

Capital Region Airport Commission



Business Opportunities

FY 2017—2020



SUPPLIER DIVERSITY PROGRAM

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 that prohibit unlawful discrimination. 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, woman-owned and other businesses—all of which have significant participation in 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 eva.register.gov

Revised 4/18

CAPITAL REGION AIRPORT COMMISSION CONTACTS

John Rutledge

Director, Planning & Engineering

Heating Ventilation Air Conditioning (HVAC), Baggage Handling

JRUTLEDGE@FLYRICHMOND.COM

Troy Bell

Director, Marketing & Air Service Development

Ground Transportation

TBELL@FLYRICHMOND.COM

Russ Peaden

Director, Real Estate & Facilities

Building Maintenance, Electronics, Electrical, Computer Drawing

RPEADEN@FLYRICHMOND.COM

Vic Williams

Director, Public Safety

Aircraft Rescue & Firefighting, Police, Airfield Maintenance Facility, Utilities & Grounds, Custodial

VWILLIAMS@FLYRICHMOND.COM

Steve Owen

Director, Finance & Information Technology (IT)

SOWEN@FLYRICHMOND.COM

OPPORTUNITIES—GOOD, SERVICES AND PURCHASES

AUTOMOTIVE MAINTENANCE FACILITY (AMF)

FOLGER TUCK, FOREMAN

FTUCK@FLYRICHMOND.COM

Product or service	Estimated Quantity	Estimated Cost
All Wheel SUV		\$35,000.00
Fuel	6,000 Gallons/Month	\$21,250.00
Automotive Parts	Varies	\$6,000.00
Tires	10 Tires/Month	\$3,000.00
Heating Fuel	Seasonal (Mar-Oct)	\$2,500.00
Small Equipment Repair	Varies/Month	\$1,500.00
Wearing Apparel	Varies/Month	\$300.00

ELECTRICAL

BRAD CHRISTOPHER, MANAGER

BCHRISTOPHER@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Lighting		\$100,000.00
Distribution		\$60,000.00
LED Lighting		\$40,000.00
Generator PM & Repair		\$30,000.00
Airfield Replacement Parts		\$30,000.00
Contract Services		Estimated Annual Value
PBB Maintenance & Repairs		\$200,000.00
CNG Plant & Maintenance		\$12,000.00

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued

BAGGAGE HANDLING SERVICES

CHRIS HEALY, MANAGER

CHEALY@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Firmware Update		\$40,000.00
Baggage System Spare Parts		\$35,000.00
Conveyor Belting		\$6,000.00
Motor Gearbox Repair		\$2,083.00
Wearing Apparel		\$1,200.00
Machine Shop Services		\$625.00
Replacement Bearings		\$458.00
Cleaning Supplies		\$292.00
Office Supplies		\$33.00

CUSTODIAL SERVICES

PAUL BARKSDALE, MANAGER

PBARKSDALE@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Small Tools/Equipment	As Needed	\$700.00
Contract Services		Estimated Annual Value
Janitorial Supplies		\$170,000.00
Window Washing/Exterior Cleaning		\$43,000.00
Waste/Trash Disposal		\$40,000.00
Extermination		\$25,000.00

OPPORTUNITIES—GOODS, SERVICES & PURCHASES

ELECTRONICS

DENNIS SMITH, MANAGER

SMITH@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Upgrade Fire Alarm Control Panels		\$95,000.00
Service Vehicle		\$45,000.00
Communications Cable	Monthly	\$666.00
CCTV: Cameras, Monitors, Etc.	Monthly	\$666.00
Access Control: Card Readers & Controllers	Monthly	\$583.00
Fire Alarm Repairs	Monthly	\$416.00
Fiber Optic Cables, Connectors, Etc.	Monthly	\$333.00
Misc. Electronic hardware Components & Supplies	Monthly	\$333.00
Data Cable Connectors, Patch Panels, Etc.	Monthly	\$125.00

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES

GROUND TRANSPORTATION

TROY BELL, DIRECTOR

SHADRACK CHUMBA, COORDINATOR

TBELL@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Transcore AVI Antennas & Gate Power Supply		\$43,200.00
CNG Service Vehicle		\$35,000.00
Parking Tickets	Quarterly	\$5,000.00
Secret Shopper Services	Annually	\$2,000.00
Office Cleaning Supplies	As Needed	\$2,000.00
Shuttle Bus Cleaning	Monthly	\$1,500.00
Misc. Cleaning/Office Supplies	As Needed	\$1,000.00
Garage Supplies: Barricade Tape, Rope	As Needed	\$300.00

FINANCE

STEVE OWEN, DIRECTOR

SOWEN@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Replace Existing Copiers		\$30,000.00

INFORMATION TECHNOLOGY

STEVE OWEN, DIRECTOR

Product or Service	Estimated Quantity	Estimated Cost
Network Routing & Switching Replacement		\$75,000.00
Server Upgrades & Replacements		\$25,000.00
Workstation Replacements		\$15,000.00

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued

UTILITIES & GROUNDS

SCOTT WALKER, FOREMAN

SWALKER@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Service Vehicle		\$40,000.00
Landscape Supplies	Varies	\$2,000.00
Chemicals	Varies	\$2,000.00
Irrigation Supplies	Varies	\$1,000.00
Safety Gear, Boots, Etc.	Varies	\$1,000.00
Fence Repair	Varies	\$1,000.00
Signs, Road & Custom	Varies	\$500.00
Sand & Stone hauling	Varies	\$500.00
Contract Services		Estimated Annual Value
Deicing Chemicals		\$200,000.00
Airfield Painting		\$75,000.00
Landside Snow Removal		\$30,000.00
Friction Testing & Rubber Removal		\$25,000.00
Airfield Sand		\$15,000.00

