

Business Opportunity Workshop

RDU Airport Authority

08/07/2025

Agenda



- RDU Team Introductions
- About RDU
- Terminal 1: Ticketing Expansion & Restroom Addition
- Design Build Bridging
- Consultant & Contractor Opportunities
- Small Business Programs
- RFQ Requirements (In Development)
- Questions

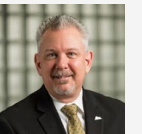


RDU Team Introductions



RDU Team Introductions

- Jaymes Carter: VP, Buildings + Building Systems
- Charlie Tennant: Project Manager, B+BS
- Thiané Carter: Director of Small Business Programs
- Bill Sandifer: EVP, Chief Development Officer





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About RDU

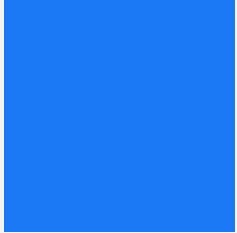
Bill Sandifer, EVP, Chief Development Officer

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Economic Impact and Regional Growth



RDU's Economic Impact

2025 North Carolina
Department of Transportation
State of Aviation Report



\$24 Billion Annual Economic Output



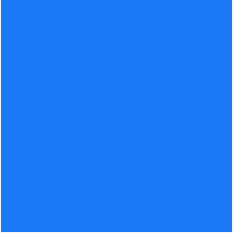
140,000 Jobs Supported



\$9.8 Billion in Personal Income



\$1.3 Billion in State and Local Taxes

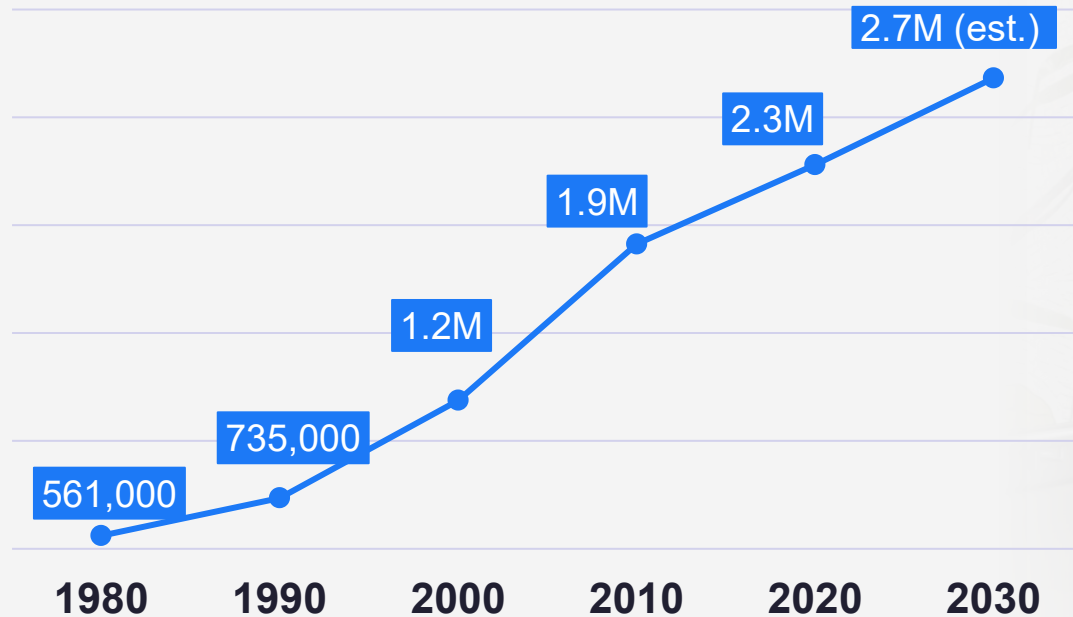


Record-Setting Growth at RDU

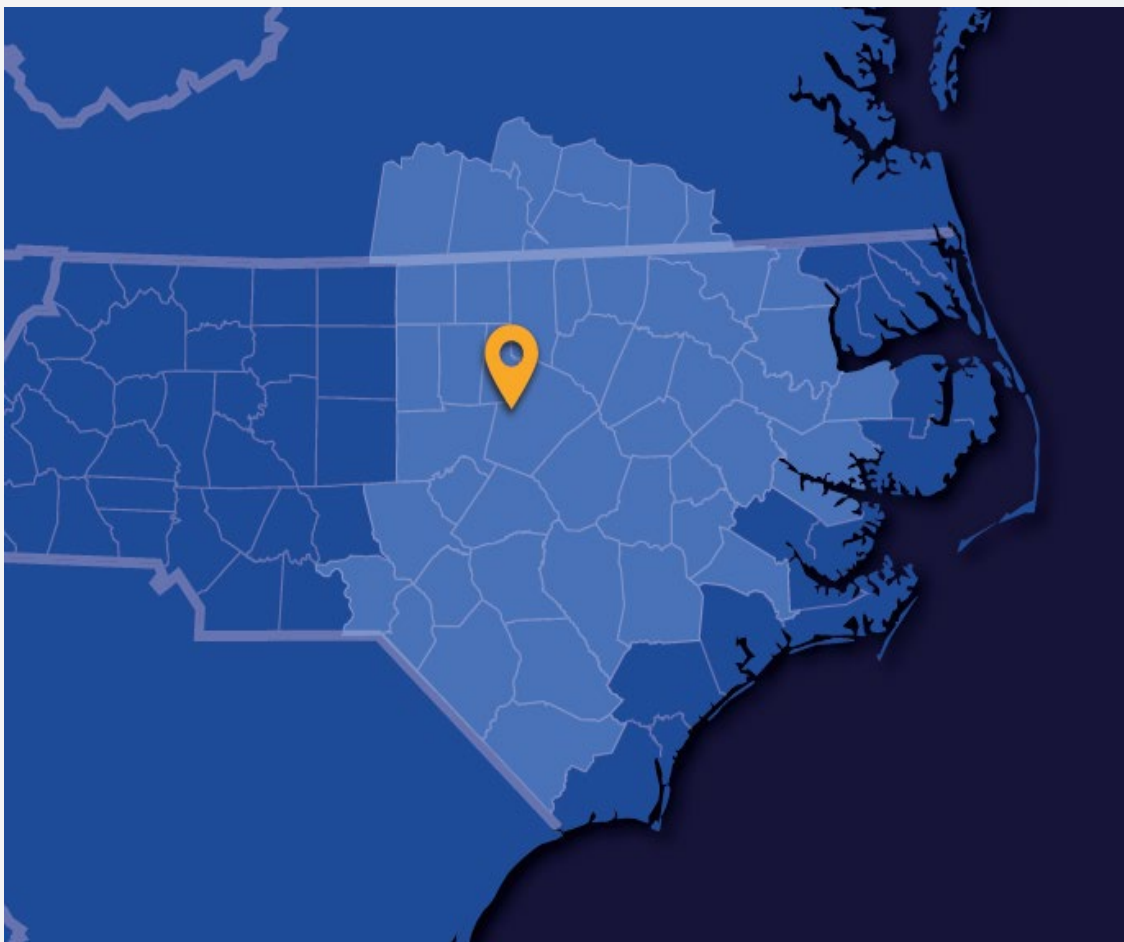
- Record 15.5 million passengers in 2024
 - More destinations and airlines than ever before
 - 19 airlines
 - 14 international destinations
- 

