

# ***Columbus Regional Airport Authority***

*Driving economic development  
and creating jobs*



AMERICAN COUNCIL OF ENGINEERING COMPANIES

## **Chapter Meeting**

Shannetta Griffin, P.E.  
Chief Development Officer

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**COLUMBUS**  
REGIONAL AIRPORT AUTHORITY

**October 26, 2018**

# ***Agenda***

- Get to know CRAA
- How CRAA dollars are budgeted
- How to do business with CRAA
- Business Diversity & Inclusion program
- One International Gateway
- Questions

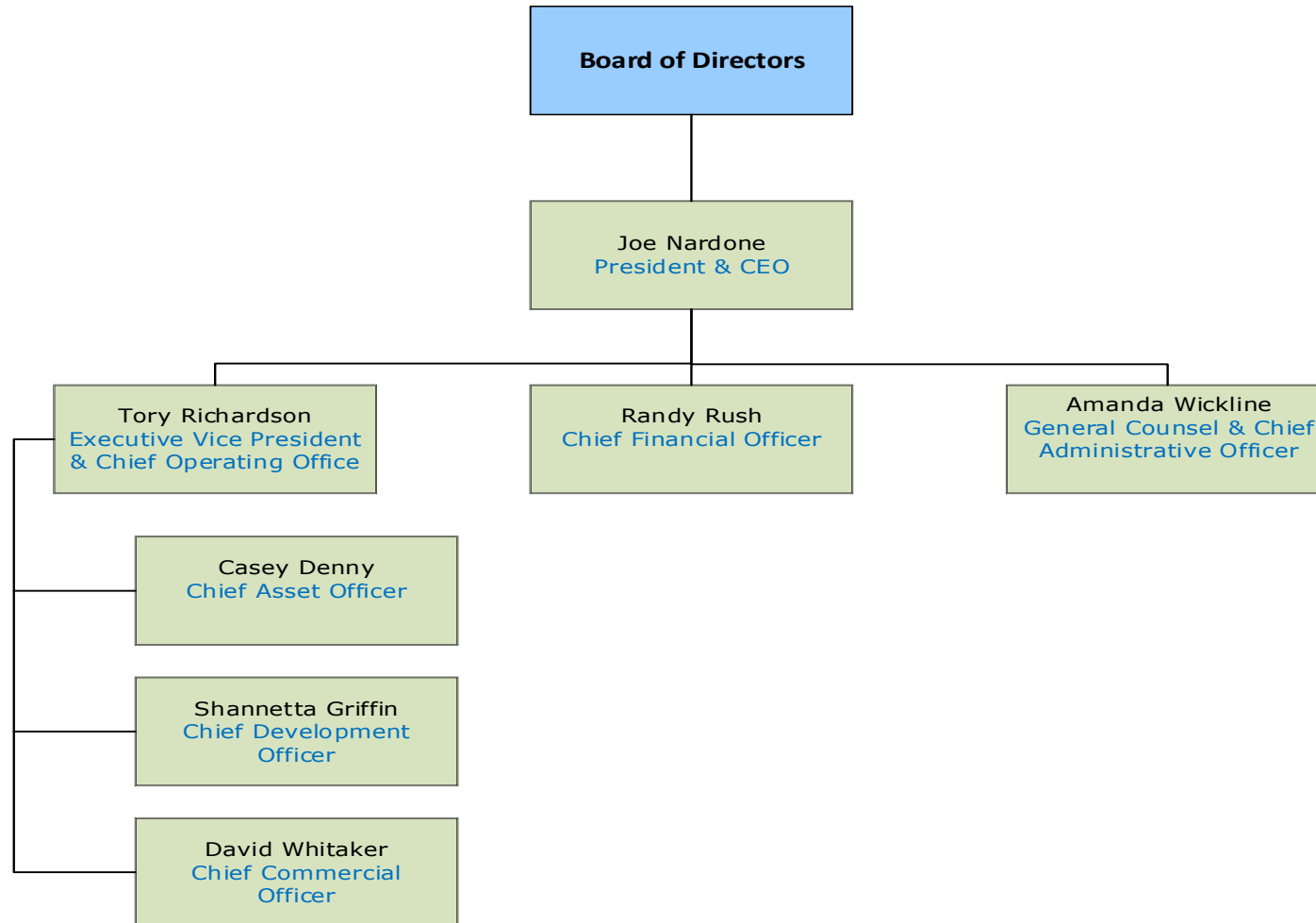
# ***Get to know CRAA***

## ***"Connecting Ohio to the World"***

- Independent Government Entity  
Established Through the Ohio Revised Code
- Nine-Member Board of Directors
  - (4) City, (4) County Commission, (1) Joint
  - Board meetings – 4<sup>th</sup> Tuesday, Monthly
- Three-Airport System:
  - Commercial: John Glenn Columbus International Airport (CMH)
  - Cargo: Rickenbacker International Airport (LCK)
  - General Aviation: Bolton Field Airport (TZR)



