

City of Detroit



Downtown Development Authority
500 Griswold • Suite 2200
Detroit, Michigan 48226
Phone: 313 963 2940
Fax: 313 963 8839

CODE DDA 17-01-02-590

APPROVAL OF MINUTES OF DECEMBER 14, 2016

RESOLVED, that the minutes of the Regular meeting of December 14, 2016 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Downtown Development Authority.

January 11, 2017

**DOWNTOWN DEVELOPMENT AUTHORITY
BOARD OF DIRECTORS REGULAR MEETING
WEDNESDAY, DECEMBER 14, 2016 – 3:00 P.M.**

BOARD MEMBERS PRESENT: Ehrlich Crain
Richard Hosey
Melvin Hollowell
James Jenkins
Tom Lewand (Mayor's Representative)
John Naglick
Steve Ogden

BOARD MEMBERS ABSENT: Marvin Beatty
Austin Black
Charles Beckham
David Blaszkiewicz
Sonya Delley
David Massaron

OTHERS PRESENT: Gary Brown (DEGC/DDA)
John Gallagher (Free Press)
Gay Hilger (DEGC/DDA)
Denise Hundley (DEGC/DDA)
Malinda Jensen (DEGC/DDA)
Jennifer Kanalos (DEGC/DDA)
John Lauve (Public)
Glen Long (DEGC/DDA)
Timothy Miles (DEGC/DDA)
Rebecca Navin (DEGC/DDA)
Odell Jones (Heritage)

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**MINUTES OF THE DOWNTOWN DEVELOPMENT AUTHORITY
BOARD OF DIRECTORS REGULAR MEETING
WEDNESDAY, DECEMBER 14, 2016
DETROIT ECONOMIC GROWTH CORPORATION
500 GRISWOLD STREET, SUITE 2200 - 3:00 P.M.**

GENERAL

Call to Order

Noting that a quorum was present, Mr. Lewand, the Chairman's Representative, called the Regular meeting of the Downtown Development Authority Board of Directors to order at 3:09 p.m.

Approval of Minutes

Mr. Lewand asked if there were any additions, deletions or corrections to the minutes of the November 30, 2016 Special Board meeting. Hearing none, the Board took the following action:

On a motion by Mr. Hollowell, seconded by Mr. Crain, Resolution Code DDA 16-12-02-589 was unanimously approved.

PROJECTS

Events Center Project– Approval of Subcontract & Change Order Awards to:

- **Motor City Electric Co.**, Bid Package #3B.03 (COR #488) MCE Broadcast & Cabling for Arena, Bldgs A, B, C, D & Parking Garage/Elevated Walkway
- **Vector Foiltec**, Bid Package #3B.03 (COR #79rev) ETFE Truss Modification
- **Daktronics, Inc.**, Bid Package #9.02 LED Displays & Scoring Systems
- **Diversified Technologies**, Bid Package #9.05 Arena & Piazza Video Production

Mr. Brown advised that Pursuant to Article 4.1c of the Amended and Restated Concession and Management Agreement dated as of December 11, 2014 (as amended, the "CMA") by and between the City of Detroit Downtown Development Authority (the "DDA") and Olympia Development of Michigan Events Center, LLC ("ODM"), the DDA approved the Construction Contract between ODM and Barton Malow Hunt White joint venture, as the general contractor ("BMHW"). The terms of the CMA entitle the DDA TO approve Subcontracts awarded by BMHW over \$500,000.00.

BMHW solicited and received bids for the work specified in reference bid packages.

The DDA staff participated with ODM, its advisors, and its project development manager in the evaluations of the proposals and post bid interviews based on the totality of the bid responses, including, among other factors: 1) ability to partner with Detroit-based businesses; 2) ability to

comply with the Business & Workforce Participation Plan requirements; 3) qualifications on projects of similar use, size and complexity; 4) staff qualifications; 5) proposed price compared to the project cost estimates & current industry cost data; 6) availability to complete all aspects of the work as scheduled; 7) track record of budget and schedule adherence; 8) acceptance of or revisions to the terms and conditions of the construction contract and general conditions documents; 9) site logistics and construction plan; 10) compliance with specified scope; 11) safety planning and incident (EMR) track record.

The subcontract awards recommended by ODM and BMHW are identified in Exhibit A of the attached draft resolution (the "Recommended Subcontracts").

