

Norfolk Airport Authority  
Professional On-Call Aviation Business Consultant Services  
Preproposal Meeting Roster

April 9, 2024 10:30 a.m. (In-person and Virtual)

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# PROFESSIONAL ON-CALL AVIATION BUSINESS CONSULTANT SERVICES

## RFQ Preproposal Meeting

April 9, 2024



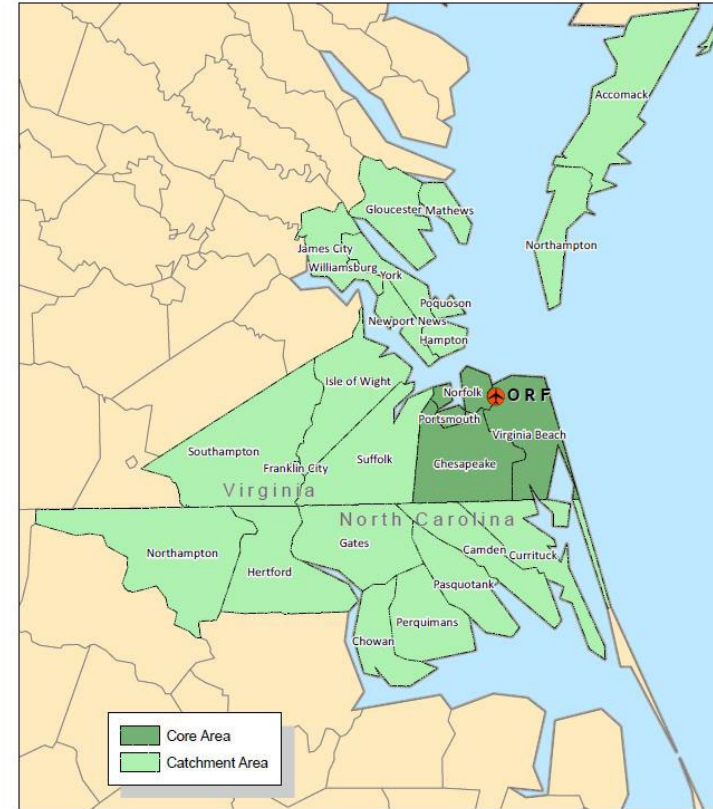
# About Us

- Small Hub Classification
- 2023 - 4,552,582 passengers (record year)
- Served by American, Delta, Southwest, United, Breeze, Spirit (6 signatory airlines), Frontier, Allegiant (Non-sig)
- 2019 Economic Impact \$2.2 Billion (updated study in progress)



# Core/Catchment Areas

- Core Region:  
Chesapeake Norfolk  
Portsmouth  
Virginia Beach
- Catchment Area  
East - Eastern Shore  
North – Gloucester  
West – Southampton VA  
and Northampton NC  
South – Chowan County,  
NC



# ORF



# Capital Development Summary

FY START	PROJECT DESCRIPTION	PROPOSED BUDGET	AIP ENTITLEMENTS	AIP DISCRETIONARY	AIG ENTITLEMENTS	ATP DISCRETIONARY	STATE ENTITLEMENTS	STATE DISCRETIONARY	PFC FUNDING FUTURE (ASSUMED PFC GARBS)	LOCAL FUNDING (DEBT SERVICE)	LOCAL FUNDING (PAY-GO)	FUNDED BY OTHERS
FY 24	Departures Terminal Program (Consolidated Checkpoint Included) - Design & Construction	450,000,000	-	-	-	-	-	-	111,000,000	230,000,000	109,000,000	-
FY 25	CONRAC Facility - Design & Construction	160,000,000	-	-	-	-	-	-	-	-	-	160,000,000
FY 24	Hotel - Design & Construction	50,000,000	-	-	-	-	-	-	-	-	-	50,000,000
FY 27	Runway 5/23 Reconstruction - Design & Construction (Grading, Drainage and 23 End Profile Improvements)	45,000,000	10,000,000	10,000,000	-	-	4,000,000	3,000,000	18,000,000	-	-	-
FY 24	Alpha Concourse Gate Addition - Design & Construction	33,000,000	-	-	12,000,000	-	-	-	21,000,000	-	-	-
FY 24	Gate 1 Federal Inspection Services Facility Modernization - Design & Construction	33,000,000	5,000,000	-	2,000,000	6,000,000	-	-	12,000,000	8,000,000	-	-
FY 25	Admin. Offices Consolidation - Design & Construction	18,000,000	-	-	-	-	-	-	-	18,000,000	-	-
FY 24	Closure of Runway 14/32 - Design & Construction	12,000,000	5,000,000	-	-	-	3,000,000	2,000,000	-	2,000,000	-	-
FY 26	Intersection Improvements & LTW Exit - Design & Construction	12,000,000	-	-	-	-	-	-	-	12,000,000	-	-
	<b>GRAND TOTAL CIP:</b>	<b>813,000,000</b>	<b>20,000,000</b>	<b>10,000,000</b>	<b>14,000,000</b>	<b>6,000,000</b>	<b>7,000,000</b>	<b>5,000,000</b>	<b>166,000,000</b>	<b>270,000,000</b>	<b>109,000,000</b>	<b>210,000,000</b>



