

# Capital Region Airport Commission



## Business Opportunities

FY 2019—2022



**SUPPLIER**

**DIVERSITY**

**PROGRAM**



[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 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.virginia.gov](http://eva.virginia.gov)

*Revised 5/2019*

## ADVOCACY GROUPS

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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)



## AIRPORT DEPARTMENT BUYERS

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**Shannon Winebarger, Chief**—Aircraft Rescue Firefighting (ARFF)

*swinebarger@flyrichmond.com*

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

*ftuck@flyrichmond.com*

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**Eric Breitmeyer**—Baggage Handling

*ebreitmeyer@flyrichmond.com*

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**Paul Barksdale**—Custodial Services

*pbarksdale@flyrichmond.com*

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**TBD**—Building Maintenance

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**Dennis Smith**—Electronics

*dsmith@flyrichmond.com*

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**Brad Christopher**—HVAC, Electrical

*bchristopher@flyrichmond.com*

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**Steve Owen**—Information Technology & Finance

*sowen@flyrichmond.com*

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**Shadrack Chumba**—Ground Transportation & Valet Parking, GT Coordinator

*schumba@flyrichmond.com*

**TBD**—Parking & Shuttles, SP Plus Facility Manager

**Troy Bell, Director**

*tbell@flyrichmond.com*

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**Althea Veney, Public Safety Assistant**

*aveney@flyrichmond.com*

**Vic Williams, Director**

*vwilliams@flyrichmond.com*

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**Scott Walker**—Utilities & Grounds

*swalker@flyrichmond.com*

## 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, Parking & Shuttles

*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, Operations

*VWILLIAMS@FLYRICHMOND.COM*

**Steve Owen**

Director, Finance & Information Technology (IT)

*SOWEN@FLYRICHMOND.COM*

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES**

**AUTOMOTIVE MAINTENANCE FACILITY (AMF)**

**FOLGER TUCK, FOREMAN**

FTUCK@FLYRICHMOND.COM

| Product or service     | Estimated Quantity  | Estimated Cost |
|------------------------|---------------------|----------------|
| 4 x 4 Pick—Up          |                     | \$45,000.00    |
| 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                |
|-------------------------------------|--------------------|-------------------------------|
| Generator Replacement/<br>Additions |                    | \$200,000.00                  |
| 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                   |
| <b>Contract Services</b>            |                    | <b>Estimated Annual Value</b> |
| PBB Maintenance & Repairs           |                    | \$200,000.00                  |
| CNG Plant & Maintenance             |                    | \$12,000.00                   |

**OPPORTUNITIES—CAPITAL PROJECTS 2019-2022, Continued**

|   | ESTIMATED COST |
|---|----------------|
| TNC/Cell Phone Lot South                      | \$500,000.00   |
| Landscaping                                   | \$400,000.00   |
| Storm Water Management Facility Rehab         | \$300,000.00   |
| Concourse A Passenger Boarding Bridges        | \$6,000,000.00 |
| Security & Fiber Optic Comm Improve-<br>ments | \$400,000.00   |
| Terminal Curbside Roadway Concrete<br>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/>.*

**OPPORTUNITIES—CAPITAL PROJECTS 2019-2022**

|   | <b>ESTIMATED COST</b> |
|---|-----------------------|
| Concourse B Apron Expansion<br>(Construction)           | \$9,500,000.00        |
| Concourse B Apron Expansion (Design)                    | \$765,000.00          |
| Runway 7-25 Conversion Taxiway<br>(Construction)        | \$6,840,000.00        |
| Public Parking Garage Maintenance                       | \$600,000.00          |
| Taxiways “Kilo” & “Tango” (South End)<br>(Construction) | \$1,935,000.00        |
| Taxiways “Kilo” & “Tango” (South End)<br>(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<br>Relocation     | \$4,000,000.00        |
| Concourse Window Replacement                            | \$600,000.00          |
| Hangar Roof Repairs                                     | \$600,000.00          |
| Master Plan Update                                      | \$1,350,000.00        |
| Terminal Bathroom Refurbishment                         | \$500,000.00          |

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

**BAGGAGE HANDLING SERVICES**

**ERIC BREITMEYER, MANAGER**

[EBREITMEYER@FLYRICHMOND.COM](mailto:EBREITMEYER@FLYRICHMOND.COM)

| <b>Product or Service</b>     | <b>Estimated Quantity</b> | <b>Estimated Cost</b> |
|-------------------------------|---------------------------|-----------------------|
| BHS Fire Door Replacement     |                           | \$160,000.00          |
| Firmware Update               |                           | \$40,000.00           |
| Baggage System Spare<br>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](mailto:PBARKSDALE@FLYRICHMOND.COM)

| <b>Product or Service</b>        | <b>Estimated Quantity</b> | <b>Estimated Cost</b>         |
|----------------------------------|---------------------------|-------------------------------|
| Small Tools/Equipment            | As Needed                 | \$700.00                      |
| <b>Contract Services</b>         |                           | <b>Estimated Annual Value</b> |
| 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**

DSMITH@FLYRICHMOND.COM

| <b>Product or Service</b>                       | <b>Estimated Quantity</b> | <b>Estimated Cost</b> |
|---|---------------------------|-----------------------|
| Communications Cable                            | Monthly                   | \$668.00              |
| CCTV: Cameras, Monitors, Etc.                   | Monthly                   | \$671.00              |
| 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              |

