

LEE'S SUMMIT CROSSING

Lee's Summit City Council

May 14, 2024





Development Team

❖ **635 Holdings – Robb Heineman, CEO**

- ❑ Over 25 years of experience in sports, entertainment and hospitality development and operations
- ❑ Has been involved in over \$500 million of successfully delivered development throughout the Kansas City metropolitan area within this industry segment.

❖ **Luke Draily Construction – Bob Becker, CEO**

- ❑ Over 25 years of experience of delivering quality projects across a wide range of asset classes
- ❑ Successfully delivered the Residences at Echelon which are directly west of the development

❖ **Elevate Property Advisors – Jeff Berg**

- ❑ A “stand-out” for two decades in representing national/regional retailers in KC market
- ❑ Retail development successes across the metro, including transformation of iconic KC centers

❖ **TriStar Properties**

- ❑ \$1.1 Billion in institutional quality development projects
- ❑ 15,000,000 SF developed across multiple asset classes





STARBUCKS
COFFEE

STARBUCKS
COFFEE

ALABAMA

ALABAMA

ALABAMA

ALABAMA

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ALABAMA













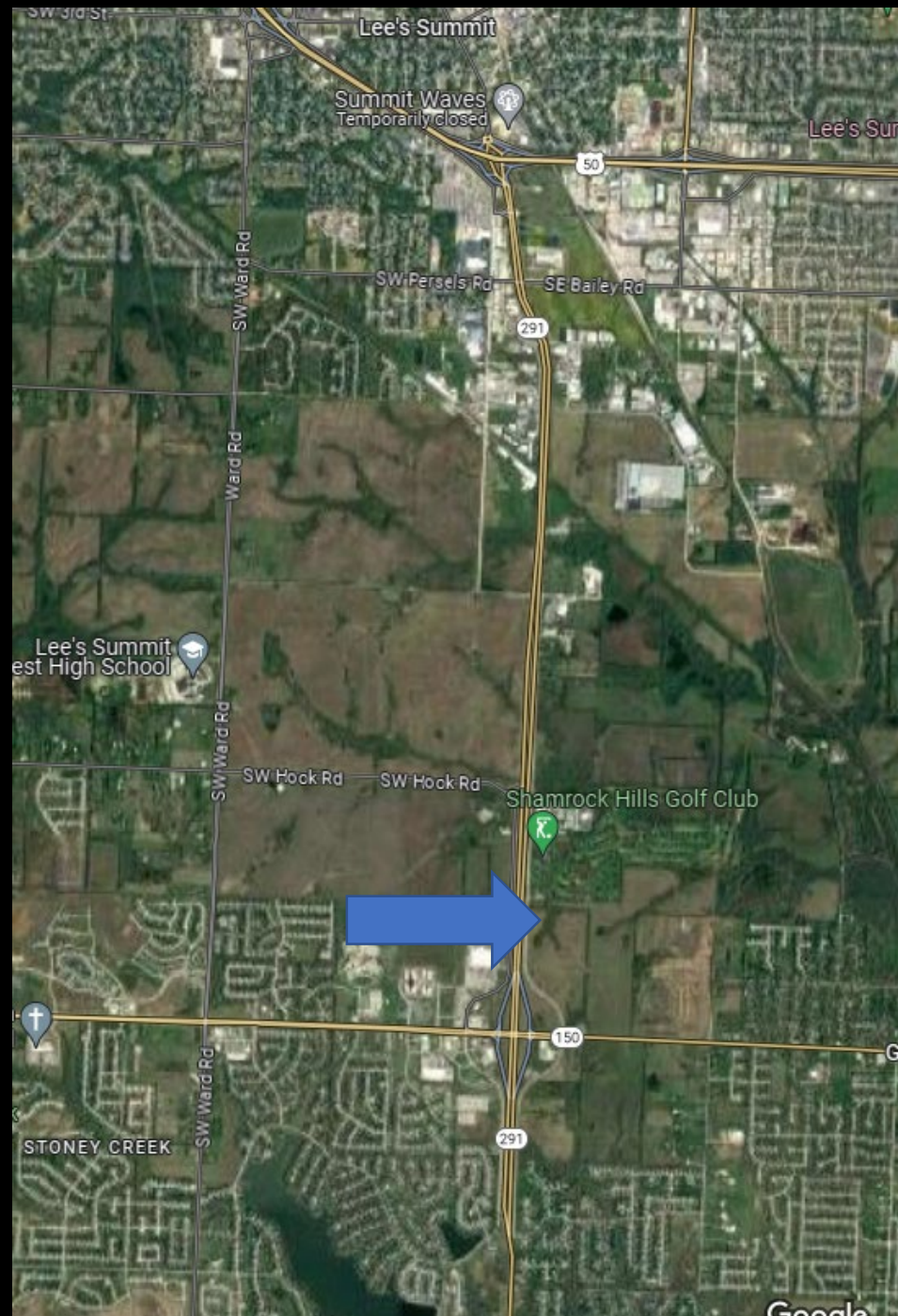


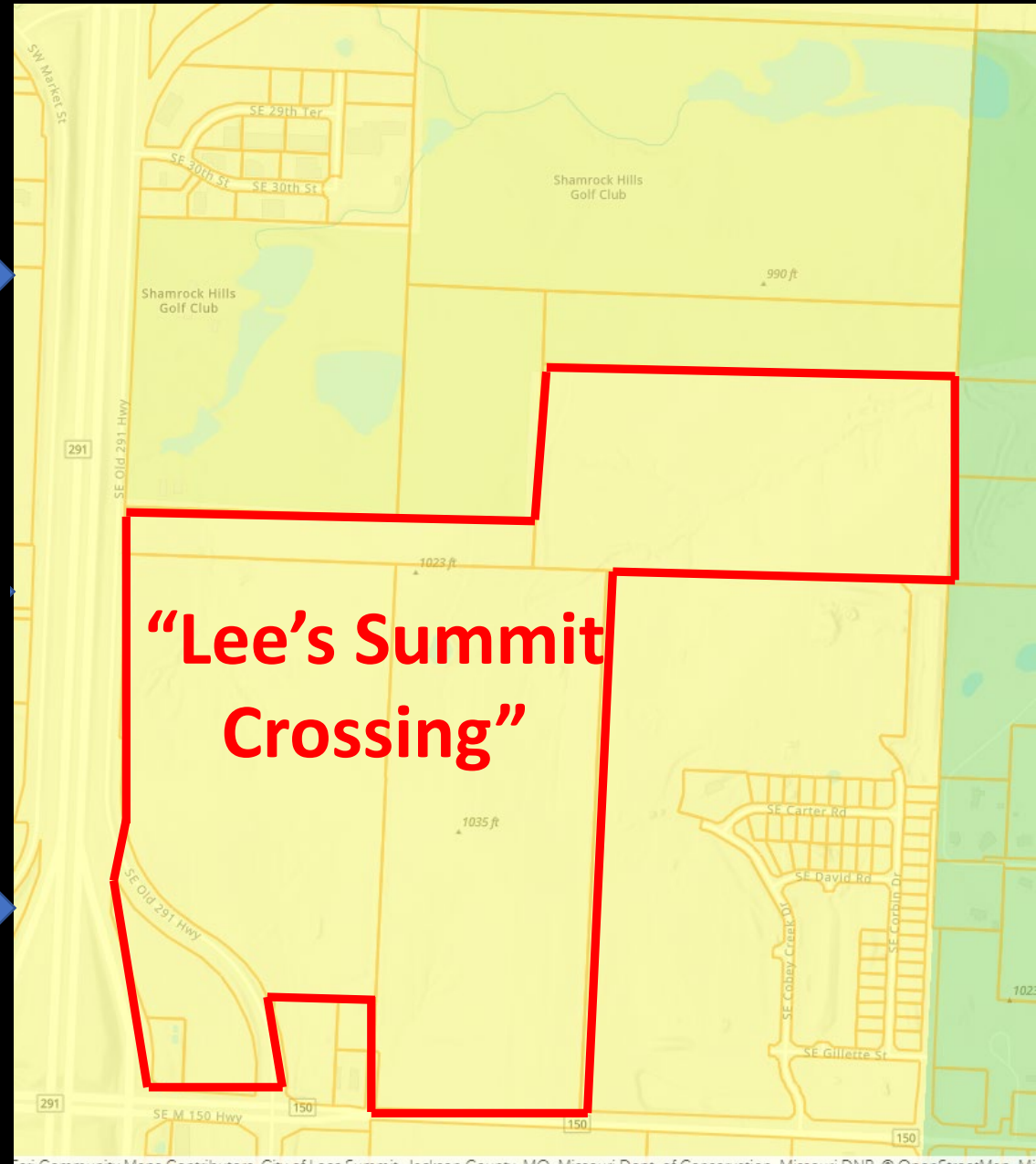
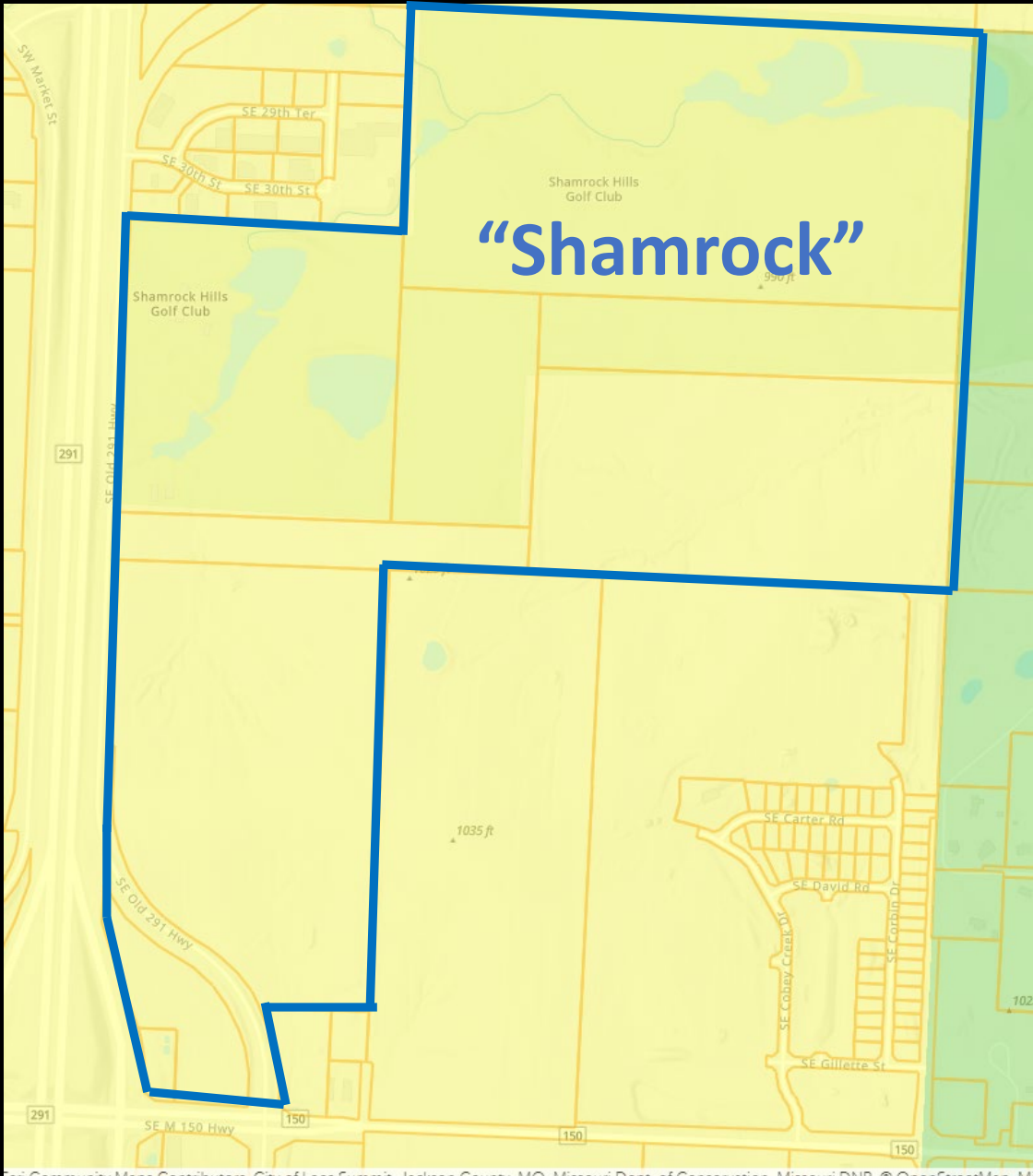






