

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

November 17, 2021 | Greater Richmond Convention Center



**RICHMOND**  
INTERNATIONAL AIRPORT



# Welcome to P.O.W.E.R. Together Business Opportunities Forum

**Wayne Hazzard, Chairman**  
Capital Region Airport Commission

**Perry J. Miller, A.A.E., I.A.P.**  
President & Chief Executive Officer  
Capital Region Airport Commission

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

8:00am – 8:30am

## **Check In**

8:35am – 8:45am

## **Welcome and Opening Remarks**

Wayne T. Hazzard, Chairman, Capital Region Airport Commission

Perry J. Miller, AAE, IAP, President & CEO, Capital Region Airport Commission

Russ L. Peaden, CM, Director – Properties & Concessions

8:50am – 10:00am

## **Airport Goods and Services, Construction and Professional Services**

Meet the Airport Buyers

Remarks from Businesses Engaged in Airport Contracts

10:00am – 10:10am

## **Break**

10:15am – 11:00am

## **Airport Concessions – Stakeholder Engagement Session**

Proposed FFYs 2022 – 2024 ACDBE Participation Goals and Q&A

Nancy K. West, ACDBE Program Consultant, Exstare Federal Services Group, LLC

11:00am – 11:50am

## **Airport Concessions**

Remarks from Businesses Engaged in Airport Concessions

11:55am – 12:00pm

## **Concluding Remarks**

12:00pm – 1:00pm

## **Network with Airport Staff, Businesses, and Government Agencies**

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

## Purchasing

- Decentralized
- We use the Commonwealth's eVA system to maximize our outreach to all businesses.
  - **In the past years hundreds of thousands of businesses contacted!** We give flexibility to the Department buyer to purchase goods and services up to \$2,000.00 from vendors without using the eVA quick quote process.
- Purchases above \$2,001.00 to \$50,000.00 use the eVA Quick Quote process
  - **80% of our Goods & Services purchases are between \$1,001 and \$30,000.**
- Purchases above \$50,001.00 – formal BID/ RFP process through eVA

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## Purchasing continued



Customer Care:

866-289-7367

[eVACustomerCare@dgs.virginia.gov](mailto:eVACustomerCare@dgs.virginia.gov)

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

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## Purchasing continued

- Large Capital Projects
  - Large projects receiving FAA funding have Disadvantaged Business Enterprise (DBE) participation goals established for each project. For more information on becoming a DBE see the Virginia Dept. of Minority Business Enterprise website at:
- [Virginia Department of Small Business and Supplier Diversity ...](#)
- [www.sbsd.virginia.gov](http://www.sbsd.virginia.gov)
- Professional Services: A/E, Environmental, Financial, Supplier Diversity,
- Small Capital Projects / Maintenance
- Goods and Services – Operations
  - See our opportunity booklet and visit our information tables for updated information.
  - Meet our buyers!
- And for more information on our Capital Program...

# P.O.W.E.R. Together Business Opportunities Forum Capital Improvement Program – FY2022-2024

**John B. Rutledge, P.E., C.M.**  
**Chief Operating Officer**

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

## Capital Improvement Program – FY2022-2024

Federal	Project Description	Total
FY 2022	FIS Renovations (Customs) (Design/Construction)	\$ 7,000,000
	Relocate Taxiway E Connector (Design/Construction)	\$ 4,000,000
	Vehicle Car Wash at Airport Maintenance Facility (Design/Construction)	\$ 500,000
	Concourse Windows	\$ 700,000
	Emergency Call Box Replacement	\$ 500,000
	Hawthorne Roof Hangar	\$ 600,000
	Center Core Landscape	\$ 900,000
	<b>FY 2022</b>	<b>\$ 14,200,000</b>
FY 2023	New Aircraft Rescue and Fire Fighting Facility (Construction)	\$ 5,000,000
	East Side Apron 5 (Construction)	\$ 8,000,000
	ARFF Vehicle	\$ 1,000,000
	Rental Car Ticket Counter Relocation and Enclosed Walkway (Design/Construction)	\$ 17,000,000
	Concourse B Passenger Boarding Bridges (7)	\$ 7,250,000
	CNG Fueling Station Airport Maintenance Facility (Design/Construction)	\$ 1,500,000
	Snow Removal Equipment	\$ 1,000,000
	Concourse A Restroom Remodel	\$ 700,000
	Concourse B Restroom Remodel	\$ 700,000
	East Side Waterline Improvements	\$ 1,220,000
GA Development South - Phase I Roads & Utilities (Design/Construction)	\$ 3,000,000	
<b>FY 2023</b>	<b>\$ 46,370,000</b>	
FY 2024	Reconstruct Mid-Concourse Apron - Asphalt to Concrete (Construction)	\$ 5,000,000
	Reconstruct Taxiway C & Connector (Design/Construction)	\$ 4,000,000
	Concourse A Apron - Old Concrete - Reconstruction (Design/Construction)	\$ 2,500,000
	LED Runway Edge Lights	\$ 650,000
	Concourse B Passenger Boarding Bridges	\$ 10,500,000
	Concourse A Checkpoint Expansion (Construction)	\$ 5,000,000
	Airport Surveillance Radar Relocation	\$ 3,000,000
	East Side Apron 1 Expansion (Design/Construction)	\$ 7,500,000
	AMF Equipment Storage Facility (Design/Construction)	\$ 2,200,000
	Williamsburg Road/Eastside Road Roundabout	\$ 3,000,000
<b>FY 2024</b>	<b>\$ 43,350,000</b>	

