

# Columbus Regional Airport Authority

*Connecting Ohio  
with the world*

## COVID TESTING SERVICES OUTREACH & INFORMATIONAL MEETING

*FEBRUARY 11, 2021*



**COLUMBUS**  
REGIONAL AIRPORT AUTHORITY

# AGENDA

- Karmin Bailey - Introductions of Columbus Regional Airport Authority Team
- Kristen Easterday - About Columbus Regional Airport Authority
- Chris Pollock - Overview of COVID Testing Needs
- Vendors and CRAA - Questions & Key Insights
- Karmin Bailey - Procurement Process & Closing
  
- This presentation will be posted on the CRAA Website at <https://columbusairports.com/doing-business-with-us/solicitation-opportunities> under the Announcements section.

Section 1

# *About Columbus Regional Airport Authority*



# Columbus Regional Airport Authority

## *Connecting Ohio with the world*

- Independent government entity
- Port authority under Ohio Revised Code
- No continual source of city, county or state funds
- City- and county-appointed nine-member board of directors
- Focused on growth, collaboration and innovation



# Columbus Regional Airport Authority

*Combined annual impact of our airports and FTZ 138*

## FUELING OHIO'S ECONOMY

**58,730**

JOBS

**\$3.1 billion**

PAYROLL

**\$12.9 billion**

IMPACT

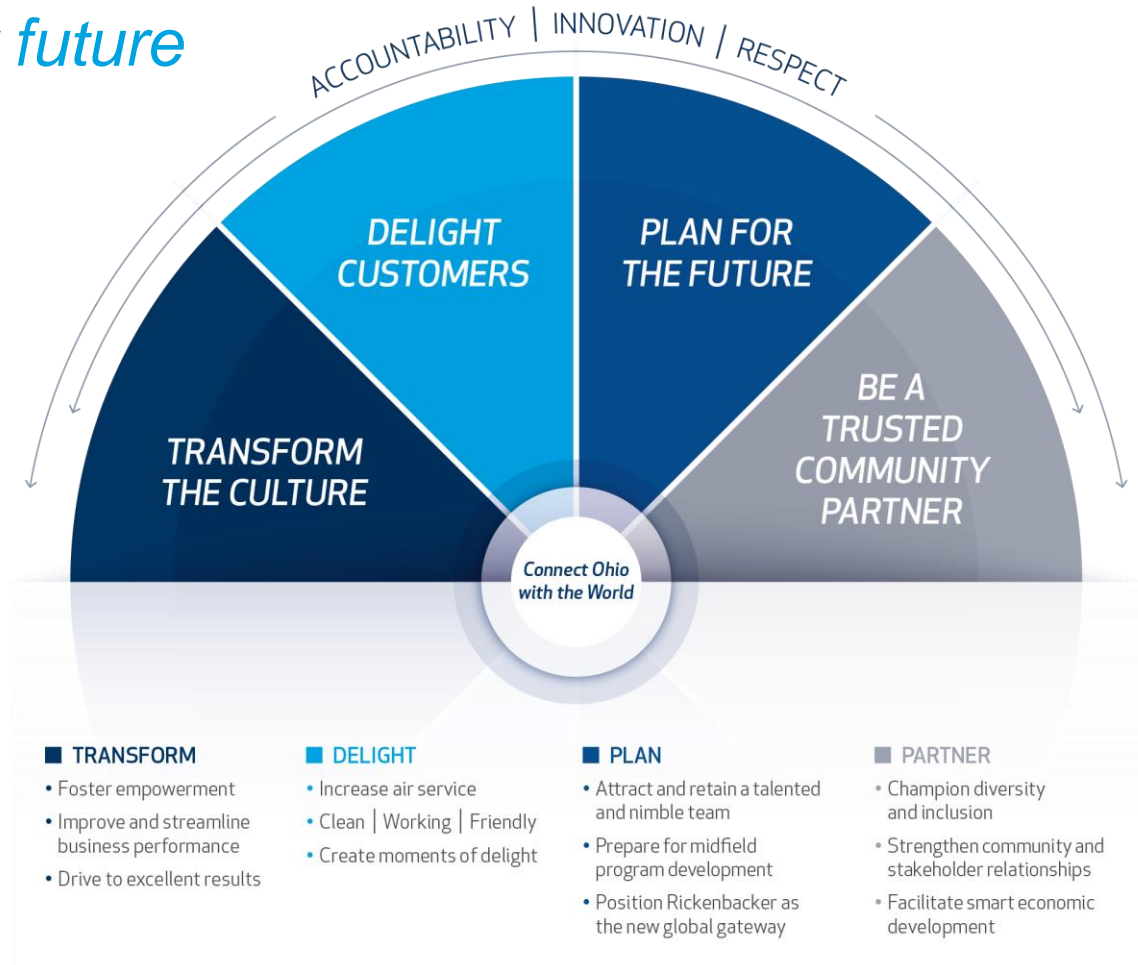


# 5-Year Strategic Blueprint

*A framework for our future*

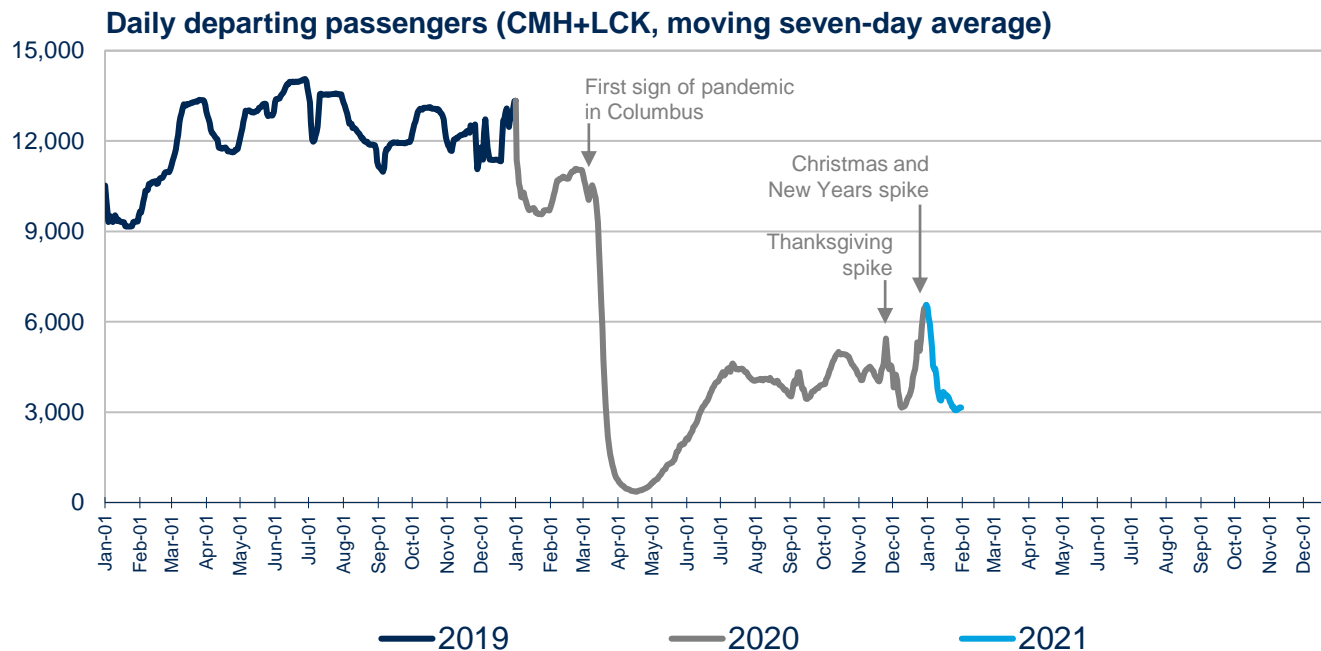
## Success Metrics

- Save \$120 million for midfield program development
- Increase diversity spend to 25% of personnel and eligible operating expenses
- Secure 4.3 Airport Service Quality (ASQ) score

