

**ECONOMIC DEVELOPMENT AND FINANCE
STANDING COMMITTEE MINUTES
Monday, April 3, 2023**

The meeting of the Economic Development and Finance Standing Committee was held on Monday, April 3, 2023, at 5:00 p.m. The following members were present: Commissioner Burroughs, Chairman; Commissioners Davis, Townsend, Stites, McKiernan, and BPU Board Member Haley. The following officials were also in attendance: Garner, Mayor/CEO; Debbie Jonscher, Acting Chief Financial Officer; Patrick Waters, Deputy Chief Counsel; and Monica Sparks, Deputy UG Clerk.

Chairman Burroughs said before I call the meeting to order, I want to announce that some committee members, staff, and the public are attending remotely via Zoom as well as on-site. All participants joining by phone should mute their phones when not speaking to avoid background noise. When speaking, please speak directly into the microphone to ensure everyone listening is able to hear your comments and to ensure a clear record is made. During the meeting, please make sure that you announce yourself by name and title every time you speak so the public that is observing knows who is speaking. This is critical given the number of remote participants and is the current guidance from the Kansas Attorney General.

The public is allowed to participate by Zoom or submit comments by email prior to the meeting. Those comments will be included in the record of this meeting. The public may also indicate their intent to provide remote public comments by contacting the Clerk's Office by 5:00 p.m. the Thursday before the meeting. The public also will have an opportunity to provide brief comments either by telephone or via Zoom from the 5th Floor Conference Room of the Municipal Office building.

Chairman Burroughs called the meeting to order. Roll call was taken and all members were present as shown above.

Chairman Burroughs asked if there were any revisions to tonight's agenda. **Monica Sparks, Deputy UG Clerk**, said yes, Mr. Chair, we have one revision to tonight's agenda. A blue sheet was issued adding item number three, Presentation Downtown Campus Project options.

Chairman Burroughs said our first order of business is the approval of minutes from our July 11, 2022 meeting, I do hope that members have reviewed those minutes of the meeting, and when you have a moment I would ask for a motion to approve.

Approval of standing committee minutes from July 11, 2022. **On motion of Commissioner Davis, seconded by Commissioner Stites, the minutes were approved.** Roll call was taken and there were six "Ayes," Haley, Davis, Townsend, Stites, McKiernan, Burroughs.

Chairman Burroughs said I do want to recognize that the Mayor is joining us tonight as an ex officio member. Welcome, Mayor, to the Economic Development and Finance Committee.

COMMITTEE AGENDA

Item No. 1 – 212322...RESOLUTION: AMENDING MASTER EQUIPMENT LEASE PURCHASE AGREEMENT WITH BANK OF AMERICA PUBLIC CAPITAL CORP

Synopsis: A resolution authorizing the Unified Government to amend its Master Equipment Lease Purchase Agreement with Bank of America Corp, submitted by Debbie Jonscher, Acting Chief Financial Officer.

Debbie Jonscher, Acting Chief Financial Officer, said this is a resolution amending our current Master Lease Purchase Agreement with Bank of America. Included in your packet you will see the resolution to amend the agreement, the amendment itself, and a list of equipment that was previously approved for lease finance by the Commission. So, I just wanted to talk a little bit about the amendments and the previous action that has been taken. This agreement was signed in 2021, so this is our second amendment to the agreement. The amendments are one year in term, so this amendment would extend this agreement to December 31, 2023. I do want to note that it also includes an amendment to the price formula. The formula that was in the original agreement when it was approved was the table that included the LIBOR rate. As of June 30th that table will be no longer updated. So, Bank of America has requested that we switch and modify the agreement to

include a new rate, which is the SOFR rate, which is a secure overnight financing rate. So, we just included a new table. We did review these with Bank of America as well as our Bond Counsel to look at the rate. I think we did an analysis but using both rates it came up pretty much the same rate for both tables. We do this as an alternative that can be used for the agreement.

Also, I guess just a list of equipment that is included in your packet that shows a total of \$6,000,000 for leased equipment, some of that is 2022 equipment that we did not receive prior to the end of the year so those are included in this year's packet as well as any new equipment that was included from lease finance in 2023. **Chairman Burroughs** said thank you, Debbie. At this time I'll ask if there are any questions or comments from the commissioners? Seeing none, I'll ask the Clerk if there's any comments received from the public? **Ms. Sparks** said no comments were received. **Chairman Burroughs** said now I'll recognize members of the public who wish to address the Committee, I'll ask the Clerk if there are any hands raised. **Ms. Sparks** said no hands raised. **Chairman Burroughs** said I'll then ask if there are any members of the public that are here on the 5th floor wanting to speak to this. Let the record show no one has come forth. Okay, with that, this is for action.

The only question I would have is the equipment that wasn't in last year, did we add anything for 2023, a new piece of equipment? I think Public Works had a request, I just don't recall. I know fire pumpers and stuff were from 2023 if I remember correctly. **Ms. Jonscher** said we have some street equipment as well as some Parks mowers that were from 2022. They were in the 2022 budget. Usually, when we finance at the end of the year when we create the lease schedules, we have to oversee the equipment when we do that, so if we haven't received it, then those carry over into the next year, which is what the top—you're looking at the schedule, the top portion of that is the equipment that has been carried over that will be included in this year's financing. **Chairman Burroughs** said thank you, any other questions? Seeing none. Has there been a motion and a second? **Ms. Sparks** said no motion. **Chairman Burroughs** said oh okay, I'll enter a motion.

Action: **Commissioner Davis made a motion, seconded by Commissioner Townsend, to approve.** Roll call was taken and there were six "Ayes," Haley, Davis, Townsend, Stites, McKiernan, Burroughs.

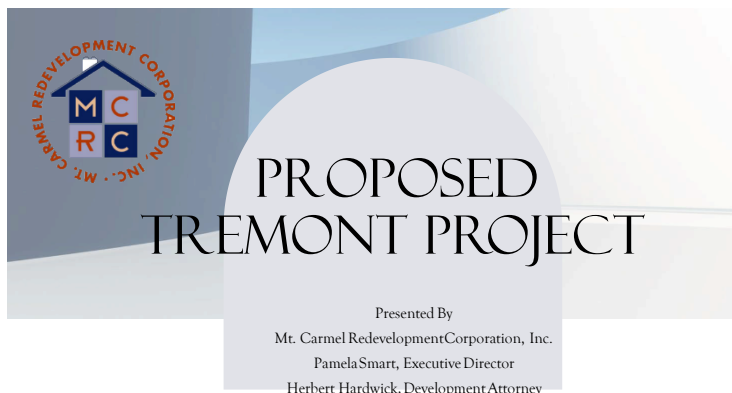
Item No. 2 – 212339...PRESENTATION: POTENTIAL MIXED-USE DEVELOPMENT BY MT. CARMEL REDEVELOPMENT CORPORATION

Synopsis: Presentation on potential mixed-use development by Mt. Carmel Redevelopment Corporation, submitted by Patrick Waters, Deputy Chief Counsel.

Patrick Waters, Deputy Chief Counsel, said I would like to request everyone from Mt. Carmel, their counsel, anyone who wants to come up. **Chairman Burroughs** said If you would announce your name for the record, please.

Pam Smart introduced herself as Executive Director for Mt. Carmel Redevelopment Corporation.

Herbert Hardwick introduced himself as Principal and Founder of Hardwick Law Firm LLC, Counsel to Mt. Carmel Redevelopment Corporation. .



Ms. Smart said we're before you to present a proposed project for the Tremont area. It's bound by Fifth Street to the east, Seventh Street to the west, Parallel Parkway to the south, and Quindaro Boulevard to the north.



MT. CARMEL REDEVELOPMENT CORP.

- 501c3 Non-Profit Organization
- Found in 1994 by the late Bishop Ervin Sims, Jr.
- Located in Northeast Wyandotte County
- Current Budget \$2.5M
- Community Focused

Soft Service Delivery
Revitalizing Our Community (Over 25M in the ground)

For those who are not familiar with Mt. Carmel, I just want to give you a little bit of history about the work that we've been doing in north-east Wyandotte County since 1994. We are a 501c3 non-profit organization. As I just stated, we were found in 1994 by the late Bishop Ervin Sims, Jr. We're located in northeast Wyandotte County. We currently have a budget of \$2.5 million and our community focus is on soft-service delivery and revitalizing the community.



PROJECTS COMPLETED

MT. CARMEL PLACE senior housing  MT. CARMEL PLACE 61 UNIT SENIOR HOUSING PROJECT	CARMELLE ESTATES single family 
---	---

What you see in front of you is a couple of projects that we've been working on. There's completed senior housing with 61 units of senior living with a community center that sits out front. That was a \$6.3 million project. We have Carmelle Estates which is a 44-unit single-family housing community. To date we have about 18 houses up, we have \$3.6 million in the ground to date.



There's the Mt. Carmel Church, which we recently completed. It's a \$3.1 million project, the large portion that you see, but there was another church that was built prior to that, you can see it through the trees. That was a \$650,000 project and then there's the Boys and Girls Club Youth and Family Center. It was a \$6.7 million project and to date all of that is in the ground. So everything that we said we were going to do in the master plan is nearly complete, with the exception of a few houses and we're working on those now.



Our projects for this year, we're working on a Wall of Fame that will be located on the corner of 11th & Troup. We're working with Taliaferro and Browne and some other partners on that project. The Mt. Carmel Church, that's a \$500,000 project, and as I stated earlier we're working on completing our housing in Carmelle Estates for another \$1.6 million.

DEVELOPMENT TEAM



- Pamela Smart Executive Director, Mt. Carmel Redevelopment Corporation
- Ervin Jason Sims Mt. Carmel Church, Pastor / Member of the Board MCRC
- John Harvey Development Specialist, Mt. Carmel Redevelopment Corporation
- Brandon Thomas Development Analyst / Finance, Mt. Carmel Redevelopment Corp.
- Herbert Hardwick Hardwick Law Firm, LLC
- Taliaferro and Browne Project Engineers

Our development team consists of myself, Ervin Sims, Jr., who is now the Pastor of the Mt. Carmel Church, John Harvey, who works for us part-time as a Development Specialist, Brandon Thomas, who is our Development Analyst and Finance person who works for Mt. Carmel, Herbert Hardwick, who is sitting here to my right, with Hardwick Law Firm, and then Taliaferro and Browne, who are our Project Engineers.



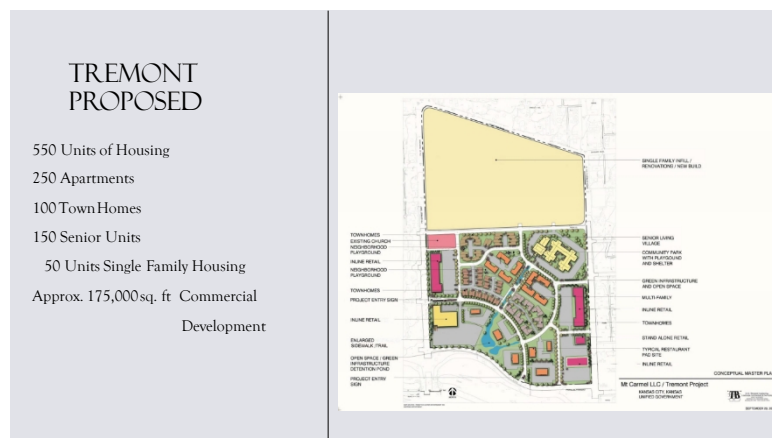
COMMUNITY COMMUNICATIONS

- Commissioner Gayle Townsend, District 1
- Tremont Neighborhood Group Vanessa Robinson, President
- Ground Works Rachel Jefferson
- Rev. Jimmy Banks Strangers Rest Baptist Church, Senior Pastor
- Rev. C.L. Bacchus Mt. Zion Baptist Church, Senior Pastor
- Rev. Jack Vaughn Evangelistic Center, Pastor
- Rev. Stevie Wakes Olivet Instructional Baptist Church, Senior Pastor
- Rev. John Jones Grace Holy Trinity Church
- Various Civic Leaders

To date we have had community communications with Commissioner Gayle Townsend, District 1. We've talked with the Tremont Neighborhood Group President, Ms. Vanessa Robinson. We've talked with Ground Works, Rachel Jefferson. We've talked with all of the Pastors within the area, and various Civic Leaders. We're in the process now of sending out notices to the residents that live within the boundaries that we're talking about. We believe that our project fits with the priorities of Economic Development and Mt. Carmel, because our goal, or our vision is to improve the life of residents in northeast Wyandotte County. We believe that our projects will create jobs. We believe that it will increase household income, it will generate tax revenue and it will build a stronger workforce.



