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Business Opportunities



 **RICHMOND**
INTERNATIONAL AIRPORT
SUPPLIER **DIVERSITY** PROGRAM



Business Opportunities

FY 2023-2025

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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. 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, minority, woman-owned and other businesses—all of which have significant participation in all of 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:

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

Revised 11/21

RICHMOND INTERNATIONAL AIRPORT

POWER UNIVERSITY

Register

Date TBD

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Small Business and Supplier Diversity
<http://sbsd.virginia.gov/>
sbsd@sbsd.virginia.gov



Guide. Connect. Succeed.



CAPITAL REGION AIRPORT COMMISSION

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Chief Operating Officer
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Ground Transportation
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Property Leasing, Concessions, Advertising
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Director, Maintenance
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Electrical, Baggage Handling,
HVAC, Automotive Maintenance,
Utilities & Grounds
BCHRISTOPHER@FLYRICHMOND.COM

Carol Gaddis
Director, Information Technology
and Innovation
Information Technology (IT)
CGADDIS@FLYRICHMOND.COM

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES

FINANCE

REGINA CROCKETT, INTERIM DIRECTOR
RCROCKETT@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Replace Existing Copiers		\$24,000

INFORMATION TECHNOLOGY

CAROL GADDIS, DIRECTOR
CGADDIS@FLYRICHMOND.COM



Product or Service	Estimated Quantity	Estimated Cost
Server Upgrades & Replacements		\$12,800
Oracle Projects/Purchasing		\$27,000
File Server Upgrades		\$30,000
Workstation Replacements		\$22,000

PROPERTIES & CONCESSIONS

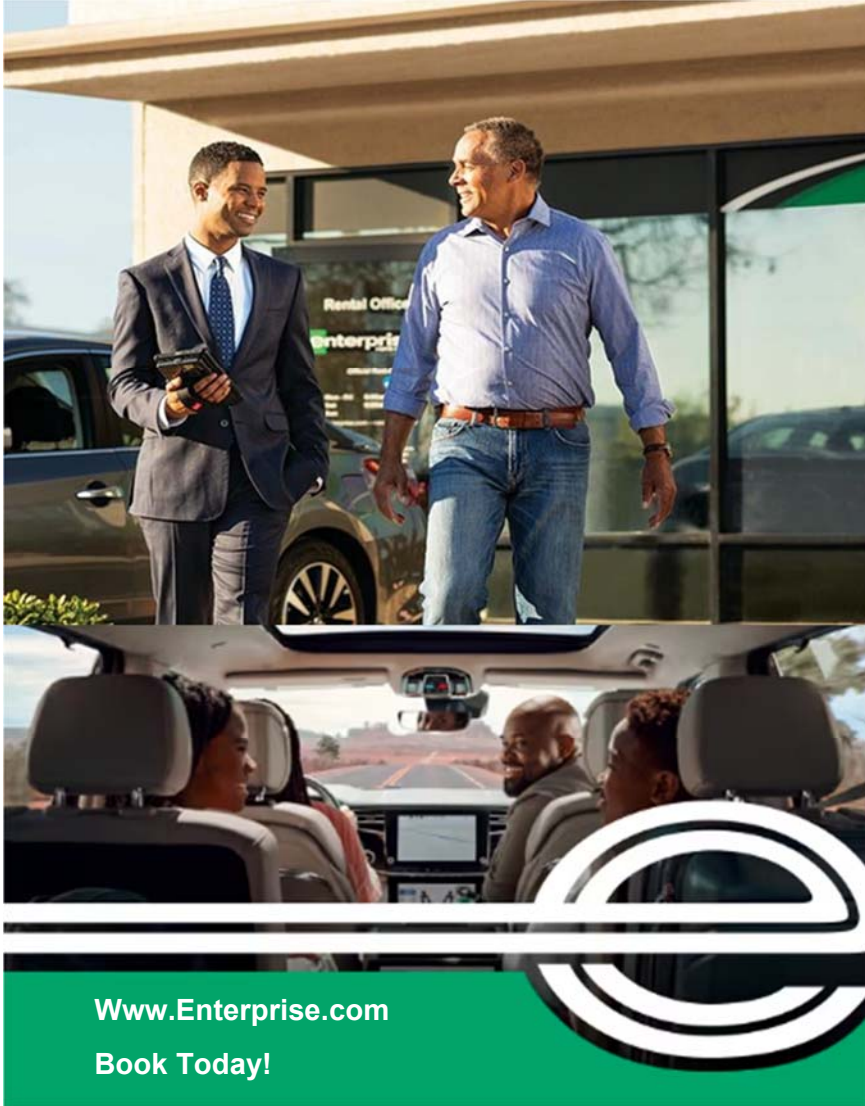
RUSS PEADEN, DIRECTOR
RPEADEN@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
GA Facility/FBO Services	RFP FY2024	Competitive

