

**Request for Qualifications
#2021-01**

**General Airport Consulting
at
The Syracuse Hancock
International Airport**



Designated

Contact

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Director of Business
Development

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Important Notice

A restricted period under the **Procurement Lobbying Law** is currently in effect for this procurement, and will remain in effect until the Authority executes the contract. Respondents are prohibited from contact related to this procurement with any Syracuse Regional Airport Authority member, officer, staff or employee other than the designated contacts (refer to RFQ Sections 1.15 and 1.16, Appendix A-3 Procurement Lobbying Form, and <https://online.orgs.ny.gov/legal/lobbyinglawfaq/default.asp>)



Key Dates in the RFQ Schedule

Date	Event
Monday, February 22, 2021	Issuance of Request for Qualifications
Tuesday, March 9, 2021 at 10:00 AM	Mandatory Pre-Submittal Conference*
Friday, March 12, 2021 by 2:00 PM EST	Respondents Questions Due
Thursday, March 18, 2021 2:00 PM EST	Final Response to Respondent's Questions
Monday, April 5, 2021 11:00 AM EST	RFQ Submission Deadline
April 6 – April 15, 2021	RFQ Evaluation Period and Respondent Interviews (If Applicable)
On or about April 16, 2021	Award of Contract by the Authority
No later than June 1, 2021	Execution/Entering into Contract



- RFQ Selection Committee
- Submittal Evaluation
- How many GAC's is SYR looking for?



What's New and Exciting at SYR?!



THE LOUNGE AT SYR



SYR Music Program



SYRENIITY BAR + MARKET



Cargo Market Study

- Identify cargo needs for the region
- Discussions with major logistics & cargo operators
- Focus on infrastructure needs and planning for the future

Expected completion in May 2021





LOCAL NEWS

Syracuse Hancock International Airport expecting 10% increase in travelers for winter break

Syracuse Hancock airport reports highest traffic levels in 30 years

by Sarah Midani | Thursday, January 23rd 2020



Central NY News

Finding a parking spot at Syracuse airport becoming a challenge as passenger traffic grows

Updated Feb 20, 2020; Posted Feb 20, 2020



The parking lot at Syracuse Hancock International Airport was filled to capacity on Thursday, a common occurrence during busy winter travel periods.

LOCAL NEWS

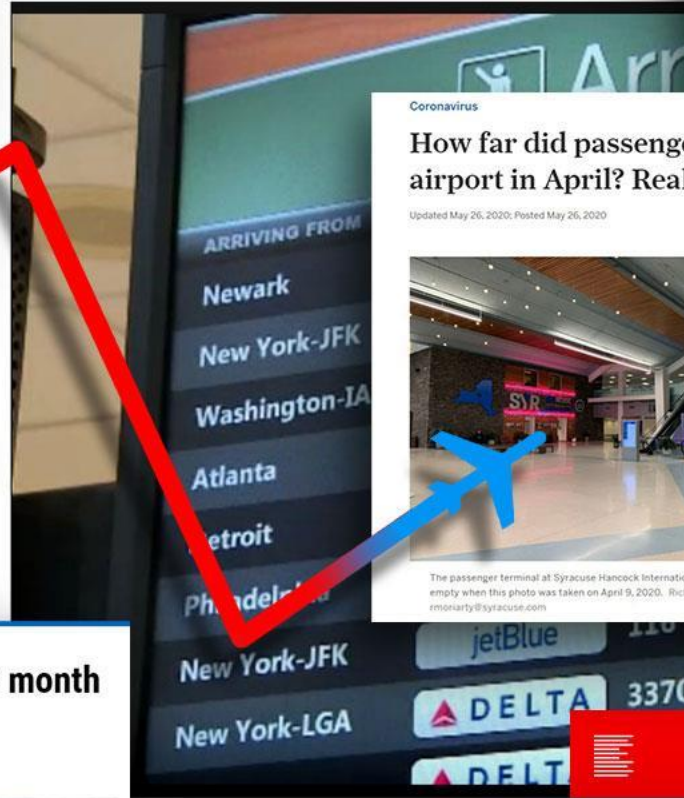
Syracuse Airport sees largest passenger month since 1990; holiday travel expected up



High Traffic

Impact of COVID-19

CORONAVIRUS Get updates from New York and beyond on the virus.



