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**Des Moines Airport Authority**  
**Request for Statement of Qualifications**  
**Hotel Development at Des Moines International Airport**

**Issue Date:** March 10, 2026

**Response Deadline:** April 10, 2026

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## **I. INTRODUCTION**

The Des Moines Airport Authority (the "Authority") invites qualified real estate development firms to submit a **Statement of Qualifications (SOQ)** to develop a select-service hotel on airport-owned property located at the Des Moines International Airport (DSM).

The hotel will be developed under a ground lease agreement with the Authority and must meet the vision, functional requirements, and architectural standards outlined in this Request for Qualifications (RFQ). The Authority will give preference to a development firm who is familiar with the Iowa market and has strong ties to the Des Moines metro. Although the development will be considered non-aeronautical, the Authority will be required to follow applicable Federal Aviation Administration rules and regulations.

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## **II. VISION STATEMENT**

The Des Moines Airport Authority began the redevelopment of commercial air service operations with planning efforts in 2013. Since then, significant infrastructure development has taken place, resulting in the current new terminal construction program. As the terminal project is well on its path to phased completion, the Airport Authority is ready to consider options on a complementing hotel property. A successful project would include the timely construction and opening of a select-service, landmark hotel serving DSM's growing passenger traffic that enhances the overall airport campus. The Authority seeks a partner on this project who is well-versed in hotel development and able to achieve the property's highest and best use.

## **III. PROJECT OVERVIEW**

The Authority seeks a modern design that complements DSM's long-term development plan and creates a strong sense of place for both travelers and the central Iowa

community. The site description begins on page six of this RFQ. Renderings on Exhibit A are examples only and not intended to dictate the layout. The location of the skywalk to the parking garage was planned for in the construction of the garage, and the garage stair tower closest to the site includes a vacant elevator shaft.

The Authority expects to enter a long-term land lease for the site (40 -50 years), subject to Federal Aviation Administration approval. Compensation for the land lease will be negotiated as part of the entire project, along with terms related to potential Authority office space. The Authority is open to a range of options such as the developer owning the entire structure to Authority participation in the building and other necessary improvements.

The proposed hotel should include, but is not limited to, the following key elements:

- **Guest Facilities:** No fewer than 120 well-appointed guest rooms and adequate meeting space for events of up to 50 people.
- **Skywalk Connection:** Direct pedestrian skywalk connection to the airport parking garage.
- **Rooftop Bar:** A rooftop bar and restaurant offering views of both the airfield and downtown Des Moines. Based on Authority analysis, the FAA Part 77 Airspace requirements limit the height of the building to approximately 150 feet, but approximately 90 feet above ground level would provide the views desired.
- **Airport Authority Offices:** Office space for the Des Moines Airport Authority on the ground floor. The Authority would be interested in negotiating an arrangement to house staff, and potentially other tenants, on the ground floor of the hotel.
- **Building Height:** A minimum of eight stories, with the rooftop bar located at least 90 feet above ground level.
- **Parking:** Surface parking will be required around the building. Some space will be available in the airport parking garage, but the Authority would expect to maximize surface parking around the site as well.
- **Geotech Analysis:** The Authority has conducted preliminary geotechnical analysis on the site. Additional analysis would be completed based on design and location of vertical circulation. If fill dirt is required for the site, the Authority has a borrow site available.

The City of Des Moines has two programs that may be applied for to assist in making the project financially feasible. The first is a Tax Abatement program that could be either a

three-year, 100% abatement or a 10-year tax abatement with a declining schedule. The other is Tax Increment Financing (TIF) that is available due to the site being located within the Airport Development Urban Renewal Plan Area. Please contact the City's Economic Development Office to discuss these programs.

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#### **IV. QUALIFICATIONS**

The Authority is seeking a developer or development/investor team that meets the following minimum qualifications. The criteria will be weighted as indicated.

1. **Proven Hotel Development Experience and Vision for the Project (40%):**  
Demonstrated experience in the successful development of at least two (2) select-service hotels of similar scale and complexity, along with a plan for how the site would be used to meet the Project Overview elements above.
2. **Hotel Industry Relationships (30%):** Established relationships with national or international hotel brands, operators, and investors.
3. **Construction Management Expertise (20%):** Experience overseeing the design and construction of high-rise hotel projects, particularly those exceeding eight stories, with timely project delivery.
4. **Knowledge of the Des Moines Market (10%):** Demonstrated understanding of local market dynamics, permitting processes, and stakeholder engagement in the Des Moines region.

