

Capital Region Airport Commission



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

FY 2023—2025



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



Guide. Connect. Succeed.



Virginia
**HISPANIC
CHAMBER**

AIRPORT DEPARTMENT BUYERS

PAUL BARKSDALE—Building Services

PBARKSDALE@FLYRICHMOND.COM

TROY BELL—Marketing

TBELL@FLYRICHMOND.COM

ALVIN CARMON—HVAC

ACARMON@FLYRICHMOND.COM

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

BCHRISTOPHER@FLYRICHMOND.COM

DOMINIC GORNO—Baggage Handling

DGORNO@FLYRICHMOND.COM

CESAR HILARIO—Electronics

CHILARIO@FLYRICHMOND.COM

KEVIN MALLORY— Ground Transportation

KMALLORY@FLYRICHMOND.COM

STEVE MUNDIE—Electrical

SMUNDIE@FLYRICHMOND.COM

JEREMY NILES—Utilities & Grounds

JNILES@FLYRICHMOND.COM

STEVE OWEN—Information Technology

SOWEN@FLYRICHMOND.COM

RUSS PEADEN— Properties & Concessions

RPEADEN@FLYRICHMOND.COM

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

FTUCK@FLYRICHMOND.COM

ALTHEA VENNEY — Public Safety, Operations

AVENNEY@FLYRICHMOND.COM

SCOTT WALKER—Building Maintenance, Electronics

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
Replace Existing Copiers		\$24,000

INFORMATION TECHNOLOGY

STEVE OWEN, DIRECTOR

Product or Service	Estimated Quantity	Estimated Cost
Server Upgrades & Replacements		\$12,800
Oracle Projects/Purchasing		\$27,000
File Server Upgrades		\$30,000
Workstation Replacements		\$22,000

PROPERTIES & CONCESSIONS

RUSS PEADEN, DIRECTOR

RPEADEN@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
GA Facility/FBO Services	RFP FY2022	Competitive

OPPORTUNITIES—CAPITAL PROJECTS 2023-2025, Continued

Commission Fiscal Year	Project Description	Total
2025	Master Plan Update	\$1,500,000
	Consolidated Security Checkpoint (Construction)	\$20,000,000
	East Apron 4 Reconstruction (Design/Construction)	\$11,500,000
	Consolidated Receiving & Distribution Facility (Construction)	\$10,000,000
	Airport Maintenance Facility Equipment Storage Building	\$4,000,000
	East Side Apron 5 Phase II (Construction)	\$6,500,000
	East Side GA Terminal Facilities	\$2,500,000
	Improve Existing East Side Drainage	\$2,000,000
	Williamsburg Road/East Side Road Intersection Roundabout	\$3,000,000
	Urban Air Mobility Facility - Engineering Report & Environmental	\$500,000
2025 - Subtotal		\$61,500,000

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 2023-2025

Commission Fiscal Year	Project Description	Total
2023	New Aircraft Rescue and Fire Fighting Facility (Design)	\$1,000,000
	East Side Apron 5 (Design)	\$500,000
	Concourse B Passenger Boarding Bridges	\$20,821,716
	Reconstruct Taxiway E Intersection (Construction)	\$6,000,000
	Consolidated Security Checkpoint (Design)	\$750,000
	Concourse Restroom Renovations	\$1,550,000
	Reconstruct Mid-Concourse Apron (Design)	\$500,000
	Snow Removal Equipment	\$1,000,000
	Reconstruct Taxiway C Intersection (Construction)	\$6,000,000
	Airfield Vacuum, Sweeper & Rubber Removal Vehicle	\$750,000
	Vehicle Car Wash at Airport Maintenance Facility	\$500,000
	Main Electrical Switchgear Replacement	\$2,200,000
	Renovate/Upfit Snow Removal Equipment Facility Bunk Rooms	\$300,000
	Williamsburg Road/Airport Drive Entrance Feature Improvements (Design)	\$2,000,000
	2023 - Subtotal	
2024	New Aircraft Rescue and Fire Fighting Facility (Construction)	\$23,350,000
	LED Runway Edge Lights	\$650,000
	East Side General Aviation Development (Design)	\$500,000
	Terminal Systems Upgrade (HVAC, Electrical, Plumbing, IT)	\$5,000,000
	East Side Apron 5 Phase I (Construction)	\$7,500,000
	Reconstruct Mid-Concourse Apron (Construction)	\$4,000,000
	Concourse A Apron Old Concrete - Reconstruction (Construction)	\$4,000,000
	Airport Surveillance Radar Relocation Feasibility Study	\$500,000
	Rental Car Counter Relocation and Enclosed Walkway	\$17,000,000
	Consolidated Receiving & Distribution Facility (Design)	\$500,000
	East Side Waterline Improvements	\$1,200,000
	Center Core Landscaping & Pocket Park (Construction)	\$2,000,000
	Alternative Fuels/EV Charging Facility at Airport Maintenance Facility	\$1,500,000
Information Technology Upgrades	\$1,000,000	
Solar Energy Study Recommendations Implementation	\$2,000,000	
ARFF Vehicle	\$1,200,000	
2024 - Subtotal		\$71,900,000

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued

MARKETING

TROY BELL, DIRECTOR

TBELL@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Air Service Consulting	RFP FY2024	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

KEVIN MALLORY, MANAGER

KMALLORY@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
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

Product or Service	Estimated Quantity	Estimated Cost
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

Contract Services	Estimated Annual Value
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

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

HVAC

ALVIN CARMON, SUPERVISOR

ACARMON@FLYRICHMOND.COM

Product or service	Estimated Quantity	Estimated Cost
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

Contract Services	Estimated Annual Value
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

Product or Service	Estimated Quantity	Estimated Cost
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

Contract Services	Estimated Quantity	Estimated Annual Value
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

Product or service	Estimated Quantity	Estimated Cost
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

DOMINIC GORNO, SUPERVISOR

DGORNO@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
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

Product or Service	Estimated Quantity	Estimated Cost
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

Contract Services	Estimated Annual Value
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

Product or Service	Estimated Quantity	Estimated Cost
Terminal Construction Projects		\$250,000
Terminal Carpeting		\$50,000
Terminal Concourse Painting		\$50,000
Building Painting	Monthly	\$1,500
Door Repairs	Monthly	\$1,000
Plumbing Supplies	Monthly	\$500
Signs	Monthly	\$500

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