

# Syracuse Regional Airport Authority Master Plan Update – RFQ Pre-Submittal Meeting

February 21, 2020

RFQ Reference #2020-02



# Today's Presentation

- Welcome/Introductions
- About the Region: Overview & Background
- About the Airport: Overview & Background
- Need for Master Plan Update
- Priority Projects & Initiatives
- Five-Year CIP 2020-2025
- Project Expectations
- DBE Goals
- DBE Forms/Appendix C
- Addendum
- Submittal Requirements
- RFQ Schedule
- Master Plan Update Timeline
- Question & Answer Session
- Communication Protocol
- Airport Tour

Please hold all questions until the Q&A session. Verbal responses provided by any of the Authority representatives during our meeting today are not formal and are not binding on the Authority. All questions will be formally answered in writing by February 27, 2020.

# Welcome & Introductions

- Jason Terreri, Executive Director, SYR
- Brian Dorman, Director of Planning & Development, SYR
  - [dormanb@syrairport.org](mailto:dormanb@syrairport.org)
- Linda Ryan, Aviation Contracting Officer, SYR
- Spencer Gillette, Associate, Steven Baldwin Associates
  - [sgillette@baldwinllc.com](mailto:sgillette@baldwinllc.com)

# About the Region: Overview & Background

## Central New York Region



# About the Region: Overview & Background

FOUR DISTINCT SEASONS



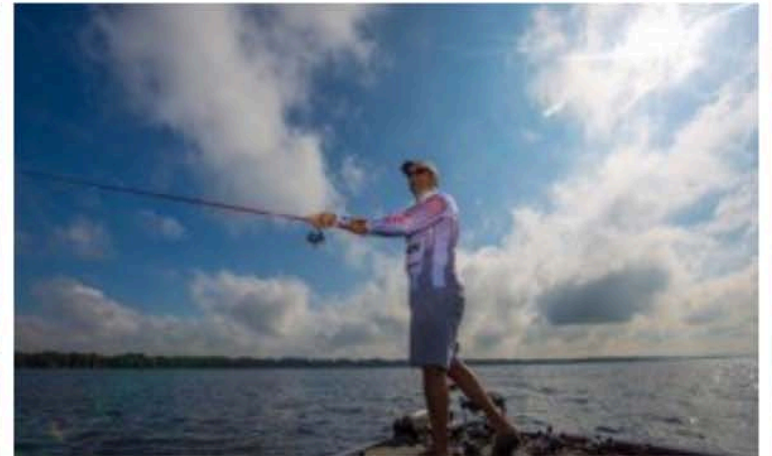
Year-round outdoor activities, from winter skiing to summer boating





# About the Region: Overview & Background

## Adventures in Central New York





# About the Region: Overview & Background



MORE THAN  
**120**  
World-class wineries

Renowned for some of the **WORLD'S BEST** Rieslings

Wine trails encompass **4** LAKES

Beer and artisanal cheese trails



# About the Region: Overview & Background

## Nature Escapes in Central New York





# About the Region: Overview & Background

Syracuse  
**RISING**



## Center State New York Population

Over 1.4 million people in twelve counties (Cayuga, Cortland, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, Seneca, St. Lawrence, Tompkins)

## Growing Syracuse Population

- Only city of largest five cities in New York with population growth 2017-2018
- Downtown residential population growth: 77%

\* Source: The Downtown Committee

**SYR**

# About the Region: Overview & Background

jobs and

## **BUSINESS GROWTH**

### **Regional Job Growth Last Year**

→ <b>Syracuse Metro:</b>	<b>3,400</b>
→ <b>Center State:</b>	<b>6,800</b>

**Syracuse/Central New York Job Listings: 17,289**

\* Source: 2018 CNYREDC Progress Report



# About the Region: Overview & Background

Syracuse Among US Leaders

## IN WAGE GROWTH AND DISPOSABLE INCOME

### Average Wage Growth (2011-2017)

→ Syracuse/Central New York:	26.7%
→ U.S. National:	10.2%

\* Source: [Esri](#) 2016 via U.S. Census Bureau

# About the Region: Overview & Background

Large Employers Expand

## New Companies Land in Syracuse

- **Saab Aerospace and Defense** – N. American headquarters now in Syracuse
- **SRC** – adding 1,000 jobs to support UAS-related technologies
- **Automodality** – San Jose, CA based company moved operations to Syracuse
- **Sentient Blue** – Moving UAS operations from Italy to Syracuse
- **Lockheed Martin** – radar research and manufacturing site in Syracuse. Over \$2 billion in recent contracts; adding jobs
- **Novelis** – aluminum alloy manufacturer invested more than \$500 million in Syracuse region, grown to over 1,300 jobs
- **Welch Allyn** – medical diagnostics equipment manufacturer, completed major expansion; now over 1,000 employees
- **NexGen Power Systems** – Moved R+D and Manufacturing from CA to Syracuse



# About the Region: Overview & Background

- UAS
  - The FAA has approved the first segment of a 50-mile drone corridor between Syracuse and Rome, New York
- UAS managed by NUAIR
  - Facilitate “beyond visual line of sight” (BVLOS) testing
  - One of seven FAA designated UAS Test Sites in the U.S. consisting of a highly instrumented UAS test ecosystem with functionality that includes:
    - Tracking of cooperating & non-cooperating targets
    - USS support
    - Simulation capabilities
    - Secure Data Collection



