



DETROIT METRO • WILLOW RUN
WAYNE COUNTY AIRPORT AUTHORITY



D E T R O I T M E T R O P O L I T A N A I R P O R T

Willow Run Airport Modernization Planning Van Buren Township Board of Trustees Presentation

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A Visionary Leader and Modernization Plans Materialized

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Airport

A • CONVERSATION • WITH • THE • CEO

Chad Newton, A.A.E.

CEO, Wayne County Airport Authority



HOW WILL YOU BALANCE THE SEPARATE MARKETING AND MANAGEMENT REQUIREMENTS OF WILLOW RUN AIRPORT AND DETROIT METRO?

In 2002, the Wayne County Airport Authority was formed to manage and operate Detroit Metropolitan Airport (DTW) and Willow Run Airport (YIP). DTW is Michigan's largest airport, a large hub with two award-winning passenger terminals and approximately 1,100 flights a day. YIP is an important corporate, cargo, and general aviation facility. We're beginning to implement our modernization plan at Willow Run. We're updating our infrastructure to improve the efficiency of our airfield, and our tenants are constructing new hangars. We recognize and appreciate the value each airport brings to our region and our world. We market the airports accordingly.

As an airport authority, our senior leaders are responsible for operations at both airports. We also have a director and deputy director at Willow Run who handle the day-to-day operations. Prior to serving as CEO, that team reported to me, which helped me to gain a deeper insight into the unique needs of YIP. I believe the future looks very bright for Detroit Metro and Willow Run.

Willow Run Airport Modernization Plan Strategic Pillars

Modernization of **Willow Run Airport** will be achieved by providing **an appropriate level-of-service and safe airport operations**, while **growth** must be aligned between Local Stakeholders and Private Investors.

Strategic Pillars

Funding Plan

Establish a structured funding instrument to finance infrastructure

Infrastructure Plan

Develop infrastructure construction, budget, and planning horizon

Operating Improvement Plan

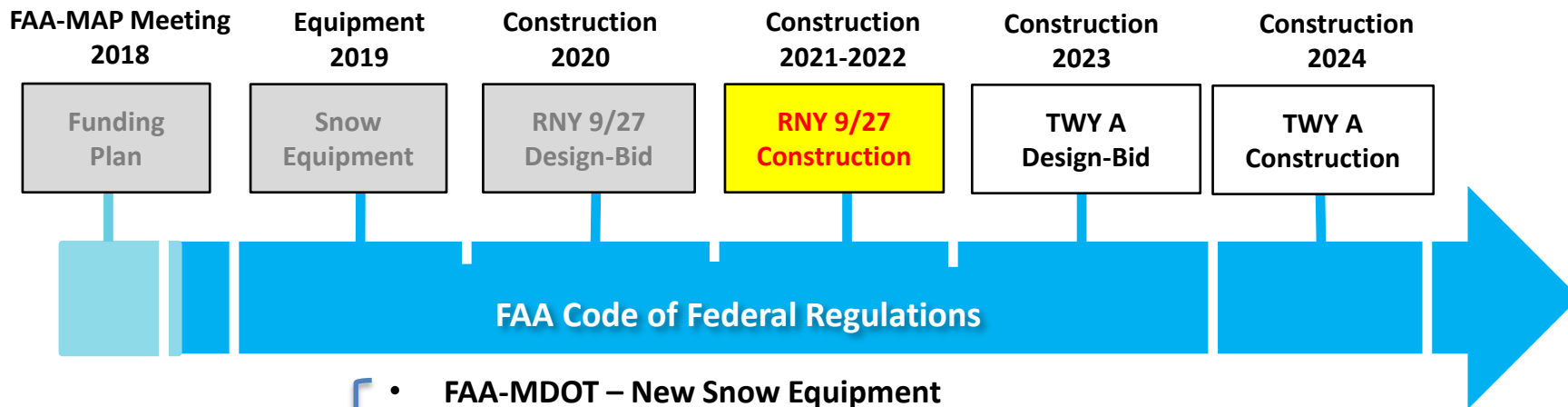
Improve asset management through continuous process improvement

Revenue Growth Plan

Seek business partnerships in private sector to grow new revenue streams

Willow Run Airport Airfield Infrastructure

Runway & Taxiway Improvement Plan Timeline



Funding Plan

- FAA-MDOT – New Snow Equipment
- FAA-MDOT – New Runway & Taxiway Construction Projects
- FAA-MDOT – Total Committed: \$57 million



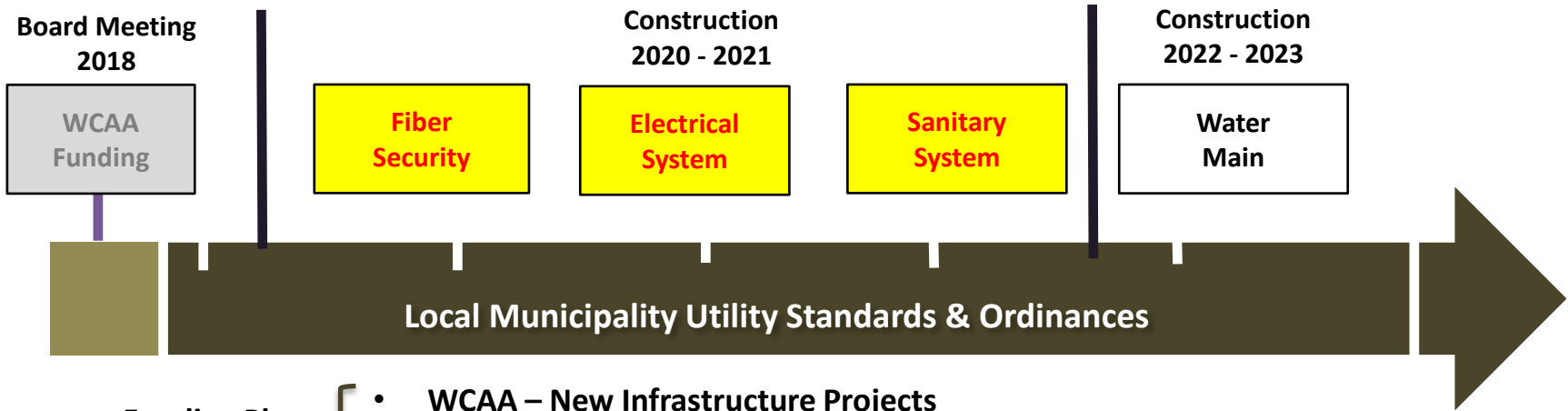
Equipment



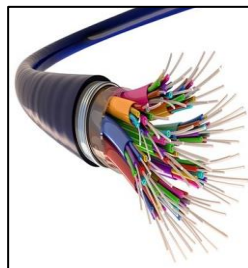
Pavement

Willow Run Airport Facility and Utility Infrastructure

Facility & Utility Infrastructure Plan Timeline



- Funding Plan** {
- WCAA – New Infrastructure Projects
 - Total Committed: \$30 million



