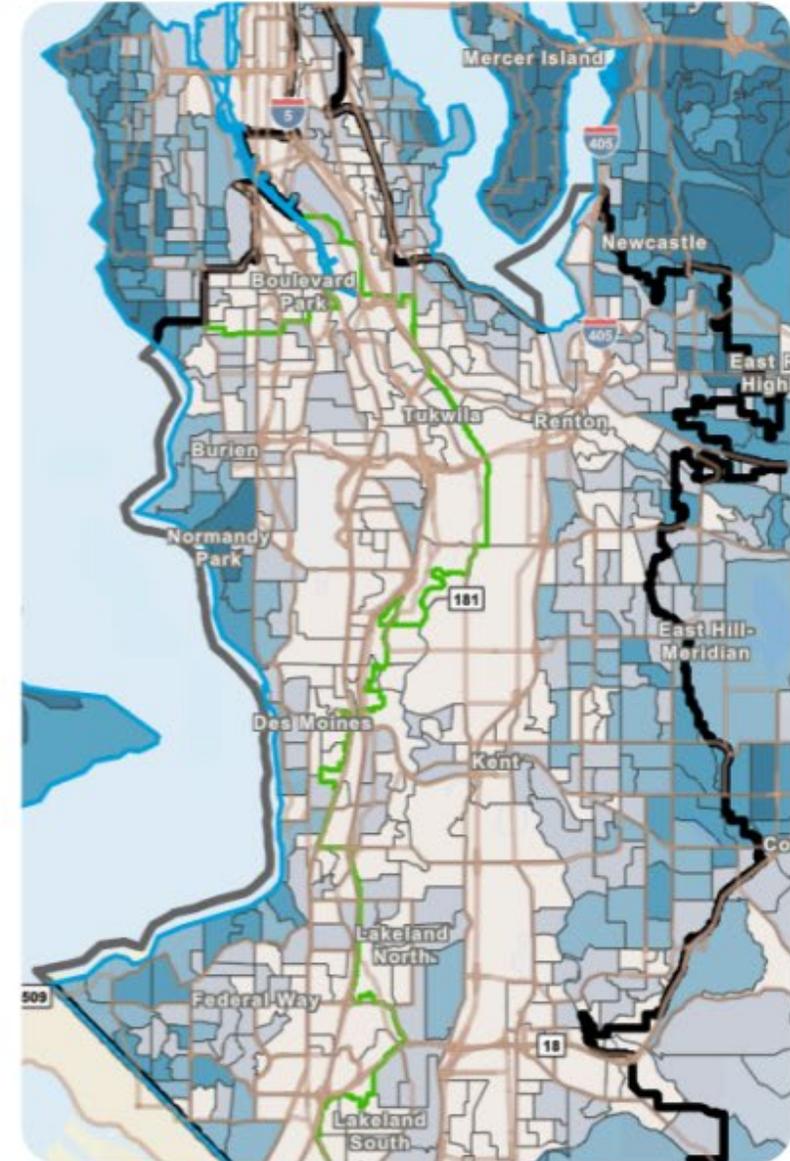
Burien  
Tukwila  
SeaTac  
Normandy Park  
Des Moines  
Federal Way

## **South King County cities**

Renton  
Kent  
Auburn  
Algona  
Pacific

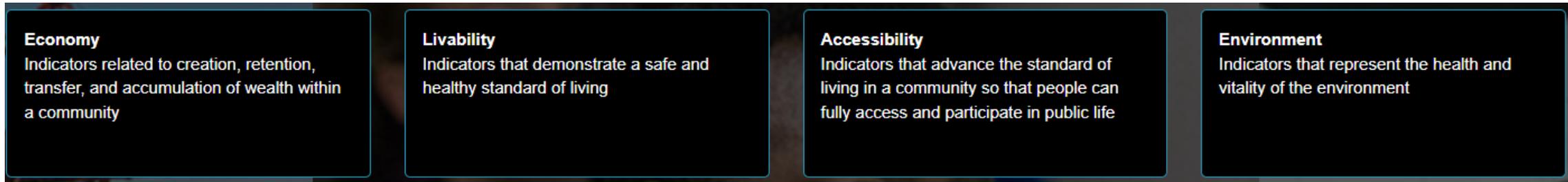
## **Extension area**

Duwamish Valley  
Beacon Hill



# Tool: Port Equity Index

- Online mapping tool (link: [Equity Index - Port of Seattle](#))
- Takes 4 indicators to provide an equity-score



