

*OMNI 360 DEVELOPMENT*

# FOURTH & GREEN

TOWNHOME RESIDENCES AND NEIGHBORHOOD COMMERCIAL IN DOWNTOWN LEE'S SUMMIT

CONCEPTUAL PRESENTATION · CITY COUNCIL · AUGUST 4, 2026

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*WELCOME*

# TONIGHT'S CONVERSATION

TONIGHT IS AN OPPORTUNITY TO INTRODUCE FOURTH & GREEN, SHARE THE VISION AND FINANCIAL FRAMEWORK BEHIND THE PROJECT, AND HEAR YOUR FEEDBACK BEFORE WE MOVE FORWARD WITH FORMAL APPLICATIONS.



## *1. Our team*

A LOCAL COMPANY INVESTED FOR THE LONG TERM



## *2. The site today*

AN UNDERUTILIZED DOWNTOWN PROPERTY



## *3. The vision*

RENTAL TOWNHOMES AND NEIGHBORHOOD COMMERCIAL



## *4. Alignment with the City's plans*

HOUSING CHOICE, INFILL, WALKABILITY, AND REINVESTMENT



## *5. Community impact*

RESIDENTS, SPENDING, INFRASTRUCTURE, AND TAX GROWTH



## *6. The financial framework*

THE FEASIBILITY GAP AND PARTNERSHIP REQUEST

# A LOCAL TEAM INVESTED FOR THE LONG TERM



*Across the street, not  
across the country*

OMNI 360 IS HEADQUARTERED AT 110 SE 4TH STREET, DIRECTLY ACROSS FROM THE PROJECT. WE ARE A MAJORITY WOMAN-OWNED LEE'S SUMMIT COMPANY.



*Vertically Integrated.  
One team, start to finish*

DEVELOPMENT, CONSTRUCTION, OWNERSHIP, PROPERTY MANAGEMENT, AND ASSET MANAGEMENT UNDER ONE ORGANIZATION. ONE NAME ACCOUNTABLE AT EVERY PHASE.



*Our own equity,  
our own risk*

THE EQUITY INVESTED IN FOURTH & GREEN IS OUR OWN, AND WE INTEND TO OWN AND MANAGE THE COMMUNITY FOR THE LONG TERM.

## WHY THIS PROJECT MATTERS

I WAS BORN & RAISED IN LEE'S SUMMIT. I LIVE HERE, RAISE MY FAMILY HERE, AND OPERATE TWO BUSINESSES HERE. FOURTH & GREEN IS A PASSION PROJECT. IT'S AN INVESTMENT IN THE COMMUNITY I BELIEVE IN AND IN THE CONTINUED STRENGTH OF THE DOWNTOWN I AM PROUD TO BE PART OF.

EXPERIENCE

# THE EXPERIENCE BEHIND OMNI 360

EXPERIENCED ACROSS THE FULL LIFE CYCLE OF RESIDENTIAL DEVELOPMENT



*260+ Residential Units*

OWNED AND MANAGED ACROSS THE KANSAS CITY METRO



*Full-Cycle Experience*

ACQUISITION, ENTITLEMENT, DEVELOPMENT, CONSTRUCTION, LEASE-UP, OWNERSHIP, AND PROPERTY MANAGEMENT



*Long-Term Operators*

OUR EXPERIENCE CONTINUES AFTER CONSTRUCTION. WE UNDERSTAND THE RESPONSIBILITY OF OPERATING, MAINTAINING, AND PROTECTING RESIDENTIAL COMMUNITIES OVER TIME.

*Develop*



*Build*



*Own*



*Manage*



OMNI 360 WAS BUILT FROM HANDS-ON EXPERIENCE DEVELOPING, CONSTRUCTING, OWNING, AND MANAGING RESIDENTIAL COMMUNITIES THROUGHOUT THE KANSAS CITY AREA. THAT EXPERIENCE NOW COMES TOGETHER UNDER ONE LOCALLY BASED AND FULLY INTEGRATED COMPANY.

PORTFOLIO EXPERIENCE INCLUDES PROJECTS LED BY OMNI 360'S PRINCIPAL BOTH BEFORE AND AFTER THE FORMATION OF OMNI 360 DEVELOPMENT.



