

START OF TRANSCRIPT

[00:00:31] This is Commission President Hamdi
[00:00:33] Mohammed convening the special meeting of
[00:00:35] April 16, 2024. The time is
[00:00:39] now 10:30 a.m. We're meeting in person
[00:00:42] today at the Port of Seattle Headquarter
[00:00:45] building, commission chambers and
[00:00:47] virtually via Microsoft Teams. Present
[00:00:50] with me today are Commissioners Felleman
[00:00:52] and Commissioner Hasegawa, who are
[00:00:55] currently gathered in the executive
[00:00:57] session room awaiting the opening of the
[00:01:00] public meeting. We're now recessed into
[00:01:03] the executive session to discuss three
[00:01:06] items regarding litigation, potential
[00:01:09] litigation or legal risk per RCW
[00:01:13] 4200 3100 ten section
[00:01:17] one I with one of those items
[00:01:21] related to the performance of a public
[00:01:24] employee per RCW 4200 and 3100,
[00:01:27] and ten section IG. The session
[00:01:32] is expected to last for about 60 minutes.
[00:01:35] We'll reconvene into public session at
[00:01:38] 12:00 p.m. Thank you all.
[00:01:47] This is Commission President Hamdi
[00:01:49] Mohammed reconvening the special meeting
[00:01:51] of April 16, 2024.
[00:01:54] The time is now 12:03 p.m. We're meeting
[00:01:58] in person today at the Port of Seattle
[00:02:00] Headquarters building, commission
[00:02:02] chambers, and virtually via Microsoft
[00:02:05] Teams. Clerk Hart, please call the role of
[00:02:08] commissioners in attendance. Thank you.
[00:02:11] Madam Commission president, beginning with
[00:02:13] Commissioner Felleman present. Thank you.
[00:02:17] Commissioner Hasegawa present. Thank you.
[00:02:20] And Commissioner Mohammed present. Thank
[00:02:23] you. Thank you. We do have a quorum
[00:02:25] established today. You're welcome. Thank
[00:02:27] you. A few housekeeping items before we
[00:02:30] begin. For everyone in the meeting room,
[00:02:33] please turn your cell phones to silent.
[00:02:36] For anyone participating on Microsoft
[00:02:38] Teams, please mute your speakers when not
[00:02:41] actively speaking or presenting. Please
[00:02:44] keep your cameras off unless you are a
[00:02:47] member of the commission or the executive
[00:02:50] director participating virtually or you
[00:02:53] are a member of the staff in a
[00:02:55] presentation mode and are actively
[00:02:58] addressing the commission. Members of the
[00:03:00] public addressing the commission during
[00:03:03] public comment may turn their cameras on
[00:03:06] when their name is called to speak and
[00:03:08] we'll turn them back off again at the
[00:03:10] conclusion of their remarks. For anyone at
[00:03:13] the dais here today, please turn off the
[00:03:16] speakers on any computers and silence your
[00:03:19] devices. Please also remember to address
[00:03:22] your request to be recognized, to speak
[00:03:25] through the chair, and to wait to speak
[00:03:27] until you have been recognized. You'll

[00:03:29] turn your microphones on and off as
[00:03:32] needed. All of the items noted here will
[00:03:35] ensure a smoother meeting. Thank you all.
[00:03:38] All votes today will be taken by the roll
[00:03:40] call method so it is clear for anyone
[00:03:43] participating, virtually how votes are
[00:03:46] casted. Commissioners will say aye or nay
[00:03:49] when their names are called. We're meeting
[00:03:53] on the ancestral land and waters of the
[00:03:56] Coast, Salish people with whom we share a
[00:03:58] commitment to stewarding these natural
[00:04:00] resources for generations to come.
[00:04:06] This meeting today is being digitally
[00:04:08] recorded and may be viewed or heard at any
[00:04:10] time on the port's website and may be
[00:04:13] rebroadcasted by King county television.
[00:04:15] Now please stand and join me for the
[00:04:17] pledge of allegiance.
[00:04:21] I pledge all my pledges to the flag,
[00:04:32] liberty and justice for all.
[00:04:41] Thank you everyone. The first item of
[00:04:44] business today is the approval of the
[00:04:46] agenda. As a reminder, if a commissioner
[00:04:49] wishes to comment for or against an item
[00:04:52] on the consent agenda, it is not necessary
[00:04:55] to pull the item from the consent agenda.
[00:04:59] Rather, a commissioner may offer
[00:05:01] supporting or opposing comments later in
[00:05:04] this meeting once we get to the part of
[00:05:06] the agenda these comments are in order.
[00:05:09] Once the motion has been made to approve,
[00:05:12] the consent agenda has been made.
[00:05:14] However, it is appropriate at this time if
[00:05:17] a commissioner wants to ask questions of
[00:05:19] staff or wishes to have a dialogue on a
[00:05:22] consent agenda item to request that item
[00:05:25] be pulled for a separate discussion.
[00:05:28] Are there any items to be pulled from the
[00:05:30] consent agenda today or any motions to
[00:05:33] rearrange the order of the day?
[00:05:37] Great commissioners, the question is now
[00:05:40] on approval of the agenda. Is there a
[00:05:42] motion to approve the agenda as presented?
[00:05:45] So moved. Seconded. Great. The motion has
[00:05:48] been made and seconded. Is there any
[00:05:50] objections to the approval of the agenda
[00:05:52] as presented? Hearing none. The agenda is
[00:05:56] approved as presented. Thank you.
[00:06:00] Moving us along. There are no special
[00:06:02] orders scheduled for today.
[00:06:08] Next on our agenda is the executive
[00:06:10] director's report. Executive Director Goon
[00:06:14] is here, sitting for Executive Director
[00:06:16] Metruck. Karen, you have the floor. Thank
[00:06:19] you, commissioners, good afternoon. I'm
[00:06:21] standing in for executive director Metruck
[00:06:23] while he's away on business travel.
[00:06:25] Before I provide some brief updates, I
[00:06:27] would like to begin my remarks by thanking
[00:06:29] all the port staff and partners that kept
[00:06:31] the airport functioning and operating
[00:06:33] despite yesterday's challenges. Global
[00:06:36] conflict, unrest and escalating

[00:06:37] geopolitical tensions can be challenging
[00:06:40] operationally and emotionally. So I want
[00:06:41] to express my sincere gratitude for the
[00:06:43] effort of all the teams that conducted
[00:06:46] valuable planning events and navigated the
[00:06:48] real time circumstances. Thank you.
[00:06:52] Moving to my report, I have several
[00:06:54] operational updates since our last meeting
[00:06:56] in March that I would like to share.
[00:06:58] Earlier this month, SEA celebrated the
[00:07:00] announcement of Philippines Airlines new
[00:07:03] service to Manila and welcomed back Hainan
[00:07:05] airline service to Beijing, which has been
[00:07:07] on hiatus since the pandemic. So far,
[00:07:10] SEA has announced six new international
[00:07:12] services in 2024 Alaska Airlines to
[00:07:15] Toronto starting in May Lufthansa to
[00:07:18] Munich starting in May Delta Airlines to
[00:07:20] Taipei starting in June China Airlines to
[00:07:23] Taipei starting in July, Starlux Airlines
[00:07:26] to Taipei Taipei's popular starting in
[00:07:29] August, the Philippine airline service
[00:07:32] scheduled for October opens up a major new
[00:07:34] market and closes a service gap for our
[00:07:36] community. This is a significant win all
[00:07:39] around. SEA currently offers 47 services
[00:07:43] to 31 international destinations on 25
[00:07:46] different airlines. On the maritime side,
[00:07:49] I would like to congratulate the many
[00:07:50] teams who worked on the south berth
[00:07:52] terminal five modernization and the
[00:07:54] successful plugin of an MSC ship for the
[00:07:56] first time. The terminal five
[00:07:59] modernization program has been actively
[00:08:01] underway for several years and many port
[00:08:03] teams and employees ushered this work
[00:08:05] forward as NSA and the tenant relationship
[00:08:08] took shape. Our partnership with NSA has
[00:08:11] NW excuse me, NWSA. Am I thinking
[00:08:14] basketball? I'm not sure. Has been
[00:08:17] critical along the way and we are pleased
[00:08:19] to have this premier two berth terminal in
[00:08:21] operation. Earlier this month, we also
[00:08:23] celebrated the first day of the 2024
[00:08:26] cruise season. We forecasted this season
[00:08:29] of 275 sailings with 1.7 million revenue
[00:08:33] passengers to be among the best in our
[00:08:35] history and a much anticipated economic
[00:08:38] boost for local businesses that rely on
[00:08:41] tourism customers. This year we celebrate
[00:08:44] 25 years of cruising and this summer we'll
[00:08:46] commission our third shore power
[00:08:48] connection, this one at pier 16.
[00:08:51] Moving on to aviation commercial
[00:08:53] management team. Allport staff play a
[00:08:56] critical role in our operational success.
[00:08:58] One team I wanted to give special mention
[00:09:00] to in this report is our aviation
[00:09:02] commercial management team. Last week at
[00:09:05] the Airport Experience conference, the
[00:09:07] SEA, airport dining and retail team was
[00:09:09] awarded the airport with the best
[00:09:11] commercial team large airports award.

[00:09:14] These awards recognize excellence in
[00:09:17] airport concessions throughout North
[00:09:18] America. It was a great milestone for sea
[00:09:21] and its dining and retail team to be
[00:09:23] recognized throughout the aviation
[00:09:25] industry with this coveted award. Later in
[00:09:28] today's meeting agenda, we will request
[00:09:29] authorization to move forward with another
[00:09:31] exciting concept from this team related to
[00:09:33] duty free at the airport. And on a
[00:09:36] personal note, I wanted to thank the ADR
[00:09:38] team for hosting the Eid el Fetter
[00:09:43] celebration last week. I'm so sorry to
[00:09:45] miss to have you there Commissioner
[00:09:47] Mohammed. It was a great opportunity to
[00:09:50] highlight the end of Ramadan and to share
[00:09:52] information with the traveling public as
[00:09:54] well as our employees. And there were some
[00:09:56] very special goodies there. So I'm sorry
[00:09:58] you missed that. Another group I wanted to
[00:10:01] call out in my report all the incredible
[00:10:03] administrative professionals at the port.
[00:10:05] Tomorrow we celebrate administrative
[00:10:07] professionals day. Administrative
[00:10:09] professionals are vital to the operation
[00:10:11] of every facet of the port. They manage
[00:10:13] the myriad details that keep the aviation,
[00:10:16] corporate, economic development and
[00:10:17] marriage time divisions running smoothly.
[00:10:20] I personally rely on our administrative
[00:10:23] professionals to be that informal
[00:10:25] information network. If I need to find
[00:10:27] something. They're usually the first one
[00:10:29] that I approach. Importantly, they possess
[00:10:32] the historical memory to make sure that we
[00:10:34] adhere to proper policies and procedures
[00:10:36] to keep the port moving forward. Simply
[00:10:39] put, our administrative professionals know
[00:10:40] how to get things done and they're key to
[00:10:42] the port's success. Thank you to all our
[00:10:45] administrative professionals for all that
[00:10:47] you do. Moving to today's commission
[00:10:50] meeting, I would like to highlight a few
[00:10:52] items on our consent agenda. We have the
[00:10:54] adoption of the SEA tree placement
[00:10:56] standards and the SEA land stewardship
[00:10:58] plan. The strategies outlined in the plan
[00:11:01] build upon the port's robust work and
[00:11:03] environmental leadership and reinforce the
[00:11:05] airport's commitment to sustainable
[00:11:06] planning, operations and development. On
[00:11:09] our action agenda, we will introduce a
[00:11:11] resolution related to bonds to finance and
[00:11:13] refinance capital improvements and learn
[00:11:15] about exciting plans for duty free. You
[00:11:18] will also receive a staff report on our
[00:11:21] diversity and contracting efforts.
[00:11:23] Commissioners, that concludes my remarks.
[00:11:25] Thank you. Thank you for the report.
[00:11:28] Executive Director Goon we appreciate the
[00:11:31] information you've provided. We are now on
[00:11:35] items six committee reports.
[00:11:38] Evan from our commission office will

[00:11:41] provide that report today. Evan, you have
[00:11:43] the floor.
[00:11:47] Thank you. On March 27,
[00:11:51] the Highline forum held its second meeting
[00:11:53] of the year with Des Moines Council member
[00:11:55] Mahoney chairing the meeting, with port
[00:11:56] Commissioner Felleman in attendance, the
[00:11:59] forum members heard a presentation by host
[00:12:01] City of federal ways on the town center
[00:12:03] three development and on the Sound Transit
[00:12:06] Federal Wei Link extension project,
[00:12:08] excuse me, extension project presentations
[00:12:12] on tourism by representatives from the
[00:12:13] Port of Seattle, Washington State Tourism,
[00:12:16] City of Burien, City of Federal Way,
[00:12:19] Seattle Southside Regional Tourism
[00:12:21] Authority, City of Tukwilla, City of Sea-Tac
[00:12:25] and Highline College, including the
[00:12:27] upcoming 2026 FIFA World cup and
[00:12:31] responsible tourism. From form co chair
[00:12:33] Commissioner Felleman a start update by
[00:12:37] aviation managing director Lance Little,
[00:12:39] including a short presentation on what the
[00:12:42] Sustainable Airport Master Plan program
[00:12:44] near term project is and the anticipated
[00:12:47] release of the first environmental review
[00:12:49] documents late this year. On March
[00:12:52] 28, Commissioner Calkins and Mohammed met
[00:12:55] in the first audit committee meeting of
[00:12:56] the year with the public member Sarah
[00:12:59] Holstrom in attendance. The committee
[00:13:02] received the exit audit report of the 2022
[00:13:05] performance audit conducted by the Office
[00:13:06] of the Washington State Auditor and it was
[00:13:09] a clean audit. The committee then received
[00:13:12] the annual communication and information
[00:13:14] from the director of internal audit and
[00:13:16] received an update on open issues and the
[00:13:19] progress of the 2024 audit plan.
[00:13:22] Audit reports present presented later in
[00:13:25] this meeting included a performance audit
[00:13:27] on the concourse, a building, expansions
[00:13:29] for lounges, the Delta TRa, an information
[00:13:33] technology audit report regarding the
[00:13:35] port's payment card industry assessment
[00:13:38] and a limited contract compliance audit
[00:13:40] regarding Palino SEATAC LLC.
[00:13:44] Finally, management provided responses
[00:13:47] where applicable, and members of the
[00:13:49] committee discussed the audit reports with
[00:13:51] internal audit staff and management. The
[00:13:54] meeting ended with the committee
[00:13:55] recognizing the work of Rumi Okuma and Pam
[00:13:59] Bailey from the internal audit department,
[00:14:01] who were both retiring from the port.
[00:14:05] The last committee report we have is on
[00:14:07] March 28, commissioners Cho and Felleman
[00:14:09] convened the sustainability, Environment
[00:14:10] and Climate Committee, in which staff
[00:14:12] provided a briefing on the 2024 pre cruise
[00:14:15] season environmental efforts. The
[00:14:18] committee learned about the 2024 cruise
[00:14:20] ships shore power capabilities and

[00:14:23] progress toward the port's 100% plug in
[00:14:26] goal. They also learned about the status
[00:14:28] of the Pacific Northwest to Alaska green
[00:14:30] Corridor feasibility study, the cruise
[00:14:33] MoU, and how it protects Washington waters
[00:14:35] and the cruise exhaust gas cleaning
[00:14:37] system, wash water ecological risk
[00:14:39] assessment. The committee also discussed
[00:14:42] the voluntary Puget sound EGCS washwater
[00:14:45] discharge pause for ships underway Puget
[00:14:48] Sound and confirm that both the underway
[00:14:50] discharge pause and the ports wash water
[00:14:53] discharge ban for cruise ships at berth
[00:14:55] enacted in 2020, remain in place for the
[00:14:57] 2024 season. And that is the end of the
[00:15:00] reports. Thank you for
[00:15:04] that report. Are there any follow up
[00:15:06] questions regarding committees at this
[00:15:09] time? Was that Highline forum meeting in
[00:15:12] person, virtual and in person?
[00:15:16] Oh, great. Was Commissioner Felleman in
[00:15:18] person? Do you want me to answer that?
[00:15:22] I'm kidding. I was supposed to be on that
[00:15:24] committee and he took that on for me, so I
[00:15:26] appreciate that he does like that. Thank
[00:15:29] you. We are now at the public comment
[00:15:32] section of our agenda. The port commission
[00:15:34] welcomes public comment as an important
[00:15:36] part of the public process. Comments are
[00:15:40] received and considered by the commission
[00:15:42] in its deliberations. Before we take
[00:15:45] public comment, let's review our rules in
[00:15:48] person and virtual public comments clerk
[00:15:51] Hart, please play the recording at this
[00:15:52] time.
[00:15:59] Our meeting today as noted, public comment
[00:16:02] is an important part of Seattle Commission
[00:16:06] the Port of Seattle Commission welcomes
[00:16:13] you to our meeting today. As noted,
[00:16:15] public comment is. The Port of Seattle
[00:16:18] Commission welcomes you to our meeting
[00:16:20] today. As noted, public comment is an
[00:16:23] important part of the public process, and
[00:16:25] the Port of Seattle Commission thanks you
[00:16:27] for joining us. Before proceeding, we will
[00:16:29] overview the rules governing public
[00:16:31] comment. For your general information,
[00:16:34] each speaker will have two minutes to
[00:16:36] speak unless otherwise revised by the
[00:16:37] presiding officer for the purposes of
[00:16:39] meeting efficiency, and the speaker shall
[00:16:41] keep their remarks within the allotted
[00:16:43] time, provided a timer will appear on the
[00:16:45] screen and a buzzer will sound at the end
[00:16:48] of the speaker's comment period. The
[00:16:50] commission accepts comments on items
[00:16:52] appearing on its agenda and items related
[00:16:54] to the conduct of port business.
[00:16:56] Presiding officer will ask speakers to
[00:16:58] limit their comments to these topics.
[00:17:00] This rule applies to both introductory and
[00:17:03] concluding remarks. Disruptions of
[00:17:05] commissioned public meetings are

[00:17:07] prohibited. General disruptions include,
[00:17:09] but are not limited to, the speaking
[00:17:12] before being recognized by the presiding
[00:17:14] officer holding or placing banners and
[00:17:16] signs in the meeting room in a way that
[00:17:18] endangers others or obstructs the flow of
[00:17:20] people or view of others at the meeting
[00:17:23] intentionally disrupting, disturbing, or
[00:17:25] otherwise impeding attendance or
[00:17:27] participation at a meeting refusing to
[00:17:29] follow the direction of the presiding
[00:17:31] officer or security personnel attempting
[00:17:34] to use the comment time for purposeful
[00:17:35] delay without conveying a discernible
[00:17:37] message using the comment period to assist
[00:17:40] in the campaign for election of any person
[00:17:43] to any office or for the promotion of or
[00:17:45] opposition to any ballot proposition,
[00:17:48] except when addressing action being taken
[00:17:50] by the commission on a ballot proposition
[00:17:53] appearing on its agenda directing public
[00:17:55] comments to the audience engaging in
[00:17:58] abusive or harassing behavior, including,
[00:18:00] but not limited to, derogatory remarks
[00:18:02] based on age, race, color, national
[00:18:05] origin, ancestry, religion, disability,
[00:18:08] pregnancy, sex, gender, sexual
[00:18:11] orientation, transgender status, marital
[00:18:13] status, or any other category protected by
[00:18:16] law, the use of obscene or profane
[00:18:18] language and gestures, assaults or other
[00:18:21] threatening behavior and sexual misconduct
[00:18:23] or sexual harassment for safety purposes.
[00:18:27] Individuals are asked not to physically
[00:18:29] approach commissioners or staff at the
[00:18:31] meeting table. During the meeting,
[00:18:33] individuals may provide written public
[00:18:35] comment before or after the meeting and in
[00:18:38] addition, speakers may offer written
[00:18:40] materials to the commissioned clerk for
[00:18:41] distribution during their testimony to the
[00:18:44] commission. A detailed list of the public
[00:18:46] comment rules is available through the
[00:18:48] commission clerk. If a meeting is
[00:18:50] disrupted by an individual in attendance
[00:18:52] in the meeting room or by an individual
[00:18:54] providing public comment in person or
[00:18:57] virtually, the port will impose
[00:18:59] progressive consequences that may result
[00:19:01] in exclusion from future meetings.
[00:19:04] Written materials provided to the clerk
[00:19:05] will be included in today's meeting
[00:19:07] record. The clerk has a list of those
[00:19:09] prepared to speak. When your name is
[00:19:12] called, please come to the testimony table
[00:19:14] or unmute yourself. If joining virtually
[00:19:17] repeat your name for the record and state
[00:19:20] your topic related to an item on the
[00:19:22] agenda.
[00:19:26] Okay, it looks like we're having some
[00:19:27] technical difficulty with that recording
[00:19:29] today. Things are a little touchy from
[00:19:31] time to time. I can go ahead and pull up