Located in North Carolina's Growing Research Triangle Region

2M+ Residents, 7,000+ Companies, 700+ International Companies



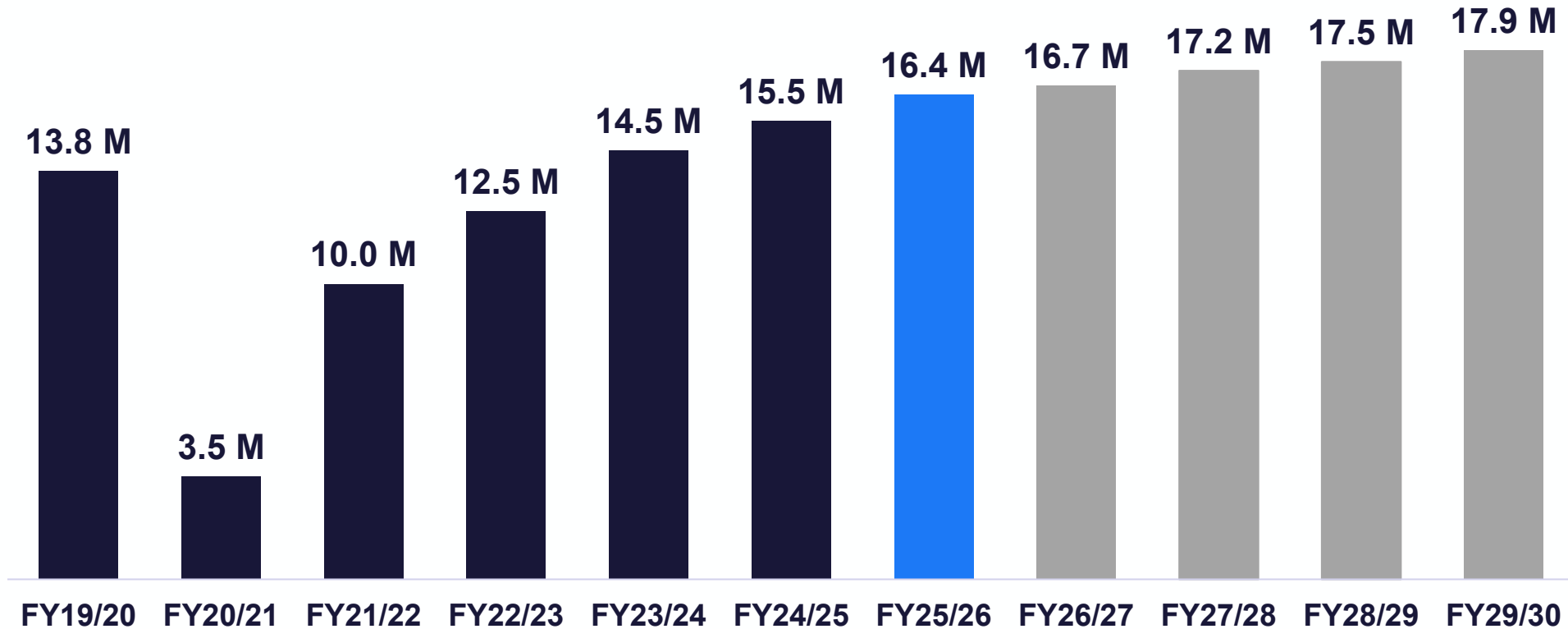
Catchment Area of 4.4 Million People



Air Service



Passenger Forecast by Fiscal Year





80 Nonstop Destinations

Vision 2040



Vision 2040 Phase 1

- Four major projects planned for the next 10 years
- Total cost: \$2.5 billion
- Phase 1 does not include adding gate capacity



New Runway



Terminal 2 Landside Expansion



John Brantley Blvd. Extension



Park Economy 3 Expansion

New Runway 5L/23R

New Primary Runway

Current Primary Runway

Relocating longest runway 537 feet northwest and converting current runway into a parallel taxiway. Expected runway completion 2029.



Terminal 2 Landside Expansion

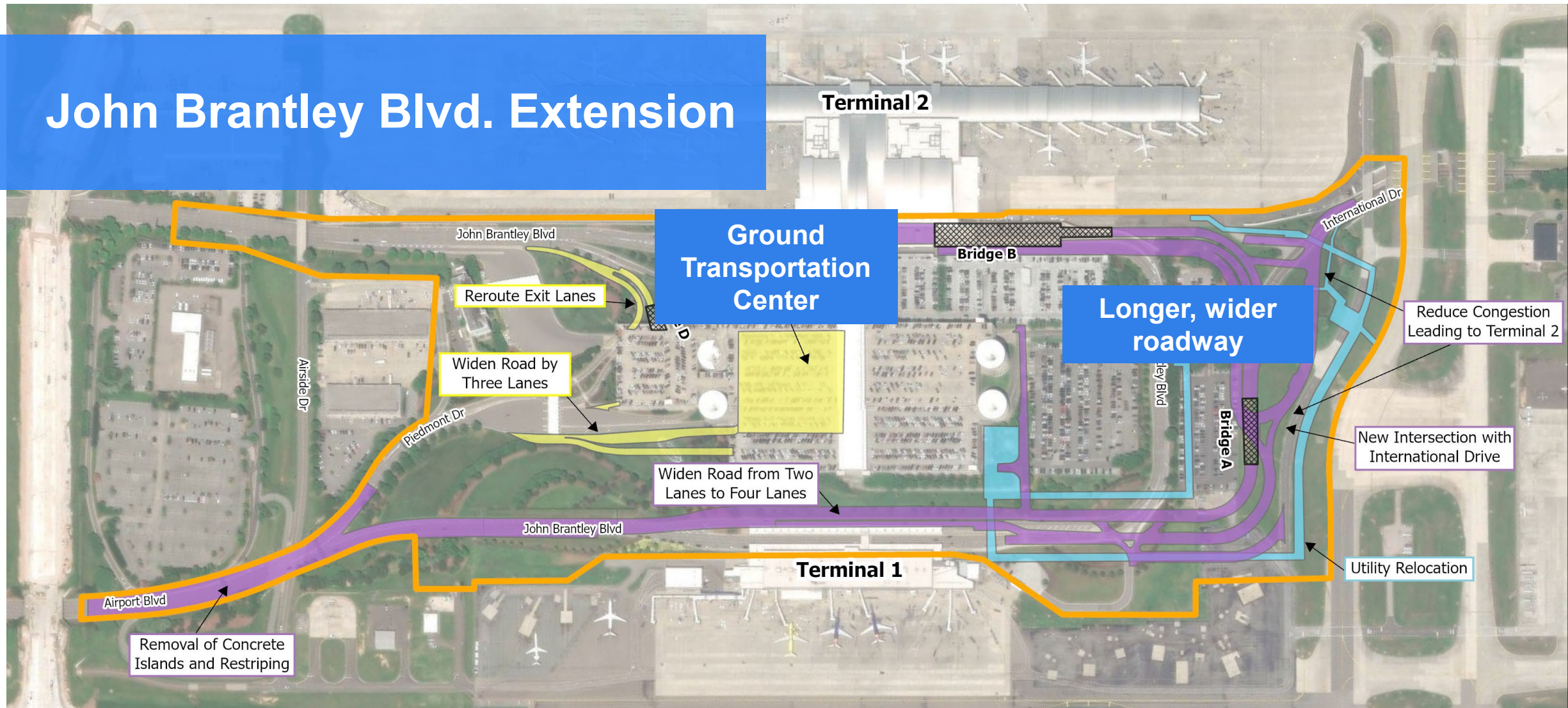
More Security Lanes

Bigger Ticketing Hall

Expanding the ticketing area, security checkpoint and international arrivals area, and adding a new baggage handling system. Expected completion 2031.



John Brantley Blvd. Extension



Extending and widening John Brantley Blvd. with additional lanes, reconfiguring intersection with International Drive and developing a Ground Transportation Center. Expected completion 2030.

Park Economy 3 Expansion



Customer Amenity Building

7,000 More Parking Spaces

Adding 7,000 spaces, Customer Amenity Building, covered walkways, solar panels, EV chargers.
Expected completion spring 2026.



