

DELIVERING OPPORTUNITY

ARCHITECTURE AND ENGINEERING INDUSTRY DAY

Welcome! We will begin at 9:00AM



Welcome and Opening Remarks

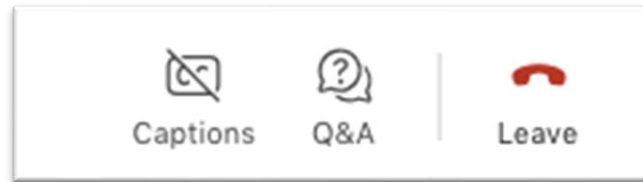
Lawrence Coleman,

Diversity in Contracting, WMBE Program Manager



Housekeeping and Meeting Logistics

- Architecture, Engineering, and Professional Consulting 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 Pier 69
- Two hour presentation with no breaks



1

A&E ACROSS
THE PORT WITH
Q&A

2

PANEL
DISCUSSION

3

NEXT
STEPS

1

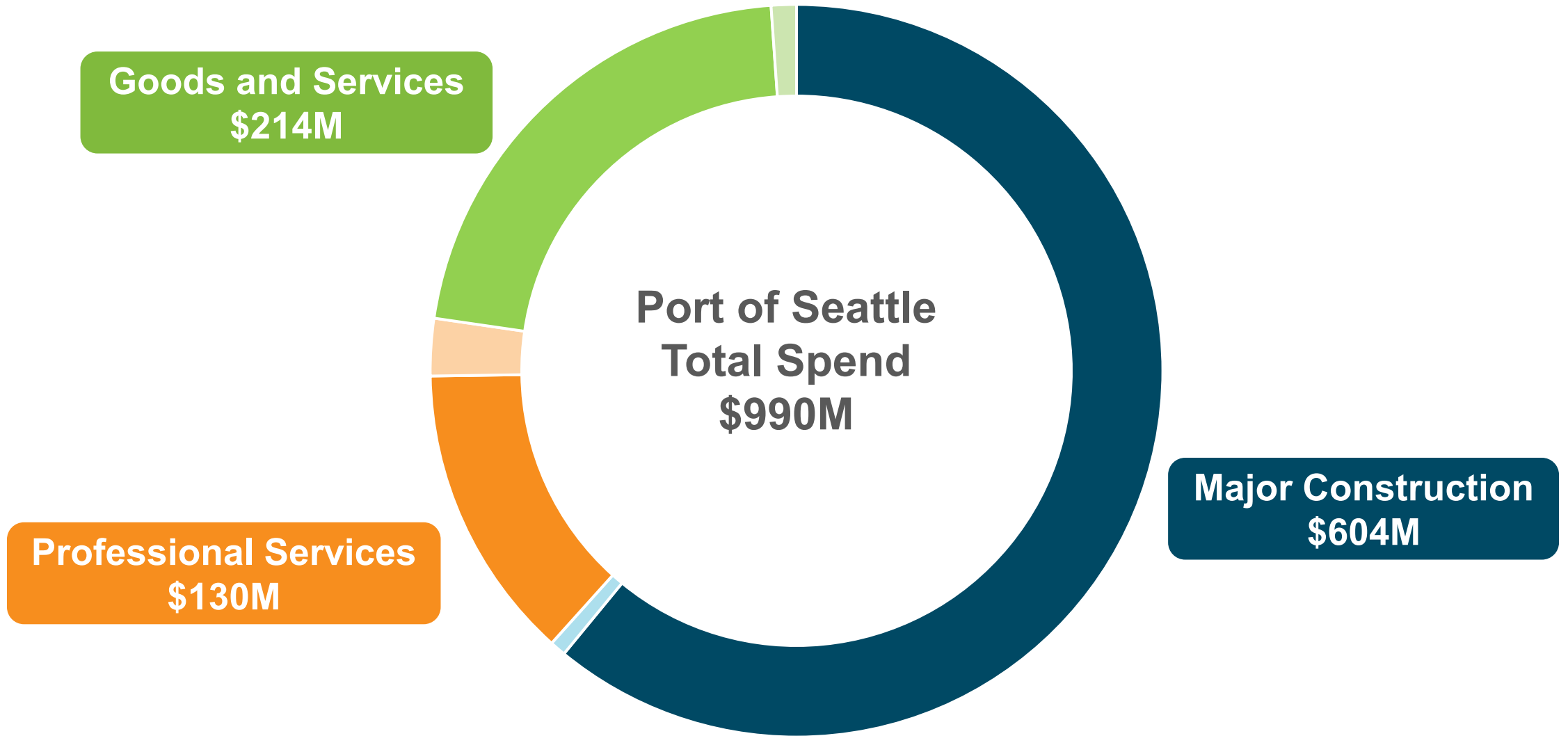
A&E ACROSS THE PORT

Become familiar with:

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



2025 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 A&E Decoder

| Team | What they do | What they purchase |
|--|---|---|
| Engineering – Design, Quality & BIM | Provide design services (architectural, electrical and mechanical), and design technology services | Personal Services and IDIQs |
| Engineering – Survey, Mapping & Utility Services | Provide precise land surveying, detailed mapping, and accurate identification of underground utilities | Survey and mapping services; Utility locating support |
| Aviation Project Management | Plan and manage capital projects at SEA Airport | Project management support; Commissioning services |
| Waterfront Project Management | Plan and manage capital projects on the Waterfront | Architectural & Engineering; Project controls; Planning |
| Aviation Environmental Programs | Ensure SEA environmental regulations compliance and implement sustainability initiatives | Environmental support services; Environmental review |
| Maritime Environmental Programs | Plan and manage maritime environmental (compliance, climate resiliency, habitat restoration, cleanup) | Environmental review & permitting; Environmental remediation |
| Aviation Planning | Conduct technical analyses and manage planning studies at SEA to support leadership decision-making | Planning; Architectural; Engineering; Cost estimation |
| Aviation Facilities and Infrastructure | Involved in full lifecycle of SEA campus facility and infrastructure (asset management, design, construction review, develop standards, incident response, etc) | Architecture; Accessibility; BIM; Signage; Civil; Electrical; Mechanical; Structural; Utility |