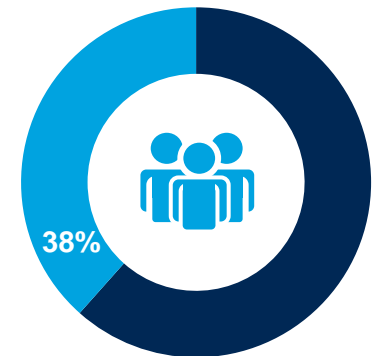


# Passenger activity is one-third of pre-pandemic levels

*In line with what is being seen nationwide*



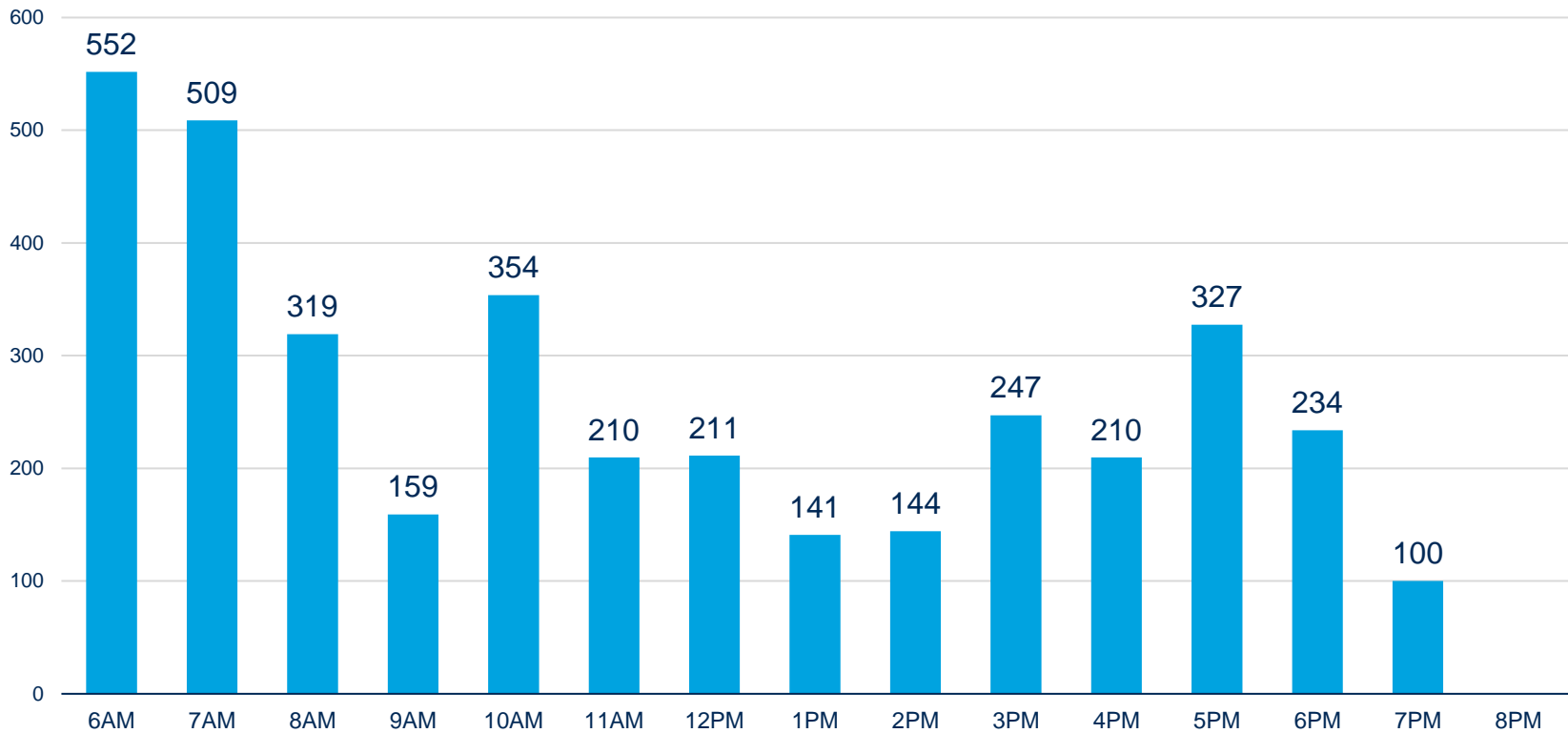
**Average daily departing passengers (CMH+LCK)**  
Percentage of pre-pandemic activity



**January 2021: 3,592**  
January pre-pandemic: 9,349

Breakdown of daily passengers estimated by TSA throughput, monthly enplanement totals reported to CRAA, and daily departure schedules from Diio Mi

# February sample day: estimated departing passengers by hour



Note: there is a 5:55AM departure on Saturdays only

Source: Diio Schedule Dynamic Table. Assumes a 55% load factor on scheduled flights.



