



**Request for Qualifications
RFQ N39650
KCK Redevelopment: Lead Developer**

Date of Request: August 17, 2023

Submission Due By: August 31, 2023, at 2:00 p.m. CDT

Written questions should be directed to:
Teresa Houchins
Unified Government of Wyandotte County/Kansas City, Kansas
Department of Procurement and Contract Compliance 913-573-5244
thouchins@wycokck.org



REQUEST FOR QUALIFICATIONS

PURPOSE

The Unified Government of Wyandotte County and Kansas City Kansas (UG) is seeking development teams for the redevelopment of three (3) county-owned properties. To this end, the UG is conducting a set of Request for Qualifications (RFQ) from developers and other contractors who may be interested in leading a redevelopment team for any of the sites. The UG is committed to encouraging those chosen Lead Developers and other contractors to collaborate on these projects in order to encourage the growth of local businesses and create a network of development professionals that can continue to build and engage on projects in the area in the future. This RFQ is intended to inform the creation of a shortlist of Lead Developers who will then be invited to submit a formal proposal for their approved project sites.

The Lead Developer Request for Qualifications (RFQ) is intended to identify potential Lead Developers for the eventual redevelopment of up to three (3) separate sites in Kansas City, Kansas/Wyandotte County. Depending on the type of project proposed, the Lead Developer role could be fulfilled by a traditional development firm, a Community Development Corporation, a Design Firm, or other similar types of entities.

Solicitations from qualified minority, and women owned businesses, firms and individuals are encouraged by the Unified Government of Wyandotte County/Kansas City, Kansas. This encouragement does not infer preference and all solicitations will be evaluated equally.

Background Information

The Unified Government of Wyandotte County/Kansas City, Kansas is a consolidated city/county government serving all the citizens of the City of Kansas City, Kansas and Wyandotte County, the City of Kansas City Kansas is located entirely in Wyandotte County and, along with ten (10) other Kansas and Missouri counties, makes up the Metropolitan Kansas City Region with a population of approximately 1.6 million. The Cities of Kansas City, Kansas and Kansas City, Missouri are separated by the Kansas-Missouri border and are independent of one another in all aspects. Please refer to the Unified Government website for additional information at www.wycokck.org.

PROJECT INTRODUCTION

The Unified Government of Wyandotte County and Kansas City Kansas (“UG”) is seeking development teams for the redevelopment of three (3) county-owned properties. To this end, the UG is conducting a set of Request for Qualifications (RFQ) from developers and other contractors who may be interested in leading a redevelopment team for any of the sites. The UG is committed to encouraging those chosen Lead Developers and other contractors to collaborate on these projects in order to encourage the growth of local businesses and create a network of development professionals that can continue to build and engage on projects in the area in the future.

The three (3) chosen areas are distinctly unique in size, location, and the types and scale of development that could be achieved. A large parcel—formerly the Indian Springs Mall—offers opportunities for the potential of a new, mixed-use development. The Triangle parcel location could become a defining gateway of dense, urban development at one of the main entrances to downtown Kansas City, Kansas. And finally, the 18th Street & Quindaro Boulevard site offers needed housing, and commercial infill regeneration—specifically a grocery store—in a residential neighborhood with a rich history and active community. All projects will include a public engagement component that will ultimately inform the uses, density, amenities, infrastructure investments, and generally the overall urban design of each site and its restorative relationship with the natural site, its historic context, and the existing community.

Purpose of Lead Developer RFQ

The Lead Developer Request for Qualifications (RFQ) is intended to identify potential Lead Developers for the eventual redevelopment of up to three (3) separate sites in Kansas City, Kansas/Wyandotte County. Depending on the type of project proposed, the Lead Developer role could be fulfilled by a traditional development firm, a Community Development Corporation, a Design Firm, or other similar types of entities. Responses to the Lead Developer RFQ will include a statement of the projects that each respondent is interested in pursuing, a high-level description of the vision for those project(s), and a demonstration of the Lead Developer’s qualifications and experience.

At this time, the inclusion of a fully formed development team—including the names and information of all potential sub consultants—is not wanted. Instead, an opportunity will be made for shortlisted Lead Developers to partner with shortlisted qualified Sub Consultants/Contractors at the conclusion of the Lead Developer RFQ process in a series of site-specific Requests for Proposal (RFP). The RFQ response should only include a general description of the team structure that identifies the types of firms/sub consultants that will likely be included to complete the project(s).

The responses for each project will be evaluated using a standard scoring matrix, and a short list of chosen Lead Developers will be invited to submit proposals for specific projects under a subsequent Request for Proposal (RFP) process that will immediately follow.

In tandem with the Lead Developer RFQ, a Sub Consultants/Contractors RFQ process is ongoing. This separate process is intended to identify firms—especially local, small businesses and disadvantaged businesses—that offer services that would be complementary to the Lead Developer for each project. Sub Consultants/Contractors may include, but are no way limited to, architecture, engineering, legal, accounting, and contracting. At the end of the Sub Consultants/Contractors RFQ process, a shortlist of qualified Sub Consultants/Contractors will be made available so that the Lead Developers chosen to submit a proposal have the option to include local firms on their project teams and help build local capacity.

This RFQ will qualify those potential Lead Developers to submit for any or all subsequent site-specific RFPs. The proposals submitted at the RFP stage will include details regarding the specific team members, including subcontractors or other consultants. The inclusion of qualified Sub Consultants/Contractors that are identified during the Sub Consultants/Contractors RFQ process will be given additional scoring preference but will not be a requirement to be part of the Lead Developer’s team during the RFP process.

Prior Planning Efforts

A number of planning efforts affecting one or more of the proposed development sites have been completed over the last 15 years. These efforts cover an array of topics, including basic planning, transportation, and historic heritage. Below is a list of relevant plans, the project sites they impact, and a link to the plan document for additional information.

Table A: Relevant Prior Planning Efforts

NAME OF PLAN	NOTES	AFFECTED PROJECT SITE(S)	WEBSITE LINK
KC Regional Climate Action Plan	Identifies strategic actions to reduce pollution	Indian Springs Mall Site, The Triangle Site, 18 th & Quindaro Site	https://kcmetroclimateplan.org
goDotte Countywide Strategic Mobility Plan	Lays out key transportation initiatives, especially for major corridors	Indian Springs Mall Site, The Triangle Site, 18 th St & Quindaro Blvd Site	https://www.wycokck.org/files/assets/public/planning-amp-urban-design/documents/master-plans/area-and-corridor-plans/2022.08.08_godotte-mobility-strategy_final-plan-short.pdf
State Avenue Corridor Plan	Details improvements along the corridor	Indian Springs Mall Site, The Triangle Site	https://www.wycokck.org/files/assets/public/planning-amp-urban-design/documents/state-avenue_final-report.pdf
Citywide Master Plan	Design guidelines and general development vision	Indian Springs Mall Site, The Triangle Site	https://www.wycokck.org/files/assets/public/planning-amp-urban-design/documents/the-city-wide-master-plan.pdf
Downtown Area Plan	Land use and revitalization plan for historic core	Downtown KCK	https://www.wycokck.org/files/assets/public/planning-amp-urban-design/documents/downtown_master_plan.pdf
Downtown Parkway District “Health Campus” Plan	An amendment to the Downtown Area Plan that identifies key community projects	Downtown KCK	https://www.wycokck.org/files/assets/public/planning-amp-urban-design/documents/downtownparkwaydistrictplan.final.pdf

Northeast KCK Heritage Trail Plan	Includes an Equitable Development Calculator that highlights holistic development qualities	18 th St & Quindaro Blvd Site	https://www.wycokck.org/files/assets/public/planning-amp-urban-design/documents/master-plans/area-and-corridor-plans/2022.08.25_nekck-heritage-trail_final-plan.pdf
Grocery Store Market Study	Market analysis for a grocery store in the Northeast conducted in November 2018.	18 th St & Quindaro Blvd Site	See Appendix C

PROJECT SITE LOCATIONS & GENERAL GOALS

The following sections describe the general site locations, nearby amenities, and general surroundings of each proposed redevelopment project. Where applicable, a description of the general type or scale of development desired by neighborhood groups and civic leaders is included. Please note, this description is included only to illustrate the general type of environment currently envisioned. Responses to the RFQ should reflect what the Lead Developer believes will be financially viable, as well as beneficial, to Wyandotte County and neighborhood residents.

1. Indian Springs Mall Site

The former Indian Springs Mall is located to the northwest of the intersection of Interstates 70 and 635. The area is relatively suburban in nature, with a major traffic route along State Avenue and low-density retail located along that thoroughfare. Small residential developments are located to the north and northwest of the site. To the immediate west are light industrial uses, which may be opportunities for additional assemblage if a larger parcel is desired. Interstate 70 and the Kansas River are located to the south of the site.

Originally a traditional indoor mall that featured a mix of anchor tenants and smaller shops, the development experienced significant decline in the 1990s. After the mall closed in the early 2000s, the remaining structures were demolished in 2016.

Since that time, multiple governmental, neighborhood and private groups have attempted to secure new development for the site, which encompasses nearly 52 acres. These proposals ranged broadly in the types of uses and the impact of the development on nearby residents. For example, a proposal in the late 2010s contemplated using the site for flex office space. Ultimately, none of these proposals were pursued.

Since that time, local government and neighborhood groups have explored various uses for the site as part of broader planning efforts—including the goDotte Countywide Strategic Mobility Plan, the State Avenue Corridor Plan, and the Citywide Master Plan.

Together, the UG and local residents desire a mixed-income, mixed-use, and transit-oriented project to occupy this large site. A KCATA transit stop is located in the area, but the relocation of that transit center to a location along State Avenue is very important to local leaders, the transit authority, and area residents. Residents welcome a development that creates a sustainable, walkable, and safe neighborhood where nothing currently exists. In addition, many groups have advocated for the new project to provide a wide range of equitable housing options.

A diversity of uses that support the creation of a new neighborhood is welcome, and there is support for a new transit center, a childcare center, and potentially some local government offices to be included within the perimeter of the development. However, little to no support exists for industrial, distribution, warehousing, or other similar uses. The project should

encourage transit use and connectivity as part of the larger efforts to enhance transit connections for Wyandotte County.

Ultimately, the UG expects the site to become an example of a new type of development that can incorporate services, amenities, and even housing for a wide range of residents in a safe and walkable environment. Applicants are highly encouraged to review the UG's Mixed-Use Design Guidelines, Commercial Design Guidelines, Multi-Family Design Guidelines, and the aforementioned long-range plans so that responses reflect the UG's expectations.



