



## Board of Directors Meeting

Huntington Place Detroit, Room 252

Friday, 5/1/2026

2:00 - 5:00 PM ET

### Regular Meeting of the Detroit Regional Convention Facility Authority

1. **Call to Order Regular Public Meeting and Pledge Allegiance to the Flag Presented By: C. Molinari (2:00 PM)**  
Jeffrey Abood  
Claude Molinari  
Ric Preuss  
David Viviano  
Alexis Wiley
2. **Consider Approve the Proposed Agenda May 1, 2026 Presented By: C. Molinari Approve**
3. **Consider Approve Minutes of the Regular Meeting on March 16, 2026 Presented By: C. Molinari Approve**  
*03-16-2026 DRAFT Minutes of the DRCFA Board of Directors - Page 4*
4. **Contracts, Contract Amendments, Change Orders Endorsed by the Capital Committee for Approval Presented By: R. Preuss Approve**
  - a. **Resolution 2026-05-01-01 Approve a Scope and Cost Modification to Dan's Excavating Inc. in the Amount of \$500,000 for Second Avenue Soil/Spoil Removal Approve**  
*Second Avenue Change Order DEI Soil\_Spoil Removal - Page 6*
  - b. **Designated Representative Approval of Skybridge Connector Critical Path Item – Caissons & Grade Beam Revisions Receive and File**  
*Receive & File\_Skybridge Connector Caisson Revisions Critical Path Item - Page 10*
  - c. **Resolution 2026-05-01-02 Authorize the CEO to contract with Accurate Networks in the Amount of \$119,530 to Purchase Second Ave Cameras and Genetec Software Licensing; and Execute 5-Year Contract to Purchase Panasonic & Genetec Hardware Approve**  
Security Hardware is a 33% Discount from MSRP  
*2026-05-01 Second Avenue Cameras LB - BOD - Page 12*  
*Security Cameras RFP 21.2526 Tally Sheet-2 - Page 13*
  - d. **Resolution 2026-05-01-03 Enter a 5-Year Governmental Business Prime Contract with Amazon Inc. for As-Needed Supplies, Furniture, and Equipment**  
Will Utilize OMNIA Partners Cooperative Contract. Authorize the CEO to Execute all Related Approvals.  
*Leadership Brief for Amazon cooperative - Page 14*  
*Amazon Governmental Brochure OMNIA Partners - Page 15*
  - e. **Resolution 2026-05-01-04 Utilize Prior Board Approved Capital Budget to Acquire UPSs, Coil Purchase and Glass Door Repairs for Total of \$317,000 Presented By: B. Bixby Approve**  
This Action will Leave \$109,521.25 Remaining in the Approved FY2026 Capital Overlay Budget for Future Purchases.  
*Capital Outlay FY 2026 for Engineering - Page 17*
5. **Other Capital Items for Discussion and Resolution Presented By: S. Domonkos Approve**
  - a. **Resolution 2026-05-01-05 Approve CEO Execute all Approvals, Contracts, and Documents with DeMaria up to \$1.1M for Helix Structural Repairs Presented By: S. Domonkos Approve**  
This is Not a Request for Additional Funding, as this Approval will Establish a Budget within the Board Approved CIP and will be Funded from CIP Unallocated Reserve.  
*2026-05-01 Helix Repairs LB - Page 19*  
*Demaria Hleix Repairs 2026 Quote - Page 20*  
*Helix Repairs 2026 Demaria Bid Comp - Page 22*  
*1000014221 - Page 23*  
*1000014219 - Page 24*

**6. DRCFA CEO Report Presented By: B. Crowe Standing**

**a. LEED Gold Certification Awarded to Huntington Place Detroit Presented By: B. Bixby**

*Huntington Place Achieves LEED Gold Recertification Marking a Major Sustainability Milestone ED 4.22.26-2 - Page 25*

**b. Resolution 2026-05-01-06 Approve CEO Execute Contract for Pepsi, New Exclusive Beverage Provider Revenue and Concessions for Eight (8) Years if Terms Mutually Agreed Upon Presented By: D. Trueblood Approve**

This Potential Contract has the Possibility to Significantly Exceed Previous Revenue, Due to Added Volume Incentive and Annual Rebate.

*Approve Pepsi revenue contract LB - Page 27*

**c. Resolution 2026-05-01-07 Adopt DRCFA Credit Card Policy and Approve Huntington Bank as Issuing Bank Moving Forward Presented By: P. Webb Approve**

*Leadership Brief Credit Card Policy 2026 - Page 29*

**d. Resolution 2026-05-01-08 Approve CEO Execute Three (3) Year Contract with ParkWhiz (Detroit, MI), E-Parking Service Presented By: B. Bixby Approve**

This Action Requires a Small Integration Fee that is Not to Exceed \$1,000 and no Further Cost to Huntington Place.

*Leadership Brief ParkWhiz April 2026 - Page 35*

*ParkWhiz Reservations Agreement - DRCFA (002) - Page 37*

**e. Resolution 2026-05-01-09 Five (5) Year Revenue Contract with Xpodigital, Which Requires HPD Infrastructure Investment of \$540,000 (Approximate) Support Installation Presented By: D. Trueblood Approve**

Authorize the CEO to Finalize and Execute Contract and Proceed with the Design, Implementation, and Delivery of the Digital Video Wall and Digital Signage Program.

*Leadership Brief XPO v4 5.01 - Page 49*

*LB Slides XPO v4 5.01 - Page 51*

**f. Legislation Update Presented By: B. Crowe**

**g. Resolution 2026-05-01-10 Authorize CEO to Finalize and Execute Fourteen-Year Steam Purchase Agreement with Detroit Thermal Effective November 20, 2026 thru September 14, 2039 Presented By: B. Crowe Approve**

Including the Proposed Capacity, Energy, and O&M Pricing Structure, Early Termination Provisions (Including a \$1.5 M Termination Fee in Years 1–10, with Reduced Fees Thereafter), and Retroactive Application of Negotiated Pricing to the 2025–2026 Winter Heating Season.

*Approve Execute Steam Purchase Agreement- DT LB - Page 55*

**h. Resolution 2026-05-01-11 Approve Purchase of Food & Beverage Equipment Purchase with Sodexo, Marketing, and Capital Equipment Reserve Fund FY2026 NTE \$65,000 Presented By: B. Crowe Approve**

CEO to execute all related approvals, contracts, and documents.

*Approve Purchase F&B Equipment LB - Page 57*

**i. Installation of Electric Vehicle Charging Facility Update Presented By: B. Crowe**

**j. DRCFA March Financials Presented By: P. Webb**

*HuntingtonPlaceDetroit-March2026-Monthly Financials-4 - Page 59*

**k. Hotel Partnership March 2026 Update Presented By: B. Crowe**

**7. DRCFA Capital Committee Report Presented By: R. Preuss Standing**

**a. JLA Garage Update Presented By: J.P. Birmingham**

*JLA Garage Update - Page 74*

**b. Skybridge Connector Update**

*Skybridge Connector Update - Page 86*

**c. Second Avenue Update**

*Second Avenue Update - Page 87*

**d. Master Plan Update**

*Master Plan Update - Page 89*

**e. Capital Improvement Program Update**

*CIP Update - Page 90*

**f. Convention Center Expansion and Capital Improvement Program Quarterly Updates**

**g. Vendor Open House March 17, 2026 Success**

*Vendor Fair Summary 05.01 - Page 108*

- 8. DRCFA Unfinished Business Presented By: C. Molinari Standing**
  - a. Confirm Dates for DRCFA Board Meetings May and June, 2026**
- 9. DRCFA New Business Presented By: C. Molinari Standing**
- 10. Invite Public Comment Presented By: C. Molinari Standing**
- 11. Closed Session Presented By: C. Molinari**
- 12. Consider Motion to Approve Presented By: C. Molinari Approve**

Page 1 of 2  
**Minutes of the Meeting of the  
BOARD OF DIRECTORS of the  
DETROIT REGIONAL CONVENTION FACILITY AUTHORITY  
Huntington Place Detroit**

**March 16, 2026**

**Page 1 of 2**

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A Regular Meeting of the Board of Directors of the Detroit Regional Convention Facility Authority (the "Authority"), was held at 5:30 p.m. on March 16, 2026, pursuant to the requirements set forth in the Regional Convention Facility Authority Act at MCL 141.1351, et seq.

**I. ROLL CALL.** The regular meeting was called to order by Chairman C. Molinari at 6:30 p.m.

**PRESENT:** Director J. Abood, Director C. Molinari, Director R. Preuss;  
Director D. Viviano; and Director A. Wiley

**ABSENT:** None.

**ALSO PRESENT:** B. Crowe (Remote); B. Bixby; General Counsel J. Schroder of Plunkett, Cooney, and M. Powers.

**II. APPROVAL OF AGENDA.** A motion to approve the proposed agenda of the regular meeting of the Authority as amended to remove items 5a and 10 , by R. Preuss.

**UNANIMOUSLY APPROVED**

**III. APPROVAL OF MINUTES.** A motion to approve the Minutes of the regular meeting of the Authority held February 26, 20206, by R. Preuss.

**UNANIMOUSLY APPROVED**

**IV. CONTRACTS, CONTRACT AMENDMENTS CHANGE ORDERS ENDORSED BY THE CAPITAL COMMITTEE AT COMMITTEE MEETING MARCH 12, 2026.**

A Motion to Create an Efficiency Agenda, Approve All Items A. Through O., Excepting Item C Is Removed with No Action, by R. Preuss.

**UNANIMOUSLY APPROVED**

**V. CEO REPORT.** DRCFA CEO B. Crowe reported on the activities of his office including the DRCFA Financial Reports January 31,2026; the Hotel Partnership Construction Report February 2026 and the 2026 Approved Vendor List.

**VI.** Capital Committee Report. Director R. Preuss reported on the activities, schedules and accomplishments of staff and consultants in the areas of Convention Center Expansion and Capital Improvement, including the following:

- A. JLA Garage Reconstruction Update
- B. Master Plan Update
- C. CIP Update
- D. Skybridge Connector Update
- E. Second Ave. Update

**VII.** **UNFINISHED BUSINESS.** None

**VIII.** **NEW BUSINESS.** None.

**IX.** **PUBLIC COMMENT.** None.

**XIII.** **ADJOURNMENT.** A motion for adjournment of the regular meeting at 7:30 p.m. by J. Abood.

**UNANIMOUSLY APPROVED**

Respectfully submitted,

J. L. Abood, Secretary



# LEADERSHIP BRIEF

**Project:** Second Avenue – North Approach  
**Request:** Formal approval of a scope and cost modification to DEI for Soil/Spoil Removal  
**From:** Plante Moran Realpoint  
**Date:** April 9<sup>th</sup>, 2026

**Background:**

In July of 2025, the DRCFA Board approved a project budget allocation of \$650,000 on the Second Avenue North approach project for the removal and disposal of excavated non-hazardous soil. This budget allocation was based on an estimated quantity of 10,847.90 cubic yards (CYD) of soil at the agreed contractual rate of \$59.75 per CYD for a total of \$647,805. A small contingency of 36.73 CYD was included to bring the total allowance to \$650,000. In January of 2026, the Dan’s Excavating team began the demolition of the existing loading dock ramp and subsurface excavation for the placement of structural components associated with the bridge structure spanning over the congress on ramp.

**Status:**

as expected, the DEI team began incurring project costs associated with the removal of additional soil in late January. In March DEI submitted a request for a change order in the amount of \$500,000 for the removal of 8,368 CYD of soil. This quantity represents the amount of soil removed as of March 13th. The table below summarizes the costs described above:

Category	CYD	Rate per CYD	Value
Base Contract	200.00	\$59.75	\$11,950
Board Approved Overage Allowance	10,841.90	\$59.75	\$647,805
Contingency	36.73	\$59.75	\$2,195
<b>Total</b>	<b>11,078.63</b>	<b>\$59.75</b>	<b>\$661,948.14</b>
Add. CYD Removed (as of 3/13)	8,368.20	\$59.75	\$500,000
Allow. Remaining	2,473.72	\$59.75	\$147,805
Cont. Remaining	36.73	\$59.75	\$2,195
<b>Total Remaining</b>	<b>2,510.45</b>	<b>\$59.75</b>	<b>\$150,000</b>

**Request:**

The project team is requesting approval to issue a scope and cost change order to DEI in the amount of \$500,000 to cover the costs associated with the removal of non-hazardous soils and to authorize the CEO to execute all associated paperwork and approvals.

**Key Takeaways**

- This request is within the project budget
- These costs were anticipated and planned for
- These costs are within the earmark set aside by the board in July of 2025
- \$150,000 remain in the earmark set aside by the board

**Attachments**

- MSG CO #52

**CHANGE ORDER NO.: 052**

Owner: Detroit Regional Convention Facility Authority  
 Engineer: The Mannik and Smith Group, Inc.  
 Contractor: Dan's Excavating, Inc. (DEI)  
 Project: Second Ave – North Approach

Owner's Project No.: 23.2024B (CCE-3)  
 Engineer's Project No.: 2300057  
 Contractor's Project No.: 1764  
 Date Change Order Issued: 3/12/2026

The Contract is modified as follows upon execution of this Change Order:

During DRCFA subcommittee meeting held on 07/17/2025, MSG requested an additional \$650,000 be approved for Non-Hazardous Waste handling and disposal beyond the original contract quantity. Change Order No. 24 executed approval of 2,510 CYDs valued at \$150,000. To date a further 7,245 CYDs have been handled and disposed of. Excavation associated with Walls C and D and the Congress intersection remains outstanding. Additional disposal quantities are anticipated for storm sewer installation, conduit work, and potential utility conflicts. Based on current field conditions, the remaining balance is expected to be fully utilized. This Change Order adds that anticipated quantity and value to the contract. Any amount that is not used will be balanced as a credit back to the contract.

Change in Contract Price	Change in Contract Times
Original Contract Price: \$ <b>43,170,994.92</b>	Original Contract Times: Substantial Completion: <b>02/27/2026</b> Ready for final payment: <b>05/22/2026</b>
<b>[Increase]</b> from previously approved Change Orders No. 1 to No. 48: \$ <b>10,438,462</b>	<b>Changes</b> from previous Change Orders: Substantial Completion: <b>06/15/2026</b> Ready for final payment: <b>08/14/2026</b>
Contract Price prior to this Change Order: \$ <b>53,609,457</b>	Contract Times prior to this Change Order: Substantial Completion: <b>06/15/2026</b> Ready for final payment: <b>08/14/2026</b>
<b>[Increase]</b> this Change Order: Amount & % % <b>0.93</b> \$ <b>500,000</b>	<b>No Change</b> this Change Order: Substantial Completion: <b>06/15/2026</b> Ready for final payment: <b>08/14/2026</b>
Contract Price incorporating this Change Order and new net change %: % <b>25.34</b> \$ <b>54,109,457</b>	Contract Times with all approved Change Orders: Substantial Completion: <b>06/15/2026</b> Ready for final payment: <b>08/14/2026</b>

Prepared by: The Mannik & Smith Group, Inc.

Authorized by: Dan's Excavating, Inc.

Reviewed by: Plante Moran – Owner Advisor

Approved by: *Bryan Crowe, CEO - DRCFA*

# Non-Hazardous Waste Handling & Disposal Update



Description	CYD Quantity	Unit Cost	Value
_ Non-Haz Material Disposal - Additional Q (LS):	2,510.00	\$59.75	\$150,000.00
<b>Current Non-Haz Material Disposal Extras:</b>	<b>7,245.00</b>	<b>\$59.75</b>	<b>\$432,888.75</b>
<b>Total:</b>	<b>9,755.00</b>		<b>\$582,888.75</b>
Subcommittee Approval 07/16/25:	10,878.66	\$59.75	\$650,000.00
<b>Remaining Balance vs. C.S.A. 07/16/25:</b>	<b>1,123.66</b>		<b>\$67,111.25</b>

Description	Quantity	Value
Current Non-Haz Material Disposal Extras:	7,245.00	\$ 432,888.75
<b>Remaining Balance vs. C.S.A. 07/16/25:</b>	<b>1,123.66</b>	<b>\$ 67,111.25</b>
<b>Change Value:</b>	<b>8,368.00</b>	<b>\$ 500,000.00</b>

Original Item		200
Date	Total Cyds	
4/25/2025	80	
5/7/2025	120	

Pending-to-Date		7,245
Date	Total Cyds	
10/10/2025	45	
10/23/2025	95	
10/28/2025	125	
11/13/2025	75	
11/18/2025	25	
11/21/2025	150	
2/2/2026	480	
2/3/2026	920	
2/4/2026	760	
2/6/2026	680	
2/9/2026	370	
2/10/2026	880	
2/11/2026	800	
2/12/2026	240	
2/16/2026	160	
2/17/2026	200	
2/19/2026	120	
2/20/2026	440	
2/23/2026	480	
2/24/2026	200	

Change Order 024		2,510
Date	Total Cyds	
5/8/2025	80	
5/9/2025	40	
5/12/2025	120	
5/13/2025	120	
5/14/2025	120	
5/15/2025	200	
6/4/2025	80	
6/17/2025	150	
6/18/2025	40	
6/24/2025	295	
7/9/2025	320	
7/10/2025	40	
8/11/2025	150	
8/12/2025	50	
8/14/2025	100	
8/15/2025	200	
9/4/2025	100	
9/8/2025	50	
9/9/2025	75	
10/9/2025	125	
10/10/2025	55	

Updated: 3/12/2026



## Leadership Brief

**Project:** Huntington Place Skybridge Connector Project  
**Request:** Receive and File: CEO Approval of Critical Path Item - Roncelli/Brinker Change Order: Caissons & Grade Beam revisions  
**From:** Plante Moran Realpoint  
**Date:** April 15, 2026

### Background:

On September 25<sup>th</sup>, the DRCFA Board of Directors authorized Roncelli/Brinker (RB) to enter construction contracts with subcontractors for site civil and caisson work based on competitive bids solicited for Bid Package 2 (BP2) which was issued by AECOM on August 8th.

On February 5, 2026, Roncelli Brinker received the approved Right of Way (ROW) permit. The permit included authorized road closure windows scheduled for February 11–13 and February 16–17, 2026, which governed the timing of pavement removal and subsurface investigation activities.

On February 9, 2026, Roncelli Brinker formally submitted RFI #47 after identifying a conflict between a planned caisson location and a presumed existing electrical duct bank. In response to RFI #47, the design team advised Roncelli/Brinker that an “overall assessment along Grid Line 12” (adjacent to electrical duct bank) would be required. This response acknowledged that the issue extended beyond a single caisson location and that additional sub surface verification was necessary. No revised as-built information or definitive utility data was provided at that time to resolve the conflict through design review alone.

On February 10, 2026, in accordance with the approved ROW permit and direction received through the RFI process, Roncelli Brinker proceeded with authorized subsurface verification activities along Grid Line 12.

In Mid-February 2026 Spalding DeDecker documented the verified subsurface conditions through site observations, survey data, and recorded utility locations. This information established accurate documentation of the electrical duct banks and associated utilities relative to the planned caisson locations along Grid Line 12. The documented conditions were transmitted to Rohrscheib Sons Caissons for constructability review.

Rohrscheib confirmed that the presence and continuous nature of the electrical duct bank and associated utilities prevented installation of the affected caissons as designed. They further confirmed that the conflicts could not be resolved through minor field adjustments or isolated caisson shifts due to casing diameter requirements, clearance constraints, and utility protection considerations.

The proximity of the lower duct bank to the planned caisson locations demonstrated that installation of the caissons as designed would not be feasible while maintaining required clearances for **temporary** and **permanent** casing, utility protection, and safe construction practices.

On February 19, 2026, based on the verified field conditions and constructability review, Roncelli Brinker formally submitted RFI #61, consolidating the electrical duct bank and utility conflicts affecting multiple caissons along Grid Line 12 into a single coordinated design issue requiring redesign.

#### Status:

Following submission of RFI #61, coordination meetings were held with the design team to review the verified field conditions, clearance requirements, and constructability constraints. As a result of these discussions, the design team has redesigned the affected caisson locations and offsets along Grid Line 12 to accommodate the existing electrical duct bank and other identified utilities while maintaining structural intent and constructability.

On April 13, 2026, Roncelli/Brinker submitted a request for change order in the amount of \$481,030.00 or changes in the caisson work and added grade beams. These changes generally include:

- Added Caissons North of Column line 12
- Redesign of Caissons South of Stair Tower 4 on Column Line 12
- Added Grade Beams between column line 12 and the added caissons.

Approval of this Change Order is a critical path item to maintain the current project schedule.

On April 16, 2026, due to the critical path nature of this approval and in accordance with the capital governance:

- CEO Crowe notified the Board of Directors of the change event
- After answering initial questions from the Board, no objection to the recommended approval was received
- CEO Crowe authorized the Change Order within his critical path authority
- The associated approval is being brought before both the Capital Subcommittee and Board of Directors as a Receive & File item – per governance requirements.

#### Request:

The Project Team is requesting that the DRCFA Board of Directors receive and file the critical path change order to Roncelli/Brinker of **\$481,030.00** for changes in Caissons and Grade Beam scope, which was authorized by the project's designated representative, CEO Crowe, in accordance with the project's capital governance for critical path items.

#### Key Takeaways:

1. This authorization is critical in nature, and the work associated with it is on the critical path schedule of the project.
2. This authorization is within the critical path authority provided to the designated representative under the capital program governance.
3. This item will be funded from the owner's project contingency within the skybridge project budget
4. This is NOT an increase to the project budget

#### Attachments:

Roncelli/Brinker change order request of 04.13.26



## LEADERSHIP BRIEF – Board of Directors

**Project:** 2<sup>nd</sup> Avenue - CCE

**From:** Steve Domonkos, DRCFA Construction Manager

**Date:** Friday May 1, 2026

**Background:**

On August 25, 2025, the DRCFA Board of Directors authorized the camera and IT infrastructure for the 2<sup>nd</sup> Avenue project, including the allocation of funding for these items from the Owner's cost within the Board approved 2<sup>nd</sup> Avenue project budget. This IT infrastructure includes (44) fixed cameras, (15) Pan Tilt Zoom cameras and (2) License Plate Recognition cameras.

**Status:**

The DRCFA Purchasing Department competitively solicited the cameras for the project, along with the Genetec Security licensing and percentage discount off MSRP for the next 5 years for Panasonic and Genetec security hardware. Of the (6) bids received, (4) were responsive and complete. The lowest bidder was Accurate Networks, with a total cost of \$119,530 for the specified material and is within the \$137,000 Board authorized budget.

**Request:**

The request of the Board is to grant authority to the CEO to execute all related approvals, contracts, and documents including a Purchase Order with Accurate Networks in the amount of \$119,530 for the purchase of the 2<sup>nd</sup> Avenue cameras and Genetec software licensing, along with executing a 5-year contract with Accurate Networks to purchase Panasonic and Genetec security hardware at a 33% discount from MSRP.



## Bid Tally Sheet

### Exterior Security Cameras & Services RFP 21.2526

**Bid Opening Date and Time: April 14, 2026 at 2:00 PM**

Company Name City & State	Accurate Network - Freeport, MI	Red Letter Productions - Addison, MI	[NOT VALID] Capitol Secure Systems - Texas	Aztek Computers - Texas	D/A Central - Oak Park, MI	Global Solutions Group - Madison Heights, MI	[NO BID] Hypertec
<b>SBE Firm?</b>	No	No		No	No	Yes- WBE	
<b>Addendum 1</b>	Yes	Yes		Yes	Yes	Yes	
<b>Iran Sanctions Affidavit</b>	Yes	Yes		No	Yes	Yes	
<b>Exceptions</b>	Unable to allow DRCFA to pay for software annually.	No		No	30% deposit	No	
<b>Panasonic Equipment</b>	\$ 95,230.66	\$ 106,690.35		\$ 120,699.00	\$ 131,911.26	\$ 157,586.08	
<b>Genetec Equipment &amp; Software</b>	\$ 24,299.22	no bid		\$ 38,586.00	\$ 30,610.74	\$ 53,375.00	
<b>Percentage Discount off MSRP Pricing (5 years)</b>							
<b>All I-Pro Panasonic Equipment and Materials</b>	45%	35%		Did not provide	Did not provide	8%	
<b>All Genetec Hardware</b>	33%	no bid		Did not provide	Did not provide	10%	
<b>All Genetec Software</b>	33%	no bid		Did not provide	Did not provide	10%	
<b>NOTES</b>			Did not bid on equipment or software	Did not sign bid, included own bid forms			



## LEADERSHIP BRIEF

**Project:** Award Contract to Amazon Business through OMNIA Partners Cooperative

**From:** Laura Harrington, Purchasing Director

**Date:** May 1, 2026

### **Background:**

The Huntington Place team has purchased a wide variety of urgently needed products at very competitive prices from Amazon's online marketplace system. The team has used the Legends Global corporate Business Prime account that includes free shipping. The team spent \$79,504 last fiscal year. Amazon uses dynamic pricing strategies, adjusting prices in real-time based on various market factors to maximize competitiveness for their customers.

### **Status:**

The DRCFA Procurement Department can establish, instead, a governmental Amazon Business Prime account. Amazon's governmental Business Prime program offers a range of benefits which include strengthened compliance and transparency with regulatory requirements, guided buying tools to support compliance requirements, advanced analytics for smarter procurement decisions, spend data visibility dashboards, free prime shipping, dedicated account manager, volume rebates, and Special Bid Pricing which allow prices to remain firm for six (6) months.

Amazon's governmental Business Prime program was established through a national governmental cooperative, OMNIA Partners. The Lead Agency for this OMNIA Partners cooperative was the State of Utah. They advertised the RFP throughout the country and three proposals were received. Their evaluation to award to Amazon was based on best value.

The use of cooperative contracts is allowed in Act 554 of 2008, 141.1361, Section 11 (6)(f) "for the purchase of goods and services necessary at fair and reasonable prices using a competitive procurement method for authority operations".