– Lower equity score = lower score in the 4 indicators

# Does your program align with SKPCF EOC requirements and focus?

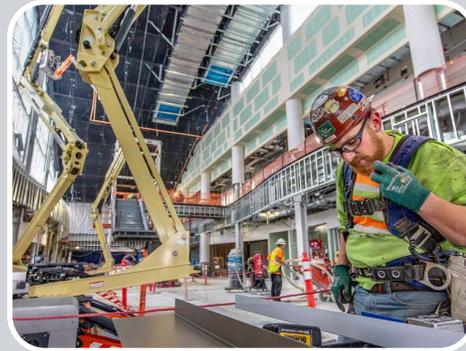
- Requirement: Port-related Industries
- Focus: Career prep and readiness

# What are Port-Related Industries?



- Wages paid in Port-related activities **exceed** regional averages across other occupation categories.

# Examples of Port-Related Industry Jobs



## Aviation

- Airport-based jobs
- Aircraft manufacturing
- Military aviation
- Air safety specialist
- Aviation maintenance technicians
- Supply and cargo logistics
- Airfield operation

## Construction Trades

- Construction (roads, highways, infrastructure)
- Specialized trades (electricians, plumbers, masons, etc)

## Green Jobs/Careers

- Stormwater management
- Habitat restoration
- Sustainable transportation
- Environmental compliance
- Environmental sustainability

## Maritime

- Sailor
- Marine oilers
- Able-bodied sea persons
- Mechanics
- Machinists
- Riggers
- Marine carpenters
- Navigation
- Shipping

# Green Jobs Definition

- Green Job/Green Career means a job or career needed to operate and sustainably manage Port assets. Green jobs/green careers provide the skilled and diverse workforce in King County required by the Port to satisfy environment and sustainability commitments identified in the Century Agenda and support the Port's operations.

# NOT Port-Related Industry



**X** General Retail



**X** General Service Industry



**X** Legal



**X** Human Resources



**X** Other Professions not specific to Port-related Industries

# Why Port-related Industries?

The Port of Seattle is a special purpose government.

**RCW [53.08.245](#). Economic development programs authorized—Job training and education.**

## Summary:

1. Allows economic development and workforce training as valid public purpose of ports
2. Allows ports to contract for programs, such as job training and placement, job advancement and retention, pre-apprenticeships and more connected to port-related industries
3. Requires a port to formally declare that workforce development efforts will provide a public benefit and align with economic development goals
4. Requires annual, measurable outcomes to be reported

# Career Prep and Readiness

What is your program focus?

-  Experiential
-  Navigation  
*Scopes of Work*
-  Retention
-  Training



What activities and outcomes will you deliver?



# What is your program focus?



## Experiential

Increasing awareness and exposure about Port-jobs to communities



## Navigation

*Scopes of Work*

Helping individuals get from Point A to Point B in their career pathway in Port-jobs



## Retention

Providing support for individuals to complete/graduate from a program and/or upskill in a Port-job



## Training

Facilitating technical training and competencies required for Port-jobs

# What activities and outcomes will you deliver?



# Awareness

## **Awareness:**

Provide information about jobs and careers in Port-related industries and how to explore one's own ability and interests.

### **Example Activities specific to Port-related industries:**

- Workshops
- Career days
- Job research and skills assessment
- Guest speakers
- Lunch and learn series
- Interactive or video presentation tools

**Level of engagement with employers:** Low



Family workshop about Port-related industries

# Exploration

## **Exploration:**

Provide opportunities be exposed to and identify skills required for jobs and careers in Port-related industries

### **Example Activities specific to Port-related industries:**

- Career fairs
- Worksite tours
- Informational interviews
- Simulation
- Job shadows
- Mentorship

**Level of engagement with employers:** Low-Medium



Worksite tour

# Preparation

## **Preparation:**

Provides on-going, hands-on opportunities to learn the skills required for jobs and careers in Port-related industries