The DDA staff met and discussed the details of the referenced ROA's with members of the 4.1(c) committee and ODM's advisors on December 6, 2016.

A draft resolution was included for the Board's consideration.

On a motion by Mr. Hollowell, seconded by Mr. Naglick, Resolution Code DDA 16-12-123-43 was unanimously approved.

Catalyst Development Project: Approval of Professional Consultant Services Agreement for Community Needs Assessment

Mr. Miles stated that on December 13, 2013 the DDA Board authorized the execution of a Concession Management Agreement ("CMA") between the DDA and Olympia Development of Michigan, LLC ("ODM"). The CMA sets for the terms and conditions pursuant to which the new home arena for the Detroit Red Wings (the "Events Center") will be developed. Pursuant to the terms of the CMA the DDA has the responsibility to procure the Professional Consultant Services to provide a Community Needs Assessment for the DDA Catalyst Development area and all such cost associated with this contact are paid for out of project cost and not the responsibly of the DDA.

The DDA Staff solicited the qualifications of five professional agencies with community needs assessment experience to provide proposals. Out of the five agencies one qualifications and proposal was received, evaluations of proposal, and a post-proposal interview were conducted. This recommendation is based on the totality of the qualifications, proposal and post -proposal interview responses, including, among other factors: 1) Detroit-based businesses; 2) qualifications on projects of similar use, size and complexity; 3) understanding of City of Detroit demographics; 4) staff qualifications; 5) team composition; 6) Total Cost and staff hourly rates.

The DDA Staff has selected and proposes to enter into a professional consultant services agreement with JFM Consulting Group (the proposed "Consultant") in the amount of \$85,995.00 dollars. The DDA staff recommends the Board's approval of the proposed agreement between DDA and JFM Consulting Group as described in the attached resolution.

A resolution was included for the Board's consideration.

Subsequent to a discussion, Mr. Lewand suggested that the 4.1(c) Committee convene to review thoroughly the proposals that were received and make a recommendation to the Board at the next meeting.

On a motion by Mr. Hollowell, seconded by Mr. Crain, Resolution Code DDA 16-12-123-44 was **tabled**, to be brought back at the next meeting.

ADMINISTRATION

NEW BUSINESS

Ms. Jenson informed the Board that the Meridian Winter Blast, to be held in January 2017, was holding a press conference at this time, and DDA is sponsoring at the same level it has done in the past since its inception (\$30,000). The timing this year is being aligned with the last weekend of the auto show. There will be more opportunities for DDA to be involved in commercials and radio spots and they may be calling on the Board members.

PUBLIC COMMENT

Mr. Lewand called for public comment and stated that two minutes would be given.

Mr. John Lauve of Holly, Michigan stated the following:

The first thing I would like to tell you is that American pickers came out to my house and the show is going to be the day after Christmas so come and visit me the day after Christmas if you would like to see the show. I would like to see this resolved this year. This is the one that you gave Ilitch \$1 million down in Grand Circus Park. There is no timeframe since 2009. I think it's about time that he stepped up and did something to fix up the Grand Circus Park. That is an obligation that the DDA has and we can all say well we got to fix up everybody. Well here's a guy that skated on the deal and it is a disgrace and it reflects on you people for not insisting that this be resolved and it needs to be resolved. The other one of course is the kids 50,000 tickets that were supposed to be given to the kids. He violated the contract. He is in violation and he owes the City the DDA money for violating the contract. You don't just say well we just forget about. It is nothing. We need a Christmas present for the 50,000 children of low income families. That's a perfect project. Why don't we just have Ilitch come down here and we can all celebrate. He can talk to us about these two projects. That would be the thing to do. Ilitch says well let's just forget about it so we are going to build a nice hockey rink. Let's get down to the catalyst project. I read this and they want to extend the term of the bonds by nine years. The catalyst was not decided at a fixed amount. That was agreed to when they financed the bonds or deals. But here it is—nine more years added on. The catalyst should be it's their problem."

Mr. Lewand advised Mr. Lauve that his time was up and thanked him for his comments.

ADJOURNMENT

With there being no other business to be brought before the Board, Mr. Lewand adjourned the meeting at 3:37 p.m.