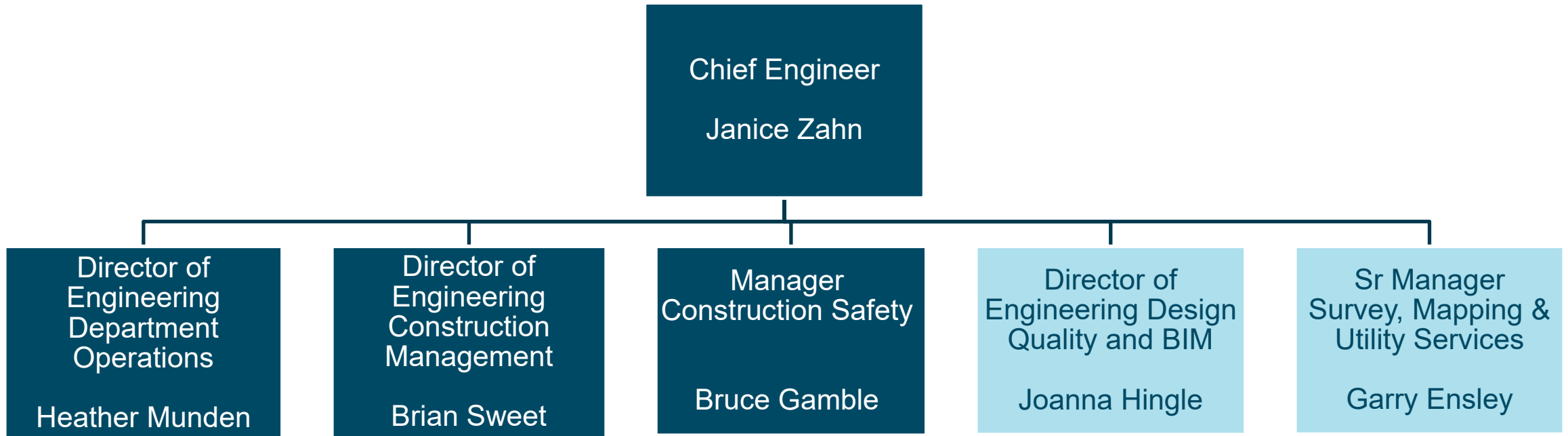
ENGINEERING DEPARTMENT

Perry Welch, Sr Manager, Design Services

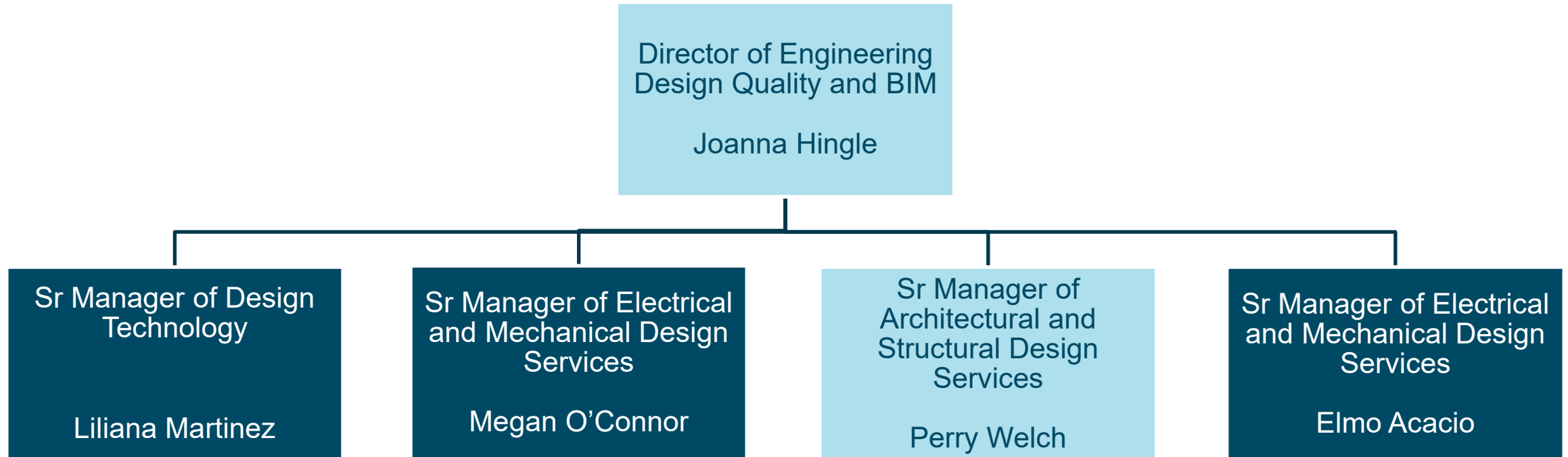
Garry Ensley, Sr Manager, Survey, Mapping & Utility Services



Engineering



Design Services and Design Technology



Engineering – Design Services, Design Technology

- **Who we are:**
 - Design Services: Architect (1), Civil Engineer (5), Electrical Engineers (4), Mechanical Engineers (2), Structural Engineers (6)
 - Design Technology: A cross-divisional service team providing drafting, modeling, standards, project and operations support.
- **What we do:**
 - Design Services: Develop designs, Technical Reviews of Designs, Owners Representatives and Incident response.
 - Design Technology: Setting and enforcing digital delivery standards, managing platforms that keep information accessible across departments and supporting projects to ensure accurate data.
- **Where we operate:** Support Aviation and Maritime Interests while working out of Pier 69, Port Headquarters
- **Why:** Able to start projects without scope fully defined and prior to project budget allocated – No contract required. Team has historical knowledge of Port facilities. Also, we work to ensure information is trustworthy and accessible across all business lines, from design through operations.
- **What we procure:** ~\$20k - \$1 million annually in professional services contracts depending on need.
 - Design Services: Discipline specific support through Service Directives written towards IDIQ contracts held by other departments. Occasional Project Specific IDIQ contracts.
 - Design Technology: Purchased Services contract(s) and IDIQ for specific digital transformation support efforts.

Engineering – Survey, Mapping, & Utility Services

- **Who we are:** We deliver accurate surveying, mapping, and underground utility identification to keep airport and waterfront projects safe, coordinated, and compliant.
- **What we do:** We deliver the survey, mapping, and utility locating data needed to plan, build, and maintain airport and waterfront infrastructure.
- **Where we operate:** Port-wide
- **Why:** We perform this work to ensure every airport and waterfront project is built on accurate, reliable survey, mapping, and utility-locating data. Our services reduce project risk, protect infrastructure, and provide the precise information needed for well-coordinated project delivery.
- **What we procure:** ~\$500-700k annually in professional survey services contracts
 - Survey and Mapping Services and Utility Locating Support
 - Survey contract is Indefinite Delivery Indefinite Quantity (IDIQ), 2 contracts (\$4M total) renewed every 4-5 years
 - Utility Locating is a Purchased Service contract, 2 contracts (\$1.4M Total) Renewed every 3-5 years.

Survey & Mapping Services Scope

- 360° Photos
- 3D Scanning
- Aerial Photo Control Surveys
- ALTA Surveys
- Asbuilt Surveys
- Bathymetry Surveys
- Boundary Line Adjustments
- Const. Staking
- Easement Legal Descriptions
- GIS Maps
- GPS Control Network
- Jet Line Staking
- Lease Legal Descriptions
- One-Call Locates
- PMA ROS
- Potholing Services
- Property Legal Descriptions
- Property Surveys
- Topography Surveys
- Utility Locating

2026-2027 Engineering Contracts

Design, Quality & BIM Services

| Name | Contract Type | Estimated Amount | Estimated Advertise Date |
|--|-------------------|------------------|--------------------------|
| Integrated Eng Information Management System | Purchased Service | <\$2M | Q2 2027 |
| BIM Services | IDIQ | \$500k-\$1M | Q2 2027 |

