

# 4th Annual P.O.W.E.R. Together Opportunities Forum

November 13, 2024 | Greater Richmond Convention Center



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

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SUPPLIER DIVERSITY PROGRAM  
 **RICHMOND**  
INTERNATIONAL AIRPORT

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

9:00am-9:10am Welcome and Opening Remarks

9:15am-9:25am Doing Business with the Airport

9:30am-10:00am Resource Partner Panel

10:05am-10:35am Access to Capital Panel

10:40am-11:10am Concessions Panel

11:15am-11:45am Graduation/Power U Pitch winner

11:50am-12:10am Break

❖ Exhibit Hall open during break- until end of program

12:15am-12:45pm Guest Speaker- William Randolph

12:50pm-1:15pm Construction Resource Panel

1:20pm-2:00pm Richmond Airport Opportunities

2:00pm-3pm Exhibit Hall/Networking

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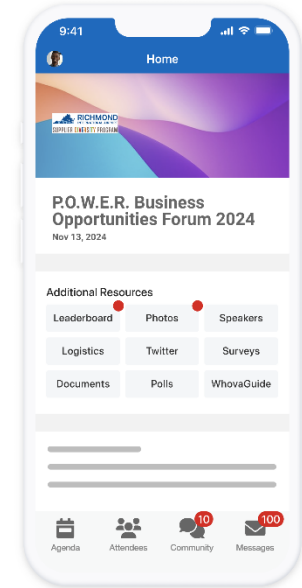
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Event Invitation Code: FlyRIC2024



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

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



# How to Do Business With The Airport

**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 \$2,000.00 from vendors without using the eVA quick quote process.
- Purchases above \$2,000.00 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

- 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](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

### AIRPORT CONCESSION DISADVANTAGED BUSINESS ENTERPRISE PROGRAM

Qualified ACDBE firms are eligible to participate as prime concessionaires, sub-concessionaires, joint venture partners, and suppliers of goods and services to concession operators.

The Commission encourages all firms that may be eligible to be certified as an ACDBE according to the requirements of 49 Code of Federal Regulations (CFR) Part 23 to seek such certification.

**Virginia Department of Small Business and Supplier Diversity**  
101 N. 14th Street, 11th Floor  
Richmond, VA 23219  
Phone: 804-786-6585; Toll-free: 1-888-792-6323  
[www.sbsd.virginia.gov](http://www.sbsd.virginia.gov) or

**Metropolitan Washington Airports Authority  
Department of Supplier Diversity**  
1 Aviation Circle  
Washington, DC 20001  
Phone: 703-417-8625  
[www.mwaa.com/business/departmentsupplier-diversity-dsd](http://www.mwaa.com/business/departmentsupplier-diversity-dsd)





# Find Opportunities

- Bid documents are available for download from eVA, the Commonwealth of Virginia's online electronic procurement system at <https://eva.virginia.gov>
- To view Business Opportunities for the Capital Region Airport Commission only, click on the
- **"Advanced Search" button and select "Capital Region Airport Commission" from the "Agency/Entity" drop-down.**



Customer Care: 866-289-7367  
eVACustomerCare@dgs.virginia.gov  
<https://eva.virginia.gov/>

# Panel Discussion “Resource Partner Panel with the Chambers”

## Moderator

**Dr. Yolanda Avent,  
CEO and Founder**

Avent Diversity  
Consulting

**Ernisha Hall, Founder President & CEO,** Virginia  
Black Chamber of Commerce

**My Lan Tran,** Executive Director, Virginia Asian  
Chamber of Commerce

**Brittany Seward,** Program Manager, Community  
Development and Leadership- Chamber RVA

**Michel Zajur,** Founder and CEO, Virginia Hispanic  
Chamber of Commerce



# *Up Next Access to Capital Panel*

Economic Development Leaders, Lending Firms, and Technical Assistant industry leaders discuss lending challenges, how to navigate expansion and the importance of good bookkeeping



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# Panel Discussion on *Access to Capital!*

## Moderator

**Angela Booker,**  
Principal  
ISFAC, LLC

Commission's Supplier  
Diversity Consultant

**Sharon Anderson-Grooms,** Business Specialist  
Henrico Economic Development Authority

**Ron Simms,** Vice President of Business Development  
Horizon Banks

**Vjaughn Ingraham,** Capital Access Consultant  
Bridging Virginia

**Martin Shorts,** Lead Economic Development Specialist &  
Public Information Officer  
U.S. Small Business Administration

**Chandra Hurst,** Vice President, Business  
Consultant Chase Bank



# *Next Session: Concession Panel*

Learn what prime concessionaires look for in the rapid growing industry of aviation and how to navigate trends.



