Indianapolis Airport Authority
SUPPLIER DIVERSITY OUTREACH
Professional Services
September 20, 2017
Agenda

Introduction/Program Purpose
Holli Harrington: Director, Supplier Diversity and Title VI

Introduction of Staff & Airport System
Jarod Klaas: Interim Senior Director, Planning & Development

Professional Services: Working with the IAA
Drew Genneken: Director, Planning & Project Development
Jarod Klaas: Interim Senior Director, Planning & Development

Planet Bids: Accessing Opportunities
Doreen Cherry: IAA Supply Chain Manager
Katie Atkins: Senior Administrative Assistant, Planning & Development

Supplier Diversity
Holli Harrington

Upcoming Projects
Drew Genneken

Closing Remarks/Evaluation
Holli Harrington

Network Opportunity
All
Certification & Advocacy Partners
Concessions Refresh

Future Concessions Business Opportunity

38 of the current 54 retail leases are expiring at end of 2018
Future Concessions Business Opportunity

Good and Services Supplier Opportunity
  Design
  General Construction
  Marketing

Networking with potential Concessionaires scheduled for November 8, 2017 at IND
SAVE THE DATE!
NOVEMBER 8, 2017

On November 8 at 10 am, the Indianapolis Airport Authority will host an informative meeting in anticipation of the release of the Concessions Refresh Request For Information (RFI, estimated release is January 5, 2018).

This day-long event, to be held at the airport (IND), will provide an overview of the updated concessions program, available leasing opportunities, a tour of the terminal, and time for local brands and national concession operators to get to know each other. The invitation to this event will be sent in the next couple of weeks. To read more about the Concessions Refresh Program, please visit the IND website: https://www.ind.com/business/concessions-refresh-program
## Anticipated Timeline of Future Concessions

<table>
<thead>
<tr>
<th>Event</th>
<th>Anticipated Date*</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFI Workshops and Networking</td>
<td>November 8, 2017</td>
</tr>
<tr>
<td>Issue RFI(s)</td>
<td>January 5, 2018 (tentative)</td>
</tr>
<tr>
<td>RFI Due Date(s)</td>
<td>2018 Q2</td>
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<tr>
<td>Tenant Concession Awards</td>
<td>2018 Q3</td>
</tr>
<tr>
<td>Construction Commencement</td>
<td>2019</td>
</tr>
</tbody>
</table>

**Currently working on Space Planning of Concessions**
IAA Planning & Development

- Planning
- Engineering & Design
- Project/Construction Management
- Procurement
- Work Permit
- Supplier Diversity and Title VI
- Environmental Management
Staff Introductions

**Jarod Klaas, P.E., Interim Sr. Director, Planning & Development**  
Oversees IAA’s Engineering, Planning, Environmental and Supplier Diversity Programs

**Holli Harrington, Director, Supplier Diversity**  
Leads IAA’s Disadvantaged, Women, Minority and Veterans Business Participation Program

**Drew Genneken, Director, Planning & Project Development**  
Leads the planning efforts and oversees IAA’s Airside Capital Improvement Program

**David Roepnack, Director, Construction**  
Leads IAA’s construction activities and construction permit process

**Todd Cavender, Director, Environment & Sustainability**  
Leads IAA’s environmental management and NEPA compliance efforts
Staff Introductions

Project Managers
Anthony McMichael
Charles Bischoff
Jim Cates
Neal Jenkins
Marc Bloomfield
Mary Zurbuch
Bob Staiton
Webb Burnhardt

Inspectors
Robert Jones
Rusty Burgess

CAD Tech
Mike Howard

Executive Assistant
Andrea Catt

Sr. Administrative Assistant
Katie Adkins
Ashley Cronnon

Contracts and Grant Coordinator
Angie Tromp

Environmental Coordinator
Megan Wenzel

Environmental Specialists
Alex Abell
Dawaun Lee

Engineering Consultant
Brad Bobich
Professional Services

IAA’s Capital Program
IAA's Capital Program

Airport Capital Improvement Program (ACIP) is a part of the Capital Improvement Program (CIP)

- ACIP is FAA and INDOT funded
  - Eligibility is primarily determined by FAA
  - Typically are ‘Airside’ projects
- CIP is Airport Cash Funded
  - Typically ‘Landside’ projects
Professional Services

Which, ...