March passenger traffic plummets at Syracuse Airport; Executive Director braces for April, May



Posted: Apr 16, 2020 / 07:55 PM EDT / Updated: Apr 16, 2020 / 07:55 PM EDT

Coronavirus

How far did passenger traffic fall at Syracuse airport in April? Really far

Updated May 26, 2020; Posted May 26, 2020



The passenger terminal at Syracuse Hancock International Airport was nearly empty when this photo was taken on April 9, 2020. Rick Moriarty | rcmoriarty@syracuse.com

Coronavirus

Coronavirus has turned Syracuse airport a virtual ghost town (photos)

Updated Apr 09, 2020; Posted Apr 09, 2020



Photos show Syracuse airport a near ghost town

697 shares

By Rick Moriarty | rcmoriarty@syracuse.com

Syracuse, N.Y. — The coronavirus has turned Syracuse Hancock International Airport into a very lonely place.

CORONAVIRUS

Hancock Airport Staff Continue Working Despite Drop in Travel

BY JESSICA HOUGHTALING | SYRACUSE

PUBLISHED 12:06 PM ET APR. 15, 2020 | UPDATED 5:39 PM ET APR. 17, 2020

ENPLANEMENTS FY JUL-JAN

(2019/2020 & 2020/2021)

Month-to-Month Growth Comparison



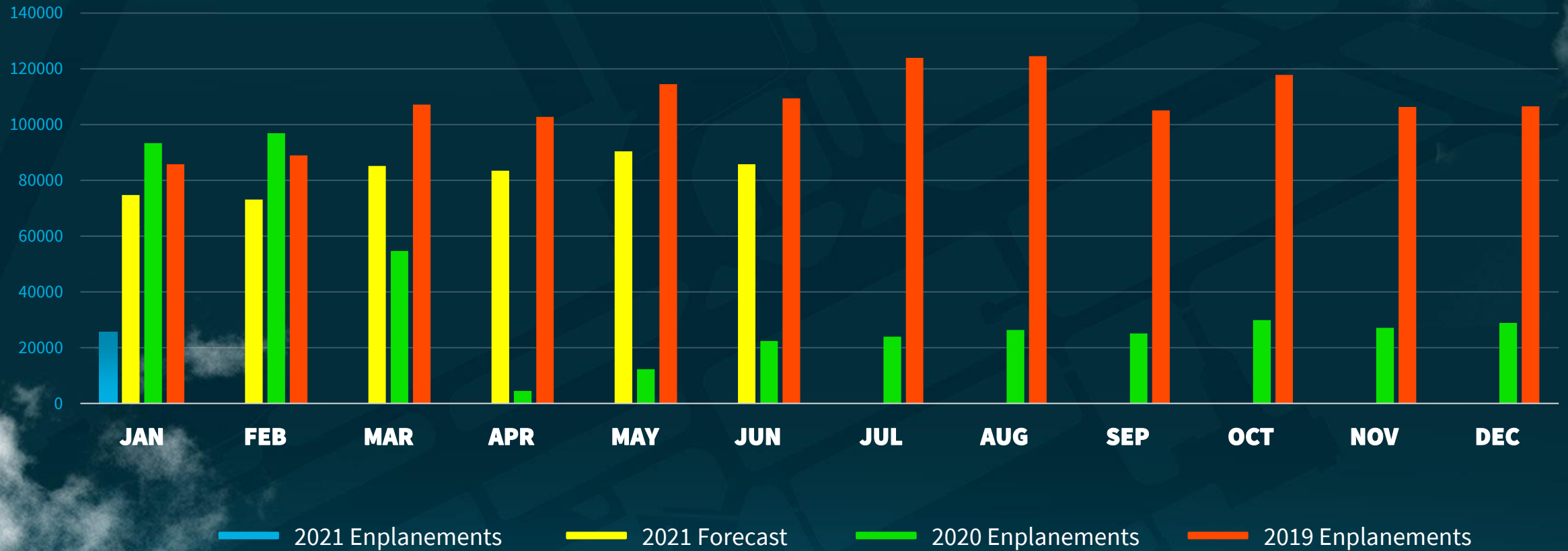
Percentage Change

2020/2021

2019/2020

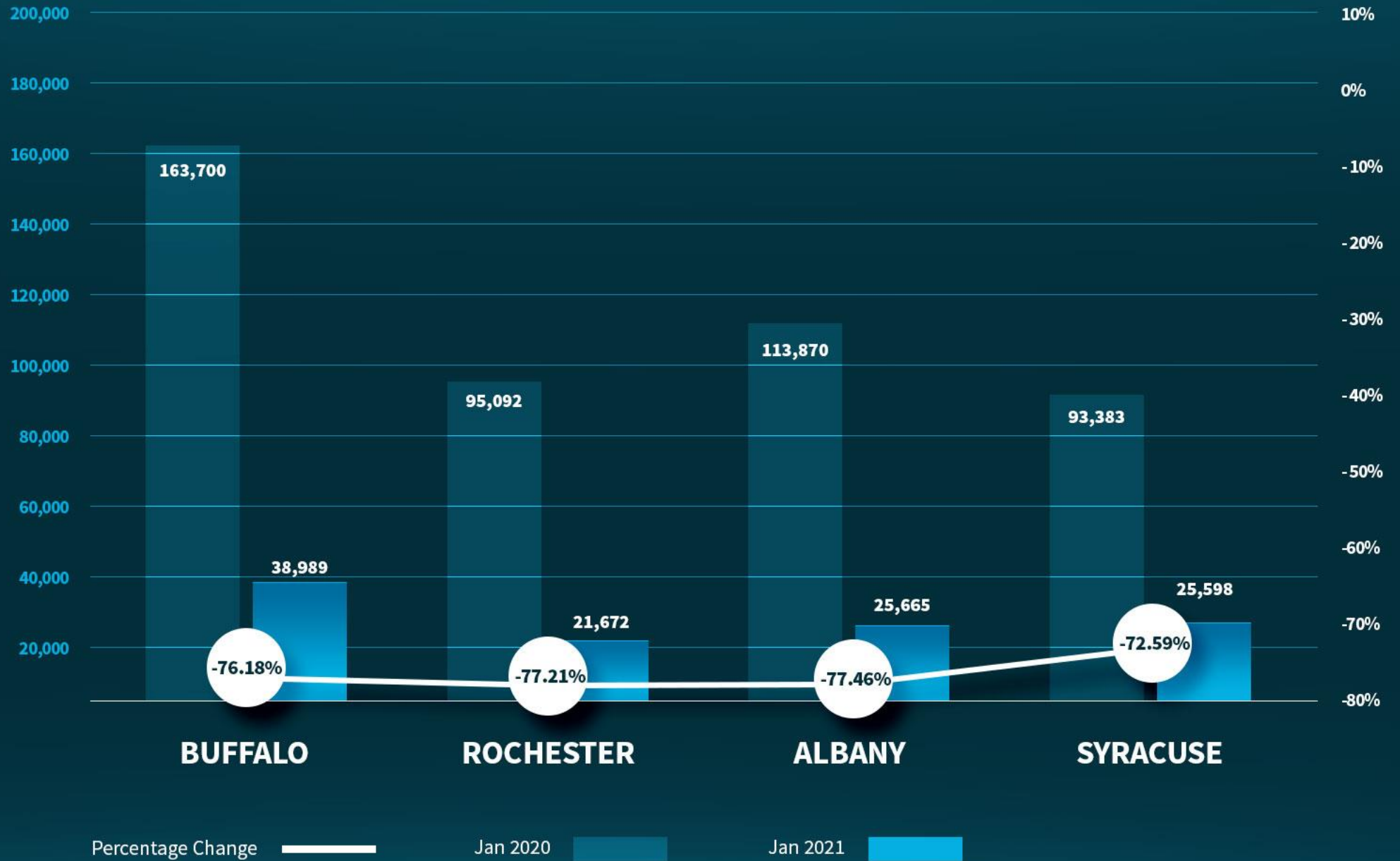


CY 2021 RECOVERY FORECAST



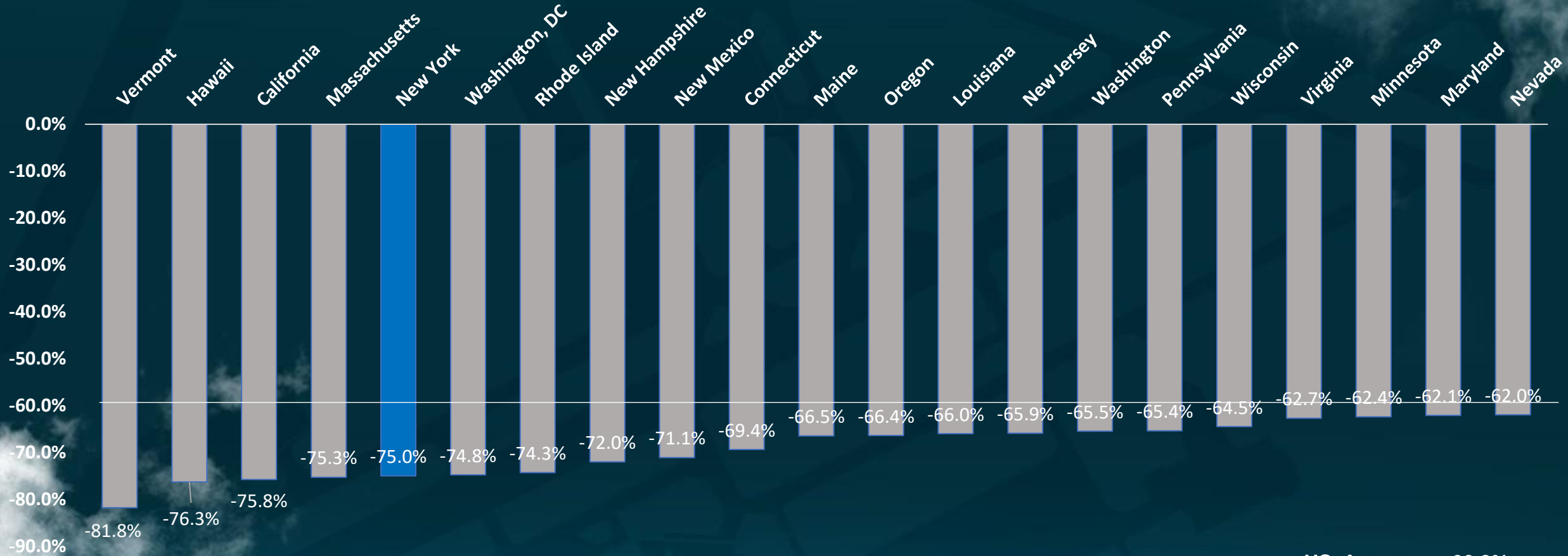
TOTAL ENPLANEMENTS

COMPARISON AMONG UPSTATE NEW YORK AIRPORTS
(January 2021 ONLY)



New York Air Travel Has Been Hit Especially Hard

Change in TSA Throughput January 2020 vs. January 2021



US. Average = -60.8%

Source: TSA.