# About the Airport: Overview & Background

## Syracuse Hancock International Airport



# About the Airport: Overview & Background

- Syracuse Hancock International Airport (SYR) is a shared use civil-military airport
- Encompassing 2,000 acres of land
- Two Runways:
  - Runway 10-28 is 9,003 FT x 150 FT (31 acres)
  - Runway 15-33 is 7,500 FT x 150 FT (26 acres)



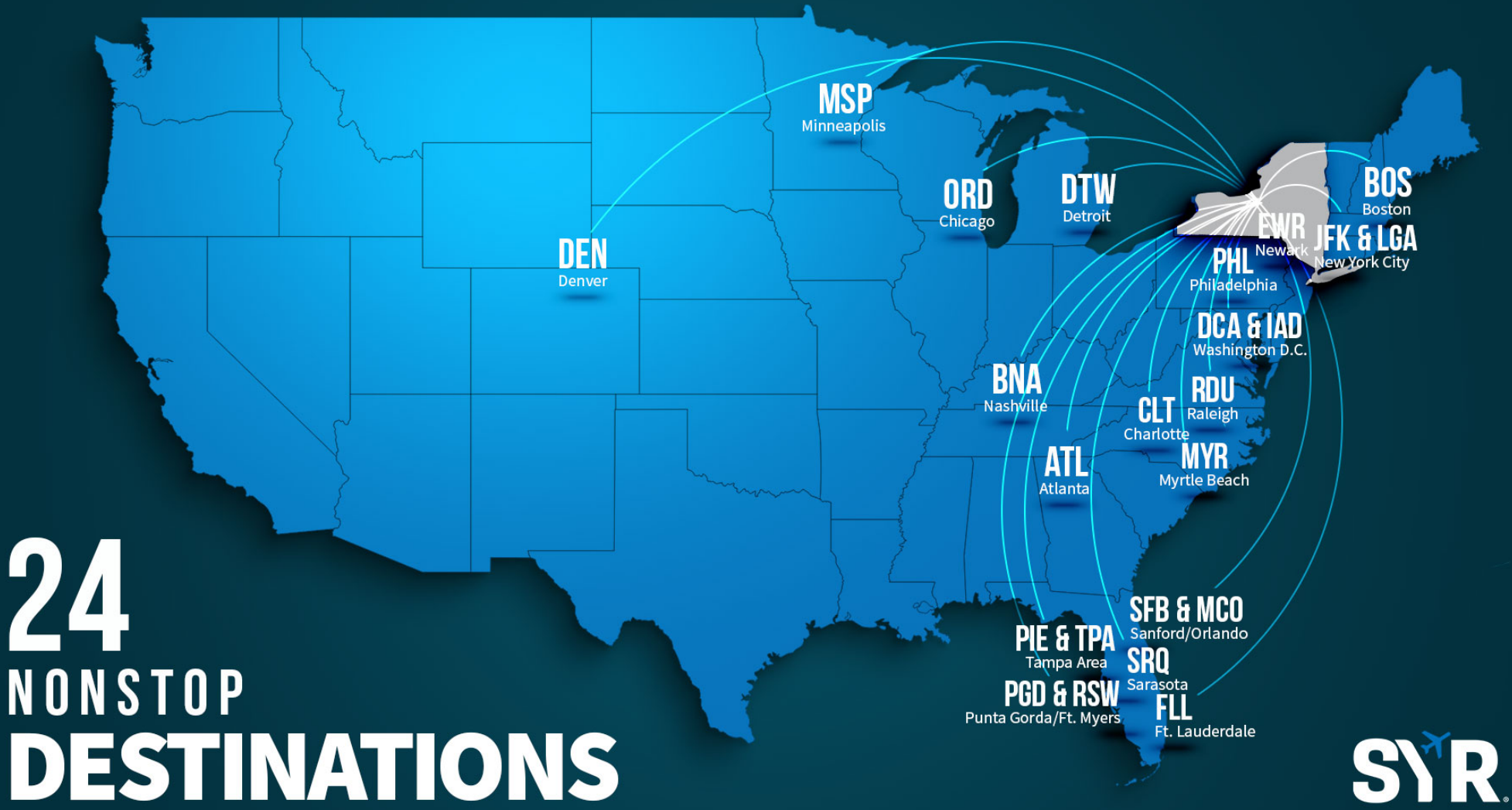
# About the Airport: Overview & Background

- The Airport is located five miles northeast of downtown Syracuse, in Onondaga County, New York
- Approximately 120 staff members
- Annual Operating Budget of \$31.6 million, and a current capital budget of \$21.1 million



