I. The Rocks (old pool site) update
   a. Pyramid’s Work on the Rocks for the sanitary extension, the storm sewer relocation and the retaining wall is estimated to cost $1,211,000. We have approval to spend $1,150,000.
   b. SKW reviewing the numbers and looking for second opinions to ensure the numbers are in line with fair market value.

II. Review funding status of the Walmart CID & TIF
    a. See Attachments.
    b. In 2020 the fund grows exponentially because the debt retires in 2018.
    c. In 2020 it will be generating an extra one million per year.
    d. TIF 1A never had a project plan adopted. TIF 1B project plan expires in 2023.
    e. Potential to consolidate 1A and 1B to get one expiration date.
    f. The CID agreement can be amended.
    g. Will try to get property owner in to start talking about how phased redevelopment in area will affect this site.

III. Development Proposal for NE Johnson & Roe (Colliers Polsinelli Davidson)
    a. See Attached proposal
    b. Colliers Polsinelli and Davidson team says restaurants are key
    c. Other partnerships they’ve worked on are:
       i. Corinth
       ii. Mission Farms
       iii. 39th and Rainbow
d. They will present a timeframe of financial viability within next few weeks

e. Committee will present an overview of this to council at June 5, 2017 workshop
CITY OF ROELAND PARK, KANSAS

DEVELOPMENT PROPOSAL
MIXED-USE PROJECT | NEC ROE AVENUE AND JOHNSON DRIVE

COLLIERS | POLSINELLI | DAVIDSON
A DEVELOPMENT PARTNERSHIP
CONTENT

I  LETTER OF TRANSMITTAL

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LETTER OF TRANSMITTAL

TO THE CITY OF ROELAND PARK, KANSAS

Colliers International | Kansas City, along with partners, Polsinelli Law Firm and Davidson Architecture & Engineering, are excited about the opportunity to partner with the City of Roeland Park, Kansas to develop property at the City’s south gateway in a vibrant, creative, and useful way. Communities need safe, reliable, and well-maintained environments to grow. The right environment provides a sense of place, fostering involvement and community ownership and pride. We intend for this development to add to the already strong sense of place and community in Roeland Park.

Our team is committed to working with the City of Roeland Park to provide the pedestrian-friendly, entertaining and aesthetically pleasing development it seeks. As a full service real estate development team, we recognize the challenges and opportunities this project presents in the competitive retail and office marketplace. We look forward to bringing creativity, hard work, thorough research and in-depth retail and office experience to develop this prominent intersection.

We view this as much more than a simple development project. We look forward to providing and receiving critical input in all phases of the project, starting with initial design and direction for the project and continuing through each stage until the grand opening.

Our team of veteran developers, brokers, analysts, project managers, property managers, marketing specialists, attorneys, architects, and engineers look forward to making a positive impact on the City of Roeland Park.

On behalf of the entire Colliers | Polsinelli | Davidson team, we look forward to working alongside the City of Roeland Park to build its vision.

Sincerely,

Jeff Berg
Senior Vice President, Colliers International | Kansas City
DEVELOPMENT TEAM

POLSINELLI LAW FIRM

Polsinelli is an Am Law 100 firm with approximately 800 attorneys in 20 offices, serving corporations, institutions, and entrepreneurs nationally. Ranked #17* for Client Service Excellence among 650 U.S. law firms, Polsinelli has risen more than 50 spots in Am Law’s annual firm ranking over the past five years. Polsinelli attorneys provide practical legal counsel infused with business insight, and focus on health care, financial services, real estate, intellectual property, mid-market corporate, labor and employment, and business litigation. Polsinelli attorneys have depth of experience in 100 service areas and 70 industries.

DAVIDSON ARCHITECTURE & ENGINEERING

Davidson Architecture + Engineering (DA+E) is a premier architecture and engineering firm based in Overland Park, Kansas. With over two decades of experience, the firm has a broad range of successfully completed projects within the Kansas City Metro Area, over 20 US states, and abroad. The DA+E team includes licensed professionals in architecture, civil engineering, and interior design with expertise in land planning, land, mixed-use & retail development, public improvement, urban master planning, property management, as-built documentation, building information modeling, sustainable design, furniture fixtures & equipment implementation, and tenant finish selection. From site selection services to the final touch of materials and finishes, Davidson Architecture + Engineering is a dedicated team with the expertise needed to take on a creative and comprehensive approach to any design solution.

