



Welcome!

Indianapolis Airport Authority

SUPPLIER DIVERSITY OUTREACH

Planning/Design Professional Service Providers

October 1, 2015



Professional Services

Airport Planning

Engineering

- Airfield & Non-Airfield
- Security Systems
- Mechanical
- Electrical
- Structural
- Plumbing

Architecture

Surveying

Aerial Photography

Subsurface Investigation

Geotechnical Investigation

Construction Materials Testing

Environmental Services

Construction Management



Agenda

Introduction/Program Purpose

Holli Harrington: Director, Supplier Diversity

Introduction of Staff & Airport System

Shannetta Griffin: Senior Director, Planning & Development

Airport Projects & Project Delivery

Drew Genneken: Director, Planning & Project Development

Supplier Diversity

Holli Harrington

Panel Discussion

Staff

Executive Director Remarks

Mario Rodriguez: Executive Director, IAA

Closing Remarks/Evaluation

Holli Harrington

IAA Video

- <https://youtu.be/9BXEw2BNDgU>



IAA Board of Directors

Mario Rodriguez
Executive Director

Jamie Leap
Sr. Exec Asst.

Maria Wiley
Sr. Director of Internal Audit

Reid Goldsmith
Sr. Director of IT

Robert Thomson
Sr. Director of Finance

Mike Medvescek
Sr. Director of Operations

Marsha Stone
Sr. Director of Commercial Enterprise

Joe Heerens
General Counsel

Shannetta Griffin
Sr. Director of Planning & Development

James Keough
Sr. Director of HR



IAA Planning & Development

- Planning
- Project Management
- Engineering Construction
- Supplier Diversity
- Environmental



Introductions of Staff

Shannetta Griffin, P.E.: Sr. Director, Planning & Development

Oversees IAA's Engineering, Planning, Environmental and Supplier Diversity Programs

Holli Harrington: Director, Supplier Diversity

Leads IAA's XBE (DBE, WBE, MBE and VBE) outreach efforts

Drew Genneken: Director, Planning & Project Development

Leads the planning efforts and oversees IAA's Airside Capital Improvement Program

Jarod Klaas, P.E.: Director, Engineering

Leads the engineering and technical service activities. Oversees IAA's Landside Capital Improvement Program

David Roepnack: Director, Construction

Leads IAA's construction activities and construction permit process



Introductions of Staff

Todd Cavender: Manager, Environmental

Leads IAA's environmental management and NEPA compliance efforts.

AJ Babkowski: Manager, Information Services

Leads IAA's Geographic Information initiatives.