Fiber/Network



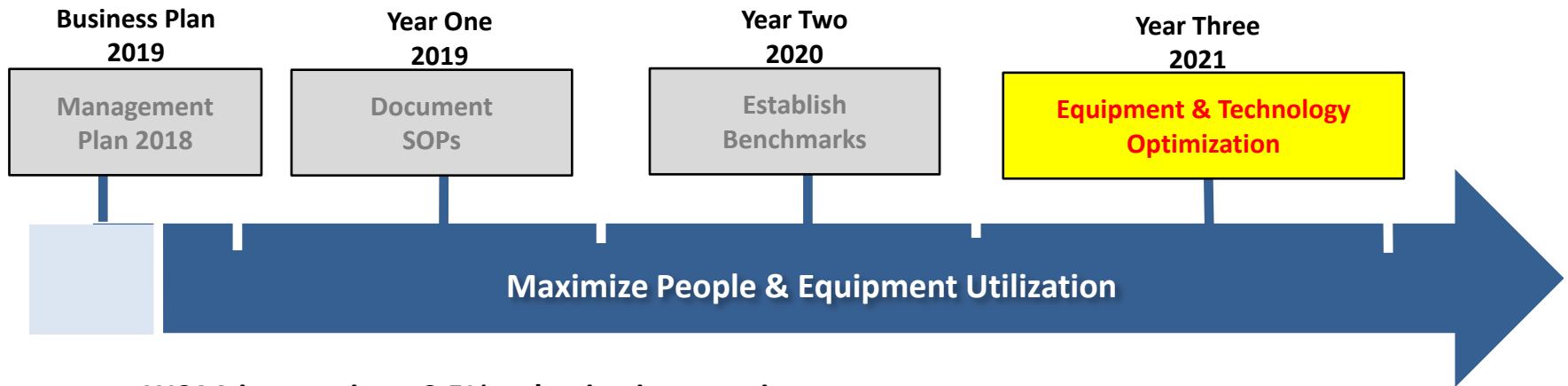
Electrical



Water Main

Willow Run Airport Operational Improvements

Continuous Process Improvement Plan Timeline



WCAA is targeting a 2.5% reduction in operating cost

Continuous Process Improvement



Launch a systematic approach to improve departmental business processes

Align employees to our Technology & Equipment



Reconfigure and distribute equipment and technology to optimize performance

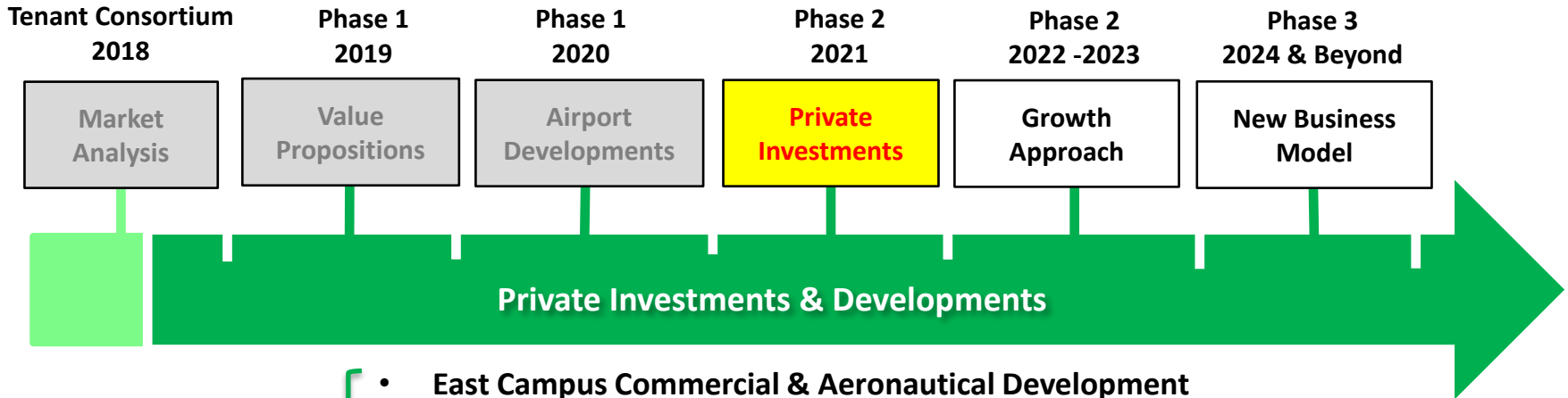
Measure Performance



Establish new baseline and benchmarks

Revenue Growth Plan

Business Prospectus Planning Timeline



- Funding Plan**
- East Campus Commercial & Aeronautical Development
 - Private Investments
 - Total Committed: \$25 million