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City of Detroit



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CODE DDA 16-12-02-589

APPROVAL OF MINUTES OF NOVEMBER 30, 2016

RESOLVED, that the minutes of the Special meeting of November 30, 2016 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Downtown Development Authority.

December 14, 2016



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CODE DDA 16-12-123-45

EVENTS CENTER PROJECT – APPROVAL OF SUBCONTRACT AWARDS TO:

- **Motor City Electric Co.**, Bid Package #3B.03 (COR #488) MCE Broadcast & Cabling for Arena, Bldgs A, B, C, D & Parking Garage/Elevated Walkway
- **Vector Foiltec**, Bid Package #3B.03 (COR #79rev) ETFE Truss Modification
- **Daktronics, Inc.**, Bid Package #9.02 LED Displays & Scoring Systems
- **Diversified Technologies**, Bid Package #9.05 Arena & Piazza Video Production

WHEREAS, pursuant to Article 4.1c of the Amended and Restated Concession and Management Agreement dated as of December 11, 2014 (as amended, the "CMA") by and between the City of Detroit Downtown Development Authority (the "DDA") and Olympia Development of Michigan Events Center, LLC ("ODM"), the DDA approved the Construction Contract (the "GMP Contract") between ODM and Barton Malow Hunt White joint venture, as the general contractor ("BMHW"); and

WHEREAS, the terms of the CMA entitle the DDA approve Subcontracts awarded by BMHW over \$500,000.00; and

WHEREAS, pursuant to Article 4.1d BMHW prepared bidding documents and solicited bids for the portions of the Event Center construction according to approved construction documents in conformance with the Minimum Requirements set forth in the CMA; and

WHEREAS, following post-bid reviews undertaken by the BMHW, ODM, its advisors, its project development manager and DDA staff, ODM has requested the DDA's approval to execute a change order to the GMP Contract incorporating the proposed subcontractor(s) and subcontract amounts identified in Exhibit A (the "Recommended Subcontracts"); and

WHEREAS, the DDA staff reviewed ODM's request with members of the 4.1(c) subcommittee and DDA staff and support the DDA Board's consideration and approval for ODM to execute a change order to the GMP Contract incorporating the Recommended Subcontracts; and

WHEREAS, the DDA Board of Directors has determined that approval of the Recommended Subcontracts is in the best interest of the Events Center Project.

NOW THEREFORE BE IT RESOLVED that the DDA Board hereby approves ODM's request to execute a change order(s) to the GMP Contract incorporating the proposed subcontractor(s) and subcontract amounts identified in Exhibit A (the "Recommended Subcontracts"), and

BE IT FURTHER RESOLVED that the DDA Board hereby authorizes any two of its Officers or any two of its Authorized Agents or one Officer and any one Authorized Agent to execute any documents or take any actions necessary or appropriate to implement the provisions and intent of this resolution, and

BE IT FINALLY RESOLVED that all of the acts and transactions of any Officer or Authorized Agent of the DDA, in the name and on behalf of the DDA, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions except that such acts were taken prior to execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

December 14, 2016

Exhibit A

Recommended Subcontract Awards

Bid Package #9-03 - MCE Broadcast & Cabling for Arena, Bldgs A, B, C, D, E & Parking Garage/Elevated Walkway Painting awarded to Motor City Electric Co., a DHB, in the Target Cost & Fee amount of \$9,842,467.00

DBB / DHB utilization: \$7,669,247.00 77.9 %

Subcontracting to: Pro Media Ultrasound, CA \$2,173,220.00

Bid Package #3B.03 - ETFE Truss Modification COR 79rev awarded by change order (COR 79rev) to Vector Foiltec in the Lump Sum NTE - \$ 1,160,750.00

DBB/DHB Utilization 0%

Material Supplier: Tensam Ankara, Turkey

Bid Package # 9.02 - LED Displays & Scoring Systems awarded to Daktronics, Inc. in the Lump Sum NTE amount of \$ 8,965,058.31

DBB / DHB utilization \$621,988.00 6.9 %

Subcontracting to: Bayview Electric DHB - \$ 621,988.00

Bid Package # 9.05 Arena & Piazza Video Production awarded to Diversified Technologies in the Lump Sum NTE - \$ 4,600,000.00