COLLIERS INTERNATIONAL | KANSAS CITY

We are enterprising. Colliers International is an industry leading global real estate company with more than 15,000 skilled professionals operating in 68 countries. What sets us apart is not what we do, but how we do it. Our enterprising culture encourages Colliers people to think differently, share great ideas and create effective solutions that help clients accelerate their success. Colliers International is the advisor of choice for many of the world’s most innovative and successful companies. Colliers delivers a full range of services to real estate occupiers, owners and investors across all sectors worldwide, never competing with clients, preferring instead to remain the ultimate and unbiased choice in global real estate services.
Jeff Berg joined the firm early in 2014. After practicing as a real estate attorney with Kansas City’s largest law firm and with Applebee’s International, Jeff turned his attention to the transactional side of the business in 1995. Jeff has leased, acquired and developed several first class shopping centers and mixed use projects. In 2009, Jeff led the $63.5M acquisition of three iconic Kansas City-area shopping centers that was named as a Wall Street Journal Deal of the Week. Jeff led the leasing and redevelopment of these centers – producing a transformation that has been extremely well received by tenants, residents and shoppers. Jeff also led the leasing of the original and very successful de-malling of Ward Parkway Center, and continues to work with REITs and other shopping center owners to formulate and implement profitable, market-responsive merchandising and leasing plans.

In addition to the ownership side of the business, Jeff has represented many of the nation and region’s top retailers develop and execute their real estate strategy in Kansas City and other Midwest markets. Jeff represents national retailers such as Costco, Petsmart, and Dick’s Sporting Goods, and was proud to help develop the market strategy for new-Kansas City retailers like Staples and Chick-fil-A. Jeff continues to work with top-of-the-class local and regional concepts such as BRGR Tavern, Taco Republic and Hoopla!
Doug Weltner began his career in commercial real estate in 1981. He is a lifelong Kansas City resident. Now an Executive Vice President and Principal in Kansas City, Doug joined the firm at its founding in 1989. He specializes in development, investment brokerage and leasing of office and retail properties and the development of residential uses within mixed use projects. His projects include Mission Farms, a 550,000 square foot mixed use project in Leawood, Kansas, Highlands Village, a 575,000 square foot mixed use project in Overland Park, Kansas, and Highlands Corporate Campus in Overland Park, Kansas a 340,000 square foot office and medical office park developed and owned by partnerships organized by Doug early in 2000. Doug also owned and operated Westport Square, an 80,000 square foot mixed use district from 1991 to 2007 and one of Kansas City’s landmark historical entertainment districts.
KORB MAXWELL SHAREHOLDER | POLSINELLI

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Economic development projects are the focus of Korb Maxwell’s practice. He has negotiated, secured approval of, and documented hundreds of millions of dollars in incentives for his clients’ projects in every asset class of real estate.

Korb’s area of concentration is on large-scale development and employment projects that utilize complex federal, state, and municipal development incentives. His experience in working with municipalities and states in structuring and implementing incentive packages provides him with insight and practical experience that benefit clients’ real estate, economic development or employment projects.

Korb has significant experience with: STAR Bonds, tax increment financing, transportation development districts, community improvement districts, special benefit districts, neighborhood revitalization areas, real and personal property tax exemptions, and numerous federal and state tax credit programs. He often appears before municipal governing bodies, on behalf of his development clients, in jurisdictions throughout the Midwest.

Korb also regularly represents landowners, developers, and business entities before municipalities in zoning and development plan approvals. He has shepherded millions of square feet of development projects through the “right-to-build” process in Kansas and Missouri. Through his development work, Korb has gained practical experience in all aspects of real estate transactions, including purchase and sale agreements, title review, leases, lending and bond documentation, easements, and restrictive covenants.

His extensive interaction with government and the political process has provided him broad connections throughout local, state, and the federal government that allow him to secure results for development, corporate, and government affairs clients at all levels of government.

Korb put his experience to work in the public policy arena by drafting recently approved major pieces of Kansas legislation, including the Kansas Economic Growth Act (Kansas Bioscience Authority enabling legislation), the Community Improvement District Act, and advising policymakers on STAR Bond and employment incentives amendments.
CHRIS HAFNER AIA DAVIDSON DESIGN AND ARCHITECTURE

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chris@davidsonae.com

After graduating from Drury University, Chris made Kansas City his home, where he currently resides along with his wife Stephanie and sons Max, Sam, and Zach.

Starting his career at Davidson A+E as a wide-eyed intern in 1998, Chris has elevated himself within Davidson A+E to principal and is now a licensed architect in Kansas, Missouri, and Minnesota.

In his principal management role, Chris oversees the company’s business development by identifying key opportunities for future growth and maintaining relationships with existing clients and city officials. Working closely with developers and retailers throughout the Kansas City Metro area and the Midwest, Chris has successfully procured and completed several multi-million dollar developments and become our lead architect for land planning and development design.

When a question arises, Chris is always available to find answers and creative design solutions. As an experienced architect and mentor, he is a key component to the success of the other design professionals within the firm and to the future success of the company as a whole.

In an effort to give back to the community, he is involved in several industry and area professional organizations including Centurions, OE Ellis Society, Kansas City Area Development Council, United Way, American Lung Association Leadership Council, and the National Council of Architecture Registration Boards.
The Colliers | Polsinelli | Davidson team recognizes that the Roe Avenue and Johnson Drive intersection establishes a first impression for the large number of residents and visitors entering Roeland Park from the south and east. As such, we cannot over-emphasize the importance of an inviting layout accompanied by first-class architecture and a desirable mix of uses.

