

Welcome to the...



**MARYLAND DEPARTMENT
OF TRANSPORTATION**



Maryland Department Of Transportation Aviation Administration

Presentation for Business Opportunities & Entrepreneurial Training Summit

November 13, 2017



Maryland Department Of Transportation Aviation Administration

Ned Carey, C.M.
Chief - Division of
Administration & Performance
Management

Maryland Department Of Transportation

Aviation Administration

Safety Management System RFP Needs

In November of FY 2019 MAA Office of Safety and Risk Management will seek consultant services to provide technical expertise for the development of Safety Management Programs and task oriented safety support.

Term: TBD

Scope of Work: Development of Safety Management Plan and processes which may include, audits, contractor safety, risk management and claims expertise. Staffing will augmented through the support of the contract. It may include positions such as Safety Inspectors, Safety Engineers, Safety Officers and Project Managers.

MBE Goal: TBD

SIDA Badge Required: Yes



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Information Technology (IT) Procurements

- Vast Majority (95%) of MAA IT procurements are from statewide IT contracts awarded by MD Dept. of IT (DoIT)
- These include computer hardware, software and IT services including system design, coding and database development
- 100s of vendors on DoIT contracts presenting significant sub-contracting opportunities
- Information on DoIT contracts:
<http://doit.maryland.gov/contracts/Pages/AllMasterContracts.aspx>
<http://doit.maryland.gov/contracts/Pages/Doing-Business.aspx>



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Typical Types of MAA-Specific IT Procurements

- Flight Information Display System
- Common Use Terminal Equipment System
- Integrated Airport Security System
- Parking and Revenue Control System
- Comprehensive Airport IT Services
- Noise Monitoring System
- Airport Technology Master Planning



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MDOT MAA Contract Number: MDOT MAA-SV-18-003

A Content Service Provider is being sought to support the MDOT MAA training program designed to integrate all employee learning and development to enhance the workforce.

Scope of Services

The Administration seeks a firm that has the requisite, demonstrable competence and experience in the development, delivery, and management of learning courseware, blended learning, and training events to support an aviation management organization.

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Type of Firm Solicited

Each Offeror must submit evidence that it has a minimum of five (5) continuous years of experience in the last ten (10) years delivering aviation-related organizational development consulting, aviation-related contract management, and/or aviation-related learning content in the concentration of interests described in Section III B or in implementing large-scale aviation workforce programs. The experience submitted can be a combination between the prime and it's subcontractors.

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Services to be provided:

- Airport Safety
- Learning and Management Consultancy
- Technical Training
- Customer Service
- Airport Financial Analysis and Management
- General Skills Training
- Aviation Management and Leadership Skill Development
- Employee health and wellness
- Basic, Intermediate and Advanced Communication Skills
- End-User Computer Training
- Airport Performance Management and Quality Assurance
- Project and Asset Management
- Airport Industry Administration
- Executive and Professional Coaching
- Personalized Development Advising
- Other Training and Program Development



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Services to be provided:

- On an on-call basis, expected to provide content via one or more modes of delivery i.e., open participant slots in public class offerings, on-site off-the-shelf or customized instructor-led, on-line education and/or E-learning.
- Must maintain acceptable participant feedback ratings for instructor, mode of delivery and/or content at levels and within times to be determined by the MDOT MAA.
- If providing personalized development advising, the Offeror must summarize and analyze the information gathered in reports, identifying learning trends, the critical issues facing the organization, and the skills and training the MDOT MAA needs to meet organizational goals.

Maryland Department Of Transportation Aviation Administration

- Must prepare and provide all necessary materials, handouts, audio/visual content in a useable format for participants at each session.
- If providing electronic learning (e-learning), provide the content in a user-friendly, engaging medium that is AICC/SCORM conformant and compatible with the MDOT MAA's LMS system.
- If providing on-line education, provide the content in a manner easily accessible via an internet browser.