[00:19:34] an r timer. Madam Commission president.
[00:19:37] Great. Clerk Hart, I do have two signed
[00:19:40] up, two people who have signed up today.
[00:19:42] I will now call on the first speaker,
[00:19:45] Alex Zimmerman. Please state the
[00:19:49] agenda item you'd like to speak to or
[00:19:51] business. This one on the left? Yes, or my
[00:19:54] left.
[00:20:02] Give me just one moment here.
[00:20:05] Yeah. Hi, my lovely, lovely, my favorite
[00:20:10] clown. Alex. Alex, can you please restate
[00:20:13] your name for the record and your topic
[00:20:15] related to the conduct of court business
[00:20:17] award? I understand. I'm so sorry. Thank
[00:20:20] you. Yeah. My name Alex Zimmerman. It's
[00:20:24] working. Two minutes. Starting it is. I
[00:20:27] will start it, Alex, after you tell us
[00:20:29] what your topic is today. Okay. My name
[00:20:31] Alex Zimmerman and I once speak about
[00:20:34] public testimony procedure.
[00:20:37] Yeah. Thank you, Alex. In the forum.
[00:20:39] Yeah. Thank you very much. Yeah. This
[00:20:42] Pratzadur, what is you? Did you know what
[00:20:44] this means? This not only violate all
[00:20:47] constitution open public meeting act.
[00:20:52] Yeah. In dozen court decision. You know
[00:20:54] what this means? By definition, this is a
[00:20:56] fraud. In fraud it always crime. So can
[00:21:00] I call you like a clown? Yeah, I can you
[00:21:03] call, you clown. But I don't think so.
[00:21:05] You clown. Because what is you did. Right
[00:21:07] now, I see this in many places.
[00:21:10] You know what this means? I have a hundred
[00:21:13] trespasses. Yeah, absolutely.
[00:21:16] Right now it's a little bit different,
[00:21:17] but yeah. So this violate nine
[00:21:23] circle decision and you don't know about
[00:21:25] this because you're very low class
[00:21:26] professional. One opinion. Another opinion
[00:21:30] I think is because you belong to what they
[00:21:32] call dirty Dem nazi fascist junta.
[00:21:36] So everything what is you have in this
[00:21:39] rules? What is you bring? Couple of months
[00:21:41] ago, it's a copy from Seattle. So why from
[00:21:45] Seattle? It's okay with me. I have 18
[00:21:48] trespasses from Seattle for 1500
[00:21:52] days. So right now I go to court in
[00:21:55] Seattle for \$10 million. This will be very
[00:21:58] interesting case. You know what this
[00:22:00] means? Because it's no analogy in american
[00:22:02] history. I love this. I bring couple class
[00:22:05] actions before this don't have an allergy
[00:22:07] in american history. And I win. Yeah. So
[00:22:11] situations I ask you stop on this
[00:22:14] absolutely violation of dozen core
[00:22:17] decisions. You know what this means?
[00:22:19] Include 9th circle and another circle
[00:22:21] because it looks so. You know, they only
[00:22:24] show how low class level you have. I'm not
[00:22:28] too much sure. So you however, I don't
[00:22:30] know, school degree or something like
[00:22:32] this. Yeah, high school degree.
[00:22:35] So please make a correction.

[00:22:38] Yeah. Thank you very much.
[00:22:44] Thank you. Madam Commissioner, president.
[00:22:47] I can call a name from our virtual list if
[00:22:49] you like. Please proceed. Thank you.
[00:22:53] We have Jill Kong joining us, virtually.
[00:22:55] Jill, if you could please restate your
[00:22:58] name for the record and your agenda item
[00:22:59] or your topic related to the conduct of
[00:23:01] port business, please.
[00:23:05] Hello, my name is Jia Kang. I am here to
[00:23:08] speak on Port of Seattle's land
[00:23:09] stewardship plan. Thank you.
[00:23:15] For the Seattle commissioners. I represent
[00:23:17] globally local, a Seatac Tukwilla based
[00:23:19] community organization. Globally, local
[00:23:21] advances food, justice, health equity,
[00:23:24] and economic empowerment for immigrants,
[00:23:26] refugees, communities of color, low income
[00:23:29] communities in Sea-Tac, Tukwilla, and the
[00:23:31] broader south King county. Globally,
[00:23:34] local is here today to express support for
[00:23:36] the Port of Seattle's land stewardship
[00:23:38] plan because we believe it demonstrates
[00:23:40] the port's commitment to environmental
[00:23:42] sustainability by protecting the urban
[00:23:44] forests and green spaces in our airport
[00:23:47] communities. Forests and green spaces are
[00:23:50] directly linked to community health
[00:23:51] outcomes in south King county. We serve a
[00:23:54] community that is disproportionately
[00:23:56] impacted by high rates of chronic
[00:23:58] uncommunicable illnesses, preventable
[00:24:00] diseases, and mental health challenges.
[00:24:03] Our community also sits in a heavily
[00:24:05] industrialized region with limited access
[00:24:07] to open spaces and green spaces. These
[00:24:09] factors continue to exacerbate health
[00:24:11] disparities and climate injustices that
[00:24:15] our communities face. Protecting urban
[00:24:17] forests and green spaces near the airport
[00:24:19] is a great step forward to address these
[00:24:21] issues, and we're proud that this plan
[00:24:23] takes these necessary steps. We also
[00:24:25] appreciate how equity is emphasized in the
[00:24:28] plan by using the port's equity indicators
[00:24:30] to prioritize areas with lower scores on
[00:24:33] the port's equity index. This is very
[00:24:36] important as immigrants, refugees and
[00:24:38] communities of color typically reside and
[00:24:40] work in other areas with
[00:24:43] the greatest inequities through globally
[00:24:46] locals work, we've seen firsthand the
[00:24:47] elevated disparities experienced by
[00:24:50] marginalized communities, especially those
[00:24:52] who are further away from resources, face
[00:24:55] exceptional challenges to navigating
[00:24:56] systems, accessing services and support,
[00:24:59] and dissenter from positions of
[00:25:01] distribution making power. These are
[00:25:03] communities that we regularly see serve,
[00:25:05] who are in great needs of food access,
[00:25:07] health connections, and economic
[00:25:09] empowerment. By developing metrics that

[00:25:11] prioritize equity and disparities of
[00:25:13] impact, we believe that the solution will
[00:25:15] deliver the greatest outcome where it's
[00:25:17] needed. Thank you.
[00:25:21] Thank you so much. Clark. I do have two
[00:25:24] other names in the room. I'll call on the
[00:25:26] next individual. Matt with ILW Local
[00:25:30] 19, welcome. Thank you.
[00:25:36] Please state your name for the record and
[00:25:38] the topic related to port business today.
[00:25:41] Hi, I'm Matt Ventoza, the vice president
[00:25:43] of the International Longshore Warehouse
[00:25:44] Union, Local 19 here in Seattle. The topic
[00:25:47] is cold ironing at Pier 66. Good
[00:25:49] afternoon, port commissioners. Thank you
[00:25:50] for this opportunity to be able to speak
[00:25:52] before you. First of all, I'd like to
[00:25:54] thank the port of Seattle's cruise staff
[00:25:56] that orchestrate the cruise lines and who
[00:25:57] participated on Saturday, April 6, in the
[00:26:00] first cruise ship calling of the year. It
[00:26:02] was great to tour the Norwegian cruise
[00:26:03] line vessel and see parts of
[00:26:07] the ship that most people don't get to see
[00:26:09] from the upper decks to how they manage
[00:26:10] recycling of the materials, including
[00:26:12] water. The cruise lines does a great job
[00:26:15] at this. I would also like to mention what
[00:26:17] Stephanie had pointed out at the press
[00:26:18] conference and that we would hopefully be
[00:26:20] plugging in by the end of the season this
[00:26:22] year at Pier 66 and help reduce the
[00:26:25] carbon footprint and go green while these
[00:26:27] ships are dockside. The ILW will be
[00:26:30] plugging in those cruise ships like we
[00:26:31] have done at Pier 91 for years, and we're
[00:26:33] excited to see this come to fruition.
[00:26:34] Thank you. Thank you so much for your
[00:26:37] comments. Clerk Hart, do you have
[00:26:40] another individual signed up online? I do.
[00:26:43] We have five other individuals who have
[00:26:46] signed up virtually, so we'll take one
[00:26:48] virtually and then we'll re alternate to
[00:26:50] the room. Commissioner and our next
[00:26:52] speaker is he and Q. Hi, Ann. Please go
[00:26:55] ahead and restate your name for the record
[00:26:57] and your agenda item or topic related to
[00:27:00] the conduct of port business, please. My
[00:27:03] name is Hyun Kyu and I'm speaking on the
[00:27:05] topic of the Port of Seattle land
[00:27:08] stewardship plan. Thank you.
[00:27:13] Shall I begin? Yes, please. Okay. Thank
[00:27:16] you. Hello, commissioners. Again, my name
[00:27:18] is Hyun Kyu and I'm the executive director
[00:27:20] of partner in employment. Again, I'm here
[00:27:23] to provide comments on the topic of the
[00:27:25] Port of Seattle land stewardship plan just
[00:27:29] a little bit about the partner
[00:27:33] employment. We support new immigrants,
[00:27:35] refugees and asylum seekers in South King
[00:27:37] county with workforce development and job
[00:27:40] trainings leading to living wages. One of
[00:27:43] our job trainings that we provide is in

[00:27:46] the environmental restoration. I'm here
[00:27:49] today again in support and because we do
[00:27:53] believe that the plan demonstrates the
[00:27:56] poor commitment to environmental
[00:27:57] sustainability by protecting the urban
[00:28:00] forest and the green spaces in our airport
[00:28:02] communities. Particularly our communities
[00:28:06] in South King county and around the
[00:28:08] airport have limited open and green
[00:28:10] spaces, and we're proud that the plan
[00:28:12] takes the necessary steps to do this. We
[00:28:16] also appreciate how equity is emphasized
[00:28:18] in the plan by using the ports equity
[00:28:21] indicators to prioritize the areas with
[00:28:23] the low works on the ports equity index.
[00:28:27] This is especially important as BIPOC
[00:28:30] communities typically reside and work in
[00:28:33] areas that have the greatest inequities.
[00:28:37] We also appreciate that this plan strikes
[00:28:39] to balance between responsible
[00:28:42] environmental stewardship and sustaining
[00:28:44] an international airport that creates jobs
[00:28:47] to support our regional economy. And with
[00:28:50] that, I thank you for your time.
[00:28:55] Thank you. Hiin.
[00:28:58] We have one more person signed up in
[00:29:01] person, Emmanuela Shasha.
[00:29:05] I apologize if I mispronounced your name
[00:29:07] in advance. Please state your name for the
[00:29:10] record and the topic related to port
[00:29:13] business today. Emmanuela Shasha.
[00:29:16] I'm here to talk about the Porto Seattle
[00:29:19] land Stewardship plan.
[00:29:23] I work for the congolese integration
[00:29:24] Network. I'm the chief operation officer,
[00:29:27] and we are non profit based in Sea-Tac,
[00:29:29] specifically, and we've been there for
[00:29:31] seven years supporting or creating
[00:29:34] sustainable pathways for integration for
[00:29:36] community of colors, but specifically
[00:29:38] refugees and immigrants from sub saharan
[00:29:41] Africa. We're proud ourselves to create or
[00:29:44] provide support for equal opportunity from
[00:29:46] the start with a family approach. So we
[00:29:49] want to make sure that from the get go,
[00:29:51] the children are involved in understanding
[00:29:53] what it is to be successful, as well as
[00:29:56] the youth, and involve also the parents in
[00:29:59] the growth of the family and for them to
[00:30:01] be sustainable, self sustainable, but also
[00:30:04] fully integrated. So it's really. It was a
[00:30:07] pleasure for us amongst so many of the
[00:30:10] programs that we host. That port of
[00:30:12] Seattle supported us through an
[00:30:14] environmental grant that is funding our
[00:30:17] project called Bilanga. Bilanga means farm
[00:30:20] or farming land in Lingala. It's a
[00:30:23] language spoken Drc Congo, where I'm from.
[00:30:26] And we are fostering a space for community
[00:30:28] to plant local greens and
[00:30:32] local vegetables, to feel them attached
[00:30:34] again to the land, but also to create that
[00:30:37] deep love for the place or the country

[00:30:39] that has welcomed them here. So I would
[00:30:42] like to support this plan because it only.
[00:30:44] Not only supports for us to breathe better
[00:30:48] air around us, supports, like my other
[00:30:52] community members mentioned here,
[00:30:54] supporting a good environment around the
[00:30:56] port of Seattle that provides a lot of
[00:30:58] jobs for refugees and immigrants like me,
[00:31:00] but also provides a better life for our
[00:31:02] youth and our children, as it allows us to
[00:31:05] have beautiful space to see. But also
[00:31:08] support grants, like environmental grants,
[00:31:10] that we have and allows us to have a place
[00:31:12] to plant, have a physical activity that's
[00:31:15] good for ourselves, but also good food to
[00:31:17] eat. Thank you for your time. Thank you so
[00:31:20] much for your comments. Clark Hart,
[00:31:23] please call the next virtual speaker.
[00:31:26] Thank you. We have Barbara McMichael.
[00:31:29] Barbara, if you could re state your name
[00:31:30] for the record and your agenda item or
[00:31:33] topic related to the conduct of port
[00:31:34] business, please. Yeah, my name is Barbara
[00:31:38] Michael, and I'm also speaking on the land
[00:31:40] stewardship plan. I have prepared
[00:31:44] comments, and I have heard the
[00:31:47] previous folks talking about and
[00:31:51] supporting the land stewardship plant tree
[00:31:53] replacement program.
[00:31:57] I believe in that, but it
[00:32:02] isn't sufficient in a time of global
[00:32:04] change. I'm a member of Defenders of
[00:32:07] Highline Forest, and we submitted a letter
[00:32:11] that we all labored on a lot and
[00:32:15] a couple of meetings back. Commissioner
[00:32:18] Calkins said, you know something? A
[00:32:20] blanket statement about all these folks
[00:32:22] who are complaining that it doesn't go far
[00:32:24] enough. Did you read about the plan? We
[00:32:26] did, and we think it is insufficient. And
[00:32:30] we too, we live in this area.
[00:32:34] I grew up in what became the city of
[00:32:36] Sea-Tac. I now live in Des Moines.
[00:32:39] I have health impacts because of perhaps
[00:32:43] due to the location,
[00:32:47] my location under my home, under the
[00:32:50] flight path. And while
[00:32:54] I think it's a good first step, I think
[00:32:58] it is very timid in the vast scheme of
[00:33:01] things. We are in the
[00:33:04] midst of global climate change and I have
[00:33:07] seen tens of thousands of trees taken out
[00:33:11] of our community in the last couple of
[00:33:13] years to build warehouses on land that
[00:33:17] the port has leased, and so it doesn't
[00:33:19] have control over those trees. And I have
[00:33:22] seen the 509 extension go through in
[00:33:25] services, largely in service to the
[00:33:28] airport. So it's an okay
[00:33:31] first step. But I'm not sure that you
[00:33:34] really are up to the task. You haven't
[00:33:36] proven that to me yet of really being
[00:33:39] environmentally responsible. Thank you.

[00:33:46] Thank you. Clark Hart, please call the
[00:33:49] next virtual speaker. Thank you. Our next
[00:33:52] speaker is Alhamma Wazeira.
[00:33:58] Hello, port commissioners. My name is
[00:34:00] Alhamma Waizada and I am the environmental
[00:34:02] crew lead with partner and employment.
[00:34:04] I'm here to talk about land stewardship
[00:34:07] plan. I lead partner in employment
[00:34:10] restoration training crew. It's a paid
[00:34:12] training program for immigrants and
[00:34:13] referred fugi sinking to county. The
[00:34:16] program includes educational instruction,
[00:34:18] hands on training and practical experience
[00:34:21] facilitated through restoration projects
[00:34:23] in south King county. Our work is led by
[00:34:26] people of color and those who are
[00:34:28] reflective of immigrant and refugee
[00:34:30] community. This environmental education
[00:34:33] program equips participants with the
[00:34:36] necessary skills and knowledge for future
[00:34:39] employment in the environmental field in
[00:34:41] hopes of diversifying the sector's
[00:34:44] workforce and improving the health of the
[00:34:46] community forests. On behalf of partner
[00:34:50] and employment and the restoration
[00:34:51] training crew, we would like to express
[00:34:54] our strong support for the land
[00:34:56] stewardship plan and tree replacement
[00:34:59] standards. We fully support the goals of
[00:35:02] planting, tree protection, invasive
[00:35:04] species removal and overall ecological
[00:35:07] health, as well as employing a holistic
[00:35:10] ecological approach that considers the
[00:35:13] entire ecosystems and its health,
[00:35:15] planting a variety of native plants,
[00:35:18] protecting existing trees and forests,
[00:35:21] and managing stormwater runoff. The goals
[00:35:24] of the plan are aligned with the goals of
[00:35:27] our restoration training crew program via
[00:35:31] the boots on the ground. When it comes to
[00:35:33] restoration, we are the crew that removes
[00:35:36] invasive species and plants, native trees
[00:35:39] and shrubs. We believe that a healthy
[00:35:41] urban forest is more than just trees.
[00:35:44] It's complex and intertwined. The
[00:35:48] ecosystem offers our community money,
[00:35:50] benefits and partner unemployment and the
[00:35:53] youth restoration tree crew supports the
[00:35:56] proposed land stewardship plan and tree
[00:35:58] replacement standards. Because the
[00:36:01] outdoors is an important space for our new
[00:36:04] immigrants and refugee community to be
[00:36:07] connected to. Thank you so much.
[00:36:11] Thank you for your comments. Clerk Hart,
[00:36:14] please call the next virtual speaker.
[00:36:16] Yes, and I see he knows who he is. Our
[00:36:18] next speaker is JC Harris. JC, if you
[00:36:21] could please repeat your name for the
[00:36:22] record and your agenda item or topic
[00:36:24] related to the conduct of court business.
[00:36:27] My name is JC Harris and I'm here on
[00:36:30] behalf of SeatacNoise.info to speak
[00:36:33] about the land stewardship plan. And

[00:36:36] apparently we read a completely different
[00:36:39] plan from most of your previous speakers.
[00:36:43] It's fair to say that the port of Seattle
[00:36:45] is not only influential, but a major
[00:36:48] regional influencer. There are issues over
[00:36:51] which you have direct control, like the
[00:36:54] airport. But there are many more where you
[00:36:56] can model best practices for a wider
[00:36:59] community. And I thought in previous
[00:37:02] discussions with the commission that that
[00:37:05] would be your goal on any number of
[00:37:08] environmental issues. So, in that regard,
[00:37:11] we had very high hopes for the land
[00:37:13] stewardship plan. The tree replacement
[00:37:16] methodology seems well considered.
[00:37:19] But by limiting it to the AAA, not
[00:37:23] including properties that you own and
[00:37:25] control outside of it. You missed the
[00:37:29] opportunity to have a much greater impact.
[00:37:32] For example, previous phases of the Des
[00:37:34] Moines Creek Business park. Have
[00:37:36] experienced the needless loss of hundreds,
[00:37:39] thousands of trees. To somewhat
[00:37:42] compensate. In the upcoming phase, we'd
[00:37:45] hoped you would apply your new standards.
[00:37:48] And greatly improve on past mistakes.
[00:37:52] This would be particularly useful given
[00:37:54] that the property connects with the Des
[00:37:56] Moines Creek trail. And one of the last
[00:37:59] bits of true forested area outside of
[00:38:02] North Sea-Tac park. Instead, as with previous
[00:38:05] phases, you're leaving it to the city.
[00:38:08] Which, and this is awkward to see, has not
[00:38:11] exactly done a great job to prevent
[00:38:14] developers from removing so many trees.
[00:38:17] We strongly encourage you to amend the
[00:38:20] land stewardship plan in a very simple way
[00:38:23] today. Make it apply to all port owned and
[00:38:27] controlled properties. Especially those in
[00:38:30] Des Moines, with the business partner.
[00:38:32] Thank you.
[00:38:36] Thank you for your comments. Clark Hart.
[00:38:38] Are there any other virtual speakers?
[00:38:42] Yes, Madam Commissioner. Our last speaker
[00:38:44] signed up today is Adam Powers. Adam,
[00:38:46] please go ahead and restate your name for
[00:38:48] the record. And your agenda item or topic
[00:38:50] related to the conduct of port business,
[00:38:52] please.
[00:39:00] Adam, if you're speaking, we can't hear
[00:39:02] you or see you at this time. At least, I
[00:39:05] can't virtually.
[00:39:16] Okay. I do believe that Adam was at check
[00:39:19] in today. I'm not sure if there are some
[00:39:21] technical difficulties, but. Adam, if you
[00:39:23] can hear me, you can certainly submit
[00:39:26] written comments and send that to us. And
[00:39:29] we'll make sure that we pass that along to
[00:39:31] the committee commissioners and that it
[00:39:32] becomes part of the meeting record today.
[00:39:35] That concludes the assignments that we
[00:39:37] have here, Madam Commission president.
[00:39:38] Thank you, Clark Hart. Is there anyone