Survey, Mapping, & Utility Services

| Name | Contract Type | Estimated Amount | Estimated Advertise Date |
|-----------------------------|-------------------|------------------|--------------------------|
| Survey and Mapping Services | IDIQ | \$4M | Jan/Feb 2027 |
| Utility Locating Services | Purchased Service | \$1.4M | 2028-29 |

Construction Safety

| Name | Contract Type | Estimated Amount | Estimated Advertise Date |
|--|---------------|------------------|--------------------------|
| Construction Safety Services Contact Bruce Gamble Gamble.B@portseattle.org | IDIQ | \$4M | June/July 2026 |

PROJECT MANAGEMENT

Greg Carey, Aviation Project Management- Assistant Director

Genevieve Pla-Rucki, Waterfront Project Management Director



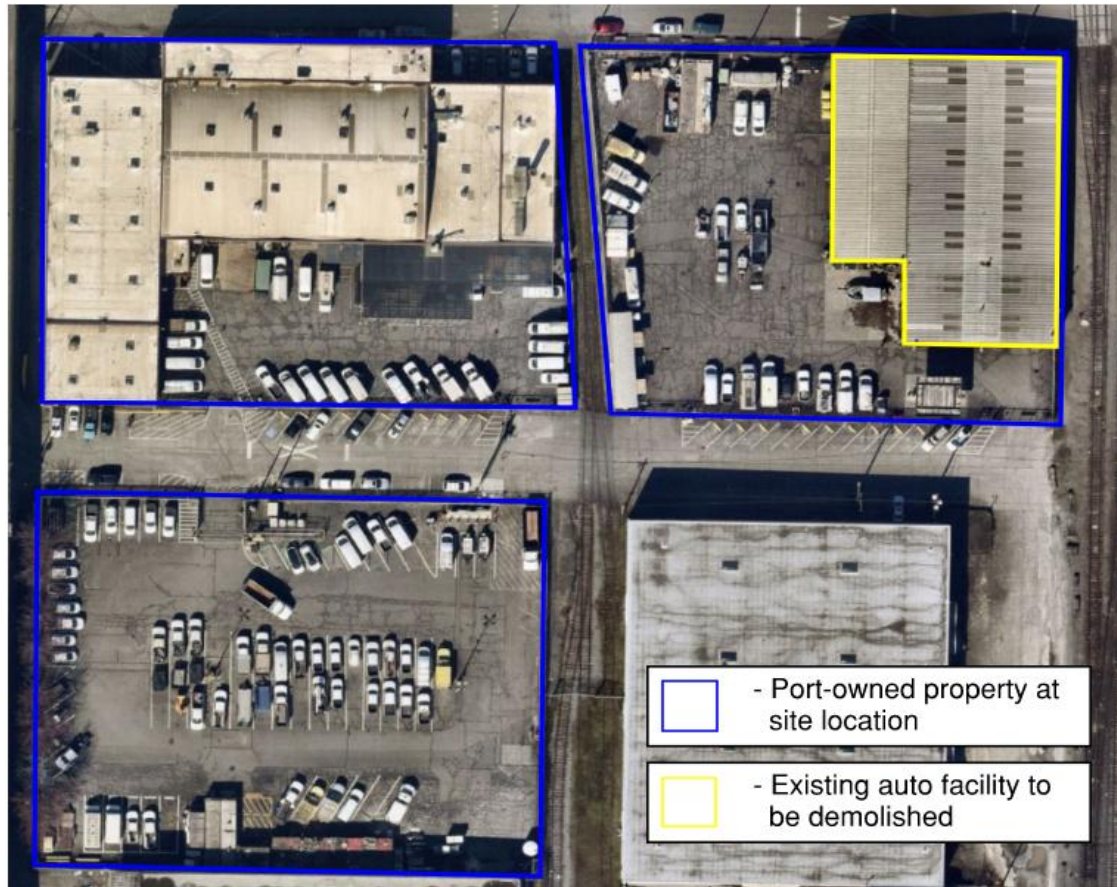
Aviation Project Management Group

- **Who we are:** Program/Project Managers responsible to deliver capital projects at SeaTac Airport
- **What we do:** Plan, manage design, scope, schedule, and budget for projects determined by Aviation Division
- **Where we operate:** Airport and surrounding area
- **Why:** To successfully deliver needed projects on-time and on-budget
- **What we plan to procure:**
 - Project Management Support
 - Indefinite Delivery Indefinite Quantity (IDIQ), 1-2 contracts (\$1-2M each) renewed every 3-5 years
 - Commissioning Services
 - Indefinite Delivery Indefinite Quantity (IDIQ), 1-2 contracts (\$1M each) renewed every 2-3 years

