

**Wayne County Airport Authority Board Meeting**

**The Michael Berry Administration Building  
Kevin Clark Conference Room  
11050 Rogell Drive, Building 602  
Detroit, MI 48242**

**OR**

**the public may join by Zoom Video Link (<https://wcaa-us.zoom.us/j/96799165854>) or  
Audio Only - 1-301-715-8592 (Webinar ID - 96799165854)**

**Wednesday, 5/15/2024  
2:00 - 4:00 PM ET**

**DRAFT AGENDA**

**I. ROLL CALL**

**II. PLEDGE OF ALLEGIANCE**

**III. CONSENT AGENDA**

**A. Approval of Minutes from April 17, 2024 Board Meeting**

*4-17-2024 WCAA Board Meeting Minutes (DRAFT)*

**B. Best Equipment Co, Inc. (PB Loader BC Patcher Asphalt Repair Truck)**

Resolution to approve a contract with Best Equipment Co, Inc., to provide a PB Loader BC Patcher Asphalt Repair truck through the use of a cooperative purchase arrangement with Sourcewell contract. The term of the contract shall commence on May 15, 2024 and terminate on October 11, 2025. The cost of the contract shall not exceed \$310,000.00.

*Resolution - Best Equipment Co, Inc.  
Best Equipment Contract Award Recommendation*

**C. Trimble, Inc. (Deicing Fluid Application Control System)**

Resolution to approve a contract with Trimble Inc., for the continued purchase of Trimble navigation hardware, software, and licenses to implement, service and support a deicing fluid application control system through the use of a cooperative purchase arrangement with the General Services Administration. The term of the contract shall commence on August 15, 2024 and terminate on February 14, 2029. The cost of the contract shall not exceed \$725,000.00.

*Resolution - Trimble, Inc.  
Trimble Contract Award Recommendation*

**D. Tanner Supply Co. (BEST Brand Keys, Lock Components and Related Supplies) (WCAA Certified SBE)**

Resolution to approve a contract with Tanner Supply Co., to provide BEST brand patented MX-8 Cormax and Security Core 7WB keys, lock components and related supplies for the Wayne County Airport Authority. The term of the contract shall commence on May 15, 2024 and terminate on May 14, 2029. The cost of the contract shall not exceed \$200,000.00. The contract was competitively solicited and Tanner Supply Company Inc. was deemed the lowest responsive and responsible bidder.

*Resolution - Tanner Supply Co.  
Tanner Supply Contract Award Recommendation*

**E. Diversified Construction Inc. dba Flagpoles Etc. (Flags and Flagpoles Maintenance, Repair and Replacement)**

Resolution to approve a contract with Diversified Construction Inc. dba Flagpoles Etc., to provide maintenance, repair, and replacement of flags and flagpoles at Detroit Metropolitan and Willow Run Airports. The term of the contract shall commence on May 15, 2024 and terminate on May 14, 2027, with a one (1) two-year renewal option exercisable by the CEO, subject to the vendor's satisfactory performance and availability of budgeted funds. The cost of the contract shall not exceed \$150,000.00. The contract was competitively solicited and Diversified Construction Inc. dba Flagpoles Etc. was deemed the lowest responsive and responsible bidder.

*Resolution - Diversified Construction Inc. dba Flagpoles Etc.  
Flagpoles Etc Contract Award Recommendation*

#### **F. Sparling Corporation (Jet-A & Avgas Above Ground Fuel Tank Inspection)**

Resolution to approve a contract with Sparling Corporation, to provide Jet-A and Avgas above-ground fuel storage tank inspections, as-needed maintenance services and parts at Willow Run Airport. The term of the contract shall commence on September 16, 2024 and terminate on September 15, 2027, with one (1) two-year renewal option exercisable by the CEO, subject to the vendor's satisfactory performance and availability of budgeted funds. The cost of the contract shall not exceed \$150,000.00. The contract was competitively solicited and Sparling Corporation was deemed the sole responsive and responsible bidder.