# Get to know CRAA



# ***Get to know CRAA***

Combined annual economic impact of our airports



**54,172**  
JOBS

**\$1.8**billion  
PAYROLL

**\$6.6**billion  
OUTPUT



# ***Get to know CRAA***

## *John Glenn International Airport (CMH)*



- 2 parallel runways
- Commercial Airport
- General Aviation
  - Lane Aviation
  - NetJets
- Close to 8million passengers

# Columbus Air Service

Nearly 160 daily flights to 47 destinations

AIR CANADA 

Alaska  
AIRLINES

allegiant<sup>®</sup>

American Airlines 

DELTA

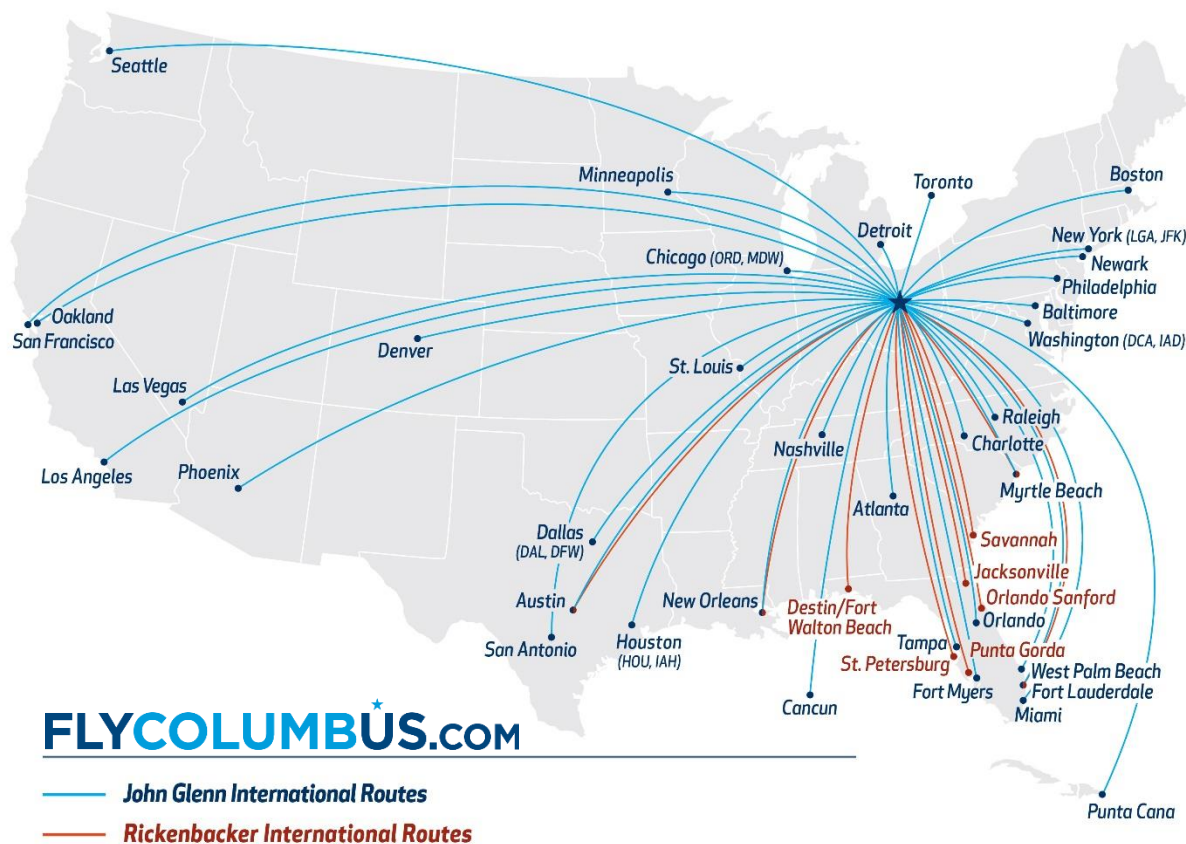
FRONTIER

Southwest<sup>®</sup>

spirit<sup>™</sup>  
LESS MONEY. MORE GO.