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MDOT MAA Goal

- MBE Goal: 28%
- Additional 2% Veteran-owned small business enterprise goal

Duration

- Four (4) years-dates to be determined

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Paul L. Shank, P.E.,C.M.
Chief - Division of Planning
& Engineering

Maryland Department Of Transportation Aviation Administration Construction Opportunities



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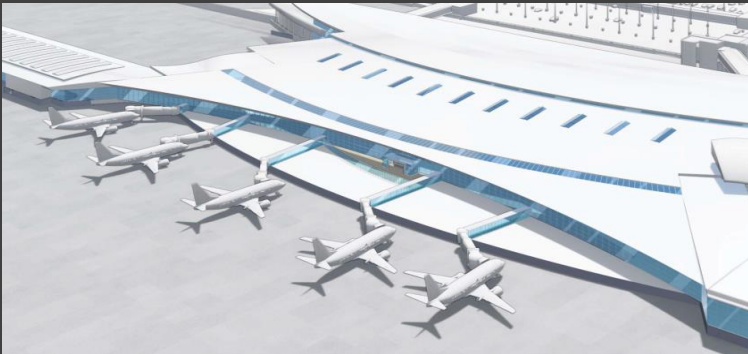
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410.865.1000

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Maryland Department Of Transportation Aviation Administration

Terminal A/B Connector and Baggage Handling System

Two level expansion of the Terminal
Concept development underway
Candidate Expedited Alternative Delivery



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Terminal A/B Connector and Baggage Handling System

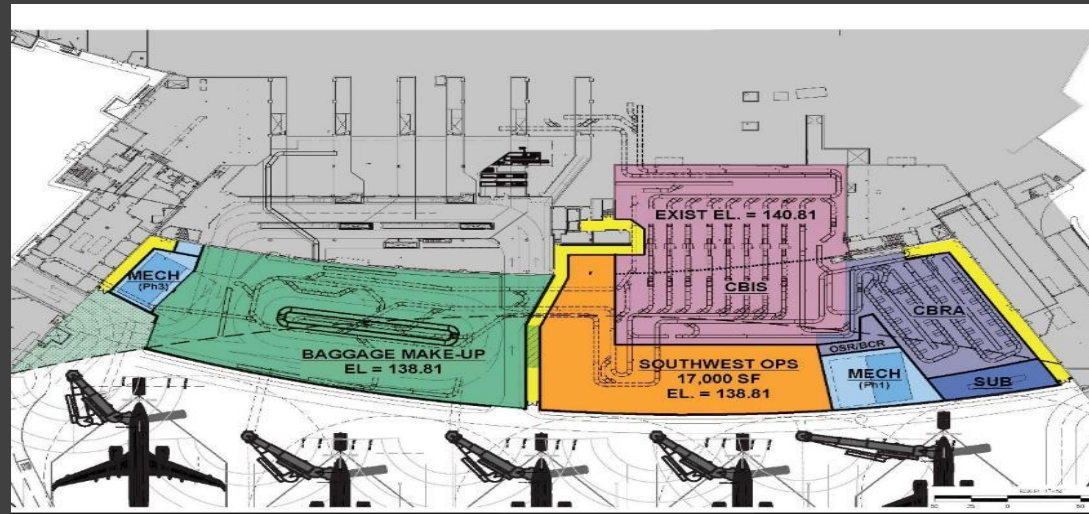
Anticipated Schedule:

- 2018 -2021

Project Cost Classification – L
(over \$100,000.00)

Potential DBE Subcontracts:

- All Building Trades



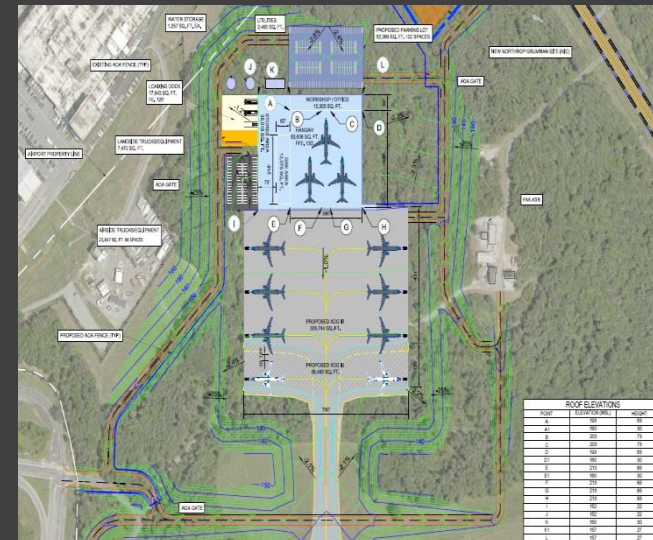
- Aircraft Maintenance Complex
- Two Projects; Site Work and Facility
- Environmental Assessment Underway

