



City of Kansas City, Missouri

Docket Memo

Ordinance/Resolution #

Submitted Department/Preparer: Aviation

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

Authorizing a Concession Agreement with Ready Credit Corporation, Contract No. 6222110055, to provide pre-paid credit/cash-to-card service at Kansas City International Airport; and estimating revenue in the amount of \$360 in the aviation fund.

Discussion

Authorizing a five (5) year Concession Agreement, March 1, 2023 through February 29, 2028 Ready Credit Corporation to provide two (2) self-operating ReadySTATION pre-paid credit/cash-to-card machines in the pre-security area of the single terminal at Kansas City International Airport. All costs associated with operating and installing ReadySTATION machines are solely paid for by the Concessionaire.

Ready Credit will pay ten percent (10%) of the \$6.00 Card Issuance Fee (CIF) on cards issued above the monthly minimum of 8 cards per day in which a fee was collected during the License Period. Aviation Department will pay the CIF if the number of card issuances is less than the required monthly minimum. Revenue will be deposited in the fund "Concession Terminal – Other", 8300-620000-470663-177.

Ready Credit Corporation estimates issuing 10 cards per day with a Card Issuance Fee (CIF) of \$6.00 per card producing \$180 monthly revenue or \$2,190 annually.

CREO approved "no goals" for this self serve vending concession on 12/5/2022.

The solicitation was advertised on the City's website beginning December 6 and RFP packets were sent to the following eleven organizations that expressed interest in the previously issued ATM Services Request for Proposals: ACFN-Solutions; Baum Tech, LLC; Bank of America; Cardtronics; Commerce Bank; Community America Credit Union; MFB Processing, LLC; Prineta USA; Universal Money Centers; US ATM Network, Inc.; and US Bank National Association.

With no responses received prior to the 2:00PM deadline on Wednesday, December 21, 2022. KCAD reached out to Ready Credit Corporation, the concessionaire currently providing service to United, Delta and American Airlines in the existing terminal facilities. KCAD agreed to extend the RFP deadline to 2:00PM on Monday, January 9, 2023 and Ready Credit Corporation was the sole response received.



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Council, Mayor’s Office and City Manager’s Office declined an invitation to participate in the selection committee. Aviation Director Pat Klein, and Deputy Director Melissa Cooper recommended awarding this concession agreement to Ready Credit Corporation on January 19, 2023

Fiscal Impact

1. Is this legislation included in the adopted budget? Yes No

2. What is the funding source?

This legislation will generate revenue based on the agreement mentioned above. Earned funds will be deposited into the following account string:

Concession Terminal - Other 8300-620000-470663-177

3. How does the legislation affect the current fiscal year?

Legislation will create an estimated monthly revenue of \$180.

4. Does the legislation have fiscal impact in future fiscal years? Please notate the difference between one-time and recurring costs.

Legislation will create an estimated annual revenue of \$2,190.

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

Legislation will create an estimated annual revenue of \$2,190.

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

Additional Discussion (if needed)

Click or tap here to enter text.

Citywide Business Plan (CWBP) Impact



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View the [FY23 Citywide Business Plan](#)

Which CWBP goal is most impacted by this legislation?

Infrastructure and Accessibility (Press tab after selecting.)

Which objectives are impacted by this legislation (select all that apply):

- Enhance the City's connectivity, resiliency, and equity through a safe, efficient, convenient, inclusive, accessible, sustainable and better connected multi-modal transportation system
- Develop environmentally sound and sustainable infrastructure strategies that improve quality of life and foster economic growth
- Increase and support local workforce development and minority, women, and locally-owned businesses
- Engage in efforts to strategically invest in the City's infrastructure and explore emerging technologies
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Prior Legislation

N/A

Service Level Impacts

This Contract supports the Aviation Department's goal to maximize use of all assets while providing efficient and satisfactory services and facilities for passengers and visitors.

Other Impacts

1. What will be the potential health impacts to any affected groups?

There are no know 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?



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This Concession Agreement supports our goal to utilize assets to maximize revenue while providing customer services for passengers and visitors.

4. Does the ordinance/resolution include Civil Rights antidiscrimination requirements in compliance with the Code of Ordinances (Chapter 38, titled "Civil Rights")?

Yes.

5. Has the ordinance/resolution been submitted for review of economic equity & inclusion requirements in compliance with the Code of Ordinances (Chapter 3, titled "Contracts and Leases")?

Yes.