UNITED 

 vacationexpress.com<sup>™</sup>





# ***Get to know CRAA***

## ***Rickenbacker International Airport (LCK)***

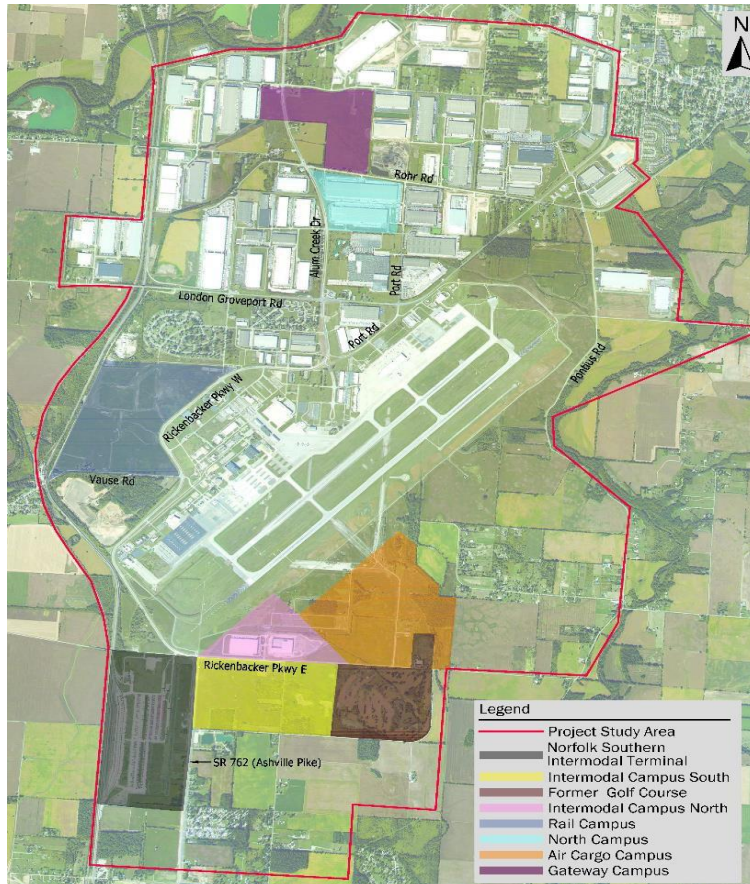


- 2 parallel runways
- Busiest airport in Ohio in terms of Landed Cargo weight since 2011
- FedEx, UPS, Ohio State University Athletics, and Ohio National Guard
- Foreign Trade Zone
  - Top 10 in the US
- Allegiant Airlines



# Get to know CRAA

## *Rickenbacker International Airport – Multi-Modal*



- Global Logistics Park
- Supports worldwide E-Commerce growth and nationwide distribution
- Amazon fulfillment center
- Norfolk Southern Intermodal terminal

# ***Get to know CRAA***

## ***Rickenbacker International Airport - LCK***

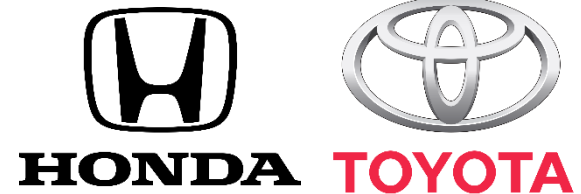
- Columbus-Based Fashion Industry
- Electronics and Aviation
- Automobile Manufacturing
- Live Animal Transportation (Approved Port of Embarkation)

ANN TAYLOR

LANE BRYANT

Lbrands  
VICTORIA'S SECRET / BATH & BODY WORKS  
PINK / LA SENZA / HENRI BENDEL

Abercrombie  
& Fitch



# ***Get to know CRAA***

## ***Bolton Field (TZR)***



- 1 runway
- General Aviation
- Columbus State Community College Aviation manufacturer program
- Future Fire Fighting Training

# ***How CRAA dollars are budgeted***

## ***Annual budget***

- 2018 Operating: \$29 million
  - Supplies, materials, services, contract labor, personnel, benefits
- Capital: \$100 million average yearly spend
  - Vehicles, pavement, technology hardware & software, design/construction, utility work, buildings
- Multiple funding Sources
  - AIP
  - PFC
  - CFC
  - Bonds
  - Other Grants
- NO LOCAL TAXES