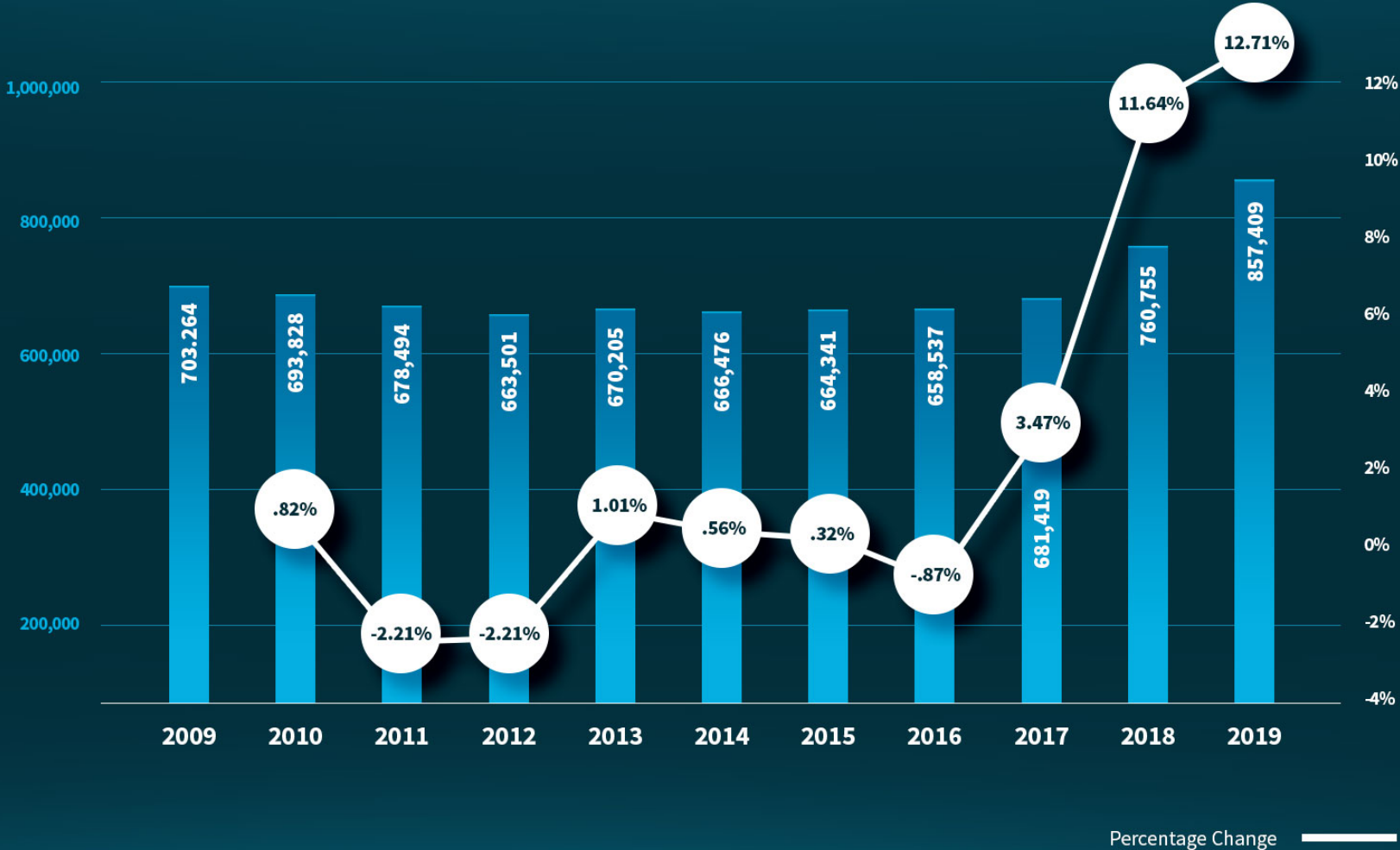


# About the Airport: Overview & Background



# About the Airport: Overview & Background

## TOTAL ENPLANEMENTS (2009 - 2019) JANUARY - AUGUST COMPARISON





# About the Airport: Overview & Background



**BUSIEST MONTH**

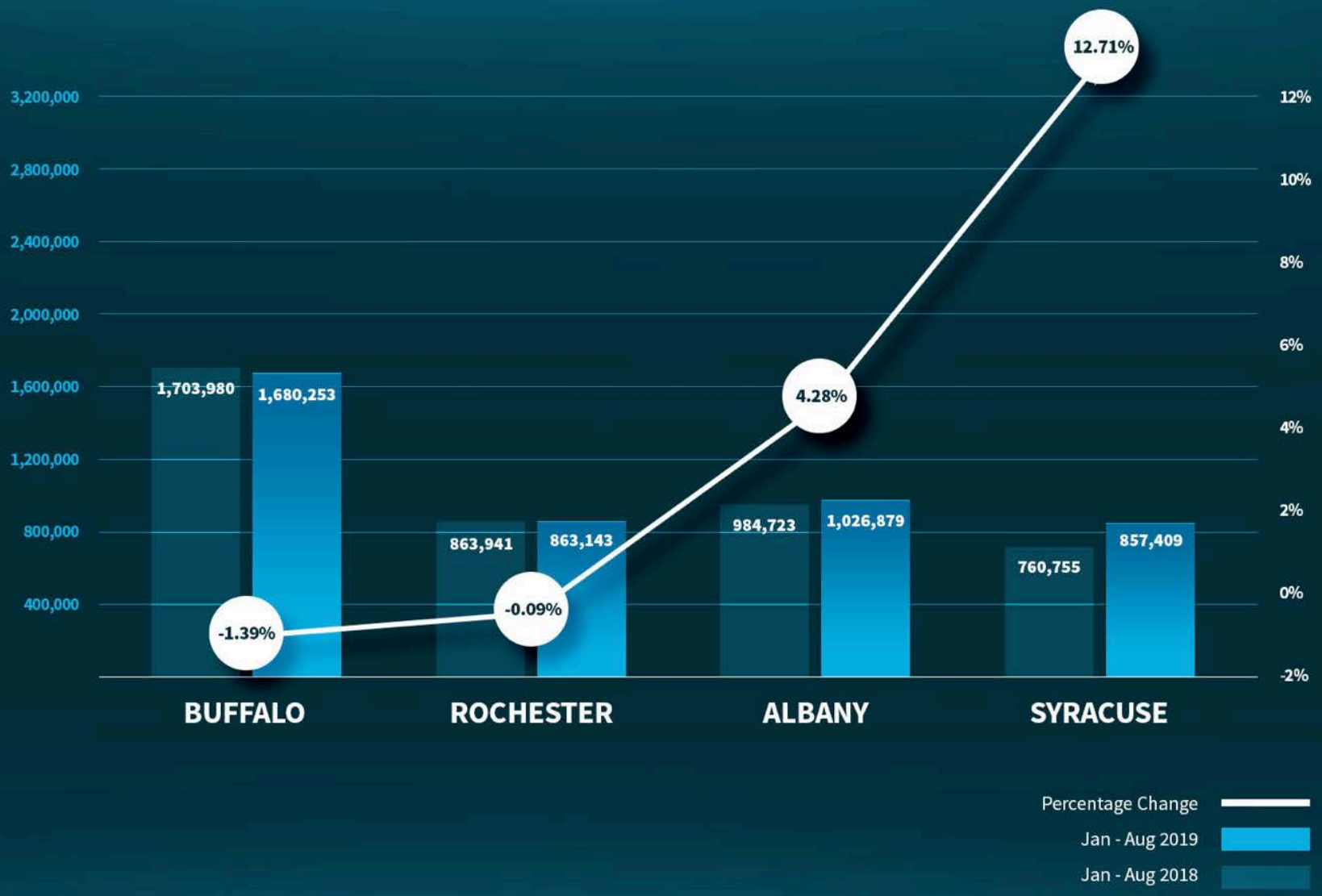
IN NEARLY 3 DECADES

**AUGUST 2019**

TOTAL PASSENGER TRAFFIC 250,207

# About the Airport: Overview & Background

## TOTAL ENPLANEMENTS COMPARISON AMONG UPSTATE NEW YORK AIRPORTS





# About the Airport: Overview & Background

## KEY FINDINGS

- The **SYR** Domestic Catchment Area has a population of 1.8 million residents and 1.2 million domestic originating passengers.
- The total **SYR** domestic market size including leakage is 2.8 million.
- 25% (680,000 passengers) of the **SYR** domestic market leaks to other regional airports.
- The leakage is spread across airports and varies depending on fares and service levels in specific markets. **ALB** (15% of leakage) accounts for the most leakage followed by **ROC** (14%), **ITH** (14%), **JFK** (11%) **ELM** (11%) **BUF** (11%) and **EWR** (8%).
- **ALB** and **ROC** leakage is most significant in markets served by Southwest.
- **ITH** and **ELM** leakage is the highest in markets where they have nonstop service. **DTW** is a good example of this.