This is the layout of our project if you will. It is broken down into two parts. So, there's Tremont North and Tremont South. Tremont North is dense with housing, and so we envision infill housing there or renovated homes, and they're all single-family. In the lower portion we envision—let me back up, I'm sorry. The green area is what's in the Land Bank, well the green area is green space and trees. Most of it is in the Land Bank, some of it is privately owned. What's in the red is abandoned properties that should probably be raised. What's in the blue is occupied properties that have been pretty much well taken care of except for up in the corner there on 7th Street, where you see the big blue block, that's a church. That church is fine and it will remain. What you see in the pink are properties that have been—people live in them, but they really are not habitable. They would need a considerable amount of work or those people would need to be relocated.



What you see before you now is our proposed project. We're proposing 550 units of housing. In the upper portion of the project where you see the yellow, that's the infill housing that we talked about before. There's about 50 lots up there that are vacant and ready for development. There's about 94 houses that people occupy and live in. Below you see we have more commercial

development there as well as housing. There's 500 units of housing there that consists of duplexes, triplexes, apartments, and townhomes. The senior citizen facility is up there in the yellow. I don't have a pointer, but in the yellow on the corner of Fifth & Parallel Avenue.

Chairman Burroughs said excuse me for interrupting, but I do have a question. It's hard, I can't read the legends on the side where I'm at, but the very top part that looks like a rectangle at the top, is that yellow that you're talking about where the new development is going? **Ms. Smart** said the yellow is where it is very densely populated there. So, there's 94 houses there that people live in and occupy. What we want to do in that area is infill housing. There are 50 lots up there that are in the Land Bank and that's an opportunity for single-family housing, and so that's what's in the yellow. The yellow would be Tremont North. What is below would be Tremont South. Tremont South, what you see in the middle, where all of those buildings are, that's housing. That's about 500 units of housing that consists of apartments, triplexes, duplexes, condominiums. The large yellow structure up in the corner, that's a senior housing facility. What you see in the dark pink, that's in-line retail. What you see in the yellow, in the bottom corner, that's retail. The small orange blocks that you see six of them around the pond, those are pad sites for restaurants. Roughly, four drive-throughs and maybe two sit-down restaurants.

What we think is unique about our project is we realized that in Tremont South there are some houses there that people occupy and what we would like to do is create a program that would give them better housing if they choose to stay in the neighborhood. They could move up to Tremont North or to some of the housing that we are currently building in Carmelle Estates. So, with that, we will take any questions that you have.

Chairman Burroughs said Committee any questions?

Commissioner Townsend said I really don't have any questions, I just wanted to express my appreciation to Mt. Carmel Redevelopment. Ms. Smart and Attorney Hardwick actually approached me in January of last year with this project. I thought it was important based on experience here on this committee here over the last eight or nine years to be strategic for the betterment of the community to start before Mt. Carmel came to this body, to reach out to the community, and see what they thought of it. Now, there's going to be a bigger outreach to individual citizens, but for

those people who have been institutional clients, the churches, some of the other neighborhood groups, these people have already been contacted, which I thought was important. I want to also applaud Mt.Carmel. In my tenure here since '13, this is the first group that has come up with outreach for a plan, what we, the Commission, have heard repeatedly in that time in terms of request for housing for all groups of people. Those who may be coming out of college, those who are maybe on the senior year and can remain in this area. The other thing I thought was unusual or novel in a good way, was Mt. Carmel's approach to person's who have invested by staying in that area and offering them an opportunity to remain there and in a better situation. I thought that was novel and appropriate as opposed to the only option being for those people to move out.

Particularly, facing the northeast area, lower property values, so yeah, even if you paid double what was there, what's that going to do if you have to move out. So, I thought these were very novel approaches to what the community has been saying they wanted. These things are not fast, so I am optimistic and hopeful that this project can be given a chance to move forward and succeed. It won't be fast, but the journey of a thousand steps begins with the first one. So, we are at the first one today. I do note, that I believe this is on the agenda for no action, but the ultimate option for the short-term is to make sure that these plots being presented tonight that are in the Land Bank are not crittered away. So, that would be my request. I know that this was for introduction only, so I'll leave it to counsel and staff is the best way to make sure these areas, particularly in the southern half and any that may be in the northern quadrant are secured for this project.

Ms. Smart said in addition, I would like to give some stats on what we've learned about the property if that's okay. In northern Tremont, there are 94 privately held residents. There are 33 privately held vacant lots. There are 50 lots in the Wyandotte County Land Bank. In the southern part, there are 64 privately held residents, there are 42 privately held vacant lots, there are 216 properties in the Wyandotte County Land Bank and there are 10 that are listed on your website as city property.



Commissioner McKiernan said, Ms. Smart, as I told you in our conversation the other day, I think this has tremendous potential. I support this, I'll go along with Commissioner Townsend and say that this would be absolutely exciting and I look forward to working through the steps of getting to where we can make this happen. Actually I have that last slide which has three items of requested UG support. The first of which is transfer of the Land Bank properties located within the proposed project site. While we don't transfer at this point, our agreements are options. I will just tell you that I would fully support putting a hold on any action on the properties within the boundaries of the southern half, and in my mind, one of the reasons that we originally created the Land Bank was so that parcels and land could be amassed, in mass, so that it could go toward a project like this. I think that holding all the properties within your proposed zone would be consistent with our original intent for the Land Bank and I would fully support doing that. The other two items you have in terms of infrastructure and potential incentives, those would be things that we would collaboratively work through as this moves forward, but as a first step, I would support just putting a hold on those Land Bank properties until we've had the opportunity to work further on this. **Ms. Smart** said thank you, Commissioner.

Commissioner Davis said I am giddy about this. I am excited about this. Just to bring some sub-levity, this is massive for Wyandotte County. It is massive for KCK. I'm jealous that it's not in my district, Commissioner Townsend. I have a lot of residents that have, whether they grew up in the northeast or they still have strong connections, there's a lot of people all over the KC metro that have strong connections to the northeast and just wants to see this area of our city thrive, and so, thank you all for taking that first step and putting your neck out there to really risk this and you are not rookies. Ms. Smart, you laid out your pedigree and the qualifications. I do want to ask Mr. Hardwick and I can let you off the hook. Can you speak to some of your experience in development and things that you've done just throughout the metro area and how that applies to what we're talking about now?

Mr. Hardwick said absolutely Commissioner, thank you for the opportunity to come before you this evening. As noted, our law firm has been in business since 1991. We are a public finance, project finance, real estate transaction and development firm. So, we're specializing in both finance and real estate transactions in development. We work in 15 cities throughout the country. We are one of the few minority, women-owned firms in the country that have the expertise that we have. We've worked on a wide spectrum of projects locally. Everything from the entertainment district in downtown Kansas City, the Loews Hotel, the KCI Airport, and Arrowhead Stadium. We've also switched over and we've also worked on affordable housing, low-income housing tax credit transactions, and deals for seniors. Many of the multi-family housing development deals throughout Kansas City proper we've been involved in over the past thirty years. We've also been involved in strip shopping centers, the development of grocery stores, both either from a financing standpoint or from a redevelopment standpoint. We've set on various agencies on the KCMO side.

The TIF Commission Economic Development Corporation serving the counsel, so not only do we do the transactional work, we understand and represent agencies and boards. So we're pretty converse when it comes to finance and development. It was interesting that this project was a large-scale transformative project. We're working on two or three projects on the Missouri side that are very similar in nature. One is located at 63rd & Prospect. It is a \$200 million mixed-use redevelopment project that has been underway for the past three years. We're also working down 18th & Vine. If you drive through there now, there is a great project, 1900 Vine, a six-story multi-family development project that we served as counsel for on that transaction. There are other redevelopment mixed-use projects that we've been involved in. Not only do we do the work in Missouri, we do the work in Chicago, St. Louis, and we do finance work in cities like Philadelphia, New York, Atlanta, Dallas, Houston and so and so forth. We've been fortunate to have a great experience. We're very fortunate to serve as counsel for Mt. Carmel. My family, I grew up in the Mt. Zion Baptist Church under Reverend Bachus, so when he started ten years ago, I'm sorry, many, many, years ago, he just retired, so we have known him for the duration and we have folk who live and reside on the KCK side. So this is not unfamiliar territory for me and my family, but it's a tribute that we would have an opportunity to serve Mt. Carmel in a transformative visionary project such as this.

Commissioner Davis said thank you, Mr. Hardwick. I wanted the public really for that to be put on record that we do have two really experience developers and people that are really

bringing this project forward. I am in support as well about putting a hold on these parcels and you all putting that application, we get that process going. I look forward to working with you all. This is going to be a partnership. When we met I said this was going to be a marathon, not a sprint, we are looking at a partnership dare I say a marriage to really, really carefully and thoughtfully get this project done. It's been a long time, so I'm excited.

Mr. Hardwick said I just want to underscore the point that in order for a project of this magnitude to be successful, it is critical that the UG and the stakeholders support this effort. This is not an effort that Mt. Carmel and I think most developers could take on by themselves. So, the thought is and the hope is that is going to be supported by the leadership of the Unified Government. The Mayor's leadership, across the board, if you will, along with the community members and stakeholders. So, that is the hope of support in order to execute a project such as this.

Commissioner Stites said we don't want you to take this on yourself. We want to be partners and it's, as you were speaking, I seen, Ms. Smart, I didn't have the opportunity to talk with you, but you could see the excitement in your eyes as the comments were coming through that this is so important to you. I too, agree, that for the 16 months that I have been up here, we have talked a lot about northeast investment in housing, in jobs, in what we need to do. I am very excited that this is one of the projects that we can get behind that is going to do what the people have been asking us to do. One of the things that I wanted to ask you was, you said 18 of your single-family houses are in the ground right now. Of those single-family, are all of them occupied? **Ms. Smart** said yes, all of them have been sold, and we're in the process now of building two more. **Commissioner Stites** said two more? **Ms. Smart** said yes. **Commissioner Stites** said the total amount was how many? **Ms. Smart** said 44. **Commissioner Stites** said 44.

Ms. Smart said what I can say to you, Commissioner Stites, is that the original master plan was for 44, but the plan changed somewhere along the way, so we may not be able to get 44, maybe more like 33, 35, and we're working on building those out. So, we've got two that are ready to come out of the ground. We are in the process of dealing with the Osage Nation. That has held up the project until we can go through the surveys and things there. Then we're also working on North Valley where we are preparing to put eight homes in the cul-de-sac around North Valley. We are doing the pre-development work there now. (**Commissioner Stites** was inaudible.) **Ms. Smart**

said I guess one of the barriers that we're having is we've been trying to get these houses built out but we've had so many struggles with environmental issues. We started on 11th Street, we had to go through two and a half years of environmental inspections and all that. We finally got the all-clear, we started the construction, got down 16 feet before we got good soil because the hole was full of bridge material. So, then we had to move to 12th & Garfield and then came up with the Osage Nation. So, we've got to do all these surveys before we can move forward. We have permits, contractors, we have funds, but the project is at a halt until we get those surveys done. **Commissioner Stites** said well, and you've stuck it out. **Ms. Smart** said oh yeah. **Commissioner Stites** said that shows your commitment. **Ms. Smart** said yes, absolutely. **Commissioner Stites** said you've put two and a half years so congratulations on that. When Commissioner Davis asked—Legal they're kind of the pedigree and it just went on and on and I'm not saying, but you know what it shows, it shows. It's nice that you guys have brought forward a proposal that shows all of the folks you have reached out to in your communities. You know we sit here and we have those different proposals that are brought to us and then we have to go back and say well why didn't you go involve these people and talk to these people, and your doing that. That's great, you've got some very impressive folks on your list, and I too support the hold on the Land Bank for this project and look forward to being a partner of your guys. **Mr. Hardwick** said thank you. **Ms. Smart** said thank you, Commissioner.

Chairman Burroughs said Clerk, does Senator Haley have his hand up? **Ms. Sparks** said yes, he does.