... How, ...

....What do we Expect?
Professional Services

Which ones...

- Planning
- Environmental Compliance
- Engineering
- Architecture
- Survey
- Geotechnical Analyses
- Aerial Photography/Photogrammetry
- GIS
- Materials Testing
- Inspection Services
- ...

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Professional Services

How do we find them...

FAA AIP FUNDED (per AC 150/5100-14)
Request for Qualifications (RFQ)
• Results in a “Statement of Qualifications” (SOQ)
• “One Step” Process
• Qualifications Based Selection

PROFESSIONAL SERVICES REQUESTS:
PLANET BIDS - planetbids.com
AIRPORT CASH FUNDED

Request for Qualifications (RFQ) – *Not $$ based*
- Qualifications Based Selection
- Scope & fee negotiated with top ranked firm

Request for Proposals (RFP) - *Unlimited range $$*
- Fee proposals, not qualifications based
- Qualifications are a requisite

*On-Calls:* List of Professional Service Firms - *Limited to $150,000/year*
- Firms selected via Qualifications
- Fee proposals - not qualifications based

PROFESSIONAL SERVICES REQUESTS:
PLANET BIDS - *planetbids.com*
Statement of Qualifications

How do we find them...

- Do your homework
- Get to know the projects
- Our doors are open
- Follow the RFQ
- REVISED VERBIAGE

STATE YOUR CASE!
What is IAA Looking for in Professional Services?

- Expertise and Competence
- Understanding the Big Picture
- “Extension of Staff” Mentality
- Ability and Willingness to Mentor Diversity Team Members
  - Provide Meaningful Opportunities
  - Enhance Capabilities of Partner Firms
- FAA Funded Projects (ACIP)
  - Ability to MAXIMIZE our AIP Funding
  - Relationships with FAA
  - Avoid Pitfalls and Reduce Conflicts

MAKE OUR JOBS EASIER!
Testimonials

Don’t take our word for it.
“Airport 101”
“Airport 101”

- Consultants and Contractors
- Increase Opportunities
- “How To” and “What to Expect”
- Facilitated by IAA and Partner Firms
Accessing Opportunities with IAA
New Online Solicitation System!

The Indianapolis Airport Authority is posting all solicitations through a new web-based solicitation management system, anetBids. Vendors should register in the new system in order to receive automatic e-mail notifications on future solicitations based on the type of service and/or supply in their company's line of business. PlanetBids is offered to vendors for free and provides better service and convenience.

To learn more about the system, visit our FAQ page.

Vendor Registration
Register for the free online solicitation system to receive automatic e-mail notifications on future solicitations based on the type of service and/or supply in your company's line of business.

Business Opportunities
View all open airport business opportunities through the new online solicitation system. Must be a registered vendor to download documents.
The Vendor Portal will appear giving you the option to register or browse.
## Vendor Profile - New Registration

### User Authentication

- **User Name**
- **Password**

### Company

Enter mailing address (No P.O. Boxes) below and enter Headquarters and Federal addresses on the Additional Addresses tab.

- **Business Type**
- **Company Name**
- **IRS Reporting Name**
- **Doing Business As**
- **FEIN/Tax ID Number**
- **DUNS**
- **Address**
- **City**
- **State**
- **Country**
- **Zip**
- **Website**
- **Principal Owner/CEO Name**
- **Title**
- **Email**
- **Phone**
- **Fax**

### Main Contact

- **Name**
- **Title**
- **Email**
- **Alternate Email**
- **Phone**
- **Toll Free**
- **Mobile**
- **Fax**

I am authorized to sign bids and offers.

Note: Electronic bids may require an authorized signer to submit. A PIN number will be issued to authorized signers for this purpose.

