

CONTRACT



Ordinance Fact Sheet

| Brief Title | Approval Deadline | Reason |
|-------------------------------------|-------------------|---|
| Contract with Vantage Airport Group | Routine | To authorize execution of a Concessions Management, Operations and Development Contract |

Details

Reason for Contract

Authorizing a Concession Management, Operation and Development Agreement with Vantage Airport Group US for the construction, leasing, operation, and management of a concession program at the New Terminal at the Kansas City International Airport.

Project Description
 This ordinance will authorize the execution of a Concessions Management, Operation and Development Contract with Vantage Airport Group.

This agreement will allow Vantage Airport Group to develop and lease concessions at the new terminal at KCI. Vantage will build out 100% of the concession space at opening of the new terminal.

Budget
 Vantage has agreed in this Agreement to invest \$65 million to build out the concession space.

The term of the agreement is 15 years. Subleases with term greater than six (6) years will require a mid-term refurbishment of at least 15% of the original construction cost for the concession location.

Vantage proposes to provide the airport an 80% - 84% of total gross receipts or \$1.75 minimum annual guarantee per enplaned passenger, whichever is greater.

Solicitation
 This Project was solicited as a Request for Proposal and was advertised on the City's as well as aviation related websites on February 8, 2021. KCAD received 5 proposals on June 3, 2021 (Technical) & June 24, 2024 (Financial). On July 20, 2021, presentations were heard from all 5 proposers.

Roles and Responsibilities

| | |
|---|---|
| Sponsor | Aviation Department |
| Department or Programs Affected | Aviation Department |
| Recommended Awardee | Vantage Airport Group |
| Contract Compliance Certification Obtained? | <input type="checkbox"/> No <input checked="" type="checkbox"/> Yes |
| Opponents | Groups or Individuals Reason for Opposition |
| Responsibilities | Design Engineering: Inspections: Construction or Project Management: Service Monitoring: |

Policy/Program Impact

| | |
|-----------------------------------|---|
| Policy or Program Emphasis Change | <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes |
| Operational Impact Assessment | |

(Continued on reverse side)

