



Philadelphia International Airport
RESTROOM PROJECT
CONTRACTOR OUTREACH EVENT

Thurs. **MARCH**
10TH

In-person event



Api Appulingam, P.E., C.M.
Deputy Director of Aviation, Capital Development



Event Overview

- Overview of Division of Aviation
- Business Diversity at PHL
- PHL's Procurement Process
- Restroom Renovation Project Design Elements
- Panel Discussion on Airport Areas of Focus and Expectations
- Q &A
- Networking



Overview of Division of Aviation



Chellie Cameron, CPA, C.M.
Chief Executive Officer



Kathleen Padilla
Deputy Director of Aviation
Diversity and Inclusion



Deatrice Isaac
Deputy Director of Aviation
Airport Procurement



Diversity Certifications

- At the Airport, there are several certifications that may apply
 - MBE/WBE/DsBE (non-FAA funded)
 - LBE (non-FAA funded)
 - **DBE (FAA funded)**
- Review each procurement to determine which applies
- Certification is not automatically reciprocal
 - Between agencies
 - Between states/localities
- It is typically too late to ‘get’ certified when an opportunity arises
 - Start now if you qualify
 - Ask to see any potential partner’s certification early in the process



Diversity Certifications

- Review the solicitation
- For the Restroom Renovation Project, look at:
 - Solicitation advertisement
 - DBE section of Public Works Bids

NORTHEAST PHILADELPHIA AIRPORT
RUNWAY 6-24 PAVEMENT REHABILITATION

BID 6478
PNE-0340.24

DISADVANTAGED BUSINESS ENTERPRISES IN CITY CONTRACTS

INSTRUCTIONS, FORMS AND CONTRACT PROVISIONS RELATING TO PARTICIPATION OF DISADVANTAGED BUSINESS ENTERPRISES IN FEDERALLY FUNDED PROJECTS

This solicitation is issued under the Regulations of the U.S. Department of Transportation ("U.S. DOT"), 49 C.F.R. Part 26, as amended. It is the policy of the City of Philadelphia ("City") and U.S. DOT that disadvantaged business enterprises ("DBE"), as defined in 49 CFR Part 26, as amended, shall have a level playing field on which to participate in the performance of contracts financed in whole or in part with Federal funds. Consequently, the DBE requirements of 49 CFR Part 26, as amended, apply to this contract. All forms, information and documentation submitted are subject to the penalties of 18 U.S.C.S. 1001 relating to false statements and 18 Pa.C.S. 4904, relating to unsworn falsification to authorities.

I. DBE GOAL

To create a level playing field on which Disadvantaged Business Enterprises ("DBEs") can compete fairly for U.S. Department of Transportation assisted contracts ("DOT-assisted contracts"), the City of Philadelphia ("City") acting through its DBE Program Office at the Philadelphia International Airport, has established, in connection with this bid, a goal of **12%** for the utilization of firms owned and controlled by DBEs. The DBE Contract Goal and the commitments upon which award is made will remain in effect throughout the life of any contract awarded as a result of this bid. Failure of a bidder to meet the DBE Goal and failure to provide and document "Good faith efforts" in response to the DBE Goal, in the manner specified herein, will result in rejection of the bid as nonresponsive.



Diversity Certifications

Different processes for each certification type

Disadvantaged Business Enterprise (DBE)/
Airport Concession DBE (ACDBE)

Or

Minority/Woman/Disabled (M/W/DS) Business
Enterprise?

**DBE for Restroom
Project**

US DOT Funded Projects

DBE/ACDBE

Must Be PAUCP Directory

Get Certified by PAUCP
<https://paucp.dbesystem.com/>



All Other Projects

M/W/DSBE

Must Be In City's Office of
Economic Opportunity
(OEO) Registry

Get Certified by Approved
Entity

Register with OEO
www.phila.gov/oEO





NAICS Codes

- North American Industrial Classification System Codes
- Used for diversity certifications and for opportunity searches
- DBEs must have the correct NAICS codes to be used on a project with a goal
 - Make sure you are comprehensive in your approach

<https://www.census.gov/naics/>



Check Yourself Out

- If you are a diverse firm, ensure that the following is up-to-date in directories
 - Address
 - Emails
 - Contact personnel
 - Types of work performed
- Dun & Bradstreet
- Business social media
 - Website
 - LinkedIn
- Do your homework on the airport



Airport Contracts

- The Airport is a division of the City of Philadelphia
 - Familiarize yourself with opportunity websites
 - ContractsHub: Comprehensive opportunities across all city departments
 - <https://contracts.phila.gov/#/>
 - EContractPhilly: Professional Services
 - <https://philawx.phila.gov/econtract/>
 - PHLContracts: Service, Supply, Equipment; Public Works (construction)
 - <https://www.phlcontracts.phila.gov/bso/>
- When searching City websites, the Airport is under the Commerce Department
 - Division of Aviation
- Pennsylvania Separations Act
 - Multi-prime project
 - Separate bids issued for general construction, electrical, plumbing, and mechanical



Certification is not Registration

- Kathy discussed certification for M/W/DsBE/DBE
- Vendor registration gets you access to opportunities and portals to upload bids/proposals
- Do both everywhere you want to do businesses



Construction Contracts

PHL Contracts - <https://www.phlcontracts.phila.gov/bs/>

Welcome to the City of Philadelphia's PHLContracts
Your gateway to better business

SEE PUBLIC BULLETIN BELOW FOR IMPORTANT INFORMATION FOR VENDORS

All users, please read this disclaimer prior to using this site

Click the **Register** button on top right to begin your registration

- * Receive email notifications of bid opportunities
- * Submit quotes electronically and view bid results online

If you are already registered with eContract Philly or the Office of Economic Opportunity this does NOT replace those systems, you still need to register with PHLContracts.

The Contracts Hub is a single source for vendors to access Professional Services and Procurement opportunities.

Vendor Training and Guides

- Consent and Authorization Agreement
- Vendor Registration Guide
- Creating and Editing Quotes Guide
- Click here for additional user guides

For additional information, please visit our website at www.phila.gov/procurement

Browse by Category

- [Complete Registration](#)
Complete professional registration with the City of Philadelphia.
- [Open Bids](#)
Browse open bid opportunities.
- [Contract & Bid Search](#)
Search for Bids and active Contracts/Blankets.

Public Bulletins

Announcing an expedited contracting and application process for contracts under
The City's formal purchasing threshold is increasing from \$34,000 to \$75,000 or up to \$100,000 for Certified Local Business Entities (LBEs). Read more about the Local Business Purchasing Initiative here: <https://www.phila.gov/2020-06-17-introducing-the-local-business-purchasing-initiative/>

Certain opportunities between \$75,000 and \$100,000 will only be available to LBEs. Get registered today! Click here: phila.gov/lbe-certification.