[00:39:42] else present on the team's call or present
[00:39:44] in the room today who did not sign up or
[00:39:48] but wishes to address the commission at
[00:39:50] this time? If so, please state your name
[00:39:53] and spell your name and the topic related
[00:39:57] to to the conduct of the port you wish to
[00:39:59] speak about. For the record hearing.
[00:40:06] None at this time. I'll ask Clark Hart to
[00:40:09] please give a synopsis of any written
[00:40:11] comments received.
[00:40:15] Thank you, Madam Commission president.
[00:40:16] Members of the commission, we've received
[00:40:18] 22 written comments submitted for the
[00:40:20] meeting today. These have been previously
[00:40:23] distributed to you and will become a part
[00:40:24] of the meeting record. 20 comments
[00:40:27] submitted are all related to the request
[00:40:29] for the port to reduce the number of crew
[00:40:31] sailings until there is no water, air or
[00:40:34] climate pollution for the port to lobby
[00:40:36] the Washington state legislature to expand
[00:40:39] the mission of Washington port to include
[00:40:41] stewardship to support the proposed US
[00:40:44] Clean Shipping act to reject false
[00:40:46] solutions to approach discussions, goals,
[00:40:49] studies, etcetera related to the cruise
[00:40:51] sector in an honest and unbiased way, and
[00:40:54] to work in collaboration to support
[00:40:56] regional solutions that could reduce harm
[00:40:58] immediately. I'll note that this was a
[00:41:01] form submission that came through for
[00:41:03] these 22 comments, beginning with Iris
[00:41:05] Antman, Sally Bartow, Jim Berthnall,
[00:41:09] Cynthia Irvin, Sandra Jones, Breck
[00:41:13] Labiguo, Cynthia Levine, an unidentified
[00:41:17] sender of correspondence Shannon Markley,
[00:41:21] Scott McClay, Patrick McKee, Ann Miller,
[00:41:24] Grace Norman, Sarah Osteller, Ayanna Robe,
[00:41:28] Wade Phillips, Vivian Sharples, Mark
[00:41:31] Sampson Mason.
[00:41:35] Pardon me, I want to get that right for
[00:41:36] the record. Nicole Schneider and Zin
[00:41:38] Tango. In addition, we received a written
[00:41:42] comment from Lauren Sebel, who writes to
[00:41:44] reiterate statements expressed in the
[00:41:46] community forest consensus signed by
[00:41:48] nearly 3700 community members to protect
[00:41:51] all community forest and near airport
[00:41:53] communities and to implement suggestions
[00:41:55] made by Commissioner Felleman at the March
[00:41:57] 12 meeting regarding a land stewardship
[00:42:00] plan for the inclusion of an inventory of
[00:42:03] already developed port owned land in the
[00:42:05] plan to identify existing uses that can be
[00:42:09] intensified and avoid sprawling to another
[00:42:11] site and to look at adjacency to community
[00:42:15] areas in the ports equity analysis and
[00:42:18] then our last written comment today comes
[00:42:20] from Sharon Chaffin, who writes regarding
[00:42:22] cleanliness and state of disrepair of the
[00:42:24] elevators at FDA and states that it would
[00:42:27] be nice to have a better cell phone lot
[00:42:29] with real restroom facilities and a screen

[00:42:31] to show incoming flights. And that
[00:42:33] concludes our written comments received
[00:42:34] today. Thank you, Clerk Hart.
[00:42:39] Hearing no further public testimony,
[00:42:41] we'll now move on to the consent agenda.
[00:42:44] Items on the consent agenda are considered
[00:42:47] routine and will be adopted by one motion.
[00:42:50] Items removed from the consent agenda will
[00:42:52] be considered separately immediately after
[00:42:54] adoption of the remaining consent agenda
[00:42:57] items. At this time, the chair will
[00:43:00] entertain a motion to approve the consent
[00:43:03] agenda. Items covering items eight
[00:43:06] a, eight b, eight c.
[00:43:17] So moved.
[00:43:20] Second. Great. The motion was made and
[00:43:24] seconded. Before we continue, I do want to
[00:43:27] note that there is an order on the consent
[00:43:29] agenda item today resulting from the
[00:43:32] performance review of the executive
[00:43:34] director Metruck, although he is not here
[00:43:36] with us today because he's out currently
[00:43:38] representing the port, I would like to
[00:43:40] thank executive director Metruck for aye.
[00:43:43] continued excellence in aye. role and for
[00:43:45] assisting the commission in carrying out
[00:43:47] the port's mission, vision and values and
[00:43:50] goals. With that said, commissioners, are
[00:43:53] there any commissioners who would like to
[00:43:56] offer supporting or opposing comments
[00:43:58] relating to consent agenda items today?
[00:44:01] Madam President, I don't have anything to
[00:44:03] remove, but I would like to make comments
[00:44:05] on item eight j relating to the land
[00:44:07] stewardship plan and tree replacement
[00:44:08] standards. Please proceed. Thank you.
[00:44:11] Well, I just wanted to take a moment to
[00:44:13] acknowledge that this, the creation of the
[00:44:16] land stewardship plan, has been an
[00:44:18] iterative process involving a lot of
[00:44:21] stakeholders over the course of many,
[00:44:23] many months and years. Two years,
[00:44:27] actually, and I would like to thank
[00:44:29] everybody involved for getting it to the
[00:44:31] place where it is today for adoption.
[00:44:34] These strategies help us take better care
[00:44:36] of the lands that are under our direct
[00:44:38] jurisdiction. And we acknowledge and hear
[00:44:41] folks, they want a sweeping policy that
[00:44:44] will take care of all lands. But we
[00:44:48] do what we can in pieces, and there will
[00:44:51] be a subsequent real estate strategic
[00:44:54] plan, as well as the sustainable airport
[00:44:56] master plan, which other aspects of our
[00:44:59] portfolio will be addressed in their own
[00:45:01] way. This land stewardship plan, I think,
[00:45:03] models as an important step what
[00:45:06] meaningful engagement around port action
[00:45:08] can and should look like. And so I do look
[00:45:10] forward to subsequent actions by port
[00:45:14] staff involving commissioners around these
[00:45:17] subsequent bodies of work as well. And I
[00:45:22] would also like to reiterate my gratitude

[00:45:25] to chipper Manning, as well as John
[00:45:28] Everard and Sarah Cox from aviation
[00:45:30] environmental, as well as Erica Chung from
[00:45:33] the commission office, for your ongoing
[00:45:35] labor around this, including making
[00:45:37] changes. And I'd also like to thank you
[00:45:41] all my colleagues here on the commission
[00:45:42] for your constructive feedback,
[00:45:46] and I hope that everybody takes great
[00:45:48] pride in this. We make progress,
[00:45:51] not perfection. But what's important is
[00:45:54] that we strive towards our goals and being
[00:45:56] goal oriented. It's not just the
[00:46:00] outcome it's also the process that
[00:46:02] matters. And so involving community
[00:46:05] input and centering equity and using tools
[00:46:08] like the equity index really is
[00:46:10] revolutionary. This is the first kind of
[00:46:12] plan for any port jurisdiction anywhere in
[00:46:14] America. So congratulations, all, and
[00:46:16] thank you for your vote of support. Thank
[00:46:19] you, Commissioner Hasegawa. Commissioner
[00:46:21] Felleman. Sure. Thank you. I'd like to just
[00:46:24] make a brief comment about item eight J as
[00:46:26] well. And as a strategic plan, I think
[00:46:29] it's, you know, it has great value in
[00:46:31] laying some groundwork that I think it
[00:46:33] depends on its use can be broadly applied.
[00:46:37] And I just want to reiterate the point I
[00:46:38] made before. When you have this great
[00:46:41] assessment of our properties, your input
[00:46:44] onto the development, the real estate
[00:46:46] plan, is where we can say, what are the
[00:46:49] places for the best ways to avoid impact?
[00:46:52] That's the number one goal. Mitigation is
[00:46:54] secondary. So when we look at we need this
[00:46:57] much square foot for a certain project,
[00:46:59] we can direct attention towards areas that
[00:47:01] would be least impacted first and then
[00:47:04] within those areas that are developed.
[00:47:06] The stewardship plan then has a guidepost
[00:47:09] on how best to restore or mitigate. But I
[00:47:12] really hope that the forward looking the
[00:47:14] guidance to the real estate developer is
[00:47:17] really one of the other great values of
[00:47:19] having a strategic plan in our hands.
[00:47:22] Thank you. Thank you, Commissioner
[00:47:25] Felleman. Thank you both for your comments.
[00:47:28] Commissioners, please say aye or nay at
[00:47:31] this time when your name is called to
[00:47:33] approve the consent agenda items.
[00:47:36] Clerk Hart. Beginning with. Thank you.
[00:47:38] Beginning with Commissioner Felleman. Aye.
[00:47:42] Thank you, Commissioner Hasegawa. Aye.
[00:47:45] Thank you, Commissioner Mohammed. Hi.
[00:47:48] Thank you. Three ayes, zero and NAYS for
[00:47:50] this item. Thank you, clerk Hart.
[00:47:54] The consent agenda passes should
[00:48:00] clap for that.
[00:48:13] I'll move us along to new business of the
[00:48:15] day, York. Clerk Hart,
[00:48:19] please read the next item into the record
[00:48:21] and then deputy executive director Goon

[00:48:23] will introduce the item. Thank you,
[00:48:27] Madam Commission president. This is agenda
[00:48:28] item ten a, introduction of resolution
[00:48:31] number 3822. A resolution authorizing
[00:48:34] the issuance and sale of general
[00:48:36] obligation and refunding bonds 2024
[00:48:39] in the aggregate, principal amount of not
[00:48:41] to \$325 million for the purpose
[00:48:45] of financing or refinancing capital
[00:48:47] improvements to port facilities and
[00:48:49] refunding certain outstanding obligations
[00:48:51] of the port and authorizing a designated
[00:48:54] port representative to approve certain
[00:48:56] matters relating to the sale of the 2024
[00:48:59] LTGO bond.
[00:49:03] Commissioners Resolution number 3822
[00:49:07] authorizes the sale and issuance of
[00:49:09] general obligation bonds. These bonds will
[00:49:11] provide a funding source for several key
[00:49:13] capital investments, including terminal
[00:49:16] 91, berth six and eight, and the Maritime
[00:49:18] Innovation center. These bonds are part of
[00:49:20] the overall funding plan presented to the
[00:49:22] commission in October 2023. Depending on
[00:49:25] market conditions, the bonds may also
[00:49:27] provide debt service savings by refunding
[00:49:29] bonds originally issued in 2025.
[00:49:32] Elizabeth Morrison, director of corporate
[00:49:34] finance, finance and budget, is here in
[00:49:36] person today to present. Welcome.
[00:49:41] Thank you and good afternoon. May I have
[00:49:44] the next slide please? I'm here
[00:49:48] to introduce resolution 3822, which
[00:49:52] authorizes the sale and issuance of
[00:49:54] general obligation bonds. The concept
[00:49:58] of general obligation bond new issue was
[00:50:01] introduced in the fall as part of the
[00:50:04] budget process where we estimated about
[00:50:06] 351 million of new geo bonds to
[00:50:10] fund various seaport projects associated
[00:50:14] with maritime economic development and the
[00:50:16] Northwest Seaport alliance for the 2024
[00:50:20] to 2028 five year planning period.
[00:50:24] These bonds would be the first tranche of
[00:50:27] that set of bonds. Next slide please.
[00:50:34] There are two components to this bond
[00:50:36] issue. The first is the opportunity to
[00:50:39] refund bonds originally issued in 2015.
[00:50:43] Those bonds paid for one of our payments
[00:50:47] towards the SR 99 tunnel,
[00:50:51] which replaced the viaduct, and also
[00:50:53] refunded bonds originally issued in 2006,
[00:50:57] so these would refund those for debt
[00:51:00] service savings. The opportunity for this
[00:51:03] refunding will depend on market
[00:51:05] conditions. The second component is
[00:51:09] about 200 million of new money that would
[00:51:13] be used to fund various seaport related
[00:51:16] projects. Next slide, please.
[00:51:21] The two primary projects that will be
[00:51:23] funded with these bonds are the terminal
[00:51:26] 91 berth six and eight replacement and the
[00:51:30] Fishermen's Terminal innovation Center.

[00:51:32] Both of those projects have been
[00:51:34] authorized for construction and are
[00:51:37] expected to have high spending during
[00:51:40] this year and next year. Other projects
[00:51:44] that may use these bond proceeds would
[00:51:46] include terminal 91 uplands redevelopment
[00:51:49] that's currently in design but moving
[00:51:52] forward for construction authorization and
[00:51:55] then various seaport alliance projects,
[00:51:58] most specifically the remainders of
[00:52:02] terminal five. There are some adjacent
[00:52:04] projects and container yard expansion that
[00:52:08] still will be done even though that
[00:52:11] terminal is now fully leased to SSA
[00:52:15] and operational. These bonds
[00:52:19] are flexible and so as projects
[00:52:23] shift in timing, sometimes designs can
[00:52:26] take longer than anticipated. The bond
[00:52:28] proceeds can be used to fund whatever
[00:52:30] projects are moving forward,
[00:52:33] but no spending can be done, of course,
[00:52:37] without the appropriate authorization.
[00:52:40] Next slide, please.
[00:52:43] Resolution 3822 is similar in all material
[00:52:46] respects to prior geo bond resolutions,
[00:52:50] and it does provide for a delegation of
[00:52:53] authority to a designated port
[00:52:56] representative, and this is either the
[00:52:58] executive director, the deputy executive
[00:53:00] director, or the chief financial officer.
[00:53:05] This delegation allows for the bonds to be
[00:53:08] issued and for various costs to be
[00:53:11] paid, so long as the bonds are within
[00:53:14] certain parameters outlined in the
[00:53:16] resolution. These include a maximum par
[00:53:19] amount of 325 million,
[00:53:23] a maximum interest rate of 6%, a minimum
[00:53:27] savings rate on the refunding of the 2015
[00:53:30] bonds of 3.5% and that the
[00:53:34] bond sale must occur within roughly the
[00:53:36] next year, by April 23 of 2025.
[00:53:41] If any of those parameters are exceeded,
[00:53:43] then staff must return to the commission
[00:53:46] for further authorization. The bonds
[00:53:50] are likely to be issued in three separate
[00:53:53] series. The refunding is eligible for tax
[00:53:57] exemption from all federal income tax.
[00:54:00] We are expecting to issue private activity
[00:54:04] bonds. These are exempt from regular
[00:54:06] income tax but subject to the alternative
[00:54:09] minimum tax, and those would be used for
[00:54:12] the terminal 91, berth six and eight. And
[00:54:15] the rest of the bonds would be taxable,
[00:54:17] which gives us the full flexibility to use
[00:54:20] that on a variety of projects. And
[00:54:22] specifically, the innovation center and
[00:54:24] terminal 91 uplands are not projects that
[00:54:27] are eligible for tax exemption and so
[00:54:30] those would be taxable.
[00:54:33] The bonds are expected to be sold
[00:54:35] competitively and to fund the cost of
[00:54:39] issuance as well as the projects.
[00:54:45] Next slide, please. We're meeting

[00:54:49] with rating agencies this week to get
[00:54:53] credit ratings for this bond issue.
[00:54:56] The adoption of the resolution is
[00:54:58] scheduled for May 14,
[00:55:01] and the timing of the sale will depend on
[00:55:04] market conditions because we are hoping to
[00:55:06] execute the refunding. And so we will
[00:55:10] wait for, once we get everything lined up,
[00:55:12] we will wait for, for an appropriate
[00:55:14] window when the market is looking
[00:55:15] favorable. And with that, I'm happy
[00:55:19] to answer any questions. Great. Thank you
[00:55:21] so much for your presentation,
[00:55:23] commissioners. Are there any questions at
[00:55:25] this time, Commissioner Felleman?
[00:55:28] Just one. What is our current bonds
[00:55:31] interest rate right now?
[00:55:34] These new bonds would expect to have an
[00:55:37] interest rate of probably like five and a
[00:55:39] half percent because the market has moved
[00:55:42] against and because we have a component of
[00:55:45] these bonds that are taxable, so we don't
[00:55:47] get that tax exempt favorable rate. But
[00:55:50] the bonds that we're refunding from. Oh,
[00:55:54] oh, yes, I'm sorry. The 2015 bonds have
[00:55:58] different interest rates associated with
[00:56:00] different maturities. A number of the
[00:56:02] bonds have a rate of 4%,
[00:56:06] which is why we have a savings threshold
[00:56:09] of three and a half percent. So if we can
[00:56:11] get a lower rate, then we will achieve
[00:56:14] savings for those bonds because those are
[00:56:17] exempt from all taxes. We're right at
[00:56:20] about the point where we will get some.
[00:56:24] We will achieve that debt service savings,
[00:56:26] but it's kind of touch and go. It would
[00:56:29] be amazing that we could do as well as we
[00:56:31] did back then. But you're hopeful? I'm
[00:56:34] hopeful, yes. Well, if you are hopeful,
[00:56:36] then, but I can't make promises. All
[00:56:39] right. Thank you.
[00:56:43] I had a clarifying question, too, and I
[00:56:45] heard you said you're getting ready to
[00:56:46] meet with the credit agencies.
[00:56:50] The refunding bond amount you said is 3.5%
[00:56:54] for the interest rates. And the new amount
[00:56:56] that's being taken out, it will be at a 6%
[00:56:59] rate. Are they restricted?
[00:57:03] Why aren't we utilizing that 3.5 amount
[00:57:08] instead? So just to clarify, the three and
[00:57:11] a half percent is the amount of savings.
[00:57:14] And so we have a little over 100 million
[00:57:16] of bonds that are being refunded. If we
[00:57:19] achieve that 3.5% savings,
[00:57:24] then we would save 3.6 million of
[00:57:28] debt service over the life of the bonds.
[00:57:31] So that's the savings rate, the interest
[00:57:34] rate. We've set the maximum at 6% because
[00:57:37] of the taxable component. The bonds
[00:57:41] that we would issue to refund the 2015
[00:57:45] bonds, which are exempt from all federal
[00:57:47] taxes, would have to be below that 4% in
[00:57:51] order to achieve the savings. That's

[00:57:54] really helpful. Thank you for clarifying
[00:57:55] that.
[00:57:59] Commissioner Felleman, could you help me
[00:58:01] understand why some are tax exempt and
[00:58:03] some aren't? And you're saying all the
[00:58:05] 2015 were tax exempt? Yes.
[00:58:08] Yes. It all has to do with the nature of
[00:58:11] the projects. So the 2015 bonds were
[00:58:15] used primarily to pay for the construction
[00:58:18] of the, our share of the construction of
[00:58:21] the SR 99 tunnel. That's the kind of
[00:58:24] public roadway that is exempt from all
[00:58:27] federal taxes. The terminal 91
[00:58:31] berth six and eight is exempt from the
[00:58:35] regular federal tax, but subject to the
[00:58:38] alternative minimum tax because the IR's
[00:58:40] has deemed that those kinds of projects
[00:58:43] aren't quite as tax exempt as it's just
[00:58:47] the IR's regulations. So that has a
[00:58:51] slightly higher interest rate because it
[00:58:53] is subject to the alternative minimum tax.
[00:58:56] Real estate types of projects like the
[00:58:58] innovation center and terminal 91 uplands,
[00:59:01] those have no tax exemption, even though
[00:59:03] the Port of Seattle is a tax exempt issuer
[00:59:06] and issuing tax exempt debt all the time,
[00:59:09] if we're issuing it for a project that is
[00:59:12] not also eligible for tax exemption,
[00:59:16] then we have to use taxable debt, too.
[00:59:20] Well, thank you. It's not like we're in
[00:59:22] the profit making business, but I
[00:59:24] appreciate that's the way IR's looks at
[00:59:25] it. Thank you. And another quick question.
[00:59:28] Has the port reduced the financing amount
[00:59:30] because of these higher. Because higher
[00:59:33] than expected interest rates overall?
[00:59:35] Like what's been the impact? No, we
[00:59:38] haven't. We tend to not try
[00:59:42] and time the market too much. So we look
[00:59:44] at what our funding needs are and this
[00:59:48] amount of debt should be sufficient to
[00:59:51] give us a couple of years of funding and
[00:59:54] then we would be back in the market. For
[00:59:57] another tranche of geo bonds to fund
[01:00:01] projects. And we watch project spending.
[01:00:04] So if projects slow down, then we might
[01:00:06] not need to issue as much or as soon.
[01:00:10] But when we need the money, we go to
[01:00:12] market. We do try and look at the timing
[01:00:15] with respect to a certain week or month.
[01:00:20] We know, for example, that there are
[01:00:22] certain months, June, July, August, where
[01:00:25] a lot of funds are redeeming, seeing
[01:00:29] redemptions of bonds. And so there's a lot
[01:00:31] of liquidity in the market. And so we tend
[01:00:34] to get more favorable rates during those
[01:00:36] periods. So we look at those technical
[01:00:38] details. That's really helpful.
[01:00:41] That concludes my questions. Any
[01:00:43] additional questions? Commissioner Felleman.
[01:00:48] Didn't we. I'm just saying our bond
[01:00:50] rating, that's what you're integrating
[01:00:51] negotiations for right now. That's with

