

# Capital Region Airport Commission



## Business Opportunities FY2017—FY2018



Now you're going places.



**SUPPLIER  
DIVERSITY  
PROGRAM**

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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](http://eva.virginia.gov).

**AIRPORT DEPARTMENT BUYERS**

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

**ADVOCACY GROUPS**

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- **eVA**  
eVA Customer Care—866-289-7367  
<http://eva.virginia.gov/>
- **DMBE**  
Chris Tavenner, Business Development Specialist  
[Mark.Tavenner@dmb.virginia.gov](mailto:Mark.Tavenner@dmb.virginia.gov)

**OPPORTUNITIES—CAPITAL PROJECTS**

<b>April— December 2017</b>	<b>Estimated Cost</b>
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](mailto:Jrutledge@flyrichmond.com)

**Troy Bell**  
 Director, Marketing & Air Service Development  
 Ground Transportation  
[Tbell@flyrichmond.com](mailto:Tbell@flyrichmond.com)

**Russ Peaden**  
 Director, Real Estate & Facilities  
 Building Maintenance, Electronics, Electrical, Computer Drawing  
[Rpeaden@flyrichmond.com](mailto:Rpeaden@flyrichmond.com)

**Steve Owen**  
 Director, Finance  
 Information Technology (IT)  
[Sowen@flyrichmond.com](mailto:Sowen@flyrichmond.com)

**Vic Williams**  
 Director, Public Safety  
 Aircraft Rescue & Firefighting, Police, Airfield Maintenance Facility, Utilities & Grounds, Custodial  
[Vwilliams@flyrichmond.com](mailto:Vwilliams@flyrichmond.com)

**OPPORTUNITIES—GOODS & SERVICES**

**AUTOMOTIVE MAINTENANCE FACILITY (AMF)**

Folger Tuck, Foreman  
[Ftuck@flyrichmond.com](mailto:Ftuck@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
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](mailto:Bchristopher@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
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

<b>Contract Services</b>	<b>Estimated Quantity</b>	<b>Est. Annual Value</b>
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](mailto:Aveney@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
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

<b>Contract Services</b>		<b>Est. Annual Value</b>
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](mailto:Swalker@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
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

<b>Contract Services</b>	<b>Est. Annual Value</b>
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](mailto:Schumba@flyrichmond.com)

Troy Bell, Director  
[Tbell@flyrichmond.com](mailto:Tbell@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
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](mailto:Chealy@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
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](mailto:Dsmith@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
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](mailto:Bchristopher@flyrichmond.com)

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

**BUILDING MAINTENANCE**

Patrick Young  
[Pyoung@flyrichmond.com](mailto:Pyoung@flyrichmond.com)

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

**FINANCE**

Steve Owen, Director  
[Sowen@flyrichmond.com](mailto:Sowen@flyrichmond.com)

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

**OPPORTUNITIES—GOOD & SERVICES, Continued**

**CUSTODIAL SERVICES**

Paul Barksdale, Manager  
[Pbarksdale@flyrichmond.com](mailto:Pbarksdale@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
Small Tools/Equipment	As Needed	\$ 700.00
<b>Contract Services</b>		<b>Est. Annual Value</b>
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](mailto:Sowen@flyrichmond.com)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Costs</b>
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