# THE SITE TODAY

105 & 109 SE 4th Street  
400 SE Green Street



APPROXIMATELY 0.96 ACRES ACROSS  
THREE PARCELS



ONE BLOCK FROM THE DOWNTOWN MAIN  
STREET CORRIDOR



CURRENTLY VACANT AND UNDERUTILIZED



CURRENT ZONING: R-1





# THE VISION FOR FOURTH & GREEN



- 28 purpose-built stacked rental townhome residences
- 1,500 SF neighborhood commercial
- Locally owned and managed

## DESIGNED WITH INTENT

- PRIVATE, STREET-FACING ENTRANCES
- PRIVATE REAR-ENTRY ATTACHED GARAGES
- LARGER TWO AND THREE BEDROOM PLANS
- ACTIVE FRONTAGE ON FOURTH AND GREEN ST.
- VARIED ROOFLINES, MASONRY, WARM MATERIALS
- A RESIDENTIAL FEEL THAT COMPLEMENTS DOWNTOWN
- ROOFTOP COMPONENT FOR COMMERCIAL OR RESIDENT AMENITY



# HOW THE SITE WORKS

## SITE PLAN



### PLAN CALLOUTS

- 1 BUILDING PLACEMENT AND ORIENTATION
- 2 RESIDENTIAL ENTRIES
- 3 REAR-ENTRY ATTACHED GARAGES
- 4 SURFACE PARKING
- 5 COMMERCIAL SPACE AT THE CORNER
- 6 VEHICULAR AND ALLEY ACCESS
- 7 PEDESTRIAN CIRCULATION
- 8 SERVICE AND EMERGENCY ACCESS

### TIMELINE

- LATE 2026: INFRASTRUCTURE AND SITE WORK
- 2027: VERTICAL CONSTRUCTION
- EARLY 2028: OPENING AND INITIAL OCCUPANCY

# A MISSING HOUSING CHOICE DOWNTOWN



## *Traditional apartments*

MULTIPLE COMMUNITIES, HUNDREDS OF UNITS

AVAILABLE TODAY



## *Historic homes and established neighborhoods*

THE CHARACTER THAT SURROUNDS DOWNTOWN

AVAILABLE TODAY



## *Rental townhomes*

SPACE, PRIVACY, AND A GARAGE

NONE. THIS IS THE GAP.

## WHO IT SERVES

YOUNG PROFESSIONALS WHO WANT DOWNTOWN ENERGY WITHOUT A MAINTENANCE LIST, EMPTY NESTERS LEAVING LARGER HOUSES BUT STAYING IN LEE'S SUMMIT, AND DOWNSIZERS WHO STILL WANT A GARAGE AND A FRONT DOOR OF THEIR OWN.

## TARGET RENT

Approximately \$1.90 per square foot

A MARKET-SUPPORTED TARGET BASED ON CURRENT ASKING RENTS AT COMPARABLE APARTMENT COMMUNITIES IN THE SURROUNDING MARKET.

# FULFILLING LEE’S SUMMIT’S VISION FOR DOWNTOWN

## Transform underutilized land

**CITY VISION** ENCOURAGE INFILL AND REDEVELOPMENT OF UNDERUTILIZED PROPERTIES THROUGHOUT DOWNTOWN.

- ✓ FOURTH & GREEN: VACANT, UNDERUTILIZED LAND BECOMES A VIBRANT MIXED-USE NEIGHBORHOOD.

## Add more people downtown

**CITY VISION** INCREASE DOWNTOWN RESIDENTIAL OPPORTUNITIES TO SUPPORT BUSINESSES AND ACTIVITY.

- ✓ FOURTH & GREEN: 28 NEW HOMES WITHIN A SHORT WALK OF MAIN STREET.

## Strengthen Green Street

**CITY VISION** ESTABLISH GREEN STREET AS A DOWNTOWN DESTINATION: THE FARMERS MARKET, EVENTS, DINING, AND FUTURE MIXED-USE DEVELOPMENT.

- ✓ FOURTH & GREEN: IMMEDIATELY ADJACENT PRIVATE INVESTMENT THAT HELPS THE CITY'S PUBLIC INVESTMENT SUCCEED.

