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News Release

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Airport Authority Launches Small Business Enterprise Program *--Initiative Expands Opportunities for Qualified, Local Businesses*

The Wayne County Airport Authority (WCAA) has launched a new Small Business Enterprise (SBE) Program designed to increase opportunities for qualified small businesses located in Macomb County, Oakland County, Washtenaw County and Wayne County to participate in Airport Authority contracts.

“The Airport Authority is committed to providing equal contracting opportunity to all businesses for projects at Detroit Metro Airport and Willow Run Airport, and we continue to seek the best-valued, high-quality products and services by encouraging competition among our vendors,” said WCAA CEO Lester Robinson. “This new SBE Program provides equalization credits so that smaller, local firms can compete more aggressively and equally for business opportunities at our airports.”

Under the SBE Program, the Authority encourages SBEs to submit bids or proposals as either prime contractors or as subcontractors by applying an equalization credit to bids submitted by or with certified small businesses. The amount of the equalization credit depends on the value of the contract being solicited and is based upon the lowest qualified bid received. For contracts valued at or below \$100,000, a 3% equalization credit is available. For contracts valued above \$100,000, a 2% equalization credit is available. A non-SBE firm may receive a 1% equalization credit on any size contract if they submit a bid or proposal that includes subcontracting opportunities for SBE firms valued at 30% or more of the overall contract value.

"Because the equalization credit is based on a percentage of the lowest qualified bid the Authority receives from a non-SBE firm, the new program is designed such that SBEs have the same incentive to offer their most competitive bids as do larger firms," said Airport Authority Procurement Director Sandra Allen.

(more)

(Page 2)

Participation in the new SBE Program is completely voluntary and SBE certification is not required to participate in any WCAA contract. However, to obtain the equalization credit, firms must complete a WCAA SBE Certification Application and be approved by the Authority's Purchasing Unit prior to a bid deadline or solicitation submission deadline date.

For more information regarding the WCAA SBE Program, visit the Authority's Web site at <http://www.metroairport.com/business/SBEProgram.asp> or contact the Airport Authority Procurement Division at (734) 247-7900.

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