Terminal 1: Ticketing Expansion & Restroom Addition

Charlie Tennant

08/07/2025

Project Background / Goals

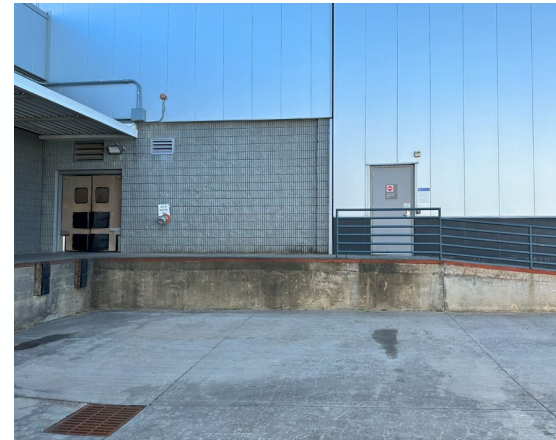
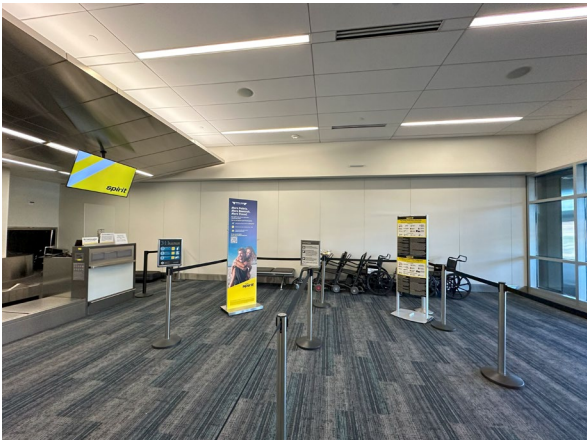
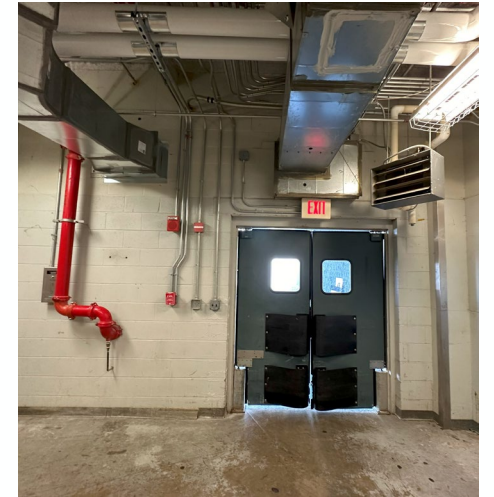
- Project intends to meet immediate needs of Terminal 1
 - Additional Ticketing Counters & Queuing space for new/relocated airlines
 - Increased Public Restroom capacity in South Concourse area
- Project Delivery Method: Design Build Bridging
 - Initial phase guided by Design Criteria Professional
 - Completed Design Criteria Package attached to RFP for Design Build Team
 - Expedited project schedule due to design and construction progressing concurrently
- Design Criteria Professional
 - Andre Johnson Architects (AJA) / Loring Engineers / NV5

Ticketing Expansion – Scope of Work

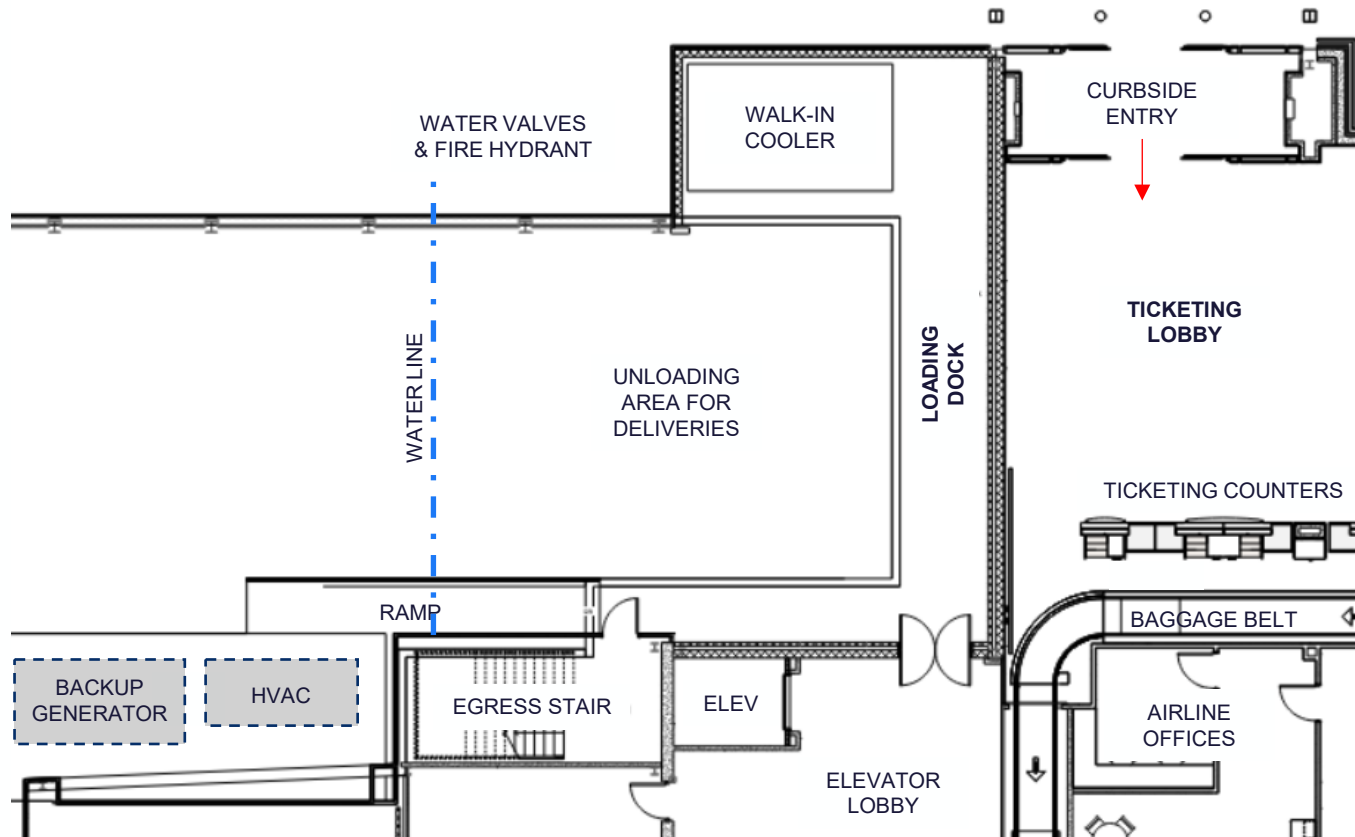


- 1,600sf Expansion at South Loading Dock
- New Ticket Counters
- New Queuing space