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#### **V. SUBMISSION REQUIREMENTS**

Interested developers shall submit a SOQ that includes the following:

- **Cover Letter** (1 page): Introduce your firm/team and summarize interest and qualifications, including overview of firm history, ownership structure, and areas of expertise.
- **Relevant Experience:** Detailed descriptions of comparable hotel developments completed in the past 10 years, including images, project size, cost, completion date, and roles.
- **Key Personnel:** Brief bio of principal team members who would be assigned to the project.

- **Hotel Brand Partnerships:** Letters of interest or past partnership examples with hotel operators or franchises.
- **Construction Management Capabilities:** Evidence of experience managing hotel construction at or above eight stories.
- **Des Moines Market Knowledge:** Narrative describing your team’s familiarity with the region and past work within Central Iowa.
- **Project Narrative:** Brief narrative explaining the developer’s vision for the project.
- **References:** At least three (3) references from clients or public agencies for similar projects.

**Note:** The Authority is not looking for volume in the submission requirements, but rather content which directly addresses the topics mentioned above. The intent is for proposers to provide a focused overview of your organization, your capabilities, vision for this project and how you will deliver the project in a timely manner.

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## **VI. SELECTION PROCESS**

This RFQ is the first phase in a two-phase selection process. Following review of SOQs, a shortlist of qualified developers will be developed in rank order. The first ranked developer will be invited to develop a development plan and negotiate the financial package for the project. If negotiations have not reached an acceptable point within 90 days with the first ranked developer, the Authority will move on to enter negotiations with the second ranked developer.

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## **VII. SUBMISSION INSTRUCTIONS**

**Deadline:** All SOQs must be submitted electronically to [airinfo@flydsm.com](mailto:airinfo@flydsm.com) or in hard copy to 5800 Fleur Drive, Room 207, Des Moines, IA 50321 by **4:00 pm local time, April 10, 2026. Hard copy SOQs must include an electronic copy via USB drive.**

**Contact:**

Brian Mulcahy  
Chief Executive Officer  
Des Moines Airport Authority  
5800 Fleur Drive, Room 207, Des Moines, IA 50321  
Email: bcmulcahy@flydsm.com

**Format:**

- PDF format preferred
- Maximum 30 pages, excluding cover and appendices

Late submissions will not be considered.

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**VIII. PRE-SUBMISSION MEETING AND QUESTIONS**

A meeting will be held at the Des Moines International Airport Terminal Cloud Room on March 17, 2026, at 1:00 pm Central Time, to discuss this RFQ and tour the proposed site.

All questions regarding this RFQ must be received in writing (hard copy or email) to the contact above by close of business **March 20, 2026**. Responses to all questions will be posted as an addendum on the Authority's website by close of business March 23, 2026.

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**IX. RIGHTS RESERVED**

The Authority reserves the right to amend, cancel, or reissue this Request; to reject any or all responses; and to negotiate with any respondent deemed qualified. This document does not constitute a contract or offer of any kind.

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**We appreciate your interest in advancing the vision for the Des Moines International Airport and look forward to your submission.**

# DEVELOPMENT AREA A

## TERMINAL GATEWAY

### PROPERTY CHARACTERISTICS

**Location:** The Terminal Gateway parcel is located directly adjacent to Cowles Drive, the main entrance road to DSM along Fleur Drive. The lands are open and vacant used primarily as a beautification buffer to the terminal parking garages. The lands will be preserved for development upon the future expansion of the terminal.

**Size:** ~2.7 Acres

**Road Access/Frontage:** Fleur Drive (~425')

**Runway Access:** N/A

**Railroad Access:** N/A

**Sanitary Sewer:** City of Des Moines Wastewater Reclamation Authority - 15" main runs north/south along the west side of Fleur Drive directly adjacent to the development area.

**Water:** Des Moines Water Works - 12" diameter main on the west side of Fleur Drive near the development area.

**Electric:** MidAmerican Energy Company in area.

**Gas:** MidAmerican Energy Company - 10 PSI service that runs to the existing terminal is nearby.

**Telecommunications:** Windstream Communications - 4" - 6Way fiber duct bank that runs North/South along the west side of Fleur Drive directly adjacent to Area A.