Waterfront Project Management Group

- **Who we are:** Project Managers and Project Controls Professionals
- **What we do:** We manage projects through all phases of project delivery (planning, design, permitting, construction, and close-out)
- **Where we operate:** Maritime properties (marine cargo, cruise, and fishing terminals, marinas, parks, real estate portfolio)
- **Why:** To ensure the successful delivery of the Maritime Division and NWSA North Harbor Capital and Environmental Remediation programs
- **What we procure:**
 - A&E Services (IDIQ) 2-3 contracts, \$2-5M each, renewed every 4 years
 - Docks and Diving – Awarded 2024
 - Buildings and Structures – Awarded 2024
 - Infrastructure – Awarded 2024
 - Dredging – Awarded 2025
 - Roofing – Currently advertised
 - A&E Services (Project Specific) – \$2-4M Depends on capital plan (1 every other year)
 - Project Controls (IDIQ) \$2-5M each, renewed every 4 years, awarded 2025
 - Project Management and Planning (IDIQ) – 2-3 contracts, \$2-5M each, renewed every 4 year, awarded Q1 2026
 - Geotechnical Services

Marine Maintenance South – Vehicle Fleet Facility & Electrical Upgrade



Scope: Project will include the demolition of the existing vehicle fleet facility at the Port or Seattle's Marine Maintenance South Horton St. location. Facility will be replaced with an updated 23,000 sq ft building that will include additional maintenance bays, office and storage space. Additionally, project will include an electrical service entrance upgrade to accommodate the new facility and support future development.

Total Project Cost: \$48,000,000

Advertisement Date: Q3 2026

2026-2027 Project Management Contracts

Aviation Project Management Group

| Name | Contract Type | Estimated Amount | Estimated Advertise Date |
|--|---------------|------------------|--------------------------|
| Main Terminal Improvements Program (Emergency Power) | Design/Build | \$200 M | Q3 2027 |

Waterfront Project Management Group

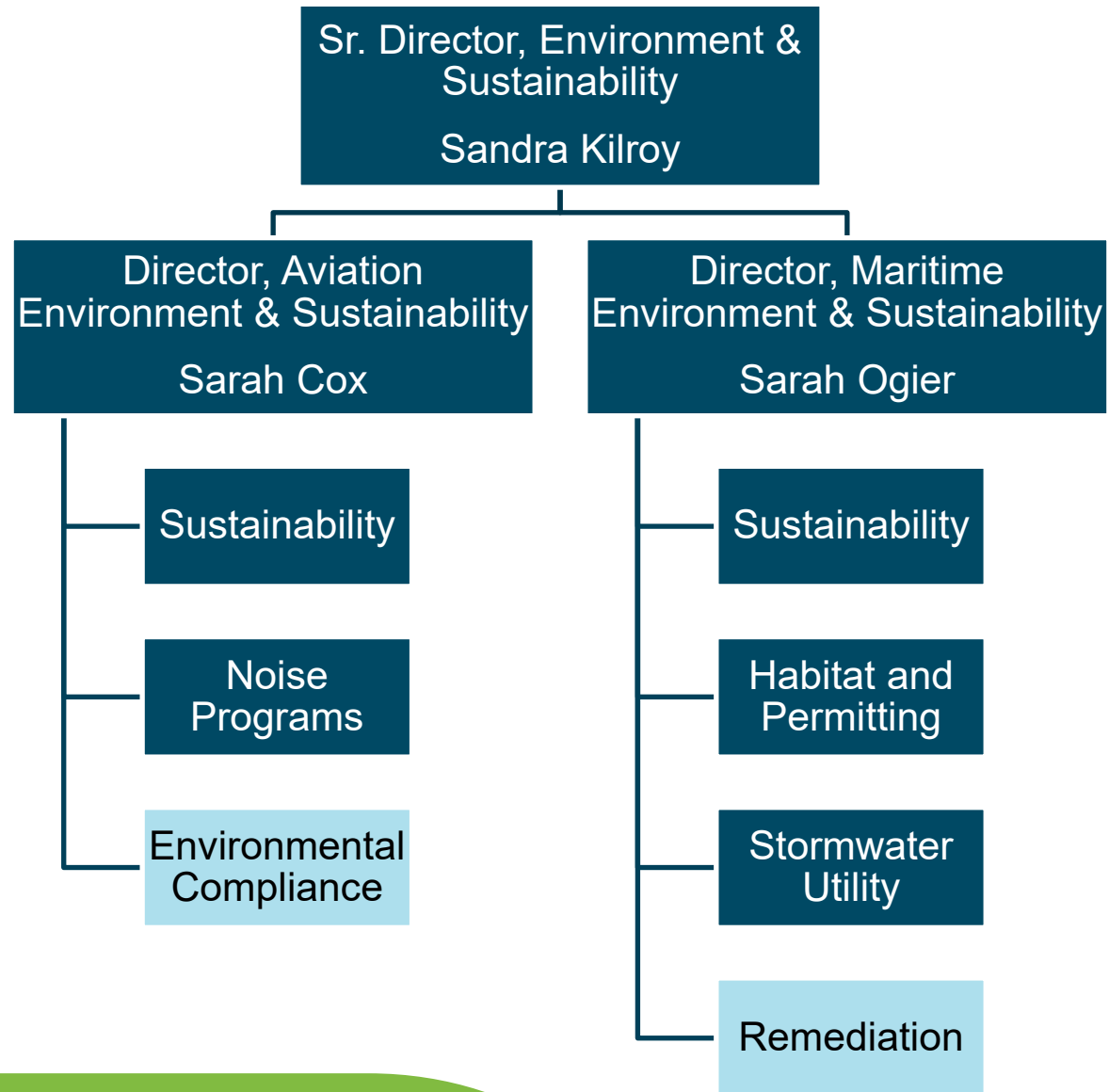
| Name | Contract Type | Estimated Amount | Estimated Advertise Date |
|---|------------------|------------------|--------------------------|
| Roofing Design Services (2) | IDIQ | <\$3 Million | 5/8/2026 - Due 6/8/2026 |
| Marine Maintenance South – Vehicle Fleet Facility & Elec. Upgrade | To be determined | <\$3 million | Q3/Q4 2026 |

