

# Capital Region Airport Commission



## Business Opportunities

FY 2017—2020



## SUPPLIER DIVERSITY PROGRAM



[www.flyrichmond.com](http://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 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 community fairs and other activities to ensure that interested businesses are aware of the available opportunities and how to pursue them. All businesses interested in doing business with the Airport are 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.register.gov](http://eva.register.gov)

*Revised 4/18*

## ADVOCACY GROUPS

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eVA

eVA Customer Care—866-289-7367

<http://eva.virginia.gov/>



Small Business and Supplier Diversity

<http://sbsd.virginia.gov/>

[sbsd@sbsd.virginia.gov](mailto:sbsd@sbsd.virginia.gov)



## AIRPORT DEPARTMENT BUYERS

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**Shannon Winebarger, Chief**—Aircraft Rescue Firefighting (ARFF)

*swinebarger@flyrichmond.com*

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**Folger Tuck**—Airfield Maintenance Facility, Auto Shop (AMF)

*ftuck@flyrichmond.com*

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**Chris Healy**—Baggage Handling

*chealy@flyrichmond.com*

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**Paul Barksdale**—Custodial Services

*pbarksdale@flyrichmond.com*

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**Patrick Young**—Building Maintenance

*pyoung@flyrichmond.com*

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**Dennis Smith**—Electronics

*dsmith@flyrichmond.com*

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**Brad Christopher**—HVAC, Electrical

*bchristopher@flyrichmond.com*

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**Steve Owen**—Information Technology

*sowen@flyrichmond.com*

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**Shandrack Chumba**—Parking Services Ground Transportation

*jalberti@flyrichmond.com*

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**Troy Bell, Director**

*tbell@flyrichmond.com*

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**Althea Veney, Public Safety Assistant**—Police

*aveney@flyrichmond.com*

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**Vic Williams, Director**

*vwilliams@flyrichmond.com*

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**Scott Walker**—Utilities & Grounds

*swalker@flyrichmond.com*

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## CAPITAL REGION AIRPORT COMMISSION CONTACTS

**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

*RPEADEN@FLYRICHMOND.COM*

**Vic Williams**

Director, Public Safety

Aircraft Rescue & Firefighting, Police, Airfield Maintenance Facility, Utilities & Grounds, Custodial

*VWILLIAMS@FLYRICHMOND.COM*

**Steve Owen**

Director, Finance & Information Technology (IT)

*SOWEN@FLYRICHMOND.COM*

**OPPORTUNITIES—GOOD, SERVICES AND PURCHASES**

**AUTOMOTIVE MAINTENANCE FACILITY (AMF)**

**FOLGER TUCK, FOREMAN**

FTUCK@FLYRICHMOND.COM

<b>Product or service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
All Wheel SUV		\$35,000.00
Fuel	6,000 Gallons/Month	\$21,250.00
Automotive Parts	Varies	\$6,000.00
Tires	10 Tires/Month	\$3,000.00
Heating Fuel	Seasonal (Mar-Oct)	\$2,500.00
Small Equipment Repair	Varies/Month	\$1,500.00
Wearing Apparel	Varies/Month	\$300.00

**ELECTRICAL**

**BRAD CHRISTOPHER, MANAGER**

BCHRISTOPHER@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Lighting		\$100,000.00
Distribution		\$60,000.00
LED Lighting		\$40,000.00
Generator PM & Repair		\$30,000.00
Airfield Replacement Parts		\$30,000.00
<b>Contract Services</b>		<b>Estimated Annual Value</b>
PBB Maintenance & Repairs		\$200,000.00
CNG Plant & Maintenance		\$12,000.00

**OPPORTUNITIES—CAPITAL PROJECTS 2017-2020, Continued**

	<b>ESTIMATED COST</b>
Security & Fiber Optic Comm Improvements	\$400,000.00
Landscaping	\$400,000.00
Storm Water Management Facility Rehab	\$300,000.00
East Side Road Traffic Signal	\$300,000.00
Roof Repairs	\$200,000.00
Terminal Curbside Roadway Concrete Rehab	\$200,000.00

**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/>.*

**OPPORTUNITIES—CAPITAL PROJECTS 2017-2020**

	<b>ESTIMATED COST</b>
Concourse B Apron Expansion (Construction)	\$9,500,000.00
Concourse B Apron Expansion (Design)	\$765,000.00
Runway 7-25 Conversion to Taxiway (Construction)	\$6,840,000.00
Runway 7-25 Conversion to Taxiway (Design)	\$450,000.00
Taxiways “Kilo” & “Tango” (South End) (Construction)	\$1,935,000.00
Taxiways “Kilo” & “Tango” (South End) (Design)	\$270,000.00
Security Checkpoint B Expansion	\$4,500,000.00
Maintenance Storage Building & Offices	\$4,500,000.00
Rental Car Garage Connector & Counter Relocation	\$4,000,000.00
Concourse A Expansion	\$40,000,000.00
Central Utility Plant & Cooling Tower Ex- pansion	\$1,500,000.00
Master Plan Update	\$1,350,000.00
Jet Bridge Replacement	\$750,000.00
Public Parking Garage Maintenance	\$600,000.00
TNC/Cell Phone Lot South	\$500,000.00
HVAC Refurbishment	\$500,000.00
Refurbish Existing Chillers	\$400,000.00

