



REQUEST FOR INTEREST

Airport Landside Hotel Developer

REQUEST NUMBER: 2323

DUE DATE: November 30, 2023

DUE TIME: 2:00 pm (local)

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INTRODUCTION

The Gerald R. Ford International Airport Authority (GFIAA) is requesting statements of interest regarding the construction, maintenance, and operational management of a prospective hotel and hospitality site on the campus of the Gerald R. Ford International Airport. This development will serve the traveling public and the local community while providing additional amenities to all users.

The Gerald R. Ford International Airport is the second busiest airport in Michigan, serving business and leisure travelers with nonstop and connecting flights on seven airlines. The Ford Airport is managed and operated by the Gerald R. Ford International Airport Authority.

SOLICITATION AND PROJECT SCHEDULE

| ACTIVITY | DATE |
|---------------------|---------------------------|
| RFI Issue Date | November 9, 2023 |
| Question Deadline | November 27, 2023 |
| Submission Due Date | November 30, 2023 at 2 pm |

GFIAA reserves the right to modify the deadline set forth in the above table in its sole discretion. Any such modifications will be stated in an addendum.

DEVELOPMENT OPPORTUNITY SCOPE

Project Overview

The Gerald R. Ford International Airport Authority is requesting statements of interest regarding the construction, maintenance, and operation of either a Hilton, Marriott, or IHG branded hotel and hospitality site, including a large hospitality space that can be used for large gatherings, conferences, etc. (Any other brands are subject to approval of the GFIAA). With the purpose of serving all passengers at the Gerald R. Ford International Airport ("GRR"), as well as the local Airport community and its visitors, any suitable respondents will engage directly with Airport Authority staff in further discussions regarding this project scope. The end goal of which is to enter into an agreement with the Gerald R. Ford International Airport Authority for the construction, management, and operation of the resulting hotel and hospitality site.

Development Site Options

The available Premises consists of two optional locations on the campus of the Gerald R. Ford International Airport.

Option 1 is located above the existing North Lot Parking Lot. This option would include a multi-level parking garage that would suit Long Term Parking, with the prospective multi-level hotel being located on the top of the future parking garage. This option would require consideration of the sight lines from the FAA Air Traffic Control Tower. The Airport Authority reasonably anticipates the relocation of the existing FAA Air Traffic Control Tower by 2026 at the earliest. Immediate scope is limited until the relocation takes place.

Option 2 is located at the Northeast intersection of Patterson Avenue and 44th Street/Oostema Boulevard. This location currently encompasses a northbound high speed acceleration lane onto Patterson Avenue, as well as the westernmost portions of the existing Economy Lot. A prospective hotel would need to be accessible via Patterson Avenue to the North of 44th Street, and via Oostema Boulevard east of Patterson Avenue. Included restaurant would be allowed to be a separate building on this site or attached the hotel itself. This option must also include new parking spaces available to the public in order to not detract from parking availability for traveling passengers.

Other Project Considerations

Successful respondent must comply with all local, state, and federal guidelines including FAA regulations connected with the operation of Airport Concessions.

REQUESTS FOR INFORMATION

Questions regarding this solicitation are to be submitted in writing to purchasing@grr.org prior to 2 p.m. on November 27, 2023.

GFIAA reserves the right to publish and respond to an inquiry, respond directly to the inquirer without publishing or not respond to the inquiry at its sole discretion. Unless otherwise indicated, all questions will be compiled into one document and answers will be issued as a Questions & Answers document within 4 days after the question deadline.

It is the firm's responsibility to become familiar with and fully informed regarding the terms, conditions, and specifications of this solicitation. Lack of understanding or misinterpretation of any portions of this solicitation shall not be cause for withdrawal after opening or for subsequent protest of award.

Addendums will only be published by the GFIAA Purchasing Department and available for review at www.grr.org.

SUBMISSION FORMAT AND EVALUATION CRITERIA

Submissions should include and will be evaluated on the elements outlined below:

Executive Summary – One (1) page maximum

Summarize the Respondent's strong points and how experience, particularly with similar responsibilities, will benefit the stakeholders.

