

PUBLIC PARKING LOTS
 BILLINGS LOGAN INTERNATIONAL AIRPORT

EXHIBIT A



OVERFLOW PARKING OPTIONS

A daily parking fee of \$10 per day will be in effect at all overflow and contingent parking areas.

Complimentary shuttle service will operate daily from 4:00 a.m. to 12:00 a.m., from November 17, 2025, through January 15, 2026.

OVERFLOW PARKING
PRIORITY 4
50 SPACES
1 ¼ MILES TO TERMINAL

OVERFLOW PARKING
PRIORITY 2
197 SPACES

OVERLOOK DR

OVERFLOW PARKING
PRIORITY 3
39 SPACES

HWY 3

CONTINGENT
OVERFLOW PARKING

OVERFLOW PARKING
PRIORITY 1
24 SPACES

TERMINAL

N 27TH ST

CELL PHONE
WAITING AREA

E AIRPORT RD



CONTINGENT OVERFLOW PARKING



JETWAY DR

OPERATIONS CENTER

OVERLOOK DR

HWY 3

CONTINGENT OVERFLOW PARKING - NO PARKING BEYOND THE TREE LINE. CANDLESTICK MARKERS CLOSE OFF ALL PARKING UNTIL ALL ELSE IS FULL, THEN IT IS OPENED SECTION BY SECTION.



CURRENT PARKING EQUIPMENT

The following is a listing of the PARCS equipment installed at different stages during the term of the existing agreement. Most, but not necessarily all, is currently in use.

Stage 1

| Description | QTY |
|---|-----|
| Existing Entry Lane Equipment Upgrades | |
| AMG-2570 Ticket/CC entry station | 4 |
| AMG.1750.A850 | 4 |
| AL12 Gate arm | 4 |
| Misc. lane interface hardware, wire and mounting supplies | 4 |
| Service labor to install, test, training and One Year Warranty | 1 |
| Freight for all components above not to exceed | 1 |
| Daily Parking Lot Modification | |
| AMG.1750.A850 | 4 |
| AL12 Gate arm | 4 |
| AMG-2570/A856 Entry station with access and CC and Flex. | 2 |
| AMG.4570/A922 (Flex Scan) W/ COMMEND INTERCOMS | 2 |
| AMT-590 FLEXSCAN AND PROX READER KIT | 4 |
| COMMEND SERVER WITH PERIPHERALS | 1 |
| PMC4840, Proximity Cards | 100 |
| COMMEND DOOR STATION FOR PLAZA X/P | 1 |
| SP+ C&P INTERFACE | 1 |
| O-0100/1100-000 Universal Lane Controller | 4 |
| I/O Count, count module reconfiguration | 1 |
| Preformed Loops | 1 |
| Interface supplies, Digi Port converters | 1 |
| Service Installation support, warranty and travel | 1 |
| YSE installation support | 1 |
| DGM/AMI NowCare Agreement for 2015 | 1 |
| Freight for all lot modification items | 1 |
| Please note that all required civil work is the responsibility of Owner as previously noted on 3/30/2015 Quote. | |



Stage 2

| Description | QTY |
|--|-----|
| update and adjust quote #608 which was originally quote #519 for automated overflow lot. Updated pricing from YES and current Freight pricing adjusted on 4/8/2019. | |
| AMG.1750.A850 with AL12 strait arm | 2 |
| AMG-2070/A853 ENTRY STATION | 1 |
| AMG-4570/A862 Exit Station, L/R, Mag, CC | 1 |
| AL12 Gate arm | 2 |
| HDF FILE CONFIG O-0100/CONFIG, add new lot to existing site for individual counts. | 1 |
| O-0100/1100-000 Universal Lane Controller | 2 |
| Commend intercom door stations | 2 |
| Commend license and card to add 2 door stations to existing GE-300 server in office. | 1 |
| C-G3-IP-4B, CONNECTION 4 IP SUBSCRIBERS FEATURE LEVEL B | |
| Wireless component for all devices for relay to parking office server. | 1 |
| P-NL08-18, SAW CUT LOOP _2 x 6 WITH 20 FOOT LEAD | 4 |
| Loop scalant | 4 |
| DGM labor, support, warranty, travel and expenses | 1 |
| Freight not to exceed | 1 |
| Yellowstone Electric to provide and install a new electrical service to islands, data conduit, traffic loops, concrete islands with protective pipe bollards. | 1 |
| ***Excludes Power Company requirements such as new meter and concrete pad, this will need to be coordinated with Airport Admin*** | |



Stage 3:

| Description | QTY |
|---|-----|
| below is a turn-key upgrade to replace the sever set and Amano software to the latest build available for Amano mag stripe. | |
| P/N APS9010 Build 18 to Build 19 Software Upgrade | 1 |
| HP Server Set with all required peripherals, fully configured and hardened. | 1 |
| Misc. supplies for job | 1 |
| Service labor and travel expenses for Two Employees on-site. The Second Technician will perform P/M's on every lane. | 1 |



EXHIBIT C

1. SP PLUS LLC RFP RESPONSE
2. SHUTTLE PROPOSAL
3. QUESTION RESPONSES



PROPOSAL FOR:

Automobile Public Parking Concession
Billings Logan International Airport

SUBMITTED TO:

City of Billings

1901 Terminal Circle, Room 216

Billings, MT 59105-1996

Attn: Office of the Director of Aviation and Transit



Jason Finch
President – West Airports
16200 Brookpark Road, 2nd Floor
Cleveland, OH 44135
786.367.2130
jfinch@metropolis.io



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Required Forms *(Not Included in 35-Page Limit per Addendum 2.)*

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Form 2. Business Information Questionnaire

Form 3. Business and Financial References

Form 4. Experience and Qualifications Statement

Form 5. Concession Fees

Form 6. ACDBE Participation

Form 7. Automobile Public Parking Concession Agreement – Acknowledgement

Form 8. Proposal Bond

Form 9. Conditions and Non-Collusion Agreement

Form 10. Parking Lot Rates

Form 11. Proposer's Checklist.

Seasonal Shuttle Proposal *(Under a Separate Envelope, Not included in 35-Page Limit.)*

EXHIBITS *(Not Included in 35-Page Limit)*

EXHIBIT A. Proposed Manger's Resumes

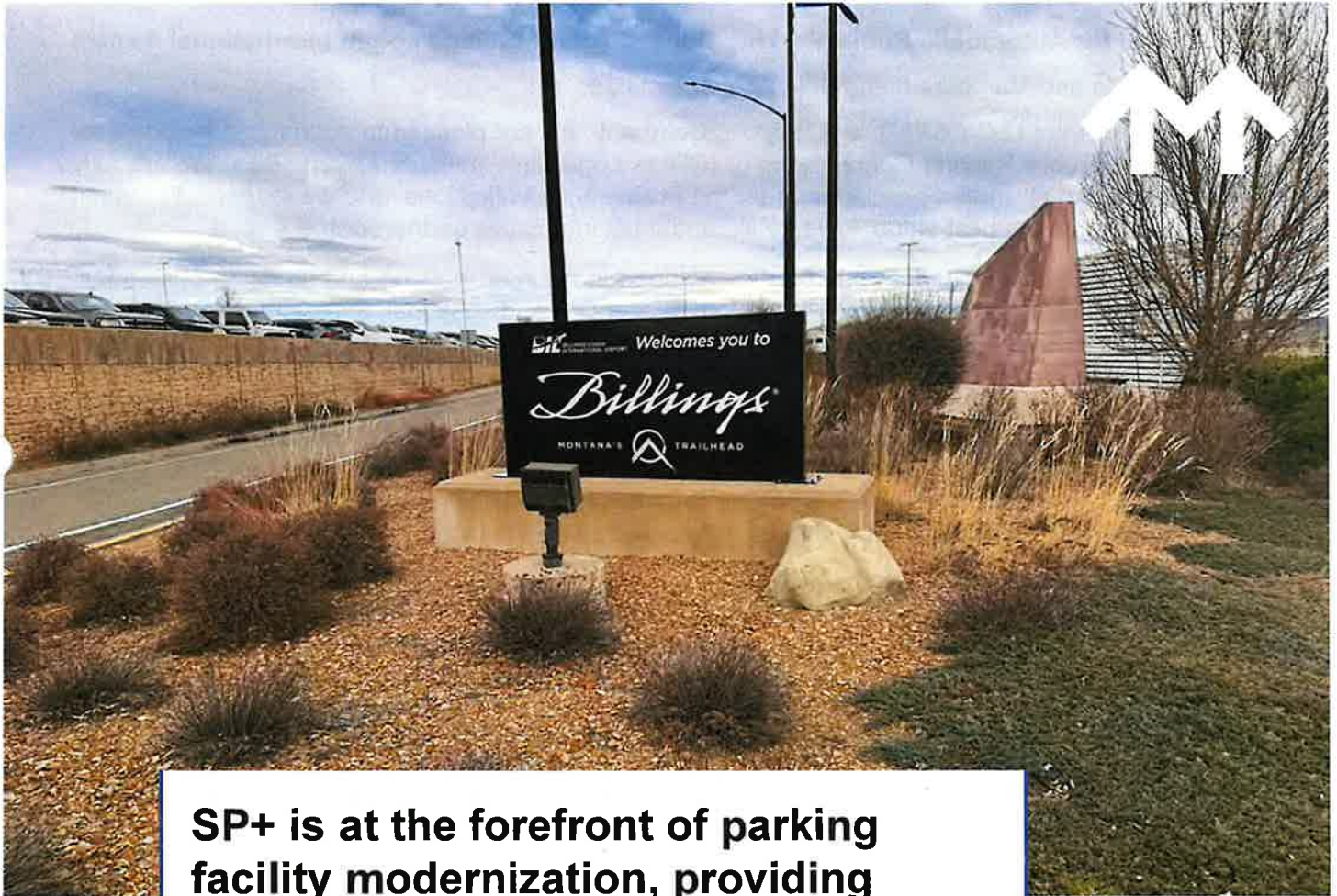
EXHIBIT B. Proposed Staffing Plan

EXHIBIT C. Sample Reports

EXHIBIT D. Cut Sheets



COVER LETTER



SP+ is at the forefront of parking facility modernization, providing solutions that enhance customer mobility and convenience.



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March 24, 2026

Ms. Marita Herold
Aviation and Transit Business Manager
Department of Aviation and Transit
Billings Logan International Airport
1901 Terminal Circle, Room 216
Billings, MT 59105-1996

RE: Proposal for Automobile Public Parking Concession at Billings Logan International Airport

Dear Ms. Herold and Members of the Selection Committee:

On behalf of SP Plus LLC ("SP+"), a Metropolis Company, we are pleased to submit this proposal for the Automobile Public Parking Concessions at Billings Logan International Airport (BIL). We are fully qualified to perform all services required under the Proposal Specifications, and we respectfully submit that SP+ represents the best-value, lowest-risk, and most innovative partner for the Airport.

For more than 90 years, SP+ has been a national leader in airport parking and landside operations, managing more parking and shuttle services, both year-round and seasonal, across more airports and hub classifications than any other operator in the industry. Our experience spans facilities of all sizes, from small regional airports to some of the nation's busiest hubs, including current operations at El Paso International (ELP), San Antonio International (SAT), Omaha Eppley Airfield (OMA), and Des Moines International (DSM). Further demonstrating our scale and expertise, SP+ will commence shuttle operations in June 2026 for the new Rental Car Center (RCC) at DSM, one of seven RCC shuttle systems we operate nationwide, positioning us to consistently deliver safe, efficient, and customer-focused transportation solutions tailored to each airport we serve.

This depth of experience gives BIL continued access to proven practices in revenue control, safety management, staffing, snow operations, seasonal and year-round shuttle services, customer service, and technology-enabled parking operations - precisely the capabilities prioritized in this RFP. We believe our proposal is particularly responsive to the City's stated objectives, including:

Competitive Financial Return to Airport - Our consumer-paid transaction fee model enables SP+ to deliver a brand new, state-of-the-art revenue control system while preserving highly competitive financial returns to the Airport. Customer confidence in, and adoption of, Metropolis Computer Vision is evidenced by site-specific, measured customer satisfaction scores, a level of performance insight not offered by traditional parking revenue control systems. This proven model continues to gain rapid market acceptance, with Metropolis technology selected by more airports in the past 12 months than any competing system, including recently announced awards at Charles M. Schulz-Sonoma County, Fresno Yosemite, and El Paso International Airports.

PARCS, Compliance, and Reporting - SP+ is uniquely positioned to transform the parking experience at BIL through our cutting-edge Metropolis Computer Vision platform, leveraging vehicle recognition technology that delivers a seamless customer journey while strengthening revenue integrity, daily vehicle inventory controls, and real-time exception management. Complemented by modern, data-driven dashboards, our solution equips Airport leadership with the actionable insights needed to optimize performance and elevate operations. Our systems and procedures are purpose-built to safeguard gross revenues, ensure timely and accurate deposits, and fully support the City's audit, reporting, and compliance requirements.

While QR code-based payments, consumer-paid transaction fees, and member-based parking are already prevalent across the City of Billings, including its own parking assets, only SP+ delivers a truly

frictionless parking experience through our Metropolis technology, offering superior, flexible payment options, including acceptance of all major credit cards and cash. Further, upon direction from BIL, we are committed to a rapid, turnkey implementation across the Airport's parking facilities within 60 days or less.

Evolving Airport and Industry – As outlined in the RFP and pre-proposal conference, the Airport will undergo significant disruption as it advances toward an enhanced guest experience through the development of a new parking deck. SP+ brings unmatched, recent experience managing complex airport transitions of this nature and will apply a proven, structured playbook to ensure continuity of operations, revenue protection, and customer satisfaction at BIL. Our team has successfully navigated similar large-scale terminal and parking facility projects at Kansas City International, Salt Lake City International, Louis Armstrong New Orleans International, Hector International (Fargo), and Sioux Falls Regional Airport, delivering seamless transitions despite construction impacts.

Operating Strategy & Key Personnel - We propose a seasoned, locally engaged leadership team supported by deep regional and national resources, with SP+ self-performing all services except for snow removal, which will be subcontracted. Our operating model prioritizes safety, reliability, and hospitality, reinforced by strict cash controls, proactive inclement weather management, and continuous customer feedback.

Financial Strength Affirmative Statement - As part of Metropolis, SP+ possesses exceptional financial capacity, operational scale, and long-term stability - ensuring continuity of service, responsible working capital management, and the ability to support BIL through growth, disruptions, or capital initiatives and honor all financial commitments presented in this proposal.

Relevant Airport Experience - SP+ has a strong record of success at airports comparable in size, complexity, and climate to BIL. In addition to our long tenure as your incumbent operator, SP+ offers BIL a true partnership - one that blends a proven operating track record with disciplined operations with thoughtful innovation. We are prepared to collaborate closely with Airport leadership on future technology development, wayfinding, customer loyalty initiatives, performance dashboards, and continuous improvement strategies that elevate both guest experience and financial performance. With no transition period required, we are liberated to immediately implement the recommended technology and reservation platform prior to the busy summer period.

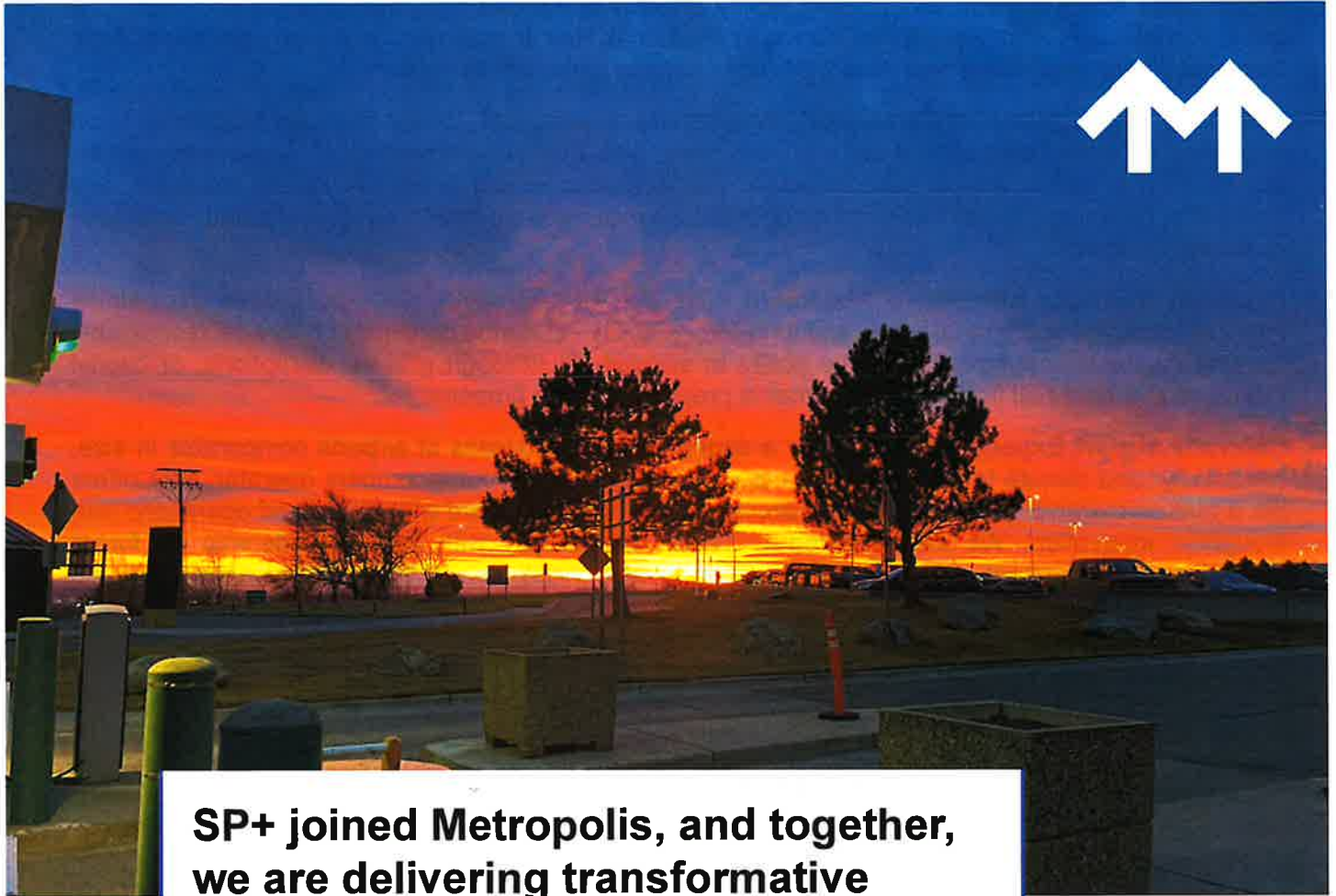
Sincerely,



Digitally signed by Jason
Finch
Date: 2026.03.24
19:26:53 -04'00'

Jason Finch
President – West Airports
Mobile: 786.367.2130 | Email: jfinch@metropolis.io

QUALIFICATIONS AND EXPERIENCE



SP+ joined Metropolis, and together, we are delivering transformative technology, exceptional service and innovative solutions to our clients.



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QUALIFICATIONS & EXPERIENCE

Minimum Qualifications

At least five (5) years' experience in operating U.S. commercial parking operations at either airports or parking operations with Gross Revenues of at least Three Million Dollars (\$3,000,000) annually at a single facility.

SP+ is the premier provider of specialized aviation mobility solutions across North America. With a history spanning more than 90 years, SP+ has evolved far beyond traditional parking operations to become a strategic partner for airports. Since 1951, our Aviation team has managed parking and shuttle operations for airports of all sizes, including complex environments. We focus on simplifying the customer journey, maintaining high operational standards, and adapting to each airport's needs. Many airports like BIL have partnered with us for decades, reflecting our commitment to service and relevancy of products, amenities and technology that support our clients' efforts to offer an exceptional travel experience.



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Currently SP+ manages parking, valet, shuttle service and/or ground transportation at 73 U.S. Airports, including some of the largest and most complex airport operations like Atlanta-Hartsfield, Chicago O'Hare and San Francisco International Airports. These three airports alone generate nearly \$500 million of annual gross parking revenue from nearly 80,000 aggregate parking spaces.

From our industry-leading airport portfolio, SP+ manages and operates forty-nine (49) airport parking facilities that meet and/or exceed the RFP's Minimum Qualification of five (5) years of experience managing and operating paid parking facilities with a minimum Gross Revenues of at least Three Million Dollars (\$3,000,000) annually. In addition to hundreds of qualifying locations in our Commercial Division, following is a small representation of SP+ managed airports that qualify and are of a similar size and scope of operations to BIL.

| Airport | Annual Revenues | Annual Enplanements | Dates of Operation |
|--------------------------|-----------------|---------------------|--------------------|
| Baton Rouge Metropolitan | \$ 4,011,190 | 425,791 | 1961 to Present |
| Hector International | \$ 5,998,868 | 590,542 | 1971 to Present |
| Bishop International | \$ 4,082,285 | 351,424 | 1999 to Present |
| Roberts Field/Redmond | \$ 7,645,455 | 661,200 | 2010 to Present |
| Sioux Falls Regional | \$ 7,680,750 | 754,786 | 1969 to Present |

Per the RFP, as the incumbent we are not required to complete Form 4, Experience and Qualifications Statement. However, we will happily provide contact information for our Airport client for the above-referenced 5 airports if requested.

A proven record of managing the procurement and installation of a new Parking Access and Revenue Control System (PARCS) concurrently with an existing PARCS. Please provide two (2) relevant examples from within the last three (3) years.

As more fully detailed in the proposed New Parking Access and Revenue Control and Technology section, SP+ is proud to recommend the deployment of our Metropolis Computer Vision



QUALIFICATIONS & EXPERIENCE

technology at BIL. This transformative solution will deliver a truly frictionless parking experience for airport patrons while establishing a new standard for parking operations across the City of Billings.

While the acquisition of SP+ by Metropolis occurred less than two years ago, adoption by both airport and commercial clients seeking to elevate the guest experience has been rapid and substantial. Through both competitive RFPs and organic deployments with existing clients, Metropolis Computer Vision has been selected for more new parking access and revenue control system (PARCS) implementations over the past two years than any competing solution. With no upfront capital investment required, coupled with a significantly enhanced customer experience, robust reporting, and data capabilities, airports in particular have overwhelmingly embraced—and continue to realize the benefits of – this technology.

San Antonio International Airport (SAT) was operating with an antiquated PARCS that had exceeded its useful life, was costly to maintain, and experienced frequent downtime. In just 37 days from authorization to go-live date on November 16, 2024, SP+ deployed Metropolis Computer Vision across a 6-lane entry and 9-lane exit plaza serving both the Short-Term and Long-Term Garages, encompassing more than 6,000 parking spaces. The system was also implemented across two Economy Parking Lots totaling over 4,000 spaces, along with deployment of Metropolis Mobile Vision to support valet operations on Level 0 of the Short-Term Garage, delivering a fully integrated, airport-wide solution.



SP+ led all aspects of equipment procurement and installation, including negotiating and managing multiple vendor subcontracts for installation and ancillary work, while ensuring all required insurance certificates and safety plans were in place and approved by the Airport. Work was meticulously phased and scheduled to minimize customer disruption and ensure traffic flow was never materially impacted. To safeguard revenue continuity, SP+ successfully executed a parallel operation of both the legacy PARCS and the new Metropolis system during the transition period.