### **Request:**

DRCFA is requesting approval from the Board of Directors to enter into a 5-year governmental Business Prime contract with Amazon.com, Inc. (Washington state, non-SBE) for a wide variety of as-needed supplies, furniture, and equipment; utilizing the OMNIA Partners cooperative contract; and authorize the DRCFA CEO to execute all related approvals, contracts and documents.



# OMNIA<sup>®</sup>

PARTNERS

Everything you love about Amazon,  
is available for OMNIA Partners registered agencies

Drive efficiencies and improve compliance with Amazon Business cooperative contracts. Through OMNIA Partners, Amazon Business was awarded two multi-year, competitively-solicited contracts, which offers public sector organizations state-level and agency-level bid contracts.

By utilizing the OMNIA Partners contract, you can reduce the need for multiple quotes, and in many cases eliminate a lengthy RFP process. Select from hundreds of millions of products, across multiple categories, to meet your organization's needs.

**Government, Education, and Nonprofit sectors can enjoy the ease of Amazon Business.**

## Benefits

### Price Discounts

Enjoy business-only pricing with quantity price breaks reserved for Amazon Business accounts.

### Tax-Exempt Purchasing

Take advantage of your group's tax-exempt status and enroll in the Amazon Tax Exemption Program.

Easily share the setting across your organization.

### Seller Credentials

Meet your sourcing diversity requirements and find sellers with attributes such as small business, women-owned and minority-owned.

### Spend Controls and Visibility

Manage authorized purchasers, set spending limits, approve purchases and use enhanced analytics tools.

Pay using purchasing cards or pay by invoice.

## Get Started!

1. Create a free Amazon Business account at [www.amazonbusiness.com/omniapartners](http://www.amazonbusiness.com/omniapartners)  
Already have an account? Go to Step 2.
2. Join OMNIA Partners  
(no cost, quantity or spending limits)  
Already a participating agency? Go to Step 3.
3. Enroll to use the contract.\*

\* IMPORTANT: To use the contract, you must contact an Amazon Business Customer Advisor to verify your eligibility and become activated.

[www.amazonbusiness.com/contact/omniapartners](http://www.amazonbusiness.com/contact/omniapartners)

**Government, Education, and Nonprofit sectors can enjoy the ease of Amazon Business.**



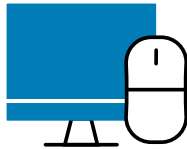
Office Supplies



Classroom, School,  
Art Supplies & Materials



Audio-Visual & Electronics



Information Technology  
Peripheral Devices &  
related products



Maintenance, Repair, &  
Operations products (MRO)



Higher Education Scientific  
Research Equipment  
& Lab Supplies

**Business certifications and available contracts**

**Registered Small Businesses**

- Woman-owned small business
- Veteran-owned small business
- Women-owned business enterprise
- Service Disabled veteran-owned small business
- Business SBA-certified small disadvantaged business
- Minority-owned business
- Economically disadvantaged women-owned small business
- SBA-certified 8(a) firm
- SBA-certified HUB zone firm
- LGBT business

**Contract Summaries**

<b>Contract Title</b> Online Marketplace for the Purchases of Products and Services	<b>Lead Agency</b> Prince William County Public Schools, VA	<b>Contract Number</b> R-TC-17006	<b>Term</b> January 19, 2017 to January 18, 2022. Option to renew for three (3) additional two-year periods through January 18, 2028.
<b>Contract Title</b> Online Marketplace	<b>Lead Agency</b> State of Utah	<b>Contract Number</b> LS4679	<b>Term</b> May 6, 2025 to May 5, 2030. Option to renew for one (1) additional five-year period through May 5, 2035.



## LEADERSHIP BRIEF

**Project:** Approval for Capital Outlay FY 2026

**From:** Becky Bixby, Executive Director, Venue Operations  
Al Vasquez, Engineering & Facility Services Director  
Steve Domonkos, Construction Manager  
Laura Harrington, Purchasing Director

**Date:** May 1, 2026

### **Background:**

For FY2026, we set aside \$1,000,000 as a line item for Capital expenditures that was approved by the Board during the budgeting process. We have identified 3 items to purchase within this approved budget.

### **Status:**

We currently have spent \$573,478.75 on FF&E and copiers from the previously approved \$1,000,000. Below are 2 items to purchase with unused approved Capital funds:

- UPSs (Uninterruptible Power Supplies) and batteries for a NTE \$100,000  
We are in need of purchasing 12 UPSs and 17 batteries in order to get us out of a critical state. What we have currently are either past life or about to be past life. UPSs and batteries handle the controls to the fire system, temperature and lighting controls for rooms, door access and many other crucial and backup IT related systems.
- Coil purchase, installation and temporary repair for a NTE \$172,000  
Due to an accidental initiation of the purge system during excessive carbon monoxide buildup and extreme weather conditions during the move-out of Auto Show, we experienced the freezing of multiple air handler coils throughout the exhibit halls. This resulted in an approximate \$32,000 emergency repair and fix through Johnson Controls competitive bid contract. From this exercise, we are also requesting to establish an NTE budget of \$140,000 for the purchase of 2 new coils and the associated labor to install, per the terms and conditions of the DRCFA competitive bid master service agreements.
- Glass Door Repairs for a NTE \$45,000  
We currently have doors that are blocked off or unable to close properly. This project would service doors with the greatest need for repair. The work to be performed would be removing thresholds, cleaning, reinstalling and removing concrete to replace ground closers on some. We would utilize the DRCFA competitive bid master service agreements for time and materials.

TOTAL: \$317,000

**Request:**

The Huntington Place team is requesting the approval of the Board of Directors to utilize the prior Board approved Capital budget to acquire these 3 items and authorize the CEO to execute all related approvals, contracts, and documents. This would leave \$109,521.25 remaining in the approved FY2026 Capital Overlay budget for future purchases in the last four months of the fiscal year.



## LEADERSHIP BRIEF – Board of Directors

**Project:** Helix Repairs - CIP

**From:** Steve Domonkos, DRCFA Construction Manager

**Date:** Friday May 1, 2026

### **Background:**

The helix, as constructed in 1987, is a precast concrete structure and provides the only vehicular access to the rooftop of Huntington Place with access from Congress Street. There have been several projects to repair and maintain the helix, including by the City of Detroit, in 2007 and the DRCFA's efforts in 2012, 2017 and 2020 respectively. The efforts in 2020 were to stabilize the helix, as the Authority planned to demolish the structure, as the Westside Expansion project was to provide new access to the roof via the concept of the parking garage over the loading dock.

### **Status:**

Structural repairs have been visually identified by the DRCFA staff, its construction manager Demaria, and recommended by the AEFO. The intent of the repairs is to maintain the integrity of the structure and the safety of the public. The areas to be repaired include partial and full depth concrete replacement, replacement of damaged expansion joints and include installing sealants in the control joints to minimize water infiltration to the structural deck through the wearing course. The identified repairs will maintain access to and from the rooftop, as 1 of the 3 lanes will be repaired at a time.

As is typical with concrete restoration projects, a contingency is recommended, as the actual condition of the structure being repaired is not fully identified until the visibly deteriorated concrete is removed, fully exposing the actual depth of the deterioration.

Demaria competitively solicited the market and received quotes from (3) contractors specializing in concrete restoration. Ram was the qualified low bidder.

### **Request:**

The request of the Board is to grant authority to the CEO to execute all related approvals, contracts, and documents up to \$1.1M, including a not to exceed Work Order to Demaria in the amount of \$891,801. This is not a request for additional funding, as this approval will establish a budget within the Board approved Capital Improvement Program of \$1.1M, and will be funded from CIP unallocated reserve.



**4/21/2026**

Category	Total	Contractor
Helix EJ Concrete Repairs	\$ 644,114	Ram Construction Services
<b>Subtotal:</b>	<b>\$ 644,114</b>	
Construction Contingency	10.00% 64,411	
DeMaria Preconstruction Staffing	2.50% 17,713	
General Conditions	113,608	
Liability Insurance	8,175	
Builders Risk Insurance	0.70% 5,936	
Performance and Payment Bond	0.00% -	Included
	0.90% 7,686	
Fee	3.50% 30,158	
<b>Total:</b>	<b>\$ 891,801</b>	

**Clarifications:**

- Quantities and scope are budgeted and will require additional qualifications and/or construction documentation.
- Quantities will need to be confirmed with DRCFA
- Pricing reflects current market conditions and valid for 30 days unless otherwise stated.
- Escalation beyond this period is excluded unless specifically noted.
- Estimate assumes standard working hours (M–F, 7:00 AM–3:30 PM) with no premium time or shift work.
- Work areas assumed to be fully accessible, clean, and clear of occupants or obstructions.
- Temporary protection, laydown area, and staging space assumed available adjacent to the work zone.
- Estimate includes labor, material, equipment, supervision, and applicable taxes unless otherwise noted.
- Any design omissions, discrepancies, or coordination gaps are assumed to be clarified prior to procurement.
- Unit rates assume normal productivity; no allowances for extraordinary site constraints or phasing beyond documents provided.

**Exclusions:**

- Permits, bonds, and fees unless specifically listed.
- Design, engineering, or stamped drawings by trades unless noted.
- Testing, inspections, or third-party commissioning.
- Hazardous material abatement (asbestos, lead, PCB, etc.).
- Unforeseen conditions such as concealed utilities, hidden structural members, post tension cabling, or differing site conditions.
- Temporary facilities/utilities beyond GC-provided baseline (unless included elsewhere).
- Special insurance requirements unless noted elsewhere.
- Any right of way permits, traffic controls, MDOT closeouts, will need coordination with DRCFA.
- Owner-furnished, contractor-installed (OFI) equipment unless specifically identified.
- Liquidated damages or schedule penalties.
- Utility company fees or service connection charges.
- No cost associated with permits for people mover.
- Any Electrical or MEP work
- Traffic coatings are not included
- Any structural work (Rebar or concrete wire mesh)
- Winterize cost and temporary heat

**DRCFA - Huntington Place**  
**Helix EJ Concrete Repairs**

<b>Preconstruction Services:</b>	1 ls		\$	
Project Executive	hrs	\$	178.50	\$ -
Sr. Project Manager	hrs	\$	95.90	\$ -
Project Manager	hrs	\$	89.75	\$ -
Pre-Construction Manager	hrs	\$	101.00	\$ -
Sr. Estimator	hrs	\$	95.90	\$ -
Estimator	hrs	\$	84.65	\$ -
Mechanical Estimator	hrs	\$	95.90	\$ -
Electrical Estimator	hrs	\$	95.90	\$ -
Scheduler	hrs	\$	89.75	\$ -
Project Support - Laborer	hrs	\$	74.50	\$ -
Accountant	hrs	\$	53.00	\$ -
Administrative Assistant	hrs	\$	53.00	\$ -
Project Support 1	hrs	\$	106.10	\$ -
General Superintendent	hrs	\$	116.30	\$ -
Misc. Tools/Equipment	ls	\$	300.00	\$ -
<b>Construction Services:</b>	1 ls		\$	<b>113,608</b>
Project Executive	hrs	In Fee	\$	-
Sr. Project Manager	200.0 hrs	\$	95.90	\$ 19,180
Project Manager 1	hrs	\$	89.80	\$ -
Project Manager 2	hrs	\$	83.65	\$ -
Project Engineer 1	120 hrs	\$	95.90	\$ 11,508
Project Engineer 2	hrs	\$	74.50	\$ -
Safety Engineer	8 hrs	\$	89.80	\$ 718
General Support	hrs	\$	116.30	\$ -
Project Support 1	760 hrs	\$	106.10	\$ 80,636
Project Support 2	hrs	\$	89.75	\$ -
Accountant	16 hrs	\$	53.00	\$ 848
Administrative Assistant	hrs	\$	53.00	\$ -
Expediter	hrs	\$	61.25	\$ -
Scheduler	8 hrs	\$	89.75	\$ 718
<b>General Conditions:</b>	1 ls		\$	<b>8,175</b>
Office supplies	mo	\$	50.00	\$ -
Printer/Copier	mo	\$	350.00	\$ -
Project Software	1.0 ls	\$	2,000.00	\$ 2,000
Project Signage	5.0 mo	\$	75.00	\$ 375
First Aid Supplies	ls	\$	150.00	\$ -
Safety Supplies	ls	\$	350.00	\$ -
Trucking & Cartage fees	Hrs	\$	105.00	\$ -
Plan & Spec Reproduction	ls	\$	200.00	\$ -
Temporary Protection - Barricades	5.0 ls	\$	250.00	\$ 1,250
Temporary Floor Protection - Material	ls	\$		\$ -
Laborer - Temporary work and Clean-up	Hrs	\$	75.00	\$ -
Dumpsters	ea	\$	375.00	\$ -
Temporary Toilets	6.0 mo	\$	175.00	\$ 1,050
GPRS	1.0 ls	\$	3,500.00	\$ 3,500
Building Permit - N/A		\$		\$ -
Builders Risk Insurance - on Summary		\$		\$ -
General Liability Insurance - on Summary		\$		\$ -

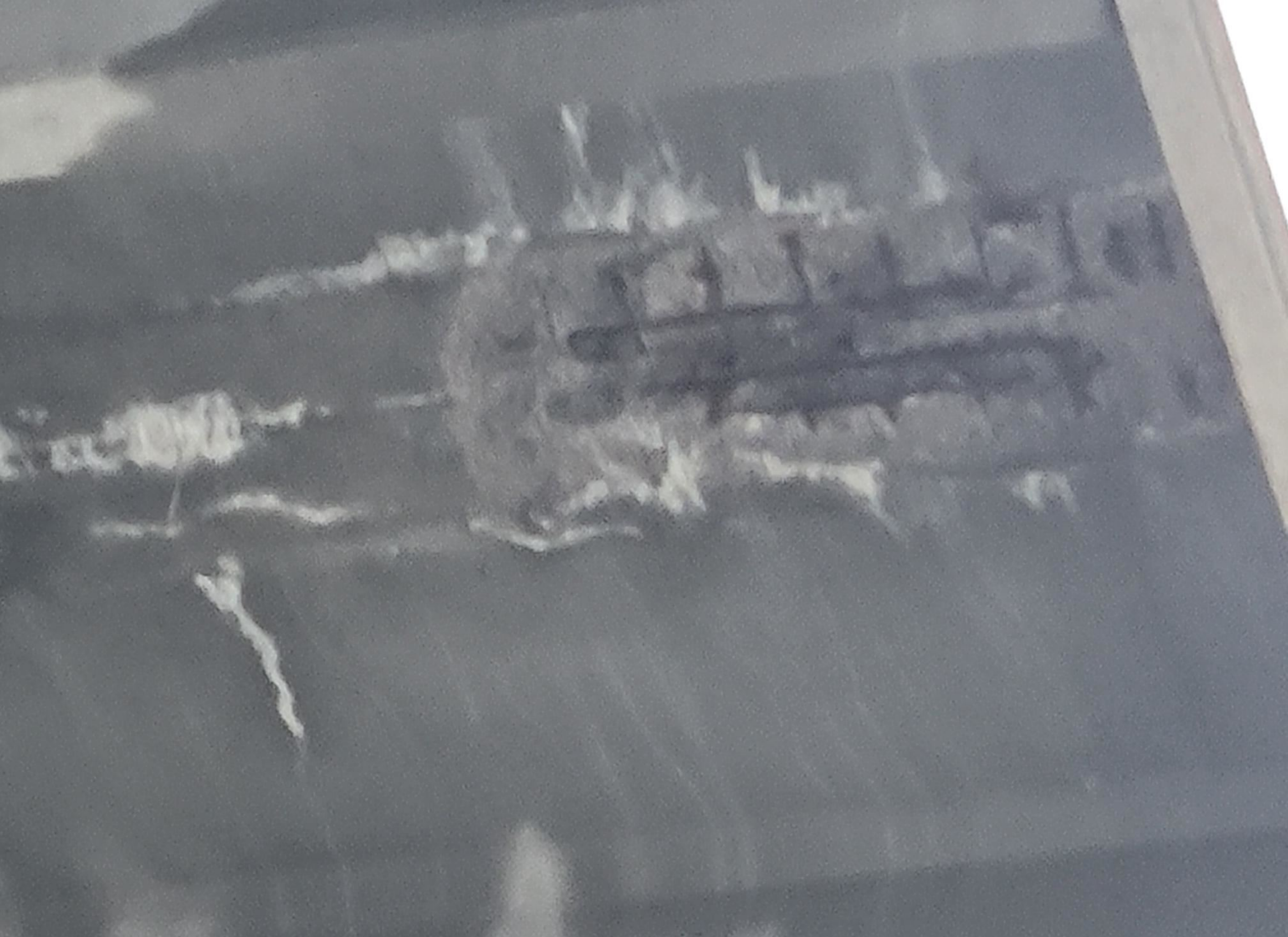
Project No.: 10-3666-00

Project Name: DRCFA Helix EJ Concrete Repairs

Estimator: Tom Miner

Updated: 4/8/2026

Bidders Summary	Helix EJ Concrete Repairs		
	Ram	Pullman	BNE Services
	734-464-3800	734-318-3380	734-422-8446
	Chris Revis	Matthew Boileau	Evan Anton
<b>Exit Ramp</b>			
Mobilization/General Requirements- 1 LS	\$ 36,144.00	\$ 15,100.00	\$ 4,400.00
Install visqueen Protection on inside column line at exit lane- 450 LF	\$ 4,005.00	\$ 9,000.00	\$ 6,570.00
Partial Depth Floor Repair- 25 SF	\$ 1,700.00	\$ 2,000.00	\$ 4,625.00
Full Depth Concrete Repair- 8" thick – 318SF	\$ 58,830.00	\$ 40,704.00	\$ 90,630.00
Expansion Joint Replacement 3"- 106 LF	\$ 14,098.00	\$ 25,440.00	\$ 16,430.00
Concrete Knockdowns – 1LS	\$ 975.00	\$ 2,850.00	\$ 4,900.00
Column Repairs- 25 SF	\$ 4,325.00	\$ 4,125.00	\$ 5,625.00
Beam Repairs- 70 SF	\$ 13,790.00	\$ 12,600.00	\$ 19,250.00
Cove Sealant on Face – 2,450LF	\$ 15,190.00	\$ 16,905.00	\$ 22,295.00
Curb Repair- 86 SF	\$ 6,536.00	\$ 9,460.00	\$ 18,748.00
Control Joint Replacement – 3,030LF	\$ 19,392.00	\$ 18,786.00	\$ 31,663.50
Overhead Concrete Repairs – 345SF	\$ 42,090.00	\$ 43,125.00	\$ 108,675.00
<b>Middle Lane</b>			
Mobilization/General Requirements- 1 LS	\$ 32,489.00	\$ 19,150.00	\$ 4,400.00
Install visqueen Protection on inside column line at Middle lane- 640 LF	\$ 5,440.00	\$ 12,800.00	\$ 9,344.00
Partial Depth Floor Repair- 45 SF	\$ 3,060.00	\$ 3,825.00	\$ 8,325.00
Full Depth Floor Repair – 285SF	\$ 52,725.00	\$ 36,480.00	\$ 81,225.00
Expansion Joint Replacement- 95 LF	\$ 12,635.00	\$ 22,800.00	\$ 14,725.00
Column Repairs- 4 SF	\$ 692.00	\$ 800.00	\$ 4,900.00
Beam Repairs- 110 SF	\$ 19,360.00	\$ 18,700.00	\$ 900.00
Concrete Knockdowns – 1LS	\$ 975.00	\$ 2,850.00	\$ 30,250.00
Curb Repair- 170 SF	\$ 12,920.00	\$ 18,700.00	\$ 24,388.00
Cove Sealant on Curb Face – 2,680LF	\$ 16,616.00	\$ 18,492.00	\$ 37,060.00
Control Joint Replacement – 2,260LF	\$ 14,464.00	\$ 14,125.00	\$ 23,617.00
Overhead Concrete Repairs – 302SF	\$ 36,844.00	\$ 37,750.00	\$ 95,130.00
<b>Entrance Lane</b>			
Mobilization/General Requirements- 1 LS	\$ 32,552.00	\$ 19,250.00	\$ 4,400.00
Dust Protection	Included	\$ 12,800.00	Included
Partial Depth Floor Repair- 45 SF	\$ 3,060.00	\$ 3,600.00	\$ 8,325.00
Full Depth Floor Repair – 318SF	\$ 58,830.00	\$ 40,704.00	\$ 90,630.00
Expansion Joint Replacement- 106 LF	\$ 14,098.00	\$ 25,440.00	\$ 16,430.00
Column Repairs- 23 SF	\$ 4,278.00	\$ 3,680.00	\$ 4,900.00
Beam Repairs- 38 SF	\$ 6,688.00	\$ 6,650.00	\$ 5,175.00
Concrete Knockdowns – 1LS	\$ 975.00	\$ 2,850.00	\$ 10,450.00
Curb Repairs- 224 SF	\$ 17,024.00	\$ 24,640.00	\$ 44,116.00
Cove Sealant on Curb Face – 3,280LF	\$ 20,336.00	\$ 22,632.00	\$ 48,832.00
Control Joint Replacement – 2,780LF	\$ 17,792.00	\$ 17,375.00	\$ 29,051.00
Overhead Concrete Repairs – 323SF	\$ 39,406.00	\$ 40,375.00	\$ 101,745.00
Mobilization for Bridge	Included	\$ 11,050.00	N/A
Bridge Column Beam Repair - 20SF	\$ 3,780.00	\$ 10,300.00	N/A
<b>Total w/ Base Bid &amp; Alternates</b>	<b>\$ 644,114.00</b>	<b>\$ 647,913.00</b>	<b>\$ 1,032,129.50</b>







## **Huntington Place Achieves LEED Gold Recertification, Marking a Major Sustainability Milestone**

**Detroit, MI – April 22<sup>nd</sup> 2026** In celebration of Earth Day, we are proud to share that Huntington Place has officially achieved LEED Gold recertification as of the end of March—marking the latest milestone in a multi-year sustainability journey rooted in continuous improvement and operational excellence. Originally achieving LEED Gold certification in 2019 and successfully recertifying in 2023, this most recent recertification reflects our ongoing commitment to maintaining and advancing the highest standards in environmental performance. With this achievement, Huntington Place stands as the largest LEED Gold-certified venue in the state of Michigan, further reinforcing its leadership in sustainable operations.

This achievement is the result of strong leadership and cross-functional collaboration. Key contributors including Becky Bixby, Executive Director of Operations, Cedric Turnbore, Director of Operations, and Al Vasquez, Engineering Director, played an instrumental role throughout the process, working closely with Honeycomb Strategies to ensure that ambitious sustainability goals were not only set, but achieved. This work is further supported by the broader commitment of Legends Global, whose organization-wide focus on sustainability, driven in part by its ACTS (Achieving Continuous Team Sustainability) Committee, prioritizes environmental responsibility across all managed venues and reinforces efforts at Huntington Place.

During the most recent performance period (October 2024 through September 2025), Huntington Place earned 62 points under the LEED O+M v4.1 Operations and Maintenance for Existing Buildings, securing Gold status through strong performance across key sustainability categories. This included energy management (11/33 points), water efficiency (10/15), waste diversion efforts (4/8), and transportation initiatives (9/14), with 34% of occupants utilizing alternative commuting methods. The facility also excelled in Human Experience and Indoor Air Quality (18/20), with high occupant satisfaction and strong air quality metrics, underscoring a comprehensive commitment to both environmental performance and occupant wellbeing.

Beyond the data, this recertification reinforces Huntington Place's position as a leader in sustainable event hosting. The facility continues to attract forward-thinking organizations and large-scale events that prioritize environmental responsibility. This milestone builds on a long-standing commitment to sustainability, supported by initiatives that enhance operational efficiency while elevating the guest experience. Achieving LEED Gold recertification for a third time is more than a designation—it reflects a sustained, strategic effort to lead by example. For Huntington Place and the broader Detroit community, it signals continued progress toward a more sustainable and forward-looking future.



### **About Huntington Place**

With 723,000 square feet of exhibit space, Huntington Place, Detroit's convention center, boasts one of the largest contiguous exhibit floor spaces in North America and has the largest ballroom in Michigan with 40,000 square feet. It is a LEED Gold certified venue and has received numerous industry awards for excellence including the 2020 USGBC Leadership Award for Building Performance, making it the only convention center in the history of the award to receive it. It is the 16th largest convention center in the United States. Follow us on Facebook, Instagram, LinkedIn and [huntingtonplacedetroit.com](http://huntingtonplacedetroit.com).

### **About Legends Global**

Legends Global is the premier partner to the world's greatest live events, venues, and brands. We deliver a fully integrated solution of premium services, including feasibility & consulting, owner's rep, sales, partnerships, venue management, hospitality, merchandise, and content & booking. Through our white-label approach, we keep our partners front and center while leveraging the power of our global network: over 450 venues, 20,000 events, and 165 million guests annually. To learn more, visit us at [www.LegendsGlobal.com](http://www.LegendsGlobal.com) and follow us on LinkedIn and Instagram.



## LEADERSHIP BRIEF

Project: Request for Approval of new exclusive Pepsi Beverage Provider Revenue Contract

From: Laura Harrington, Purchasing Director

Date: May 1, 2026

### **Background:**

The DRCFA Board of Directors approved an exclusive beverage provider revenue contract to Pepsi Bottling Group on November 17, 2017. The contract term was January 1, 2018 – December 31, 2024. The contract was amended February 16, 2021, as an effect of the COVID-19 pause, which extended the term for one (1) year, expiring December 31, 2025. The Board most recently approved a six (6) month extension on November 20, 2026, to end on June 30, 2026. This extension allowed time for the parties to negotiate a new contract.

The contract includes supplying and stocking beverages in the 8 Pepsi-owned vending machines, collecting cash, and providing maintenance and repair of the machines. Pepsi also delivers beverages for concessions, catering events, and our new Motor City Mart retail store.

Huntington Place receives revenue through this contract in numerous ways. We received an annual lump sum of \$125,000 in sponsorship and media benefits (revenue expired January 1, 2026). We continue to receive per case rebates (\$2.00 on 20 oz water and carbonated soft drinks, along with \$0.50 on 12 oz carbonated soft drinks and energy drinks) for the product sold through Sodexo for concessions and catering events, and 35% commission on beverages sold in customer-facing vending machines. The annual value of this contract has averaged \$157,444 over the past 3 years.

