



City of Kansas City, Missouri

Docket Memo

Ordinance/Resolution #: 460468

Submitted Department/Preparer: Aviation

Revised 01/30/25

Docket memos are required on all ordinances initiated by a Department Director. More information can be found in [Administrative Regulation \(AR\) 4-1](#).

Executive Summary

Estimating revenue in the amount of \$0.00; and authorizing the Director of Aviation to execute a thirty (30) year lease and concession agreement with two (2) twenty (20) year renewal options with Terminal C Hotel, LLC, for the purpose of developing, constructing, and operating a hotel on the grounds of the Kansas City International Airport.

Discussion

Authorizing the City of Kansas City Missouri – Aviation Department to execute Contract No. 6222120063, a Lease and Concession Agreement with Terminal C Hotel, LLC for a development on approximately four (4) acres of land for the purpose of developing, constructing and operation a hotel on the grounds of the Kansas City International Airport. The hotel will be a four (4) floor hotel with a total room count of 163 rooms and a total building area of 85,920 SF. The property will feature 163 total parking stalls.

Fiscal Impact

1. Is this legislation included in the adopted budget? ☐ Yes ☒ No
2. What is the funding source?
27-8300-620000-470650 Aviation Fund
3. How does the legislation affect the current fiscal year?
\$0 for the current 2027 fiscal year
4. Does the legislation have a fiscal impact in future fiscal years? Please notate the difference between one-time and recurring costs.
Yes, future ground rent based on the Consumer Price Index for all Urban Customers ("CPI-U"), future building rent, future Concession Fees (based on a percentage of revenues or a minimum monthly fee, whichever is greater), Hotel Shuttle Fees, possible Rooftop Antenna Rent, and possible Park and Fly services.

5. Does the legislation generate revenue, leverage outside funding, or deliver a return on investment?
Yes

Office of Management and Budget Review

(OMB Staff will complete this section.)

- | | | |
|---|---|--|
| 1. This legislation is supported by the general fund. | ☐ Yes | ☒ No |
| 2. This fund has a structural imbalance. | ☐ Yes | ☒ No |
| 3. Account string has been verified/confirmed. | ☒ Yes | ☐ No |

Additional Discussion (if needed)

Click or tap here to enter text.

Citywide Business Plan (CWBP) Impact

1. View the [Adopted 2025-2029 Citywide Business Plan](#)
2. Which CWBP goal is most impacted by this legislation?
Inclusive Growth and Development (Press tab after selecting.)
3. Which objectives are impacted by this legislation (select all that apply):
 - ☐ Develop strategies focusing on areas traditionally underserved by economic development and redevelopment efforts.
 - ☒ Ensure quality, lasting development throughout the City; and continuing to grow the economy and the population of Kansas City in all areas.
 - ☐ Increase and support local workforce development and small and locally owned businesses.
 - ☐ Create a more efficient, solutions-oriented environment, making it easier to operate within the City.
 - ☒ Implement an economic development and tourism strategy to attract major investment and visitors.
 - ☐

Prior Legislation

N/A

Service Level Impacts

Infrastructure, provide the public additional hotel access at Kansas City International Airport.

Staff Recommendation

Aviation Department, Director of Aviation

Select One: ☒ Sponsored
☐ Directive: Res/Ord # [Click to enter Res/Ord. No.](#)

Select One: ☒ Recommend
☐ Do Not Recommend
☐ Not Applicable

[Click or tap here to provide reasoning.](#)

Other Impacts

1. What will be the potential health impacts to any affected groups?
There are no known potential health impacts to any affected group.
2. How have those groups been engaged and involved in the development of this ordinance?
N/A
3. How does this legislation contribute to a sustainable Kansas City?
This Contract supports our goal to maintain and improve the Airport's infrastructure to assure that Kansas City International Airport provides hotel options for the traveling public.
4. Does this legislation create or preserve new housing units?
No (Press tab after selecting)

N/A
N/A

5. Department staff certifies the submission of any application Affirmative Action Plans or Certificates of Compliance, Contractor Utilization Plans (CUPs), and Letters of Intent to Subcontract (LOIs) to CREO prior to, or simultaneously with, the legislation entry request in Legistar.

