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

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

Professional Services: Working with the IAA
Drew Genneken: Director, Planning & Project Development
Tony McMichael: Project Manager III

Supplier Diversity
Holli Harrington

Upcoming Projects
Drew Genneken

Closing Remarks/Evaluation
Holli Harrington

Network Opportunity
All
Certification & Advocacy Partners
• Planning
• Engineering & Design
• Project/Construction Management
• Procurement
• Work Permit
• Supplier Diversity and Title VI
• Environmental Management
Staff Introductions

**Jarod Klaas, P.E., 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 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  
Jim Cates  
Neal Jenkins  
Marc Bloomfield  
Mary Zurbuch  
Bob Staiton  
Webb Bernhardt  
James Cruz

**Engineering Consultant**
Brad Bobich

**Inspectors**
Robert Jones  
Rusty Burgess

**Executive Assistant**
Mary Glaspy

**Sr. Administrative Assistant**
Katie Adkins  
Ashley Cronnon

**Supplier Diversity Assistant**
Traci Johnson

**Contracts and Grant Coordinator**
Angie Tromp

**Environmental Coordinator**
Megan Wenzel

**Environmental Specialists**
Alex Abell

**CAD Tech**
Mike Howard
IAA Airport System
IAA’s Capital Program
Airport Capital Improvement Program (ACIP)
Capital Improvement Program (CIP)

- ACIP is FAA and INDOT funded
  - Eligibility and Priority is determined by FAA and INDOT
  - Typically are ‘Airside’ projects
- CIP is Airport Cash Funded
  - Typically ‘Landside’ projects
Which ones,

... How do we find them,

....What do we Expect?
Professional Services

Which ones...

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

www.indianapolisairport.com
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

• Occasionally Use “Interview Process”

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

PROFESSIONAL SERVICES REQUESTS:
PLANET BIDS - [planetbids.com](http://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**

TELL US WHY YOUR TEAM IS THE BEST!
Statement of Qualifications

How do we find them...

• SOQs are numerically evaluated based on:
  – Project personnel and qualifications
  – Recent company experience relevant to project
  – Supplier diversity – participation and mentorship
  – And include:
    • references,
    • outstanding error and omission claims,
    • ability to meet insurance requirements

• Short-list interviews as needed
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!**
Professional Services Contract

- Complexity and Ambiguity of the Project will dictate contract type
  - Hourly Rate Contracts
  - Transitioning to broader use of Lump Sum Contracts
- Establish Scope of Work
- Negotiate Fee
  - man-hours by task – IAA MANHOUR JUSTIFICATION TABLE
  - expenses
- IAA Reviews:
  - overhead rates of team members
  - supplier diversity participation
- IAA Contracts Include Requirement to Use eVerify
Minimum Requirements

- Design Schedule, with appropriate Milestones
- Development of Phasing Plan
- Preparation of Construction Safety Phasing Plan (FAA Funded Projects)
- Participation in a Safety Risk Assessment (SRA)
- Preparation of Construction Management Plan (per FAA AC 150/5370-12)
- Filing of 7460s
- ALP Revisions
- Submission of all Close-out Docs per IAA Guidance

- **Quality work!**
Elements of a Successful Project

- Design Schedules are Met
- Addenda are kept to a Minimum
- At least 3 bids are Received – **CONTRACTOR OUTREACH**
- Engineer’s Estimates reflect Bids – regardless of timing of project!
- Request for Information (RFIs)
  - As few as possible
  - Addressed expediently
- Thorough, complete documentation provided with all submittals

- **Quality work**
Insurance Requirements

Workers Compensation per State Requirements

Bodily Injury & Property Damage Insurance

- $10 million liability insurance for work within the IND’s Airport Operations Area (AOA)
- $3 million liability insurance for work outside IND’s AOA
- $3 million liability insurance for work on Relievers

Professional Liability Insurance

- $2 million E&O
“Airport 101”

- Consultants and Contractors
- “How To” and “What to Expect”
- Facilitated by IAA and Partner Firms
- Increase Opportunities
- Extension of Supplier Diversity Program
Accessing Opportunities with IAA
Go to
www.indianapolisairport.com
You may choose to register or browse through current opportunities.

