

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

November 9, 2022 | Greater Richmond Convention Center



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

9:00am – 9:10am	Welcome and Opening Remarks
9:10am – 9:45am	Airport Goods and Services, Construction & Professional Services
9:50am – 10:10am	Guest Speaker: Perspective on Airport Opportunities
10:15am – 10:30am	Break
10:30am – 11:00am	Moderated Panel, “Doing Business at RIC”
11:00am – 11:20am	Airport Concessions: “Getting Ready for the Next Opportunity”
11:20am – 1:00pm	Network Hall Opens
11:30am – 12:00pm	Small Business Administration (U.S. SBA) Orientation Seminar

Welcome to P.O.W.E.R. Together 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

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

Russ Peaden, C.M.

Director Properties and Concessions
Capital Region Airport Commission

P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM

Purchasing

- Decentralized
- We use the Commonwealth's eVA system to maximize our outreach to all businesses.
 - In the past years over 200,000 businesses contacted
- We give flexibility to the Department buyer to purchase goods and services up to \$1,000.00 from vendors without using the eVA quick quote process.
- Purchases above \$1,001.00 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

<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
- Professional Services: A/E, Environmental, Financial, Supplier Diversity,
- Small Capital Projects / Maintenance
- Goods and Services
 - See our opportunity booklet and visit our information tables for updated information.
 - Let's meet our buyers!

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Purchasing continued

- Fixed Base Operator RFP – EAST SIDE
 - RFP is anticipated for the first quarter of CY 23
 - Award is expected in summer of 2023, 30 yr term
 - New FBO operations would commence 2026
 - Public / private development
 - New infrastructure – \$14,000,000 in first phase ramp improvements, new hangar construction, parking, fuel farm, lobby reception area
 - Relocating US Customs General Aviation Facility to the east side ramp
 - Expect further information and outreach by successful proposers as they move past award stage into development phase.

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Purchasing continued



- And for more information on our Capital Improvement Program...





Airport Goods and Services, Construction & Professional Services

John B. Rutledge, P.E., C.M.
Chief Operating Officer
Capital Region Airport Commission

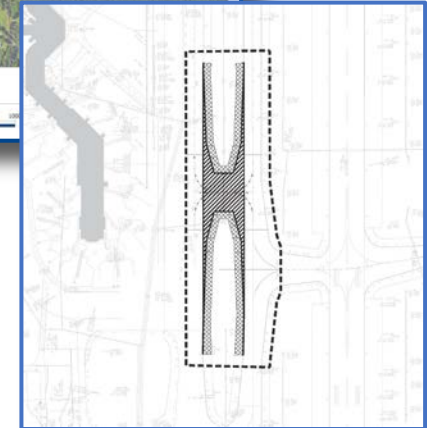


Capital Improvement Program – FY2023-2025

Fiscal Year	Project Description - FY 2023	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 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
Total FY 2023		\$43,871,716
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
Total FY 2024		\$71,900,000
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
2025	Williamsburg Road/East Side Road Intersection Roundabout	\$3,000,000
	Urban Air Mobility Facility - Engineering Report & Environmental	\$500,000
Total FY 2025		\$61,500,000

- 40+ projects over next 3 years
- Airfield improvements including taxiway, apron and Drainage projects
- New Aircraft Rescue & Fire Fighting (ARFF) Station
- Consolidation of security checkpoints into one checkpoint
- Centralized receiving & distribution facility
- Rental Car Facility improvements
- Various landscaping & signage projects
- Various funding Sources: Airport Improvement Program (AIP), Bipartisan Infrastructure Law (BIL), Passenger Facility Charge (PFC), Customer Facility Charge (CFC), Virginia Department of Aviation (DAOV) and Commission funds.
- Dynamic document and subject to change based on availability of funding