### **Example Activities specific to Port-related industries:**

- Readiness curriculum
  - Resume consultation, mock interview
- Vocational ESL specific to Port-related industries
  - Does not cover general ESL
- Work-simulation projects
- Service-learning projects (on-going)
- Cooperative work experiences
- Short-term internships

**Level of engagement with employers:** Medium



Work-simulation projects

# Training

## **Training:**

Provides specific trainings and competencies to pursue jobs and careers in Port-related industries

### **Example Activities specific to Port-related industries:**

- In-language curriculum-based training
- Certified trainings
- On the job training
- Internship
- Pre-apprenticeship

**Level of engagement with employers: High**



Training

# Examples

- **List of Program Summaries:**
  - [SKCPF EOC Website: Current and Past Projects](#)
  
- **Partner Highlight Videos:**
  - [World Relief](#)
  - [Highline College Welcome Back Center](#)

# Service Agreement vs Grant



Service Agreement	Grant
Requires regular and detailed reporting	Reporting may be limited (e.g., 1-2 reports at end of grant cycle)
Payments are tied to deliverables and milestones	Payments support project costs; can be in lump-sum or in increments
Deliverables are contracted obligations	Deliverables are based on proposed project outcomes
Generally open to qualifying organizations	Applications may be solicited or unsolicited
Public funds governed by WA State RCWs	Typically funded and managed by private philanthropic entities

# Support for Partners

- **Program Staff are available to support partners**
  - Kick-off meeting
  - Orientation and training
  - Quarterly in-person or virtual partner meetings
  - 1:1 technical assistance available as needed before and after Procurement process

# Tool: Self-Assessment

- Take the self-assessment to determine if your organization and program are a right match!

**STEP 1:** Answer the questions in Assessment #1 to find out if your organization meets the eligibility requirements to apply for the SKCCIF, Economic Opportunities of Communities (EOC) Program 2025 funding.

Assessment #1: Organization Eligibility	
1. Is your organization one of the following tax-exempt statuses: <ol style="list-style-type: none"> <li><b>Non-profit organization (501 (c)3), or</b></li> <li><b>Chamber of commerce (501 (c)6), or</b></li> <li><b>Organization with 501(c)3 or 501(c)6 fiscal sponsor</b></li> </ol>	Yes or No
2. Does your organization have history of experience and trust working with underrepresented communities (communities of color, immigrants, refugees, low-income, etc.) who live or work in the <b>geographic regions</b> : <ol style="list-style-type: none"> <li><b>Near-airport cities</b> (Burien, Des Moines, Federal Way, Normandy Park, SeaTac, Tukwila)</li> <li><b>Other South King County cities</b> (Kent, Renton, Auburn, Algona, Pacific)</li> <li><b>Beacon Hill or Duwamish Valley</b></li> </ol>	Yes or No
3. Does your organization have <b>workforce development experience and relationships with partners in at least one of the Port-related industries</b> : <ol style="list-style-type: none"> <li>Aviation</li> <li>Construction Trades</li> <li>Green Jobs/Careers</li> <li>Maritime</li> </ol>	Yes or No

**STEP 2:** If you answered YES to all three questions in Assessment #1, answer the questions in Assessment #2 to make sure your program proposal is a good match with EOC Program requirements.

Assessment #2: Program Proposal Requirements	
1. Will the proposed program be <u>located within</u> any of the <b>geographic regions</b> : <ol style="list-style-type: none"> <li><b>Near-airport cities</b> (Burien, Des Moines, Federal Way, Normandy Park, SeaTac, Tukwila)</li> <li><b>Other South King County cities</b> (Kent, Renton, Auburn, Algona, Pacific)</li> <li><b>Beacon Hill or Duwamish Valley</b></li> </ol>	Yes or <a href="#">No</a>
2. Will the proposed program be provided to <b>historically underrepresented communities</b> , such as: <ol style="list-style-type: none"> <li>Communities of color</li> <li>Immigrants and refugees</li> <li>Low-income communities</li> <li>Other economically vulnerable communities</li> </ol>	Yes or <a href="#">No</a>
3. Will the proposed program be focused on at least one specific <b>Port-related industry</b> : <ol style="list-style-type: none"> <li>Aviation</li> <li>Construction Trades</li> <li>Green Jobs/Careers</li> <li>Maritime</li> </ol>	Yes or <a href="#">No</a>
4. Will the proposed program, services and activities utilize any of the <b>strategies</b> : <ol style="list-style-type: none"> <li>Awareness – provide information to increase knowledge about the Port-industry</li> <li>Exploration – provide experiential opportunities to increase exposure to the Port-industry</li> <li>Preparation – provide continuous opportunities to gain skills to pursue the Port-industry</li> <li>Training – providing training to gain competency to enter jobs/careers in the Port-industry</li> </ol>	Yes or <a href="#">No</a>