Ticketing Expansion – Existing Conditions

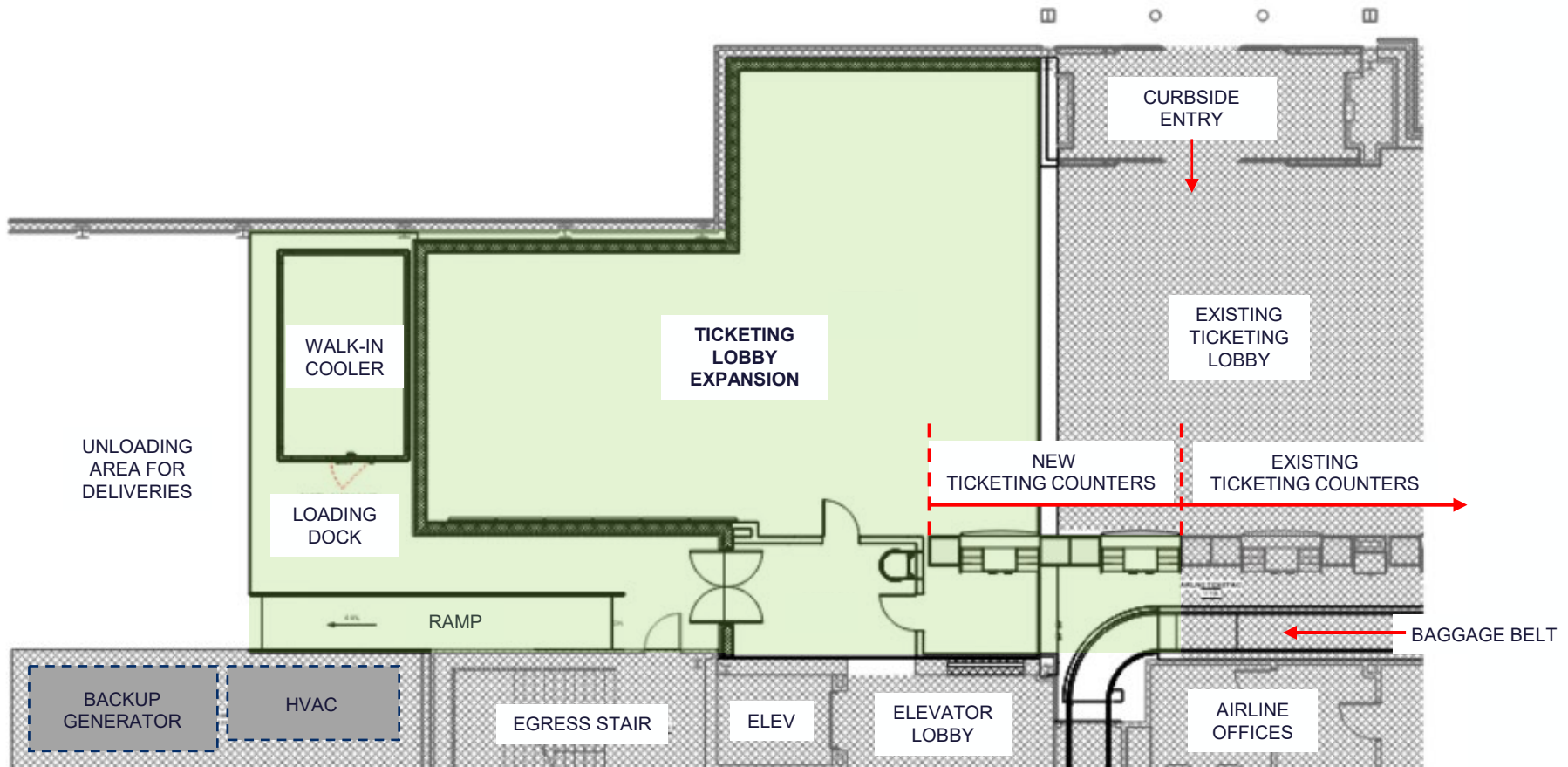


Ticketing Expansion – Existing Condition

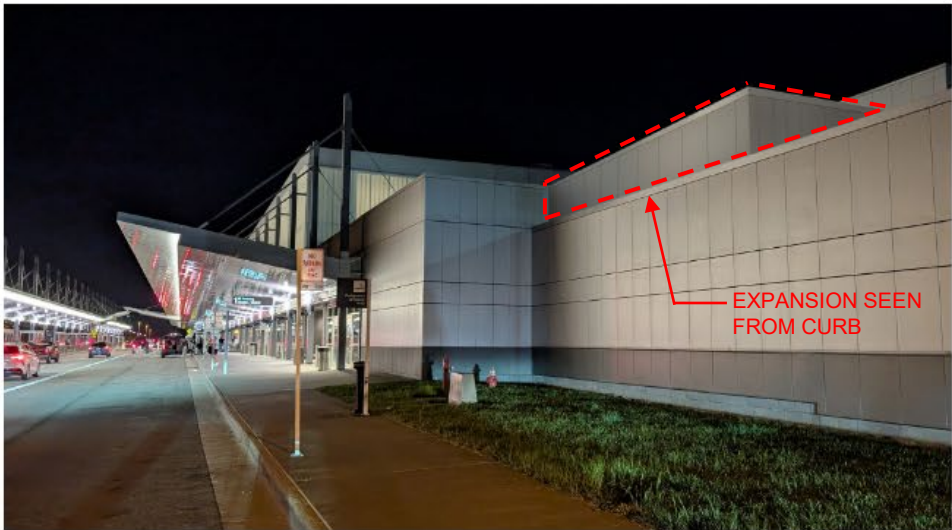


- Key Existing Elements
 - Loading Dock
 - Utilities & Systems
 - Egress Path
 - Exits, Elevator, Stair, & Ramp
 - Baggage Conveyor
 - Walk-in Cooler
 - Finish Materials (Int/Ext)

Ticketing Expansion - Proposed Layout



TICKETING EXPANSION - EXTERIOR RENDERINGS



EXTERIOR VIEW OF EXPANSION SEEN FROM CURB (NIGHT)



EXTERIOR VIEW OF EXPANSION SEEN FROM LOADING DOCK



EXTERIOR VIEW OF EXPANSION SEEN FROM CURB (DAY)



EXTERIOR VIEW OF EXPANSION SEEN FROM LOADING DOCK

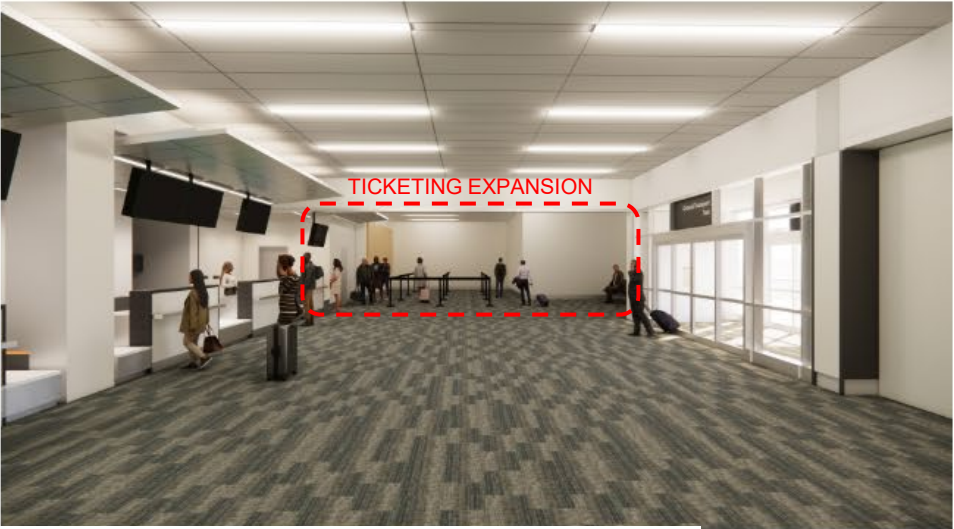
TICKETING EXPANSION - INTERIOR RENDERINGS



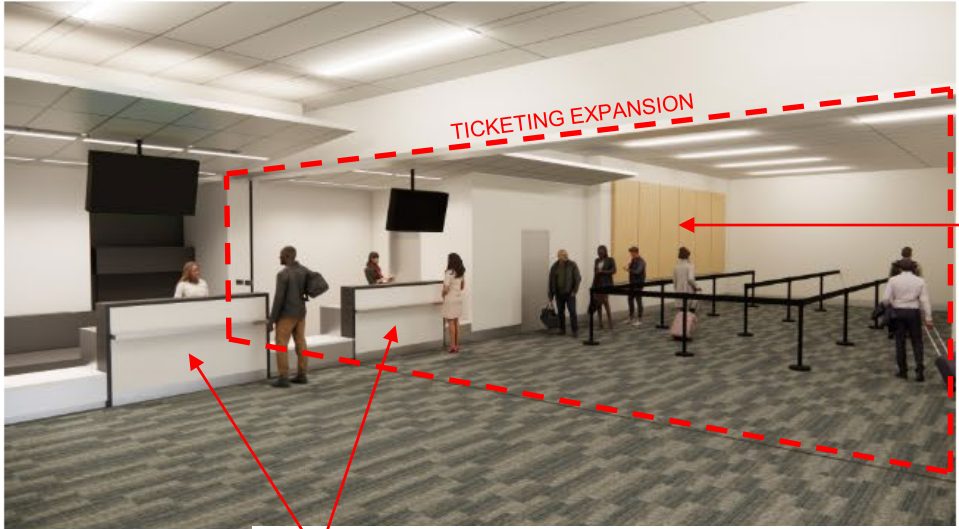
INTERIOR VIEW OF TICKETING LOBBY (EXPANSION IN BACKGROUND)