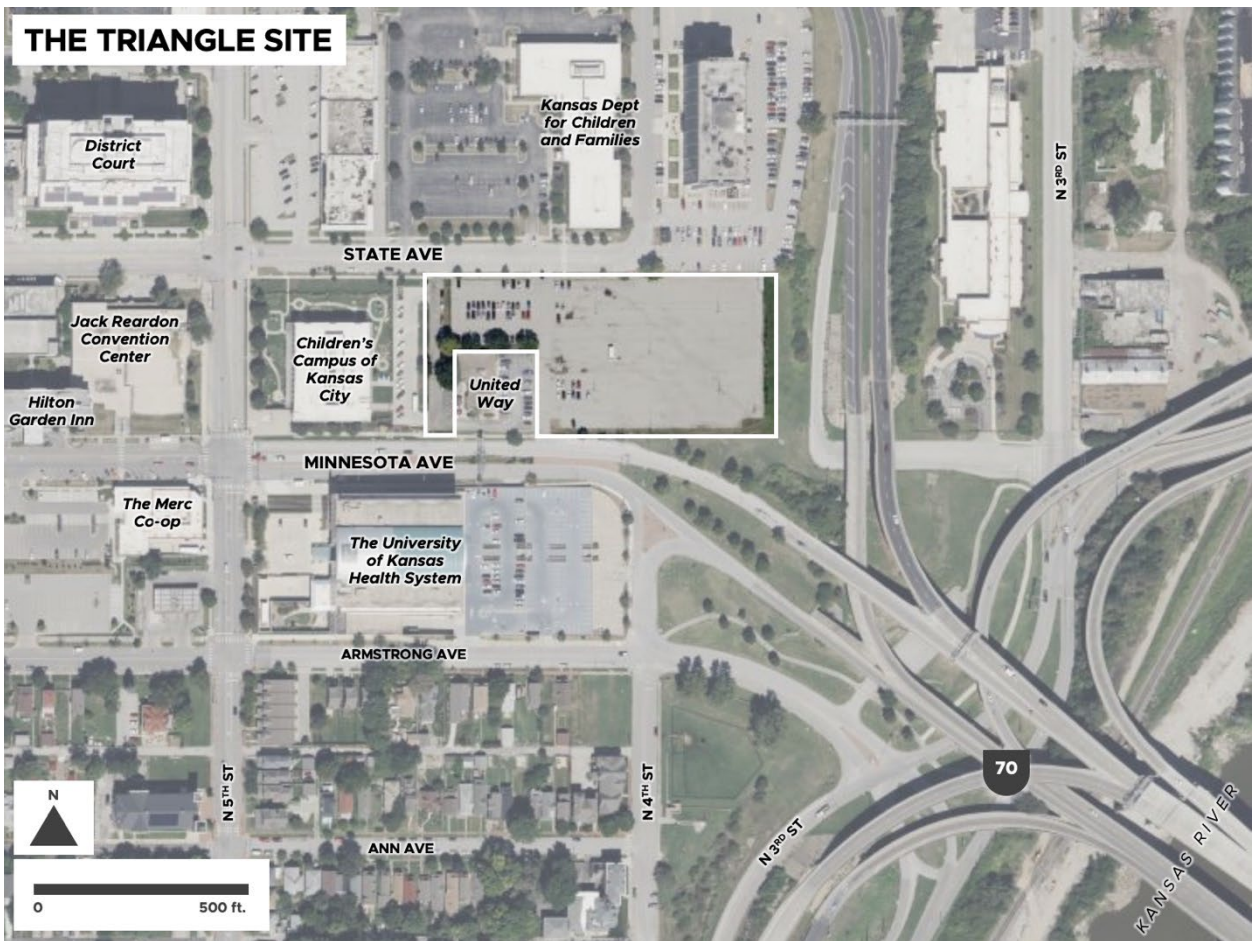
2. The Triangle Site

The Triangle site is located at a major on and off ramp of Interstate 70 at Minnesota Avenue and roughly 4th Street. This area represents a key location in Wyandotte County and could serve as a true gateway for Kansas City. Currently, the site is utilized for surface parking, and is generally surrounded by office buildings to the north, west, and south. Additional on and off ramps for Interstate 70 and other major thoroughfare are located to the east. The general uses in the immediate area include private and government office buildings, childcare, a convention center, and the Merc Co+Op Grocery Store.

An opportunity exists to reintroduce dense development occurring along a traditional urban grid to the area, as well as attractive amenities or other public improvements that could further enhance downtown Kansas City, Kansas, and attract new residents and visitors.

Given its urban location and nearby attractions, possibilities for the redevelopment are vast. The site is a block away from the existing American Riverfront Heritage Trail that links Downtown Kansas City, Kansas to the Historic West Bottoms, Kaw Point, and into Downtown Kansas City, Missouri and its Berkeley Riverfront Park. Large-scale amenities—such as festival spaces or outdoor markets—are just some of the potential draws that could be introduced to the location and reinforce the existing trail system as well as create a new destination in the area. A focus on improving transit and walkability in the area is also desired.

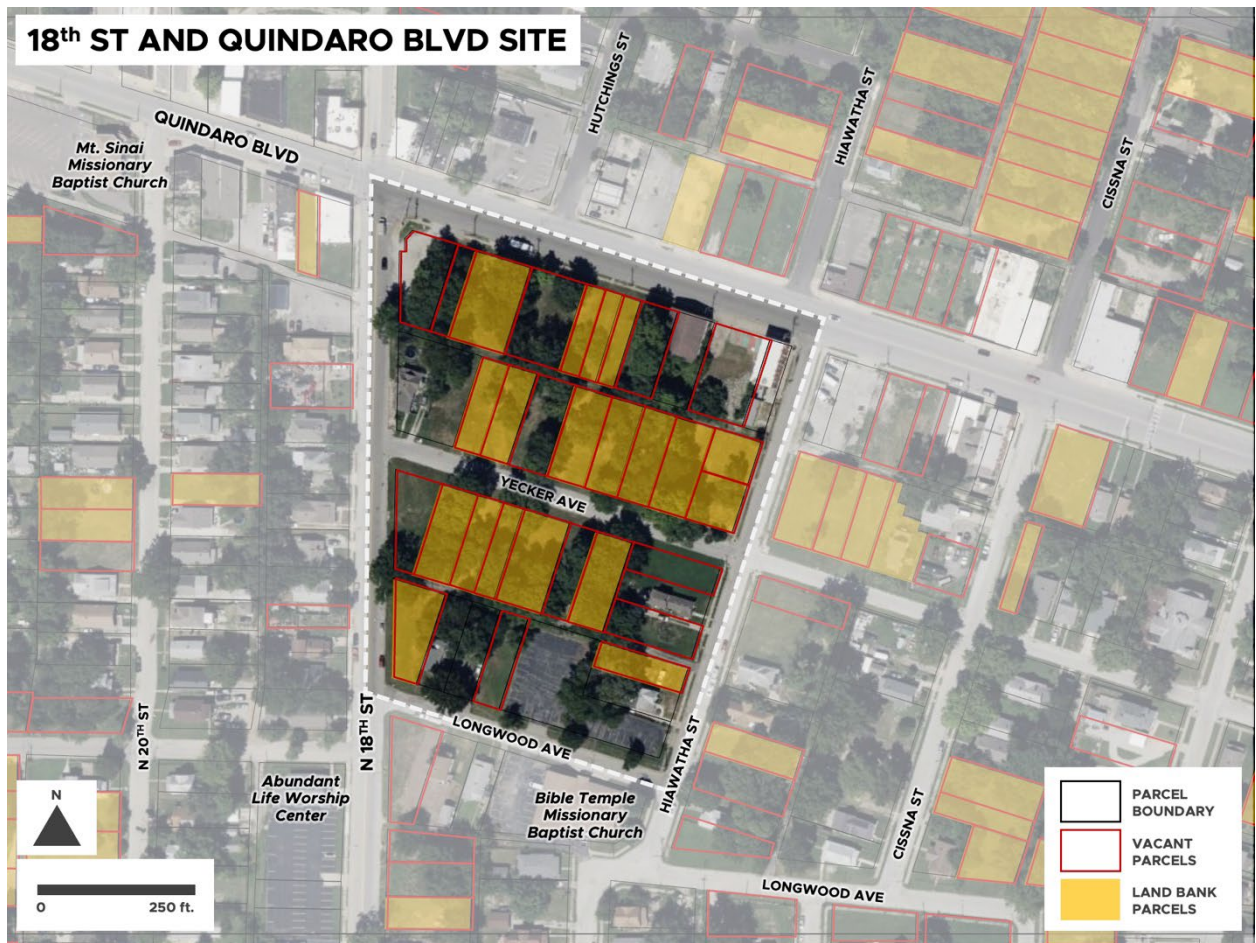
Ultimately, the UG expects the site to become a signature project for the area, and a high level of design and careful consideration of the development program and ancillary amenities is highly encouraged. To that end, applicants should review the UG’s Mixed-Use Design Guidelines, Commercial Design Guidelines, Multi-Family Design Guidelines, and long-range plans so that responses reflect the UG’s expectations.



3. 18th St & Quindaro Blvd Site

This site is located in a residential neighborhood characterized by smaller single-family homes with light retail along Quindaro Boulevard. The Unified Government Land Bank controls a disparate grouping of parcels to the southeast of the intersection of North 18th Street and Quindaro Boulevard. In addition, there are many vacant or underutilized parcels that are controlled by private parties as well as a few remaining single-family homes. These other parcels could be combined with the Land Bank parcels to form larger, contiguous sites that would accommodate thoughtful townhome or multi-family housing developments. In addition, the inclusion of light retail or other key services missing in the neighborhood (medical, etc.) could be incorporated into new development.

Neighborhood groups have been working over the past few years to attract a grocery store/co-op to the area, which is currently without a reliable, modern grocery store within an easy walking distance. This grocery store is likely to be located nearby the 18th & Quindaro site. The UG conducted a market analysis for a new grocery store location at a different site in the Northeast in November 2018 to gauge the market for this specific use (see Appendix C). Other non-profit organizations have expressed interest in partnering or encouraging development in the area.



In addition, the site has historic significance that can be highlighted through the inclusion of historic markers, public art, interpretation centers, or other ways to interactively understand and appreciate the area's rich history. The recently adopted Northeast KCK Heritage Trail Plan details this history and potential ways to encourage increased awareness and celebration of these events. The plan also encourages equitable development that improves outcomes for all residents and businesses as well. This Equitable Development Calculator should be reviewed and considered when preparing a RFQ response.

KEY ECONOMIC & DEMOGRAPHIC DATA

1. Key Economic Trends

With over 3,430 businesses, Wyandotte County offers a diverse mix of business types and industries that call Kansas City, Kansas home. Nearly six out of ten companies in Wyandotte County are within the following key sector industries: Retail Trade; Professional, Scientific, and Technical Services; Construction; Administrative and Support, including Waste Management and Remediate Services; and Health Care and Social Assistance.

Notably, industrial activity complements this diverse industry sector mix. Approximately 12% of the county's businesses fall within the manufacturing, transportation, and warehousing industries, and one out of every three jobs in Wyandotte County lies within these critical sectors.

Wyandotte County is a key player in the region's employment base. Home to over 72,200 private sector jobs in 2022, of the five adjacent counties, almost one of every ten private sector jobs are located in Wyandotte County. The county's employment base has remained relatively consistent over the past five years, mirroring regional trends, and Wyandotte County's rate of employment remains high. The county experienced an unemployment rate of only 3.6% this past year.

Wyandotte County offers salaries and wages competitive to the surrounding region. Of the six counties most central in the Kansas City region, Wyandotte County ranked third with an average annual wage of \$57,811 in 2021. Notably, while average salaries are on par with the surrounding area, the median household income in Kansas City, Kansas (\$50,554) is the lowest of the five abutting counties signifying an opportunity to increase access to higher paying jobs for local residents to improve household income in the city. Regional employment forecast projections anticipate significant employment increases in three key areas of the city: North of Edwardsville near the Kansas City Speedway (+43%), the Fairfax Industrial District (31%), and around I-70 and Kaw Drive (+75%). Additional information about the current state of the economy in Wyandotte County can be found in the recently released Market Trends Report, which was developed as a part of the UG's

ongoing Economic Development Strategy planning process. You can find a copy of the Report in Appendix D.

2. Key Demographic Trends

- a. **Citywide:** As part of the greater Kansas City area, Wyandotte County serves as the gateway to the western part of the metro. While other parts of the metro area may have higher incomes or boast faster growth, Wyandotte County has been a key area that provides needed housing and amenities for a wide range of household types.

Between 2010 and 2022, the population grew by 8.2 percent. While a large portion of households earn less than \$25,000 annually, roughly 18 percent earn more than \$100,000. Overall, the area has an average household income of about \$50,550. Around 20 percent of residents have at least a Bachelor degree.

Wyandotte County has over 63,700 housing units and a 90 percent occupancy rate. The vast majority of housing stock in the area is detached single family style, and the median year of construction is 1960. The cost of housing can be a burden for some, with roughly 22 percent of owners using more than 30 percent of their income to pay for housing.

- b. **Indian Springs Mall Site:** The immediate area around the Indian Spring site includes nearly 5,000 people in roughly 1,580 households living within one (1) mile. The median age in the area is 31.1 years, and median household incomes are roughly \$46,500.

Three quarters (3/4) of all housing units are detached single-family homes, and roughly half (1/2) are owner-occupied. These homes may skew older, as the median year of construction is 1957 and only 1.6 percent of all structures were built after 2014.

- c. **The Triangle Site:** This site is located in downtown Kansas City, Kansas, and includes a population of nearly 9,600 residing in roughly 2,960 households within a mile radius. The median age is 34.3 years, and median household income is the lowest of the three (3) proposed development sites at \$27,750. However, it should be noted that the presence of many employers in the area attract a net positive inflow of approximately 2,830 workers during regular business hours.

Roughly 57 percent of housing in the area is detached or attached single-family homes. Multi-family properties represent the remainder of housing units. Nearly 40 percent of structures in the area were constructed prior to 1939, and only 0.1 percent were built post 2014.

- d. **18th St & Quindaro Blvd Site:** There are roughly 9,210 individuals residing in 3,316 households within a mile of the site. The median age in the area is 34.6 years, and median household income is roughly \$35,300.

Buildings in the area skew older, with nearly 44 percent of structures within a mile of the site constructed prior to 1939. The median construction date of all structures within a mile radius is 1944. The neighborhood is primarily composed of single-family homes (88 percent of all housing structures), and nearly 60 percent of homes in the immediate area are owner-occupied.

