


Port of Seattle

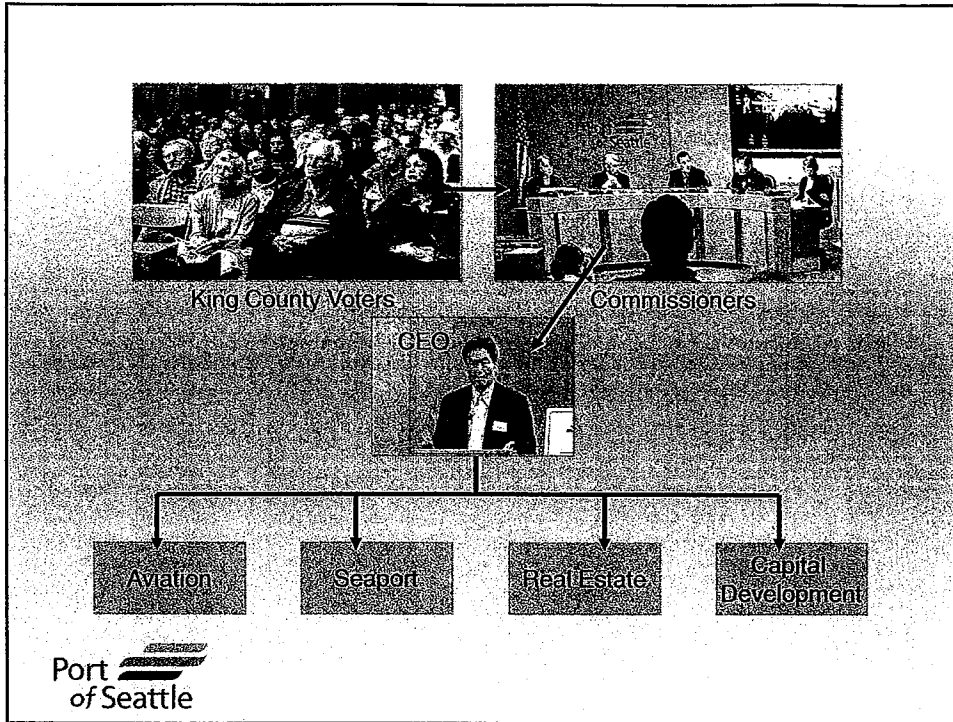
Presentation by
Luis Navarro
Director, Office of Social Responsibility

To: King County's Government Accountability
and Oversight Committee
March 16, 2010

Our Elected Commissioners



Port of Seattle



Office of Social Responsibility



Luis Navarro:
navarro.l@portseattle.org

Lilyan Caswell-Isley:
caswell-isley.l@portseattle.org

Rene Finnie:
finnie.r@portseattle.org

Tina Lyles:
lyles.t@portseattle.org

Charlene Jones:
jones.c@portseattle.org

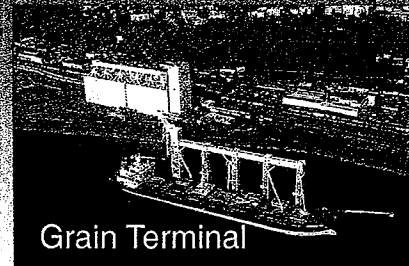


How the Port benefits King County citizens

- 194,462 jobs
- \$6.8 billion in business revenues
- \$1.5 billion in local purchases
- \$626.3 million in state and local taxes



Port Facilities

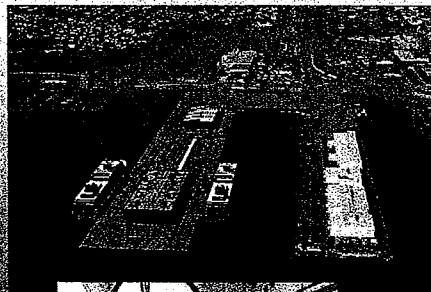


Container Terminal Investment



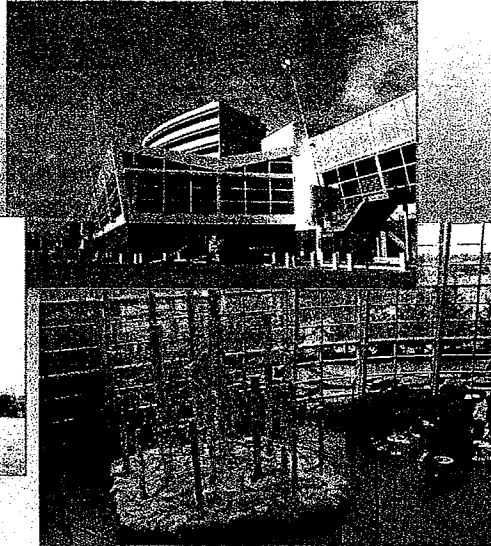
Port of Seattle

New cruise facility ~ Terminal 91



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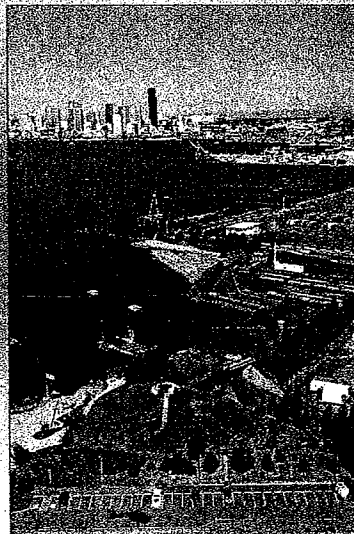
Airport Terminals and Infrastructure



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20 Public Parks



Port of Seattle

Supplier Selection Process

- Port Commission Policies
- CEO's Strategies
- Central Procurement Office
- Office of Social Responsibility
- Project Managers and Staff Procurement

Port
of Seattle

How does the Port select suppliers?

