

## Topics to explore.

### A Little About Us

Overview of who we are and what we do. We are very proud of the culture we've created and look forward to the opportunity to grow our community.

### The Future is Bright

Building upon the Warehouse Arts District/Deuces Live Joint Action Plan, we deliver a project that compliments the overall concept within our design.

### A Bird's Eye View

Locating a site is great, but how is the space utilized and delivered? We explored these questions and are excited to share our findings.

### The Human Scale

An underutilized site becomes a thriving mixed-use community that is both a social destination and an exciting place to call home.

### The CliffsNotes

It's a lot of information, so we work to summarize it into a clear proposal. Where do we go from here and how do we meet community expectations?

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Commerce Park  
design development by exact  
RFP Response for Parcel 1 | 6<sup>th</sup> Ave + 22<sup>nd</sup> St South



# Hello, it's nice to meet you!

We create amazing space across commercial, residential, and historic architectural projects. Our goal is to envision a wonderful outcome for each client. Our delivery team includes a board-certified architect, a licensed general contractor, and an entire team of supervisors, engineers, and builders. Together, we offer a strong architectural vision and a clear business organization to bring the project to realization.



## Caleb Buland, AIA

Partner | 20+ years exp

Strong experience as project executive in architecture, construction, and business. Manages projects from cradle to grave, complete design, and turnover of projects. Reviews strategies and company targets, adding strength to development teams. Implements development strategy, proformas, and master plans with stakeholders.



## Jonathan Klocke

Project Manager | 9 years exp

Comprehensive knowledge of design, tax incentives, and construction coordination. Provides consultation on bidding, design quality, and overall project management. Background focused in design-build delivery model with emphasis in adaptive reuse. Specializes in overseeing projects from initial concept design to grand opening.

## James Schaid, RA

Quality Control | 40+ years exp

Currently leading quality control and field coordination of the new Kansas City Airport. Provides construction specifications and quality oversight through project completion. Developed a history of encouraging and facilitating high quality, efficient construction. Assists contractors in meeting all construction requirements, schedule, and budgets.



## Robert Mayer

Partner | 30+ years exp

Extensive experience in commercial real estate and community development projects. Fluent in economic development analysis, tax incentives, and private loan placement. Assists both for-profit and non-profit entities in business development and incentives. President of MR Capital Advisors LLC, a Brokerage specializing in commercial loans.



## Lauren Hickman Jensen

Development Coordinator | 10 years exp

Leads marketing and branding to create project identity and build user experience. Incorporates tenant feedback and data to facilitate broader community integration. Facilitates security, utility, and signage coordination for seamless tenant move-in. Manages six operating restaurant, retail and office properties across Midtown KC.



## Tyler Asby

Project Manager | 8 years exp

Team lead in the design, documentation, and completion of new construction projects. Experienced with site coordination including bidding, contracting, and quality control. Strong background in development and Architect-led design-build project contracts. Comfortable meeting with clients and presenting innovative ideas to achieve outcome.

## Craig Ruder, CPA

Controller | 20+ years exp

Manages project costs from initial budget through construction. Maintains company cash flow and relationships with lenders. Oversees financial reporting for entire company portfolio. Responsible for compliance and tax reporting requirements.



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# Welcome to the neighborhood.

We are proud to boast a diverse portfolio of work focused in urban cores and fringe developments. Over the last fifteen years, we have undertaken and successfully completed projects many would not consider possible. Communities have evolved, buildings have been saved, and people have found a home thanks to the relentless pursuit of place by our team. Here are a few of our success stories over the past 18 months.



## Six at Park

Parkville | business

Consists of over 60,000 square feet of new class-A office on a prominent corner lot. Partnership with City, County, and University coordinated work from project inception. Brought over 300 full-time employees, supporting adjacent downtown retail owners. Completed and Developed by Foutch Brothers with Caleb as Architect of Record.



## Martini Corner

Kansas City | district improvement

Worked with current tenants to leverage strengths and correct business deficiencies. Maximized site potential by relocating exterior programmed space to rooftop patios. Added over 6,000 sf of new commercial, increasing daily users and expanding traffic. Coordinated design with City to improve pedestrian experience along busy street.