The current 6-month contract extension removed Pepsi's first right of refusal, thereby allowing us more negotiation power, both with Pepsi and competitive beverage providers. The DRCFA can begin to negotiate with another provider but cannot execute a beverage contract with a competitor unless 1) 30 days prior written notice is given to Pepsi, and 2) the non-Pepsi beverage contract cannot begin until July 1, 2026.

### **Status:**

Huntington Place's Purchasing Director and Executive Director Revenue & Customer Experience have been negotiating in good faith with Pepsi since August 2025. The legal landscape has significantly changed for long-term sponsorship revenue contracts after Pepsi's hefty financial losses during COVID-19 shutdowns; and thus, Pepsi's first contract offer involved a longer-term contract with significantly less revenue, while transferring all the risk to us, and without performance requirements. There have, thus, been numerous revisions since this first offer.

Note that during this interim contract extension period, we are receiving monetary rebates and commission payments, but we have not received the annual lump sum sponsorship revenue since December 31, 2025. We will receive the earned sponsorship revenue if/when the Board approves a new contract with Pepsi, and a contract is successfully executed.

Important terms still under negotiation for a new contract include Service Level Agreement requirements, remedies, liquidated damages, contract assignment, force majeure language, and additional insured parties to adequately protect our collective team. Our general counsel, in addition to the Purchasing Director, has been involved in these negotiations.

On a positive note, the parties have since settled contract language for monetary funding, marketing support, and digital signage payments (pending Board approval), which include:

**1<sup>st</sup> Year Initial Support Funds:** \$100,000 lump sum

**2<sup>nd</sup>-8<sup>th</sup> Year Annual Support Funds:** \$90,000 each year (indexed at 90% of 10,700 annual cases)

**Volume Incentive Annual Rebate:** Additional \$3.50 / case starting at 10,701 cases, calculated on an annual basis and includes all beverages. Most beverages have 24 / case; except teas, coffee, and energy drinks have 12 / case

**Per Case Rebates (24 / case):**

- \$2.00 / case on both 16 oz and 20 oz Aquafina beverages (only)
- \$2.00 / case on 20 oz carbonated soft drinks (only).
- \$0.50 / case on 12 oz carbonated soft drinks (only)

**Vending Commission:**

- 35% on all beverages in vending machines that Pepsi fills  
Commission % would be negotiated for vending machines we self-fill (if we so decide)

**Digital Signage Support:**

\$15,000 annual revenue when we provide Pepsi with digital signage advertising on Marquee, HP website, and other social media platforms.

**Other Partnership Benefits:** sampling rights, hospitality rights, and marketing support have also been agreed upon.

**Recommendation:**

The Huntington Place team is requesting Board authorization to approve a new exclusive Beverage Provider Revenue and Concessions Contract with Pepsi for eight (8) years (if such Contract can be mutually agreed upon) and include authorization for the CEO to execute all related approvals, contract documents, and related documents.

This new potential contract has the possibility to significantly exceed previous revenue, mainly due to the added volume incentive annual rebate (based on actual 2025-2026 beverage sales). The Huntington Place team will update the Board if/when negotiations fail with Pepsi.



## LEADERSHIP BRIEF – Subcommittee

**Project:** Adopt a Credit Card Policy and Switch Issuing Bank

**From:** Bryan Crowe, DRCFA CEO  
Philip Webb, Director of Finance

**Date:** May 1, 2026

**Background:**

The State of Michigan requires local units of government to have a policy to authorize the use of credit cards by its officers and employees (Public Act 266 of 1995).

**Status:**

The DRCFA does not currently have an authorized policy. The policy was presented at the December 13, 2023 Board of Directors meeting but was not acted upon. Our current credit card relationship is with JP Morgan Chase Bank, and we would like to switch to Huntington Bank, as required by the naming rights agreement.

Some of the benefits of paying for purchases using a credit card include:

- Enhance employee productivity and efficiency
- Ability to efficiently book conference fees, travel related expenses, professional memberships and subscriptions
- Reduce administrative costs
- Maintain the fiscal integrity of the DRCFA’s procurement and accounts payable processes

Monthly credit card statements will be reconciled to the supporting documentation, and a summary of purchases will be included in the monthly financial statement package provided to the Board.

**Request:**

DRCFA is requesting the DRCFA Board of Directors adopt this Credit Card Policy using Huntington Bank’s requested resolution format, approve Huntington Bank as the issuing bank, and authorize the DRCFA CEO to execute all related approvals, contracts and documents.

## **CREDIT CARD POLICY**

### **1. Purpose**

This Policy establishes guidelines for the proper usage of commercial credit cards for procurement of goods and services, subject to the current DRCFA Procurement and Contracting Policy. This policy is required by the State of Michigan (MCL 129.241-247 – Public Act 266 of 1995).

### **2. Scope**

This policy applies to all DRCFA employees and contractors who are authorized to make purchase commitments on behalf of the DRCFA/Huntington Place.

### **3. Responsibilities**

The Director of Finance (DOF) is responsible for DRCFA's credit card issuance, accounting, monitoring, retrieval, and general oversight and compliance with the credit card policy.

A credit card may be used only by an employee of the DRCFA or contractor authorized by the DOF and CEO for the purchase of goods or services under \$5,000 for the official business of the local unit.

Any authorized user of a credit card shall submit to the DOF or designee documentation detailing the goods or services purchased, the cost of the goods or services, the date of the purchase, and the official business for which purchased.

Any authorized user of a credit card is responsible for its protection and custody and shall immediately notify both Huntington Bank and the DOF if the credit card is lost or stolen.

The DOF can issue a "one-time use" credit card number to an employee to make an authorized purchase.

Issued credit cards shall be returned upon the termination, or change in work assignment, of an authorized user's employment or service in office with the DRCFA.

The DOF shall ensure a system of internal accounting controls to monitor the use of credit cards issued by the DRCFA, including the approval of credit card invoices before payment. Users agree to fully cooperate with the DOF requests for information and supporting documentation.

Credit cards must not be used for:

- Cash advances
- Gift cards and pre-paid cards
- Alcohol, tobacco, weapons, or any illegal items
- Items not eligible to be paid using government funds
- Personal use
- Donations

- Gifts
- Splitting orders (multiple transactions to same vendor for one purchase) to circumvent the \$5,000 single transaction limit or the cardholder's single transaction limit

The balance, including interest due under an extension of credit under the credit card arrangement, shall be paid within 60 days of the initial statement date.

The DOF shall not issue a credit card to an authorized user until that user has signed a credit card use agreement acknowledging the disciplinary measures, consistent with law, that may be taken for the unauthorized or inappropriate use of a credit card.

All methods require supervisor's approval before making purchase and follow DRCFA guidelines. Guidelines include delivery to Huntington Place buildings, competitive quotes (\$5,000+ require coordination with Purchasing Department), use of contract pricing, detailed receipts, packing slips, signatures, sales tax exemption, reconciling vendor mistakes, receiving credit, disclosure of familial relations, absence of conflict of interest, reporting of fraud, etc.

The State of Michigan law requires the total combined authorized credit limit of all credit cards issued by a local unit shall not exceed 5% of the total budget of the local unit for the current fiscal year (approximately \$1.32 million for FY 2026). The authorized monthly account limit is \$50,000. Each authorized user with an individual card issued in the name of the authorized user shall have up to a \$5,000 monthly limit. The individual card issued in the name of the DOF may exceed \$5,000 per month, but in no event shall the total authorized monthly account limit exceed \$50,000. The DOF shall be responsible for ensuring that organizational credit card annual spend shall conform to the then current State of Michigan law (or as later amended).

## Credit Card User Agreement

I agree to the following regarding use of the commercial credit card at the Detroit Regional Convention Facility Authority (DRCFA):

1. I understand and agree that DRCFA may require users to first utilize specific procurement systems that allow for the use of check payments, thereby the use of the card is restricted.
2. I understand that I am authorized to make financial commitments on behalf of the DRCFA and will strive to obtain the best value for the DRCFA.
3. I understand that under no circumstances will I use the credit card to make personal purchases, either for myself or for others. I agree to reimburse the DRCFA for all charges incurred and any fees related to the collection of all unauthorized charges. I will not submit costs charged to the credit card for personal reimbursement through an expense report or other method.
4. Non-compliance, at a minimum, shall lead to personal responsibility of cost, loss of privileges, and/or having to return items purchased.
5. I have been given a copy of the credit card policy and understand the requirements for credit card use.
6. I will follow the established procedures for use of the credit card. Failure to do so may result in the loss of privileges and may include other disciplinary actions, up to and including termination of employment.

Employee Printed Name	Director of Finance Name	CEO Name
Employee Signature	DOF Signature	CEO Signature
Date	Date	Date

**RESOLUTION OF THE BOARD OF DIRECTORS OF**  
**DETROIT REGIONAL CONVENTION FACILITY AUTHORITY**

May 1, 2026

A meeting of the Board of Directors of the Detroit Regional Convention Facility Authority, incorporated as a Michigan Public Body Corporate and Politic (the “**Authority**”), was duly called and held on May 1, 2026 (“**Board Meeting**”) in accordance with the Authority’s bylaws and other applicable governance (“**Bylaws**”).

**WHEREAS**, the Authority is, and at all times shall be, duly organized, validly existing, and in good standing under and by virtue of all applicable laws, and the Authority has the full power and authority to incur debt and enter into transactions, all as contemplated herein (the “**Resolution**”); and

**WHEREAS**, the Board has determined that implementing a commercial card program will facilitate efficient payment processing, vendor management, and expense control in furtherance of the Authority’s purposes; and

**WHEREAS**, The Huntington National Bank (“**Huntington**”) offers a commercial card program that includes corporate card services and related services; and

**WHEREAS**, the Board desires to authorize the Authority to enter into a commercial card agreement and any related documents with Huntington (collectively, the “**Commercial Card Agreement**”), and to designate appropriate officers to take all necessary actions to establish and administer the program, as specified below; and

**WHEREAS**, this Resolution was duly adopted in full at the Board Meeting, in compliance with all Bylaws and by a quorum was present and voting; and the Resolution and all representations and resolutions herein are effective and in conformity with the Bylaws for the purpose and due authorizations herein; and

**NOW, THEREFORE, BE IT RESOLVED:**

1. The Authority is authorized to enter into a Commercial Card Agreement with Huntington (together with all exhibits, schedules, addenda, cardholder agreements, program terms, account applications, and ancillary documentation, collectively, the “**Agreement**”), on terms and conditions deemed advisable by the Authorized Officers (defined below), consistent with the Authority’s bylaws and tax-exempt purposes.

2. The following officers of the Authority (each, an “**Authorized Officer**”) are authorized, jointly or severally, to negotiate, finalize, execute, and deliver the Agreement and any related documents, certificates, instruments, applications, and consents required to implement and administer the commercial card program:

- Claude Molinari, Board Chair
- Alexis Wiley, Board Treasurer
- Jeffery Abood, Board Secretary
- Bryan Crowe, Chief Executive Officer
- Philip Webb, Director of Finance

3. The Authorized Officers are empowered to take all further actions and execute all documents they deem necessary or desirable to carry out the intent of this Resolution.

**CERTIFICATION**

I, the undersigned, Jeffery Abood, the duly elected Secretary of Detroit Regional Convention Facility Authority, hereby certify that the foregoing is a true, correct, and complete copy of resolutions duly adopted by the Board of Directors at a meeting held on April 23, 2026, at which a quorum was present and acting throughout, and that such resolutions have not been amended, rescinded, or revoked and remain in full force and effect as of the date hereof.

Date: \_\_\_\_\_

By: \_\_\_\_\_

Jeffery Abood, Board Secretary

Detroit Regional Convention Facility Authority



## LEADERSHIP BRIEF

**Project:** Approval of ParkWhiz Contract

**From:** Erick Hamel, Director of Parking

**Date:** May 1, 2026

### **Background:**

Legends Global manages parking operations at Huntington Place on behalf of the DRCFA and, with Board approval, implemented a comprehensive parking technology upgrade in early 2026. This enhancement enables us to pre-sell parking not only for events at Huntington Place, but also for events across the city. As a result, we can expand our reach to new customer segments, better promote available inventory, and capture demand that was previously inaccessible—ultimately driving increased utilization and parking revenue.

### **Status:**

With the technology upgrade enabling pre-sale capabilities, ParkWhiz—an existing vendor and the platform provider for the FLASH PARCS system at the JLA Garage—was selected as the strategic partner to support online sales and marketing. As this is a revenue-generating agreement, a competitive solicitation process was not required. ParkWhiz was selected based on its strong market presence as the dominant online parking platform in Detroit, with established partnerships that include Olympia Entertainment, Ford Field, most major public facilities in the downtown core, and the City of Detroit, where it powers the ParkDetroit mobile app.

This is a non-exclusive agreement (see attached) and ParkWhiz earns fees only on transactions completed through its platform. Transitioning to online sales will allow Huntington Place to implement dynamic pricing for major events—maximizing revenue during peak demand—while also offering more competitive pricing for events outside our immediate footprint to drive utilization during non-event periods. This expanded marketing reach, combined with pricing flexibility, is expected to significantly increase parking revenues and broaden demand for our facilities.

**Request:**

The Huntington Place team requests Board approval to authorize the CEO to execute a three (3) year, non-exclusive agreement with ParkWhiz for online parking sales. The CEO will be further authorized to complete all necessary legal reviews and execute any related approvals, contracts, and supporting documents. The final agreement will be subject to review by General Counsel prior to execution.

This partnership requires a small integration fee from Traffic & Safety that is NTE \$1,000, but no other costs to Huntington Place. All platform fees are paid by the purchaser and Huntington Place will retain 100% of all parking revenues generated from these sales. The customer would be subject to a 15% service fee from ParkWhiz.

## PARKWHIZ SERVICES AGREEMENT

This ParkWhiz Services Agreement (the “Agreement”) is effective as of May 1, 2026 (the “Effective Date”) by and between ParkWhiz Mobility Inc. (together with its affiliates, “ParkWhiz”) and Detroit Regional Convention Facility Authority (“Seller”). ParkWhiz and Seller at times are each referred to herein as a “Party” and, collectively, as the “Parties.”

**WHEREAS**, ParkWhiz facilitates parking transactions for motorists via its on its platform, which includes but is not limited to ParkWhiz and BestParking applications and websites (the “ParkWhiz Sites”) and in partnership with third-party demand networks (the “Partner Sites”, and together with the ParkWhiz Sites, the “Sites”); and

**WHEREAS**, Seller manages or otherwise controls parking inventory (the “Parking Inventory”) and desires to make such inventory available through ParkWhiz reservation platform.

**NOW, THEREFORE**, in consideration of the covenants contained herein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties agree as follows:

### 1. Reservation Services

**1.1. Generally**. ParkWhiz will list the Parking Inventory on the Sites with the number of parking spaces and corresponding reservation periods and parking rates specified by Seller in Seller’s sole discretion.

**1.2. Reservation Services**. ParkWhiz shall provide its reservations services to Seller, wherein Parking Inventory is listed on the Sites and motorists make parking reservations and pay for parking in advance (“Reservation Services”).

**1.3. Order Processing**. ParkWhiz will process and collect payment for the Reservation Services and will provide transaction-related phone and email support for motorists. ParkWhiz will bear processing expenses, including credit card merchant fees, for Reservation Services transactions. ParkWhiz will produce an individual confirmation code for each transaction to ensure that each transaction is unique, legitimate, and verifiable by Seller for fulfillment. ParkWhiz will provide monthly reporting on Parking Inventory performance recommendations during monthly business reviews between the Parties.

**1.4. Seller Console**. ParkWhiz will provide Seller access to transaction history and balance information via its password-protected console for Sellers (the “Seller Console”). Seller’s access to and use of the Seller Console shall be governed by this Agreement. ParkWhiz hereby grants Seller a non-exclusive, non-transferable, non-sublicensable, revocable license to use the Seller Console and the information ParkWhiz provides or makes available to Seller in connection therewith, solely for internal business purposes and solely during the Term of the Agreement. Seller will not, and will not permit any third party to, make any use or disclosure of the Seller Console that is not expressly permitted under this Agreement. Without limiting the foregoing, Seller will not and will not permit any third party to (a) reverse engineer, decompile, disassemble, or otherwise attempt to

discern the source code, algorithms, file formats, or interface protocols of the Seller Console or of any files contained in or generated by the Seller Console; (b) copy, modify, adapt, or translate the Seller Console; (c) resell, distribute or sublicense the Seller Console, make the Seller Console available on a "service bureau" basis, or otherwise allow any third party to use or access the Seller Console; (d) remove or modify any proprietary marking or restrictive legends placed on the Seller Console or (e) use the Seller Console in violation of any applicable law or regulation. ParkWhiz shall retain title to and ownership of the Seller Console, including all copyrights and other intellectual property rights relating thereto. Seller will have no rights with respect to the Seller Console other than those expressly granted under this Agreement.

## **2. Seller Obligations**

**2.1. Fulfillment.** Seller will provide parking for any motorist who completes a Reservation Services transaction through the Sites until inventory is sold out. Seller agrees that the rate listed on Sites will at a minimum be equal to the best rate offered to traditional transient or daily motorists. All information provided Seller with respect to the Location and the Parking Inventory by must be accurate. If Seller cannot fulfill a Reservation Services transaction or the information provided with respect to the Location and the Parking Inventory is inaccurate, Seller agrees that it shall liable to ParkWhiz for all costs and expenses it incurs in remedying the non-fulfillment or inaccuracy for affected motorists and further acknowledges and agrees ParkWhiz may deduct such costs and expenses from the Seller Proceeds (as defined below) in its sole discretion. If Seller repeatedly fails to fulfill Reservation Services transactions or repeatedly provides inaccurate Location and the Parking Inventory information, ParkWhiz may, in its sole discretion, suspend or terminate Seller's account. ParkWhiz reserves the right to request proof of Seller's ownership of Location or authority to sell parking at a Location. Seller understands and agrees the associated use of any Reservation Services shall not (a) violate any law, rule or regulation applicable to Seller or (b) be in breach of, or constitute a default under, the provisions of any agreement, instrument or undertaking by which Seller is bound.

**2.2. Parking Inventory.** Seller agrees to: (a) provide ParkWhiz with access to inventory information for each applicable Location, including but not limited to name, address, image(s), Base Price (as defined below) and other text graphics, and other content reasonably required by ParkWhiz to perform its obligations under this Agreement and limited, royalty-free, non-exclusive, non-transferrable license to display the same on the Sites and (b) provide ParkWhiz with access to Seller's application program interface ("API") and all inventory data feeds, if available. All of the data and information to be provided under this section shall be in a format mutually agreed to by the parties. Seller shall provide ParkWhiz with such information, cooperation, and technical support as ParkWhiz reasonably requests in connect with Company's obligations under this section.

**2.3. ParkWhiz Links.** ParkWhiz will provide Seller with unique links to be posted on and included in its website, email marketing and campaigns, social marketing, etc. that directs customers to the ParkWhiz Sites for purchase of parking reservations as further outlined in Exhibit A.

- 2.4. Seller agrees that it will not list the Parking Inventory for sale via any other website or mobile app.
- 2.5. Comped Passes. Seller may issue complimentary parking passes (“Comped Passes”) at its discretion. Seller shall pay ParkWhiz a Comped Pass Fee as further defined in Section 3 below. Seller shall track and report all Comped Passes to ParkWhiz monthly through the Seller Console or as otherwise agreed by the Parties.

**3. Prices and Proceeds**

**3.1. Definitions.** For purposes of this Agreement, the following definitions apply for reservations services.

Reservation Fee	No Reservation Fee
Buyer Fee	15% of Base Price plus \$0.99 per transaction
Base Price	The price set by Seller to park at Seller’s facility, in ParkWhiz’s Seller console.
Gross Sale Price	The amount displayed to and paid by the consumer, equal to the Base Price plus the Buyer Fee.
Seller Proceeds	Base Price minus the Reservation Fee

- 3.2.
- 3.2.

**3.2. Seller Proceeds.** ParkWhiz will remit accumulated Seller Proceeds, if applicable, to Seller through the Seller Console once per month via electronic (ACH) withdrawals no later than the 20th day of the subsequent month. Notwithstanding the foregoing, ParkWhiz may withhold payment in its sole discretion in the event (a) a sale is canceled for any reason; (b) an adjustment is made to motorist pricing because the rate offered by ParkWhiz was higher than the rate offered elsewhere; (c) ParkWhiz reasonably believe that Seller has committed fraud or other illegal acts or omissions during any buying or selling activity; or (d) Seller provides inaccurate or misrepresented Parking Inventory or Location Information for any booking or portion thereof. ParkWhiz will only remit Seller Proceeds for bookings that have been fully redeemed. Seller Proceeds for reservations or bookings that have been made, but have not yet been redeemed, will be held until so redeemed by the applicable motorist or until the date of the reservation or booking has passed without refund or cancellation. Any accrued payment obligations under this Section shall survive the termination or expiration of this Agreement. Each remittance of Seller Proceeds to Seller shall be accompanied by a report detailing the Base Price, the Services Fee, the Seller Proceeds, the name of the applicable Location, the type of parking space reserved and the specific date and time of the reservation for each motorist transaction through the Sites related to the Location.

**3.3. Taxes.** Seller shall be responsible for remitting to the applicable taxing authority’ all federal, state, and local taxes imposed on parking Sellers purchasing parking through the Sites and with respect to any Base Price. Seller shall include any such applicable taxes

in the Base Price set by Seller in the Seller Console. Additionally, Seller shall be responsible for remitting to the applicable taxing authority all federal, state, and local income taxes related to Seller Proceeds and Rebates. ParkWhiz shall have no obligation to collect or remit any income related taxes to any authorities on Seller's behalf. In the event that municipal or other direct taxes must be paid on Reservation Services transactions, such taxes will be deducted and paid by ParkWhiz prior to the calculation of any fees associated with the Reservation Services. Each party shall indemnify the other party from and against any costs, claims and other liability incurred as a result of the indemnifying party's failure to comply with its obligations under this paragraph.

#### **4. Confidentiality.**

**4.1. Generally.** All material, non-public, business-related information, written or oral, whether or not it is marked "Confidential", that is disclosed or made available to Seller, directly or indirectly, through any means of communication or observation is "Confidential Information".

**4.2. Proprietary Information.** Information owned by ParkWhiz to which ParkWhiz claims a protectable interest under law, which includes Confidential Information, shall be "Proprietary Information". The following information, all as reasonably substantiated by documentation, however, is not Proprietary Information and Seller is not restricted as to its use or disclosure: (a) information already in the possession of, or already known to, the Seller as of Effective Date, and not under any other obligations of confidentiality due to any other agreements between the Parties; (b) information that enters the public domain after the Effective Date, or which, after such disclosure, enters the public domain through no fault of the Seller; (c) information lawfully furnished or disclosed to the Seller by a non-party to this Agreement without any obligation of confidentiality; (d) information independently developed by any Party without use of any Proprietary or Confidential Information; or (e) information that is explicitly approved for release by ParkWhiz.

**4.3. Use of Proprietary Information.** Seller agrees to hold in confidence all Proprietary Information that it receives from ParkWhiz. Seller will not disclose any of ParkWhiz's Proprietary Information to any party or person whatsoever unless it is a Seller employee or agent that is on a need-to-know basis for such Proprietary Information consistent with the purpose for which it was disclosed. Seller will only use ParkWhiz's Proprietary Information for the purpose for which it was originally disclosed. Seller is not permitted to directly or indirectly, under any circumstances, use any of ParkWhiz's Proprietary Information for any purpose that is in any way detrimental to ParkWhiz. This includes, but is not limited to, contracting with ParkWhiz's employees, consultants, contractors, vendors or partners to provide services to Seller similar to those provided to Seller by ParkWhiz. Seller shall take reasonable precautions to protect the confidentiality and value of ParkWhiz's Proprietary Information, including measures to prevent loss, theft and misuse. Seller shall immediately give notice to ParkWhiz of any unauthorized use or disclosure of ParkWhiz's Proprietary Information. Seller agrees to assist ParkWhiz in remedying any unauthorized use or disclosure of Proprietary Information caused by such Seller. Seller acknowledges expressly that each and every one of its employees and agents are bound to the terms and conditions of this Agreement and that Seller is solely responsible for any

breach of this Agreement by any of its representatives including, without limitation, any improper use or disclosure by its representatives of ParkWhiz's Proprietary Information.

**4.4. Return or Destruction of Proprietary Information.** Upon written request and as directed by ParkWhiz, the Seller will promptly return or destroy all Proprietary Information received from ParkWhiz, including all copies of the information thereof. Upon the request of ParkWhiz, the Seller shall furnish to ParkWhiz an affidavit providing assurances as to the return or destruction of ParkWhiz's Proprietary Information.

**4.5. Court-Ordered Disclosure.** A disclosure of Confidential or Proprietary Information in response to a valid request by a court of law or other governmental body or otherwise required by law is not considered to be a breach of this Agreement or a waiver of confidentiality for other purposes. Before any such disclosure, Seller shall provide prompt written notice to ParkWhiz and reasonably cooperate with ParkWhiz in seeking a protective order or preventing disclosure.

**4.6. Ownership.** All materials transmitted from ParkWhiz to Seller which includes any Proprietary Information are to remain the sole and exclusive property of ParkWhiz. The Agreement and transmission or disclosure of any Proprietary Information from ParkWhiz to Seller does not grant the Seller a license or ownership of any kind.

**4.7. Disclosure.** All obligations and restrictions of confidentiality and ownership of Proprietary Information under this Agreement shall survive the termination of this Agreement.