Mr. Haley said thank you for recognizing me, I appreciate it so much being so. I certainly wanted to add how excited I am as it bears repeating for what has been presented here for this mixed-use of what has been a continuation there at Mt. Carmel that Ms. Smart and Mr. Hardwick have brought. I have had the good fortune of watching the Mt. Carmel redevelopment from its infancy and to see it now, it blossom as it has, and to have the discussion of how we'll hold, hopefully, those parcels that in which their interested, is something that I am hopeful we will do as we continue to mutually work on it's growth. I appreciate Mr. Hardwick and Ms. Smart for what you've brought before us today. I know this is not an action item, but at such point in time that it will be, as was stated, where the city might or where the Unified Government might be participatory and lend some assistance,

I hope that we will be able to add something, as well as the state. There are some areas within state government that might be of some equal assistance as well. I know that our utility, speaking as one member of it, will be happy to make sure that those hookups on these expansions go well. So, I just wanted to, again, commend the project that has been brought before us and the very thorough explanation of it and to lend my excitement as someone who has been involved, remember Ervin Sims, Bishop Sims, and the vision that he has and the expansion that is being so well implemented that was outlined here this evening, and thank you Mr. Chair for that recognition.

Mayor Garner said I just want to say that I'm excited. I'm excited for Wyandotte County. I mean when you talk about investing in the disinvested and what you all have brought forward is something that is really comprehensive. It's just not in fill here or a little something here, or a couple lots here. You all have really done a good job of really planning, and planning to create neighborhoods, quality neighborhoods with the quality development that the people in that part of our community have been asking for and that they deserve. So, thank you for bringing this proposal forward, thank you for having the vision, thank you for the thoughtfulness, thank you for the time you've put into connecting with the residents and key stakeholders, and thank you for just having the vision and the energy to say that the northeast area of Wyandotte County deserves better than what they've been getting. Bringing again key good services and resources, and more importantly housing, for those people that deserve to have quality neighborhoods that they can call home and so thank you for that. As Mayor, I do support any positive initiatives that come forth from Mt. Carmel and anyone that wants to bring those types of quality development to the northeast, to Wyandotte County, we support you, we embrace you, and again, thank you so very much.

Chairman Burroughs said it looks like a master plan in our master plan, but heavy lifting. At this time I'd ask the Clerk if any comments have been received from the public. **Ms. Sparks** said no comments were received. **Chairman Burroughs** said I'll now recognize members of the public who wish to address the committee. I'll ask the Clerk if there are any hands raised by the public who wish to speak. **Ms. Sparks** said there are no hands raised. **Chairman Burroughs** said we do have members of the audience that would care to speak. You will be given up to three minutes to make your comments. Please state your name and city of residence for the record.

Carolyn Wyatt said I really like what I'm hearing. I had talked to Pam Smart maybe a few months ago and they was telling me what they were trying to do for the northeast area, and I thought it was great, and I think it is great that we can blossom. That we can have some really good homes. Whatever they are going to do, I am in favor of it, and I'm glad to meet Mr. Hardwick and Pam. Thank you very much.

Greg Kindle, Wyandotte Economic Development Council, said I just wanted to echo what several have already said. We've had a chance to meet several times with Ms. Smart and Mr. Hardwick, along with several departments here at the Unified Government. So we had an opportunity to kind of already do some deep diving with the Mt. Carmel team, which I think is fantastic to already have a pretty cross-functional team already working on this. I do want to randomly tell you that I think we're going to need to be fairly aggressive on this project. So, while we would certainly support putting a hold on the Land Bank lots, I do want you to remember back to your Standing Committee Special Meeting just last week where several commissioners mentioned being aggressive because that's exactly how we're coming forward with this project to ensure that we can figure out the most aggressive way to offset the costs that are going to come along with this project to have a significant investment, well over I'd say probably a hundred and fifty-plus million, and it'll be a fairly expensive project. So, if you want what you want, we're going to have to figure out how to be aggressive with it. I think we have a plan and may have some ideas about how to make that happen, but I wanted to preemptively tell you that this will be a fairly aggressive project to put forward, but we are super excited to be a part of it early on and appreciate Pam and Herb for their work already.

Chairman Burroughs said no other comments?

Commissioner Townsend said I'd like to thank everyone tonight who's expressed their support. I know there are others who couldn't be here tonight, but this is just the beginning. So, support for this project would be an ongoing need and when Mr. Kindle mentioned aggressive—that can have negative context in the minds of most people, but he's talking about we may need to employ eco-depot and economic methods in a different manner to make this happen. So, aggressive in a positive way, but that may be what is needed in this area of town to make this a reality. There may be some

changes, but the thing is to keep moving forward, and I think the fact that time has been taken already to be methodical is important. So, we look forward to working with other members of the community to have the same type of outreach and the information given to them. One of the churches has already offered their place for meetings, so we're looking forward to that. For the sake of clarity, I believe there may be some empty lots in the northern half as well, and I think it would just possibly make sense to look at this as a whole and also hold those lots as well. I will ask counsel what will be the next step needed to achieve that whole, what needs to happen now?

Patrick Waters, Deputy Chief Counsel, said sure Commissioner. My understanding is that there is already kind of an informal hold where staff is on the lookout for any applications and would notify the Commission if that occurred. Next month for the Neighborhood and Community Development we will bring a formal resolution to set the hold. I think I have the information from Ms. Smart about all the parcels that they would want included. So, yes, we can have that ready.

Commissioner Townsend said so it can formalized for action next month that way? Okay, I was just—I know that Ms. Smart and Counselor Hardwick have a list of those, and just want to make sure that solidifies for the record. So when staff is checking, they have something to check against. Appreciate that, thank you. Thank you again very much for wanting to come to District 1, and how you've worked with me and others to try to get this going. Many of times I've had to bite my lip, Okay, so we need something in District 1, well like Sam and Dave said, hold on, it's coming, but you can't tell everything you know at one time. So, thank you very much.

Chairman Burroughs said any other questions or comments? I do thank you for the time you have given us this evening and your success in Mt. Carmel so far, well we guess success, I anticipate moving forward. So, we sincerely appreciate your presentation this evening. Thank you so very much. **Mr. Hardwick** said thank you so much. **Chairman Burroughs** said committee, that was for information only, there was no action needed. So, we'll move on to item three.

Action: For information only.

Chairman Burroughs said Item 3 is the blue-sheeted item in our packets this evening, that is the presentation of the Downtown Campus Project options.

Item No. 3 – 212207...PRESENTATION: DOWNTOWN CAMPUS PROJECT OPTIONS

Synopsis: Presentation of proposed options for a Downtown Campus Project proposed by Lanier United, LLC, submitted by Patrick Waters, Acting Chief Counsel.

Chairman Burroughs said the presentation will be conducted this evening by I believe Patrick Waters, who is our Acting Counsel, and he will then defer to Todd LaSala, Mr. Lanier, and his counsel. So, Patrick?

Patrick Waters, Acting Chief Counsel, said absolutely. I'm going to turn it over to Todd LaSala from Stinson.

Todd LaSala said you have in your packet an executive summary of the Lanier Amended and Restated Development Agreement for the Downtown Campus.

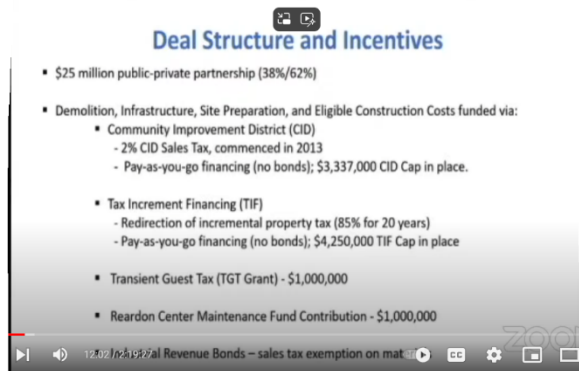


Amended and Restated because, you may recall, that this development agreement has been around for a while and has been amended multiple times. So, you'll hear me tonight refer to comparisons against the original agreement. I really mean the original agreement as amended three or four times. So, my presentation will really focus and emphasize the changes from that prior agreement to the agreement that's before you tonight. I'll start with changes to the project itself. This, as before, is a mixed-use project at the site of the current Reardon Center and it's mixed-use. It includes multi-family space, an apartment complex, market-rate apartments, and the apartments have grown a bit. There are more units in this Restated and Amended Development Agreement than in the prior agreement. It's up to 85 to 100 units versus the 75 to 85 in the original agreement. It continues to include five units of workforce housing, based on the household income for those

units. There's a new provision added to the agreement that says that the quality of those workforce housing units is required to be the same as the market-rate units in the building.

The project also continues to include 7,000 square feet of retail on the first floor, but in the prior agreement most of that space about 6,000 feet was to be a fitness center that is no longer part of the equation for this project. The new Reardon Center that would be delivered with this project, is as it was, in the amended agreement, 7,500 square feet of first-class multi-purpose to seat 325 people for community events. There was also a component in the original project that is no longer a part of the project at all and that was athletic fields. There was a 38,000 square foot recreational athletic field that is no longer included in the proposed project because there is now an alternative use for that land and there's no longer control of the land and the developer really doesn't have the relationship with the operator for land, that it had before. So, that is off the table at this point.

I'll say or word or two about the timing and then move into the financing. When it comes to the timing, our commencement date, and our completion date for the project, those thresholds are really measured based on when we would approve the agreement, when we would close, and so forth. They are really the same time periods as we had in the prior agreement. They kind of flowed with this project as it's moved forward. The thing that is new and different is that there is a contingency period, for the developer to put its financing package back together again for this project. We would also, in that contingency period, bring forward some changes to the TIF District and the project plan. So, if we go forward with this and the Commission approves this, you should expect us to come back with some technical amendments we would need to make to the project plan and district plan. This agreement would provide a final 270-day contingency period to satisfy those conditions and at the end of that period, the development agreement would terminate if we haven't closed before that time. So, that's new. That is an automatic termination after 270 days, unless the parties would agree to extend it. It automatically terminates and shuts down, so it really is sort of the final contingency period for this development agreement.



A word or two about the financing package, similar vehicles to what we've used before. The project budget has grown to \$25 million and the public-private ratio for this project has also grown slightly by 2%. The changes really are about the cap for CID which has grown by \$300,000 as you can see in this slide. So the new cap would be \$3.3 million. Again, that's up \$300,000 from the original. The other change of significance is that the TIF Cap has grown to about \$4.2 million from the original TIF Cap, which was three. So, with the growth of the budget, there has been an increase in requests for incentives in the area of CID and TIF. The TGT grants that have always been a part of the project, that number remains the same, as does the contribution from the Reardon Center Maintenance Fund.



One other component that is perhaps worth talking about here is the developer's pursuit costs. As you know this project has been out there for a while. The developers spent a lot of money designing, trying to finance this project. Our development agreement really says that the access to TIF money and CID money isn't really there, it's not available until the project is completed, with

one exception. This \$884,000 of pursuit costs that the developer has previously incurred would be eligible but not until we close. If and when we satisfy all the conditions and close and the developer is irrevocably committed to going forward, at that point they could submit for 37% of those pursuit costs and be reimbursed from the CID. There are two other milestones to recapture those pursuit costs. One is at four months into the construction cycle, and then the final disbursement of these pursuit costs would be available at a period, which is eight months into the the construction cycle for the project. The rest of the development agreement is largely the same, but these are I think the highlights of the changes to the development agreement. I'll stop there and, of course, be happy to answer any questions you may have and I know that Mr. Lanier and Mr. Fields may have a presentation as well.

Chairman Burroughs said thank you committee, any questions?

Mayor Garner said the pursuit costs, could you describe that a little more in detail and what that actually means and what has been expended as far as pursuit costs? Do we have receipts or anything to validate that to substantiate that amount of \$884,000?

Mr. LaSala said sure, Mayor, I'll say a word or two and then I'll let the developer speak to it as well. The pursuit costs I think you'll find are largely soft costs related to design, construction, legal fee, and work on the project up to now. Mayor, there is a very detailed process within our development agreement about Certificates of Expenditure that are required for the developer to submit to us to review in detail exactly what you're talking about to validate those costs before they can ever be paid. So, that process does exist in our development agreement and it would be subject to the same rigor and the same diligence and review that we would do for all of the costs related to the project. Wesley, do you have anything?

Wesley Fields, Legal Counsel, for Lanier United, the developer managing partner at Brian Cave Leighton Paisner, 1200 Main Street, Kansas City, MO. To answer your question, Mayor, these costs are folded within the larger budget themselves, they're not a separate and apart from the rest of the cost associated with the project. The only distinction between why we're calling these pursuit costs as opposed to the normal development cost is a factor of timing in terms of when they get reimbursed. Todd's point, the same documentation that we would submit for all other

development costs to substantiate those costs were in fact incurred would be submitted in this instance as well. So, does Willie have or does Lanier United have documentation to substantiate it, well, yes, he does, and I'll have documentation to support all the other costs that would be incurring in connection with the project. This is a request and an accommodation to Lanier United in connection with the amount of cost that have been incurred and then carried over this past year in connection with the project to try and release that to put them in a better position to finance the project going forward.

