Port of Seattle
An Economic Engine for Washington State

Kyle Dilbert
Sr. Manager Construction Contracting
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

Estimated 2018 Activity:
- 49.7M Passengers
- 436,861 Flight Operations
- 434,884 Metric Tons Cargo

Big Projects:
- NorthStar - $672M
- Int’l Arrivals Facility - $968M
- Baggage Recap/Opt - $458M

49% Passenger Growth Since 2012
International Arrivals Facility
Baggage Modernization

Eight Different Existing Systems
Baggage Modernization

High-Speed Connected System with Consolidated Search Room
5-Year Capital Budget: $3.1B

- Main Terminal Low Voltage- $50M+ (GC/CM)
- Terminal 5 redevelopment - $340M
- Baggage Optimization Phase 2 - $100M+
- Parking Garage Infrastructure Improvements – $10-13M
- Fisherman’s Terminal Redevelopment - $7-10M
- Infrastructure Support IDIQ – $1-3M
- P66 Modernization - $10-13M
Sustainable Airport Master Plan (SAMP)

Near-Term Projects – Currently in Environmental Review
Maritime Division – Cruise/Fisherman’s Terminal/Marinas

- 2 Seattle Terminals with 3 berths
- 200 Annual Ship Calls
- Home Port to the Alaska Fishing Fleet responsible for 40% of US Harvest
- 1,600 Vessels at Port Marinas
Economic Development Division

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

Launching Pad for Dramatic Growth Strategy
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
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

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• High Performance Organization
  – Customer Satisfaction
  – Safety
  – One Port
  – Diversity & Inclusion
  – 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.
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
How do I …?

• Get work as a small business
  – Small Contractors and Suppliers
  – Subcontracting opportunities
  – Small Works
  – PortGen
  – W/M/D contracting
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www.portseattle.org/subscribe