

DELIVERING OPPORTUNITY

CONSTRUCTION INDUSTRY DAY

Welcome! We will begin at 9:00AM

Port 
of Seattle®



Welcome and Opening Remarks

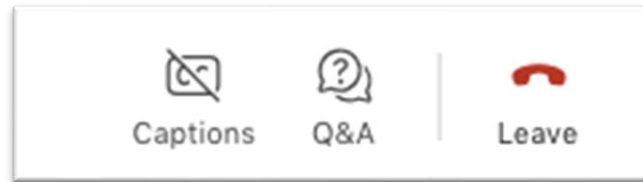
Mian Rice,

Director of Diversity in Contracting



Housekeeping and Meeting Logistics

- Construction Industry focus today
- This meeting will be recorded and posted online
- Presentation slides will be sent to your emails after this meeting ends
- Microphone and camera access will be limited to presenters
- Post questions in the Q&A at the top right corner of this window



- Event continues: In-person networking 2-5pm at SEA Airport
- Two hour presentation with no breaks



1

CONSTRUCTION
ACROSS THE
PORT

2

PANEL
DISCUSSION

3

NEXT
STEPS

1

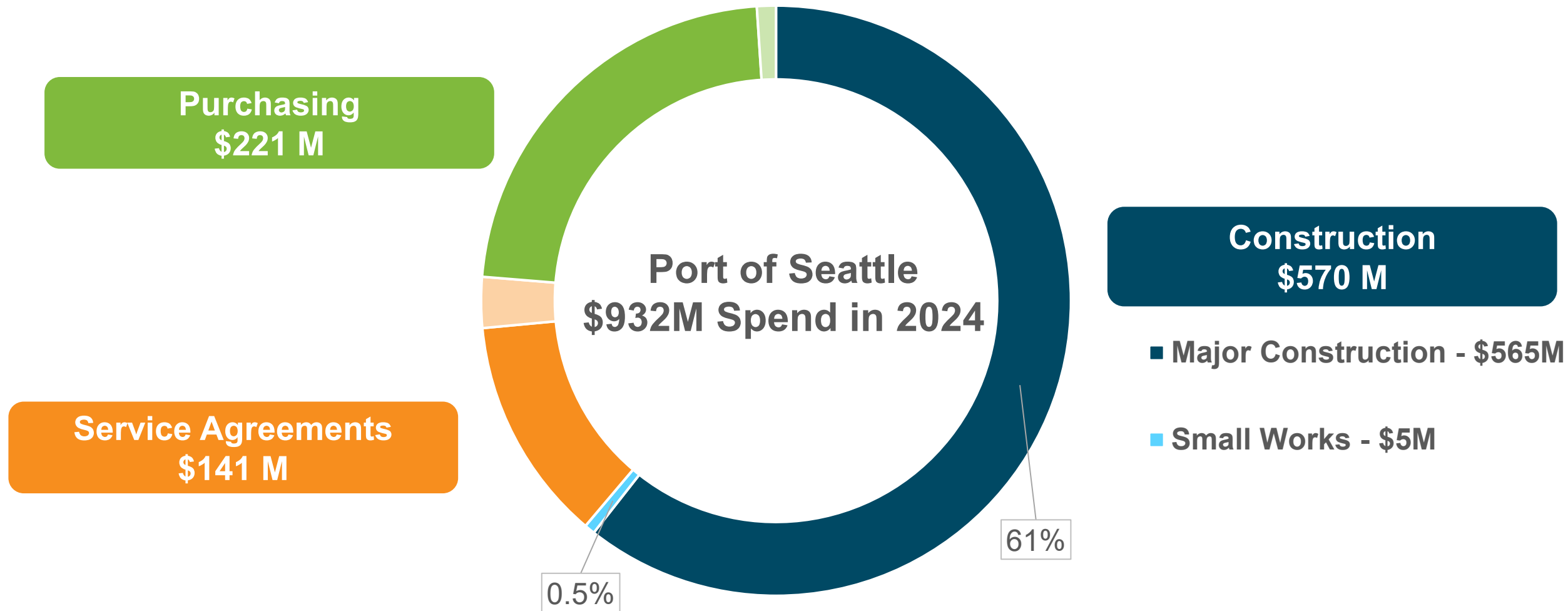
CONSTRUCTION ACROSS THE PORT

Become familiar with:

- ✓ The various teams across the Port that purchase construction
- ✓ The many different types of construction opportunities at the Port
- ✓ Specific upcoming construction contracts



2024 Port Spend



Diversity in Contracting

Purpose:

Advance equity and address contracting disparities by increasing the utilization of Women and Minority-Owned Business Enterprises and other disadvantaged firms

Current Goals 2026 – 2030:

- Increase the amount of spend on WMBE contracts to 16%
- Increase the number of WMBE firms doing business with the Port to 500

Women and Minority Business Enterprise (WMBE) Program

- Sets WMBE goals per division
- Sets WMBE goals per project
- Monitors goal attainment

Disadvantaged Business Enterprise (DBE) Program

- Sets Port-wide DBE goal
- Sets DBE goals per project
- Monitors DBE goal attainment

Community Engagement and Training

- Ensures businesses are aware of and are ready to pursue Port contracts

Port Construction Decoder

| Team | What they do | What they purchase |
|--|---|--|
| Aviation Project Management | Plans and manages capital (long-term, high-cost) projects at SEA Airport | Major Construction |
| Waterfront Project Management (WPM) | Plans and manages capital projects on the Waterfront | Major Construction |
| Construction Labor Group | Administers the Project Labor Agreements (PLAs), Priority Hire, and Apprenticeship Programs | N/A |
| Engineering - Construction Management | Manages and administers all major construction contracts for the Port. Supports pre-construction services including outreach to subs on GC/CM | Construction management services; Third party independent special inspectors |
| Port Construction Services | Supports all Port Divisions with Public and Small Works construction | Unit-Price; Direct Contracting |
| Aviation Maintenance | Maintenance and upkeep of airport facilities, surrounding buildings, and landscape | Unit-Price; Direct Contracting |
| Waterfront Project Management- Facilities | Maintenance and small projects on maritime, real estate, and park properties. | Unit-Price; Direct Contracting |
| Job Order Contractors | Executes small, fast-paced construction, repair and maintenance projects | JOC work orders |