Our Marketing and Communications team partnered closely with Airport stakeholders to develop comprehensive collateral, website updates, and a coordinated press release highlighting the benefits of the new system. To support a successful public launch, a media day was held on November 16, 2024, led by Metropolis CEO Alex Israel, with both Metropolis and Airport leadership participating in television and print interviews to promote the enhanced parking experience.

Significant resources were deployed onsite to provide the 50+ member team with comprehensive training on the new system, while corporate, regional, and local operational leadership maintained an active presence before, during, and after launch to ensure a seamless transition. With nearly \$40 million in annual revenue and approximately 20 lanes of installed equipment, SAT remains our largest airport deployment to date.

In the nearly 18 months since launching Computer Vision technology at SAT, Metropolis has continued to invest in enhancing the technology and operations through new dynamic digital exit screens and commercial management and dynamic pricing of parking reservations. Additionally, Metropolis launched a new system for the San Antonio disabled veteran (DVs) community. This



QUALIFICATIONS & EXPERIENCE

system significantly enhanced the airport's revenues and provided DVs with a much-improved parking and payment experience, which was only possible due to the technology implemented at SAT and proposed here for BIL. As a result, Metropolis has unlocked nearly 20% growth in revenue from 2024 to 2026.

As reflected in the growing number of additional airport implementations, Metropolis technology continues to gain strong market adoption. While each deployment informs continuous improvement, our implementation playbook is well-established and will ensure a rapid, seamless transition at Billings Logan International Airport.

Dayton International Airport Revolutionizes Travel with Launch of AI-Powered Ticketless Parking Platform

Following the successful launch at San Antonio International Airport, SP+ launched the same AI-powered, ticketless parking platform at Dayton International Airport on March 27, 2025. Like SAT, the new system immediately transformed the travel experience for passengers by offering seamless, drive-in/drive-out access. This made Dayton International Airport (DAY) the second U.S. airport to adopt the platform, highlighting its commitment to innovation and customer experience.



The successful launch was the result of extensive pre-launch preparations designed to ensure a seamless transition, resulting in zero downtime when switching to the new platform. The collaboration between SP+ and the dedicated staff at DAY was crucial to achieving this smooth implementation.

Gil Turner, the Director of Dayton International Airport, stated, "We're so pleased to launch these innovative services. Travelers can drive in and out, saving time and reducing hassle."

Much of the same playbook developed and used at San Antonio International Airport to ensure maximum installation efficiency with minimal lane downtime and customer inconvenience was used at Dayton. In total, Metropolis Computer Vision technology was installed in nine (9) ingress lanes and thirteen (13) egress lanes across the Airport's 6,561 parking space campus that generates in excess of \$8.5 Million Dollars of gross parking revenue annually.

After the implementation, the launch garnered over 445 million media impressions across various platforms. Users specifically praised the platform's user-friendliness and the quick, efficient parking processing, which significantly enhanced their overall travel experience. The innovative ticketless parking initiative also received regional and national media coverage, further solidifying Dayton International Airport's reputation as a forward-thinking travel hub dedicated to improving customer experiences through technology.

DAY Marketing Manager, Melissa Patsiavos, summed it up nicely: "Dayton being one of the first airports to implement this parking technology that we are really proud of, the airlines are impressed with that and see that we are future forward."

In addition to SAT and DAY, seven airports have successfully deployed Metropolis Computer Vision technology, delivering an improved parking experience for customers from Day One:

QUALIFICATIONS & EXPERIENCE

| <u>Airport</u> | <u>Launch Month</u> | <u>Technology Deployed*</u> |
|----------------------------|---------------------|-----------------------------|
| Northwest Arkansas | May, 2025 | Metropolis Computer Vision |
| Aspen/Pitkin County | June, 2025 | Metropolis Computer Vision |
| Flint Bishop International | October, 2025 | Metropolis Computer Vision |
| Baton Rouge Metropolitan | January, 2026 | Metropolis Computer Vision |
| Alexandria Regional | February, 2026 | Metropolis Computer Vision |
| Kona International | January, 2026 | Metropolis Computer Vision |
| Hilo International | February, 2026 | Metropolis Computer Vision |

* Does not include standalone Metropolis Mobile Vision valet technology used at Cleveland Hopkins, Louis Armstrong New Orleans International, and others.

** Coming soon – El Paso International Airport (April 2026); Charles M. Schulz – Sonoma County Airport (May 2026)

A proven record of managing public parking operations during construction periods. Please provide two (2) relevant examples from within the last three (3) years.

As the saying goes, “If you have seen one airport, you have seen one airport.” Each facility presents unique characteristics that require a tailored operational approach to optimize the guest experience. At the same time, a consistent industry trend in recent years has been the execution of significant capital improvement programs, many of which have directly enhanced but temporarily impacted the parking operations across airports managed by SP+.

Two recent projects that closely mirror the near-term environment at Billings Logan International Airport positions SP+ to apply a proven playbook that minimizes disruption to the guest experience. At both Hector International Airport (FAR) and Sioux Falls Regional Airport (FSD) - airports SP+ has managed for a combined 110 years - new parking garages were constructed to meet growing demand for on-airport parking. In each case, construction activities required the temporary displacement of existing parking inventory to accommodate staging, equipment laydown, and active development, challenges we successfully navigated while maintaining operational continuity and customer satisfaction.



The new parking garages were fully operational to the public in October 2024 and March 2026 at FSD and FAR, respectively.

Following are examples of some of the most relevant activities or tasks that we managed and/or provided assistance to both Hector International and Sioux Falls Regional Airports - both airports with extreme Montana-like winter conditions. Given the planned new garage at BIL with construction to begin sometime in 2027, our proven experience will greatly benefit airport staff and ensure our team and operations are equipped with the necessary resources, talent and available options to mitigate customer disruption.



QUALIFICATIONS & EXPERIENCE

Pre-Construction Planning & Demand Modeling

At FAR, our corporate financial and regional management team was tasked with assisting the Airport's consultant to conduct a detailed analysis of current parking utilization, peak demand periods, and customer segmentation (hourly, daily, employee, etc.) to forecast anticipated garage occupancies, revenues and proposed new parking rates.

Stepping up when our customers need us

We have stood up new operations on short notice when our customers' need change or others fall short of expectations.

Situations arise: we've got them handled.

Unforeseen challenges: we've got you covered.

Whether your needs are short-term, ad-hoc, or ongoing, planned or unanticipated, we deliver peace of mind as a service.

- ✓ Overflow lots in under a week at DSM, SAT, ELP
- ✓ New ground transportation operation in 2 weeks at SLC
- ✓ Airport-owned off-airport facilities in weeks at MCI, ELP
- ✓ Surging check-in support during the Super Bowl at HOU, SAT, PHX, IND
- ✓ Short-term security to fill a customer gap at STS

Phased Parking & Inventory Management Plan

Our teams worked with the airport to develop a phased approach that aligns with the construction schedule, clearly identifying which areas will be taken offline and when, while maximizing remaining inventory and introducing temporary parking solutions where necessary.

Temporary Capacity Solutions

To address the net loss of parking spaces, SP+ partnered closely with each airport to maintain adequate parking supply throughout the construction period. At FSD, a seasonal shuttle operation was converted into a full-time service to support remote parking capacity - an approach we are prepared to replicate at BIL, including procuring buses and staffing drivers to ensure optimal performance. At FAR, a temporary valet operation was implemented to provide a convenient, close-in parking option for passengers. Each of these solutions required comprehensive planning, detailed expense forecasting, and close coordination with airport leadership to ensure seamless execution and a consistent guest experience.

Clear Wayfinding & Signage Strategy

Implement proactive, highly visible signage and dynamic messaging (both on-site and digital) to guide customers to available parking, minimize confusion, and reduce circulation/queueing within constrained facilities.

Communication & Customer Outreach

Assisted airport communication teams with a comprehensive communication plan - including website updates, email alerts, social media, and on-airport messaging - to inform customers of changes, encourage advance reservations, and arrival and departure expectations.



QUALIFICATIONS & EXPERIENCE

Operational Staffing & Traffic Control

Increase on-site staffing during peak periods to assist with traffic flow, direct customers, and provide real-time support, ensuring a safe and efficient experience. Regional leadership and staff provided the additional support necessary to support the operations.

Technology Deployment

SP+ partnered closely with each airport to evaluate, select, and implement new and/or enhanced revenue control systems. In our role, we led critical activities including system design and plan review, cost evaluation and validation, procurement coordination, and comprehensive lane testing to ensure optimal performance. Our hands-on involvement ensured each system was thoughtfully deployed, fully functional at go-live, and aligned with the Airport's operational and financial objectives.



New Parking Ramp at FAR

In addition to the above case studies, SP+ has successfully managed parking operations through construction at several of the most recently developed U.S. airport terminals, including new garages supporting terminal projects at Louis Armstrong New Orleans International Airport, Kansas City International Airport, and Salt Lake City International Airport. Across each of these complex environments, SP+ not only maintained parking operations but also managed large-scale shuttle programs, ensuring seamless connectivity, operational continuity, and a consistent guest experience throughout construction and transition phases.

We are proud of our work and collaboration with airport leadership at both FSD and FAR and are happy to provide you with their below airport director contact information should BIL seek further clarity or attestation to our performance during their recent construction programs.

| | | | |
|-----------------|--|-----------------|--|
| Airport: | Hector International | Airport: | Sioux Falls Regional |
| Contact: | Mr. Shawn Dobberstein | Contact: | Mr. Dan Lettelier |
| Email: | Shawn@fargoairport.com | Email: | Dan.Lettelier@sfairport |
| Phone: | 701.241.1501 | Phone: | 605.336.0762 |

Proposer may not have any pending litigation with the City of Billings, Montana and must be authorized to conduct business in the State of Montana prior to commencement of the Agreement.

SP+ certifies that we have no pending or past litigation with the City of Billings during our tenure operating Billings Logan International Airport. We are currently and shall remain authorized to do business in Montana and maintain an annual business license for BIL.



QUALIFICATIONS & EXPERIENCE

Proposers shall include an affirmative statement in their proposal signed by an officer authorized to bind the Proposer's Company that the Proposer has the financial resources required to meet the terms and conditions of the Agreement and make the RFP required investment.

Please refer to the Financial Strength Affirmative Statement included in our cover letter and signed by President - West Airports, Jason Finch, an officer authorized to bind the commitments made in this proposal.

Experience

Description of proposer's past and current experience with managing either large commercial parking lot installations or airport public parking lots. (Examples, size, and length of agreement.)

SP+ manages operations at more large- and medium-hub airports than any other parking and transportation provider, a distinction that reflects our industry-leading reputation for delivering exceptional client partnership and customer service. In response to the first question under this Minimum Qualifications section, we identified five airports comparable in size, scope, enplanements, and annual revenue to BIL, further reinforcing our qualifications alongside our long-standing tenure as the current operator.

To provide context for our experience at large-hub airport operations, we present below relevant information for our current engagements, many of which represent long-term partnerships. While the scale of annual revenue and operational complexity at these major facilities exceeds that of BIL, our commitment to personalized service, active involvement from senior airport leadership, and solutions-oriented approach remains consistent across every airport we serve, regardless of hub classification. At many of these airports, such as Houston George Bush Intercontinental and San Francisco International, our subsidiary companies of Bags, Inc., and AeroParker/KMP, also provide remote airline check in, and pre-book/reservations and revenue management services, respectively. As you can see, SP+ responsibly manages and collects nearly \$1.3 billion of gross annual parking revenue on behalf of these large airports and clients.

| Airport | Dates of Operations | Scope of Services | Annual Revenues | # of Parking Spaces |
|-----------------------------------|---------------------|---|-----------------|---------------------|
| Austin Bergstrom | 2016 to Present | Parking, Reservations, Public/Employee Shuttles | \$75,914,763 | 19,139 |
| Atlanta Hartsfield Jackson | 2022 to Present | Parking, Reservations, Public/Employee Shuttles/Fleet Maintenance | \$200,468,581 | 33,739 |
| Baltimore/Washington | 2015 to Present | Parking, Security | \$82,544,026 | 24,674 |
| Chicago Midway | 1997 to Present | Parking, Reservations, GT | \$46,328,985 | 11,221 |

QUALIFICATIONS & EXPERIENCE

| | | Mgmt., Security, Booting | ANNUAL REVENUE | # SPACES |
|------------------------------------|----------------------|--|----------------|----------|
| Chicago O'Hare | 1993 to Present | Parking, Reservations, GT Mgmt., Security, Booting | \$164,345,499 | 22,594 |
| Dallas-Fort Worth* | 2000 to Present | Employee & CONRAC Shuttles | n/a | n/a |
| Detroit Wayne County | 2002 to Present | Parking, Valet | \$133,055,574 | 18,328 |
| Fort Lauderdale-Hollywood | 2013 to Present | Parking, Valet | \$62,448,462 | 15,677 |
| Houston George Bush | 2000 to Present | Parking, Valet, Reservations, Revenue Mgmt., Public/Employee Shuttles, GT Mgmt., Fleet Maintenance | \$101,306,181 | 26,162 |
| Miami International | 1996 to Present | Parking, Valet, Employee Shuttle, Fleet Maintenance | \$65,738,680 | 8,223 |
| Salt Lake City | 2010 to Present | Parking, Reservations, Revenue Mgmt., Employee/Public Shuttles | \$70,726,874 | 18,062 |
| San Diego International** | 2015/2024 to Present | Parking, Valet, Reservations, GT Mgmt., Security, CONRAC Shuttle, Fleet Maintenance | \$34,922,425 | 6,206 |
| San Francisco International | 2007 to Present | Parking, Reservations, Revenue Mgmt., GT Mgmt., Janitorial, Security | \$147,538,533 | 23,249 |
| Washington Dulles | 2021 to Present | Parking, Valet, Reservations, Employee/Public Shuttle, Fleet Maintenance | \$103,179,924 | 22,146 |



QUALIFICATIONS & EXPERIENCE

| | | | | |
|-----------------------------------|-----------------|---|--------------|-------|
| Washington Reagan National | 2021 to Present | Parking, Reservations, Employee/Public Shuttle, CONRAC Shuttle, Fleet Maintenance | \$75,022,950 | 8,876 |
|-----------------------------------|-----------------|---|--------------|-------|

* CONRAC Shuttle Services commenced 2000; Public & Inter-Terminal Shuttles commenced 2016

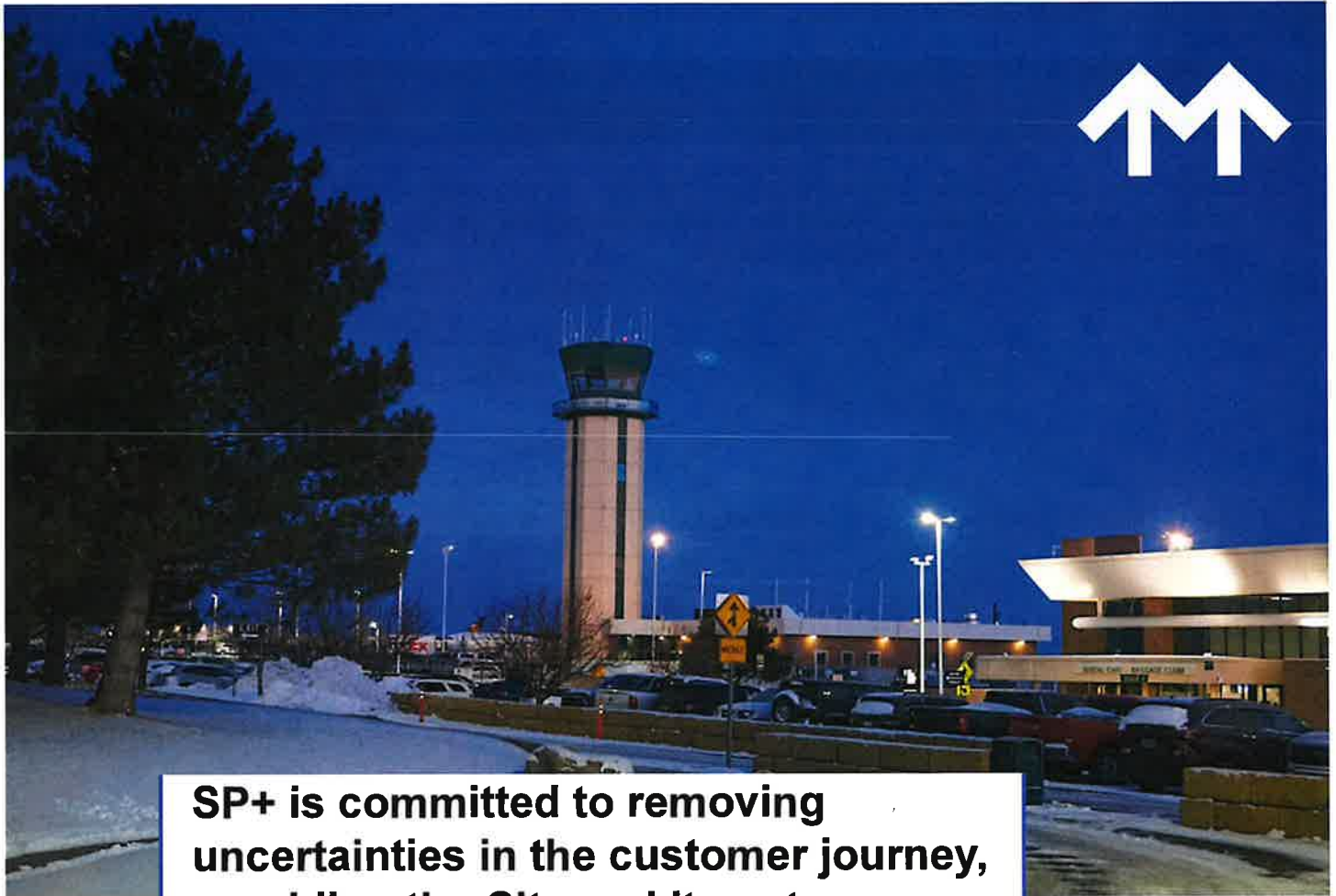
** CONRAC Shuttle Services commenced 2015; Parking & Valet commenced 2024

Description of proposer's experience managing public parking operations during periods of construction.

Please refer to the above section where we provide our very relevant and recent experience managing parking operations through the construction of new parking garages at both Hector International and Sioux Falls Regional Airports.



OPERATIONAL PLAN



SP+ is committed to removing uncertainties in the customer journey, providing the City and its patrons with services and solutions that *Make the Journey Remarkable.*



a ↑↑ metropolis company

OPERATIONAL PLAN

Our Commitment to First-Class Operations

At SP+, operational excellence is the foundation for delivering superior customer experiences and is central to our commitment to the City of Billings and Billings Logan International Airport (BIL). Our approach is comprehensive, precise, and rigorously aligned with the Airport's goals and expectations. As the incumbent operator, we consistently exceed standards through meticulous, round-the-clock management and operating services. Our national expertise in airport parking and related operations is reflected at BIL, where we are excited to implement further innovative programs—always anchored in established procedures and exemplary service standards. Although the 35-page maximum count limits the detail we can include, our long, proven track record of timely rental payments, engaged onsite and senior leadership and ability to meet the expanding operational needs of BIL is great comfort for our future performance. We have set the industry benchmark in key areas such as:

- ↕ Customer Service Programs
- ↕ Financial Reporting
- ↕ Proactive Management
- ↕ Data Analytics
- ↕ Digital Marketing Programs
- ↕ Online Reservation Systems
- ↕ Expense Containment
- ↕ Touchless Mobility Technologies
- ↕ Operational Efficiency
- ↕ Revenue Collections and Control

Our unwavering objective is to remain the Airport's most dedicated and experienced business partner, delivering a superior parking and valet experience for every BIL patron.

Shuttle Service Plan

In accordance with Addendum 2, SP+ will operate a seasonal shuttle service during the first year of the new contract, providing transportation between the Terminal Building and both the Economy and Remote Overflow Lots from November 16, 2026 through January 31, 2027. The shuttle will operate daily from 4:00 AM through Midnight, or until the arrival of the last flight if later, utilizing the internal Airport service road (Overlook Drive) to efficiently connect the two on-airport Economy Lots and two Remote Overflow Lots with the terminal. This service mirrors our successful 2025/2026 seasonal operation, during which approximately 1,500 passengers were transported. As before, the shuttle service will be complimentary, with parking fees assessed based on the customer's length of stay and selected facility.

Anticipating the transition to a year-round shuttle operation in conjunction with the future parking garage construction, SP+ plans to procure two (2) well-maintained, 14-passenger cutaway shuttle buses from our Kansas City International Airport (MCI) Park Air Express off-airport shuttle operation, where a fleet renewal is currently underway. All acquisition and transfer costs will be fully absorbed by SP+. The buses will be professionally wrapped to reflect the Airport's branding, including name, logo, and colors, with final designs submitted to the Airport for review and approval prior to deployment.



OPERATIONAL PLAN

SP+ will deliver a safe and reliable shuttle operation grounded in proven safety protocols, training, and proactive oversight. All shuttle operators will be properly licensed and trained in accordance with company standards and applicable regulatory requirements, including defensive driving, winter weather operations, and customer service. Vehicles will undergo routine inspections and preventative maintenance prior to and throughout the operating season to ensure peak performance and safety. Daily pre- and post-trip inspections will be documented, and any mechanical concerns will be immediately addressed. Additionally, SP+ will enforce strict adherence to speed limits, designated routes, and safe loading and unloading procedures at all stops.

As with the prior season, our Airport Director of Transportation, Jake Hartman, will be directly involved in the recruitment, onboarding, and training of all shuttle personnel, ensuring consistency with SP+'s safety-first culture and operational standards. The addition of dedicated, permanent buses enables the installation of SmartDrive® technology, a leading third-party, video-based safety and transportation intelligence platform we use on all shuttle buses and service vehicles.

By integrating video safety monitoring, advanced analytics, telematics, and compliance tools into a single system, SmartDrive® provides real-time visibility into driver performance and operating conditions. This allows SP+ to proactively coach drivers, reinforce safe behaviors, and quickly address any risks, ultimately enhancing the safety of both our passengers and employees while elevating the overall performance of the shuttle operation.

Prior to the introduction of year-round service and the opening of the more distant overflow parking lot, SP+ anticipates that a single shuttle bus will adequately meet passenger demand while maintaining a 15-minute headway. As the new overflow lot becomes operational and travel distances increase, we are prepared to immediately deploy a second bus to ensure service levels and customer wait times remain consistent with Airport expectations.

Drivers will be professionally uniformed in seasonally appropriate attire, with clear identification displayed within the shuttle for customer assurance. To enhance the guest experience, permanent signage inviting customer feedback will be installed within each vehicle, and drivers will distribute locator cards to help passengers easily identify their parked location. Luggage assistance will be provided as a standard service, reinforcing our hospitality-focused approach. While tipping is permitted, solicitation of tips is strictly prohibited and enforced as a terminable offense.

Passenger counts by day will continue to be tracked and reported to the Airport at a mutually agreed-upon cadence, but no less than monthly. SP+ will work collaboratively with Airport staff to promptly address any operational issues and proactively provide recommendations to continuously enhance service performance and the overall customer experience.

Finally, in accordance with Addendum 2, the cost to provide the seasonal shuttle service has been submitted under a separate proposal.