## Build a walkable downtown

**CITY VISION** CREATE A PEDESTRIAN-ORIENTED DOWNTOWN WHERE RESIDENTS WALK BETWEEN HOMES, SHOPS, DINING, AND CIVIC SPACES.

- ✓ FOURTH & GREEN: HOMES, RETAIL, GREEN STREET, THE FARMERS MARKET, MAIN STREET, AND CITY HALL, ALL WITHIN A FEW MINUTES ON FOOT.

## Respect downtown character

**CITY VISION** REINFORCE HISTORIC CHARACTER, RESPECT SCALE, AND IMPLEMENT THE DOWNTOWN MASTER PLAN.

- ✓ FOURTH & GREEN: WARM MASONRY, VARIED ROOFLINES, AND RESIDENTIAL SCALE DESIGNED FOR THE DOWNTOWN TRANSITION AREA.

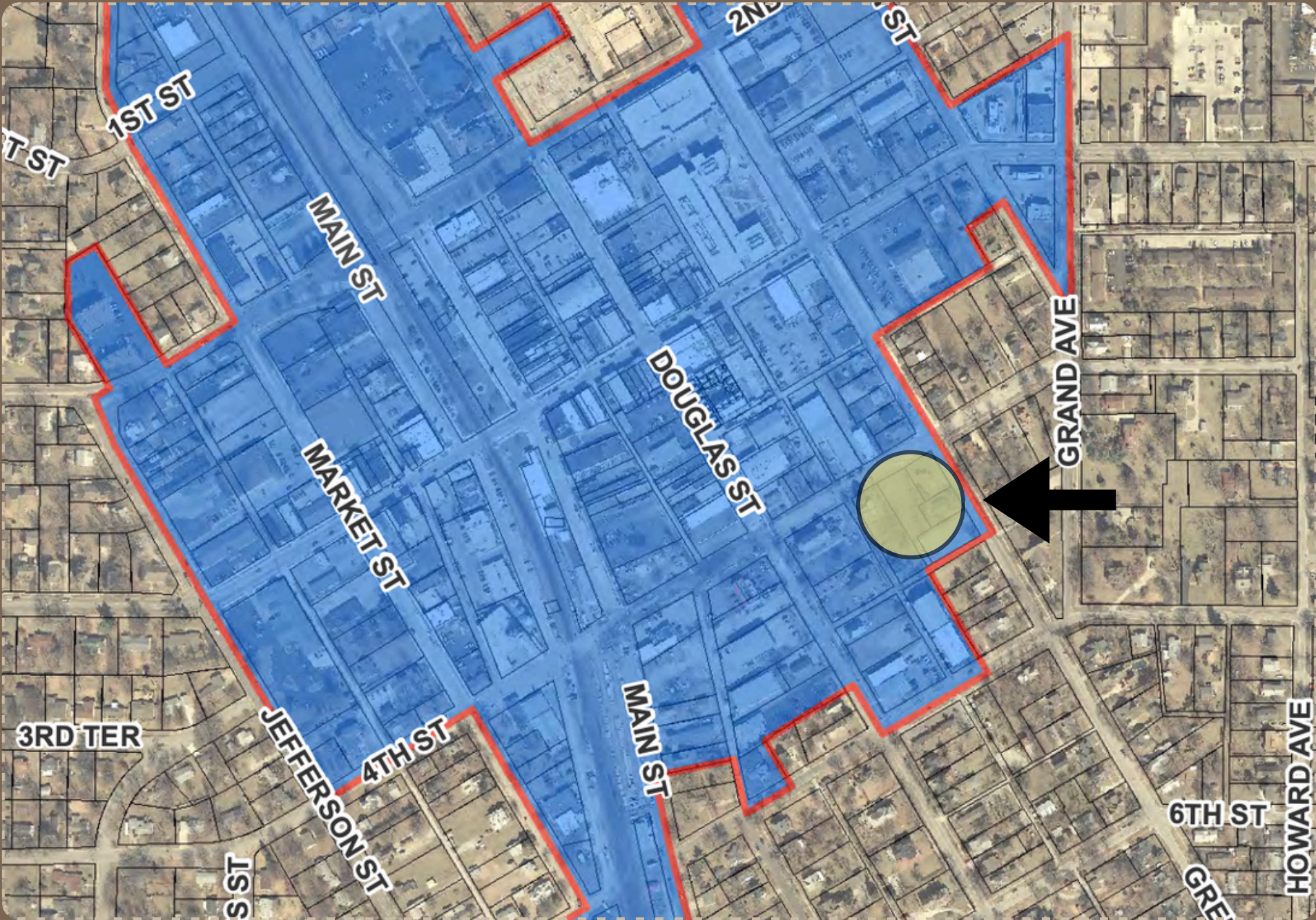
## Attract private investment

**CITY VISION** PAIR PUBLIC IMPROVEMENTS WITH PRIVATE REINVESTMENT THAT GROWS THE TAX BASE.

- ✓ FOURTH & GREEN: MORE THAN \$10 MILLION OF PRIVATE INVESTMENT HELPING COMPLETE DECADES OF PUBLIC PLANNING.



# WITHIN THE DOWNTOWN URBAN RENEWAL AREA



WHY THIS IS AN LCRA PROJECT

- Inside the designated area*  
ALL THREE PARCELS SIT WITHIN THE DOWNTOWN URBAN RENEWAL AREA, PROJECT NO. MO. R-47.
- An underutilized site*  
THE PROPERTY IS VACANT TODAY AND CONTRIBUTES LITTLE TO THE DISTRICT AROUND IT.
- Returned to productive use*  