Chairman Burroughs said any other questions?

Commissioner Townsend said Counsel, I'll address this to you. Both Counsel either/or. It is my understanding that the pursuit cost did not necessarily arise because of delay, but these were costs that would be part of the project anyway like a return?

Mr. LaSala said yes, Commissioner, that is correct and I should have probably said this. They are not on top of the other financing that's provided. They're included within that CID cap that we've always had. We also frankly, in the original agreement, had a concept related to these same costs to provide the developer some access prior to completion. So, as Mr. Fields says, it really is a question of timing, it's not anything additional to the other financing that's part of the project.

Commissioner Townsend said okay, the other question I have for clarity, you mentioned the contingency period clause is 270 days. **Mr. LaSala** said that's right. **Commissioner Townsend** said when would that period begin? **Mr. LaSala** said the day we execute this development agreement. **Commissioner Townsend** said okay, and if, within that time period, it does not come to fruition for whatever reason, money and funds are not available, then that would automatically terminate. **Mr. LaSala** said that's correct. That concept is new and somewhat unusual for our development agreements, but it really is a way of saying this is the final contingency period for this project.

Commissioner Townsend said okay. Just my thought on that, it also seems to me to indicate that Mr. Lanier thinks he can do it because it sounds like it's an all or none. I didn't think I'd heard that before, but that to me sounds like there's a lot of confidence here that they can back up with the money so I just want to clarify for my understanding.

Chairman Burroughs said Commissioner Townsend could you talk into your microphone, please.

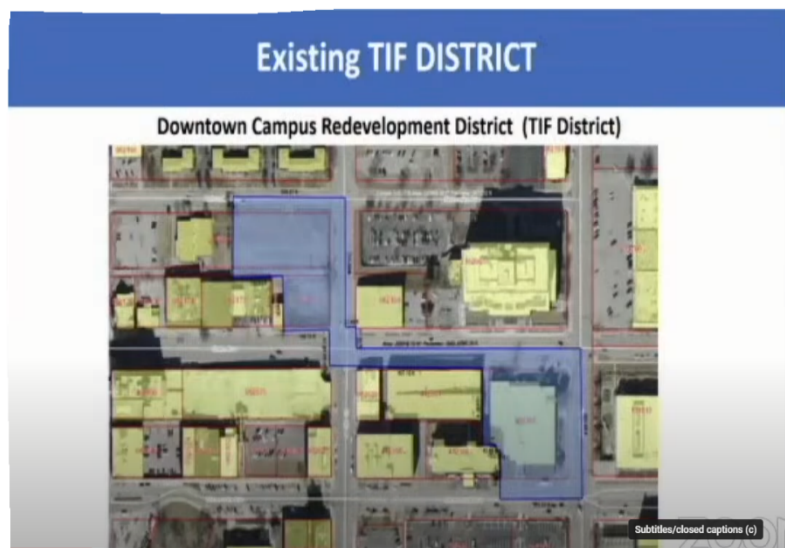
Commissioner Townsend said I'm sorry. Let me repeat it quickly. This new contingency that really is a drop-dead kill, that's it as I understand it. If funding is not achieved and the developer does not move forward after this, it seems to indicate to me a level of confidence and inspiration about what they have said they can do, so I'm optimistic about that and if not, then that's the end of the discussion.

Mayor Garner said these are past, are there any additional pursuit costs that are being factored into this moving forward? **Mr. LaSala** said the answer is yes, there's another say \$200,000 of cost that the developer could have access to prior to completion that would be treated the same way as the pursuit cost for timing purposes. Again, it's the same type of costs that are embedded within the budget. It's not anything additional, but there is a total of a little over a million dollars total that the developer can have access to prior to completion. **Mayor Garner** said so that cost could rise as we move forward is what you're saying? **Mr. LaSala** said yes, that number is limited. These numbers are hard-wired into the agreement. The pursuit costs are treated in a particular way and that \$884,000 number is not going to change, There is another number that is related to pre-development costs that is also hard-wired and is \$200,000. That number won't increase either. So that is the maximum amount that can be reimbursed prior to completion, unless you do an amendment, those numbers could not change. **Mayor Garner** said for my clarity, this cost prior was already factored into the entire arrangement as an estimate of what it would cost to get this project up and running. So, there's nothing new or anything that is out of the norm because this was already part of the original financing agreement, is that correct? **Mr. LaSala** said I think that's probably right. The developer might say the only thing that's different is the amount of time that those costs have been carried. **Mayor Garner** said okay, thank you.

Mr. Fields said I think this relates to a timing issue of when the costs actually get reimbursed. Does it happen at the completion of the project or has it happened prior to the completion of the project? So, we've carved out, as Todd has indicated, pre-development cost and pursuit cost as a finite amount of dollars, not to exceed that finite amount of dollars, to be reimbursed prior to the completion of the project.

Chairman Burroughs said any other questions? Mr. LaSala I'm looking at the handout and I'm looking at Exhibit D2 and I want to ask this question prior to getting into any other questions people might have. I see Exhibit D2 and committee it's about, I don't know, 10 pages in from the very back, and what it is it's a picture of the plan as it was originally proposed with the sports field.

Mr. LaSala said we may have a slide of that, we do.

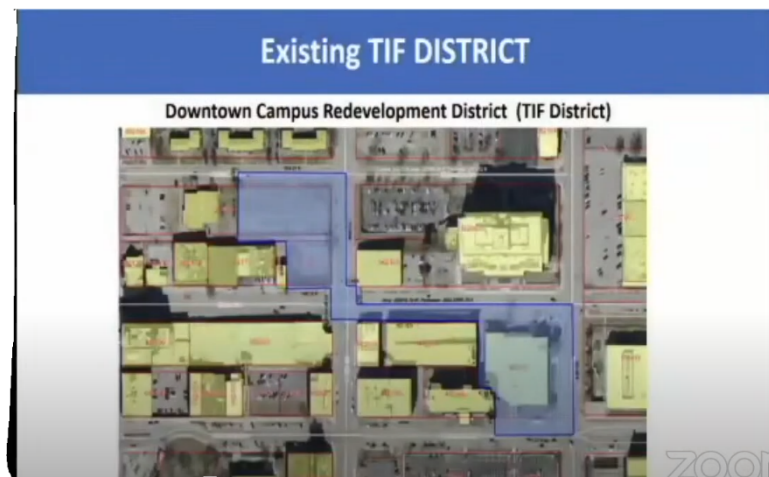


Chairman Burroughs said that shows the sports field which is no longer there. **Mr. LaSala** said that's right. **Chairman Burroughs** said so the next question I would have, going to the next page, it shows Item 1 and Item 2. I want to get some clarification. When we say the Reardon Center in this plan, this calls for a new Reardon Center detached from the development building, the multi-residential building, and still proposed at the east side of the parking garage. Is that correct Mr. Lanier? **Mr. Lanier** said that is good, that is correct.

Chairman Burroughs said thank you for that clarification. I just wanted to make sure because we've had so many proposals before us that talked about redoing the Reardon Center, building on top of the Reardon Center, changing the dynamics of the Reardon Center, and this was the original proposal as it came forward to have that facility built at the northwest corner of the northeast part of I believe it's State Avenue. **Mr. Lanier** said that is correct.

Mr. LaSala said, Commissioner, while you're here and while we have this exhibit up, when I was talking earlier about how we have to amend the district ultimately, this is the picture I'm talking about that we need to fix because that is the existing TIF District the way it stands

today, but now that we're removing the athletic fields component from the project, if you were to go forward and approve this Amended and Restated Development Agreement, we have to go back and amend that district to fix that so that the district only includes this Reardon Center site and we remove that jog down the street to what used to be the athletic field site. **Chairman Burroughs** said if I may, and Mr. Lanier, you may want to check with counsel on this one, I believe that you said that was acceptable, that the new proposal does not include the field, sports field. **Mr. Lanier** said that is correct and I believe that the current 6th & State location is currently being considered for development by the Community College, and so it is not an option for development as part of this proposal as well, but I am here tonight to speak about the Reardon Center at 5th & Minnesota and so forth.



Chairman Burroughs said great, thank you I appreciate that clarification gentlemen. I think there's been a lot of confusion in reference to the proposals as they came forward and we have an opportunity tonight to get a clearer vision as to what this development truly entails and it would be doing you a disservice if we didn't take that time and opportunity this evening to get that correct, so I sincerely appreciate your patience with that question, thank you.

Committee, any other questions? Clerk, does Senator Haley have his hand up? I don't see it. **Ms. Sparks** said he did.

David Haley said I appreciate again this review of this. As many of the questions that have come up, I continue to want to get some clarity. Does anyone happen to know offhand what the current space is of what was the Reardon Center? That part that is now designated for 7,500 square feet.

That would be for kind of like the Bartle Hall of KCK for lack of a better analogy. **Chairman Burroughs** said, Mr. Haley, who did you—**Mr. Haley** said whomever might know. I don't know how much space we're downsizing to or the proposal has to go to 7,500 square feet. That would be from the current size of? **Chairman Burroughs** said Mr. Haley, if I may, you want to know what the current size of the Reardon Center is to see what we're getting with the new 7,500?

Mr. Haley said right, I'm sure it's a significant downsize is that 5%? 7,500, 5%, 10%? What would that look like? I'm trying to get in my mind for those of us who hope to see and continue to hope to want to see some sort of space that's maintained in the community orientation that was with the center, the Reardon Center. What are we moving down to? I mean I do appreciate that the gym won't be there anymore. They won't have the workout area. I appreciate the expansion to 100 residential units. So, I think we're probably getting saturated with residential quite a bit, but what are we losing in terms of should this proposal move forward in terms of what the Reardon Center represents now to downtown KCK? **Mr. Lanier** said I can give some input. **Chairman Burroughs** said please Mr. Lanier, and if I may, I think part of the clarification if I may, Senator Haley, is what will change the design of the Reardon Center will be a two-story. What was the occupancy rate on the lower half of the Reardon Center? I think that is what many of us think of as quote "The Convention Center" because that's where the public facilities were, it's where the kitchen was at, and the main ballroom. Then we had the upstairs that had I think an art gallery and a few other meeting rooms and I think that might be part of the confusion with the question, and Senator Haley, I hope I'm not doing you disservice by expressing that.

Mr. Haley said no, you are helping me bring the clarity actually, Mr. Chair, to the question, and thank you for your clearer articulation of what I'm trying to find out here. **Chairman Burroughs** said if I may, Mr. Lanier, I believe that LaVert Murray is ready to respond to that with that information. It may be information that he has access to so, LaVert, please.

LaVert Murray said in response to the question, the ballroom area is approximately 30,000 square feet. If you will envision the Wyandotte Room, which is upstairs, the Wyandotte meeting room is 5,000 square feet and what is proposed to replace the Reardon at 7,000 square feet is just a couple of thousand square feet larger than the Wyandotte room upstairs.

Mr. Haley said Mr. Chair, Mr. Murray, thank you. Which was the Wyandotte Room? Was that the one with the museum, I mean, or the I remember the structure of that, but which was the one? **Mr. Murray** said the Wyandotte Room is just to the east of the McCarthy Art Gallery. So,

that's your larger meeting room just to the east of the McCarthy and I assume that's what you're calling the museum. **Mr. Haley** said okay, I don't know whomever we can look to for what the 7,500 square feet, and to be honest with you all the other parameters that have been discussed, I'm wildly supportive of with the exception of losing the Reardon Center and what it uniquely means to a downtown or to any city to not have some sort of viable convention space. I'll just put that right on the table. Members of the committee, those who are presenting, and wherever else, we need to have a significant, in my mind as a member of this committee, as a member of the BPU, as a member of the legislature, we, Kansas City, Kansas need to have a viable, attractive convention center-style space beyond the Municipal Auditorium. That's just my one opinion, but I think other people understand where I'm coming from, and so I don't know what 7,500 feet would look like, how it's configured, what the size of the ceiling or roof would be, how attractive it might be for bringing in various entities to hold that and that is my outstanding question. I won't belabor the issue further, but just know as we move forward, that's the only hesitancy. The only hesitancy on this one members from my position, and I thank you.

Chairman Burroughs said thank you, Mr. Haley. Anybody want to respond to the comments that might be made? Yes, Mr. Lanier.