Staffing Plan

Our staffing plan has been developed in alignment with the RFP requirements, historical and projected flight schedules, and the operational flexibility required to accommodate late arrivals and irregular operations. All parking facilities will be accessible 24 hours per day, 365 days per year, with onsite staffing from 4:00 AM to 1:00 AM daily to ensure consistent, personalized customer service during normal operating hours. In the event of flight delays, the onsite Ambassador's shift is automatically extended until 60 minutes after the actual arrival time if later than 12:00 AM, ensuring no passenger exits to an unstaffed facility. We have also prudently



OPERATIONAL PLAN

budgeted overtime based on historical trends to effectively manage irregular operations, late-night arrivals, and peak holiday travel periods.

Our Airport Operations Manager, Brydon O'Donnell, will continue to serve as the primary liaison with the Airport and will be onsite Monday through Friday, 8:00 AM to 5:00 PM, while remaining on-call 24/7 and residing in close proximity to the Airport. Please see **Exhibit A** for Mr. O'Donnell's resume. He will be supported by an Assistant Operations Manager and a team of Ambassadors responsible for customer assistance, license plate inventory, and porter services across all facilities. Unlike our competition who may tether managers to cashier functions, our approach ensures leadership remains mobile and fully engaged across the operation, enhancing responsiveness and oversight. Please see **Exhibit B** for our Proposed Staffing Plan.

With the implementation of Metropolis Computer Vision technology, the need for traditional cashier interactions is significantly reduced, as customers can enjoy a frictionless experience through QR-based payment and automated entry/exit. However, onsite staff will remain available to assist with cash transactions, exceptions (e.g., disabled abated parking), and customer support. Rather than reducing staffing levels, SP+ will redeploy former cashier roles into Ambassador positions, increasing visibility across the campus and proactively enhancing the customer experience through direct engagement, cleanliness initiatives, and membership enrollment.

To further support customers, all exit lanes will feature digital signage and contact information for immediate remote assistance, which is particularly valuable in remote or unstaffed areas such as Economy Lots. In total, including management, our staffing model provides for 248 onsite labor hours per week during non-peak periods, with the flexibility to scale resources as operational demands require.

Additionally, our pro forma reflects the competitive wages and benefits necessary to attract and retain high-quality talent in the rising cost-of-living environment of the City of Billings. As the first and last point of contact for many airport visitors, BIL can take confidence in SP+'s proven ability and foresight to cultivate an engaged, customer-focused workforce present every day.

Finally, SP+ will invest in a new service vehicle, branded with the Billings Logan International Airport name and our company logo, to enable our team to efficiently traverse the parking facilities and perform essential operational duties. Given the demanding seasonal conditions in Billings, this investment reflects our commitment to safety, operational efficiency, and providing a secure working environment for our associates.

Transition plan for moving from incumbent operation to new operator.

As the incumbent operator, SP+ eliminates the need for a costly, time-consuming, and operationally disruptive transition period. Our existing presence, deep knowledge of the facility, established relationships with local stakeholders, and seamless operational continuity provide an unparalleled advantage to the City of Billings and the patrons of the Billings Logan International Airport in achieving our immediate strategic goals.

Additional key advantages to remaining with SP+ include:

Operational Continuity and Stability

Seamless Transition: It avoids a disruptive transition period, ensuring there is no break in service delivery for the airport and a minimal impact during startup. This helps protect the customer experience by supporting no negative impact during the change.



OPERATIONAL PLAN

Existing Infrastructure and Resources: SP+ already has a solid operating model, established programs, procedures, and equipment securely in place. We have the necessary resources and maintenance facility supporting all assets and requirements.

Familiarity with the Airport: SP+ is already set up and familiar with airport specific details, including inclement and winter weather and overflow parking procedures.

Cost and Time Savings

Elimination of Expenses: It negates the need for new substantial expenses typically associated with a transition, contributing to minimal impact on startup costs.

Reduced Staff Effort: It eliminates or significantly reduces the airport staff's time and energy that would otherwise be spent dealing with a change in providers.

Established Relationships and Human Resources

Positive Relationships: SP+ already has a positive client-facing relationship and a team that knows the business and customer very well, which is a great resource for the entire program.

Employee Stability: We have a strong familiarity with the growing cost of living in the City of Billings and need to pay very competitive wages to attract and retain talent. With SP+, BIL is assured the appropriate wage and benefit provisions have been considered to ensure staff continuity and high labor engagement.

This incumbent status allows us to effectively repurpose the typical 90 to 120-day transition window, moving directly into value-add operations on Day One.

Our immediate focus will be on the core project deliverables:

Immediate Deployment of Metropolis Computer Vision Technology: With no new staff or equipment onboarding required to maintain current services, our team will immediately begin the installation and commissioning of the full Metropolis Computer Vision platform. This accelerates the timeline for achieving touchless entry/exit, real-time occupancy monitoring, and enhanced security oversight. Needing no more than 60 days from the time of contract execution, we expect the full implementation and commencement of the new system well in advance of the 6-month allowable window.

Accelerated Pre-Book/Reservation Program Implementation: Our incumbent status means operational requirements, financial systems, and reporting platforms are already known and accessible to us. We will leverage this intimate system knowledge to immediately begin integrating the new pre-book/reservation program through our wholly-owned subsidiary, AeroParker/KMP, bringing this critical new customer amenity and revenue stream online months ahead of any competitor's transition schedule.

By mitigating all transition risk, SP+ ensures operational stability while simultaneously delivering the requested technology upgrades at an accelerated pace.

Snow Removal

For the critical provision of snow and ice management services, we have established a robust subcontracting agreement with Jett Development LLC ("Jett"), a major service provider based in Ballentine, MT, with a long-standing and proven track record in the Billings area. Jett Development has been a trusted partner, successfully performing this essential work on behalf of SP+ for many years, giving us high confidence in their reliability and expertise. This strategic partnership



OPERATIONAL PLAN

ensures that our snow and ice response capabilities meet the highest standards of safety and efficiency, backed by a dedicated team with extensive local experience.



Our approach to snow and ice management is proactive and centered on safety and accessibility. Jett continuously monitors weather events, allowing for pre-event mobilization and timely response protocols. Their primary focus during any weather event is the protection of all pedestrian access ways and the critical entry and egress plazas, ensuring that public safety is maintained around the clock. This

commitment to pre-emptive and comprehensive coverage minimizes risk and maintains the best possible conditions for all users of the facility.

Furthermore, we have a clear plan for managing snow accumulation during larger events to maintain traffic flow and parking capacity. When necessary, snow will be strategically placed in non-parking space areas to avoid congestion and disruption. Following the weather event, Jett will execute a comprehensive snow removal plan to clear these temporary storage areas, ensuring a full return to normal operations as quickly as possible. This structured approach guarantees both immediate responsiveness and long-term operational integrity.

Our subcontract is prepared by SP+ Legal counsel and ensures all the required flow down provision and City indemnities are included to protect the City of Billings and Billings Logan International Airport.



TECHNOLOGY PLAN



Trusted by airports nationwide, SP+ delivers proven results in complex aviation environments, consistently surpassing service and revenue goals.



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TECHNOLOGY PLAN

Customer Case Study: San Antonio International Airport

In November 2024, San Antonio International Airport (SAT) became the first airport in the world to utilize Metropolis technology integrated with operations. Now more than a year since the introduction of frictionless, drive-in, drive-out parking, SAT continues to benefit from a rapid pace of innovation and an industry-leading passenger experience in part thanks to the seamless parking experience customers enjoy.

“We’ve seen a dramatic improvement in the customer experience at SAT. We’ve made parking faster and easier for travelers and our Net Promoter Score is now approaching 60, which is unheard of in the industry.”

“SAT has gone from having no technology in our parking system to being light years ahead of everybody else. Our team is really embracing it. It ties into the larger development and modernization project. It brings new vision and new energy.”

Jesus H. Saenz Jr., IAP
Director of Airports,
City of San Antonio

Jennifer Mills Pysher, C.M.
Assistant Director, Commercial,
City of San Antonio

AVIATION POWERED BY METROPOLIS

Detailed operational information and cut sheets on the PARCS proposed including cost information, system features, installation time, connectivity requirements, weather resistance, reporting capability

System Overview & Features

SP+ proposes a Computer Vision-based Parking Management System that replaces traditional ticket-and-gate hardware with an AI-driven "checkout-free" experience.

- **Frictionless Entry/Exit:** High-definition Computer Vision cameras identify vehicles by license plate (LPR) and vehicle attributes. No physical tickets, mag-stripes, or paper media are required.
- **"Drive-In/Drive-Out" Parking for Everyone:** Any airport parker including frequent fliers, infrequent travelers, and airport employees register their vehicle(s) just once; the system recognizes them upon approach and handles payment/access automatically.



TECHNOLOGY PLAN

- **Simple, one-time sign up:** Sign up takes just 30 seconds by scanning a QR code on ample signage installed in BIL parking lots. Should a customer not wish to sign up, the system supports text-to-pay or via QR codes displayed on digital, dynamic exit screens installed in each exit lane, allowing for Apple Pay, Google Pay, and all major credit cards without physical contact. On site staff will continue to accept cash, as clearly stated as an Airport requirement.

New Digital Exit Screens

Earlier this year, we recently launched digital customer displays that provide real-time feedback to drivers as they exit. Already live at XNA and SAT, these screens further enhance the ability of customers to self-serve. SP+ will install digital screens at each of the exit lanes. This digital surface allows our system to provide instant, visually attractive messaging that better allow customers to serve themselves if, for example, they have

Constant product investment

We invest more in our platform than our 5 next competitors - combined

The traditional approach: static & expensive

- Fragmented partners
- Upfront cost, fingers crossed
- Best hardware will be outdated within weeks
- Disruptive installation process

High-risk, expensive, static, quickly outdated

Metropolis: Always Current, Never Legacy

- Streamlined accountability
- Over the air updates every 2 weeks
- Constant machine learning
- 99.9% uptime
- Hardware-light installation in weeks

Flexible, no capex, rapid installation, always improving

better allow customers to serve themselves if, for example, they have

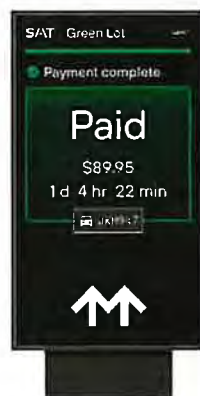
Exit: Idle

Large "Exit" and zone color used for wayfinding from 100' away.



Exit: Paid

Green status quickly indicates to a user they are all set and no further action is required.



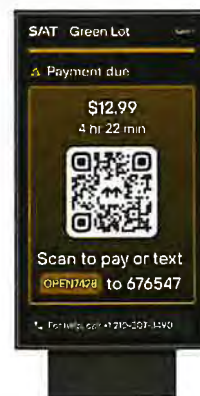
Exit: Thank you

A thank you message will be displayed after the "Paid" screen (to the left)



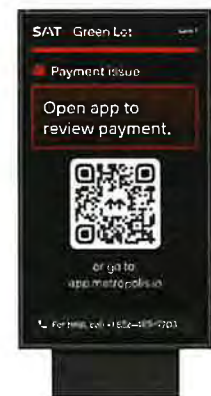
Exit: Scan-to-pay

Yellow status quickly indicated to a user payment is due, along with instructions to text-to-pay.



Exit: Payment issue

Red status quickly indicated to a user there is an issue with their payment and to scan QR code to investigate.



As designed for San Antonio International Airport (SAT). Customizations for airport branding and lot configuration already available.

not yet created a Metropolis account or have an expired payment method.

BIL will receive hardware fully installed at each of the parking facilities, including

- One camera per entry and exit lane to capture vehicle images
- Orion enclosure(s) to provide local processing and connectivity between the onsite infrastructure and the Metropolis platform



TECHNOLOGY PLAN

- Signage throughout airport parking facilities
- Digital screens mounted on a gooseneck pedestal

Weather Resistance & Durability

Unlike the current Amano equipment that suffers from wind-blown dirt and frozen mechanical slots, the Metropolis Computer Vision system is built for the Montana climate:

- **No Moving Parts:** Because there are no ticket throat-feeders or card readers, there are no mechanical openings for snow, ice, or dirt to enter.
- **IP67 Rated Hardware:** All exterior cameras and sensors are industrial-grade and sealed against moisture and extreme temperature fluctuations (-40°F to 140°F).
- **Anti-Fog/Self-Heating:** Cameras include internal heating elements to prevent lens fogging or icing during Billings' winter inversion events.

The Metropolis system has been in place in other cold weather airports including Dayton International Airport (DAY) and Flint Bishop International Airport (FNT) throughout the entire 2025-2026 winter, demonstrating the efficacy of this technology in extreme weather environments.

Connectivity Requirements

Metropolis Computer Vision is a Cloud-Native platform, significantly reducing the on-site IT footprint.

- **Primary Connection:** Triple-redundant connectivity failover through multiple cellular networks and satellite connectivity.
- **Failover Reliability:** The system includes local "Edge" processing nodes that continue to record transactions and operate gates even during a temporary internet outage, syncing to the cloud once restored.
- **Power:** Standard 120V AC power at camera mounting locations and gate pedestals. In the event of power failure, mobility specialists will capture vehicle license plates with mobile devices, continuing to process payments faster than reverting to a traditional manual payment process.

Installation Timeline

The transition to Metropolis Computer Vision technology is designed to minimize disruption to Airport operations and launch in 60 days or less. BIL will receive the proposed PARCS system in the following lots:

- Short-Term Parking
- Long-Term Premium Parking
- Long-Term Parking
- North Economy Parking
- South Economy Parking*



TECHNOLOGY PLAN

* Note: The South Economy Parking lot will require civil work to run electrical service and create at least one drive lane in and one drive lane out for dedicated and consolidated access to the entire parking area. Civil work includes boring, asphalt cutting and demolition, new electrical junction boxes, the creation of concrete island(s), and all other necessary and enabling infrastructure to install and operate the Computer Vision system in this location.



SP+ emphasizes that the South Economy Parking electrical connection will be enabled through boring without any cutting of roadway asphalt or disruption to traffic on the Overlook Drive public roadway. SP+ will bear 100% of capital expenditure associated with this project.

Overflow Lots

Subject to Airport approval, it is SP+'s intention to implement Computer Vision in additional, permanent Overflow Lots when needed at no additional cost to BIL (excluding the cost of any civil works required to install enabling infrastructure).

On-Site Launch Support & Comprehensive Technology Training

SP+ provides a comprehensive on-site training program at no cost to the airport, designed to empower staff to handle the majority of required services.

To ensure a smooth transition to the Metropolis Recognition Platform, SP+ provides a dedicated Aviation Launch Team on-site at BIL for at least 30 days post-go-live. This team offers real-time troubleshooting, operational adjustments, and hands-on support during the critical first month. Our training program has three key pillars to ensure all stakeholders—from administrators to frontline specialists—are proficient in the new AI-driven environment.

Technology Systems Training

We offer an in-depth overview of the Metropolis technology architecture to ensure staff understand the mechanics of a Vision-Powered Garage. Training modules include:

- **System Fundamentals:** Overview of the "Hardware-Light" philosophy and how our AI-powered LPR (License Plate Recognition) operates at entry and exit lanes.
- **Operational Scenarios:** Specialist training on managing 'edge cases', like obstructed plates or first-time users, via the Specialist App.
- **Multi-Modal Functionality:** Training on QR code integration, "Scan to Pay" workflows for surface lots, and using the Metropolis "POS" for on-site credit card payments.



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Administrative & Enterprise Management

This module enables the Airport management team to oversee the platform's back-end through the Administrative App:

- **Account Governance:** Managing enterprise accounts, subscriptions, and administrative user permissions.
- **Validation & Revenue:** Setting up validation signage and managing digital validation programs for airport partners or tenants.
- **Asset Oversight:** Real-time monitoring of lot locations, occupancy data, and system health.

Frontline Specialist & Consumer Onboarding

To ensure high customer satisfaction, we train our on-site staff to serve as ambassadors for the new technology:

We launch faster, better

Our launch process is scalable to any size airport. We complete our deployment in less than 60 days from contract signature, often partnering with our clients to move even faster.

1 Kona International and Hilo International

- 2,200+ parking stalls
- 3,000+ monthly parkers
- 19 lanes
- 7 unique lots
- Deployed in January 2026

Launched in
25 days

2 Baton Rouge Metropolitan Airport

- 2,443 Parking stalls
- 9 lanes
- Government parking program
- Aeroparker reservations
- Deployed in December 2025

Launched in
48 days

- **The Consumer Experience:** Understanding the user journey - from editing vehicle/payment info to requesting vehicles via the mobile app.
- **Member Growth:** Training staff on how to invite guests to become Members, ensuring a growing base of frictionless, repeat users for the Airport.
- **Field Operations:** Using the Specialist App to verify real-time entry/exit data, certify payments, and manage enforcement protocols.
- **Pre-Launch:** Our dedicated team has a tried-and-true process for preparing every airport for new technology. We will handle all of the training, employee onboarding, sign design, installation, and internal and external communications, to name a few tasks. From agreement through launch day, we hold a weekly cadence with your team to keep you fully informed.



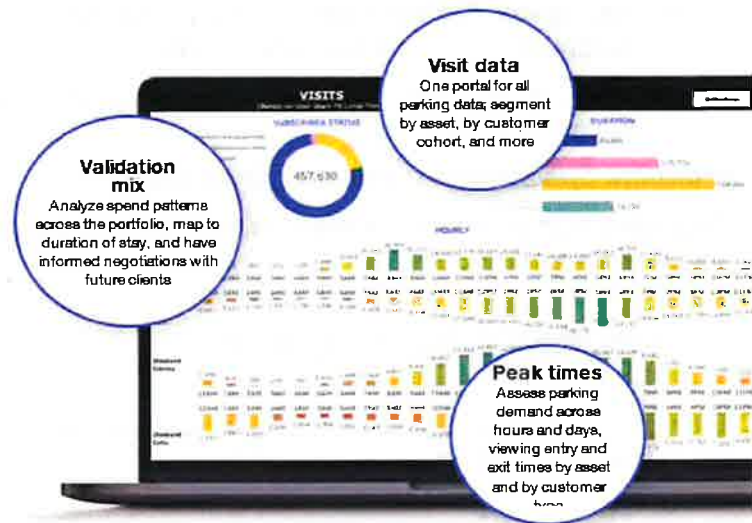
TECHNOLOGY PLAN

- **Launch Day:** We provide in-person cross functional support including members from our Launch, Operations, and Technical teams. Our Communications team will provide speaking points for any press.

Computer Vision Reporting Capability

SP+ offers BIL access to dynamic data dashboards, which facilitates improved pricing and revenue optimization strategies. Our services include standardized monthly reporting and a comprehensive suite of data analytics available directly to Airport management through a dynamic, Tableau dashboard including:

- Near real-time insights into the financial performance of each parking facility.
- Detailed segment revenue data categorized by type and facility.
- Analysis of average daily revenue, occupancy utilization, average ticket price and more to maximize yield of individual parking spaces.
- Visualization of validation usage and the opportunity costs associated with free and discounted parking.
- Billing payment zip code report to identify airport catchment areas.



A sample of reporting views available to SP+ Mobility Specialists at BIL, as well as Airport management, is included as **Exhibit C**.

License Plate Inventory

Pertaining to information provided in Addendum 2, Question 18, License Plate Inventories (LPI) are performed each night in every airport operation managed by SP+. With a traditional ticket-based PARCS system, the recording of every license plate left overnight in the various parking facilities is critical to the control of tickets and thus revenue. As BIL is not currently equipped with a License Plate Recognition (LPR) System at the entrance and exit lanes currently, LPI is the only sure method of verifying the actual number of days a vehicle has been parked in the facility if no ticket is presented by the vehicle owner.

SP+ is committed to the continuation of vehicle-assisted nightly LPI before and after the proposed transition to Metropolis Computer Vision technology.

The Computer Vision system, because it captures every license plate on entry and exit, will provide an additional source of data corroborating nightly LPI. This may in the future provide an alternative method to ensure LPI is thorough and accurate. While SP+ proposes no changes to



TECHNOLOGY PLAN

the LPI process in place today, we are committed to keeping BIL informed on new innovations and operational procedures to keep the airport on the forefront of industry best practices.

Cost Information

SP+/Metropolis structures its Computer Vision technology agreements as a software-as-a-service (SaaS) agreement rather than a one-time hardware acquisition. The annual SaaS fee of \$68,000 is included in our Financial Plan. Detailed pricing information can be found later in the *Technology Plan: Financial plan for the PARCS procurement* section.

Technical Cut Sheets

Included in *Exhibit D*.

Detailed information on the customer service features of the new PARCS proposed.

SP+ is pleased to present BIL with a unique opportunity to modernize its parking technology with the Metropolis Computer Vision platform, ultimately enhancing the overall journey for the Airport's passengers. As North America's largest, vertically integrated parking provider, we combine deep-rooted operational expertise in managing legacy hardware with the ability to deploy the Metropolis Computer Vision platform—a next-generation, checkout-free solution that eliminates the financial and operational burdens associated with traditional Parking Access and Revenue Control Systems (PARCS). Our firm has developed and continues to invest in a suite of technology solutions that will be at BIL's disposal.

Recognition Platform

Our Computer Vision technology utilizes a combination of camera-based License Plate

What we deliver: Vision

Our Vision platform

Our proprietary computer-vision software provisions access, monitors utilization, and facilitates digital, automatic payment.



Drive In

Paying for parking at a Metropolis vision location is as simple as driving in and driving out. When a vehicle enters, our cameras will recognize the vehicle and start a visit. Returning members will automatically receive a text message with a link to view their visit details.



Join once (and never again)

Drivers simply sign up once by adding their phone number, license plate and payment method using the web or iOS app.



Drive out

Drivers drive out and Metropolis will charge their account for the total amount due. A receipt is automatically sent via text message once payment is completed.



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Recognition (LPR) hardware and proprietary and patented Artificial Intelligence software, Orion, that ensures the capture of all vehicles by license plate and – on the rare event of a license plate read failure – by additional vehicle attributes, including vehicle make, model, and color. It is through this method that our system is able to accurately recognize and appropriately charge each customer based on their parking stay duration.

Once a first-time parking customer registers on the Metropolis platform by scanning QR code signage within the parking facilities, our system will recognize the customer's vehicle each and every time the customer returns to BIL (or any Metropolis-enabled parking facility). The process to register for the customer is simple and takes only seconds. From that point on, customers are free to passively enter and exit BIL parking while their parking fee receipt is texted and/or emailed to them within seconds of exiting the facilities.

AeroParker Reservation Platform

As part of our commitment to a modern, frictionless parking experience, SP+ is pleased to include the AeroParker reservations platform for Billings Logan International Airport (BIL) at no additional capital or operational cost to the Airport.

AeroParker is the global leader in airport parking reservation technology, providing a seamless, mobile-first booking interface that allows passengers to pre-plan their travel with confidence. By integrating AeroParker directly with the Metropolis Vision platform, BIL will move beyond traditional "drive-up" parking to a sophisticated, revenue-optimizing digital storefront.

What we deliver: Reservations

The AeroParker difference



18% Increase in conversion

Driving significant increases in conversion and ATV over previous systems.



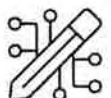
Releases every 2 weeks

Constantly evolving product with new features and functionality rolled out regularly.



Trusted by US airports

Leading reservation system present in 115 airports globally, including over half of the top US airports.



Seamless integrations

Hassle free integration between AeroParker & Metropolis Vision expedites setup.