*Resolution - Sparling Corporation  
Sparling Corp Contract Award Recommendation*

#### **G. Smiley Tire & Retreading (OEM Michelin Tires)**

Resolution to approve a contract with Smiley Tire & Retreading, to provide tires, service, and installation of OEM Michelin tires on an as-needed basis for the Wayne County Airport Authority. The term of the contract shall commence on August 16, 2024 and terminate on August 15, 2027. The cost of the contract shall not exceed \$350,000.00. The contract was competitively solicited and Smiley Tire & Retreading was deemed the lowest responsive and responsible bidder.

*Resolution - Smiley Tire & Retreading  
Smiley Tire & Retreading Contract Award Recommendation*

#### **H. Rauhorn Electric, Inc. (Security System Network Upgrade - Checkpoint 1 Fiber Connection)**

Resolution to approve a contract with Rauhorn Electric, Inc., to provide construction services for the installation of a security system network infrastructure and equipment upgrades from Node 1 to Checkpoint 1 at Detroit Metropolitan Airport. The term of the contract shall commence upon Board approval and terminate upon final payment for all required services. The cost of the contract shall not exceed \$1,296,072.40. The contract was competitively solicited and Rauhorn Electric was deemed the lowest responsive and responsible bidder.

*Resolution - Rauhorn Electric, Inc.  
Rauhorn Electric, Inc. Contract Award Recommendation*

**I. Ajax Paving Industries, Inc. (Willow Run Airport Taxiways H & D Rehabilitation)**

Resolution to approve a contract with Ajax Paving Industries, Inc., to provide construction services to rehabilitate Taxiways D and H at Willow Run Airport. The term of the contract shall commence upon Board approval and terminate upon final payment for all required services. The cost of the contract shall not exceed \$1,083,622.00. The contract was competitively solicited and Ajax Paving Industries, Inc. was deemed the lowest responsive and responsible bidder.

*Resolution - Ajax Paving Industries, Inc.*

*Ajax Paving Industries, Inc. Contract Award Recommendation*

**J. Delta Air Lines, Inc. (Elevator, Escalator and Moving Walkway Maintenance for the McNamara Parking Structure/Ground Transportation Center)**

Resolution to approve an agreement with Delta Air Lines, Inc. for the operations and maintenance of the elevators, escalators and moving walkways in the McNamara Terminal Parking Structure and Ground Transportation Center. The term of the agreement shall commence on May 15, 2024 and terminate on September 30, 2025.

*Resolution - Delta Air Lines, Inc.*

*Delta Air Lines, Inc. Memorandum*

**K. Kone, Inc. (Maintenance of Escalators, Elevators and Moving Walkways)**

Resolution to approve an amendment to the contract with Kone, Inc., to extend the contract term, modify the contract scope, and add funding to provide maintenance, repair, and modernization services for the elevator, escalator, and moving walkway systems in the Evans Terminal Ground Transportation Center, Big Blue Parking Deck and controlled structures at Detroit Metropolitan and Willow Run Airport. The modified contract scope will add replacement of escalator skirting brushes to meet current State code requirements. The amended term shall commence on October 1, 2024 and terminate on September 30, 2025. The cost of the amendment shall not exceed \$820,000.00, which, together with the previous contract authorization amount of \$3,000,000.00, results in total contract costs that shall not exceed \$3,820,000.00.

*Resolution - Kone, Inc.*

*KONE Inc. Contract Award Recommendation*

**L. Turo, Inc. (Peer-to-Peer Car Sharing Permit)**

Resolution to approve a permit agreement with Turo, Inc., to provide peer-to-peer car sharing services at Detroit Metropolitan Airport. The term of the contract shall commence on July 1, 2024 and terminate on June 30, 2026, with one (1) two-year renewal option exercisable by the CEO. Turo, Inc. shall pay the Airport Authority ten percent (10%) of the gross revenue per completed peer-to-peer car sharing transaction.

*Resolution - Turo, Inc.  
Turo Inc Contract Award Recommendation*

**M. Bayview Electric Company, LLC (Authorization for Change Order - Pump Stations and Electrical Upgrades Project) (WCAA Certified SBE)**

Resolution to approve an authorization for change order #4 with Bayview Electric Company, LLC for the pump stations and electrical upgrades project at Detroit Metropolitan Airport. The cost of change order #4 shall not exceed \$130,000.00, which, together with the previous contract authorization amounts including approved changed orders of \$2,301,711.00, results in total contract costs that shall not exceed \$2,431,711.00.