Goods and Services

Up to \$25,000

Buyers' knowledge of industry,
price, service, quality, and delivery

Between \$25,000 and \$50,000

Buyers solicit quotes

Over \$50,000

Bids solicited through formal advertised process

Professional & Personal Services

Up to \$50,000

Qualified firm selected from the Consultant Roster

\$50,000 and \$200,000

Selection committee interviews 3 firms

> \$200,000

Advertised request for qualifications published,
firms interviewed by selection committee



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Professional and technical services



- Architectural
- Advertising
- Appraisals
- Auditing
- Design & Construction
- Engineering
- Legal Consultants
- Photography
- Graphic Design
- Environmental
- Entertainment
- Landscape Design
- Planning
- Survey
- Project Management
- Testing
- Training

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Small Works

Public Works \leq \$300K

Bid notifications are advertised to all on SW Roster, or advertised in Daily Journal of Commerce



Major Construction

Over \$300K

New Acquisition Plan for every project to include Small Business opportunities and Small Works



Office of Social Responsibility

Our Mission

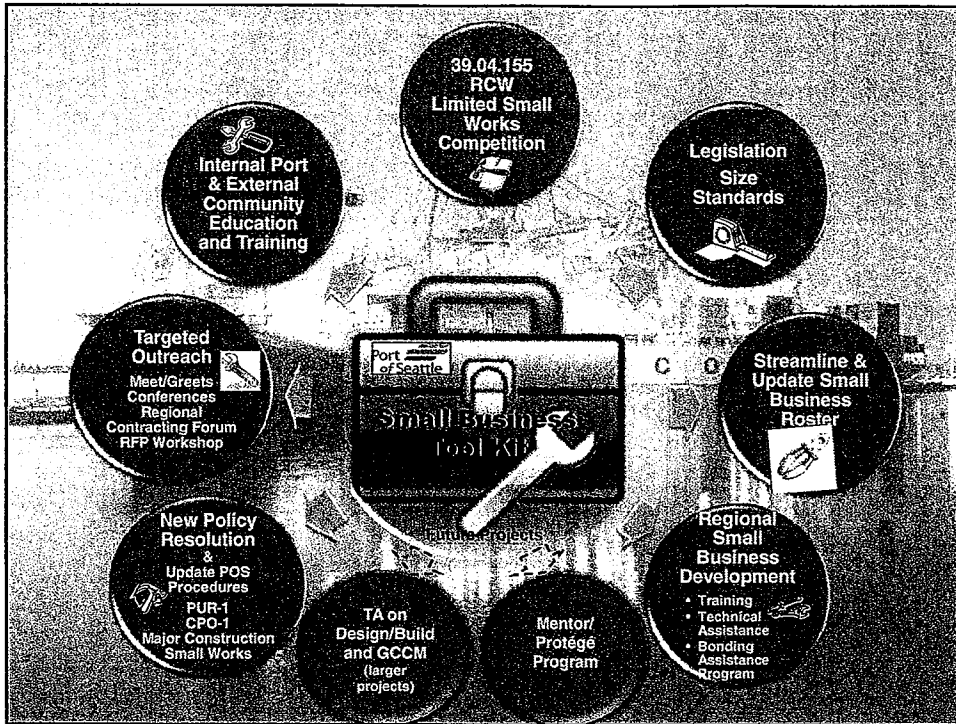
"To engage community stakeholders to inspire commitment and ensure that all the Port's business actions are conducted within the framework of socially responsible values such as fairness, inclusion, openness and economic parity."



OSR's Strategies

- Recommend Small Business Policies
- Ensure participation by Port staff
- Generate performance reports
- Perform compliance oversight
- Seek best practices
- Provide education forums
- Establish partnerships





Port of Seattle

Small Business Program Metrics

"Triple Bottom Line and Demonstrating Business Case"

| | |
|--|---|
| <ul style="list-style-type: none"> • Dollars spent SBEs (including M/WBE/DBE) • # First time participation with POS • # Contracts & increase in percentage | <ul style="list-style-type: none"> • Port program or staff costs vs. results and outcomes |
| <p>Impact of Targeted Outreach</p> <ul style="list-style-type: none"> • # Firms attending outreach events • Contracts obtained as a result • # who bid on projects • Results from Small Works limited competition procedures | <p>Local Economic Impact</p> <ul style="list-style-type: none"> • Small Business investment in local economy • Port Economic Impact Study (2007) |
| <p>Best Practices Lessons Learned</p> <ul style="list-style-type: none"> • Results from Pilot Construction Projects and Regional Small Business Development Program • Port internal and external surveys • Survey best supplier diversity programs | <p>SAVINGS SB low bidder and large firm 2nd low bid</p> <ul style="list-style-type: none"> • Show impact of more competition = lesser costs • Show cost savings on construction projects over multi-year period |
| <ul style="list-style-type: none"> • How to measure community support of Port's mission | <ul style="list-style-type: none"> • Examples of firms who have grown capacity as result of work with POS • Large firms mentor small firms |