## The Acme KC

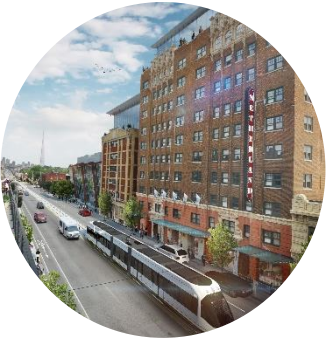
Kansas City | mixed-use

Coordinated purchase and design with neighborhood leaders and business owners. Received city and state incentives to support local growth and area redevelopment. Added over 50 new residents to the neighborhood along with 15 non-profit jobs. Negotiated purchase contract with City for formerly vacant and blighted corner lot.

## The Netherland

Kansas City | mixed-use

Half City block development including over 200,000 sf of hotel, office, and housing. Partnership with National Parks Service to recognize building’s historic significance. Coordinated with Kansas City to add streetcar stop along public transit extension. Revived a 12-story vacant building, becoming a catalyst project along Main Street.



## 27 + Troost

Kansas City | business

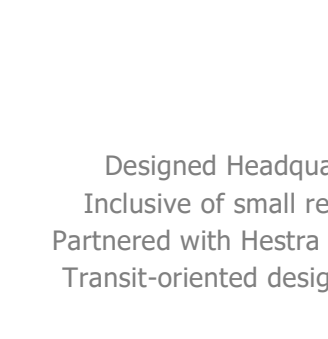
Won design proposal to develop vacant corner lots along revived Troost corridor. Builds upon the positive momentum created by opening Wonder Shops and Flats. Injects fresh, contemporary office space in proximity to 400+ new residential units. Replaces ignored surface parking lots with new development, adding value to area.



## Wonder Shops & Flats

Kansas City | mixed-use

Designed, built, and opened the city’s first ‘pay what you can’ pediatric care facility. Negotiated purchase contract with Hostess Brands allowing revitalization of the area. Since opening, project has launched an additional 50,000 sf of projects along Troost. 150,000 sf of mixed-use including workforce house and entrepreneur-led businesses.



## Hestra Glove

Denver | business

Designed Headquarters and factory for top ski glove maker in all of Colorado. Inclusive of small retail component, showroom and ‘try before you buy’ gallery. Partnered with Hestra Brand to develop underutilized, vacant site outside Denver. Transit-oriented design focused on job creation + retention in the neighborhood.



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The Future is Bright.

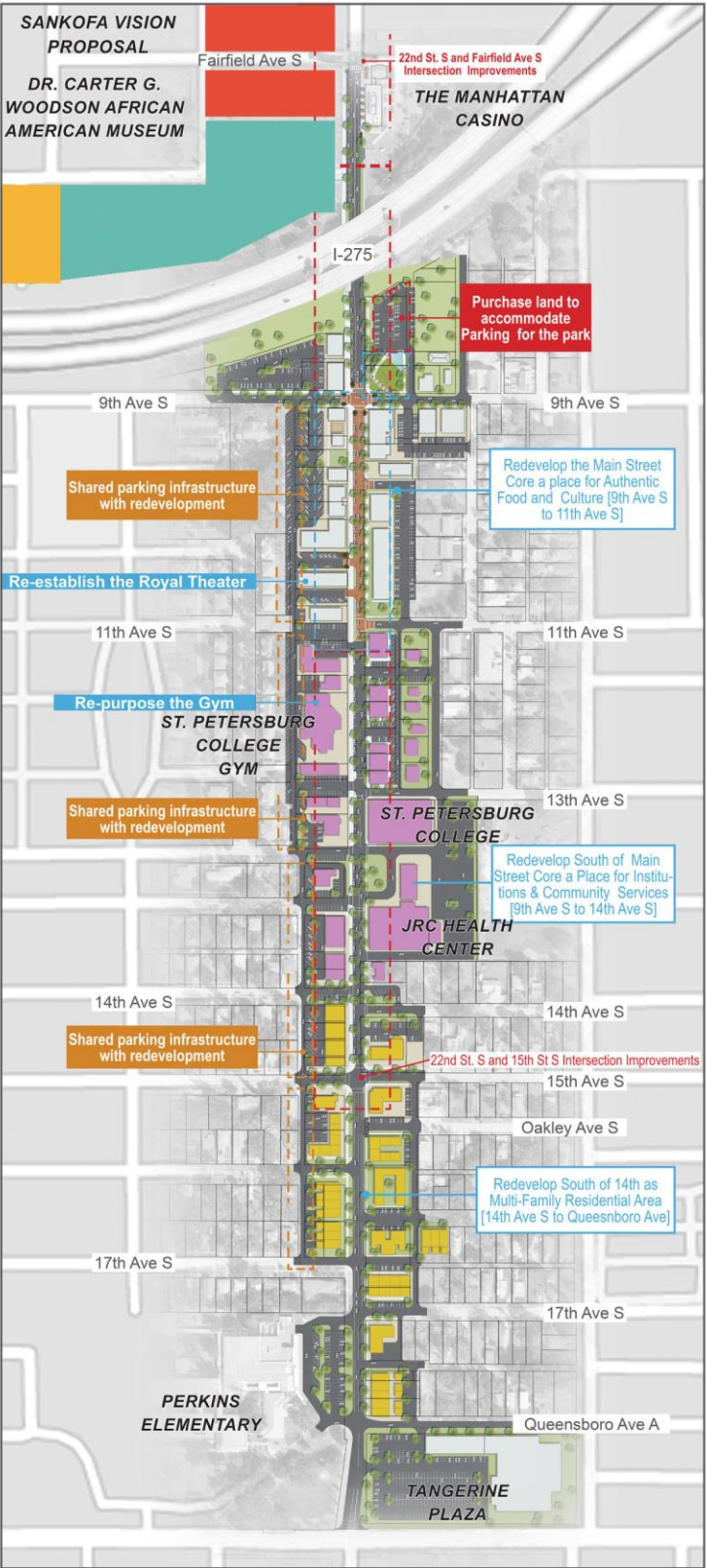
Let’s build upon positive momentum.  
The Warehouse Arts District + Deuces Live Joint Action Plan provides the foundation of our design process. Acting as the gateway to Deuces Live, Commerce Park is an anchor development focused on the community and driven by the inheritant need for new social destinations and flexible housing options.