A \$10.5M COMMUNITY ASSET ON LAND GENERATING \$2,124 PER YEAR IN TAXES TODAY.
- Private capital leads*  
OUR EQUITY AND FINANCING CARRY THE PROJECT. LCRA TOOLS ARE REQUESTED TO ADDRESS THE FEASIBILITY GAP.

SOURCE: CITY OF LEE'S SUMMIT LAND CLEARANCE FOR REDEVELOPMENT AUTHORITY · DOWNTOWN URBAN RENEWAL AREA, PROJECT NO. MO. R-47 · SECTIONS 99.300 TO 99.715, RSMO



# WHAT DOWNTOWN GAINS



## 40+ new downtown residents

28 HOUSEHOLDS WITHIN A FIVE-MINUTE WALK OF  
MAIN STREET RESTAURANTS, RETAIL, AND  
SERVICES



## New street-level spending

AN ILLUSTRATIVE \$85K TO \$135K PER YEAR OF  
RESIDENT SPENDING CAPTURED BY DOWNTOWN  
BUSINESSES



## A new corner storefront

1,500 SF OF NEIGHBORHOOD COMMERCIAL  
SPACE, A NEW SMALL-BUSINESS OPPORTUNITY  
ON THE BLOCK



## Construction activity

ROUGHLY 18 MONTHS OF LOCAL CONSTRUCTION  
EMPLOYMENT AND PURCHASING



## Infrastructure that outlives the project

AN UPGRADED WATER MAIN, UNDERGROUND  
STORMWATER DETENTION, IMPROVED ALLEYS,  
AND ADDED PARKING THAT SERVE THE DISTRICT



## A growing tax base

THE SITE'S TAX CONTRIBUTION RISES 15.9 TIMES  
IN YEAR ONE, AND TO ROUGHLY \$171K PER YEAR  
AT FULL VALUE AFTER THE ABATEMENT TERM