Introductions of Staff

Project Managers

Brian McMillen

Charles Bischoff

Neal Jenkins

Jim Cates

Inspectors

Robert Jones

IT Technician

Jonathan Hull

Executive Assistant

Andrea Catt

Sr. Administrative Assistant

Katie Adkins

Contracts and Grant Coordinator

Angie Tromp

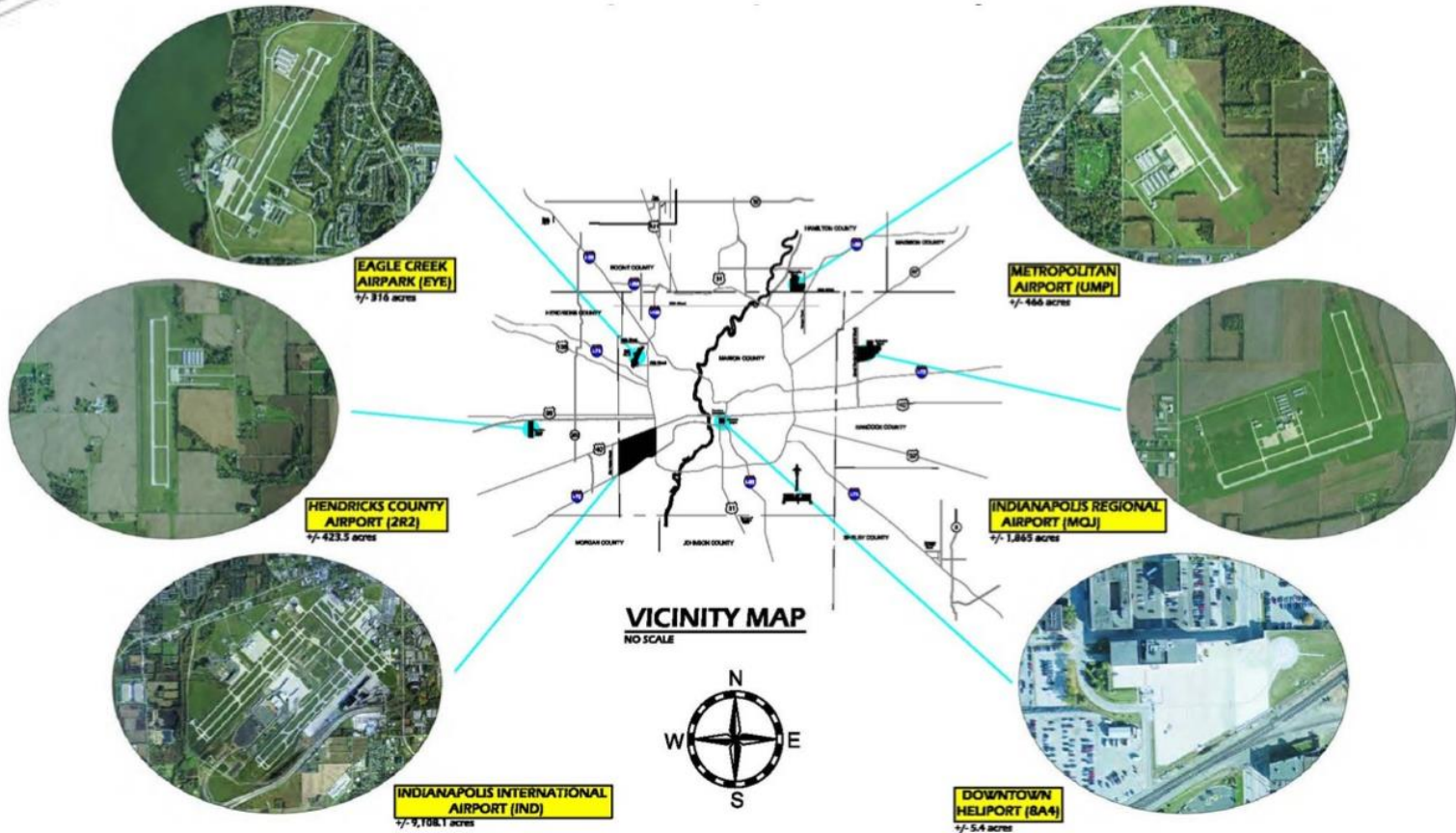
Environmental Specialists

Del Warren

George Kestler



IAA Airport System





Indianapolis Metropolitan Airport

Facts

- General aviation reliever airport
- Southern Hamilton County
- Runway 15-33 is 3,850' x 100'
- 43,000 annual operations
- <100 Based aircraft
- Critical aircraft: turbo prop/
business jet

Potential Projects

- AWOS Replacement
- Rehabilitate Apron
- *Master Plan and ALP are being completed - Expect projects in 2016 – 2017*





Indianapolis Regional Airport

Facts

- General aviation reliever airport
- Western Hancock County
- Runway 7-25 is 5,500' x 100'
- Runway 16-34 is 3,901' x 75'
- 40,000 annual operations
- 125 Based aircraft
- Critical aircraft: medium business jet

Potential Projects

- Runway 16-34 Joint Replacement and Repairs
- Apron Pavement Rehabilitation
- Apron Lighting Replacement





Eagle Creek Airpark

Facts

- General aviation reliever airport
- Located northwest Marion County
- Runway 3-21 is 4,200' by 75'
- 35,000 annual operations
- <120 Based aircraft
- Critical aircraft: turbo prop and small business jet

Potential Projects

- Rehabilitate and Shift Taxiway 'B'
- *Master Plan and ALP are being completed - Expect projects in 2016 – 2017*





Hendricks County Airport – Gordon Graham Field

Facts

- General aviation airport
- Eastern Hendricks County
- Runway 18-36 is 4,400' by 100'
- 17,000 annual operations
- 44 Based aircraft
- Critical aircraft: turbo prop
- Opened in 2000