22nd Street South Corridor

Filling a Void.

The Action Plan depicts Commerce Park as a future gateway to the district, however, the study stops short of activating the site or creating a sense of place within the community. In fact, the site is largely forgotten leaving a gap in the positive push towards a cohesive re-development of the 22nd street south corridor.  
We aimed to fill that void by taking language from the Action Plan to generate a programmatic needs list and concept diagram for the site. The macro components that will create new energy within the district are apparent and have been included in this redevelopment proposal for Commerce Park – Parcel 1.



What’s important?

- Employment Opportunities  
Create jobs that support local business and encourage entrepreneurs to move into WADA.
- District Connectivity  
Complete the walkable infrastructure along 22nd Street South, inclusive of the social engagement.
- Targeted Redevelopment  
Develop underutilized sites to stimulate growth while giving purpose to vacant and infill lots.
- Community Engagement  
Provide social destinations that encourage chance encounters and celebrate the WADA residents.
- Activate the Street  
Include park parks and street-facing exterior space for events, art festivals, and community activities.

Déjà Vu.

Our development design team has experience delivering projects of this scale and community need. The Troost corridor, an underdeveloped thoroughfare in Kansas City Missouri, has successfully transformed into a thriving community of retail shops, workforce housing units, and outreach commercial spaces. With over 20MM invested on Troost currently, we have successfully funded, designed, built, owned, and now operate +/- 250,000 sf across several properties. We will lean on this experience, along with our proven delivery model, to execute a community-driven and forward-thinking master plan of Commerce Park.



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# A Bird's Eye View.

Commerce Park services the community as a job hub while offering unique retail, food, and living experiences. This mixed-use redevelopment increases the appetite for users and promotes the virtuous cycle that will continue to grow the 22<sup>nd</sup> Street South corridor while generating new energy for WADA.



## Community-Driven Program.

### Retail Incubator

Focusing on young, new business, these 1,500 sf flexible spaces offer affordable, street-facing shops to grow a brand.

### Food Incubator

The food truck plaza allows local owners to affordably experiment with new concepts, while evolving their ideas beyond the confines of a traditional brick + mortar location.

### Social Park

Programmed exterior areas provide a free public destination for the Art Walk and artistic expression, along with a covered area for farmers markets, small concerts, and more.

### Anchor Tenants

Community service tenants - bank or coffee shop – are inclusive of drive-thru lanes for high-volume daily traffic.

### Workforce Living to Own

Affordable townhouses with garage access allow WADA residents to own property while growing their net worth.