Mr. Lanier said thank you for the comments. I believe that there might be a discrepancy in terms of the actual square footage for the meeting space within the convention center. If we, per our architectural team and the amount of resource and information that we've done for the past three to four years, we believe that the meeting space is in the area of approximately 15,000 feet. That is what we consider, we traditionally know as the downstairs, we go downstairs in the Reardon Center you have three banquet rooms there. So, that would be an approximately 15,000 feet. The kitchen size is additional square footage, which is much, much, much larger than a traditional kitchen for that size of a property. The overall Reardon Center exceeds over 40,000 square feet, but that's because you have a lot of circulation area upstairs and downstairs with large hallways and so forth areas, underneath the escalator. You have a large, large backroom for storage and capacity and so forth. You also have an upstairs where you come in off Minnesota, and there's a significant amount of space upstairs that is also space that didn't typically have the type of usage

over time. I do want to point out that when we aimed and presented this option, it was to be at a minimum of 7,500 square feet and it has the opportunity to be larger.

Our research showed us that the 325-400 people would be seated at table rounds within 7,500 or 8,000 square feet, and speaking with Peachtree Hospitality, their leadership team out of Atlanta who owns the hotel, who is in line to operate the facility for us as well, they have been hand-in-hand in our discussions from a design standpoint and believe that the market bears that size facility would be consistent for today's market based on the competition around the 435 metro area and so forth. So, we should actually try to clarify my statistics and so forth but I do believe that the meeting space, the three ballrooms on the bottom lower level are approximately 15,000 feet. We will reduce that and have a different type of configuration where we had better usage of the space. So, although we're going down to 7,500-8,000 feet, we could accommodate a very well-current 2023 design that would allow for us to be a first-class facility with a lot of technology and compete in the open market place and that's what we will be building here. Our architectural team is BIM Architects. They've been in Kansas City, operated for over 40 years. So if you look at their working capacity, their history shows that they have the ability to create great public assembly facilities and I think that the community would be more than pleased with how this building would perform in the presentation of this building. **Chairman Burroughs** said thank you, Mr. Lanier.

Mr. Haley said yes thank you, Mr. Lanier, thank you, Mr. Chair. So, a brief follow-up would be that this then these units, the housing, and the other workforce-related units would be on top of the existing space or adjacent to and I'm sorry I don't have the diagram or blueprint in front of me as proposed, but where would that 7,500 and then the ancillary space be in relationship to the others, above, below, or to the side, or a combination? **Mr. Lanier** said what I'm going to do to respond to that statement is turn it over to my attorney, Wesley Fields, and he will present on the screen here some images that will help you better understand that. **Mr. Haley** said thank you very much.



Mr. Fields said this is a rendering that we've provided to you in the past, to give you an indication of what we anticipate the site will look like upon completion. **Chairman Burroughs** said, Mr. Fields could you put your microphone a little closer please so that the audience can hear and we want to make sure that we're able to record this accurately. **Mr. Fields** said yes sir. This is a rendering that we've provided to this committee before. It shows the depiction of what we believe and anticipate the site will look like upon completion. I think there's a slide that's missing. **Chairman Burroughs** said it's building on the low on the right-hand side? **Mr. Lanier** said on the lower right-hand side is the convention center. The newly built design convention center that is adjacent to the BPU parking garage. That is connected from State Avenue to Minnesota by a breezeway that would allow for the Federal Courthouse to be engaged in the commerce of Minnesota. So that it would allow for a passageway for visitors, employees, or whomever to ultimately be able to pass through the site and come to Minnesota to go to the Merc or any future retail development. On the 5th Avenue side of the parcel is a multi-story apartment building. That apartment building starts on Minnesota, turns the corner, and heads down 5th Avenue. That department building will be separate from the Reardon Center. So, you have two buildings on the site. Apartment building and a dedicated convention space. The convention space will be, as I presented earlier, a well-designed and most of the square footage is in the meeting space.



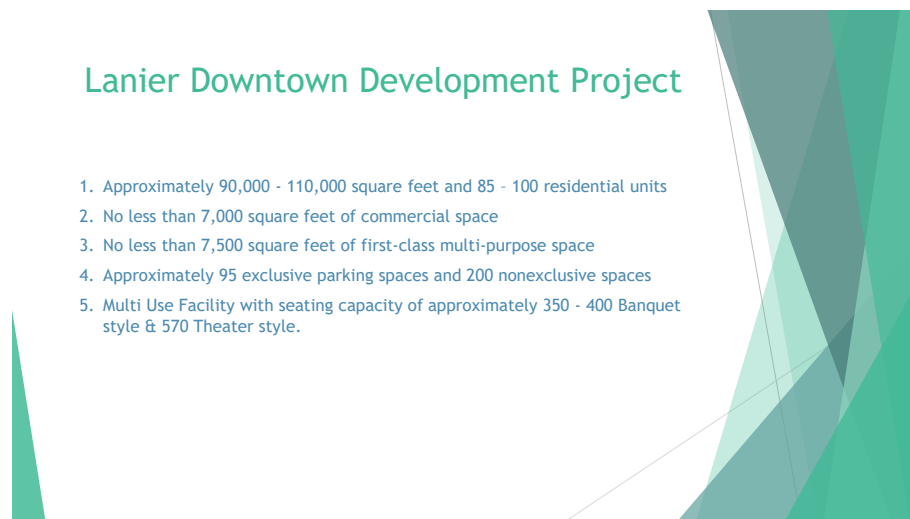
As you can see, you come right off the sidewalk there and practically a very small, smaller entryway that can still be accommodating to users, but then you enter to the meeting space as well. This design worked very well because we have a relationship and a parking agreement with the BPU in order to have customers or guests utilize the parking garage and the hotel is nearby as well. So you have the same type of proximity and so forth to the parcel and to the building. So in order to create a sense of place, we did receive communication from the Downtown Shareholder group regarding a public park and a green space, we'd try to incorporate that into our plan. We're trying to check several boxes in terms of creating a public place where people can gather, we can create housing, we will create commercial usage on the first floor on the Minnesota side and then I'll create a brand new convention space that would allow the hotel to actually get out there and bid on new contract opportunities for groups to come in and so forth. The hotel has approximately 150 rooms. Not approximately, it does have 150 rooms, and so therefore it's not going to go after business that needs 200-300 type rooms. So, right now the Reardon Center is being right-sized for today's market, and we started this research, we did studies around the city from the architectural standpoint, and this is pre-COVID, and so we already understood at that time what the best size for a facility to be with all of the new facilities that have come running around the market, around the city right now.

After COVID, it's even exaggerated the way to really define public spaces and what type of business could come, and on top of that, help the hotel have financial operations that would allow them to be profitable in terms of operating a convention space that needs to generate revenue off pro head, keep operating costs down, and try to be profitable. Right now the current facility

did not have an operating kitchen for over nine or ten years at least in the predictional research and so the hotel says they want to be able to control food, prep, and sell the space. Right now the old way of doing business in today's environment that's so competitive, you aren't able to bring in third-party caterers because most of the profit goes out the door to the caterers. So we were in very—t we had a lot of focus and intent on how to best design something that would work for this community from operation standpoint and the visual appearance as well.

Chairman Burroughs said thank you, Mr. Lanier, committee any other questions? Any other comments?

Mr. Fields said I can continue to walk through this PowerPoint if you'd like me to. Todd touched on this a little bit as he talked about the actual terms of the development agreement.



You'll note these are the elements of the development agreement that have been refined slightly from the last time we came before you. 90,000-110,000 square feet for that mixed-use building, 85 -100 residential units. Todd's already alluded to five of those units would be workforce housing and this is up from the 70-85 units that we had in the previous iteration of the development agreement. No less than 7,000 square feet will be commercial space on the first floor of that mixed-use building. Previously we had indicated that we thought we would bring a fitness center to that location. Now we have opened it up to more commercial uses, not exclusive to a fitness center, and likely will not be a fitness center. Mr. Lanier has already alluded to the square footage that will be within the Reardon space itself, no less than 7,500. We're estimating anywhere from 7,500-

8,500 square feet of multi-purpose space, usable space that will permit anywhere from 350- 400 banquet-style seated guest. If we were to do a theatre style seating, you could accommodate up to 570 people. As Mr. Lanier already indicated, we spent close to four or five months negotiating with the BPU parking agreement that would accommodate not only the residential space, but also the multi-purpose space at the newly built Reardon Center, 95 exclusive spaces for the residents.

Lanier Downtown Development Project

1. Approximately 90,000 - 110,000 square feet and 85 - 100 residential units
2. No less than 7,000 square feet of commercial space
3. No less than 7,500 square feet of first-class multi-purpose space
4. Approximately 95 exclusive parking spaces and 200 nonexclusive spaces
5. Multi Use Facility with seating capacity of approximately 350 - 400 Banquet style & 570 Theater style.



Then up to 209 exclusive spaces for a guest that would attend the Reardon Center for events.

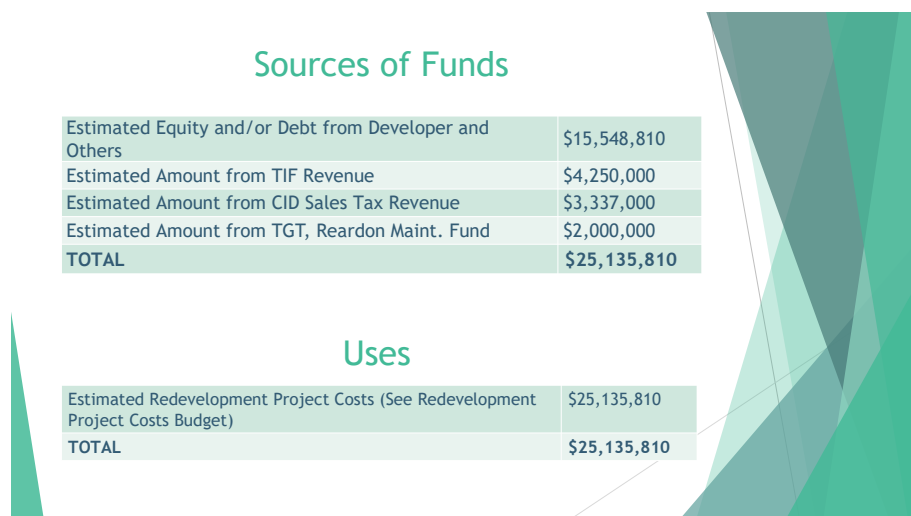
Lanier Downtown Development District Development Schedule

- ▶ The Developer contemplates an 18 month construction build out from the date of Conveyance of the Project Site.
- ▶ Architectural/ Engineering - May - August 2023
- ▶ Construction Start Date - September 2023
- ▶ Construction Completion Date - February 2025



The construction timeline would be virtually similar to what it was in the previous development agreement, about 18 months that would include and that's from the commencement of construction to the completion of construction. We have the pre-development architectural engineering

occurring May, it's approximately August of 2023, and then construction to start this fall, and then ending at the beginning of 2025.



Our sources of funds and uses are, as Mr. LaSala had identified in his presentation, about \$4,250,000 of TIF revenue, \$3,337,000 of CID, and then a combination of \$2,000,000 of the TGT as well as the Reardon Maintenance Fund. That rounds out to be around 36% of the total cost, which is commensurate with where we were in the previous iteration of our development agreement. So, the costs have gone up slightly, the developer's contribution has gone up and as has the UG's requested contribution so we still maintain that percentage of public-private participation., and that concludes our presentation Mr. Chairman.

Chairman Burroughs said great, thank you. Madam Clerk, are any hands up? **Ms. Sparks** said there are no hands up, we do have one hand that just came up from Community Conscious Action Network.

Chairman Burroughs said okay, I will get to them. I just want to make sure if any of the Commission members that are joining us remotely, I know that Mr. Haley is in Topeka and is not here and I just want to make sure there's any other questions he has, he has a chance to ask them.

Mr. Haley said thank you, not at this time.

Chairman Burroughs said I do have LaVert Murray that would like to speak. LaVert, you have additional information? **Mr. Murray** said I do. You have to forgive me, I just received copies of the agreement today around 4:00 P.M. so I'm still going through the agreement, but I did have a couple of questions just to seek clarification and maybe Mr. LaSala, Mr. Lanier, or Mr. Fields

can answer those. But as I interpret the agreement, the pursuit costs, for example, there's a difference when you look at the reimbursement and the expenditures of public funds versus what is identified as pursuit costs and that schedule is different because as I read it, the pursuit cost timing will start at closing. When I look at the agreement, closing is determined by when you actually close. You don't start construction, but you close and you're ready to take down the property. I would point out, and not to be critical of the project, but you could take it down, take down the ownership of the property, and not commence construction. So, I just wanted to point that out, but if you are eligible for part of the pursuit cost payment at the time of closing, that means that before a shovel goes into the ground, the project team is eligible for \$325,000 reimbursement up front, is that correct? **Mr. LaSala** said yes, that is correct, 37% of the pursuit costs are available the day you close, and then the next threshold is four months into construction, but what Mr. Murray says is correct.

