

# Dane County Contract Addendum Cover Sheet

RES 194

Revised 06/2021

<b>Contract #</b> Admin will assign	14037B
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<b>Dept./Division</b>	Airport/Admin	<b>Vendor Name</b>	Preferred Development
<b>Brief Addendum Title/Description</b>	Second amendment to Preferred Development DCRA 2020-03 to add ramp space	<b>Vendor MUNIS #</b>	30623
		<b>Addendum Term</b>	Current to 04/30/2061
		<b>Amount (\$)</b>	

Department Contact Information		Vendor Contact Information	
<b>Contact</b>	Adam Ussher	<b>Contact</b>	Richie Speno
<b>Phone #</b>	608.246.3380	<b>Phone #</b>	954.971.6775 ext. 301
<b>Email</b>	ussher.adam@msnairport.com	<b>Email</b>	rspeno@prd-realty.com
<b>Purchasing Officer</b>			

Purchase Order – Maintenance or New PO					
<input type="checkbox"/>	<b>PO Maintenance Needed PO#</b>	<b>Org:</b>	<b>Obj:</b>	<b>Proj:</b>	
		<b>Org:</b>	<b>Obj:</b>	<b>Proj:</b>	
<input type="checkbox"/>	<b>No PO Maintenance Needed</b> – <i>this addendum does not change the dollar amount of the contract.</i>				
<input type="checkbox"/>	<b>New PO / Req. Submitted Req#</b>	<b>Org:</b>	<b>Obj:</b>	<b>Proj:</b>	
		<b>Org:</b>	<b>Obj:</b>	<b>Proj:</b>	

Budget Amendment	
<input type="checkbox"/>	A Budget Amendment has been requested via a Funds Transfer or Resolution. Upon addendum approval and budget amendment completion, the department shall update the requisition in MUNIS accordingly.

Total Contracted Amount – List the Original contract info, then subsequent addenda including this new addendum					
<p>A resolution is required when the total contracted amount first exceeds \$100,000.</p> <p>Additional resolutions are then required whenever the sum(s) of any additional addenda exceed(s) \$100,000</p>	<b>Addendum #</b>	<b>Term</b>	<b>Amount</b>	<b>Resolution</b>	
	Original	10/1/2021 - 9/30/2061		<input type="checkbox"/> None	Res# 081-2020
	A	12/7/20-12/31/2061		<input type="checkbox"/> None	Res#
	B	11/1/24 - 12/31/2061		<input type="checkbox"/> None	Res# 2024 RES-194
				<input type="checkbox"/> None	Res#
				<input type="checkbox"/> None	Res#
				<input type="checkbox"/> None	Res#
<b>Total Contracted Amount</b>			\$ 0.00		

Contract Language Pre-Approval – prior to internal routing, this contract has been reviewed/approved by:		
<input checked="" type="checkbox"/> Corporation Counsel: Adam Ussher	<input type="checkbox"/> Risk Management:	<input type="checkbox"/> No Pre-Approval

APPROVAL	
Dept. Head / Authorized Designee	
Ussher, Adam	Digitally signed by Ussher, Adam Date: 2024.11.13 10:27:30 -06'00'

APPROVAL – Contracts Exceeding \$100,000	
Director of Administration	Corporation Counsel

APPROVAL – Internal Contract Review – Routed Electronically – Approvals Will Be Attached			
DOA:	Date In: 11/13/24	Date Out: _____	<input checked="" type="checkbox"/> Controller, Purchasing, Corp Counsel, Risk Management

## Goldade, Michelle

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**From:** Goldade, Michelle  
**Sent:** Wednesday, November 13, 2024 11:36 AM  
**To:** Hicklin, Charles; Patten (Purchasing), Peter; Gault, David; Cotillier, Joshua  
**Cc:** Stavn, Stephanie; Oby, Joe  
**Subject:** Contract #14037B  
**Attachments:** 14037B.pdf

<b>Tracking:</b>	<b>Recipient</b>	<b>Read</b>	<b>Response</b>
	Hicklin, Charles	Read: 11/13/2024 1:18 PM	Approve: 11/13/2024 1:18 PM
	Patten (Purchasing), Peter		Approve: 11/13/2024 4:39 PM
	Gault, David	Read: 11/13/2024 12:51 PM	Approve: 11/13/2024 1:16 PM
	Cotillier, Joshua		Approve: 11/14/2024 10:36 AM
	Stavn, Stephanie	Read: 11/13/2024 12:47 PM	
	Oby, Joe		

Please review the contract and indicate using the vote button above if you approve or disapprove of this contract.