A Proven Global Leader

When BIL partners with SP+, you gain access to a platform with unmatched scale and proven reliability:

- **Global Footprint:** AeroParker is trusted by more than 100 airports worldwide.
- **Rapid U.S. Expansion:** In the past 12 months alone, AeroParker has successfully launched at more than a dozen major U.S. airports, including recent implementations at San Antonio (SAT), Northwest Arkansas (XNA), Salt Lake City (SLC), and Sioux Falls Regional Airport (FSD).
- **Seamless Integration:** Unlike third-party apps, AeroParker is fully integrated into the Metropolis Recognition platform, ensuring that reservations, payments, and license plate recognition data flow into a single, unified reporting dashboard for the Airport.



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Key Benefits for the BIL Passenger

The ability to reserve a space transforms the passenger experience from a point of stress to a point of convenience:

- **Guaranteed Availability:** During peak holiday travel or busy Thursday mornings, reserved parkers arrive with the peace of mind that a stall is waiting for them, even if the "Lot Full" sign is active for drive-up customers.
- **Simplified Travel:** Passengers can book their parking at the same time they book their flight. Upon arrival at BIL, the Metropolis Vision cameras recognize their vehicle instantly, opening the gate and starting their session without the need to roll down a window or scan a phone.
- **Contactless Peace of Mind:** The entire transaction—from booking to payment—is handled digitally, providing the modern, touchless experience today's travelers expect.

Premium Reservation Service & Fee Structure

To provide BIL passengers with the highest level of travel certainty, SP+ proposes the integration of the AeroParker reservation platform with Metropolis Vision. This optional, premium service is supported by a \$3.49 per transaction reservation fee, which is justified by the following core value drivers:

- **Full Waiver of AeroParker SaaS Fees:** Under this proposal, SP+ and Metropolis are fully waiving the \$18,000 annual AeroParker SaaS fee for the reservation platform. This allows the Airport to offer a world-class booking experience to its passengers with zero impact on the Airport's operating budget.
- **A "Peace of Mind" Premium Product:** Reservations are an entirely optional service designed for travelers who desire complete confidence that a parking space in their preferred lot - be it Short-Term or Long-Term - is guaranteed and waiting for them, regardless of peak travel volumes or construction-related lot closures.
- **Enhanced Operational Management:** Guaranteeing a specific parking product in a busy airport environment requires additional operational rigor. SP+ incurs higher costs to manage this service, including real-time occupancy monitoring by our on-site Ambassadors to ensure reservation customers seamlessly access their guaranteed space.

In summary, by providing AeroParker at no additional cost, SP+ ensures that BIL stays at the forefront of aviation innovation while driving increased captured revenue and superior customer satisfaction scores. The launch of the AeroParker reservation system remains subject to final review and approval by the Airport. SP+ will work closely with Airport leadership to determine the optimal timing for deployment.

Massive Member Base

Our registered driver member base is composed of nearly 24 million licensed drivers nationwide, which is growing by approximately 1 million new Members every month. At present, we have over 2 million Members in cities served on a nonstop basis from BIL, and approximately 6,000 Members in the greater Billings area, all of whom enjoy the automatic payment experience with Metropolis at any of the 2,400+ locations we operate.



TECHNOLOGY PLAN

Outside of aviation, Metropolis’s technology platform has been deployed in thousands of garages and lots in commercial office, retail, hospital, campus and residential parking facilities across 360 cities in the U.S.

Customer Satisfaction

Our goal is to create remarkable experiences for customers by building easy-to-use technology. With that said, we recognize that not everyone wants to use a smartphone. We want to be clear: A smartphone or app is not required to park. While we offer a top-rated iOS app, it is only one of many ways to interact with our platform; customers continue to have multiple ways to pay:

- **In-Person Payment:** Customers can pay via card or cash through one of our on-site mobility specialists. The Metropolis Specialist App allows on-site staff to record cash payments and "close" a visit in the system via a handheld device.
- **Web-Based Access:** Customers can create an account and manage payments entirely via any web browser. (Try here: app.metropolis.io)
- **Text-to-Pay:** Drivers can pay for their visit via text message or QR code at the exit.

As measured by customer satisfaction scores at other airports using Computer Vision technology, we are highly confident the experience for customers using the existing Amano equipment and the Scan-to-Pay product will drastically improve with the implementation of Computer Vision technology. Across the nine airports using Computer Vision technology during YTD 2026, our average customer satisfaction score exceeds 91% - meaning more than 9 out of 10 customers have a positive experience using our technology.

SP+ conducted a direct audit of the City-owned Park 1, 2, and 3 garages utilizing Flash technology compared to the Metropolis platform. The following table illustrates why Metropolis technology is the superior choice for BIL’s high-traffic aviation environment:

| Feature | City of Billings (Downtown Garages) | BIL Airport (with Metropolis Computer Vision) |
|--------------------------|---|---|
| Entry/Exit Flow | Friction-Heavy: Pull a paper ticket or insert a credit card at a mechanical gate. | Frictionless: Simply "Drive-In / Drive-Out." No tickets or cards at the gate. |
| Payment Interface | High-Effort: PayByText/Flash requires small-screen manual entry of name, CC#, and ZIP. | One-Touch: Automated for Members; 30-second sign-up for new users via high-visibility signage. |
| Payment Options | Limited: No Cash, No American Express (Amex). | Universal: Cash, Amex, Apple/Google Pay, and all major credit/debit cards. |



TECHNOLOGY PLAN

| | | |
|---------------------------------|--|--|
| Staffing | Unattended: "No Attendant" signs; help only available M-F 8-5 via phone. | 24/7 Onsite: Mobility Ambassadors to assist travelers at least 20 hours per day. In addition, the Metropolis Remote Assistance team is available to provide in-lane assistance by phone 24/7. |
| Digital Transaction Fees | Yes; a per transaction fee applied | Yes; a per transaction fee applied |
| Accessibility (UI) | Low: Small fonts on mobile web screens; difficult for users without perfect vision. | High: Dynamic, large-format exit screens and intuitive, high-contrast mobile design. |
| Hardware Risk | Mechanical: Gates, ticket dispensers, and printers prone to Montana winter "clogs." | Software-Driven: "Hardware-light" with no moving parts to freeze or jam. In the event of broken gates, the system still captures and processes payment for exiting vehicles; on-site staff available to quickly address any gate maintenance needs. |

Maintaining Local Jobs

As proposed in our staffing plan and operating budget, we recommend maintaining existing staffing levels at BIL. Our standard practice across all nine airports where we've deployed this technology is to keep staffing levels consistent. Metropolis Computer Vision simply shifts the staff's role from manual payment processing to active customer service and "mobility specialists," allowing them to assist customers directly on the ground rather than being confined to a booth.

The Vertically Integrated Advantage of Selecting an Operator and Technology Provider

With more than 73 airport operations nationwide, we want to assure you that parking management remains core to what we do. SP+, now a Metropolis Company, brings a proven track record of delivering first-class parking and shuttle operations management services at airports of all sizes and operational complexities. These management services remain a foundational part of our firm's business. As such, we continue to invest in our parking and ground transportation services and technology capabilities in an effort to bring forward new innovations and more value for our aviation clients.

Our proposal reflects a deep understanding of the Airport's goals to maintain a seamless, customer-focused operation while achieving operational excellence and financial accountability. We are fully prepared to continue delivering:



TECHNOLOGY PLAN

- **Exceptional day-to-day management** of parking and transportation services, ensuring safe, reliable, and efficient operations.
- **A transformative customer experience**, delivered with the installation of brand new, state-of-the-art Metropolis revenue control system at no cost to the Airport.
- **Strong financial controls and reporting**, ensuring accurate revenue collection, PCI-compliant transaction processing, and transparent communication.
- **A technology-forward vision** that positions BIL to meet growing passenger volumes, support future mobility needs, and deliver a modern parking and transportation experience.

PARCS Solution Continuity and Transition Plan

We recognize the Airport's requirement for operational continuity and have developed a multi-layered "Fail-Safe" strategy to ensure that BIL preserves maximum long-term flexibility and continuity of accurate, reliable revenue collection

System Failure, Repair, or End-of-Life

- **Edge Computing Redundancy:** The Metropolis system is built with multiple redundancies and operational protocols to handle connectivity and network outages and power lapses through local Edge computing devices and through mobile handheld devices, for example. In the unlikely event of a total cloud or platform failure, these nodes continue to operate in a local, offline mode—capturing plate data and triggering gate arms to ensure the facility remains operational and secure.
- **Over-the-Air (OTA) Resiliency:** Unlike traditional PARCS that require physical part replacements for software glitches, Metropolis is primarily software-driven. We provide OTA updates every two weeks, ensuring the system is continuously repaired and modernized without on-site downtime.
- **Commitment to Alternative Procurement:** In the highly unlikely scenario that the Metropolis platform fails fundamentally, cannot be updated or repaired, or is no longer supported, SP+ is committed to procuring and installing alternative, industry-standard PARCS equipment at no additional capital cost to the Airport. Any replacement system would be subject to prior review and written approval from the Airport to ensure it meets BIL's long-term standards.

Transition to a Successor Operator or the Airport

To mitigate any perceived risk associated with our vertically integrated model, should the City of Billings elect to transition to a different parking management firm at the end of the contract term, or should the Airport decide to self-manage parking operations in the future, SP+/Metropolis commits to the continued provision of the Computer Vision platform and all associated services. In the event of a management transition, SP+ will work collaboratively with the incoming operator to provide necessary training on our proprietary specialist applications and dashboards, ensuring a seamless experience for both Airport staff and passengers.



TECHNOLOGY PLAN

Should a successor operator or the Airport wish to continue utilizing the Vision platform, SP+/Metropolis will negotiate in good faith a standard Software-as-a-Service (SaaS) license for continued access to the Metropolis Recognition Platform and Computer Vision technology.

- **Pricing Structure:** This license is currently valued at \$68,000 per annum in addition to the currently proposed consumer-paid Frictionless Transaction Fees. While the SaaS fee is embedded in SP+'s Financial Plan in this concession agreement, it would apply to a third-party successor seeking to maintain the technology, in addition to Frictionless Transaction Fees.
- **Capital & OpEx Efficiency:** This annual fee represents a significant financial advantage over traditional PARCS. It negates the need for any future capital expenditure for equipment refreshes, ongoing repair and maintenance of mechanical components, ticket/consumable expenses, and PCI-compliance hardware costs.
- **Performance Guarantee:** By maintaining the SaaS model, the successor ensures the system remains at the forefront of innovation through continuous over-the-air updates, providing a more sustainable and cost-effective solution than procuring and maintaining a traditional, depreciating mechanical system.

Observations of the Current PARCS System and Transition Approach

As the incumbent operator, SP+ possesses a deep technical and operational understanding of the current Amano hardware at BIL. Leveraging this local expertise alongside our management of similar legacy systems at airports nationwide, we have prepared the following detailed assessment. This comparison highlights the significant operational and passenger-experience improvements delivered by transitioning from traditional hardware to the Metropolis Vision platform.

| Experience/ Journey Element | Existing Technology | With Metropolis Technology |
|-----------------------------------|--|--|
| Primary Access | Physical Ticket & Mag-Stripe: Requires precise insertion; cards often jam or fail if upside down or thick/metal. | Vehicle Recognition: The "ticket" is the vehicle. No physical media required for entry or exit. |
| Payment Options | Hardware Dependent: No Tap-to-Pay or Apple Pay. Frequent failures with modern EMV/Metal cards. | Frictionless/Mobile: Auto-pay via pre-registered accounts, Apple/Google Pay, or "Scan-to-Pay" via QR—no physical card insertion needed. |
| Weather Resilience | Vulnerable: Rain, snow, and dirt clog validators. Gates freeze; screens are illegible due to sun/element exposure. | Non-Contact: Computer Vision cameras are high-grade and sealed. No moving parts (slots/validators) to clog or freeze. |
| Lost Tickets | Manual Labor: Staff must manually search LPI or refer to a passenger's itinerary to determine entry times when tickets are damaged or lost. | Digital Record: Entry/Exit is automatically timestamped to the plate. "Lost tickets" are not possible. |
| Hardware Reliability | Frequent Downtime: Fee computers/CC machines down 2x | Cloud-Based: Minimal on-site computing. System health is monitored |



TECHNOLOGY PLAN

| | | |
|-----------------------|--|--|
| | weekly. Loops are damaged; parts require 2-week RMAs. | remotely; updates are software-driven, not hardware-dependent. |
| Exit Lane Flow | Bottlenecks: Customers often pull past the ExpressParc 7 machine to the booth, requiring them to reverse. | Continuous Flow: "Checkout-free" exit. Cameras capture the plate as the car approaches; the gate stays up or opens automatically. |
| Support & Maintenance | Reactive: Local GM calls DGM monthly for troubleshooting; 2-week turnarounds for mechanical parts. | Proactive: 24/7 cloud monitoring. Most issues are resolved via software pushes before local staff even notice a glitch. |

Why Choose Metropolis Computer Vision?

Effortless Entry and Exit

- The system replaces traditional tickets with Computer-Vision vehicle and license plate recognition as the primary credential, allowing for seamless access in and out of parking facilities.
- This eliminates lost tickets, reduces congestion and enhances user convenience.

No Capital Expense

- We fully fund the hardware, installation and system implementation, ongoing maintenance, and hardware and software upgrades.
- A dedicated launch team of network engineers and technicians ensures a smooth transition from the existing Amano PARCS system.



AI-Powered Efficiency

- Orion, our proprietary and patented Computer Vision platform, captures and processes vehicle data with exceptional accuracy.
- Unlike traditional License Plate Recognition (LPR) – which on its own is not a commercially viable solution in a paid parking environment that demands the highest levels of revenue integrity – Orion leverages an expanding proprietary dataset to recognize vehicles, their characteristics and travel direction, ensuring context-aware, real-time monitoring.
- The system functions effectively in both indoor and outdoor environments, adapting to various parking layouts. It is also fully capable of operating in extreme weather conditions.

Seamless Operations and Real-Time Monitoring

- On-the-ground Mobility Specialists use the Metropolis Specialist App to monitor parking activity with real-time entry/exit data, visit durations and payment tracking.
- Staff can remotely manage gates, resolve parking sessions and correct past visits, ensuring immediate support without reliance on third-party services.
- The system prevents unauthorized credential sharing and permit violations, while all activity logs are securely stored for one year to enhance security.



Unlocks Additional Capabilities and Value-Add Services

- Customers receive an automated receipt via text and mobile app after their parking visit, at which time we can also send customer experience surveys to gather customer feedback at no cost to the airport.
- Obtain valuable zip code reporting that allows our airport partners to market directly to – and leverage insights for air service development.
- AeroParker reservations fully integrated, eliminating the need for customers to locate their QR code for entry and exit.
- Utilize this flexible technology for new and novel use cases, such as TNC dwell management and commercial ground transportation trip fee collection and administration.
- Beyond basic access, the system unlocks a continuously evolving set of new, high-value features for BIL at its disposal at any point in the future. For example, we now offer the option to implement dynamic drive-up pricing—a feature we have already successfully launched in over 70 commercial facilities across the U.S that could be used to dynamically upsell customers from Economy Parking to Long-Term Parking, for example.

Detailed information on the software proposed, remote support, update frequency, and support life cycle, and projected end of life.

Remote Support and Monitoring

SP+ will provide high-availability customer service and technical monitoring to support the PARCS system around the clock.

- **24/7 Remote Monitoring:** Remote support is included, ensuring immediate triage of system-level issues.
- **Self-Service Portals:** We offer a self-serve portal for airport admins to manage employees' digital parking credentials, eliminating the need for physical access cards.
- **Visit Center:** Local Ops and customer service teams use the centralized "Visit Center" in the Manager App to triage visit-related issues. Support staff can access exact timestamps, parking charges, and entry/exit images to resolve disputes or inquiries promptly.
- **Technical Issues:** SP+ builds its entire hardware and software stack in-house, enabling instant remote repairs.
- **Onsite Escalations:** Most issues are resolved through 24/7 remote monitoring. For hardware maintenance requiring onsite support, SP+ maintains a local response time of 48 hours.

Support Life Cycle and End of Life

The system removes common mechanical failure points, allowing staff to manage operations with minimal technical effort. Key features include:

- **Ticketless Infrastructure:** Eliminating physical tickets and printers reduces mechanical downtime (e.g., freezing/jamming in cold climates).



TECHNOLOGY PLAN

- Gate Integration: The proprietary gate controller works with existing barrier gates.
- Minimal Hardware: Onsite hardware is limited to pole-mounted cameras, digital signage, and compact PoE-powered Orion boxes.

Maintain System Stability and Reliability

SP+ ensures high reliability by controlling the entire technology stack.

- In-House Control: Custom-built cameras and software achieve 99.9% system uptime.
- Automated Remote Updates: Software is updated over-the-air bi-weekly without requiring onsite staff.
- Redundant Network: Features firewalls and LTE connectivity to maintain operation if local internet fails.

Lifespan

The lifespan exceeds five years but hardware is often replaced sooner due to platform updates. We retain ownership of all hardware specific to the Metropolis Vision system, including cameras and computing enclosures, so no specific warranty applies. We support all hardware and infrastructure throughout the contract and require no customer support. We provide all necessary hardware, cabling, internet, and related components for the complete solution.

All other system agnostic infrastructure, such as gates and mounting hardware, installed by SP+ shall become the property of the City at the end of the term. The proprietary Orion AI software and Metropolis platform are provided via a continuous service license that SP+ commits to maintaining for the duration of the Agreement.

Recommended critical spare equipment plan.

To ensure total operational continuity, SP+ will continue to provide comprehensive maintenance and professional servicing for all legacy Amano hardware until the Metropolis Computer Vision platform is fully installed and operational.

We supply all necessary hardware and provide ongoing support after deployment. SP+ will maintain a minimum on-site inventory at the Airport of two cameras, one Orion enclosure, one barrier gate housing, and ten gate arms for immediate replacement as needed. In addition, we maintain significant spare stock in three US warehouses to ensure quick replacements. A replacement device will be typically on site by the next business day, or sooner for critical items if necessary. Our platform includes built-in redundancy, so a single hardware failure usually does not degrade service. Our on-site management team will be trained and equipped with protocols to both flag outages for quick response and repair timelines, and backup operational plans to ensure continuity of smooth operations until equipment fixes are made. Local vendors are also ready to assist when issues arise.

Financial plan for the PARCS procurement and signed affirmative statement from officer.

A signed affirmative statement from Jason Finch, President – West Airports can be found in the Cover Letter.



TECHNOLOGY PLAN

SP+ is prepared to offer BIL a transformative economic model. In alignment with the City's concession model, this strategy is designed to maximize the Airport's Net Operating Income (NOI) by shifting the financial and operational burden of technology ownership from the City to the Operator.

Consistent with our approach at all of the 2,400+ clients - including nine airports - using the Metropolis Computer Vision technology, our model is built on a zero-capital expenditure strategy, ensuring financial sustainability and operational efficiency.

Financial Risk Mitigation & CapEx Elimination: Under this model, BIL will receive a future-proof, software-driven system. SP+ handles all ongoing maintenance, equipment replacement, and ongoing technology investment throughout the life of our agreement and beyond, should BIL wish to continue utilizing Metropolis technology. Our financial proposal includes all costs associated with removal of existing equipment.

System Deployment: Full installation and launch of the Metropolis Vision platform.

- **Ongoing Lifecycle Management:** All hardware repairs, 24/7 software updates, and maintenance.
- **Operating Expense Reduction:** Immediate elimination of costs associated with ticket stock, printer maintenance, and the depreciation of traditional kiosk hardware.

Frictionless Transaction Fees: To support a checkout-free experience that saves passengers significant time, a per-transaction fee is applied to each transaction. This model is currently utilized successfully across our airport network (including SAT, KOA, ITO, DAY, BTR, AEX, XNA, FNT, and ASE) to fund the continuous research and development required to keep BIL at the forefront of airport innovation.

Market Consistency and Proven Success: The proposed fee structure is broadly consistent with our established framework in similar-sized regional and primary hubs across the United States. We have found that travelers overwhelmingly embrace this model when it is paired with a superior, frictionless technology experience.

Industry-Leading Satisfaction: Metropolis and SP+ maintain CSAT scores exceeding 90% across our entire airport portfolio. This high level of traveler approval is a direct result of the significant convenience and time savings provided. Passengers recognize that avoiding the friction of pulled tickets, lost-ticket vouchers, and exit-lane queues is well worth a nominal service fee.

- \$0.00 per transaction for grace period stays.
- \$0.99 per transaction for stays under 2 hours.
- \$1.99 per transaction for stays 2 hours and over.
- \$3.49 per reservation transaction*

**Single Transaction Fee Guarantee: Customers who choose to reserve their preferred parking product in advance pay only a single transaction fee. The \$3.49 reservation fee replaces the standard \$1.99 drive-up transaction fee; passengers are never "double-charged" for a single visit.*

Financial Alignment: These fees are excluded from gross revenues, consistent with the practice in place through the Scan-to-Pay system currently in place at the North and South Economy Lots where a \$1.99 per transaction fee is added to the parking cost paid by the customer.

Our tiered fee structure is designed to protect the most frequent local users—those on short-duration trips—by reducing their current transaction costs by 50%. The \$3.49 reservation fee



TECHNOLOGY PLAN

supports the premium, guaranteed-space infrastructure and the AeroParker integration offered at no cost to the airport.

Future Frictionless Transaction Fee Adjustments: SP+ proposes that these transaction fees be indexed to any increase in the Airport's parking rates. In the event of an upward adjustment to the public parking rate schedule, the transaction fees shall be adjusted proportionately to maintain the established ratio between the service fee and the parking rate.



FINANCIAL PLAN



SP+ has a track record of improving financial performance, asset utilization and passenger journey at airports through the application of revenue management best practices.



a  metropolis company

FINANCIAL PLAN

MAG for each year of the agreement.

Please see required Form 5. Concession Fees.

Revenue share percentage for each year of the agreement.

Please see required Form 5. Concession Fees.

Parking lot rates for each parking lot for each year of the agreement.

Parking Rate Recommendation Plan

Addendum 2 confirms that public parking rates were adjusted in July 2025 and will remain in effect for the first year of the new contract (June 1, 2026 – May 31, 2027). While the Airport has requested that proposers provide recommended hourly and daily maximum rates for each facility throughout the base term, Section 3 of the RFP also emphasizes the importance of maintaining rate comparability with similarly sized airports. Given this requirement - and the inherent variability in when peer airports may adjust their rates - we believe it is not in the City's best interest to establish long-term pricing without current, reliable competitive benchmarking.

Therefore, SP+ proposes a formulaic, data-driven approach that incorporates a semi-annual review of five Montana airports with commercial air service (the "Competitive Subset"): Bozeman (BZN), Great Falls (GTF), Helena (HLN), Kalispell (GPI), and Missoula (MSO). Under this approach, SP+ will prepare a comparative rate analysis identifying the average daily maximum rate for each parking product comparable to Billings (e.g., Short Term, Long Term, Economy). If, at the time of the semi-annual review, the average daily maximum rate for any comparable facility exceeds the prevailing rate at BIL, SP+ will formally recommend an adjustment to align with the market, effective at the start of the subsequent contract year.

We believe this approach provides a balanced, data-driven mechanism to determine the appropriate timing for any rate adjustments, avoiding premature increases that could negatively impact demand, revenue, or BIL's competitive position. Importantly, all rate changes remain subject to Airport approval, and SP+ will only implement adjustments upon formal authorization from BIL.