**INFORMATION TECHNOLOGY**

**STEVE OWEN, DIRECTOR**

SOWEN@FLYRICHMOND.COM

| <b>Product or Service</b>               | <b>Estimated Quantity</b> | <b>Estimated Cost</b> |
|---|---------------------------|-----------------------|
| Network Routing & Switching Replacement |                           | \$75,000.00           |
| Server Upgrades & Replacements          |                           | \$25,000.00           |
| Workstation Replacements                |                           | \$15,000.00           |

**OPPORTUNITIES—GOODS, SERVICES & PURCHASES**

**HVAC**

**BRAD CHRISTOPHER, MANAGER**

BCHRISTOPHER@FLYRICHMOND.COM

| <b>Product or service</b>             | <b>Estimated Quantity</b> | <b>Estimated Cost</b>         |
|---------------------------------------|---------------------------|-------------------------------|
| 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                      |
| <b>Contract Services</b>              |                           | <b>Estimated Annual Value</b> |
| 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—GOODS, SERVICES & PURCHASES**

**PUBLIC SAFETY**

**ALTHEA VENEY, PUBLIC SAFETY ASSISTANT**

AVENEY@FLYRICHMOND.COM

| <b>Product or Service</b>                                     | <b>Estimated Quantity</b>        | <b>Estimated Cost</b>         |
|---|----------------------------------|-------------------------------|
| Service Vehicle   |                                  | \$50,000.00                   |
| Fire Fighter Bunker Gear—<br>12 sets                          |                                  | \$30,000.00                   |
| Commission Uniforms<br>(except Police, ARFF, Auto<br>and U&G) |                                  | \$28,000.00                   |
| Police Apparel/Body Ar-<br>mor/Accessories                    |                                  | \$20,000.00                   |
| Ammunition & Weapons  |                                  | \$16,000.00                   |
| Coffee Supplies   |                                  | \$8,000.00                    |
| Badging Supplies/Office<br>Supplies                           |                                  | \$4,000.00                    |
| Police Training Supplies                                      |                                  | \$1000.00                     |
| <b>Contract Services</b>                                      | <b>Estimated Quantity</b>        | <b>Estimated Annual Value</b> |
| Gate Security Guards  |                                  | \$62,000.00                   |
| Printing Services   | As Needed                        | \$13,200.00                   |
| Police Radar Calibration                                      |                                  | \$900.00                      |
| Physicals   | Pre-Employment per Em-<br>ployee | \$350.00/ea                   |
| Car Wash  | As Needed                        | \$15.00 /ea                   |

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES**

**GROUND TRANSPORTATION**

**SHADRACK CHUMBA, GT COORD.**

SCHUMBA@FLYRICHMOND.COM

**SP+ PARKING & SHUTTLES**

**ERIC JOHNSON (TEMPORARY)**

EJOHNSON@FLYRICHMOND.COM

| <b>Product or Service</b>                      | <b>Estimated Quantity</b> | <b>Estimated Cost</b> |
|--|---------------------------|-----------------------|
| <b><i>RIC Ground Transportation</i></b>        |                           |                       |
| Coffee Supplies                                | Annually                  | \$3,200               |
| Specialty Printing Tickets/<br>Stickers        | Annually                  | \$3,150               |
| Parking Entry Tickets                          | Quarterly                 | \$2,500               |
| Shuttle Bus Visual Observa-<br>tion            | Monthly                   | \$1,400               |
| Office Supplies                                | Annually                  | \$1,500               |
| <b><i>SP Plus</i></b>                          |                           |                       |
| GPS Systems                                    | Annually                  | \$23,000              |
| Shuttle Bus Cleaning(interior<br>& exterior)   | Bi-Weekly                 | \$1,500               |
| Uniform/Apparel & Laundry                      | Quarterly                 | \$1,400               |
| Office Supplies                                | Monthly                   | \$500                 |
| New Hire Health Care—Drug<br>& Alcohol Testing | Monthly                   | \$200                 |
| Bottled Water Service                          | Weekly                    | \$32                  |

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

**UTILITIES & GROUNDS**

**SCOTT WALKER, FOREMAN**

SWALKER@FLYRICHMOND.COM

| <b>Product or Service</b>         | <b>Estimated Quantity</b> | <b>Estimated Cost</b>         |
|-----------------------------------|---------------------------|-------------------------------|
| 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                      |
| <b>Contract Services</b>          |                           | <b>Estimated Annual Value</b> |
| 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**

**TBD, MANAGER**

| <b>Product or Service</b>               | <b>Estimated Quantity</b> | <b>Estimated Cost</b>         |
|---|---------------------------|-------------------------------|
| Painting                                | Annual                    | \$75,000.00                   |
| Roof Repairs                            | Annual                    | \$70,000.00                   |
| Forklift Replacement                    | One-time                  | \$28,000.00                   |
| Checkpoint Gates Repair/<br>Replacement | One-Time                  | \$25,000.00                   |
| ADA Compliant Door—<br>Massey Building  | One-Time                  | \$22,000.00                   |
| Scissor Lift Replacement                | One-Time                  | \$20,000.00                   |
| Airport Signage                         | Monthly                   | \$500.00                      |
| Plumbing Supplies                       | Monthly                   | \$300.00                      |
| <b>Contract Services</b>                |                           | <b>Estimated Annual Value</b> |
| Elevator/Escalator                      |                           | \$120,000.00                  |
| Fire Suppression                        |                           | \$95,000.00                   |