

Re: Agenda Item 4e – Port Commission Meeting 11/25/14

Dear Commissioners,

Chiles & Company respectfully requests that the Seattle Port Commission table any action on the selection of a real estate advisor until a strategy is in place to insure an open and equal opportunity for WMBE's to effectively compete for the business or a portion of the business.

My name is Paul Chiles and I am President of Chiles & Company, a commercial real estate service provider. We have been in business since 1990. To provide some context, I was the number one broker in earnings in the Seattle office for CBRE at the time of my departure to form Chiles & Company. I have served as the Chair of the Real Estate Program at Bellevue College. I have taught some of the highest rated real estate investment courses at the University of Washington College of Architecture and Urban Planning. Two other Chiles associates are CBRE alums and one was so highly regarded that she was a national trouble shooter for their property management division on accounting and auditing issues. Another Chiles associate received the "complex deal of the year" award from the local CCIM chapter where she also served as president. Chiles & Company is currently under contract with the City of Seattle and the Convention Center to provide similar advisory and brokerage services.

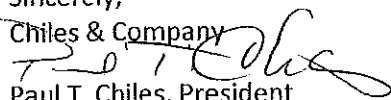
Chiles & Company associates are capable and have the requisite experience – yet we have already been excluded from any participation – The solicitation was far too comprehensive for Chiles to have any reasonable chance to prevail - although we tried.

We believe that our resources, public sector track record, proven best practices and local talent offer a reliable, transparent and market tested approach that supports Port operations and benefits taxpayers - all with a team that looks like Seattle, including Latino, Asian, Caucasian and African American associates. Chiles not only endeavors to do the right things, Chiles also does the right things right. Credentials, case studies, firm capabilities, resumes, academic experience, market knowledge, reputation and real estate acumen support the assertion that Chiles is a premier provider of real estate services. In response to this RFQ, Chiles anticipated teaming up with CBRE or Colliers as we have done before. Because there were no aspirational goals associated with the solicitation, the dominant firms realized they didn't need Chiles to prevail. If there is a sense that the client doesn't care about inclusion, why bother.

Chiles has been encouraged by the Port Commissions assertions supporting diversity and inclusion; we embrace the initiative as evidenced by our team choices and are hopeful the Port's choices will mirror this goal when reasonable. This is a proposed 3 year contract; we can't wait until next time for the Port to get it right. Although we are capable, opportunities like this are infrequent for Chiles ... "my bad," "sorry, we'll get it right next time", "you need more experience" or "your proposal was good but" is what we've heard since our inception. Regrettably, the Port of Seattle would then lose the opportunity to work with thoughtful, creative, culturally competent, and effective group of professionals. Chiles strongly believes that "extraordinary achievement is often less about talent than it is about opportunity."

Sincerely,

Chiles & Company


Paul T. Chiles, President