### Workforce Living to Rent

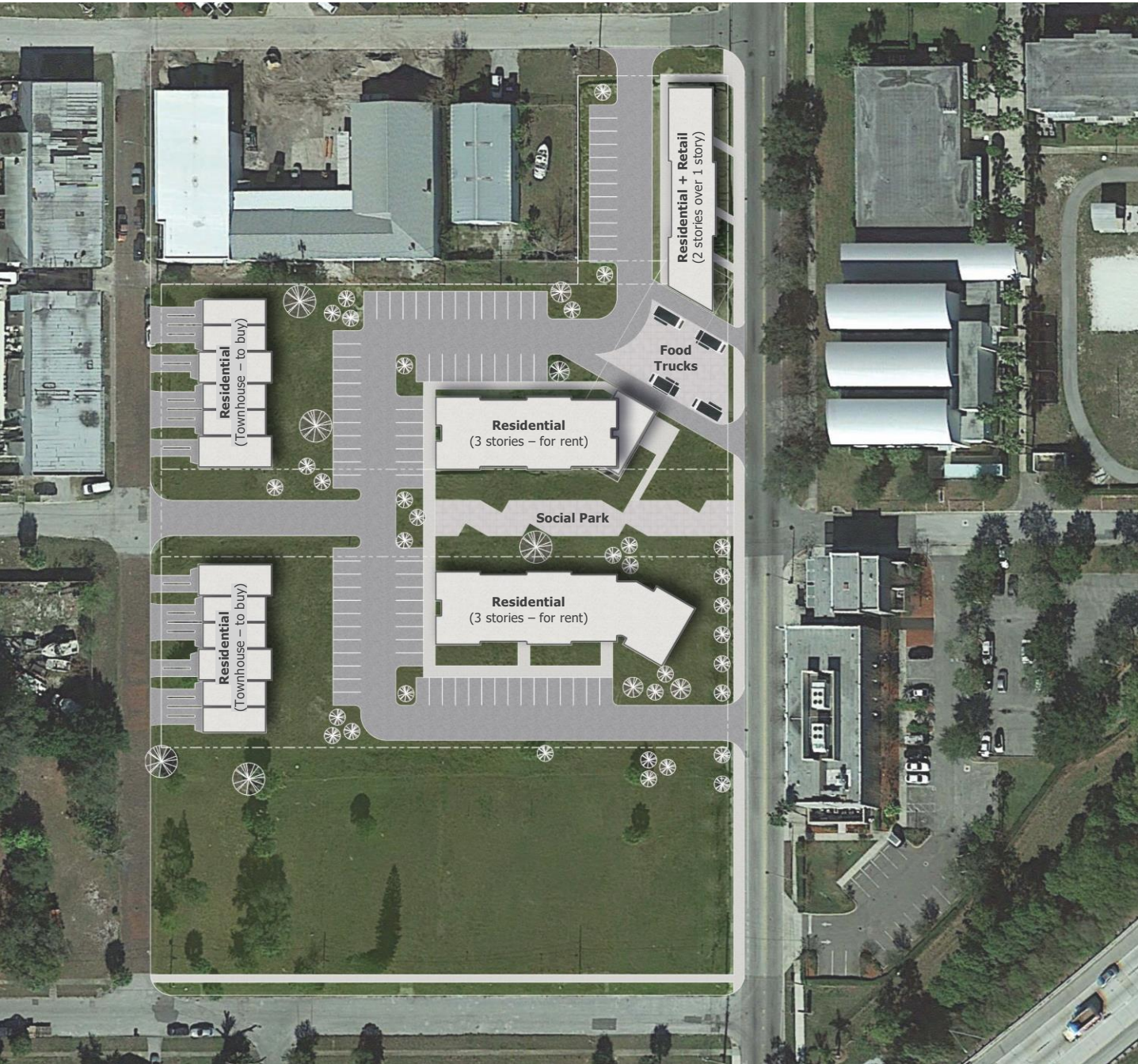
Compact loft units provide flexible living to residents looking for a central housing option along a redeveloped urban core.

### On-Site Surface Parking

The master plan includes ample vehicular parking allowing 22<sup>nd</sup> street to focus on walkability and pedestrian traffic.

### Gateway to Deuces Live

Inclusive of street-facing exterior space, Commerce Park becomes an entry point to the larger Deuces Live district.



