

# Capital Region Airport Commission



## P.O.W.E.R. Together Business Opportunities

FY 2022—2024



[www.flyrichmond.com](http://www.flyrichmond.com)

## Capital Region Airport Commission Policies and Practices for Awarding Contracts

The Capital Region Airport Commission is committed to abiding by both the letter and spirit of all Federal, State and local laws, policies, rules and regulations applicable to Richmond International Airport. Airport management and staff are responsible for ensuring that contracting policies, practices and procedures for selecting businesses to perform work at the Airport are open, fair and inclusive. This is consistently demonstrated through the Airport's record of doing business with all types and sizes of businesses—disadvantaged, small, minority, woman-owned and other businesses—all of which have significant participation in all of the Airport's goods and services, concessions and capital contracting opportunities.

The Airport reaches out to the business community through direct contact, networking events, its website, business community fairs and other activities to ensure that interested businesses are aware of the available opportunities and how to pursue them. All businesses interested in doing business with the Airport are encouraged to register with eVA, the Commonwealth of Virginia's electronic procurement system, which the Airport utilizes to advertise its goods and services opportunities. eVA is a free service and can be accessed at <https://eva.virginia.gov/>

Revised 11/21

## ADVOCACY GROUPS

eVA

eVA Customer Care—866-289-7367

<http://eva.virginia.gov/>



Small Business and Supplier Diversity

<http://sbsd.virginia.gov/>

[sbsd@sbsd.virginia.gov](mailto:sbsd@sbsd.virginia.gov)



Guide. Connect. Succeed.



## AIRPORT DEPARTMENT BUYERS

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**PAUL BARKSDALE**—Building Services

*PBARKSDALE@FLYRICHMOND.COM*

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**TROY BELL**—Marketing

*TBELL@FLYRICHMOND.COM*

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**ERIC BREITMEYER**—Baggage Handling

*EBREITMEYER@FLYRICHMOND.COM*

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**BRAD CHRISTOPHER**—HVAC, Electrical, Building Maintenance, Electronics, U&G, BHS, AMF

*BCHRISTOPHER@FLYRICHMOND.COM*

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**SHADRACK CHUMBA**—Ground Transportation

*SCHUMBA@FLYRICHMOND.COM*

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**CESAR HILARIO**—Electronics

*CHILARIO@FLYRICHMOND.COM*

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**MIKE KURYLENAK**—HVAC

*MKURYLENAK@FLYRICHMOND.COM*

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**STEVE MUNDIE**—Electrical

*SMUNDIE@FLYRICHMOND.COM*

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**JEREMY NILES**—Utilities & Grounds

*JNILES@FLYRICHMOND.COM*

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**STEVE OWEN**—Information Technology

*SOWEN@FLYRICHMOND.COM*

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**RUSS PEADEN**— Properties & Concessions

*RPEADEN@FLYRICHMOND.COM*

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**FOLGER TUCK**— Airfield Maintenance Facility, Auto Shop (AMF)

*FTUCK@FLYRICHMOND.COM*

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**ALTHEA VENEY** — Public Safety, Operations

*AVENEY@FLYRICHMOND.COM*

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**SCOTT WALKER**—Building Maintenance

*SWALKER@FLYRICHMOND.COM*

## CAPITAL REGION AIRPORT COMMISSION CONTACTS

**John Rutledge**

Chief Operating Officer

*JRUTLEDGE@FLYRICHMOND.COM*

**Troy Bell**

Director, Marketing & Air Service Development

Ground Transportation

*TBELL@FLYRICHMOND.COM*

**Russ Peaden**

Director, Properties & Concessions

DBE and ACDBE Liaison Officer

Property Leasing, Concessions, Advertising

*RPEADEN@FLYRICHMOND.COM*

**Steve Owen**

Director, Finance

Finance, Information Technology (IT)

*SOWEN@FLYRICHMOND.COM*

**Brad Christopher**

Director, Maintenance

Facility Maintenance, Electronics, Electrical, Baggage Handling, HVAC, Automotive Maintenance, Utilities & Grounds