## **5. Intellectual Property and Data Privacy.**

**5.1. Generally.** ParkWhiz retains all right, title and interest in all now known or hereafter known or developed tangible and intangible intellectual property, including without limitation, all: (a) rights associated with works of authorship throughout the universe, including, but not limited to, copyrights, moral rights and mask works; (b) trademarks, services marks, trade names and any other indicia of origin; (c) technical and non-technical information (regardless of whether such information is in tangible or intangible form) including source code, object code, computer code, data, ideas, concepts, formulae, methods, techniques, processes, financial business plans and business methods (including any derivatives of any of the foregoing) that derive economic value, actual or potential, from not being generally known to other persons who could obtain economic value from the disclosure or use thereof, and which are the subject of efforts that are reasonable under the circumstances to maintain their secrecy ("Trade Secrets"); (d) patents, pending patent applications, designs, algorithms and other industrial property rights; (e) other intellectual and industrial property rights (of every kind and nature throughout the universe and however designated, including "rental" rights and rights to remuneration), whether arising by operation of law, contract, license or otherwise; and (f) registrations, initial applications, renewals, extensions, continuations, divisions or reissues now or hereafter in force including any rights in any of the foregoing, (collectively, "Intellectual Property"). Seller covenants not to prejudice or impair the interest of ParkWhiz in any of its Intellectual

Property. At no time shall Seller challenge or assist others to challenge any of ParkWhiz's Intellectual Property or the registration thereof.

**5.2. ParkWhiz Trademarks.** ParkWhiz hereby authorizes Seller the right to seek use of any ParkWhiz trademarks and logos (the "ParkWhiz Trademarks") in its marketing and promotional materials solely for cross-promotional purposes to identify that Seller uses Reservation Services and must be used according to any ParkWhiz guidelines ("Guidelines"), which may be updated by ParkWhiz periodically. Seller shall not use the ParkWhiz Trademarks for any other purpose without ParkWhiz's prior written authorization, which can be denied for any reason. Seller agrees that it shall not harm, misuse, or bring into disrepute the ParkWhiz Trademarks. All uses of the ParkWhiz trademarks pursuant to this Agreement shall inure to the benefit of ParkWhiz. Seller may not use or register, or otherwise claim rights in the ParkWhiz Trademarks, including as or as part of any trademark, service mark, ParkWhiz name, trade name, username, domain registration or copyright. ParkWhiz may revoke permission to use the ParkWhiz Trademarks at any time.

**5.3. Seller Trademarks.** Seller hereby grants to ParkWhiz a limited, royalty-free, non-exclusive, non-transferrable license during the Term to use the name, logo, images and trademarks of the Seller (the "Seller Trademarks") during the Term of the Agreement in order to market the Parking Inventory. Following the end of the Term of the Agreement, whether by termination or expiration, ParkWhiz's right to use any Seller Trademark will terminate and any and all uses of these Trademarks by ParkWhiz must cease immediately. ParkWhiz will not manufacture or sell, or license the manufacture and/or sale of, any promotional or other merchandise that bears Seller's Trademarks without their prior written consent.

**5.4. Authority.** Each Party represents that it has the right to authorize to grant the other Party the rights contained in this section and that the other Party's use of such Intellectual Property as provided hereunder will not violate or infringe upon the rights of any third party or violate any federal, state or local law or regulation.

**5.5. Data Privacy.** ParkWhiz shall transmit to Seller the non-financial Seller information necessary for Seller to perform its obligations hereunder. Seller may use and disclose such information solely as required to comply with its obligations hereunder and in a manner consistent with all applicable laws, rules, regulations, and self-regulatory guidelines. Seller agrees to comply with all laws and regulations regarding personally identifiable information relevant to its jurisdiction. Seller shall take reasonable measures to ensure that such information is protected against unauthorized access, use, modification, or other misuse during the duration of the Agreement and thereafter if needed. Seller acknowledges that ParkWhiz may collect, retain, access, use, combine and disclose personal information and other data derived from the performance of the Reservation Services in accordance with all valid United States laws as well as its privacy policy which may be updated from time to time.

## **6. Term and Termination.**

**6.1. Term.** The term of this Agreement shall commence on the Effective Date and shall

continue through April 30, 2029. The Initial Term shall extend and this Agreement, shall renew automatically for successive one-year periods (“Subsequent Terms”, and together with the Initial Term, the “Term”), unless or until either party gives the other written notice no less than three (3) months prior to the expiry of the applicable Initial or Subsequent Term of its intention not to extend this Agreement for any Subsequent Term.

**6.2. Termination.** Either Party may terminate this Agreement and its obligations thereto, upon written notice to the other Party of a material breach of this Agreement. Such termination shall become effective immediately, unless such material breach is capable of being cured, in which case termination shall be effective if such breach is not cured within seven (7) days after receipt of such written notice.

**7. Indemnification.**

**7.1. Indemnification by Seller.** Seller agrees to defend, indemnify and hold ParkWhiz harmless against any and all third-party claims arising out of or relating to (a) Seller’s breach of this Agreement, (b) Seller’s violation of applicable law or regulation or (c) Seller’s negligent or intentional acts or omissions.

**7.2. Indemnification by ParkWhiz.** ParkWhiz agrees to defend, indemnify and hold Seller harmless against any and all third-party claims arising out of or relating to (a) publication of content on the Sites containing errors, omissions or unauthorized content attributable to the actions or omissions of ParkWhiz, (b) ParkWhiz’s breach of this Agreement, (b) ParkWhiz’s violation of applicable law or regulation or (c) ParkWhiz’s negligent or intentional acts or omissions.

**8. Warranties; Limitation of Liability.**

**8.1. WARRANTIES.** EXCEPT FOR THE SPECIFIC REPRESENTATIONS OF PARKWHIZ CONTAINED HEREIN, THE EQUIPMENT IS PROVIDED TO SELLER “AS IS” AND NEITHER PARKWHIZ, NOR ITS AFFILIATES MAKE ANY REPRESENTATION OR WARRANTY OF ANY OTHER KIND EITHER EXPRESS OR IMPLIED, WITH RESPECT TO THE EQUIPMENT, OR THE ACCURACY OR COMPLETENESS THEREOF, OR THE RESULTS TO BE OBTAINED BY THE USE THEREOF OR ANY OTHER MATTER. PARKWHIZ EXPRESSLY DISCLAIMS ANY AND ALL IMPLIED WARRANTIES, INCLUDING WITHOUT LIMITATION ANY WARRANTIES OF TITLE, SECURITY, COMPATIBILITY, NON-INFRINGEMENT MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. PARKWHIZ DOES NOT WARRANT THAT THE EQUIPMENT WILL MEET SELLER’S REQUIREMENTS OR THAT THE DELIVERABLES WILL OPERATE IN COMBINATION WITH OTHER SOFTWARE OR APPLICATIONS.

**8.2. DISCLAIMER.** PARKWHIZ DOES NOT GUARANTEE, AND SPECIFICALLY DISCLAIMS ANY WARRANTY, THAT ANY PARKWHIZ OFFERING WILL BE PERFORMED ERROR-FREE OR UNINTERRUPTED, OR THAT PARKWHIZ WILL CORRECT ALL ERRORS. SELLER ACKNOWLEDGES THAT PARKWHIZ DOES NOT CONTROL THE TRANSFER OF DATA OVER COMMUNICATIONS

FACILITIES, INCLUDING THE INTERNET, AND THAT THE RESERVATION SERVICES MAY BE SUBJECT TO LIMITATIONS, DELAYS, AND OTHER PROBLEMS INHERENT IN THE USE OF SUCH COMMUNICATIONS FACILITIES. PARKWHIZ IS NOT RESPONSIBLE FOR ANY DELAYS, DELIVERY FAILURES, OR OTHER DAMAGE RESULTING FROM SUCH PROBLEMS.

**8.3. INDIRECT DAMAGES.** IN NO EVENT SHALL PARKWHIZ OR ITS AFFILIATES BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, PUNITIVE OR CONSEQUENTIAL DAMAGES (INCLUDING, WITHOUT LIMITATION, LOSS OF USE, LOSS OF DATA, LOSS OF PROFITS OR REVENUES OR OTHER ECONOMIC LOSS OF SELLER OR ANY THIRD PARTY), WHETHER IN TORT, CONTRACT OR OTHERWISE, AND WHETHER OR NOT PARKWHIZ OR ANY OF ITS AFFILIATES HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

**8.4. LIMITATION OF LIABILITY.** EXCEPT FOR ANY CLAIM OR ACTION ARISING OUT OF OR RELATING TO PARKWHIZ'S FRAUD, GROSS NEGLIGENCE OR WILLFUL MISCONDUCT, IN NO EVENT SHALL PARKWHIZ'S TOTAL LIABILITY UNDER THIS AGREEMENT EXCEED TWO TIMES (2X) THE TOTAL AMOUNT PAID OR PAYABLE UNDER THE APPLICABLE PO UNDER WHICH THE CLAIM ORIGINALLY AROSE. DAMAGES THAT CANNOT BE LIMITED UNDER APPLICABLE LAWS ARE NOT SUBJECT TO THE ABOVE CAP.

**8.5. Equitable Relief.** Seller acknowledges and agrees that a breach of this Agreement may cause other irreparable harm on ParkWhiz without an adequate remedy at law and hereby agrees that the ParkWhiz may seek equitable relief, including without limitation, temporary or permanent injunctions and other relief to limit the effect of any breach.

**8.6. Limitations.** No action on this Agreement, except for payment owed by Seller to ParkWhiz, may be brought more than one (1) year after the incident occurs.

## **9. Miscellaneous.**

**9.1. Assignment.** This Agreement shall not be assigned or transferred by Seller without prior written consent of ParkWhiz, and any attempt by Seller to so assign or transfer this Agreement without such written consent shall be null and void. ParkWhiz may (with notice but without the prior consent of the other Party) assign this Agreement: (i) by operation of law, (ii) pursuant to a merger or acquisition of all or substantially all of its stock or assets, or (iii) to its affiliates. This Agreement shall be binding upon and inure to the benefit of the Parties and their respective successors and permitted assigns.

**9.2. Non-Disparagement.** Seller will not, and will ensure its affiliates do not, disparage ParkWhiz or any of its directors, officers, agents or executives or otherwise take any action which could reasonably be expected to adversely affect the reputation of ParkWhiz or its products or the personal or professional reputation of any of its directors, officers, agents or employees.

**9.3. Governing Law.** All claims, actions, or proceedings of any nature or type, arising from or related to (i) this Agreement or any matter related to this Agreement, (ii) the use of any Reservation Services hereunder, or (iii) any relationships (whether by written contractor otherwise) relating to the Reservation Services (whether such relationships are directly with ParkWhiz or through a third-party) shall be governed by, and construed in accordance with, the laws of the State of Texas without regard to its conflict or choice of laws principles and any such claims, actions, or proceedings shall be brought solely and exclusively in the Federal or State courts located in Texas and each Party consents to the personal jurisdiction and venue therein. The terms and conditions contained in this section shall inure to the benefit of, and be binding upon, the parents, subsidiaries, related entities, successors, assigns, heirs, survivors, and personal representatives of the Parties.

**9.4. Notices.** All notices for ParkWhiz given under this Agreement must be in writing and sent to:

FlashParking, Inc.  
2500 Bee Caves Road  
Building III, Suite 400  
Austin, TX 78746  
Attn: General Counsel

Via email to: [legal@Flashos.com](mailto:legal@Flashos.com)

If to Seller, at the address its signature block or otherwise on file with ParkWhiz.

And to any such other address as a Party may designate in writing to the other Party, by certified mail (return receipt requested), overnight courier, personal delivery, or email to the other parties hereto.

**9.5. Survival.** Any provision of this Agreement which, by its nature, would survive termination of this Agreement shall survive any such termination of this Agreement.

**9.6. Force Majeure.** ParkWhiz shall not be responsible for any delay or failure in performance of its obligations under this Agreement resulting from acts beyond the reasonable commercial control of ParkWhiz, including but not limited to, supply chain issues, acts of God, acts of governmental authority, acts of public enemy, third-party systems failures, war, terrorism, riot, fire, flood, civil commotion, insurrection, pandemic, labor difficulty (including, without limitation any strike, or other work stoppage or slowdown).

**9.7. Interpretation.** This Agreement supersedes all prior agreements and understandings and constitutes the complete agreement and understanding between the Parties with respect to the subject matter hereof. No amendment or other modification to this Agreement shall be valid or binding with respect to ParkWhiz unless acknowledged and agreed to in writing and signed by duly authorized officers of each Party. The Parties are independent

contractors, and nothing in this Agreement will be construed to constitute or appoint any party as the agent, partner, joint venturer or representative of the other Party for any purpose whatsoever, or to grant to any party any right or authority to assume or create any obligation, express or implied, for or on behalf of any other, or to bind any other in any way or manner whatsoever. Any forbearance or delay on the part of a Party in enforcing any provision of this Agreement or any of its rights hereunder shall not be construed as a waiver of such provision or of a right to enforce same for such occurrence or any future occurrence. No other party is intended, or shall be deemed, to be a beneficiary of any provision of this Agreement. This Agreement may be executed in counterparts, which counterparts, taken together, shall constitute one agreement and each Party hereto may execute this Agreement by signing such counterpart.

\*\*\*

IN WITNESS WHEREOF, the Parties hereto have executed this Agreement by their duly authorized representatives.

**PARKWHIZ**

**DETROIT REGIONAL CONVENTION  
FACILITY AUTHORITY**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

APPENDIX A  
RESERVATION SERVICES AND INTEGRATION

- I. Website Integration: Seller will provide reasonable cooperation to integrate ParkWhiz reservation options on applicable web pages.
- II. Email Integration: Seller will include ParkWhiz parking options in customer email communications where appropriate and commercially reasonable.
- III. System Integration: Seller will provide ParkWhiz with necessary technical cooperation and API access to facilitate reservation services, if available, as outlined in Section 2.2.
- IV. Cross-Promotion: Parties may mutually agree to coordinate on announcements related to the reservation services partnership.



## LEADERSHIP BRIEF

Project: Xpodigital – Revenue Contract

From: Douglas Trueblood / Executive Director Revenue & Customer Experience

Date: May 1, 2026

### Overview

Xpodigital is a leading digital signage and event technology partner with a proven track record across convention centers in partnership with Legends Global. This opportunity represents a **high-value, low-risk investment** for Huntington Place, aligning with our Master Plan to modernize the facility, enhance the guest experience, and create new revenue streams.

Through this partnership, Xpodigital will fund approximately **\$1.5M in digital infrastructure**, including LED video walls and a facility-wide digital signage network. In return, Huntington Place will make a **one-time infrastructure investment of approximately \$540,000** to support power, data, structural, and permitting requirements.

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### Program Highlights

- Installation of LED video walls and digital displays across key public and event spaces
- Cloud-based content management system enabling real-time messaging
- Fully managed ecosystem including sales, content, and technical support
- Integration into event operations and CRM platforms

The digital network will support event branding, wayfinding, live updates, and promotional content, significantly enhancing the overall guest and client experience.

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### Financial Summary

- **Xpodigital Investment:** ~\$1.5M (no cost to HPCC for equipment or installation)
- **HPCC Investment:** ~\$540K (infrastructure only)
- **5-Year Gross Revenue Projection:** ~\$8.08M
- **HPCC Net Revenue:** ~\$3.47M
- **ROI:** ~6.4x return
- **Payback Period:** ~18–24 months
- **Operating Costs:** Fully covered by Xpodigital through revenue share

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## **Strategic Value**

- Enhances attendee experience through dynamic wayfinding and messaging
- Creates premium sponsorship and advertising inventory
- Improves operational efficiency through centralized content management
- Strengthens competitiveness as a technology-forward convention center
- Establishes a scalable platform for future expansion

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## **Request for Approval**

Approval is requested for an infrastructure investment of approximately \$540,000 to support installation, execution of the Xpodigital agreement, and authorization for the Chief Executive Officer, in coordination with legal counsel, to finalize and execute the contract and proceed with the design, implementation, and delivery of the digital video wall and digital signage program as presented.

# HPCC Sales Integration



**Account Manager**



**Content Specialist**



**Support Specialist**

## Staffing

- Xpodigital will staff a dedicated sales asset at the HPCC
- Xpodigital will support all content and programming needs for all event / HPCC client
- Xpodigital personnel will be fully trained in our sales and support solution

## Collaboration

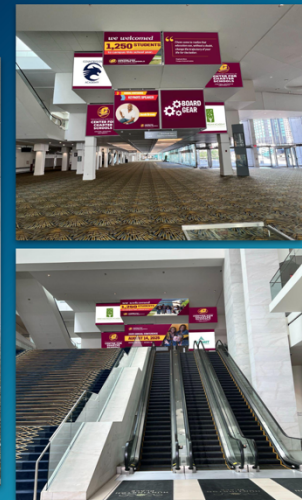
- All Xpodigital personnel will work directly with the HPCC to ensure effective sales communications
- Xpodigital staff will be available for external marketing and/or promotional events for the HPCC

# Phase 1: Atrium Stairs



1.9mm Indoor LEDs

- Center Section
- Center Cubes one screen.
- Content designed to appear as cube or full screen
- Frame & No-frame options
- Ability to expand to all cubes in future phases



# Phase 1: Washington Entrance -SP

1.9mm Outdoor LED Modules



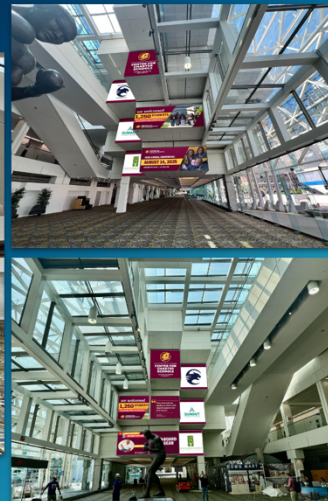
(seamless content)

(content in cube format)

# Phase 1: Washington Entrance

1.9mm Semi Outdoor LEDs

- Center Banner LED behind information desk
- Cubes on left/right
- Center Cubes, one screen
- Center Cubes on left/right: Content designed designed to appear as cube or full screen
- Frame/No frame options



# Phase 1: Hall D Entrance



Ribbon: 1.5mm indoor LED & Curved Panels  
 Wall LED: 1.5mm indoor LED w/ GOB

- Ribbon LED:
  - Left flat/Center
  - Curve/Right Flat
- LED Right Wall
  - Frame/No
  - Frame options



# Event Ad Revenue Share / Splits



SOW Term Year	Gross Revenue		NET	
	Event Advertising		DOOH	
	% HPCC	% XD	% HPCC	% XD
1	30%	70%	30%	70%
2	40%	60%	30%	70%
3	50%	50%	30%	70%
4	50%	50%	30%	70%
5	50%	50%	30%	70%

# Pro Forma Rev - Event Ads + DOOH

Gross Revenues Forecast			
Year	Event Revenue*	DOOH Revenue**	Total Revenue
1	\$950,000.00	\$130,000.00	\$1,080,000.00
2	\$1,187,500.00	\$168,000.00	\$1,355,500.00
3	\$1,365,625.00	\$270,000.00	\$1,635,625.00
4	\$1,570,469.00	\$320,000.00	\$1,890,469.00
5	\$1,727,516.00	\$374,000.00	\$2,101,516.00
TOTAL	\$6,801,109.00	\$1,262,000.00	\$8,083,109.00
			TOTAL HPCC Revenue
HPCC 5yr***	\$3,091,805.00	\$378,600.00	\$3,470,405.00

\*\* DOOH rev share at 70% Xpodigital 30% HPCC  
 \*\*\* DOOH forecast does NOT include current outdoor-facing HPCC screens

## Partner with Experts You Can Trust

“Having Xpodigital cover the equipment costs while sharing the profits was **the best financial decision**. It made sense to outsource the promotion and management of the LED video walls. Having a **dedicated account manager** selling the value of branding the displays to our clients helped convince me to partner with Xpodigital.”

**BRIAN COMES**  
 VP of Field Operations, Americas  
 Hyatt Hotels



[Learn More](#) | [xpodigital.com](http://xpodigital.com) | 1-844-976-8324 | [sales@xpodigital.com](mailto:sales@xpodigital.com)



## LEADERSHIP BRIEF

Project: Approval to Execute Steam Purchase Agreement – Detroit Thermal

From: Bryan Crowe, Chief Executive Officer

Date: May 1, 2026

### Background:

Huntington Place requires a reliable source of steam to support building heating and operations. Following the expiration of the previous contract on November 20, 2025, the facility has transitioned to Detroit Thermal's regulated open tariff rate, which is materially higher and subject to ongoing regulatory adjustment.

Detroit Thermal has proposed a negotiated long-term agreement to replace the current tariff-based structure with defined pricing and terms.

### Status and Impact:

Detroit Thermal has proposed a **14-year steam purchase agreement** with the following key terms:

- **Term:** November 20, 2025 – September 14, 2039
- **Capacity:** 32,000 pph
- **Early Termination:** \$1.5M in Years 1–10; reduced thereafter
- **Retroactive Pricing:** Applies to the 2025–2026 winter heating season

### **Pricing Structure (Effective January 1, 2026):**

- **Capacity Charge:**  
\$1.00/pph per month, fixed for the term with no CPI adjustment  
(32,000 pph = **\$32,000/month / \$384,000 annually**)
- **O&M Charge:**  
\$5.50/Mlb based on metered consumption  
Escalates annually beginning January 1, 2027 by CPI (Detroit-Warren-Dearborn CPI-U)
- **Energy Charge:**  
Monthly usage × Detroit Thermal burner-tip fuel cost × **1.7 MMBtu/Mlb multiplier**  
(Includes natural gas commodity, delivery, surcharges, and taxes)

For the period **November 20, 2025 through December 31, 2025**, steam is priced at the prior fixed rate of **\$16.48/Mlb**.

### Financial Considerations:

- Self-generation would require approximately **\$12M+** in capital investment
- Independent analysis confirms **self-generation is materially higher cost** due to capital recovery
- Purchased steam remains the **lower-cost option** at current demand levels
- The negotiated agreement is **more favorable than the open tariff rate currently in effect**
- The early termination provision provides **flexibility to pivot** if future economics change

### Key Considerations:

- **Cost Advantage:** Lower total cost compared to building and operating an on-site plant
- **Capital Preservation:** Avoids significant upfront investment
- **Tariff Avoidance:** Reduces exposure to higher and variable regulated rates
- **Flexibility:** Defined and manageable early termination option
- **Reliability:** Detroit Thermal has demonstrated **>99.9% system reliability**
- **Financial Strength:** Backed by established infrastructure investors with access to capital
- **Risk Transfer:** Eliminates on-site plant operations, maintenance, and safety risks
- **Future Opportunities:** Potential for additional savings through chilled water and cogeneration

### Conclusion:

The proposed agreement provides a **lower-cost, lower-risk, and operationally efficient solution** for meeting Huntington Place's steam requirements while preserving flexibility for future alternatives.

### Request:

The Huntington Place team requests approval from the Board of Directors to:

**Authorize the CEO to finalize and execute a 14-year Steam Purchase Agreement with Detroit Thermal, effective November 20, 2025 through September 14, 2039, including the proposed capacity, energy, and O&M pricing structure, early termination provisions (including a \$1.5 million termination fee in Years 1–10, with reduced fees thereafter), and retroactive application of negotiated pricing to the 2025–2026 winter heating season.**

**Further authorize the CEO to execute all related agreements, amendments, and supporting documents, and to approve non-material modifications necessary to implement the agreement.**



## LEADERSHIP BRIEF

Project: Approval for Food & Beverage Equipment Purchase with Sodexo, Marketing, and Capital Equipment Reserve Fund FY2026

From: Bryan Crowe, Chief Executive Officer

Date: May 1, 2026

### Background:

Huntington Place is preparing for a series of high-volume events scheduled for late June through early July, including the Links conference and Delta events over the Fourth of July weekend. Recent updates from event organizers indicate significant increases in attendance, along with the addition of new meal functions.

Projected plated meal volumes are as follows:

Links (End of June, 2026):

- 10,500 lunches (3 days)
- 2,000 breakfasts
- 1,700 dinners (*newly added*)

Delta (July 4th Weekend, 2026):

- 6,800 lunches (2 days)
- 2,500 dinners

### Status:

These increases materially impact our Food & Beverage (F&B) service capacity. Based on current inventory levels, we do not have sufficient plateware and plate covers to support this volume while maintaining service standards and turnaround times.

To meet operational demands, we estimate the need to procure approximately 2,500 additional plates and corresponding plate covers, with an anticipated cost NTE \$65,000. Upon approval, this cost would be taken from the Sodexo Marketing and Capital Equipment Reserve Fund that currently has a balance of \$490,386.96 available for expenditure.

Per procurement policy, purchases exceeding \$30,000 require Board approval. While a formal procurement process will be conducted to ensure competitive pricing and compliance, the timeline presents a constraint.

We are approximately two months out from the Links event, and given manufacturing, ordering, and delivery lead times, delaying approval until a potential June Board meeting poses a significant operational risk.

**Request:**

The Huntington Place team is requesting the approval of the Board of Directors to utilize the Sodexo Marketing and Capital Equipment Reserve fund to acquire these 2 items at NTE \$65,000 and authorize the CEO to execute all related approvals, contracts, and documents.



HUNTINGTON PLACE  
CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE SIX MONTHS ENDED MARCH 31, 2026

Prepared: April 23, 2026



# DRCFA/HUNTINGTON PLACE FINANCIAL STATEMENT HIGHLIGHTS MARCH 2026

## EVENTS

- Autorama 2026 (73rd Annual)
- National Council on Education for the Ceramic Arts Conference
- Camping World Ultimate RV Show
- DECA 80th Annual State Career Development Conf
- 2026 Nonprofit Technology Conference (26NTC) NTEN
- Totally Rad Vintage Fest
- JUMP Dance Convention (DanceOne Tours)
- Lubricant Expo/ The Bearing Show
- UCE Ultimate Nationals
- Women of Excellence
- Edge Talent Competition
- Michigan Sneaker XChange
- Detroit Science & Engineering Fair
- Detroit Economic Club Governor Andy Beshear
- CBO JW Marriott Waterview Square Quarterly Update
- DPD IACP Women in Leadership (International Association of Chiefs of Police)

There were 16 events in March headlined by the 73<sup>rd</sup> Annual Autorama and Camping World Ultimate RV Show with a combined 63,000 attendees. The National Council on Education for the Ceramic Arts Conference was a strong conference with 5,000 attendees.