*Resolution - Bayview Electric Company, LLC (AFCO 4)  
Bayview Electric (AFCO) Memorandum*

**N. Federal Air Marshal Service (Use of Public Safety Training Facility Indoor Firing Range)**

Resolution to approve an intergovernmental agreement with the Federal Air Marshal Service, for the usage of the Public Safety Training Facility Indoor Firing Range at Detroit Metropolitan Airport. The term of the contract shall commence on May 16, 2024 and terminate on May 15, 2025, with four (4) one-year renewal options exercisable by the CEO, subject to the Lessee's satisfactory compliance with the contract terms. The estimated annual revenue shall be \$48,000.00.

*Resolution - Federal Air Marshal Service  
Federal Air Marshal Service Contract Award Recommendation*

**O. United States Department of Agriculture (USDA), Animal and Plant Health Inspection Services (APHIS), Wildlife Services (WS) (Wildlife Management Services at Willow Run Airport)**

Resolution to approve an intergovernmental agreement with the United States Department of Agriculture (USDA), Animal and Plant Health Inspection Services (APHIS)-Wildlife Services (WS), to provide wildlife management consulting services at Willow Run Airport. The term of the contract shall commence on October 1, 2024 and terminate on September 30, 2029. The cost of the contract shall not exceed \$393,688.44.

*Resolution - USDA - YIP*

*USDA-APHIS YIP Contract Award Recommendation*

**P. United States Department of Agriculture (USDA), Animal and Plant Health Inspection Services (APHIS), Wildlife Services (WS) (Wildlife Management Services at Detroit Metropolitan Airport)**

Resolution to approve an intergovernmental agreement with the United States Department of Agriculture (USDA), Animal and Plant Health Inspection Services (APHIS)-Wildlife Services (WS), to provide wildlife management consulting services at Detroit Metropolitan Airport. The term of the contract shall commence on October 1, 2024 and terminate on September 30, 2029. The cost of the contract shall not exceed \$1,639,138.00.

*Resolution - USDA - DTW*

*USDA-APHIS DTW Contract Award Recommendation*

## **IV. NEW BUSINESS**

### **A. Pullman SST, Inc. (McNamara Parking Deck Drains Restoration)**

Resolution to approve a contract with Pullman SST, Inc., to provide construction services for rehabilitation to the McNamara Parking Deck replacing drainage systems at Detroit Metropolitan Airport. The term of the contract shall commence upon Board approval and terminate upon final payment for all required services. The cost of the contract shall not exceed \$5,992,750.00. The contract was competitively solicited and Pullman SST, Inc. was deemed the lowest responsive and responsible bidder.

*Resolution - Pullman SST, Inc.*

*Pullman SST Inc. Contract Award Recommendation*

### **B. Angelo lafrate Construction Company (Big Blue Deck Exit Plaza and Over Height Driveway Rehabilitation)**

Resolution to approve a contract with Angelo lafrate Construction Company, to provide construction services for rehabilitation to the Big Blue Deck Exit Plaza and Over Height Lot at Detroit Metropolitan Airport. The term of the contract shall commence upon Board approval and terminate upon final payment for all required services. The cost of the contract shall not exceed \$4,699,672.80. The contract was competitively solicited and Angelo lafrate Construction Company was deemed the lowest responsive and responsible bidder.

*Resolution - Angelo lafrate Construction Company*

*Angelo lafrate Contract Award Recommendation*

### **C. Bayview Electric Company, LLC (Security System Network Switch Upgrades) (WCAA Certified SBE)**

Resolution to approve a contract with Bayview Electric Company, LLC, to provide construction services for the installation of security system network infrastructure, core and edge switch equipment upgrades, and special systems room improvements at Detroit Metropolitan Airport. The term of the contract shall commence upon Board approval and terminate upon final payment for all required services. The cost of the contract shall not exceed \$3,769,494.76. The contract was competitively solicited and Bayview Electric Company, LLC was deemed the lowest responsive and responsible bidder.