This approach also provides assurance that our proposal is grounded in the existing rate structure throughout the base five-year term, rather than relying on artificially low initial pricing with the expectation of future increases to drive profitability at the expense of the customer.

Consequently, the revised Form 11 will reflect the parking rates currently in effect at Billings for Contract Years 2-5.

Please see required Form 10. Parking Lot Rates.



REQUIRED FORMS



SP+ sets industry standards with innovative programs that boost client returns and elevate the passenger experience.



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FORM 1

PROPOSAL FORM

The undersigned Proposer by submission of this Proposal to the City of Billings (City), hereby agrees, if selected as the Successful Concessionaire, to operate the Automobile Public Parking Concession at Billings Logan International Airport based upon all terms and conditions set forth in the City's Request for Proposals (RFP), and to enter into a written Automobile Public Parking Concession Agreement with the City in accordance with the requirements of this RFP. Proposer further specifically agrees hereby to provide parking lot operations/services in the manner set forth in the Automobile Public Parking Concession Agreement.

Proposer intends that the City rely on the Proposer's submitted information and the representation that Proposer has the capability to successfully undertake and complete the responsibilities and obligations contained in the Automobile Parking Concession Agreement to be executed by the City and Proposer, if awarded the Concession.

Proposer acknowledges that the City has the right to make any further inquiry it deems appropriate to substantiate or supplement information supplied by the Proposer.

Proposer acknowledges that Proposer has read and fully understands all the provisions and conditions set forth in the RFP, including any Addendum(s), and the Automobile Parking Concession Agreement.

Proposer acknowledges that this Proposal may be withdrawn only by requesting such withdrawal in writing to the City Clerk, prior to the date and time responses to this RFP are due to be submitted to the City (the Deadline), as set forth in the RFP documents, and that after the response Deadline, Proposer may not withdraw this Proposal.

The City reserves the right to reject any and all Proposals, to withdraw the RFP, to reissue the RFP, to waive informalities in the proposal process, and to accept those Proposals which in its sole judgment will provide the best economic opportunity for the City.



FORM 1

PROPOSAL FORM

Proposer is solely responsible for all costs incurred by Proposer in connection with the preparation and submission of this Proposal.

Proposer agrees that, if selected as the Successful Concessionaire, the City may retain Proposer's Proposal Guaranty (cashier's check or proposal bond) until the Proposer enters into a fully executed Automobile Parking Concession Agreement with the City and submits the required proof of insurance, security performance bond, and City business license, as set forth in the draft Automobile Parking Concession Agreement that is included with this RFP in Attachment 2.

Proposer warrants that: (1) the undersigned has not in any manner, directly or indirectly, conspired with any person or party to compete unfairly or compromise the competitive nature of the RFP process; (2) the contents of this Proposal as to fees, terms or conditions have not been communicated by the Proposer nor by any employee or agent of the Proposer to any other person engaged in this type of business, prior to the official opening of this Proposal; (3) Proposer has not entered into an "exclusive" arrangement with any sub-licensee prior to award; and (4) Proposer has not engaged in any activities in restraint of trade in connection with this RFP.

The City may issue addenda to this RFP. If addenda are issued, Proposer acknowledges receipt of the addenda, by filling in the Addendum Numbers below:

- Addendum 1 (March 2, 2026)
- Addendum 2 (March 19, 2026)
- Addendum _____
- Addendum _____

NO PROPOSAL WILL BE ACCEPTED THAT HAS NOT BEEN MANUALLY SIGNED IN INK IN THE APPROPRIATE SPACE BELOW.

[SIGNATURE PAGES and ACKNOWLEDGMENT FOLLOW]



FORM 1

PROPOSAL FORM

Not applicable, please see Corporation (including Limited Liability Corporation) Statement.

If Proposer is a SOLE PROPRIETORSHIP, sign here:

By: _____ (Name)

_____ (Doing Business As)

Not applicable, please see Corporation (including Limited Liability Corporation) Statement.

If Proposer is a PARTNERSHIP, at least two (2) Partners must sign here:

_____ (Partnership Name)

By: _____ (Partner)

_____ (Type or Print Name)

By: _____ (Partner)

_____ (Type or Print Name)

Acknowledgement of signatures begins on Page 6. Signatures must be notarized. If signatures are electronic and cannot be e-notarized, a complete certificate of completion or log of the electronic signatures must be provided.

FORM 1

PROPOSAL FORM

If Proposer is a **JOINT VENTURE**, authorized officials of each joint venture partner must sign here:

Not applicable, please see Corporation (including Limited Liability Corporation) Statement.

(Name of Joint Venture Partner 1)

By: _____
(Name of Joint Venture Partner 1)

By: _____
(Authorized Official)

(Type or Print Name)

(Name of Joint Venture Partner 2)

By: _____
(Name of Joint Venture Partner 2)

By: _____
(Authorized Official)

(Type or Print Name)

Acknowledgement of signatures begins on Page 6. Signatures must be notarized. If signatures are electronic and cannot be e-notarized, a complete certificate of completion or log of the electronic signatures must be provided.



FORM 1

PROPOSAL FORM

If Proposer is a CORPORATION (including a Limited Liability Corporation), the duly authorized officer(s) must sign as follows, and attach a corporate resolution granting such officers authority to sign on behalf of the corporation:

The undersigned, by execution of this Proposal Form, certifies that (he/she/they) (is/are) respectively President - West Airports and _____ (Title) (Title)

of the Corporation named below, and that (he/she/they) (is/are) authorized to execute this Proposal Form for and on behalf of the named Corporation.

SP Plus LLC

(Corporation Name)

By:  Digitally signed by Jason Finch
Date: 2026.03.24 19:27:51
-04'00'

Jason Finch, President -West Airports
(Title)

By: _____

(Title)

Date: March 24, 2026

Acknowledgement of signatures begins on Page 6. Signatures must be notarized. If signatures are electronic and cannot be e-notarized, a complete certificate of completion or log of the electronic signatures must be provided.



FORM 1
PROPOSAL FORM
ACKNOWLEDGEMENT

County of Cuyahoga

State of Ohio :ss

Acknowledged before me by Jason Finch
(name) as President - West Airports (title) of SP Plus LLC
(company) this 24 (day) of March 2011-~~26~~

Notary Signature: *Kelly Redfern*
Kelly Redfern (Mar 24, 2026 19:41:22 EDT)
(Printed Name): Kelly Redfern
Residing in: Cuyahoga County
My Commission Expires: January 7, 2029

(Affix Seal)



ACKNOWLEDGEMENT

County of Cuyahoga

State of Ohio :SS

Acknowledged before me by Jason Finch
(name) as President - West Airports (title) of SP Plus LLC
(company) this 24 (day) of March ~~2011~~ 2014.

Notary Signature:

Kelly Redfern
Kelly Redfern (Mar 24, 2026 19:41:22 EDT)

(Printed Name):

Kelly Redfern

Residing in:

Cuyahoga County

My Commission Expires:

January 7, 2029

(Affix Seal)



FORM 2

BUSINESS INFORMATION QUESTIONNAIRE

Each Proposer must present evidence that it is fully competent and has the necessary facilities, experience, and financial resources to fulfill the conditions of its PROPOSAL and the terms outlined in the Request for PROPOSALS.

ALL NEW PROPOSALDERS MUST SUBMIT THIS FULLY COMPLETED QUALIFICATION FORM AS PART OF ITS PROPOSAL. INCUMBENT WILL NOT BE REQUIRED TO COMPLETE THIS FORM. THIS INFORMATION WILL BE USED TO ASSIST IN THE EVALUATION OF THE PROPOSALS.

PROPOSER IDENTIFICATION

Name and Address of Proposer (exactly as it should appear on the Agreement):

Name: _____

Address: _____

Contact Person: _____

Telephone Number: _____

FAX No.: _____

E-mail: _____

Proposer intends to operate under a:

- Sole Proprietorship () [go to Section 1]
- Corporation () [go to Section 2]
- Joint Venture () [go to Section 3]
- Partnership () [go to Section 4]



FORM 2

BUSINESS INFORMATION QUESTIONNAIRE

SECTION 1. SOLE PROPRIETORSHIP STATEMENT

If Proposer is a SOLE PROPRIETORSHIP, complete the following:

Name in Full: _____

Address: _____

Taxpayer Identification Number: _____

Driver's License Number: _____

Name of Issuing State: _____



FORM 2

BUSINESS INFORMATION QUESTIONNAIRE

SECTION 2. CORPORATION STATEMENT

If Proposer is a CORPORATION, answer the following:

When incorporated: _____

Where incorporated: _____

Federal Identification No.: _____

Is the corporation authorized to do business in Montana?

Yes () No () If so, as of what date? _____

The Corporation is held Publicly () Privately ()

If publicly held, how and where is it traded?

List of Corporate Officers or Owners:

| <u>Name</u> | <u>Address</u> | <u>Position/Title</u> |
|-------------|----------------|-----------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

[CONTINUED ON PAGE 4]



FORM 2

BUSINESS INFORMATION QUESTIONNAIRE

List of Corporate Directors:

| <u>Name</u> | <u>Address</u> | <u>Principal Business Affiliates (other than directorship)</u> |
|-------------|----------------|--|
| | | |
| | | |
| | | |
| | | |

Furnish (on separate sheet(s), if necessary) the name, title, address, and the number of voting and non-voting shares of stock held by each officer, director, and principal shareholder (who hold more than 10% ownership).

| <u>Name</u> | <u>Address</u> | <u>Number of Shares</u> | |
|-------------|----------------|-------------------------|-------------------|
| | | <u>Voting</u> | <u>Non-Voting</u> |
| | | | |
| | | | |
| | | | |
| | | | |

If any principal shareholder is not an individual, that business entity must submit the following information: date and state of organization, name and address of each partner, joint venturer, or majority shareholder.

If the proposing corporation is a subsidiary corporation relying on its affiliated (parent) corporation's financial settlement to meet the financial requirements of this RFP, then attach a certified statement of affiliated corporation, which sets forth the relationship between it and the proposing corporation, including the percent of Proposer's corporation owned.



FORM 2

BUSINESS INFORMATION QUESTIONNAIRE

SECTION 3. JOINT VENTURE STATEMENT

If Proposer is a JOINT VENTURE, answer the following:

Date of organization: _____

Is Joint Venture Agreement recorded? Yes () No ()

Has the Joint Venture previously conducted business in Montana?

Yes () No () When? _____

State the Name, Address, Taxpayer Identification Number (TIN), and Date of Organization (DOO) of each Joint Venture partner:

| <u>Name</u> | <u>Address</u> | <u>TIN</u> | <u>DOO</u> | <u>% SHARE</u> |
|-------------|----------------|------------|------------|----------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |

Attach a certified copy of your joint venture agreement or a statement signed by all joint venture partners setting forth the duties and obligations of each joint venture partner with respect to the business of this joint venture.



FORM 2

BUSINESS INFORMATION QUESTIONNAIRE

SECTION 4. PARTNERSHIP STATEMENT

If Proposer is a PARTNERSHIP, answer the following:

Date of organization: _____

General Partnership () Limited Partnership ()

Is Statement of Partnership recorded? Yes () No ()

| Date | Book | Page | County | State |
|------|------|------|--------|-------|
| | | | | |

Has the Partnership previously conducted business in Montana?

Yes () No () When? _____

State the Name, Address, Taxpayer Identification Number (TIN), and Date of Organization (DOO) and percentage share for each general or limited partner.

| <u>Name</u> | <u>Address</u> | <u>TIN</u> | <u>DOO</u> | <u>% SHARE</u> |
|-------------|----------------|------------|------------|----------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |

Attach a certified copy of your partnership agreement setting forth the duties and obligations of each partner with respect to the business of the partnership.



FORM 2

BUSINESS INFORMATION QUESTIONNAIRE

ADDITIONAL INFORMATION MAY BE REQUIRED BY THE CITY

The City reserves the right to request such additional financial and other pertinent data as it deems necessary to aid in its determination of the Successful Proposer, including, by way of illustration, but not by way of limitation, the following items as applicable:

- Inquiry into Proposer's Corporate Structure
- Consolidated Balance Sheet
- Financial Statements of Parent Corporation
- Operational Profile of Parent Corporation
- Credit Rating of Company

I hereby certify that the foregoing information is true, correct, and complete.

Submitted By: _____
(Signature)

(Print or Type Name of Individual)

(Title)

(Print or Type Name of Proposer)

Date Submitted: _____



FORM 3

BUSINESS AND FINANCIAL REFERENCES

List three (3) persons or firms with whom you have conducted business, and three (3) persons or firms with whom you have had financial transactions related to your business operations during the past three (3) years. One of the financial references should be the bank that currently handles the majority of Proposer's accounts and credit lines. Incumbent will not be required to complete this form.

Table with 3 columns: INFORMATION, BUSINESS CREDIT REFERENCE, FINANCIAL REFERENCE. It contains three rows of reference information, each with fields for Name, Title, Address, Telephone, and Nature of Association.



FORM 4

EXPERIENCE AND QUALIFICATIONS STATEMENT

(NOTE: Incumbent will not be required to complete this form.)

Include the number of years the Proposer has successfully operated an Automobile Parking business servicing the general public during the last ten (10) years. ____ Years.

Include the number of years the Proposer has successfully operated an Automobile Parking business similar to the operation proposed in this RFP at a commercial service airport. ____ Years.

List the location and name of these airports and highlight with an asterisk * the locations where Proposer still has active operations.

Horizontal lines for listing airport locations and names.

Include the Total Gross Sales for all active automobile parking operations for the last three (3) years. Please provide the number of facilities that are operated at commercial service airports.

| Year | Total Gross Sales for all Active Parking Operations | Number of Facilities Represented | Number of Facilities at Commercial Service Airports |
|------|---|----------------------------------|---|
| 2025 | _____ | _____ | _____ |
| 2024 | _____ | _____ | _____ |
| 2023 | _____ | _____ | _____ |

If you desire, you may provide additional information to indicate your relevant experience as it pertains to this RFP. Use additional sheets as necessary.



FORM 5

CONCESSION FEES

The form below must be completed by the Proposer. List in the spaces provided below, the Minimum Annual Guarantee (MAG) and Concession Fee you propose to pay the City during the term of this Agreement.

| YEAR | CONCESSION FEES [% OF GROSS RECEIPTS] | MINIMUM ANNUAL GUARANTEE |
|------|---------------------------------------|--------------------------|
| 1 | 85% | \$3,210,000 |
| 2 | 85% | \$3,210,000 |
| 3 | 85% | \$3,210,000 |
| 4 | 85% | \$3,210,000 |
| 5 | 85% | \$3,210,000 |

If awarded the Concession, this proposed Concession Fee structure will be incorporated into the Fees and Charges Section of the Automobile Parking Concession Agreement. The Draft Automobile Parking Concession Agreement is contained in Attachment 2.

****Please refer to the Technology Plan for details regarding the consumer-paid transaction fees upon which our proposal is conditioned.**

FORM 6

ACDBE PARTICIPATION PLAN

- I do not plan to use ACDBEs.
- I propose to include ACDBE participation. (If this box is checked, complete the following information.)

Please complete the table below, indicating your plan for ACDBE participation. (Use additional sheets if necessary.)

| INFORMATION | | ESTIMATED % OF ACDBE PARTICIPATION IN OPERATION OF CONCESSION | IS THE ACDBE CERTIFIED BY THE CITY OF BILLINGS? [YES/NO] |
|---|--|---|--|
| Firm Name: | J.A Uniform Inc. | 1% | No = Certified by City of Billings Yes = Certified ACDBE by Montana UCP |
| Address: | 12323 SW 132nd Ct. Miami, FL 33186 | | |
| Contact Name: | Carmen Chu Domincis | | |
| Phone: | (305) 234-1219 ext. 102 | | |
| Summary of ACDBE Participation (Attach Detailed Description): | Uniform Supplier (315210 & 315990) | | |
| Firm Name: | Jett Development, LLC | 28% | No = Certified by City of Billings No = Certified ACDBE by Montana UCP Yes = Certified DBE & SBE by MDOT |
| Address: | 2430 Rd. 24 South Ballantine, MT 59006 | | |
| Contact Name: | Kennedy Walsh | | |
| Phone: | (406) 861-7900 | | |
| Summary of ACDBE Participation (Attach Detailed Description): | Snow Removal Services (561790, 561730, 238910, 237110) | | |
| Firm Name: | | | |
| Address: | | | |
| Contact Name: | | | |
| Phone: | | | |
| Summary of ACDBE Participation (Attach Detailed Description): | | | |
| TOTAL ACDBE PARTICIPATION: | | 29 % | Per Addendum 2 QA# 22 DBE/ACDBE Participation |

SUPPLEMENTAL ACDBE FORM 6

The Airport provided the following guidance in Addendum 2: *The Department of Transportation has an interim rule in place effective October 3, 2025, that pertains to both 49 CFR Parts 23 and 26 – the Disadvantaged Business Enterprise (DBE) and Airport Concession Disadvantage Business Enterprise (ACDBE) programs. The interim rule does not allow us to set contract goals at this time, to update our overall goals, and to apply any DBE/ACDBE participation toward ACDBE/DBE goals. Current DBE/ACDBE certifications are also required to be reevaluated. Prior to the interim rule, Operators reported DBE/ACDBE participation based on the cost of goods/services obtained from certified DBE/ACDBEs in relation to total cost of goods/services.*

Despite uncertainty surrounding the future of the program, SP+ remains committed to proactively identifying meaningful opportunities for participation by DBE and/or ACDBE firms. As reflected on Form 6, we have committed to engaging two DBE/ACDBE partners at Billings Logan International Airport.

J.A. Uniforms, Inc. is an ACDBE-certified firm through the Montana Unified Certification Program and will continue to provide professional, weather-appropriate uniforms for all hourly staff, consistent with prior years. Excluding labor and related expenses, credit card fees, and rental payments to the Airport, we project an annual uniform spend of approximately 1% of total Year 1 cost of goods and services.

As outlined in our Operational Plan, SP+ will continue to subcontract snow removal services to Ballantine, Montana-based Jett Development, LLC (“Jett”), a DBE-certified and long-standing partner that has successfully supported our operations at BIL for many years. Jett is fully equipped with the necessary equipment and experienced personnel to ensure parking facilities are safely and effectively maintained, with a strong emphasis on safety and operational continuity during inclement weather conditions.

Excluding labor and related expenses, credit card fees, and rental payments to the Airport, we project snow removal services to represent approximately 28% of the total Year 1 budgeted cost of goods and services. Given the inherent variability of winter conditions - illustrated by the relatively mild performance of this past season - this percentage may fluctuate and could be higher or lower depending on actual weather conditions.





FORM 7

AUTOMOBILE PARKING CONCESSION AGREEMENT – ACKNOWLEDGEMENT

Please check the following box if applicable:



I/WE have thoroughly reviewed and understand the proposed Draft Automobile Parking Concession Agreement contained in Attachment 2 of this Request for Proposals (RFP).

[NO ADDITIONAL INFORMATION IS REQUIRED FOR THIS FORM]



FORM 8

PROPOSAL GUARANTY – CASHIER'S CHECK OR PROPOSAL BOND ONLY

Attach either the cashier's check or proposal bond to this page for the amount that is specified in Section V, Subsection 8 of this Request for Proposals.

Failure of the Successful Proposer to enter into an Automobile Parking Concession Agreement within ten (10) business days from award by the City to the Proposer, shall result in the forfeiture and surrender of the check or proposal bond to the City as an agreed amount of liquidated damages. Checks and bonds of unsuccessful Proposers will be returned by mail within fifteen (15) days after award to the Successful Proposer.

[Please see the following pages for SP Plus LLC proposal bond.](#)

[NO ADDITIONAL INFORMATION IS REQUIRED FOR THIS FORM]

AIA[®] Document A310[™] – 2010

Bid Bond

CONTRACTOR:

(Name, legal status and address)

SP PLUS LLC
200 East Randolph Street, Suite 7700
Chicago, IL 60601

SURETY:

(Name, legal status and principal place of business)

BERKLEY INSURANCE COMPANY
475 Steamboat Road
Greenwich, CT 06830

OWNER:

(Name, legal status and address)

OFFICE OF THE DIRECTOR OF AVIATION AND TRANSIT
Billings Logan International Airport
1901 Terminal Circle, Room 216, Billings, MT 59105

BOND AMOUNT: Ten Thousand and 00/100 Dollars
(\$ 10,000.00)

PROJECT:

(Name, location or address, and Project number, if any)

Operate automobile public parking concession at Billings Logan International Airport Project Number, if any:

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 11th day of March, 2026


(Witness)


(Witness) Samantha Chlerici

SP PLUS LLC

(Principal)


(Title)

BERKLEY INSURANCE COMPANY

(Surety)


(Title) Corinne Chapman, Attorney in Fact

(Seal)

(Seal)

POWER OF ATTORNEY
BERKLEY INSURANCE COMPANY
WILMINGTON, DELAWARE

KNOW ALL MEN BY THESE PRESENTS, that BERKLEY INSURANCE COMPANY (the "Company"), a corporation duly organized and existing under the laws of the State of Delaware, having its principal office in Greenwich, CT, has made, constituted and appointed, and does by these presents make, constitute and appoint: *Sandra M. Winsted; Susan A. Welsh; Derek J. Elston; Aerie Walton; Jessica B. Dempsey; Samantha Chierici; Kristin L. Hannigan; Nicholas Kertesz; Corinne Chapman; Jean Torres; Roger Paraison; Tara A. Maquinto; Dartonya Wright; Aaron D. Griffin; Richard Casas; George F. Douaire; or Victoria Johnson of Aon Risk Services Central, Inc. of Chicago, IL* its true and lawful Attorney-in-Fact, to sign its name as surety only as delineated below and to execute, seal, acknowledge and deliver any and all bonds and undertakings including bid related commitments such as Consent of Surety, with the exception of Financial Guaranty Insurance, providing that no single obligation shall exceed One Hundred Million and 00/100 U.S. Dollars (U.S.\$100,000,000.00), to the same extent as if such bonds had been duly executed and acknowledged by the regularly elected officers of the Company at its principal office in their own proper persons.

This Power of Attorney shall be construed and enforced in accordance with, and governed by, the laws of the State of Delaware, without giving effect to the principles of conflicts of laws thereof. This Power of Attorney is granted pursuant to the following resolutions which were duly and validly adopted at a meeting of the Board of Directors of the Company held on January 25, 2010:

RESOLVED, that, with respect to the Surety business written by Berkley Surety, the Chairman of the Board, Chief Executive Officer, President or any Vice President of the Company, in conjunction with the Secretary or any Assistant Secretary are hereby authorized to execute powers of attorney authorizing and qualifying the attorney-in-fact named therein to execute bonds, undertakings, recognizances, or other suretyship obligations on behalf of the Company, and to affix the corporate seal of the Company to powers of attorney executed pursuant hereto; and said officers may remove any such attorney-in-fact and revoke any power of attorney previously granted; and further

RESOLVED, that such power of attorney limits the acts of those named therein to the bonds, undertakings, recognizances, or other suretyship obligations specifically named therein, and they have no authority to bind the Company except in the manner and to the extent therein stated; and further

RESOLVED, that such power of attorney revokes all previous powers issued on behalf of the attorney-in-fact named; and further

RESOLVED, that the signature of any authorized officer and the seal of the Company may be affixed by facsimile to any power of attorney or certification thereof authorizing the execution and delivery of any bond, undertaking, recognizance, or other suretyship obligation of the Company; and such signature and seal when so used shall have the same force and effect as though manually affixed. The Company may continue to use for the purposes herein stated the facsimile signature of any person or persons who shall have been such officer or officers of the Company, notwithstanding the fact that they may have ceased to be such at the time when such instruments shall be issued.