Indianapolis Downtown Heliport

Facts

- Helipad 60' x 60'
- 9,000 annual operations
- Critical aircraft: helicopter





Indianapolis International Airport

Facts

- **ACI 'BEST AIRPORT'** (4 out of 5 Yrs)
- 2nd Largest Cargo Hub, 8th Largest in the World
- 7.3 Million Passengers (2014)
- \$4.5 Billion Economic Impact
- 135 Flts a Day to 41 Non-Stop Destinations
- Runway 5L/23R (11,200' x 150')
- Runway 5R/23L (10,000' x 150')
- Runway 14/32 (7,280' x 150')





Potential IND Projects

2016

- Airfield Lighting System Improvements
- Taxiway 'H', 'H1', 'H2' Pavement and Lighting Rehabilitation
- High Speed Exits
- Conversion of N. Access Road to New Tug Road, Construct New Service Road
- Airfield Maintenance Facility
- Terminal Optimization Program
- Terminal Bird Deterrent System
- Covered Parking Area Development
- West Perimeter Road Repairs
- Campus Fiber Optic Repair and Development
- Replace Stack Economizers on IMC Boilers
- Garage Improvements (annual)
- Parking Lot Rehabilitation (annual)
- Airport Road Rehabilitations
- Roof Repairs and Utility Corridor (IMC)



Potential Reliever Projects

2016

- Joint Replacement and Repairs
- Apron Pavement Rehabilitations
- Apron Lighting Replacements
- Parallel Taxiway Construction
- Taxiway and Runway Rehabilitations



Future Projects

IND

- Exit Lane Breach Control
- Passenger Boarding Bridge Floor Replacement
- Secondary Water Supply to Terminal
- Expand Hydrant System Along Runway 14-32 and Taxiway D
- Taxiway D Realignment
- Taxiways 'M', 'N' Pavement Rehabilitation and Lighting Replacement
- Replace Lighting on Runway 14-32
- Terminal Facility Management Plan

RELIEVER

- S Runway Electrical Upgrades
- Taxiway Lighting Replacements
- Auto Parking Lot Rehabilitations



Procurement of Services

ACIP and CIP

- **ACIP** (FAA AIP)
 - > \$100,000 = RFQ/SOQ
 - SOQs are Updated Every 3 Years (2012), Submitted at Any Time
 - < \$100,000 = Solicit Proposals from 3 or more Firms
- **CIP** (IAA Funding)
 - CIP Projects use SOQs and Proposals, as well as On-Calls
 - On-Calls Selected in 2014, 2 Year Term



Qualifications

- SOQs are numerically evaluated based on:
 - Project approach and work plan
 - Project personnel and qualifications
 - Recent company experience relevant to project
 - Supplier diversity participation
 - Current workload and ability to meeting schedule
 - Not evaluated, but must include:
 - references,
 - outstanding error and omission claims,
 - acceptance of, or comments on, IAA contract
- Short-list interviews as needed



Contract Negotiations

Professional Services Contract

- Hourly not-to-exceed fee and expenses are Preferred
- Establish Scope of Work
- Negotiate Fee
 - man-hours by task,
 - allowances and expenses
- IAA Reviews:
 - overhead rates of team members
 - supplier diversity participation
 - insurance requirements have been
- IAA Contracts Include Requirement to Use eVerify



Invoicing

- **IAA uses Encompass to process invoices**
- **Send electronic copy of invoice to the PM, with:**
 - Documentation (man-hours worked, allowance expenditures, and expenses - prime and subcontractors)
 - Verify staff is included in contract or subsequent approval
 - Ensure billing rates match
 - Note: IAA is tax exempt
- **Once invoice is approved by PM upload to Encompass**



Invoicing

- **Encompass**
 - Credentials and training provided at start of project
- **Encompass**
 - schedule of values
 - pay items (fees and expenses)
 - **Supplier Diversity Tracking**
- **New Program – *Converge***
- **New Invoice Format**



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 website to find certification requirements and certified firms



DBE/MBE/WBE/VBE Program

(“XBE” Program)

Current Overall IAA Goals:

Disadvantaged Minority/Women/Veteran Business Enterprises	14% DBE	15% MBE	10% WBE	3% VBE	28% Overall Participation
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- Federally funded vs. non federally funded projects relative to DBE’s
- Goals adjusted dependent on the scope of each project and based on relative availability
- Good Faith Efforts Requirements
- DMWVBE participation monitored throughout project
- Leverage outreach and advocacy opportunities
- IAA Certification Requirements



Where to Watch

All solicitations posted on IAA Website,
www.indianapolisairport.com
www.supplierdiversity.ind.com

Select 'Employment and Business' on the top menu then 'Business Opportunities' on the left menu.