- Aircraft Maintenance Complex
- Two Projects; Site Work and Facility
- Environmental Assessment Underway

Potential DBE Subcontracts:

- All Site Work Trades

- All Building Trades



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Midfield Cargo Apron Long Term Deicing

- Provide automated deicing chemical collection and release to sanitary sewer
- Significant mechanical infrastructure and tank storage

Anticipated Schedule:

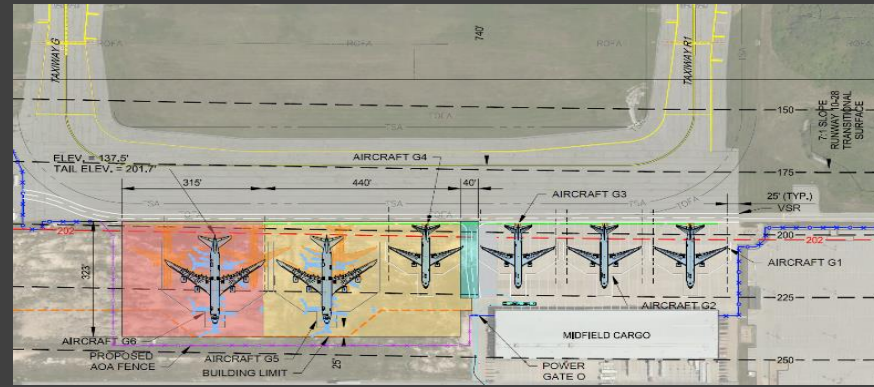
- 2018

Project Cost Classification – F

(\$5,000,001 to \$10,000,000)

Potential DBE Subcontracts:

- Mechanical/Utilities
- Electrical



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Airfield Rehabilitation Program

- Significant taxiway rehabilitations in both asphalt and concrete (Taxiways T, B, S, F & E)
- Runway 15L-33R Rehabilitation
- Airfield Lighting Vault (ALV) relocation

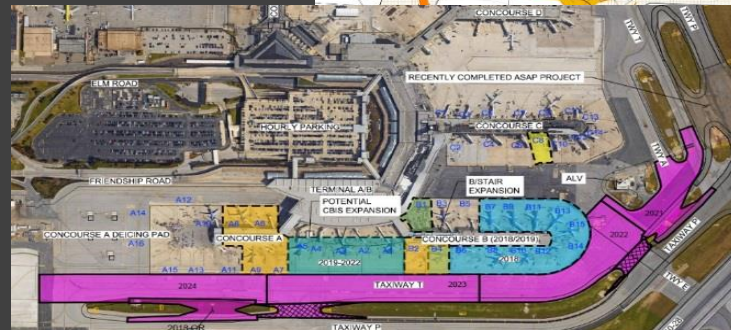
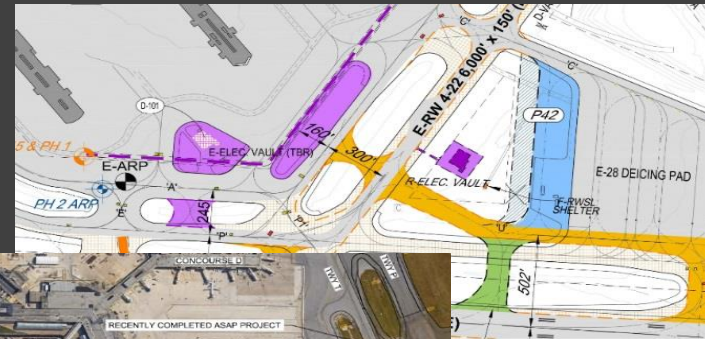
Anticipated Schedule:

- 2018 thru 2022

\$150,000,000 Estimated program value, multiple awards

Potential DBE Subcontracts:

- All Site Work Trades



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Maryland Department Of Transportation Aviation Administration A/E Services Opportunities



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Maryland Department Of Transportation Aviation Administration Comprehensive A/E Services Contracts

- Design
- Spring 2018
 - 5 – Year Contracts
 - Multiple Awards
- Program Management
 - 5 – Year Contracts
 - Multiple Awards



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Small Business Reserve A/E Services Contracts

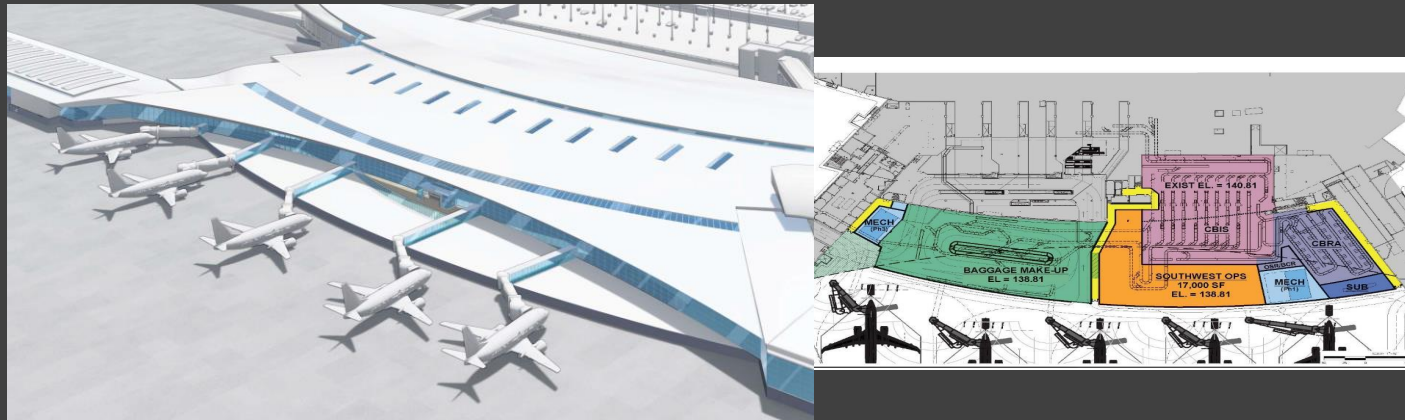
- Partnering for Capital Projects in Excess of \$10M
- Construction Management and Inspection for Soundproofing Program



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Project Specific A/E Services Contracts Terminal A/B Connector and Baggage Handling System

- Design
- Program Management
- Construction
Management at Risk



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Jim Walsh, A.A.E.
Chief - Division of Business
Development & Management



Maryland Department Of Transportation Aviation Administration

New Commercial Development & Business Activities at BWI Marshall and Martin State Airports

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Baltimore/Washington International Thurgood Marshall Airport

- 25.7 million passengers
 - 24.5 million domestic
 - 1.2 million international
- 22nd busiest U.S. airport
- Average 70,000 passengers per day
- 330 daily departures
- 90 domestic and international destinations



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New Taxi Management

- Invitation for Bid (IFB) solicitation for exclusive right to establish, operate, and manage an airport taxicab ground transportation concession service at BWI Marshall Airport.
- IFB to be released November 2017.
- Contract start date anticipated July 2018.



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New Curbside Management

- Request for Proposals (RFP) solicitation to provide Airport Curbside and Ground Transportation Concession Management Services at BWI Marshall Airport.
- RFP to be released Dec 2017.



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New On-Airport Pet Boarding Facility/Service

- Solicitation to finance, design, establish and operate pet boarding facility and/or services.
- Anticipated solicitation based on feasibility, accessibility and convenience to passengers (currently being assessed).
- New solicitation to be released in 2018.