**Topography:** 930' - Flat

**Stormwater:** Required upon development. Additional underground storage may be necessary.

**Floodplain:** None

**Wetlands:** None

**Zoning:** P2 - Public, Civic, and Institutional (P) District

**Future Land Use:** Airport

**Noise Zone:** 65 DNL

**Air Height Restrictions:** 150+' elevation restriction area

**Runway Protection Zone:** None

**DSM Intent for Transaction of this Area:** Lease only

### DEVELOPMENT CONSTRAINTS

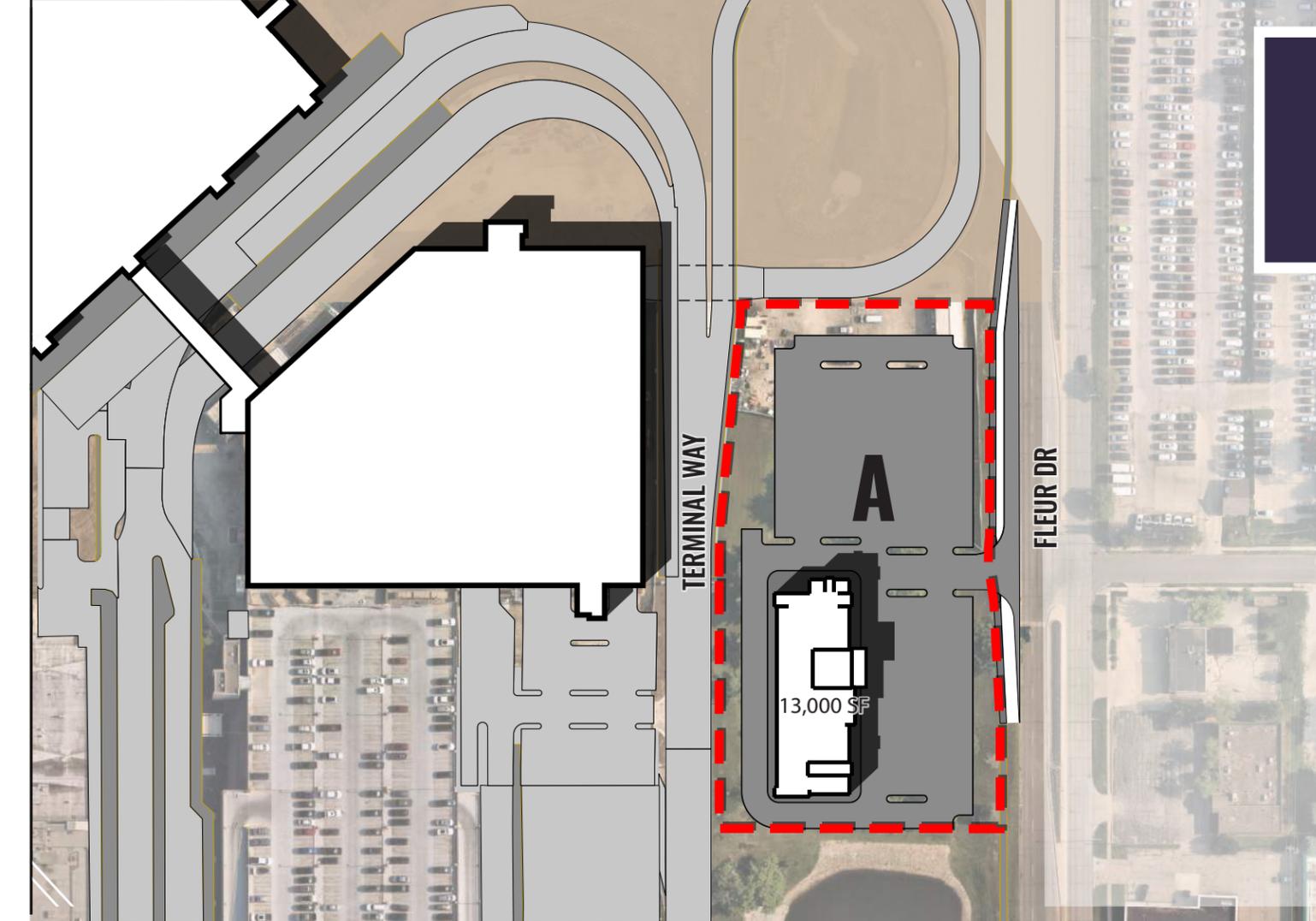
Possible limitations to consider for future development of this property include:

- Access to Fleur Drive may be limited to certain locations or regulated as rt in/rt out
- Stormwater management will be required for new development
- Building methods may need to be incorporated for noise protection
- Possible rezoning timeline required depending on use