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**Payment Information**

Indianapolis Airport Authority  PHN  PLANETBIDS

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<thead>
<tr>
<th>Posted</th>
<th>Category</th>
<th>Project Title</th>
<th>Invitation #</th>
<th>Due Date</th>
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<th>Stage</th>
<th>Format</th>
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<td>RFQ Professional Services for Indianapolis International Airport - Q-17-008</td>
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<td>05/28/2017</td>
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<td>Invitation to Bid for Taxiway C &amp; Taxiway C's Shoulder Rehabilitation - C-17-060</td>
<td>237310, 236990, 999999</td>
<td>06/07/2017</td>
<td>7 days</td>
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<tr>
<td>05/27/2017</td>
<td></td>
<td>Invitation to Bid for Rehabilitation, Rebuilds, and Newer Taxiway B at Eagle</td>
<td>237310, 236990, 999999</td>
<td>06/07/2017</td>
<td>7 days</td>
<td>Bidbidding</td>
<td>Paper only</td>
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<tr>
<td>05/27/2017</td>
<td></td>
<td>Invitation to Bid for Rehabilitation Taxiway H, H-1 and H-2, and LED Lighting</td>
<td>237310, 236990, 999999</td>
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<td>7 days</td>
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<tr>
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<td>Invitation to Bid for Rehabilitation Airfield Pavement - Crack Repair at C-17-070</td>
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<td>04/26/2017</td>
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<td>Request for Re-Quote for Garage Concrete Repair - Indianapolis</td>
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<td>Development of Strategic Plan and Presentation Materials C-17-005</td>
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<td>03/02/2017</td>
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<td>Request for Quote - Taxiway Connector D-3, D-4, D-5, and D-6 Signage</td>
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Doing Business at the Airport
Doing Business with the IAA
## Vendor Profile New Registration

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<thead>
<tr>
<th>Company Info</th>
<th>Additional Addresses</th>
<th>Classifications/Licenses</th>
<th>Other Business Info</th>
<th>Category/Description</th>
<th>Emergency Operations</th>
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</thead>
</table>

### User Authentication

- **User Name**: Kadkins461
- **Password**: ********

### Company

Enter mailing address (No P.O. Boxes) below and enter Headquarters and Remit addresses on the Additional Addresses tab.

- **Business Type**
- **Company Name**
- **IRS Reporting Name**
- **Doing Business As**
- **FEI/Tax ID Number**
- **DUNS**
- **Address**
- **City**
- **State**: Indiana
- **Country**: United States
- **Zip**
- **Website**
- **Principal Owner/CEO Name**
- **Title**
- **Email**
- **Phone**
- **Fax**
Use key words related to services you offer in your search.
In selecting ALL CATEGORIES (999999), an email will be sent every time a bid opportunity arises with IAA.
### Bid Opportunities - Adkins Racing

<table>
<thead>
<tr>
<th>Posted</th>
<th>Category</th>
<th>Project Title</th>
<th>Invitation #</th>
<th>Due Date</th>
<th>Remaining</th>
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<tr>
<td>09/06/2017</td>
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### Electronic Attachments

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### Addenda & Histories

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<tr>
<td>Addendum No. 1 - Q-17-010</td>
<td>09/13/2017</td>
<td>Addendum No. 1 Frontier Airlines</td>
<td>See attached addendum no. 1</td>
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<td>Q-17-010 Addendum No 1.pdf</td>
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QUESTIONS?
Meet us on the Cat-Walk
Supplier Diversity

Access + Participation
  = Utilization

PUBLIC VALUE
DBE/MBE/WBE/VBE Program
(“XBE” Program)

Current Overall IAA Goals:

<table>
<thead>
<tr>
<th>Disadvantaged Minority/Women/Veteran Business Enterprises</th>
<th>18% DBE</th>
<th>15% MBE</th>
<th>10% WBE</th>
<th>3% VBE</th>
<th>28% Overall Participation</th>
</tr>
</thead>
</table>

- Federally funded (DBE) vs. non federally funded projects
- Goals adjusted dependent on the scope of each project and based on relative availability
- DMWVBE participation monitored throughout project – goals -> commitment -> attainment
- IAA Certification Requirements
- Leverage outreach and advocacy opportunities
Supplier Diversity