Procurement Customer Service
Mon - Fri, 8:30 a.m. - 4:30 p.m. ET
PHLContracts@phila.gov

Register as a vendor to receive opportunity notifications

Open Bids = Opportunities



Construction Contracts

← → ↻ phlcontracts.phila.gov/bs0/external/publicBids.sdo 🔍 ☆ 🗨️ ⚙️ M

PHL CONTRACTS

Open Bids

Show Bids for Category: Public Works, Park Equipment, and Construction Services

Bid(14)

Bid #	Description	Purchase Method	Bid Opening Date	Bid Holder List
B2109779	Needs	Open Market	09/11/2020 11:59:59 PM	
B2109774		Open Market	09/16/2020 11:59:00 PM	
B2109710		Open Market	09/18/2020 11:59:00 PM	
B2109692	er/Glycol Pipeline Replacement at Northeast WPCP	Open Market	09/22/2020 11:59:00 PM	List
B2109658	Lower Show at FDR Park	Open Market	09/14/2020 05:00:00 PM	
B2109608		Open Market	09/18/2020 11:59:59 PM	
B2109600		Open Market	09/16/2020 10:30:00 AM	
B2109584	ER INFORMATION SYSTEM	Open Market	09/16/2020 10:30:00 AM	
B2109551		Open Market	09/21/2020 10:30:00 AM	
B2109403		Open Market	09/15/2020 11:59:00 PM	
B2209302	ract	Open Market	10/16/2020 10:30:00 AM	
B2109987	erision Program	Open Market	03/31/2021 11:59:00 PM	List
B2008368	heel Load Scales	Open Market	09/21/2020 10:30:00 AM	
B2006003	and Board Games	Open Market	09/23/2020 10:30:00 AM	

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Search by Bid Category (points to the category dropdown menu)

Bid Holder List (points to the 'List' link in the Bid Holder List column)

Bid Date (points to the Bid Opening Date column)



PHL Contracts Bidders Checklist

- Pay Special Attention to the checklist provide for every Public Works bid
- Should help you avoid common mistakes
- 23 detailed steps, ensuring you remember things like:
 - Entering cost for each line item
 - Answering mandatory questions
 - Adding subcontractors
 - Confirming executed Consent & Authorization form
 - Attached copy of MBE/WBE solicitations




PHLContracts Seller Checklist for Public Works Bids

*** Reminder: Click "Save & Continue" on every tab ***

Looking for a quote you started but have not yet submitted?
Click on the **Quotes** tab to the right of the **News** and **Vendor Communication** tabs.
Click on the **Working** link to continue with your quote.

*** Seller Role ***

Make sure you are in the Seller role, not the Seller Admin role. Click on the  icon on the top right of the screen. If Seller-Admin appears, click on the down triangle ▼ then select Seller. The screen will refresh with the Seller role.

* Reminder: All documents listed are a requirement of bidding. Failure to submit will lead to disqualification. *

Did you receive notification that you were approved to bid?
If yes, continue with quote submission.

General Tab

- Step 1: Save & Continue

Red validation messages will appear at the top of the screen. After reviewing and completing every tab, the warning messages will disappear and you will be able to submit your quote.

- Step 2: Select **Yes** if your business is certified as a Local Business Entity (LBE), otherwise select **No**, then click "Save & Continue"
- Step 3: Complete and upload the LBE Determination Form

Items Tab

- Step 4: Enter the Cost for each item listed in the bid
Note: A pricing page/calculator for completion may be found on the "Terms & Conditions" tab.
- Step 5: Upload the "Bid # 2286 Pricing Page" Note: A pricing page/calculator for completion is found on the "Terms & Conditions" tab, when the City deems applicable and includes it here. If present, it is a mandatory submission.

Questions Tab

- Step 6: Answer all mandatory questions
 - 1) Do you acknowledge any and/or all Amendments issued on Prequal B2213378 and/or Bid B2213379 and understand that the Amendment(s) is/are now part of the proposal?
 - 2) Did your firm pay and upload the Bid Processing Fee receipt with your responses to this bid?
 - 3) Did your firm review the Seller Quote Checklist to ensure that it complied with all requirements of this bid?

Subcontractors Tab

- Step 7: Lookup & add vendors for MBE and/or WBE participation
Note: You can search by Vendor Name or classification. Click "Save & Exit"
- Step 8: Add the dollar value committed to each Subcontractor

Terms & Conditions Tab

- Step 9: Accept the terms and conditions of the bid. Note: Exceptions are not allowed on Public Works contracts.
- Step 10: Download and Save all attachments listed
- Step 11: and upload the Attachments required to be submitted with your quote

Attachments Tab

- Step 12: Do you have an executed Consent & Authorization form in your vendor profile?
If not, attach a copy in the Attachments Tab. No quote will be considered without a Consent & Authorization form on file.



Tips for Success

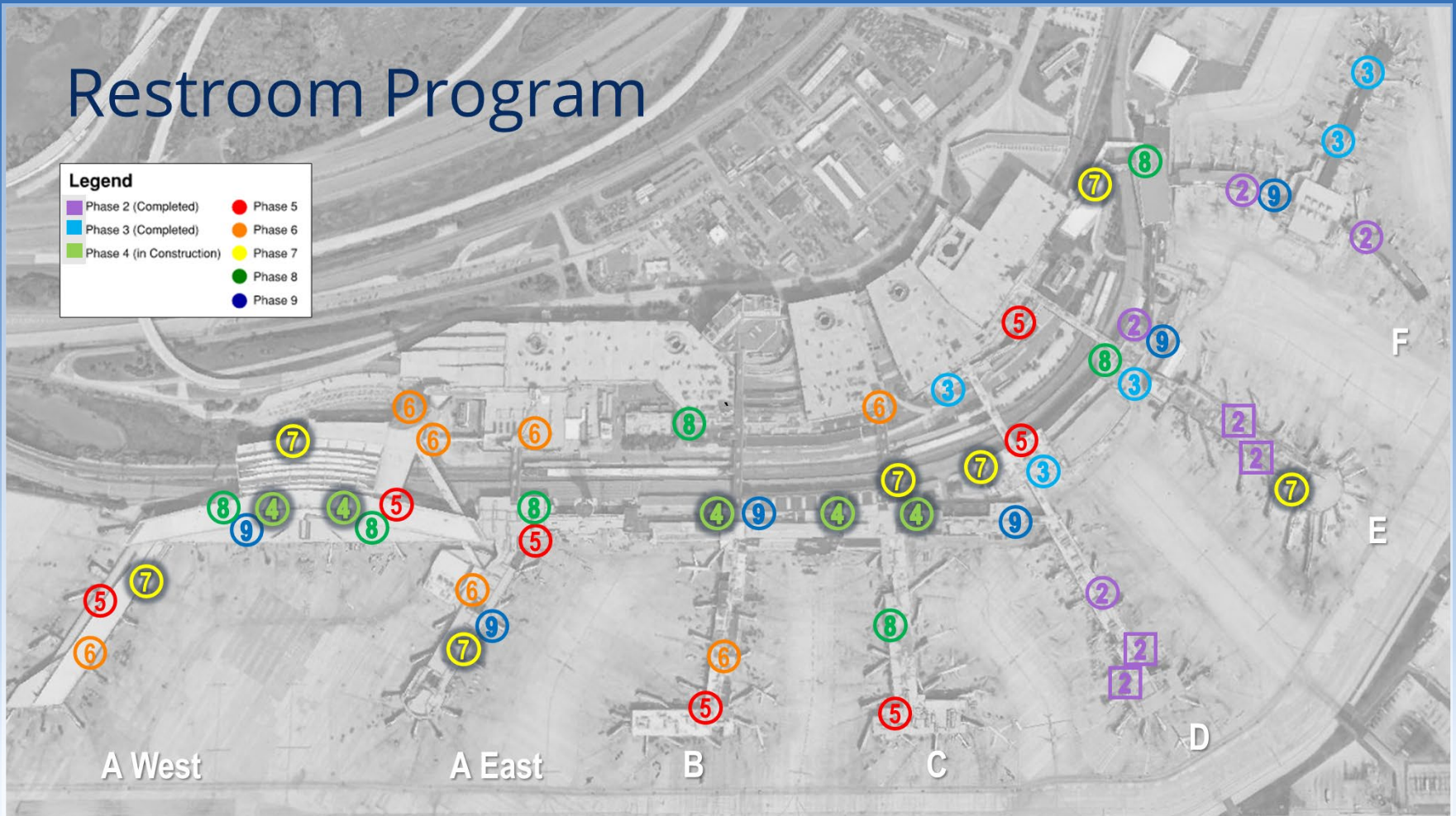
- When submitting your bid
 - Brand new vendors
 - make sure your firm is registered on PHLContracts
 - take time to familiarize yourself with the online system
 - Read EVERY bid in its entirety!
 - Make sure to submit a COMPLETE bid submission
 - Counter Terms and Conditions are grounds for disqualification
 - Pay attention to PHL's security requirements and badging process
 - Review the project-specific parking and laydown areas in the project specifications. Will it be provided or not?
- After award
 - Award packet will be emailed to you by Central Procurement
 - Read everything in its entirety!
 - Return all documents within the stated deadline; typically 10 days
 - Maintain open communication with Airport and the Project Manager