Mr. Murray said okay, and the other thing, I did look for the Exhibit E in the agreement. Exhibit E spells out the TIF costs and provides for a budget for the TIF fund use. Exhibit E pursuant to this agreement is not attached and thus to be attached later. So, again I just wanted to point out that if you approve this, without Exhibit E and without some knowledge of how the true TIF dollars will be generated and used similar to and you have agreed to adjust the site plan for the TIF because it includes the land on Nebraska, etc., and I think that certainly makes sense, but I just wanted to point out the Exhibit E, which is referenced as a part of the expenditure breakdown is not attached. **Mr. LaSala** said, Mr. Murray, with great respect, the Exhibit E will be the TIF project ordinance that we need to redo. Exhibit H is the Exhibit that includes the total project budget including the breakdown of the elements that are CID eligible versus those that are TIF eligible and those that we would reimburse with TGT. It's Exhibit H and not E, if that helps, but it is here. **Mr. Murray** said and like I said, I had a limited time to review and the agreement states E, so I look for E and so I hadn't had a chance to get to H yet. **Mr. LaSala** said okay, and my apologies if there's a typo somewhere, here and we've got the wrong exhibit listed. If that's true, I promise I'll fix that and I'm sorry for any confusion related to that.

Chairman Burroughs said okay, so Mr. LaSala, I understand the Exhibit H is Exhibit E. **Mr. LaSala** said well no, Exhibit H is the budget, and if the internal references are calling for a budget that's attached as Exhibit E, we need to fix the internal references, but H is the budget, it is

included. E, at least in the list of exhibits, is the ordinance that we're going to attach when we fix the project plan.

Mr. Fields said yeah it looks as if page two is where I see Exhibit E in the development agreement and it does in fact—I'm sorry, the Exhibit E, I see that on page two of the development agreement and it references as Mr. LaSala just pointed out the TIF project ordinance. **Mr. LaSala** said yeah, but Mr. Murray's right, when I look at section four, about the financing, it is referring to H, so, that is a mistake on my part. These exhibits move around on us sometimes as we negotiate in draft. So, that is a mistake, Mr. Murray, and that is my fault, but we will clean up those internal references.

Chairman Burroughs said great, thank you, and I'm sure throughout this contract, as extensive as it is, and many of us had an opportunity to read it over the weekend and staff, I do want to thank you for getting this to us in a timely manner. That was one of the concerns as Chair, that members have requested of me to ensure that we have a timely opportunity to review your documentation before we're blue-sheeted and Mr. LaSala, I appreciate you being here to explain in person the nuances of the contract and the agreement. That helps considerably to expedite the discussion we're having this evening. If there's no more questions from the Commission, I will now ask the Clerk if there are any comments received from the public? **Ms. Sparks** said no comments were received. **Chairman Burroughs** said Clerk, I will now recognize members of the public who wish to address the committee. I'll ask the Clerk are there any that's remotely joining? Are there any members joining us remotely who care to speak?

Ms. Sparks said we do have a hand raised from Community Conscious Action Network. **Chairman Burroughs** said okay, please. **Ms. Sparks** said go ahead and speak.

Louise Lynch said I'm from Community Conscious Action Network. First, I just want to say that you know KCK, we are a first-class city, with one convention center. If we tear it down, we will have none while you go ahead and put through this proposal that you have. You know for a meeting conference center of 7,500-8,000 square feet as opposed to 30,000 square feet, which is a huge difference. You are going to be putting in housing, but the housing of mixed-income, what does that look like? What about the people of lower income? The other thing that I want to focus on is that in hearing Mr. Lanier talk about it being more compact, and the entryways are reduced, and

this meeting space are reduced, that may sound good, except to somebody who utilizes disability accommodations. I can tell you that I have been in many Peachtree Hotels across this nation and there is not great room for people who are in a wheelchair or disabled to get around. If you are condensing already the space that used to be 30,000 to 7,500, you've limited that. If you're talking about now also, as Mr. Lanier said, making smaller the entranceways, so if someone has a disability device be it a walker, be it a wheelchair, there's not going to be much room for other people to go around if you are condensing that space. You talk about you can have how many tables. How many of them are comfortably able to accommodate with that kind of space a wheelchair, a mobility scooter—**Ms. Sparks** said one minute remaining—**Ms. Lynch** said to hear that these things are reduced and the bathrooms are reduced, people with disabilities need to have larger spaces. We need our convention center of 30,000 square feet. We need to use the building that we have. We need to not misplace the economic growth that can happen in the northeast by putting this there and knocking down our convention center, also, destabilizing our Hilton Center, and other businesses that we can be bringing in to this. We've spent a million dollars on the roof. I would strongly urge you not to vote for this and if we can't get all these slides up now and get the corrections done while we can see it, I would really ask you not to vote for this until it is ready. They've had four and a half years—**Ms. Sparks** said your time has expired. **Ms. Lynch** said thank you.

Chairman Burroughs said thank you, Ms. Lynch. Okay, any other hands raised Madame Clerk? **Ms. Sparks** said no other hands are raised. **Chairman Burroughs** said are there any members of the public here that wish to address this. You will be given three minutes to make your comment. I ask that you introduce yourself by name and residence and please three minutes.

Ellen Wyatt said I live at 359 Troup. I am not against development at all. I love development. Now you said they're going to reduce the size of—so the meeting room would be smaller than the convention center space that we have right now. You have to realize when they have conventions, you don't know how many people are going to be there, plus when you have class reunions, they're pretty large and then you have space for dancing. I don't think we need to reduce our space, if anything, you go bigger. Wyandotte County always have went smaller on things. I think we need to look for the future, that means bigger or the same, and I think through all the conventions that

the churches have, I don't know how many churches you have here in Wyandotte County, but when they come for a convention, it's a large number and so we don't need to go smaller. We need to go larger if anything because you can use the space for everything. Anything you think you might need, you'd have the space, but if you make it smaller then you're limited.

Also, the workforce housing, I'm not against housing at all. I think housing is good, so I'm not against that. I'm thinking that—when you take away from what you have, then you're really not serving the people. I live in the area, I've been in this area all my life and I've always been at the convention center for different programs, different dances, the reunions, everything and I'm thinking that we just need the space. The other hotel there now, is that going to be eliminated, torn down, the other hotel? **Chairman Burroughs** said if your question is the other hotel being torn down? That was your question Ms. Wyatt? **Ms. Wyatt** said yes. **Chairman Burroughs** said not that I'm aware of. **Ms. Wyatt** said oh, so it'll still be there? **Chairman Burroughs** said yeah. **Mr. LaSala** said the hotel is going to remain. **Ms. Wyatt** said okay, so like I said, I'm not against development, the only thing I see here is that we need our space.

Stevie Wakes, 533 Oakland Avenue, said there is a concern for space. I think that is a major concern within the entire community. As a Pastor in Kansas City, I do know that the National Baptist Convention USA Incorporated plans to host the National Baptist Commission USA this fall and the beginning of this project beginning prior to then or commensurate with the time that you plan your project will also interfere with that, or any other convention that plans to come to our area. Thank you.

Reese Towers, 709 N. 6th Street, said I'm in favor of new development, but I am asking that we keep our Civic Center. We don't have any other convention center here. As a person who owns a couple businesses, I have over 200 vendors. We look for places to put these, to house these 200 vendors. I do not want to take them over to KCMO, I want to keep them here, where I'm from, so I can do business in my own city. So, I'm in favor of the development, but I ask that the developers will actually see what the community wants instead of listening to other people that don't actually live in this community. I like how Mt. Carmel did it. Mt. Carmel went around, they did a survey, they spoke to the needs of the people. If you all can think about collaborating with them, coming together, and see what the actual need of the people want, because I'm telling you we want our

convention center. We have too many churches here, we have a lot of black-owned businesses and Hispanic businesses that are coming into the city. We need our own convention center. We shouldn't have to go anywhere else but to Wyandotte County. Thank You.

Daniel Silva, President/CEO of the KCK Chamber of Commerce, 727 Minnesota Avenue, said, now I'm going to read a prepared statement. The KCK Chamber of Commerce is greatly encouraged by discussion of the plans for a downtown convention center. The Chamber supports Economic Development in Wyandotte County that improves and enhances the community through increased tax revenue, workforce expansion, and collaboration with local business. The KCK Chamber of Commerce supports a downtown convention center that can host up to a thousand people. KCK's ability to host events, conventions, and conferences will greatly enhance downtown KCK's visibility, attract businesses, and support our local business owners. We proudly represent 500 members across the metro and we see tremendous benefit in having the convention center that meets the needs of the community. Thank You.

Alan Carr, Executive Director of Visit Kansas City, Kansas, said I live at 441 Armstrong Avenue. I'm just a block away from the proposed site where this will be. I am happy to be here to talk a little bit about tourism in our community. We've done such a great job of using tourism as an economic development tool to bring visitors and new money into our community. One area right now where we are mightily struggling is meeting facilities. We currently have no operating meeting facilities in Kansas City, Kansas attached to a hotel or adjacent to a hotel that we can bring a large meeting into Wyandotte County. I use the example all the time our State Tourism Conference is about 250 people. We can't bid to host that conference right now because we don't have the facilities to host that event, and we feel that every day. We, just since the first of the year, have heard from 10 different groups looking for meeting space in Kansas City, Kansas.

Under one roof is what a lot of groups are looking for so, you have something that's attached or near to a hotel. Those events represent approximately 4,000 hotel room nights that would bring about \$371,000 into our community. We cannot bid for any of those events right now. So, just since the first of year, we've lost those opportunities. So, we need meeting facilities. We do know that there are some outside of this project that are on the horizon, that you've information about. Margaritaville, I know will have a large convention and meeting facilities. So, what we

want, our board has not taken a position yet on this project, so I'm not going to speak specifically to that, but what we see and what we feel like we need for visitors here in Kansas City, Kansas is a downtown meeting facility. We think it's very, very important to have meeting—**Ms. Sparks** said one minute remaining—**Mr. Carr** said facilities in downtown Kansas City, Kansas, especially near the Hilton Garden Inn. It was built with the Reardon Center to be it's meeting facility so it is suffering as a result. We need development that will bring activity and vibrancy into downtown Kansas City, Kansas and we need to build the gateway into our community off of I-70 onto Minnesota Avenue, making it a vibrant place where visitors want to come and visit. So, I hope you look at this both from the short-term potential of what we can support downtown, but also from the long-term potential of what we need throughout our community. We are in the process of working to develop a destination master plan. We were just starting those discussions. I don't think that exists in Wyandotte County so that we can be smart about the tourism development here, but we do need meeting facilities here in Kansas City, Kansas. Thank You.

Greg Kindle, Wyandotte Economic Development Council, said and a resident of Kansas City, Kansas. We concur largely with what Alan just talked to you about from Visit KCK. The calls we get, we often send them to Alan's shop to inquire about meeting spaces and banquets, but those are actually the calls that we tend to get. They're not so much about large events. They typically tend to be more about large meeting spaces, quality meeting spaces, and that's really what I wanted to kind of differentiate from some of the other speakers is that if you choose not to go down this path, which walking away from a \$25 million investment in our downtown core is something that you all have talked quite a lot about, the investment into the downtown. Then, what's the next step because we have not had anybody else walk forward to kind of make that kind of investment in the downtown and as a result of this project alone, you all know that many other projects have already been delayed because folks are watching this conversation unfold in the public as to the time and how we've done this project. What I would say is that if you're not going to do this project, then you need to have a game plan for what you're going to do with the existing Reardon Center.