Projects that are bid are also advertised two times in the Indianapolis Star newspaper and once in the Court & Commercial Record or Indianapolis Recorder.

INDIANAPOLIS INTERNATIONAL AIRPORT

HOME AIRLINES & FLIGHTS MAPS & DIRECTIONS PARKING & TRANSPORTATION SERVICES & AMENITIES TRAVEL PREPARATION EMPLOYMENT & BUSINESS INFORMATION & NEWS

EMPLOYMENT OPPORTUNITIES
BADGING OFFICE
SUPPLIER DIVERSITY PROGRAM
AIRPORT SERVICE PROVIDERS
BUSINESS OPPORTUNITIES
ADVERTISING AT THE AIRPORT
PROPERTY MANAGEMENT
AIR SERVICE & CARGO DEVELOPMENT
FOREIGN TRADE ZONE

[Home](#) » [Employment & Business](#) » Business Opportunities

BUSINESS OPPORTUNITIES

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

All business opportunities are listed here. Note the listing is approximate and is provided for informational purposes only. Final bid packages, including plans, specification, and addendums, are subject to change without notice.

Document types and categories

RFQ	Request for Quote
RFP	Request for Proposal
ITB	Invitation to Bid
PO	Property Opportunity
CO	Concession Opportunity

To view open, pending, and awarded business opportunities (PDFs), please use the tool below.

BUSINESS OPPORTUNITIES

2015 [Calendar](#)

	RFP Public Notice - Storm Water Services (23-Sept-15) JRH2 Request for Proposal (Open)	09/23/2015 to 11/13/2015	Files (1)	
	Invitation for bid - replace aviation fuel farm - phase 2 (H-15-049) Public Bid (Open)	09/21/2015 to 10/22/2015	Files (2)	
	RFQ - new john deere (or equivalent) cab tractor with loader ready package and panorama glass roof Request for Quotation (Open)	09/10/2015 to 09/24/2015	Files (2)	
	Request for information - On-Call Services for Communications and Marketing Request for Information (Open)	09/08/2015 to 09/25/2015	Files (3)	



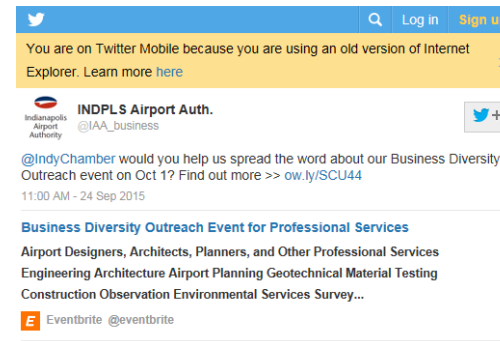
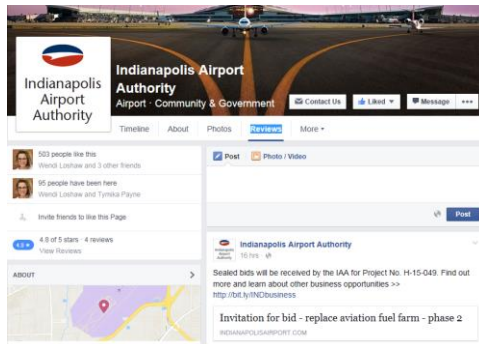
Facebook and Twitter Alerts

Want to be notified of new opportunities? Follow us!

www.facebook.com/IndianapolisAirportAuthority



www.twitter.com/IAA_business



Notice: Please be advised that individuals interested in receiving information about potential business opportunities with the Indianapolis Airport Authority (“IAA”) regarding employment opportunities, bid packages, Requests for Proposals and all other opportunities related to public procurement, should refer to IAA's social media pages solely as a supplement to, and not as a substitute for, the IAA's official procurement site, which is www.indianapolisairport.com.



Panel Discussion





Questions