Program Overview

Restroom Program

Legend	
Phase 2 (Completed)	Phase 5
Phase 3 (Completed)	Phase 6
Phase 4 (in Construction)	Phase 7
	Phase 8
	Phase 9





Program Overview

Accommodating
the needs and
expectations of
the traveler

Efficiency of
airport
operations

Cost of building
and managing
these spaces



Kent Lessly, RA, CPHC
Project Manager
Capital Development Group



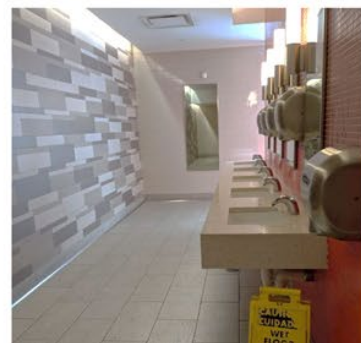
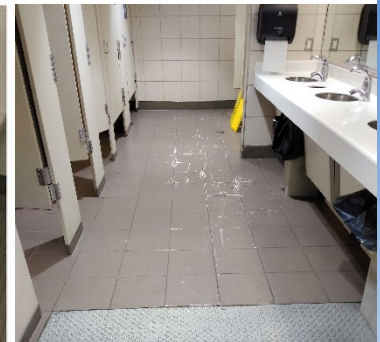
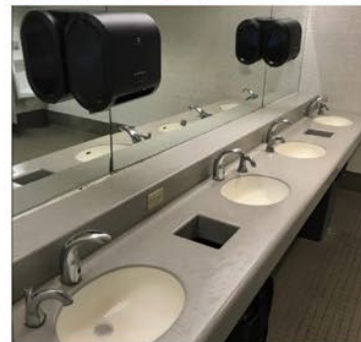
Restroom Renovation Phases 5-9





EXISTING CONDITIONS

- Top-Left: Original / 2000
- Top-Right: Renovated / 2008
- Middle-Left: Renovated / 2000
Miracle Method / 2016
- Middle-Right: Original / 2010
- Bottom-Left: Rebuilt / 2012
- Bottom-Right: Rebuilt / 2017





PROGRAM BASICS

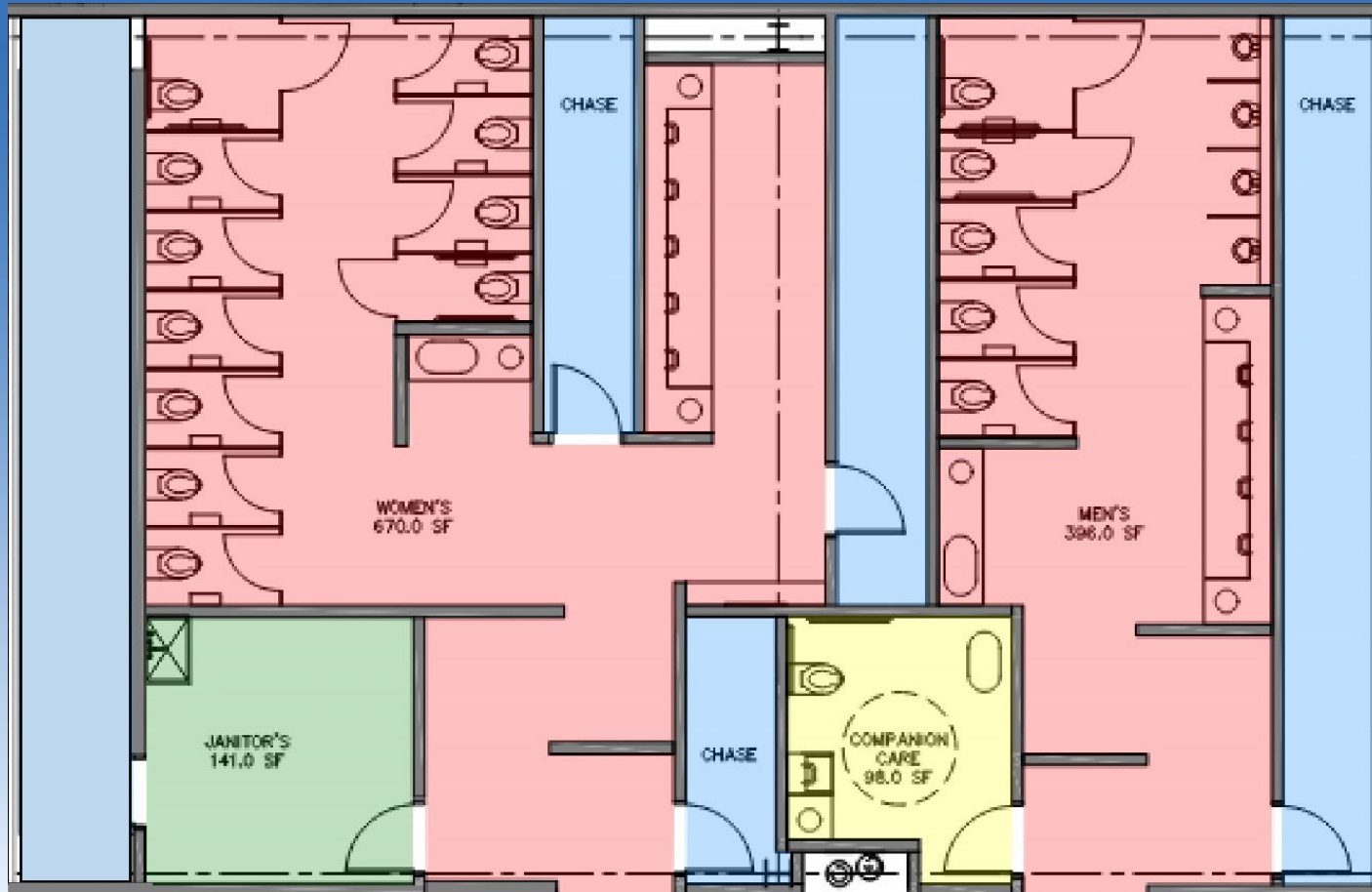
Based on an in-depth Planning Study of flight schedules and aircraft served, it was determined that PHL needs to increase the toilet fixture count by roughly 5% .

- 30 existing restroom sets will be demolished & rebuilt, 14 expanded
- 2 new restroom sets will be constructed
- 2 new ancillary clusters will be constructed.
- Ancillary functions being expanded include:
 - 5 Lactation Suites
 - 4 Service Animal Relief Areas (SARA)
 - 3 Adult Assisted Care restrooms