AVIATION PROJECT MANAGEMENT GROUP

Stuart Mathews, Aviation Project
Management Group Assistant Director



**Industrial
Wastewater
Treatment Plant**

**S Concourse
Evolution**

**Main Terminal
Improvements
Program**

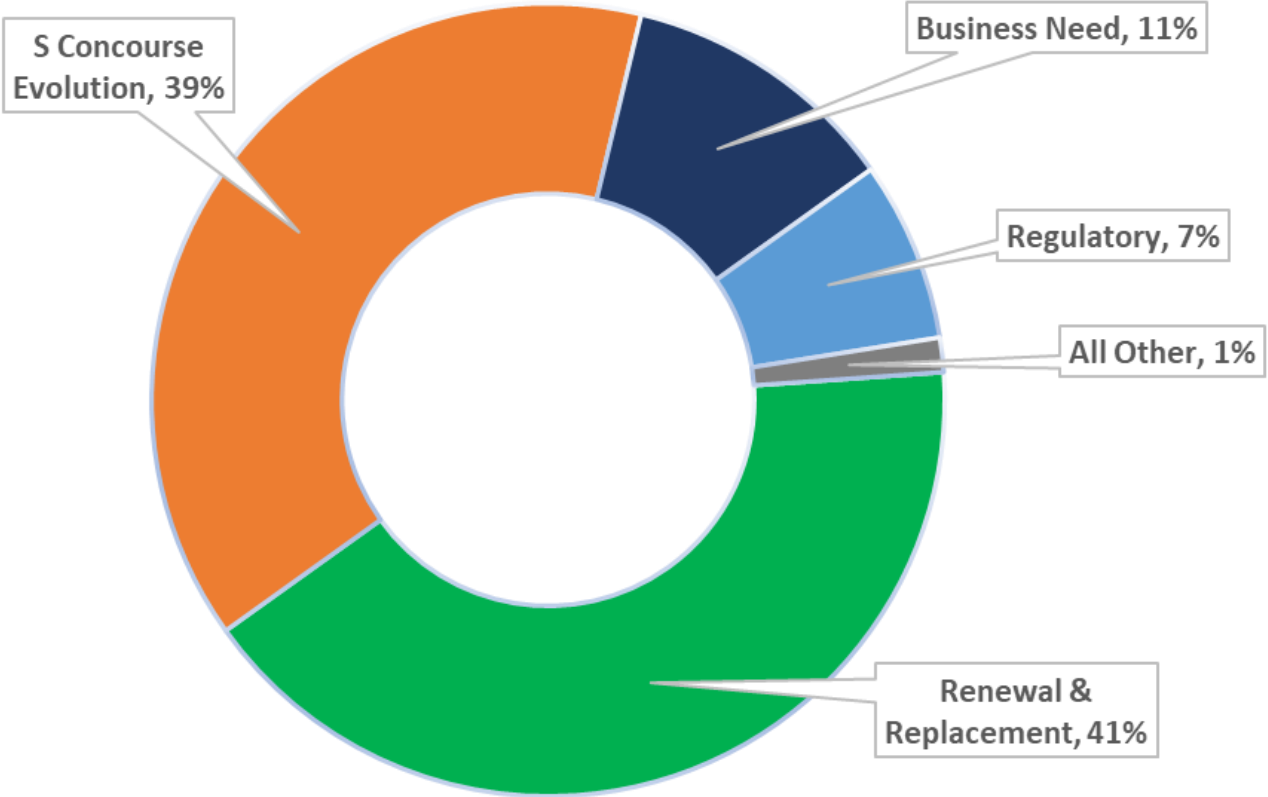
**Airfield Pavement
Replacement
Program 2026-2030**

**Concourse HVAC
Renewal
Replacement**



2026 – 2030 Capital Forecast

| Category | Number of Projects* | Total 5-year Cash Flow* |
|------------------------------------|---------------------|-------------------------|
| S Concourse Evolution | 1 | \$1.4B |
| Renewal & Replacement | 41 | \$1.5B |
| Business Needs | 25 | \$417M |
| Regulatory | 18 | \$270M |
| All Other (Noise, Small Cap, SAMP) | 8 | \$51M |
| TOTAL | 93 | \$3.7B |



*Excludes other divisions' projects funded by the airport

CIP = Capital Improvement Program
SAMP = Sustainable Airport Master Plan

SLOA = Signatory Lease & Operating Agreement

2026-2027 Aviation Capital Projects

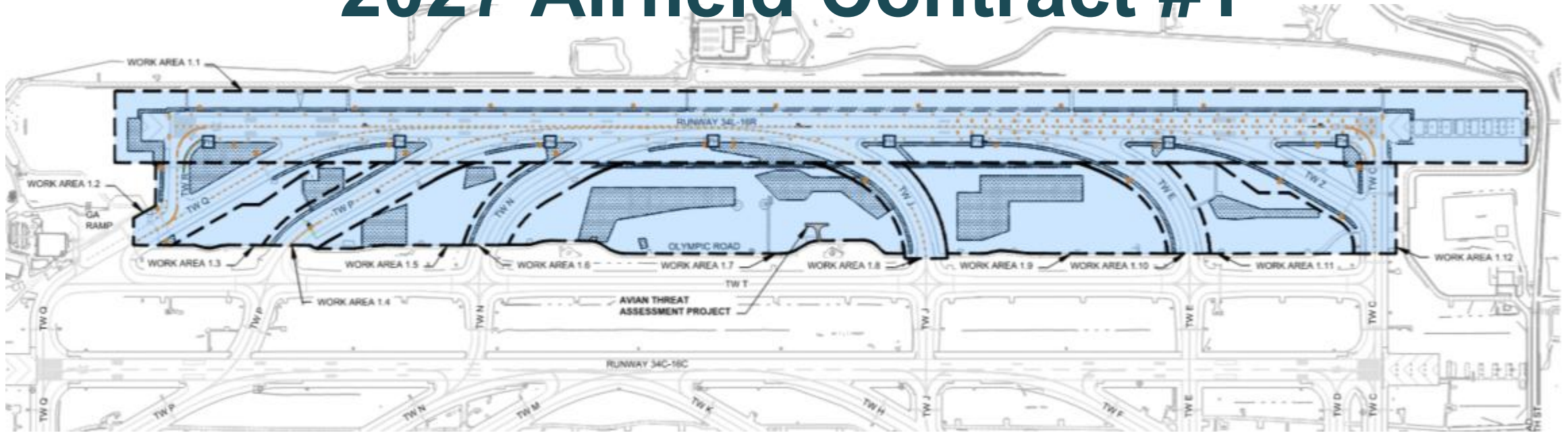
Construction: Civil

| Name | Delivery Method | Estimated Amount | Estimated Advertise Date |
|---|-----------------|--------------------------|--------------------------|
| 1947 Watermain Improvement | DBB | \$16M total project | March 2026 |
| 188 th Street Ductbank Crossing* | DBB | \$10M total project | June 2026 |
| Biffy Facility Improvements | DBB | \$6.3M total project | August 2026 |
| 2027 Airfield Contracts #1 & #2* | DBB | \$58M-\$73M construction | November 2026 |