# THE EXTRAORDINARY COSTS OF DOWNTOWN INFILL



UNDERGROUND STORMWATER DETENTION MODERN DETENTION BUILT BENEATH THE SITE, A COST OPEN-FIELD DEVELOPMENT NEVER CARRIES



PUBLIC WATER-MAIN IMPROVEMENTS UPGRADING UNDERSIZED PUBLIC INFRASTRUCTURE SO THE BLOCK CAN SUPPORT REDEVELOPMENT



ALLEY IMPROVEMENTS REBUILDING THE PUBLIC ALLEYS THAT SERVE THE SITE AND ITS NEIGHBORS



UPGRADED AND ADDITIONAL PARKING MEETING DOWNTOWN PARKING NEEDS ON A CONSTRAINED INFILL SITE



DOWNTOWN-QUALITY MASONRY AND DESIGN MATERIALS AND ARCHITECTURE WORTHY OF THE HISTORIC CORE



SITE PREPARATION AND UTILITY WORK THE BELOW-GROUND WORK THAT MAKES A TIGHT URBAN SITE BUILDABLE

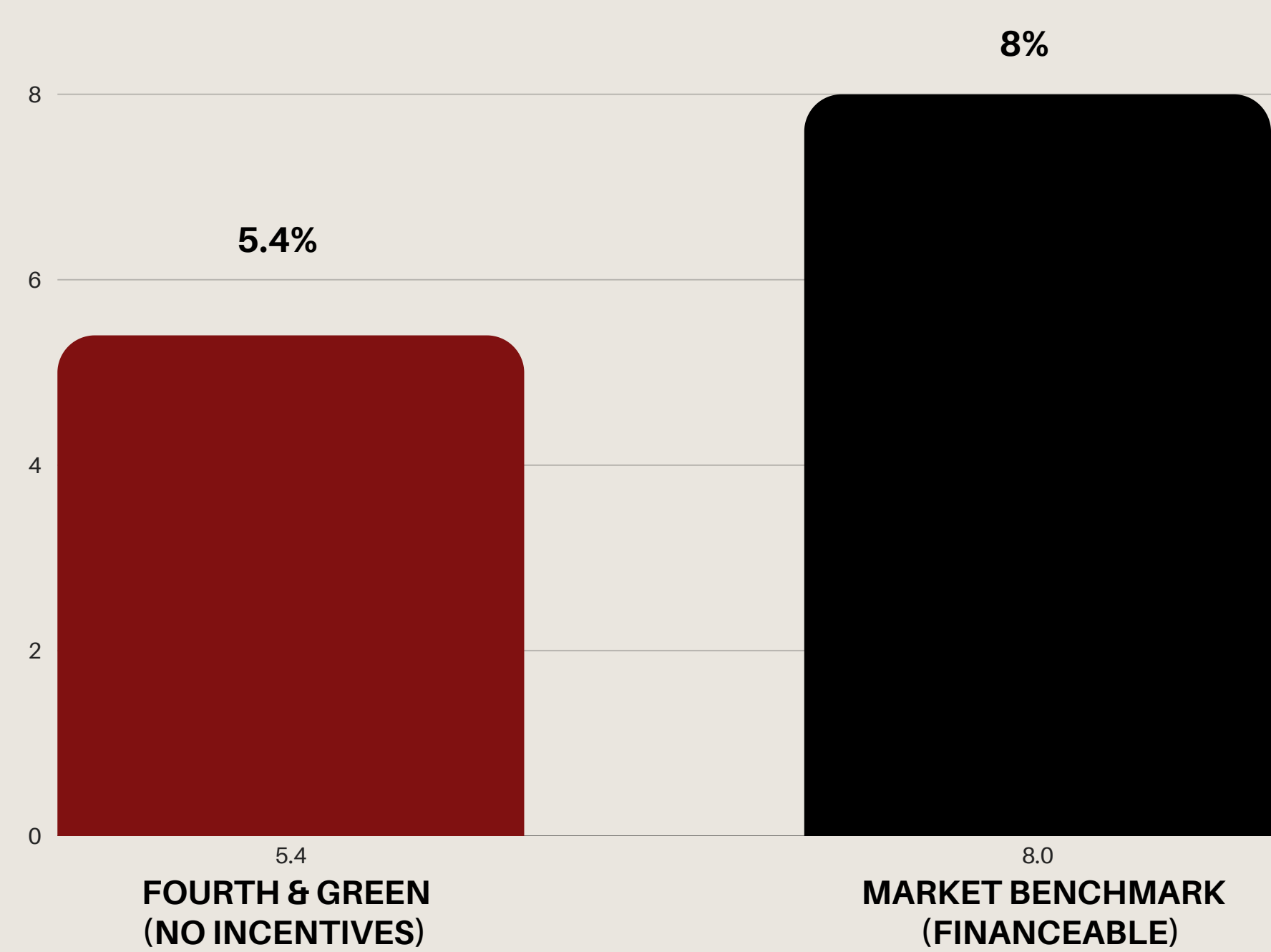
## *Real costs, shared benefits*

THESE ARE THE TRUE COSTS OF DEVELOPING A CONSTRAINED DOWNTOWN PROPERTY RESPONSIBLY. SEVERAL OF THE IMPROVEMENTS, INCLUDING THE WATER MAIN, STORMWATER DETENTION, ALLEYS, AND PARKING, BENEFIT NEIGHBORING PROPERTIES AND THE DISTRICT WELL BEYOND OUR OWN BUILDINGS.