Contract #14037B  
Department: Airport  
Vendor: Preferred Development Madison LLC  
Contract Description: Second Amendment for Land & Ramp Space in the Cargo Ramp Area at Dane County Regional Airport (Res 194)  
Contract Term: 12/1/24 – 6/1/61  
Contract Amount: \$0

Thanks much,  
Michelle

*Michelle Goldade*  
Administrative Manager  
Dane County Department of Administration  
Room 425, City-County Building  
210 Martin Luther King, Jr. Boulevard  
Madison, WI 53703  
PH: 608/266-4941  
Fax: 608/266-4425  
TDD: Call WI Relay 711

Please note: I am currently working a modified schedule. I work in office Mondays and Wednesdays and work remotely Tuesday, Thursdays and Fridays.

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**2024 RES-194**

**APPROVING AMENDMENTS TO AIR CARGO GROUND LEASE WITH PREFERRED  
DEVELOPMENT MADISON, LLC AND CARGO AIRLINE OPERATING AGREEMENT WITH  
FEDERAL EXPRESS CORPORATION**

Federal Express Corporation (“FedEx”) operates out of the Dane County Regional Airport (“Airport”) as a signatory commercial air cargo carrier under its Cargo Airline Operating Agreement with Dane County (Contract No. DCRA 2021-02). FedEx subleases the facilities out of which it operates from Preferred Development Madison, LLC (“Preferred Development”), who leases the land from Dane County under Lease No. DCRA 2020-03. To accommodate FedEx’s growing operations, FedEx seeks to expand its assigned ramp space. FedEx, Preferred Development, and the Airport negotiated amendments to their respective agreements to add 65,837.5 square feet of the ramp to FedEx’s assigned ramp space that was previously ramp space FedEx was allowed to use but subject to a duty to vacate. The amendments will also provide FedEx with 64,360 square feet of new ramp space it may use subject to the same duty to vacate. Airport staff have determined that approval of the requested amendments is in Dane County’s best interest.

**NOW, THEREFORE, BE IT RESOLVED** that the Dane County Executive and the Dane County Clerk are authorized to execute on behalf of Dane County amendments to an Air Cargo Ground Lease with Preferred Development Madison, LLC and a Cargo Airline Operating Agreement with Federal Express Corporation at the Dane County Regional Airport, as set forth above.

**SECOND AMENDMENT TO AIR CARGO GROUND LEASE**

Preferred Development Madison, LLC

Lease No. DCRA 2020-03

**THIS SECOND AMENDMENT TO AIR CARGO GROUND LEASE** (“Second Amendment”) is between Dane County, a Wisconsin quasi-municipal corporation (“Lessor”), and Preferred Development Madison, LLC, a Florida limited liability company (“Lessee”), and is effective April 1, 2024.

**RECITALS**

1. Lessor and Lessee are parties to Lease No. DCRA 2020-03, as amended by a First Amendment to Air Cargo Ground Lease dated December 7, 2020 (as amended, the “Lease”), by which Lessee leases from Lessor land and ramp space (the “Leased Premises”) at the Dane County Regional Airport (the “Airport”).
2. Lessor and Lessee desire to amend the Lease to reclassify Lessee’s current Preferential Ramp Space to Assigned Ramp Space and add new Preferential Ramp Space.
3. Lessor has determined that the requested amendment is fair and reasonable.

**AGREEMENT**

Accordingly, the parties agree as follows:

1. The Lease will remain in full force and effect and is changed by this Second Amendment only to the extent expressly stated below.
2. In Section 2.B, the phrase “107,887.5 square feet (2.47 acres)” is deleted and replaced with “173,725 square feet (approximately 4 acres).”
3. In Section 2.C, the phrase “65,837.5 square feet (1.5 acres)” is deleted and replaced with “64,360 square feet (1.48 acres).”
4. Effective April 1, 2024, monthly rent for Lessee’s Assigned Ramp Space is \$1,329.00 and will continue to be adjusted under Section 4.
5. Exhibit A is deleted and replaced with the attached Exhibit A-1, and all references in the Lease to “Exhibit A” are deleted and replaced with “Exhibit A-1”.
6. The parties may evidence their agreement to be bound by the terms of this Second Amendment by one or more counterparts of this document, which together constitute a single document. A photocopy, facsimile, or electronic copy of this Second Amendment has the same effect as an original for all purposes. The parties stipulate that any such legible copy is admissible in evidence as the original itself in any proceeding, regardless

of whether or not the original is in existence and whether or not such copy was made by a party in the regular course of business.

To evidence the parties' agreement to this Second Amendment to Air Cargo Ground Lease, they have executed and delivered it on the dates indicated below.