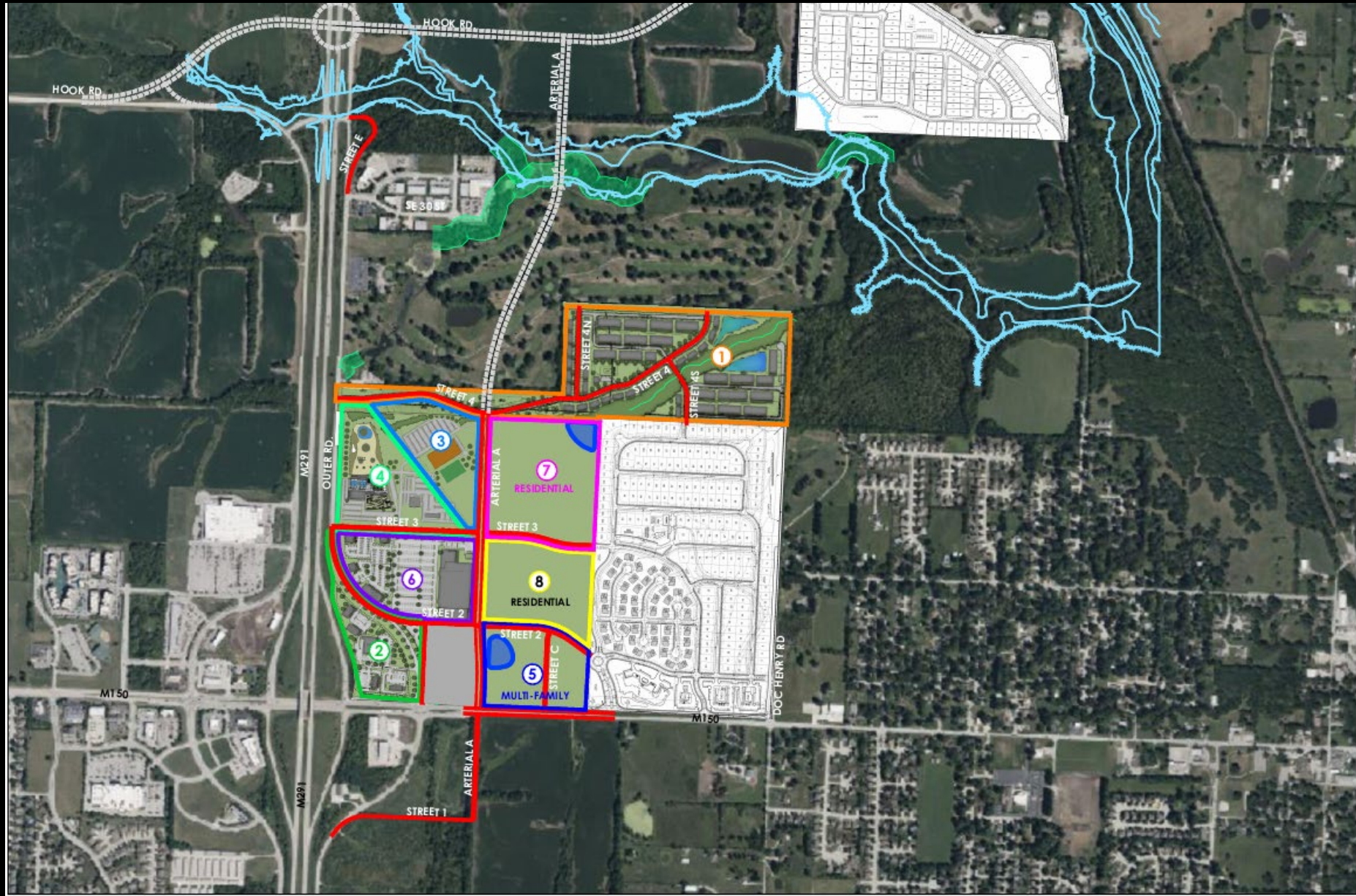
Site Location





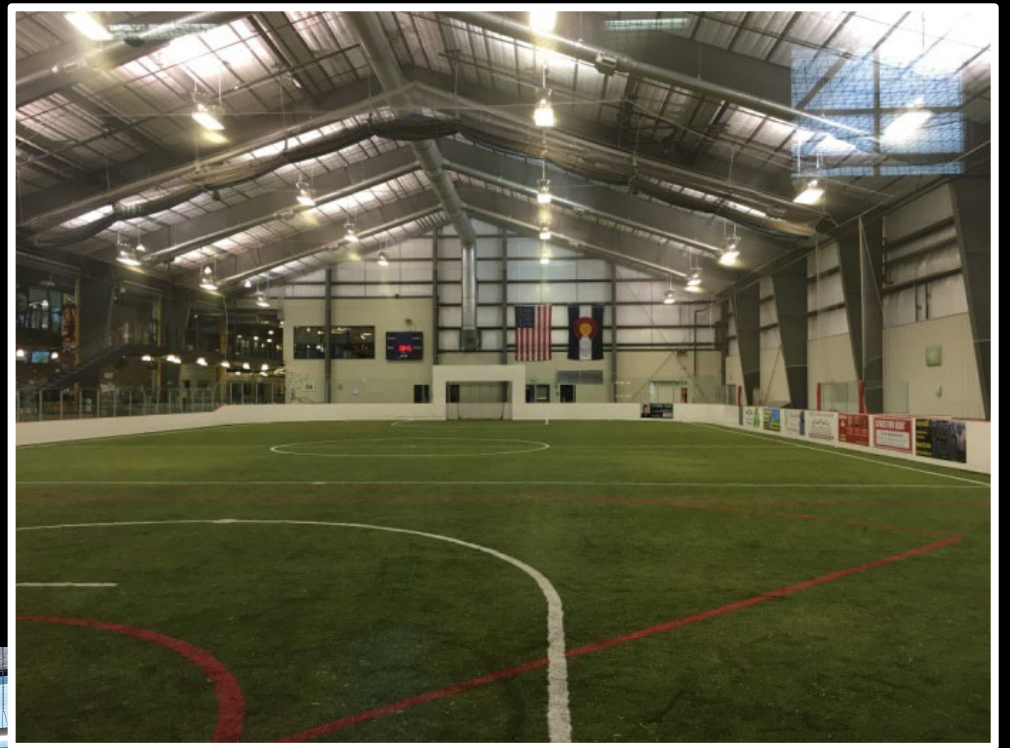


Site Plan

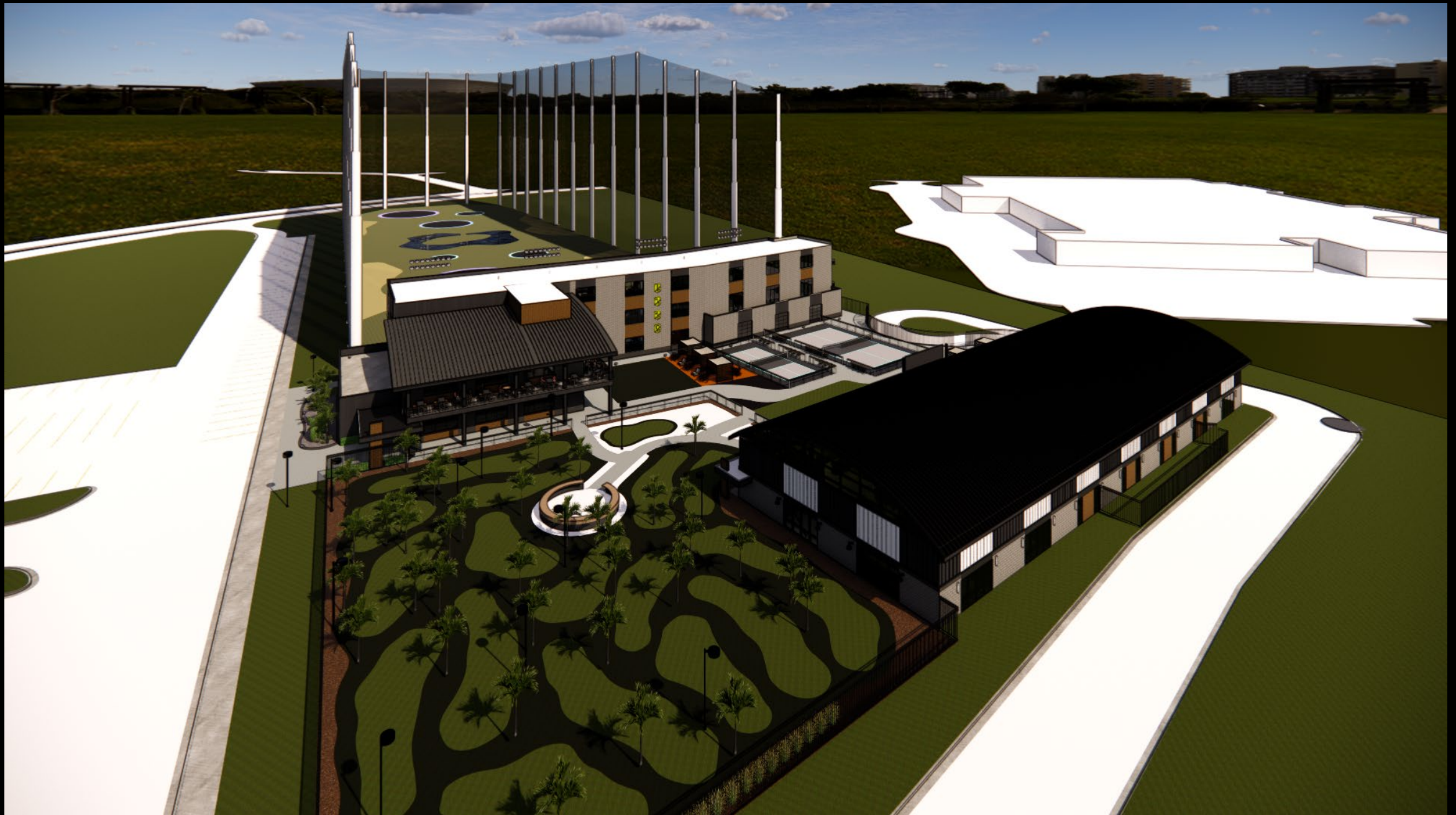