DBB/DHB Utilization \$210,667.00 4.6 %

Subcontracting to: Bayview Electric DHB - \$ 210,667.00

*Summary total ROA / Change Order requested amount in this resolution is \$ 24,568,275.31;
DBB/DHB committed participation amount for these ROAs & CORs is \$ 8,501,902.00 (34.6%)*



Presented by
Quicken Loans

FOR IMMEDIATE RELEASE

CONTACT: Natalie Stavale/Ashley Veenstra
(248) 417-8510 – Natalie
(586) 883-4321 – Ashley
nstavale@marxlayne.com
aveenstra@marxlayne.com

MERIDIAN WINTER BLAST PRESENTED BY QUICKEN LOANS TO HOLD FESTIVAL DURING LAST WEEKEND OF NORTH AMERICAN INTERNATIONAL AUTO SHOW

To showcase Detroit's splendor and attract more patrons to the area, the annual festival will feature new dates, layout and winter themed attractions for kids and adults

DETROIT – Dec. 14, 2016 – Meridian Winter Blast presented by Quicken Loans is set to coincide with the last weekend of the North American International Auto Show (NAIAS). Meridian Winter Blast will shift into top gear to bring the annual winter family-fun festival to Campus Martius Park for the 13th year, Friday, Jan. 20 through Sunday, Jan. 22. The festival moves up several weeks to overlap with the last weekend of the [North American International Auto Show](#) and features a new layout and winter-themed attractions, as well as an array of other seasonal family-friendly fun and entertainment to draw new and returning visitors to the city of Detroit.

“The new festival date takes us back to our roots when we held the first Winter Blast in 2005 during the same timeframe,” said Jon Witz, Meridian Winter Blast festival organizer. “This is all about activating the downtown area. Nearly one hundred thousand people come to Cobo Center for the last weekend of the North American International Auto Show and we anticipate Meridian Winter Blast’s move to an earlier date this year will also encourage Auto Show goers to visit Campus Martius Park.”

NEW MERIDIAN WINTER BLAST ATTRACTIONS

The all-new, redesigned **Meridian Winter Slide** will be one of the main focal points of this year’s festival, taking thrill-seekers to the next level of adventure. The 30-foot high slide will whisk riders through a pitch-black tube and quickly drop them at a steep, 40-degree angle. With speeds of up to 20 mph, this exhilarating attraction is one attendees will want to experience again and again. Children, and less adventurous types, can ride down a 30-degree drop slide that is still bound to excite festivalgoers.

“We are thrilled to continue our title sponsorship of Meridian Winter Blast,” said Jon Cotton, president and COO, Meridian. “It has been a great few years watching the festival grow and number of attendees rise. We are looking forward to a great turnout this year.”

One of the coolest spots at Meridian Winter Blast is certain to be the new **Bedrock Ice Maze and Ice Bar**. The 30-foot by 40-foot Ice Maze will be located on Woodward Avenue south of Campus Martius Park and includes hundreds of large ice blocks, creating an interactive, and chilly, puzzle. In the evenings, the Bedrock Ice Bar located on Cadillac Street north of Cadillac Square comes to life, and is guaranteed to be one of the best places to *chill* at the festival. Elements of the festival fully crafted from ice will include a 16-foot carved bar and tables, chairs and carafes of drinks. Adults can enjoy the portable heaters and music while sipping drinks 'on the rocks' from 6–11 p.m. Friday and Saturday and 6–9 p.m. Sunday.

"Winter Blast is returning to Detroit this year in a bigger and better way than ever before, and we're thankful to play a role in its transformation," said Helen Johnson, Quicken Loans vice president of community activation. "It's great to see two of the season's biggest events pair up for what is sure to be the most exciting winter weekend in Detroit."

Also new this year, larger-than-life light installations by LA artist Alexis Roches will come to Detroit during Winter Blast weekend. Visitors will experience fifteen light sculptures, ranging in size from 12 feet to 120 feet, in and around the festival footprint.

The new **Ice Garden** pays special tribute to Warner Bros. films, depicting life-sized versions of characters from LEGO® Batman, Kong: Skull Island, King Arthur, and Wonder Woman. The beautifully carved and lighted sculptures will make for festive scenery, perfect for memorable family photos. On-site ice carving demonstrations also will take place during the festival.