# Upcoming Session: Pitch Competition

Platinum Sponsor- **Gresham Smith**

Gold Sponsor-- **Delaware North**

Gold Sponsor- **W.M. Jordan**

Silver Sponsor- **Enterprise Mobility**

Bronze Sponsor- **Departure Media**

Pitch Competition Sponsor: **ISFAC Consulting,**

Attendee Bag Sponsor: **RVA Financial,**

Radio Media Sponsor: **MikeKing Biz**

Lanyard Sponsor: **Bridging VA**

Media Sponsor: **HayWire Media Group**

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



**Joi Fultz**  
CBS Channel 6



# POWER University

## TOP 3 STUDENT VIDEOS

- Jewel Whiting CO.
- Rollin Eatz
- Tress Obsessed



# POWER University

Best Business Pitch- Third Place

Jewel Whiting CO

Jewel Ragsdale

# POWER University

Best Business Pitch- Second Place

Latoria Henderson

Rollin Eatz

# POWER University

Best Business Pitch- First Place

Maxine Pittman

Tress Obsessed



Tress Obsessed



BLADEN GROUP



# BREAK TIME

Next: Guest **Speaker**

- Construction Resource Panel
- Commission Opportunities



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Having trouble joining? Search for our event and enter the invitation code: FlyRIC2024

# POWER Conference APP

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# Keynote Address Presented by Founder and President of



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Guest Speaker

# THINK Acquisition

**William C. Randolph**

Founder & President, THINK Acquisition





Moderated Panel

# Airport Concessions: “Getting Ready for the Next Opportunity”

Remarks from businesses engaged in airport concessions



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# Panel Discussion “Getting Ready for the Next Opportunity”

**Russ Peaden,**  
Director Properties &  
Concessions

Capital Region Airport  
Commission

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

**Sunshine White,** Director of Strategic Partnerships  
Delaware North

**Shelby Scales,** Vice President, Strategic Alliance  
HMSHost

**Yolanda Woodruff,** Director of Operations - Concessions  
Jacobsen Daniels

Moderated Panel

# “Construction”

Networking

Small Business Lending/Bonding Commission’s

Technical Assistance



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# Panel Discussion “Getting Ready for the Next Opportunity”

**Farrah Massenberg**  
Manager of Supplier  
Diversity

Capital Region Airport  
Commission

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

**Martin Short**, Lead Economic Development Specialist  
U.S. Small Business Administration

**Tyrone Nabbie**, President & CEO  
Superior Hospitality Group

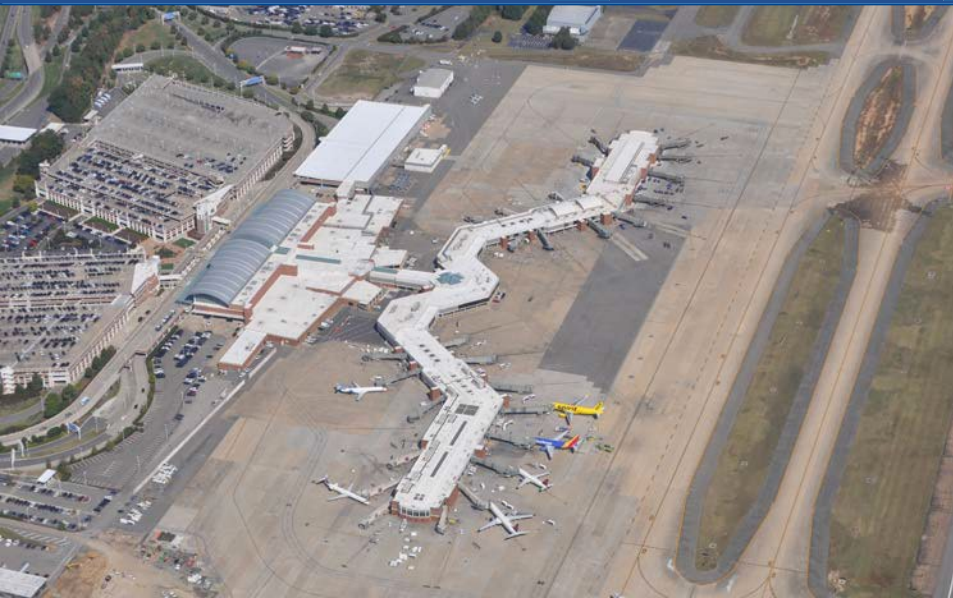
**Isela Toledo**, Director Strategic Alliances  
Hudson