[01:00:53] the credit rating. We'll be meeting with
[01:00:55] the rating agency so they can assess our
[01:00:57] credit quality. And we were AAA a couple
[01:01:01] of years ago. Didn't we go down one a this
[01:01:03] past year, or is that not the case? So two
[01:01:07] of the rating agencies have changed their
[01:01:09] methodology for reviewing general
[01:01:11] obligation bonds. They now view our
[01:01:14] general obligation bonds as similar in
[01:01:16] credit quality to revenue bonds. And so
[01:01:19] they had, they did change our ratings
[01:01:22] based on that technical change in
[01:01:24] methodology. That doesn't affect how
[01:01:28] investors view us. They still look at the
[01:01:33] full faith and credit pledge and the
[01:01:36] payment from the tax levy that support the
[01:01:39] general obligation bonds.
[01:01:42] Thank you. And for the record,
[01:01:44] Commissioner Ryan Calkins has joined us,
[01:01:46] and the time is now 100 03:00 p.m.,
[01:01:50] commissioner, do you have any questions?
[01:01:51] I just wanted to share. I was able to tune
[01:01:53] in as I was in route from my previous port
[01:01:55] related meeting, but I appreciate the
[01:01:58] presentation. Thank you, commissioner.
[01:02:01] Hearing. No further questions for this
[01:02:02] item. Is there a motion and a second to
[01:02:05] approve item ten a for introduction of
[01:02:09] resolution number 3822? So moved and
[01:02:12] seconded. Great. Commissioners, are there
[01:02:14] any other discussions or debates on this
[01:02:16] item hearing? None. Clerk Hart,
[01:02:20] please call the roll for the vote. And,
[01:02:22] commissioners, please say I or nay when
[01:02:24] your name is called. Thank you. Beginning
[01:02:27] with Commissioner Calkin. Aye. Thank you.
[01:02:30] Commissioner Felleman. Aye. Thank you,
[01:02:33] Commissioner Hasegawa. Thank you.
[01:02:36] Commissioner Mohammed. Aye. Thank you for
[01:02:39] aye for this item. Great. The motion was
[01:02:42] passed. Thank you so much for the
[01:02:43] presentation.
[01:02:46] This item will be back before the
[01:02:47] commission for consideration at the May
[01:02:49] 14, 2024 meeting. Clerk Hart, please read
[01:02:52] the next item into the record, and then
[01:02:54] deputy Executive Director Goon will
[01:02:56] introduce the item. Commissioners, is this
[01:03:01] is agenda item ten, authorization for the
[01:03:04] executive director to execute a tenant
[01:03:06] reimbursement agreement with a selected
[01:03:09] duty free operator and to authorize
[01:03:11] \$10,100,000 for design and pre
[01:03:14] construction services for the consort's a
[01:03:16] duty three project for an estimated total
[01:03:19] project cost between 46 million and \$60
[01:03:22] million. Apologies to Clerk Hart
[01:03:25] commissioners. As mentioned in my earlier
[01:03:27] remarks, this item is being brought
[01:03:28] forward by our award winning aviation
[01:03:30] commercial management team. This project
[01:03:32] presents an incredible opportunity for us
[01:03:34] to generate revenue and increase our

[01:03:37] competitiveness in an underperforming
[01:03:39] category. Rajan Khadru, capital project
[01:03:42] Manager, AV Project Management Group is
[01:03:44] here with us today as well as Aaron Gore,
[01:03:46] capital project manager, AV Project
[01:03:48] Management Group. Thank you. Thank you
[01:03:50] commissioners.
[01:03:56] Is your mic on? Turn this on. Can you hear
[01:03:59] me now? Yes, thank you. Please introduce
[01:04:02] yourself again. My name is Rajan Khadru,
[01:04:04] project manager for Concourse a. Duty free
[01:04:06] and appreciate you guys having us here
[01:04:08] today. We have Aaron Gora as well, our
[01:04:10] program leader for the tenant program
[01:04:12] group and as also mentioned, our ADR
[01:04:16] sponsor Scott van Horn is here
[01:04:19] representing the sponsorship. So two
[01:04:23] key items that we are. Next slide please.
[01:04:27] So the two key items that we are
[01:04:28] requesting authorization for, as
[01:04:30] mentioned, is the execution of the TRA for
[01:04:33] the selected duty free operator and the
[01:04:35] authorization of \$10.1 million for design
[01:04:39] and pre construction services for the
[01:04:41] concourse aid. Duty free. The duty free
[01:04:44] operator is going to be utilizing the GCCM
[01:04:46] delivery method, which is why we're asking
[01:04:48] for pre construction service funding as
[01:04:50] well. As you see, the project cost and
[01:04:54] the range is fairly significant. I'll talk
[01:04:57] a little bit more about that as well. We
[01:05:00] are really early on in the project
[01:05:03] planning stages. Next slide please.
[01:05:07] So why is this duty free needed? You know,
[01:05:10] this duty free category at the SEA has
[01:05:14] been an underperforming category and the
[01:05:16] primary reason for that is because of the
[01:05:18] lack of square footage that is available
[01:05:20] for attracting luxury brands and offering
[01:05:24] the passenger experiences for duty free
[01:05:26] that most of the successful duty free
[01:05:30] operators have been, as you can see in
[01:05:32] other airports. So this project will
[01:05:35] provide an opportunity for us to expand a
[01:05:37] footprint to almost 12,000 sqft within the
[01:05:40] concourse a and, you know, allow us to
[01:05:43] meet the current and future demands from
[01:05:45] international passengers. The project also
[01:05:47] aligns with the port sentry link agenda,
[01:05:51] a goal to strengthen the competitiveness
[01:05:53] of both the regional and global markets.
[01:05:56] I do want to point out that as part of
[01:05:58] this project, we anticipate almost 150
[01:06:01] jobs to be created projection wise through
[01:06:04] the design, construction and operational
[01:06:07] phases of this project. So kind of looking
[01:06:10] back a little bit, we did solicit for the
[01:06:12] duty free operator last year in July and
[01:06:15] concluded that late last year and awarded
[01:06:19] the duty free operator last month in
[01:06:22] March. Next slide, please.
[01:06:27] As discussed, this project is located on
[01:06:30] Concourse a. So this is a very ideal

[01:06:32] location for this duty free as it is
[01:06:34] adjacent to the international arrivals
[01:06:35] facility, the newly constructed
[01:06:37] international arrival facility, and will
[01:06:39] really allow us to have
[01:06:43] a space that incorporates international
[01:06:46] passengers, domestic passengers,
[01:06:49] and also expand the footprint within the
[01:06:52] conference to almost 12,000 square foot.
[01:06:54] As I mentioned, the layout, which I'll get
[01:06:57] to in a few moments with some of these
[01:06:59] slides, will really incorporate
[01:07:03] kind of a really unique experience for the
[01:07:05] passengers. It embraces the passengers to
[01:07:09] walk within the duty free and really also
[01:07:14] offer an opportunity to have structural
[01:07:16] upgrades along with infrastructure
[01:07:18] related, basically building upgrades as
[01:07:20] part of the TRA, we can go ahead and
[01:07:23] move forward to the next slide as
[01:07:27] discussed with the costs, \$10.1 million is
[01:07:30] the request for authorization today.
[01:07:32] Previously we did have funding for \$1.7
[01:07:34] million which was utilized for early
[01:07:36] planning and development and now we're
[01:07:39] ready to move forward into design. You
[01:07:41] see, the remaining authorized amount noted
[01:07:44] there is essentially the
[01:07:49] remaining authorization based on the
[01:07:50] project costs and estimates at this time.
[01:07:53] And we do plan to come back to ask
[01:07:57] for the remaining authorization at a later
[01:07:59] time when we do have more of a scope
[01:08:01] definition and cost estimate.
[01:08:04] Efficiency next slide, please.
[01:08:07] So our financial analysis does show that
[01:08:10] we are@.net positive net present present
[01:08:13] value with the breakeven expected to be
[01:08:15] around ten years depending
[01:08:19] on the project costs. And so this has been
[01:08:22] a really positive financial analysis for
[01:08:25] us. As I, as I did, as I did mention, the
[01:08:28] project cost does have a pretty
[01:08:30] significant range as a result of the early
[01:08:33] planning that we are at in terms of stage.
[01:08:35] So we will be coming back as I'll discuss
[01:08:38] in the next slide slides about the cost
[01:08:40] efficiency. So go ahead and move to the
[01:08:43] next slide for schedule. So today we
[01:08:47] are here for design and precon and TRA
[01:08:49] authorization. We do anticipate if
[01:08:52] approval is given to proceed with design
[01:08:55] in Q 3 20 24 while coming back for
[01:08:59] full authorization in late 2025 when we've
[01:09:02] completed our scope delineation and close
[01:09:05] and past the 100% design stage. Notice to
[01:09:09] proceed in 2025 as well in Q four with an
[01:09:12] opening date. Projection right now is for
[01:09:14] 2027 quarter three.
[01:09:17] Next slide, please.
[01:09:21] All right, so as you can see in this
[01:09:22] graphic here, I'm sure you're very
[01:09:24] familiar with it. The arrows represents

[01:09:28] where we are currently. As I mentioned,
[01:09:30] the range is significant as a result of
[01:09:33] our early stage in planning at the moment.
[01:09:36] So this authorization will allow us to
[01:09:38] proceed into design. And as you move to
[01:09:41] the right, it really highlights the cost
[01:09:43] and schedule accuracy that we plan to gain
[01:09:46] as we move towards the 100% design and
[01:09:49] then come back to commission for the final
[01:09:52] TRA value. It's also lessons learned from
[01:09:55] some of our previous trajectory
[01:09:58] experiences here at the port to be a
[01:10:01] little bit more of a. To be honing in on
[01:10:04] the costs. And so this will allow us to do
[01:10:07] that as we move to 100%
[01:10:10] design. There's also some project risks
[01:10:13] that I don't want to get into too much
[01:10:14] detail here, but we did want to show that
[01:10:16] we are highlighting and tracking some of
[01:10:19] these key project risks for this project
[01:10:22] as well. Well as. So go ahead into the
[01:10:25] next slide. All right, so to a little bit
[01:10:28] more of the fun part of the project in
[01:10:30] terms of design. You can see how this map
[01:10:34] here shows the, on the top side, the
[01:10:37] concourse a entrance. As passengers will
[01:10:39] be walking towards these three distinct
[01:10:42] areas, you know, offering duty free and
[01:10:44] duty paid offerings specifically,
[01:10:48] you can see how it just spills into the
[01:10:50] concourse a, really gives that passenger
[01:10:53] an immersive experience for the duty free
[01:10:56] experience. And as they move towards the
[01:10:59] rest of the rain and gates down in
[01:11:01] Concourse A as well, I do want to point
[01:11:04] out that the exit is also at the bottom
[01:11:07] right here for the international arrivals
[01:11:09] facility. So the international passengers
[01:11:11] will also be able to experience this space
[01:11:14] as well. As mentioned, the exit to Gina
[01:11:16] Marine hall is to the top right. So it's a
[01:11:19] really ideal location for where you have a
[01:11:20] convergence of many passengers walking
[01:11:24] into our space here, into this project.
[01:11:26] So go ahead and move forward to the next
[01:11:29] slide. All right, so a little bit
[01:11:33] more onto the details. You know, we really
[01:11:35] want to make sure that the key elements I
[01:11:38] wanted to point out here is the liquor and
[01:11:40] tobacco on the right hand side,
[01:11:41] representing area one, and then also the
[01:11:44] beauty and the northwest trail as well.
[01:11:47] So we really try to bring in the Pacific
[01:11:49] Northwest elements into this project in a
[01:11:53] really unique way that offers passengers
[01:11:55] the opportunity to not only engage with
[01:11:58] the duty free offerings, but also create a
[01:12:01] lasting impression from them as well. So
[01:12:03] some of the key areas that you'll see and
[01:12:05] elements of this, the design is the
[01:12:07] outdoors being brought into the concourse
[01:12:10] a, as you will see. Go ahead and go to the
[01:12:13] next slide there. Alright, so this is as

[01:12:16] you approach the concourse a gates,
[01:12:20] and then you'll see the three distinct
[01:12:22] areas here represented in this slide. I
[01:12:26] mean, the key area, the key element, as
[01:12:27] you can see is the outdoors and the
[01:12:30] lighting, the natural lighting that really
[01:12:31] gets activated within the space. On the
[01:12:34] right hand side, you can see the duty free
[01:12:36] trail, the beauty trail to the left, and
[01:12:39] some of the key ceiling elements right
[01:12:42] there in the center really give an
[01:12:44] opportunity to project natural skylight
[01:12:49] into the concourse, which will really give
[01:12:53] a unique experience to the passengers.
[01:12:55] And go ahead to the next slide.
[01:13:01] All right, so this is the distillery trail
[01:13:03] here. As you can see, our two duty free
[01:13:05] offerings of tobacco and liquor. Not only
[01:13:08] will, you know, you get the tasting
[01:13:10] opportunities for the passengers, but also
[01:13:12] really in a unique way, bring that
[01:13:14] northwest vibe from the Capitol Hill and
[01:13:18] Seattle into this distillery trail. Go
[01:13:22] ahead and go to the next slide there.
[01:13:25] All right, so this is an example of
[01:13:28] basically a proposed retail vendor.
[01:13:32] Again, you see that skylight open
[01:13:36] feeling here that naturally gets brought
[01:13:38] into this design, really giving the
[01:13:40] passengers an opportunity to not only have
[01:13:43] retail offerings but
[01:13:46] really experience the way, really
[01:13:48] experience this design in a unique
[01:13:50] northwest climate. The outdoor lighting
[01:13:53] and the opportunity here for retail are a
[01:13:55] great part of the project that we do want
[01:13:58] to highlight. Go ahead to the next slide.
[01:14:01] I think we're here for questions and
[01:14:03] that's it. Thank you so much for the
[01:14:06] presentation. Are there any questions for
[01:14:09] staff from commissioners at this time?
[01:14:14] So what is the term
[01:14:18] with the tenant that we've established?
[01:14:20] How long is the lease? I can go ahead and
[01:14:23] take that one. Great question. So
[01:14:25] currently right now, the lease hasn't been
[01:14:26] executed, so. Oh, sorry. Aaron Gora.
[01:14:30] Currently right now, the overarching lease
[01:14:33] agreement has not been executed with ADR,
[01:14:35] so we can happily follow up with you guys
[01:14:37] at a later date when we come back around
[01:14:39] the 100% discount design submittal when
[01:14:41] all of those lease terms are finalized.
[01:14:43] Do you have any idea what's the sort of
[01:14:45] range for a lease of this? Probably around
[01:14:49] at least ten years, probably more. I was
[01:14:52] mostly just interested in knowing if it
[01:14:55] aligned fairly closely with the payback
[01:14:57] period that we anticipated it does. For
[01:14:59] that financial analysis that we did, they
[01:15:02] had a more specific, targeted date in mind
[01:15:05] and we are just on the project delivery
[01:15:07] side. So we can happily follow up with you

[01:15:09] offline and get that exact lease term and
[01:15:11] make sure we get that information over to
[01:15:13] you. Okay. And then on page
[01:15:17] six where it says over the course of the
[01:15:20] term for duty free, net operating income
[01:15:23] will range from 90 to 110 million,
[01:15:25] depending on project cost. New additional
[01:15:27] non aeronautical revenue will ramp up from
[01:15:29] between from approximately 5.6 to 10.1.
[01:15:32] So am I reading that correctly and
[01:15:35] understanding that this area that we're
[01:15:38] talking about will generate roughly 90 to
[01:15:39] 110 million in revenue for the tenants
[01:15:42] that are operating there. I'd have to look
[01:15:45] into some of those specifics. That's a
[01:15:46] great question, and I don't have the
[01:15:48] answer for you, but I can happily follow
[01:15:49] up. And then while you're doing that. So
[01:15:52] I'm taking that to mean revenue for the
[01:15:55] tenants in that area. And that that would
[01:15:58] represent an increase over the current
[01:16:01] revenues by the tenants in those areas
[01:16:03] between 5.6 and 10.1 million. So if you
[01:16:07] could follow up on that, I'd love to know
[01:16:09] that. Absolutely. Of course. Commissioner
[01:16:13] Bowman, it says
[01:16:17] you're expecting a ten year payback
[01:16:19] period. Right. And so what
[01:16:23] I understand. So the overall lease is for
[01:16:26] the duty free project.
[01:16:30] So it's then that lease leaser
[01:16:33] that would then get all the subs each.
[01:16:38] That would be their problem to fill the
[01:16:41] place. But it's one tenant,
[01:16:44] correct? It is one duty free operator, as
[01:16:47] kind of a operator of all of
[01:16:50] the concepts. And so the TRA is portions
[01:16:53] of the base building improvements. And so
[01:16:55] that's what the \$10 million ask is today.
[01:16:57] But overarching that TRA is an exhibit in
[01:17:01] the overarching lease agreement. And that
[01:17:03] lease agreement is for the duty free
[01:17:05] operator with the port. And then they are
[01:17:07] then responsible for contracting their
[01:17:09] designers, their GC, and any of their
[01:17:11] subcontractors and any of the brands that
[01:17:13] may or may not go into those three
[01:17:14] distinct areas. So we don't really have
[01:17:17] control over those brands. We have these
[01:17:20] ideas, or, I mean, I see you have this,
[01:17:22] like, lined up, but if we're not
[01:17:25] the. What control do we have over that?
[01:17:28] That's a great question. And so we'll have
[01:17:30] to put you in contact with ADR to kind of
[01:17:32] finalize some of those specifics
[01:17:34] pertaining to that lease agreement. A lot
[01:17:36] of what you see in the renderings was
[01:17:39] proposed partnerships, and so those may or
[01:17:42] may not be the end vendors that are
[01:17:45] selected in there. We're just highlighting
[01:17:47] the specifics to either beauty outdoors or
[01:17:50] retail options, but we can happily get you
[01:17:53] those specifics, put you in contact. And

[01:17:56] as that lease gets closer to being
[01:17:58] executed with that duty free operator and
[01:18:00] those brands and what those offerings are
[01:18:03] going to be available, we can happily
[01:18:05] follow up with you guys. We can put like a
[01:18:07] scoring system in place to, you know.
[01:18:10] But we already, we already did. So we
[01:18:13] already went through the RFP process. And
[01:18:15] as part of that, without going into too
[01:18:17] much detail, the duty free operator did
[01:18:19] highlight some of the potential brands
[01:18:21] that they were looking at. And so what we
[01:18:24] have presented to you guys in the
[01:18:25] renderings are some of those potential
[01:18:27] partnerships. Those won't get finalized
[01:18:30] until our contract with the duty free
[01:18:31] vendor get finalized, and then so on and
[01:18:33] so forth. And because this is like a blank
[01:18:36] slate, it seems like it's a more expensive
[01:18:38] build out than we would do for a regular
[01:18:40] ADR tenant. Right. So it's twofold.
[01:18:43] Again, today we're here just requesting
[01:18:45] authorization for that TRA component,
[01:18:47] that 10.1. There is also going to be an
[01:18:50] investment on the duty free operator side
[01:18:52] that is not reimbursable from the port.
[01:18:54] So a lot of the overall aesthetics that
[01:18:56] have nothing to do with the base building,
[01:18:59] that is more indicative of what you would
[01:19:00] see for a true TI build out under ADR. So
[01:19:03] they are bringing their own level of
[01:19:05] investment as well, outside of our request
[01:19:08] to have that tenant reimbursable agreement
[01:19:10] for that base building scope. Alright,
[01:19:12] last thing, when I look at this picture,
[01:19:14] it says duty free off to the right. It's
[01:19:17] not clear to me that that whole space is
[01:19:18] duty free. You know, I love the idea that
[01:19:20] it's walkthrough, you know, it's a flow
[01:19:22] through, like other airports, so you can't
[01:19:24] avoid it. But the idea that that's all
[01:19:27] duty free, just in terms of the messaging,
[01:19:30] it's not like over the entrance, right?
[01:19:32] Is it just the liquor and tobacco that's
[01:19:34] duty free? That's what it looks like to me
[01:19:36] that, you know, great question. So for
[01:19:38] international ticket holders, everything
[01:19:40] for them is tax free and that's the duty
[01:19:42] free component. And then again, for
[01:19:44] domestic ticket holders, they're able to
[01:19:46] kind of purchase everything with tax,
[01:19:48] with the exception of tobacco and alcohol.
[01:19:51] We will happily go back and take that
[01:19:53] feedback from kind of that messaging
[01:19:55] standpoint to see if there's a way to make
[01:19:58] it clearer as we start to develop through
[01:20:00] design. So great feedback.
[01:20:04] That concludes your questions. Great.
[01:20:07] Well, I want to say thank you for the
[01:20:09] presentation. First, I did have a couple
[01:20:11] of questions. So it just, it sounds like
[01:20:14] more space equals more luxury brands for
[01:20:18] them. That will ultimately add to their

