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 Executive Director & 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
  - Marine cargo

Creating Economic Benefits Statewide
Aviation Division – SeaTac Airport

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

Big Ones:
- NorthStar – Alaska Hub - $670M
- Int’l Arrivals Facility - $766M
- Baggage Recap/Opt - $320M
- South Satellite Renov - $600M

48% Passenger Growth Since 2012
International Arrivals Facility
North Satellite Renovation
Baggage Modernization

Eight Different Existing Systems
Baggage Modernization

High-Speed Connected System with Consolidated Search Room
5-Year Capital Budget: 130 major projects, $2.8B

- Restroom Upgrades - $33M
- Emergency Backup Power - $36M
- Concourse D Hardstand Holdroom - $38M
- Service Tunnel Renewal (Seismic) - $28M
- Taxiway A, B, L, Q Improvements - $34M
- Automated Checkpoints - $30M
- Sound Insulation - $50M
- Concessions Infrastructure - $14M

2018-22 Capital Budget
Plan development continues

• 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
Maritime Division – Cruise

• 2 Seattle Terminals with 3 berths
• 200 Annual Ship Calls
• 1.08 M Passengers in 2017
• 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 has 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
Shilshole Bay Marina Restrooms

Combination of Solar with Geothermal Heat-Exchangers
Maritime Division Projects

• Shilshole Bay Marina Restrooms - $7M
• Piers, Docks and Piling - $40M
• Cruise Terminal Tenant Improvements - $13.5M
• Fisherman’s Terminal Projects - $34M
2018-22 = $216M

• Stormwater Utility - $10M
Economic Development Division

- Collaborative Statewide Engagement & Leadership
- Small Business Program
- 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, 2018-22 - $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
The Northwest Seaport Alliance

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

Executed in North Harbor by Port of Seattle for Alliance

Budget Numbers
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
• 2017 AAPA Environmental Improvement Award
• 1st Airport in North America to Receive Airports “Carbon Accreditation Certification”

Be the Greenest & Most Energy Efficient Port in N.A.
Long Range Plan

• Century Agenda
  – 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

• High Performance Organization
  – Customer Satisfaction
  – Safety
  – One Port
  – Diversity & Inclusion
  – Talent Development

Become the Nation’s Gateway for Commerce
Capital Development Initiatives

- Unifier replacement
- Design review – Bluebeam
- BIM Processes and Stds
- Open Text
- Project Delivery Process
- Tableau dashboards for PMs
- Alternative PM processes
- Scope change management
- Lessons Learned
- Staffing study
- Cost estimate QA/QC
- Master record / as builts
- Risk management & register
- Integrated master schedule
- Talent from within
- FAA funding and approval
- Engineering archive
- Engineering CAD layering
- Constr Labor Gp process
- Design standards

Deliver Projects / Improve Processes
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
  – W/M/D contracting