# Scope of Services

## Strategic General and Business Planning

- Maximize Airport Revenues and Efficiencies
- Maximize ORF's value to the region



# Scope Cont'd

## Negotiation, Development, and/or Implementation of RFPs, RFQs, Leases and Development Agreements

- AULA commenced 7/1/2023. 3-year term (6/30/26) with (2) 1-year options
- FBO awarded to Signature Aviation – 20-year term; Commences 7/1/24
- Food Master Concessionaire – HMS Host (expires 6/30/26)
- Retail Master Concessionaire - Hudson (expires 6/30/27)
- Advertising – Departure Media (expires 12/31/28)
- Uber/Lyft/Turo – Annual auto-renewal
- NAA/LTD Hospitality signed agreement to construct, operate, maintain Courtyard by Marriott. Opening scheduled for early 2026.

# Scope Cont'd

## Rental Car Concession and Consolidated Rental Car Facility

- Currently served by Avis/Budget, Enterprise/National/Alamo, Hertz/Dollar, American Rent A Car
- Currently in Year 1 of (5) 1-year renewal periods
- Construction of CONRAC is a priority project
- Currently discussing alternative approaches regarding construction, operation, maintenance responsibilities.

# Scope Cont'd

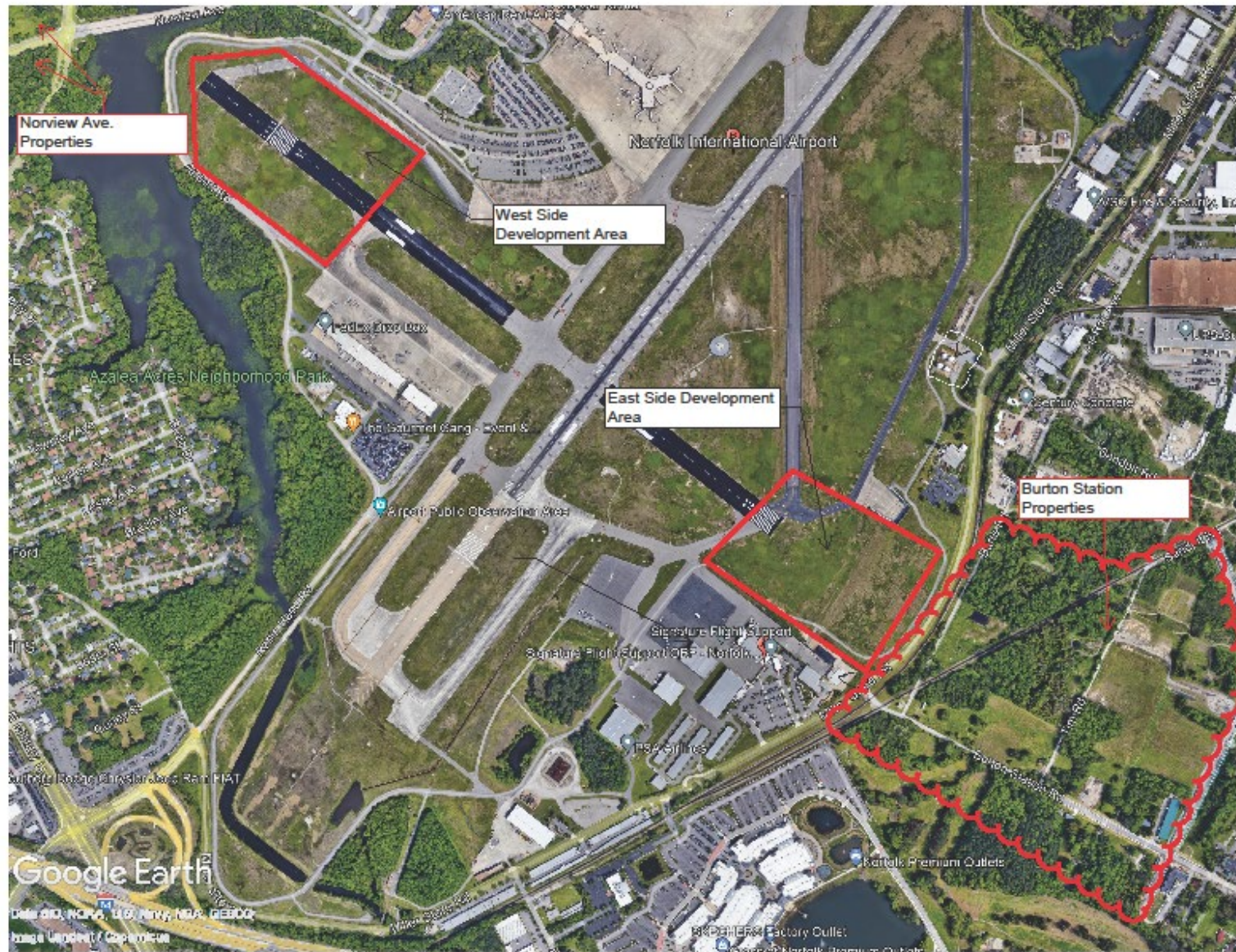
## Air Service Development

- Partner with Authority staff in efforts to attract new air carriers as well as new nonstop destinations.
- Assist Authority staff in efforts to attract international air service.
- Prepare/analyze data to support expansion of service and upgrade of aircraft.
- Assist Authority staff in presentations to the airlines as well as to the community and businesses.

# Scope Cont'd

## Land Use Study (on and off airport land)

- East Side of Airfield – approx. 30 ac
