

Capital Region Airport Commission



Business Opportunities 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

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



AIRPORT DEPARTMENT BUYERS

KEVIN GARBER, Chief—Aircraft Rescue Firefighting (ARFF)

kgarber@flyrichmond.com

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

ftuck@flyrichmond.com

ERIC BREITMEYER—Baggage Handling

ebreitmeyer@flyrichmond.com

Paul Barksdale—Building Services

pbarksdale@flyrichmond.com

SCOTT WALKER—Building Maintenance

swalker@flyrichmond.com

WARREN MIDDLEKAUFF—Electronics

wmiddlekauff@flyrichmond.com

Brad Christopher—HVAC, Electrical

bchristopher@flyrichmond.com

Steve Owen—Information Technology

sowen@flyrichmond.com

Shadrack Chumba—Parking Services Ground Transportation

schumba@flyrichmond.com

Troy Bell, Director

tbell@flyrichmond.com

Althea Veney, Public Safety Assistant—Police

aveney@flyrichmond.com

JEREMY NILES—Utilities & Grounds

JNILES@flyrichmond.com

CAPITAL REGION AIRPORT COMMISSION CONTACTS

John Rutledge

Chief Operating Officer, Director, Planning & Engineering

Heating Ventilation Air Conditioning (HVAC), Baggage Handling, Electrical

JRUTLEDGE@FLYRICHMOND.COM

Troy Bell

Director, Marketing & Air Service Development

Ground Transportation

TBELL@FLYRICHMOND.COM

Russ Peaden

Director, Real Estate & Facilities

Building Maintenance, Electronics, Computer Drawing

RPEADEN@FLYRICHMOND.COM

John Rutledge

Director, Public Safety

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

JRUTLEDGE@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
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
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—CAPITAL PROJECTS 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/>.

OPPORTUNITIES—CAPITAL PROJECTS 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
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

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued

BAGGAGE HANDLING SERVICES

ERIC BREITMEYER, MANAGER

EBREITMEYER@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
BHS Fire Door Replacement		\$160,000.00
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

BUILDING 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

WARREN MIDDLEKAUFF, FOREMAN

WMIDDLEKAUFF@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 & PURCHASES

HVAC

BRAD CHRISTOPHER, MANAGER

BCHRISTOPHER@FLYRICHMOND.COM

Product or service	Estimated Quantity	Estimated Cost
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—GOODS, SERVICES & PURCHASES

PUBLIC SAFETY

ALTHEA VENNEY, PUBLIC SAFETY ASSISTANT

AVENNEY@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 AND PURCHASES

GROUND TRANSPORTATION

TROY BELL, DIRECTOR

SHADRACK CHUMBA, SUPERVISOR

TBELL@FLYRICHMOND.COM

SCHUMBA@FLYRICHMOND.COM

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

INFORMATION TECHNOLOGY

STEVE OWEN, DIRECTOR

SOWEN@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Network Routing & Switch- ing Replacement		\$75,000.00
Server Upgrades & Replace- ments		\$25,000.00
Workstation Replacements		\$15,000.00

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued

UTILITIES & GROUNDS

JEREMY NILES, FOREMAN

JNILES@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

SCOTT WALKER, MANGER

SWALKER@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Painting	Annual	\$75,000.00
Roof Repairs	Annual	\$75,000.00
Terminal Carpeting	As Needed	\$50,000.00
Forklift Replacement	One-time	\$28,000.00
ADA Compliant Door— Massey Building	One-time	\$22,000.00
Scissor Lift Replacement	One-time	\$20,000.00
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