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, 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 Cost</b>
Firmware Update		\$40,000.00
Baggage System Spare Parts		\$35,000.00
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

**CUSTODIAL SERVICES**

**PAUL BARKSDALE, MANAGER**

[PBARKSDALE@FLYRICHMOND.COM](mailto:PBARKSDALE@FLYRICHMOND.COM)

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Small Tools/Equipment	As Needed	\$700.00
<b>Contract Services</b>		<b>Estimated Annual Value</b>
Janitorial Supplies		\$170,000.00
Window Washing/Exterior Cleaning		\$43,000.00
Waste/Trash Disposal		\$40,000.00
Extermination		\$25,000.00

**OPPORTUNITIES—GOODS, SERVICES & PURCHASES**

***ELECTRONICS***

***DENNIS SMITH, MANAGER***

*SMITH@FLYRICHMOND.COM*

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Upgrade Fire Alarm Control Panels		\$95,000.00
Service Vehicle		\$45,000.00
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 Cables, Connectors, Etc.	Monthly	\$333.00
Misc. Electronic hardware Components & Supplies	Monthly	\$333.00
Data Cable Connectors, Patch Panels, Etc.	Monthly	\$125.00

**OPPORTUNITIES—GOODS, SERVICES & PURCHASES**

***HVAC***

***BRAD CHRISTOPHER, MANAGER***

*BCHRISTOPHER@FLYRICHMOND.COM*

<b>Product or service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Chiller #1 Rebuild		\$80,000.00
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 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 & PURCHASES**

**PUBLIC SAFETY**

**ALTHEA VENEY, PUBLIC SAFETY ASSISTANT**

AVENEY@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Service Vehicle		\$50,000.00
Fire Fighter Bunker Gear— 12 sets		\$30,000.00
Commission Uniforms (except Police, ARFF, Auto and U&G)		\$28,000.00
Police Apparel/Body Ar- mor/Accessories		\$20,000.00
Ammunition & Weapons		\$14,000.00
Coffee Supplies		\$8,000.00
Badging Supplies/Office Supplies		\$4,000.00
Police Training Supplies		\$600.00
<b>Contract Services</b>	<b>Estimated Quantity</b>	<b>Estimated 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 Em- ployee	\$350.00/ea
Car Wash	As Needed	\$15.00 /ea

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES**

**GROUND TRANSPORTATION**

**TROY BELL, DIRECTOR**

**SHADRACK CHUMBA, COORDINA-  
TOR**

TBELL@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Transcore AVI Antennas & Gate Power Supply		\$43,200.00
CNG Service Vehicle		\$35,000.00
Parking Tickets	Quarterly	\$5,000.00
Secret Shopper Services	Annually	\$2,000.00
Office Cleaning Supplies	As Needed	\$2,000.00
Shuttle Bus Cleaning	Monthly	\$1,500.00
Misc. Cleaning/Office Sup- plies	As Needed	\$1,000.00
Garage Supplies: Barricade Tape, Rope	As Needed	\$300.00

**FINANCE**

**STEVE OWEN, DIRECTOR**

SOWEN@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Replace Existing Copiers		\$30,000.00

**INFORMATION TECHNOLOGY**

**STEVE OWEN, DIRECTOR**

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Network Routing & Switch- ing Replacement		\$75,000.00
Server Upgrades & Replace- ments		\$25,000.00
Workstation Replacements		\$15,000.00

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued**

**UTILITIES & GROUNDS**

**SCOTT WALKER, FOREMAN**

SWALKER@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Service Vehicle		\$40,000.00
Landscape Supplies	Varies	\$2,000.00
Chemicals	Varies	\$2,000.00
Irrigation Supplies	Varies	\$1,000.00
Safety Gear, Boots, Etc.	Varies	\$1,000.00
Fence Repair	Varies	\$1,000.00
Signs, Road & Custom	Varies	\$500.00
Sand & Stone hauling	Varies	\$500.00
<b>Contract Services</b>		<b>Estimated Annual Value</b>
Deicing Chemicals		\$200,000.00
Airfield Painting		\$75,000.00
Landside Snow Removal		\$30,000.00
Friction Testing & Rubber Removal		\$25,000.00
Airfield Sand		\$15,000.00

**OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued**

**BUILDING MAINTENANCE**

**PATRICK YOUNG, BUILDING MAINTENANCE MANGER**

PYOUNG@FLYRICHMOND.COM

<b>Product or Service</b>	<b>Estimated Quantity</b>	<b>Estimated Cost</b>
Concourse Sprinkler Dry Drops/Heads		\$75,000.00
Terminal Carpeting		\$50,000.00
Terminal Concourse Painting		\$50,000.00
Massey Bldg Frontage Exterior Landscape		\$35,000.00
Building Painting	Monthly	\$1,500.00
Door Repairs	Monthly	\$700.00
Plumbing Supplies	Monthly	\$300.00
Signs	Monthly	\$200.00
<b>Contract Services</b>		<b>Estimated Annual Value</b>
Elevator/Escalator		\$120,000.00
Fire Suppression		\$95,000.00