Black Eagle T-Hangars



Birdcage Hangars by Anglin Aviation



Willow Run Airport West Campus Technology Complex

Regional Gateway

TECHNOLOGY PARK



\$8.5M Landscape Gateway



American Center for Mobility

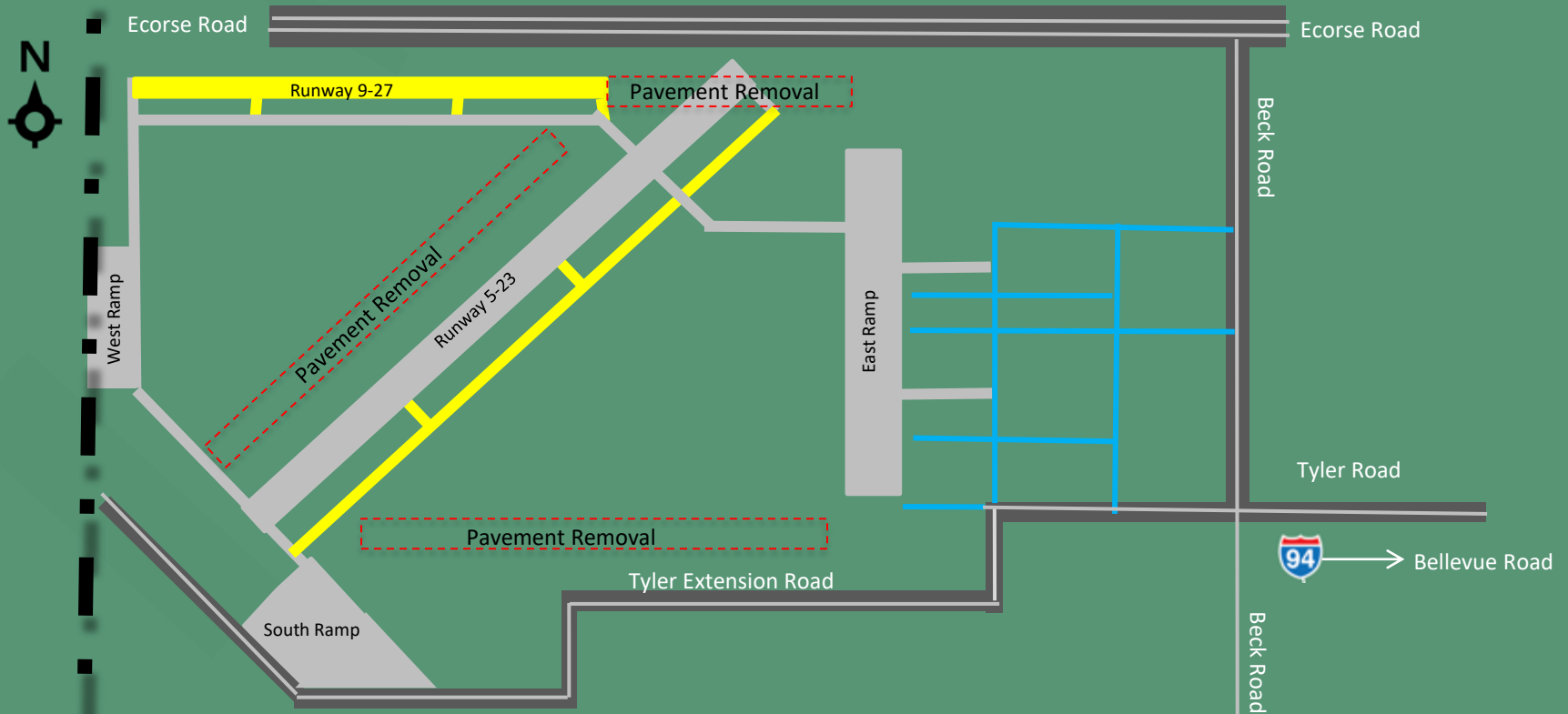


Airport Road



Willow Run Airport East Campus Aviation Complex

Regional Gateway AERONAUTICAL OFFICE PARK

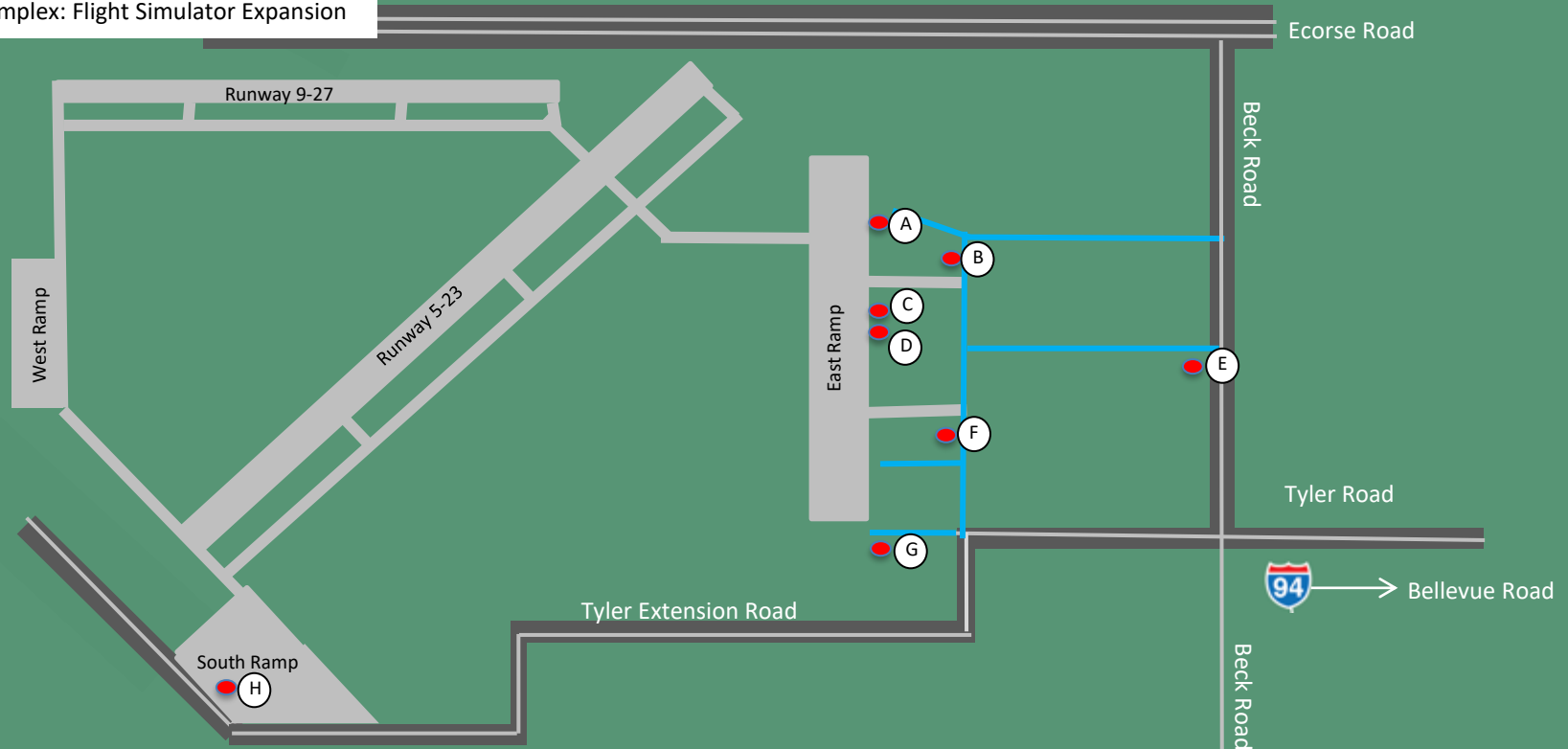


Willow Run Airport East Campus **Developments**

KEY DEVELOPMENTS

- A. Avflight Hangar Development
- B. Black Eagle GA T-Hangar Park
- C. Odyssey Hangar Expansion
- D. Custom Border & Protection Office
- E. Great Lakes Water Authority
- F. Anglin GA T-Hangar Park
- G. Yankee Air Museum: Roush Aeronautics Center
- H. Kalitta Air Complex: Flight Simulator Expansion