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New Airport Convenience Store with Gasoline Station

- Vacant 5-acre parcel at Amtrak Way.
- Gas station and food service facility highly feasible.
- Solicitation release at the end of 2017.



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International Concourse Expansion to Support Airline Growth



- Additional 6 international gates (2 full-service and 4 arrivals-only).
- 2018

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Aviation Administration

Martin State Airport

- Joint Civil-Military Public Use airport - Busiest general aviation airport in Maryland; Single 7,000 feet runway
- Average 70,000 aircraft operations annually
 - General aviation
 - Military
 - Air Taxi
 - Flight Schools
- FAA-designated Reliever to BWI Marshall
- Maryland Air National Guard, Maryland State Police, Baltimore City, Baltimore County, WJZ TV, WBAL TV
- Fixed Base Operation and Pilot's Lounge
- Customs & Border Protection Service



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Martin State Airport FBO

- Request for Information (MAA-RFI-18-001) (RFI) - released May 1, 2017 to solicit information from firms having interest and experience in developing and managing Fixed Base Operator (FBO) Concession Services
- RFI was used to determine feasibility and any potential concerns with financing, developing, operating and managing a proposed FBO
- Response to RFI was favorable; RFP for FBO to be released first half of 2018.

Maryland Department Of Transportation Aviation Administration

Wayne Pennell, A.A.E.
Chief - Division of BWI
Operations & Maintenance

Maryland Department Of Transportation Aviation Administration

Contract MAA-MC-18-012

Roof Repairs and Maintenance at BWI and MTN

Term: Five Years – Dates To Be Determined

Scope of Work: Perform preventive maintenance to various types of exterior roof surfaces on a time and materials basis as required by the Maryland Aviation Administration

MBE Goal: 7%;

SIDA Badge Required: Yes

Maryland Department Of Transportation Aviation Administration

Contract MAA-MC-19-000

Signs and Graphic Services at BWI and MTN

Term: Five Years – 2/1/19

Scope of Work: Provide all labor, supervision, tools, materials, equipment, insurance and expertise to perform signs and graphics services at BWI Marshall and Martin State Airports as required by the Administration

MBE Goal: TBD%;

SIDA Badge Required: Yes

Maryland Department Of Transportation Aviation Administration

Contract MAA-MC-20-000

Solid Waste Removal and Recycling Services at BWI and MTN

Term: Five Years – 7/1/19

Scope of Work: Collect, remove and transport solid waste and recycling products from the airfields at BWI Marshall and Martin State Airports to appropriate facilities for disposal and recycling as required by the Maryland Aviation Administration

MBE Goal: TBD%;

SIDA Badge Required: Yes



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Contract MAA-MC-20-000

HVAC Systems/Central Utility Plant, Water Treatment, Temperature and
Automation Controls, Energy Management and Fire Alarm Systems Operations
R & M at BWI and MTN

Term: Five Years – 11/1/19

Scope of Work: Perform operation, corrective repair, replacement, preventive, routine and emergency maintenance , and commissioning of all existing and new equipment and systems, as required by the Maryland Aviation Administration

MBE Goal: TBD %;

SIDA Badge Required: Yes



Maryland Department Of Transportation Aviation Administration

Contract MAA-MC-20-000

Fire Protection System Inspection, Testing, R&M at BWI and MTN

Term: Five Years – 11/1/19

Scope of Work: Perform preventive inspections, testing, repair and maintenance to all Fire Protection Systems as required by the Maryland Aviation Administration

MBE Goal: TBD %;

SIDA Badge Required: Yes

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Contract MAA-MC-20-000

Landside Snow Removal Services at BWI Marshall Airport

Term: Three Years – 11/1/19

Scope of Work: Provide expertise, equipment and personnel to operate, maintain and perform all landside snow removal for roadways, parking lots, and facilities as required by the Maryland Aviation Administration

MBE Goal: TBD %;