# Where can I find the RFP?

## VendorConnect

← ↻ 🏠 🔒 https://hosting.portseattle.org/sops/#/Dashboard

Port of Seattle VendorConnect

**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 may search our solicitations, vendors, and view the event calendar as a guest.

[🔍 Search Current/Past Solicitations](#) [🕒 Future Solicitations](#) [📅 Search Publicly Viewable Vendors](#) [📅 Event Calendar](#)

- Don't need an account to view or apply.
- You can access documents even if not registered
- **Highly recommend to create an account to stay up to date on Port's RFPs releases.**

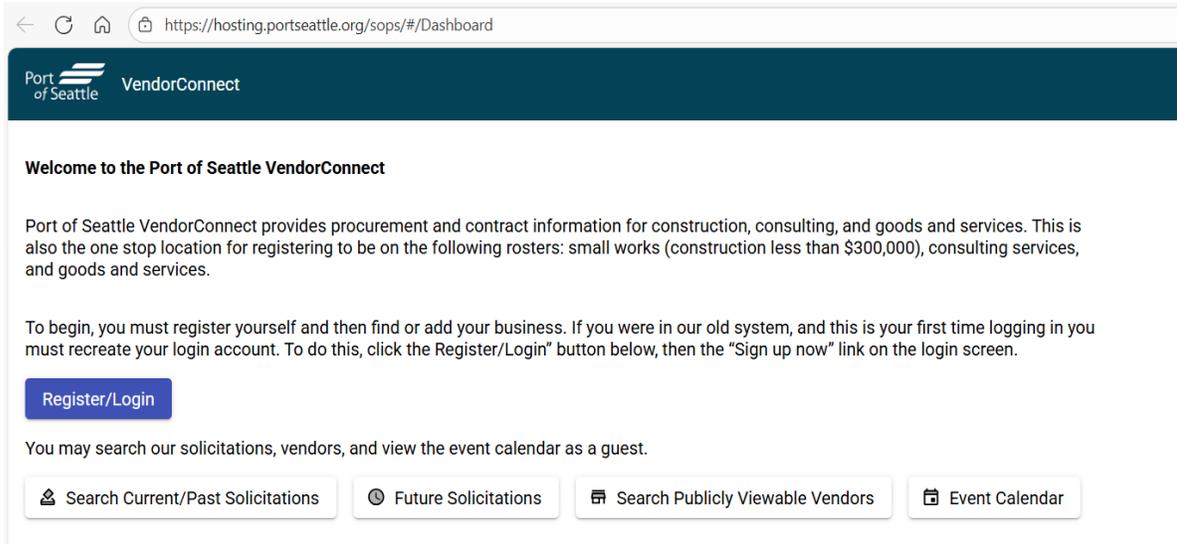
# Where can I find the RFP?

The screenshot shows the 'VendorConnect' dashboard for the Port of Seattle. The page title is 'DASHBOARD > SOLICITATION INDEX'. Under the heading 'Current Solicitations', there is a sub-heading: 'A list of Future and Open solicitations with the Port of Seattle. Use the filter to search all solicitations.' Below this is a search bar with the text 'Search Solicitations' and a close button. To the right of the search bar are several filter buttons: 'Select Status...', 'Select Category...', 'Select Work Type Ta...', and 'Select NAICS Code'. There is also a 'HIDE FILTER' button and an 'export to excel' button with a download icon. The main content is a table with the following columns: 'Number', 'Title', 'Bid Due', 'Category', and 'Status'. The table contains eight rows of data, each with a blue highlight on the 'Number' column.