INTERIOR VIEW OF TICKETING EXPANSION

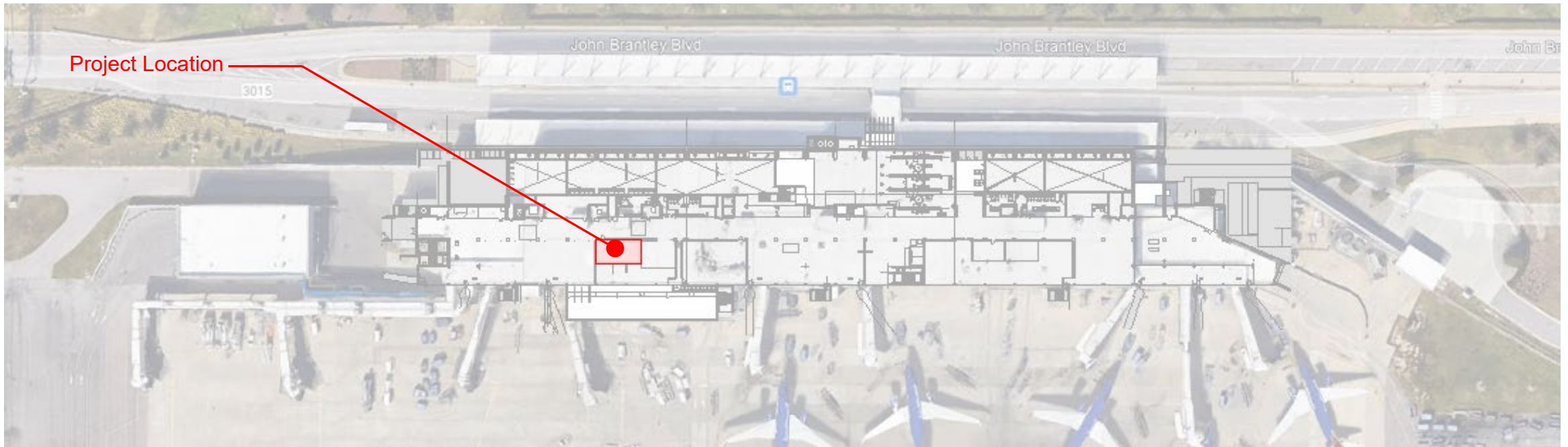


INTERIOR VIEW OF TICKETING LOBBY (EXPANSION IN BACKGROUND)



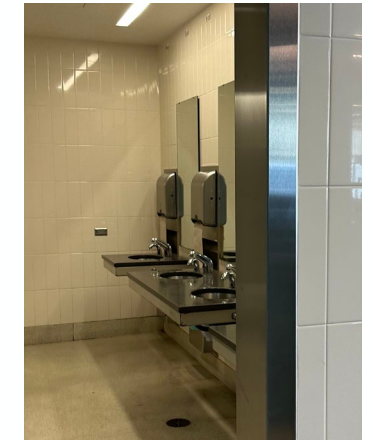
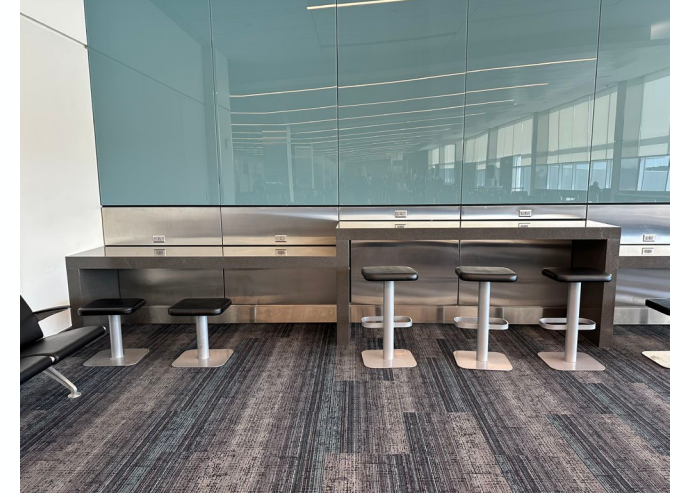
INTERIOR VIEW OF TICKETING EXPANSION

Restroom Addition – Scope of Work

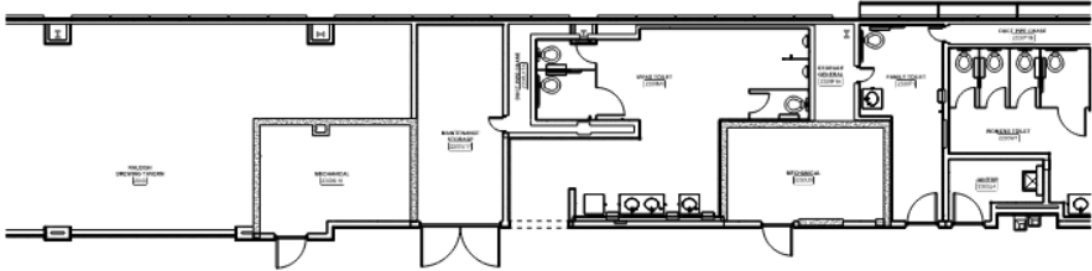


- New Restroom Module (+/- 1000 SF)
- Reconfigured Concourse seating by Gate A4

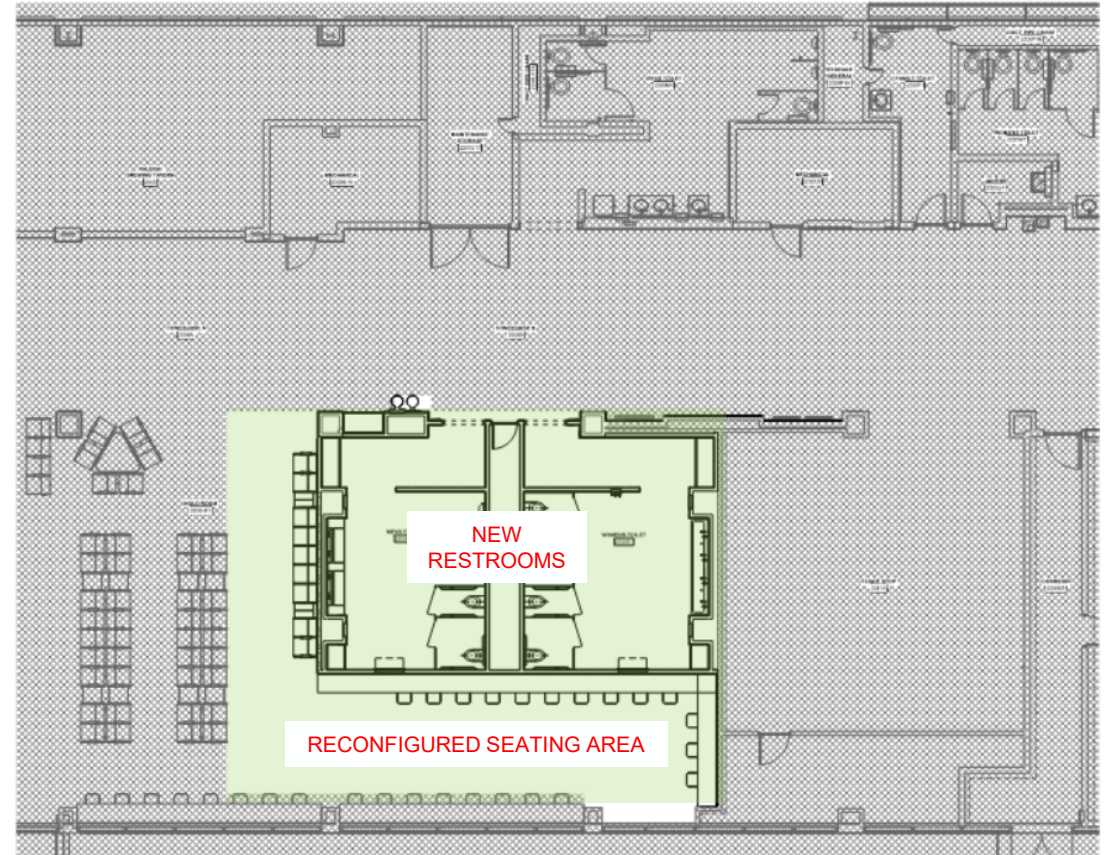
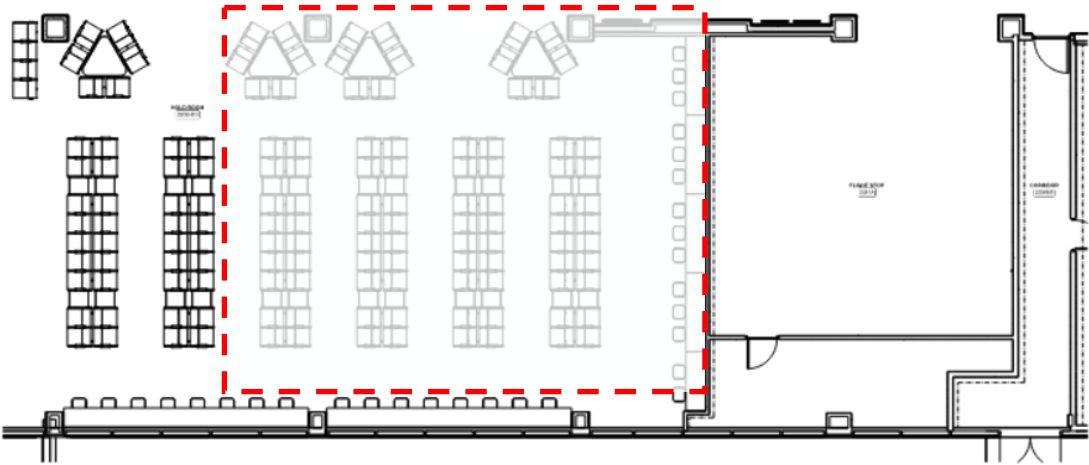
Restroom Addition – Existing Conditions