SIDA Badge Required: Yes

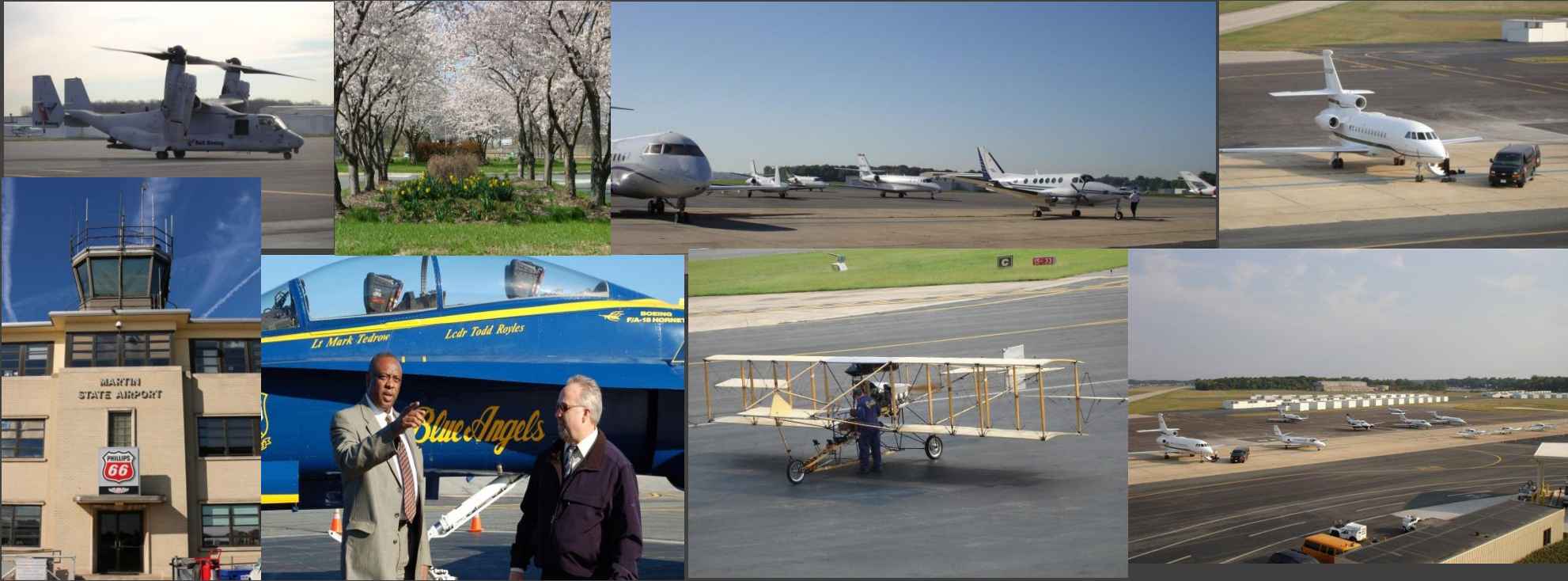


Maryland Department Of Transportation Aviation Administration

Al Pollard
Chief – Division of Martin State
Airport (MTN)
Operations & Maintenance



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Aircraft Manufacturing – October, 1929

53,000 employees – 1942

State of Maryland - 1975

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Martin State Airport (MTN) is a 775–acre General Aviation airport located nine (9) miles east of downtown Baltimore.

The airport has over 250 based airplanes and is home to the Maryland Air National Guard, Maryland State Police Aviation Command, Baltimore County Police Aviation Unit, Baltimore City Aviation Command, two (2) flight schools, and a variety of other businesses.

In 2015, MTN had an economic impact of \$16 million in State and local taxes, \$288 million in Business Revenue, and \$152 million in Personal Income.