- **JFK** and **EWR** leakage is the most significant in long-haul routes such as the LA Basin and the San Francisco Bay Area.
- **BUF** leakage is high in markets with very low fares from **BUF**.
- Leakage can be integrated into future air service presentations to show that the potential of **SYR** is greater than the O&D Survey alone.

# About the Airport: Overview & Background

## METHODOLOGY IN DETERMINING SYR DOMESTIC CATCHMENT AREA

- Airline Reporting Corporation (ARC) – Statistically significant and representative sample of tickets purchased with a consumer form of payment through an ARC-accredited agency including OTA's. **SYR** purchased all records with zip codes for passengers using **ALB, AVP, BDL, BGM, BUF, ELM, EWR, ITH, JFK, LGA, ROC, SWF** and **SYR**. Contains only U.S. point-of-sale data. Does not include Frontier, Southwest, Spirit or Allegiant.
- Adjusted ARC database developed by calibrating to O&D survey level by market and carrier. Calibration adjusts for Frontier, Southwest, Spirit and Allegiant passengers which are assumed to be distributed among zip codes in same proportion as other passengers.
- The **SYR** Domestic Catchment Area is defined as zip codes within a 3-hour drive of **SYR** where **SYR** either is the closest airport by drive time or where it obtains at least a 20% share of passengers when it has nonstop service.