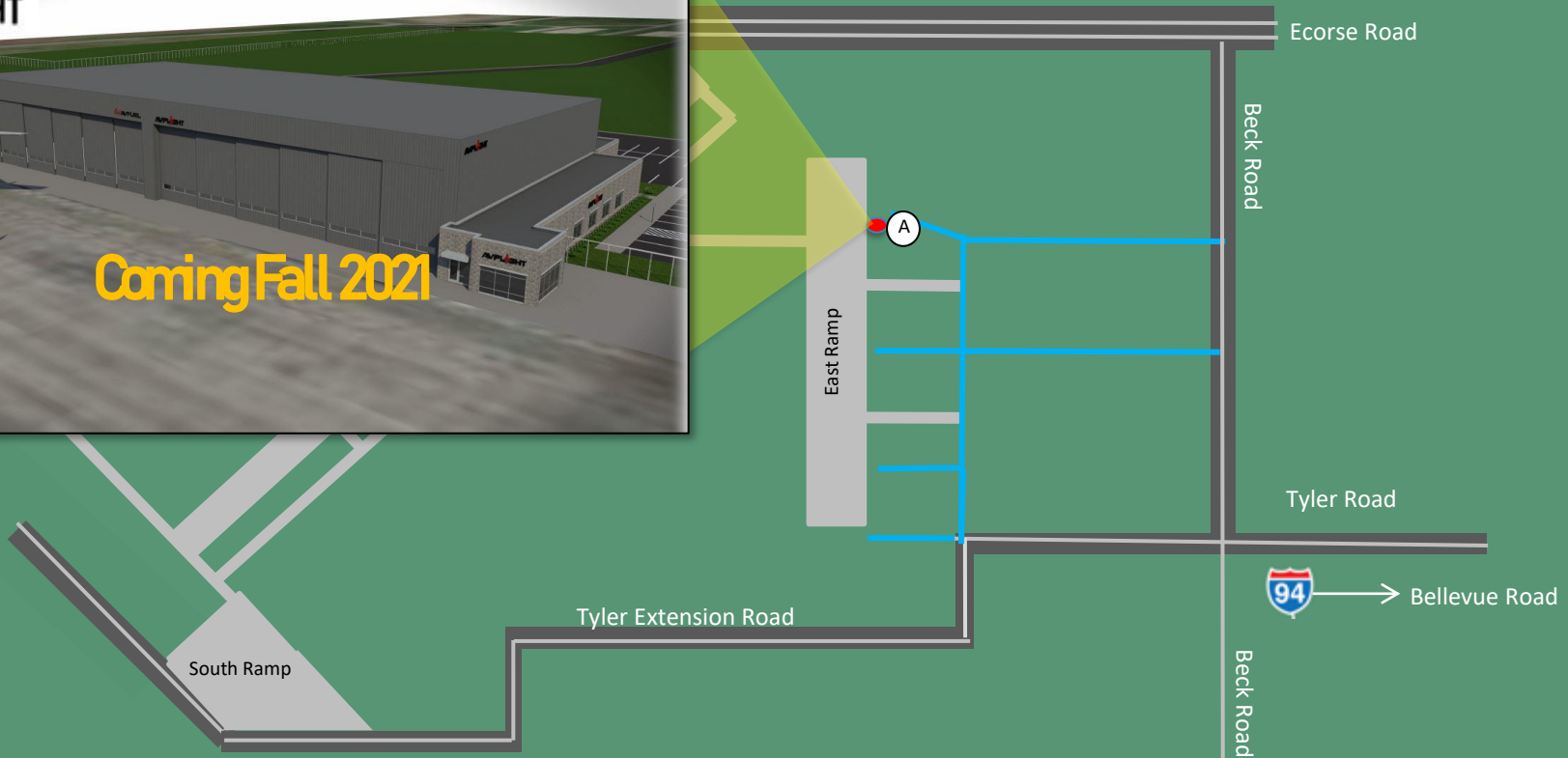
Regional Gateway AERONAUTICAL OFFICE PARK