Construction: Building/Infrastructure

| Name | Delivery Method | Estimated Amount | Estimated Advertise Date |
|----------------------------------|-------------------------------|--|---|
| S Concourse Evolution* | GC/CM Prime: Hensel Phelps | \$1.6 B Total- Subcontract packages vary | April 2026- First package Through Q4 2026 |
| Public Safety DAS Upgrade | DBB | \$11.2M Total Project | August 2026 |
| Virtual Ramp Tower | DBB | \$29.1M Total Project | December 2026 |
| Checkpoint 5 Security Grill | DBB | \$2.7M Total Project | March 2027 |
| Parking Garage UPS replacement | DBB | \$750K Total Project | April 2027 |
| RCF Cust. Serv. Bldg Re-demising | DBB | \$10.5M Total Project | July 2027 |
| Security Camera Upgrade Project | DBB/JOC | \$3.4M Total Project | September 2027 |

2027 Airfield Contract #1



Anticipated Contract Procurement:

Traditional Competitive Bid

Scope:

Pavement reconstruction on Runway 16R and connecting taxiways. LED light and sign upgrades, infield ponding mitigation and edge dam removal. FAA grant funding will be utilized.

Total Construction Cost:

\$45M~\$55M

Advertisement Date:

Nov 2026

Construction Start:

Q2 2027

Construction Complete:

Q4 2027

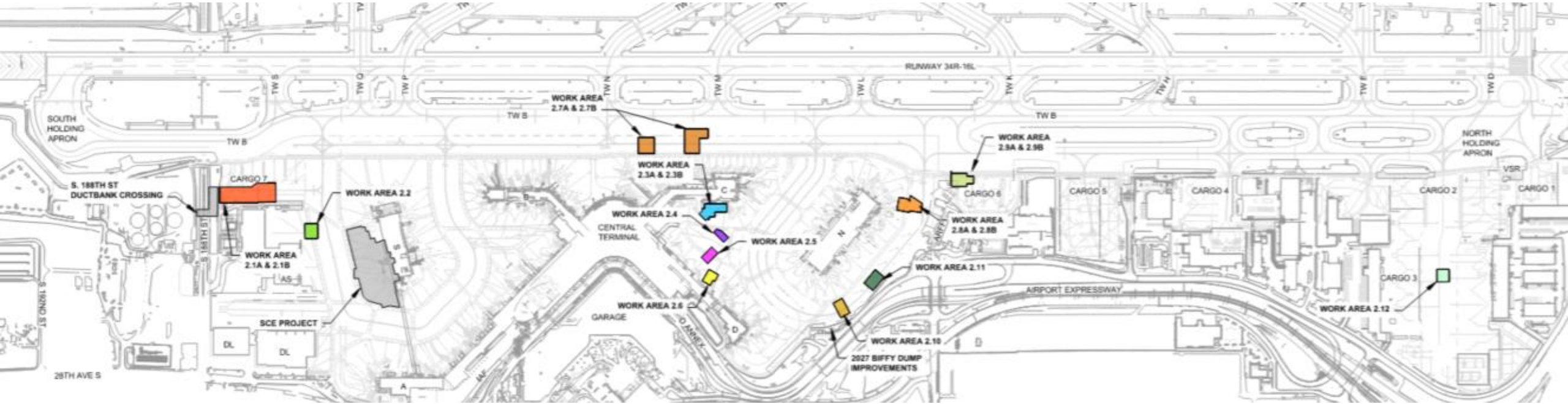
Designer:

HNTB

CM Support:

Port staff

2027 Airfield Contract #2



Anticipated Contract Procurement:

Scope:

Total Construction Cost:

Advertisement Date:

Construction Start:

Construction Complete:

Designer:

CM Support:

Traditional Competitive Bid

Distressed pavement panel replacement using Rapid Set mix, Cargo pavement improvements, ductbank installation.

\$13M~\$18M

Nov 2026

Q2 2027

Q4 2027

HNTB

Port staff

S Concourse Evolution (SCE)



S Concourse Evolution (SCE)



Anticipated Contract Procurement:
Scope:

Total Project Cost:

Advertisement Date:

Construction Start:

Construction Complete:

Designer:

CM Support:

Traditional Competitive Bid

Renovation of all building systems and expansion of the seven-level South Concourse. Work to be purchased and constructed in phases to maintain continuous airport operations.

\$1.6B

April 2026 (1st Bid Package)

Q4 2026

Q4 2034

AECOM/HOK

Port staff



HENSEL PHELPS

Plan. Build. Manage.



Hermanson



HENSEL PHELPS
Plan. Build. Manage.

SCE Purchasing Plan



Q2 2026

Temporary Facilities

- Demo & Abatement
- Civil Utilities
- Paving & Asphalt
- Structural Steel
- Concrete
- Misc. Metals
- Drywall & Framing
- Finish Trades
- Metal Panels
- Fire Protection
- Specialties
- Pre-Engineered Structure
- Elevators & Escalators

Q3 2026

Permanent Work – Construction Phase 1

- Demo & Abatement
- Deep Foundations
- Concrete Retrofit
- Primary Steel
- New Concrete
- Baggage Systems
- Civil Utilities (incl. fuel systems)
- Earthwork
- Airfield Paving

Q4 2026

Permanent Work – Long Lead Purchasing

- Elevators & Escalators
 - Passenger Loading Bridges (PLB's)
 - Curtain Wall Sys
- SCCM-Direct Scopes:
- Electrical Equip
 - Mechanical Equip

General Note: refer to Building Connected solicitations for comprehensive subsystem lists and details

Building
Connected
QR Code



JOIN the “SCE” project to receive notifications of bid opportunities as they become available.