**LESSOR**

**Dane County**

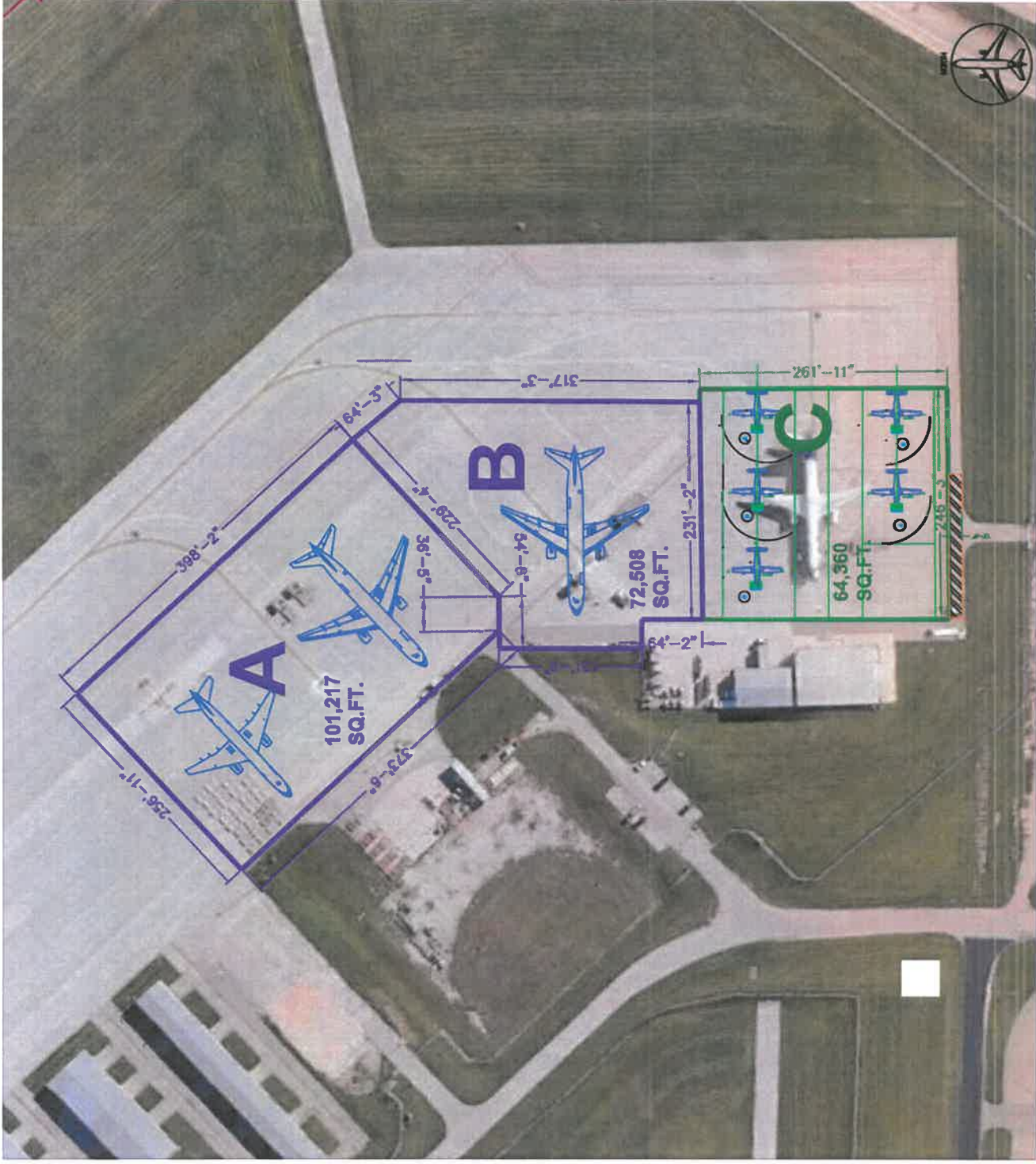
By: \_\_\_\_\_ Date: \_\_\_\_\_  
Melissa Agard  
Dane County Executive

By: \_\_\_\_\_ Date: \_\_\_\_\_  
Scott McDonell  
Dane County Clerk

**LESSEE**

**Preferred Development Madison, LLC**

By:  \_\_\_\_\_ Date: 10/3/24  
Thomas R. Speno  
Manager



**Assigned Ramp Space**

**A = 101,217 SF  
(2.32 Acres)**

**B = 72,508 SF  
(1.66 Acres)**

**A&B Assigned Ramp Space =  
173,725 SF  
(3.98 Acres)**

**Preferential Ramp Space  
C = 64,360 SF  
(1.48 Acres)**

MSNR AIRPORT  
DANE COUNTY REGIONAL

LEASE EXHIBIT

A-1

03-2024  
NTS

XXX

MSNR\_L-EX

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