The March net operating loss of \$10.6k is \$180.6k less than the budget net operating surplus of \$170.0k.

The Rolling Forecast projects a net operating loss of \$504.5k for the fiscal year compared to the budgeted net operating income of \$455.9k, a negative variance of \$960.5k.

Total Event Income – March 2026 Total Event Income was \$1.01 million, which was \$92.0k less than the \$1.10 million in the approved FY 2026 budget.

- Rental Income was \$478.4k for events compared to \$492.6k in the budget.
- Food & Beverage commission was \$346.9k vs. \$406.6k budgeted.
- The Electrical Services commission was \$34.2k, compared to \$52.9k budgeted.
- The Audio/Visual commission was \$12.9k compared to \$33.6k in the budget. The year-to-date total of A/V Commission of \$334.1k represents 77.5% of the A/V commission annual budget, from the first six months (50.0%).

Parking Revenue – Daily (\$398.4k), monthly (\$86.3k) and event parking (\$14.2k) revenue for March was \$498.9k, compared to \$702.9k in the budget. When adding the Autorama parking revenue from the last 2 days of February, \$201.4k from 33,258 attendees on 2/27 & 2/28, the total parking revenue is \$700.3k, which is \$2.6k less than the March parking budget of \$702.9. The budget anticipated 113,250 attendees averaging \$5.62 per vehicle and actual was 101,137 attendees at \$5.93 per vehicle while including the first 2 days of Autorama

Other Operating Income – Year-to-date video board advertising income of \$223.0k was under budget by \$52.0k for the first six months compared to \$275.0k in the budget.

Indirect Operating Expenses – March operating expenses were \$263.6k (11.8%) under the budget. Year-to-date expenses were under budget by \$1.43 million (10.6%). Expenses are shown by department with monthly expenses compared to monthly budgets.

Balance Sheet – The Bond Funds (US Treasuries) are restricted for Second Avenue construction, Hotel Investment, Skybridge and JLA Parking Garage renovation costs. The bond funds also include funds restricted for the October 1, 2026 bond interest and principal payment.

### Additional Board Reporting for March 2026:

1. Parking Revenue Memo
2. Bad debt expense up to \$5k – none.
3. Claims paid up to \$15k – none
4. Check register – attached.
5. VISA charges – March 2026.
6. Contracts between \$5k and \$30k – 1) First Choice Coffee; 2) Lis Art Conservation – Art removal and crating; 3) Morgan Inland – Purchase of Uninterruptable Power Supplies (UPS)

**Detroit Regional Convention Facility Authority**  
**Huntington Place Detroit**  
**Rolling Forecast**  
**For the Six Months Ending March 31, 2026**

	Actual 10/1/2025 to 3/31/2026	Projected Next Month to 9/30/2026	Total Projected 2026	Budget 2026	Variance Positive (Negative)
<b>Direct Event Income</b>					
2 Rental Income	1,471,312	1,446,525	2,917,837	3,491,571	(573,734)
3 Service Income	3,259,906	2,532,555	5,792,461	6,223,032	(430,571)
4 Service Expenses	(2,510,281)	(2,122,059)	(4,632,340)	(4,777,662)	145,322
5 Total Direct Event Income	<u>2,220,937</u>	<u>1,857,021</u>	<u>4,077,958</u>	<u>4,936,941</u>	<u>(858,983)</u>
<b>Ancillary Income</b>					
7 Food & Beverage	1,477,269	2,127,943	3,605,212	3,895,536	(290,324)
8 Event Parking	361,575	60,894	422,469	395,000	27,469
9 Electrical Services	773,915	129,752	903,667	1,365,839	(462,172)
10 Audio Visual	334,104	188,964	523,068	431,107	91,961
11 Total Ancillary Income	<u>2,946,863</u>	<u>2,507,553</u>	<u>5,454,416</u>	<u>6,087,482</u>	<u>(633,066)</u>
<b>Total Event Income</b>	<u>5,167,800</u>	<u>4,364,574</u>	<u>9,532,374</u>	<u>11,024,423</u>	<u>(1,492,049)</u>
<b>Other Operating Income</b>					
13 SOM Operating Assistance	-	6,000,000	6,000,000	6,000,000	-
14 Advertising	223,020	272,573	495,593	550,000	(54,407)
15 Antenna Rental	149,595	150,600	300,195	301,200	(1,005)
16 Parking Revenue	2,648,483	998,075	3,646,558	5,153,660	(1,507,102)
17 Naming Rights Revenue	-	1,500,000	1,500,000	1,500,000	-
18 Sponsorship	-	125,000	125,000	125,000	-
19 Chilled Water	6,810	78,570	85,380	82,170	3,210
20 Interest Income	562,291	632,498	1,194,789	1,265,000	(70,211)
21 Other Income	619,730	541,237	1,160,967	880,932	280,035
22 Total Other Oper Income	<u>4,209,929</u>	<u>10,298,553</u>	<u>14,508,482</u>	<u>15,857,962</u>	<u>(1,349,480)</u>
<b>Adjusted Gross Income</b>	<u>9,377,729</u>	<u>14,663,127</u>	<u>24,040,856</u>	<u>26,882,385</u>	<u>(2,841,529)</u>
<b>Indirect Expenses</b>					
5125 Administration	1,428,480	1,641,870	3,070,350	3,096,247	25,898
5100 Finance (incl Insurance)	1,193,967	1,209,832	2,403,799	2,475,664	71,865
5175 Information Technology	313,883	381,984	695,867	834,618	138,752
5300 Facilities	653,701	728,526	1,382,227	1,668,446	286,220
5275 Sales	384,734	409,949	794,683	819,898	25,215
5276 Marketing	159,242	298,169	457,411	656,337	198,927
1500 Guest Experience	43,753	110,983	154,736	221,966	67,230
5150 Human Resources	158,423	206,282	364,705	412,563	47,859
5400 Public Safety	1,355,905	1,443,501	2,799,406	2,983,001	183,596
2500 Engineering	994,409	1,451,963	2,446,372	3,059,680	613,309
5200 Environmental Services	1,312,313	1,270,271	2,582,584	2,640,324	57,740
5375 Utilities	2,502,539	1,710,839	4,213,378	4,275,239	61,861
2700 Parking	781,484	714,243	1,495,727	1,529,103	33,376
1400 Production Services	379,009	444,297	823,306	867,218	43,912
1200 Event Management	416,425	444,413	860,838	886,147	25,309
<b>Total Operating Expenses</b>	<u>12,078,267</u>	<u>12,467,118</u>	<u>24,545,385</u>	<u>26,426,451</u>	<u>1,881,066</u>
<b>Net Operating Income (Loss)</b>	<u>(2,700,538)</u>	<u>2,196,008</u>	<u>(504,530)</u>	<u>455,934</u>	<u>(960,464)</u>
<b>Nonoperating Revenue (Expense)</b>					
25 SOM Bond Service-Interest	19,422,850	2,727,406	22,150,256	19,945,393	2,204,863
26 SOM Bond Service-Principal	-	5,270,000	5,270,000	19,300,000	(14,030,000)
27 Bond Interest Income	1,194,149	1,236,000	2,430,149	3,000,000	(569,851)
28 Bond Interest Expense	(7,040,124)	(15,110,132)	(22,150,256)	(19,945,393)	(2,204,863)
29 Bond Principal Payments	-	(5,270,000)	(5,270,000)	(19,300,000)	14,030,000
30 Depreciation Expense	-	-	-	-	-
31 Bond Issuance Costs	(1,281,122)	(250,000)	(1,531,122)	(530,000)	(1,001,122)
<b>Nonoper Revenue (Expense), Net</b>	<u>12,295,753</u>	<u>(11,396,726)</u>	<u>899,027</u>	<u>2,470,000</u>	<u>(1,570,973)</u>
<b>Net Income (Loss)</b>	<u>9,595,215</u>	<u>(9,200,718)</u>	<u>394,497</u>	<u>2,925,934</u>	<u>(2,531,437)</u>

**Detroit Regional Convention Facility Authority  
Consolidated Income Statement  
For the Six Months Ended March 31, 2026**

	Current Month			Prior Year - Current Month		Current Year-To-Date			FY 2026	YTD %
	Actual	Budget	Variance	Actual	Variance	Actual	Budget	Variance	Budget	50.0%
	A	B	C	D	E	F	G	H	I	F/I
Attendance-Actual	101,137	113,250	(12,113)	106,758	(5,621)	441,874	567,300	(125,426)	741,875	59.6%
Event Days	52	39	13	40	12	202	228	(26)	401	50.4%
<b>Operating Income</b>										
<b>1 Direct Event Income</b>										
2 Rental Income	478,352	492,600	(14,248)	511,511	(33,159)	1,471,312	2,026,546	(555,234)	3,491,571	42.1%
3 Service Revenue	527,397	446,983	80,414	545,219	(17,822)	3,259,906	3,485,059	(225,153)	6,223,032	52.4%
4 Service Expenses	(403,238)	(363,473)	(39,765)	(384,129)	(19,109)	(2,510,281)	(2,455,455)	(54,826)	(4,777,662)	52.5%
5 <b>Total Direct Event Income</b>	<b>602,511</b>	<b>576,110</b>	<b>26,401</b>	<b>672,601</b>	<b>(70,090)</b>	<b>2,220,937</b>	<b>3,056,150</b>	<b>(835,213)</b>	<b>4,936,941</b>	<b>45.0%</b>
<b>6 Ancillary Income</b>										
7 F&B Catering	346,876	406,550	(59,674)	437,058	(90,182)	1,477,269	1,550,438	(73,169)	3,895,536	37.9%
8 Event Parking	14,225	33,584	(19,359)	8,240	5,985	361,575	343,230	18,345	395,000	91.5%
9 Electrical Services	34,211	52,876	(18,665)	99,738	(65,527)	773,915	961,318	(187,403)	1,365,839	56.7%
10 Audio Visual	12,891	33,621	(20,730)	54,363	(41,472)	334,104	215,237	118,867	431,107	77.5%
11 <b>Total Ancillary Income</b>	<b>408,203</b>	<b>526,631</b>	<b>(118,428)</b>	<b>599,399</b>	<b>(191,196)</b>	<b>2,946,863</b>	<b>3,070,223</b>	<b>(123,360)</b>	<b>6,087,482</b>	<b>48.4%</b>
12 <b>Total Event Income</b>	<b>1,010,714</b>	<b>1,102,741</b>	<b>(92,027)</b>	<b>1,272,000</b>	<b>(261,286)</b>	<b>5,167,800</b>	<b>6,126,373</b>	<b>(958,573)</b>	<b>11,024,423</b>	<b>46.9%</b>
<b>13 Other Operating Income</b>										
14 SOM Operating Assistance	-	-	-	-	-	-	-	-	6,000,000	0.0%
15 Advertising	26,138	45,833	(19,695)	1,213	24,925	223,020	274,998	(51,978)	550,000	40.5%
16 Antenna Rental	24,946	24,947	(1)	24,220	726	149,595	149,601	(6)	301,200	49.7%
17 Parking Revenue	484,680	701,513	(216,833)	490,825	(6,145)	2,648,483	3,623,578	(975,095)	5,153,660	51.4%
18 Naming Rights Revenue	-	-	-	-	-	-	-	-	1,500,000	0.0%
19 Sponsorship Income	-	125,000	(125,000)	108,750	(108,750)	-	125,000	(125,000)	125,000	0.0%
20 Chilled Water	-	-	-	-	-	6,810	3,600	3,210	82,170	8.3%
21 Other Income	303,343	302,407	936	132,651	170,692	562,291	496,601	65,690	880,932	63.8%
22 Interest Income	113,804	105,417	8,387	79,321	34,483	619,730	632,502	(12,772)	1,265,000	49.0%
23 <b>Total Other Operating Income</b>	<b>952,911</b>	<b>1,305,117</b>	<b>(352,206)</b>	<b>836,980</b>	<b>115,931</b>	<b>4,209,929</b>	<b>5,305,880</b>	<b>(1,095,951)</b>	<b>15,857,962</b>	<b>26.5%</b>
<b>Adjusted Gross Income</b>	<b>1,963,625</b>	<b>2,407,858</b>	<b>(444,233)</b>	<b>2,108,980</b>	<b>(145,355)</b>	<b>9,377,729</b>	<b>11,432,253</b>	<b>(2,054,524)</b>	<b>26,882,385</b>	<b>34.9%</b>

**Detroit Regional Convention Facility Authority  
Consolidated Income Statement  
For the Six Months Ended March 31, 2026**

	Current Month			Prior Year - Current Month		Current Year-To-Date				YTD %
	Actual	Budget	Variance	Actual	Variance	Actual	Budget	Variance	FY 2026 Budget	50.0%
	A	B	C	D	E	F	G	H	I	F/I
<b>Indirect Operating Expenses - Depts</b>										
5125 <b>Administration</b>	227,933	241,563	13,630	203,163	(24,770)	1,428,480	1,454,378	25,898	3,096,247	46.1%
5100 <b>Finance (incl Insurance)</b>	213,467	206,305	(7,162)	208,080	(5,387)	1,193,967	1,237,832	43,865	2,475,664	48.2%
5175 <b>Information Technology</b>	39,720	69,552	29,832	66,825	27,105	313,883	417,309	103,426	834,618	37.6%
5300 <b>Facilities</b>	121,508	139,037	17,529	93,888	(27,620)	653,701	834,223	180,522	1,668,446	39.2%
5275 <b>Sales</b>	59,282	68,325	9,043	53,870	(5,412)	384,734	409,949	25,215	819,898	46.9%
5276 <b>Marketing</b>	25,972	54,695	28,723	23,480	(2,492)	159,242	328,169	168,927	656,337	24.3%
1500 <b>Guest Experience (new in '26)</b>	7,423	18,497	11,074	-	(7,423)	43,753	110,983	67,230	221,966	19.7%
5150 <b>Human Resources</b>	28,565	34,380	5,815	31,192	2,627	158,423	206,282	47,859	412,563	38.4%
5400 <b>Public Safety</b>	262,185	248,583	(13,602)	227,152	(35,033)	1,355,905	1,491,501	135,596	2,983,001	45.5%
2500 <b>Engineering</b>	91,740	254,973	163,233	153,827	62,087	994,409	1,529,840	535,431	3,059,680	32.5%
5200 <b>Environmental Services</b>	221,714	220,027	(1,687)	201,431	(20,283)	1,312,313	1,320,162	7,849	2,640,324	49.7%
5375 <b>Utilities</b>	447,530	408,350	(39,180)	409,151	(38,379)	2,502,539	2,529,400	26,861	4,275,239	58.5%
2700 <b>Parking</b>	125,411	127,425	2,014	120,938	(4,473)	781,484	764,552	(16,933)	1,529,103	51.1%
1400 <b>Production Services</b>	33,653	72,268	38,615	45,272	11,619	379,009	433,609	54,600	867,218	43.7%
1200 <b>Event Management</b>	68,130	73,846	5,716	38,209	(29,921)	416,425	443,074	26,648	886,147	47.0%
<b>Total Operating Expenses</b>	<b>1,974,233</b>	<b>2,237,827</b>	<b>263,594</b>	<b>1,876,478</b>	<b>(97,755)</b>	<b>12,078,267</b>	<b>13,511,260</b>	<b>1,432,993</b>	<b>26,426,451</b>	<b>45.7%</b>
			11.8%					10.6%		
<b>Net Operating Income (Loss)</b>	<b>(10,608)</b>	<b>170,031</b>	<b>(180,639)</b>	<b>232,502</b>	<b>(243,110)</b>	<b>(2,700,538)</b>	<b>(2,079,007)</b>	<b>(621,531)</b>	<b>455,934</b>	<b>-592.3%</b>
<b>Nonoperating Revenue (Expense)</b>										
25 SOM Bond Service-Interest	1,646,634	-	1,646,634	-	(1,646,634)	19,422,850	9,972,696	9,450,154	19,945,393	97.4%
26 SOM Bond Service-Principal	-	-	-	-	-	-	-	-	-	0.0%
27 Bond Interest Income	171,603	250,000	(78,397)	420,734	249,131	1,194,149	1,500,000	(305,851)	3,000,000	39.8%
28 Bond Interest Expense	(7,040,124)	-	(7,040,124)	-	7,040,124	(7,040,124)	-	(7,040,124)	(19,945,393)	0.0%
29 Bond Principal Payments	-	-	-	-	-	-	-	-	-	0.0%
30 Bond Issuance Costs	(999,485)	-	(999,485)	-	999,485	(1,281,122)	-	(1,281,122)	(530,000)	241.7%
31 Amortization of Bond Premium	-	-	-	-	-	-	-	-	-	0.0%
<b>Nonoper Revenue (Expense), Net</b>	<b>(6,221,372)</b>	<b>250,000</b>	<b>(6,471,372)</b>	<b>420,734</b>	<b>6,642,106</b>	<b>12,295,753</b>	<b>11,472,696</b>	<b>823,057</b>	<b>2,470,000</b>	<b>#DIV/0!</b>
<b>Net Income (Loss)</b>	<b>(6,231,980)</b>	<b>420,031</b>	<b>(6,652,011)</b>	<b>653,236</b>	<b>6,398,996</b>	<b>9,595,215</b>	<b>9,393,689</b>	<b>201,526</b>	<b>2,925,934</b>	<b>327.9%</b>

**Consolidated Balance Sheet**  
**For the Six Months Ended March 31, 2026**

<b>ASSETS</b>	<u>3/31/2026</u>	<u>2/28/2026</u>
<b>Current Assets</b>		
A Checking/Savings/Money Market - Unrestricted	\$ 42,334,395	\$ 46,626,762
B Bond Funds (US Treasuries) - Restricted	59,086,630	57,296,485
C Total Cash	<u>101,421,025</u>	<u>103,923,246</u>
D Accounts Receivable, less allowance for doubtful accounts	1,526,514	1,486,868
E Prepaid Expenses	879,945	1,340,059
<b>Total Current Assets</b>	<u>103,827,484</u>	<u>106,750,173</u>
G Capital Lease Receivable - Long-Term Antenna Rentals	3,391,622	3,391,622
H Net Fixed Assets	387,975,371	382,875,158
I Hotel Investment	<u>202,051,551</u>	<u>202,051,551</u>
<b>TOTAL ASSETS</b>	<u><b>\$ 697,246,028</b></u>	<u><b>\$ 695,068,504</b></u>
 <b>LIABILITIES AND NET POSITION</b>		
<b>Current Liabilities</b>		
J Accounts Payable	\$ 3,341,128	\$ 3,199,939
K Retainage Payable	4,280,007	3,941,695
L Accrued Liabilities	376,735	233,312
M Customer Deposits	918,561	1,009,400
N Deferred Revenue	276,923	417,428
O Sodexo Live! Capital & Marketing Reserve	503,672	485,748
<b>Total Current Liabilities</b>	<u>9,697,026</u>	<u>9,287,522</u>
 <b>Long Term Liabilities</b>		
Q Bond Payable - 2024C	104,205,000	104,205,000
R Bond Payable - 2026B	154,580,000	149,745,000
S Bond Payable - 2026C	135,155,000	131,990,000
T Bond Payable - 2026A	50,290,000	50,290,000
U Net Original Issue Premium/Discount	30,978,712	30,978,712
V Long-Term Lease Obligations - antenna rentals	3,391,622	3,391,622
<b>Total Long Term Liabilities</b>	<u>478,600,334</u>	<u>470,600,334</u>
 <b>NET POSITION</b>		
W Net Position	197,869,211	197,874,206
X Net Position - current year income	9,595,215	15,827,195
Y Art transferred from Art Foundation	1,484,242	1,479,247
<b>Total Net Position</b>	<u>208,948,668</u>	<u>215,180,648</u>
<b>TOTAL LIABILITIES AND NET POSITION</b>	<u><b>\$ 697,246,028</b></u>	<u><b>\$ 695,068,504</b></u>

Legends Global Managed Facility



# Memo

**To:** Board of Directors  
**From:** Philip Webb, Director of Finance  
**Date:** May 1, 2026  
**Re:** Differences in Parking Revenue for the Six Months Ended March 31, 2026

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Through March 31, 2026, there is an unfavorable variance in total Parking revenue of \$956,750.

The FY 2026 Budget through March 31, 2026 includes attendance of 567,300, and daily & event parking (non-monthly) of \$3,360,530, averaging \$5.92 per attendee. The actual results for the six months are 441,874 attendees and \$2,438,778 daily parking revenue, averaging \$5.52 per attendee. Digging into the data, here are the reasons for the differences.

The difference in attendance is 125,426, mainly from the following 2 events:

- Canceled Immersive Van Gogh/Monet event with an expected 65,000 attendees.
- Fewer Detroit Auto Show 2026 attendees of 61,243 (225,000 less 163,757 actual).
- All other events had a net difference of 817 attendees.

When we do the math, the \$921,752 can be further dissected:

- |  |                  |               |
|--|------------------|---------------|
| • Attendance difference of 125,426 at the actual rate of \$5.52 =  | \$692,247        | 75.1%         |
| • Actual attendance of 441,874 at incremental rate of \$0.40 =     | \$178,763        | 19.4%         |
| • Attendance difference of 125,426 at incremental rate of \$0.40 = | <u>\$50,742</u>  | <u>5.5%</u>   |
| • Total difference of  | <u>\$921,752</u> | <u>100.0%</u> |

The result is that 75.1% of the difference is due to reduced attendance. About 19.4% of the difference is due to having a higher “per cap” in the budget than realized. The remaining 5.5% of the difference is due to attendance differences times the difference in the per cap rate.

There is also an unfavorable variance with the monthly parking of \$34,998 due to a monthly contract that ended in December 2025 that was included in the FY 2026 Budget for 12 months. Therefore, the total year-to-date difference is \$956,750.

The Rolling Forecast includes the projection of total parking revenue of \$4,069,027, which is \$1,479,633 less than the FY 2026 budget of \$5,548,660. To help close the gap, an Operations and Marketing task force was created to explore ways to drive more parking to Huntington Place that is not necessarily event related.

LEGENDS GLOBAL  
CHECK REGISTER -MARCH 2026

	<u>Check Date</u>	<u>Check #</u>	<u>Vendor #</u>	<u>Vendor</u>		<u>Amount</u>
1	3/6/2026	37142	82602	ADP, Inc.	\$	1,286.48
2	3/6/2026	37143	82991	Amazon Capital Services	\$	1,038.77
3	3/6/2026	37144	1001760	ARC Document Solutions LLC	\$	3,946.92
4	3/6/2026	37145	83019	Blue Cross Blue Shield of Michigan	\$	20,937.73
5	3/6/2026	37146	82635	Cardmember Service	\$	16,779.92
6	3/6/2026	37147	1001574	Carla Izzard	\$	12.62
7	3/6/2026	37148	82527	Central Pension Fund	\$	45.85
8	3/6/2026	37149	82814	David Bate	\$	138.94
9	3/6/2026	37150	83054	Detroit Water & Sewerage Department	\$	18,588.77
10	3/6/2026	37151	82511	Downriver Refrigeration Supply Company	\$	472.53
11	3/6/2026	37152	1001802	EventRedi LLC	\$	7,162.60
12	3/6/2026	37153	82560	GFL Environmental	\$	958.87
13	3/6/2026	37154	82948	Grainger, Inc.	\$	199.96
14	3/6/2026	37155	82909	Hotsy Midwest Cleaning Systems	\$	301.49
15	3/6/2026	37156	82764	IATSE Local 38	\$	3,725.39
16	3/6/2026	37157	82846	IATSE Locals 38 and 812 Pension Fund	\$	13,380.31
17	3/6/2026	37158	82727	IATSE National Benefit Funds	\$	24,803.01
18	3/6/2026	37159	82558	IATSE Training Trust Fund	\$	465.70
19	3/6/2026	37160	82906	Int'l Union of Operating Engineers	\$	418.22
20	3/6/2026	37161	82898	Irwin Seating Company	\$	4,761.00
21	3/6/2026	37162	1001671	Johnie Ankton	\$	39.88
22	3/6/2026	37163	82985	Johnson Controls	\$	15,075.00
23	3/6/2026	37164	1001764	Lasting Impressions, Inc.	\$	452.32
24	3/6/2026	37165	82407	MEA Incorporated	\$	2,100.00
25	3/6/2026	37166	82994	Michigan Building Trades Council	\$	642.53
26	3/6/2026	37167	82826	Michigan Council 25 AFSCME	\$	816.80
27	3/6/2026	37168	82549	Quality Equipment Repair	\$	1,295.95
28	3/6/2026	37169	83023	SAFE Management LLC	\$	80,414.92
29	3/6/2026	37170	82404	SEIU Local 1 Cope	\$	35.00
30	3/6/2026	37171	82694	SEIU Union Local 1	\$	2,787.50
31	3/6/2026	37172	1001796	Selena Linares	\$	733.08
32	3/6/2026	37173	82982	Tennant Sale and Service Company	\$	460.87
33	3/6/2026	37174	82531	Young Supply Co.	\$	528.89
34	3/16/2026	37175	82813	Advance Plumbing & Heating Supply Co.	\$	472.81
35	3/16/2026	37176	1001659	Aecom Great Lakes	\$	220,596.32
36	3/16/2026	37177	82597	Airgas USA, LLC	\$	596.61
37	3/16/2026	37178	82991	Amazon Capital Services	\$	186.71
38	3/16/2026	37179	1001618	Anderson, Eckstein, & Westrick, Inc.	\$	40,596.00
39	3/16/2026	37180	82623	Applied Innovation	\$	101.48
40	3/16/2026	37181	1001760	ARC Document Solutions LLC	\$	485.80
41	3/16/2026	37182	82448	ATC Group Services LLC	\$	9,415.00
42	3/16/2026	37183	82713	Beacon Energy Holdings LLC	\$	209,469.07
43	3/16/2026	37184	83000	Blue Care Network of Michigan	\$	86,231.93
44	3/16/2026	37185	82469	Carbonhouse	\$	900.00
45	3/16/2026	37186	82984	Cintas Corporation	\$	262.35
46	3/16/2026	37187	1001591	Dan's Excavating, Inc.	\$	610,113.85