**Finding a Team**

- Make connections at the outreach and advocacy events
- Become familiar with projects of interest
- Attend project pre-proposal meetings
- Utilize the pre-proposal sign-in sheet posted to the IAA website to identify interested firms
- Reach out to potential team members
- Reach out to IAA Planning and Development Staff
- Use supplierdiversity.ind.com and ind.com websites
49 CFR Part § 21
Nondiscrimination in federally-assisted programs

Title VI of the Civil Rights Act of 1964 prohibits discrimination based on race, color or national origin in programs that receive Federal financial assistance

**TITLE VI CLAUSES MUST BE INCLUDED IN ALL CONTRACTS:**

*The Federal Aviation Administration (FAA) requires the airport sponsor (as a recipient of federal financial assistance) and any of its lessees; concessionaires; or CONTRACTORS to ensure that there is nondiscrimination in all of their operations*
Title VI Requirements

49 CFR Part § 21
Nondiscrimination in federally-assisted programs

Title VI Clauses Must be included in all Contracts. Title VI requirements will be provided by IAA:

- Solicitations (RFQual)
- Contracts

Inclusion of required Title VI contract clauses in subcontracts is subject to verification
Welcome to the new IND website!

Thank you for visiting the revamped Indianapolis International Airport (IND) website. Use the navigation below to explore the user-friendly design and learn more about the community's award-winning airport.

Welcome to INDY
One of A KIND.

Thank you for choosing IND, voted Best Airport in North America by Airports Council International five out of the last six years and Best Airport in America by readers of Condé Nast Traveler for the last three years.

Rated the #1 Convention City in the U.S. by USA TODAY, Indianapolis offers Hoosier Hospitality to visitors young and old. Indianapolis International Airport (IND) serves as a gateway to the city offering world-class service and a commitment to the Central Indiana community.

What's New at IND?
Stay up-to-date with news releases and reports on the latest developments from the Indianapolis Airport Authority (IAA) and the Indianapolis International Airport (IND).

Before You Fly
Travelling can be hectic and stressful. Understanding the airport arrival and departure processes, staying up-to-date on the latest airport security procedures and knowing what to pack will help prepare you for your adventure.

Dining, Shopping & Services
We want your time passing through IND to be as comfortable as possible. Whether you're looking for your next meal or searching for a place to treat yourself, we've got you covered.

Community
Our community efforts and support span much further into the community than the terminal at IND. The Indianapolis Airport Authority (IAA) plays a large role in supporting the Central Indiana community socially, environmentally and economically.
Do Business at the Airport

There are a variety of opportunities for contractors, suppliers and professional service providers who want to do business at Indianapolis International Airport (IND).

Current Business Opportunities

Please be sure to review all information and documents about each opportunity in the related files. If you have questions about a project or business opportunity, please contact the individual(s) listed in the project documents for more information.

QTA Road Access Control at IND - Project No. Q-16-013
Invitation for Bids - Airport Snow Multi-Tasking Equipment
Request for Information - Interactive Mapping of IND Terminal
Request for Qualification for Concrete Deck Repair (Q-16-008) at Indianapolis Downtown Heliport
Request for Information - On-Call Services for Air Service Marketing Consultant
UPCOMING PROJECTS:
2017-2018 Professional Services
2018 Professional Services List

- Airport Asset Management Program
- Airport Road Rehabilitations (annual)
- Cargo Building Expansion (Building #622)
- Concession Refresh
- Construct North Service Road and Convert North Access Road to Tug Road
- Garage Improvements (annual)
- Geographic Information System - 2018/2019
- IMC - Building Management System (BMS)
- License Plate Recognition System
- Old Parking Garage - Preservation Project
- Master Plan/ALP - Regional
- Parking Master Plan
- Part 150 Noise Map Update
- Pavement Management Program – 2018
- Relocation IMC TW A7 Connector
- Stormwater & Deicing Capacity Enhancements
- Stormwater & Deicing West Basin
- Sustainability Energy Management Plan
- Taxiway C8 Design
- Terminal Apron Joint Repairs
- Terminal Back-up Water Connection
- Terminal Building – Hendricks
- Traffic Signalization Perimeter Road
- West Perimeter Road Bridge Repairs
Questions
THANK YOU!

Certification and Advocacy Partners

Exhibitors