Number	Title	Bid Due	Category	Status
MC-0322063	Generator Controls - BES	Feb 25, 2026, 2:00:00 PM	Major Construction	Open
MC-0322042	EV Chargers for Fleet	Feb 25, 2026, 2:00:00 PM	Major Construction	Open
00322457	Organizational Continuity & Resiliency (OCR) Strategic Engagement	Feb 20, 2026, 12:00:00 PM	Consulting Services	Open
00322584	00322584 Clean Ports Grant Community Capacity Building Consultant	Feb 19, 2026, 1:00:00 PM	Consulting Services	Open
25-180	Waste and Recycle Compactors	Feb 12, 2026, 2:00:00 PM	Goods and Services	Open
00322670	00322670 RFI Civil-Environmental Engineering Sponsoring and Mentoring	Feb 9, 2026, 2:00:00 PM	Consulting Services	Open
00322638	Planning and Project Management IDIQ	Feb 9, 2026, 12:00:00 PM	Consulting Services	Open
MC-0322362	HVAC Mechanical & Plumbing Portwide Unit Price 2025-2	Feb 5, 2026, 2:00:00 PM	Major Construction	Open

- March 9, 2026
- Type in **South King and Port Communities Fund** in the Search Solicitations box

# Why register for VendorConnect?



**View current and past solicitations**

**Receive E-mail notifications of bid opportunities**

**Be accessible to Port staff who are looking for diverse partners**

# Tips for Submitting Application



- Submit application **on time or earlier**
- Stay within the page limits
- If the application is not received on time, ***WE CAN'T GUARANTEE IT WILL BE REVIEWED***

# Tips for Submitting Application

12:00 PM (NOON)



Cut and paste email address [e-submittals-sa@portseattle.org](mailto:e-submittals-sa@portseattle.org)



Must received by 12:00 PM (NOON) PST on April 20, 2026

# Tips for Submitting Application

- **Submission confirmation email**
- **Reach out to Nicole Chu ([chu.n@portseattle.org](mailto:chu.n@portseattle.org)) if you don't receive the confirmation within 1 hour**

**From:** e-submittals-sa <[e-submittals-sa@portseattle.org](mailto:e-submittals-sa@portseattle.org)>

**Date:** January 26, 2026 at 16:30:40 PST

**To:** Kayla Clark <[REDACTED]>

**Subject:** Automatic reply: [EXTERNAL] Test POS Automatic Reply

Thank you for your submittal. Both your email and its attachments have been received by the Bid Desk.

Best Regards,  
Port of Seattle  
The Central Procurement Office  
Where a sustainable world is headed.

# Tips for Submitting Application

## Application Checklist

- Exhibit 1: Cover Sheet (PDF)
- Exhibit 2: Application Form (PDF)
- Exhibit 3: Narrative (Word)
- Exhibit 4: Work Plan (Word)
- Exhibit 5: Budget Template (Excel)
- Exhibit 7: Sample Terms and Conditions (if applicable) (Word)
- Exhibit 8: Company Information (Excel)
- Current IRS letter verifying the nonprofit organization's 501(c)3 or 501(c)6 tax-exempt status
- Letters of support
- Fiscal sponsor letter (if applicable)