- West Side of Airfield – approx. 30 ac
- Norview Ave Properties – approx. 14 ac
- Burton Station Properties – approx. 50 ac



# Scope Cont'd

## DBE/ACDBE/SWAM Program Planning and Reporting

### Perform Goal Setting methodologies and processes

- Current DBE Overall Goal 10/2023-9/2026 = 11.53%
- Current ACDBE (Non-RC) Overall Goal 10/2021-9/2024 = 12.94%
- Current ACDBE RC Overall Goal 10/2021-9/2024 = 2.14%
- Assist with establishing SWAM goal setting methodology

### Develop and Submit Reports

### Support NAA in DBE and SWAM outreach efforts

# Scope Cont'd

## Compliance with Various Aviation-Related Grant and Funding Sources

- Assist the Authority in identifying sources of funding for various projects.
- Assist the Authority in ensuring compliance of regulations, including FAA Grant Assurances including Revenue Diversion scenarios.
- PFC application – assist Authority as requested
  - Current – Applications #4-7 open.
  - Pending – Application #8 pending submission
  - Future – Application #9&10 funds FIS and Terminal building

# Scope Cont'd

## Financial Compliance and Planning

- Perform services of financial consultant
- ROAC for bond application



# RFQ Reminders

- Questions Due in writing Friday, April 12, 2024 to [ssterling@norfolkairport.com](mailto:ssterling@norfolkairport.com)
- Responses posted April 19, 2024 to NAA Website <https://www.norfolkairport.com/purchasing/>
- Proposals due Thursday, May 2, 2024 at 4:00 p.m. EST
- Proposals accepted by electronic submission only. Submit to [ssterling@norfolkairport.com](mailto:ssterling@norfolkairport.com)