<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>9:00am – 9:10am</td>
<td>Welcome and Opening Remarks</td>
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<tr>
<td>9:10am – 9:45am</td>
<td>Airport Goods and Services, Construction &amp; Professional Services</td>
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<tr>
<td>9:50am – 10:10am</td>
<td>Guest Speaker: Perspective on Airport Opportunities</td>
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<tr>
<td>10:15am – 10:30am</td>
<td>Break</td>
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<tr>
<td>10:30am – 11:00am</td>
<td>Moderated Panel, “Doing Business at RIC”</td>
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<tr>
<td>11:00am – 11:20am</td>
<td>Airport Concessions: “Getting Ready for the Next Opportunity”</td>
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<td>11:20am – 1:00pm</td>
<td>Network Hall Opens</td>
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<tr>
<td>11:30am – 12:00pm</td>
<td>Small Business Administration (U.S. SBA) Orientation Seminar</td>
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</table>
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
P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM
Purchasing continued

Customer Care:

866-289-7367

eVACustomerCare@dgs.virginia.gov
https://eva.virginia.gov/
P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM  
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](http://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!
P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM
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.
P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM
Purchasing continued
P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM
FBO RFP 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

- 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.
Capital Improvement Program – FY2023-2025
Guest Speaker

Perspective on Airport Opportunities 2022

Darryl H. Daniels, AIA
Principal
Jacobsen|Daniels
PASSENGER SERVICES & AMENITIES

• Improving the Travel Experience
  ○ Spa
  ○ Gym
  ○ Valet Parking
  ○ VIP Lounges
  ○ Concierge Services
INFRASTRUCTURE

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

• Keeping the Doors Open
  o Waste
  o Window Washing
  o Power Washing the sidewalks
  o Rubber removal
  o Security
CONCESSIONS

• Making it Unique and Local
  o Food & Beverage
  o News & Gifts
  o Kiosk Programs
    • Local Vendors
  o 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!

**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

**Moderator**

**Angela Booker**, Principal
ISFAC, LLC
Commission’s Supplier Diversity Consultant
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
- Food and Beverage
- Airport Retail
P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM
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.
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
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