OTHER PROJECT-RELATED INFORMATION

Available Incentives

A general overview of public incentives available through UG is available at <https://www.wycokck.org/Departments/Economic-Development/Incentives>

Entitlements & Development Agreement(s)

The redevelopment of each of the three (3) proposed sites will likely entail a thorough analysis of existing entitlements, infrastructure, and other issues. Depending on the type of development proposed, modifications to zoning, streetscape, or other interventions may be necessary. These changes will require both the Lead Developer(s) and the UG to commit to specific actions necessary for the development to occur. The UG anticipates that these details will be discussed and finalized during the crafting and ultimate execution of formal development agreements for each of the three (3) sites.

Community Engagement

Each of the three (3) proposed sites is uniquely situated both geographically and, more importantly, within their immediate communities. To date, both government officials and local community groups have been heavily involved in visioning the future for these areas. Moving forward, it is expected that the winning development team(s) will include a defined strategy to continue to actively engage with and seek feedback from their respective communities during the development process—especially during pre-development planning and active construction—so that both the private development community's and the neighborhood's needs are adequately met.

Ecological Restoration

The UG Board of Commissioners have passed a resolution in support of the Kansas City Regional Climate Action Plan. This plan defines ways that the region's natural, built and social environments can support community well-being, economic prosperity and ecological restoration through reinvestment and regeneration of existing communities. While this vision is also reflected in the aforementioned body of long-range plans and policies, such as the UG's Complete Streets ordinance, the expectation of each site is to develop an urban design that has a restorative relationship with the natural site, its historic context, and the existing community.

RFQ SOLICITATION STRUCTURE & FUTURE SOLICITATIONS

General RFQ and RFP Structure

This RFQ is intended to inform the creation of a shortlist of Lead Developers who will then be invited to submit a formal proposal for their approved project sites. A description of the Lead Developer RFQ process, along with a description of the later Request for Proposal (RFP) process, is included below.

1. Stage 1: Request for Qualifications (RFQ)

- a. Pre-RFQ Meeting
A webinar was held on February 28, 2023, to discuss the general purpose of the Lead Developer RFQ process, how Sub Consultants/Contractors could be included in the projects, methods to create an RFP process that encourages participation from both small and large-scale developers, and the overall goals for the site. A video of this meeting is available at <https://www.wycokck.org/redevelopment>.
- b. RFQ Re-Release Date: August 17, 2023
- c. RFQ Clarifications/Questions Due Date: 11:00 am (CDT) August 24, 2023
- d. RFQ Clarifications/Questions Responses Released: August 28, 2023
- e. **Submissions Due Date: Qualifications will be due at 2 pm (CDT) August 31, 2023, and must be submitted through the e-procurement system. No submission will be accepted if submitted in any way other than through the e-procurement system.**
- f. Evaluations: Evaluations will be conducted between September 1, 2023 and September 15, 2023
- g. Shortlist: A shortlist of qualified Lead Developers that are eligible for inclusion in the RFP process will be released on September 22, 2023. Those Lead Developers included on the shortlist will be invited to submit a full proposal subsequent to the release of the RFPs for the individual sites in December 2023, which is subject to change.

2. Stage 1A: Development Team Formation

Following the conclusion of the RFQ, Qualified Lead Developers are highly encouraged to include qualified Sub Consultants/Contractors on their development team for their final proposal. Additional points will be awarded to those teams including qualified Sub Consultants/Contractors.

3. Stage 2: Request for Proposals (RFP)

Additional information regarding the RFP schedule and requirements can be accessed at <https://www.wycokck.org/redevelopment>.

Questions & Clarifications

Any questions or requests for additional information regarding the project, selection process, or attachments are to be made only in writing and transmitted electronically to:

Teresa Houchins

(913) 573-5244

thouchins@wycokck.org

All questions must be received by August 24, 2023. Responses to all questions/inquiries received will be published on project website (<https://www.wycokck.org/redevelopment>) by August 28, 2023.

Addenda

Any addenda or other additional information will be made available at <https://www.wycokck.org/redevelopment> and emailed to those firms who have pre-registered through the e-procurement system. See 'Electronic Filing Requirements' sub-section under 'Format of Submittals' section of this RFQ.

RFQ SUBMITTAL OUTLINE & REQUIRED DOCUMENTATION

1. Signature Page (See Appendix A)

2. RFQ Submittal Cover Sheet (See Appendix B)

3. Cover Letter (1 Page Maximum)

Introductory cover letter identifying the firm, contact information for the proposed project manager, and the reason for interest in one or more of these development opportunities. The letter needs to be signed by a principal or authorized officer of the company who may make legally binding commitments.

4. Table of Contents (Optional, 1 Page Maximum)

5. Individual Project Qualifications

(Note: If the Lead Developer submission is for more than one of the potential development sites, the required documentation in this section will be repeated for each project so that the respondent can submit relevant examples of their prior work and qualifications tailored to the vision of each development site and their project understanding. Please include section breaks and headers/footers that identify which site the included information is intended to cover.)

a. Statement of Project Understanding & Qualifications by Individual Project (5 Page Maximum)

Please include a statement of the individual project understanding and summary of qualifications and approach to performing the work and meeting the community's goals based on the development team's skills and experiences. At this stage of the project, only a general description of the types of uses and general character/function of the development that the team would explore for the site is required.

b. Development Team Organization by Individual Project (3 Page Maximum)

Overview of the general development team organization, including the types of firms/sub-consultants proposed to complete the individual project requirements. Identification of specific firms/sub-consultants is not necessary or wanted at this stage. An opportunity to identify those team members will be made during the RFP process and additional points are available per the note in the following paragraph.

(Note: If your firm is interested in partnering with local subcontractors who are identified during the tandem Local Sub-Contractor RFQ process, please note that in the general team organization chart included with your RFP response.)

Please list an approximate percentage of each firm type's time that will be devoted to the project.

Please note, the inclusion of a fully identified development team is not wanted for the initial RFQ submittal, and an opportunity to partner with qualified Sub Consultants/Contractors will be made for those Lead Developers chosen during the RFQ process. A tandem RFQ process to identify qualified Sub Consultants/Contractors for potential work on the three (3) proposed development sites is ongoing. A list of those qualified Sub Consultants will be available to the shortlisted Lead Developers on **September 22, 2023**. Lead Developers who include qualified Sub Consultants/Contractors identified by the separate RFQ during their RFP response will be eligible to earn extra points during the RFP evaluation.

6. Relevant Experience by Individual Project (5 Page Maximum)

Description of no more than five (5) projects comparable to the proposed project in scope, scale, development program, etc. Each example should include:

- a. Name, location, type of project, and total square footage by use
- b. Member(s) of the development team involved with the project
- c. Project specifics
 - i. Overall budget & financing sources
 - ii. Project duration
 - iii. Use of public development incentives, if any

7. Firm Description(s) (2 Page Maximum Per Firm)

Description of firm, including information such as history, services offered/general experiences, number of employees, location of offices, and any M/WBE qualifications.

8. Team Member Resumes (2 Page Maximum Per Person)

Resumes for the key project personnel listed under “Development Team Organization,” including the location of the primary office to which they are assigned. Please identify and include the resume of the person who will be the day-to-day project manager for the proposed development project(s).

9. Financial Capabilities (2 Page Maximum)

Demonstrate a high-level ability to self-finance or secure funding for large and/or mixed-use projects such as these by providing a list and contact information for the following:

- a. Experience with private only and public/private project financing mechanisms. A list of projects and type of financing used is acceptable.
- b. General list of private sources of financing used for recent projects. A general list describing the type of private source (private investor, REIT, banks, etc.), in lieu of specific names is acceptable.
- c. Public sources of financing/incentives used for recent projects. A general list of projects and the types of public financing/incentives used is acceptable.
- d. Past bankruptcies or pending financial litigation involving any firm or principal.

EVALUATION CRITERIA AND SELECTION PROCESS

The RFQ responses will be evaluated by a panel of Unified Government staff members selected by the County Administrator. This panel will use a custom scoring matrix for each of the project sites to evaluate and rank the responses. The tables below show the evaluation matrices and total possible points for each of the three (3) sites:

Table B: Indian Springs Mall Site RFQ Evaluation Criteria and Point System		
	TOTAL POINTS AVAILABLE	POINTS AWARDED
Project Understanding & Approach		
Project understanding adheres to stated goals of neighborhood groups and civic leaders	3	
Project understanding is TOD-Oriented and encourages walkability	7	
Provides housing opportunities for a wide range of household income types and sizes	3	
Includes public amenities (childcare center, parks, transit center, etc.)	3	
Lead Developer Background		
Has at least 5-10 years of experience in this type and scale of development	5	
Is located in the greater Kansas City Metro Area	2	
Demonstrates general financial capacity to undertake this scale of project	3	
Capabilities		
Has experience in successfully completing this type of large-scale, mixed-use project	5	
History of engaging local team members and sub consultants	3	
Adherence to RFQ Requirements		
	1	
GRAND TOTAL	35	

Table C: The Triangle Site Evaluation RFQ Criteria and Point System		
	TOTAL POINTS AVAILABLE	POINTS AWARDED
Project Understanding & Approach		
Project understanding adheres to stated goals of neighborhood groups and civic leaders	3	
Project understanding shows Lead Developer will create a new gateway to downtown Kansas City, KS	7	
Project understanding includes reintroduction of finer street grid and denser development	3	
Includes public amenities (outdoor market, infrastructure improvements, community green space etc.)	3	
Lead Developer Background		
Has at least 5-10 years of experience in this type and scale of development	5	
Is located in the greater Kansas City Metro Area	2	
Demonstrates financial capacity to undertake this scale of project	3	
Capabilities		
Has experience in successfully completing this type of large-scale, mixed-use project	5	
History of engaging local team members and sub consultants	3	
Adherence to RFQ Requirements		
	1	
GRAND TOTAL	35	

Table D: 18th St & Quindaro Blvd Site RFQ Criteria and Point System		
	TOTAL POINTS AVAILABLE	POINTS AWARDED
Project Understanding & Approach		
Project understanding adheres to stated goals of neighborhood groups and civic leaders	3	
Project understanding shows Lead Developer will pursue the inclusion of a grocery store, co-op, or other form of food/grocery venture	7	
Project understanding includes concepts that tie to the Equitable Development Calculator detailed in the Northeast KCK Heritage Trail Plan	3	
Project understanding shows that the Lead Developer understands the complexity of the land assemblage required to successfully develop the site and describes ways that they have worked through this process in past projects	3	
Lead Developer Background		
Has at least 5-10 years of experience in this type and scale of development	5	
Is located in the greater Kansas City Metro Area	2	
Demonstrates financial capacity to undertake this scale of project	3	
Capabilities		
Has experience in successfully completing this type of large-scale, mixed-use project	5	
Has successfully engaged with the community on an ongoing basis during the planning and development of similarly scaled projects	3	
Adherence to RFQ Requirements		
	1	
GRAND TOTAL	35	

FORMAT OF SUBMITTALS

SUBMISSIONS WILL NOT BE CONSIDERED UNLESS AN OFFICER AUTHORIZED TO BIND THE OFFERING COMPANY SIGNS THE SIGNATURE PAGE.

A respondent **must** submit a complete copy of its response in PDF format prior to the closing date. Any respondent that does not comply with these policies may be disqualified from the procurement.

ALL SUBMISSIONS MUST BE RECEIVED NO LATER THAN THE TIME LISTED IN THE RFQ CALENDAR OF EVENTS. LATE SUBMISSIONS WILL NOT BE CONSIDERED.

*It is the respondent's responsibility to ensure **submissions** are received by the closing date and time.*

Submission Format and Content

The Unified Government discourages overly lengthy submissions, however, in order for the UG to evaluate submissions fairly and completely, respondents should follow the format set out herein and provide all the information requested.

Electronic Filing Requirements

A respondent must submit a complete copy of its response on the UG's e-procurement site which can be accessed at <https://purchasing.wycokck.org/eProcurement>.

Registration in the e-procurement system is required in order to respond to this RFQ at https://purchasing.wycokck.org/eProcurement/Vendor_Login.aspx

Questions regarding the registration or upload process can be sent to:

Teresa Houchins
thouchins@wycokck.org

SUBMISSION AND RECEIPT OF REQUEST FOR QUALIFICATIONS:

The project timetable set out herein represents the Unified Government's best estimate of the schedule that will be followed. If a component of the schedule, such as the opening date, is delayed, the rest of the schedule may be shifted by the same number of days.