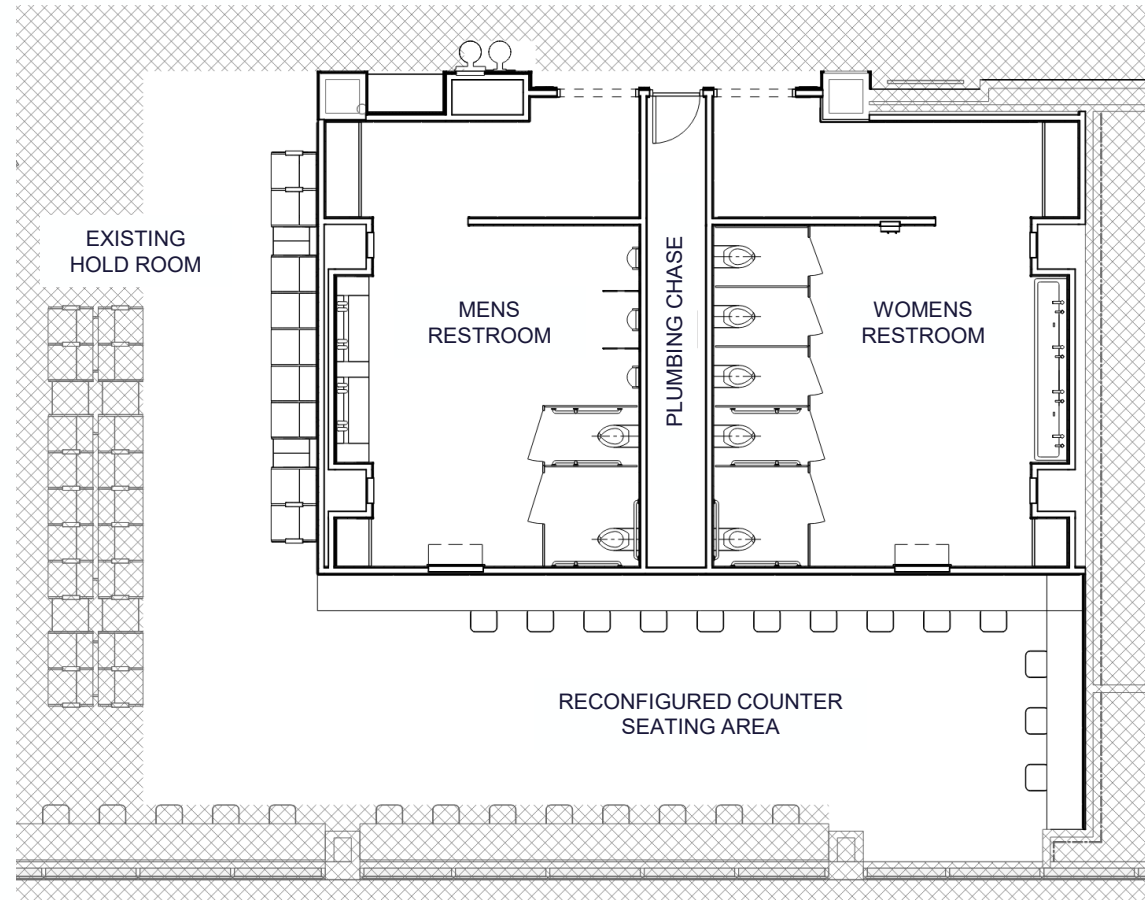
Restroom Addition – Proposed Layout



EXISTING SEATING AREA TO BE RECONFIGURED TO ACCOMMODATE NEW RESTROOMS



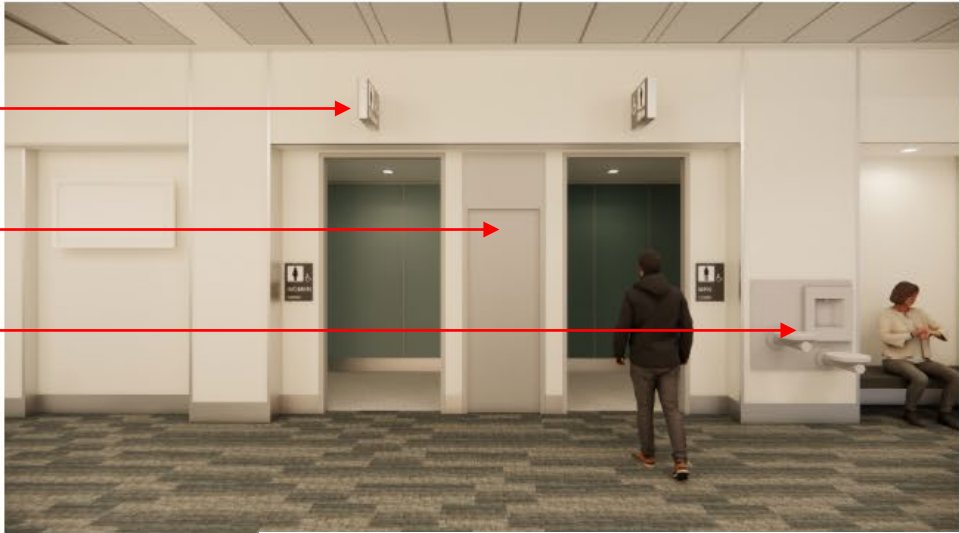
Restroom Addition – Proposed Layout



RESTROOM ADDITION - EXTERIOR RENDERINGS



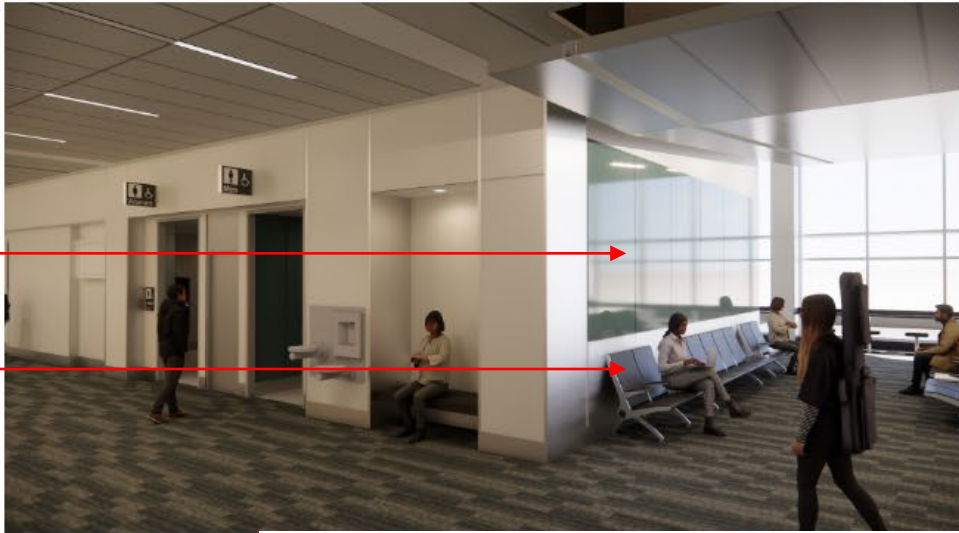
VIEW OF NEW RESTROOMS FROM CONCOURSE



VIEW OF NEW RESTROOMS FROM CONCOURSE



ENTRY INTO NEW WOMEN'S RESTROOM



VIEW OF NEW RESTROOMS FROM CONCOURSE

RESTROOM ADDITION - INTERIOR RENDERINGS



VIEW OF NEW RESTROOM; CUSTOM TROUGH SINK OPTION

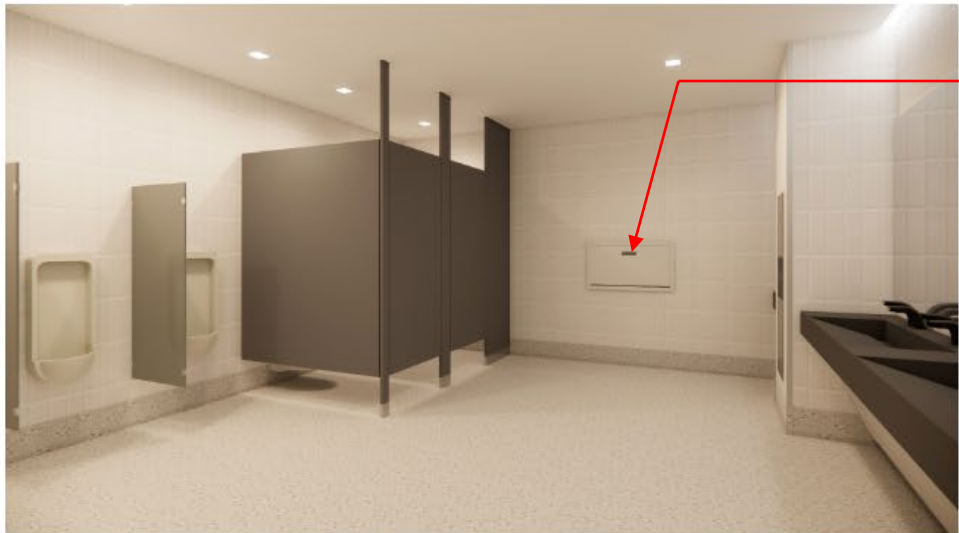


VIEW OF NEW RESTROOM; PRE-FAB TROUGH SINK OPTION

TILE TO MATCH
EXISTING

BACK-PAINTED GLASS
TO MATCH EXISTING

CUSTOM TROUGH SINK



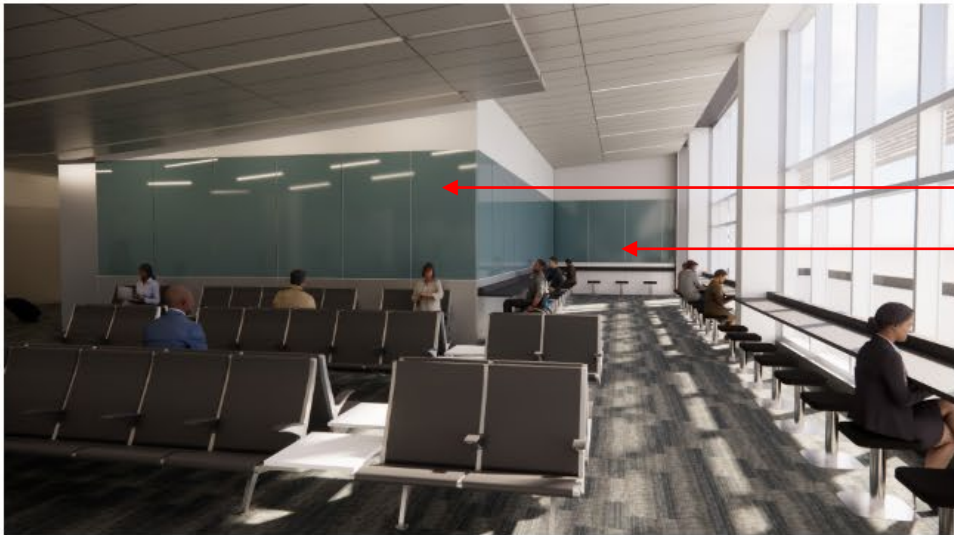
VIEW OF NEW RESTROOM; CUSTOM TROUGH SINK OPTION



VIEW OF NEW RESTROOM; PRE-FAB TROUGH SINK OPTION

BABY-CHANGING
STATION

HOLD ROOM RENDERINGS



VIEW OF HOLD ROOM; OPTION #1 (BACKPAINTED GLASS & STEEL PANELS ON ALL NEW WALLS)

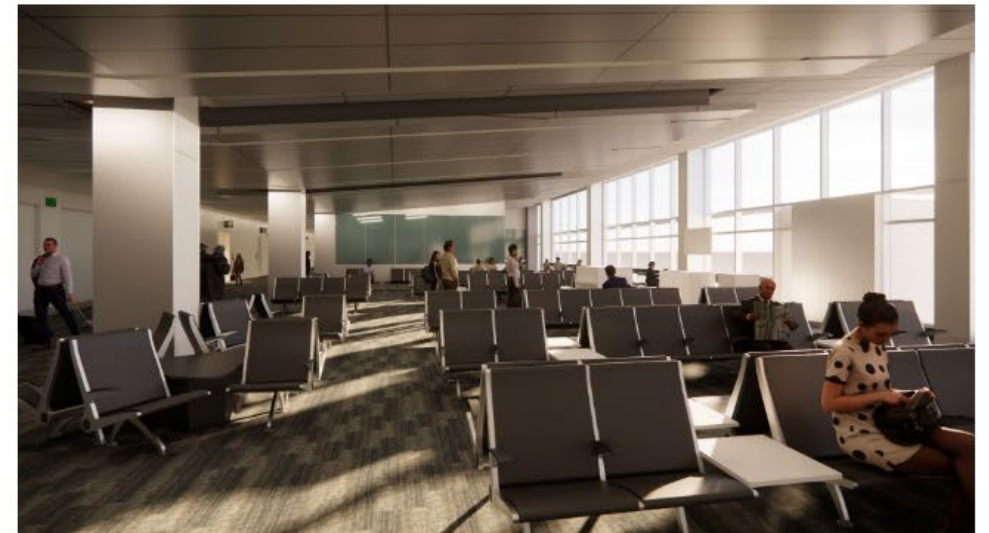
MURAL ART
OPTION
BACK-PAINTED
GLASS OPTION
RECONFIGURED
COUNTER SEATING
AREA



VIEW OF HOLD ROOM; OPTION #2 (ART ON 1 WALL, BACKPAINTED GLASS & STEEL PANELS ON REMAINING)



VIEW OF HOLD ROOM FROM CONCOURSE



VIEW OF HOLD ROOM

Schedule

- 15% Design Criteria Submittal
 - Review Complete
 - Business Opportunity Workshop
 - 35% Design Criteria Submittal (Initial)
 - Review Complete
 - Begin Creation of Design Build RFP
 - 35% Design Criteria Submittal (Final)
 - Release Design Build RFP