*BCHRISTOPHER@FLYRICHMOND.COM*

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES**

**FINANCE**

**STEVE OWEN, DIRECTOR**

SOWEN@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Hubble Budgeting Software		\$61,000
Replace Existing Copiers		\$13,000

**INFORMATION TECHNOLOGY**

**STEVE OWEN, DIRECTOR**

Product or Service	Estimated Quantity	Estimated Cost
Office 365 Implementation		\$23,200
Server Upgrades & Replacements		\$12,800
Oracle Projects/Purchasing		\$27,000
Visual Paging		\$35,000
File Server Upgrades		\$30,000
Workstation Replacements		\$22,000

**PROPERTIES & CONCESSIONS**

**RUSS PEADEN, DIRECTOR**

RPEADEN@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Banking Facility and ATM	RFP FY2022	Competitive
DBE/ACDBE Consulting Services	RFP FY2022	Competitive
Indoor Advertising Management	RFP FY2022	Competitive
GA Facility/FBO Services	RFP FY2022	Competitive

**OPPORTUNITIES—CAPITAL PROJECTS 2022-2024, Continued**

Commission Fiscal Year	Project Description	Total
	Reconstruct Taxiway C Connector (Design/Construction)	\$ 4,000,000
	Reconstruct Mid-Concourse Apron - Asphalt to Concrete (Design/Construction)	\$ 5,000,000
	Concourse A Apron Old Concrete - Reconstruction	\$ 2,500,000
	LED Runway Edge Lights (Design/Construction)	\$ 650,000
	Urban Air Mobility Facility - Garage Expansion - Engineering Report - Environmental	\$ 500,000
	Williamsburg Road/Eastside Road Roundabout (Design/Construction)	\$ 3,000,000
	East Side GA Terminal (Design)	\$ 500,000
2024	East Side Apron 1 Expansion (Design/Construction)	\$ 7,500,000
	AMF Equipment Storage Building (Design/Construction)	\$ 4,000,000
	Concourse B Passenger Boarding Bridges Replacement - Phase I	\$ 10,500,000
	Airport Surveillance Radar Relocation (Construction)	\$ 3,000,000
	South Cargo Apron Expansion (Design)	\$ 500,000
	CNG Fueling Station Airport Maintenance Facility (Design/Construction)	\$ 1,500,000
	Concourse A Security Checkpoint Expansion (Construction)	\$ 4,500,000
<b>2024 - Subtotal</b>		<b>\$ 47,650,000</b>

**NOTE:**

*It is the Commission's plan to issue RFPs/IFBs subject to funding availability and need. List is subject to change and will be updated periodically. For goods and services opportunities under \$50,000.00 we strongly urge all businesses to register in eVA, the Commonwealth's Business Opportunity System for solicitation notification at <https://eva.virginia.gov/>.*

**OPPORTUNITIES—CAPITAL PROJECTS 2022-2024**

Commission Fiscal Year	Project Description	Total
2022	FIS Facility Renovation (Construction)	\$ 6,100,000
	New Aircraft Rescue and Fire Fighting Facility (Design)	\$ 1,250,000
	Interior LED Lighting	\$ 1,500,000
	Exterior LED Lighting	\$ 3,500,000
	Switchgear Replacement	\$ 1,000,000
	Fire Alarm Device Changeout	\$ 600,000
	Hawthorne Hangar Roof Replacement	\$ 600,000
	Boiler Refurbishment	\$ 1,100,000
	Airfield Vacuum, Sweeper & Rubber Removal Vehicle	\$ 750,000
	East Side Apron 5 (Design)	\$ 500,000
	Renovate/Upfit SRE Bunk Rooms	\$ 300,000
	Relocate Taxiway E Connector (Design/Construction)	\$ 4,000,000
<b>2022 - Subtotal</b>		<b>\$ 12,900,000</b>
2023	New ARFF Facility (Construction)	\$ 6,000,000
	East Side Apron 5 (Construction)	\$ 8,000,000
	Reconstruct Mid-Concourse Apron (Design)	\$ 500,000
	Vehicle Car Wash at Airport Maintenance Facility	\$ 500,000
	Snow Removal Equipment	\$ 1,000,000
	Renovate/Upfit SRE Bunk Rooms	\$ 300,000
	Concourse A Restroom Remodel	\$ 300,000
	Concourse B Restroom Remodel	\$ 300,000
	Eastside Waterline Improvements	\$ 1,220,000
	Information Technology Upgrades	\$ 1,000,000
	Concourse A Security Checkpoint Expansion (Design)	\$ 500,000
	General Aviation Development South - Phase I Roads & Utilities	\$ 2,000,000
Rental Car Counter Relocation and Walkway Enclosure	\$ 17,000,000	
<b>2023 - Subtotal</b>		<b>\$ 38,620,000</b>