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.
<table>
<thead>
<tr>
<th>Posted</th>
<th>Category</th>
<th>Project Title</th>
<th>Invitation</th>
<th>Due Date</th>
<th>Remaining</th>
<th>Stage</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>09/09/2017</td>
<td></td>
<td>Health Insurance Broker Services - RFI</td>
<td>17-011</td>
<td>10/29/2017</td>
<td>25 days</td>
<td>Bidding</td>
<td>Electronic</td>
</tr>
<tr>
<td>08/24/2017</td>
<td></td>
<td>RFI - On-Call Tree Removal Services and Vegetation Control</td>
<td>17-010</td>
<td>09/26/2017</td>
<td>12 days</td>
<td>Bidding</td>
<td>Electronic</td>
</tr>
<tr>
<td>08/30/2017</td>
<td></td>
<td>RFQ for Runway 16-34 Shoulder Repair</td>
<td>Q-17-014</td>
<td>09/25/2017</td>
<td>11 days</td>
<td>Bidding</td>
<td>Electronic</td>
</tr>
<tr>
<td>08/25/2017</td>
<td></td>
<td>2 Invitation to Bid for MC/IC Tank No. 7 Replacement at Indianapolis</td>
<td>Q-17-075</td>
<td>09/21/2017</td>
<td>7 days</td>
<td>Bidding</td>
<td>Papery</td>
</tr>
<tr>
<td>08/28/2017</td>
<td></td>
<td>5 Invitation to Bid for Frontier Airlines Move at Indianapolis International</td>
<td>Q-17-010</td>
<td>09/21/2017</td>
<td>7 days</td>
<td>Bidding</td>
<td>Papery</td>
</tr>
<tr>
<td>08/29/2017</td>
<td></td>
<td>RFQ for Storm Drain Repair (Q-17-012)</td>
<td>Q-17-012</td>
<td>09/11/2017</td>
<td>Closed</td>
<td>Paperly</td>
<td>Papery</td>
</tr>
<tr>
<td>08/30/2017</td>
<td></td>
<td>RFQ Quotes T-Horez Taxiways Crack Repair (Q-17-019)</td>
<td>Q-17-019</td>
<td>09/11/2017</td>
<td>Closed</td>
<td>Paperly</td>
<td>Papery</td>
</tr>
<tr>
<td>08/31/2017</td>
<td></td>
<td>Closed Electronic Only</td>
<td>Closed</td>
<td>Closed</td>
<td>Paperly</td>
<td>Closed</td>
<td>Papery</td>
</tr>
<tr>
<td>09/11/2017</td>
<td></td>
<td>Closed Electronic Only</td>
<td>Closed</td>
<td>Closed</td>
<td>Paperly</td>
<td>Closed</td>
<td>Papery</td>
</tr>
<tr>
<td>09/09/2017</td>
<td></td>
<td>Closed Electronic Only</td>
<td>Closed</td>
<td>Closed</td>
<td>Paperly</td>
<td>Closed</td>
<td>Papery</td>
</tr>
<tr>
<td>09/09/2017</td>
<td></td>
<td>Closed Electronic Only</td>
<td>Closed</td>
<td>Closed</td>
<td>Paperly</td>
<td>Closed</td>
<td>Papery</td>
</tr>
<tr>
<td>09/09/2017</td>
<td></td>
<td>Closed Electronic Only</td>
<td>Closed</td>
<td>Closed</td>
<td>Paperly</td>
<td>Closed</td>
<td>Papery</td>
</tr>
</tbody>
</table>
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.
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%</th>
<th>15%</th>
<th>10%</th>
<th>3%</th>
<th>28%</th>
</tr>
</thead>
<tbody>
<tr>
<td>DBE</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MBE</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WBE</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VBE</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</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
What is the Title VI Program?

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.
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 INDI
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.

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.

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
Traveling 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.
Business Opportunities

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.

Search

- Date
  - Select Date Range
- Status
  - All Statuses
- Type
  - All Types
- Keyword
  - All Keywords

Available Opportunities:

1. QTA Road Access Control at IND - Project No. Q-16-013
2. Invitation for Bids - Airport Snow Multi-Tasking Equipment
3. Request for Information - Interactive Mapping of IND Terminal
4. Request for Qualification for Concrete Deck Repair (Q-16-008) at Indianapolis Downtown Heliport
5. Request for Information - On-Call Services for Air Service Marketing Consultant
UPCOMING PROJECTS:
2018-2020 Professional Services
2018 Professional Services List

- Advance Planning and Design – 2018
- ARFF Station #2 Assessment
- ARFF Station #2 Siting Study
- CEP - Replacement of IW’s Supervisory Control and Data Acquisition System
- Col. Weir Cook Parking Capacity Dynamic Signage
- Deicing Control Facilities Improvements – 2018
- Demolition of Bldgs 24 and 25

- IMC - Hangar Door Rehabilitation
- IMC - Hangar Roof Replacement
- Install Perimeter Fence Phase III – Metro
- Parking Garage Expansion
- Sustainability Management Plan
- Tug Road - Relocate and Widen South of Runway 14-32
2019 Professional Services List

- Airport Asset Management Program
- AOC Data Center HVAC Rightsizing
- Bldg 611 thru 615 - HVAC, Parking Lots, & Water System
- CEP - CoGen Analysis
- Construct Covering over Outdoor Parking Ticket Stations
- Deicing Control Facilities Improvements - 2019-2024
- Demo Avis (Bldg #18)
- IMC - Courtyard Roadway Replacement
- IMC - Fire Alarm Panel Replacements
- IMC - Replace Victaulic Fire Suppression Piping

- IND Fuel Farm Expansion
- Install Perimeter Fence - Eagle Creek
- Install Perimeter Fence - Indy Regional
- Master Plan and ALP Update - Indy Regional
- Airfield Pavement Management – 2019
- Rehabilitate Building Exterior/EIFS – Heliport
- Terminal Apron Joint Rehabilitation and Repair – IND
- Terminal Back-Up Heating and Cooling
2020 Professional Services List

• CEP - Boiler Replacement
• Construct T-Hangars - Metro
• Corporate Hangar Development Infrastructure - Indy Regional
• Install Traffic Signal - West Perimeter & North Service Rd
• Maintenance Area Pavement - Indy Regional
• Parcels 2-4 Infrastructure - IND
• Parking Garage Electric Charging Stations
• Parking Garage Improvements
• Rehabilitate Airport Roads & Lots
• Rehabilitate Hangar Access Taxiways - Metro
• Rehabilitate Northwest T-Hangar Parking Lot - Eagle Creek
• Rehabilitate Parking Lot - Metro
• TW C8 - Design & Construction w/ LED
Questions
THANK YOU!

Sponsors

Indianapolis Airport Authority
THANK YOU!

Certification and Advocacy Partners

Exhibitors