COSTS OF THIS KIND ARE WHY CONSTRAINED DOWNTOWN SITES RARELY MOVE FORWARD WITHOUT A PUBLIC PARTNER, AND WHY THIS CONVERSATION MATTERS.



# THE MATH WITHOUT HELP



|                                                                                                                         |             |
|-------------------------------------------------------------------------------------------------------------------------|-------------|
| STABILIZED YEAR, NO INCENTIVES                                                                                          |             |
| Gross income                                                                                                            | \$805,000   |
| Operating expenses                                                                                                      | (\$104,383) |
| Property taxes, full                                                                                                    | (\$135,197) |
| Net operating income                                                                                                    | \$565,420   |
| Return on \$10.5M cost                                                                                                  | 5.37%       |
| ANNUAL SHORTFALL VS. THE 8% BENCHMARK: ABOUT \$277K                                                                     |             |
| AT A 5.4% RETURN THE PROJECT CANNOT ATTRACT CONSTRUCTION DEBT OR JUSTIFY THE EQUITY. IT WILL NOT BE BUILT WITHOUT HELP. |             |

VALUATION PER COUNTY CONVENTION CONFIRMED BY CITY INCENTIVE COUNSEL (GILMORE & BELL, JULY 2026): 90% OF TOTAL PROJECT COST, APPROXIMATING THE COUNTY'S INCOME APPROACH

# WHAT WE'RE ASKING FOR, VALUED THE CITY'S WAY



## LCRA 75% Property Tax Abatement, 25 Years

PILOTS OF 25% OF FULL TAXES PAID TO THE DISTRICTS EVERY YEAR  
**VALUE PER CITY CONVENTION (NPV AT 6%): \$1.41M**

(NOMINAL 25-YEAR TOTAL OF \$3.24M DISCLOSED; THE CITY VALUES LONG-TERM ABATEMENTS AT NET PRESENT VALUE, USING 6 TO 7 PERCENT)



## Sales Tax Exemption on Construction Materials

ABOUT \$4.15M OF MATERIALS AT THE 9.475% COMBINED RATE  
**ACTUAL VALUE (CITY CONVENTION): \$393K**

### TOTAL PACKAGE

CITY CONVENTION: STECM AT ACTUAL VALUE PLUS ABATEMENT AT NPV

**17.2% OF PROJECT COST = \$1.81M (\$1.41M ABATEMENT NPV + \$393K STECM)**

INSIDE THE CITY'S HISTORICAL RANGE: IN LINE WITH THE CITY'S 17.1% ALL-PROJECT AVERAGE AND WELL BELOW THE 24.4% LCRA PRECEDENT. AT THE CITY'S 7% SENSITIVITY: 15.9%.