Proposed Schedule Date	Event
February 28, 2023	Pre-RFQ meeting (<i>complete</i>)
August 17, 2023	RFQ re-release Date
August 24, 2023 (<i>11 am, CDT</i>)	RFQ clarifications/questions due date
August 28, 2023	RFQ clarifications/questions responses released
August 31, 2023 (<i>2 pm, CDT</i>)	RFQ submissions due date
September 1 – September 15, 2023	Evaluations of RFQ
September 22, 2023	Release of shortlisted Lead Developers

For detailed timelines and subsequent stages of the redevelopment process, see '*RFQ Solicitation Structure and Future Solicitations*' section of this RFQ.

Unified Government may delay or modify scheduled event dates if it is to the advantage of the Unified Government to do so, but not after the deadline for submission.

Unified Government reserves the right to interview any, all or none of the respondents. At its sole discretion, the county may/shall invite short-listed Respondents to interview. The interviews provide an opportunity for Respondents to clarify their Proposal for the County.

Required Contractual Terms and Conditions

The following terms and conditions must be agreed to by the selected Respondent and are hereby made a part of the contract entered into between the Unified Government and the selected Respondent, unless specifically modified in writing:

Agreement with Kansas Law

This agreement is subject to and shall be governed by, and shall be construed according to the laws of the State of Kansas

Kansas Cash Basis Law

This Agreement is subject to the Kansas Cash Basis Law, K.S.A. 10-1101. Any automatic renewal of the terms of the Agreement shall create no legal obligation on the part of the Unified Government. The Unified Government is obligated only to pay periodic payments or monthly installments under the Agreement as may lawfully be made from (a) funds budgeted and appropriated for that purpose during the Unified Government's current budget year or (b) funds made available from any lawfully operated revenue producing source.

Payment of Taxes

The Unified Government shall not be responsible for, nor indemnify the selected Respondent for any federal, state, or local taxes which may be imposed or levied upon the subject matter of this Agreement. The selected Respondent shall pay the Unified Government occupation tax and shall be registered to do business in the State of Kansas prior to execution of the Agreement.

Disclaimer of Liability

The Unified Government shall not hold harmless or indemnify the selected Respondent for any liability whatsoever.

Anti-Discrimination Requirements

During the performance of this Agreement, the selected Respondent agrees as follows:

The selected Respondent will not discriminate against any employee or applicant for employment because of race, religion, color, sex, disability, age, national origin, or ancestry. The selected Respondent will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, religion, color, sex, sexual orientation, gender identity, disability, age, national origin or ancestry. Such action shall include, but not be limited to, the following: Employment, upgrading, demotion, or transfer; the recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and, selection for training, including apprenticeship. The selected Respondent agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Unified Government, setting forth the provisions of this nondiscrimination clause.

The selected Respondent will, in all solicitations or advertisements for employees placed by or on behalf of the selected Respondent; state that all qualified applicants will receive consideration for employment without regard to race, religion, color, sex, disability, age, national origin, or ancestry.

The selected Respondent will cause the foregoing provisions to be inserted in all subcontracts for any work covered by this Agreement so that such provisions shall apply to contracts or subcontracts for standard commercial supplies or raw materials.

The selected Respondent shall assure that it and all subcontractors will implement the certificate of compliance in connection with this Agreement.

If the selected Respondent shall fail, refuse, or neglect to comply with the terms of these contractual conditions, such failure shall be deemed a total breach of the contract and such Agreement may be terminated, canceled, or suspended, in whole or in part, and the selected Respondent may be declared ineligible for any further Unified Government contracts for a period of up to one year. Provided that if an Agreement is terminated, canceled, or suspended for failure to comply with this section, the selected Respondent shall have no claims for damages against the Unified Government on account of such termination, cancellation, or suspension or declaration of ineligibility.

The selected Respondent shall assure that it is in compliance with and shall maintain sufficient records to document that, under all aspects of this Agreement, it has acted in a manner which is in full compliance with all applicable sections of the Equal Employment Section of this Agreement, and the following, as applicable: Title VI of the Civil Rights Act of 1964 (as amended) (42 USCS '2000d et seq.); Title VII of the Civil Rights Act of 1964 (42 USCS '2000e et seq.); Title VIII of the Civil Rights Act of 1968 (42 USCS '3601 et seq.); the Americans with Disabilities Act of 1990, 42 U.S.C. '12101, and amendments thereto; the Kansas Act Against Discrimination, K.S.A. '44-1001 through 1004 (1992 Supp.) and amendments thereto; Chapter 11 of the Procurement Code and Regulations of the Unified Government of Wyandotte County/Kansas City, Kansas, and amendments thereto; and, '18-86 and 87 of the 1988 Code of Ordinances of the Unified Government of Wyandotte County/Kansas City, Kansas, and amendments thereto. Such records shall at all times remain open to inspection by an individual designated by the Unified Government for such purpose.

The selected Respondent and the Unified Government, in carrying out this Agreement, shall also comply with all other applicable existing federal, state and local laws relative to equal opportunity and nondiscrimination, all of which are incorporated by reference and made a part of this Agreement.

The selected Respondent will be required to conform to Equal Employment Opportunity and Affirmative Action requirements prior to the execution of this Contract.

Termination for Default

If the selected Respondent refuses or fails to perform any of the provisions of this Agreement with such diligence as will ensure its completion within the time specified in this Agreement, or any extension thereof, or commits any other substantial breach of this Agreement, the Procurement Officer may notify the selected Respondent in writing of the delay or nonperformance and, if not cured in ten days or any longer time specified in writing by the Procurement Officer, such officer may terminate the selected Respondent 's rights to proceed with the Agreement or such part of

the Agreement as to which there has been delay or a failure to properly perform.

The following acts committed by the selected Respondent will constitute a substantial breach of the Agreement and may result in termination of the Agreement:

- If the selected Respondent is adjudged bankrupt or insolvent;
- If the selected Respondent makes a general assignment for the benefit of his creditors;
- If a trustee or receiver is appointed for the selected Respondent or any of his property;
- If the selected Respondent files a petition to take advantage of any debtor's act or to reorganize under bankruptcy or applicable laws;
- If the selected Respondent repeatedly fails to supply sufficient services;
- If the selected Respondent disregards the authority of the Procurement Officer;
- Acts other than those specified may constitute substantial breach of this Agreement.

Termination for Convenience

The Procurement Officer may, when the interests of the Unified Government so require, terminate this contract in whole or in part, for the convenience of the Unified Government. The Procurement Officer shall give written notice of the termination to the selected Respondent specifying the part of the contract terminated and when termination becomes effective.

The selected Respondent shall incur no further obligations in connection with the terminated work and on the date set in the notice of termination the selected Respondent will stop work to the extent specified.

Disputes

All Controversies between the Unified Government and the selected firm which arise under, or are by virtue of, this Agreement and which are not resolved by mutual agreement, shall be decided by the Procurement Officer in writing, within 30 days after a written request by the selected firm for a final decision concerning the controversy; provided, however, that if the Procurement Officer does not issue a written decision within 30 days after written request for a final decision, or within such longer period as may be agreed upon by the parties, then the selected firm may proceed as if an adverse decision had been received.

The Procurement Officer shall immediately furnish a copy of the decision to the selected firm by certified mail, return receipt requested, or by any other method that provides evidence of receipt. Any such decision shall be final and conclusive, unless fraudulent, or the selected firm brings an action seeking judicial review of the decision in the Wyandotte County District Court.

The selected firm shall comply with any decision of the Procurement Officer and proceed diligently with performance of this Agreement pending final resolution by the Wyandotte County District

Court of any controversy arising under, or by virtue of, this Agreement, except where there has been a material breach of the Agreement by the Unified Government; provided, however, that in any event the selected firm shall proceed diligently with the performance of the Agreement where the Procurement Officer has made a written determination that continuation of work under the contract is essential to the public health and safety.

Notwithstanding any language to the contrary, no interpretation shall be allowed to find Unified Government has agreed to binding arbitration, or the payment of damages or penalties upon the occurrence of any contingency. Further, the Unified Government shall not agree to pay attorney fees and late payment charges.

Representations

The selected Respondent makes the following representations:

The price submitted is independently arrived at without collusion.

It has not knowingly influenced and promises that it will not knowingly influence a Unified Government employee or former Unified Government employee to breach any of the ethical standards set forth in Article 12 of the Procurement Regulations.

It has not violated, and is not violating, and promises that it will not violate the prohibition against gratuities and kickbacks set forth in Section 29-635 (Gratuities and Kickbacks) of the Procurement Code.

It has not retained and will not retain a person to solicit or secure a Unified Government contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except for retention of bona fide employees or bona fide established commercial selling agencies for the purpose of securing business.

Ownership of Materials

All property rights, including publication rights, in all interim, draft, and final reports and other documentation, including machine-readable media, produced by the selected Respondent in connection with the work pursuant to this Agreement, shall be in the Unified Government.

Availability of Records and Audit

The selected Respondent agrees to maintain books, records, documents, and other evidence pertaining to the sale of tickets sold under the Agreement. The selected Respondent agrees to make available at the offices of the Unified Government at all times for inspection, audit, or reproduction by any authorized representative of the Unified Government.

Except for documentary evidence delivered to the offices of the Unified Government, the selected Respondent shall preserve and make available to persons designated by the Unified Government his records for a period of three years from the date of final payment under the Agreement or until all audit questions have been resolved, whichever period of time is longer.

Assignment

Neither the selected Respondent nor the Unified Government shall sell, transfer, assign, or otherwise dispose of any rights or obligations created by the Contract Documents or any portion thereof without the written consent of the other party.

No Limit of Liability

Nothing in this Agreement shall be construed to limit the selected Respondent's liability to the Unified Government as such liability may exist by or under operation of law.

Indemnification

The selected Respondent shall indemnify, defend, and hold the Unified Government of Wyandotte County/Kansas City, Kansas harmless from and against all claims, losses, damages, or costs arising from or in any way related to the selected Respondent's breach of the foregoing warranties. This indemnification shall not be subject to any limitations of remedies or warranties which are contained in this or any other agreement and shall survive termination of this or any other agreement between the parties hereto or thereto.

Attachment A - Signature Page

By submission of this response, the undersigned certifies that the respondent has the full authority to execute the services and to execute any resulting contract awarded as the result of, or on the basis of, the response.

I hereby certify that the attached response has been prepared in compliance with the specifications.

Authorized Representative: _____

Signature: _____

Title: _____

Address: _____

City: _____

State: _____

Zip: _____

Phone: _____

Fax: _____

E-Mail: _____

I hereby certify that the attached proposal has been prepared in compliance with the specifications and that the proposals are valid for a period of 120 days.

ATTACHMENT B

UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS

RFQ N39650 KCK Redevelopment: Lead Developer

RFQ SUBMITTAL COVER SHEET

Name of Firm: _____

Contact Name: _____

Title: _____

Address: _____

City, State, Zip: _____

Phone Number: _____

E-mail Address: _____

Firm Website: _____

PROJECT INTEREST

Please indicate the projects that interest your firm and the ideal role your firm would play in that project:

Project Site	Interest (check if yes)
Indian Springs Mall Site	
The Triangle Site	
18 th St & Quindaro Blvd Site	

ATTACHMENT C

GROCERY STORE MARKET STUDY

(November 2018)



PROPOSED SUPERMARKET

**NORTH 10TH STREET AND
PARALLEL PARKWAY**

KANSAS CITY, KANSAS

NOVEMBER 2018



**MARKET RESEARCH
REAL ESTATE DEPARTMENT**



EXECUTIVE SUMMARY

- **PURPOSE:**

The purpose of this market study is to determine a first year, year-end weekly sales projection for a new 25,000 square foot supermarket to be located in Kansas City, Kansas. The site, located across from the Heathwood Park baseball field, is currently vacant land and a repair facility at the southeast corner of North 10th Street and Parallel Parkway.

- **TRADE AREA:**

The delineated trade area has an estimated 2018 population of 33,665, which equates to a weekly supermarket sales potential of \$1,561,831.

- **COMPETITION:**

The trade area is impacted by 12 supermarkets that average 24,925 square feet in size and \$7.63 per square foot in weekly sales. The square foot per capita ratio of 8.9 is indicative of an over-stored marketplace. This ratio is skewed high due to 10 of the stores being located at the edge of or outside the trade area but included in the trade area square footage.

- **SALES PROJECTIONS:**

The first year, year-end weekly sales projection for a new 25,000 square foot supermarket at 10th and Parallel Parkway in Kansas City is **\$121,000**.