Business Organization – One (1) page maximum

State the full name and address of the organization and, if applicable, the branch office, consultants, or other subordinate elements that will provide or assist in providing the service. **Include phone number(s), email address(s) and Respondent's website address.**

Problem Statement & Recommendation – Five (5) pages maximum

State in succinct terms the Respondent's understanding of the major issues of this request. Briefly describe the Respondent's concept fitting the provided scope.

Relevant Experience – Three (3) pages maximum

Provide a minimum of three (3) relevant project examples, preferably for projects of similar scope and complexity. Include the names of the projects, location, completion date, project cost, and specific challenges.

STATEMENT OF INTEREST SUBMISSION

Responses may be delivered physically or electronically. To be considered, complete submissions must be received prior to the due date and time specified (local time).

- Hard copy responses can be mailed or otherwise delivered to the address below.

Submission address:

Attn: AJ Nye, Procurement Specialist

Gerald R Ford International Airport Authority

5500 44th St SE

Grand Rapids, MI 49512

- Electronic responses can be securely uploaded as a single pdf document to:

<https://www.dropbox.com/request/PMutPk7uBPrJF55sjZhl>

Electronic submissions shall be named with a form or portion of the firm's name as part of the document name.

The firm certifies the response submitted has not been made or prepared in collusion with any other respondent and the prices, terms or conditions thereof have not been communicated by or on behalf of the respondent to any other respondent prior to the official opening of this request. This certification may be treated for all purposes as if it were a sworn statement made under oath, subject to the penalties for perjury. Moreover, it is made subject to the provisions of 18 U.S.C. Section 1001, relating to the making of false statements.

Submissions may be withdrawn by written request only if the request is received on or before the opening date and time.

Submissions not meeting these criteria may be deemed non-responsive.

GFIAA is not liable for any costs incurred by any prospective firm prior to the awarding of a contract, including any costs incurred in addressing this solicitation.

TERMS AND CONDITIONS

Determination of the success of a developer will be primarily evaluated based on what is in the best interest of the Authority and the Airport and whether the proposal complies with requirements and goals of this RFI.

The Authority reserves the right to negotiate the best terms for the Authority and the Airport with the person(s) or entity selected for negotiation. The Authority also reserves the right not to select or enter into a contract with any of the entities responding to this RFI.

GFIAA reserves the right to require that its standard terms and conditions apply to any actual order placed in response to a firm's submission. No attempt to modify GFIAA's Standard Terms and Conditions shall be binding, absent agreement on such modification in writing and signed by GFIAA.

No payment shall be made to the Respondent for any extra material or services, or of any greater amount of money than stipulated to be paid in the contract, unless changes in or additions to the contract requiring additional outlay by the Respondent shall first have been expressly authorized and ordered in writing by contract amendment or otherwise furnished by the GFIAA.

The intent of these specifications is to solicit a properly designed and all-inclusive response. Any requirements not in the specifications, but which are needed for such a response, are to be included in the submission.

The Gerald R Ford International Airport Authority, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 U.S.C. §§ 2000d to 2000d-4) and the Regulations, hereby notifies all bidders that it will affirmatively ensure that for any contract entered into pursuant to this advertisement, disadvantaged business enterprises and airport concession disadvantaged business enterprises will be afforded full and fair opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.

The Respondent shall not discriminate against an employee or applicant for employment with respect to hire, tenure, terms, conditions or privileges of employment, or a matter directly or indirectly related to employment, because of race, color, religion, national origin, age, sex, height, weight, marital status, or disability that is unrelated to the individual's ability to perform the duties of a particular job or position.

The Respondent shall observe and comply with all applicable federal, state, and local laws, ordinances, rules and regulations at all times during the completion of any contract with the GFIAA.

The terms of this request shall be interpreted, construed and enforced pursuant to the laws of the State of Michigan, and the Parties irrevocably consent to the jurisdiction of the federal and state courts presiding in Michigan.

The GFIAA is tax-exempt, and a regional airport authority organized under 2015 P.A. 95, being MCL 259.137 et. seq.