[01:20:21] revenue, which is one of the reasons why
[01:20:22] we're pushing for this. They currently
[01:20:25] rank 13 out of 22 duty
[01:20:30] free operations within the US's large hub
[01:20:33] airports. How is duty free doing on the
[01:20:36] national level? Are there sales rising and
[01:20:39] falling? Falling? Like, what do the trends
[01:20:41] look like in general? That is a great
[01:20:43] question and I can happily follow up with
[01:20:45] that. I've not been tracking those
[01:20:46] nationally. I'm very specific to kind of
[01:20:48] what we're doing for our duty free. But
[01:20:50] that's a great, fantastic question. I see
[01:20:52] Kalia chimed in so she might have some
[01:20:54] additional feedback to answer that from a
[01:20:56] national perspective. Kalia Sorry
[01:20:58] commissioners, I didn't want to interrupt
[01:21:00] in the middle of the previous comments
[01:21:01] questions as well. So I will just go back
[01:21:05] and I apologize if you wouldn't mind.
[01:21:06] Mind just re asking your question,
[01:21:08] Commissioner Mohammed? Yeah, you want me
[01:21:10] to just. I can restate the question. So I
[01:21:13] was saying that, I basically was saying
[01:21:15] from what I'm hearing from the
[01:21:16] presentations and the slides and the memo
[01:21:19] that has been provided, it ultimately
[01:21:22] means more space equals more luxury brands
[01:21:25] that will ultimately result in higher
[01:21:27] revenues. And my understanding is that
[01:21:30] their ranking is 13 out of 22 for duty
[01:21:33] free operations within the US largest hub
[01:21:37] airports. I'm wondering about what are the
[01:21:40] trends globally? Are there sales rising
[01:21:42] and falling? It seems like we're making
[01:21:45] decisions around trends and so
[01:21:49] I am wondering how these trends will
[01:21:51] impact our decision on making investments
[01:21:53] in this additional space. So duty free
[01:21:57] collectively is it really kind of depends
[01:21:59] on how the individual airports themselves
[01:22:01] are doing. And so we have seen a positive
[01:22:04] turn in our international passenger
[01:22:06] traffic, which really lends itself to what
[01:22:09] we need for the overall demand itself here
[01:22:12] at this airport. So because we have seen a
[01:22:15] return, we definitely, our overall demand
[01:22:17] analysis, really warrant ourselves a need
[01:22:19] for the expansion. We have seen a quicker
[01:22:21] return to international passenger traffic
[01:22:23] than some other large hub airports, like
[01:22:25] for instance, San Francisco Center, San
[01:22:27] Francisco Airport or Los Angeles
[01:22:29] International Airport, who are some of our
[01:22:32] larger competitors in that market. And so
[01:22:36] as you've seen, and you may have heard
[01:22:38] throughout our business and properties,
[01:22:39] we've continued to expand upon our
[01:22:41] international passenger traffic with
[01:22:43] additional airlines returning back,
[01:22:45] including airlines to Asia, and some of
[01:22:48] the bigger key components to that. When it
[01:22:50] comes to duty free, the lack of offering

[01:22:52] really does further impact our capability
[01:22:54] to lend ourselves to that passenger and
[01:22:57] what that passenger itself demands. Our
[01:22:59] demand analysis has been going back to
[01:23:01] 2017 2018, and what the passenger
[01:23:05] has needed and what that international
[01:23:06] passenger has been demanding as it relates
[01:23:09] to what the brands themselves want when it
[01:23:12] comes to what brands themselves need.
[01:23:16] From a square footage perspective, we've
[01:23:19] had roughly about 8000 sqft collectively
[01:23:22] in the entirety of the airport throughout
[01:23:24] the years that we've been operating duty
[01:23:25] free. This expansion takes us up to over
[01:23:29] 19,000 sqft collectively. But this
[01:23:32] concourse a would take us up to about
[01:23:34] 12,000 sqft, which is allows us definitely
[01:23:37] the full breadth of necessity for a large
[01:23:40] scale offering, aligning with a variety of
[01:23:43] things, not just from an international
[01:23:46] employment perspective, but also from a
[01:23:48] Skytrax rating perspective, getting us
[01:23:50] onto that level of a five star rated
[01:23:52] airport. Great, Clay, thank you for that
[01:23:55] answer. Also, Commissioner Calkins had a
[01:23:57] really good question. I don't know if he'd
[01:23:59] like to re ask aye. question, but from one
[01:24:03] of the alternative suggestions that you
[01:24:05] guys made was reevaluating the scope could
[01:24:07] potentially alleviate project conflict and
[01:24:11] construction phasing for checkpoint one.
[01:24:14] And I do wonder if there's an answer to
[01:24:17] commissioner Calkin's question that could
[01:24:19] help us decide why now? Like, the return
[01:24:22] on investment, I think, is what you were
[01:24:24] asking. Yeah. So, Kalia, I was asking
[01:24:26] about the term on the lease, which I know
[01:24:29] is being negotiated right now. I'm just
[01:24:31] wanting to make sure that it aligns pretty
[01:24:32] closely with what we anticipate to be the
[01:24:35] payback period. But then the other
[01:24:36] question was related to the
[01:24:40] additional revenue, what we're
[01:24:42] anticipating to be the additional revenue
[01:24:44] of this new build out with respect to
[01:24:48] the current tenants, and if that's what
[01:24:51] the slide six is presenting there, if
[01:24:53] you're familiar with that. Absolutely. So
[01:24:57] we are currently in negotiation of a term
[01:24:59] that is over 15 years, and so it is
[01:25:02] along the lines of that 20 year term, the
[01:25:05] details of the actual financial revenue
[01:25:08] model, we can provide that to the
[01:25:10] commissioners separately. We do have a pro
[01:25:13] forma based on that. And so we did have
[01:25:16] that pro forma drawn out at a ten year
[01:25:18] model, because, actually, to be able to do
[01:25:21] a full projection out farther past
[01:25:24] ten years is a little bit somewhat of a
[01:25:26] guessing game based on some of the other
[01:25:28] factors, but we can provide the full model
[01:25:31] of additional non aeronautical revenue
[01:25:34] that we have ideal as a part of that,

[01:25:36] too, that we can provide for you. We can
[01:25:37] put that together for you and send that to
[01:25:39] you in detail. Okay. And, Kalia,
[01:25:43] do you think duty free would sell
[01:25:45] lanyards? Because I noticed you're wearing
[01:25:47] a Dallas Cowboys lanyard.
[01:25:50] I could get you a Seahawks one that
[01:25:53] everyone should have. Thank you, Kalia.
[01:25:58] I think it's the one you definitely need
[01:26:00] next time. Kalia, thank you. And then,
[01:26:03] Commissioner Felleman, I know you also had
[01:26:04] a couple of questions, too, and I'm happy
[01:26:05] to answer those as well.
[01:26:09] It was just partially the. You know, you
[01:26:12] were estimating it was a ten year payback
[01:26:14] period. That's the current. Based on how
[01:26:16] much the build out cost is, I wasn't clear
[01:26:18] how much you thought that the tenant was
[01:26:20] going to be having to put into this
[01:26:23] effort, but also what influence you can
[01:26:25] really have on the. Whatever the subs that
[01:26:28] they put inside there. So the brands
[01:26:31] themselves, this really is their. This is
[01:26:33] their market. Right. And so, same thing.
[01:26:34] When we have tenants propose on any space,
[01:26:39] they propose a concept, and that's what we
[01:26:41] accept. And so they have already put
[01:26:43] together. The duty free market is a very
[01:26:46] niche market. So we don't really, we
[01:26:49] don't. We don't tell them which brands to
[01:26:52] go after specifically, but one
[01:26:55] piece is duty free, is very specific.
[01:26:57] Duty free is the liquor and tobacco.
[01:27:00] Everything else is duty paid. And so what
[01:27:03] really lent itself to how this proposer
[01:27:05] bid? They really bid. They bid this in a
[01:27:07] way that any passenger could feel very
[01:27:09] confident about shopping it. They didn't
[01:27:12] feel as though. They didn't feel as though
[01:27:14] you couldn't be a part of it and shop
[01:27:17] almost all of it. The duty free was
[01:27:19] designed very specific to understand that
[01:27:22] this is the section that is duty free and
[01:27:24] everything else you could very comfortably
[01:27:26] shop regardless. And that was a key
[01:27:29] component to how the panels reviewed this
[01:27:32] and looked at it holistically. And so
[01:27:35] they've already bid all of these various
[01:27:37] parts, these various brands. And so there
[01:27:39] may be some changes that they do
[01:27:41] throughout. There will be some flexibility
[01:27:43] based on what is trending in there
[01:27:46] throughout the timeframe. However, we
[01:27:48] shouldn't anticipate that there's going to
[01:27:50] be a large change of the overall concept
[01:27:53] itself will be the same. But some aspects
[01:27:56] may have adjustments, they may have some
[01:27:59] level of adjustment, some tweaks as time
[01:28:03] goes on, but we won't have any say as to
[01:28:05] who brands they bring in. They will have
[01:28:08] some adjustments there based on larger
[01:28:10] companies that are part of the duty free
[01:28:12] brands themselves. The same way we don't

[01:28:17] specifically dictate to other tenants when
[01:28:18] they bid. Thank you,
[01:28:22] Kali, for those answers to the questions
[01:28:25] and thank you all for the presentation
[01:28:27] hearing. No further questions for this
[01:28:29] item. Is there a motion and a second to
[01:28:31] approve item ten b?
[01:28:37] So moved. Seconded.
[01:28:40] Commissioners, are there any additional
[01:28:42] discussions on this item hearing?
[01:28:46] None. Clerk Hart, please call the roll for
[01:28:47] the vote. Commissioners, please say aye or
[01:28:49] nay when your name is called. Thank you.
[01:28:52] Beginning with Commissioner Calkins. Aye.
[01:28:55] Thank you. Commissioner Felleman. Aye.
[01:28:58] Thank you. Commissioner Hasegawa. Aye.
[01:29:02] Thank you. Commissioner Mohammed. Aye.
[01:29:05] Thank you for ayes for this item.
[01:29:08] Thank you so much. The item passes or
[01:29:12] the motion passes. Moving to item number
[01:29:14] eleven. Presentation and staff report.
[01:29:18] Clark, please read the next item into the
[01:29:21] record, and the deputy executive director
[01:29:24] Goon will then introduce the item. And for
[01:29:26] the record, Commissioner Hasegawa. Is now
[01:29:28] joining us virtually for the rest of the
[01:29:30] meeting. Clerk Hart, thank you. This is
[01:29:34] agenda Item eleven, a diversity and
[01:29:36] contracting 2023 annual report and five
[01:29:39] year review. Commissioner, earlier this
[01:29:42] year you passed an order directing us to
[01:29:44] update our diversity and contracting goals
[01:29:46] for 2024. Those goals to have a
[01:29:49] portwide WMBE goal of 15% of total
[01:29:53] port spend and to have 400 firms utilized.
[01:29:56] While we won't know until next year's
[01:29:58] report whether we meet these goals, I'm
[01:29:59] pleased to report that through some
[01:30:01] metrics we were trending in the right
[01:30:03] direction. This report will cover our
[01:30:06] results over the last five year period and
[01:30:08] our roadmap to achieving those goals.
[01:30:10] Dave McFadden Matting Jing Director,
[01:30:12] Economic Development Administration and
[01:30:16] we'll be presenting. Thank you. Good
[01:30:18] afternoon, commissioners and deputy
[01:30:21] executive director, Goon. We're very
[01:30:24] pleased to be here today to give you an
[01:30:26] overview of the five years of work and
[01:30:28] results we produced through diversity and
[01:30:30] contracting. I'm here to very quickly
[01:30:33] introduce our speakers today. On the far
[01:30:37] right is Emily Ho. She's our diversity
[01:30:41] and contracting manager. To her left is
[01:30:44] Lawrence Coleman. He's our women minority
[01:30:47] business enterprise manager. To my right
[01:30:50] here is Meehan. I'm going to reintroduce
[01:30:52] aye. more properly in a minute and I'm
[01:30:55] going to turn aye. over to Mian right now
[01:30:58] because we've got a little video we want
[01:30:59] to show you. Let's go to the next slide
[01:31:01] and I'll just show you our agenda today.
[01:31:04] There we go. Show us yours.

[01:31:08] Testing, one, two, three. All right, you
[01:31:10] can hear me now. Good afternoon,
[01:31:14] Commissioner, Commissioner, president,
[01:31:15] commissioners, Deputy Executive
[01:31:20] Goon and Commissioner staff and
[01:31:23] all those folks who are listening here
[01:31:25] today. I'm really here. Excited to,
[01:31:29] just really excited to talk about our
[01:31:31] diversity contracting program. And as well
[01:31:34] as in 2023 is our last and final year of
[01:31:36] our five year benchmark. And there's
[01:31:41] just a lot. I'm just really excited about
[01:31:44] how we've come so far. And you can hear a
[01:31:46] lot about that as we progress through
[01:31:49] today's conversation also
[01:31:52] as well as some of the slide decks as we
[01:31:55] are going through today with Mister
[01:31:57] Coleman and Miss Emily Ho as well. So
[01:32:00] without further ado, before we get into
[01:32:03] diving into the presentation, we do have a
[01:32:05] short video and then I'll hand the baton
[01:32:08] over to Mister Lawrence Coleman to really
[01:32:11] get into 2023. And then we'll get into the
[01:32:15] overall five year achievement of how the
[01:32:18] ports have been when it comes down to
[01:32:20] women minority participation on our
[01:32:22] contracts. So without further ado, next
[01:32:24] slide please. And we'll get into the quick
[01:32:26] video. Yeah, just a flag. I'll need to let
[01:32:30] it buffer first and then I'll play.
[01:32:32] Thanks. Copy that.
[01:32:46] We are consultants in the area of
[01:32:48] construction management and project
[01:32:50] controls. That's a long phrase that says
[01:32:53] we help the owner of a project that's
[01:32:56] being built or installed to become aware
[01:32:59] of their scope of the work.
[01:33:03] How much of their spending can they report
[01:33:05] on it and give recommendations on how the
[01:33:09] work can be adjusted to meet the owner's
[01:33:12] goals? The diversity team
[01:33:16] is wonderful. Thank you, Tina.
[01:33:19] Thank you, Mia. You guys have been like
[01:33:22] our guardian angels and giving us insights
[01:33:25] and opportunities and learning from the
[01:33:28] experience from a large corporation and
[01:33:30] how it fits within a small micro business.
[01:33:42] Three, four years ago, I started seeing
[01:33:44] the divestit gold program down here in
[01:33:46] Seattle. And it has come to a fruition
[01:33:50] that the companies are definitely
[01:33:54] using small companies and promoting
[01:33:58] them to do the projects. Some of the
[01:34:00] projects that we do over here are
[01:34:03] primetime projects and they have to have
[01:34:06] that kind of skills and experience to get
[01:34:09] the job done. Being a small business and
[01:34:12] coming from Fiji islands when I was, you
[01:34:14] know, young and still looking for a way,
[01:34:17] I'm so proud that I've got almost 175
[01:34:21] to 200 people working for this company.
[01:34:24] And my pride is based on my employees.
[01:34:27] They've got food on the table and there

[01:34:29] are some special people working for the
[01:34:31] company. And it's the greatest point of
[01:34:33] the small business to own a company from
[01:34:36] starting from scratch and then taking it
[01:34:38] to somewhere that we are at right now. We
[01:34:41] consist of people of all walks of life,
[01:34:46] you name it. We have about 70% are women,
[01:34:50] maybe 80% of people of color.
[01:34:54] One time I was in the ladies room washing
[01:34:56] my hands, getting ready to leave, and I
[01:34:59] saw another lady come out and she started,
[01:35:02] we just chit chat and start talking. And
[01:35:05] then she introduced herself as one of the
[01:35:07] commissioners. Just an everyday
[01:35:11] person, just like me. I was able to start
[01:35:14] the communication with her and talking
[01:35:16] freely. That's the culture of the port.
[01:35:21] You can approach and talk and build
[01:35:23] relationship. The partnership between Port
[01:35:27] of Seattle and the diversity program is
[01:35:30] very, very unique. And it is the first
[01:35:33] time I've seen this kind of real, real,
[01:35:36] really impressive utilization for
[01:35:38] diversity program. So for net compliance,
[01:35:40] I think the future is looking very bright.
[01:35:43] And thanks for the diversity program for
[01:35:46] Port of Seattle.
[01:35:52] All right, well, I have
[01:35:56] to first again, thank not just Lawrence
[01:36:01] and Emily and a lot of our diversity and
[01:36:03] contracting staff, but also you
[01:36:04] commissioners. I'm doing this early,
[01:36:07] going a little bit off script, and I
[01:36:08] apologize for that you guys have been so
[01:36:11] supportive over the years and I really
[01:36:12] appreciate all of you guys efforts.
[01:36:14] Again, my name is me and rice. I am the
[01:36:16] director of diversity and contracting
[01:36:18] department for the Port of Seattle and I
[01:36:21] am going to hand the baton over to
[01:36:23] Lawrence to just jump into 2023 and then
[01:36:26] we'll wade into the whole five years after
[01:36:30] we talk a little about 2023. Lawrence,
[01:36:33] thank you man. For the record, Lawrence
[01:36:35] Coleman, women in minority business
[01:36:37] program manager our scope and our team is
[01:36:40] primarily considered concerned with the
[01:36:42] solicitation and eventual contracting.
[01:36:45] And so we dive quite a bit with lots
[01:36:48] of project managers and lots of folks that
[01:36:50] are putting out contracts. Go ahead to the
[01:36:53] next slide for me please. So as
[01:36:57] mentioned, the intent for the first few
[01:36:59] slides is just to wrap up 2023 and put a
[01:37:02] bow on it, right? As mentioned, we were
[01:37:05] established a benchmark for five years
[01:37:07] with 15%. And so again, for these next few
[01:37:11] slides, I'll just be showing you where we
[01:37:12] landed at for 2023 and then turn it
[01:37:16] back over. And then we'll get into diving
[01:37:17] into the five year and just tracking some
[01:37:21] progress and showing just some results.
[01:37:23] So as Mian mentioned again, we established

[01:37:27] this initial benchmark to achieve 15%
[01:37:31] overall WMBE utilization. What you're
[01:37:33] looking at here is that final year, year
[01:37:35] of 2023 and we established and we landed
[01:37:39] at 12.4, excuse me, 12.4% for our overall
[01:37:42] WMBE utilization. And then it's broken
[01:37:45] down accordingly for construction 9.2% and
[01:37:48] non construction 15.7%. And that's on
[01:37:51] the over \$600 million that the port spent
[01:37:54] in 2023. Go ahead to the
[01:37:57] next slide for me, please.
[01:38:05] This is a closer look at divisional goals.
[01:38:08] As a reminder, each division and
[01:38:11] department is also to establish
[01:38:16] utilization goals for their respective
[01:38:18] units. And so again, I thought the policy
[01:38:21] directive was creative in trying to drive
[01:38:24] accountability not just with our unit,
[01:38:26] but throughout the port of Seattle. As you
[01:38:28] can see here, all of the departments aye.
[01:38:31] the goals that they established. And just
[01:38:34] keeping in mind that some looked at some
[01:38:36] different budgets. But nevertheless, this
[01:38:38] is certainly some good news to see that
[01:38:41] folks establish some marks and
[01:38:44] achieve them. I will say as we get later
[01:38:48] into the presentation, we'll talk a little
[01:38:49] bit about just some of the tools and some
[01:38:51] of the strategies and even some of the
[01:38:53] challenges that we've encountered over the
[01:38:55] last five years. But again, this is just
[01:38:57] wrapping up 2023, showing what the
[01:39:00] departments, or, excuse me, what the
[01:39:01] divisions have established for goals and
[01:39:03] how they landed for 2023.
[01:39:07] Go ahead to the next slide for me,
[01:39:08] please. This slide is a closer
[01:39:12] look at specifically at corporate.
[01:39:16] And my folks at the port may
[01:39:19] know how we're structured, but really for
[01:39:21] the viewing audience, this is just to let
[01:39:24] you know that corporate is made up of
[01:39:26] various departments. And so it's still
[01:39:28] accountability is driven down to those
[01:39:30] respective departments. I'd say that a
[01:39:33] good portion of these folks and their
[01:39:35] teams have met their targets. I'd also
[01:39:38] mention that these corporate departments
[01:39:40] are made up of the various executive
[01:39:41] leaders. A lot to spend,
[01:39:45] sometimes not a lot of money in their
[01:39:47] respective budgets, but certainly it
[01:39:48] doesn't deter folks from making efforts.
[01:39:50] And I'd say that's what you're seeing
[01:39:51] here, is a reflection of the efforts that
[01:39:53] are made, and also accountability that's
[01:39:57] not just driven at that higher division
[01:39:59] level, but that gets down to the
[01:40:00] department level as well.
[01:40:04] Go ahead to the next slide for me,
[01:40:06] please. And then finally,
[01:40:10] me and team came to this body a few months
[01:40:14] ago, earlier in the year, to talk about