HOME	136	GUEST
114	PERIOD 4	87
8	PLAYER FOULS	8
8	TIME	1
2	FIELD	0

WEST REGION - 1ST ROUND

14 SOUTH DAKOTA STATE JACKRABBITTS

1 GONZAGA BULLDOGS

WEST DAKOTA STATE

WYOMING

62

2ND 6:57 30

NEAR SOUTH 1ST ROUND

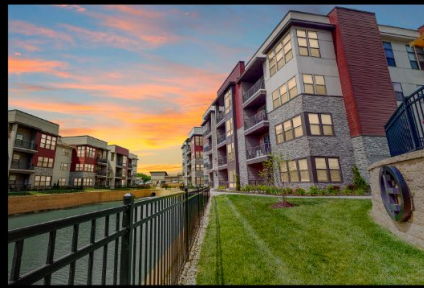
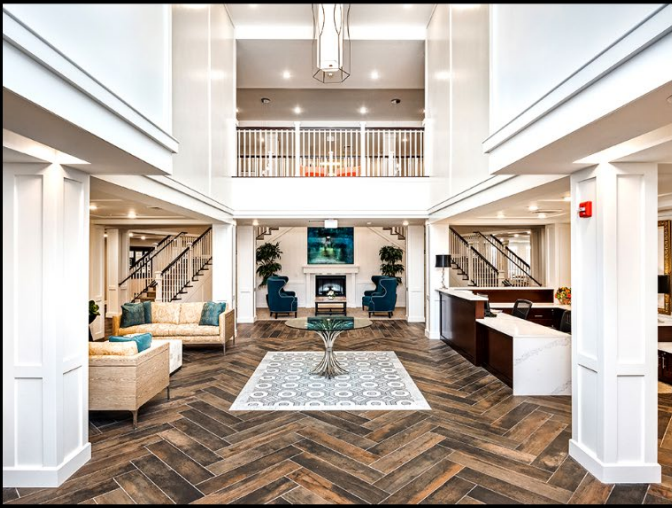
HALFTIME