Now, there's varying opinions about what that's going to cost, but it's anywhere from 5-10 million plus just to get it back up to speed and if we're not prepared to make that kind of investment into this facility, then it's going to continue to sit there and deteriorate. So you would

be then put in a position, in my opinion, as both the Economic Development Council trying to help you market the downtown, helping you market this county, that don't continue to leave us in a lurch about what you want the downtown to look like, and how you want us to advance forward because this will make a decision about our Economic Development activities because it will continue to affect the way that folks interpret how we are moving forward in the downtown area. I think Mr. Lanier and his team have been very forthcoming and they've been very open to working with the Unified Government, with us, we've enjoyed working with them. The Unified Government team, they've had multiple of different types of options presented. This is the option that you all have consistently—**Ms. Sparks** said one minute remaining—**Mr. Kindle** said that you want to proceed with and we would just say look if you don't want to go this direction, that's perfectly fine. We're enamored with the fact that we would have quality space and it is important that whatever the ultimate development agreement comes out with that we are in fact talking about a technologically advanced, high-quality meeting space, not just one big room, and I don't think that's what Mr. Lanier has in mind, but I think it's important that if we're going to build it then let's build it very, very nice, but if we're not, then we need a different plan, and we need one pretty quick to put money into that facility. Thank you.

Joey Ortiz, Burns McDonald, said I am the past chair of the Chamber of Commerce and also the co-chair of the Public Policy Committee for the Chamber. I want to state something Daniel said earlier that I want to make sure that we're clear on. The Chamber is not endorsing or saying that this needs to be a thousand-person facility. We do need a larger convention space here in Wyandotte County, we believe that strongly. We're not necessarily saying that this needs to be that. We're saying that we do need one of those here in Wyandotte County. We support economic development in Wyandotte County and most importantly what we support is moving forward with economic development and not seeing things stall or stagnate. So, the more that we could move things forward, the more we support economic development in our community and I just wanted to make sure that we clarified that. Thank you.

Chairman Burroughs said any other comments from the fifth-floor conference room?

Mr. Murray said since the question came up, I think perhaps Mr. Kindle raised questions about, or someone did, about the cost to rehab the Jack Reardon Civic Center, and don't know if all of you are aware of it, but just a couple of weeks before the Interim County Administrator left, a report was provided to the Interim County Administrator covering the costs to reopen the convention center and, of course, six or eight months ago, there was a full-blown report covering the total rehab costs for the convention center. I just wanted to point out that the Facilities Management staff in their review as reported to the Interim County Administrator indicates that it would cost approximately two and a half million dollars to open the facility and that could be done fairly quickly. The report that I mentioned that took place six or eight months ago, showed a total rehab costs, meaning to renew the convention center to make it look new, would be from \$6-\$8 million dollars, but since that came up, and since Mr. Kelly did provide this report, I felt I needed to share that with you. Thank you.

Chairman Burroughs said any other comments or questions? Committee? I think we've had public comment. I think this is the third time. I think it may be the sixth time I've had presentations on the will of the Lanier project so this thing has cooked along quite a while. Mr. Lanier for the benefit of a few of us, 7,000 square feet, and maybe LaVert Murray can answer this, what is the square footage within Memorial Hall ballroom? Do we have an idea how many square feet the ballroom is upstairs? That might give the perception for some of us as to what 7,000 square feet may look like. **Mr. Murray** said sorry Commissioner, I don't have the information on Memorial Hall, and I don't recall the size of the meeting space on the second floor. I can tell you that the ballroom area if you will, the main exhibition area within Memorial Hall is smaller than what you have at the Jack Reardon Civic Center. **Chairman Burroughs** said thank you, that gives you somewhat of a picture perception as to what sizes might be. Of course, upstairs is a little bit different than downstairs. I know that, Mr. Lanier, you had mentioned that the kitchen area, 7,500 square feet, would any of that be taken away for the kitchen or is that exclusive of the kitchen space? **Mr. Lanier** said that would be exclusive of this kitchen space. **Chairman Burroughs** said thank you, I appreciate that verification. Committee we've had plenty of discussion.

Commissioner Stites said, Todd, you might be able to answer this as to someone, I think it might have been Greg, that brought up but I'm not 100% sure. They talked about the Margaritaville.

Margaritaville is going to have a convention center and if I'm not mistaken, is it roughly 30,000 square foot? **Mr. Kindle** said I think that's right. **Commissioner Stites** said so there will be a venue in Wyandotte County that hosts a meeting space, 30,000 square feet right? Now, I know that's out west and it's not downtown. **Mr. Kindle** said right. **Commissioner Stites** said but now, what I also want to say is we don't have just hamburger stands or hot dog stands. We have steak, we have chicken places, we have fish places, all meeting spaces don't have to be the same. We need to be just like housing, it's not all single-family, it's not all duplex, it's not all apartments. We have to have a variety and I think the question here is, what I keep going back to, is 7,500 square feet with the ability and I want to make sure that I'm right when Mr. Lanier spoke that it's flexible. I mean we can if it turns out that 75,000 which is, what I got was about 350 seats, but it can expand. If we had an event that needed more space, it could flex up to the 15,000 square feet. **Mr. LaSala** said I'll let him speak to flex space. **Commissioner Stites** said okay. **Mr. LaSala** said just to be clear, our agreement says no less than 7,500. **Commissioner Stites** said okay. **Mr. LaSala** said they get into their marketing and they decide to build 8,500 or 9,000 feet that they're welcome to do that, they just can't build less than 7,500. **Commissioner Stites** said so there's the potential that it's going to be larger than 7,500 square feet?

Mr. Lanier said oh, most definitely, but that would be determined during our design phase and so forth, but it would not be where the building is built to expand larger than the footprint of the building at the time of completion. **Commissioner Stites** said I would go back, and Commissioner Burroughs, I think we've talked about Memorial Hall and how that the reason that we're not able to utilize that as much as we would like is because there's not a full-blown kitchen where people can come in, have food, and I'm glad to hear because this is the first time that I am hearing that there is a full kitchen on site. I think that's very important on what we can attract, and I will tell you that I'm in support of it. I don't want to look at this as something—view this as something what are we losing. I think somebody had mentioned what are we losing, I like to look at it as what are we gaining, what are we getting, what are we gaining. We're gaining housing, retail, investment in our northeast, which we've been saying that we want, and we're having, in my opinion, a right-sized convention center. I don't know when the last time when, and no one's ever brought the numbers to me, I haven't seen them, that said that we turned away, or we had a thousand people at the Reardon Center ever. I don't know if we ever had that, so I think that site

was too big to begin with. So, I think we're doing the right thing and getting it down to the size that's needed. So, I appreciate your time and the presentation. Thank you very much.

Chairman Burroughs said for clarification, the public comment has been closed, and so I want to go back to the commissioners, and I believe that the public will have an opportunity to engage in this process a little later down the line, but right now the public comment has been closed for this evening. So, again, Commissioner Davis?

Commissioner Davis said I've just been kind of listening and really just trying to ascertain what the main concerns are. I think we've solved the pursued cost issue, pretty standard in development agreements, and it's not extra money, it's not an extra burden on the taxpayer, it is included within the development agreement. The other thing that we haven't really pointed out is within the agreement the Unified Government, please correct me if I misread this, we'll be able to use the Reardon Center for free 10 times, and after that tenth time, we'll have access to use the Reardon Center for a discounted rate, and so I want to echo what my colleague Commissioner Stites said, I don't know how we have brought in deficit thinking when we have a building that we own, that doesn't generate any taxpayers dollars, has been money going out the door and is currently not open? I don't know how we can go from being pro-economic development and saying we want to move our community forward to now focusing on what I would consider are important details but it loses what we are gaining. We are gaining housing, we are gaining additional tax revenue, we are gaining more density downtown, we are gaining other development that may look at this and say if Lanier can pull it off, it's safe enough, let me go ahead and invest in downtown KCK.

I wouldn't be doing my job if I let this project just walk because it is transferring this ownership of a building that we do not have the funding to take care of. I have no interest, and I believe the majority of my colleagues have no interest, in spending \$2.5 million to open, and \$6-\$8 million to renovate when we are at a structural deficit for our city. We're talking about city property and city budgets, it's just irresponsible in light of the tax burden that folks are dealing with. I see this as a benefit because it's going to bring more money, more sales tax dollars, more resources to our community. We talked about the retail space, we talked about, 290 plus parking units. Let's not forget about the BPU PILOT dollars that will come so, that's more money going

into the city coffers as well as 18% for local businesses, 15% for minority businesses, and 78% for women-owned businesses to participate in this development, we are gaining.

Action: **Commssioner Davis made a motion, seconded by Commissioner Stites, to move forward for a discussion full commission, so the rest of the governing body can weigh in, but I move to approve.**

Chairman Burroughs said okay committee, I want to ensure that we have any other discussion opportunities before I entertain a motion. The motion's been made and seconded. So, I just want to ensure that everybody's had their chance to say something before we cut off discussion out of respect for the other members that have been here awhile.

Commissioner Townsend said with all due respect to everyone who spoke tonight, glad to hear what their concerns were. I can remember when the discussion was about no meeting space and that was unacceptable to me and the other Commission members at the time, and as well as those who are currently on it. Mr. Lanier rose to the challenge, and today the proposal you heard is a result of that. I think it's so important again to look at how we are going to be bettered with this convention center and people are watching. We could have had the ribbon cut on this by now for a lot of reasons, COVID. Look at how our work environments and home environments have changed post-COVID. What may have been ten years ago in terms of size and space and the need for a convention center as big as that one was may be no more, but you've heard Mr. Lanier say what the minimum is. The other dollars that weren't talked about is the ongoing cost to the UG of maintaining an old outdated Reardon Center.

We need the new, we need the improved, we need to be competitive, and this will not be the only opportunity for Wyandotte County and developers that are coming in to build convention space, but we have someone at the table who's been at the table who, in my opinion, is offering a reasonable brand new, updated conventions so that we can really be competitive for people who want to come in. It may not be as big as people want, but this doesn't have to be the only convention space and I think it's important with a lot of the things that are coming, not just to the Kansas side, but the Missouri side for us to be able to compete and offer space. So, I am in favor of the motion and the second that's already been offered and the rest of the project.

Chairman Burroughs said thank you, commissioner. I understand Senator Haley has his hand up.

Mr. Haley said I'm hesitant to support the motion, and this is a new and improved area, Reardon Center, and let me say I'm very supportive of the overall project but many of the concerns that I have for what our downtown looks like for what we host, what we are able to accommodate. As we see the growth not only in our surrounding metropolitan areas, but we need to be competitive. I don't care what you put in Margaritaville, that is a part of Wyandotte County, that's well and good, but a city is defined most often by its downtown, every major city is. I mean I enjoy what we have out west and as we continue to watch the growth and the expansion of opportunities that are happening to our neighbor to the east in Kansas City, Missouri. As we see those opportunities there, there has to be in Kansas City, Kansas, a downtown space.

There has to be an area where we can come together and offer to those that would come to Kansas City, Kansas a viable space to be. I want to thank Mr. Lanier and I want to thank his team, Mr. Fields and those that have worked so diligently to bring us together. If I thought that I was going to be the deciding vote that would not take this on to the full commission, I probably wouldn't cast my no, but there is no place for unanimity completely when we have left laying on the table the unanswered questions as to where our downtown space and how our downtown spaces will reflect a larger, more comprehensive ability to have a community attendance and to bring in those from outside who are having conventions. I think it's short-sighted, all due respect, to everyone else to suggest that new and improved but too small to accommodate would suffice. It doesn't and it certainly doesn't enjoy my support at this point in time.

I remember, finally in closing, when we were looking across the street over there in the what I'd call the bank or the Merc parking lot, and I asked at that point in time, I said which is the preference of the Lanier team to be on one side or the other and indeed, they said they want to come back here. I had hoped by coming back to the Reardon Center side of an enhancement, they talked about \$8 million or so to enhance the existing Reardon Center, that indeed would have been the case. So, I just share that I continue to want to reflect what the community and what I feel is the best option for downtown Kansas City, Kansas, to define ourselves by an improved space that can accommodate visitors into our city in a meaningful and productive way. Thank you, Mr. Chair.

Commissioner McKiernan said I want to just echo and agree with some of the comments I've heard tonight regarding our meeting spaces. I think that our meeting spaces across the entirety of a community can provide the necessary resource for all sizes of meetings. The Reardon Center would fit one slot, Margaritaville would fit another slot, Memorial Hall properly updated and renovated would fit another slot, and we would have the capacity that we need. I do want to address, and I think I may have misheard this, but I thought I've heard somebody say we're all filled up on residential downtown. In my opinion, that could not be further from the truth. We need more people downtown, we need more people in the east end of Wyandotte County, we need to build housing, multi-family, as well as single-family. We need to increase our housing stock, yes, across all levels of affordability, but we need more people to support the amenities that we all want and that we all benefit from. I'm not willing to, nor do I think we can afford, to put large amounts of cash into the existing Reardon Center facility. So, I do think that this project gives us amenities, retail, it gives us multi-family housing, it gives us a state-of-the-art meeting space, which will be one of an array of meeting spaces that we can utilize and so, I just wanted to say that I am in favor of moving this proposal forward for further discussion.