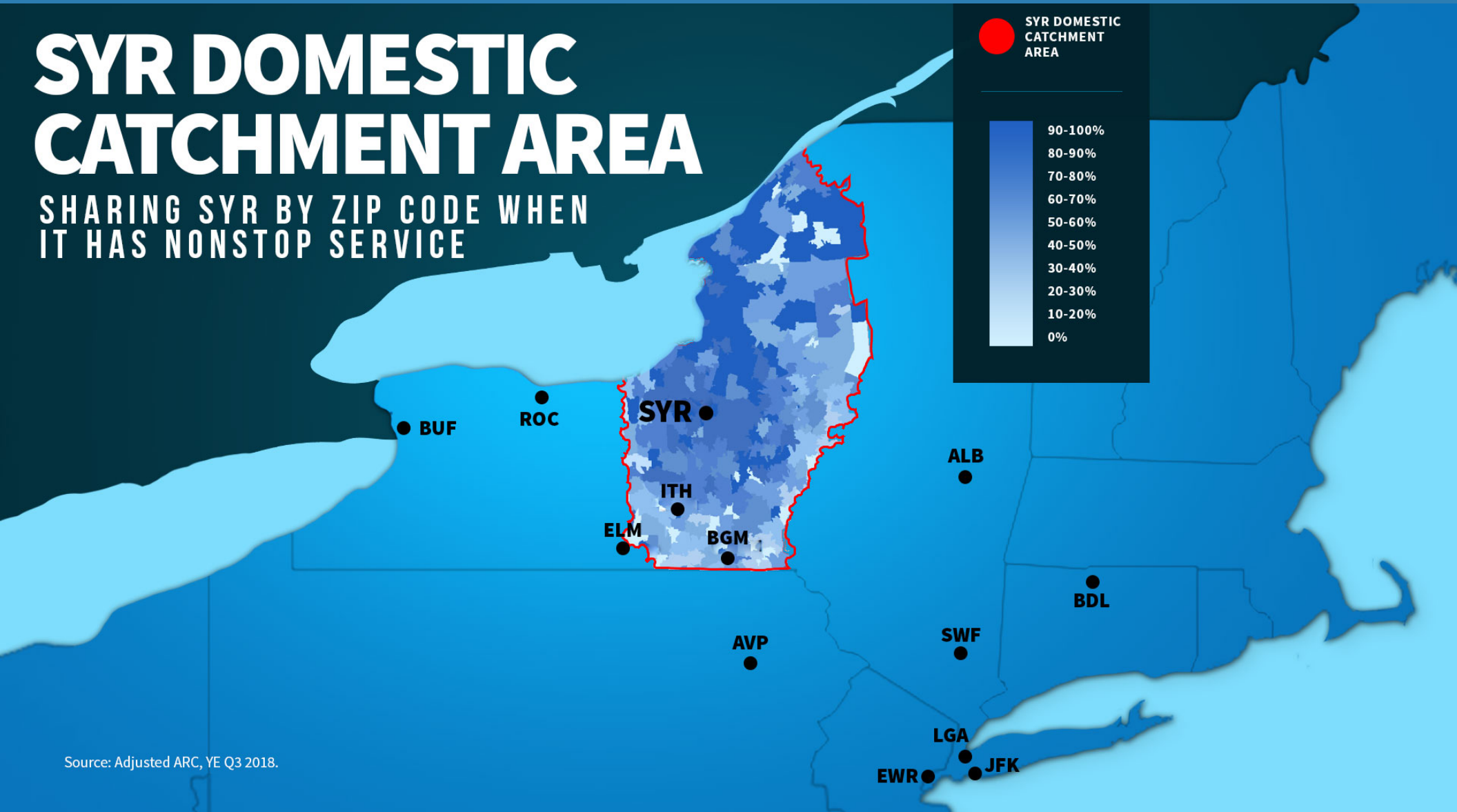




# About the Airport: Overview & Background

## SYR DOMESTIC CATCHMENT AREA

SHARING SYR BY ZIP CODE WHEN IT HAS NONSTOP SERVICE



Source: Adjusted ARC, YE Q3 2018.