## Site Concept.

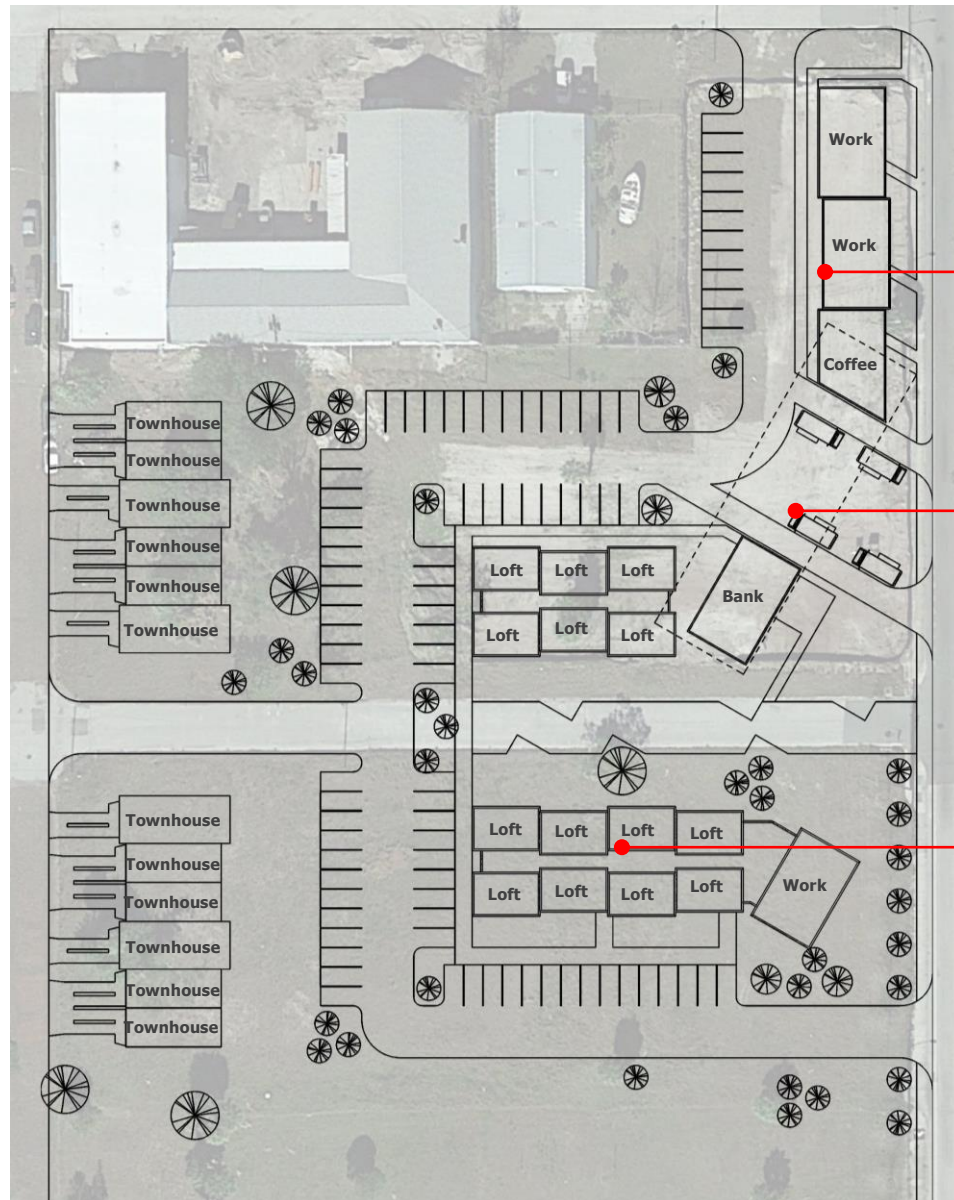
The community-facing design elements including retail, food, and anchor tenants will be constructed first. Focusing our efforts on completing the 22<sup>nd</sup> street elevation generates excitement and allows the residential component to follow in the success of the first construction wave. This phased-approach ensures a gradual lease-up and minimizes the vacant building effect common in large-scale development projects.



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# The Human Scale.

We provide early design services to generate buzz and discussion about the future of Commerce Park. Behind the scenes, we continue to work on design concepts and host neighborhood meetings to coordinate programmatic needs with the City and community members. With this input, the design will evolve, and construction plans will manifest. This transparent design approach allows the project to become both a social gathering place and an exciting place to call home.