[Note: This sales projection does **not** include pharmacy or fuel center sales. **After 12 months of this report date, forecast parameters should be reviewed prior to moving forward with this project.**]

INTRODUCTION

- **PURPOSE:**

The purpose of this market study is to determine a first year, year-end weekly sales projection for a new 25,000 square foot supermarket to be located in Kansas City, Kansas. The site, located across from the Heathwood Park baseball field, is currently vacant land and a repair facility at the southeast corner of North 10th Street and Parallel Parkway.

- **METHODOLOGY:**

Associated Wholesale Grocers, Inc. (AWG), in accordance with the latest industry standards of supermarket research, uses a computerized gravity modeling process to determine sales projections for proposed supermarket locations. AWG is a licensed user of the LOCUS Gravity Model, the Quintillion Demographic Database that uses statistical data from STI: PopStats, and the MapInfo GIS Mapping System. Trade area population and supermarket statistics are analyzed via information gathered in the marketplace.

The examination of the trade area and subsequent sales projection will be made solely from a real estate perspective. This perspective is based on the examination of the marketplace demographics and careful analysis of the competitive alignment. This report is divided into the following three sections:

- **TRADE AREA:**

The trade area was delineated based on the analyst's judgement. The delineated trade area also conforms to the accessibility of the site store, mental and physical barriers, and logical shopping alternatives. The demographics of the trade area will be discussed and compared to the state of Kansas.

- **COMPETITION:**

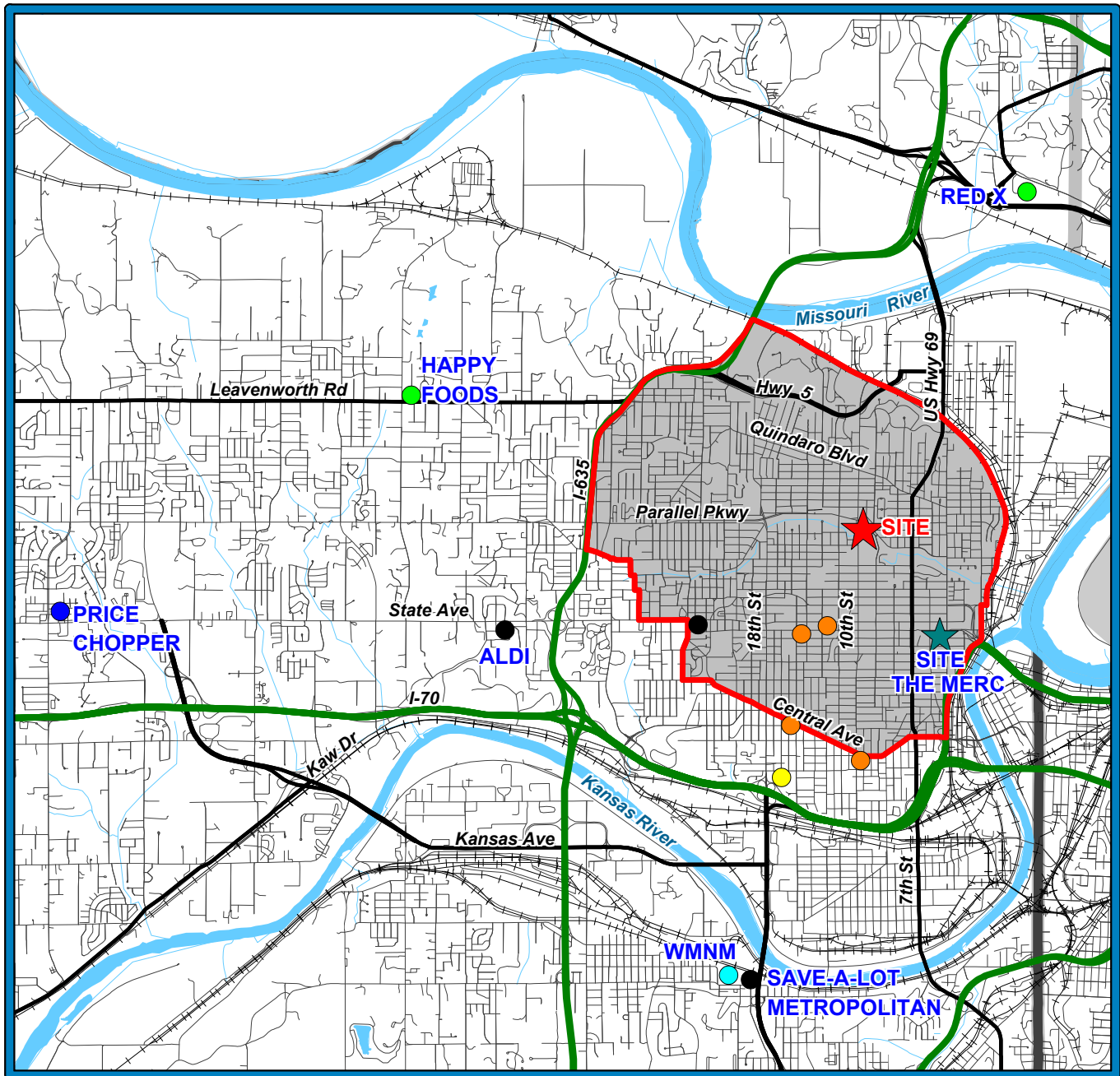
The competition impacting the trade area will be analyzed from a marketing and square footage perspective. A competitive alignment table and a store locator map are also included in the report.

- **SALES PROJECTION:**

A first year, year-end weekly sales projection will be given for the proposed new 25,000 square foot supermarket in Kansas City, Kansas. The LOCUS Appendix, a brief summary and concluding remarks follow this sales projection.

KANSAS CITY, KS

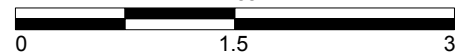
TRADE AREA / COMPETITION MAP



Legend

- Interstate Highways
- Major Roads
- ◆ Lakes, Rivers and Oceans
- Study Area Background

Miles



TRADE AREA

The map on the opposite page depicts the trade area that was delineated for the proposed supermarket at the southeast corner of 10th and Parallel Parkway. The trade area was delineated based on the analyst's judgement. Logical shopping alternatives, along with physical and mental barriers, and accessibility were also examined during the delineation process. The trade area extends north to the Union Pacific railroad tracks (between Highway 5 and the Missouri River), south to Central Avenue, east to the Union Pacific railroad tracks and the Kansas River, and west as far as I-635.

The delineated trade area has an estimated 2018 population of 33,665, which equates to a weekly supermarket sales potential of \$1,561,831. The population of this area has increased less than one percent from 33,477 in 2010 to the current estimate of 33,665. Both estimates were adjusted by excluding the population residing in institutionalized group quarters within the trade area. The 2010 Census population for the city of Kansas City, Kansas, was 145,786.

KANSAS CITY, KS

Market Profile:

	<u>TRADE AREA</u>	<u>STATE OF KANSAS</u>
Population		
<i>2010 Census</i>	33,477	2,853,118
<i>Current Estimate</i>	33,665	2,939,314
2018 Ethnic Origin		
<i>Caucasian</i>	16.1%	78.0%
<i>African-American</i>	41.0%	5.7%
<i>Asian & Pacific Islander</i>	3.6%	2.5%
<i>Hispanic Origin</i>	36.5%	10.6%
2018 Population by Sex		
<i>Male</i>	50.0%	49.7%
<i>Female</i>	50.0%	50.3%
2018 Age Distribution		
<i>Median Age</i>	33.6	38.2
2018 Annual Income by Household		
<i>Less than \$19,999</i>	38.3%	16.3%
<i>\$20,000 to \$29,999</i>	14.7%	10.8%
<i>\$30,000 to \$39,999</i>	13.6%	10.4%
<i>\$40,000 to \$49,999</i>	10.8%	9.6%
<i>\$50,000 to \$74,999</i>	13.7%	19.5%
<i>\$75,000 to \$99,999</i>	5.2%	12.8%
<i>\$100,000 and over</i>	3.7%	20.7%
<i>Median Household Income</i>	\$27,682	\$58,089
2018 Average Household Size	2.8	2.5

The following items are some of the pertinent demographic factors for this trade area:

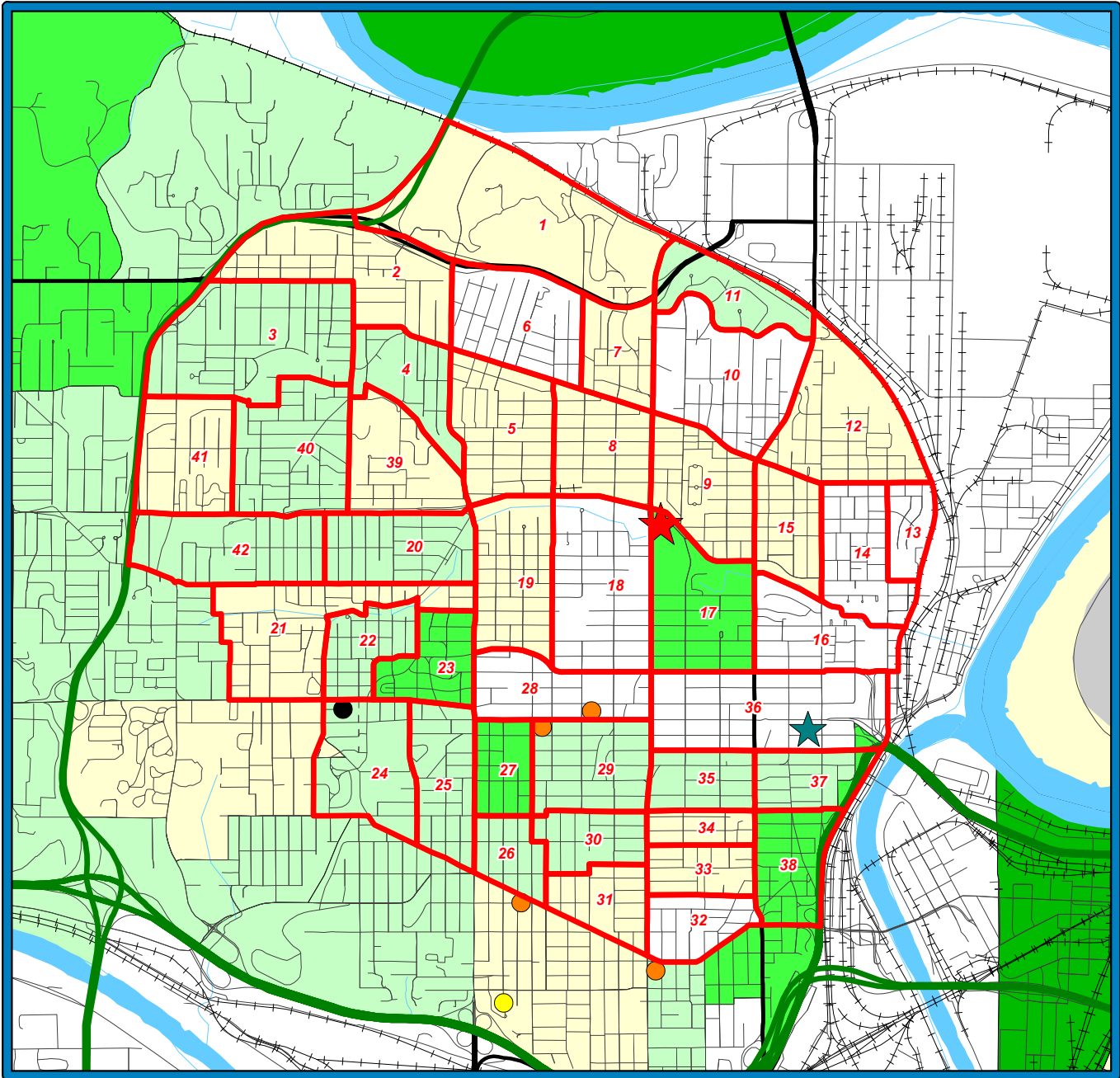
- **\$27,682** median household income
- **2.8** persons per household
- **33.6** years median age
- **16.1** percent Caucasian

The Demographic Comparison Table on the opposite page illustrates the similarities and differences between the trade area and the state of Kansas. Compared to the state averages, the trade area shows a (1) significantly lower median household income; (2) larger household size; (3) younger median age; (4) significantly larger African-American population, and (5) significantly larger population of Hispanic origin.

