Port of Seattle
An Economic Engine for Washington State

Ralph Graves
Director, Capital Development
WA Ports – Unique Public Agencies

• Mission:
  – Create Jobs through Travel, Trade and Commerce
  – Promote Industrial Growth
  – Stimulate Economic Development

• Creating Economic Impact; Leveraging Revenues & Assets

• Elected Commissioners Govern Ports through an Appointed CEO & Staff

POS: Economic Engine Contributing 216,000 Jobs & $9.6b in Wages
Century Agenda: The 25 Year Plan

• POS Founded in 1911
• Launched Century Agenda Strategic Plan in 2011
• Century Agenda Strategies
  – Position the Region as a Premier International Logistics Hub
  – Advance the Region as a Leading Tourism Destination & Business Gateway
  – Use our Institutional Influence to Promote Small Business Growth & Workforce Development
  – Be the Greenest & Most Efficient Port in North America
• Add 100,000 Jobs through Economic Growth

Measuring Success: Jobs, Social Responsibility & the Environment
Strategic Partnerships

• Labor
• Regulatory Agencies
  – USCG
  – Army Corps of Engineers
  – FAA
  – TSA
• WA’s 75 Ports
• Economic Development Councils
• City/County/State/Federal Entity Engagements
• Private Sector

Broad Collaboration to Grow Economy & Jobs
Lines of Business

• Aviation
  – Connecting Travelers & Cargo Worldwide

• Maritime
  – Cruise
  – Fishing
  – Marinas

• Economic Development
  – Real Estate Optimization
  – Tourism
  – Small Business Accelerator
  – Workforce Development

• Northwest Seaport Alliance
Aviation Division – SeaTac Airport

- 46M Passengers in 2016
- 381,000 Flight Operations
- 332,000 Metric Tons Cargo

Big Ones:
- NorthStar – Alaska Hub - $550M
- Int’l Arrivals Facility - $660M
- Baggage Recap/Opt - $320M
- South Satellite Renov - $600M
International Arrivals Facility
North Satellite Renovation
5-Year Capital Budget: 130 major projects, $2.4B

- 8 new Safety & Security projects - $42M
- Emergency Backup Power - $36M
- 10 new Asset Management projects - $54M
- 9 new Capacity Response projects - $129M
- Service Tunnel Renewal (Seismic) - $28M
- Concessions Infrastructure - $14M

2017-21 Capital Budget
• Description
  - New widebody capable international gates on Concourse B
  - Extension of Concourse D to three piers to the north
  - Aircraft hold positions provided to the south and north
  - SASA accommodates aircraft maintenance and cargo growth

$10 – 15 B
Maritime Division – Cruise

- 2 Downtown Seattle Terminals
- 200 Annual Ship Calls
- 956,000 Passengers
- Dock Shore Power Eliminates Air Emissions
- Economic Impact:
  - 3,400 Jobs
  - $441b Business Revenue
  - $17m State & Local Taxes

Each Vessel Calls Contributes $2.4m to Economy
Maritime Division – Fishermen’s Terminal

- 16,100 Jobs
- $914.4m Business Revenue
- $119.6m State & Local Taxes
- 2014 – 100 Year Anniversary

Home Port to the Alaska Fishing Fleet Responsible for 40% of the U.S. Harvest
Maritime Division – Marinas

• 1,600+ Vessels
• Shilshole Bay Served Boaters for Over 50 Years
• Maritime Industrial Center

Economic Impact:
- $21.6m Local Revenue
- $1.8m State & Local Taxes

Public Access to the Water’s Edge & Spectacular Vistas
Maritime Division Projects

- Shilshole Bay Marina Restrooms - $7M
- Piers, Docks and Piling - $40M
- Cruise Terminal Tenant Improvements - $13.5M
- P-66 Exterior - $13M
- Fisherman’s Terminal Projects - $34M

2017-21 = $165M
Economic Development Division

- Collaborative Statewide Engagement & Leadership
- Small Business Accelerator
- Real Estate Portfolio
- Tourism
- Workforce Development

Launching Pad for Dramatic Growth Strategy
Economic Development Division – Real Estate

• 4,300 Acres
• 40 Acres of Parks

Economic Impact:
- 1,800 Jobs
- $435m Business Revenue
- $11.0m State & Local Taxes

Projects, 2017-21 - $82M

2nd Largest Land Owner in King County
Economic Development Division – Tourism

• Key Markets: UK, France, Germany, China & Japan

• Statewide Strategy

Economic Impact:
• $19 billion - direct visitor spending
• $1.7 billion in local and state tax revenue
• 163,400 jobs
The Northwest Seaport Alliance

• Consolidated Container Cargo Operations between Tacoma & Seattle
• Single Commercial Entity
• 50/50 Ownership
• 3rd Largest Gateway in N.A.
• Supports WA AG & MFG
• Economic Impact:
  – 48,000 Jobs
  – $4.3B Business Revenue
  – $1.1B State & Local Taxes

Collaboration Improves Asset Utilization, Creates Jobs, and Our Competitive Position
The Northwest Seaport Alliance

- T-46 Development & Rehab (TIGER) - $46M
- T-5 Berth Modernization - $287M
- Waterway Deepening - $39M

Executed by Port of Seattle for Alliance
Environmental Stewardship

Air Emissions & Energy Reduction Programs
Storm Water Management
Habitat Restoration
Clean Up & Remediation

• 2014 EPA Clean Air Excellence Award for Northwest Ports Clean Air Strategy
• 2013 Breathe Easy Champion Award
• 1st Airport in North America to Receive Airports “Carbon Accreditation Certification”

Be the Greenest & Most Energy Efficient Port in N.A.
Vision for Growth – Strategic Plan

- Dramatic Growth
- Operational Excellence
- Talent Development

Become the Nation’s Gateway for Commerce
How do I …?

• Identify upcoming work
  – Annual 5-year capital budgets - October
  – Future Procurement Opportunities
  – Current Bidding Opportunities – PRMS
  – Rosters – SCS, Small Works, Consultants
  – Visit us.

Learn to navigate our website.
How do I ...?

• Get a consulting contract
  – Sign up for roster
  – Propose for project-specific or IDIQ
  – Consider starting as a sub or in a JV

• Get a construction contract
  – Watch for upcoming solicitations
  – Bid or propose
  – Subcontracting – planholders on PRMS

Learn to navigate our website.
How do I …?

• Get work as a small business
  – Small Contractors and Suppliers
  – Subcontracting opportunities
  – SB set-asides
  – Small Works
  – PortGen
Port of Seattle

Poised for Growth