# What happens after application is submitted?

RFP is available

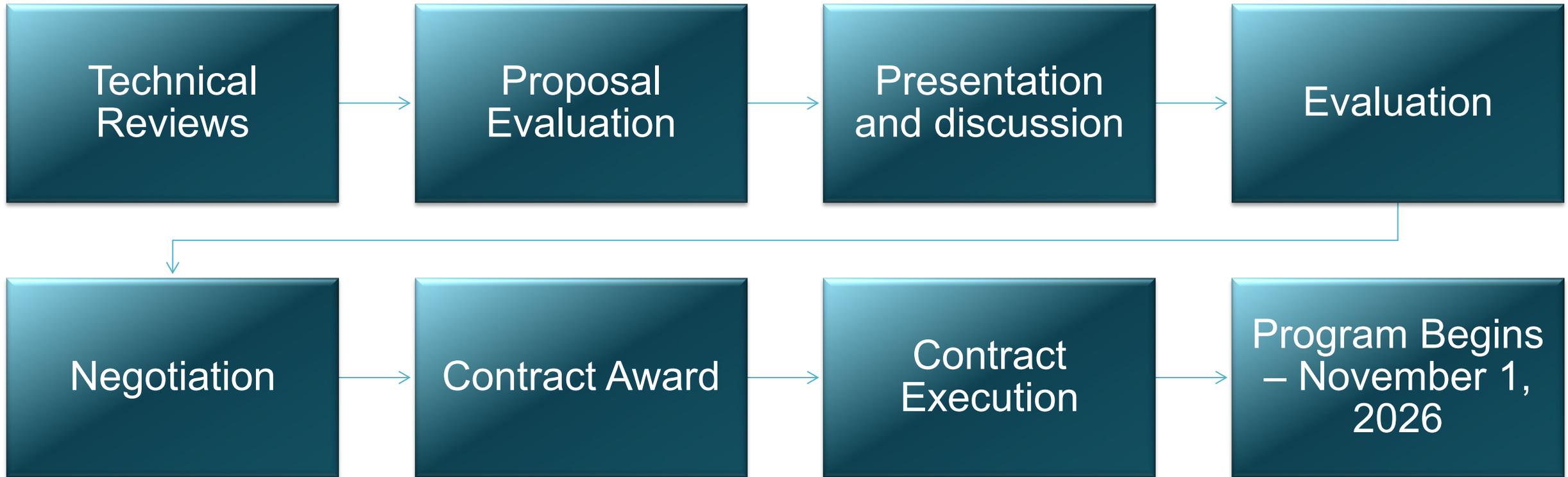
**March 9, 2026**

**April 20, 2026**

RFP Closes  
Applications due by  
12:00 PM (NOON)  
PST



# What happens after application is submitted?



# Next Steps

Be on the lookout	Dates	Where to find it
<p><b><u>Self-Assessment Tool</u></b>            Answer questions to determine if your organization is eligible and a good fit for this funding</p>	<p>1<sup>st</sup> Week of March</p>	<p>On <a href="#">SKPCF Funding Opportunities Page</a></p>
<p><b><u>Information Sessions (3 Virtual)</u></b>            Come learn about the RFP with an opportunity to ask questions related to the RFP. Topics include timeline, evaluation criteria, required forms and more! All info sessions will share the same material.</p>	<p><b>Info Session 1:</b> Wednesday, March 11, 2026            3:00 PM –5:00 PM (PST)</p>	<p>On <a href="#">SKPCF Funding Opportunities Page</a></p>
	<p><b>Info Session 2:</b> Wednesday, March 18, 2026            10:00 AM – 12:00 PM (PST)</p>	<p>Published in the RFP</p>
	<p><b>Info Session 3:</b> Wednesday, March 25, 2026            11:00 AM – 1:00 PM (PST)</p>	
<p><b><u>Technical Assistance Virtual Office Hours (4 Virtual)</u></b>            Read the RFP, start your application and join a drop-in TA session if you have questions or need clarification</p>	<p><b>TA Session 1:</b> Wednesday, April 1, 2026            10:00 – 11:00 AM (PST)</p>	<p>On <a href="#">SKPCF Funding Opportunities Page</a></p>
	<p><b>TA Session 2:</b> Tuesday, April 7, 2026            12:00 – 1:00 PM (PST)</p>	<p>Published in the RFP</p>
	<p><b>TA Session 3:</b> Monday, April 13, 2026            3:00 – 4:00 PM (PST)</p>	
	<p><b>TA Session 4:</b> Tuesday, April 14, 2026            10:00-11:00 AM (PST)</p>	

# Your point of contact *before, during and after* the Procurement Process?



## BEFORE and AFTER Procurement

Cathy Vue, Program Manager

[vue.c@portseattle.org](mailto:vue.c@portseattle.org)



## DURING the Procurement Process

Nicole Chu, Procurement Officer

[chu.n@portseattle.org](mailto:chu.n@portseattle.org)