22

26

ZACH COLLINS 1 PTS, 3/4 FTS

JORDAN MATHEWS 3 PTS, 2/4 FTS





Budget



Project Cost	Total
Land Acquisition	\$16,173,430
Sitework/Infrastructure Costs	\$22,336,229
Phase 1	\$3,639,536
Phase 2	\$2,829,600
Phase 3	\$2,204,597
Phase 4	\$971,273
Phase 5	\$2,231,200
Phase 6	\$8,454,023
Phase 7	\$1,873,000
Phase 8	\$133,000
Phase 1 Building Costs	\$50,787,920
Tristar - Townhomes	\$25,393,960
Tristar - villas	\$25,393,960
Phase 2 Building Costs	\$8,940,000
Commercial	\$8,940,000
Phase 3 Building Costs	\$23,000,000
Fieldhouse/Fitness Center	\$23,000,000
Phase 4 Building Costs	\$50,600,000
Multi-Sport/Entertainment	\$32,000,000
Hotel	\$12,000,000
MOB	\$6,600,000
Phase 5 Building Costs	\$75,000,000
MF	\$75,000,000
Phase 6 Building Costs	\$49,890,000
Commercial	\$49,890,000
Phase 7 Building Costs	\$24,000,000
Single Family / Mixed Residential / Senior	\$24,000,000
Phase 8 Building Costs	\$24,000,000
Single Family / Mixed Residential / Senior	\$24,000,000
Hard Cost Contingency**	\$31,588,844
	\$31,588,844
Soft Costs**	\$31,588,844
	\$31,588,844
TOTAL PROJECT COSTS	\$407,905,267

Sources of Project Funds



- Private Debt and Equity
- City Parks Sales Tax Revenue
- Public Incentives

Proposed Public Incentives



- **Commercial**

- TIF
- CID 1% sales tax
- TDD 1% sales tax
- Ch. 100 sales tax exemption (each project > \$4MM cap ex)

- **Residential**

- Ch. 100
 - Fixed PILOTs
 - Area 1: \$2,776/unit + 3% biennial inflator
 - Area 5 (one phase/~300 units): \$1,800/unit + 3% biennial inflator
 - Sales tax exemption on construction materials

Sources and Uses



Project Cost	Total	TIF	Non-Captured CID	Non-Captured TDD	City Parks Funded Costs	Private Costs
Land Acquisition	\$16,173,430	\$420,736	\$57,794	\$57,794	\$0	\$13,825,842
		\$1,811,264				
Sitework/Infrastructure Costs	\$22,336,229	\$13,924,565	\$2,678,467	\$3,080,467	\$0	\$2,652,730
Phase 1	\$3,639,536	\$0	\$500,000	\$500,000	\$0	\$2,639,536
Phase 2	\$2,829,600	\$2,829,600	\$0	\$0	\$0	\$0
Phase 3	\$2,204,597	\$1,714,597	\$44,000	\$446,000	\$0	\$0
Phase 4	\$971,273	\$455,273	\$516,000	\$0	\$0	\$0
Phase 5	\$2,231,200	\$1,715,200	\$0	\$516,000	\$0	\$0
Phase 6	\$8,454,023	\$5,217,089	\$1,618,467	\$1,618,467	\$0	\$0
Phase 7	\$1,873,000	\$1,873,000	\$0	\$0	\$0	\$0
Phase 8	\$133,000	\$119,806	\$0	\$0	\$0	\$13,194
Phase 1 Building Costs	\$50,787,920	\$0	\$0	\$0	\$0	\$50,787,920
Tristar - Townhomes	\$25,393,960	\$0	\$0	\$0	\$0	\$25,393,960
Tristar - villas	\$25,393,960	\$0	\$0	\$0	\$0	\$25,393,960
Phase 2 Building Costs	\$8,940,000	\$0	\$0	\$0	\$0	\$8,940,000
Commercial	\$8,940,000	\$0	\$0	\$0	\$0	\$8,940,000
Phase 3 Building Costs	\$23,000,000	\$1,066,857	\$0	\$0	\$21,933,143	\$0
Fieldhouse/Fitness Center	\$23,000,000	\$1,066,857	\$0	\$0	\$21,933,143	\$0
Phase 4 Building Costs	\$50,600,000	\$11,242,091	\$402,000	\$0	\$0	\$38,955,909
Multi-Sport/Entertainment	\$32,000,000	\$5,395,154	\$402,000	\$0	\$0	\$25,055,909
		\$1,146,937				
Hotel	\$12,000,000	\$2,700,000	\$0	\$0	\$0	\$9,300,000
MOB	\$6,600,000	\$2,000,000	\$0	\$0	\$0	\$4,600,000
Phase 5 Building Costs	\$75,000,000	\$0	\$0	\$0	\$0	\$75,000,000
MF	\$75,000,000	\$0	\$0	\$0	\$0	\$75,000,000
Phase 6 Building Costs	\$49,890,000	\$0	\$0	\$0	\$0	\$49,890,000
Commercial	\$49,890,000	\$0	\$0	\$0	\$0	\$49,890,000
Phase 7 Building Costs	\$24,000,000	\$0	\$0	\$0	\$0	\$24,000,000
Single Family / Mixed Residential / Senior	\$24,000,000	\$0	\$0	\$0	\$0	\$24,000,000
Phase 8 Building Costs	\$24,000,000	\$0	\$0	\$0	\$0	\$24,000,000
Single Family / Mixed Residential / Senior	\$24,000,000	\$0	\$0	\$0	\$0	\$24,000,000
Hard Cost Contingency**	\$31,588,844	\$0	\$0	\$0	\$1,033,429	\$30,555,415
	\$31,588,844	\$0	\$0	\$0	\$0	\$31,588,844
Soft Costs**	\$31,588,844	\$0	\$0	\$0	\$1,033,429	\$30,555,415
	\$31,588,844	\$0	\$0	\$0	\$0	\$31,588,844
TOTAL PROJECT COSTS	\$407,905,267	\$28,465,513	\$3,138,261	\$3,138,261	\$24,000,000	\$349,163,232
		TIF	Non-Captured CID	Non-Captured TDD	City Parks Funded Costs	Private Costs