- Mixture of Airfield, Landside and Vertical Projects
- Recently passed Infrastructure Bill may impact the schedule for Airport Improvement Program funded projects



# P.O.W.E.R. Together Business Opportunities Forum Capital Improvement Program – FY2022-2024

**Edward T. Wessel**  
**President**  
**Hi-Way Paving, Inc.**



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

BREAK

# P.O.W.E.R. Together Business Opportunities Forum Stakeholder Consultation: Proposed ACDBE Goals

## FFYs 2022-2024 ACDBE Participation Goals Richmond International Airport

**Nancy K. West**  
ACDBE Program Consultant  
Exstare Federal Services Group, LLC

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

## Stakeholder Consultation: Proposed ACDBE Goals

### ACDBE Program Requirements

- ACDBE is an acronym for Airport Concession Disadvantaged Business Enterprise
- The ACDBE Program is regulated by the U.S. Department of Transportation (49 CFR Part 23) and designed to level the playing field for small businesses who wish to participate in airport concession opportunities at airports.
- Airports that receive federal grants for airport development are required to have an ACDBE program and to set triennial ACDBE participation goals every three years.
- To participate as an ACDBE in RIC's concession opportunities, a business must be certified as an ACDBE by a Virginia Unified Certification Program agency.

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## Stakeholder Consultation: Proposed ACDBE Goals

### Goal-setting Methodology

- Concession opportunities: Review of existing and new opportunities
- Establish Market Area(s): May be different areas depending on opportunity
- Two separate goals: one for rental car concessions based on goods and services purchases; one for all other concessions based on gross concession revenue
- Two-step process: Initial goal calculation (Step 1) and consideration of goal adjustment (Step 2)
- Breakout of estimated race-neutral/race-conscious participation
- Public consultation on proposed overall goals
- FAA review of goal methodology

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## Stakeholder Consultation: Proposed ACDBE Goals

### **New Non-Rental Car Opportunities Anticipated in FFYs 2022-2024**

- Terminal Advertising Services – National
- Executive Sedan/Irregular Route Service – City of Richmond and the counties of Chesterfield and Henrico, Virginia
- Parking and Shuttle Bus Management – Virginia, Maryland and the District of Columbia
- Snack & Beverage Vending – City of Richmond and the counties of Chesterfield and Henrico, Virginia
- Taxi Dispatch – City of Richmond and the counties of Chesterfield, Hanover and Henrico, Virginia

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## Stakeholder Consultation: Proposed ACDBE Goals

**Step 1 Base Figure: Relative Availability of ACDBEs for New Non-Rental Car Opportunities**

Concession Opportunity	NAICS Code	Total ACDBEs in Market Area	Total Firms in Market Area	% ACDBE Availability
Terminal Advertising Services	541850	33	2,462	1.34%
Irregular Route Service	485999	1	22	4.54%
Parking and Shuttle Bus Management	812930	9	977	0.92%
Snack & Beverage Vending	454210	0	20	0.00%
Taxi Dispatch	485310	6	31	19.35%
<b>TOTAL</b>		<b>49</b>	<b>3,512</b>	<b>1.39%</b>

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## Stakeholder Consultation: Proposed ACDBE Goals

### Step 1 Base Figure Calculation: Gross Receipts All Non-Rental Car Concessions

Concession Category	Estimated Total Gross Receipts	ACDBE \$s of Total Estimated Gross Receipts	ACDBE % Participation
Food and Beverage	\$14,637,640	\$2,195,646	15.00%
Retail	\$16,383,367	\$3,276,673	20.00%
Parking Management	\$ -	\$ -	0.00%
Baggage Carts	\$ 83,807	\$ -	0.00%
Terminal Advertising Services	\$ 442,015	\$ -	0.00%
Irregular Route Service	\$ 65,228	\$ -	0.00%
Shoe Shine	\$ 11,646	\$ -	0.00%
Snack & Beverage Vending	\$ 422,098	\$ -	0.00%
Taxi Dispatch	\$ 135,905	\$ -	0.00%
<b>TOTAL/ FFYs 2022-2024 BASE FIGURE</b>	<b>\$32,181,706</b>	<b>\$5,472,319</b>	<b>17.00%</b>