IN WITNESS WHEREOF, the Company has caused these presents to be signed and attested by its appropriate officers and its corporate seal hereunto affixed this 2nd day of May, 2024.



Attest:
By *Philip S. Welt*
Philip S. Welt
Executive Vice President & Secretary

Berkley Insurance Company
By *Jeffrey M. Hafter*
Jeffrey M. Hafter
Senior Vice President

STATE OF CONNECTICUT)
) ss:
COUNTY OF FAIRFIELD)

Sworn to before me, a Notary Public in the State of Connecticut, this 2nd day of May, 2024, by Philip S. Welt and Jeffrey M. Hafter who are sworn to me to be the Executive Vice President and Secretary, and the Senior Vice President, respectively, of Berkley Insurance Company.

MARIA C. RUNDBAKEN
NOTARY PUBLIC
CONNECTICUT

MY COMMISSION EXPIRES 04-30-2029

Maria C. Rundbaken
Notary Public, State of Connecticut

CERTIFICATE

I, the undersigned, Assistant Secretary of BERKLEY INSURANCE COMPANY, DO HEREBY CERTIFY that the foregoing is a true, correct and complete copy of the original Power of Attorney; that said Power of Attorney has not been revoked or rescinded and that the authority of the Attorney-in-Fact set forth therein, who executed the bond or undertaking to which this Power of Attorney is attached, is in full force and effect as of this date.

GIVEN under my hand and seal of the Company, this 11th day of March, 2026.



Vincent P. Forte
Vincent P. Forte

Please **verify the authenticity** of the instrument attached to this power by:

Toll-Free Telephone: (866) 768-3534; or

Electronic Mail: BSGInquiry@berkleysurety.com

Any written notices, inquiries, claims or demands to the Surety on the bond attached to this power should be directed to:

Berkley Surety Group
412 Mount Kemble Ave.
Suite 310N
Morristown, NJ 07960
Attention: Surety Claims Department

Or

Email: BSGClaim@berkleysurety.com

Please include with all communications the bond number and the name of the principal on the bond. Where a claim is being asserted, please set forth generally the basis of the claim. In the case of a payment or performance bond please also identify the project to which the bond pertains.

Berkley Surety Group is an operating unit of W. R. Berkley Corporation that underwrites surety business on behalf of Berkley Insurance Company and Berkley Regional Insurance Company



FORM 9

CONDITIONS AND NON-COLLUSION AGREEMENT

To receive consideration, this form must be signed in full by a responsible, authorized agent, officer, employee, or representative of your firm.

CONDITIONS AND NON-COLLUSION AGREEMENT

I/We have read and agree to the conditions and stipulations contained herein and to the Terms and Conditions contained in the Automobile Parking Concession Agreement provided in Attachment 2.

I/We further agree to furnish the services specified at the prices stated herein, to be delivered to the location and on the date set forth herein.

In signing this Proposal, you also certify that you have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition; that no attempt has been made to induce any other person or firm to submit or not to submit a Proposal; that this Proposal has been independently arrived at without collusion with any other Proposer, competitor or potential competitor; that this Proposal has not been knowingly disclosed prior to the due date and time to any other Proposer or competitor; and that the above statement is accurate under penalty of perjury.

SP Plus LLC
Legal Name of Firm/Corporation

Digitally signed by Jason Finch
Date: 2026.03.24 19:29:30
Authorized Signature

16200 Brookpark Road, 2nd Floor
Address

Jason Finch
Printed Name

Cleveland, Ohio 44135
City/State/Zip

President - West Airports
Title

March 24, 2026
Date

786.367.2130
Telephone Number



FORM 10

PARKING LOT RATES

The following table provides the proposed rates for each parking lot for each year of the Agreement.

| Short-Term Parking Lot | | | | | |
|---|----------------------|---------------|---------------|---------------|---------------|
| | Proposed Fees | | | | |
| Time | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| 0 – 30 minutes | \$0.00 | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.00 |
| Each additional 30 minutes | \$3.00 | \$ 3.00 | \$ 3.00 | \$ 3.00 | \$ 3.00 |
| Maximum each 24 hours | \$18.00 | \$18.00 | \$ 20.00 | \$ 20.00 | \$ 20.00 |
| Long-Term Premium Parking Lot | | | | | |
| Time | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| 0 – 30 minutes | \$3.00 | \$ 3.00 | \$ 3.00 | \$ 3.00 | \$ 3.00 |
| Each additional 30 minutes | \$2.00 | \$ 2.00 | \$ 2.00 | \$ 2.00 | \$ 2.00 |
| Maximum each 24 hours | \$15.00 | \$ 16.00 | \$ 18.00 | \$ 18.00 | \$ 18.00 |
| Long-Term Parking Lot | | | | | |
| Time | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| 0 – 60 minutes | \$4.00 | \$ 4.00 | \$ 4.00 | \$ 4.00 | \$ 4.00 |
| Each additional 60 minutes | \$3.00 | \$ 3.00 | \$ 3.00 | \$ 3.00 | \$ 3.00 |
| Maximum each 24 hours | \$12.00 | \$ 12.00 | \$ 14.00 | \$ 14.00 | \$ 14.00 |
| Economy Parking Lots (fka Overflow Lots) | | | | | |
| Time | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| 0 – 60 minutes | \$2.00 | \$ 2.00 | \$ 2.00 | \$ 2.00 | \$ 2.00 |
| Each additional 30 minutes | \$2.00 | \$ 2.00 | \$ 2.00 | \$ 2.00 | \$ 2.00 |
| Maximum each 24 hours | \$10.00 | \$ 10.00 | \$ 12.00 | \$ 12.00 | \$ 12.00 |



FORM 11

PROPOSER'S CHECKLIST

The following table contains a list of the items required to be submitted in the proposal response. To facilitate review, please indicate what section and page the information is found within your submittal packet.

| PROPOSED SERVICE DETAILS | | | |
|--|----------|----|------------------|
| ITEM | Provided | | RFP Proposal |
| | Yes | No | Page # |
| Description of proposer's past and current experience with managing either large commercial parking lot installations or airport public parking lots. (Examples, size, and length of agreement.) | ✓ | | PDF Page 13 |
| Description of proposer's experience managing public parking operations during periods of construction. | ✓ | | PDF Page 15 |
| Shuttle service plan. | ✓ | | PDF Page 17 |
| Parking lot rates for each parking lot for each year of the agreement. | ✓ | | PDF Page 69 |
| MAG for each year of the agreement. | ✓ | | PDF Page 60 |
| Revenue share percentage for each year of the agreement. | ✓ | | PDF Page 60 |
| Staffing plan. | ✓ | | PDF Page 18 |
| Detailed operational information and cut sheets on the PARCS proposed including cost information, system features, installation time, connectivity requirements, weather resistance, reporting capability. | ✓ | | PDF Page 23 |
| Detailed information on the customer service features of the new PARCS proposed. | ✓ | | PDF Page 29 |
| Detailed information on the software proposed, remote support, update frequency, and support life cycle, and projected end of life. | ✓ | | PDF Page 37 |
| Recommended critical spare equipment plan. | ✓ | | PDF Page 38 |
| Financial plan for the PARCS procurement and signed affirmative statement from officer. | ✓ | | PDF Page 38 |
| Transition plan for moving from incumbent operation to new operator. | ✓ | | PDF Page 19 |
| Completion of all forms in Attachment 3. | ✓ | | PDF Page 44 - 70 |
| Proposal bond included. | ✓ | | PDF Page 64-67 |

EXHIBITS



Driving excellence in every interaction, SP+ and Metropolis are dedicated to *Making the Journey Remarkable* for every guest at BIL.



Exhibit A:

PROPOSED MANAGER'S RESUME



a  metropolis company

EXHIBIT A. PROPOSED MANAGER'S RESUME

BRYDON O'DONNELL – PROPOSED AIRPORT OPERATIONS MANAGER

PROFESSIONAL EXPERIENCE

**Operations Manager – Parking Operations at Billings-Logan International Airport
SP+, A Metropolis Company, Billings, MT December 2025–Present**

- Oversee daily airport parking operations throughout extreme weather, ensuring safe and efficient traffic flow, operational reliability, and high-quality customer service.
- Hire, train, and supervise operational staff, maintaining proper staffing levels for continuous facility coverage.
- Manage operational budgets and revenue controls, overseeing the review of expenses, petty cash reconciliation, and operational profitability.
- Coordinate vendor services and procurement for parking equipment, maintenance, and facility operations.
- Lead oversight of winter seasonal shuttle operations; coordinate snow-removal priorities for passenger loading zones to ensure reliable operations and to maintain a safe, comfortable experience for nearly 1,500 travelers during the 2025-26 holiday period.
- Monitor facility safety, cleanliness, and maintenance standards.

**Retail Sales Manager
Better Body Fitness, Billings, MT September 2021-December 2025**

- Set goals and negotiate wholesale prices with company representatives.
- Maintain inventory by placing orders and stocking shelves.
- Sell and market fitness equipment and nutritional supplements, consistently meeting or exceeding sales targets.
- Contact customers to sustain accounts and increase lead generation and sales.

**Retail Sales Manager
GNC, Billings, MT May 2021-September 2021**

- Received recognition as the youngest manager at General Nutrition Centers.
- Hired, motivated, and trained employees to operate the store.
- Developed and implemented schedules, tracked KPIs, and managed inventory to reduce shrinkage and optimize stock levels.
- Helped customers find products to support their personal health goals.

**Retail Sales Associate
GNC, Billings, MT January 2021-May 2021**

- Answered customer questions and provided products that matched their needs.
- Ensured the store remained clean and stocked with products.
- Operated the store while the manager was gone.\



EXHIBIT A. PROPOSED MANAGER'S RESUME

EDUCATION

B.A. Business Administration (Management), Minor in Accounting

Montana State University Billings — Billings, MT | May 2025

Magna Cum Laude • GPA: 3.84 • Dean's List (2022–2025)

PROFESSIONAL SKILLS

Sales & Customer Service • Inventory Management • Team Leadership • QuickBooks Certified • Microsoft Office & POS Systems • Verbal & Written Communication • Goal-Oriented • Adaptable • Strong Work Ethic





Exhibit B:

PROPOSED STAFFING PLAN



a  metropolis company



Exhibit C:

SAMPLE REPORTS



a  metropolis company

Metropolis Computer Vision: *Sample Reporting*

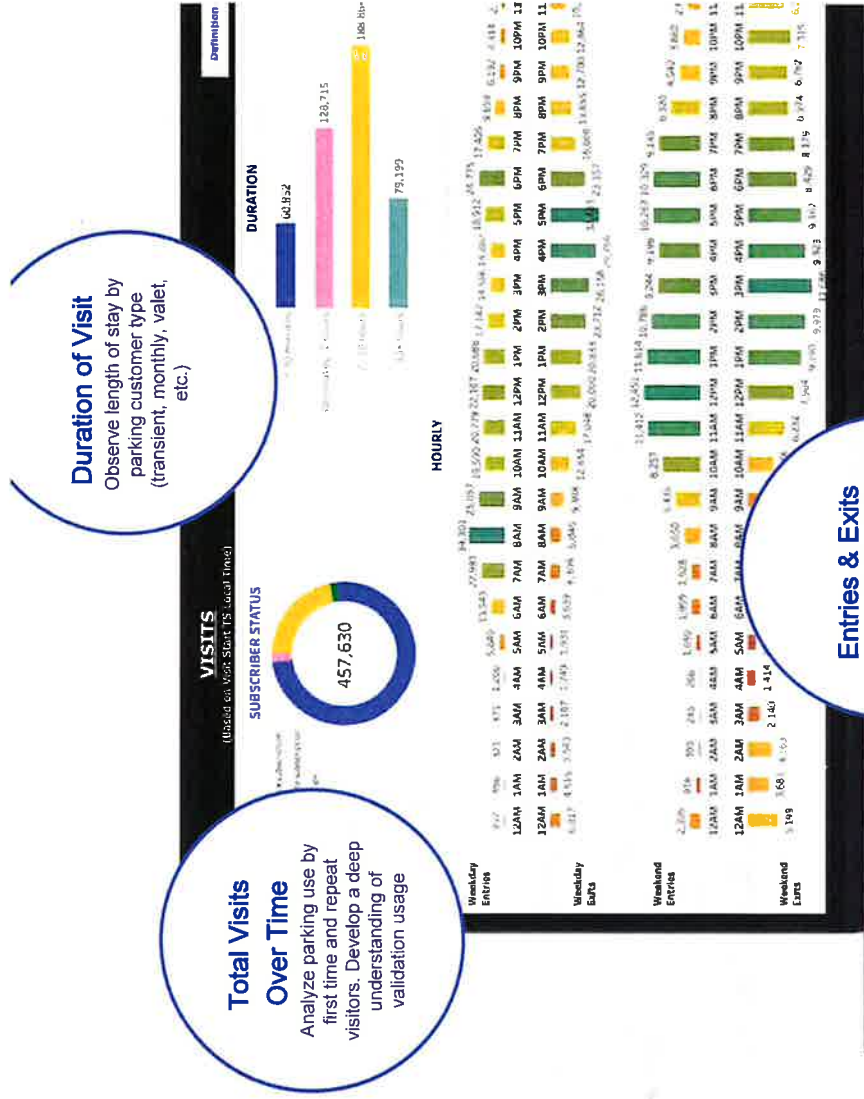


Metropolis' advanced analytics inform staffing and operations plans

Available to all Metropolis partners, the dashboard enables data-driven pricing, business development and marketing strategies, and occupancy -informed staffing schedules.

Metropolis's data science team can build advanced, custom reporting to capture insights.

For example, we have built CSAT and ZIP code data reporting into our aviation package.



Aviation reporting package: Detailed revenue reporting

metropolis

date range begin: 1/1/2022

data range end: 1/31/2022

Performance Portfolio

metro area name: City

site name: Property Name

Segment by Type of Customer

subscription status: (All)

new/returning visits: (All)

OVERALL

PARKING REVENUE

Total Revenue by Parking Customer Type: **455,676**

NEW MEMBERS

New sign ups within the date range: **211,745**

ACTIVE MEMBERS

Members seen at least once in the data range: **211,745**

UNIQUE VISITORS

Revenue earned by day: **211,745**

PARKING REVENUE

Based on: Payment Rendered

BY SITE

| Site Name | Revenue |
|---|-----------|
| Site Name (if multiple, otherwise just single site) | \$200,409 |
| emeraldgate multi site subscription | \$190,050 |
| emeraldgate multi site subscription | \$175,488 |
| emeraldgate multi site subscription | \$164,725 |
| emeraldgate multi site subscription | \$142,224 |
| emeraldgate multi site subscription | \$107,543 |
| emeraldgate multi site subscription | \$104,723 |
| emeraldgate multi site subscription | \$97,008 |
| emeraldgate multi site subscription | \$91,303 |
| emeraldgate multi site subscription | \$77,751 |
| emeraldgate multi site subscription | \$77,623 |
| emeraldgate multi site subscription | \$66,371 |

SUBSCRIBER STATUS

| Subscriber Status | Revenue |
|-------------------------------------|-------------|
| emeraldgate multi site subscription | \$1,211,252 |
| emeraldgate multi site subscription | \$228,737 |
| emeraldgate multi site subscription | \$97,913 |
| emeraldgate multi site subscription | \$2,527,879 |

CALENDAR

1/1/2022

| Mon | Tue | Wed | Thu | Fri | Sat | Sun |
|-----------|-----------|-----------|----------|-----------|-----------|-----------|
| 3 | 4 | 5 | 6 | 7 | 8 | 9 |
| \$103,938 | \$103,037 | \$59,496 | \$47,480 | \$101,892 | \$69,169 | \$110,642 |
| 10 | 11 | 12 | 13 | 14 | 15 | 16 |
| \$72,729 | \$222,607 | \$78,417 | \$80,955 | \$100,665 | \$149,036 | \$124,607 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| \$68,076 | \$55,555 | \$114,740 | \$65,697 | \$96,492 | \$122,012 | \$180,285 |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| \$68,107 | \$57,876 | \$60,015 | \$63,791 | \$70,285 | \$124,498 | \$145,436 |
| 31 | | | | | | |
| \$120,111 | | | | | | |

Revenue earned by day



Aviation reporting package: Visit reporting

Timezone: Local time

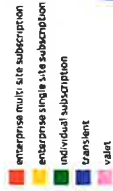
Based on: Visit Start

VISITS

FIRST/RETURNING VISIT



SUBSCRIBER STATUS



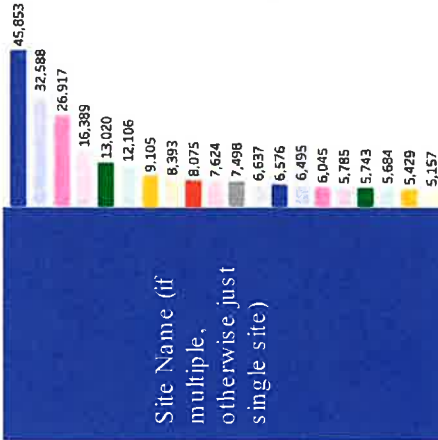
455,676

Visit Count by Parking Customer Type

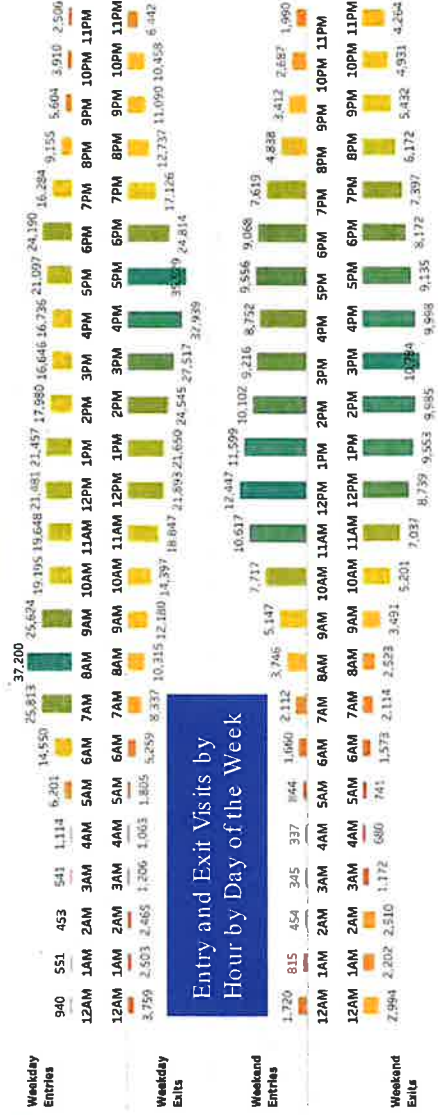
DURATION



BY SITE



HOURLY



Entry and Exit Visits by Hour by Day of the Week



Aviation reporting package: Validations reporting

Metropolis | Validations

Latest Data from: 1/31/22 11:56 PM (PST)

Validation selector: all validations or individual locations

Start Date: 1/1/2022 End Date: 1/31/2022

Market: Single site or multiple

Validation Type: (All) Validation Detail: (All) Free Minutes: (All)

Validation Applied By: Validation Applied By Trend

hour

Total

73,157 validations

Validation Type

- percent discount
- dollar discount
- free minutes

Applied By

- 45,600 (percent discount)
- 13,217 (dollar discount)
- 14,340 (free minutes)

Validation Free Minutes

- 30,636
- 21,066

Count of validated visits based on duration of visit

How the validation was applied: digitally, physically, or by attendant



Aviation reporting package: Occupancy reporting

metropolis

Start Date: 4/26/2022 End Date: 5/2/2022 Hour Range: (All) Day of Week: (All) Metro Area Name: (All) Property Name: (Multiple values) Site Name: (All)

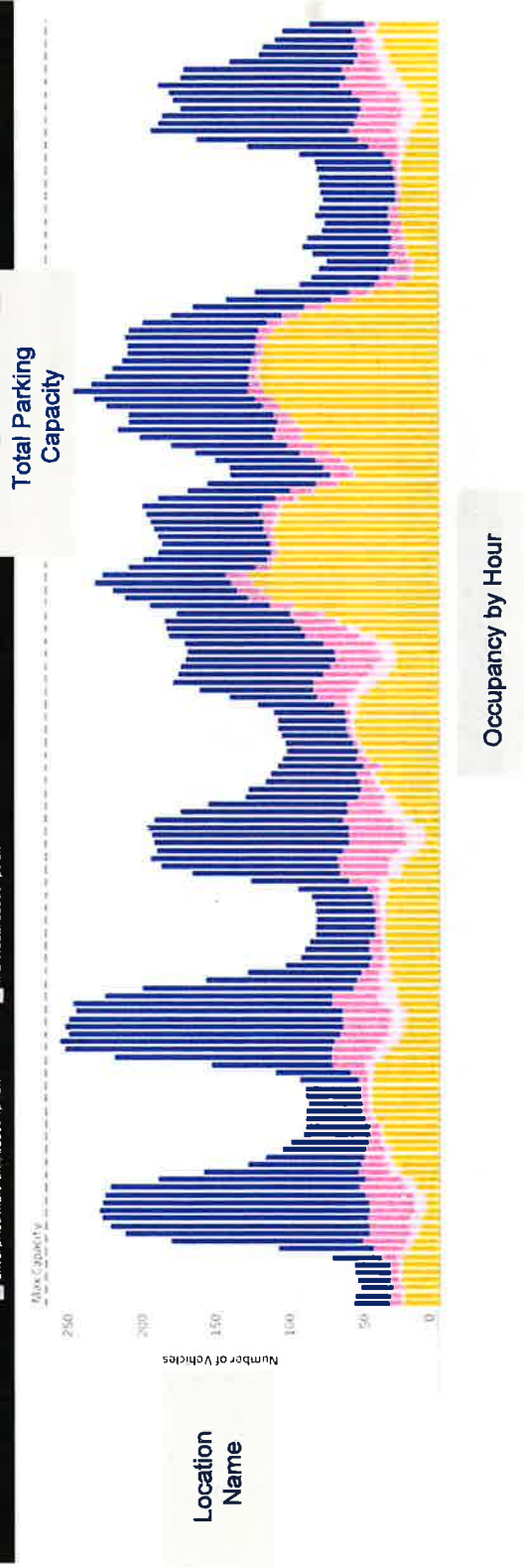
Notes: Report data spans the last 60 days. Because displayed numbers are counting all vehicles that were on the lot during the hour, there may be several whose occupancy is greater than their occupancy.