Willow Run Airport East Campus **Private Investment**

Regional Gateway

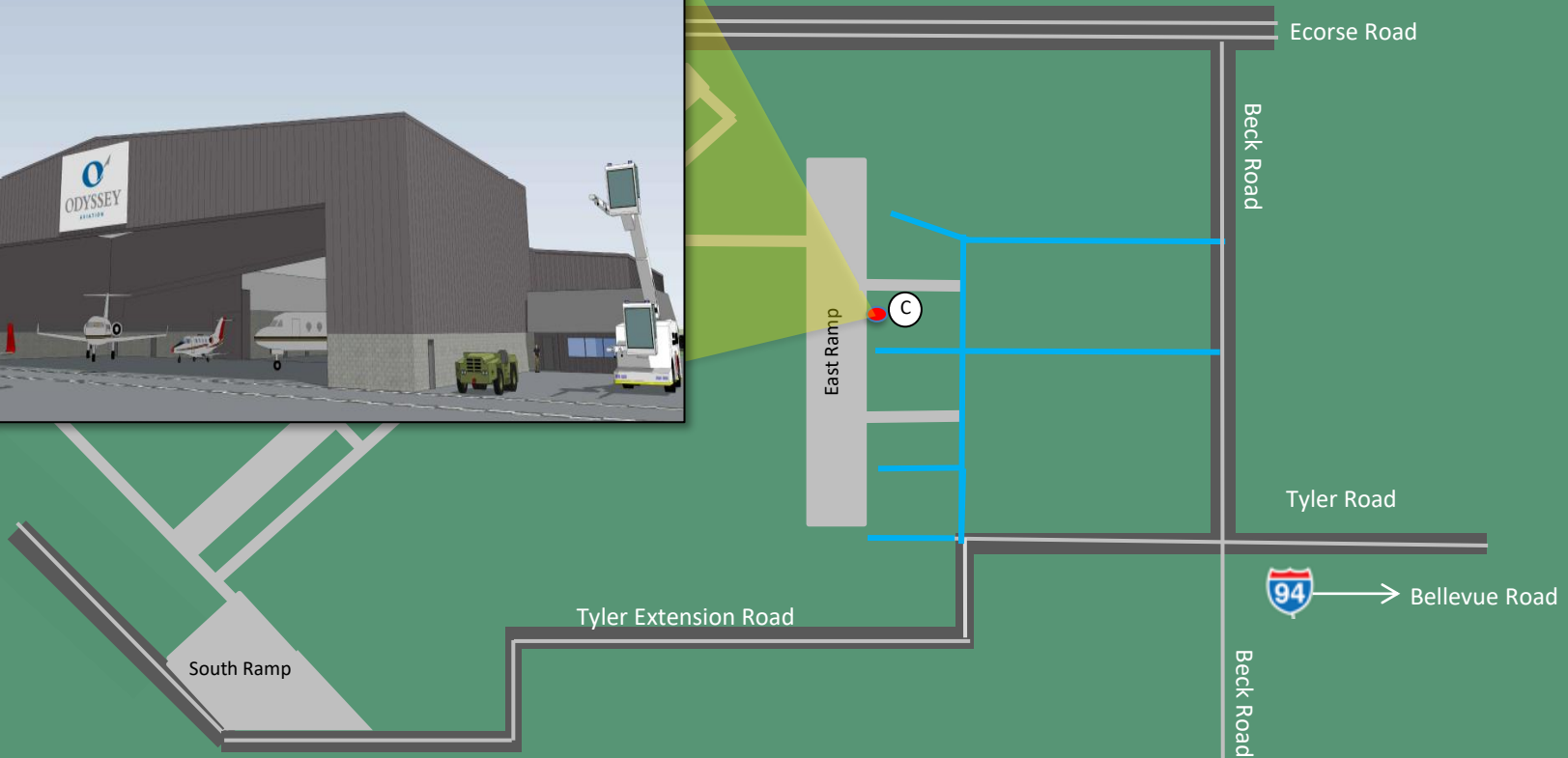
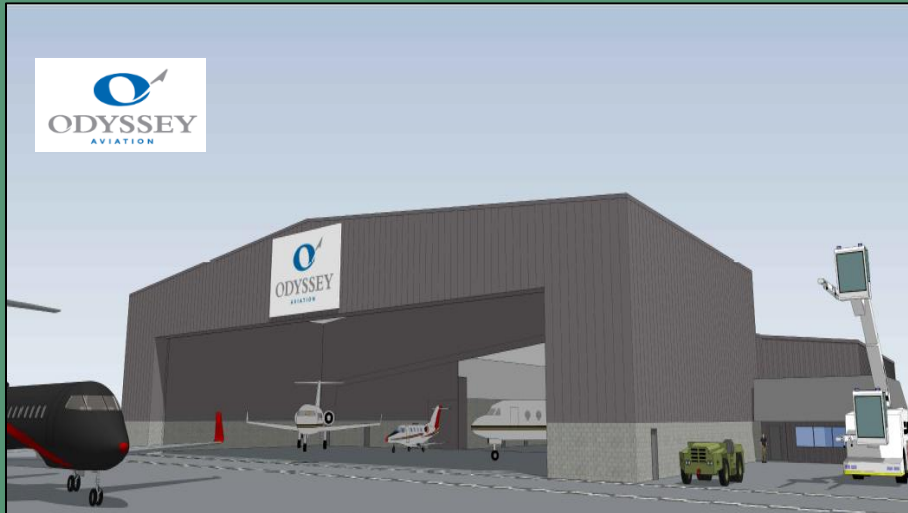
AERONAUTICAL OFFICE PARK