Concept plan – first floor



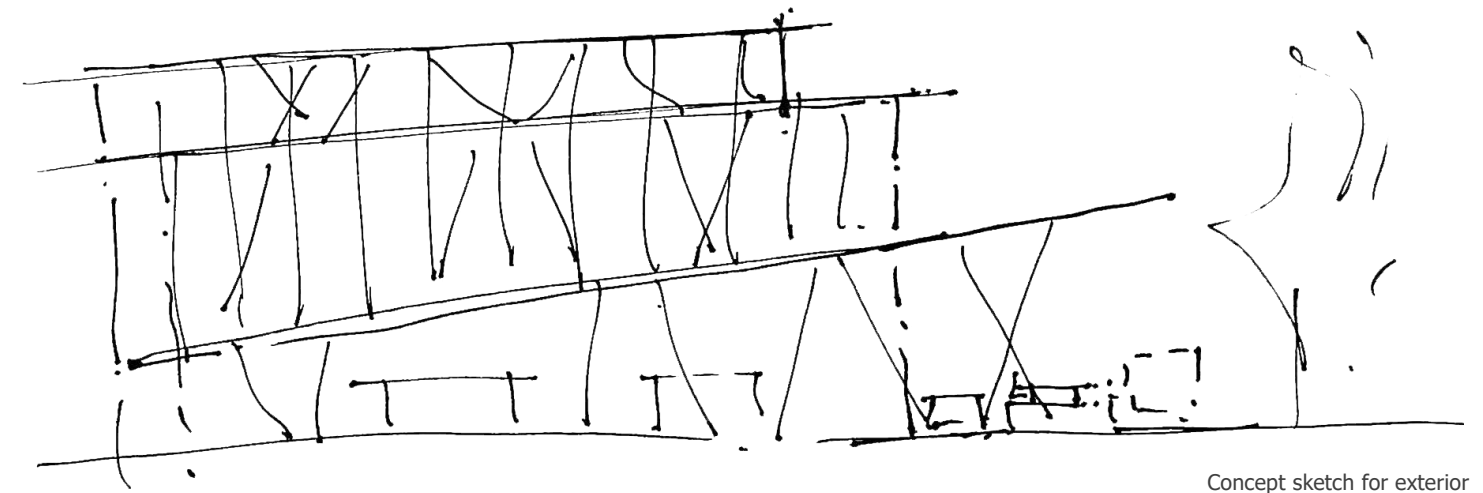
Inspiration | Work



Inspiration | Play



Inspiration | Live



Concept sketch for exterior

## Financial Approach

We will execute this project with our internal team of architects, developers, marketing + fundraising consultants, and investors. Working closely with the City, we intend to co-develop Commerce Park with an active community partner allowing maximum neighborhood engagement and input. This approach encourages a successful redevelopment, focused on generating a stable catalyst project that allows for inclusion of workforce housing.

## How and When?

The project will begin with a 12-month entitlement process, including project award and customary due diligence for a Phase 1 Environmental and soils testing. We will also conduct neighborhood meetings and work with local leaders to ensure a community-driven proposal is realized.

A 12-month design phase is expected with quick design work and expedited plan reviews for building permit. Marketing and leasing material will be available during the entitlement process to excite the neighborhood and promote a positive vibe towards these vacant lots. We will coordinate all design work including façade look/feel, streetscape, and scale with the City and WADA/Deuces Rising Action Plan.

The estimated construction cycle is 18-months from Building Permit to Grand Opening. We will competitively bid the design to multiple preferred contractors and award the project to include participation from the Small Business Enterprise. A strict turnkey construction approach allows us to deliver full projects on time and on budget.



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# Okay, but what does it all mean?

We see the development possibilities on the Commerce Park site, and believe this project brings renewed energy and life to the Warehouse Arts District. Our team has strong and diverse experience delivering revitalization projects, building upon the great neighborhoods that surround these infill, vacant lots.

Referencing the Warehouse Arts District + Deuces Live Joint Action Plan, we programmed the site to serve as a community job-hub with various workforce living options. The unique blend of retail incubators, food incubators, social park + food truck plaza, townhouses, and lofts increase the appetite for users and promotes growth along the 22<sup>nd</sup> street corridor, while keeping residents in the WADA neighborhood.

Our internal team of architects, developers, marketing + fundraising consultants, and investors will work closely with the City to deliver a community-driven experience. We will engage active community partners to co-develop Commerce Park maximizing neighborhood input and involvement.

We intend to purchase the property, beginning a 12-month entitlement process to include project award and customary due diligence for Phase 1 Environmental and soil testing. Behind the scenes, we will launch a 12-month design phase with early release marketing and branding packages to excite the district and promote a positive vibe towards the vacant lots.

Beginning with the retail, food, and anchor tenants, the community-facing design elements will launch the construction project. The residential components including lofts and townhouse will follow in the success of the first construction wave. This effort will culminate in a grand opening to celebrate a triumphant catalyst project turning an underutilized, vacant lot into a new gathering and living space for the district.

Thank you for reviewing this proposal, we look forward to the ground-breaking ceremony.



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We are excited about this opportunity, let’s get to work!



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