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Listing of Typical Contracts,

Security Guard Services
Extermination
Generator Repair and Maintenance
Fire Protection System Repair and Maintenance
Solid Waste Removal
Hazardous Waste Removal
Closed Circuit TV System Repair and Maintenance
Cleaning Service

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Listing of Typical Contracts, continued:

Electric/Electronic Repair and Maintenance

Lighting Repair and Maintenance

Overhead Doors

Roofing Repair and Maintenance

Snow Removal

Painting

Fence/Gate/Door Repair and Maintenance

Vegetation Control

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Maryland Department Of Transportation Aviation Administration

Annette Fisher
Acting Chief - Division of
Marketing & Air Service
Development

Maryland Department Of Transportation Aviation Administration

Marketing and Air Service Development Procurement

MAA Office of Marketing and Air Service Development will seek consultant services to provide expertise for improving customer service and stakeholder relationships.

Term: TBD

Scope of Work: The selected bidder will facilitate meetings, take notes, conduct SWOT analysis for developing terminal-wide customer service standards, submit report of findings and provide minutes for approximately 3 to 5 meetings with 125 participants.

MBE Goal: TBD



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2017 Higher Campaign

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MEDIA STRATEGY

Multi Media Mix

Billboards | Cable | Cinema | Digital/Mobile | Social Media | Radio, Transit & Local News

Amended Geographical Targets (from Phase 1)

Baltimore | Zoned District of Columbia | Salisbury

New Geographical Targets (added for Phase 2)

Northern Delaware (Middletown and Wilmington Areas) | Zoned Philadelphia

Campaign Duration

6 Weeks beginning October 23 (through mid-December)

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myBWI

TV Spot



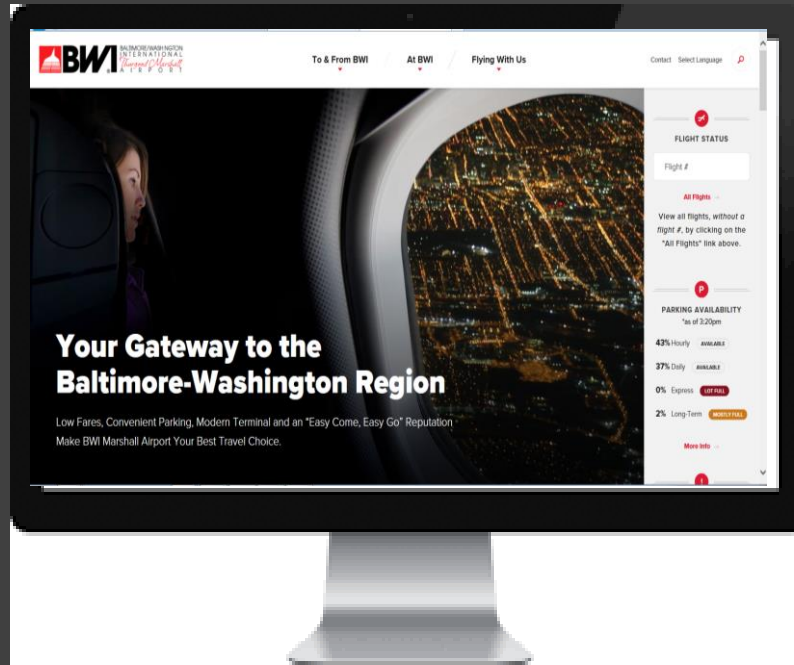
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All new website
BWIAirport.com



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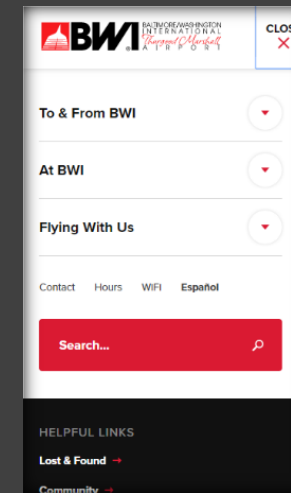
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Site designed with the following features:

- ✓ Streamlined User Experience
- ✓ Mobile Responsiveness
- ✓ Heads Up Display (HUD)
- ✓ Customizable Navigation
- ✓ Wayfinding
- ✓ And more!



Maryland Department Of Transportation Aviation Administration



Synergy Business Networking and Employment Fair
May 2, 2018 from 7:30 a.m. to 3 p.m.
BWI Marriott Hotel