

Capital Region Airport Commission



Business Opportunities FY2017—FY2018



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 that prohibit unlawful discrimination. 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, woman-owned, minority-owned and other businesses—all of which have significant participation in 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 opportunity fairs, and other activities to ensure that interested businesses are aware of available opportunities and how to pursue them. All businesses interested in doing business with the Airport are also 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 eva.virginia.gov.

AIRPORT DEPARTMENT BUYERS

- **Baggage Handling**
Chris Healy, Manager
Chealy@flyrichmond.com
- **Heating Ventilation & Air Conditioning (HVAC), Electrical**
Brad Christopher, Manager
Bchristopher@flyrichmond.com
- **Custodial Services**
Paul Barksdale, Manager
Pbarksdale@flyrichmond.com
- **Police**
Althea Veney, Public Safety Assistant
Aveney@flyrichmond.com
- **Aircraft Rescue Firefighting (ARFF)**
Shannon Winebarger, Chief
Swinebarger@flyrichmond.com
- **Utilities and Grounds**
Scott Walker, Foreman
Swalker@flyrichmond.com
- **Airfield Maintenance Facility – Auto Shop (AMF)**
Folger Tuck, Foreman
Ftuck@flyrichmond.com
- **Parking Services – Ground Transportation**
Joe Alberti, Supervisor
Jalberti@flyrichmond.com
- **Information Technology (IT)**
Steve Owen, Director
Sowen@flyrichmond.com
- **Building Maintenance**
Patrick Young, Manager
PYoung@flyrichmond.com
- **Electronics**
Dennis Smith, Foreman
Dsmith@flyrichmond.com

ADVOCACY GROUPS

- **eVA**
eVA Customer Care—866-289-7367
<http://eva.virginia.gov/>
- **DMBE**
Chris Tavenner, Business Development Specialist
Mark.Tavenner@dmbe.virginia.gov

OPPORTUNITIES—CAPITAL PROJECTS

April— December 2017	Estimated Cost
Refurbish Existing Chillers	\$ 400,000.00
Rental Car Garage Connector & Counter Relocation	4,000,000.00
HVAC Refurbishment	500,000.00
Security and Fiber Optic Comm Improvements	400,000.00
Storm Water Management Facility Rehab	300,000.00
East Side Road Traffic Signal	300,000.00
Taxiway "A" South Rehab	3,000,000.00
Terminal Curbside Roadway Concrete Rehab	200,000.00
Security Check Point "B" Expansion	4,500,000.00
Public Parking Garage Maintenance	600,000.00
TNC/Cell Phone Lot South	500,000.00
Baggage Handling System Upgrades	500,000.00
Landscaping	400,000.00
Central Utility Plant & Cooling Tower Expansion	1,500,000.00
AMF & ARFF Fuel Pump Replacement	300,000.00
Roof Repairs	200,000.00
Jet Bridge Replacement	750,000.00
Maintenance Storage Building & Offices	4,500,000.00
Cargo Building Parking Lot Repairs	300,000.00

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 \$30,000.00 we strongly urge all businesses to register in eVA, the Commonwealth's Business Opportunity System for solicitation notification at <http://www.eva.state.va.us/> . 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 \$30,000.00 we strongly urge all businesses to register in eVA, the Commonwealth's Business Opportunity System for solicitation notification at <http://www.eva.state.va.us/> .

John Rutledge
 Director, Planning & Engineering
 Heating Ventilation Air Conditioning (HVAC), Baggage Handling
Jrutledge@flyrichmond.com

Troy Bell
 Director, Marketing & Air Service Development
 Ground Transportation
Tbell@flyrichmond.com

Russ Peaden
 Director, Real Estate & Facilities
 Building Maintenance, Electronics, Electrical, Computer Drawing
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Steve Owen
 Director, Finance
 Information Technology (IT)
Sowen@flyrichmond.com

Vic Williams
 Director, Public Safety
 Aircraft Rescue & Firefighting, Police, Airfield Maintenance Facility, Utilities & Grounds, Custodial
Vwilliams@flyrichmond.com

OPPORTUNITIES—GOODS & SERVICES

AUTOMOTIVE MAINTENANCE FACILITY (AMF)

Folger Tuck, Foreman
Ftuck@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Fuel	6,000 Gallons/Mo	\$ 21,250.00
Automotive Parts	Varies/Mo	6,000.00
Tires	10 Tires/Mo	3,000.00
Heating Fuel	Seasonal (Oct.-Mar.)	2,500.00
Small Equip. Repair	Varies/Mo	1,500.00
Wearing Apparel	Varies/Mo	300.00

HVAC

Brad Christopher, Manager
Bchristopher@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Repair/Replacement	As Needed	\$ 5,000.00
Motors, Capacitors	As Needed	3,750.00
Relays, Contactors, Etc.	As Needed	1,000.00
Misc. Tubing, Fittings	As Needed	500.00