Although redevelopment of the “Mission Gateway” portion of this intersection has attracted considerable attention, we acknowledge that the standard can be raised higher on the Roeland Park side. We believe that there are several types of retail and office space offerings that are not currently offered in Roeland Park and would successfully serve residents and visitors:

- Roeland Park has many “chain” restaurants, but it’s time to bring more of the high quality local and regional operators to the City. We will use our strong ties to the best local operators of hot concepts such as BRGR, Urban Table, Gram and Dun, Stock Hill Steakhouse, SPIN! Pizza, The Tavern and others to enliven Roeland Park’s restaurant scene.

- Roeland Park is almost entirely missing a Class A office venue. Recent and prospect projects along the Shawnee Mission Parkway corridor (in Westwood, Prairie Village, and Fairway) demonstrate a desire by innovative and successful companies to locate in North Johnson County, bringing well-held employees into the community on a daily basis.
The consuming public has become far more sophisticated in their expectations of a “sense of place.” Our team plan offers fresh, attractive architecture to differentiate this key gateway from the myriad of other commercial projects throughout the Kansas City metro.

- Authenticity is a key factor in the perceived quality of a commercial project.
- Real materials and a historically and place-relevant design are far more important than creating a “faux” theme such as a false “urban” atmosphere that is not relevant or desired by residents or visitors.

We have included as part of this PRFP response a preliminary look at our plan for this important community gateway. Of course, we expect to revise this plan based on input from City officials, residents, retailers and other constituents.

We appreciate the invitation to respond to the City of Roeland Park’s preliminary request for proposals, and we look forward to several more detailed discussions in the next few months.
POTENTIAL SITE PLAN

A new development for Johnson Drive & Roe
4600 W. 51st
Roeland Park, Kansas
POTENTIAL BUILDING ELEVATIONS
OTHER ANALOGOUS DESIGN IDEAS
DEVELOPMENT EXPERIENCE

Analogous development experience from members of the Colliers | Polsinelli | Davidson team.

39RAINBOW KANSAS CITY, KANSAS

140,000 SF

Hotel, office, retail, and medical development next to the University of Kansas Hospital

Phase I completed September 2012

Phase II completed December 2013

MISSION CROSSING MISSION, KANSAS

20,000 SF

Located at one of Kansas City’s most sought-after infill sites

Mixed-use includes Welstone Senior Living, multiple restaurants, and service businesses
THE GATEWAY  MISSION, KANSAS

550,000 SF
Condominiums, retail, office, hotel, movie theater, and restaurants
Opening 2017

WOODSIDE VILLAGE  WESTWOOD, KANSAS

294,000 SF
Multifamily, live/work units, retail, office, and Woodside Health & Tennis Club
MISSION FARMS LEAWOOD, KANSAS

40,000 SF of retail and restaurant space
15,000+ SF of prime office space
Mixed-use development featuring estate homes, upscale condos, and apartments

PLAZA VISTA KANSAS CITY, MISSOURI

235,000 SF
$135 million
Office, restaurant, event space
CITY PLACE  OVERLAND PARK, KANSAS

$350M
Multifamily, senior living, retail, and office space

CHILDREN’S MERCY PARK  KANSAS CITY, KANSAS

Home of Sporting KC
18,500 seat soccer stadium, expandable to 25,000 for concerts
660,000 SF office campus
Declared the largest job-creation package in the history of Kansas
Recipient of numerous national and international awards
CORINTH SQUARE  PRAIRIE VILLAGE, KANSAS

240,000 SF upscale neighborhood center
Redevelopment focused on upgrading and enhancing both the physical facility and tenant mix to enhance appeal.

TENANTS WE REPRESENT

- Stock Hill
- TACO REPUBLIC
- Tavern
- BRGR KITCHEN + BAR
- First Watch
- Cherry Hall
- Five Guys
- Gram & Dun
- Urban Table
- The Oliver
FINANCING

PUBLIC-PRIVATE PARTNERSHIP

Nearly all mixed-use projects developed in the Kansas City metro area involve some type of public-private partnership. We anticipate that this will be the case, in one form or another, for this project.

When done right, public-private partnership provide “wins” for the parties involved: the City of Roeland Park benefits from additional tax revenue, the residents benefit from new amenities in their community, tenants of the project benefit from a nicer-than-typical physical home, and the developer benefits from the ability to carry through a project that would not otherwise be feasible.

If the project proforma requires, the City of Roeland Park may chose to partner in one or a combination of several methods to make this project feasible. These might include a low land purchase price, assistance with site preparation (including utility relocations), an additional CID sales tax, property tax TIF, or a sales tax exemption on construction materials.

We will create a realistic proforma for the City’s review once our team conducts more thorough engineering and design studies, and obtains preliminary construction cost estimates. This proforma will help us establish a supportable land purchase price, and will analyze to what extent, if any, public assistance is needed.
THANK YOU

We thank you for your consideration, and we look forward to answering any questions or addressing any concerns the City of Roeland Park might have. Please feel free to contact our team coordinator, Jeff Berg, at any time:

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