Willow Run Airport East Campus **Private Investment**

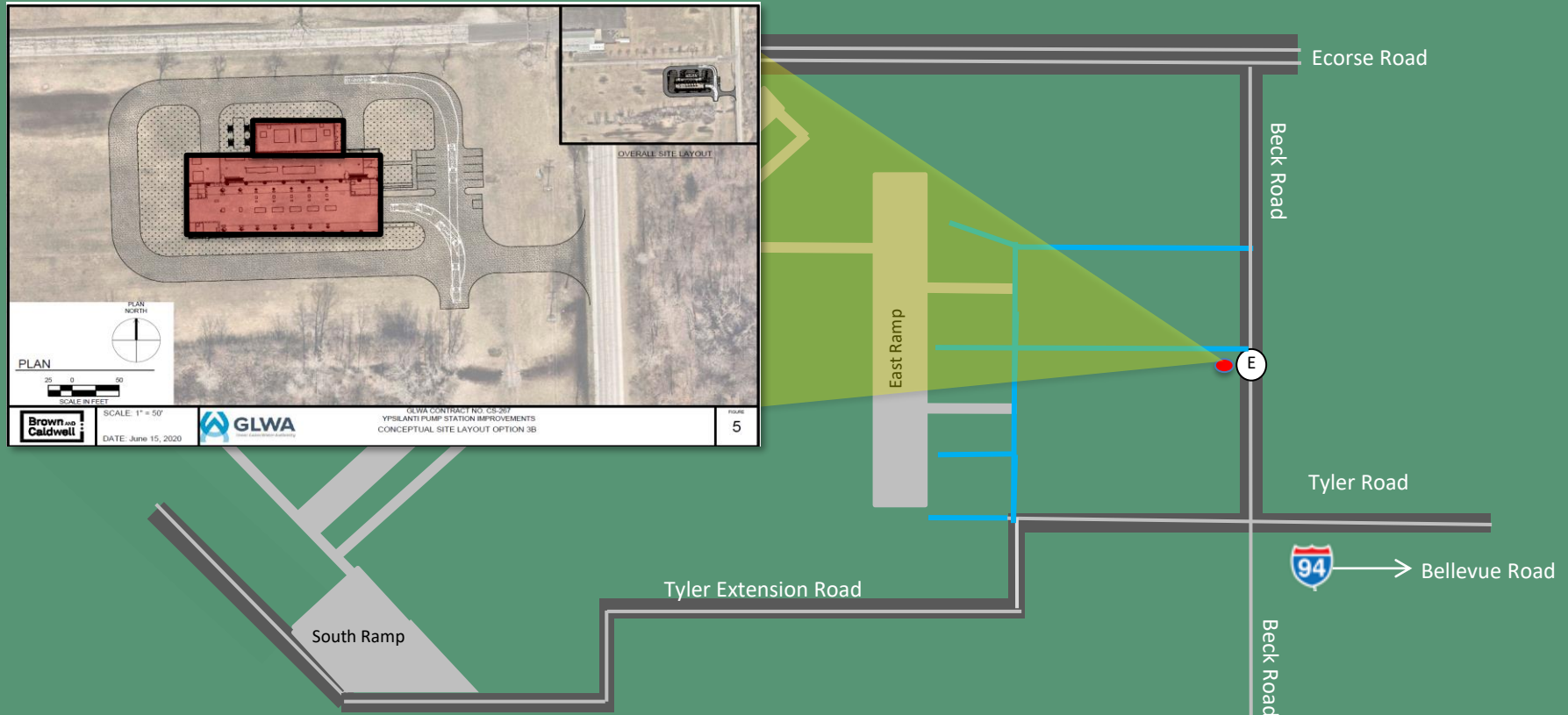
Regional Gateway

AERONAUTICAL OFFICE PARK



Willow Run Airport East Campus **Private Investment**

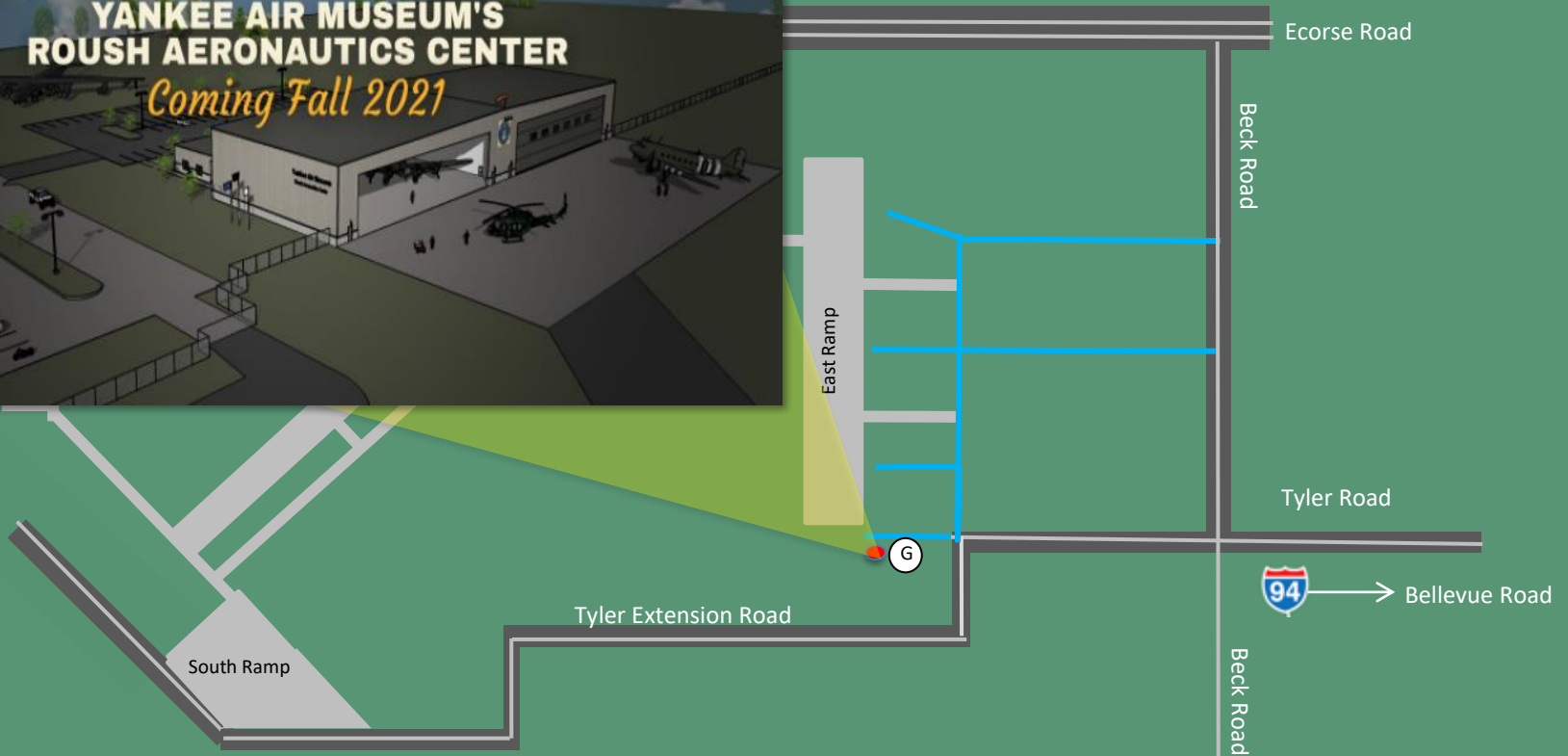
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Willow Run Airport East Campus **Private Investment**