Project Contacts:

Rod Noble

Senior Estimator

RNoble@henselphelps.com

Jason Jones

Supplier Diversity Manager

JJones2@henselphelps.com

188th Street Ductbank Crossing



Anticipated Contract Procurement:

Scope:

Total Project Cost:

Advertisement Date:

Construction Start:

Construction Complete:

Designer:

CM Support:

Traditional Competitive Bid

Project will construct civil and utility infrastructure including ductbank necessary to support a future emergency generator and associated electrical equipment serving S Concourse.

\$10M

June 2026

Q4 2026

Q2 2027

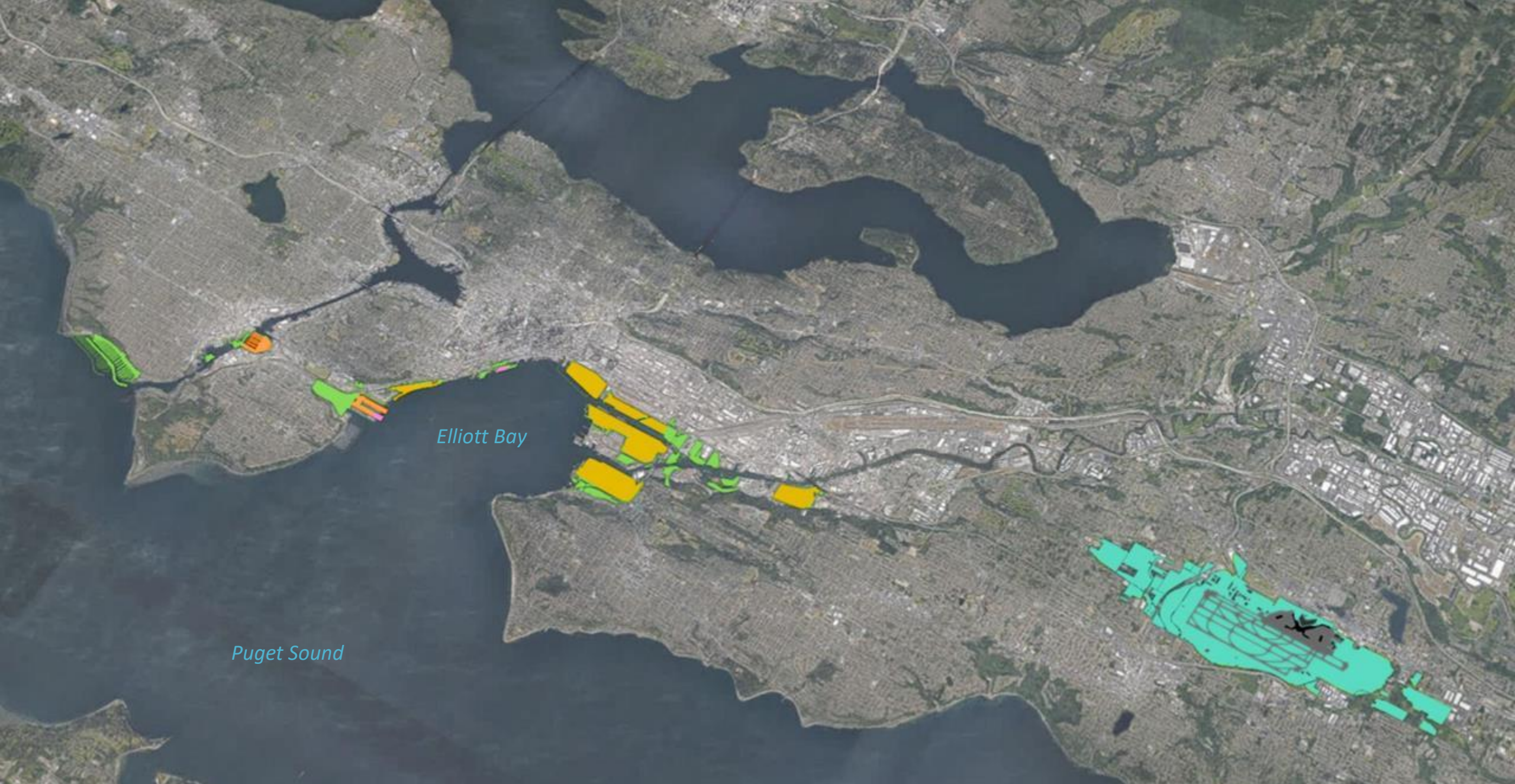
AECOM

Port staff

WATERFRONT PROJECT MANAGEMENT GROUP

Genevieve Pla-Rucki, Waterfront Project
Management - Assistant Director





Elliott Bay

Puget Sound

Waterfront Capital Programs 2026-2030

- **Maritime Division**
\$610 million
- **NWSA North Harbor**
\$250 million
- **Environmental Remediation and Other Projects**
\$150 million

2026-2027 Waterfront Capital Contracts

Construction: Building

| Name | Delivery Method | Estimated Amount | Estimated Advertise Date |
|---------------------------|------------------------------------|----------------------------------|--------------------------|
| FT C15 Bldg Improvements* | DBB | \$8M-\$12M | Q3 2026 |
| P69 3rd Floor Terrace | DBB | \$2M-\$3M | Q4 2026 |
| WTCW/P69 Elev Controls | BES | <\$5M | Q4 2026 |
| T91 Uplands Redevelopment | PDB – prime contractor: Hoffman | Subcontractor Packages Varies | Q3/Q4 2026 |

Construction: Civil/Marine

| Name | Delivery Method | Estimated Amount | Estimated Advertise Date |
|--------------------------------------|------------------------------------|----------------------------------|--------------------------|
| Emerson St Sinkhole* | DBB | <\$2M | Q2 2026 |
| T25 S Restoration* | GC/CM | \$100M-\$120M | Q3 2026 |
| T91 P90/91 Dock Rehab | tbd | \$35M-\$70M | Q4 2026 |
| FT Entrance/Exit Paving | DBB | <\$2M | Q4 2026 |
| T91 Lighting Upgrade | DBB | <\$4M | Q1 2027 |
| T91/P66 Cruise Shore-power Extension | PDB – prime contractor: Skanska | Subcontractor Packages Varies | Q2 2026 |