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued

BUILDING MAINTENANCE

PATRICK YOUNG, BUILDING MAINTENANCE MANGER

PYOUNG@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Concourse Sprinkler Dry Drops/Heads		\$75,000.00
Terminal Carpeting		\$50,000.00
Terminal Concourse Painting		\$50,000.00
Massey Bldg Frontage Exterior Landscape		\$35,000.00
Building Painting	Monthly	\$1,500.00
Door Repairs	Monthly	\$700.00
Plumbing Supplies	Monthly	\$300.00
Signs	Monthly	\$200.00
Contract Services		Estimated Annual Value
Elevator/Escalator		\$120,000.00
Fire Suppression		\$95,000.00

OPPORTUNITIES—GOODS, SERVICES & PURCHASES

PUBLIC SAFETY

ALTHEA VENEY, PUBLIC SAFETY ASSISTANT

AVENEY@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Service Vehicle		\$50,000.00
Fire Fighter Bunker Gear— 12 sets		\$30,000.00
Commission Uniforms (except Police, ARFF, Auto and U&G)		\$28,000.00
Police Apparel/Body Ar- mor/Accessories		\$20,000.00
Ammunition & Weapons		\$14,000.00
Coffee Supplies		\$8,000.00
Badging Supplies/Office Supplies		\$4,000.00
Police Training Supplies		\$600.00
Contract Services	Estimated Quantity	Estimated Annual Value
Gate Security Guards		\$44,466.00
Printing Services	As Needed	\$13,200.00
Police Radar Calibration		\$900.00
Physicals	Pre-Employment per Em- ployee	\$350.00/ea
Car Wash	As Needed	\$15.00 /ea

OPPORTUNITIES—GOODS, SERVICES & PURCHASES

HVAC

BRAD CHRISTOPHER, MANAGER

BCHRISTOPHER@FLYRICHMOND.COM

Product or service	Estimated Quantity	Estimated Cost
Chiller #1 Rebuild		\$80,000.00
Repair/Replacement	As Needed	\$5,000.00
Motors, Capacitors	As Needed	\$3,750.00
Relays, Contactors, Etc.	As Needed	\$1,000.00
Misc. Tubing, Fittings	As Needed	\$500.00
Contract Services		Estimated Annual Value
Gas Phased Filters		\$125,000.00
Controls: Repair, Programming & Parts		\$21,000.00
HVAC Filters		\$15,000.00
Chiller Maintenance & Repair		\$15,000.00
Cooling Tower PM & Repair Parts		\$10,000.00
Chemicals		\$5,000.00

OPPORTUNITIES—CAPITAL PROJECTS 2017-2020

	ESTIMATED COST
Concourse B Apron Expansion (Construction)	\$9,500,000.00
Concourse B Apron Expansion (Design)	\$765,000.00
Runway 7-25 Conversion to Taxiway (Construction)	\$6,840,000.00
Runway 7-25 Conversion to Taxiway (Design)	\$450,000.00
Taxiways "Kilo" & "Tango" (South End) (Construction)	\$1,935,000.00
Taxiways "Kilo" & "Tango" (South End) (Design)	\$270,000.00
Security Checkpoint B Expansion	\$4,500,000.00
Maintenance Storage Building & Offices	\$4,500,000.00
Rental Car Garage Connector & Counter Relocation	\$4,000,000.00
Concourse A Expansion	\$40,000,000.00
Central Utility Plant & Cooling Tower Ex- pansion	\$1,500,000.00
Master Plan Update	\$1,350,000.00
Jet Bridge Replacement	\$750,000.00
Public Parking Garage Maintenance	\$600,000.00
TNC/Cell Phone Lot South	\$500,000.00
HVAC Refurbishment	\$500,000.00
Refurbish Existing Chillers	\$400,000.00

OPPORTUNITIES—CAPITAL PROJECTS 2017-2020, Continued

	ESTIMATED COST
Security & Fiber Optic Comm Improve- ments	\$400,000.00
Landscaping	\$400,000.00
Storm Water Management Facility Rehab	\$300,000.00
East Side Road Traffic Signal	\$300,000.00
Roof Repairs	\$200,000.00
Terminal Curbside Roadway Concrete Rehab	\$200,000.00

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 \$30,000.00 we strongly urge all businesses to register in eVA, the Commonwealth's Business Opportunity System for solicitation notification at <http://www.eva.state.va.us/>.

AIRPORT DEPARTMENT BUYERS

Shannon Winebarger, Chief—Aircraft Rescue Firefighting (ARFF)

swinebarger@flyrichmond.com

Folger Tuck—Airfield Maintenance Facility, Auto Shop (AMF)

ftuck@flyrichmond.com

Chris Healy—Baggage Handling

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Paul Barksdale—Custodial Services

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Patrick Young—Building Maintenance

pyoung@flyrichmond.com

Dennis Smith—Electronics

dsmith@flyrichmond.com

Brad Christopher—HVAC, Electrical

bchristopher@flyrichmond.com

Steve Owen—Information Technology

sowen@flyrichmond.com

Shandrack Chumba—Parking Services Ground Transportation

jalberti@flyrichmond.com

Troy Bell, Director

tbell@flyrichmond.com

Althea Veney, Public Safety Assistant—Police

aveney@flyrichmond.com

Vic Williams, Director

vwilliams@flyrichmond.com

Scott Walker—Utilities & Grounds

swalker@flyrichmond.com

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