BREAKING

SYRACUSE AIRPORT

NEWS

The **FAA** just announced that **SYR** has been selected as **1 of 5 airports** in the **country** to host a

**UAS Detection & Mitigation
Research Program.**

SYR ACIP Plan

Syracuse Hancock International Airport Capital Improvement Program

Airport:	Syracuse Hancock International Airport		State:	NY		NPIAS #:	36-0114		LOC ID:	SYR		Date:	9/16/2020		
Project Description/Narrative	NPR	Work Code	Federal Funds (\$1,000)					State Matching Funds (\$1,000)	Local (\$1,000)		State funded only	Totals (\$1,000)	Environmental Type	Environmental Status	Comments
			Entitlement	Cargo Entitlement	Discretionary	State Apportion.	Supplementary Discretionary		PFC	Other					
2021															
Update Miscellaneous Study (APMS)	62	PL MA MS	\$ 160		\$ -			\$ -	\$ 165	\$ -		\$ 178	Catex	Approved 1/13/20	CATEX (one-page)
Rehabilitate T/W A West [3,700 lf x 75 lf] Incl. Stub Taxiways Q & R [each 250 lf x 110 lf] (Design)	76	RE TW IM	\$ 275					\$ 15		\$ 15		\$ 306	Catex	Approved 7/16/2014	
Rehabilitate T/W A West Incl. Stub Taxiways Q & R- Lighting (Design)	76	RE TW LI	\$ 49					\$ 3		\$ 3		\$ 54	Catex	Approved 7/16/2014	
Passenger Terminal Improvements (Design & Construct) - Ph III	42	ST TE IM	\$ 3,870					\$ 215		\$ 215		\$ 4,300	Catex	Approved 8/11/2017	
Update Airport Master Plan Study	73	PL MA UP	\$ -		\$ -			\$ -	\$ 1,350	\$ -		\$ 1,350	Catex	Approved 1/13/20	CATEX (one-page)
Install Passenger Boarding Bridge (Gate 5) - [Design & Construct]	42	ST TE IM	\$ -					\$ -	\$ 1,200	\$ -		\$ 1,200	Catex	Approved 4/27/2016	
Install Passenger Boarding Bridge (Gate 6) - [Design & Construct]	42	ST TE IM	\$ -					\$ -	\$ 1,200	\$ -		\$ 1,200	Catex	Approved 4/27/2016	
Install Passenger Boarding Bridge (Gate 8) - [Design & Construct]	42	ST TE IM	\$ -					\$ -	\$ 1,200	\$ -		\$ 1,200	Catex	Approved 4/27/2016	
Install Passenger Boarding Bridge (Gate 9) - [Design & Construct]	42	ST TE IM	\$ -					\$ -	\$ 1,200	\$ -		\$ 1,200	Catex	Approved 4/27/2016	
Install Passenger Boarding Bridge (Gate 10) - [Design & Construct]	42	ST TE IM	\$ -					\$ -	\$ 1,200	\$ -		\$ 1,200	Catex	Approved 4/27/2016	
Install Passenger Boarding Bridge (Gate 26) - [Design & Construct]	42	ST TE IM	\$ -					\$ -	\$ 1,200	\$ -		\$ 1,200	Catex	Approved 4/27/2016	
Construct Passenger FIS Facility (Gate 15) - [Design]	42	ST TE IM	\$ -					\$ -	\$ 452	\$ 208		\$ 660	Catex	Submit prior to PFC Apprvl	
Total FY2021			\$ 4,354	\$ -	\$ -	\$ -	\$ -	\$ 233	\$ 9,167	\$ 441	\$ -	\$ 14,048			
2022															
Passenger Terminal Improvements (Design & Construct) -	42	ST TE IM	\$ 3,798					\$ 211		\$ 211		\$ 4,220	Catex	Approved 8/11/2017	
Terminal Apron, Taxiway E North (Design)	76	ST TE IM	\$ 365					\$ 20		\$ 20		\$ 405			
Construct Passenger FIS Facility (Gate 15) - [Construct]	42	ST TE IM	\$ -					\$ -	\$ 3,208	\$ 1,332		\$ 4,540	Catex	Submit prior to PFC Apprvl	
Total FY2022			\$ 4,163	\$ -	\$ -	\$ -	\$ -	\$ 231	\$ 3,208	\$ 1,563	\$ -	\$ 9,165			
2023															
Replace ARFF Vehicle and Equipment (ARFF 8)	89	SA EQ RF	\$ 940	\$ 230				\$ 65	\$ -	\$ 65		\$ 1,300	Catex	Submit by 7/30/2020	need to submit CATEX (one-page)
Replace PPE Equipment	89	SA EQ RF	\$ 90					\$ 5		\$ 5		\$ 100	Catex	Submit by 7/30/2020	need to submit CATEX (one-page)
Rehabilitate Chemical Storage Building [5,600 SF] (Design)	47	ST BD IM	\$ 225					\$ 13		\$ 13		\$ 250	Catex	Submit by 7/31/22	
Passenger Terminal Improvements (Design & Construct) - Ph IV	42	ST TE IM	\$ 3,465					\$ 192		\$ 193		\$ 3,850	Catex	Approved 8/11/2017	
Install FIS Passenger Boarding Bridge (Gate 15) - [Design & Construct]	42	ST TE IM	\$ -					\$ -	\$ 1,250	\$ -		\$ 1,250	Catex	Approved 4/27/2016	
Total FY2023			\$ 4,720	\$ -	\$ -	\$ -	\$ -	\$ 275	\$ -	\$ 275	\$ -	\$ 5,500			