Yes - I have submitted documents for CREO Review (Press tab after selecting)
Please attach or copy and paste CREO's review.

DocuSign Envelope ID: 23FB31AB-211E-8789-801D-6FD6F2C11947
CREO - Division of Economic Equity & Inclusion

Contractor Utilization Plan Approval Form

Prepared Sara Hurst
by:

e-Builder users: Approval Form must be completed and attached in PDF format where indicated. CUP/LOIs must be attached where indicated, or as supporting documents.

Date: 4/20/26

Contract/Project Number: 6222120063	Project Name: KCI Hotel
Developer/Prime: Stay it Forward, LLC	Contact Name: Matt Ledbetter
Address: 1925 Main St., Suite 201 KCMO 64108	Email: matt@graysoncre.com

Full Contract Value: \$ 1,271,450.00 \$30,000,000.00

Funding: ☒ City ☐ State ☐ Federal ☐ CO-OP ☐ Grant: ☐ Other:
Project Requirements: ☒ M/WBE ☐ DBE ☐ Section 3 ☐ N/A
Tax Incentive: ☐ LCRA ☐ TIF ☐ PIEA ☐ N/A ☒ Other:
Prevailing Wage: ☐ Yes ☒ No
Davis-Bacon: ☐ Yes ☒ No

Construction Employment Program: ☐ Yes: Workforce goals are 10% Minority & 2% Women. There are over 800 Workforce hours and project cost is \$300,000 or more.
☒ NO: Workforce hours are less than 800 and project cost is less than \$300,000.

Contract Goals:	Contractor Utilization Plan Achievement:
Self-Perform: ____%	Self-Perform: ____%
MBE: 15 %	MBE: 15 %
WBE: 15 %	WBE: 15 %
Non-certified firms: ____%	Non-certified firms: ____%

Contract Type (select one): ☐ Construction ☐ Design-Build ☒ Design Professional ☐ Professional Services
☐ General Services ☐ Facilities Maintenance/Repair/Renovation ☐ Concessions ☐ Co-operative
☐ Revenue Sharing ☐ Non-Municipal Agency ☐ Other Goods & Services ☐ Other _____

Project Manager: Pete Fullerton
Additional Information:

Email: Pete.Fullerton@kcmo.org

This document is submitted with all available facts. Intentionally falsifying this document or omitting pertinent facts is grounds for disciplinary action pursuant to KCMO Human Resources Rules & Policy Manual (eff. August 4, 2014).

FOR CIVIL RIGHTS & EQUAL OPPORTUNITY DEPARTMENT (CREO) USE ONLY:

The Contractor Utilization Plan is:

☒ Approved ☐ Disapproved
15 % MBE 11 % WBE % DBE

The Request for Good Faith Efforts Waiver is:

☐ Approved ☐ Disapproved ☒ Not Applicable

Appeal Sent to FICB or Incentive Agency? ☐ Yes ☐ No FICB Incentive Agency ☐ No

CREO Signature: Rebecca Ameyua-Hogan Date: 4/27/2026

Comments:

This project will have two phases. This is the approval for Phase 1 for \$1,271,450.00. The overall project amount is \$30,000,000.00 which the Prime has committed to meeting overall goals.
A CUP for Phase 2 will be submitted in the future.
This project is 100% privately funded and the developer has chosen to have goals assigned.



Contractor Utilization Plan (CUP) MUST be submitted to CREO prior to being posted on docket for review & approval from Council.
CREO EEI Contractor Utilization Plan Approval Form REVISED 12-01-2023

6. Does this legislation seek to approve a contract resulting from an Invitation for Bid?

No(Press tab after selecting)

Click or tap here to enter text.

7. Does this legislation seek to approve a contract resulting from a Request for Proposal/Qualification (RFP/Q)?

Yes(Press tab after selecting)

In an effort to prevent disclosure of confidential information, a separate communication will be provided to City Council members to reflect the top three proposers for the RFP/Q.