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## Airport Authority Issues RFQ for Gateway Development Project at Detroit Metro Airport

*--Developer sought for prime real estate at Airport's north entrance*

**Romulus, Mich. (Aug. 7, 2013)**— **Detroit Metropolitan Airport (DTW)** has launched the first phase of a major economic development initiative with the release of a Request for Qualifications (RFQ) from firms interested in developing and leasing approximately 8.5 acres of prime real estate near the Airport's north entrance to be known as the **Gateway Project**.

"The Gateway Project provides an exciting opportunity for the Airport Authority to leverage its position as operator of Michigan's busiest airport to generate new business opportunities and create jobs," said **Wayne County Airport Authority (WCAA) CEO Tom Naughton**. "Perhaps even more importantly, the Gateway Project site is an ideal location for customer-focused development that could provide added service and conveniences to airport customers and employees."

Through this solicitation process, the Airport Authority seeks to identify the most qualified Respondent with which to enter into a Letter of Intent that gives the selected firm the exclusive opportunity to conduct the necessary research and due diligence to create a conceptual development plan (CDP) and propose transactions terms for the Gateway Project. Upon review and approval of the submitted CDP and terms, the Airport Authority could then separately negotiate and enter into an agreement with that firm to commence development.

In June of 2012, the Airport Authority completed an assessment of certain development opportunities at DTW and **Willow Run Airport**, culminating in the development of an Integrated Airport Land Use Strategic Plan that identified and prioritized opportunities for the development of Airport Authority property. The Gateway Project is one of several elements of that plan, which also includes cargo and other development opportunities to be considered at a later time.

"Because the Airport Authority is entirely self-sustaining and does not receive any tax dollars to support airport operations, development initiatives such as the new Gateway Project provide not only economic and customer benefits, but a critical revenue stream to maintain Detroit Metro Airport's status as one of the world's best air transport hubs," Naughton added.

For more details and **to download the RFQ**, visit the Airport Authority's website at <http://www.wcaa.us/Business/BusinessOpportunities/CurrentSolicitations.aspx>. Developers with questions should contact the WCAA Procurement Office at (734) 247-7900 or [purchasing.questions@wcaa.us](mailto:purchasing.questions@wcaa.us).

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