Planning & Development

- **Project Updates 2020**

- Taxiway Reconfiguration project Completion
- Master Plan Scope Approval
- Maintenance Airfield Cold Storage Building Construction
- Security Exit Lane Replacement

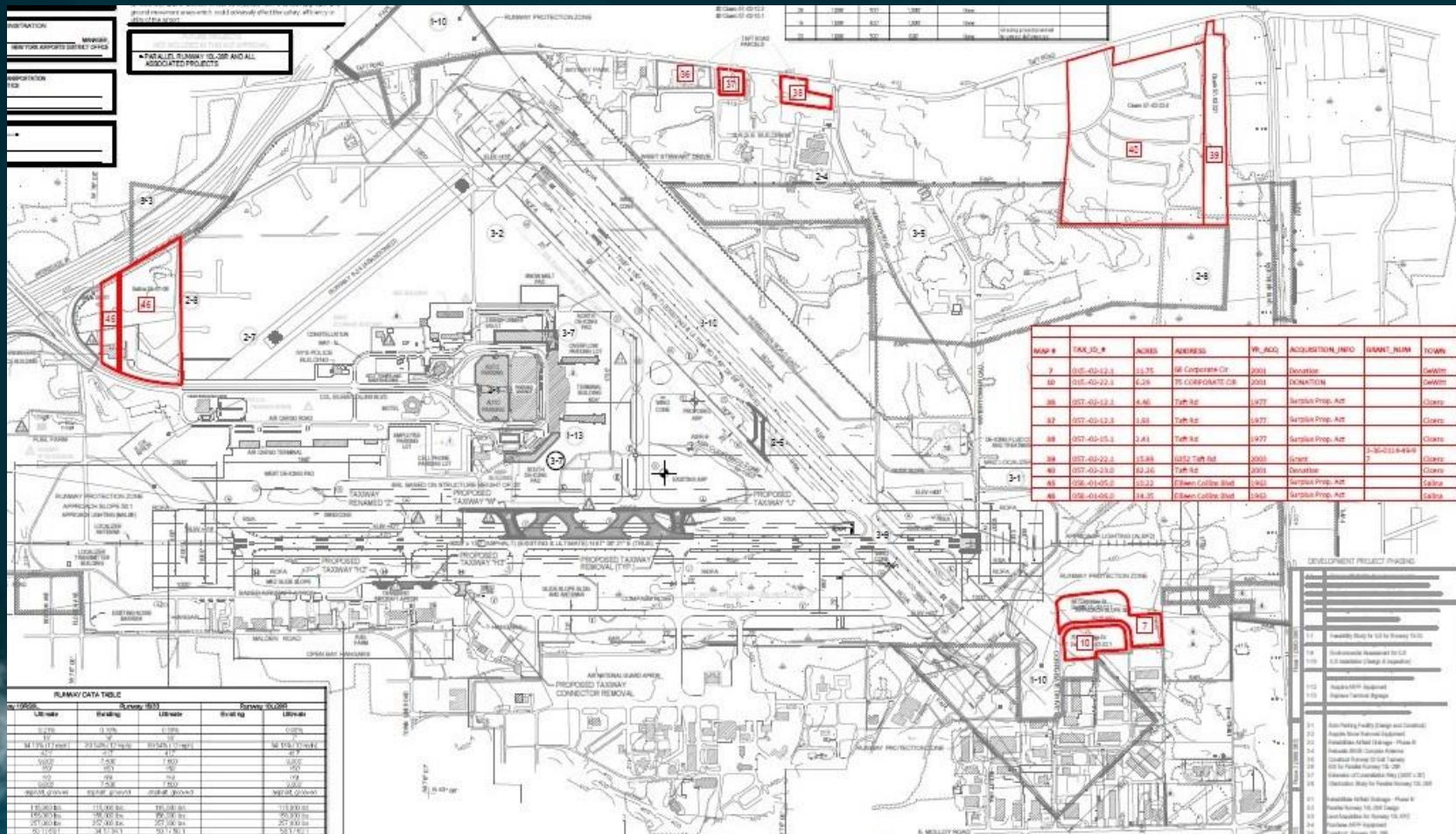
- **Upcoming Project 2021**

- RNWY 10/28 Construction April 2021
- Airport Master Plan Update 2021-2022
- FAA Land Release of Aeronautical Use ~ 9 Parcels of Property
- Airport Pavement Management Plan



Planning & Development

FAA Land Releases



PFC Funded Projects

PFC Application 2021

Jet Bridge Replacement Program

- 2021 Gates (5,6,8,9,10,26)
- 2022 Gate (15)

Airport Master Plan Update

FIS Facility (Gate 15)

Projects

Newly paved and striped regular and accessible parking spots and crosswalks completed on 1st Floor of the garage



Contract Performance Expectations

Finance Policies

Diversity Goals

- We expect our GACs to match our commitment to meeting or exceeding our Diversity Goals
 - New York State Requirements
 - FAA Requirements
- We expect MWBE/SDVOB and DBE Goals be Met for Each Project/Work Order

Contract Performance Expectations

- Requesting Waiver: Good Faith Effort
 - Crucial to Fully Document Good Faith Effort to Identify MWBE/SDVOB and DBE Contractors
 - Emails, Phone Conversations, RFQs, Outreach Events