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## Stakeholder Consultation: Proposed ACDBE Goals

### Step 2 Adjustment: Past ACDBE Participation - Non-Rental Car Concessions

Federal Fiscal Year	Total Gross Receipts (excluding rental cars)	ACDBE Gross Receipts (excluding rental cars)	ACDBE Goal (excluding rental cars)	ACDBE Past Participation Achievement	ACDBE Over/Under Achievement
2016	\$14,347,639	\$2,532,615	17.19%	17.65%	+0.46%
2017	\$15,627,950	\$2,844,279	17.19%	18.20%	+1.01%
2018	\$19,327,801	\$4,107,410	17.19%	21.25%	+4.06%
2019	\$21,368,574	\$4,526,049	17.75%	21.18%	+3.43%
2020	\$12,115,329	\$2,961,237	17.75%	24.44%	+6.69%
<b>MEDIAN ACDBE PAST PARTICIPATION = 21.18%</b>					

# P.O.W.E.R. Together Business Opportunities Forum Stakeholder Consultation: Proposed ACDBE Goals

## Step 2 Adjustment Factors

- Past participation achievements
- Availability of ACDBEs for new opportunities

# P.O.W.E.R. Together Business Opportunities Forum Stakeholder Consultation: Proposed ACDBE Goals

## Proposed FFYs 2022-2024 Goal: Non-Rental Car Concessions

- Average of Step 1 base figure (17.00%) and Step 2 median past participation (21.18%) adjustment figure yields **19.09% proposed ACDBE participation goal** for non-rental car concessions
- Goal to be accomplished 14.75% through race-conscious measures, and 4.34% through race-neutral measures

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## Stakeholder Consultation: Proposed ACDBE Goals

### **Rental Car Goods & Services Opportunities Anticipated in FFYs 2022-2024**

- Market Area for Rental Car Goods and Services Purchases: Commonwealth of Virginia
- Potentially 29 different types of goods and services opportunities

# P.O.W.E.R. Together Business Opportunities Forum Stakeholder Consultation: Proposed ACDBE Goals

## Anticipated Car Rental Goods and Services Expenditures

FFY	Total Goods & Services Purchases
2022	\$ 47,255,022
2023	\$ 47,255,022
2024	\$ 47,255,022
<b>Total</b>	<b>\$141,765,066</b>

## Step 1 Base Figure Calculation: Relative Availability of ACDBEs for Rental Car Opportunities

Type of Goods/Services	NAICS Code	Potential ACDBEs in Market Area	All Firms in Market Area	Percentage Potential ACDBE Availability
Fence Repair	238990	66	1,309	5.04%
Computer Tech/Suppliers	423430	10	187	5.35%
Car Wash Equipment/Supplies	423850	9	78	11.54%
Office Supplies	424120	3	87	3.45%
Automotive Chemicals	424690	4	140	2.86%
Petroleum and Petroleum Products	424720	6	37	16.22%
New Car Dealers	441110	1	549	0.18%
Automobile Parts	441310	0	991	0.00%
Tire Dealers	441320	0	537	0.00%
Fuel Distributor	454310	2	194	1.03%
Motor Vehicle Towing	488410	2	325	0.61%
Insurance Agencies & Brokerages	524210	7	2,945	0.24%
Administrative Mgmt. and Consulting	541611	352	3,451	10.20%
Facility Maintenance	561210	49	342	14.33%
Employment Agencies	561311	26	118	22.03%
Security Guard Services	561612	15	322	4.66%
Security/Safety Products	561621	28	169	16.57%
Locksmith	561622	1	96	1.04%
Pest Control	561710	3	398	0.75%
Janitorial Services	561720	69	2,233	3.09%
Landscape Services	561730	70	2,842	2.46%
Sign & Lighting Maintenance	561790	36	330	10.91%
Sludge Removal	562212	4	40	10.00%
General Automobile Repair	811111	6	2,286	0.10%
Other Auto Services	811118	0	60	0.00%
Automotive Body, Paint, and Interior Repair and Maintenance	811121	3	782	0.38%
Automotive Glass Replacement	811122	0	142	0.00%
Automotive Oil Change and Lubrication Shops	811191	1	177	0.56%
Automotive Cleaning Services	811192	3	387	0.77%
<b>RELATIVE AVAILABILITY OF ACDBEs</b>		<b>776</b>	<b>21,554</b>	<b>3.60%</b>