Fishermen's Terminal C15 Building Improvements



Anticipated Contract Procurement:

Scope:

Total Project Cost:

Advertisement Date:

Construction Start:

Construction Complete:

Designer:

CM Support:

Design-Bid-Build

Roof overlay, windows/doors, cladding, solar panels

\$16M

Q3 2026

Q4 2026

Q4 2027

Cornerstone

Port Staff

T25 South Restoration



Anticipated Contract Procurement:

Scope:

Total Project Cost:

Advertisement Date:

Construction Start:

Construction Complete:

Designer:

CM Support:



GC/CM

Conceptual representation – subject to regulatory approvals

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

\$159M

Q3 2026

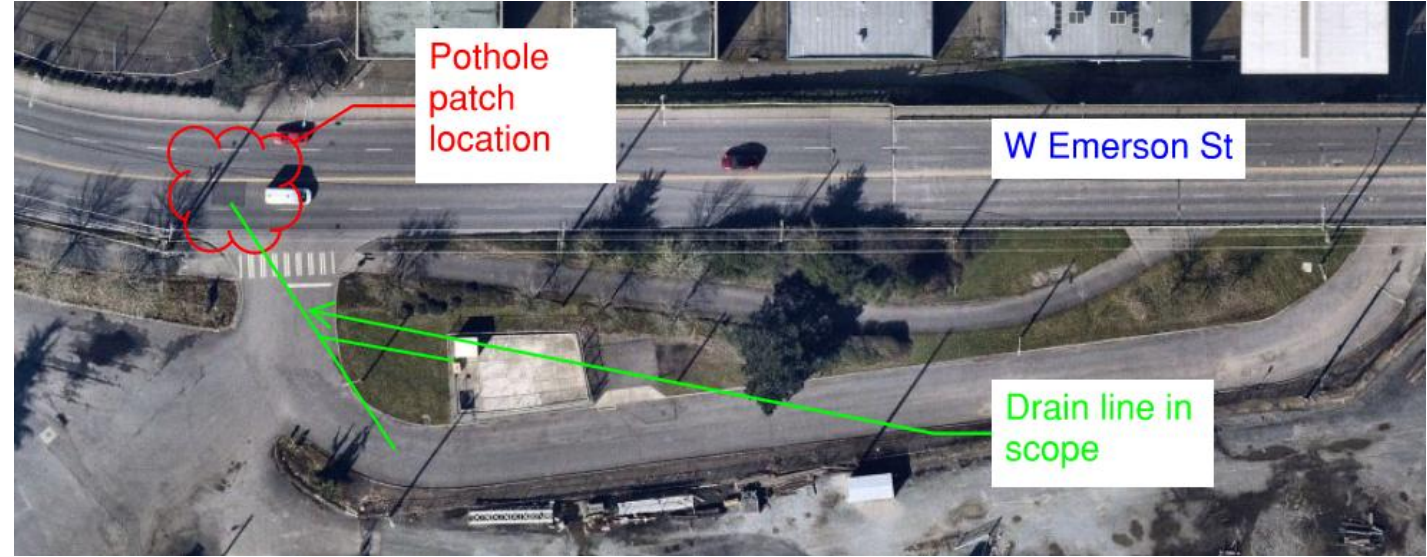
Q1 2029

Q2 2031

Anchor QEA

Port staff

Emerson Street Sinkhole Repair



Anticipated Contract Procurement:

Scope:

Total Project Cost:

Advertisement date:

Construction Start:

Construction Complete:

Designer:

CM Support:

Design-Bid-Build

Excavate and replace a portion of a combined storm water/sewer line that has come disconnected from the main King County line. Traffic control required.

<\$2M

Q2 2026

Q4 2026

Q1 2027

Port Engineering

Port Staff

PROJECT LABOR AGREEMENTS

Allison Calvert, Construction Labor Manager



Project Labor Agreements (PLAs)

- **What is a PLA?**

An agreement between the Port and construction labor unions that sets standard wages and working conditions

- **Which projects are subject to the PLA?**

Projects estimated at \$5M or more

- **Does the PLA bind subcontractors?**

Yes. All subcontractors must sign a Letter of Assent, which binds them to the PLA only for the duration of their work on the project.

- **How do I know if a project is covered by the PLA?**

The PLA will be included in the bid specifications

- **Do I need to be a union contractor to work under the PLA?**

No. Open-shop contractors frequently work under the PLA.

- **Does the PLA bind suppliers?**

No. The PLA applies to contractors and subcontractors, but not suppliers.

- **Will I be required to employ union workers?**

Not necessarily. Open-shop contractors may employ up to 3 journey level core workers and up to 2 open-shop apprentices. Any further workforce needs may be met by the union dispatch halls.

Priority Hire and Apprenticeship on PLA Projects

- **What is Priority Hire?**
 - *Workforce requirements and goals for those who have been historically underrepresented in the construction industry*
 - *Requirements for hiring construction workers living in economically distressed ZIP codes*
 - *Requirements for the hiring of Apprentices and goals for Preferred Entry apprentices*
 - *Aspirational goals for the hiring of people of color and women*
- **What are the specific requirements and goals?**
 - *20% of labor hours to be performed by Priority Workers*
 - *15% of labor hours per craft to be performed by apprentices*
 - *21% of apprentice hours to be performed by people of color*
 - *12% of apprentice hours to be performed by women*
 - *1 out of 5 apprentices should be Preferred Entry*
- **Do I need to hire Priority Workers and Apprentices?**
 - *The prime contractor is responsible for meeting the Priority Hire and Apprenticeship requirements out of total project hours. Your prime may ask you to contribute to this.*