Bond Proceeds		TIF	Non-Captured CID	Non-Captured TDD	City Parks Funded Costs	Private Costs
	Phase 2	\$ 4,317,193	\$ 557,794	\$ 557,794	\$ 5,432,782	2024/2025
	Phase 4	\$ 9,376,891	\$ 962,428	\$ 962,428	\$ 11,301,747	2024/2025
	Phase 6	\$ 14,772,032	\$ 1,618,467	\$ 1,618,467	\$ 18,008,965	2026/2027
	Total	\$ 28,466,116	\$ 3,138,689	\$ 3,138,689	\$ 34,743,494	



Public Costs

Project Cost	Total	Projected TIF Revenue	Projected CID Revenue	Projected TDD Revenue	City Parks Funded Costs	Private Costs
PUBLIC COSTS						
Land Acquisition	\$1,750,000	\$1,634,412	\$57,794	\$57,794	\$0	\$0
Fieldhouse/Fitness + Public ROW						
Building Costs	\$25,066,857	\$1,066,857	\$0	\$0	\$24,000,000	\$0
Fieldhouse/Fitness						
Sitework/Infrastructure Costs	\$26,803,475	\$13,924,565	\$2,678,467	\$3,080,467	\$0	\$7,119,976
Public Streets, Water, Storm, Sidewalks						
Public Offsite Sanitary Sewer						
Electric/Communications						
TOTAL PROJECT COSTS*	\$53,620,332	\$16,625,834	\$2,736,261	\$3,138,261	\$24,000,000	\$7,119,976
		Projected TIF Revenue	Projected CID Revenue	Projected TDD Revenue	City Parks Funded Costs	Private Costs

*Includes soft costs and hard costs contingency.



Private Costs

Project Cost	Total	Projected TIF Revenue	Projected CID Revenue	Projected TDD Revenue	City Parks Funded Costs	Private Costs
PRIVATE COSTS						
Land Acquisition	\$14,423,430	\$597,588	\$0	\$0	\$0	\$14,423,430
Buildings Costs (Phases 1-2 & 4-8)	\$339,861,504	\$11,242,091	\$402,000	\$0	\$0	\$328,217,413
Multi-Sport/Entertainment						
Hotel						
MOB						
TOTAL PROJECT COSTS	\$354,284,934	\$11,839,679	\$402,000	\$0	\$0	\$342,640,843

*Includes soft costs and hard costs contingency.

	Project Costs		Use of Incentives [^]	
Public	\$ 53,620,332	13%	\$ 22,500,356	65%
Private	\$ 354,284,934	87%	\$ 12,241,679	35%
Total	\$ 407,905,266		\$ 34,742,035	
Incentives as % of Total Costs:		8.52%		

[^]Does not include Ch. 100 incentives.



Responses to Prior Conceptual

- ✓ No sharing of City sales tax
- ✓ More detail on commercial concept plan
- ✓ Minimize incentivized multi-family & require commercial as precondition
- ✓ Quantify economic impact for City
- ✓ Elaborate on public benefit resulting from bigger/better Parks Fieldhouse

Questions