Sponsorships



Sponsorships



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OPPORTUNITIES—GOODS, SERVICES AND PURCHASES, Continued

MARKETING

TROY BELL, DIRECTOR

TBELL@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Air Service Consulting	RFP FY2024	Competitive
Printing	As needed	Variable
Apparel	Annually	\$2,000
Air Service Analysis Data	Annually	\$15,000
Website Consumer Data	Annually	\$15,000
Promotional Products	As Needed	Variable



GROUND TRANSPORTATION

KEVIN MALLORY, MANAGER

KMALLORY@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Parking Tickets	Quarterly	\$5,000
Secret Shopper Services	Annually	\$2,000
Office Cleaning Supplies	As Needed	\$2,000
Shuttle Bus Cleaning	Monthly	\$1,500
Misc. Cleaning/Office Supplies	As Needed	\$1,000
Garage Supplies: Barricade Tape, Rope	As Needed	\$300

OPPORTUNITIES—GOODS, SERVICES & PURCHASES

ELECTRONICS

CESAR HILARIO, SUPERVISOR

CHILARIO@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
PBX Software Upgrade		\$25,000
Fiber Cabinet		\$25,000
FLIR/Access Control Integration		\$55,000
Service Vehicle		\$45,000
Communications Cable	Monthly	\$1,000
CCTV: Cameras, Monitors, Etc.	Monthly	\$1,000
Access Control Equipment	Monthly	\$1,000
Fire Alarm Repairs	Monthly	\$500
Fiber Optic Cables, Connectors, Etc.	Monthly	\$500
Misc. Electronic Hardware Components & Supplies	Monthly	\$500
Data Cable Connectors, Patch Panels, Etc.	Monthly	\$500

BUILDING SERVICES

PAUL BARKSDALE, MANAGER

PBARKSDALE@FLYRICHMOND.COM

Contract Services	Estimated Annual Value
Janitorial Supplies	\$204,000
Window Washing/Exterior Cleaning	\$50,000
Waste/Trash Disposal	\$40,000
Extermination	\$15,000

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AIRPORT DEPARTMENT BUYERS

PAUL BARKSDALE—Building Services
PBARKSDALE@FLYRICHMOND.COM

TROY BELL—Marketing
TBELL@FLYRICHMOND.COM

ALVIN CARMON—HVAC
ACARMON@FLYRICHMOND.COM

BRAD CHRISTOPHER—HVAC, Electrical, Building Maintenance, Electronics, U&G, BHS, AMF
BCHRISTOPHER@FLYRICHMOND.COM

CAROL GADDIS—Information Technology
CGADDIS@FLYRICHMOND.COM

DOMINIC GORNO—Baggage Handling
DGORNO@FLYRICHMOND.COM

CESAR HILARIO—Electronics
CHILARIO@FLYRICHMOND.COM

KEVIN MALLORY— Ground Transportation
KMALLORY@FLYRICHMOND.COM

STEVE MUNDIE—Electrical
SMUNDIE@FLYRICHMOND.COM

JEREMY NILES—Utilities & Grounds
JNILES@FLYRICHMOND.COM

RUSS PEADEN— Properties & Concessions
RPEADEN@FLYRICHMOND.COM

FOLGER TUCK— Airfield Maintenance Facility, Auto Shop (AMF)
FTUCK@FLYRICHMOND.COM

ALTHEA VENNEY — Public Safety, Operations
AVENNEY@FLYRICHMOND.COM

SCOTT WALKER—Building Maintenance, Electronics
SWALKER@FLYRICHMOND.COM

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES

AUTOMOTIVE MAINTENANCE FACILITY (AMF)
FOLGER TUCK, SUPERVISOR
FTUCK@FLYRICHMOND.COM

Product or service	Estimated Quantity	Estimated Cost
Four Door Service Truck		\$50,000
Michelin Tires (Fire Trucks)	24	\$65,000
Fuel	6,000 Gallons/Month	\$21,250
Automotive Parts	Varies	\$6,000
Tires	10 Tires/Month	\$3,000
Heating Fuel	Seasonal (Mar-Oct)	\$2,500
Small Equipment Repair	Varies/Month	\$1,500
Wearing Apparel	Varies/Month	\$300

BAGGAGE HANDLING SERVICES
DOMINIC GORNO, SUPERVISOR
DGORNO@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Rollup Fire doors		\$150,000
Baggage System Parts		\$35,000
Conveyor Belting		\$10,000
Motor Gearbox Repairs		\$2,000
Wearing Apparel		\$1,200
Machine Shop Services		\$625
Replacement Bearings		\$500
Cleaning Supplies		\$300