# ***Overview of COVID Testing Services Need***

***Purpose of CRAA's interest in providing COVID testing on airport property: To provide passengers with an additional amenity to promote and assist in a healthy and safe travel experience.***

# COVID TESTING SERVICES (current thoughts & preferences)

- There will be one testing location that will provide COVID-19 testing for CRAA passengers.
  - The testing center must be operated in accordance with all Ohio Department of Health, FDA and CDC guidelines as well as all Federal, State and local mandates in effect during the term of the contract.
  - Selected firm will provide **all** materials required to operate the testing location.
  - Scalability to offer additional locations if needed.
- The testing location will be in the Blue Lot of John Glenn Columbus International Airport.
  - Testing will be done with the customer in their car.
- The testing will be marketed to “travelers with proof of travel” and will exclude the general public.

# COVID TESTING SERVICES

- Licensed medical professionals must give FDA-approved test(s):
  - Real Time Polymerase Chain Reaction (RT-PCR).
  - Rapid: Antigen.
  - Scalability to offer other tests as appropriate.
- Provider will handle and administer tests to asymptomatic, symptomatic and/or high-risk subjects in accordance with current CDC guidelines.
  - Provider will be responsible for ordering and maintaining an adequate amount of PPE for provider's use.
- The provider must have the capacity to provide a minimum of 150 FDA-approved PCR tests and 150 FDA-approved rapid antigen tests per day upon commencement of services.
  - Scalability to offer more tests as demand dictates.
- PCI compliant platform for appointment sign up will be provided by the selected firm.

# COVID TESTING SERVICES

- Lab reports/results provided in an easy-to-understand format for customers and airlines.
  - Lab results will be available to the customer in 72 hours or less for PCR tests.
- The selected provider will provide weekly reporting to CRAA:
  - Number and type of tests completed during the previous week.
  - Total number of positive and negative results.
  - Number of test results that exceeded the 72-hour turnaround time.
- CRAA will provide marketing services as noted:
  - Identify provider as a partner for COVID-19 testing services on CRAA's website.
  - CRAA shall notify the airlines of the partnership for COVID-19 testing services.
  - Other marketing needs will be mutually agreed upon between CRAA and the chosen provider.