EXAMPLE of a RESTROOM SET





ENTRANCE CONCEPT



RC5 Women's Restroom
Entrance



LAVATORIES WITH TRI-FIXTURE SYSTEM



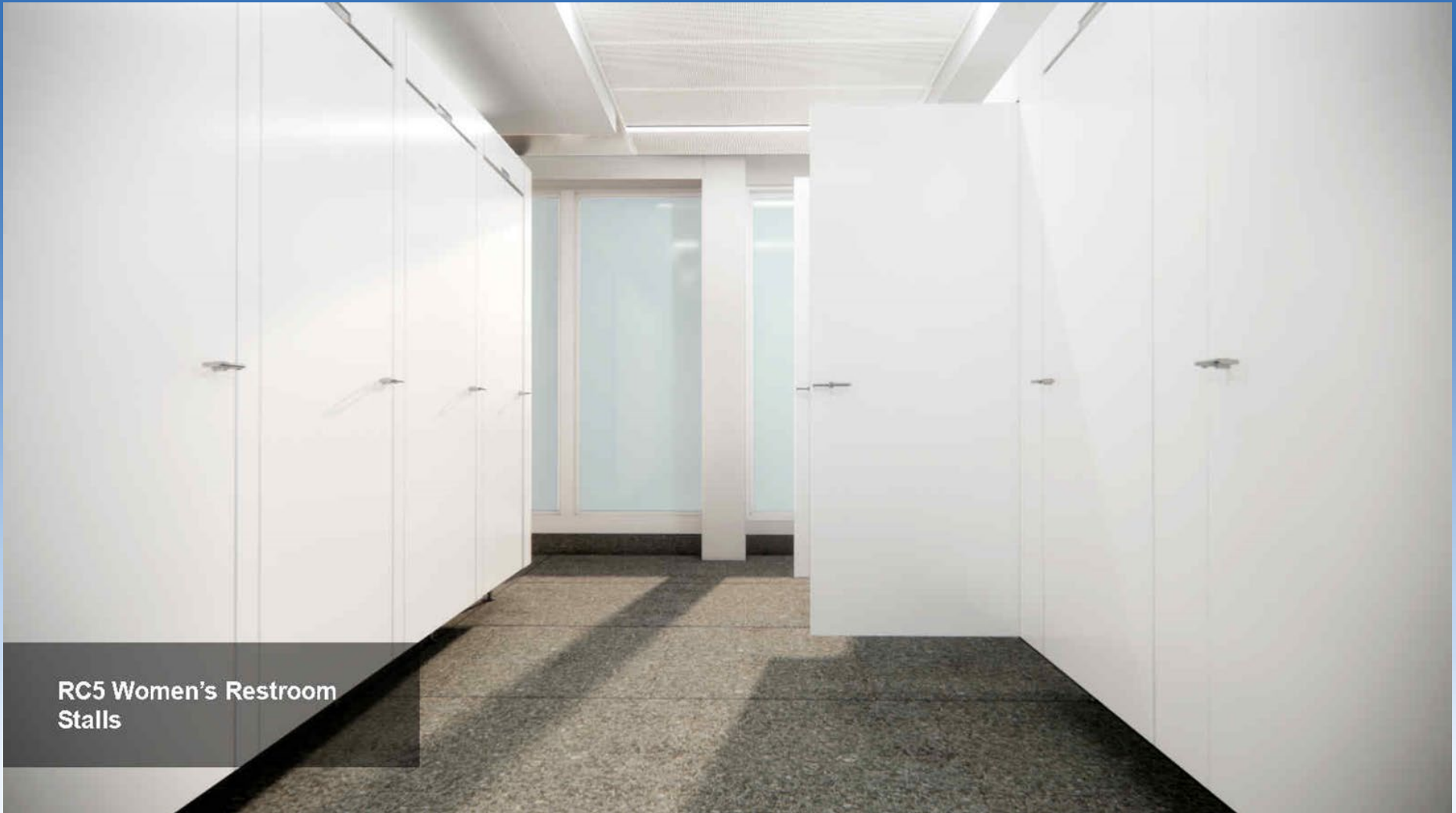
RC5 Women's Restroom
Sink Island

Nonstop
PHL

Nonstop / Opportunity



TEMPERED GLASS TOILET STALL DOORS



RC5 Women's Restroom
Stalls

Nonstop
PHL

Nonstop / Opportunity



SOLID PHENOLIC DEMISING PARTITIONS



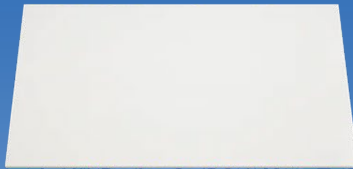
RC5 Women's Restroom
Stalls



FINISH MATERIALS

BASE PALETTE

Proposed Sintered Stone



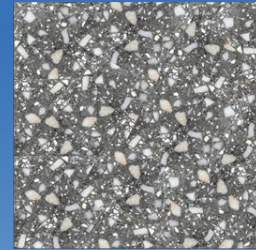
Proposed Metal Mesh



Proposed Stainless Steel Framing



Proposed Terrazzo



Acrylic Lit Pictogram Signage
And Lit Lettering



Cove Lighting

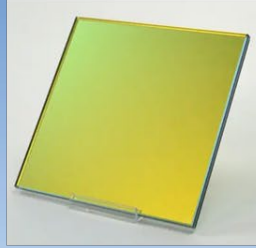


GLASS OPTIONS

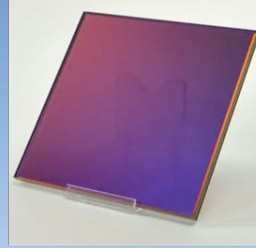
Decorative Glass :
Color Shift: Montego Bay



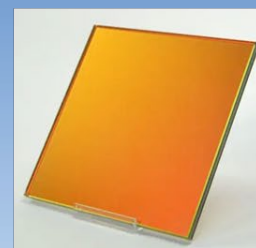
Decorative Glass :
Color Shift: Gold Coast



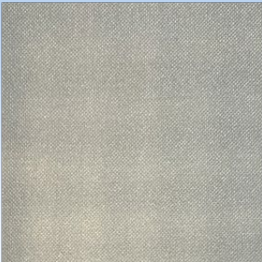
Decorative Glass :
Color Shift: Coronado



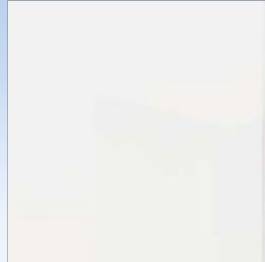
Decorative Glass :
Color Shift: Miami Beach



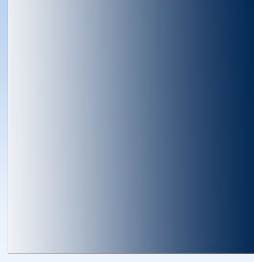
Decorative Glass :
Silver mesh mirror backed



Decorative Glass :
Backpainted white satin etch



Decorative Glass :
Color Gradation White to Blue



Decorative Glass :
Solid Color: Branded PHL Blue



LIGHTING / SIGNAGE

Regulatory Signage





3-in-1 FAUCET AND SINK SYSTEM

3-in-1 FAUCET SYSTEM WITH SOAP, WATER AND AIR DRYER. TROUGH SINK IS AN INTEGRAL PART OF THE SYSTEM

LOCATED INSIDE THE CHASE ARE:

- WATER TEMPERATURE MIXING VALVES
- SOAP SYSTEM
- AIR DRYER'S BLOWER AND HEATER
- CONTROLS

SPLASH LAB & BRADLEY SYSTEM MOCK-UPS ARE BEING TESTED BY DOA

310 LAVATORY POSITIONS



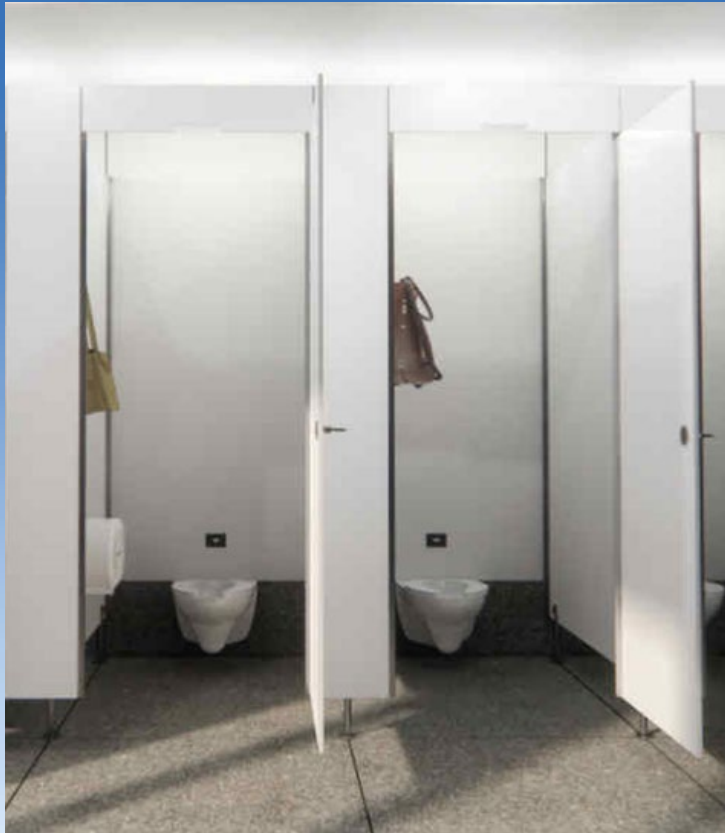
Bradley Washbar



Splash Lab



TOILETS AND URINALS



430 TOILETS +/-



100 URINALS +/-

Nonstop
PHL

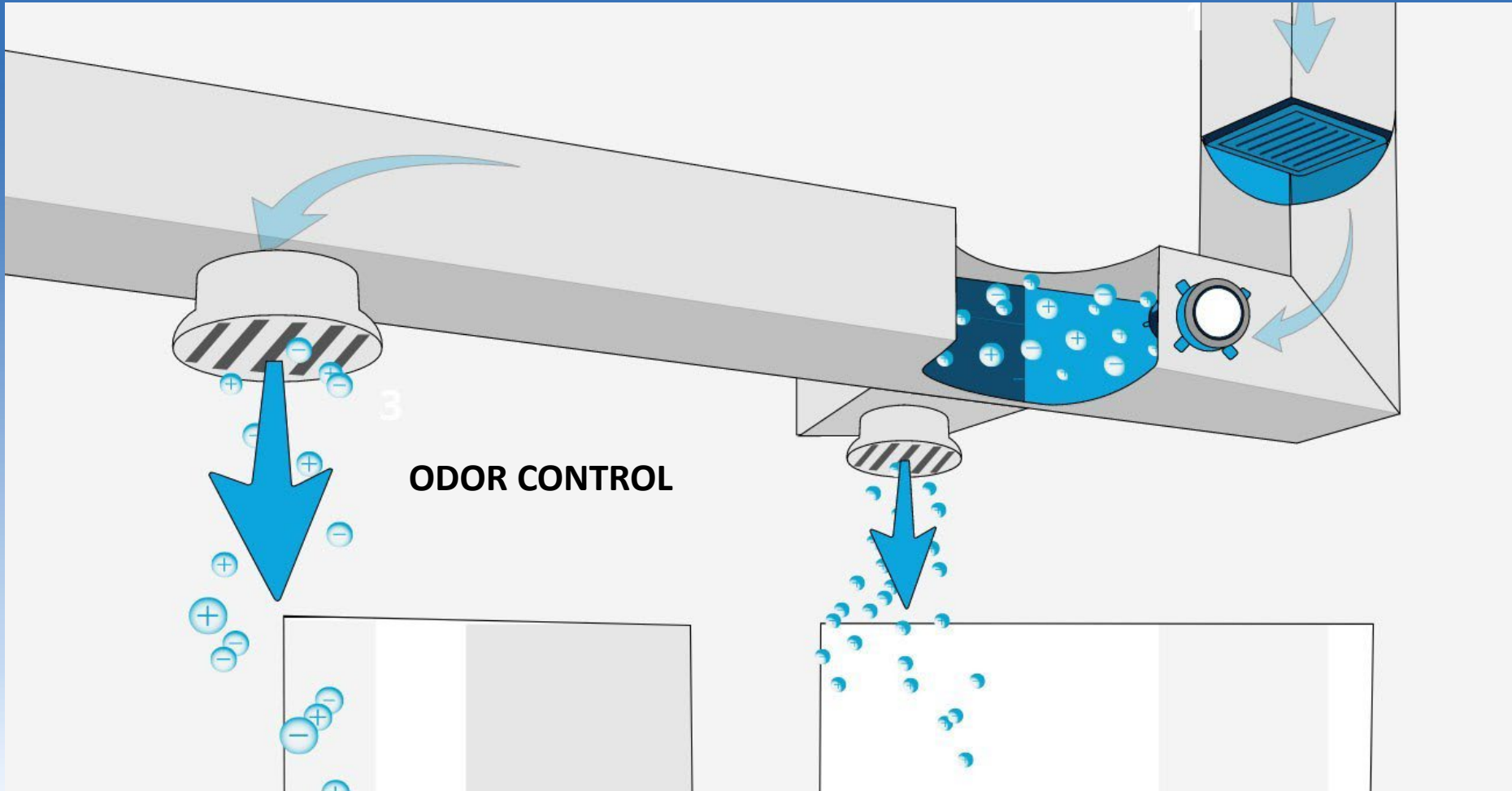
Nonstop / Opportunity

25 +/- ERUs ROOF TOP AND INTERIOR UNITS



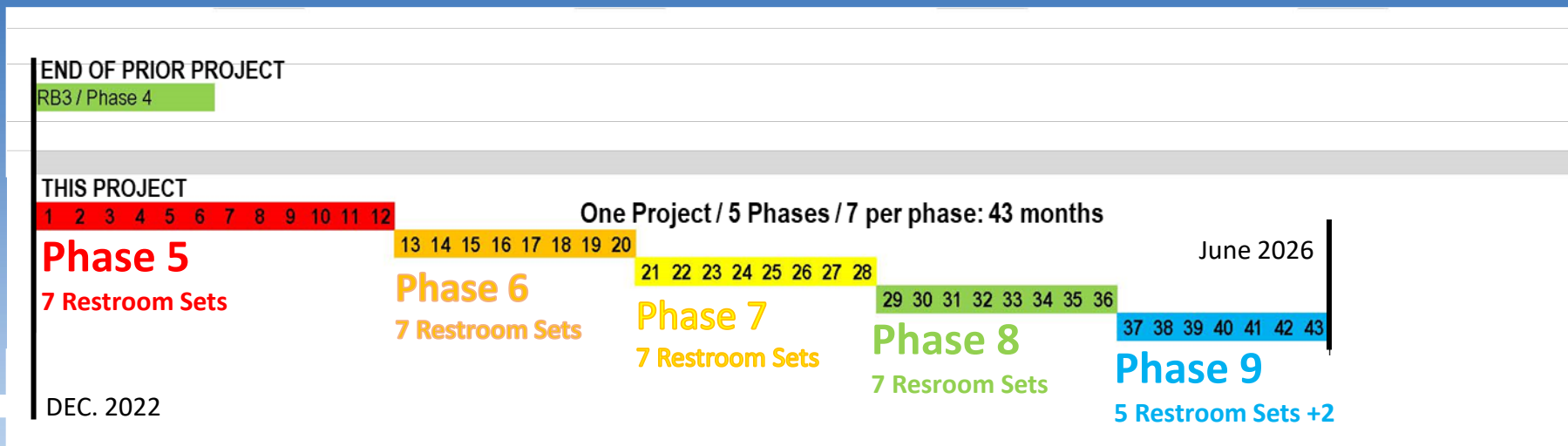


NEEDLEPOINT BI-POLAR IONIZATION



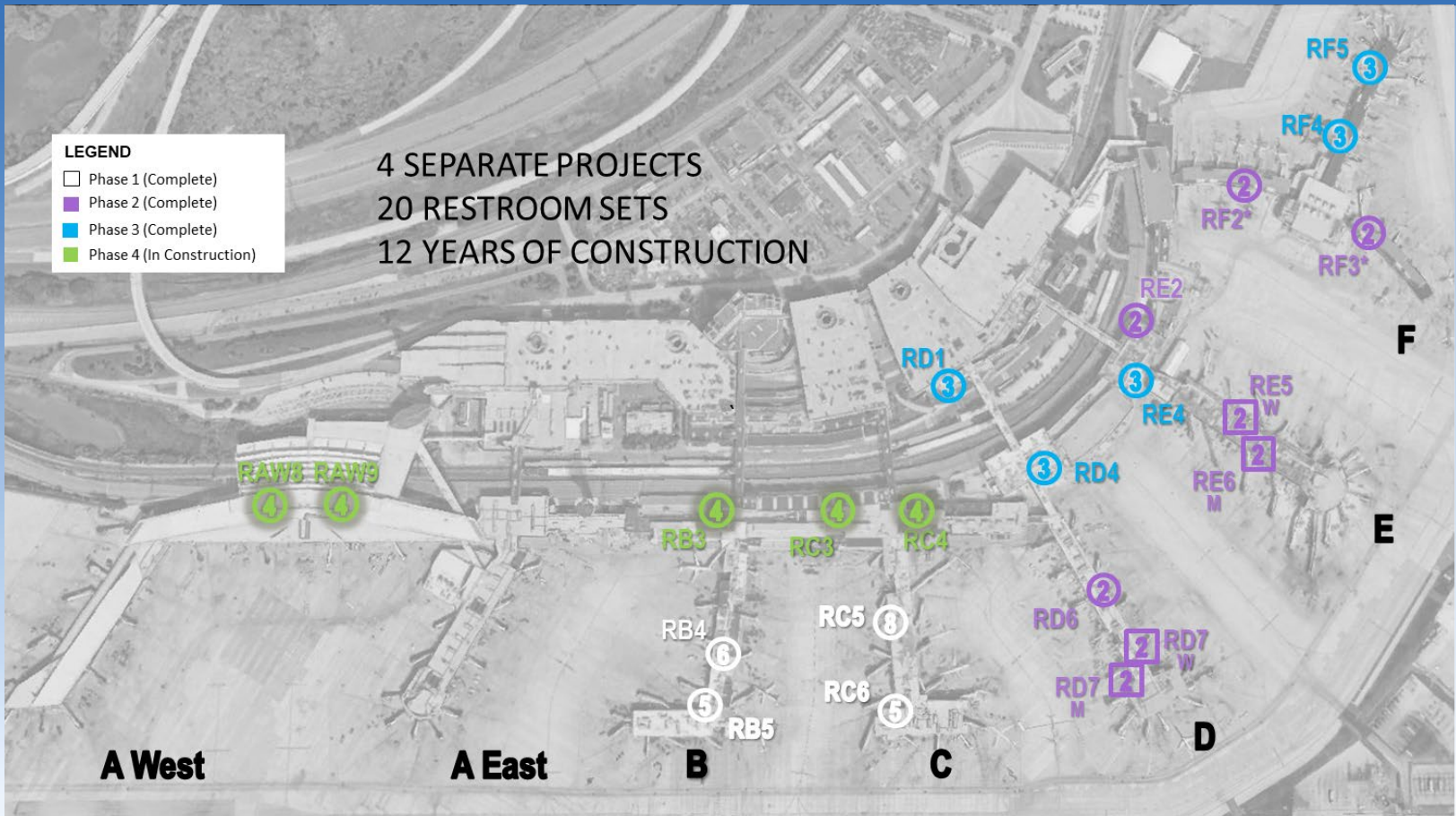


PRELIMINARY PHASING SCHEDULE



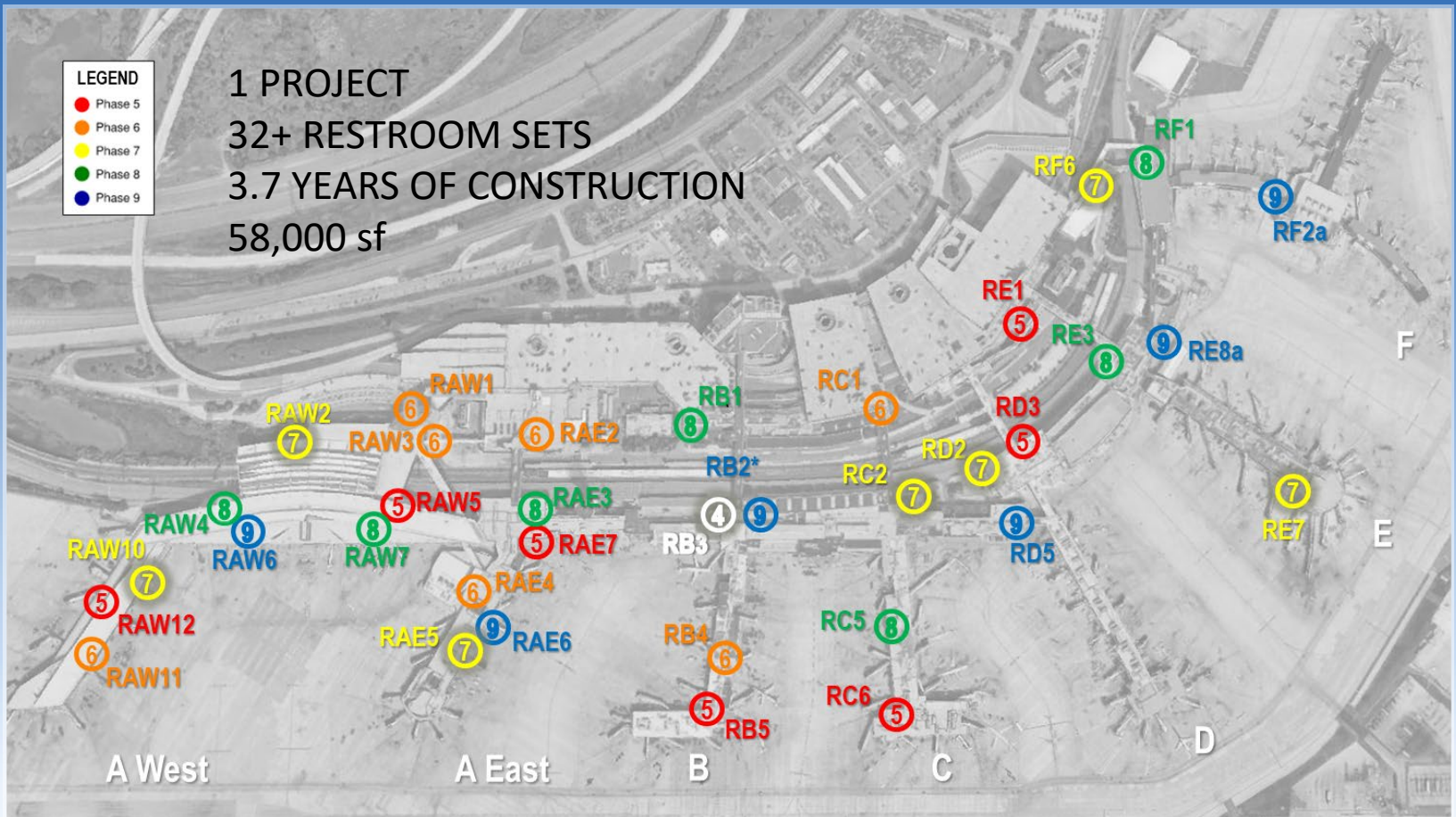


PHL RESTROOM PROGRAM PHASES 1 -4