 - Design Build Team Selection
 - Design Build Team (Board Approval)
 - Design Build Project Kickoff
- | |
|---------------|
| June 30, 2025 |
| July 25, 2025 |
| Aug 7, 2025 |
| Aug 22, 2025 |
| Sept 5, 2025 |
| Aug 22, 2025 |
| Sept 19, 2025 |
| TBD |
| TBD |
| TBD |
| TBD |



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Design Build Bridging

Charlie Tennant

08/07/2025

Design Build Bridging

- A design and construction delivery process where design criteria services are contracted under a separate agreement from the construction phase services of the Design Build team.
- Design Criteria Design Professional enlisted to develop 35% Design Criteria Package including:
 - Programming
 - Site information/Survey
 - Material Requirements
 - Utility Provisions
 - Preliminary Drawings & Specifications
 - Code/Ordinance Analysis
 - General Conditions
 - Form of Contract

Design Build Bridging

- Authority to develop RFP for Design Build team based on 35% Design Criteria Package, as well as anticipated project schedule/budget, selection criteria, and SBA/DBE participation goals.
- Design Build Team to include the following in their response:
 - Project Team (including contractors and design professionals)
 - Design Build Team's fixed fees for designing and constructing the project (excluding the costs of the subcontractor's work)
 - Fixed fees to include General Conditions identified in the RFP, general construction services, and Design Build Team's design services necessary to complete the project.