REVENUE TO TAXING DISTRICTS

Every District Is Ahead From Day One

15.9×

MORE REVENUE TO THE DISTRICTS IN YEAR ONE, WITH THE ABATEMENT IN PLACE

TODAY: \$2,124 / YR

YEAR 1 PILOTS: \$33,799 / YR

YEAR 26, FULL TAXES: ABOUT \$171K / YR

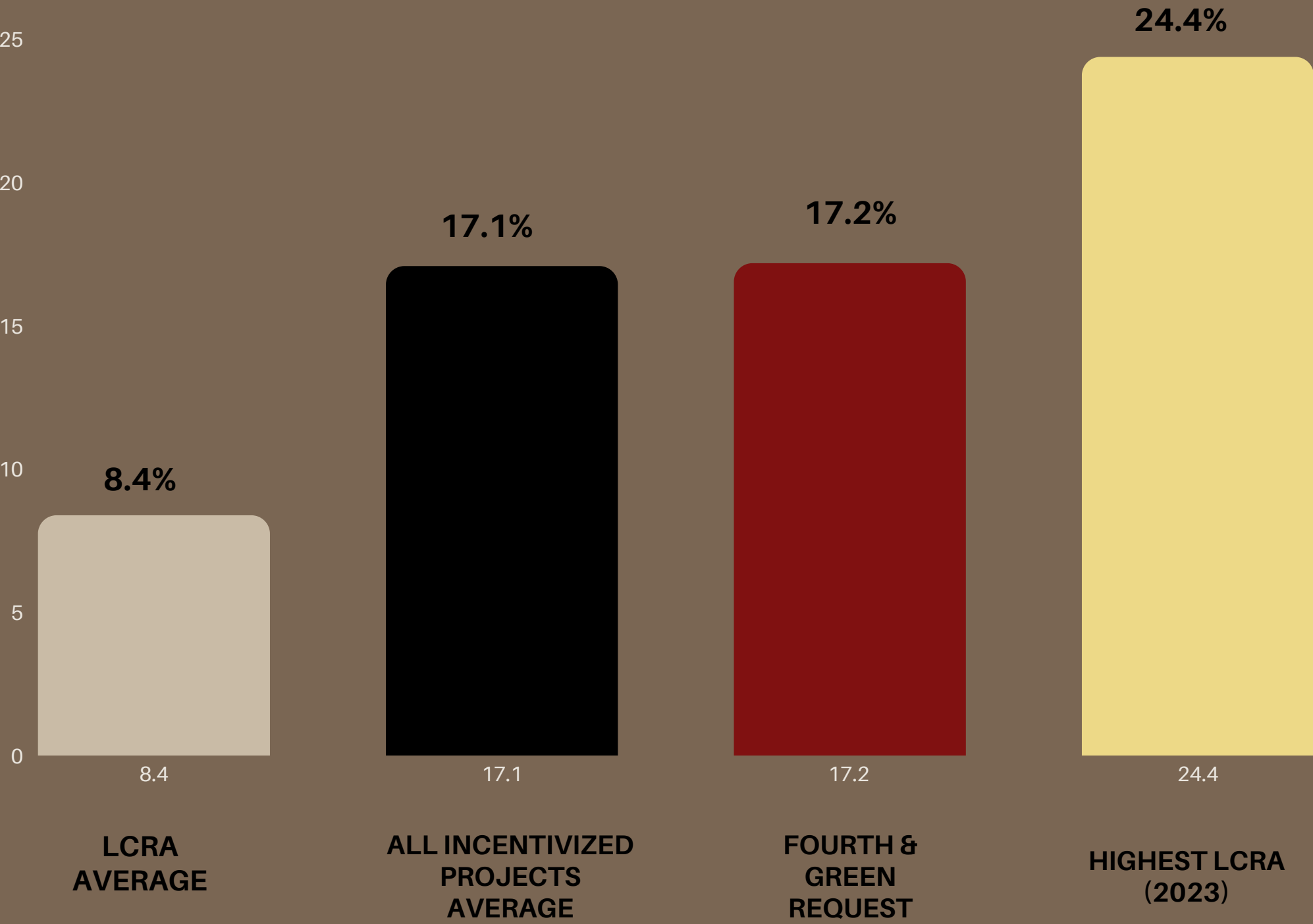
| DISTRICT                 | TODAY   | YR-1 PILOT | 25-YR PILOTS | YR-26 FULL |
|--------------------------|---------|------------|--------------|------------|
| LEE'S SUMMIT R-7 SCHOOLS | \$1,384 | \$21,806   | \$612,572    | \$110,619  |
| CITY OF LEE'S SUMMIT     | \$376   | \$5,925    | \$166,434    | \$30,055   |
| JACKSON COUNTY           | \$162   | \$2,556    | \$71,816     | \$12,969   |
| MID-CONTINENT LIBRARY    | \$91    | \$1,435    | \$40,316     | \$7,280    |
| ALL OTHER DISTRICTS*     | \$110   | \$1,732    | \$48,653     | \$8,786    |
| TOTAL, LEVY-BASED        | \$2,124 | \$33,454   | \$939,792    | \$169,709  |

\* STATE BLIND PENSION, COUNTY BOARD OF SERVICES, MENTAL HEALTH, AND JUNIOR COLLEGE. THE COMMERCIAL SURTAX (ABOUT \$346 PER YEAR IN PILOTS) IS ADDITIONAL AND DISTRIBUTED PER COUNTY FORMULA. VALUATION: 90% OF TOTAL PROJECT COST PER COUNTY CONVENTION; 2% BIENNIAL GROWTH.