Daily Occupancy by Hour


- transient
- enterprise multi-site subscription
- enterprise single-site subscription
- storage
- individual subscription

Max Capacity: 250

grow by just type



Aviation reporting package: ZIP code reporting

 metropol
Payment Zip Codes Reporting

Start Date
8/1/2025

End Date
8/4/2025

Metro Area Name
(90)

Site Internal Name
(Multiple values)

Zip Code Count per Site

| Site Internal Name | Zip Code | Count |
|---|----------|-------|
| SAT - Long Term Garage (San Antonio, TX) | 75 | 75 |
| SAT - Short Term Garage (San Antonio, TX) | 125 | 125 |
| SAT - Green Economy Lot (San Antonio, TX) | 319 | 319 |
| SAT - Rec Economy Lot (San Antonio, TX) | 437 | 437 |
| SAT - Long Term Garage (San Antonio, TX) | 530 | 530 |

Zip Code Count per County

| County Name | Zip Code | Count |
|-------------|----------|-------|
| Los Angeles | 21 | 21 |
| Nevada | 16 | 16 |
| Hidalgo | 15 | 15 |
| Montgomery | 15 | 15 |
| Maricopa | 13 | 13 |
| Tarrant | 13 | 13 |
| Utah | 13 | 13 |

Zip Code and County Details

| Site Internal Name | Billing Postal Code | County Name |
|---|---------------------|-------------|
| SAT - Daller Loc (San Antonio, TX) | 78242 | Maricopa |
| SAT - Green Economy Lot (San Antonio, TX) | 78242 | Maricopa |





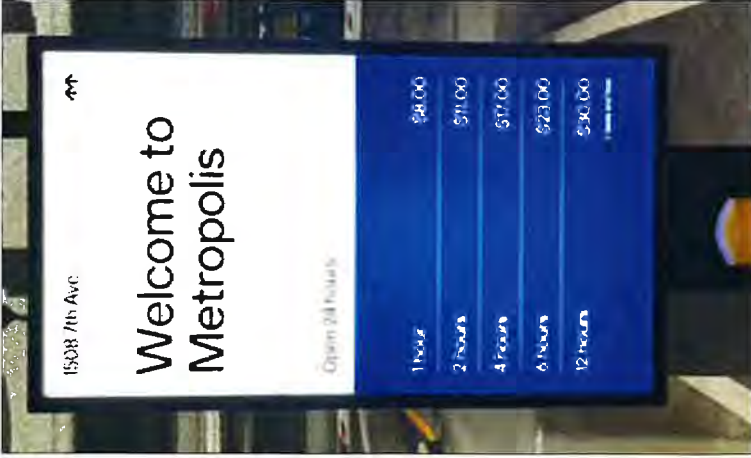
Exhibit D:

CUT SHEETS



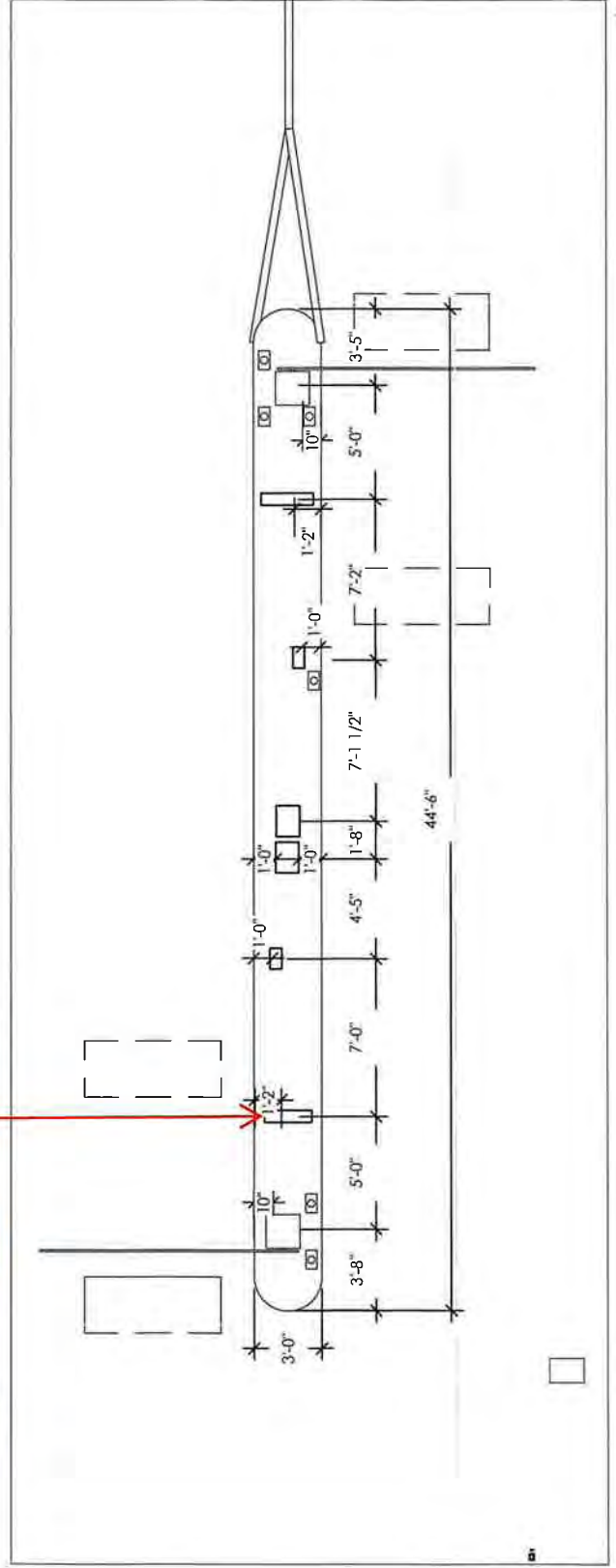
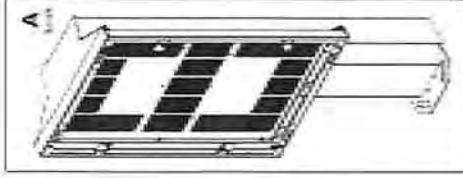
a  metropolis company

Gooseneck Pedestal



Elegant, minimalist design that protects displays and internal equipment, while enhancing your parking aesthetics and parkers experience.

- Height: 75.7 inches
- Width: 28.4 inches
- Depth: 12.7 inches
- Base to screen: 24 inches
- Display Size: 55 inches
- Weight: 132 lbs.



GENERAL NOTES

1. ALL DIMENSIONS ARE IN INCHES UNLESS OTHERWISE SPECIFIED.

2. ALL DIMENSIONS ARE TO FACE UNLESS OTHERWISE SPECIFIED.

3. ALL DIMENSIONS ARE TO CENTERLINE UNLESS OTHERWISE SPECIFIED.

4. ALL DIMENSIONS ARE TO FACE UNLESS OTHERWISE SPECIFIED.

5. ALL DIMENSIONS ARE TO FACE UNLESS OTHERWISE SPECIFIED.

6. ALL DIMENSIONS ARE TO FACE UNLESS OTHERWISE SPECIFIED.

7. ALL DIMENSIONS ARE TO FACE UNLESS OTHERWISE SPECIFIED.

8. ALL DIMENSIONS ARE TO FACE UNLESS OTHERWISE SPECIFIED.

9. ALL DIMENSIONS ARE TO FACE UNLESS OTHERWISE SPECIFIED.

10. ALL DIMENSIONS ARE TO FACE UNLESS OTHERWISE SPECIFIED.

ISSUED FOR PERMIT

City of Beverly Hills
 Department of Public Works
 Engineering Division
 1508 7th Ave
 Beverly Hills, CA 90242
 (310) 343-7000
 www.beverlyhills.org

metropolis

LCD Display Reference Sheet

AA
 1508 7th Ave
 Beverly Hills, CA 90242
 (310) 343-7000
 www.beverlyhills.org

art Vision: Processes camera footage to identify vehicles; Metropolis platform.

Maximum Durability: Built from fiberglass-reinforced polyd weatherproof.

Remote Controlled: Integrated environmental sensors monitor temperatures to protect the electronics.

Maintenance-Free: Rugged construction designed to withstand grading.

Installation Requirements: Must be installed outside, allowing for adequate ventilation and protection from weather.

Electrical Requirements: 120v AC, 10A electrical circuit.



- All data communication is
- Data at rest is encrypted us
- All access is managed anc
- Metropolis information secu



| | |
|-------------------|--|
| <u>Dimensions</u> | <ul style="list-style-type: none">• |
| <u>Power</u> | <ul style="list-style-type: none">• Powered via PoE from Orion |

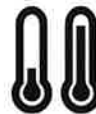
XHB5541



55" Xtreme™ High Bright Outdoor Display

There has never been an outdoor daylight readable display built to withstand the harsh outdoor elements like the Peerless-AV® Xtreme™ High Bright. Featuring an IP66 Rated design and a patented thermal exhaust system, Xtreme High Bright Outdoor Displays are fully protected against water, dust, moisture and even insects. The display's cover glass is optically bonded, which increases the perceived contrast ratio and cuts down on glare, providing amazing picture quality even in direct sunlight. With an operating temperature range of -31°F to 140°F, Xtreme Displays are designed to thrive year-round outside, without worry of extreme hot or cold temperature waves. This High Bright line of commercial displays offer 2500nits of luminance to combat high ambient lighting conditions, while the ambient light sensor automatically adjusts the display's brightness to optimize the power consumption and enhance the viewing experience. Providing unmatched capabilities, Xtreme High Bright Outdoor Displays are the perfect digital signage or entertainment solution for any professional application.

All Weather Rated (IP66)



Operating Temperature Range:

-31°F - 140°F
(-35°C - 60°C)

- Optically bonded, anti-reflective cover glass increases the perceived contrast ratio and cuts down on glare, providing amazing picture quality, even in direct sunlight
- Daylight readable with LED backlight and full HD 1080p resolution for a bright, crisp picture
- Includes Quarter Wave Plate polarizer, allowing for portrait and landscape installations
- Fully-sealed, rugged display designed for 24/7 operation in harsh environments year-round
- Remote and Local monitoring, supported via IP addressable user interface for: Temperature, Humidity, Power Draw, Orientation and Movement diagnostics of the display
- Anti-theft, Gyroscopic sensor can be set to specific degrees and tolerances, if the display is moved beyond the set figure an email and text will be sent to the registered user

■ AMBIENT LIGHT SENSOR

Automatically adjusts brightness to best match the lighting conditions, which optimizes the display's power consumption and enhances the viewing experience (optional ALS extender accessory available)

■ HIGH BRIGHT OUTPUT

Offers 2500nits of light output to combat high ambient lighting conditions



■ FULLY-SEALED DESIGN

IP66 rating prevents the ingress of foreign materials, such as water, dust, moisture and insects, from entering the display

■ IK10, TEMPERED COVER GLASS

Protects the screen against vandalism and debris

■ PATENTED THERMAL EXHAUST SYSTEM

Keeps internal components properly cooled in extreme heat

■ VESA® MOUNTING PATTERN

Provides cost savings and flexibility in outdoor rated mount selection



info@peerless-av.com

peerless-av.com

peerless-AV
Driving Technology Through Innovation

Model Numbers

WARRANTY: 2 years

XHB5541 55" Xtreme™ High Bright Outdoor Display

LCD Display

| | |
|----------------------|------------------------------------|
| SCREEN SIZE | 55" Class (54.6" Diagonal) |
| ACTIVE SCREEN AREA | 47.62" x 26.79" (1209.6 x 680.4mm) |
| PIXEL PITCH | .210 x .630mm |
| ASPECT RATIO | 16:9 |
| RESOLUTION | 1920 x 1080 |
| COLOR DEPTH | 8Bit (16.7 Million Colors) |
| BRIGHTNESS | 2,500cd/m² |
| COLOR GAMUT | 72% NTSC |
| BACKLIGHT ADJUSTMENT | Automatic (Ambient Light Sensor) |
| CONTRAST RATIO | 2000:1 |
| VIEWING ANGLE | 178° Vertical/Horizontal |
| DISPLAY ORIENTATION | Portrait/Landscape |
| BACKLIGHT | Direct LED |
| RESPONSE TIME | 6ms (Gray to Gray) |
| REFRESH RATE | 60Hz |
| OPERATING TIME | 24/7 |

Environmental

| | |
|-----------------------|------------------------------|
| OPERATING TEMPERATURE | -31°F - 140°F (-35°C - 60°C) |
| IP RATING | IP66 |
| REGULATORY | FCC Class A, cULus, CE, UKCA |

Display Features

Ambient Light Sensor, Auto Source Switching, Brightness Scheduling, Email Alerting, IP Control, Pixel Shift, Power Scheduling

Mechanical

| | |
|------------------|--|
| SIZE (W x H x D) | 50.07" x 29.23" x 3.92" (1272 x 742 x 100mm) |
| COLOR | Black |
| GLASS | IK10 Rated Heat Tempered Anti-Reflective Treatment Optically Bonded Quarter Wave Plate Polarizer |
| VESA® PATTERN | 400 x 200mm 400 x 400mm 600 x 600mm 600 x 850mm |
| NET WEIGHT | 104.5lb (47.4kg) |

Power

| | |
|-------------------|--|
| AC INPUT | 100 VAC to 240 VAC, 50 to 60 Hz |
| POWER CONSUMPTION | ALS Low Mode: 109.9W Typical: 199.3W Maximum: 215W |
| STANDBY POWER | Passive Standby = <0.5W Active Standby = <2.1W |

Input/Output Connections

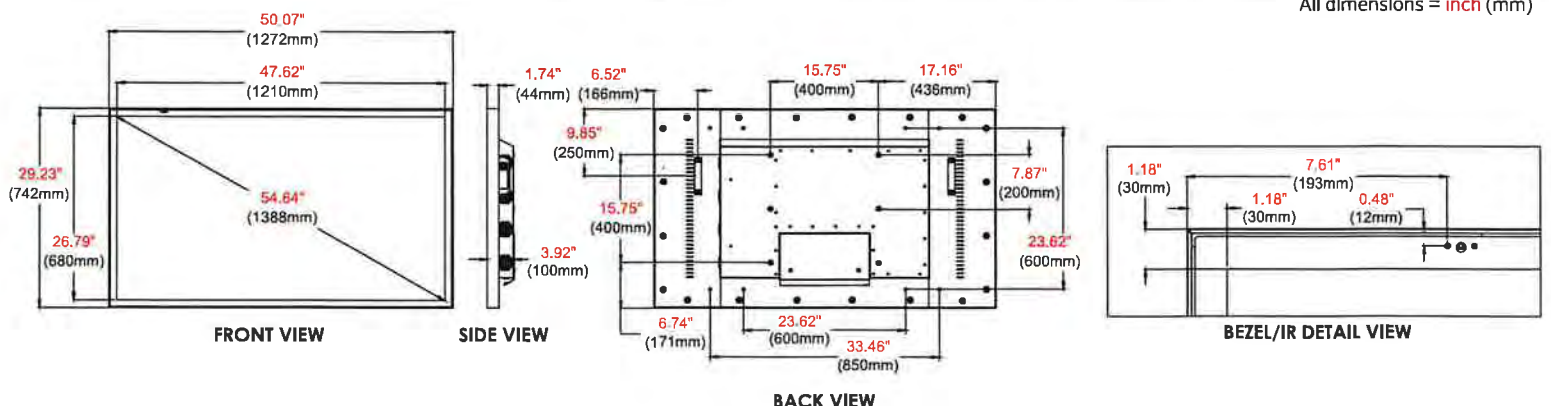
| | |
|-------------------------------|---|
| HDMI INPUT | HDMI (x2) 480i - 1080p CEC: HDMI 1, 2 ARC: HDMI 2 |
| CVBS INPUT | 3.5mm (x1) 480i |
| DISPLAYPORT INPUT | DP (x1) 480i - 1080p |
| YPbPr INPUT | 3.5mm (x1) 480i - 1080i |
| ANALOG AUDIO OUTPUT | 3.5mm Headphone Jack (x1) |
| DIGITAL AUDIO OUTPUT | Optical (x1) |
| USB DATA INPUT | USB 2.0 (x1) Multimedia Software Upgrade |
| RS232 INPUT | 3.5mm TRS Jack (x1) |
| 12VDC 2.5A OUTPUT | 5.5mm (x1) |
| USB POWER 5VDC 2.4A OUTPUT | USB (x1) |
| IR EXTENDER INPUT | 3.5mm (x1) |
| IR REPEATER OUTPUT | 3.5mm (x1) |
| AMBIENT LIGHT SENSOR EXTENDER | 3.5mm (x1) |
| LAN INPUT | RJ-45 (x1) |

Package Specifications

| | PACKAGE SIZE (W x H x D) | PACKAGE SHIP WEIGHT | PACKAGE UPC CODE | PACKAGE CONTENTS | UNITS IN PACKAGE |
|---------|---|---------------------|------------------|--|------------------|
| XHB5541 | 55.00" x 34.13" x 8.19" (1397 x 867 x 208mm) | 119lb (53.98kg) | 735029357162 | Display, Waterproof IR Learning Remote Control, User's Guide, Cable Ties, 3mm Hex Wrench, Power Cord and IR Extender | 1 |

Accessories

| | | | |
|-------------|-------------------------------|-----------|--|
| ACCD-05K: | 5 Volt Accessory Kit | EPT650: | Outdoor Universal Tilt Wall Mount, Landscape |
| ACCD-12K: | 12 Volt Accessory Kit | EPA762PU: | Outdoor Articulating Wall Mount, Landscape |
| ACCD-ALS: | Ambient Light Sensor Extender | ESA763PU: | Outdoor Articulating Wall Mount, Landscape |
| ACCD-IRREP: | IR Repeater | ESF655P: | Outdoor Universal Flat Wall Mount, Portrait |
| | | EST655P: | Outdoor Universal Tilt Wall Mount, Portrait |
| | | EWMU: | Wind Rated Tilt Wall Mount, Landscape |



Architect Specifications

The Xtreme™ High Bright Outdoor Display shall be a Peerless-AV model XHB5541 and shall be located where indicated on the plans. Assembly and installation shall be done according to instructions provided by the manufacturer.

Visit peerless-av.com to see the complete line of AV solutions from Peerless-AV, including outdoor displays, kiosks, display mounts, projector mounts, carts/stands, and a full assortment of accessories.

Peerless-AV
2300 White Oak Circle
Aurora, IL 60502
USA
(800) 865-2112
(630) 375-5100

Peerless-AV EMEA
Unit 2 Curo Park
Frogmore, St. Albans
Hertfordshire, AL2 2DD
United Kingdom
+44 (0) 1923 200 100

Peerless-AV B.V.
Papendorpseweg 75
3528 BJ Utrecht
The Netherlands
+31 (0) 70 770 8037

Peerless-AV Latin America
Av. de las Industrias 413
Parque Industrial Escobedo
General Escobedo, N.L.,
México, 66062
+52 (81) 8384-8300





a  metropolis company

Jason Finch
President – West Airports
16200 Brookpark Road, 2nd Floor
Cleveland, OH 44135
786.367.2130









FOR APPROVAL - PROPOSAL-BIL-SPPLUS 3.24.26 - SIGNED

Final Audit Report

2026-03-24

| | |
|-----------------|--|
| Created: | 2026-03-24 |
| By: | Kelly Redfern (kredfern@spplus.com) |
| Status: | Signed |
| Transaction ID: | CBJCHBCAABAAE-xL024qEX2sf5PsuXglggXz6CmMsZr6 |

"FOR APPROVAL - PROPOSAL-BIL-SPPLUS 3.24.26 - SIGNED" History

-  Document digitally presigned by Jason Finch (jfinch@metropolis.io)
2026-03-24 - 11:26:53 PM GMT
-  Document digitally presigned by Jason Finch (jfinch@metropolis.io)
2026-03-24 - 11:27:51 PM GMT
-  Document digitally presigned by Jason Finch (jfinch@metropolis.io)
2026-03-24 - 11:29:30 PM GMT
-  Document created by Kelly Redfern (kredfern@spplus.com)
2026-03-24 - 11:38:47 PM GMT
-  Document emailed to Kelly Redfern (kredfern@metropolis.io) for signature
2026-03-24 - 11:40:25 PM GMT
-  Email viewed by Kelly Redfern (kredfern@metropolis.io)
2026-03-24 - 11:40:42 PM GMT
-  Document e-signed by Kelly Redfern (kredfern@metropolis.io)
Signature Date: 2026-03-24 - 11:41:22 PM GMT - Time Source: server
-  Agreement completed.
2026-03-24 - 11:41:22 PM GMT

SEASONAL SHUTTLE



SP+ is a leading edge innovator and will provide world-class customer service to BIL travelers and guests.



a  metropolis company

SEASONAL SHUTTLE BUS (SEPARATE PROPOSAL)

Seasonal Shuttle Bus (Separate Proposal)

Proposer should provide a separate proposal for a shuttle operation that includes a detailed breakdown of all the costs associated with operating the shuttle, such as wages, staffing levels, payroll taxes, vehicle rental, insurance, etc. Since the Airport does not yet have a confirmed start date of the parking garage construction, the shuttle proposal should be for a seasonal- only shuttle based on the criteria above. Airport will work with Operator on a proposal for daily shuttle service when that level of service becomes necessary.

As further detailed in Answer #4 of Addendum 2, please find our line-item budget for the Seasonal Shuttle Service scheduled to operate from November 16, 2025 through January 16, 2026. This budget has been prepared in full accordance with the RFP and Addendum requirements, reflecting an all-inclusive cost structure with no reliance on Airport-provided vehicles or allowances. Additionally, unlike the prior seasonal operation, fuel will be procured independently by SP+ or reimbursed to the Airport if sourced from the onsite fuel farm.

As outlined in our shuttle operating plan, and to further enhance the guest experience, SP+ intends to procure two (2) used shuttle buses from our Kansas City International Airport (MCI) Park Air Express operation. These vehicles have been well maintained through a combination of the Airport's fleet maintenance program and qualified third-party vendors, and all future maintenance and repair costs will be fully borne by SP+. This proactive investment ensures maximum operational flexibility and readiness as the Airport transitions to a year-round shuttle service.

The budget includes the cost to professionally wrap the buses in an airport-approved design; however, no costs for the acquisition or delivery of the buses to Billings have been included, as these will be fully absorbed by SP+. All other expenses are typical of shuttle operations and remain consistent with the prior season's budget.

Our total operating budget for the 2026/2027 Seasonal Shuttle Service is \$57,118. As this service is not part of the Concession Agreement terms, we will invoice the City each month on a pro-rata basis of \$921.258 (\$57,118/62 days) per day of operation. Therefore, the estimated invoices to the City shall be:

| | |
|------------------------|--|
| November 16 – 30, 2026 | \$921.258 x 15 days = \$13,818.87 |
| December 1 – 31, 2026 | \$921.258 x 31 days = \$28,559.00 |
| January 1 – 16, 2027 | \$921.258 x 16 days = <u>\$14,740.13</u> |
| | \$57,118.00 |

Drivers will be professionally uniformed in seasonally appropriate attire, with clear identification displayed within the shuttle for customer assurance. To enhance the guest experience, permanent signage inviting customer feedback will be installed within each vehicle, and drivers will distribute locator cards to help passengers easily identify their parked location. Luggage assistance will be provided as a standard service, reinforcing our hospitality-focused approach. While tipping is permitted, solicitation of tips is strictly prohibited and enforced as a terminable offense.

Passenger counts by day will continue to be tracked and reported to the Airport at a mutually agreed-upon cadence, but no less than monthly. SP+ will work collaboratively with Airport staff to promptly address any operational issues and proactively provide recommendations to continuously enhance service performance and the overall customer experience.





