



DETROIT METRO • WILLOW RUN
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News Release

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Airport Authority to Engage Local Talent in New Airport Concessions Opportunities

Wayne County Airport Authority (WCAA), operator of **Detroit Metropolitan Airport** (DTW) and **Willow Run Airport** (YIP), will be back in the community next week to engage the talent and resources of more local businesses in upcoming concessions solicitations at DTW through two general information forums.

The forums will provide information to area businesses on how to take advantage of business opportunities with the Airport Authority, including information about the Airport Authority's **Airport Concession Disadvantaged Business Enterprise (ACDBE)** program, upcoming WCAA contract opportunities, winning proposal development techniques, financing and insurance resources and more.

The first forum will be held on **Tues., Aug. 2, from 9:00 a.m. to noon** at the St. Regis Hotel, 3071 W. Grand Blvd., in Detroit. A second forum will occur on **Wed., Aug. 3, from 5:00 to 8:00 p.m.** at The Metropolitan Hotel, 31500 Wick Rd., in Romulus. The program for the two forums will be identical, so interested participants need only attend one of the two sessions.

“The Airport Authority Board considers our airports to be key drivers of the region’s economic vitality, and in turn, the airports’ success is largely based upon recruiting the best business talent available in our community,” said **WCAA Board Chair Renée Axt**. “These forums are just some of the many ways the Authority strives to share information with the public about our operation and how they can benefit from our region’s two strong airports.”

WCAA’s concessions program at DTW airport has been widely-recognized as among the best of North American airports. With 139 shops, services and restaurants located throughout its two, new passenger terminals, DTW has garnered awards for its mix of local and national concession concepts, its variety of both retail and dining options, and its wide selection of healthy food options. The success of WCAA’s concessions program is most evident in the numbers; DTW has maintained a higher average spend-per-passenger for concessions than most of its peer airports over the past decade.

“The Airport Authority has delighted customers with its award-winning array of concessions opportunities due largely to talent we have right here in our local community,” **said Genelle Allen, WCAA Interim CEO.** “Several local businesses have had great success operating concessions at Detroit Metro Airport, and some concessionaires that got their start at DTW have gone on to launch or are in the process of launching national operations.”

For more information about the forums, or for general questions regarding how to do business with the Airport Authority, visit the WCAA Web site at www.metroairport.com/business/ or call the WCAA Business Diversity team at (734) 955-8885.

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