

# CONTRACT

211027

## Ordinance Fact Sheet A-E/Negotiated Form

Brief Title	Approval Deadline	Reason
Lease agreements between City & professional farm tenants at KCI		To authorize execution of farm lease agreements for agricultural purposes at Kansas City International Airport.

**Details**

**Reason for Contract**  
 Authorizing six (6) one-year leases with four (4) one-year options to renew for farm land at Kansas City International Airport and estimating revenue in the amount of \$704,599.00.

**Discussion** (explain all financial aspects of the proposed legislation, including future implications, any direct/indirect costs, specific account numbers, ordinance references, and budget page

**Project Justification**  
 To promote good stewardship, conservation, appearance, and revenue opportunities for approximately 7,000 acres of farm properties surrounding Kansas City International Airport.

**Project Description**  
 The current tenant leases expire February 28, 2022. Requests for Proposals were received from 12 persons for 12 farming units. An Aviation Department Committee of five reviewed all proposals. Winning Proposers were selected by the price per acre offered, farming experience, training/education, inventory of equipment adequate for the operation, references and on-site reviews of their current farm and farming practices. Based on this criteria, the following persons were matched to the units that would best support the farming goals set by the Aviation Department and Frankenbach Land Management:

- |                   |  |
|-------------------|--|
| Derry Wright      | Unit 1 (cattle)  |
| Gar Edlin         | Units 2, 3 and 10 (crops)                                  |
| Michael Keefhaver | Unit 4 (cattle), Unit 5A (hay), and Units 4A and 7 (crops) |
| Russell Walter    | Units 5 and 6 (crops)                                      |
| Mike Long         | Unit 8 (cattle)  |

**Roles and Responsibilities**

Sponsor	Aviation Department
Department or Programs Affected	Aviation Department
Recommended Awardee	Mr. Wright, Mr. Edlin, Mr. Keefhaver, Mr.
Contract Compliance Certification Obtained?	<input type="checkbox"/> No <input type="checkbox"/> Yes
Opponents	Groups or Individuals None known  Reason for Opposition
Responsibilities	Design Engineering:  Inspections: Aviation Department  Construction or Project Management: Aviation Department  Service Monitoring: Aviation Department

**Policy/Program Impact**

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

*(Continued on reverse side)*

**Details**

**Term**

This Contract is for a single year lease agreement for March 1, 2022 - February 28, 2023. Lease has four (4) one-year renewal options not to extend beyond February 28, 2027.

**Solicitation**

The Request for Proposals (RFP) was advertised on KCMO.org and 20 RFP packets were mailed to potential farm tenants on September 6, 2021; 11 proposals were received by the October 1, 2021 deadline (one additional proposal was received after the deadline on October 5th) . A non-mandatory pre-proposal conference was held on September 17, 2021.

**Human Relations Approval**

Not applicable for leases.

**Is it good for the children?**

Yes. This contract supports our goal to maximize the community's return on investment by serving as a catalyst for economic development while remaining good environmental stewards.

**How will this contribute to a sustainable Kansas City?**

Entering into leases with professional farm tenants contributes to a sustainable Kansas City by encouraging good environmental stewardship. Property maintenance such as road side & culvert cleaning and terracing & tiling of fields provides a cleaner and livable city. Wildlife management through the farming of certain crops and positioning of cattle ranches around the airport encourages a safe environment for all citizens and visitors to the area.

**Estimated Duration of Contract:** Five (5) years

**Anticipated Start Date:** 3/1/2022

**Fact Sheet Prepared by:** Jill Ronk  
**Date:** #####

Sr. Properties Specialist (Aviation Manager)

**Reviewed by:** Pete Fullerton  
**Date:** #####  
 Interim Director, Commercial Development

**Reference Numbers:**

**Finances**

City's Estimate of Cost	Not Applicable
Bid or Proposal Data	<p><b>Lease Award:</b></p> <p>Derry Wrigh Cattle Unit 1                  Gary Edlin Crop Units 2,3 &amp; 10                  Michael Keef Cattle Unit 4, Hay Unit 5A, and Crop Units 4A and 7                  Russ Walte Crop Units 5 &amp; 6                  Mike Long Cattle/Hay Unit 8                  Gordon Phil Hay Unit 5A &amp; Cattle Unit 9</p> <p><b>Lowest contract cost submitted:</b>                  Not applicable</p> <p><b>Number of proposals considered:</b> Eleven (11)</p> <p><b>Proposals or contractors considered:</b>                  Dane Hisel R. Wes Porter                  Gordon Phillips Austin Sackman                  Derry Wright (c Gary Edlin                  Derry Wright (c Michael Keefhaver                  Mike Long Joshua Porter                  Marty Richards Russ Walter</p> <p>* Errie Raasch (proposal received after close)</p>
Fund Sources and Appropriation Account Codes	General Land Space Rent 22-8300-620000-470810
For This Contract	
Source of Future Operating Funds	Kansas City Airport Funds
Maximum Anticipated of Proposed Contract	Annual revenue of approximately \$704,599.00 annually
Amount of Contingency	\$
Engineering & Administration	\$
<b>TOTAL</b>	<b>\$</b>

**Council Committee Actions**

Do Pass	<input type="checkbox"/>	Hold	<input type="checkbox"/>
Do Pass (as amended)	<input type="checkbox"/>	W/o Recommendation	<input type="checkbox"/>
Committee Sub.	<input type="checkbox"/>	Do Not Pass	<input type="checkbox"/>