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

November 8, 2023 | 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: Sandra Long, SLA Worldwide

10:15am – 10:30am Break

10:30am – 11:00am **POWER University – Student Videos and Grant Presentation**

11:00am – 1:00pm Network Hall Opens *stay for door prizes*

11:00am - 11:20am

11:20am - 11:40am

Panel Discussion – Concessions Moderator: Russ Peaden

Panel Discussion – Construction Moderator: Angela Booker





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

Mikea Turner NBC12



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

James M. Holland, 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





Customer Care:

866-289-7367

eVACustomerCare@dgs.virginia.gov https://eva.virginia.gov/



- 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 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!



Fixed Base Operator RFP – EAST SIDE

- RFP is out and proposals are due on Nov 30, 2023
- Award is expected in first quarter of 2024, 30-year 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 proposer as they move past award stage into development phase.



New Concession Opportunities

- Automated Vending in Concourse First Quarter 2024
- Rental Car Concession 2025
- Security Checkpoint realignment and future concessions over 14,000 sf in space to be redeveloped
- Food and Beverage program RFP publishes in 2026, major reutilization of terminal and concourse space



P.O.W.E.R. Together Business Opportunities Forum Capital Improvement Program – FY 2024-2026

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





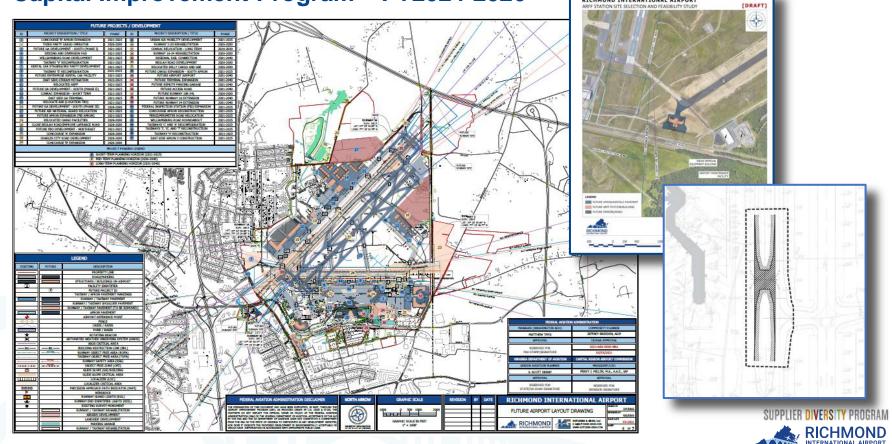
P.O.W.E.R. Together Business Opportunities Forum Capital Improvement Program – FY2024-2026

Fiscal Year	Project Description		Total
	AMF Restroom and SRE Facilty Bunk Rooms Renovations		\$370,000
2024	Consolidated Security Checkpoint Checkpoint (Design)		\$1,500,000
	Concourse A Restroom Renovations		\$750,000
	Center Core Landscaping		\$1,300,000
	East Side Apron 5 (Design)		\$500,000
	Reconstruct Taxiways E & C Intersections		\$16,000,000
	Vehicle Car Wash at Airport Maintenance Facility		\$1,000,000
	Williamsburg Road/Airport Drive Entrance Feature Improvements (Design)		\$200,000
	Concourses A & B Furniture		\$500,000
	Baggage Handling System Conveyor Belt Replacement		\$600,000
	Baggage Makeup Area Roll Up Door Replacement		\$200,000
	Baggage Security/ Fire Door Replacement		\$284,000
	Terminal Drive Trench Drain Repairs		\$500,000
	LED Lighting Upgrade - Interior Phase 2		\$600,000
	Hawthorne Hangar Roof Replacement		\$800,000
	Parking Garage Roof Top Units (2)		\$500,000
	Terminal HVAC Improvements - Air Balance		\$300,000
	Video Camera Infrastructure		\$500,000
		Total FY 2024	\$26,404,000
	Master Plan Update		\$1,500,000
2025	Snow Removal Equipment (Snow Tractor with Plow and Broom)		\$1,300,000
	New Aircraft Rescue and Fire Fighting Facility (Construction)		\$23,000,000
	Electric Vehicle Charging Stations		\$500,000
	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 (Design)		\$500,000
	Reconstruct Mid-Concourse Apron (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
	AOA Gate W7 Renovations		\$300,000
	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		\$1,500,000
	Emergency Call Box Replacement		\$600,000
	Runway Snow Plow Truck		\$350,000
		fotal FY 2025	\$70,250,000
2026	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
	Concourse B Passenger Boarding Bridges		\$11,250,000
		Total FY 2026	\$71.250.000

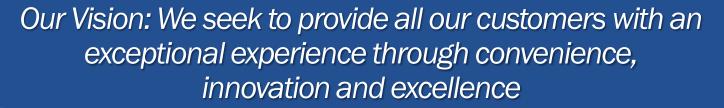
- 45+ projects over the next 3 years
- Airfield improvements including taxiways, apron, and Drainage projects
- New Aircraft Rescue & Fire Fighting (ARFF) Station
- Consolidation of security checkpoints
- Centralized receiving & distribution facility
- Rental Car Facility improvements
- Various landscaping & 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 the availability of funding



P.O.W.E.R. Together Business Opportunities Forum Capital Improvement Program – FY2024-2026



Our Mission: We move people, business, and commerce to advance the Richmond region.









Guest Speaker

Business Development

Sandra Long Founder and CEO SLA Worldwide



BREAK TIME

Next: P.O.W.E.R. University

- Student Videos
- Grant Award Presentation





Class of 2023

Dr. Yolanda Avent-Roane Sharon Britt Joanne Hewett Chef Maria Kemp Ky Langley











TOP 3 STUDENT VIDEOS

- Automated Vending Solutions
- Avent Diversity Consulting, LLC
- Beyond Decadence, Inc.





Welcome our Gold Sponsor – ENTERPRISE to announce the winner of POWER University "Best Pitch" Small Business Grant







Best Business Pitch

Dr. Yolanda Avent-Roane Avent Diversity Consulting, LLC



Interested in our next session?

Scan the QR code to register for more information or visit our booth in the Exhibit Hall



Moderated Panel

Airport Concessions: "Getting Ready for the Next Opportunity"

Remarks from businesses engaged in airport concessions



Panel Discussion "Getting Ready for the Next Opportunity"

Kerry Adams, Director, Culture & Community Departure Media Airport Advertising

Moderator

Russ Peaden, Director Properties & Concessions

Capital Region Airport Commission Martin Short, Lead Economic Development Specialist U.S. Small Business Administration

Tyrone Nabbie, President & CEO Superior Hospitality Group

Isela Toledo, Director Strategic Alliances Hudson

Yolanda Woodruff, Director of Operations - Concessions Jacobsen Daniels



Moderated Panel

"Construction at RIC"

Prime Contractors Certification & Small Business Lending/Bonding Commission's Architect Airport Commission COO



Panel Discussion on Construction at RIC!

Kenneth Mitchell, Estimator

Branscome

Moderator

Angela Booker, Principal ISFAC, LLC

Commission's Supplier Diversity Consultant Calvin Thweatt, Director of DBE Outreach

VA Department of Small Business & Supplier Diversity

Farrah Massenburg, Supplier Diversity Manager W.M. Jordan Company

Eric Sweet, Studio Leader Gresham Smith

John Rutledge, Chief Operating Officer Capital Region Airport Commission



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





Thank you!