CONSTRUCTION MANAGEMENT

Aaron Wiehe, Assistant Director,
Engineering, Construction Management

Engineering - Construction Management

- **Who we are:** Construction managers and inspectors who are CM industry leaders
- **What we do:** Plan, manage and administer all major construction contracts for the Port in collaboration with Aviation and Waterfront Project Management Groups
- **Where we operate:** Port-wide from Shilshole Bay to SEA Airport
- **Why:** To work collaboratively with the project team to ensure construction services are provided to the Port in accordance with the contract.
- **What we procure:**
 - Construction Management Support
 - Indefinite Delivery Indefinite Quantity (IDIQ), 4-6 contracts (\$15-30M total) renewed every 3-4 years
 - Project Specific (next slide)
 - Special Inspection Services
 - Indefinite Delivery Indefinite Quantity (IDIQ), 2-3 contracts (\$3-5M total) renewed every 3-4 years
 - Project Specific (next slide)

2026-2027 Construction Management Contracts

Construction Management

| Name | Estimated Amount | Estimated Advertise Date |
|---------------------------------------|------------------------------------|--------------------------|
| Construction Management IDIQ | \$25M – 3 yrs 4 Contract Awards | Q3/2026 |
| CM – Industrial Waste Treatment Plant | \$6M – 3.5 yrs | Q4/2026 |

Special Inspection

| Name | Estimated Amount | Estimated Advertise Date |
|--|------------------|--------------------------|
| Special Inspection IDIQ | \$5M – 3 yrs | Q3/2026 |
| Special Inspection – S Concourse Evolution | \$12M – 9 yrs | Q3/2026 |

SMALL WORKS

- PORT CONSTRUCTION SERVICES
- AVIATION MAINTENANCE
- WATERFRONT MAINTENANCE
- JOB ORDER CONTRACT

Brian Nichols, Port Construction Services Manager

Val Johnson, Aviation Maintenance Planning & Small Works Manager

Danny Good, Waterfront Project Management Program Leader

James Aguero, Central Procurement Office Procurement Officer

Port Construction Services (PCS)

- **Who we are:** Construction project managers
- **What we do:** Fill in crucial gaps on major construction projects relying on support of in-house crews, unit price contracts, direct contracting, and Job Order Contracts
- **Where we operate:** Port-wide
- **Why:** Start work immediately and cost-effectively on smaller projects
- **What we procure competitively:**
Unit-price (aka on-call) Approx. \$6M+ major and small works contracts (\$6,258,000 in 2025)
 1. Electrical Unit Price Contracts, 2-4 contracts a year, \$350,000 - \$1,500,000
 2. HVAC/Plumbing Unit Price Contracts, 1-2 contracts a year, \$350,000 - \$1,000,000
 3. Regulated Materials Abatement Unit Price, 1-2 contracts a year, \$350,000

PCS Projects

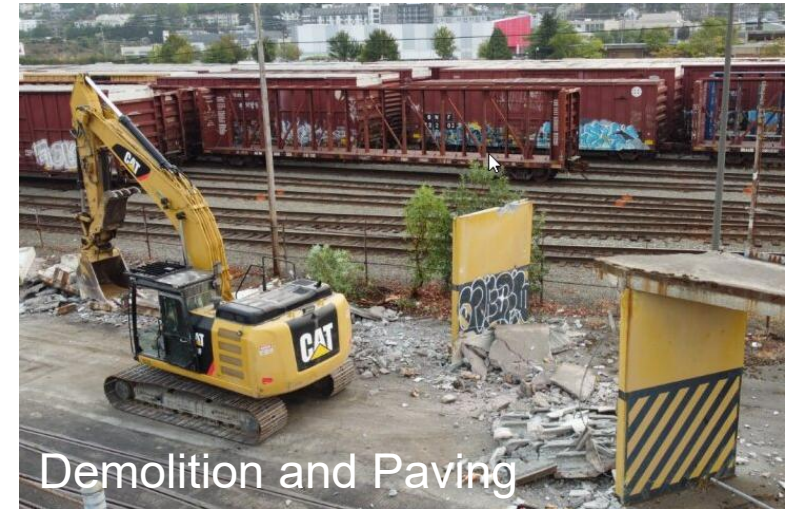
Abatement



Passenger Loading Bridge Replacement



Utilities Upgrades



Demolition and Paving

Aviation Maintenance

- **Who we are:** Aviation Maintenance Small Works Project Manager/Control Coordinators
- **What we do:** Manage airport maintenance projects from \$5k-\$200k using Small Works, Direct Contracting, and Job Order Contracts.
- **Where we operate:** SEA Airport
- **Why:** Work passed on from Aviation Maintenance Shops if there isn't in-house expertise or resources to perform the work. Oversee approximately 100 projects per year to maintain and repair airport facilities and landscape.
- **What we procure competitively:**
Unit-price (aka on-call)
 1. 2 Landscape Contracts (North & South Zone), \$350k/per contract, every other year
 2. Glass & Glazing Contract, \$350k, 1 contract/year
 3. Flooring Contract, \$350k, 1 contract every other year
 4. Mechanical Contract, \$350k (Air Cargo Facilities only), 1 contract/year

AV Maintenance Small Works Projects

Pond Clean-up, West side of runways, \$58k

Small Works General Contract. Cut grasses, brush and small trees to 2"-6" above bird balls, spray to inhibit regrowth, remove and haul all debris



Air Cargo Facilities, Mechanical Repairs, \$188k

Small Works Mechanical Contract - 2 new A/C units & 1 make up unit.

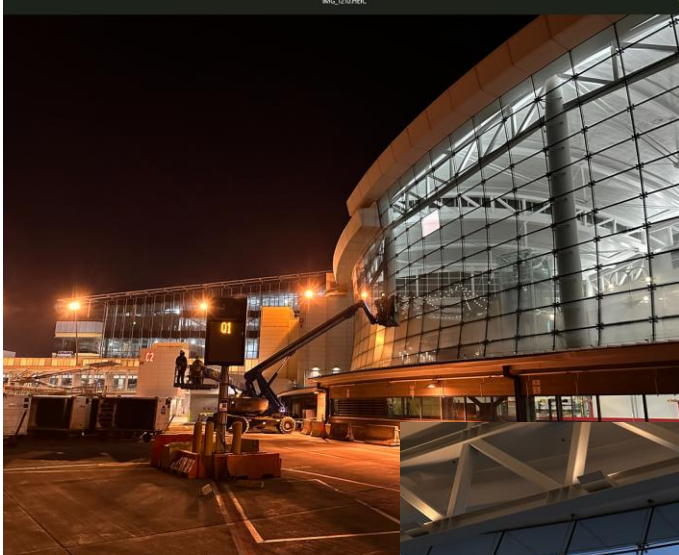
Service 7 roof top exhaust fans, 1 make up air unit, 2 upblast exhaust fans.