Draft: March 20, 2026
See Addendum 2, Q4

**Billings Logan International Airport
2026/27 Budget - Seasonal Shuttle Operation**

November 16, 2026 - January 16, 2026 = 60 days/year (plus 3 days for employee training)

Shuttle Hours of Operation:

4am - 12am 20 hours/day

| | | | | | | |
|---|-----------|------|-------|-----------|---------------|--|
| Training | 3 | \$ | 22.50 | \$ | 540 | (3 days x 8 hours/day x hourly rate) |
| November 16 - 30, 2025 | 14 | \$ | 22.50 | \$ | 6,300 | (15 days x 20 hours/day x hourly rate) |
| December 1-31, 2026 | 31 | \$ | 22.50 | \$ | 13,950 | (31 days x 20 hours/day x hourly rate) |
| January 1-15, 2027 | <u>15</u> | \$ | 22.50 | \$ | <u>6,750</u> | (15 days x 20 hours/day x hourly rate) |
| | 63 | | | \$ | 27,540 | |
| Payroll Taxes | | | | \$ | 2,309 | |
| Workers Compensation | | | | \$ | 1,796 | |
| Sub-Total Wages | | | | \$ | 31,644 | |
| Overtime | | 7.5% | | \$ | <u>2,373</u> | Provision for late arriving flights, etc. |
| Total Wages | | | | \$ | 34,018 | |
| Shuttle Rental | | | | \$ | - | Assumes purchase of used bus from Kansas City Intl Airport PAE as part of new deal |
| Auto Insurance | | | | \$ | 3,000 | \$1,000/month - no pro rata |
| Fuel | | | | \$ | 1,800 | |
| Auto Damage | | | | \$ | 3,050 | \$0 deductible to Airport |
| R&M | | | | \$ | 4,000 | Service, cleaning, new tires, etc. |
| Bus Wrap | | | | \$ | 6,500 | |
| Signage | | | | \$ | 500 | Shuttle stop signs, etc. |
| Uniforms | | | | \$ | 1,500 | Includes shirts, pants, jackets, gloves, hat |
| Supplies | | | | \$ | 250 | Car reminder cards, etc. |
| Management Fee | | | | \$ | 2,500 | |
| Total Operating Expenses | | | | \$ | 23,100 | |
| Total Projected Shuttle Expenses - 2026/2027 | | | | \$ | 57,118 | |



BILLINGS
International Airport

**Proposal for Automobile
Public Parking Concessions**
Billings International Airport

City of Billings Aviation
and Transit Department

March 26, 2026



Airport Services
Chris Howley
Vice President
401.443.0535

CHowley@LAZParking.com



SP Plus LLC, a Metropolis Company

16200 Brookpark Road, 2nd Floor

Cleveland, OH 44135

m. 786.367.2130

f. 216.523.8080

Writer's Direct Email: jfinch@metropolis.io

metropolis.io | spplus.com | parking.com | bagsinc.com

April 10, 2026

Ms. Marita Herold
Aviation and Transit Business Manager
Billings Logan International Airport
1901 Terminal Circle, Ste. 216
Billings, MT 59105

Dear Marita,

On behalf of the entire SP Plus LLC team, we thank you and the evaluation committee for your time and thoughtful review of the various proposals received for the Automobile Public Parking Concession RFP.

Following are the answers to the Clarifications Questions we received yesterday. Please advise me if you need any further clarity.

Sincerely,

Jason Finch
President – West Airports
Mobile: 786.367.2130 | Email: jfinch@metropolis.io

CLARIFYING QUESTIONS ON PROPOSAL:

These items are “confirmation” only items. Please confirm the following by indicating “yes” or “no”:

- Access to all lots will be controlled by LPR that registers vehicle license plate and description. **Yes**
- The LPR system will be able to accommodate snow/mud covered vehicles attempting to enter any parking lot. **Yes**
- During system transition, parallel systems will be run until new system is complete\ and verified. **Yes**
- After the conversion, no paper tickets will be utilized at any of the parking lots. **Yes**
- LPI will continue daily even after the LPR deployment. **Yes**
- No procurement costs to BIL for the 2 repurposed cutaway shuttle buses you will bring from Kansas City airport. **Yes**
- A 15-minute headway on the shuttle buses. **Yes**
- Able to accommodate city's requirement for MT Prevailing wage rates. (Note: we would have to keep this in the shuttle contract and would be required to add to the concession agreement). **Yes**
- 60- day implementation period for new system. **Yes**
- All digital exit screens protected from weather and heated to remain frost/snow free. **Yes - The Digital Screens are IP66 (fully protected against dust and protected against high pressure water from all angles) rated and can handle temperatures from -31F to 140F. Please refer to the equipment cut sheet on pages 90-91 of our proposal for detailed specification information.**
- SP+ will cover civil work to deploy power to South Economy lot without cutting the new asphalt. (You would make Jeff's day!!!!) **Yes**
- SP+ will work with BIL to create dedicated entry/exit lanes for the South Economy lot. **Yes**
- With a great deal of transition ahead, BIL is not ready to deploy a reservation system (AeroParker); this implementation will be on hold until if/when ready? **Yes**
- SP+ financial plan includes SP+ covering the annual Metropolis Recognition Platform and Computer Vision Technology license fee of \$68K and the annual AeroParker \$18K license fee (both of which would be transferable to BIL or a new operator at the end of the agreement term). **Yes - subject to annual inflationary increases from Year 1**

- **These items are request for “more information” items. Please provide additional information on:**
- The disabled veteran community system you launched in San Antonio. Would that be available in your new system at BIL?
Yes, and we have now deployed the DV program to Alexandria International Airport (AEX) and El Paso International Airport (ELP). Disabled veterans have the online option to submit the required document (e.g., driver’s license, vehicle registration and picture of license plate, and any other required documents) or make an in-person appointment. Once registered, an enterprise account is created that charges the DV based on the specific airport’s DV pricing policy. As an example, in San Antonio, DV’s are entitled to a 25% discount in the Short Term Garage, a 50% discount in the Long Term Garage, and a 100% discount for up to 30 days in the Economy Lots. A similar Disabled (Handicap) Parker program could also be replicated given the current abatement of parking charges for these customers (a significant customer experience improvement for disabled parkers who no longer have to retrieve a ticket at the entry, seek cashier interaction and provide documents on every single visit. A fully frictionless parking experience is now an option).
- The temporary valet operation you implemented at Fargo. You mention valet service at BIL; what is proposed? We did not formally propose a valet service at BIL as the cost to provide the service would likely not cover the true revenue generated. By definition, a valet customer are typically premium customers who would have paid the highest self-parking lot option. Therefore, the true incremental revenue is the delta between the proposed valet rate and the highest-priced self-parking option. If the Airport is interested in this service - including for operational reasons potentially during upcoming major construction (the reason FAR implemented a temporary valet service) - SP+ is happy to explore the option of implementing a valet service, including a line item revenue/expense pro forma.
- Does SP+ assist customers with jumpstarts, tire issues? Yes; the new service vehicle included in our proposal will advertise this service on the side doors.
- Will you be providing BIL with content to update the BIL website and social media for the parking system transition? Yes, our corporate marketing and communications team will work directly with BIL on a press release, and website and social media content. A copy of the press release announcing the implementation of the Metropolis computer vision platform at El Paso International Airport (ELP) effective April 8, 2026 is attached as an example (Exhibit 1).
- The new monthly reporting that will be provided to BIL. The Airport will receive, and have access through a Tableau reporting system, all revenue and transactional data as well as customized reporting including the discussed ZIP code and CSAT (customer satisfaction) reports. Our Corporate Finance team will work with BIL in advance of the transition to ensure a full understanding of the report types and how to access all reports.
- Do you plan to keep the shuttle buses at BIL year round? Will you require additional storage space for them? Yes, and onsite storage is needed and appreciated. The ability to quickly deploy a shuttle bus, including BIL-approved wrapping, will be an advantage particularly during construction periods.
- Will both buses be equipped with SmartDrive technology? GPS technology? Yes, the buses and our service vehicles will be equipped with SmartDrive or similar technology (we are currently exploring a more interactive versus post-review camera-based system). The buses will also include GPS technology.

- Does the system transition require replacement of the mobile handheld devices? Yes, we will provide new handheld devices that are linked directly to our Stripe credit card processing system.
- Will QR code scans or CC entry will be required to enter any lots after the system transition? No, the entry gates will vend automatically while our cameras capture the vehicle license plate. We will utilize QR codes within the lot to initiate a one-time set up for parkers.
- How does a customer that wishes to pay with cash or is having trouble initiating payment summon an ambassador? We will continue to staff the main exit plaza where our mobility specialist(s) can take credit card or cash payment. We will also have phone numbers posted on all signage directing the customer to a local support team and/or 24/7 remote support in each egress lane.
- We cannot charge any fees for handicapped parking. How does the system not charge the transaction fee to either a “no charge parker – 1st 30 minutes or validated” or a handicapped parker? The system will be programmed to not assess a transaction fee on validated tickets, grace period tickets (e.g., under 30 minutes) and handicap parker transactions.
- Will your receipts show the transaction fee separate from the parking fee? Yes
- Does drive-in/drive-out require registration or an app or is this a system feature that remembers the vehicle? No, an app is not required and the customer can simply scan a QR code and enter the mobile phone number, payment information and the license plate state and number. This process takes less than 30 seconds and is required only one time. The customer will have the option to become a member during this process if they so choose, which means the entered information is stored and their next visit to any Metropolis location allows the driver to simply drive in and out. The customer will automatically receive a receipt via a text message; the receipt will also be available through the customer’s Metropolis account at any point they wish to access it.
- Unusual circumstances: What about the customer that does not have a QR code reader on phone or a discharged cell phone? Our pro forma provides for at least one onsite staff member during all operating hours (e.g., 1 hour before and after first and last flight, respectively) that can provide assistance. Additionally, each exit lane will have our call-center phone number published where a live 24/7 agent at our customer support center can assist with manually processing a payment.
- Will the customer service center have better info on the BIL lots? We have had a number of instances where customers were told that the lot they were in was not handled by the company. I apologize for this but we will ensure the call center is fully educated on all lot-specific pricing policies. Please notify me of any instance where a customer does not receive the intended service so that we may promptly investigate and address if necessary.
- What kind of access/connectivity will BIL management need to access the Administrative app back-end? All Metropolis apps that BIL management will have access to will be accessible via the web, using personalized credentials.
- Will customers that opt to become “members” pay a member or subscription fee? No, there is no membership or subscription fee to register and become a Metropolis member.
- BIL is not ready to deploy dynamic pricing or upselling; can this feature be delayed until when/if ready? Yes, we simply wanted to ensure BIL is fully aware of our comprehensive toolbox, especially because parking supply will be limited in the next few years as a result of the anticipated parking garage development.

- Can you provide a detailed list of all equipment and digital signage installed upon completion – including description and cost? We propose to execute an amendment post-installation detailing the type and quantity of equipment per parking area. As a reference point, please see attached Exhibit 2 from our San Antonio International Airport operation that details the above once that equipment was fully installed and operational. Because we do not sell the equipment and price each SKU individually, we refer you to the Platform Component prices outlined in our answer responding to the question “What is the uplift charge on the licenses at the end of the 5-year term?”.
- Would the new system require replacements of gate arms? Yes, we will be installing all new access equipment, including new gates at the currently functioning ingress and egress lanes.
- What is the uplift charge on the licenses at the end of the 5-year term? The annual licenses for both the Metropolis Vision and AeroParker platforms are subject to a standard 3% annual escalator. This ensures the continuous provision of over-the-air updates, cloud security enhancements, and 24/7 technical support. While these fees are fully waived for the Airport under the current SP+ management proposal for Years 1–5, the following schedule illustrates the “Year 6” cost structure that would apply to a successor operator or the Airport should they elect to continue utilizing the technology:

| Platform Component | Year 1 Base Value (Waived) | Year 6 Successor Fee (3% Annual Escalator) |
|-------------------------|----------------------------|--|
| Metropolis Vision SaaS | \$68,000.00 | \$78,830.40 |
| AeroParker Platform Fee | \$18,000.00 | \$20,866.87 |
| Total Annual Licensing | \$86,000.00 | \$99,697.27 |

- For value-added services, would there be an additional charge to implement TNC access/dwell time or commercial ground transportation trip fee collection and administration? Yes, a to-be-negotiated annual Platform (SaaS) fee would be assessed depending on scope of services desired by the Airport and to cover any initial start-up expenses such as new gates, civil work, etc. at the proposed staging area and ongoing access and updates to the system.
- What kind of backup does SP+ have for the data it collects from this system? In the instance of a connectivity or network outage, local Metropolis equipment can operate offline and keep data on up to 20,000 transactions. All data will be synced when connectivity resumes.
- Provide more info on your tiered transaction fee structure. We understand there would be a \$3.49 transaction fee if we utilize the reservation system, and \$1.99/transaction for all other customers not utilizing the reservation system.

The consumer-paid transaction fee will be published on all rate signage and proposed to be included on the Airport’s website for full transparency and visibility. The short-term stays (2 hours or less) ensure that a patron that is typically dropping off or picking up passengers pays

a less fee than overnight and multiple day stay parkers. Following is a listing of the consumer-paid applicable transaction fees:

| | | |
|---|---|--------|
| Grace, Validated and Handicap Transaction | - | \$0.00 |
| Transactions 2 hours or less | - | \$0.99 |
| Transactions 2 hours and over | - | \$1.99 |
| Reservation Transactions (if implemented) | - | \$3.49 |

- Offer states that transaction fee adjustments are indexed to parking rate increases. Please provide proportionate ratio or how this index works.

The proposed indexing works as a direct percentage correlation. If the Airport-authorized parking rates increase by a specific percentage (e.g., 5%), the transaction fees will increase by that same percentage (5%). This ensures the ratio between the service fee and the parking cost remains constant throughout the term of the Agreement.

Using a 5% increase as an example, the adjustment would be as follows:

- Current Transaction Fee: \$1.99
- Parking Rate Increase: 5.0%
- New Transaction Fee: \$2.09 (rounded to the nearest cent)

Exhibit 1: El Paso International Airport, Metropolis Press Release



MAYOR
Renard U. Johnson

CITY MANAGER
Dionne Mack

CITY COUNCIL

District 1
Alejandra Chávez

District 2
Dr. Josh Acevedo

District 3
Deanna M. Rocha

District 4
Cynthia Boyar Trejo

District 5
Ivan Niño

District 6
Art Fierro

District 7
Lily Limón

District 8
Chris Canales

**NEWS
RELEASE**

04/ 02/ 2026

El Paso International Airport, Metropolis Partner to Improve Parking Experiences

New Ticketless Technology to Save Time Driving In, Out of Airport Lots

EL PASO, Texas—Beginning April 8, 2026, the El Paso International Airport (ELP) will implement Metropolis' seamless drive-in, drive-out AI technology across its parking lots making visitor parking ticketless and more convenient.

This new technology will save parking time for the thousands of daily passengers and visitors, who travel through ELP.

"This new technology creates a seamless, stress-free experience for our passengers that begins the moment travelers arrive at the airport," said Airport Director Tony Nevarez. "Parking should be the easiest part of the journey, and this partnership with Metropolis allows travelers to simply drive-in and drive-out without tickets, kiosks, or delays. It's a meaningful step forward in delivering the efficient, modern airport experience our community expects."

Metropolis' computer vision platform will enable checkout-free payment processes across all of ELP parking lots, including short-term, long-term, Premium Reserved, and the West Lot, which will reopen later this year.

"At Metropolis, we believe the airport journey should feel as seamless as the digital world travelers experience every day," said Nick Rosen-Wachs, VP of Communications at Metropolis. "By bringing our computer vision platform to ELP, we're removing the friction of parking and replacing it with a simple, recognition-based experience that gives travelers back valuable time and helps airports operate more efficiently."

HOW THE NEW PARKING SYSTEM WORKS

- Scan the QR code at the parking lot entrance
- Create an account
- Enter in your license plate number and method of payment
- Payment will be deducted automatically when the vehicle exits lot
- Receipt sent electronically
- Manual and cash payments will still be accepted to accommodate those who do not sign up to use the new system

The integration of the AI Parking Technology will make ELP the second-largest airport by volume to offer Metropolis' AI computer vision technology.

This partnership builds on the existing relationship between ELP and Metropolis, as SP+, a company recently acquired by Metropolis that previously ran airport parking management operations, and Metropolis' AeroParker, a reservation system the airport utilizes with its Premium Reserved lot.

—more—



Promoting **Transparent & Consistent Communication**
Among All Members of the Community

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Lizzy Levitan with Hunt @ Gather
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ABOUT EL PASO INTERNATIONAL AIRPORT

El Paso International Airport (ELP) is the gateway to West Texas, Southern New Mexico, and Northern Mexico, connecting the Borderplex region to major destinations across the country. ELP offers nonstop service to 17 airports through six airline partners, supporting both business and leisure travel across the region. ELP is committed to providing a safe, efficient, and welcoming travel experience while driving regional growth through air service development, economic partnerships, and world-class customer service.

ABOUT METROPOLIS

Metropolis is an artificial intelligence company for the real world. Its Computer Vision platform eliminates friction from daily life, powers checkout-free payments and unlocks seamless, predictive and personalized experiences everywhere consumers transact. Metropolis is pioneering the Recognition Economy, transforming physical spaces into responsive environments with an Intelligence Layer that understands presence, anticipates needs and personalizes moments. Following its take-private acquisition of SP+, Metropolis is now the largest parking network in the United States, with 4,200+ locations and operations in 40 countries worldwide. Its proprietary AI technology touches 50 million customers and processes over \$5 billion in payments annually.

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Exhibit 2: Metropolis Equipment List at San Antonio International Airport

San Antonio International Airport
Metropolis Parking Access and Revenue Control System

| Summary | |
|---------|-----------------|
| QTY | Device |
| 13 | Orion Enclosure |
| 33 | LPR Camera |
| 8 | Gate Kits |

| Device Detail | | | | | | | |
|---|-----------|-----------------------------|------------|-----------------|-----|-----------------------|--|
| Name | Status | Site | Role | Type | Qty | Location | |
| 02161D | Active | SAT Long-Short Term Parking | Enclosure | Orion Enclosure | 1 | | |
| 02172D | Inventory | SAT Long-Short Term Parking | Enclosure | Orion Enclosure | 1 | | |
| 02175D | Inventory | SAT Long-Short Term Parking | Enclosure | Orion Enclosure | 1 | | |
| 02185D | Inventory | SAT Long-Short Term Parking | Enclosure | Orion Enclosure | 1 | | |
| 02190E | Active | SAT Long-Short Term Parking | Enclosure | Orion Enclosure | 1 | | |
| 02191E | Active | SAT Long-Short Term Parking | Enclosure | Orion Enclosure | 1 | | |
| 02204E | Active | SAT Long-Short Term Parking | Enclosure | Orion Enclosure | 1 | | |
| 02155D | Inventory | SAT Red Economy Lot | Enclosure | Orion Enclosure | 1 | | |
| 02162D | Inventory | SAT Red Economy Lot | Enclosure | Orion Enclosure | 1 | | |
| 02163D | Inventory | SAT Green Economy Lot | Enclosure | Orion Enclosure | 1 | | |
| 02168D | Inventory | SAT Green Economy Lot | Enclosure | Orion Enclosure | 1 | | |
| 02174D | Inventory | SAT Green Economy Lot | Enclosure | Orion Enclosure | 1 | | |
| 02179D | Inventory | SAT Green Economy Lot | Enclosure | Orion Enclosure | 1 | | |
| 210235UB733243000088 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | ST Entry | |
| 210235UB733243000120 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Valet Entry | |
| 210235UB733243000123 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | LT Entry Left | |
| 210235UB733243000132 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | LT Entry Center | |
| 210235UB733243000144 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | LT Entry Right | |
| 210235UB733243000156 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | ST Entry Nest | |
| 210235UB733243000186 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | ST Exit Nest | |
| 210235UB733243000203 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | LT Entry Nest | |
| 210235UB733243000210 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | LT Exit Nest | |
| 210235UB733243000212 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Valet Transfer Entry | |
| 210235UB733243000216 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Valet Transfer Exit | |
| 210235UB733243000227 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Exit 1 | |
| 210235UB733243000234 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Exit 2 | |
| 210235UB733243000249 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Exit 3 | |
| 210235UB733243000291 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Exit 4 | |
| 210235UB733243000303 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Exit 5 | |
| 210235UB733243000304 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Exit 6 | |
| 210235UB733243000317 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Exit 7 | |
| 210235UB733243000321 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Exit 8 | |
| 210235UB733243000323 | Active | SAT Long-Short Term Parking | LPR Camera | 0235UB73 | 1 | Employee Lot Transfer | |
| 210235UB733243000049 | Active | SAT Red Economy Lot | LPR Camera | 0235UB73 | 1 | Entry Left | |
| 210235UB733243000097 | Active | SAT Red Economy Lot | LPR Camera | 0235UB73 | 1 | Entry Right | |
| 210235UB733243000116 | Active | SAT Red Economy Lot | LPR Camera | 0235UB73 | 1 | Primary Exit | |
| 210235UB733243000193 | Active | SAT Red Economy Lot | LPR Camera | 0235UB73 | 1 | Secondary Exit Left | |
| 210235UB733243000211 | Active | SAT Red Economy Lot | LPR Camera | 0235UB73 | 1 | Secondary Exit Right | |
| 210235UB733243000213 | Active | SAT Green Economy Lot | LPR Camera | 0235UB73 | 1 | North Entry Left | |
| 210235UB733243000215 | Active | SAT Green Economy Lot | LPR Camera | 0235UB73 | 1 | North Entry Right | |
| 210235UB733243000218 | Active | SAT Green Economy Lot | LPR Camera | 0235UB73 | 1 | North Exit Left | |
| 210235UB733243000220 | Active | SAT Green Economy Lot | LPR Camera | 0235UB73 | 1 | North Exit Right | |
| 210235UB733243000276 | Active | SAT Green Economy Lot | LPR Camera | 0235UB73 | 1 | South Entry Left | |
| 210235UB733243000312 | Active | SAT Green Economy Lot | LPR Camera | 0235UB73 | 1 | South Entry Right | |
| 210235UB733243000319 | Active | SAT Green Economy Lot | LPR Camera | 0235UB73 | 1 | South Exit Left | |
| 210235UB733243000322 | Active | SAT Green Economy Lot | LPR Camera | 0235UB73 | 1 | South Exit Right | |
| bigmac-0ffea412-caa9-46d3-ad5b-f17f8407d18 | Active | SAT Long-Short Term Parking | Gate Kit | BigMACV2 | 1 | Main Exit Plaza | |
| bigmac-402b0e9b-abe0-4750-abe3-e51a3067cc6f | Active | SAT Long-Short Term Parking | Gate Kit | BigMACV2 | 1 | Main Exit Plaza | |
| bigmac-abe1a7fa-9d7a-42a4-be8b-4d47c93b971b | Active | SAT Long-Short Term Parking | Gate Kit | BigMACV2 | 1 | Main Exit Plaza | |
| bigmac-d715fa7c-5ea6-44d8-9ad9-228f994489fa | Active | SAT Long-Short Term Parking | Gate Kit | BigMACV2 | 1 | Main Exit Plaza | |
| bigmac-79f9fe9b-3f11-4dbf-8769-d61020883198 | Active | SAT Red Economy Lot | Gate Kit | BigMACV2 | 1 | Primary Exit | |
| bigmac-51474d73-d287-4fd0-a27b-4e0e1e57b354 | Active | SAT Red Economy Lot | Gate Kit | BigMACV2 | 1 | Secondary Exit | |
| bigmac-4bf9f85f-08e9-4bd4-98c1-b4c3784cb1c5 | Active | SAT Green Economy Lot | Gate Kit | BigMACV2 | 1 | North Exit | |
| bigmac-c6b7aa2-278f-425d-8bb6-a02f69377b64 | Active | SAT Green Economy Lot | Gate Kit | BigMACV2 | 1 | South Exit | |