Cruising into this year's Meridian Winter Blast will be a **Food Truck Rally**. Nearly a dozen local restaurant and start-up food trucks will offer a variety of creative cuisine to help festivalgoers refuel during their visit. The list of participating food trucks thus far includes Beans & Cornbread, Bigalora, Buffy's Mexi-cation Grill, Chef in a Box, Hero or Villain Deli, Mac Shack, Matt & Mo's, Nosh Pit, Soaring Eagle Cuisine Machine and Shredderz. Food trucks will be stationed along Monroe Street starting outside the Hard Rock Café to serve festivalgoers with some of the freshest and most thoughtfully prepared food.

NAIAS PARTNERSHIP

The new festival dates are a result of a partnership with the North American International Auto Show, as both events will promote the other in efforts to maximize tourism and positive impact to downtown Detroit. The key aspect of the collaboration will feature **free, same day admission to the Meridian Winter Blast for any patron of the NAIAS**.

"The North American International Auto Show has nearly a million visitors annually and partnering with the Meridian Winter Blast presented by Quicken Loans is a fantastic opportunity to promote downtown Detroit and the family-friendly events happening in the city," said Sam Slaughter, 2017 NAIAS chairman.

DETROIT INTERACTIVE SPORTS ZONE

The Detroit Red Wings and the Detroit Pistons will be front and center at the Meridian Winter Blast in the all-new **Detroit Interactive Sports Zone**. The new featured event will take place in the family tent on Woodward Avenue and feature dual interactive displays hosted by each franchise.

The Detroit Red Wings will bring the excitement with fan favorites including the Top Shot Electronic Hockey Net, Bubble Hockey, alumni autographs, photo opportunities with classic cutouts as well as a weekend-long raffle to win sticks, autographed photos, pucks and more.

Meanwhile, the Detroit Pistons will feature fan fun with their newly developed cinematic game experience called "One-On-One with the Detroit Pistons," a mobile photo booth for social interaction, performances from the Detroit Pistons Entertainment Team, a Detroit basketball experience enter-to-win opportunity and much more.

FAVORITE FAMILY ACTIVITIES RETURN

Festival patrons can participate in free ice skating at Campus Martius Park for the entire three days of the festival, courtesy of **St. John Providence**. Meridian Winter Blast is the only weekend all year long when visitors can skate for free. Attendees can also enjoy live skating exhibitions and performances by local skating clubs throughout the weekend.

Returning as a festival favorite is the **MetroPCS Zipline Adventure**. Partake in the longest, fastest mobile zipline in Michigan that allows two riders to zip simultaneously on separate lines, 34 feet above the ground. In just 20 seconds, this high-speed experience will take festivalgoers' breath away as they soar through the crisp air and take in panoramic views of Campus Martius from high atop Cadillac Square, the new location of this activity.

Stay toasty and warm by one of the many roasting stations located throughout the festival, courtesy of **Detroit Downtown Development Authority**. Marshmallow and s'more kits will be available for purchase to enjoy a tasty treat with family and friends.

ADMISSIONS AND CHARITABLE GIVING

Meridian Winter Blast once again is teaming with Matrix Human Services and Chemical Bank to help those in need during the winter. **Admission to the 2017 Meridian Winter Blast is \$3 or three canned goods/non-perishable items or a children's book**, which will go toward helping to fight hunger in metro Detroit and continue the festival's commitment to fostering literacy.

Meridian Winter Blast hours are Friday, 4–11 p.m.; Saturday, 11 a.m.–11 p.m.; and Sunday, 11 a.m.–9 p.m.

Meridian Winter Blast could not happen without the generous support of its sponsors, which include Meridian, Quicken Loans, Allied Marketing, Bedrock Real Estate Services, Chemical Bank, Cricket Wireless, DEGC /Detroit DDA, Detroit Red Wings, Detroit Pistons, DMCVB, DTE Energy, Ilitch Holdings, Made in Detroit, Marketing Associates, MetroPCS, Michigan Lottery-Official Advertiser, Pepsi, Redico, Soaring Eagle Casino & Resort, St. John Providence, US Park and the Westin Book Cadillac.

Winter Blast is Detroit's celebration of winter experiences, dining, music and family fun held in downtown Detroit's Campus Martius Park from Friday, January 20 through Sunday, January 22. Originally created as the backdrop for Super Bowl XL, the festival attracted more than 75,000 people last year. For additional information, visit www.winterblast.com or call (248) 541-7550.

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