[01:40:16] the gap year. And so what the plan is, as
[01:40:20] we do a better analysis of taking
[01:40:23] a look at how we did over the year, we're
[01:40:26] calling 2024 a gap year, and we've
[01:40:29] established a 15% goal and that's going to
[01:40:32] be carried over through the rest of 2024.
[01:40:35] But we decided to continue to
[01:40:39] increase the number of businesses and
[01:40:41] established a goal of utilizing and
[01:40:43] working with 400 businesses. Prior to
[01:40:45] that, it was 350 something firms that we
[01:40:48] intended to work with. But in 2024, we
[01:40:51] still want to make sure that we're making
[01:40:52] some efforts to be intentional and
[01:40:55] work with businesses. And then lastly,
[01:40:57] I'll note that there are some departments
[01:41:00] that still are keeping up the momentum and
[01:41:03] are making strides to exceed that 15%.
[01:41:08] With that, I'll turn it back over to Dave
[01:41:10] to kick us off for our five year review
[01:41:12] discussion. Great. Let's go to the next
[01:41:14] slide. Let's go to the next slide.
[01:41:18] Next slide, please. So in January
[01:41:22] 2018, it was a momentous day. It was
[01:41:25] Commissioner Calkins, I believe, first day
[01:41:27] on the commission, and it was the day we
[01:41:29] announced that Steve Metruck was, was
[01:41:31] joining us as the new executive director.
[01:41:33] But I do, I'm a little biased here. I
[01:41:35] think our most impactful action that day
[01:41:37] was passage of this resolution that really
[01:41:40] increased the amount of WMBE spend from
[01:41:42] five, where we were on that day, to 15%,
[01:41:46] and tripled our goal in terms of WMBE
[01:41:48] firms doing business with the ports.
[01:41:50] Yeah. When we started and passed this
[01:41:53] policy, we took a gap year, too. Let's go
[01:41:56] to the next slide because we had a lot of
[01:41:58] work to do. We needed to develop annual
[01:42:01] division and department goals. We needed
[01:42:04] to establish inclusion plans. We needed a
[01:42:06] new supplier vendor database. Our outreach
[01:42:09] and technical assistance programs were in
[01:42:12] their infancy. We had to create new
[01:42:15] structures and define roles and
[01:42:18] responsibilities. We had to do a
[01:42:20] tremendous amount of work.
[01:42:23] Meehan's department may be the face of
[01:42:26] diversity in contracting, but the results
[01:42:29] you're seeing today are the results of the
[01:42:31] hard work of hundreds of people across the
[01:42:33] port. We would not stand here successful
[01:42:36] today if we didn't have the active support
[01:42:39] from CPO, from our project managers,
[01:42:42] and from our sponsors on various projects
[01:42:45] throughout the port. So, as Mian mentioned
[01:42:48] earlier, you're part of that support team.
[01:42:50] You've been our rock all the way along.
[01:42:52] And, you know, I'm gonna finish up by just
[01:42:55] saying. This office, when we started, had
[01:42:58] two people. It was me and an assistant.
[01:43:00] He's about ready to add aye. 9th FTE. So
[01:43:03] that's how the program needed to grow.

[01:43:05] That's how it's grown into this
[01:43:07] responsibility and into this opportunity.
[01:43:10] He's done a magnificent job. It's my
[01:43:12] pleasure to turn it over to aye. now. Ooh,
[01:43:15] I like this.
[01:43:18] Next slide, please.
[01:43:22] So let me get to the punchline. I love
[01:43:25] this \$375 million to
[01:43:28] win be firms over the five year sensor
[01:43:31] starting in 2019.
[01:43:34] And also, I want you to take a pause here
[01:43:36] to take a look at how much we grow when we
[01:43:39] start putting our, our thoughts and
[01:43:41] efforts towards being part of the
[01:43:43] community. Even more so from an economic
[01:43:44] perspective, starting from 2016 all the
[01:43:47] way through 2023, it's been phenomenal to
[01:43:49] how the port has really leaned in and
[01:43:51] engaged and made affirmative efforts
[01:43:54] towards our future. And one of
[01:43:57] the really things I'm really excited
[01:43:58] about, you know, it's not just the percent
[01:44:02] utilization, but also the number of women
[01:44:04] minority business firms that are actually,
[01:44:07] we contracted with. We had a goal of 354
[01:44:11] businesses as of 2023. We've not
[01:44:14] only aye. it, but also we exceeded that.
[01:44:17] So we got 392. So we did aye. our
[01:44:20] five year benchmark goal and come 2023,
[01:44:23] when it comes down to women minority firms
[01:44:25] that we've actually partnered with. So
[01:44:28] this was really exciting, and this is a
[01:44:30] testament to a lot of our port employees
[01:44:33] and project managers and construction
[01:44:35] managers and all the rdrs out there. So
[01:44:38] thank you again to all the port folks of
[01:44:40] being part of the community and leaning
[01:44:42] into it. So this is awesome. Next slide.
[01:44:47] So as part of that, that is about
[01:44:49] intentionality. Intentionality is the key.
[01:44:53] And we were we as a port, especially when
[01:44:56] it came down to our diversity and
[01:44:58] contracting policy directive and which was
[01:44:59] established. 2019 was our first full year.
[01:45:03] When we. The blue you'll see is.
[01:45:07] The blue line is if you are, we did
[01:45:09] nothing right. That is something in which,
[01:45:12] you know, we just did our everyday
[01:45:14] business without being intentional.
[01:45:15] You'll start seeing in the blue shaded
[01:45:17] areas we didn't, you know, that's how much
[01:45:20] we, over time, would have just done
[01:45:23] and made. And the green is by
[01:45:27] all the added efforts in which we did,
[01:45:30] from inclusion plants to putting goals
[01:45:34] and vendor connects and outreach and all
[01:45:36] the things that we were able to do to
[01:45:40] be intentional about getting out to the
[01:45:42] community. And as top of the 152
[01:45:45] and the blue, that \$253 million
[01:45:49] on top of that from being intentional is
[01:45:52] what we've actually accomplished total for
[01:45:55] the full five years. It's really exciting

[01:45:58] and this is fabulous in terms of how we've
[01:46:00] actually moved the needle. And I'm,
[01:46:03] again, I'm very excited, but I'm also
[01:46:06] saying this at the same time. We still
[01:46:08] have a ways to go. This is something in
[01:46:11] which this is not the end.
[01:46:14] This is just the floor that we can
[01:46:16] continue going on.
[01:46:20] I'm going to hand the ball over to Mister
[01:46:22] Lawrence Coleman to dig in a little bit
[01:46:24] more into the numbers as it relates to
[01:46:27] some of the ethnicities that actually
[01:46:30] participated throughout these five years.
[01:46:32] And so, Lawrence, I'm going to hand this
[01:46:33] ball over to you. Thank you, man. Go ahead
[01:46:36] to the next slide, Flores, please. Lots of
[01:46:39] communities are certainly interested in
[01:46:43] how we do on a bigger sense when we talk
[01:46:45] about minority. But let's be honest,
[01:46:48] you know, respective communities are
[01:46:50] interested in understanding how you're
[01:46:51] doing for our community. And I'd say
[01:46:53] that's what this slide is conveying.
[01:46:57] It's transparent. It is what we're doing
[01:47:00] right now. And we just want to be upfront
[01:47:03] and honest and just be clear about how
[01:47:05] we're doing with respect to community
[01:47:07] groups. Just over the last
[01:47:11] five years, close to 800 WMBE firms
[01:47:14] has partnered with the port of Seattle.
[01:47:17] In addition to that,
[01:47:19] 8.5% of the spend is going to
[01:47:23] specific ethnicities to the tune of over
[01:47:26] \$240 million non minority women
[01:47:30] made up about 3.5% of women spend,
[01:47:33] which is about over \$98 million.
[01:47:37] But let's point out, maybe a real
[01:47:40] comparison here is that minority females
[01:47:43] represent under 1%. WMBE spin.
[01:47:47] But they do come in second when we talk
[01:47:49] about minority females specifically
[01:47:51] representing about 85.
[01:47:54] 85 companies have had the opportunity in
[01:47:56] the last five years to do business with
[01:47:59] the port of Seattle. We do have some
[01:48:02] work underway with regards to a disparity
[01:48:06] study to uncover some specific trends to
[01:48:08] try to help us uncover. I think it's
[01:48:11] always a tough question to answer is why,
[01:48:13] right. Why and how. And so we're certainly
[01:48:15] committed to getting to that. But again,
[01:48:17] what I appreciate about this slide and
[01:48:20] what we're proud to share is just really
[01:48:22] where we're at and just intentionality
[01:48:24] when it comes to trying to do our best to
[01:48:26] incorporate women in minority businesses
[01:48:28] on our projects. Go ahead to the next
[01:48:31] slide for me, please.
[01:48:34] This is a slide that represents goal
[01:48:38] attainment. As we spoke to earlier,
[01:48:40] accountability is driven throughout the
[01:48:43] port of Seattle. So it doesn't just live
[01:48:45] with the diversity and contracting team.

[01:48:47] Everyone owns it. And that's what this is
[01:48:50] displaying. So every year we meet with
[01:48:52] departments and divisions. What the policy
[01:48:54] directive asks for is that folks make bold
[01:48:57] attempts. Right. And what I appreciate
[01:49:00] about that is that's what this is. Right.
[01:49:02] You know, some folks make it, some folks
[01:49:03] don't. But it's nevertheless, it's still
[01:49:06] an effort that respective departments step
[01:49:10] up to the plate. In the last five years,
[01:49:14] 76% of the departments of divisions have
[01:49:17] aye. their goal, which is something I'd say
[01:49:19] to be proud of. This process has been a
[01:49:22] little more art than science. You know,
[01:49:25] just trying to align budgets. There's been
[01:49:26] realignments. Right. And that does have an
[01:49:28] impact on where things are driven. But
[01:49:30] nevertheless, I do appreciate folks that
[01:49:32] have stepped up to the plate to put
[01:49:34] themselves out there to establish a goal
[01:49:36] and try to work towards it. Go ahead to
[01:49:38] the next slide for me, please.
[01:49:42] Over the last five years, we've made some
[01:49:46] strides in non construction, and that's
[01:49:48] what this slide is showing us starting
[01:49:51] back in 2017, as you can see. 2017,
[01:49:55] 2018, I'd say those were years where we
[01:49:58] were. There's discovery. Right. Still kind
[01:50:01] of operating business as usual in that 8%,
[01:50:04] 9%. But look at 2019, when we started to
[01:50:08] be a little bit more intentional, what
[01:50:09] that did, right. We jumped up immediately.
[01:50:12] And when I say be more intentional, some
[01:50:14] of the tools that we have at our disposal
[01:50:16] are when you all see projects that come
[01:50:20] to you via commission or even sometimes in
[01:50:23] presentation, you'll see something that
[01:50:24] says a win be goal. Right? That's our team
[01:50:28] at the various acquisition meetings. We
[01:50:31] have a spot on the agenda where we're
[01:50:33] talking about the WMBE inclusion. And so,
[01:50:36] again, being intentional has certainly
[01:50:38] lended to some opportunities for women in
[01:50:40] minority businesses. And then, as you can
[01:50:42] see, in 2020, we aye. a peak of about 16.5%
[01:50:46] I'd say generally, non construction does
[01:50:49] do quite well. There's a wide variety of
[01:50:52] projects and opportunities for folks in
[01:50:54] there. And I'd say right now we've kind of
[01:50:58] stabilized, and so we'll see where we end
[01:51:00] up going when we start to talk about the
[01:51:02] future. But nevertheless, great progress
[01:51:06] in non construction as I see it. Go ahead
[01:51:09] to the next slide for me, please.
[01:51:12] Construction over the last five years,
[01:51:15] just simple and plain. We haven't made
[01:51:18] much progress. We've had some progress and
[01:51:20] seen some success and some growth in 2021,
[01:51:23] but we're, we haven't gonna seen much
[01:51:24] since then for a variety of reasons.
[01:51:27] Right? The port is
[01:51:30] a sophisticated place. For example,
[01:51:34] there was a baggage optimization contract

[01:51:36] with conveyance systems that costs
[01:51:39] millions and millions and millions of
[01:51:40] dollars, and lots of folks can
[01:51:42] participate. But what I can tell you is
[01:51:44] without the program, there wouldn't have
[01:51:46] been any goal. So we were able to
[01:51:48] establish a small goal to get some
[01:51:50] opportunities. But it's still, I mean,
[01:51:52] you still got millions of dollars that are
[01:51:55] sitting on the books with not a lot of
[01:51:56] WMBE opportunity. Me and I'll talk a
[01:51:59] little bit about some of the successes and
[01:52:00] challenges when we get a little further in
[01:52:02] the presentation. But nevertheless, I
[01:52:04] guess what I'd like to leave you with is
[01:52:07] we got some work to do in the construction
[01:52:08] space. Go ahead to the next slide for me,
[01:52:12] please. With that, I'll turn it over to
[01:52:16] Emily Hoda, talk about some of our efforts
[01:52:18] with regards to training. Thanks,
[01:52:20] Lawrence. So, for the record, my name
[01:52:23] is Emily Ho. I am the diversity and
[01:52:26] contracting community engagement and
[01:52:28] training program manager. So the Port
[01:52:32] Gen program, which stands for the Port of
[01:52:35] Seattle Small Business generator program,
[01:52:37] was started by Meehan in 2019.
[01:52:40] The team at the time conducted training
[01:52:43] and outreach activities while juggling the
[01:52:46] many responsibilities of the rest of the
[01:52:50] program. 2023 was the first full
[01:52:54] year that there was somebody who was
[01:52:56] dedicated to training, outreach and
[01:52:58] communications. This slide shows what was
[01:53:02] accomplished in 2023,
[01:53:04] demonstrating what training and outreach
[01:53:07] has grown into by the end of this five
[01:53:10] year benchmark. So for training and
[01:53:13] events, we had more port gen events than
[01:53:16] ever before, at a total of 14 events that
[01:53:19] consists of project first looks made
[01:53:22] possible by the partnerships of the
[01:53:25] project managers from the PMG groups who
[01:53:27] show up to share about the projects and
[01:53:30] meet some of those businesses. Our port
[01:53:33] 101 sessions, as well as networking events
[01:53:37] where WMBE firms get to meet poor
[01:53:40] decision makers as well as primes that are
[01:53:43] looking for subs. We also started tracking
[01:53:47] participant data in a robust and
[01:53:49] meaningful manner before, we only had
[01:53:52] estimates of how many firms had attended.
[01:53:55] Now we can say we had 193.
[01:53:59] Unique WMBE firms attend our events last
[01:54:02] year. I say unique because a
[01:54:05] lot of firms attend more than just one of
[01:54:08] our events. Lastly, our accelerator
[01:54:12] mentorship program happened for the third
[01:54:14] time last year and to my knowledge,
[01:54:17] there's really no other program that is
[01:54:19] like it. A select group of WMBE
[01:54:22] businesses get one on one mentorship with
[01:54:25] an individual industry prime. They are

[01:54:27] part of a cohort which really fosters a
[01:54:30] supportive learning community and they
[01:54:33] have access to the highest levels of
[01:54:35] leadership at the port. For outreach,
[01:54:38] we participated in a large number of trade
[01:54:40] show events and the same number, if not
[01:54:43] more community events. It's in these
[01:54:46] settings that we meet diverse firms who we
[01:54:49] encourage to enter the pipeline of
[01:54:51] becoming a vendor at the port by providing
[01:54:54] them support to register themselves on our
[01:54:57] vendor connect platform and by connecting
[01:55:00] them to port decision makers and primes
[01:55:03] where appropriate. Lastly,
[01:55:06] for communications, we use a wide range of
[01:55:10] communication methods, particularly since
[01:55:12] 2022, such as our weekly digest quarters,
[01:55:16] newsletters, blogs and advertisements.
[01:55:20] Not only do we have a very wide reach with
[01:55:22] a lot of people who receive our
[01:55:24] communications, the audience is one that
[01:55:26] is really quite engaged. They open our
[01:55:29] emails and they click on our links. They
[01:55:31] show up to our events. So, in summary,
[01:55:34] we have done a lot of lot for outreach and
[01:55:37] training in 2023 and over the past five
[01:55:40] years. The focus of 2020 is to be more
[01:55:43] strategic one about our efforts and to
[01:55:45] continue improving on outcome. Tracking me
[01:55:49] and will talk further on that in the next
[01:55:51] section. And with that, I'll hand it over
[01:55:54] back to Mian to discuss program evaluation
[01:55:57] and next steps. All right, next slide,
[01:56:00] please. All right. Program and evaluation
[01:56:03] and next steps. Next slide, please.
[01:56:06] So, commissioners,
[01:56:10] program evaluation over five years, we've
[01:56:12] met with over 60 individuals from various
[01:56:17] community organizations, partners and
[01:56:21] all different types of folks, both
[01:56:22] internal and external. They're really
[01:56:24] talking about construction, consulting,
[01:56:26] goods and services, outreach. You kind of
[01:56:28] covered the whole gambit with a lot of the
[01:56:30] different individuals out there and come
[01:56:33] up to some areas, specific areas. There's
[01:56:36] a whole list of other items, but we just
[01:56:39] started bringing forward some challenges
[01:56:41] and some drivers in which
[01:56:45] were kind of identified on both sides of
[01:56:47] the coin. So these upcoming slides from
[01:56:51] that you'll see here in the next,
[01:56:54] from each one of these four areas,
[01:56:56] construction, consulting, goods and
[01:56:57] services, you'll find those challenges and
[01:57:00] those drivers to help obtain those women,
[01:57:02] minority businesses out there. Next slide,
[01:57:04] please. Starting with construction,
[01:57:08] construction, drivers. And I think this is
[01:57:10] something that you've heard over the years
[01:57:12] past, alternative to contracting
[01:57:13] methodologies, the general construction
[01:57:16] and construction management type

[01:57:17] contracts, those design build and other
[01:57:21] alternative methodologies that support
[01:57:24] that is a great opportunity for women
[01:57:26] minority businesses as well as small
[01:57:28] works. Again, Emily, as you saw heard from
[01:57:31] our port gen efforts, this is something
[01:57:33] else. Has been a major driver to help
[01:57:37] those women minority disadvantage
[01:57:39] businesses out there know about the port
[01:57:40] of Seattle. It's been fabulous. Some of
[01:57:42] the challenges that we've seen,
[01:57:46] though, however, have been more on the
[01:57:50] challenge between bundling for efficiency
[01:57:52] of all of our major projects, our capital
[01:57:54] projects, versus the unbundling of the
[01:57:57] projects for increased women
[01:57:59] participation. So that has been a
[01:58:01] challenge. And under the construction
[01:58:03] category, for those for this
[01:58:07] area, there's some significant project
[01:58:09] requirements sometimes make it a little
[01:58:11] difficult for those women minority
[01:58:13] businesses. From cash flow, you guys heard
[01:58:16] this before, bonding insurance and then
[01:58:20] for some project labor agreements. Those
[01:58:23] are some of the areas in which have been
[01:58:25] identified over the past number of
[01:58:29] years since we've been keeping track in
[01:58:31] terms of working with our women minority
[01:58:34] businesses. Next slide consulting
[01:58:40] consulting side of the coin or service
[01:58:42] agreements drivers. Again,
[01:58:44] setting wouldn't be goals on contracts
[01:58:47] inclusion plans. A lot of the challenges
[01:58:50] that I think you guys have seen and heard
[01:58:53] rates have been.
[01:58:55] Sometimes it's been a challenge for some
[01:58:58] of the small or more specifically WMBE
[01:59:00] businesses, because we do
[01:59:04] have our thoughts about how much the rates
[01:59:07] are for our for or are doing a certain
[01:59:11] amount of work versus what the industry
[01:59:13] rates are. So sometimes there's a lot of
[01:59:15] dialogue between the rates beside
[01:59:18] insurance utilization of the same firms,
[01:59:21] low use of professional service roster,
[01:59:25] something in which we do have a roster for
[01:59:28] a and e firms. And so we just need to
[01:59:31] build that up on that side. And then
[01:59:33] monthly amounts, paid forms, and not
[01:59:35] always submit on time. Basically, that's
[01:59:36] kind of reporting system for a lot of
[01:59:39] businesses, how they're doing on their
[01:59:41] projects. Next slide, please.
[01:59:47] Goods and services drivers
[01:59:51] rp cards. That's been awesome. You know,
[01:59:54] we go out to the stores and to buy
[01:59:59] our cakes or brownies, whatever it is
[02:00:02] that we want to buy here at the port, we
[02:00:05] have. Our surface contracts are also a
[02:00:08] major drivers like janitorial contracts.
[02:00:10] From the surface side to the coin are some
[02:00:14] of the challenges that we've seen is,