Mayor Garner said my comments mirror Senator Haley's and some of the other people in the audience. For the record, we support Mr. Lanier. I don't think there's anybody here at this governing body that does not support Mr. Lanier, what he's brought forward. He's taken the time, he's been patient. I know that he's put a lot of energy and effort into making sure that we get what we want in our downtown and he's still here, he's still at the table, and for that, thank you. But he's wanting to know what we want, and he wants to accommodate what we want because I've talked to him and he just wants better for Wyandotte County. He wants to be that developer that brings the type of development that meets the needs of this community. I tend to lean more towards a facility that can host big conventions and I heard one of our commissioners say well we've never seen that convention center packed out, I have. I've been there numerous times when there was standing room only, and sometimes there wasn't enough space. I've been at those conventions over the years. Were those consistent, no, but those rooms were divided up to accommodate smaller venues as well as large venues, and so I don't want to short-change this community on having an opportunity to be able to host and compete with our neighbors to the north, south, east, and west for convention space. Not spread out and car block throughout the community but in one

space with adequate parking, with adequate resources to have an adequate and substantial convention at the gateway to our community.

I do believe that Mr. Lanier has responsibly looked at all the options, which you haven't heard is another option that he had to do just that, to expand the Reardon Center if that's what you want, and to not diminish those meeting spaces, but to make sure that space is brought up, maintained, and redeveloped to be a first-class convention center in our downtown like most communities have. I know we say oh, there's a smaller convention center. I don't see meeting spaces of 7,500 feet or square feet being a convention center. I just haven't heard of a convention center that's 7,500 square feet. I mean I could be wrong, but I know convention centers usually house well over 500 people to have really robust conventions, meeting space, breakout rooms, and kitchens well planned out. The technology that can go when you talk about state-of-the-art that's sort of what it really looks like and so, I know Mr. Lanier has another option. I'm going to ask you, can you just briefly talk about that other option, just for this Commission as we move forward, that would allow for the Reardon Center to be reconstituted and brought up to a first-class facility to include the housing that we so desperately need for our residents here in Wyandotte County.

Commissioner Stites said do we have that option—**Mayor Garner** said okay, well that's a question that I had, Commissioner, and so I want him to answer. Thank You. **Mr. Stites** said no, I'm saying do we have that? **Mayor Garner** said you don't have it, I want him to talk about it.

Mr. Lanier said you don't have that right now. I was asked to come today to present what you saw today and we prepared our presentation in order to do that and that only. In trying to work with the community for over four years and find a way to meet various needs, I have come up with two or three different potential scenarios that require different levels of investment. I've made a lot of investments on 5th & Minnesota. To any options that I look at will be on 5th & Minnesota. I can't go anywhere across the street, down the street, nowhere else. However, what Mayor Garner is speaking to, is a scenario where apartments will be built adjacent or to the current Reardon Center and the Unified Government would still provide funding. Now, this project would allow for maybe trying to take some costs from the original construction, move it into renovation, but that would be partial renovation of the Reardon Center only. A partial renovation and so there would still be a need for significant funding at some point in time down the road that would be

millions of dollars. But in trying to meet a request, there is always a way to do something if the right funding is there, and if we were to build apartments, there was an element of expense that could be applied to renovation of our Reardon Center, and that's what Mayor Garner is speaking to. But that would be a very, very, partial renovation, and we still would have the majority of the building and other spaces that need to be renovated in order to turn into revenue producing areas. So, that was something that in terms of trying to find how to work within this community that was discussed at that time.

I do believe that the current Reardon Center is not ADA compliant to this day. It has a lot of other deficiencies that we're not within current building codes right now, and so, with the building being inoperable today, it has been closed down for four years, it's not able to even have the public inside. But if the public was coming inside today, the bathrooms are not sufficient and so there'll be a lot of enhancements just to get up to code outside of just doing cosmetic improvements to the facility. However, so, the point that Mayor Garner is asking is how can you build apartments that gives housing, that gives first part commercial, and find a way to redirect some dollars towards some cosmetic improvements to where the convention space can function in the current building footprint. However, that is not a forward innovation by far.

Mayor Garner said thank you, there is money that is there. I believe we had a meeting about two weeks ago Friday where you did present that forward reconfiguring some things, including the escalator, things like that, is that what you're referring to? **Mr. Lanier** said yeah, so, the areas that would be reconfigured obviously would be the areas that the public would need to see and use. That would be flooring in the entryway, flooring in the convention room, new wall panels, downstairs just updating those colors, and so forth, and other miscellaneous things in that current area where you go downstairs and so forth. Two of the three ballrooms for sure would be renovated. The one closest to the Minnesota side has water damage and that would have a structure sitting on top of it, so we're not sure how much space would be utilized there but that would be a way to get the majority of all three spaces could be utilized by redirecting some of the monies and the construction budget that would not need to be used if there was additional expenses in this current project. At the end of the day, the commercial kitchen in this building to accommodate a much higher level of people needs to be much bigger, and so forth. The kitchen equipment right now, in the current design, that we're proposing it's almost \$800,000. You know this is going to be \$ 1 million, \$3, to \$4 million to accommodate a much larger kitchen operation, and remember

the hotel only has 150 rooms. So, we're trying to not compete against a lot of other facilities around the metro area that come online. All we done in Gardner, has a convention space, you know Lenexa, there's hotels, there's even restaurants you know expanded to be in the small group space because everyone's trying to figure out a way to get additional revenue for themselves. So, operating and operating costs are a big thing here that needs to be factored into how and what decisions are made so that long-term viability is there, but there is a way with additional investment, to treat a build of that whole Reardon Center that you can accomplish the task, but I didn't know that additional investment was going to be on the table, other than what I can try to do within my current construction budget.

Mayor Garner said okay, thank you, Mr. Lanier. I think that question was brought forward to just let this Commission know as we go to the full commission that there are other options on the table depending on the investment. I'm a person that likes to be community-driven, and if the community says they want a larger, rare incentive to accommodate real banquets, conventions to compete. We are a lot closer to the airport than a lot of our neighbors to the south, and there's a lot of overflow opportunities, and I have seen the Reardon Center at capacity on several occasions. I just want to make sure that we are doing everything we can to give this Commission all the options that are available so this Commission can make an informed decision on what options are available to them and then move on down the road. You have been identified as being the developer of choice for this project, and congratulations to that. We support you, we want you to be successful. We want new redevelopment in our downtown, but we want it to be right and we want it to basically accommodate the needs of this community says that they want. I believe in being community-driven.

I don't know how far we've gotten with really reaching out to a lot of our stakeholders prior to me becoming Mayor. I've heard mixed results on that, but I have gotten a lot of feedback after the fact of me being Mayor and the resounding ask to me, just from the folks I talked to, is that we would like a first-class, state-of-the-art convention center that can accommodate 500 plus seating capacity for conventions to compete, and I think we could compete if it's done right with a lot of our neighbors just by our geographical location, so I do want you to be successful. I've told you that before. We really need this project to be successful for our downtown. We need the housing. I'm happy that you're the developer of choice. I just want this Commission not to ignore the fact that there are stakeholders that have been asking for this Commission to take seriously.

The ask to accommodate the meeting space downtown that can accommodate real conventions. I think northeast, and our downtown deserves that. I know that there's a lot of talk about things going out west, but I'm going to continue to fight and say we need these sites of good services, amenities, and resources to the people that live east of 635, have that same balance and level of opportunity because we invested, we put out west as well and I think our close proximity to downtown KCMO, and then being the entryway to our great community here. Kansas City, Kansas deserves that, and so I'm going to support this Commission in whatever they decide. I definitely support you in your effort to just hang in here as we work through this long tedious process and whatever comes out, I really hope that it is the best that Kansas City, Kansas and the great resident's of Wyandotte County deserve.

Mr. Lanier said, Mayor, thank you for your comments, and thank you for coming tonight. I want to point out that, as the whole world knows I am a black developer, okay, and that shows when it comes to downtown KCK. I brought my own resources to this marketplace when I saw nobody else showing up, beating the doors down to try to do development, and at the same time, I have to work with whoever the elected officials are at such time. Whoever is employed and staff. Whoever is there, that's who I will work with, and unfortunately, I did the process. As Commissioner Burroughs said, I did the process, many, many times over, and we have had public meetings where the public can come out, we sent letters out to addresses nearby and so forth and we've had neighborhood meetings. We've done what developers are asked to do. We paid for legal support on both sides, the UG's legal support, my legal support, I have come and done what hopefully the developers of Margaritaville are doing. Hopefully, the developers of anything else in Wyandotte County. All I can do is say what is the process?

Don't change the rules and let me try to perform. I brought first-class, A-class, companies to this city to ensure quality. Something that will last the test of time. All of those things, you can go down the roster of a list of companies that I'm utilizing. I've made a public commitment. I will far exceed the L/M/W requirements, but I'm doing a lot as a black developer, more than what white developers are asked to do. I can only do so much. I want to be here in this community. It's four years in the making. Right now, with COVID, with interest rates, with materials going up, and inflation, I'm still knocking on the door. So, I can tell you right now, I'm giving everything I can. Hopefully, you hear it in my voice, I'm ready. I'm ready to do and so to anyone that felt like it didn't know what I was being asked to do, I look in the camera and say I apologize. I apologize

if communication and I apologize if the information wasn't disseminated correctly. I'm still here. I'm still here, so I'm willing to listen, modify, the best I can, so that collectively we can get something done. The only reason there was a fitness center in my initial program is because there wasn't any downtown fitness center period. That's the only reason I said I will do it. I'm not going in the fitness business, but print it on my lap and let me do it.

So, I will tell you right now if I can work with you, I can work with staff, commissioners, and so forth, or anybody, what I'm proposing, I believe would not be the best thing for everybody, but I do know where we stand today and I've watched this place for four years. We have not had meetings at the Reardon Center since I showed up and I can't tell you how much that is painful because I know what it means, it doesn't have foot traffic, people aren't coming to the hotel, people aren't even out here doing things. We can't even do things where we can support the Farmer's Market that comes across the street to the Merc. My resources could be something that expands outside of development. I should be able to teach young African Americans what construction means, how to get a job as close to your house, not 30 miles away at the Legends. Okay? So, I need to do some things here, and I need to do it, but it's on my back. I have no help and no support. I'm asking this body to finally say it's time to move forward. Thank you.

Commissioner Townsend said, there is a motion and second, and I'm calling for the question with all due respect. We have seen as many people in these four years and currently and want the current size that Mr. Lanier is proposing, as those who are not as pleased. I think the important thing is we call for the vote on the project as presented and move forward.

Chairman Burroughs said where I come from calling the question is really shutting off community debate. I just want you to be mindful that should it be an issue that you want to have debated and when somebody calls the question that takes action off the table and moves right directly to the motion. This has been an issue that is very important to Mr. Lanier and to the community, so you've called the question, so Clerk call the roll.

Roll Call was taken and there were four "Ayes," Davis, Townsend, Stites, McKiernan and two "No's," Haley, Burroughs.

Chairman Burroughs said I will give you my explanation of no vote is I want the public to have an opportunity to have a hearing in full transparency Mr. Lanier. The community deserves to hear the time and effort that you have put into this project and that's what the Chair was trying to do this evening, to get an actual clear picture of the development that you have presented with us this evening. So, please don't take my no vote as being opposed to the project. It's an opportunity to have the public speak in an open forum at the full commission meeting.

Ms. Sparks said the vote was four to two, and the motion passes.

Chairman Burroughs said thank you committee. **Mr. Lanier** said thank you. **Chairman Burroughs** said that ends our discussion this evening of the Economic Development & Finance Committee.

Action: **Commssioner Mckiernan made a motion, seconded by Commissioner Davis, to adjourn.**

Ms. Sparks said Mr. Haley would like to make a comment.

Chairman Burroughs said please Senator Haley? **Mr. Haley** said thank you for your brief consideration. I just wanted to echo sort of what the Chair had said regarding this project. I am amazingly enthused by what it can mean and what it will mean. I'm only concerned about the space. I want to be as encouraging not only from the local government, but also from the state to see this project come to fruition and I'm sure that the utility, the BPU, will be anxious to work further to help the project come into be. Thank you.

Roll Call was taken and there were six "Ayes," Haley, Davis, Townsend, Stites, McKiernan, Burroughs.

Public Agenda

No items of business.

The meeting was adjourned at 7:30 p.m.

JG