*Resolution - Bayview Electric Company, LLC*

*Bayview Electric Contract Award Recommendation*

#### **D. TKH Security, LLC (Automated Parking Guidance Solution)**

Resolution to approve a contract with TKH Security, LLC, to provide an Automated Parking Guidance Solution including hardware, software, implementation, warranty, support and maintenance for the Wayne County Airport Authority, through the use of a cooperative purchase arrangement with Raleigh-Durham International Airport (RDU). The term of the contract shall commence on July 1, 2024 and terminate on June 30, 2032. The cost of the contract shall not exceed \$25,000,000.00.

*Resolution - TKH Security, LLC  
TKH Security Contract Award Recommendation*

#### **E. Delaware North Companies Travel Hospitality Services, Inc. (McNamara Terminal Food and Beverage Concession)**

Resolution to approve a contract with Delaware North Companies Travel Hospitality Services, Inc., to operate a total of six (6) food and beverage concession concepts in four (4) locations in the McNamara Terminal at Detroit Metropolitan Airport. The term of the contract shall commence on May 15, 2024 and terminate ten (10) years after the Date of Beneficial Occupancy of the last Concession to open for business under this Agreement, or within 24 months of the first space to open, whichever is earlier. The revenue shall be one-twelfth of the Minimum Concession Fee or the specified percentage of the Concessionaire's monthly Gross Sales, whichever is greater. For Space 8-1, (Walburgers) the Minimum Concession Fee is \$974,023 or 18.1-20% of Gross Sales and (7greens) the Minimum Concession Fee is \$213,407 or 18-20% of Gross Sales; Space 8-3 (Cask & Craft Local Spirits + Bites) the Minimum Concession Fee is \$456,230 or 19.3-20% of Gross Sales; Space W-8 (The Great Lakes Coffee Roasting Company and Born In Detroit Kitchen + Bar) the Minimum Concession Fee is \$774,625 or 18-20% of Gross Sales; and lastly Space DB-1 (Dunkin') the Minimum Concession Fee is \$81,715 or 12% of Gross Sales. The contract was competitively solicited through the Request for Proposals process.

*Resolution - Delaware North Companies Travel Hospitality Services, Inc. RES 24-  
Delaware North Companies Travel Hospitality Services Contract Award  
Recommendation*



## **F. McNamara Terminal Retail Concessions**

### **1. The Paradies Shops, LLC (Package One)**

Resolution to approve a contract with The Paradies Shops, LLC, to operate four (4) retail concession concepts in the McNamara Terminal at Detroit Metropolitan Airport. The term of the contract shall commence on May 15, 2024 and terminate ten (10) years after the Date of Beneficial Occupancy of the last Concession to open for business under this Agreement, or within 24 months of the first space to open, whichever is earlier. The revenue shall be one-twelfth of the Minimum Concession Fee or the specified percentage of the Concessionaire's monthly Gross Sales, whichever is greater. For Space L-8 (Detroit-vs-Everybody) the Minimum Concession Fee is \$924,000 or 24% of Gross Sales; Space L-10 (Hip & Humble) the Minimum Concession Fee is \$144,000 or 16% of Gross Sales; Space L-11 (iStore Express) the Minimum Concession Fee is \$299,000 or 16% of Gross Sales; and lastly Space 5-4 (Corktown Place) the Minimum Concession Fee is \$900,000 or 24% of Gross Sales. The contract was competitively solicited through the Request for Proposals process.

*Resolution - The Paradies Shops, LLC (Package 1)*

*The Paradies Shops - Package 1 Contract Award Recommendation*

### **2. The Paradies Shops, LLC (Package Two)**

Resolution to approve a contract with The Paradies Shops, LLC, to operate four (4) retail concession concepts in the McNamara Terminal at Detroit Metropolitan Airport. The term of the contract shall commence on May 15, 2024 and terminate ten (10) years after the Date of Beneficial Occupancy of the last Concession to open for business under this Agreement, or within 24 months of the first space to open, whichever is earlier. The revenue shall be one-twelfth of the Minimum Concession Fee or the specified percentage of the Concessionaire's monthly Gross Sales, whichever is greater. For Space 6-2 A/B (313 Exchange / Dylan's Candy Bar) the Minimum Concession Fee is \$665,000 or 23% of Gross Sales; Space L-4 (Johnston & Murphy) the Minimum Concession Fee is \$300,000 or 16% of Gross Sales; Space 4-1B (East Side Golf) the Minimum Concession Fee is \$117,000 or 16% of Gross Sales; and lastly Space W-7 (Motor City Essentials) the Minimum Concession Fee is \$293,000 or 23% of Gross Sales. The contract was competitively solicited through the Request for Proposals process.