LEGENDS GLOBAL  
CHECK REGISTER -MARCH 2026

	<u>Check Date</u>	<u>Check #</u>	<u>Vendor #</u>	<u>Vendor</u>		<u>Amount</u>
47	3/16/2026	37188	1001737	DeMaria Building Company Inc.	\$	141,894.02
48	3/16/2026	37189	82705	DTE Energy	\$	178,442.22
49	3/16/2026	37190	82530	DTE Energy - Gas	\$	3,323.00
50	3/16/2026	37191	1001799	Epiphany Studios, LTD	\$	3,100.00
51	3/16/2026	37192	82843	First Choice Coffee Services	\$	1,638.00
52	3/16/2026	37193	1001623	Fishbeck, Thompson, Carr & Huber, Inc.	\$	72,976.12
53	3/16/2026	37194	82478	General Retirement System of the COD	\$	934.06
54	3/16/2026	37195	1001783	GNR Snow Removal LLC	\$	6,616.99
55	3/16/2026	37196	1001566	Government Consultant Services Inc	\$	4,250.00
56	3/16/2026	37197	82734	HD Supply - Home Depot PRO	\$	147.18
57	3/16/2026	37198	82978	Herc Rentals, Inc.	\$	2,439.73
58	3/16/2026	37199	131044	IATSE National Benefit Funds	\$	309.76
59	3/16/2026	37200	1001750	IMEG Consultants Corp	\$	3,615.00
60	3/16/2026	37201	76383	Imperial Dade	\$	326.88
61	3/16/2026	37202	82506	Kelly Services, Inc.	\$	16,629.60
62	3/16/2026	37203	83024	Kone Inc.	\$	55,335.72
63	3/16/2026	37204	1001764	Lasting Impressions, Inc.	\$	2,021.27
64	3/16/2026	37205	82784	Lovio George Communications + Design	\$	4,500.00
65	3/16/2026	37206	1001596	Maureen A. Powers	\$	1,666.67
66	3/16/2026	37207	78767	Momentum Technologies	\$	2,835.00
67	3/16/2026	37208	1001601	Muchmore Harrington Smalley & Assoc, LLC	\$	4,250.00
68	3/16/2026	37209	82719	Orbis Payment Services, Inc.	\$	121.95
69	3/16/2026	37210	82916	Power Techniques, Inc.	\$	26,170.59
70	3/16/2026	37211	82998	Premier Creative Group	\$	22,246.50
71	3/16/2026	37212	1001657	Roncelli, Inc.	\$	899,113.04
72	3/16/2026	37213	83023	SAFE Management LLC	\$	1,531.25
73	3/16/2026	37214	82509	Sodexo Live! Centerplate	\$	12,723.82
74	3/16/2026	37215	1001661	Somat Engineering Inc	\$	11,179.21
75	3/16/2026	37216	82982	Tennant Sale and Service Company	\$	827.09
76	3/16/2026	37217	82996	Terminix Processing Center	\$	2,607.36
77	3/16/2026	37218	82710	The Macomb Group Inc.	\$	6,228.00
78	3/16/2026	37219	82455	Threshold 360, Inc.	\$	2,299.00
79	3/16/2026	37220	131073	VFP Fire Systems	\$	3,296.00
80	3/16/2026	37221	82638	WC Ducomb Company, Inc.	\$	259.94
81	3/16/2026	37222	1001735	Weber Security Group, Inc.	\$	42.00
82	3/16/2026	37223	1001559	Yeo & Yeo PC	\$	15,000.00
83	3/16/2026	37224	82531	Young Supply Co.	\$	1,384.20
84	3/24/2026	37254	82597	Airgas USA, LLC	\$	3,766.51
85	3/24/2026	37255	1001659	Amazon Capital Services	\$	3,071.25
86	3/24/2026	37256	82597	AT & T	\$	2,701.48
87	3/24/2026	37257	82991	Atlas Fuel Services, LLC	\$	8,227.73
88	3/24/2026	37258	1001618	Becky Bixby	\$	198.45
89	3/24/2026	37259	82623	Cardmember Service	\$	13,129.07
90	3/24/2026	37260	1001760	City of Detroit - Police Dept	\$	10,297.87
91	3/24/2026	37261	82448	Darrell Lewis	\$	150.00
92	3/24/2026	37260	82713	Detroit Water & Sewage Depart	\$	18,589.79

LEGENDS GLOBAL  
CHECK REGISTER -MARCH 2026

	<u>Check Date</u>	<u>Check #</u>	<u>Vendor #</u>	<u>Vendor</u>		<u>Amount</u>
93	3/24/2026	37263	83000	DTE Energy	\$	21,626.97
94	3/24/2026	37264	82469	DTE Energy - Gas	\$	1,565.11
95	3/24/2026	37265	82984	Flashparking, Inc	\$	950.00
96	3/24/2026	37266	1001591	GFL Enviromental	\$	2,105.14
97	3/24/2026	37268	1001737	GNR Snow Removal LLC	\$	57,127.61
98	3/24/2026	37269	82705	Greg DeSandy	\$	6,358.40
99	3/24/2026	37270	82530	IATSE National Benefit Funds	\$	533.84
100	3/24/2026	37271	1001799	Jennifer Berkmeir	\$	486.85
101	3/24/2026	37272	82843	Kelly Services, Inc	\$	40,048.32
102	3/24/2026	37273	1001623	Lasting Impression	\$	5,901.45
103	3/24/2026	37274	82478	Michigan Catt	\$	8,508.13
104	3/24/2026	37275	1001783	Phillip Webb	\$	588.50
105	3/24/2026	37276	1001566	Plunkett Cooney, PC	\$	40,498.70
106	3/24/2026	37277	82734	Quality Equipment Repair	\$	2,848.75
107	3/24/2026	37278	82978	Ryan W Spry	\$	766.26
108	3/24/2026	37279	131044	SMG	\$	12,451.47
109	3/24/2026	37280	1001750	Tennant Sale and Service Co	\$	889.60
110	3/24/2026	37281	76383	Teoma Systems	\$	140.00
111	3/16/2026	37282	83008	Verizon	\$	2,344.23
112	3/30/2026	37283	82894	123 Net, Inc	\$	1,719.26
113	3/30/2026	37284	1001806	American United Life Insurance	\$	10,119.87
114	3/30/2026	37285	1001618	Anderson, Eckstein & Westrick	\$	64,974.00
115	3/30/2026	37286	1001760	ARC Document Solution	\$	2,568.50
116	3/30/2026	37287	82448	ATC Group Services, LLC	\$	4,704.37
117	3/30/2026	37288	1001748	Central States HVAC	\$	29,267.21
118	3/30/2026	37289	1001809	CleanSheild	\$	19,065.00
119	3/30/2026	37290	82650	Cochrane Supply & Engineering	\$	553.12
120	3/30/2026	37291	82728	Crown Castle Fiber	\$	2,450.00
121	3/30/2026	37292	1001737	DeMaria Building Company	\$	34,149.36
122	3/30/2026	37293	82843	First Choice Coffee Services	\$	360.17
123	3/30/2026	37294	1001786	Frank Kennedy	\$	322.30
124	3/30/2026	37295	82570	Groundwork O	\$	1,800.00
125	3/30/2026	37296	131044	IATSE National Benefit Funds	\$	218.64
126	3/30/2026	37297	76383	Imperial Dade	\$	15,968.13
127	3/30/2026	37298	82506	Kelly Services, Inc	\$	8,099.52
128	3/30/2026	37299	82417	Marsh USA, Inc	\$	18,377.00
129	3/30/2026	37300	1001664	Matthew Lancaster	\$	334.38
130	3/30/2026	37301	82532	Metro Controls, Inc	\$	9,130.83
131	3/30/2026	37302	1001805	Michigan DECA	\$	11,759.85
132	3/30/2026	37303	82642	NAIAS Security Services	\$	2,325.00
133	3/30/2026	37304	131067	National Door Systems	\$	13,221.94
134	3/30/2026	37305	1001767	Peter Basso Associates	\$	1,223.50
135	3/30/2026	37306	82916	Power Techniques	\$	980.50
136	3/30/2026	37307	1001729	Roncelli/Brinker JV	\$	2,225,166.35
137	3/30/2026	37308	83003	SMG	\$	141,625.00
138	3/30/2026	37309	82695	SMG	\$	12,615.18

LEGENDS GLOBAL  
CHECK REGISTER -MARCH 2026

	<u>Check Date</u>	<u>Check #</u>	<u>Vendor #</u>	<u>Vendor</u>		<u>Amount</u>
139	3/30/2026	37310	82509	Sodexo Live! Centerplate	\$	2,584.82
140	3/30/2026	37311	1001661	Somat Engineering, Inc	\$	1,727.77
141	3/30/2026	37312	1001807	Spencer O'Neal	\$	363.91
142	3/30/2026	37313	1808	Testing Engineers & Consultants	\$	14,473.50
143	3/30/2026	37314	2647	The Wichman Company	\$	1,772.68
					<b>TOTAL: \$</b>	<b>5,836,410.06</b>

**VISA Credit Card Charges - March 2026 - - Completed on 04/17/2026 - GLJ01045265 - Total \$7,188.90**


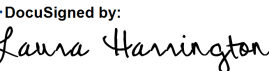


Vendor	Date	Cost	GL AC	Dept	Notes
Mailchimp	3/11/2026	\$ 331.00	710010	5276	monthly plan (email blasts)
CorelDraw Subscription for Windows IT	3/31/2026	\$ 285.14	710145	5175	IT subscription (will be refunded next month)
TXT1800Com	2/26/2026	\$ (60.00)	710145	5150	refund for text back auto responder
Google Ads	3/1/2026	\$ 440.28	710005	5276	Google Ad Top Search Feature
Delta Air Travel	3/3/2026	\$ 487.79	740160	5125	IPW 2026 Conference Fort Lauderdale, FL (Douglas Trueblood)
Allianz Travel Ins	3/3/2026	\$ 33.94	740160	5125	Flight Insurance for (Douglas Trueblood)
Adobe	3/4/2026	\$ 634.70	710145	5175	monthly subscription
Trello Com	3/8/2026	\$ 120.00	710190	5150	HR-Annuual fee susscription
Google Ads	3/9/2026	\$ 500.00	710005	5276	Google Ad Top Search Feature
Metropolitan Detroit - Visit Detroit	3/10/2026	\$ 75.00	740160	5125	2026 Visit Detroit Partner & Marketing Outlook ( Douglas Trueblood)
Delta Air Travel	3/10/2026	\$ 506.80	740160	1200	IPW 2026 Conference Fort Lauderdale, FL (Elliot Bowman)
4Imprint	3/11/2026	\$ 424.50	710425	5276	Javelin Pen - Metallic Trim
Crains Detroit Business	3/11/2026	\$ 249.00	710190	5276	Marketing subscription
USAT Media	3/15/2026	\$ 19.99	710190	5150	digital monthly subscription (Gannet)
Canva	3/15/2026	\$ 119.99	710190	5150	yearly subscription
Amazon Mktplace	3/16/2026	\$ 27.91	710615	5276	NY Threads Professional White Lab Coats for Men
Google Ads	3/17/2026	\$ 500.00	710005	5276	Google Ad Top Search Feature
Crains Detroit Events	3/17/2026	\$ 149.00	740160	1500	Crains 40 under 40 event (Raven Scott)
SP Felt Right Hexagon Room	3/17/2026	\$ 426.93	710005	5276	decorations for HR and front desk
Galco Industrial Electro	3/19/2026	\$ 460.78	710670	2500	Triplexor, 120VAC, Surface Mount
Adobe	3/22/2026	\$ 49.99	710145	5175	monthly subscription
Google Ads	3/24/2026	\$ 500.00	710005	5276	Google Ad Top Search Feature
Adobe	3/28/2026	\$ 21.19	710145	5175	monthly subscription
Coursera org	3/31/2026	\$ 79.00	710860	5276	marketing course for Heather Anderson
Kahooti ASA	3/31/2026	\$ 299.28	710190	5150	subscription for Kahooti ASA (annual subscription for Human Resources)
Interest	3/31/2026	\$ 207.41	710050	5100	Service charge
Kahooti ASA	3/31/2026	\$ 299.28	710190	1500	subscription for Kahooti ASA (annual subscription for Guest Services)
<b>Total Balance:</b>		<b>\$ 7,188.90</b>			<b>Mar 2026 Visa Credit Card Charges</b>



DETROIT REGIONAL CONVENTION  
 FACILITY AUTHORITY  
 1 Washington Blvd  
 Detroit, MI 48226  
 (313) 877-7974

**AUTHORIZATION FOR NEW PURCHASES**  
**\$5,000 - \$30,000**

1	Date of Request:	3/31/2026
2	Name of Requestor:	Phil Webb / Laura Harrington
3	Description of Items and/or Service:	Upgraded hot & cold beverage machine - more choices and better taste, now compostible materials
4	Cost of New Contract:	\$30,000 NTE
5	Fiscal Year to be Expensed:	FY2026
6	Approved FY 2026 Budget Amount:	\$5,280
7	Previous 12 month Spend:	FY2025 \$8,462 FY2024 \$4,346
8	Month and Year current contract expires:	N/A
9	Vendor:	First Choice / Blue Tiger
10	Vendor's Location City and State:	Troy, MI
11	SBE Certified Firm:	No
12	Source of Pricing: (RFQ, cooperative, sole source, etc)	None
13	Form of Contract:	POs
14	Contract Start Date:	7/1/2020
15	Contract End Date:	ongoing
16	Special Terms and Conditions:	
17	Vendor's Leadtime (in days):	N/A
18	Deadline for Product Delivery / Perform Services:	N/A
19	Notes/Comments:	Prior years spend < \$5k, no competitive solicitation. Upgraded machine last year with more choices drove usage. Each pod now reduced from \$0.73 to \$0.69

DocuSigned by:  3/31/2026 15:51 PM EDT Requestor's Signature and Date	DocuSigned by:  4/1/2026   9:11 AM EDT Purchasing Director's Signature and Date
Signed by:  4/3/2026   12:06 PM EDT DRCFA CEO's Signature and Date	DocuSigned by:  3/31/2026   5:51 PM EDT Finance Director's Signature and Date



DETROIT REGIONAL CONVENTION FACILITY AUTHORITY  
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 (313) 877-7974

**AUTHORIZATION FOR NEW PURCHASES**  
**\$5,000 - \$30,000**

1	Date of Request:	3/23/2026
2	Name of Requestor:	Greg DeSandy
3	Description of Items and/or Service:	Art assessment, removal and crating of paintings - due to construction
4	Cost of New Contract:	\$12,850
5	Fiscal Year to be Expensed:	FY2026
6	Approved FY 2026 Budget Amount:	CCE - Skybridge
7	Previous 12 month Spend:	N/A
8	Month and Year current contract expires:	N/A
9	Vendor:	Lis Art Conservation & Restoration Services
10	Vendor's Location City and State:	Livonia, MI
11	SBE Certified Firm:	Woman Owned
12	Source of Pricing: (RFQ, cooperative, sole source, etc)	Informal RFQ - Epiphany Studios \$10,400. Professional Movers - no quote.
13	Form of Contract:	Vendor's
14	Contract Start Date:	Beginning of February
15	Contract End Date:	Beginning of February
16	Special Terms and Conditions:	
17	Vendor's Leadtime (in days):	N/A
18	Deadline for Product Delivery / Perform Services:	work already performed
19	Notes/Comments:	DRCFA Art Committee has worked with vendor on several occasions on cleaning and conservation projects.

<p>Signed by:                    3/24/2026   1:10 PM EDT                  Requestor's Signature and Date</p>	<p>DocuSigned by:                    3/24/2026   3:28 PM EDT                  Purchasing Director's Signature and Date</p>
<p>Signed by:                    3/24/2026   5:45 PM EDT                  DRCFA CEO's Signature and Date</p>	<p>Signed by:                    3/24/2026   1:33 PM EDT                  Finance Director's Signature and Date</p>
	<p>Initial                    3/24/2026   5:45 PM EDT                  DRCFA Construction Manager</p>



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**AUTHORIZATION FOR NEW PURCHASES**  
**\$5,000 - \$30,000**

1	Date of Request:	3/19/2026
2	Name of Requestor:	Al Vasquez
3	Description of Items and/or Service:	Purchase of UPS units
4	Cost of New Contract:	\$9,009.20
5	Fiscal Year to be Expensed:	FY2026
6	Approved FY 2026 Budget Amount:	Included in budget - Code 710220
7	Previous 12 month Spend:	N/A
8	Month and Year current contract expires:	N/A
9	Vendor:	Morgan Inland LLC
10	Vendor's Location City and State:	CA
11	SBE Certified Firm:	Yes
12	Source of Pricing: (RFQ, cooperative, sole source, etc)	RFQ 17.2526
13	Form of Contract:	PO
14	Contract Start Date:	5/5/2025
15	Contract End Date:	5/12/2025
16	Special Terms and Conditions:	N/A
17	Vendor's Leadtime (in days):	4-6 weeks at most
18	Deadline for Product Delivery / Perform Services:	N/A
19	Notes/Comments:	Verified their proposal - they sell direct and receive rebate from APC

<p>Initial  </p> <p>Signed by:                    3/19/2026   4:53 PM EDT                  DRCEA CEO's Signature and Date</p>	<p>Signed by:                    3/25/2026   7:34 AM EDT                  Requestor's Signature and Date</p>	<p>DocuSigned by:                    3/25/2026   5:18 PM EDT                  Purchasing Director's Signature and Date</p>	<p>Signed by:                    3/25/2026   5:17 PM EDT                  Finance Director's Signature and Date</p>
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# DRCFA

## Joe Louis Arena Parking Garage Repairs

### Subcommittee of Capital Improvements Update

Prepared and submitted April 17, 2026, for Subcommittee working session of April 23, 2026

#### 1) Design

- a) Phase 2 Scope and Schedule pending Board direction
- b) Discussion planned for April/May subcommittee meetings

#### 2) Entitlements / Permitting

- a) Building Permit Concrete and Waterproofing approved 5/19/25
- b) Building Permit for Architectural/Life Safety package approved 7/24/25.
- c) Building Permit for Electrical package approved 10/27/25

#### 3) Procurement

- a) None anticipated.

#### 4) Construction

- a) Phase 1.1 600 Spaces Occupied
  - i) Punchlist Items ongoing
- b) Phase 1.2 Concrete Repairs Levels 6-9 approx. 70% Complete.
  - i) Full depth repairs & Tee stem encasements complete – pending final engineer review
- c) Phase 1.2 Conduit & Lighting approx. 90% Complete.
  - i) Controls schedule coordination with Operations Team
- d) Gutter Installation Complete
- e) South Walkway Broken Glazing Replacement & Pressure Bar Repairs –April
- f) Final Interior/Exterior Cleaning – May

#### 5) Phase 1.1 (600 Spaces) Occupancy Status

- a) Level 1: Substantially Complete and turned over to DRCFA 1/1/2026
- b) Level 2-3: Substantially Complete and turned over to DRCEFA on 1/6/2026
- c) Levels 4-6 (Remainder of 600 Spaces): Substantially Complete and turned over to DRCFA on 1/16/26
- d) Levels 6-9 (365 Transient Spaces): Milestone Date 5/31/26

#### 6) Subcommittee and Board of Directors Upcoming Activities

Date	Body	Activity
All mtgs	Subcommittee	Update report
Q2 2026	Subcommittee	Phase 2 Option Discussions
Q2 2026	Board	Phase 2 Decision

**DRAFT**

APRIL 23, 2026

# JLA Parking Garage – Phase 2 Options

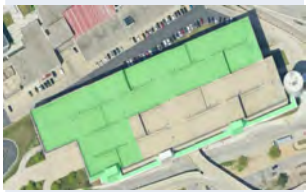



*Detroit Regional Convention Facility Authority*





# Background

- On 12/19/2024 the DRCFA Board of Directors (BOD) set a program budget for the JLA Parking Garage repairs of \$63 Million based upon an initial facility condition assessment performed by Walker Consultants. This \$63 Million does not include the previously approved acquisition cost of \$30,355,362.
- The BOD has made the following approvals for repair scope and budget:
  - 2024: Acquisition due diligence and initial shoring: \$3.3 Million
  - 3/4/2025: BOD approved a “Temporary Repair” option (3-5 year fix) for an initial 600 space parking area to meet immediate permitted parking demands by 1/1/2026 (Phase 1). This scope increased the Phase 1 Budget from \$3.3 Million to \$12 Million.
  - 4/24/2025: BOD approved adding 365 transient spaces on the upper levels of the Phase 1 area to the scope and increased the Phase 1 Budget to \$19.8 Million.
  - The remaining \$43.2 Million in program budget was held as a Project Reserve until a recommendation on the scope for remainder of the garage (Phase 2) could be made with information from the DRCFA Master Plan.

# JLA Phase 2 Options Summary

		Phase 2 Option	Total Parking	Approved Phase 1 Budget	Phase 2 Option Budget	Total JLA Program Budget
		Current Budget	965 + TBD	\$19,800,000	\$43,200,000	\$63,000,000
	1	Repair Full Structure	3,000	\$19,800,000	\$65,600,000	\$85,400,000
	2	Demolish Remainder	965	\$19,800,000	\$39,900,000	\$59,700,000
	3	Repair West Structure	1,385	\$19,800,000	\$46,900,000	\$66,700,000
	4	Repair North Structure	2,115	\$19,800,000	\$53,300,000	\$73,100,000

 Demolition  Repairs

\*Final budget for all options will be dependent on DRCFA’s desired scope of architectural repairs, PARCS, Technology, & FF&E upgrades

\*\*Phase 2 Option Budget includes \$2.5M for Soil Remediation

# Phase 2 Considerations

- **Near-Term Budget Constraints**
  - Funding constraints in the near-term (5-8 years) limit feasibility of Options 1-4 as previously presented
- **Continued Deterioration**
  - The unoccupied Phase 2 area will continue to deteriorate and could negatively impact the occupied Phase 1 area
    - Structural members in the North portion of the structure present the biggest risk
  - Delays in fully completing repairs/demolition in the Phase 2 area will require:
    - Continued inspections of the engineered shoring system
    - Continued assessment of the structural condition of the structure
    - Proactive structural repairs within the Phase 2 area to prevent impacts on Phase 1
- **Service Life of the Existing Structure**
  - The current expected service life of Phase 1 is 3-5 years
- **Authority Having Jurisdiction**
  - Without a plan for Phase 2, there is a risk that the AHJ will withhold acceptance of the Phase 1 repairs

**With the above considerations and at the direction of the DRCFA subcommittee, PMR has worked with the project team to revise Option #2 (Maintain Phase 1 & Demolish Remainder) and develop a fifth additional option for Phase 2.**

## Option #2a: Minimal Upgrades to Phase 1 & Demolish Remaining Structure

Rough Order of Magnitude (ROM) Costs	
Hard Costs	\$19,600,000
Soft Costs	\$5,600,000
Owner Contingency	\$2,800,000
<b>Total ROM</b>	<b>\$28,000,000</b>
Soil Remediation (Assumption)	\$2,500,000



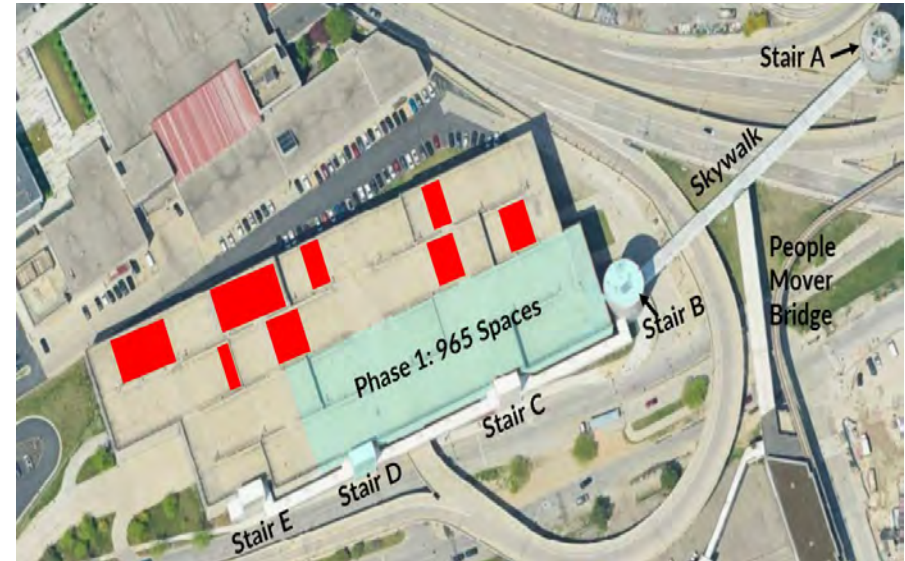
Remaining Structure Demolished

- **Schedule:**
  - Planning & Design: 6 months
  - Procurement & Permitting: 3 months
  - Construction: 6 months
  - Total: 15 months
- **Other Considerations:**
  - 965 Parking Spaces (0 additional to Phase 1)
  - Will likely require temporary closure of Phase 1 area while demolition occurs
  - \$7.6M in budget to upgrade the Phase 1 area has been removed from the scope
    - South Walkway, Stair B, Misc. Architectural, Traffic Coatings, etc.
  - Demolition to make Phase 1 a standalone structure requires structural strengthening and upgrades to meet code requirements – This cost is assumed pending structural analysis
  - This does not include budget for improvements to site once demolition is complete

\*Hard costs include demolition of remaining structure, structural strengthening, minor repairs to Phase 1

# Option #5: Selective Demolition & Targeted Repairs

Rough Order of Magnitude (ROM) Costs	
Hard Costs	\$3,900,000
Soft Costs	\$1,100,000
Owner Contingency	\$600,000
<b>Total ROM</b>	<b>\$5,600,000</b>
Soil Remediation (Assumption)	\$2,500,000



■ Selective Demolition – exact locations TBD

- **Schedule:**
  - Planning, Design, Permitting: 3 months
  - Procurement: 1 month
  - Construction: 8 months
  - Closeout: 2 months
  - Total: 14 months
  - Shoring Inspection/Maintenance: 8 years (assumed)
- **Other Considerations:**
  - Maintain 965 parking spaces – future expansion possible
  - Phase 2 area remains unoccupied
  - May require temporary/partial closure of the Phase 1 area during selective demolition/repairs
  - Further capital investment needed in the future – costs will escalate over time
  - Risk of Authority Having Jurisdiction expecting a more comprehensive plan for the unoccupied portion of the garage

## Option #5: Scope Included

Scope Item Included	ROM Budget	Comment
Demolition of Tees in Phase 2 Area	\$600,000	Remove Tees at risk of failure to mitigate impacts to Phase 1 Area from further deterioration
Targeted Concrete Repairs in Phase 2 Area	\$500,000	Targeted strengthening & concrete repairs to mitigate impacts to Phase 1 Area caused by further deterioration
Targeted Repairs in Phase 1 Area	\$200,000	As needed
Stair B Skylight Repair	\$50,000	Mitigate leak from existing skylight
Minor Roofing Repairs	\$20,000	Minor repairs to existing system
Minor MEP Repairs	\$100,000	Allowance for minor repairs as needed
Shoring Engineer Reviews	\$755,000	Quarterly review for structural stability – assumes 8 years
Shoring Maintenance	\$470,000	Continued monthly maintenance of shores in place – assumes 8 years
Soil Remediation	\$2,500,000	Scope dependent on results of Soil Flux Sampling

## Option #5: Scope Excluded

Scope Item Excluded	Comment
Wholesale Demolition	Existing garage footprint will remain
Replacement of Removed Tees	Tees will be removed and not replaced. Replacement needed at later date if the DRCFA plans to utilize the area for parking.
Non-Immediate Concrete Repairs	Phase 2 area will continue to deteriorate. It will not be suitable for parking until further investment is made. Phase 1 area will require annual maintenance.
South Walkway Façade Upgrades	Current aesthetic remains as is.
Stair B Cladding Replacement	Stair Tower will not be water-tight
Roof Replacement	Potential for leaks into South Walkway/Stairs
Electrical Service Upgrades	Existing service & distribution to remain
Upgrades to PARCS	Existing system to remain
Upgrades to IT/Security	Existing system to remain
Painting, Misc. Architectural	Current aesthetic remains as is
Pedestrian Walkways	City of Detroit assets not addressed in this budget

# JLA Phase 2 Option #5 Summary

	Phase 2 Option	Total Parking	Approved Phase 1 Budget	Phase 2 Option Budget	Soil Remediation	Total JLA Program Budget
	Current Budget	965 + TBD	\$19,800,000	\$40,700,000	\$2,500,000	\$63,000,000
2a	Demolish Phase 2 & Minimal Upgrades to Phase 1	965	\$19,800,000	\$28,000,000	\$2,500,000	\$50,300,000
5	Selective Demolition & Targeted Repairs	965 + TBD*	\$19,800,000	\$5,600,000	\$2,500,000	\$27,900,000

\*Future expansion of parking is feasible under this option if further capital investment is made.