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued**

**MARKETING**

**TROY BELL, DIRECTOR**

TBELL@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
General Marketing Services	RFP FY2022	Competitive
Air Service Consulting	RFP FY2023	Competitive
Printing	As needed	Variable
Apparel	Annually	\$2,000
Air Service Analysis Data	Annually	\$15,000
Website Consumer Data	Annually	\$15,000
Promotional Products	As Needed	Variable

**GROUND TRANSPORTATION**

**SHADRACK CHUMBA, COORDINATOR**

SCHUMBA@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
RFP Walkup Taxi Service	RFP FY2021	Competitive
RFP Parking & Shuttles	RFP FY2022	Competitive
Parking Tickets	Quarterly	\$5,000
Secret Shopper Services	Annually	\$2,000
Office Cleaning Supplies	As Needed	\$2,000
Shuttle Bus Cleaning	Monthly	\$1,500
Misc. Cleaning/Office Supplies	As Needed	\$1,000
Garage Supplies: Barricade Tape, Rope	As Needed	\$300

**OPPORTUNITIES—GOODS, SERVICES & PURCHASES**

**ELECTRONICS**

**CESAR HILARIO, SUPERVISOR**

CHILARIO@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
PBX Software Upgrade		\$25,000
Fiber Cabinet		\$25,000
FLIR/Access Control Integration		\$55,000
Service Vehicle		\$45,000
Communications Cable	Monthly	\$1,000
CCTV: Cameras, Monitors, Etc.	Monthly	\$1,000
Access Control Equipment	Monthly	\$1,000
Fire Alarm Repairs	Monthly	\$500
Fiber Optic Cables, Connectors, Etc.	Monthly	\$500
Misc. Electronic Hardware Components & Supplies	Monthly	\$500
Data Cable Connectors, Patch Panels, Etc.	Monthly	\$500

**BUILDING SERVICES**

**PAUL BARKSDALE, MANAGER**

PBARKSDALE@FLYRICHMOND.COM

<b>Contract Services</b>	<b>Estimated Annual Value</b>
Janitorial Supplies	\$204,000
Window Washing/Exterior Cleaning	\$50,000
Waste/Trash Disposal	\$40,000
Extermination	\$15,000

**OPPORTUNITIES—GOODS, SERVICES & PURCHASES**

**ELECTRICAL**

**STEVE MUNDIE, MANAGER**

SMUNDIE@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
PBB Refurbishment		\$275,000
Airfield Replacement Parts		\$75,000
UPS Batteries and Refurb		\$150,000
ATS Replacement		\$350,000

**HVAC**

**MIKE KURYLENAK, SUPERVISOR**

MKURYLENAK@FLYRICHMOND.COM

<b>Product or service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Repair/Replacement	As Needed	\$5,000
Motors, Capacitors	As Needed	\$3,750
Relays, Contactors, Etc.	As Needed	\$1,000
Misc. Tubing, Fittings	As Needed	\$500
Upgrade Massey Server Room		\$85,000
Upgrade Terminal Server Room		\$60,000
Shop RTU Replacement		\$60,000
ARFF Unit Replacement		\$35,000

