Partnering with Richmond International Airport (RIC)

Upcoming Procurement, Development & Business Opportunities

41st Annual AMAC Airport Business Conference

PRESENTED BY:

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Richmond International Airport

The Richmond region's preferred gateway to the world.

- Continued investment in infrastructure and passenger experience
- Strategic focus on modernization and operational growth
- Commitment to supplier engagement and partnership opportunities
- Ongoing expansion of technology, operational, and development initiatives

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Doing Business with RIC

Vendors Are Encouraged To:

- Register in eVA
- Maintain accurate commodity codes
- Monitor procurement opportunities regularly
- Attend outreach and networking events
- Explore subcontracting opportunities

Contact Info:

- procurement@flyrichmond.com
- flyrichmond.com/procurement-opportunities

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Investing in the Future of RIC

Strategic Focus Areas

- Consolidated Security Checkpoint – ~$100M+
- Passenger Boarding Bridge Replacements – ~$10M+
- Fuel Farm Design & Construction – ~$10M+
- Infrastructure modernization and operational improvements
- Passenger experience enhancements
- Supplier and small business engagement initiatives

Projects and values subject to planning, and procurement timelines.

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Upcoming Opportunity Categories

- **Capital Development**
  - Consolidated Security Checkpoint
  - Passenger Boarding Bridges
  - Fuel Farm Improvements
  - Terminal Improvements
- **Airfield & Infrastructure**
  - East Side Apron 5 Phase I
  - Concourse A & B Reconstruction
  - Taxiway Relocation Projects
  - Roadway Improvements
- **Technology & Systems Modernization**
  - Automated Parking Guidance System
  - CCTV Modernization
  - LED Lighting Upgrades
  - Communications Systems
- **Concessions & Real Estate**
  - Concessions Modernization
  - Rental Car Relocation & Connector
  - Central Receiving & Distribution Facility
  - Passenger Experience Enhancements
- **Operations & Maintenance**
  - Pressure Washing Services
  - On-Call Towing Services
  - Grounds Maintenance
  - Operational Support Services
- **Safety & Security Enhancements**
  - Ramp & BHS Surveillance System
  - Security Checkpoint Modernization
  - Access Control & Monitoring Systems
  - Emergency Response Support
  - Public Safety Infrastructure
  - Operational Safety Improvements

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Rental Car Relocation & Connector Project

Passenger Experience & Operational Modernization

Estimated Value: ~$5M

Project Components

- Rental car counter relocation
- Enclosed climate-controlled connector walkway
- Wayfinding and signage enhancements
- Passenger circulation improvements
- Multi-phase operational coordination

Opportunity Areas

- General Construction
- Electrical
- HVAC
- Low Voltage
- Signage
- Specialty Trades
- Technology Integration

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Concessions Modernization

Passenger Experience, Retail & Hospitality Opportunities

- Food & beverage concepts
- Retail modernization
- Local and specialty vendor opportunities
- Passenger-focused hospitality enhancements
- Tenant improvements and branding opportunities

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Infrastructure & Airfield Investments

- **East Side Apron 5 Phase I**
  - Estimated Value: ~$15M+
- **Passenger Boarding Bridge Replacements**
  - Estimated Value: ~$10M+
- **Fuel Farm Design & Construction**
  - Estimated Value: ~$9M+
- **Concourse A & B Concrete Reconstruction**
  - Estimated Value: ~$5M+
- **Additional Initiatives:**
  - Taxiway Relocation Projects
  - Utility Modernization
  - Roadway & Parking Improvements

FAA / AIP participation anticipated on select projects.

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Technology & Operational Modernization

Technology Initiatives

- CCTV & Surveillance Systems
- Garage Signage Replacement
- Communications Systems
- LED Lighting Upgrades
- Operational Systems Integration
- HVAC Controls & Utilities Modernization

Opportunity Areas

- Systems Integration
- Digital Signage
- Electrical Infrastructure
- Communications
- Data Coordination
- Maintenance & Support Services

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Operations, Maintenance & Safety

Recurring Procurement Opportunities

- Pressure Washing Services
- On-Call Towing Services
- Grounds Maintenance
- Custodial Support
- Emergency Response Support
- Operational Equipment Procurement
- Safety and Compliance Services
- Utility-Related Services

Small Business Opportunities:

Recurring operational contracts may provide strong entry points for small and emerging businesses.

Building Partnerships Through Opportunity

Participation Pathways

- Prime Contracting
- Subcontracting
- Cooperative Purchasing
- Consulting Services
- Branding & Specialty Services
- Operational Support Partnerships

RIC Commitment

- Transparent procurement processes
- Supplier engagement and outreach
- Long-term partnership development
- Expanding participation opportunities

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Stay Connected

Procurement Opportunities

- flyrichmond.com/procurement-opportunities

Procurement Contact

- procurement@flyrichmond.com

eVA

- eva.virginia.gov

Scan the QR code for procurement forecasts, current opportunities, and vendor resources.

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Together, our shared vision takes flight.

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