- Near-Term Budget Constraints**

- Option #2a: Structural strengthening requirements and soil remediation make up a significant portion (\$13.8M) of estimated hard costs. Structural analysis and soil sampling could result in a reduction of these estimates.
- Option #5: Recommended Scope for long-term service life of the existing garage has been deferred to minimize investment in the short-term. The cost of deferred repairs/demolition will continue to escalate as time passes.

- Authority Having Jurisdiction**

- The City of Detroit may raise concerns with continuing to leave the existing Phase 2 area in place without major repairs/upgrades (Option #5). This may create issues in receiving a certificate of acceptance for the 365 transient spaces being completed during Phase 1.2.
- Mitigation plan to address potential concerns includes:
  - Continued, documented maintenance & inspection of the engineered shoring system
  - Targeted demolition/structural repairs to address immediate repairs
  - Phase 2 area remains closed to the public

**Option #2a Demolish Phase 2 Area; Minimal Upgrades to Phase 1**

<b>Description</b>	<b>Total</b>	<b>Comments</b>
General Requirements	\$362,000	
Demolition	\$3,622,000	Adamo Demolition
Structural Support / Shoring Allowance	\$2,000,000	Allowance for support/shoring during demolition
Foundation Upgrades Allowance	\$1,500,000	Allowance for Existing Foundation Upgrades
Structural Strengthening / Barrier Walls / Façade Allowance	\$7,800,000	Assumption - Needs structural analysis
Fire Suppression Allowance - Separate System	\$250,000	Allowance Maintain Service to Existing Garage
Mechanical/Plumbing Allowance - Separate System	\$500,000	Allowance Maintain Service to Existing Garage
Electrical Allowance - Separate system	\$500,000	Allowance Maintain Service to Existing Garage
Replace Stair B Skylight	\$50,000	Previously quoted - required to stop water intrusion
Allowance - Targeted Repairs in Phase 1 Area	\$200,000	Additional work not captured in current Phase 1
<b>CONSTRUCTION COST SUBTOTAL:</b>	<b>\$16,784,000</b>	
GENERAL BUILDING PERMIT ALLOWANCE	\$209,800	
GENERAL CONDITIONS	\$759,168	
GENERAL & PROFESSIONAL LIABILITY	\$134,272	
BUILDERS RISK INSURANCE	\$25,176	
<b>SUBTOTAL</b>	<b>\$17,912,416</b>	
CM FEE	\$492,591	
<b>SUBTOTAL</b>	<b>\$18,405,007</b>	
P/P Bond	\$184,050	
<b>SUBTOTAL</b>	<b>\$18,589,058</b>	
5% Construction Contingency	\$929,453	
<b>GRAND TOTAL ROM</b>	<b>\$19,518,510</b>	

Hard Costs	\$ 19,600,000.00
Soft Costs	\$ 5,600,000.00
Contingency	\$ 2,800,000.00
<b>Total ROM</b>	<b>\$ 28,000,000.00</b>

Soil Remediation	\$ 2,500,000.00
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	Assumption based on Roncelli/RAM input, visual observations of existing conditions, and Fishbeck concept Narrative. Extent required needs further analysis/structural review or pending results of Soil Flux Sampling.
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Option #5 Selective Demolition & Targeted Repairs		
Description	Total	Comments
General Requirements	\$153,000	Roncelli Budget - Traffic control/road closures, etc.
Remove Failing Tee's on Level 8/9 - North Structure	\$599,400	Assumes 37 Tees - RAM Budget
Allowance - Targeted Structural Repairs - North Structure	\$500,000	Assumes repairs at cross-overs, inverted tee-stems, & columns
Allowance - Targeted Repairs in Phase 1 Area	\$200,000	Additional work not captured in current Phase 1
Allowance - Mechanical/Plumbing	\$50,000	Cut/cap/relocation as needed to facilitate repairs
Allowance - Electrical	\$50,000	Cut/cap/relocation as needed to facilitate repairs
Allowance - Roofing	\$20,000	Spot repairs only
Allowance - Barriers/Fencing	\$20,000	Upgrade separation between phases
Allowance - Shoring/Bracing Adjustments	\$100,000	Adjustments over 8 years as needed.
Replace Stair B Skylight	\$50,000	Previously quoted - required to stop water intrusion
Shoring Maintenance	\$470,000	Current monthly rate + 5% escalation each year - 8 years
Quarterly Engineer Reviews of Shoring System	\$755,000	\$15K/qtr + 5% escalation each year - 8 years
<b>CONSTRUCTION COST SUBTOTAL:</b>	<b>\$2,967,400</b>	
GENERAL BUILDING PERMIT ALLOWANCE	\$37,093	
GENERAL CONDITIONS	\$325,520	
GENERAL & PROFESSIONAL LIABILITY	\$23,739	
BUILDERS RISK INSURANCE	\$4,451	
<b>SUBTOTAL</b>	<b>\$3,358,203</b>	
CM FEE	\$92,351	
<b>SUBTOTAL</b>	<b>\$3,450,553</b>	
P/P Bond	\$34,506	
<b>SUBTOTAL</b>	<b>\$3,485,059</b>	
10% Construction Contingency	\$348,506	
<b>GRAND TOTAL ROM</b>	<b>\$3,833,565</b>	

Hard Costs	\$	3,900,000.00
Soft Costs	\$	1,100,000.00
Contingency	\$	600,000.00
<b>Total ROM</b>	<b>\$</b>	<b>5,600,000.00</b>

Soil Remediation	\$	2,500,000.00
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Assumption based on Roncelli/RAM input, visual observations of existing conditions, and Fishbeck concept Narrative. Extent required needs further analysis/structural review or pending results of Soil Flux Sampling.

# DRCFA - Skybridge Connector Subcommittee of Capital Improvements Update

Prepared and submitted April 2, 2026, for the Subcommittee meeting of April 23, 2026

## 1) Design / Preconstruction Phases

- a) Roof Activation Design has kicked off with SD Drawings to be completed in Late April 2026. The cost estimate should be complete by Mid-May. If within Budget we will continue w/update to BOD/
- b) Caisson Change bulletin has been completed and material has been ordered.

## 2) Construction Phase

- a) Finalized Execution of the GMP thru Docusign.
- b) Started concrete foundation installation.
- c) Removing unforeseen concrete and foundations.
- d) The Construction Team continues working on submittals and preparing for the next work packages in accordance with the schedule.
- e) Bid Pack 1 contractors continued working on finalizing the design of the Grand Stair, Feature Wall and Façade with the design team.
- f) Putting up the temporary walls to separate the construction area from the function areas on Lvl 2 & 3.

## 3) Entitlements / Permitting - Additional permits are required that will roll up under main ones below.

- a) GLWA – pending final approval after they requested further information. Plan to have by Mid-May 2026.
- b) Full Building (BPs 1 & 4): anticipated issuance 03.06.26
- c) Encroachment (building over SYD ROW): anticipated complete 04.15.26
- d) Encroachment (non-standard pavement/details): anticipated issuance 03.06.26

## 4) Subcommittee and Board of Directors Upcoming Activities Summary

Date	Body	Activity
All mtgs	Subcommittee	Update report

# DRCFA

## Second Avenue Extension

### Subcommittee of Capital Improvements Update

Prepared April 16th for Subcommittee meeting of April 23rd, 2026

#### 1) **Construction**

- a) EOT 3 approved by the board 4/24/25
- b) As approved in EOT 3, the current milestones for construction are as follows
  - i) Vehicular access to Huntington place from Yzerman: 1/19/26: COMPLETE
  - ii) Complete for Traffic: 6/15/26
  - iii) Substantial Completion: 8/15/26
  - iv) Project closeout complete: 10/21/26
- c) As approved by the board, the scope increase of s04 has extended the project schedule as follows
  - i) S04 Substantial Completion: November of 2026
  - ii) Project closeout complete: 12/31/26

#### d) Major project activities scheduled for the next 60 days include

- 1. Placement of pedestrian bike path and walkway concrete
- 2. Placement of concrete curbing at Yzerman intersection
- 3. Placement of steel trellis structure over lodge freeway
- 4. Placement of EPS block and backfill
- 5. Placement of bridge deck concrete and approaches
- 6. Traffic shift from Yzerman back to congress
- 7. Complete for Traffic: 6/15/26

#### e) Milestones completed in the last 60 days

- 1. Placement of concrete structures to support final bridge deck over congress onramp
- 2. Placement of steel bridge beam over congress on ramp
- 3. Board Authorization of S04 (Jump Span) construction
- 4. Coordination with project design team related to the implementation of s04

#### 2) **Discussion**

##### a) **S04**

- i) S04 construction is planned to affect 2<sup>nd</sup> avenue traffic beginning in mid-July
  - 1. Both partial and full lane closures will be necessary to facilitate the construction of s04
  - 2. Jefferson avenue closures are currently in place for the s04 bridge work
    - a. It is necessary to access the work zone from Jefferson as a result of the skybridge project currently under construction
  - 3. It is recommended that Huntington place, the subcommittee, and the board deliberate on the official opening of the road to general traffic on 6/15

3) **Subcommittee and Board of Directors Upcoming Activities**

Date	Body	Activity

# DRCFA Master Plan Subcommittee of Capital Improvements Update

Prepared and April 16th, 2026, for Subcommittee meeting of April 23rd, 2026

## 1) Design

- a) Proposed project schedule as presented in Kickoff meeting
  - i) Completion of mobilization and deep dive phase: 6/20/25
  - ii) Completion of assessment and recommendation phase: 2/26/26
  - iii) Completion of “synthesize” phase: 5/1/26
- b) The AECOM team is currently 90% complete with Phase 2 of the masterplan engagement
- c) The team presented a formal update to the subcommittee for review and discussion on 1/22/26
  - i) There were multiple takeaways from that meeting that the team has updated the Master Plan accordingly
- d) PMR is currently working with CEO Crowe to update Master Plan schedule to incorporate additional information and inputs from DRCFA Board.
- e) At the direction of the board and CEO Crowe, masterplan development was paused in on February 19<sup>th</sup>, while the team prepared to coordinate with the city of Detroit’s mayor’s office.
- f) A meeting with the mayor’s office is currently scheduled for 4/27 for a presentation of the master plan and review of concepts developed
- g) It is anticipated that following this meeting with the mayor’s office, formal action will be brought forward for the board’s consideration for the selection of 2 final concepts for refinement
- h) The master plan is tentatively planned for completion in June of 2026 but will be at the board’s discretion

## 2) Subcommittee and Board of Directors Upcoming Activities

Date	Body	Activity
Q2 2026*	Subcommittee	Recommendation of final concept for finalization
Q2 2026*	Board	Formal Approval of final concept for finalization
Q2 2026*	Subcommittee	Final Masterplan Presentation
Q2 2026*	Board	Final Masterplan Presentation

*\*Dates above are tentative based on subcommittee/board direction*

### Capital Improvement Program Dashboard

										Design	Bid	Construct	date	Proj. Comp.	<input checked="" type="checkbox"/>	Complete									
		\$ 23,891,647.00	\$ 23,891,647.00		\$ 16,631.55			3/31/2026		2025				2026				2027				2028			
eBuilder Proj. #	Project Name	Board Approved Budget	Current Budget	On budget?	Diff. in Budget	Project Status	Projected Completion	Revised Completion Date	Actual Completion Date	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
7	Facility Condition Asssment (FCA)	\$ 320,000.00	\$ 320,000.00	Yes	\$ -	Complete			9/30/2024																
17	Temperature Sensors in Exhibit Halls	\$ 14,575.00	\$ 14,574.63	Under	\$ (0.37)	Complete			11/15/2024																
8	Atwater Street Light Fixtures	\$ 33,822.00	\$ 33,821.20	Under	\$ (0.80)	Complete			12/31/2024																
26	Steam trap tool	\$ 22,647.92	\$ 22,647.92	Yes	\$ -	Complete			12/31/2024																
5	Chilled Water Pump Drives	\$ 183,573.00	\$ 183,572.98	Under	\$ (0.02)	Complete			5/26/2025	bid	<input checked="" type="checkbox"/>														
4	IT Infrastructure/Core Switches	\$ 675,000.00	\$ 675,000.00	Yes	\$ -	Complete			7/15/2025	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
1	Electrical Floor Ports	\$ 780,859.00	\$ 368,724.95	Under	\$ (410,859.00)	Complete			7/21/2025	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
50	AHU 51 Cooling Coils	\$ 200,000.00	\$ 176,154.00	Yes	\$ (23,846.00)	Complete	9/20/2025		9/20/2025	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
2	M-10 Column Repair	\$ 1,300,000.00	\$ 1,057,091.13	Under	\$ (242,908.87)	Complete	9/30/2025		9/30/2025	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
3	Cooler/Freezer Condensate Units	\$ 735,380.00	\$ 735,380.00	Yes	\$ -	Complete	9/30/2025		9/30/2025	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
11	EV Chargers WBPG	\$ 32,000.00	\$ 28,751.85	Under	\$ (3,248.15)	Complete	9/5/2025		9/30/2025	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
14	Egress Study	\$ 125,730.00	\$ 144,190.00	Over	\$ 18,460.00	Complete	9/30/2025		9/30/2025	des.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
39	Elevators 9 &10 Conditioning	\$ 150,000.00	\$ 10,743.50	Under	\$ (123,900.00)	Complete	10/31/2025		10/31/2025	des.	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>												
6	BMS Upgrades	\$ 166,675.00	\$ 166,675.00	Yes	\$ -	Complete	9/30/2025	11/30/2025	11/30/2025	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
13	Terrace Handrail Repair	\$ 62,912.00	\$ 76,752.00	Over	\$ 13,840.00	Complete	9/30/2025	10/31/2025	11/7/2025	cons.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
9	Grand Marquis Glass	\$ 65,000.00	\$ 60,568.00	Yes	\$ (4,432.00)	Complete	12/31/2025		12/19/2025			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>												
16	Orb Wall Soffit Repair	\$ 125,000.00	\$ 125,000.00	Yes	\$ -	Complete	12/31/2025		12/31/2025			cons.	<input checked="" type="checkbox"/>												
30	PARCS	\$ 500,000.00	\$ 450,000.00	Yes	\$ (50,000.00)	Complete	12/31/2025	2/28/2026	2/28/2026			cons.	<input checked="" type="checkbox"/>	bid	<input checked="" type="checkbox"/>										
27	Atwater Garage Structural Repairs	\$ 275,000.00	\$ 275,000.00	Yes	\$ -	Complete	3/31/2026		3/31/2026				bid	<input checked="" type="checkbox"/>											

### Capital Improvement Program Dashboard

Capital Improvement Program Dashboard										Design	Bid	Construct	date	Proj. Comp.	<input checked="" type="checkbox"/>	Complete									
		\$ 23,891,647.00	\$ 23,891,647.00		\$ 16,631.55		3/31/2026			2025				2026				2027				2028			
eBuilder Proj. #	Project Name	Board Approved Budget	Current Budget	On budget?	Diff. in Budget	Project Status	Projected Completion	Revised Completion Date	Actual Completion Date	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
48	Wi-Fi Accss Points	\$ 500,000.00	\$ 500,000.00	Yes		Construct	12/31/2025	4/30/2026				cons.			4/30										
24	Steam and Condensate Pipe Testing	\$ 24,400.00	\$ 34,400.00	Yes	\$ 10,000.00	Design	12/31/2025	4/30/2026							cons.	4/30									
20	Exhibit Hall Rigging Study	\$ 130,000.00	\$ 155,000.00	Yes	\$ 25,000.00	Design	10/31/2026	5/31/2026			des.					5/31									
41	CCTV Servers and Storage	\$ 800,000.00	\$ 800,000.00	Yes		Construct	6/30/2026					bid	cons.		6/30										
18	Brick Paver Roof Replacment over 400 Meeting Roo	\$ 625,000.00	\$ 625,000.00	Yes	\$ -	Design	12/31/2026					des.			bid	cons.	12/31								
29	MDF and SMDF UPS	\$ 150,000.00	\$ 150,000.00	Yes	\$ -	Design	12/31/2026					des.													
19	Roof EJs	\$ 885,904.00	\$ 1,840,000.00	Yes	\$ 954,096.00	Design	11/21/2025	TENT 12/31						Ph. 1	Ph. 2	Ph. 3	TENT.								
12	Exhibit Hall Lighting	\$ 1,800,000.00	\$ 1,800,000.00	Yes		Pending	12/31/2026	3/30/2027							des.	bid	cons.	3/30							
10	Heliport Roof Repair	\$ 350,000.00	\$ 350,000.00	Yes		Pending	12/31/2026	9/30/2027								des.	bid	cons.	9/30						
15	Exhibit Hall Ejs & Floor Repairs	\$ 2,175,000.00	\$ 2,175,000.00	Yes		Design	9/30/2027				des.						bid	cons.	9/30						
23	Ballroom carpeting and Acoustic Panels	\$ 500,000.00	\$ 500,000.00	Yes	\$ -	Design	3/31/2026						des.												
25	South side fin tube radiation piping (over Atwater St)	\$ 400,000.00	\$ 400,000.00	Yes	\$ -	Design					des.														
28	Washington Blvd Garage Steam Condensate Piping	\$ 115,000.00	\$ 115,000.00	Yes	\$ -	Design					des.														
34	Helix Assessment	\$ 125,000.00	\$ 125,000.00	Yes	\$ -	Design	6/30/2026								des.										
31	Roof EJ Gutters	\$ 1,200,000.00	\$ 1,200,000.00	Yes	\$ -	Pending																			
32	Purchase and Install 20 VFDs	\$ 300,000.00	\$ 300,000.00	Yes	\$ -	Pending																			
33	Steam PRV	\$ 250,000.00	\$ 250,000.00	Yes	\$ -	Pending																			
35	Rooftop AHU Calibration	\$ 65,000.00	\$ 65,000.00	Yes	\$ -	Pending																			
36	Rooftop Concrete and Waterproofing	\$ 650,000.00	\$ 650,000.00	Yes	\$ -	Pending																			
37	AHU 64 Repair	\$ 65,000.00	\$ 65,000.00	Yes	\$ -	Pending																			
38	Retail Kitchen MAU	\$ 75,000.00	\$ 75,000.00	Yes	\$ -	Pending																			
40	Skylights Investigation	\$ 50,000.00	\$ 50,000.00	Yes		Pending																			
42	C-1 and C-2 Lighting	\$ 200,000.00	\$ 200,000.00	Yes		Pending																			
43	Exhibit Hall Utility Floor Ports	\$ 850,000.00	\$ 450,000.00	Under	\$ (400,000.00)	Pending																			
44	CCTV and Access Control Installations and Repairs	\$ 400,000.00	\$ 400,000.00	Yes		Pending																			
45	Michigan Catwalk and Chair Storage Hot Water Pipi	\$ 200,000.00	\$ 200,000.00	Yes		Pending																			
46	Loading Dock Assessment	\$ 250,000.00	\$ 250,000.00	Yes		Pending																			
47	Glass Doors Closers ADA at South and North Portal	\$ 120,000.00	\$ 120,000.00	Yes		Pending																			
49	Old Admin Office Ductwork Repair	\$ 500,000.00	\$ 500,000.00	Yes		Pending																			
51	Pump Room Heat Exchanger		\$ 60,000.00	N/A	\$ 60,000.00	Pending																			
52	Substation A Repair		\$ 115,000.00	N/A	\$ 115,000.00	Pending																			
53	Dishwasher Room Exhaust		\$ 85,000.00	N/A	\$ 85,000.00	Pending																			
54	C-1 Heating		\$ 200,000.00	N/A	\$ 200,000.00	Pending																			
21	Program Wide - PBA, Norr, DeMaria, Accurate		\$ 180,000.00	N/A	\$ 180,000.00	Pending																			
55	Digital Signage		\$ 100,000.00		\$ 100,000.00	Pending																			
22	Lighting Inverters	\$ 750,000.00	\$ 750,000.00	N/A	\$ -	Pending																			
00	Program Wide (Unallocated Reserve)	\$ 1,644,069.08	\$ 1,158,499.84		\$ (485,569.24)																				
99	Consulting fees	\$ 1,974,100.00	\$ 1,974,100.00		\$ -																				



QUARTER 1 - 2026

# Quarterly Program Update - Summary

*Detroit Regional Convention Facility Authority*



# Background

Per the DRCFA board approved project governance, Plante Moran Realpoint compiles and develops a quarterly report for distribution to the Subcommittee & Board to summarize the overall DRCFA program status. The full report includes the following items:

1. Executive Summary
2. Individual Program Budgets & Forecasted Cost to Complete
3. Program Wide Financial Reconciliation
4. Individual Program Dashboards

This report compiles all project information for the first quarter of 2026 (January 1st – March 31st)

The following slides are summary excerpts from the full report for presentation to the DRCFA Subcommittee and Board

## Previously Issued Reports

- Q2 - 2024
- Q3 - 2024
- Q4 - 2024
- Q1 - 2025
- Q2 - 2025
- Q3 - 2025
- Q4 - 2025

# Program Wide Budget

Total Budget: \$ 573,891,647\*

## Program Wide Administrative

Current Budget: \$ 2,100,000

## Second Avenue

Current Budget: \$ 103,958,300

## JLA Garage : \$93,355,362

Building Acquisition: \$ 30,355,362

Current Approved Phase 1 Budget: \$ 19,800,000

Phase 2 Budget: \$ 43,200,000

## Skybridge Connector

Current Budget: \$ 128,550,000

## Capital Improvement Program

Current Budget: \$ 23,891,647

## Master Plan

Current Budget: \$ 900,000

## Hotel Partnership

Current Budget: \$ 150,000,000

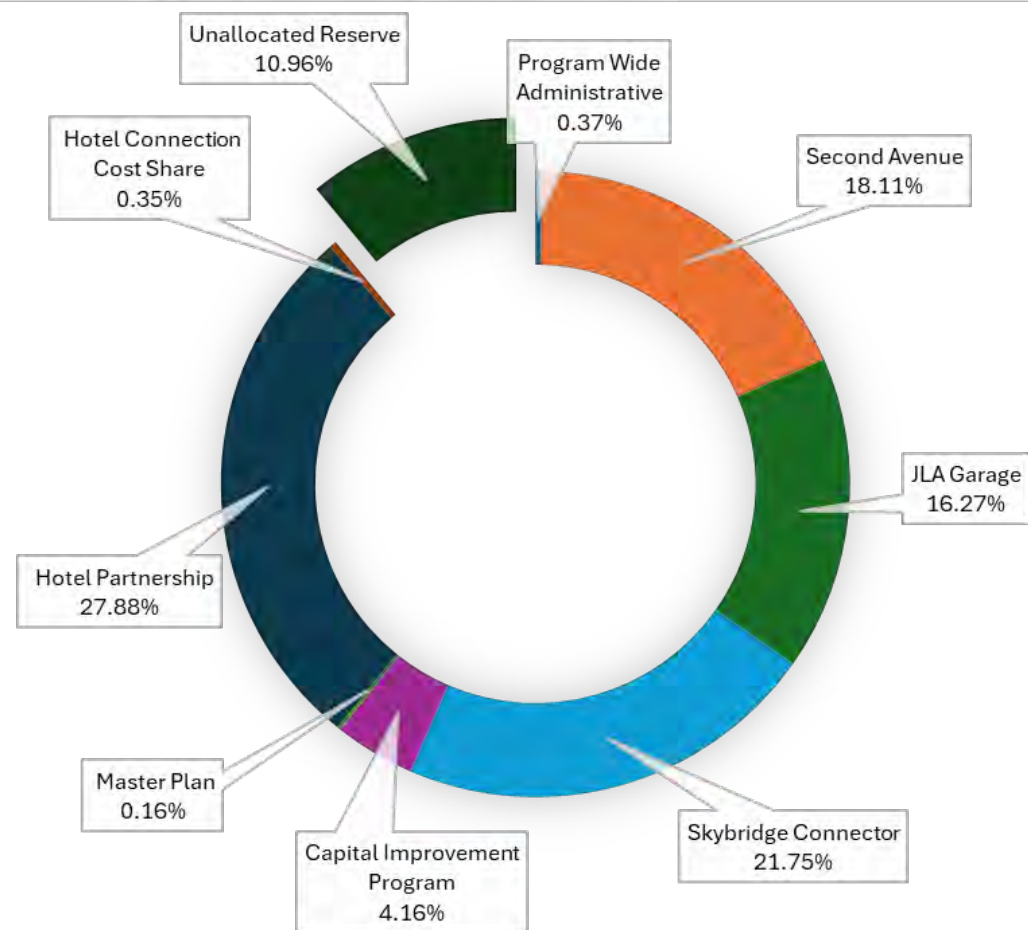
Overrun Contingency: \$10,000,000

## Hotel Connection Cost Share

Current Budget: \$ 2,000,000

## Unallocated Reserve

Current Budget: \$ 59,136,338



\*Total budget includes \$550MM of bond funding for CCE and \$23,891,647 capital funding for CIP