Design Build Bridging

- Authority shall require that the Design Build Team certifies that each design professional, including subconsultants, were selected based upon demonstrated competence and qualifications in the manner as prescribed by G.S. §143-64.31
- Selection Committee shall evaluate the Design Build team's qualifications and select 3 teams.
 - If minimum of 3 responses are not received, the project shall be re-advertised.
 - The Selection Committee shall select the Design Build Team with the lowest responsive, responsible bid based on the cumulative amount of fees taking into consideration quality, performance and the time specified in the RFP for the performance of the project.

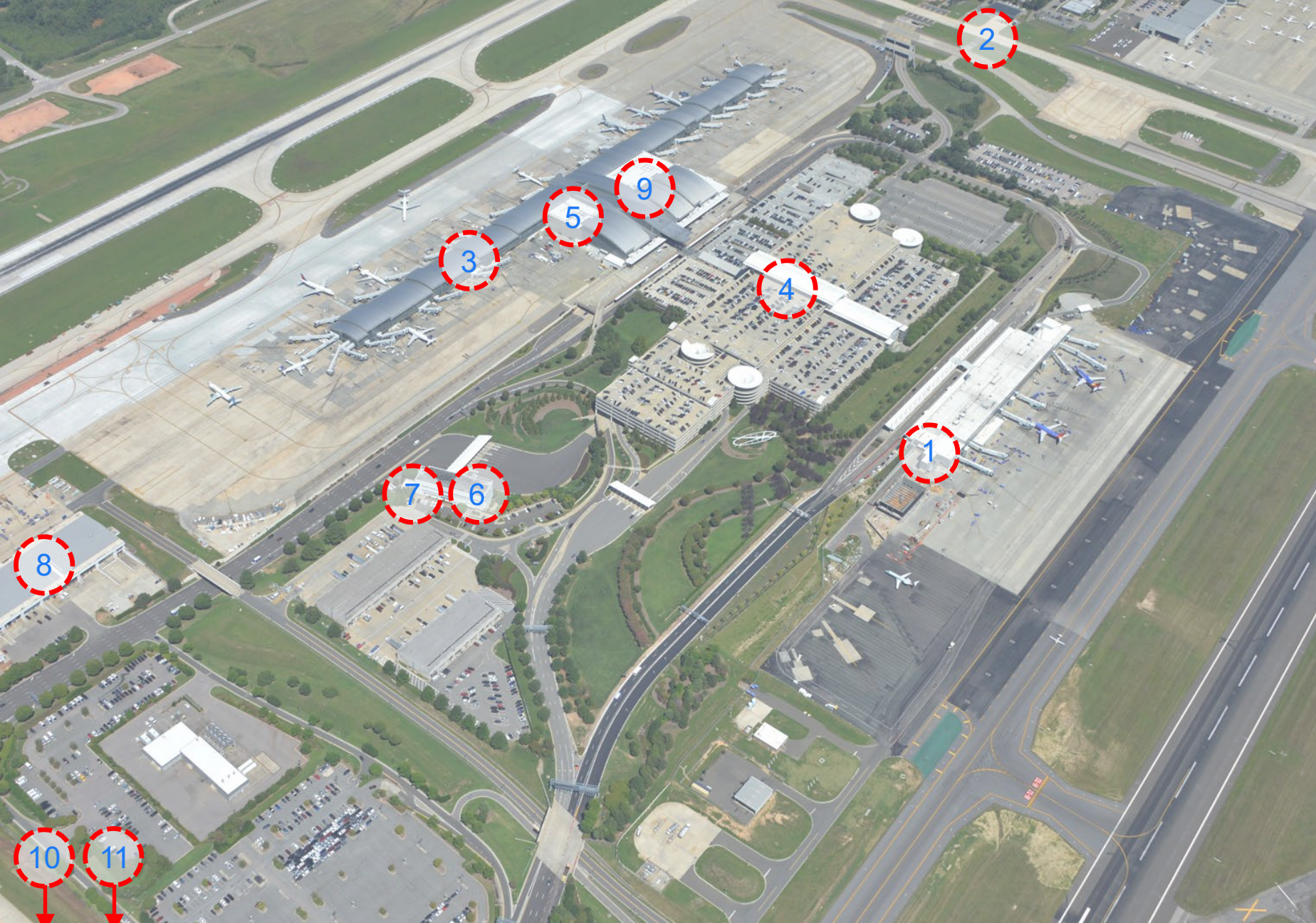


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Consultant & Contractor Opportunities

Jaymes W. Carter

08/07/2025



1. T1 Ticketing Expansion & Restroom Addition
2. ARFF
3. T2 Concessions Replacement Program
4. Parking Garage Rehab
5. T2 Flat Roof Replacement
6. AOC Chiller Replacement
7. AOC Roof Replacement & Building Envelope Repair
8. South Cargo #3 Roof Replacement
9. T2 Assessments & Upgrades
10. Maintenance Building Roof Repairs
11. Snow Removal Equipment Building



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■ Small Business Programs

Thiané Carter, Director of Small Business Programs

08/07/2025

Disadvantaged Business Enterprise Program (DBE)

- Applies to projects funded with grants from the Federal Aviation Administration
- Certified DBE firms are owned, operated and controlled by socially and economically disadvantaged individuals, including women and minorities
- SBA business size standards apply based on the type of work performed
- One DBE goal

Small Business Program (SB)

- Applies to RDUAA funded projects
- Open to any business that meet the size standard
- Size standard: Average annual gross receipts of \$3,000,000 or less over the previous 5 years
- One SB goal

State Underutilized Business Program (SUBP)

- Applies to state funded construction projects
- RDUAA MWSB certified firms will automatically be included in the SUBP
- One combined SUBP goal

What Does It All Mean?

- RDUAA is committed to the inclusion of all small businesses, including women and minorities in contracting opportunities
- RDUAA will set a participation goal on each contracting opportunity based on the funding source
- RDUAA will continue to monitor the participation of firms for all of its programs



Certification Standards - DBE

- DBE certification
 - Must be certified by the North Carolina Department of Transportation to count towards participation
 - Visit the NCDOT DBE [website](#) for info
 - In state certification may take 90+ days
 - Interstate certification for out of state firms should take 10 days or less



Certification Standards - SB

- Business size verification required
- NCDOT and NCDOA certified Small Business Enterprises (SBE) firms are eligible to apply and receive reciprocity
 - Apply through NCDOA or NCDOT
- Coming soon: Online SB certification will be available through RDUAA [Small Business Contract Compliance System](#)

Small Businesses Programs & Upcoming Opportunities

- Prepare for the transition to the new programs
 - Currently certified firms – log in to the Small Business System to confirm that your certification is up to date
 - You will be notified if additional information is necessary
 - Please provide requested information promptly
- Network, network, network
 - Each solicitation will include a program goal which will require partnerships, teams and planning

How to Find Certified Firms

- Directory will be updated to reflect new programs
- RDUAA Directory:
www.rdu.com/smallbusinessdirectory
- Use the directory to identify
 - Disadvantaged Business Enterprises (search “DBE”)
 - Small Businesses (search “SBE”)

Questions?