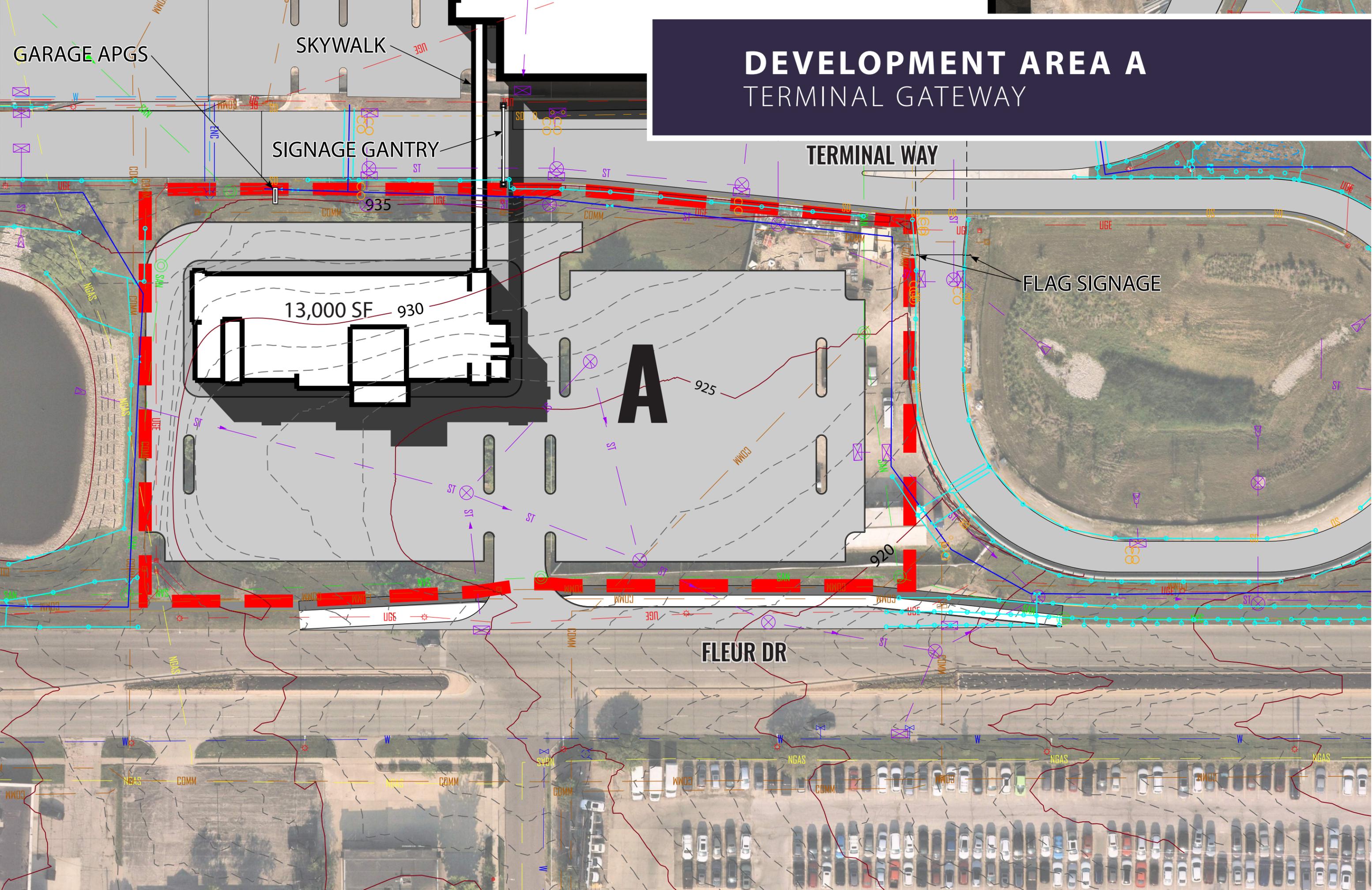
### POSSIBLE HIGHEST & BEST USES

**Target Industries:** Hospitality & Supporting Commercial

The highest and best uses for Developable Area A are likely to be commercial related uses consisting of hospitality and commercial support businesses for the hospitality and tourism industry (restaurants). DSM has expressed interest in having conference rooms and staff offices in cooperation with a future development here as well. These uses are found to be the most appropriate due to: 1) Matches current zoning and land use patterns along Fleur Drive; & 2) Market demand attributed to offering lodging and daily convenience needs within the travel industry along an airport gateway (Would follow City of Des Moines Land Use Plan for continued mixed use corridor along Fleur Drive).



# DEVELOPMENT AREA A TERMINAL GATEWAY



GARAGE APGS

SKYWALK

SIGNAGE GANTRY

TERMINAL WAY

FLAG SIGNAGE

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