Regional Gateway

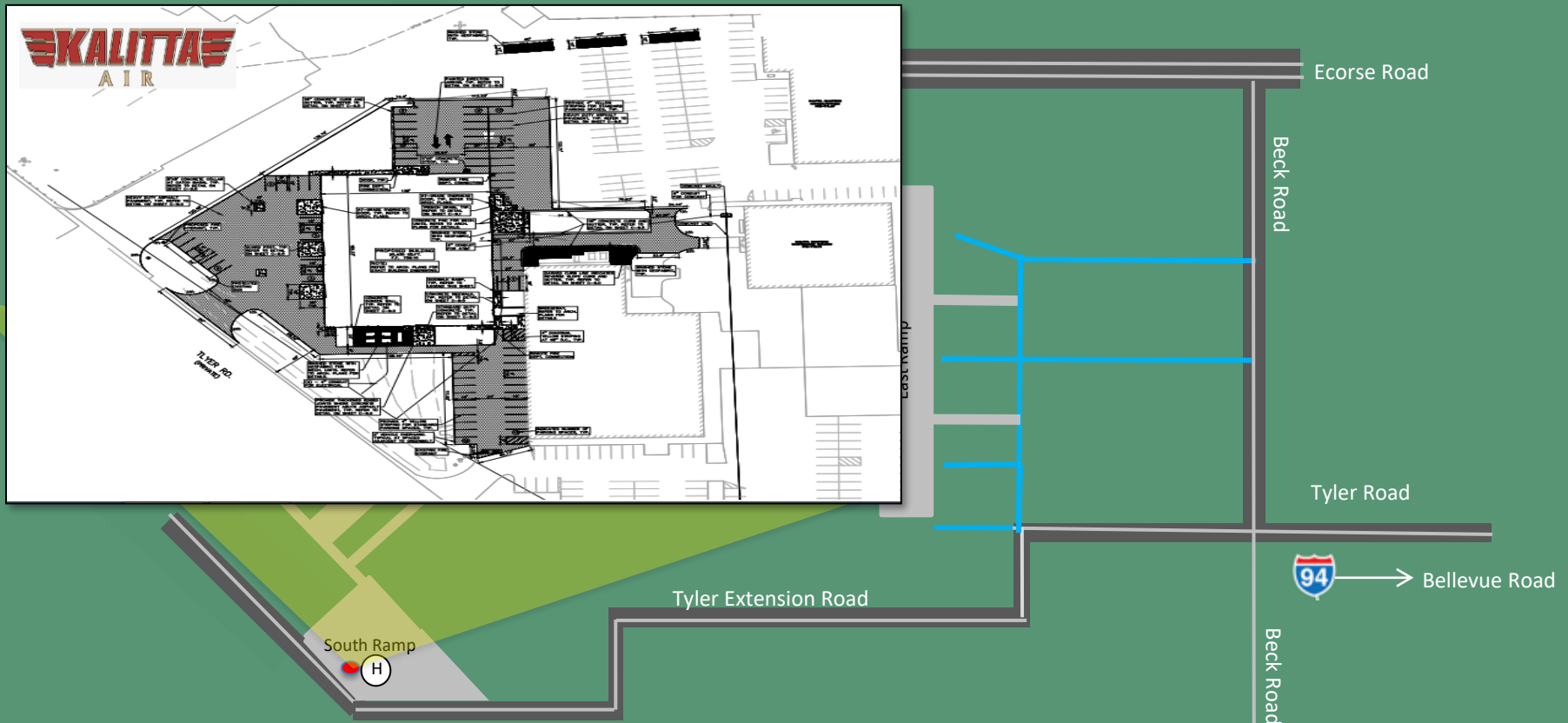
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Willow Run Airport East Campus **Private Investment**

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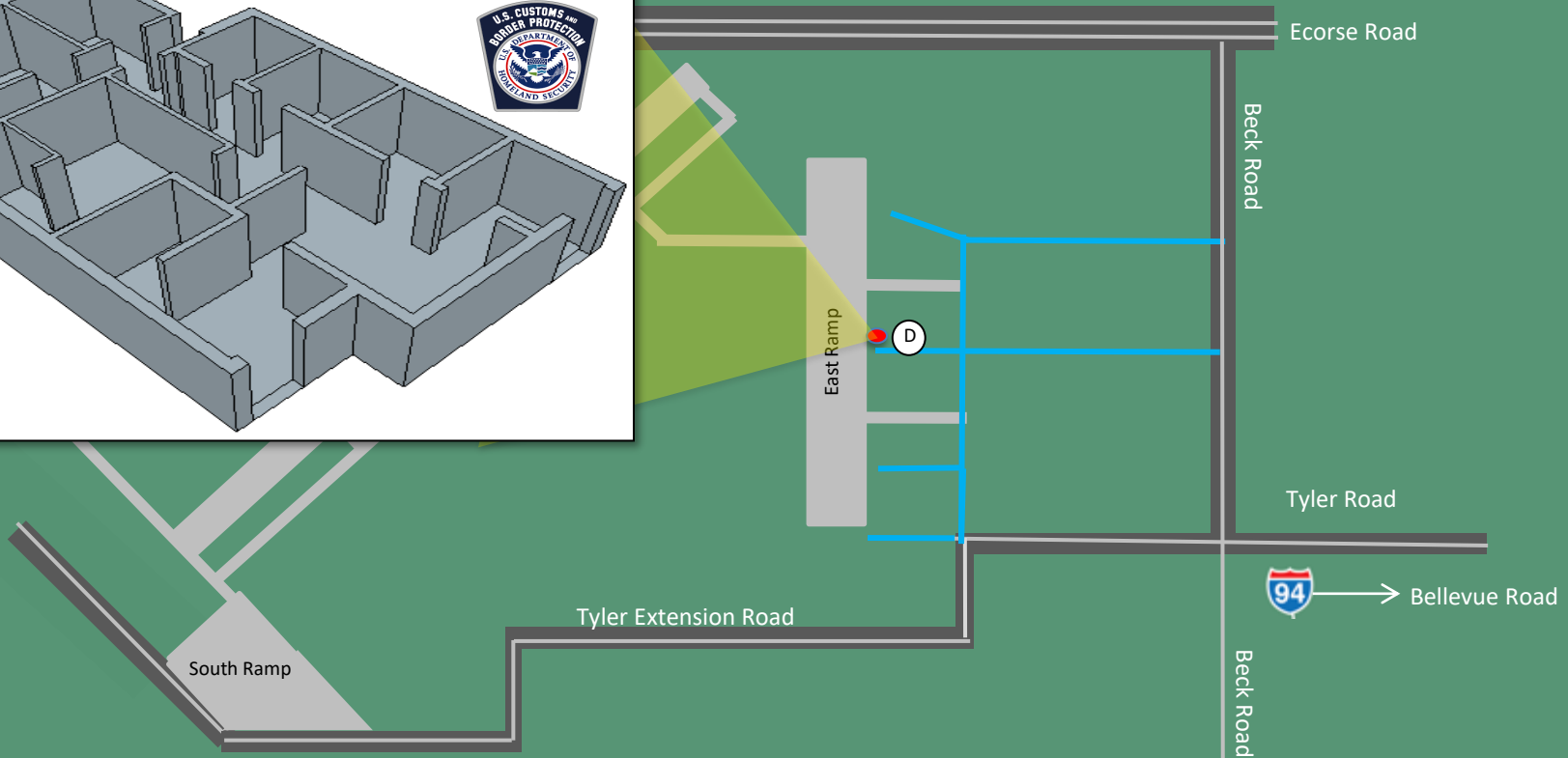
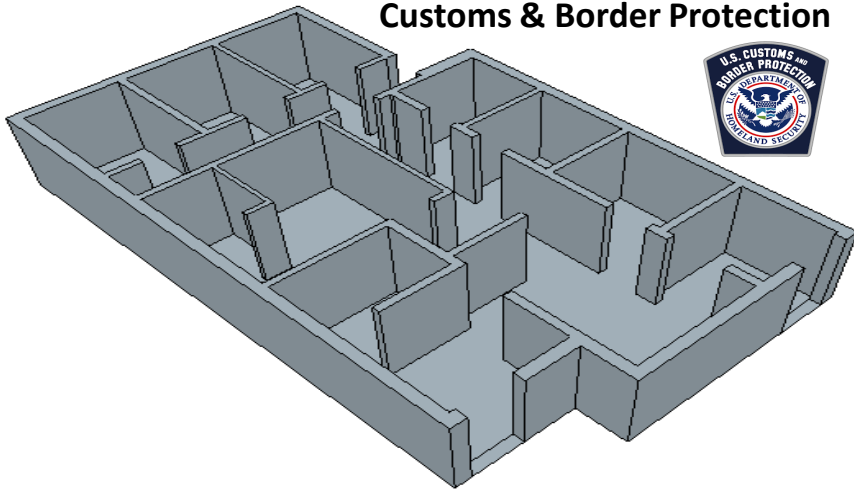
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Customs & Border Protection