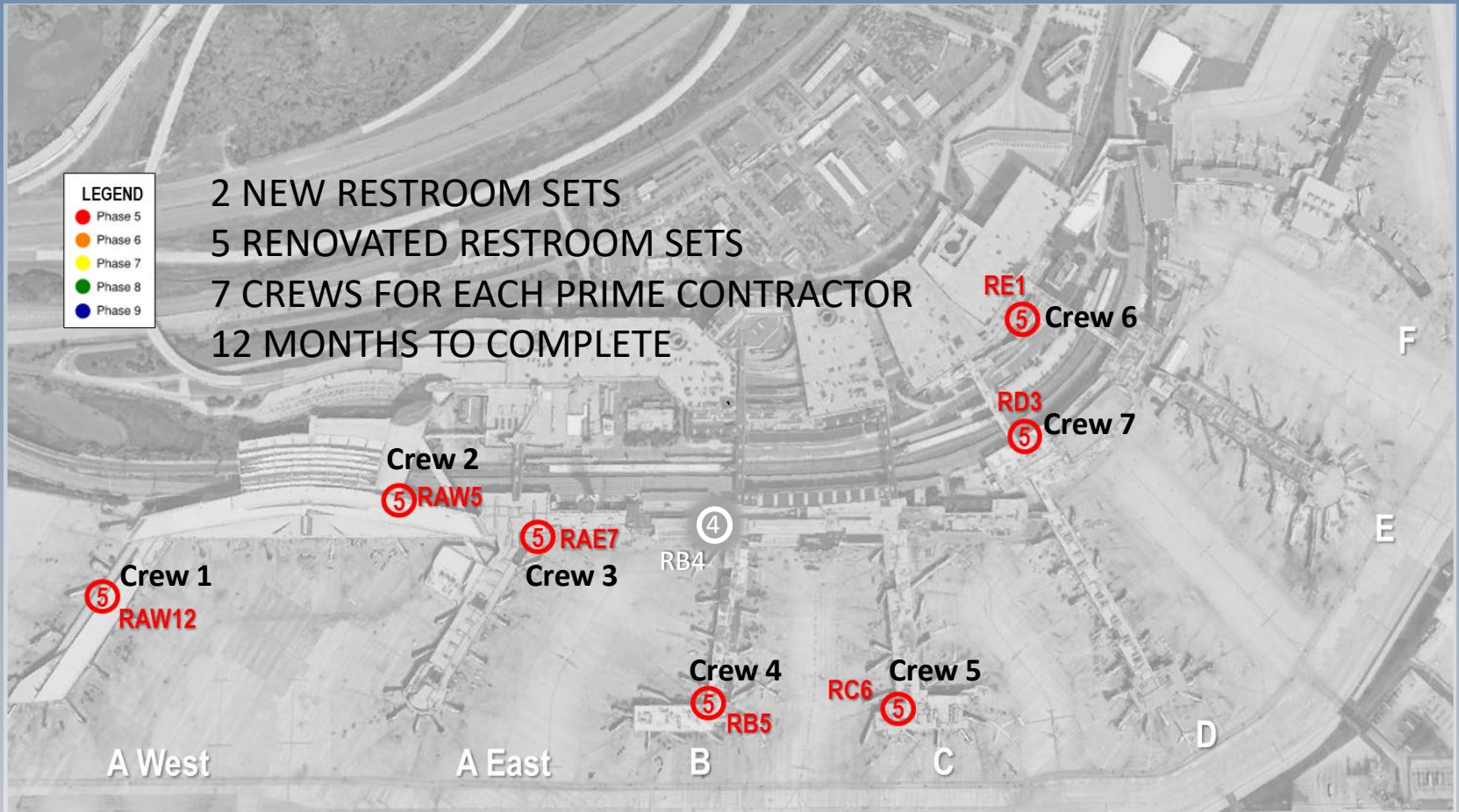


PHL RESTROOM PROGRAM PHASES 5 -9





PHASE 5





PHASE 6



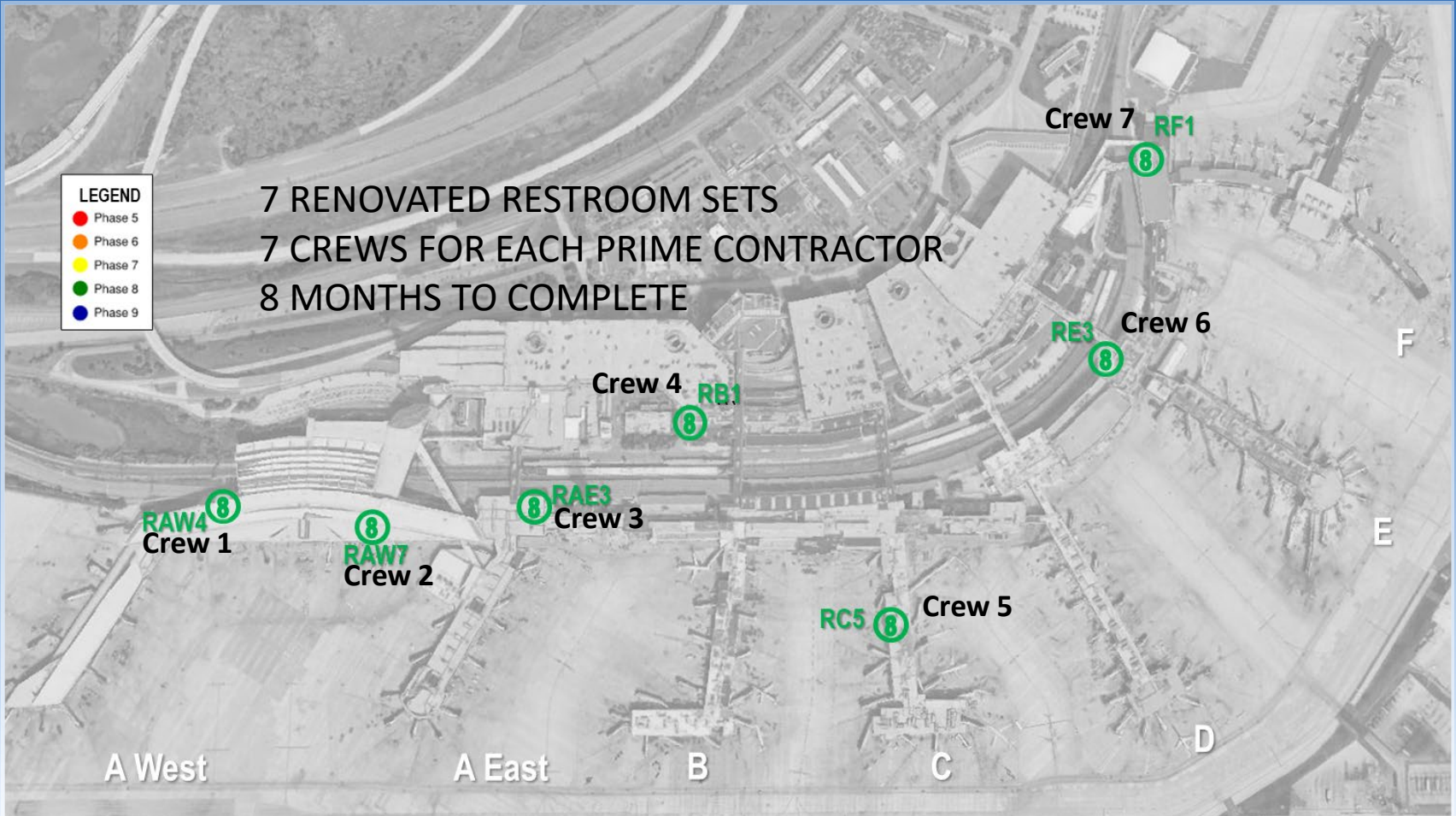


PHASE 7



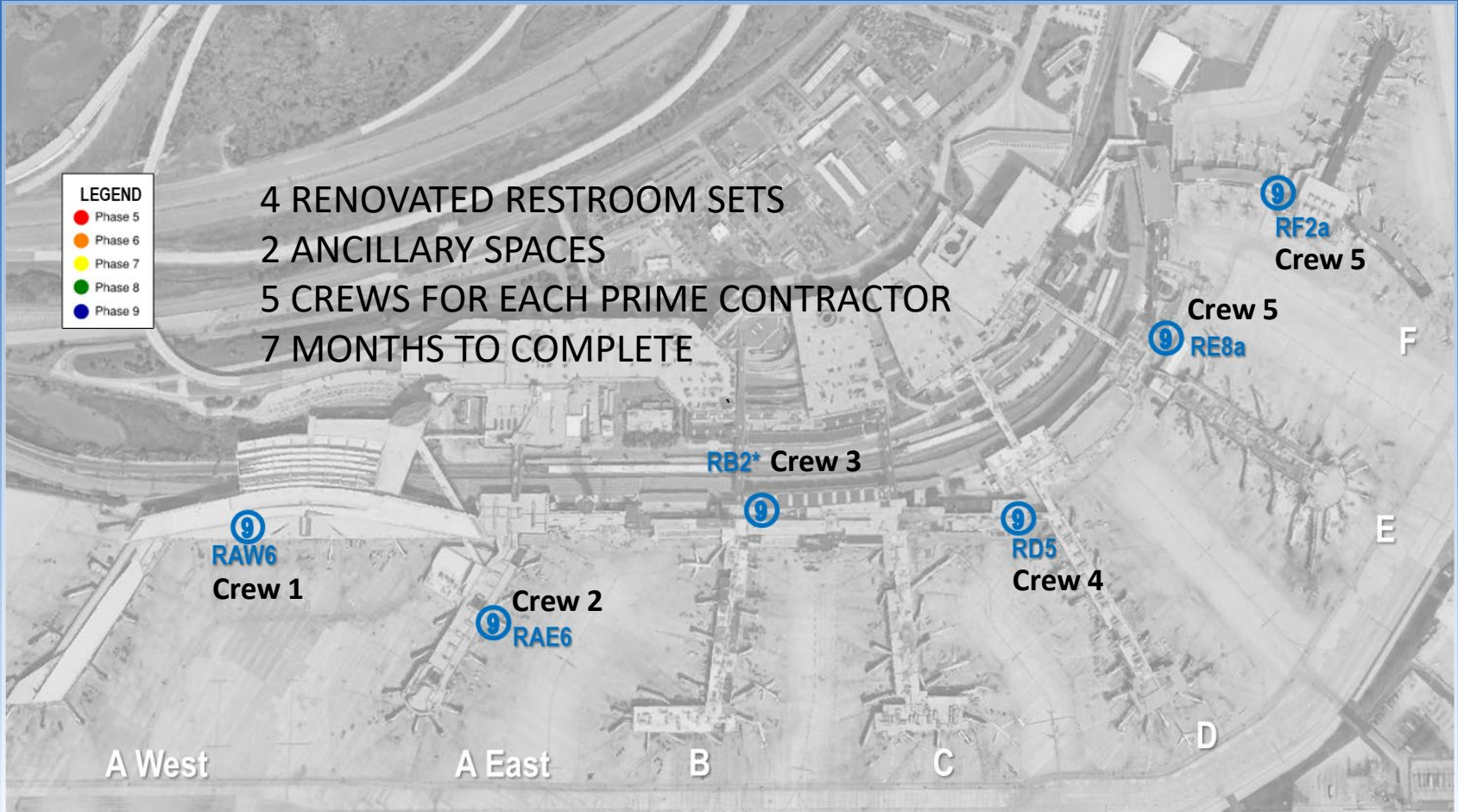


PHASE 8





PHASE 9





Milton Robinson
Airport Facilities Manager



Kate Sullivan
Deputy Director of Strategic Partnerships



Saron McKee
Director of Access and Accessible Programs





Key construction considerations that impact long-term maintenance of facilities

- Bring up issues that would impact this construction early in the process
 - While the design and appearance is extremely important, the functionality should be paramount