Aviation Maintenance Small Works Projects

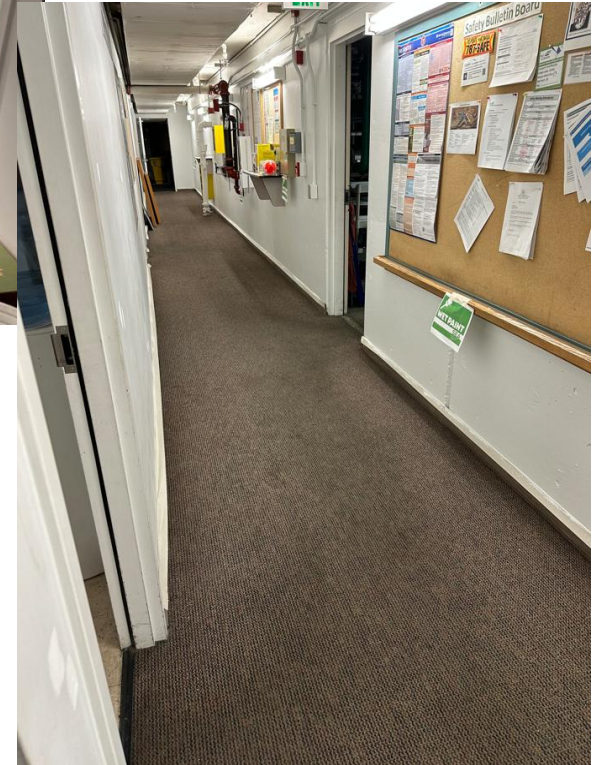
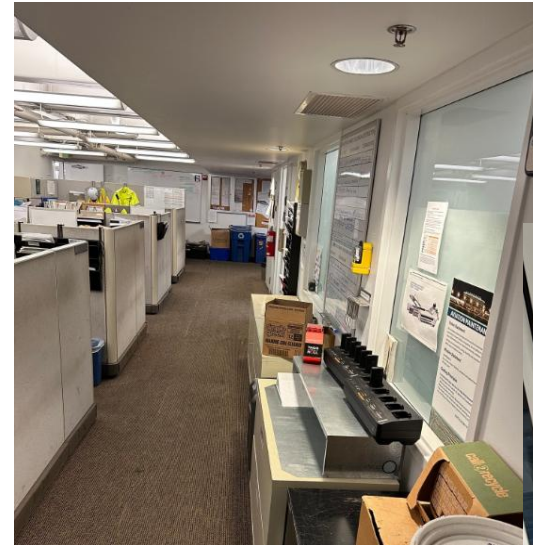
Central Terminal Window Pane Replacement, \$25.5k

Small Works Glass & Glazing Contract - Replace custom glass panel, weighing 410lbs, 30ft up.



Maintenance Shop Carpet Replacement, \$14.5k

Small Works Flooring Contract - Replace worn and threadbare carpet. 1500sq work performed on night shift to limit occupant impacts.



Waterfront Project Management - Facilities

- **Who we are:** Project Managers & Controls Coordinators
- **What we do:** Manage Maritime Division capital improvement and maintenance expense projects between \$20K - \$2M through a combination of in-house crews, consultant services, unit price or lump-sum contracts, direct contracting, and Job Order Contracts.
- **Where we operate:** Waterfront
- **Why:** Fill the gap between routine maintenance and major capital construction projects. Oversee 150-200 active projects per year to assess, repair or improve waterfront infrastructure and facilities.
- **What we procure competitively:**
Unit Price (aka on-call) approx. \$1-2M/year
 1. Small Works Dock and Pile, 1 contract every 12-24 months, \$530K
 2. Small Works Asphalt Paving & Striping, 1 contract every 12-24 months, \$530K
 3. Major Construction Electrical Testing / Medium Voltage, 1 contract every 24 months, \$2M

Which Teams Purchase What

| Type of Work Needed | Port Construction Services | Aviation Maintenance | Waterfront Project Mgmt. - Facilities |
|----------------------------------|----------------------------|----------------------|---------------------------------------|
| Asbestos Abatement | | | |
| Asphalt paving and road striping | | | |
| Casework | | | |
| Crane Services | | | |
| Dock and piling | | | |
| Electrical | | | |
| Fence erection | | | |
| Fire Protection | | | |
| General contractor | | | |
| Glass and glazing | | | |
| HVAC | | | |
| Landscaping | | | |
| Mechanical | | | |
| Plumbing | | | |
| Roofing and Building | | | |
| Telecommunications | | | |
| Wall/Floor covering | | | |

2026- 2027 Anticipated Contracts

Port Construction Services

| Name | Delivery Method | Estimated Amount | Estimated Advertise Date |
|-----------------------------------|------------------------|------------------------|--|
| Electrical Unit Price Portwide | Small Works Unit Price | \$350,000 per contract | 2-4 contracts per year |
| HVAC/Plumbing Unit Price Portwide | Small Works Unit Price | \$350,000 per contract | 1-2 contracts per year |
| Telecom Unit Price Portwide | Small Works Unit Price | \$350,000 per contract | Next: April 4, 2026 Then: 1 contract per year |
| Regulated Materials Abatement | Small Works Unit Price | \$350,000 per contract | Next: April 16, 2026 Then: 1-2 contracts per year (April 2026) |

Waterfront Project Management - Facilities

| Name | Delivery Method | Estimated Amount | Estimated Advertise Date |
|--------------------------------|-------------------------------|------------------|--------------------------|
| Railroad Maint. & Improvements | Small Works Unit Price | \$350,000 | Q3 2026 |
| Electrical Medium Voltage | Major Construction Unit Price | \$2,000,000 | Q3 2026 |
| Dock & Pile Repair | Small Works Unit Price | \$530,000 | Q1 2027 |
| Asphalt & Striping | Small Works Unit Price | \$530,000 | Q1 2027 |

