

**Project: Concession Program for the New Terminal at Kansas City International Airport**

**RFP No. 04161964**

**Proposal Closing: June 3, 2:00 P.M. CST**

**City Contact:** David Long  
Deputy Director of Aviation, Properties & Commercial Development  
601 Brasilia Avenue  
Kansas City, Missouri 64153  
Tel: (816) 243-3027  
Fax: (816) 243-3070  
Email: David.Long@KCMO.org

**NOTICE TO PROPOSERS:** This is a Request for Proposals (“**RFP**”) issued by the City of Kansas City, Missouri (“**City**”) soliciting a qualified firm (“**Offeror**”) for a single Offeror to develop, sublease, operate and manage the entire Concession Program for the New Terminal (“**New Terminal**” or “**Terminal**”), at Kansas City International Airport (“**KCI**” or “**Airport**”). All references to Offeror shall be considered to encompass all members of the Offeror Team collectively. The Offeror may propose any method for operating or managing the Concession Program, so long as the focus is on meeting the Vision and Goals. The City desires to deliver to the public a Concession Program that is genuinely “**Made OF Kansas City**” in all ways possible. The selected Offeror is responsible for providing concession services in all categories: food service, retail, and passenger services, (“**Concession Program**” or “**Program**”) among other things, as specified in the RFP. This RFP is issued by the Kansas City Aviation Department (“**KCAD**”). Sealed Proposals will be received by the KCAD, Commercial Development Division at 601 Brasilia Avenue, Kansas City, Missouri, 64153 until 2:00 P.M. June 3, 2021 for the Technical Proposal and 2:00 P.M. June 24, 2021 for the Financial Proposal. The City reserves the right to change or extend the submission date and time for any reason.

As outlined in the RFP, a non-mandatory pre-proposal virtual conference will be held on February 25, 2021 at 2:00pm CST.

The Request for Proposals is available upon request (email is preferred) to the City Contact shown above. Additionally, if an interested Proposer needs further information or clarification of this RFP, requests shall be in writing (email is preferred) and staff shall respond in writing to all recipients of the RFP package. In order to adequately respond in writing to questions submitted, no questions will be accepted after end of business March 18, 2021. All questions should be emailed to the City Contact shown above.