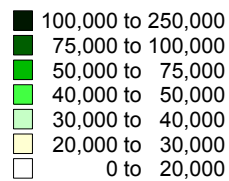
Currently, areas of the trade area to the north of State Avenue are primarily African-American, while those to the south of State Avenue are primarily of Hispanic origin.

KANSAS CITY, KS

MEDIAN HH INCOME

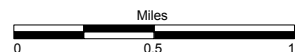


Median HHold Income By Block Groups



Legend

- Interstate Highways
- Major Roads
- Lakes, Rivers and Oceans
- Study Area Background



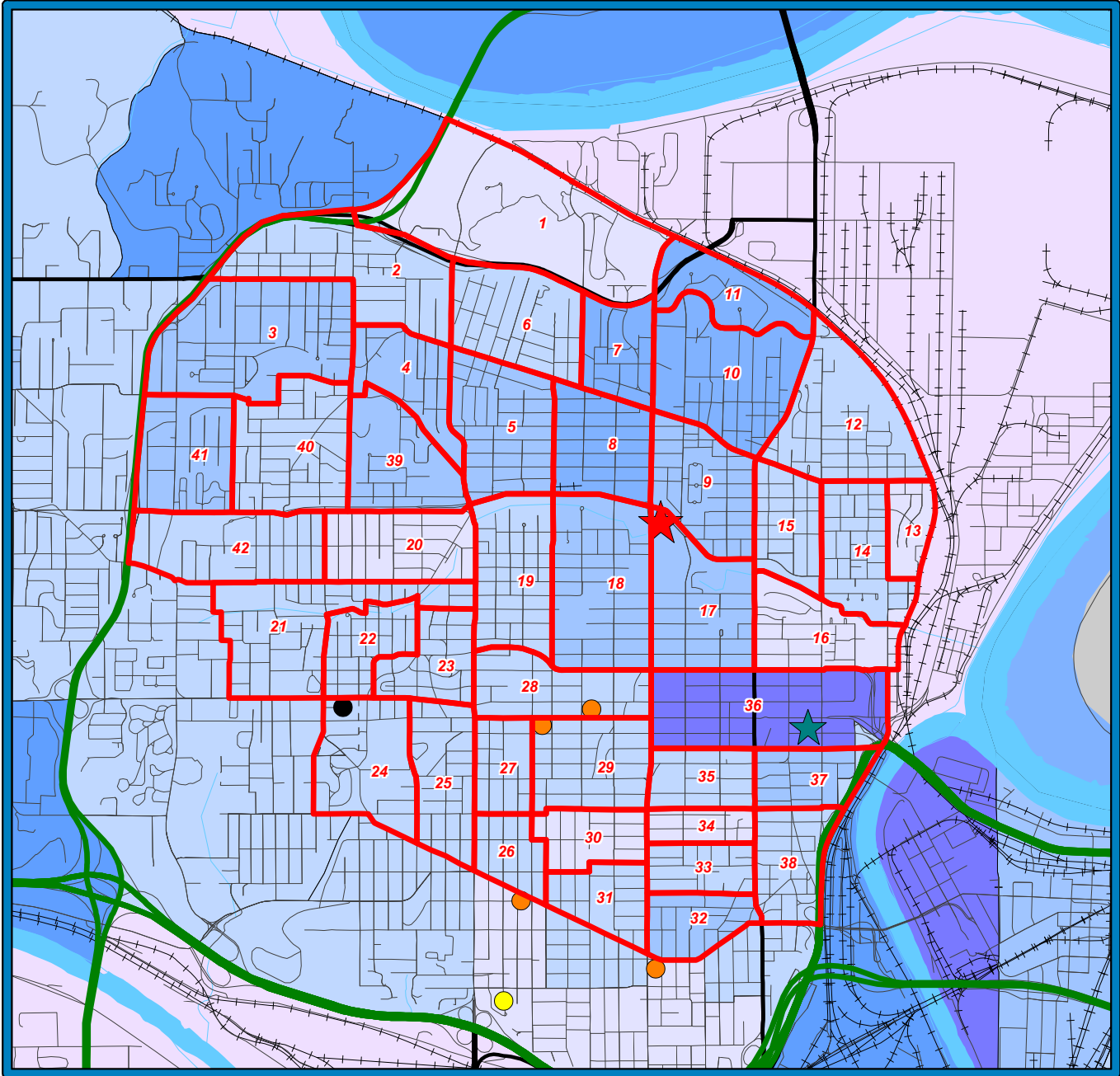
KANSAS CITY, KS

2018 Household Income (000)

Sector Map Key	% 0-20	% 21-30	% 31-40	% 41-50	% 51-75	% 76-100	% 100+	Median
1	49.55	13.39	9.38	3.57	14.29	0.45	9.38	20,486
2	30.20	28.19	11.07	7.38	14.77	3.36	5.03	25,183
3	36.50	6.41	21.55	13.20	14.56	6.80	0.97	32,040
4	33.85	14.01	18.29	14.79	8.56	5.06	5.45	30,788
5	48.20	11.80	18.36	9.51	7.54	4.59	0.00	21,182
6	54.81	4.81	0.00	3.85	11.54	25.00	0.00	14,064
7	38.50	14.08	7.51	14.55	20.19	4.23	0.94	26,655
8	34.39	28.03	10.19	13.38	11.15	2.55	0.32	26,696
9	43.16	16.24	12.82	17.09	8.55	2.14	0.00	23,283
10	50.46	12.84	23.85	0.00	10.55	2.29	0.00	19,950
11	24.54	10.65	35.19	8.80	16.20	4.63	0.00	34,631
12	38.32	16.82	17.76	8.41	11.21	0.93	6.54	26,257
13	76.04	9.38	2.08	7.81	4.69	0.00	0.00	9,758
14	62.38	24.26	0.00	5.94	7.43	0.00	0.00	11,742
15	36.97	17.58	10.91	4.85	14.55	5.45	9.70	26,992
16	72.60	5.65	1.69	3.39	12.71	3.95	0.00	12,086
17	33.91	6.09	6.96	13.04	33.04	6.09	0.87	41,687
18	62.70	9.97	12.86	11.25	3.22	0.00	0.00	15,881
19	45.07	8.22	13.16	9.21	13.16	7.89	3.29	24,035
20	35.77	5.92	13.24	14.37	21.69	5.92	3.10	36,494
21	41.92	27.22	8.71	10.53	2.90	3.09	5.63	22,892
22	23.96	17.71	17.36	11.46	20.14	4.86	4.51	36,407
23	14.04	23.97	6.16	24.32	9.25	17.47	4.79	41,513
24	18.11	24.59	19.46	10.54	15.68	6.49	5.14	32,060
25	22.66	9.58	22.43	8.41	21.73	8.64	6.54	34,774
26	18.69	25.86	9.35	2.80	20.25	12.77	10.28	34,757
27	7.36	16.67	13.57	24.03	20.54	7.36	10.47	42,906
28	56.08	9.52	7.41	0.00	10.05	9.52	7.41	17,607
29	24.12	23.15	16.08	12.22	16.08	1.61	6.75	32,358
30	35.67	11.28	7.32	13.11	27.74	2.13	2.74	33,178
31	36.61	18.30	12.50	9.38	13.39	5.80	4.02	28,382
32	52.97	9.67	13.85	8.13	8.35	3.74	3.30	17,194
33	38.65	21.91	10.36	20.32	3.19	0.00	5.58	23,977
34	37.50	20.39	12.50	6.58	15.13	5.92	1.97	27,931
35	17.50	7.50	28.00	19.50	7.00	7.00	13.50	38,458
36	72.45	3.91	9.18	7.65	5.10	1.70	0.00	10,824
37	29.22	14.61	9.74	17.86	20.13	8.44	0.00	38,102
38	18.57	9.14	13.43	19.14	22.00	5.71	12.00	46,162
39	45.86	9.94	7.18	6.08	26.52	4.42	0.00	23,009
40	26.28	14.96	29.06	9.83	8.97	7.26	3.63	33,163
41	30.31	24.02	12.60	12.20	16.14	0.39	4.33	27,332
42	33.69	11.32	14.02	6.74	24.53	9.43	0.27	35,169
Average	38.27	14.68	13.58	10.81	13.74	5.21	3.71	27,682

KANSAS CITY, KS

MEDIAN AGE

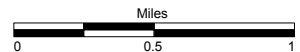


Median Age By Block Groups

- 52 to 87
- 43 to 52
- 38 to 43
- 35 to 38
- 30 to 35
- 22 to 30
- 0 to 22

Legend

- Interstate Highways
- Major Roads
- Lakes, Rivers and Oceans
- Study Area Background