Key construction considerations that impact long-term maintenance of facilities

- Construct elements in a way that facilitates easy custodial cleaning and maintenance





Key construction considerations that impact long-term maintenance of facilities

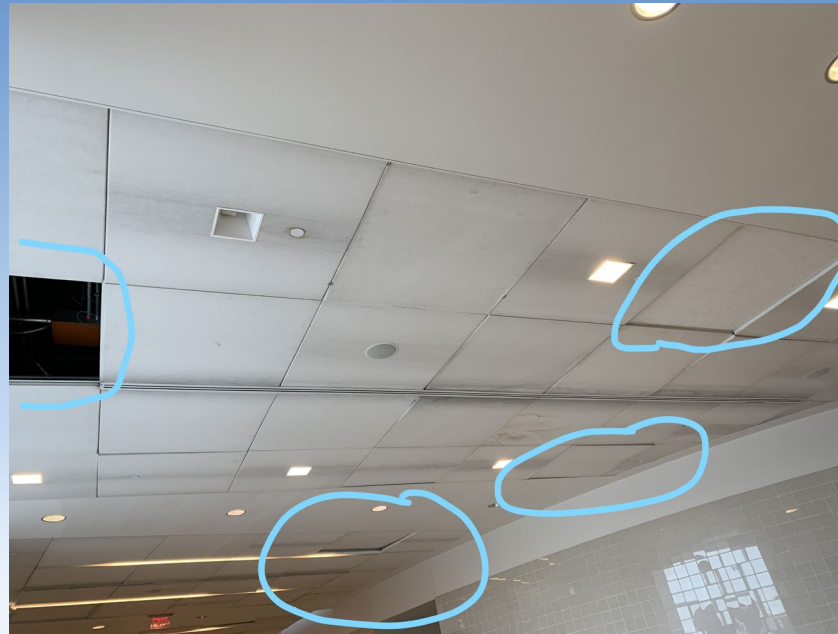
- Use the best materials, products and methods
 - No substandard substitutions
- Maintain a clean working area inside and out





Key construction considerations that impact long-term maintenance of facilities

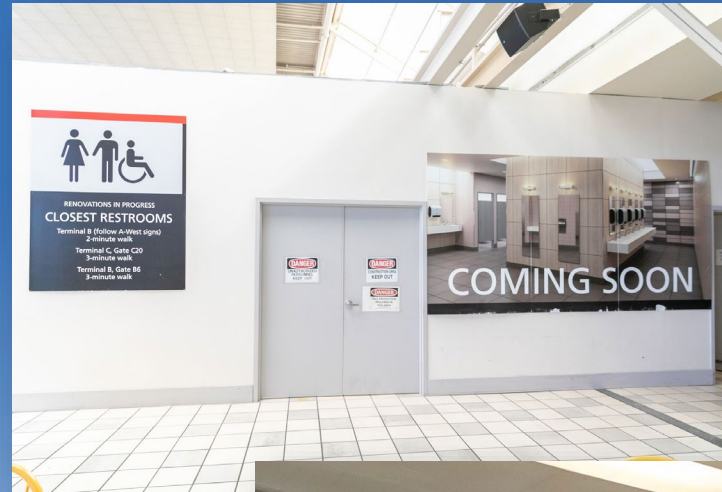
- Properly replace ceiling tiles daily at the end of each shift





Guest Experience Construction Considerations

- Signage is critical
 - Signage to closest open restrooms installed before restrooms are closed
 - Temporary signage must be maintained
 - Be mindful of new wayfinding needs
- Do not encroach on adjacent areas of the airport
- Minimize noise, dust, dirt





Accessibility in Restrooms



Designers go through a complicated analysis to determine the placement of ADA features. Stick to the plans.



Accessibility in Restrooms



Operable Part

2010 ADA Standards



Q&A

- Following this event, attendees will receive an email with links to:
 - Contact information for attendees and presenters
 - Presentation slides
- For up-to-date information on the project, visit www.phl.org/restroom-program



Closing/Networking