ENVIRONMENT & SUSTAINABILITY

John Evered, Sr. Manager Aviation Environment and Sustainability
Roy Kuroiwa, Sr. Manager Maritime Environmental Program



Environment and Sustainability



Aviation Environment and Sustainability

- **Who we are:** Engineers, environmental scientists and planners
- **What we do:** Ensure Seattle-Tacoma International Airport (SEA) maintains compliance with applicable environmental regulations, implements sustainability initiatives throughout the aviation division and manages SEA's Noise Program.
- **Where we operate:** SEA and surrounding areas.
- **Why:** To work across the Aviation division to integrate environmental initiatives and regulatory requirements into Port operations.
- **What we procure:** 29 active professional services contracts
 - Agreement amounts range from \$12k (beekeeping services) to \$10M (PFAS assessment and remediation)
 - Environmental Support Services IDIQ (\$3M)
 - Environmental Review Support (\$8.75M)
 - Aviation Environmental Review, Permitting, Compliance Support IDIQ (\$6.5M)

Maritime Environmental Programs

- **Who we are:** Environmental scientists, engineers and specialists that promote and implement critical programs and projects, including climate resiliency, habitat restoration, and cleanup. Our director is Sarah Ogier.
- **What we do:** Plan, manage and implement all projects and programs that are promoted by our century agenda or required by federal or state permitting (e.g., SEPA) or regulatory requirements (e.g., Clean-up Order)
- **Where we operate:** Maritime projects support our terminals and properties in the north harbor (e.g., Fishermen's Terminal and Terminal 91) and south harbor (e.g., LDW and Elliott Bay).
- **Why:** To work creatively and effectively in implementing our projects and programs.

Maritime Environmental Programs

What we procure

Typically with a 20% WMBE utilization goal, we usually achieve higher usage

- **Environmental Review & Permitting Support Indefinite Delivery Indefinite Quantity (IDIQ):**
 - Broad scope of services supporting permitting, habitat, compliance, and sustainability teams, 2-3 contracts (\$5M ea) renewed every 5 years
- **Environmental Remediation:**
 - IDIQ: Supports site characterization and clean-up evaluations, 2-3 contracts (\$5M ea) renewed every 5 years
 - Project Specific, as needed, most recent one was for remedial design of the East Waterway Superfund Site (\$20M)
- **Stormwater Utility IDIQ:**
 - Includes stormwater regulatory and compliance support, asset and financial (e.g., rates) analysis, and communications (e.g., translations), 1 contract for \$5M renewed every 5 years
- **Energy Compliance and Decarbonization IDIQ:**
 - Support for energy benchmarking, tune-ups, performance standards, code compliance, and decarbonization planning. 2-3 contracts (\$2.5M ea) renewed every 5 years
- **Environmental Management & Compliance IDIQ:**
 - Emergency or permit-compliance response, derelict-vessel removal, and waste management services. 2 contracts (\$2M ea) renewed every 5 years

2026-2027 Environmental Contracts

| Aviation Environmental | | | |
|--|---------------|------------------|--------------------------|
| Name | Contract Type | Estimated Amount | Estimated Advertise Date |
| Aviation Environmental Review, Permitting & Sustainability On Call | IDIQ | \$6M | Q3/Q4 2026 |

| Maritime Environmental | | | |
|---|---------------|----------------------------|--------------------------|
| Name | Contract Type | Estimated Amount | Estimated Advertise Date |
| Environmental Review & Permitting Support | IDIQ | \$5M each 2-3 contracts | Q4 2026 |
| Stormwater Utility | IDIQ | \$5M | 6/15/2026 |
| Environmental Management and Compliance | IDIQ | \$2M each 2 contracts | 2026 |