[02:00:16] again, from a p car perspective, some of
[02:00:20] our transactional relationships have been
[02:00:22] difficult to really capture those women
[02:00:24] minority businesses and ethnicity,
[02:00:26] ethnicity status. So when you walk in that
[02:00:28] store, you know, they're not signed up on
[02:00:31] our vendor connect. So sometimes hard to
[02:00:34] really say, hey, I am a
[02:00:37] african american firm in which or business
[02:00:41] in which, you know, your working,
[02:00:45] you just bought some goods from me. We
[02:00:47] don't capture that on our credit cards.
[02:00:48] It's hard to do that. So in terms of an
[02:00:50] ethnicity perspective. And then also there
[02:00:53] are some other areas where we found that
[02:00:56] some challenges are we, the port
[02:01:00] typically say, hey, we're buying some
[02:01:03] widgets or whatever, we want the materials
[02:01:05] first, then we pay you. But sometimes as
[02:01:08] it's working with small businesses, they
[02:01:10] have a third party supplier and some of
[02:01:12] these small businesses don't have a huge
[02:01:14] warehouse. So they want to get the money
[02:01:16] first and then be able to pay. So it's
[02:01:19] kind of a little backwards. But regardless
[02:01:20] of that, that has been a challenge that
[02:01:22] has been identified from a goods and
[02:01:24] services perspective. Next slide.
[02:01:29] Outreach and training. Emily has brought
[02:01:31] up some of the areas already poor.
[02:01:35] Jen has been, we've been doing, she's been
[02:01:37] a rock star in terms of bringing out a lot
[02:01:40] of the businesses out there, learning how
[02:01:43] to works large. It's well attended. We
[02:01:47] have regular communication efforts. When
[02:01:50] it comes down to our outreach, you know,
[02:01:53] we have a consistent presence of
[02:01:55] engagement within our community groups
[02:01:57] that has been really awesome. Some of the
[02:02:00] challenges are sometimes are bridging
[02:02:04] the kind of the knowledge resource gaps
[02:02:06] between their vendor capabilities versus
[02:02:09] port requirements and just making sure
[02:02:11] that there's a tie in from the
[02:02:13] capabilities for what we're looking for.
[02:02:16] Even connecting with our vendors, our
[02:02:18] connecting with our vendors and port
[02:02:19] purchasing decision makers with each
[02:02:21] other. You know, port of Seattle, I always
[02:02:23] consider like a large city, and you don't
[02:02:26] know everybody, right? So we try to try to
[02:02:28] outreach and do, if we can, internally
[02:02:30] wise, to connect that vendor with that,
[02:02:32] with that said business and then
[02:02:36] also tracking outreach and training
[02:02:39] participants outcomes. Basically what's
[02:02:42] been hard is, from our side of it, is
[02:02:44] that, okay, we know who won the project,
[02:02:47] who's getting the work, but sometimes we
[02:02:49] don't always know who's all pursuing the
[02:02:51] work. And that's been kind of a challenge
[02:02:54] in terms of, from a pursuit perspective.
[02:02:57] Next slide. So all this to be said,

[02:03:00] what are our lessons learned? Getting to
[02:03:03] the nitty gritty of this whole
[02:03:04] presentation? Lessons learned. One of the
[02:03:07] things that since I've been working with
[02:03:10] the Port of Seattle in this capacity since
[02:03:13] 2012,
[02:03:16] there has been a significant shift, a
[02:03:19] shift of thoughts about the port of
[02:03:21] Seattle, both internal and external.
[02:03:24] There's moving from a huge shift, moving
[02:03:28] from the port isn't interested in working
[02:03:30] with us in the community and or I can't
[02:03:33] find a work to now there are
[02:03:37] good opportunities and the port wants to
[02:03:40] work with and support WMBE businesses.
[02:03:44] And again, I want to make sure I say this
[02:03:45] again, the port wants to work and
[02:03:48] support WMBE businesses. It's been a
[02:03:52] significant shift over the years and that
[02:03:54] is a great thing. The other lessons
[02:03:56] learned is of course as the devil's in the
[02:03:58] detail, especially when to build
[02:04:00] influentialization in each industry.
[02:04:03] Consulting, construction goods and
[02:04:05] services, each one has their own little
[02:04:06] nuances that we always have to pay
[02:04:08] attention to to move the needle forward.
[02:04:11] Increasing now this is the one that we
[02:04:14] alluded to earlier, is increasing
[02:04:17] construction and wind utilization.
[02:04:19] Construction is the key to achieving
[02:04:22] higher port wind utilization goals. That
[02:04:25] is, construction is one of our biggest,
[02:04:28] highest dollar that we put in with our
[02:04:30] major capital programs. We have to, you
[02:04:34] know, if we can continue to push our
[02:04:37] WMBE goals or WMBE utilization, our
[02:04:40] construction projects will, we will
[02:04:42] continue to drive the utilization overall
[02:04:45] port wide into the next stratosphere.
[02:04:48] So next slide please.
[02:04:51] This is something that you've seen earlier
[02:04:53] on, early this year. This is just a
[02:04:57] roadmap for this year as for 2024,
[02:05:00] as we continue to work with you,
[02:05:04] commission staff, executive, leadership
[02:05:07] team, all the parties, internal and
[02:05:10] external, to figure out what the
[02:05:11] community, what we're going to do for our
[02:05:13] new goals for the future. You know, the
[02:05:16] check marks, we already did the program
[02:05:17] evaluation. You have to commission order.
[02:05:20] What we're waiting for right now is
[02:05:22] disparity study results and
[02:05:26] you know, just continue to have these
[02:05:28] community engagements and hopefully by the
[02:05:30] end of the year, by fourth quarter, we'll
[02:05:33] have a first reading of our new
[02:05:35] resolution, our new goals and all of our
[02:05:37] efforts that we're going to do for the
[02:05:40] next five years. So a lot of work is going
[02:05:44] on and needed for this whole gap year,
[02:05:47] time period. Next slide please.

[02:05:51] But why wait? We have a lot of things for
[02:05:55] suggestions for immediate improvement.
[02:05:58] One is to
[02:06:01] improve WMBE compliance system. We just
[02:06:04] need, we need to improve our WMBE
[02:06:06] compliance system, support our WMBE
[02:06:08] partners and validate WMBE attainment.
[02:06:11] We are getting in a budsman position.
[02:06:12] However, we need systems like there's a
[02:06:15] system called B 2g now or something
[02:06:17] similar or whatever it is, just to take
[02:06:23] out a lot more the human error in terms of
[02:06:26] capturing some of our women businesses
[02:06:28] that we're working with on and also from a
[02:06:31] compliance perspective as well. This is
[02:06:33] something in which we definitely need to
[02:06:35] continue to build and get better at in
[02:06:37] terms of making sure that we accurately
[02:06:40] capture our wind, be businesses out there
[02:06:44] that work with the port of Seattle we do
[02:06:47] need to. Something else that we can do
[02:06:50] right now is our raising of our
[02:06:52] professional service dollar thresholds.
[02:06:55] That's something that, it's more of a,
[02:06:57] it's a port policy as opposed
[02:07:01] to a, I guess you could say a
[02:07:05] state RCW. So we have a lot of flexibility
[02:07:09] within raising our professional service
[02:07:12] for architect engineering thresholds with
[02:07:14] the Newport that would go a long way.
[02:07:19] Definitely need to refine our labor
[02:07:21] agreements to support both your
[02:07:25] favorite kids, the workforce,
[02:07:29] and also our WMBE businesses. And so
[02:07:35] trying to identify that balance,
[02:07:37] especially when it comes down to project
[02:07:39] labor agreements. And one of the areas
[02:07:41] that we could always start off with is
[02:07:43] really taking a hard look at our current
[02:07:45] PLA thresholds. Something that we've
[02:07:48] raised that up to accommodate more
[02:07:53] women business participation. So that's
[02:07:56] something in which I would love to
[02:07:59] continue to get your support in,
[02:08:00] especially if we are bundling
[02:08:04] a lot of our capital projects into larger
[02:08:06] projects. So somehow there has to be a
[02:08:08] give and take behind there to allow for
[02:08:11] more women participation and then again,
[02:08:14] prioritize alternative delivery
[02:08:15] methodologies. Basically, that's the GCM
[02:08:17] and design build projects. So next slide,
[02:08:20] please. So with that, I want to say thank
[02:08:24] you. And before I turn it over to
[02:08:27] you commissioners with your questions,
[02:08:31] I wanted to say also a big thank you to
[02:08:33] Mister Dave McFadden. He has been a
[02:08:37] advocate, a supporter, and just
[02:08:41] all around just a great guy in terms
[02:08:44] of really working with the diversity and
[02:08:46] contracting department. And I just want to
[02:08:48] say for this five year portion, he's been
[02:08:51] outstanding. So thank you, Dave, for all

[02:08:53] your support.
[02:08:57] Thank you, commissioners. Did Director
[02:08:59] McFadden tell you to say that? Yes, he
[02:09:01] paid me well, actually. Yeah, he's next to
[02:09:04] me right now.
[02:09:07] Commissioner Calkins told me to also say
[02:09:09] that as well. I couldn't agree with your
[02:09:12] comments more, for sure. Thank you
[02:09:15] both. Thank you all for the presentation.
[02:09:18] I will now open it up to questions and
[02:09:20] comments from commissioners. And I will
[02:09:22] actually start with Commissioner Hasegawa,
[02:09:24] who's joining us virtually. Thank you
[02:09:27] so much. Thank you so much, Madam
[02:09:29] president. Thank you so much to staff for
[02:09:31] the presentation.
[02:09:34] Genuinely. You know, I'm really struck by
[02:09:38] the video where they talk about how
[02:09:40] something so small in an everyday
[02:09:43] interaction represents organizational
[02:09:46] change. And to have that followed
[02:09:49] up with an incredibly robust presentation
[02:09:51] on the data on the work that we're doing
[02:09:54] that translates into meaningful
[02:09:56] relationships with Wendy's is incredibly
[02:10:00] affirming and similar to staff, I think as
[02:10:03] commissioners, we do the day to day work
[02:10:07] and to come up for air and really take a
[02:10:10] 10,000 foot view on the progress is just
[02:10:14] really inspiring. And I want to.
[02:10:18] I just really want to thank you all for
[02:10:21] your leadership and your thought
[02:10:22] partnership on this. I say that as a
[02:10:25] member of the equity workforce Development
[02:10:27] Committee which has taken up this
[02:10:31] body of work in particular over the past
[02:10:33] couple years. And when we saw
[02:10:37] that we were making our WMBE utilization
[02:10:40] goals, we asked you to be ambitious. We
[02:10:43] didn't, you as staff did not use
[02:10:47] that as, you know, something to, as a
[02:10:49] placation. You took that as an opportunity
[02:10:52] to recourse and do even more.
[02:10:56] And so I'd like to thank you for your
[02:10:59] audacity and your ambition. And you
[02:11:04] know, my hope is that we will see a
[02:11:05] notable breakthrough as well in WMBE
[02:11:08] participation in construction as well. It
[02:11:11] is an incredibly tough nut to crack and
[02:11:13] it's one that we've been working towards.
[02:11:16] I look forward to the disparity study
[02:11:18] results, but we do know that there is a
[02:11:21] lot that we can do, including just small,
[02:11:24] small things that we refer to as low
[02:11:26] hanging fruit. And I agree with you, you
[02:11:29] know, we don't have to wait. There's a lot
[02:11:32] of progress that we're continuing to make.
[02:11:34] And I love this body of work and
[02:11:38] I love being able to hear about the
[02:11:40] progress.
[02:11:47] We'll give it a second.
[02:11:50] Can you hear me now? Yep. Yeah. Yeah.
[02:11:52] Yes. I also really love to hear about

[02:11:57] the work with Port Gen and the training
[02:12:00] that it's doing and you know, the
[02:12:02] successful participation of eleven
[02:12:04] accelerators and also the general outreach
[02:12:07] that's been, been going on with minority
[02:12:10] women owned business enterprises. It
[02:12:12] really lends itself to sort of a hug, a
[02:12:14] wraparound approach to getting folks
[02:12:17] engaged and being able to retain them and
[02:12:19] empower them to do business with us. And
[02:12:22] hearing from them, their selves that
[02:12:25] there's been a shift from the court isn't
[02:12:27] interested to. Okay, they're interested.
[02:12:29] So now let's talk about the barriers is so
[02:12:32] important. You can't bridge a gap if
[02:12:36] you don't at first acknowledge it. So I'm
[02:12:38] really glad that we're walking towards
[02:12:40] that. I'd also like to acknowledge this
[02:12:41] work has happened long before that. I
[02:12:44] personally joined the port and there's
[02:12:47] been, I think, a long trudge and this work
[02:12:51] has to be ongoing and should outlast
[02:12:54] all of us. So I look forward to actions
[02:12:56] that we're going to be able to take in the
[02:12:58] future that can really make sure that
[02:13:00] we're making notable progress, including
[02:13:04] towards in the area of construction.
[02:13:07] And agree with you that the devil's in the
[02:13:09] details. I don't have any questions. It's
[02:13:11] really just a heart full of gratitude and
[02:13:12] acknowledgement and the tremendous labor
[02:13:15] that's gone into this over the course of
[02:13:17] many years. Director McFadden, I'd also
[02:13:19] like to take this as a point of personal
[02:13:21] privilege to thank you for your leadership
[02:13:24] and the growth has happened under your
[02:13:27] watch. Congratulations on your retirement.
[02:13:31] We are going to miss you, and I just don't
[02:13:33] know how we're going to be able to fill
[02:13:34] your big shoes. But thank you. Thank you
[02:13:37] for empowering all of us to be able to
[02:13:39] make progress in this incredibly important
[02:13:41] priority area.
[02:13:45] Thank you, Commissioner Hasegawa.
[02:13:47] Commissioner Calkins. Yeah. As Dave said,
[02:13:50] I think this is my very first vote as a
[02:13:53] commissioner, so I like to see that it's
[02:13:55] aging well. When we
[02:13:58] talk about these goals and as we're
[02:14:01] thinking about the development of new
[02:14:02] goals, I'm wondering if there might be a
[02:14:05] mechanism by which we can sort
[02:14:10] of demonstrate them on the dashboard a
[02:14:13] little bit more intuitively. So I'm
[02:14:17] looking at page twelve on the, the slide
[02:14:18] deck top, and what we're looking at is
[02:14:21] a percent of attainment, which, you know,
[02:14:23] as a nerd in school, I was always like, I
[02:14:27] want to get 100% on everything. And we're
[02:14:29] not actually shooting for 100% on these,
[02:14:31] I presume what we're talking about is
[02:14:33] disparity in most cases. We're trying
[02:14:36] to make sure that our, that our

[02:14:41] contracting projects, our workforce is
[02:14:45] representative of the pool from which it
[02:14:47] draws. Right. So, you know,
[02:14:50] if you were to look at the numbers on
[02:14:55] page 29, the appendix on page 29,
[02:14:59] if that were Iceland, that would be truly
[02:15:02] remarkable for Iceland. They had met their
[02:15:04] diversity goals in King county. That's not
[02:15:06] good enough. Right. And so I think if we
[02:15:09] could show these data,
[02:15:12] as, you know, if we're in the red,
[02:15:15] it means that we're not representative.
[02:15:17] If we're sort of in the yellow,
[02:15:21] let's say we're close to roughly
[02:15:24] representative for our community. Let's
[02:15:26] say if there's 15% of King county is
[02:15:28] hispanic, we want 15% of contracts to go
[02:15:31] to hispanic owned businesses or something
[02:15:33] close to that. Maybe if we get into the
[02:15:36] blue, it means that we have surpassed that
[02:15:41] achievement and we're over and above
[02:15:44] the. There is no disparity. In fact,
[02:15:46] we're overrepresented in a particular
[02:15:48] category. And I think that would be more
[02:15:50] intuitive to folks than just aggregate
[02:15:53] percentages that make it feel like way
[02:15:57] undershooting on something. Or in the case
[02:16:00] where we do achieve, you can't really see
[02:16:02] that we've met a target very well. So this
[02:16:05] is a little bit just pedantic in the way
[02:16:08] we present the information, but I think it
[02:16:09] would be helpful to kind of understand
[02:16:12] copies and then to follow on
[02:16:15] to commissioner Hasegawa's remarks.
[02:16:22] I think we got the low hanging fruit the
[02:16:24] first couple of years. And as we move
[02:16:26] forward in the program,
[02:16:29] a part of what we're going to need to do
[02:16:32] is move beyond where we have direct
[02:16:37] control and into areas where we have
[02:16:39] influence but don't control. And that's
[02:16:42] going to be, and, you know, I know that we
[02:16:45] have been walking and chewing gum on these
[02:16:47] issues. At the same time, we have
[02:16:50] continued to look to legislatively,
[02:16:51] legislative fixes for areas where we
[02:16:53] aren't permitted to take bolder steps and
[02:16:57] asking for a fix in the law. But, you
[02:17:00] know, I don't think we can have this
[02:17:01] conversation without that conversation.
[02:17:03] Where are the areas where we wish we could
[02:17:05] make changes, but we're currently
[02:17:07] prevented by law, and how can we as
[02:17:09] commissioners go and advocate in Olympia
[02:17:11] or in DC to make those fixes? I appreciate
[02:17:15] all the work. Thank you, commissioner.
[02:17:17] Commissioner, Commissioner Felleman,
[02:17:22] thanks so much. I really appreciate seeing
[02:17:24] these annual reports and then to see it
[02:17:26] wrapped up. I want to build a little bit
[02:17:29] over what Commissioner Calkins said. I
[02:17:30] appreciate Commissioner Hasegawa saying
[02:17:32] that this has been a long term effort,

[02:17:34] and we obviously see that progress. And I
[02:17:38] really am very appreciative of that. One
[02:17:40] of the things I keep on asking the
[02:17:41] question is how you come up with the
[02:17:44] initial goal. Like, you know, and I
[02:17:47] appreciate Commissioner Calkins talking
[02:17:48] about the diversity of the population at
[02:17:50] large, but really, you're trying to get to
[02:17:52] the diversity of those businesses that
[02:17:55] exist. Right. So what are the
[02:17:56] opportunities? And so I would like to see,
[02:17:59] like, what's 100%? If you had the perfect
[02:18:01] score for businesses that you think are
[02:18:04] available to do the job. And, you know,
[02:18:07] hopefully that would reflect something
[02:18:09] about the overall community. But it's
[02:18:11] really, some of these jobs are not
[02:18:15] representative of the community at large.
[02:18:18] But so you have to have some Metruck,
[02:18:20] right, that you're using to set your goal.
[02:18:23] So what would be 100%?
[02:18:26] I don't know what that would look like. I
[02:18:28] give you two tools. One that we use
[02:18:32] is department or division leaders to see
[02:18:35] set goals. And then Lawrence has aye. own
[02:18:37] way of identifying goals on projects where
[02:18:40] he's creating those goals. So at
[02:18:45] the beginning of the year, Lawrence and
[02:18:47] aye. team will literally sit down with me
[02:18:49] and my department heads and look at all
[02:18:51] our plan spend for the year and have a
[02:18:53] conversation with us. How about that
[02:18:55] contract? How about this one? What can you
[02:18:57] do there? And we will literally set our
[02:18:59] goals based upon looking at every
[02:19:01] transaction we have in our entire budget
[02:19:04] and going, if I do this and this and this,
[02:19:07] that gets us to 16. That is literally how
[02:19:09] we set our department goals. Now I'm going
[02:19:12] to turn it over to Lawrence because he
[02:19:14] also establishes goals for our projects.
[02:19:18] Yeah, I think you bring up an interesting
[02:19:22] question. You know, what's 100%? I'd say
[02:19:26] I'd put point to not necessarily what
[02:19:28] makes 100%, but disparity studies are
[02:19:30] aimed at trying to get to help folks
[02:19:33] understand what numbers meet parity.
[02:19:36] Right. And so we're remember the intent of
[02:19:39] the programs is to remedy past
[02:19:41] discrimination. Right. So there's not
[02:19:43] necessarily a number, but we do know that
[02:19:46] there's all kinds of other indices and
[02:19:48] numbers that speak to what progress is and
[02:19:51] what parity is, is. So I'm excited to see
[02:19:53] our results when they come out, because
[02:19:55] they do speak to what parity is. What Dave
[02:19:58] is referring to is a lot of the work that
[02:20:00] we do when we talk about the project goal
[02:20:03] setting, we look at availability as
[02:20:05] important, you know, when we talk about
[02:20:07] who can do what in these respective
[02:20:09] spaces, and that influences, you know,
[02:20:11] how we can land and establish a goal. And