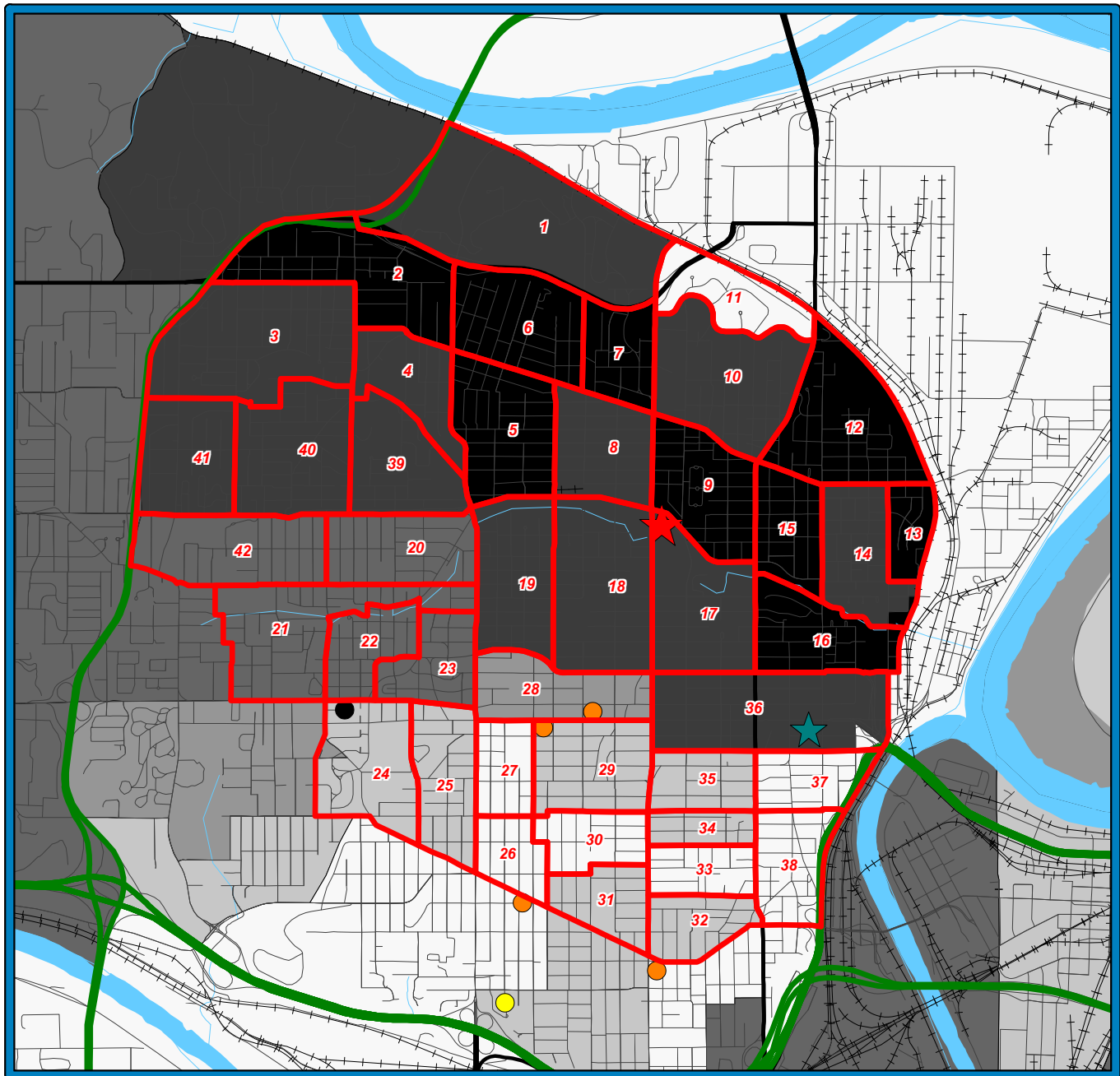
KANSAS CITY, KS

2018 Age Distribution

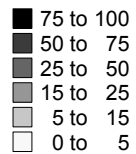
Sector Map Key	% 0-18	% 19-29	% 30-50	% 51-64	% 65+	Median	Average
1	41.14	15.50	22.69	16.79	3.87	25.50	27.87
2	26.83	17.63	17.76	24.18	13.60	34.49	36.82
3	24.98	16.16	17.87	23.05	17.94	37.95	38.85
4	27.78	13.58	16.98	24.85	16.82	37.44	38.58
5	25.68	18.33	15.95	25.11	14.93	35.33	37.89
6	22.91	22.91	12.00	25.09	17.09	34.79	38.54
7	25.19	12.60	16.41	26.15	19.66	41.21	40.98
8	22.90	18.15	17.27	24.16	17.52	38.14	39.44
9	27.01	16.24	17.44	24.10	15.21	35.76	37.75
10	25.31	14.61	18.11	25.31	16.67	38.15	39.09
11	25.11	13.92	17.30	28.06	15.61	39.44	38.98
12	29.30	16.12	16.48	24.54	13.55	33.91	36.40
13	42.95	19.24	17.67	14.09	6.04	23.16	27.16
14	29.38	16.30	15.69	23.54	15.09	34.30	36.72
15	31.32	17.75	16.70	20.67	13.57	30.73	35.22
16	38.48	19.59	17.36	16.04	8.53	24.55	29.90
17	29.41	14.34	14.71	25.74	15.81	36.00	37.72
18	27.36	15.80	18.76	21.02	17.07	36.01	38.09
19	29.15	20.34	20.34	21.24	8.93	30.43	33.36
20	30.12	20.38	18.65	22.02	8.83	29.67	33.39
21	29.55	16.42	21.75	22.00	10.29	32.58	34.38
22	28.68	18.93	19.95	22.34	10.09	31.67	34.22
23	28.48	15.76	18.55	22.42	14.79	34.95	36.41
24	29.95	15.81	22.00	21.91	10.34	33.00	34.46
25	27.82	15.72	25.68	21.40	9.37	33.68	34.55
26	30.24	18.85	20.95	22.77	7.19	30.60	32.80
27	26.47	17.60	19.48	25.97	10.49	34.66	35.79
28	33.40	10.47	27.47	21.54	7.11	33.37	32.59
29	31.60	17.59	23.43	20.56	6.82	30.52	31.95
30	34.86	18.36	22.06	18.36	6.36	27.75	30.59
31	29.04	16.01	26.77	21.53	6.66	32.69	32.95
32	26.96	13.74	19.91	25.02	14.36	36.53	37.65
33	30.71	17.92	22.08	21.86	7.43	30.86	32.62
34	33.10	19.57	20.64	19.40	7.30	28.30	31.45
35	21.00	25.16	27.86	21.62	4.37	31.81	33.15
36	16.23	7.13	15.54	37.05	24.05	53.01	47.50
37	28.46	13.85	26.28	21.41	10.00	35.00	35.08
38	29.41	15.37	23.87	20.29	11.07	33.23	34.54
39	29.67	12.40	20.93	19.72	17.28	35.25	37.36
40	29.34	17.72	19.03	22.44	11.47	32.28	34.76
41	24.42	17.84	15.20	27.49	15.06	37.83	38.44
42	26.85	18.36	19.36	23.38	12.05	34.04	35.74
Average	28.69	16.86	20.19	22.61	11.66	33.61	35.28

KANSAS CITY, KS

% ETHNICITY

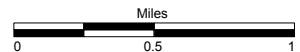


% Black By Block Groups



Legend

- Interstate Highways
- Major Roads
- Lakes, Rivers and Oceans
- Study Area Background



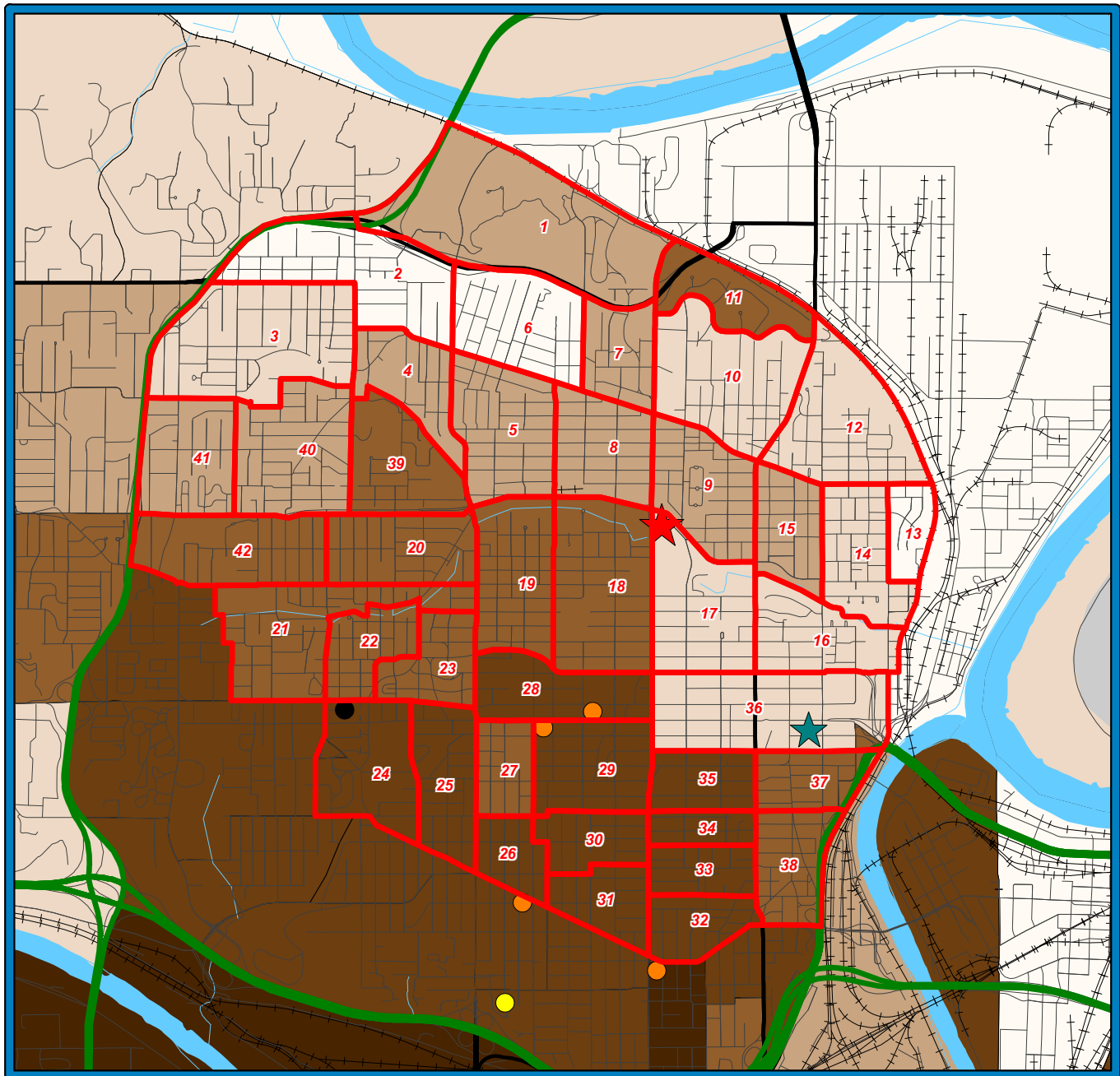
KANSAS CITY, KS

2018 Ethnic Origin

Sector Map Key	% Caucasian	% AfrAm	% Asian	% Hispanic	% Other
1	2.58	73.25	0.00	21.03	3.14
2	3.27	88.04	0.25	4.79	3.65
3	10.44	69.45	2.63	14.77	2.71
4	2.47	73.92	0.00	20.37	3.24
5	4.30	76.81	0.79	15.84	2.26
6	1.09	93.45	0.36	4.36	0.73
7	4.58	75.38	1.15	16.98	1.91
8	3.38	71.34	1.63	20.53	3.13
9	2.74	76.58	0.00	18.97	1.71
10	18.93	60.91	2.26	14.20	3.70
11	45.36	1.90	4.22	46.20	2.32
12	3.30	83.52	4.40	6.59	2.20
13	3.80	78.97	6.04	3.36	7.83
14	3.82	74.25	5.43	13.28	3.22
15	2.30	78.50	0.00	18.79	0.42
16	2.74	84.97	2.74	6.70	2.84
17	8.46	71.32	1.47	14.34	4.41
18	3.81	66.29	1.55	25.53	2.82
19	2.94	66.21	0.00	29.83	1.02
20	13.56	41.13	1.18	38.76	5.37
21	14.25	35.56	9.23	35.32	5.64
22	11.34	38.44	3.51	43.99	2.72
23	32.97	28.85	2.55	32.85	2.79
24	24.12	7.86	6.54	56.63	4.86
25	30.48	8.93	1.40	57.64	1.55
26	32.97	4.37	6.28	53.55	2.82
27	41.95	3.87	6.62	44.69	2.87
28	8.30	23.91	9.29	55.34	3.16
29	13.02	8.80	7.72	68.22	2.24
30	15.46	4.27	7.17	71.01	2.09
31	17.56	10.20	8.50	62.04	1.70
32	21.85	14.27	3.00	58.77	2.11
33	13.22	3.28	10.16	73.01	0.33
34	16.19	14.95	1.96	63.17	3.74
35	25.47	14.14	5.09	53.43	1.87
36	21.52	62.83	1.50	10.01	4.14
37	45.64	3.97	3.97	43.33	3.08
38	42.11	4.10	5.23	47.34	1.23
39	5.08	60.98	1.63	30.08	2.24
40	10.46	63.40	1.38	22.15	2.61
41	11.55	67.69	2.05	16.08	2.63
42	14.70	48.13	0.46	33.97	2.74
Average	16.06	41.00	3.64	36.47	2.83

KANSAS CITY, KS

% ETHNICITY

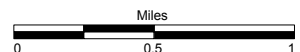


% Hispanic Origin By Block Groups

- 75 to 100
- 50 to 75
- 25 to 50
- 15 to 25
- 5 to 15
- 0 to 5

Legend

- Interstate Highways
- Major Roads
- Lakes, Rivers and Oceans
- Study Area Background