AVIATION FACILITIES AND CAPITAL PROGRAMS

Thomas Hooper, Assistant Director, Aviation Planning

Heather Karch, Aviation Facilities Discipline Manager

Ken Warren, Assistant Director, Aviation Facilities and Infrastructure

Aviation Planning

- **Who we are:** Planning professionals
- **What we do:** Conduct technical analyses and manage planning studies
- **Where we operate:** SEA
- **Why:** Conduct stakeholder engagement and provide information/analysis to support the decision-making process regarding initiatives to increase operational efficiency and expand capacity
- **What we procure:** ~\$3-5M annually
 - Professional Services
 - Indefinite Delivery Indefinite Quantity (IDIQ), 2 contracts (\$15M total) renewed every 3-4 years
 - Project Specific (as needed)

Aviation Planning

- **Typical scope areas:**
 - Aviation activity forecasting, analysis, and development of gated planning day flight schedules
 - Capital program/implementation plan refinement, including program cost models and project phasing plans
 - Simulation and spreadsheet modeling to include airfield, aircraft gates, terminal, and roadway activities
 - Site planning and facilities space program development
 - Facility demand/capacity analysis
 - Alternative's development and assessment
 - Operations planning
 - Grading and paving plans
 - Construction feasibility assessment/phasing plan development
 - Cost estimation
 - Renderings and animation
 - Airspace planning
 - Airfield layout/facilities planning
 - Aircraft parking and gate area planning
 - Airline and airport support facilities planning
 - Terminal planning, including check-in, security, baggage handling, passenger conveyance...
 - Infrastructure planning
 - Ground Transportation Planning

Aviation Facilities & Infrastructure

- **Who we are:** Architects, Civil, Electrical, Mechanical, Fire Protection, & Structural Engineers, Signage and Graphics Specialists, Utility Managers, Electrical Comm Specialists, Accessibility, and BIM professionals
- **What we do:**
 - Asset Management and Verification - planning for renewal and replacement of facilities and infrastructure.
 - Develops standards buildings and infrastructure systems within or around buildings.
 - Provide design direction to expense and capital projects.
 - Provide direction to maintenance regarding systems or design.
 - Fulfill or ensure regulatory requirements are met.
 - F&I provides subject matter expertise regarding the systems they manage.
- **Where we operate:** SEA Campus
- **Why:** Ensure continuous operations of a 24-7 international airport while providing an elevated passenger and staff experience that is inclusive and welcoming to all.

Aviation Facilities & Infrastructure

- **What we procure:**
 - **Architecture, Accessibility, BIM, Signage**
 - Standards development
 - Asset management program support
 - On-site condition assessment of facility assets and regulatory scope
 - Laser scanning of facilities and infrastructure
 - **Civil, Electrical, Mechanical, Structural, Utility**
 - PLC update/programming
 - Arc Flash study
 - Energy auditing
 - Wastewater sampling/reporting
 - Commissioning
 - Confidence testing
 - Energy auditing
 - Wastewater sampling/reporting
 - Arc flash testing
 - Utility master plan modeling
 - Asset condition assessment
 - On-site regulatory evaluation
 - Standards development
 - Asset management program support

AV F&I Procurement Overview

- F&I spends about \$7-8M per year on Consulting Services
- 2024-2026 Consulting Services Contracts Summary
 - Project Specific:
 - Utility Master Plan - 3 year
 - Smoke Control Regulatory Testing – 5 year
 - Asset management – 5 year
 - Pre-Conditioned Air – CAT I & II, 1 year
 - Fire Sprinkler Testing – CAT II, 2 year
 - BIM – CAT III, 3 year
 - IDIQ under PMG/others:
 - Dam Safety – under \$100k
 - Landside Pavement - \$80k
 - Roof Assessments - \$125k
 - Envelope Studies - \$125k
 - Standards - \$400k (Casework, Architectural, Vertical Transportation, BHS, Electrical)
 - Accessibility Audit - \$120k