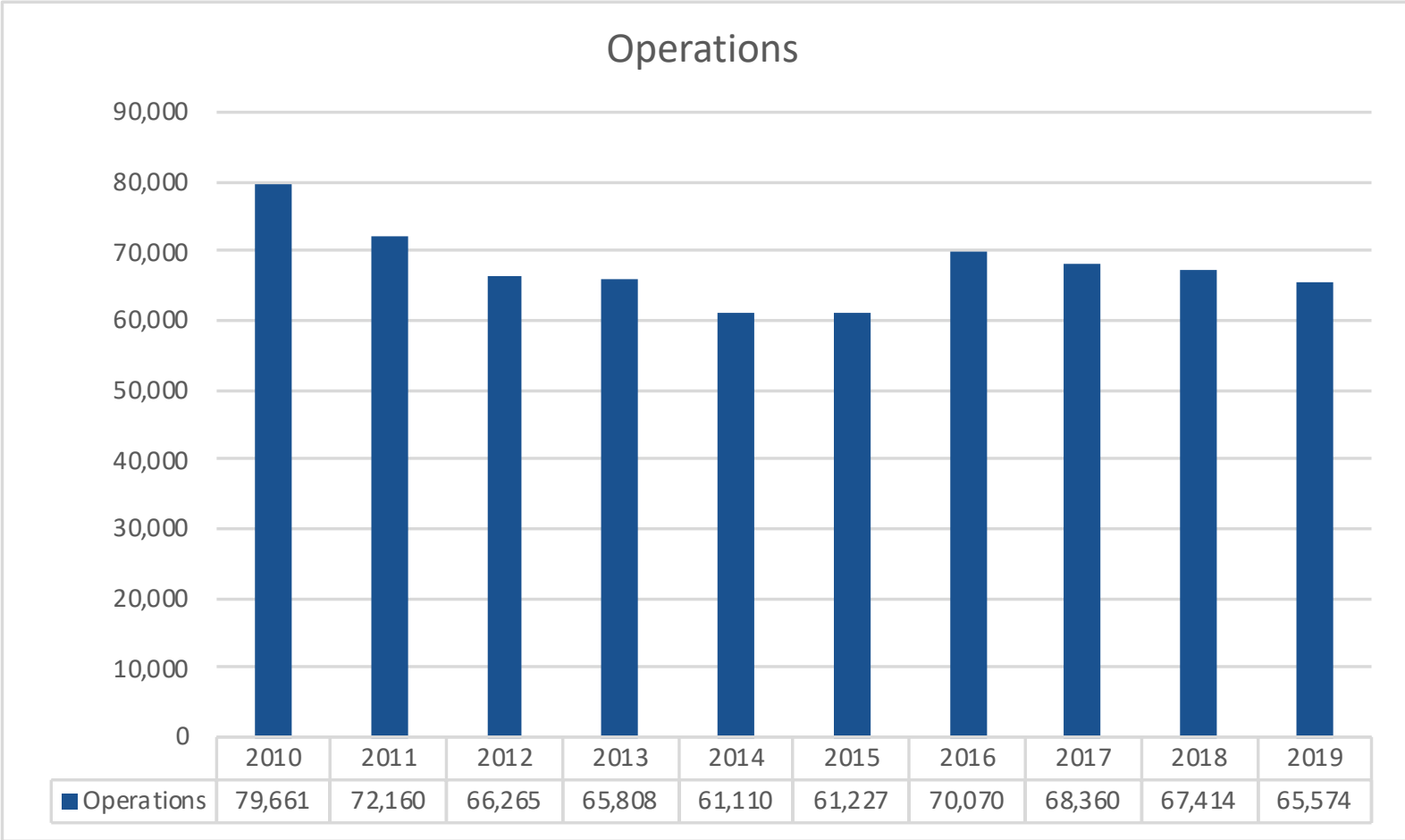


# About the Airport: Overview & Background

- **Military**
  - 174th Attack Wing of the NY Air National Guard
  - Operates the MQ-9 Reaper Remotely Piloted Aircraft (RPA)
  - Over 6,000 military operations per year
- **Cargo**
  - 22.5 acres of land
  - 100,000 sq. ft. cargo building
  - 348,873,210 lbs. in 2018
- **General Aviation**
  - Approximately 68 acres
  - Approximately 100 based aircraft
  - Two Fixed Based Operators

# About the Airport: Overview & Background

- Operations: 2019 - 65,574





# About the Airport: Overview & Background

- Airport Terminal Expansion
  - Terminal originally built in 1962
  - Approximately \$60 million renovation
  - Involved more than 300 workers
  - Creating 14,500 square feet of new space with 400 tons of steel
  - The results have been a streamlined layout, with new interior and exterior materials and new furnishings giving passengers a more modern, functional, and welcoming space



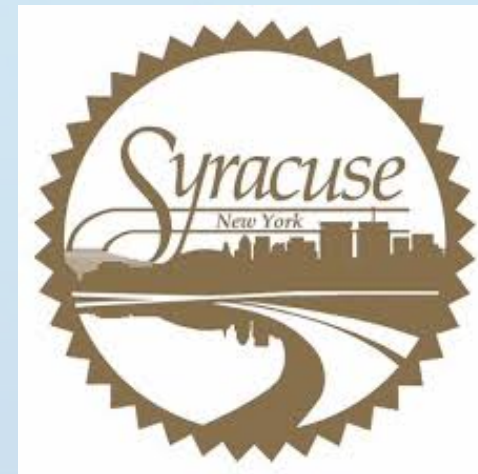
# About the Airport: Overview & Background

- Strategic Vision
  - Looking to emphasize and capitalize on opportunities to enhance and build new non-aeronautical revenue sources through third-party services
  - Developing marketing strategies that effectively influence the Airport's strategic business plan
  - For example, an MRO facility



# About the Airport: Overview & Background

- Governance
  - Syracuse Regional Airport Authority
    - Title 34 of Article 8 of the New York Public Authorities Law
    - 11-member board
    - Airport Sponsor
  - City of Syracuse
    - Airport property owner, leased by Authority
  - Property Transactions
    - Subject to the Surplus Properties Act



# Need for Master Plan Update

- Announcements of business start-ups and relocations, expanding medical and educational institutions, and increases in aviation demand in general are affecting local dynamics.
- Local agencies are predicting considerable growth, and Airport activity metrics are already showing indications of this growth (i.e., more flights, more destinations, more passengers).
- Typical indicators such as annual enplanements, annual operations, cargo tonnage, and parking transactions are all increasing.

# Priority Projects & Initiatives

- SYR has several significant priorities which should be considered in your proposal, including:
  - Parking garage – refurbish v. new construction
  - Land Side Development
    - Highest and best-use from a commercial & transportation perspective
  - Potential to integrate a hotel/conference center
  - Linkages to downtown SYR (public transportation)



