

# 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	<b>Welcome and Opening Remarks</b>
9:10am – 9:45am	<b>Airport Goods and Services, Construction &amp; Professional Services</b>
9:50am – 10:10am	<b>Guest Speaker: Sandra Long, SLA Worldwide</b>
10:15am – 10:30am	<b>Break</b>
10:30am – 11:00am	<b>POWER University – Student Videos and Grant Presentation</b>
11:00am – 1:00pm	<b>Network Hall Opens <i>*stay for door prizes*</i></b>
11:00am – 11:20am	<b>Panel Discussion – Concessions Moderator: Russ Peaden</b>
11:20am – 11:40am	<b>Panel Discussion – Construction Moderator: Angela Booker</b>

# 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

P.O.W.E.R. TOGETHER, OPPORTUNITY FORUM  
Purchasing continued



Customer Care:

866-289-7367

[eVACustomerCare@dgs.virginia.gov](mailto:eVACustomerCare@dgs.virginia.gov)

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

# 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

### 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.

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

## Purchasing continued

### **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
2024	AMF Restroom and SRE Facility Bunk Rooms Renovations	\$370,000
	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	
<b>Total FY 2024</b>		<b>\$26,404,000</b>
2025	Master Plan Update	\$1,500,000
	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	
<b>Total FY 2025</b>		<b>\$70,250,000</b>
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	
<b>Total FY 2026</b>		<b>\$71,250,000</b>

- 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



*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.



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





# POWER University

Class of 2023

Dr. Yolanda Avent-Roane

Sharon Britt

Joanne Hewett

Chef Maria Kemp

Ky Langley





# POWER University

## TOP 3 STUDENT VIDEOS

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





# POWER University

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





# POWER University

## Best Business Pitch

Dr. Yolanda Avent-Roane  
Avent Diversity Consulting, LLC



# POWER University

**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”

## Moderator

**Russ Peaden,**  
Director Properties &  
Concessions

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



Moderated Panel

## “Construction at RIC”

Prime Contractors

Certification & Small Business Lending/Bonding

Commission’s Architect

Airport Commission COO

# Panel Discussion on *Construction at RIC!*

## Moderator

**Angela Booker,**  
Principal  
ISFAC, LLC

Commission's Supplier  
Diversity Consultant

**Kenneth Mitchell,** Estimator  
Branscome

**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 for joining us today!

Enjoy the networking opportunities



A COLAS COMPANY



TIMMONS GROUP



Virginia Asian Chamber of Commerce



# Thank you!