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES

UTILITIES & GROUNDS
JEREMY NILES, SUPERVISOR
JNILES@FLYRICHMOND.COM



Product or Service	Estimated Quantity	Estimated Cost
Service Vehicle		\$40,000
Landscape Supplies	Varies	\$2,000
Chemicals	Varies	\$3,000
Irrigation Supplies	Varies	\$1,000
Safety Gear, Boots, Etc.	Varies	\$2,000
Fence Repair	Varies	\$5,000
Signs, Road & Custom	Varies	\$500
Sand & Stone Hauling	Varies	\$500
Contract Services		Estimated Annual Value
Deicing Chemicals		\$200,000
Airfield Painting		\$100,000
Landside Snow Removal		\$30,000
Friction Testing & Rubber Removal		\$25,000
Landside Sand & Salt		\$20,000
Airfield Sand		\$15,000

OPPORTUNITIES—CAPITAL PROJECTS 2024-2026, Continued

Commission Fiscal Year	Project Description	Total
	Master Plan Update	\$1,500,000
	Snow Removal Equipment (Snow Tractor w/Plow & Broom)	\$1,300,000
	New Aircraft Rescue & Fire Fighting Facility (Const.)	\$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
2025	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 AMF	\$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
FY2025 - Subtotal		\$70,250,000
	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
2026	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 Rd/East Side Rd Intersection Roundabout	\$3,000,000
	Urban Air Mobility Facility—Engineering Rpt & Environmental	\$500,000
	Concourse B Passenger Boarding Bridges	\$11,250,000
FY2026- Subtotal		\$71,250,000

OPPORTUNITIES—CAPITAL PROJECTS 2024-2026

Commission Fiscal Year	Project Description	Total
2024	AMF Restroom & SRE Facility Bunk Rooms Renovations	\$370,000
	Consolidated security Checkpoint (Design)	\$1,500,000
	Concourse A Restroom Renovation	\$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 Rooftop Units (2)	\$500,000
	Terminal HVAC Improvements—Air Balance	\$300,000
Video Camera Infrastructure	\$500,000	
FY2024 - Subtotal		\$26,404,000

OPPORTUNITIES—GOODS, SERVICES AND PURCHASES



BUILDING MAINTENANCE
SCOTT WALKER, MANAGER
SWALKER@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Terminal Construction Projects		\$250,000
Terminal Carpeting		\$50,000
Terminal Concourse Painting		\$50,000
Building Painting	Monthly	\$1,500
Door Repairs	Monthly	\$1,000
Plumbing Supplies	Monthly	\$500
Signs	Monthly	\$500

Contract Services	Estimated Annual Value
Elevator/Escalator	\$120,000
Fire Suppression	\$95,000

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 \$50,000.00 we strongly urge all businesses to register in eVA, the Commonwealth's Business Opportunity System for solicitation notification at <https://eva.virginia.gov/>.

OPPORTUNITIES—GOODS, SERVICES & PURCHASES

PUBLIC SAFETY

ALTHEA VENNEY, OPERATIONS AND COMMUNITY ENGAGEMENT COORDINATOR

AVENNEY@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
Fire Fighter Bunker Gear		\$30,000
Commission Uniforms (except Police, ARFF, Auto and U&G)		\$45,000
Police Apparel/Body Armor/ Accessories	As needed	\$35,000
Ammunition & Weapons	Annual	\$16,000
Coffee Supplies	As needed	\$9,000
Badging Supplies/Office Supplies		\$7,500
Police Training Supplies	As needed	\$2,000

Contract Services	Estimated Quantity	Estimated Annual Value
Gate Security Guards		\$329,000
Printing Services	As Needed	\$13,200
Police Radar Calibration		\$900
Physicals	Pre-Employment	\$350/ea
Car Wash	As Needed	\$15/ea

OPPORTUNITIES—GOODS, SERVICES & PURCHASES

ELECTRICAL

STEVE MUNDIE, MANAGER

SMUNDIE@FLYRICHMOND.COM

Product or Service	Estimated Quantity	Estimated Cost
PBB Refurbishment		\$275,000
Airfield Replacement Parts		\$75,000
UPS Batteries and Refurb		\$150,000
ATS Replacement		\$350,000

HVAC

ALVIN CARMON, SUPERVISOR

ACARMON@FLYRICHMOND.COM

Product or service	Estimated Quantity	Estimated Cost
Repair/Replacement	As Needed	\$5,000
Motors, Capacitors	As Needed	\$3,750
Relays, Contactors, Etc.	As Needed	\$1,000
Misc. Tubing, Fittings	As Needed	\$500
Upgrade Massey Server Room		\$85,000
Upgrade Terminal Server Room		\$60,000
Shop RTU Replacement		\$60,000
ARFF Unit Replacement		\$35,000

Contract Services	Estimated Annual Value
CNG Plant & Maintenance	\$12,000
Controls: Repair, Programming & Parts	\$21,000
HVAC Filters	\$30,000
Chiller Maintenance & Repair	\$25,000
Cooling Tower PM & Repair Parts	\$10,000
Chemicals	\$5,000