2026-2027 Aviation Facilities and Infrastructure Contracts

| Name | Contract Type | Estimated Amount | Estimated Advertise Date |
|---|-----------------------|------------------|--------------------------|
| Engineering Services, Test/Adjust/Balance, Retrocommissioning, 5-Year | IDIQ | \$1.95M | Q3 2026 |
| STOC Parking Pavement Study | Project Specific | \$40k | Q3 2026 |
| West MSC Wall Tieback Condition Assessment | Project Specific | \$25k | Q3 2026 |
| Accessibility Parking Garage Audit – Level 4 | Project Specific | \$25k | Q3 2026 |
| Clean Bldgs Act Facility Assesments | Project Specific/IDIQ | \$150k | Q2 2027 |
| Arcflash Study | IDIQ | \$150k | Q2 2027 |
| Dam Safety | IDIQ | \$65k | Q2 2027 |
| Acoustic Evaluation | Project Specific/IDIQ | \$125k | Q2 2027 |

QUESTION AND ANSWER

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

Letty Powell

Geodesic Studios

Owner

- *Post IAF Airline Realignment Project (sub)*
- *Recognized as 2025 Port Innovation Champion*

Chris Wong

Richmond Construction

Consulting

Principal

- *Post IAF Airline Realignment Project (prime)*
- *PM Services IDIQ (sub)*
- *Recognized as 2025 Port Collaboration and Communication Champion*

Eric Rolle

Shrewsberry & Associates

Principal/Vice President

- *S Concourse Evolution (sub)*
- *Airfield Programs (sub)*
- *C Concourse Expansion (sub)*

Rob Millar

HNTB

Project Manager

- *Widen Arrivals Project (prime)*
- *Architecture IDIQ*
- *Recognized as 2025 Port Prime Diversity Champion*

Alex Rolluda

Rolluda Architects

Owner and CEO

- *S Concourse Evolution (sub)*
- *C Concourse Expansion (sub)*
- *Terminal 91 Uplands Redevelopment (sub)*
- *Architecture IDIQ*

3 NEXT STEPS

Understand better:

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



Immediate Next Steps

1. Get Visible

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

2. Get Informed

Conduct market research by using VendorConect to review previously awarded contracts, requirements, scopes, and winners

3. Get Ready

Strengthen your firm's qualifications and pursuit materials such as capability statements

Connecting to Additional Resources

- **Learn more about the Professional Services Contracting Process**
 - [Port Professional Services Cheat Sheet](#)
 - [Professional Services Contracting 101](#)
- **Learn how to overcome common obstacles**
 - [Indirect Cost Rates](#)
 - [VendorConnect for Market Research and Public Disclosure Requests](#)
 - More Advanced PortGen Trainings in the Fall
- **Scale up and grow with mentorship**
 - Port Business Accelerator Mentorship Program - Applications open early July 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-proposal conference
 - 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:**
 - 17 key consultants
 - 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)

Engineering



Perry Welch
Design Quality & BIM



Garry Ensley
Survey, Mapping & Utilities



Brian Sweet
Director, Construction Management

Waterfront Capital Programs

Aviation Capital Programs

Kris Casselman
Capital Program Leader



Evan Conroy
Capital Project Manager



Kelly Purnell
Capital Program Leader

Environmental



Allie Bull
Aviation Environmental



Roy Kuroiwa
Waterfront Environmental

Aviation Facilities and Capital Programs



Ken Warren
Aviation F&I



Heather Karch
Aviation F&I

Central Procurement Office

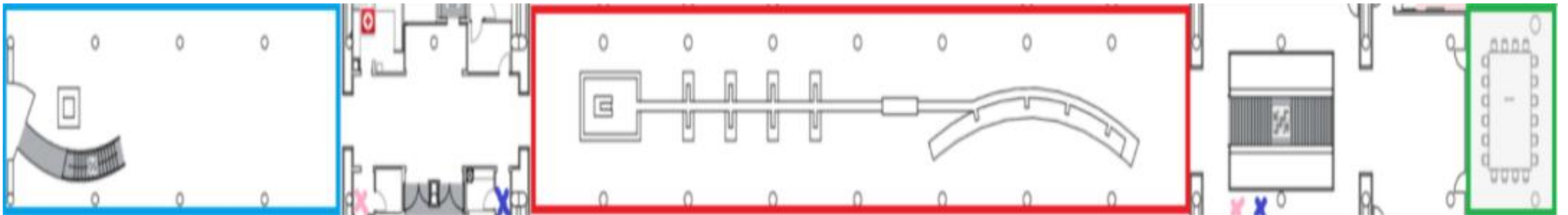


Victor Kravcenko
Central Procurement Office

Tom Hooper
Aviation Planning

Speed Networking

- **Speed Networking in the East end of Pier 69**
 - 11 primes
 - New rounds begin every quarter of the hour
 - Be ready at 2DEast (the room furthest east on the 2nd floor) two minutes prior to your meeting time
 - 5 minute grace period before your meeting is offered to a business waiting by the doors



Closing Remarks

Kelvin Dankwa,
Diversity in Contracting Program Specialist



THANK YOU!

Port
of Seattle®