Contract Performance Expectations

- DBE Monitoring Requirements
 - MONTHLY Prompt Payment Report Submission Throughout Project
 - Subcontractor's Prompt Payment Certification
 - Submitted with EACH Payment Application
 - DBE Participation Summary Form

Contract Performance Expectations

- MWBE/SDVOB Monitoring Requirements
 - Quarterly Compliance Report
 - Contractors Monthly SDVOB Compliance Report
 - Equal Opportunity Workforce Utilization Report (EEOC-1)
 - Workforce Utilization Report (EO 162 Compliance)

Contract Performance Expectations

- Payment Application Requests
 - Timely Payment Requests
 - Incomplete Payment Requests Will Not be Accepted
 - DBE Reporting Requirements
 - MWBE/SDVOB Reporting Requirements
 - Date on Invoice
 - Appropriate Back up Documentation

Contract Performance Expectations

- Change Orders
 - Change orders to the project scope or work order amendments must be submitted and approved by the Sponsor, NYSDOT and FAA prior to the implementation of the changes.
 - Failure to obtain such authorization shall waive any liability of the Sponsor to compensate for additional costs incurred above the original authorized work order.

Contract Performance Expectations

- Contractor Report Cards
 - Contractors will be given a performance report card after the completion of each project

Thank you!

SYR[®]