# ***How to do business with CRAA***

- 2012 – 2020 Combined Capital Improvement Plan
  - \$230M

# ***LCK Master Plan Projects***

- Short-Term Development
  - 2018-2021 - \$125 - \$150M
- Mid-Term Development
  - 2022-2026 - \$150 - \$175M
- Long-Term Development
  - 2027-2036 - \$550 - \$600M

# ***How to do business with CRAA***

## ***Engineering and Construction Services***

- Asphalt
- Carpentry
- Cement/concrete
- Construction/safety supplies
- Demolition
- Electrical
- Excavation
- Fencing
- HVAC
- Masonry
- Mechanical
- Painting
- Pavement marking
- Power wash
- Roofing
- Trucking
- Engineers
- Architects
- Planners
- Project/Program Managers
- Staff Augmentation
- Airfield/Pavement/lighting

# ***How to do business with CRAA***

## *Goods and professional services*

- Legal
- Accounting
- HR
- IT
- Building materials
- Building/office supplies
- Furniture
- Janitorial products
- Moving/storage
- Maintenance equipment
- Paint
- Signage
- Uniforms



# ***How to do business with CRAA***

## ***Concessions Program***

- Food and beverage
- Merchandise retail
- Parking operations
- Retail, snacks
- Specialty items
- Supplies
- Hotel operations
- Advertising

# ***How to do business with CRAA***

## ***Procurement Opportunities – Upcoming Solicitations***

Airfield Civil Engineering	2018Q4
Duct Cleaning Services	2018Q4
FIDS/BIDS Monitors	2018Q4
Landside Planning	2018Q4
Fertilization Services	2018Q4 or 2019Q1
Pest Control Services	2018Q4 or 2019Q1
Construction - Employee Lot & Green Lot Improvements	2019Q1
Construction - Golf Course Wetland Fill-In's	2019Q1
High Speed Snow Blower – FAA Funded Project	2019Q1
Landscaping Mulch	2019Q1
Landside Civil Engineering	2019Q1
Employee Uniforms	2019Q2
Floor Care Services	2019Q2
Loader & Ramp Plow – FAA Funded Project –	2019Q2
Window Cleaning Services	2019Q2

# ***How to do business with CRAA***

## ***Procurement Methods***

- Governed by Ohio State Statute CRC4582.21 Port Authority
- Formal advertisements & solicitations
  - Invitation to bid, RFPs and RFQs( $\geq$ \$150k)
- Informal/formal quotes for good and services
  - Between \$3k - \$150k
- Types of Contracts
  - State Cooperative Contracts
  - CRAA Master Ordering Agreement
  - Professional Services
  - Master Services Agreement
  - On-call
  - Pre-qualification-under \$50k
    - Architectural
    - Engineering
  - Vendor/Serve list
  - Project specific
  - Construction Manager at Risk
  - Design build

# ***How to do business with CRAA***

## *Summary of the Audit Guide for Wage Rate Determination (WRD)*

Estimated Agreement Value	Current ODOT Prequalified?	Overhead Rate	Review	Docs Required
< \$50,000	N/A	N/A	PM negotiates as Lump Sum w/Procurement support	None
≥ \$50,000	Yes	Accept ODOT Rate	None	ODOT Letter of Concurrence; Associated Audit Report; Supporting Indirect Cost Schedule



# ***How to do business with CRAA***

## *Summary of the Audit Guide for Wage Rate Determination (WRD)*

If no ODOT Letter of Concurrence is currently in place:

ODOT Prequalified in last 5 years	Requested Rate	Documents Required	Review	Overhead Rate
Yes	Any	Previous ODOT Letter of Concurrence; Current 3rd Party FAR 31 Audit Report; Associated Audit Report; Supporting Indirect Cost Schedule	Verify Rate is in alignment	Accept prior approved ODOT rate; If not aligned, accept FAR rate
No	< Average Overhead rate as published by ODOT	Current 3rd Party FAR 31 Audit Report; Indirect Cost Schedule	None	Accept rate supported by FAR or Indirect Cost Schedule
No	> Average Overhead rate as published by ODOT	Current 3rd Party FAR 31 Audit Report; Indirect Cost Schedule; Detailed Financial Statements; Detailed GL	Desk Review	No errors noted during review - accept rate supported by FAR rate or Indirect Cost Schedule - otherwise discuss mutually agreed rate