**Yolanda Woodruff**, Director of Operations - Concessions  
Jacobsen Daniels

# 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 – FY2025-2027

Fiscal Year	Project Name	Funds
2025	Aircraft Rescue & Fire Fighting Station (Construction)	30,000,000
	Aircraft Rescue and Fire Fighting B&G Fire Truck	1,500,000
	Airport Fuel Farm for Commercial & GA Aircrafts	10,000,000
	Airport Maintenance Facility Restrooms Renovation	120,000
	Baggage Make-up Area Roll-Up Door Replacement	200,000
	CAD/RMS Replacement	225,000
	Center Core Landscaping	3,000,000
	Concourse A Restroom Renovations	750,000
	East Side Apron 5 (Design)	500,000
	Economy Lot A Rehabilitation	200,000
	EVIDS Monitors Replacement	150,000
	Infrastructure for Concessions in Concourses A and B	500,000
	LED Lighting Parking Garages	2,250,000
	Millwork Modifications for Common Use Platform	200,000
	Mobil Passenger Stairway	375,000
	Rental Car Counters Relocation and Enclosed Walkway Connector	18,000,000
	Rental Car Planning and RFP Consultant Services	300,000
	Runway Thermoplastic Signs Replacement	100,000
	Snow Removal Equipment - 22 foot Runway Flow Truck & Snow Blower	1,250,000
	Video Camera Infrastructure Improvements	1,150,000
<b>Total FY 2025:</b>		<b>70,770,000</b>
2026	Automated Parking Guidance System	6,600,000
	Baggage Handling System Security / Fire Door Replacement	300,000
	Consolidated Security Checkpoint	60,000,000
	Concourse A&B West Apron Reconstruction	5,500,000
	Concourse B Restrooms Renovation	750,000
	Concourse B Rooftop HVAC Units Replacement	5,750,000
	Consolidated Receiving and Distribution Facility (Design)	500,000
	East Side Stream Mitigation	500,000
	Electrical Vehicle Charging Stations	350,000
	Emergency Call Box Replacement	600,000
	Fiber Optic Cable Capacity Enhancement	125,000
	Gate W-7 Refurbishment	300,000
	Information Technology Infrastructure Improvements	600,000
	Landside Facilities Wayfinding	200,000
	LED Lighting - Concourses Ramp, Parking Lots, Terminal Drive	1,750,000
	Mid-Concourse Apron Reconstruction (Design)	500,000
	Parking Garage Roof Top HVAC Units Replacement	200,000
	Passenger Boarding Bridge Replacement - Concourse B	7,250,000
	SIDS Active Shooter Detection System	225,000
	Snow Removal Equipment - Snow Tractor with Plow & Broom	1,650,000
Snow Removal Equipment Building - Bunkroom Renovation	250,000	
Solar Energy Infrastructure Feasibility and Design	200,000	
Williamsburg Road/Airport Drive Entrance Feature	200,000	
<b>Total FY 2026:</b>		<b>94,300,000</b>
2027	AMF Equipment Maintenance & Salt/Sand Storage	2,200,000
	East Side Apron 5 (Construction)	12,000,000
	Airport Maintenance Facility Equipment Storage Building	4,000,000
	Central Plant Improvements (Study/Engineering)	250,000
	Consolidated Receiving and Distribution Facility (Construction)	10,000,000
	East Side Apron 2 (Design)	225,000
	East Side Apron 4 Reconstruction (Design and Construction)	12,000,000
	East Side Drainage Improvements	2,500,000
	East Side General Aviation Terminal	25,000,000
	LED Runway Edge Lights	900,000
	Terminal HVAC Air Balance	300,000
Williamsburg Road/ East Side Road Intersection Roundabout	3,000,000	
Urban Air Mobility Facility - Study/Engineering Report	500,000	
<b>Total FY 2027:</b>		<b>72,875,000</b>

☐ 50+ projects during the next (3) fiscal years

☐ Capital Improvement Projects include airside, landside, and building facilities

☐ Major Capital Construction Projects are:

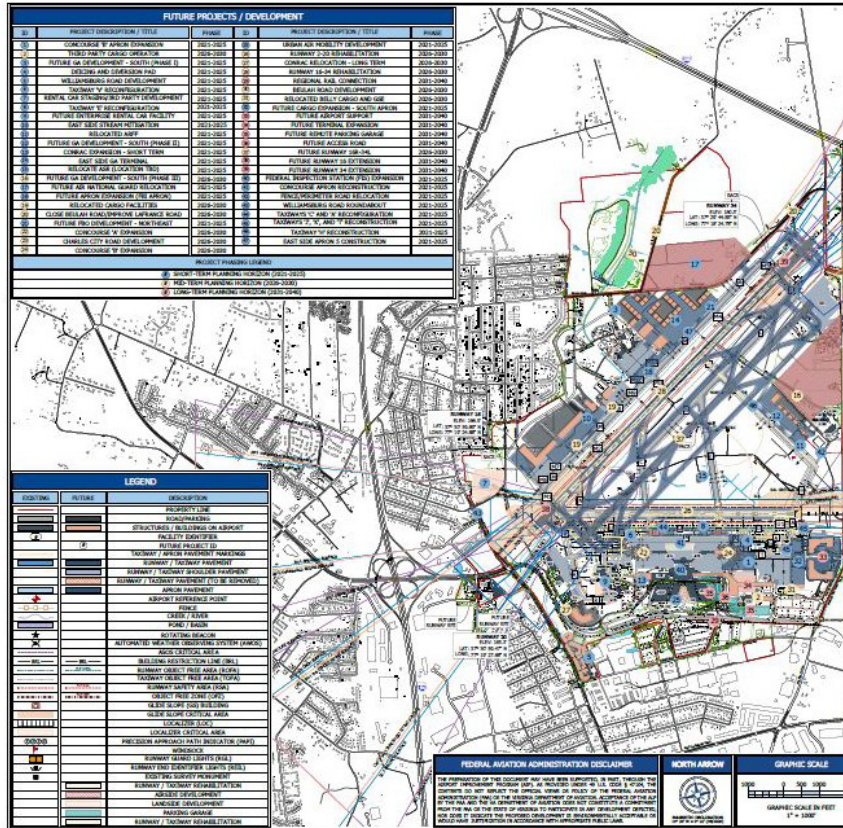
- Aircraft Rescue & Fire Fighting Station
- Automated Parking Guidance System
- Center Core Landscaping
- Concourse B Passenger Boarding Bridge Replacement
- Consolidated Security Checkpoint
- Concourse A&B West Apron Reconstruction
- Concourse B Rooftop HVAC Units Replacement
- LED Lighting Parking Garages
- Rental Car Counters Relocation and Enclosed Walkway Connector

**Funding Sources:** Airport Improvement Program (AIP), Bipartisan Infrastructure Law (BIL), Passenger Facility Charge (PFC), Customer Facility Charge (CFC), Virginia Department of Aviation (DOAV), and Commission Funds.

**Note:** Projects execution priorities are subject to change based on the availability of funding.

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

## Capital Improvement Program – FY2025-2027



# Food, Beverage and Retail

## The City Within A City



# 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
- US Dept of Homeland Security – TSA
- Food and Beverage
- Airport Retail



# Supplier Opportunities

## Rental Car Center (Hertz, Enterprise, and AVIS)

- **Appliance repair/maintenance- 811412**
- **Auto repair- 811111, 488320, 423120, 811198, 441330, 811114**
- **Car wash- 811192**
- **Fuel- 424720, 424710, 457120, 457210**
- **Glass- 811122**
- **Janitorial- 561720**
- **Locksmiths- 561622**
- **Office supplies- 459410**
- **Oil change vendors- 811191**
- **Parking lots- 812930**
- **Roadside towing- 488410**
- **Security- 561612, 561621**
- **Shuttle services- 485999**
- **Signs- 339950**
- **Third party labor- 561320, 561210, 561110**
- **Tires- 441340, 423130**

Parking Facilities

Environmental Service Department

Safety Gear

Landscaping supplies

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

## Purchasing continued

### New Concession Opportunities

- Concourse Bars – Con A and Con B
- Coffee Shop / Lounge – Con A –SBA set aside
- Concourse Bars and Coffee Shop Rental Car Concession 2025
- Rental Car RFP in January 2025 for July 2025 Term
- 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

# Thank you for joining us today!

## Enjoy the networking opportunities



# Thank you!



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

*Our Vision: We seek to provide all our customers with an  
exceptional experience through convenience,  
innovation and excellence*



Thank you.