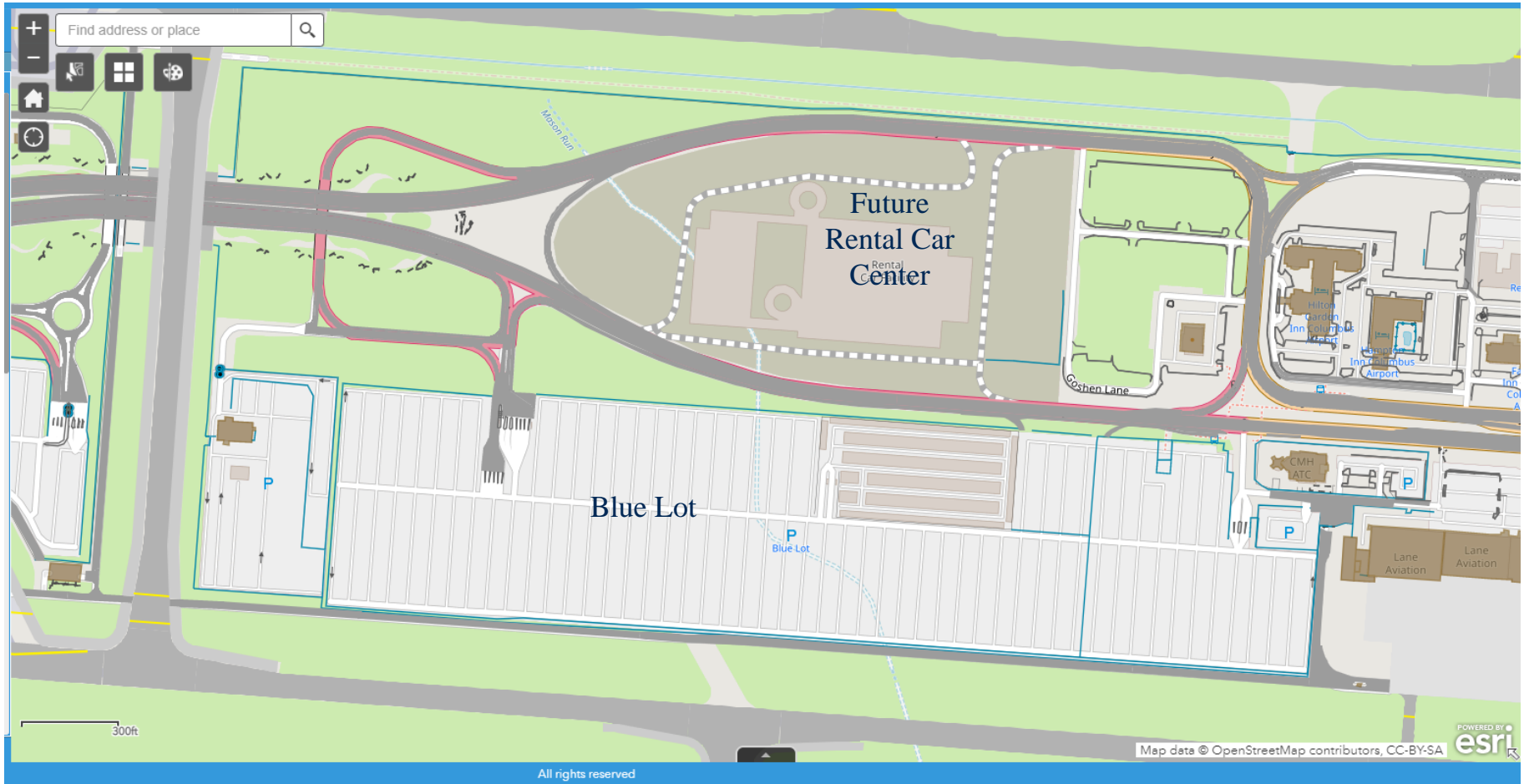
# COVID TESTING SERVICES

- The contract will be a licensed for use agreement with a concessions fee
  - Percentage fee rate paid to CRAA will be determined as part of the license for use agreement. (fee will be based upon cost recovery only)
- Selected provider will need to mobilize operations as soon as possible upon notification of award.
- Length of contract will be an interim period of 3 months and upon a successful launch with the community the contract may be extended to one (1) year with two additional one-year options to renew.

# COVID TESTING SERVICES

- Vendor should be prepared to address the following as part of a solicitation response:
  - Proposed hours of operation (must be flexible to meet the current demand).
  - Staffing plan.
  - Whether walk-ins will be accepted.
  - Whether insurance will be accepted and billed on behalf of the customer.
  - Insurance will not be accepted, self-pay by customer.
  - Cost to customer per type of test.
  - What considerations does the firm have in place to ensure a positive customer service experience and how will this be measured.
  - How will complaints, questions, etc. be handled.
  - Provide general expectations of what tents/temporary structures/utilities/generators/port-a-johns, etc. will be brought on-site and which items will remain overnight.
  - Example of lab results report for the customer and/or airlines.

# PROPOSED TESTING SITE-BLUE LOT



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# QUESTIONS AND KEY INSIGHTS



Section 1

# *Procurement Process*



# PROCUREMENT PROCESS

- All solicitations are posted on our online bidding module, B2GNow.
- To access B2GNow, go to <https://columbusairports.diversitycompliance.com/>.
- You must register as a vendor with us in order to respond to a solicitation.
- All responses must be submitted via the online bidding module, please submit response in a timely manner to ensure it's received by the due date and time.
- Late submissions will not be accepted.
- All questions should be asked via the online bidding module. Answers will be given via the online bidding module.
- Please read the solicitation carefully and thoroughly and be sure to submit any required information.

# Key Contact Information

**Direct all questions to:**

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