# ***How to do business with CRAA***

## *Summary of the Audit Guide for Wage Rate Determination (WRD)*

**If no 3rd Party FAR 31 Audit Report or supporting indirect cost schedule is available, State's Safe Harbor overhead rate (currently 110%) will apply**

In addition, all firms will need to provide 2 detailed payroll reports for each person listed. Wage determination will be established with agreement that compensation adjustments of the lesser of the actual wage change or the average percentage increase Authority Personnel receive in a given 12 month period are deemed reasonable / customary. Any adjustments that exceed that level must be approved by CRAA, in advance and in writing.

# ***How to do Business with CRAA***

*Visit [ColumbusAirports.com](http://ColumbusAirports.com) - "Do Business with US"*

- Your one-stop resource
- Register your business skills
- Sign up for Rich Site Summary (RSS) feeds of bid postings
- Request a marketing meeting online
- Learn about our Diversity & Inclusion Program
- Attend outreach events
- Office of Contracts & Procurement
  - Bill Kirwin, Manager, Contracts & Procurement
    - [wkirwin@columbusairports.com](mailto:wkirwin@columbusairports.com)
    - [craaprocurement@columbusairports.com](mailto:craaprocurement@columbusairports.com)

# ***Our commitment to diversity***

**“ We value working with a diverse group of local business partners. When organizations create strategic opportunities for small, minority and women-owned businesses, the result is a stronger Columbus Region.”**

Joseph Nardone  
President & CEO



# ***Business Diversity & Inclusion Program***

## ***Defined Diversity programs***

- Disadvantaged Business Enterprise (DBE)
  - Federally funded projects
  - For-profit, small business
  - $\geq 51\%$  owned by socially and economically disadvantaged individual(s); and

# ***Business Diversity & Inclusion Program***

## ***Defined Diversity programs***

- Airport Concessions Disadvantaged Business Enterprise (ACDBE)
  - Specific business code is related to Airport Concessions including rental cars
  - For-profit, small business
  - $\geq 51\%$  owned by socially and economically disadvantaged individual(s); and
  - Management / Business operations controlled by economically disadvantaged individual owners

# ***Business Diversity & Inclusion Program***

## ***Defined Diversity programs***

- Diversity Business Partner (DBP)
  - Non-federally funded projects
  - Small and minority-owned businesses
    - Minority Business Enterprise (MBE)
    - Small Business Enterprise (SBE)
    - Women Business Enterprise (WBE)
    - Veterans Business Enterprise (VBE)
    - Encouraging, Diversity, Growth & Equity (EDGE)

# ***Business Diversity & Inclusion Program***

## ***Certifications – DBE/ACDBE certifying bodies***

- ODOT (Ohio Department of Transportation)
- City of Cleveland
- Greater Cleveland Regional Transit Authority
- City of Dayton – certifies for the state of Ohio
- UCP (Ohio Unified Certification Program)
  - Centralized repository of information for certified DBEs and ACDBEs in Ohio
- Eligibility criteria for DBE and/or ACDBE Certification
  - Personal net worth
  - Size standards
  - Gross receipts

# ***Business Diversity & Inclusion Program***

## ***Certifications – DBP certifying bodies***

- ODOT
- Women's Business Enterprise National Council (WBENC)
  - WBE
- State of Ohio
  - MBE
  - VBE
  - EDGE
- City of Columbus
  - MBE
  - VBE
  - WBE
- Ohio Minority Supplier Development Council
  - MBE

# ***Business Diversity & Inclusion Program***

- Individual project goals
- Must be certified at time of bid
- Office of Business Diversity
  - Karmin Bailey, Manager Business Diversity
    - [kbailey@columbusairports.com](mailto:kbailey@columbusairports.com)
    - [businessdiversity@columbusairports.com](mailto:businessdiversity@columbusairports.com)



*BUILDING COLUMBUS' NEW JOHN GLENN INTERNATIONAL*

- Terminal Development Program
- Responsible, strategic, future-focused
- Aligns with vital & intentional economic growth of our area
- Enhances traveler experience
- Modern amenities, increased efficiencies and accommodate future expansion



# ***Learn more***

*Visit our websites, follow us on social media*

- ColumbusAirports.com
- FlyColumbus.com
- RickenbackerInlandPort.com
- RickenbackerAviation.com
- FTZ138.com



# *Questions?*

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