# Forecasted Cost to Complete

## Convention Center Expansion (CCE)\*

Description	Original Budget	Current Budget	Commitments	Actuals Approved	Estimate At Completion	Forecasted Over/(Under)
Administrative Program	\$1,500,000	\$2,100,000	\$2,019,288	\$1,423,667	\$2,100,000	\$0
Second Avenue	\$103,958,300	\$103,958,300	\$86,477,840	\$60,553,685	\$103,958,300	\$0
JLA Parking Deck	\$63,000,000	\$63,000,000	\$19,179,759	\$13,086,584	\$63,000,000	\$0
Skybridge Connectivity	\$100,000,000	\$128,550,000	\$12,299,866	\$4,349,635	\$128,550,000	\$3,750,000
Master Plan	\$1,500,000	\$900,000	\$645,000	\$458,864	\$900,000	\$0
<b>Program Totals</b>	<b>\$269,958,300</b>	<b>\$298,508,300</b>	<b>\$111,505,268</b>	<b>\$72,032,240</b>	<b>\$294,758,300</b>	<b>\$0</b>

## Capital Improvement Projects (CIP)

Description	Original Budget	Current Budget	Commitments	Actuals Approved	Estimate At Completion	Forecasted Over/(Under)
<i>Refer to full quarterly report for program breakdown by project*</i>						
<b>Program Totals</b>	<b>\$23,891,647</b>	<b>\$23,891,647</b>	<b>\$9,159,259</b>	<b>\$6,139,503</b>	<b>\$23,891,647</b>	<b>\$0</b>

\*refer to full report for complete CCE program cost to complete



# Quarterly Reconciliations



**Q1 2026**

# CCE Financial Reconciliation – Q1 '26

## CCE Commitment Reconciliation

	Owners Commitments	eBuilder Commitments
Subtotal	\$ 153,047,826.60	\$153,093,772.02
+	Commitment Adjustments*	
Adjustment	eBuilder Commitments: \$ 256,399.26	Owners Commitments not in eBuilder: \$ 210,453.84
=	Total Commitments (Reconciled)	
Total	\$ 153,304,225.86	\$153,304,225.86

## CCE Cost Reconciliation

	Owner's Cost	eBuilder Costs
Subtotal	\$ 83,900,872.42	\$ 84,594,784.45
+	Cost Adjustments*	
Adjustment	e-Builder cost not on owner's report: \$ 715,956.03	Owners cost not in e-Builder: \$ 22,046.00
=	Actual Cost (Reconciled)	
Total	\$ 84,616,830.45	\$ 84,616,830.45

\*full cost and commitment adjustment breakdown can be found in full report

# CIP Financial Reconciliation – Q1 '26

## CIP Commitment Reconciliation

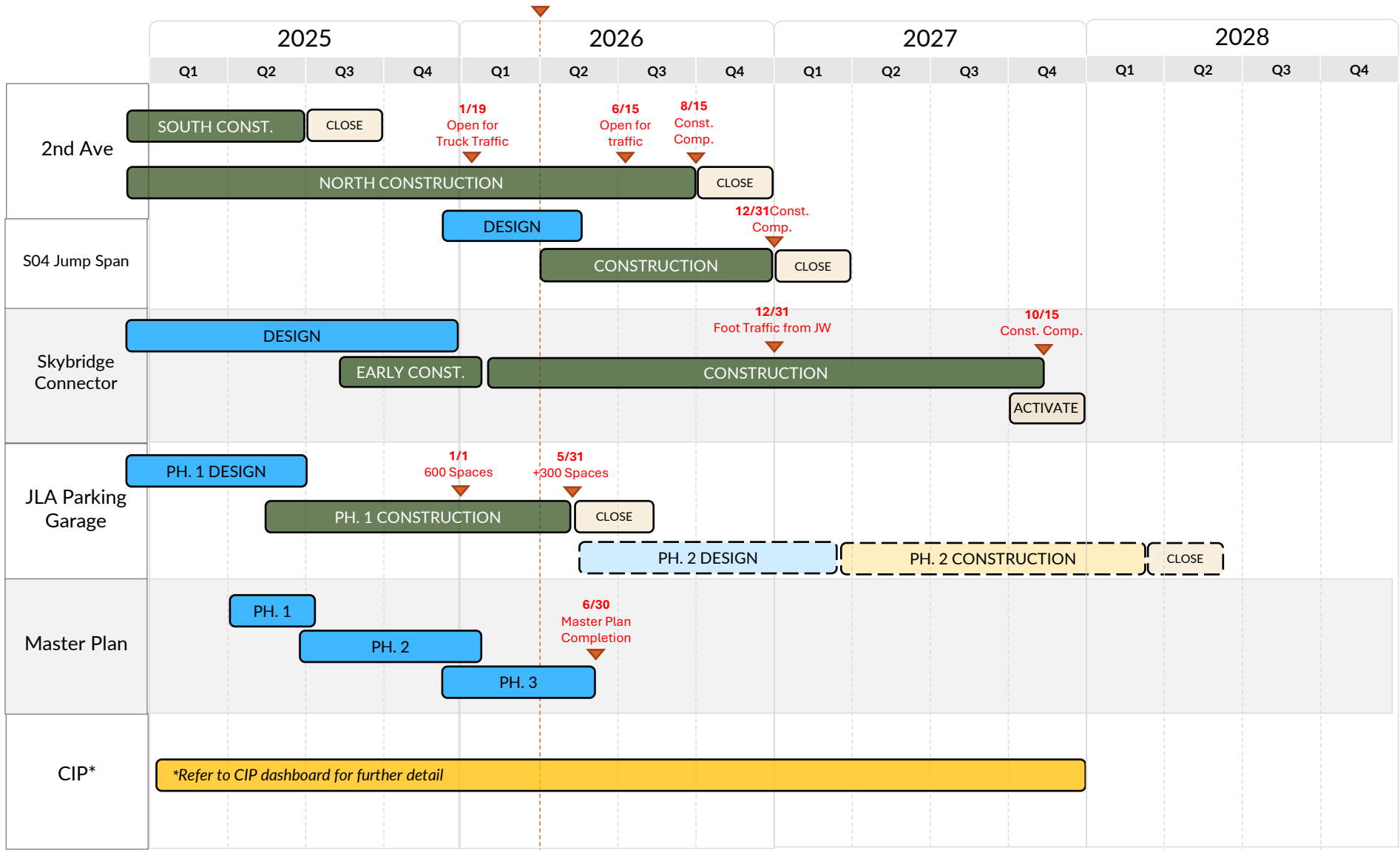
	Owners Commitments	eBuilder Commitments
Subtotal	\$ 9,326,858.38	\$ 9,291,620.78
+	Commitment Adjustments*	
Adjustment	eBuilder Commitments: \$ 66,216.65	Owners Commitments not in eBuilder: \$ 101,454.25
=	Total Commitments (Reconciled)	
Total	\$ 9,393,075.03	\$ 9,393,075.03

## CIP Cost Reconciliation

	Owner's Cost	eBuilder Costs
Subtotal	\$ 6,502,846.85	\$ 6,502,846.85
+	Cost Adjustments*	
Adjustment	e-Builder cost not on owner's report: \$ 0.36	Owners cost not in e-Builder: \$ 0.00
=	Actual Cost (Reconciled)	
Total	\$ 6,502,846.85	\$ 6,502,846.85

\*full cost and commitment adjustment breakdown can be found in full report

# Program Wide Schedule



\* Items shown with dashed lines are tentative pending subcommittee and board action

# Second Ave - Dashboard

Description	Budget	Commitments	Actuals Approved	Estimate At Completion	Forecasted Over/(Under)
Professional Services	\$15,610,618	\$12,646,464	\$9,452,841	\$14,610,618	(\$1,000,000)
Permits	\$420,859	\$420,859	\$347,713	\$420,859	\$0
Owner Costs	\$489,517	\$31,240	\$22,738	\$489,517	\$0
Construction	\$76,100,000	\$73,298,204	\$50,670,869	\$79,673,204	\$3,573,204
FF&E	\$725,000	\$51,073	\$51,073	\$725,000	\$0
Owner Contingency	\$10,612,306	\$0	\$0	\$8,039,102	(\$2,573,204)
<b>Program Totals</b>	<b>\$103,958,300</b>	<b>\$86,447,840</b>	<b>\$60,545,234</b>	<b>\$103,958,300</b>	<b>\$0</b>

## Goals & Objectives

**Program Budget: \$103,958,300**

• **Second Avenue North & South Approach:**

- Connect Yzerman Avenue with Congress Street. Construction will include extension over the M-10 Freeway.
- Enhance Huntington Place connectivity to Downtown Detroit.
- When completed, Second Avenue will provide vehicular, pedestrian, and bike access further access to the Convention Center.

Scope	'25	2026			
	Q4	Q1	Q2	Q3	Q4
Vehicular Access to Loading Dock	Green	Green	Grey	Grey	Grey
2nd Ave Complete for Traffic	Green	Green	Green	Grey	Grey
Base Contract Construction Complete	Green	Green	Green	Green	Grey
Base Contract Close Out	Grey	Grey	Grey	Grey	Green
New Jump Span Bridge (S04) – Design	Grey	Blue	Blue	Grey	Grey
New Jump Span Bridge (S04) – Substructure*	Grey	Grey	Green	Green	Grey
S04 Jump Span – Superstructure*	Grey	Grey	Grey	Green	Green

# JLA Garage - Dashboard

Description	Budget	Commitments	Actuals Approved	Estimate At Completion	Forecasted Over/(Under)
P1 - Professional Services	\$4,000,000	\$3,730,573	\$2,920,985	\$4,000,000	\$0
P1 - Owner Costs	\$100,000	\$22,738	\$16,119	\$100,000	\$0
P1 – Construction	\$13,920,000	\$13,790,901	\$10,149,480	\$14,662,823	\$742,823
P1 – Technology	\$130,000	\$0	\$0	\$130,000	\$0
P1 - Owner Contingency	\$1,650,000	\$0	\$0	\$901,177	(\$742,823)
P2 – Professional Services	\$1,635,548	\$1,635,548	\$0	\$1,635,548	\$0
P2 – Construction	\$2,500,000	\$0	\$0	\$2,500,000	\$0
P2 – Owners Contingency	\$39,064,452	\$0	\$0	\$39,064,452	\$0
<b>Program Totals</b>	<b>\$63,000,000</b>	<b>\$19,179,759</b>	<b>\$13,086,584</b>	<b>\$63,000,000</b>	<b>\$0</b>

## Goals & Objectives

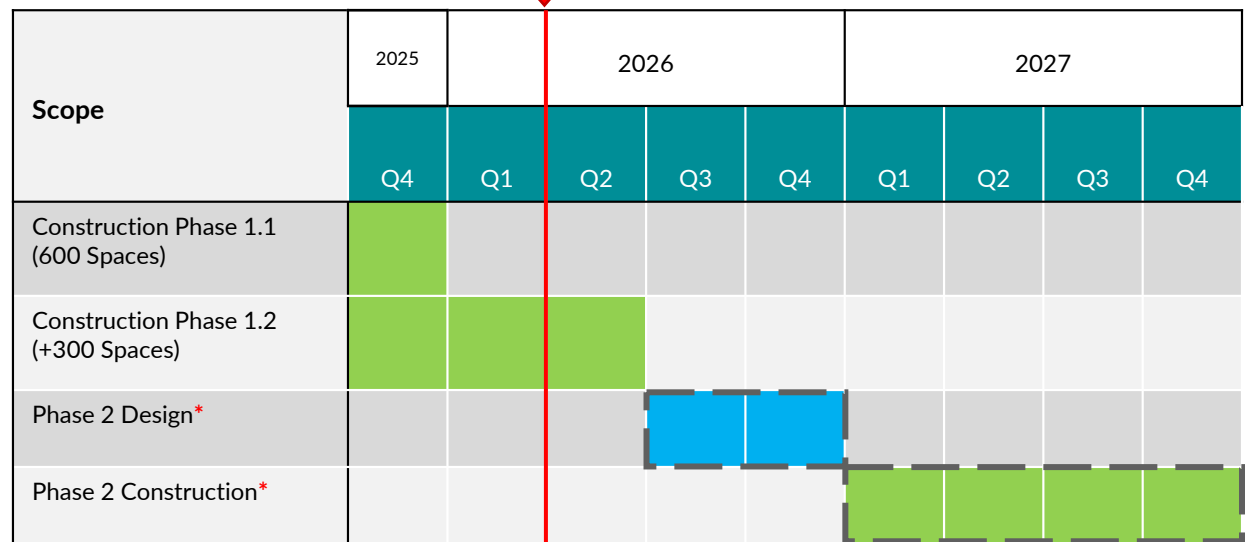
**Total Program Budget: \$63,000,000**

- **JLA Parking Deck Capital Improvements**
  - Capital and Environmental remediation of JLA Parking Deck to provide HP with additional parking spaces.

## Assumptions & Clarifications

\*600 spaces on lower levels substantially complete 1/16/2026

\*\*Start of and length of Phase 2 will be dependent on DRCFA Board decision on scope following the DRCFA Master Plan.



\* As of 3/31/26 DRCFA board has not authorized Phase 2 for the JLA Garage, schedules shown above are tentative

# Skybridge Connector - Dashboard

Description	Budget	Commitments	Actuals Approved	Estimate At Completion	Forecasted Over/(Under)
Professional Services	\$16,700,000	\$411,332,966	\$5,982,453	\$17,999,000	\$1,299,000
Permits	\$900,000	\$340	\$340	\$900,000	\$0
Owner Costs	\$700,000	\$17,431	\$4,681	\$700,000	\$0
Construction	\$87,100,000	\$33,244,253	\$2,951,523	\$89,240,000	\$2,140,000
FF&E	\$3,000,000	\$0	\$0	\$3,000,000	\$0
Technology	\$3,800,000	\$0	\$0	\$3,800,000	\$0
Owner Contingency	\$12,600,000	\$0	\$0	\$12,911,000	\$311,000
<b>Program Totals</b>	<b>\$124,800,000</b>	<b>\$44,595,090</b>	<b>\$8,939,000</b>	<b>\$128,550,000</b>	<b>\$3,750,000</b>

## Goals & Objectives

**Program Budget: \$128,550,000**

### • Skybridge Connectivity Program

- Construction of Skybridge connecting Huntington Place Convention Center to JW Marriott Hotel with pedestrian foot traffic by 12/31/2026.
- Full Project to be complete by 12.31.2027.
- Board decision on roof scope increase may affect project schedule.

Scope	2025		2026			2027			
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Construction Documents	█	█							
Construction	█	█	█	█	█	█	█	█	█
Foot Traffic Milestone					12/31				
Activation									█

# Master Plan - Dashboard

Description	Budget	Commitments	Actuals Approved	Estimate At Completion	Forecasted Over / (Under)
Professional Services	\$900,000	\$645,000	\$458,864	\$900,000	\$0
<b>Program Totals</b>	<b>\$900,000</b>	<b>\$645,000</b>	<b>\$458,864</b>	<b>\$900,000</b>	<b>\$0</b>

## Goals & Objectives

**Program Budget: \$900,000**

- **Master Plan**
  - Review the conditions of the existing facility and documents areas of opportunity
  - Develop concepts for the future development of the convention center
  - Compile a report with the items above for the convention center to use as a roadmap for development in the coming years

Scope	2025				2026			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Phase 1 – Assess and Recommend		█	█					
Phase 2 – Develop Alternative	█	█	█	█	█	█	█	█
Phase 3 – Finalization					█	█		

# Capital Improvement Projects - Dashboard

Project ID	Project Name	Previous Budget	Changes Authorized this Quarter	New Budget	Current Commitments	Actuals Approved
1	Electrical Floor Ports	\$ 370,000.00	\$ (1,275.05)	\$ 368,724.95	\$ 543,679.98	\$ 318,724.95
9	Grand Marquis Glass	\$ 65,000.00	\$ (4,432.00)	\$ 60,568.00	\$ 60,568.00	\$ -
13	Terrace Handrail Repair	\$ 78,840.00	\$ (2,088.00)	\$ 76,752.00	\$ 76,752.00	\$ 75,427.50
20	Exhibit Hall Rigging Study	\$ 130,000.00	\$ 25,000.00	\$ 155,000.00	\$ 129,014.00	\$ 78,035.00
21	Program Wide - PBA, Norr, DeMaria, Accurate	\$ 200,000.00	\$ (20,000.00)	\$ 180,000.00	\$ 100,000.00	\$ 2,343.50
24	Steam Condensate Pipe Testing	\$ 24,400.00	\$ 10,000.00	\$ 34,400.00	\$ 14,400.00	\$ 12,105.25
30	PARCS	\$ 500,000.00	\$ (50,000.00)	\$ 450,000.00	\$ 383,203.18	\$ 335,303.85
39	Elevators 9&10 Conditioning	\$ 26,100.00	\$ (15,356.50)	\$ 10,743.50	\$ 26,100.00	\$ 10,743.75
50	AHU 51 Cooling Coils	\$ 200,000.00	\$ (23,846.00)	\$ 176,154.00	\$ 176,154.00	\$ 176,154.00
55	Digital Signage (NEW)	\$0	\$ 100,000.00	\$ 100,000.00	\$0	\$0
0	Program Wide - Unallocated Reserve	\$ 1,176,502.29	\$ (18,002.45)	\$ 1,158,499.84	\$0	\$0
<b>Totals*</b>		<b>\$ 2,770,842.29</b>	<b>\$ -</b>	<b>\$ 2,770,842.29</b>	<b>\$ 1,509,871.16</b>	<b>\$ 1,008,837.80</b>

\*This page is an excerpt from the full CIP cost to complete showing authorized changes this quarter per the project governance. Full CIP project list and CTC can be found in full 2026 Q1 Report

# Capital Improvement Projects – Dashboard cont.

## Project Overview

The Capital Improvement Program is a targeted investment in Huntington Place’s infrastructure and interior spaces to enhance safety, efficiency, and the overall guest experience—ensuring the facility remains competitive and future-ready.

## Completed in Q1 2026 :

- 30 PARCS
- 27 Atwater Garage Structural Repairs

## Planned for Comp. Q2 2026 :

- 48 Wi-Fi Access Points
- 20 Exhibit Hall Rigging Study
- 24 Steam and Condensate Piping
- 16 CCTV Servers and

E-Builder Project #	Project Name	Phase	Completion Date	2025				2026						
				Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4			
39	Elevators 9 &10 Conditioning	Complete	10/31/2025				✓							
6	BMS Upgrades	Complete	11/30/2025				✓							
13	Terrace Handrail Repair	Complete	11/7/2025				✓							
9	Grand Marquis Glass	Complete	12/19/2025				✓							
16	Orb Wall Soffit Repair	Complete	12/31/2025				✓							
30	PARCS	Construct	2/28/2026					✓						
27	Atwater Garage Structural Repairs	Construct	3/31/2026					✓						
48	Wi-Fi Access Points	Construct	3/30/2026								4/30			
20	Exhibit Hall Rigging Study	Design	3/30/2026								4/30			
24	Steam and Condensate Pipe Testing	Design	4/30/2026								4/30			
41	CCTV Servers and Storage	Construct	6/30/2026								6/30			
18	Brick Paver Roof Replacement over 400 Meeting Rooms	Design	12/31/2026											12/31
29	MDF and SMDF UPS	Design	12/31/2026											12/31
19	Roof Expansion Joints	Design	12/31/2026											12/31

Design

Bidding

Construct

Tent. Completion

Complete

# Q1 2026 – Summary and Key Takeaways

- Current program budget of \$573,891,647 remains unchanged
- 2<sup>nd</sup> avenue, JLA Garage, Skybridge, and CIP are all **on budget** and **on schedule**
- Current program schedule is projected to run through the end of 2027
  - Key Program Changes this Quarter
    1. *Skybridge Program Budget increase : add of \$3,750,000 for new total of \$128,550,000 per board action*
    2. *Second Avenue construction completion (S04) : 12/31/26 per board action*
    3. *Master plan Completions : Tentative 6/30/26 pending board action*
    4. *JLA garage Phase 2 Decision : Tentative Mid Q2 '26 pending board action*
- All cost and commitments through March 31st of 2026 have been reconciled
- 2 CIP projects were completed in Q1 of 2026 with 4 more planned for completion in Q2 2026
- There are 7 projects this quarter which have come in below budget for a total reduction of cost of \$135,000. This value was reallocated to 1 new project and 2 budget increases for a net \$0 change to the CIP budget
- This presentation is a summary of the full report provided to the Subcommittee and Board. Additional information can be found in the full report
- The next quarterly report for 2nd quarter of 2026 (April – June), will be presented in July to the Subcommittee and Board.

Board Members:

Claude Molinari  
*Chairperson*  
State of Michigan Appointee

David Viviano  
*Vice-Chair*  
Macomb County Appointee

Alexis Wiley  
*Treasurer*  
City of Detroit Appointee

Jeffrey L. Abood  
*Secretary*  
Oakland County Appointee

Ric Preuss  
Wayne County Appointee

## Vendor Open House Summary

### Event Overview

The Vendor Open House continues to grow as a key platform for connecting vendors, contractors, and stakeholders. The 2026 event demonstrated strong participation growth, increased diversity, and continued value in relationship-building.

**Companies Registered: 186**

**People Registered: 305**

**Companies Attended: 59**

**People Attended: 78**

**Attendance Rate:**

Companies: **31.7%**

People: **25.6%**

**States Represented: 2**

**Minority Firms: 26**

**Detroit-Based Companies: 22**

**Detroit Minority Firms: 13**

**Other Michigan Cities Represented: 26**

**Other Michigan Minority Firms: 13**

### Year-Over-Year Trends

#### Growth & Reach

Significant increase in registrations from 2025 → 2026 (39 → 186 companies)

Strong rebound and expansion from 2024 baseline participation

Multi-state participation introduced in 2025 and continued in 2026

#### Attendance Insights

2024 showed the highest attendance rate (64%), indicating a more targeted or smaller pool

2026 saw higher volume but lower conversion, suggesting opportunity to improve turnout

Board Members:

## Diversity & Inclusion

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Chairperson  
State of Michigan Appointee

2026 reflects the strongest minority representation to date (26 firms)

David Viviano  
Vice-Chair  
Macomb County Appointee

Continued presence of Detroit-based and Michigan-based minority businesses

Data gaps in prior years highlight improved tracking in 2026

Alexis Wiley  
Treasurer  
City of Detroit Appointee

## Event Variability Context

Jeffrey L. Abood  
Secretary  
Oakland County Appointee

Variances across prior years are expected to stabilize as the event continues to be refined

Notable structural and operational differences across years include:

Ric Preuss  
Wayne County Appointee

2024 Vendor Fair was a full-day event, while 2025 and 2026 were structured as half-day events

2026 was the only year offering free parking to attendees

Staffing changes across all three years, including three different procurement support staff and two different marketing team members, contributing to variations in execution and outcomes

## What Worked Well

Strong vendor and stakeholder interest, reflected in record registrations

Continued success as a networking and relationship-building platform

Increased diversity and regional representation

Demonstrated tangible outcomes from prior events, including successful vendor advancement and partnerships:

- Introduced *Commoditeas* at the 2024 Vendor Fair to Legends Global, which was later inducted into two highly competitive national minority development programs—Legends Global’s Business Incubator Program and Diversity Legacy Program in 2026
- Established early connection with *Express Professionals*, who was later awarded as a contractor after being introduced during the 2024 fair

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City of Detroit Appointee

Jeffrey L. Abood  
*Secretary*  
Oakland County Appointee

Ric Preuss  
Wayne County Appointee

## Opportunities for Improvement

Improve attendance conversion from registered to actual participants

Expand targeted outreach to maintain high-quality participation (like 2024 rates)

Continue improving data tracking consistency across all metrics

## Key Takeaways

The event is growing rapidly in scale and reach

Engagement quality vs. quantity is the next optimization opportunity

Diversity and local inclusion efforts are trending positively

As operational consistency improves year-over-year, performance metrics and participation trends are expected to stabilize and become more comparable

## Next Steps

Strengthen pre-event communication to boost attendance rates

Maintain aggressive vendor recruitment while refining targeting

Standardize year-over-year data tracking for clearer insights

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