# Five-Year CIP 2020-2025

Year	Projects
FY 2020	Rehabilitate Runway 10-28 (Construction); Update Airport Master Plan
FY 2021	Replace ARFF Vehicle (ARFF 8) and PPE Equipment; Reconfigure Taxiway M (Design), Rehabilitate TIW A West, including Stub Taxiways Q & R (Design); Passenger Terminal Improvements (Design & Construct) - Ph III
FY 2022	Reconfigure Taxiway M (Construction)
FY 2023	Rehabilitate Chemical Storage Building (Design); Passenger Terminal Improvements (Design & Construction) - Ph IV; Install Passenger Boarding Bridge - Ph III (Gate 8)
FY 2024	Rehabilitate T/W A West [3,700 LF x 75 LF] including Stub Taxiways Q & R [each 250 LF x 110 LF] (Construction); Rehabilitate Taxiway A West including Stub Taxiways Q & R - Lighting (Construct); Rehabilitate Taxiway B [2,500 LF x 75 LF] including Stub Taxiways S & T [each 190 LF x 85 LF] (Design); Rehabilitate Taxiway B including Stub Taxiways S & T - Lighting (Design); Conduct Environmental Study (EA); Install Passenger Boarding Bridge - Phase IV (Gate 15)
FY 2025	Rehabilitate Terminal Apron Including Taxiways D, E, & F (Design); Rehabilitate Taxiway H, G, & GA Apron (Design); Rehabilitate Taxiway A East & Taxiway M - Phase I (Design); Rehabilitate Taxiway J, P, & Y - Phase I (Design); Rehabilitate Taxiway N & Y - Phase II (Design); Rehabilitate Chemical Storage Building [5,600 SF] (Construction); Passenger Terminal Improvements (Design & Construct) - Ph V; Install Passenger Boarding Bridge - Phase V (Gate 3)

# Project Expectations

- Master Plan conducted in accordance with FAA Advisory Circulars (AC) and other applicable Federal, State, and local requirements, including but not limited to:
  - AC 150/5070-6B (Airport Master Plans)
  - AC 150/5300-13 (Airport Design)
  - AC 150/5300-16 (Aeronautical Surveying)
  - AC 150/5300-17 (Airport Imagery)
  - AC 150/5300-18 (GIS Standards)
- A tailored scope and proposed project approach specific to the needs of the Syracuse Hancock International Airport
- Provide the framework needed to guide future airport development that will cost-effectively satisfy aviation demand, while considering potential environmental and socioeconomic impacts
- Master Plan to address short-, medium-, and long-range facility requirements
- Establish a realistic schedule for the implementation of the proposed development with an achievable financial plan to support the implementation schedule

# Project Expectations

- Public Involvement Program
  - Technical Advisory Group
  - Stakeholder Considerations
  - yet-to-be-determined group of airport tenants, stakeholders, and other parties
  - A soundboard to be used throughout the process
- Inventory of Existing Conditions
  - Facilities, Aviation Activity, Environmental Issues, Land Use, Zoning, and Other Local & Regional Planning Studies, Roads and Ground Traffic, Utilities, Sustainability Initiatives
- Aviation Forecasts
  - General Aviation, Air Carrier, Cargo, Military, UAS
- Facility Requirements
  - Assess the ability of the existing airport, both airside and landside, to support the forecast demand
- Alternatives Development and Evaluation
  - Identify options to meet projected facility requirements and alternative configurations for each major component



# Project Expectations

- Environmental Considerations
  - Assessment to determine a clear understanding of the environmental requirements needed to move forward with each proposed project
- Airport Layout Plan
  - A Narrative Report depicting the phased development plan in the near-term, medium-term, and long-term development of SYR
  - Creation of an eALP for the first time at SYR
- Facilities Implementation Plan
  - Provide a summary description of the recommended improvements and associated costs
  - Schedule of improvements linked to levels of demand
- Financial Feasibility Analysis
  - A financial plan for the airport on how to finance the projects recommended in the master plan, and demonstration on the financial feasibility of the program

# Project Expectations

- Pavement Management Program (PMP)
  - Visual inspection of airfield
  - Establishment of a Pavement Condition Index
  - Development of a PMP, including providing recommendations regarding the scope and timing of pavement maintenance, repair, rehabilitation and/or reconstruction as a stand-alone document
- Unmanned Aircraft Systems (UAS)
  - Study regional UAS activity and impact on SYR operations
  - Consideration for State UAS initiatives and Beyond Visual Line of Sight (BVLOS) operations within the National Airspace System (NAS)
  - Plan for future UAS potential, forecasts, and facilities at SYR
  - Airport Infrastructure Requirements
- Technological Advancement Considerations
  - What technologies can be anticipated 5 to 10 to 20 years from now
  - Expanded use of Transportation Network Companies (TNC)
  - Autonomous vehicles
  - Enhanced security screening
  - Aircraft design changes

# DBE Goals

- The SRAA has set a DBE participation contract goal for this Project of 11.2%
- The Syracuse Regional Airport Authority, is required to comply with 49 CFR Part 26, Disadvantaged Business Enterprise (DBE) Program on Federally-assisted projects
- To Search for NYS DBE Certified Firms
  - <https://nysucp.newnycontracts.com/>



# DBE Forms/Appendix C

- Forms due with Submittal:
  - Form A-1: Bidder's List Collection Form
  - Form A-2: Bidder's List Collection Form Subcontractor Information
  - ***Submittals with missing or incomplete forms will be deemed non-responsive***
- Forms due within 5 days of negotiations:
  - Form B-1: Contractor's DBE Plan
  - Form B-2: DBE Letter of Intent Form
  - Form B-3: Good Faith Efforts
- Forms due post award:
  - Form C: Monthly DBE Report
  - Form D: Subcontractor Prompt Payment Certification
  - Form E: DBE Participation Summary