Vendor Representation and Warranty Regarding Federal Excluded Parties List: The Respondent acknowledges that the GFIAA may be receiving funds from or through the Federal Government; such funds may not be used to pay any Respondent on the Federal Excluded Parties List (EPLS). The Respondent represents and warrants to the GFIAA that it is not on the Federal EPLS. If the Respondent is in non-compliance at any time during execution or term of this agreement (including any extensions thereof), the Respondent shall be in breach and the GFIAA shall be entitled to all remedies available to it at law or equity, specifically including but not limited to recovery of all moneys paid to the Respondent, all consequential damages (including the loss of grant funding or the requirement that grant funding be returned), and attorney fees (including the costs of in-house counsel) sustained as a result of the Respondent's non-compliance with this warranty and representation.

Pursuant to the Michigan Iran Economic Sanctions Act, 2012 P.A. 517, by submitting a bid, proposal or response, Respondent certifies, under civil penalty for false certification, that it is fully eligible to do so under law and that it is not an "Iran linked business," as that term is defined in the Act.

Insurance requirements are posted on the Documents and Forms page of the GFIAA website within the Purchasing Terms and Conditions document.

Termination For Cause: Should the firm fail to perform the Work as required by and in accordance with the schedule or time requirements, or otherwise violate any of the terms set forth in the Solicitation Request, it shall constitute breach of the Contract. Other than in force majeure situations, Respondent shall have five (5) calendar days to cure a breach of the Contract (the "Cure Period") following issuance of GFIAA written notice. Failure to cure a breach of the Contract within said Cure Period shall allow the GFIAA to, without further notice to the Respondent, declare the Contract terminated and proceed with the replacement of the Respondent and the GFIAA shall be entitled to all remedies available to it at law or in equity including a claim against any required payment/performance bonds.

Termination Without Cause: Notwithstanding any other provision, at any time and without cause, GFIAA shall have the right, in its sole discretion, to terminate the contract by giving sixty (60) days written notice.

Although it is the intent to contract with one provider, the GFIAA reserves the right to contract with alternate sources if the Respondent is unable or unwilling to service its obligation, or it is deemed by GFIAA to be in its best interest to use alternate sources.

Assignment: Neither party shall assign or delegate any of its rights or obligations under this Agreement without the prior written consent of the other party.

Respondent warrants that they are an authorized provider of products or services of his/her submission.

MICHIGAN FREEDOM OF INFORMATION ACT

Information submitted in this solicitation is subject to the Michigan Freedom of Information Act and may not be held in confidence after the Respondent's submission is opened. A submission will be available for review after the project has been awarded.

GFIAA cannot assure that all of the information submitted as part of or peripheral to the Respondent's submission will be kept confidential. Any Respondent submission language designated as confidential is considered automatically invalid and void. GFIAA is subject to the Michigan Freedom of Information Act, which prohibits it from concealing information on or associated with responses, successful or unsuccessful, once they are opened.

EVALUATION, STATUS UPDATES/AWARD NOTIFICATION

The Authority reserves the right to request additional information it may deem necessary after the submissions are received.

As part of the evaluation process, Respondents may be requested to make an oral presentation, at the Respondent's expense, to an evaluation committee. Key staff to be assigned to this project must participate in this presentation unless otherwise waived by the Authority. The presentation may be followed by a question-and-answer session.

The Authority reserves the right:

- To select one, two, or more Respondents with whom the Authority may pursue negotiations pursuant to this RFI.
- To reject any and all proposals received pursuant to this RFI for whatever reason deemed necessary or for no specified reason.
- To amend or otherwise modify this RFI prior to the submission date and to cancel this RFI with or without the substitution of another RFI.
- To request more detailed qualification statements and/or references and to conduct investigations with respect to the qualifications and/or reputations claimed by proposer.
- To not proceed with the evaluation process as indicated by this RFI at its sole discretion.
- To require additional information to clarify or supplement proposals.
- To expressly waive any non-compliance with non-substantive requirements of this RFI in any proposal submitted.
- To negotiate regarding unacceptable provisions incorporated in an otherwise acceptable proposal.

- To reject any and all proposals received that include or contemplate the use of off airport or "through the fence" property as part of their business or operating plan.

The Respondent shall not be allowed to take advantage of error, omissions or discrepancies in the specifications.

Award notifications are posted on the Authority website. It is the Respondent's responsibility to monitor the website for status updates.

EXHIBITS

Exhibit A – Map of Site Options