[02:20:13] so maybe even another shout out to folks
[02:20:16] to make sure that they, they show up in
[02:20:18] databases. Right. Whether they're the.
[02:20:20] But that's my point. That's the question.
[02:20:22] Like, how do you get that number? What,
[02:20:24] what number is that? Who's available for
[02:20:27] that kind of work. Yeah. So that comes
[02:20:29] from the databases. Right. So a lot of the
[02:20:31] great work that our outreach team does to
[02:20:33] engage with folks, encourage them to be
[02:20:36] seen, show up, identify what you do. So
[02:20:39] the port of Seattle's vendor connect, as
[02:20:41] well as the state of Washington's OMWBE
[02:20:43] office of Women in Minority business
[02:20:45] Enterprises, which is the state's only
[02:20:47] official UCP unified certifying provider.
[02:20:50] And so folks get in those systems, and
[02:20:53] that's the way that we all see them. So
[02:20:55] whether it's the respective public
[02:20:57] agencies or prime contractors that are
[02:21:00] looking for folks, that's how you get
[02:21:02] seen. And that's where we draw the number
[02:21:04] from availability and sound
[02:21:07] transit and county sound transit washed
[02:21:10] out all those other folks. So you really
[02:21:13] get a ballpark of what's, you know, if
[02:21:16] every WMBE firm of whatever ethnicity
[02:21:19] came to the table. So then your
[02:21:22] percentages of that possibility. Correct.
[02:21:25] So I think you know, it's always been a
[02:21:28] mystery. It's like what is your universe
[02:21:30] that you're drawing from? But that's very
[02:21:32] helpful. In fact that there's a state
[02:21:34] database that at least gives you a
[02:21:35] ballpark of what you're working with. And
[02:21:38] as long as the trajectory is in the right
[02:21:40] direction, that's what you're really
[02:21:41] talking about, efforts, right. It's
[02:21:42] efforts. We're making efforts. And I'd
[02:21:45] also note that the county US census data
[02:21:48] is used as baselines in addition to assist
[02:21:52] when we talk about some of the larger goal
[02:21:54] setting. When we talk about if we were
[02:21:56] speaking to our federal program, which
[02:21:58] Lisa fair runs, that helps us in
[02:22:01] establishing what those federal targets
[02:22:03] are. So when we're pursuing those federal
[02:22:05] dollars. Just a couple more real quick.
[02:22:09] Sometimes when you look at a long term
[02:22:11] database, five years or something, it's
[02:22:13] the anomalies that tell the story. Right.
[02:22:16] And so I was kind of funny that I didn't
[02:22:17] see that big a COVID signal, you know,
[02:22:20] what do you attribute that to? I mean
[02:22:22] wouldn't you think that there's a chance
[02:22:23] that that would give you some insight?
[02:22:27] Well, I'm going to take a swing at this.
[02:22:30] During the COVID time, we put the,
[02:22:33] you know, metal to the floor in terms of
[02:22:36] our projects. We actually continued on and
[02:22:39] we actually. And so that's probably the
[02:22:40] reason why you start seeing, you continue
[02:22:42] to see a progression there from a positive

[02:22:45] perspective, especially on our
[02:22:46] construction projects, because since
[02:22:48] nobody's at the airports or around, what
[02:22:51] better time to do it? So I think this is
[02:22:54] during days with the soiki and crew that
[02:22:58] said, hey, we as a, as a port, we're going
[02:23:01] to continue to push on our projects even
[02:23:04] if in, despite COVID and make sure that we
[02:23:06] actually have it. That's my guess. So you
[02:23:09] kept the foot on the metal and that's a
[02:23:12] great, I mean that's a fantastic
[02:23:14] indication that you sustain the effort.
[02:23:17] So I really appreciate that. One of the
[02:23:19] things that you identify though is a major
[02:23:20] goal is to break up these projects,
[02:23:22] right. Make them less of a. Something to
[02:23:24] choke on. And I think this gets back to
[02:23:27] one of the challenges that we have a lot
[02:23:29] often run into. It's more contracts that
[02:23:31] means more work at CPO. It seems to me
[02:23:34] that we have to provide more support for
[02:23:36] CPO for almost everything that we want to
[02:23:38] do because we have such ambitions. And so
[02:23:41] I think that's one of the underlying
[02:23:43] challenges for we have all sorts of
[02:23:44] ambitions of the organization. This is a
[02:23:47] huge one. Yes. And so, and this is, I
[02:23:50] think, a foundational way to achieve the
[02:23:53] next tier of your goal. So I guess I would
[02:23:55] love to see about navigating that question
[02:23:58] because as commissioner clockwise
[02:24:02] talked about, the low hanging fruit was
[02:24:03] there, but this is one that's kind of
[02:24:05] under our control. And I'd like to
[02:24:08] acknowledge Commissioner Calkins long term
[02:24:09] interest in that. However, I don't know
[02:24:11] about announcing the metrics arrival, and
[02:24:13] in that time, it's like the previous
[02:24:15] commission had made that decision. But
[02:24:16] other than that, I do recognize the fact
[02:24:19] that this has been a high priority. So
[02:24:21] thank you so much for your work. Thank
[02:24:23] you, commissioner.
[02:24:26] Well, Lawrence, Meehan and Dave, thank you
[02:24:29] all for the presentation. And I do echo
[02:24:31] the same sentiments as my colleagues,
[02:24:35] and they've asked really excellent
[02:24:37] questions, which I was going to get at as
[02:24:39] well. And I think for me, I'm looking
[02:24:40] forward to seeing the outcomes of the
[02:24:42] barrier study, and I hope that comes to us
[02:24:45] in a timely way. There are a number of
[02:24:48] considerations around construction
[02:24:50] projects and so forth, and so I'm hoping
[02:24:52] that we get that as quickly as possible
[02:24:55] to maybe help us make some policy
[02:24:57] decisions as well. I did have a question
[02:25:01] around slide 27, this new a budsman
[02:25:04] person position that you have. Yes. What
[02:25:07] is that person going to do? Are they act
[02:25:10] as a. So this person, you know, one of the
[02:25:13] things that, well, multiple things for
[02:25:18] one is this person

[02:25:22] is going to be assisting those minority
[02:25:25] businesses, small business firms that
[02:25:29] are on project labor agreements, PLA
[02:25:32] projects, because sometimes they need to
[02:25:33] support us as well. On top of that,
[02:25:36] continuing to do compliance, setting
[02:25:39] goals, limit goals, assisting on RFPs
[02:25:43] request for proposals. Sorry. Use these
[02:25:46] acronyms and just really being a
[02:25:49] supportive system. So it's not always
[02:25:50] about getting businesses in, but also
[02:25:54] retaining them as they are on board. And
[02:25:57] this investment position will be working
[02:25:59] with under Lawrence Coleman here to be
[02:26:03] able to really support those businesses
[02:26:07] once they get into the port and be able to
[02:26:10] pick up the phone and say, hey, I need
[02:26:11] some assistance, or who do I go to about
[02:26:14] this? So it's definitely a support,
[02:26:16] leverage, perspective or position to help
[02:26:20] our women businesses. And are they going
[02:26:22] to be responsible for identifying barriers
[02:26:25] and doing any sort of investigation? Oh,
[02:26:27] yeah, they'll do. They'll do a lot of that
[02:26:29] investigation.
[02:26:33] It typically comes to Lawrence and just
[02:26:36] from an investigation, identifying the
[02:26:37] barriers, and then it just kind of reports
[02:26:39] up from us and we try to troubleshoot as
[02:26:41] best we possibly can to actually get to
[02:26:44] it. It's very project specific and it's
[02:26:45] very in the weeds, so to speak, when it
[02:26:48] comes down to supporting our businesses
[02:26:50] that actually on the project itself.
[02:26:52] Great. Thank you for that answer. Well,
[02:26:55] that concludes my questions. Again,
[02:26:58] thank you all for the presentation and for
[02:27:00] the excellent work that you're doing on
[02:27:02] behalf of the board. It's not easy. And so
[02:27:04] I commend you guys for the work that you
[02:27:06] do every day. Thank you, commissioners. I
[02:27:08] also wanted to real quick, just
[02:27:09] acknowledge a lot of our team, Josie Regan
[02:27:13] and Lisa Fair, we mentioned her earlier,
[02:27:15] them earlier, and also some folks that are
[02:27:18] not here, Evan Namdi and
[02:27:21] also Yara belit.
[02:27:24] So that's part of the team, and they were
[02:27:26] instrumental in helping us move this
[02:27:28] needle forward. So thank you to all the DC
[02:27:30] team. So thank you. Thank you,
[02:27:31] commissioners and everything, for all your
[02:27:33] support. Appreciate it. Thank you.
[02:27:35] Appreciate you being. Thank you.
[02:27:43] All right, well, that concludes our
[02:27:46] business meeting agenda for the day. Are
[02:27:49] there any closing comments at this time or
[02:27:52] a motion related to a committee referral
[02:27:55] from commissioners Commissioner Felleman?
[02:28:01] Well, I'd like to start by thanking all
[02:28:03] the folks that cleared the airport drive
[02:28:06] in such an expedient, bad manner and
[02:28:09] without people getting hurt and certainly

[02:28:11] a good time to recognize employees when
[02:28:14] they put themselves in harm's way like
[02:28:15] that. So big shout out to that. And it's
[02:28:18] unfortunate the airport is often found as
[02:28:21] the target for such activities, but
[02:28:24] clearly there's a lot of unrest in the
[02:28:26] world and folks are looking for ways to
[02:28:31] articulate their rage at the situation.
[02:28:34] So I just want to note that I'm going to
[02:28:37] be out of the country for both Earth Day
[02:28:40] this year and for Passover. And so I
[02:28:44] will be, fortunately, continuing the
[02:28:46] environmental work over in Sweden,
[02:28:48] looking at ecotourism programming and look
[02:28:51] forward to bringing back some of those
[02:28:54] things. You know, being in enviro in these
[02:28:57] days is sometimes daunting and if not a
[02:29:01] little depressing. And so. But I had a
[02:29:04] chance to get up to the San Juans again
[02:29:05] this weekend. I've been doing that since
[02:29:06] 1980. And you think sometimes you just get
[02:29:08] old on tired of it. And I'm just reminded
[02:29:11] about how lucky we are to live where we
[02:29:13] are and what a spectacular place that we
[02:29:17] have a privilege to live in. And it's
[02:29:19] like, you know, J-Pod went by a couple
[02:29:21] times when I was up there. The whales are
[02:29:23] in town right now. It's like, you know,
[02:29:25] incredible. And so no matter how much
[02:29:28] dismay I might feel that these things are
[02:29:31] keep me going, but also the work of the
[02:29:34] port staff and things like trying to do
[02:29:36] right with the cruise ships when we're,
[02:29:38] when we're looking at maintaining this ban
[02:29:40] on wash water disposal and the sound, I
[02:29:43] mean, that takes some, takes some force up
[02:29:46] again against some big forces, and the
[02:29:49] fact that we're going to plug in our third
[02:29:50] terminal and that sort of thing. I look
[02:29:53] forward to making the case that all ships
[02:29:55] will be doing this in the near future.
[02:29:57] But these are commitments that the
[02:29:59] organization has made over a long time,
[02:30:01] and I do want to appreciate that as well.
[02:30:03] But I want to conclude by just expressing
[02:30:07] the sadness I have for the fact that these
[02:30:09] conflicts are still going on in both Gaza,
[02:30:12] the surrounding communities, Ukraine, and
[02:30:15] the congress's failure to take much action
[02:30:18] on any of this. And these communities are
[02:30:20] going to be forever war torn. But this
[02:30:23] Passover, getting to my concluding
[02:30:25] thought, Passover is about the angel of
[02:30:28] death passing over and not killing people.
[02:30:31] And I'm hoping this Passover, the angel of
[02:30:34] death, will pass over all these
[02:30:35] communities and we can get back to the
[02:30:38] spirit of living. So thank you.
[02:30:41] Those are beautiful and powerful words.
[02:30:44] Commissioner Calkins. Commissioner Hasegawa
[02:30:48] has her hand up. Yes, virtually.
[02:30:51] Commissioner Hasegawa, I can go after
[02:30:54] Commissioner Calkins if you like. Please

[02:30:57] proceed. You're good.
[02:31:01] I wanted to acknowledge that I've
[02:31:05] been informed by some of the members of
[02:31:08] the port of Seattle Police department,
[02:31:10] I'm sorry, port of Seattle fire
[02:31:12] department, that there's been another
[02:31:14] death of the
[02:31:18] team that has been locally and nationally
[02:31:21] attributed to PFAS. I just wanted to
[02:31:24] express my condolences to the family,
[02:31:27] both blood family and also members of the
[02:31:30] fire department family, for their loss,
[02:31:32] and as well as our commitment to
[02:31:37] acknowledging combating the impacts of
[02:31:40] PFAS on our workforce as
[02:31:44] well as on our communities. And I look
[02:31:47] forward to working with members of port
[02:31:49] staff and members of our fire department
[02:31:53] to hopefully be able to raise awareness
[02:31:56] and expedite action.
[02:31:59] And I did not realize that it was
[02:32:03] national administrative Professionals Day
[02:32:06] tomorrow, but I did want to formally
[02:32:10] thank Preston Tucker, who has been a
[02:32:14] senior administrative specialist for the
[02:32:16] commission and has done so well by all
[02:32:19] five of us. Thank you so much for your
[02:32:22] service. And I also wanted to acknowledge
[02:32:27] Miss Patty, who never misses a beat.
[02:32:29] Patty Ward, shout out to you and thank you
[02:32:32] for your support. I'd also like to
[02:32:34] formally welcome Warren, though, who is
[02:32:36] our newest hire at the Port of Seattle
[02:32:38] commission office. I really consider, as
[02:32:41] somebody with administrative experience
[02:32:43] myself. Right. I really appreciate how
[02:32:45] complex that worked and b,
[02:32:49] and that you are command, control, and
[02:32:52] oftentimes the first point of contact for
[02:32:54] members of the public at large to interact
[02:32:58] with us as elected officials and members
[02:33:01] of the commission, you do so well at
[02:33:03] representing us and giving that nose and
[02:33:05] quality customer service that we expect in
[02:33:08] service to the public. And so, Warren, we
[02:33:10] are so glad to have you in the room and on
[02:33:13] the tv. Welcome to the port of Seattle,
[02:33:15] and we look forward to working with you.
[02:33:18] Thank you so much for those comments.
[02:33:20] Commissioner Hasegawa. I also had a couple
[02:33:23] of comments, and I echo a lot of the
[02:33:25] sentiments and the comments that my
[02:33:27] colleagues made. But just in respect of
[02:33:30] the shortness of our time, I wanted to
[02:33:33] flag for the commissioners and also the
[02:33:34] public. We are going to host a trucker
[02:33:38] town hall on May 10 between the
[02:33:42] hours of three and 05:00 p.m. It'll be
[02:33:44] held at pier 69 here and
[02:33:49] it will be open to the public. And the
[02:33:50] goal is to be able to directly hear from
[02:33:52] the trucker community that a lot of us
[02:33:54] commissioners hear from. And that will be

[02:33:56] done in partnership with our port of
[02:33:58] Tacoma commissioners, as well as some
[02:34:02] of you may know, the Northwest Seaport
[02:34:03] alliance did launch a cargo and service
[02:34:06] incentive program just recently. We've
[02:34:08] made an investment of \$11 million, and
[02:34:11] that also included specifically \$2 million
[02:34:14] to help streamline our terminal
[02:34:16] operations, to help keep it open for
[02:34:19] business five days a week. And we know
[02:34:21] that our trucker community in particular
[02:34:23] is super impacted by economic loss when
[02:34:26] our gates are closed. And it is a concern
[02:34:28] that we regularly hear from them. Not only
[02:34:31] that, we also hear about concerns
[02:34:33] regarding working conditions on our
[02:34:35] terminals. And so this will be an
[02:34:37] opportunity for us to directly hear from
[02:34:40] them and give us as commissioners an
[02:34:42] opportunity to introduce policies maybe in
[02:34:44] the future or different programs to help
[02:34:47] support them. So I'm looking forward to
[02:34:49] that. And then the other thing that I
[02:34:50] wanted to just flag for both the public
[02:34:53] and the commissioners is we also, I will
[02:34:56] be introducing a commission order next
[02:34:59] week, and I love the title of this is
[02:35:02] shredding the paper ceiling at the Port of
[02:35:04] Seattle. Eliminate unnecessary post
[02:35:07] secondary degree requirements for port
[02:35:10] jobs. This is actually an order that will
[02:35:13] be in alignment with our Washington state
[02:35:17] House Bill 20 216 regarding degree
[02:35:20] requirements for state employees. I kind
[02:35:23] of see this similar to ban the box,
[02:35:25] right? It is. If someone has a
[02:35:29] 14 years, 20 years work experience, a
[02:35:32] degree should not be something that limits
[02:35:35] them or from being considered for a job.
[02:35:38] Our secondary degrees are very important.
[02:35:41] I am a University of Washington graduate.
[02:35:43] I'm very proud of my two degrees from
[02:35:45] there. But I also recognize that work
[02:35:48] experience is just as important. And so
[02:35:50] that shouldn't limit someone from having
[02:35:53] the opportunity from being considered for
[02:35:56] a job. And so I'm looking forward to
[02:35:58] bringing that forward. And my colleagues
[02:36:00] will have time to review that and the
[02:36:02] public will be allowed enough time to
[02:36:04] review it as well. Those are the two
[02:36:06] things that I wanted to flag. Executive
[02:36:09] director. Commissioner, I do have
[02:36:13] a go ahead. Commissioner Mohammed, I
[02:36:15] believe you meant next month, not next
[02:36:17] week for introduction. That's right. Next
[02:36:19] month. There you go. Thank you. This is
[02:36:20] why I have my chief of staff here.
[02:36:23] Commissioner Calkins, did you have a
[02:36:24] comment? The only thing I was going to
[02:36:26] share was a bit of finding joy where we
[02:36:28] are moment for our family, which was we
[02:36:31] adopted a dog this weekend, Marlowe, who I

[02:36:34] will at some point bring by the office.
[02:36:36] And I'll tell you, I am totally consumed
[02:36:38] by that little. He's been great.
[02:36:43] He loves my two youngest children, which
[02:36:46] is wonderful. And we're not going to have
[02:36:48] any time to do anything else but work,
[02:36:50] sleep and care for that little puppy until
[02:36:52] he figures out how to take care of
[02:36:54] himself. So it's great joy. So I highly
[02:36:57] encourage you to get a dog if you don't
[02:36:59] already have one. That is so wonderful.
[02:37:01] And then Commissioner Huffman, President
[02:37:02] Mohammed, I also have one more. Oh, thank
[02:37:04] you so much. I don't know if you'll see me
[02:37:06] over there, but I had a glaring omission
[02:37:09] on administrative officials
[02:37:15] appreciation. I'd also like to especially
[02:37:17] shout out Mari cruise for her incredible
[02:37:19] support when we talk about the first point
[02:37:21] of contact, as she really is, as she's in
[02:37:24] person there greeting everyone as they
[02:37:26] walk through the door. So thank you so
[02:37:28] much, Marie cruise, for all that you do.
[02:37:31] Commissioner Calkins, just musing that you
[02:37:34] mentioned your dog gets along with your
[02:37:35] two youngest children. What about the
[02:37:39] eldest? What about you?
[02:37:42] Teenagers are tough for everybody, I
[02:37:44] think. All right. Thank you.
[02:37:48] One last thing that I also wanted to say
[02:37:50] is I also want to thank our law
[02:37:52] enforcement and port employees who help
[02:37:55] clear airport drive. And I also echo the
[02:37:58] sentiments of Commissioner Felleman and do
[02:38:00] pray for world peace and hope to see
[02:38:03] better days both in our local community
[02:38:05] and in the global community. Deputy
[02:38:08] Executive Director Goon, do you have any
[02:38:10] closing comments? I do not, other than to
[02:38:12] thank the commission for their time and
[02:38:13] staff for the wonderful presentations.
[02:38:15] Thank you so much. Well, hearing no
[02:38:17] further comments and having no further
[02:38:19] business, if there are no objections at
[02:38:22] this time, we will conclude our meeting.
[02:38:24] And the time is now. 02:39 p.m.

END OF TRANSCRIPT