# Addendum

- Contracting
  - We will be issuing a boiler plate Professional Services Agreement/Contract as an addendum to the RFQ, specifying insurance requirements, invoicing procedures, etc.
- Required Affidavit
  - An affidavit filled out by each member firm of the team that there is no exclusive team agreement
- Submittal Copies
  - 8 printed copies
  - 1 USB Flash Drive

# Submittal Requirements

- Submission Deadline
  - March 3, 2020 by 4:00 PM
- The SRAA encourages succinct responses
- Provide an indication on how the firm sets itself apart from others



# Submittal Requirements

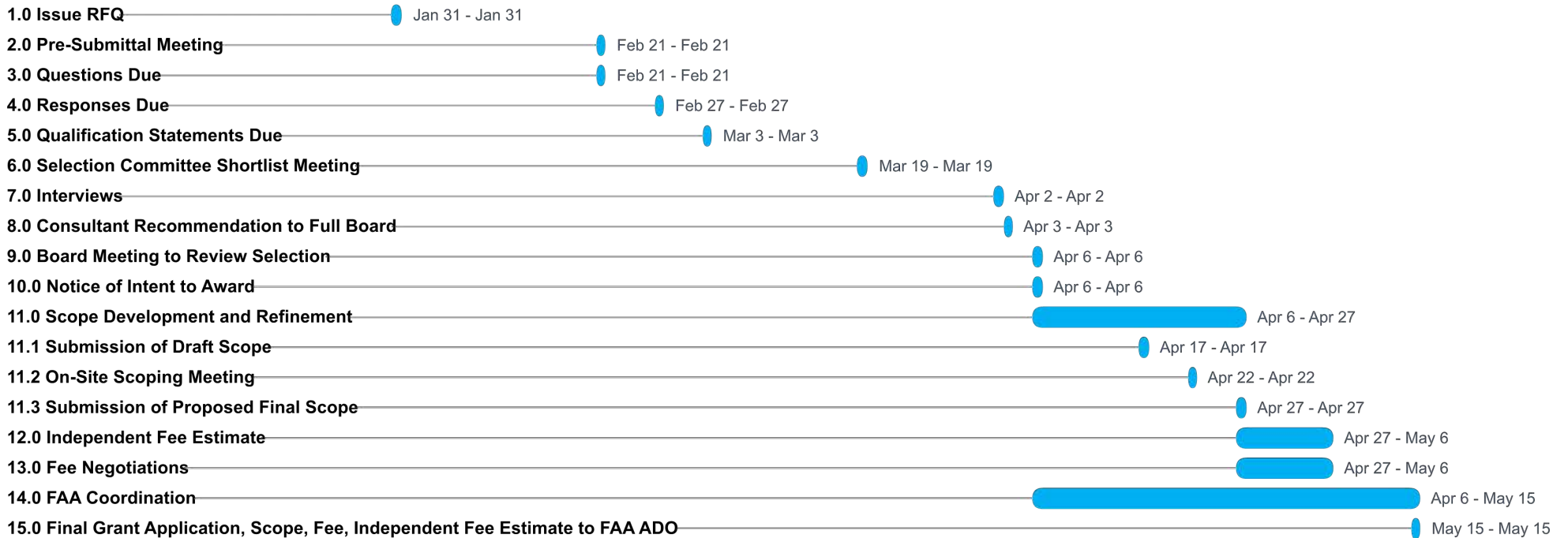
- Proposal Formatting
  - 8.5" x 11", standard 1" margins, no smaller than 10 pt. font, single sided printing
  - Allowable Pages:
    - 2-page Cover Letter
    - 1-page Table of Contents
    - 30-page max for qualifications, including: proposed project approach, project management plan, team, qualifications of key staff, team experience
  - Allowable Attachments as Appendixes:
    - DBE Program & Forms
    - QA/QC Program
    - Organization Chart
    - Affidavit for non-exclusivity

# Submittal Requirements

- **Submittal Packages**
  - Should arrive in standard boxes containing the 8 printed copies and one digital on a USB flash drive
  - A signature, recorded date, and time stamp of delivery are required
  - Faxed/emailed submissions will not be accepted
  - Late submissions will not be accepted
- **Address Submittals to:**
  - Mr. Brian Dorman
  - Director, Planning and Development
  - Request for Qualifications #2020-02:
  - Airport Master Plan Update (SYR)
  - Syracuse Hancock International Airport
  - 1000 Col. Eileen Collins Blvd.
  - Syracuse, NY 13212
- Please see the RFQ for complete details

# RFQ Schedule

2020 Jan Feb Mar Apr May





# Master Plan Update Timeline

- Master Plan Update  
– 12 to 18 month project

# Question & Answer Session

- Please provide any questions you may have; SRAA staff will endeavor to answer the questions to the best of our abilities. Answers are not formal or binding.
- A formal written summary of the Q&A will be made available by February 27, 2020 at: <https://syrsraa.com/bids-rfp-rfq/>

# Communication Protocol

- All communications for the RFQ should be in writing via email to:
  - Brian Dorman at: [dormanb@syrairport.org](mailto:dormanb@syrairport.org)
  - Spencer Gillette at: [sgillette@baldwinllc.com](mailto:sgillette@baldwinllc.com)



# Airport Tour

- To be conducted for in-person attendees