Contract Services	Estimated Quantity	Est. Annual Value
Gas Phased Filters		\$ 125,000.00
Controls; Repair, Programming & Parts		21,000.00
HVAC Filters		15,000.00
Chiller Maintenance & Repair		15,000.00
Cooling Tower PM & Repair Parts		10,000.00
Chemicals		5,000.00

OPPORTUNITIES—GOODS & SERVICES, Continued

PUBLIC SAFETY

Althea Veney
Aveney@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Commission Uniforms (except Police, ARFF, Auto and U&G)		\$ 28,000.00
Police Apparel/ Body Armor/ Accessories		20,000.00
Ammunitions/Weapons		14,000.00
Coffee Supplies		8,000.00
Badging Supplies/Office Supplies		4,000.00
PD Training Supplies		600.00

Contract Services		Est. Annual Value
Gate Security Guards		\$ 44,466.00
Printing Services	As Needed	13,200.00
Police Radar Calibration		900.00
Physicals	Pre Employment per Employee	350.00
Car Wash	As Needed	15.00 per ea. wash

OPPORTUNITIES—GOODS & SERVICES, Continued

UTILITIES & GROUNDS

Scott Walker, Foreman
Swalker@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Landscape Supplies	Varies/Mo	\$ 2,000.00
Chemicals	Varies/Mo	2,000.00
Irrigation Supplies	Varies/Mo	1,000.00
Safety Gear, Boots, Etc.	Varies/Mo	1,000.00
Fence Repair	Varies/Mo	1,000.00
Signs, Road and Custom	Varies/Mo	500.00
Sand & Stone Hauling	Varies/Mo	500.00

Contract Services	Est. Annual Value
Deicing Chemical	\$ 200,000.00
Airfield Painting	75,000.00
Snow Removal	Per event 30,000.00
Friction Testing & Rubber Removal	25,000.00
Airfield Sand	15,000.00

GROUND TRANSPORTATION

Shadrack Chumba, Coordinator
Schumba@flyrichmond.com

Troy Bell, Director
Tbell@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Parking Tickets	Purchased Quarterly	\$ 5,000.00
Secret Shopper Services	Year	2,000.00
Office Cleaning Supplies		2,000.00
Shuttle Bus Cleaning	Monthly	1,500.00
Misc. Printing/Office Supplies		1,000.00
Garage Supplies:Barricades, Barricade Tape, Rope, Tape, Etc.		300.00

OPPORTUNITIES—GOOD & SERVICES, Continued

BAGGAGE HANDLING SERVICES

Chris Healy, Manager
Chealy@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Conveyor Belting		\$ 6,000.00
Motor Gearbox Repair		2,083.00
Wearing Apparel		1,200.00
Machine Shop Services		625.00
Replacement Bearings		458.00
Cleaning Supplies		292.00
Office Supplies		33.00

ELECTRONICS

Dennis Smith, Manager
Dsmith@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Communications Cable	Monthly	\$ 666.00
CCTV: Cameras, Monitors, Etc.	Monthly	666.00
Access Control: Card Readers & Controllers	Monthly	583.00
Fire Alarm Repairs	Monthly	416.00
Fiber Optic Cable, Connectors, Etc.	Monthly	333.00
Data Cable Connectors, Patch Panels, Etc.	Monthly	125.00
Misc. Electronic Hardware Components & Supplies	Monthly	333.00

OPPORTUNITIES-GOODS & SERVICES, Continued

ELECTRICAL

Brad Christopher, Manager
Bchristopher@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Lighting		\$ 100,000.00
Distribution		60,000.00
Generator PM & Repair		30,000.00
Contract Services		Est. Annual Value
PBB Maintenance & Repairs		\$200,000.00

BUILDING MAINTENANCE

Patrick Young
Pyoung@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Building Painting	Monthly	\$ 1,500.00
Door Repairs	Monthly	700.00
Plumbing Supplies	Monthly	300.00
Signs	Monthly	200.00
Contract Services		
Elevator/Escalator		\$ 120,000.00
Fire Suppression		95,000.00

FINANCE

Steve Owen, Director
Sowen@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Cost
Audit Services	5 Year Contract	\$300,000.00

OPPORTUNITIES—GOOD & SERVICES, Continued

CUSTODIAL SERVICES

Paul Barksdale, Manager
Pbarksdale@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Small Tools/Equipment	As Needed	\$ 700.00
Contract Services		Est. Annual Value
Janitorial Supplies		\$ 170,000.00
Waste/Trash Disposal		55,000.00
Window Washing / Exterior Cleaning		43,000.00
Extermination		25,000.00

INFORMATION TECHNOLOGY

Steve Owen, Director
Sowen@flyrichmond.com

Product or Service	Estimated Quantity	Estimated Costs
Network Routing & Switching Replacement		\$75,000.00
Workstation Replacements		47,000.00
42" LCD MUFID Screens		16,000.00
Routing and Network Equipment		13,000.00