*Resolution - The Paradies Shops, LLC (Package 2)*

*The Paradies Shops - Package 2 Contract Award Recommendation*

### **3. The Marshall Retail Group, LLC (Package Three)**

Resolution to approve a contract with The Marshall Retail Group, LLC, to operate four (4) retail concession concepts in the McNamara Terminal at Detroit Metropolitan Airport. The term of the contract shall commence on May 15, 2024 and terminate ten (10) years after the Date of Beneficial Occupancy of the last Concession to open for business under this Agreement, or within 24 months of the first space to open, whichever is earlier. The revenue shall be one-twelfth of the Minimum Concession Fee or the specified percentage of the Concessionaire's monthly Gross Sales, whichever is greater. For Space 3-2 A/B/C (Motown Greatest Hits Travel Shop) the Minimum Concession Fee is \$690,000 or 12-24% of Gross Sales; Space 7-2B (iStore) the Minimum Concession Fee is \$150,000 or 8-15% of Gross Sales; Space 10-3 (Fuel Travel Shop) the Minimum Concession Fee is \$420,000 or 20-24% of Gross Sales; and lastly Space L-3B (Michigan Makers) the Minimum Concession Fee is \$60,000 or 12-15% of Gross Sales. The contract was competitively solicited through the Request for Proposals process.

*Resolution - The Marshall Group, LLC (Package 3)*

*The Marshall Group - Package 3 Contract Award Recommendation*

### **4. Gameway, Inc. (Package Four)**

Resolution to approve a contract with Gameway, Inc., to operate two (2) video game lounge retail concession spaces in the McNamara Terminal at Detroit Metropolitan Airport. The term of the contract shall commence on May 15, 2024 and terminate ten (10) years after the Date of Beneficial Occupancy of the last Concession to open for business under this Agreement, or within 24 months of the first space to open, whichever is earlier. The revenue shall be one-twelfth of the Minimum Concession Fee or the specified percentage of the Concessionaire's monthly Gross Sales, whichever is greater. For Space 2-2, (Gameway Classic Lounge) shall pay 13% of Gross Sales for the first year; Space 9-2A (Gameway Ultra Lounge) shall pay 13% of Gross Sales for the first year. After the first year the Minimum Concession Fee will be calculated based upon eighty-five (85%) of the previous full twelve (12) month Calendar Year's Concession Fees paid.

*Resolution - Gameway, Inc. (Package 4)*

*Gameway - Package 4 Contract Award Recommendation*

### **G. Rebell Nell and Quix Chocolate (Specialty Retail Concessions at the Evans Terminal)**

Resolution to approve contracts with Rebell Nell and Quix Chocolate, to operate two (2) Specialty Retail Concession Spaces under the new Small Business Operators Arriving Ready (SOAR) Program in the Evans Terminal at Detroit Metropolitan Airport. The term of the contract shall commence on May 15, 2024 and terminate two (2) years after the Date of Beneficial Occupancy, with a one-year renewal option exercisable by the Chief Executive Officer. The revenue shall be one-twelfth of the Minimum Concession Fee or the specified percentage of the Concessionaire's monthly Gross Sales, whichever is greater. For Space 2-5A with Rebel Nell, the improvement reimbursement fee at \$60 per square foot shall be \$19,200 annually, and the Minimum Concession Fee of \$26,250 annually or 8% of Gross Sales; and Space 2-5B with Quix Chocolate, the improvement reimbursement fee at \$60 per square foot shall be 19,740 annually, and the Minimum Concession Fee of \$27,000 annually or 8% of Gross Sales.