2026- 2027 Anticipated Contracts

| Aviation Maintenance | | | |
|--|------------------------|------------------------|--|
| Name | Delivery Method | Estimated Amount | Estimated Advertise Date |
| Landscape Contracts | Small Works Unit Price | \$350,000 per contract | North Zone. Q3-Q4 2027 South Zone. Q3-Q4 2027 |
| Glass & Glazing Contract | Small Works Unit Price | \$350,000 per contract | Q3 2026 |
| Flooring Contract | Small Works Unit Price | \$350,000 per contract | Q3 2026 |
| Fire Suppression System | Small Works Unit Price | \$350,000 per contract | TBD (brand new contract) |
| Mechanical Contract (Air Cargo Facilities Only) | Small Works Unit Price | \$350,000 per contract | Q2 2026 |

Job Order Contract

- **Type of Contract:** Indefinite-delivery, indefinite quantity procurement for urgent and smaller renovation, repair, and maintenance projects
- **Where JOC is used:** JOC type projects take place Port-wide, supporting PCS, Aviation Maintenance, Waterfront-Facilities, and more
- **Active JOC Contracts:** Centennial and GLY, currently going through the process to obtain a third
- **Subcontract:** 90% of work on JOC contracts must be subcontracted out. We have several JOC projects happening at once. Each project construction amount ranges from \$50-\$500K.
- **Prime Contractor's WMBE Database:** Highly recommend contacting JOC Prime Contractor to be put on their database. This is a great entry way into work with the Port for those who have not worked with the Port before as the Prime Contractors such as Centennial and GLY will provide support

2

PANEL DISCUSSION

Understand better:

- ✓ What working at the Port involves
- ✓ What it takes to get on a project
- ✓ What it takes to be successful on a project



Panelists

Sonya Singh

Metrix Construction Inc.,
Founder and Principal

- *C Concourse Expansion GC/CM (sub)*
- *N. Main Terminal Redevelopment (sub)*

Jason Jones

Hensel Phelps
Supplier Diversity Manager

- *North Main Terminal Redevelopment (prime)*
- *South Concourse Evolution (prime)*

Jimmy Matta Jr.

Ahora Construction,
Construction Manager

- *Post IAF Airline Realignment GC/CM (sub)*
- *Primary Fire Station GC/CM (sub)*

Brad Cooper

Hoffman Construction
Project Manager

- *Post IAF Airline Realignment GC/CM (prime)*
- *T91 Uplands Redevelopment Design Build (prime) & Industrial Wastewater Treatment Project GC/CM (prime)*

Janice Dannenberg

Laser Underground and
Earthworks

Owner and CEO

- *S. 160th St Lot TNC Improvements (prime)*
- *North Employee Parking Lot Improvements Phase III (prime)*

3 NEXT STEPS

Understand better:

- ✓ The next steps you can take
- ✓ How to make the most of networking this afternoon



Immediate Next Steps

1. Receive automatic notifications on relevant projects

- Register on [VendorConnect](#) and include correct contact information, NAICS codes, business firm certifications, and work types

2. Be on the Port's Direct Contracting Roster

- Certify with [OMWBE](#) as small, minority-owned, women-owned or certify with Veteran Affairs as veteran-owned
- Apply the "small works" roster type tag to your business profile on VendorConnect
- Make sure you are registered on VendorConnect with relevant NAICS codes and certifications

3. Become prequalified with Job Order Contractor

- Centennial – Express your interest in email to Cory Andreatta-Pierce at candreatta-pierce@cce-inc.com
- GLY - Fill out [GLY's Trade Partner Information Form](#)

Connecting to Additional Resources

- **Learn more about the Construction Contracting Process**
 - Online Construction Contracting 101 with Port Procurement Staff
- **Learn how to overcome common obstacles**
 - [Badging](#)
 - [Insurance and Bonds](#)
 - [Project Labor Agreements](#)
 - [Prevailing Wage Compliance](#)
 - More Advanced PortGen Trainings in the Fall
- **Scale up and grow with mentorship**
 - Port Business Accelerator Mentorship Program - Applications open June for September start
 - Capacity Building Mentorship Program – rolling application and admission

Stay up to date, be on the [Diversity in Contracting Mailing List](#)

Connecting with Port Primes

Build and cultivate relationships with primes to get on a project team for larger scale work

- **Attend PortGen events**
 - Planes Trains and Automobiles
 - Diversity in Contracting End of Year Celebration
- **Attend other networking events**
 - Alliance Northwest
 - City of Seattle Reverse Vendor Trade Show
 - Regional Contracting Forum
- **Find specific projects on VendorConnect you're interested in and:**
 - Attend the pre-bid conference/site tour
 - Submit bids/quotes to primes
 - Reach out to primes on VendorConnect planholders list
 - Register as a subcontractor on VendorConnect planholders list

Exhibitor Walk Networking

- **Exhibitor Walk Set-up:**
 - 18 construction and construction management primes
 - Representatives from each of the Port teams you heard from in this presentation

- **As a result of the networking:**
 - The people you talk to know what you do, who you help, what problem you solve
 - You understand which primes or Port partners need your capabilities and where you can fit in (ask questions!)
 - Create/grow connections that build trust and keep you top of mind
 - Meaningful next steps with primes (request for capability statement, referral, short intro call)

Aviation Project Management Group

Stuart Mathews, Assistant Director (General questions)

Greg Carey, Assistant Director (General questions)

Jacob Hamilton, Capital Project Manager (Airfield Projects)

John Freeman, Capital Program Leader (South Concourse Evolution)

Josh Young, Capital Project Manager (South Concourse Evolution)

Project Labor Agreements



Allison Calvert
Manager



Denise Nicole Franklin
Program Manager

Waterfront Project Management Group



Mark Longridge
Capital Project Manager



Stefan Wynn
Capital Program Leader

Construction Management



Brian Sweet
Director

Port Construction Services



Brian Nichols
Manager



Nancy Kitano
Manager

Waterfront Project Management- Facilities



Danny Good
Program Leader

Aviation Maintenance

Val Johnson,
Manager

Job Order Contractor



Speed Networking

- **Speed Networking in the Seoul Conference Room**
 - 9 primes
 - New rounds begin every quarter of the hour
 - Be ready at the Seoul Room doors two minutes prior to your meeting time
 - 5 minute grace period before your meeting is offered to a business waiting by the doors

Question and Answer & Closing Remarks

Kelvin Dankwa,
Diversity in Contracting Program Specialist



THANK YOU!

Port
of Seattle®

