



February 9, 2021

Mayor Lucas and Members of the City Council:

As a proponent of downtown Kansas City, we at the Kansas City Marriott Downtown urge the City Council to support **Ordinance No. 201080**, to continue the progress made on the Barney Allis Redevelopment project.

Along with many businesses anchored downtown, The Kansas City Marriott Downtown is an active investor in Kansas City and has been for 34 years. Now, more than ever, we encourage the City to continue to invest in their own success and prioritize the Barney Allis Redevelopment project - even during these challenging times.

Tourism is an extremely important part of the Kansas City economy which tourism supports 48,000 jobs in our community. We are a convention hotel that hosts 220,000 visitors each year. The guests that come and fill downtown, our hotel, the surrounding hotels, the Kansas City Convention Center, Municipal Auditorium and other venues need parking.

The pandemic has taken such a toll on Kansas City, especially the tourism and entertainment segment. The city needs every competitive advantage to remain competitive with other cities. Now is the time to move forward. With low occupancies due to the COVID shutdown construction would create minimal disruptions. The project would also stimulate downtown economic activity and jobs when we need them most.

The revitalization of the Barney Allis garage is essential to keep conventions, meeting planners and attendees choosing Kansas City as a destination. Kansas City will want to showcase Barney Allis Plaza as we prepare for the following confirmed events in Kansas City; the National League of Cities (2022), NFL Draft (2023), and three NCAA Championship events (2022/23 through 2025/26). These events spotlight Kansas City on the national and international stage.

If you look at Kansas City's largest groups most either drive to Kansas City or rent a car at the airport. The Walker Study concluded how important this garage is to downtown Kansas City and we hope that you look at this study again to understand the importance of this project.

We are a vested part of the downtown business community. We have spent the past several years reinvesting in the hotel by completing a total renovation so that we can continue to support this community by taking care of the guests and organizations that have meetings and events in Downtown Kansas City.

We understand that the City is making difficult decisions every day related to the COVID-19 pandemic. Our industry and our hard-working associates have been devastated by this. We look forward to a bright future when downtown will be bustling with events and activities that bring our community together.

By moving this project forward now, the City will be ready to revive the momentum on downtown development and the local economy when this situation subsides. Reinvesting in the Barney Allis parking garage and plaza also demonstrates your support of our business, convention, hotel and tourism industries as they recover from the economic downturn.

We offer our continual support in establishing Kansas City as a desirable place to live, work and enjoy.

Sincerely,
Cynthia P. Savage
Kansas City Marriott Downtown