*Resolution - Rebell Nell and Quix Chocolate  
Rebell Nell & Quix - SOAR Program Contract Award Recommendation*

### **H. Bradford Airport Logistics, Ltd (Management of Centralized Receiving and Distribution Services for the Evans Terminal)**

Resolution to approve an amendment to the contract with Bradford Airport Logistics, Ltd, to add funds and extend the contract term to provide management services for centralized receiving and distribution of products to the Evans Terminal at Detroit Metropolitan Airport. The amended term of the contract shall commence on September 1, 2024 and terminate on August 31, 2026. The cost of the amendment shall not exceed \$2,086,200.00, which, together with the previous contract authorization amount of \$7,455,228.00, results in total contract costs that shall not exceed \$9,541,428.00.

*Resolution - Bradford Airport Logistics  
Bradford Airport Logistics Contract Award Recommendation*

### **I. Delegation of Authority to the Chief Executive Officer - Concession and Lease Agreement with Safeway Acquisition LLC**

Resolution to delegate authority to the Chief Executive Officer to approve and execute the Concession and Lease Agreement and necessary agreements, to effectuate sale of this property with Safeway Acquisition LLC at Detroit Metropolitan Airport. This agreement shall be an initial 20-year term with two (2) 5-year renewal options exercisable by the Chief Executive Officer. The estimated annual revenue for the concession and lease agreement is \$514,800.00.

*Resolution - Delegation of Authority - Safeway Acquisition*

**J. Delegation of Authority to the Chief Executive Officer - Design/Build Services Agreement for ARFF Station Building Addition at Willow Run Airport**

Resolution to delegate authority to the Chief Executive Officer to execute a Design-Build Services Agreement for the Airport Rescue & Fire Fighting Facility Station No. 4 Building Addition at Willow Run Airport. The project has been solicited and will be evaluated in compliance with the Airport Authority's Procurement and Contracting Ordinance. The estimated costs for this project are \$600,000.00.

*Resolution - Delegation of Authority - Design Build Services Agreement for ARFF Station Addition at YIP*

*Delegation of Authority - YIP ARFF Expansion*

**K. Delegation of Authority to the Chief Executive Officer - Replacement of Pre-Conditioned Air and Ground Power Units at McNamara Terminal**

Resolution to delegate authority to the Chief Executive Officer to approve contracts with Bayview Electric Company, LLC and Aero BridgeWorks, Inc. following the receipt of the FAA grants anticipated to be awarded late summer for this project. Bayview Electric (Package C) includes the replacement of 25 Pre-conditioned Air and Ground Power Units in Concourses A and B at the McNamara Terminal and Aero BridgeWorks, Inc. (Package D) includes the replacement of 38 Pre-conditioned Air and Ground Power Units at bridges in Concourses B and C in the McNamara Terminal at Detroit Metropolitan Airport. The cost of the contract with Bayview Electric Company shall not exceed \$5,554,000.00 and the contract with Aero BridgeWorks, Inc. shall not exceed \$8,397,100.00. Both projects were competitively solicited and were deemed the lowest responsive and responsible bidders for each package. It is anticipated the Airport Authority will receive grant funding to offset these costs.

*Resolution - Delegation of Authority - Replacement of Pre-Conditioned Air and Ground Power Units*

*Delegation of Authority - Pre-Conditioned Air and Ground Power Units (Pkg C & D) Memorandum*

**V. INFORMATION ITEMS**

**A. Ethics Committee Report from April 17, 2024 Ethics Committee Meeting, Athina Papas**

**B. Audit Committee Report from April 17, 2024 Audit Committee Meeting, Marvin Beatty**

**C. Planning, Design and Construction Overview, Michael O'Sullivan, Vice President**

**D. Monthly Financial Update, Amber Hunt, Chief Financial Officer**

**E. Chief Executive Officer Report, Chad Newton**

**1. CEO Monthly Report - pursuant to WCAA Procurement and Contracting Ordinance, Article VII Section 1**

*CEO Report - April 2024*

**VI. CHAIRPERSON'S COMMENTS**

**VII. PUBLIC COMMENT**

**VIII. NEXT MEETING OF THE WAYNE COUNTY AIRPORT AUTHORITY BOARD IS SCHEDULED FOR WEDNESDAY, JULY 17, 2024 AT 2:00 P.M. AT THE MICHAEL BERRY ADMINISTRATION BUILDING.**

**IX. ADJOURN**