<b>Contract Services</b>	<b>Estimated Annual Value</b>
CNG Plant & Maintenance	\$12,000
Controls: Repair, Programming & Parts	\$21,000
HVAC Filters	\$30,000
Chiller Maintenance & Repair	\$25,000
Cooling Tower PM & Repair Parts	\$10,000
Chemicals	\$5,000

**OPPORTUNITIES—GOODS, SERVICES & PURCHASES**

**PUBLIC SAFETY**

**ALTHEA VENNEY, OPERATIONS AND COMMUNITY ENGAGEMENT COORDINATOR**

AVENEY@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Fire Fighter Bunker Gear		\$30,000
Commission Uniforms (except Police, ARFF, Auto and U&G)		\$45,000
Police Apparel/Body Armor/ Accessories	As needed	\$35,000
Ammunition & Weapons	Annual	\$16,000
Coffee Supplies	As needed	\$9,000
Badging Supplies/Office Supplies		\$7,500
Police Training Supplies	As needed	\$2,000

<b>Contract Services</b>	<b>Estimated Quantity</b>	<b>Estimated Annual Value</b>
Gate Security Guards		\$329,000
Printing Services	As Needed	\$13,200
Police Radar Calibration		\$900
Physicals	Pre-Employment	\$350/ea
Car Wash	As Needed	\$15/ea

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES**

**AUTOMOTIVE MAINTENANCE FACILITY (AMF)**

**FOLGER TUCK, SUPERVISOR**

FTUCK@FLYRICHMOND.COM

<b>Product or service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Four Door Service Truck		\$50,000
Michelin Tires (Fire Trucks)	24	\$65,000
Fuel	6,000 Gallons/Month	\$21,250
Automotive Parts	Varies	\$6,000
Tires	10 Tires/Month	\$3,000
Heating Fuel	Seasonal (Mar-Oct)	\$2,500
Small Equipment Repair	Varies/Month	\$1,500
Wearing Apparel	Varies/Month	\$300

**BAGGAGE HANDLING SERVICES**

**ERIC BREITMEYER, SUPERVISOR**

EBREITMEYER@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Rollup Fire doors		\$150,000
Baggage System Parts		\$35,000
Conveyor Belting		\$10,000
Motor Gearbox Repairs		\$2,000
Wearing Apparel		\$1,200
Machine Shop Services		\$625
Replacement Bearings		\$500
Cleaning Supplies		\$300

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued**

**UTILITIES & GROUNDS**

**JEREMY NILES, SUPERVISOR**

JNILES@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Service Vehicle		\$40,000
Landscape Supplies	Varies	\$2,000
Chemicals	Varies	\$3,000
Irrigation Supplies	Varies	\$1,000
Safety Gear, Boots, Etc.	Varies	\$2,000
Fence Repair	Varies	\$5,000
Signs, Road & Custom	Varies	\$500
Sand & Stone Hauling	Varies	\$500

<b>Contract Services</b>	<b>Estimated Annual Value</b>
Deicing Chemicals	\$200,000
Airfield Painting	\$100,000
Landside Snow Removal	\$30,000
Friction Testing & Rubber Removal	\$25,000
Landside Sand & Salt	\$20,000
Airfield Sand	\$15,000

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued**

**BUILDING MAINTENANCE**

**SCOTT WALKER, MANAGER**

SWALKER@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Terminal Construction Projects		\$250,000
Terminal Carpeting		\$50,000
Terminal Concourse Painting		\$50,000
Main Fire Pump Replacement		\$30,000
Building Painting	Monthly	\$1,500
Door Repairs	Monthly	\$1,000
Plumbing Supplies	Monthly	\$500
Signs	Monthly	\$500

<b>Contract Services</b>	<b>Estimated Annual Value</b>
Elevator/Escalator	\$120,000
Fire Suppression	\$95,000