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Guest Speaker

Perspective on Airport Opportunities 2022

Darryl H. Daniels, AIA
Principal
Jacobsen|Daniels



DISCOVERING AIRPORT OPPORTUNITIES

11/09/22



PASSENGER SERVICES & AMENITIES

- Improving the Travel Experience
 - Spa
 - Gym
 - Valet Parking
 - VIP Lounges
 - Concierge Services



INFRASTRUCTURE

- Build More Stuff!
 - Capital Improvement Program (CIP)
 - Renovations
 - Upgrades
 - New Construction
 - Sustainability/Environmental
 - Wildlife Management
 - Cultural Resources/Preservation



OPERATIONS

- Keeping the Doors Open
 - Waste
 - Window Washing
 - Power Washing the sidewalks
 - Rubber removal
 - Security



CONCESSIONS

- Making it Unique and Local
 - Food & Beverage
 - News & Gifts
 - Kiosk Programs
 - Local Vendors
 - Design/Construction Management/Operations



THIRD-PARTY ACTIVITIES

- Management Options
 - General Aviation
 - Tower/Ramp control
 - Parking
 - Waste
 - Terminal Operations
 - Airline Operations





We see the journey,
differently...

BREAK TIME

Next: **Moderated Panel: “Doing Business at RIC”**

Prime Contractors, Subcontractors, Certification
& Small Business Lending/Bonding

Moderated Panel

“Doing Business at RIC”

Prime Contractors, Subcontractors,
Certification & Small Business
Lending/Bonding

Panel Discussion on *Doing Business at RIC!*



Moderator

Angela Booker,
Principal
ISFAC, LLC

Commission's Supplier
Diversity Consultant

Nancy West, Founder and Managing Member
EXSTARE Federal Services Group.

Ed Wessel, President
Hi-Way Paving, Inc.

Alison Hanson, President
H&B Surveying

Calvin Thweatt, Director DBE Outreach,
Commonwealth of Virginia
Dept. of Small Business and Supplier Diversity (SBSD)

Chris Hairston-White, SVP
VCC Social Enterprises

Airport Concessions: “Getting Ready for the Next Opportunity”

Remarks from businesses
engaged in airport concessions

Airport Partners and Concessions

- While we have heard about the Airport Commission's plans for procurements and construction the other equally important opportunity is understanding our airport community.
- Airlines
- Rental Cars
- Vending
- US Dept of Homeland Security – TSA
- Food and Beverage
- Airport Retail

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Concession

“Getting ready for the next opportunity”

- DNC (Delaware North Company & Superior Hospitality)
 - Tyrone Nabbie, Joint Venture partner
- HUDSON (AMS-NIA)
 - Bridget Biagas, VP Partner Relations & Business Diversity



P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM

- U.S. Small Business Administration
 - Mentoring, advisory, financial services for small businesses
 - Ford Scott
- Virginia Dept. Small Business and Supplier Diversity
 - Calvin Thweatt
 - ACDBE and DBE certification expert.



U.S. Small Business
Administration



Thank you for joining us today!

Enjoy the networking opportunities



Networking Open

11:30am – 12:00pm

**Small Business Administration (U.S. SBA)
Orientation Seminar on Lending/Bonding**

P.O.W.E.R. TOGETHER, OPPORTUNITY 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

If you are not registered in eVA, please consider it.

eVACustomerCare@dgs.virginia.gov OR <https://eva.virginia.gov/>

Virginia Department of Small Business and Supplier Diversity ...

www.sbsd.virginia.gov

VISIT our NETWORKING HALL, We are pleased to have a variety of Airport partners present today for you.

Airlines: American Airlines, United Airlines

Contractors, HIWAY PAVING, BRANSCOME, DPR, W.M. JORDAN

A/E Firms, CP&Y, Gresham

Concessions: DNC/Superior Hospitality, Hudson (AMS-NIA) Quick Snack Vending,

Rental Cars: Enterprise/National/Alamo; Hertz/ Dollar

Government: Small Business Administration,

Transportation Security Administration

Virginia Dept of Small Business and Supplier Diversity

SUPPLIER DIVERSITY PROGRAM