OVER 25 YEARS: PILOTS OF \$949K WITH THE PROJECT VERSUS \$60K IF THE SITE SITS AS-IS. THE DISTRICTS ARE \$890K AHEAD DURING THE ABATEMENT ITSELF.

# WHERE THE REQUEST SITS IN THE CITY'S OWN HISTORY

MEASURED THE WAY THE CITY MEASURES EVERY DEAL: INCENTIVE VALUE AS A SHARE OF TOTAL PROJECT COST, FROM THE CITY'S REIMBURSEMENT-RATES DATA.



In line with the City's average, below its precedent

17.2% IS RIGHT IN LINE WITH THE CITY'S 17.1% ALL-PROJECT AVERAGE AND WELL UNDER THE HIGHEST LCRA THE CITY HAS APPROVED, MEASURED BY THE CITY'S NPV CONVENTION.

Above the LCRA average for one reason

EXTRAORDINARY SITE AND INFRASTRUCTURE COSTS, THE SAME STANDARD THE CITY HAS APPLIED TO THE HIGH END OF THE RANGE IN THE PAST.

Still not a windfall

EVEN AT 100% ABATEMENT THE PROJECT WOULD EARN 6.9% AGAINST THE 8% MARKET BENCHMARK. AT 75% WE ABSORB ROUGHLY \$145K PER YEAR BELOW MARKET, WHICH WE CAN CARRY BECAUSE WE OWN FOR THE LONG TERM.



# A PARTNERSHIP BUILT ON ACCOUNTABILITY



## Our capital and risk

THE EQUITY INVESTED IN FOURTH & GREEN IS OUR OWN. OMNI 360 WILL CARRY THE DEVELOPMENT, CONSTRUCTION, LEASE-UP, AND LONG-TERM OPERATING RISK.



## Long-term local ownership

WE INTEND TO OWN AND MANAGE FOURTH & GREEN FOR THE LONG TERM. THIS IS NOT A PROJECT BEING ASSEMBLED FOR AN IMMEDIATE SALE.



## Accessible and accountable

OUR OFFICE IS DIRECTLY ACROSS THE STREET AND WE OWN AND OPERATE BUSINESSES DOWNTOWN. THE CITY, THE COUNCIL, AND OUR NEIGHBORS WILL ALWAYS KNOW WHERE TO FIND US.



## Open to meaningful accountability

WE WELCOME REASONABLE REDEVELOPMENT-AGREEMENT TERMS: ANNUAL REPORTING, PERFORMANCE MILESTONES, CONSTRUCTION BENCHMARKS, COMPLIANCE REQUIREMENTS, APPROPRIATE CAPS, AND CLAWBACK PROVISIONS.



SCHOOL DISTRICT ENGAGEMENT: WE HAVE ALREADY MET WITH REPRESENTATIVES OF THE LEE'S SUMMIT R-7 SCHOOL DISTRICT, INCLUDING DR. BUCK AND DR. SHELTON, TO DISCUSS THE PROJECT AND THE INCENTIVE REQUEST.



*A HOMETOWN INVESTMENT, BUILT TO LAST*

# BORN HERE. RAISED HERE. BUILDING HERE.

FOURTH & GREEN WILL BE BUILT, OWNED, AND MANAGED  
WITH THE LEVEL OF CARE THAT COMES FROM SEEING IT EVERY  
DAY AND KNOWING IT REPRESENTS OUR NAME.

WE ARE GRATEFUL FOR THE OPPORTUNITY, AND WE WELCOME  
YOUR FEEDBACK AND PARTNERSHIP AS WE MOVE FORWARD.

# THANK YOU