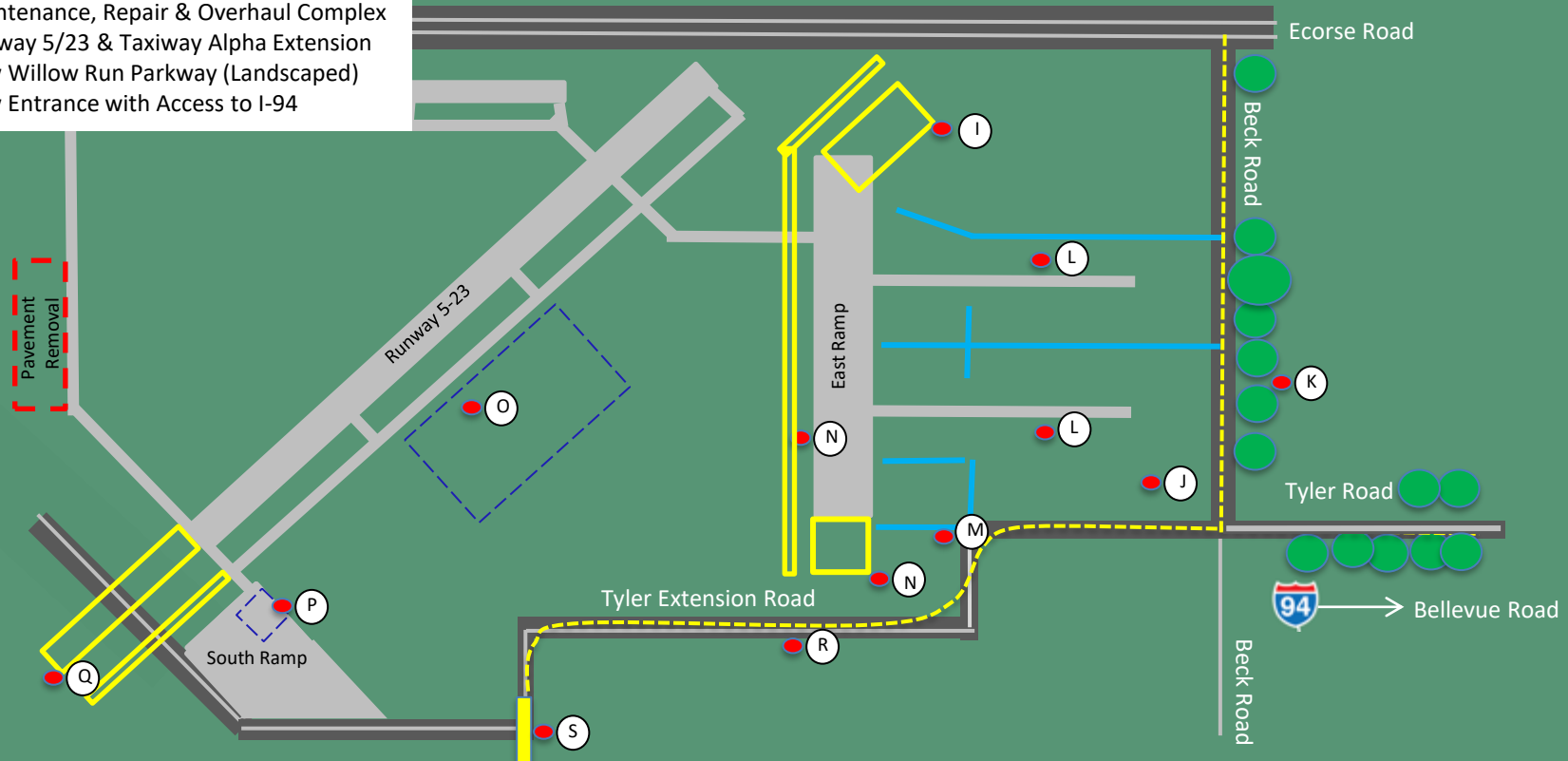
Willow Run Airport East Campus **Growth Approach**

Regional Gateway

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KEY GROWTH INITIATIVES

- I. Proposed East Ramp: North Hangar Development
- J. Proposed YIP Headquarters & Concessions
- K. Proposed Tyler Road/Beck Road Landscape
- L. Proposed Expansion of GA Aircraft Park & Sales
- M. Proposed Yankee Air Museum
- N. Proposed East Ramp: South Hangar Development
- O. Proposed Heavy Aircraft Cargo Processing Center
- P. Proposed Maintenance, Repair & Overhaul Complex
- Q. Proposed Runway 5/23 & Taxiway Alpha Extension
- R. Proposed New Willow Run Parkway (Landscaped)
- S. Proposed New Entrance with Access to I-94



Willow Run Airport East Campus **New Business Model**

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Q&A