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## Stakeholder Consultation: Proposed ACDBE Goals

### Step 2 Adjustment: Past ACDBE Participation – Rental Car Concessions

Federal Fiscal Year	Total Goods and Services Gross Receipts	ACDBE Goods & Services Gross Receipts	Overall ACDBE Goal	Race-Neutral Achievement	Race-Conscious ACDBE Achievement	Overall ACDBE Participation Achievement	ACDBE Over/Under Achievement
2016	\$90,018,452	\$630,124	1.76%	-0.92%	-0.41%	0.43%	-1.33%
2017	\$50,907,970	\$600,966	1.76%	1.17%	0.01%	1.18%	-0.58%
2018	\$51,211,256	\$804,997	1.76%	-0.92%	0.73%	1.57%	-0.19%
2019	\$56,110,424	\$1,406,059	1.05%	1.46%	1.05%	2.51%	+1.46%
2020	\$34,729,655	\$770,735	1.05%	1.17%	1.05%	2.22%	+1.17%
Median ACDBE Past Participation						1.57%	

# P.O.W.E.R. Together Business Opportunities Forum Stakeholder Consultation: Proposed ACDBE Goals

## Step 2 Adjustment Factors

- Past participation achievements
- Additional goods and services opportunities
- Availability of ACDBEs

# P.O.W.E.R. Together Business Opportunities Forum Stakeholder Consultation: Proposed ACDBE Goals

## Proposed FFYs 2022-2024 Goal: Rental Car Concessions

- Average of Step 1 base figure (3.60%) and Step 2 median past participation (1.57%) adjustment figure yields **2.58% proposed ACDBE participation goal** for rental car goods and services purchases
- Goal to be accomplished through race-conscious measures

# P.O.W.E.R. Together Business Opportunities Forum Stakeholder Consultation: Proposed ACDBE Goals

## Next Steps

- Submit proposed FFYs 2022-2024 goals to FAA:
  - ✓ 2.58% - Rental car goods and services purchases
  - ✓ 19.09% - Gross receipts of all other concessions
- Goals cover rental car concessions and all other concessions October 1, 2022 through September 30, 2024
- FAA review of goal methodology

# P.O.W.E.R. Together Business Opportunities Forum Stakeholder Consultation: Proposed ACDBE Goals

**We Welcome Your Questions and Comments**

**Russ Peaden**

ACDBE Liaison Officer  
Richmond International Airport  
[rpeaden@flyrichmond.com](mailto:rpeaden@flyrichmond.com)

**Nancy West**

ACDBE Program Consultant  
Exstare Federal Services Group  
[nancy@exstarefederalservices.com](mailto:nancy@exstarefederalservices.com)

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

## Concession guests

- DN RIC Partners, LLC
  - James Wilson, Vice President of New Business Development, Delaware North Travel Hospitality Services
  - Chef Tye Hall, Owner, T&R Catering
  
- AMS-NIA Richmond JV
  - Bridget Biagas, Vice President, Partner Relations & Business Diversity, Hudson
  - Rosa and Hugo Owens, Owners, The NIA Corporation

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- U.S. Small Business Administration
  - Shirelle Taliaferro, Deputy District Director, Virginia-Richmond District Office
  - Mentoring, advisory, financial
- Virginia Dept. Small Business and Supplier Diversity
  - Richard Gordon, Calvin Thweatt
  - ACDBE and DBE certification experts.

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

## RIC Tenants: Supplier Diversity Programs and Business Opportunities



Federal Aviation  
Administration



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

## Before you leave!

- Please take a copy of our Opportunity Booklet with you, it has: Contacts, purchasing info, and future plans!
- Airport Website: [www.flyrichmond.com](http://www.flyrichmond.com)
- If you are not registered in eVA, please consider it.
- [eVACustomerCare@dgs.virginia.gov](mailto:eVACustomerCare@dgs.virginia.gov) OR <https://eva.virginia.gov/>
- Virginia Department of Small Business and Supplier Diversity ...
- [www.sbsd.virginia.gov](http://www.sbsd.virginia.gov)
- VISIT our NETWORKING HALL, We are pleased to have a variety of Airport partners present today.

Thank you for joining us today!  
Enjoy the networking opportunities



Virginia Asian Chamber of Commerce



Virginia  
HISPANIC  
CHAMBER



VIRGINIA DEPARTMENT OF  
**SBSD**  
SMALL BUSINESS & SUPPLIER DIVERSITY



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**Gresham  
Smith**



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CORPORATION  
General Contractor



**Schnabel**  
ENGINEERING