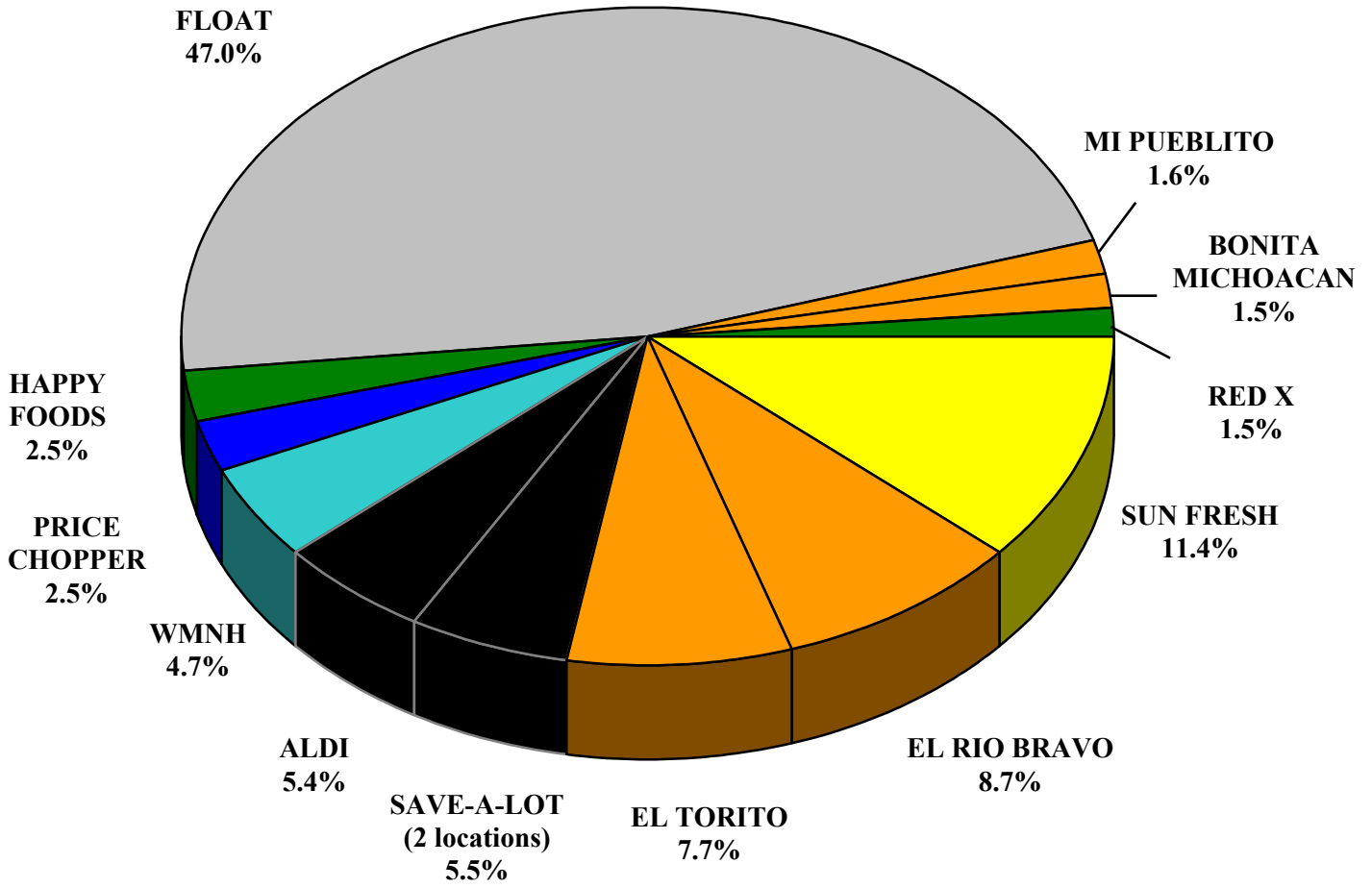
KANSAS CITY, KS

2018 Ethnic Origin

Sector Map Key	% Caucasian	% AfrAm	% Asian	% Hispanic	% Other
1	2.58	73.25	0.00	21.03	3.14
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5	4.30	76.81	0.79	15.84	2.26
6	1.09	93.45	0.36	4.36	0.73
7	4.58	75.38	1.15	16.98	1.91
8	3.38	71.34	1.63	20.53	3.13
9	2.74	76.58	0.00	18.97	1.71
10	18.93	60.91	2.26	14.20	3.70
11	45.36	1.90	4.22	46.20	2.32
12	3.30	83.52	4.40	6.59	2.20
13	3.80	78.97	6.04	3.36	7.83
14	3.82	74.25	5.43	13.28	3.22
15	2.30	78.50	0.00	18.79	0.42
16	2.74	84.97	2.74	6.70	2.84
17	8.46	71.32	1.47	14.34	4.41
18	3.81	66.29	1.55	25.53	2.82
19	2.94	66.21	0.00	29.83	1.02
20	13.56	41.13	1.18	38.76	5.37
21	14.25	35.56	9.23	35.32	5.64
22	11.34	38.44	3.51	43.99	2.72
23	32.97	28.85	2.55	32.85	2.79
24	24.12	7.86	6.54	56.63	4.86
25	30.48	8.93	1.40	57.64	1.55
26	32.97	4.37	6.28	53.55	2.82
27	41.95	3.87	6.62	44.69	2.87
28	8.30	23.91	9.29	55.34	3.16
29	13.02	8.80	7.72	68.22	2.24
30	15.46	4.27	7.17	71.01	2.09
31	17.56	10.20	8.50	62.04	1.70
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33	13.22	3.28	10.16	73.01	0.33
34	16.19	14.95	1.96	63.17	3.74
35	25.47	14.14	5.09	53.43	1.87
36	21.52	62.83	1.50	10.01	4.14
37	45.64	3.97	3.97	43.33	3.08
38	42.11	4.10	5.23	47.34	1.23
39	5.08	60.98	1.63	30.08	2.24
40	10.46	63.40	1.38	22.15	2.61
41	11.55	67.69	2.05	16.08	2.63
42	14.70	48.13	0.46	33.97	2.74
Average	16.06	41.00	3.64	36.47	2.83

MARKET SHARE BY STORE GROUP

KANSAS CITY, KANSAS



COMPETITION

The delineated trade area is impacted by 12 supermarkets, ranging in size from 5,800 to 66,000 square feet; in format from small Bodegas (small Hispanic markets), limited assortment stores (Aldi, Save-a-Lot) and conventional supermarkets (Happy Foods, Sun Fresh) to food/drug combos (Price Chopper, Red X, Walmart Neighborhood Market).

The square foot per capita ratio of 8.9 is indicative of an over-stored marketplace. This ratio is skewed high due to 10 of the stores being located at the trade area perimeter or outside the trade area but included in the trade area square footage. The average store is 24,925 square feet in size, and average weekly sales are \$7.63 per square foot.

Anticipated competitive activity that will impact the trade area for the proposed supermarket includes a new 16,000 square foot coop grocery store (The Merc, based in Lawrence, Kansas) to be located in downtown Kansas City at the intersection of Minnesota Avenue and North 5th Street. In addition, the Aldi located on State Avenue just west of Interstate 635 will be completing an expansion and major remodel in 2019.

SUN FRESH

11.4% MARKET SHARE

Sun Fresh is located just south of the trade area and near to an interchange with I-70. The store anchors Prescott Plaza, which also contains a number of restaurants and small shops. The store is heavily merchandise toward the diverse ethnic neighborhoods surrounding the store. Extra departments include a hot/cold deli with prepared meals (with seating), extensive bakery, salad bar, service meat/seafood, tamale bar and tortilleria. Sun Fresh is supplied by AWG, Kansas City Division.

EL RIO BRAVO

8.7% MARKET SHARE

El Rio Bravo is located next to the Industrial State Bank and Frontera Auto Sales. Extra departments include a hot/cold deli (with seating), bakery, service meat/seafood and tacqueria. El Rio Bravo is supplied by AWG, Kansas City Division.

EL TORITO

7.7% MARKET SHARE

This store features a restaurant and is located on busy Central Avenue with on-street parking only. Extra departments include a hot deli, bakery and extensive service meat case. The sales indicated in this report do not include additional meat sales to area restaurants and other grocers. El Torito is supplied by AWG, Kansas City Division and other small suppliers.

SAVE-A-LOT (2 locations)

5.5% COMBINED MARKET SHARE

Save-a-Lot is a discount grocery chain based in Earth City, Missouri, and is a subsidiary of the Onex Corporation.

State Avenue

5.1% Market Share

The first Save-a-Lot in this market study is located on the southeast corner of State Avenue and North 29th Street across from a Walgreens. It is an older facility that was recently remodeled to Save-a-Lot's new signage and décor package. There are no extra departments.

**Metropolitan Avenue
0.4% Market Share**

This Save-a-Lot is located at the intersection of Highway 69 and Metropolitan Avenue adjacent to a Walmart Neighborhood Market. The corporate store was remodeled in October 2018 and is clean and well-run, but achieves low weekly sales. There are no extra departments.

**ALDI
5.4% MARKET SHARE**

Aldi is located on State Avenue just west of Interstate 635. Adjacent retail includes an old shopping center including Gen X Clothing, Family Dollar and Pizza Hut. There are no extra departments, but Aldi features especially low pricing on milk, eggs, meats and many produce items. Aldi will reportedly be expanding and remodeling this facility in 2019. This action is reflected in the sales forecast for the proposed site. Aldi is a worldwide company with U.S. headquarters in Batavia, Illinois.

**WALMART NEIGHBORHOOD MARKET
4.7% MARKET SHARE**

Walmart Neighborhood Market is located in the Argentine neighborhood at the northeast corner of Metropolitan Avenue and South 24th Street. Adjacent retail includes Save-a-Lot. Extra departments include a hot/cold deli, limited bakery and floral and a pharmacy with drive-thru. Walmart is a worldwide company with headquarters in Bentonville, Arkansas.

**PRICE CHOPPER
2.5% MARKET SHARE**

Price Chopper is located on State Avenue well to the west of the trade area. The store is located in the Wyandotte Plaza next to Dollar Tree, PetSmart, Marshalls and other retailers. Extra departments include a hot/cold deli (with seating), bakery, salad bar, service meat/seafood, floral, pharmacy, Starbucks and bank. Price Chopper is supplied by AWG, Kansas City Division.

HAPPY FOODS
2.5% MARKET SHARE

Happy Foods is located west of Interstate 635 on Leavenworth Road. Adjacent retail Church's Chicken and a thrift store. A primary draw for Happy Foods is a strong meat program. There are no extra departments. Happy Foods is supplied by AWG, Kansas City Division.

MI PUEBLITO
1.6% MARKET SHARE

Mi Pueblito is located next to an auto body shop. Extra departments include a bakery, service meat and restaurant. The bodega is supplied by small suppliers.

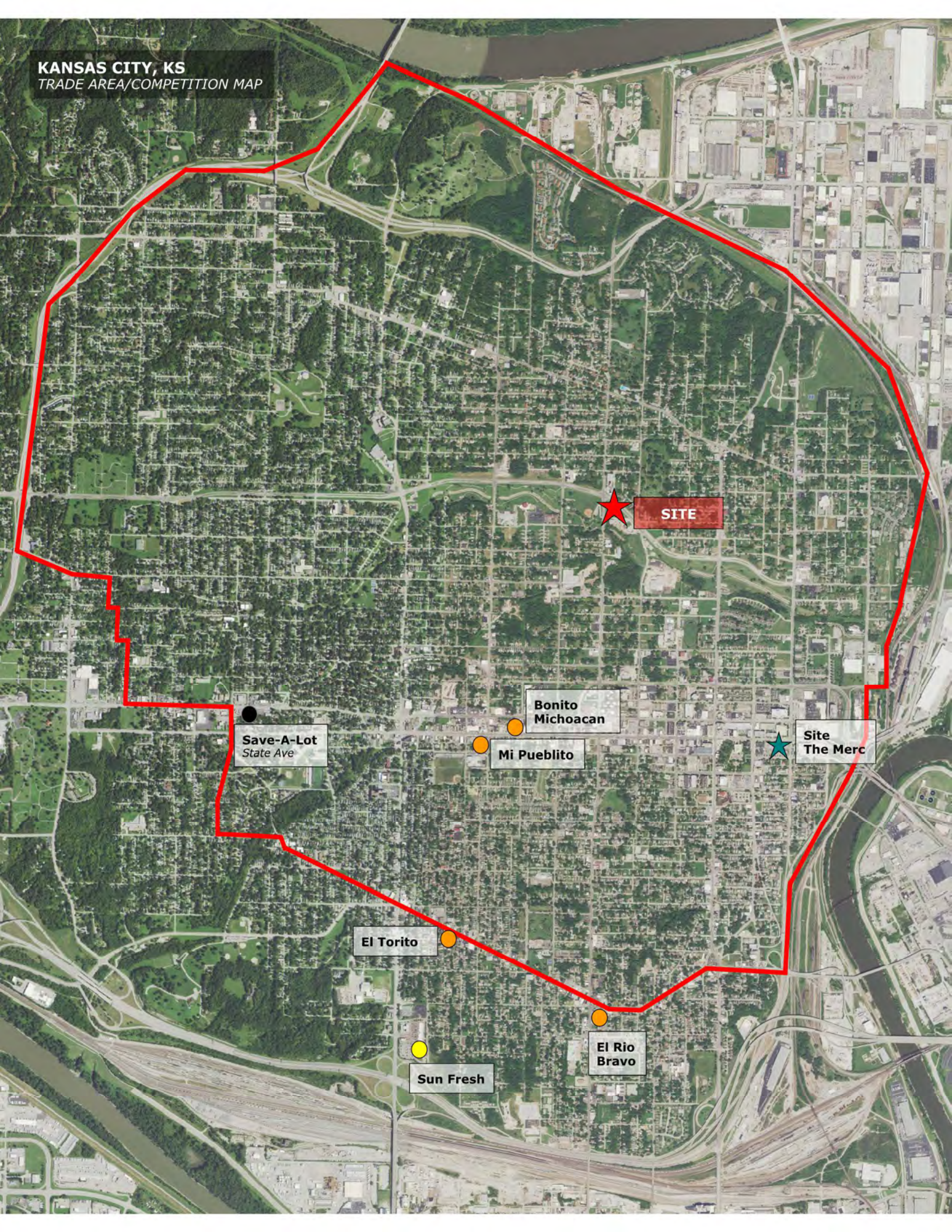
BONITA MICHOACAN
1.5% MARKET SHARE

Bonita Michoacan is located next to their Bonita Restaurant and a used car dealer. Extra department include a bakery, service meat and tacqueria (with seating). Bonita Michoacan is supplied by small suppliers.

RIVERSIDE RED X
1.5% MARKET SHARE

This store is located in the small community of Kansas City with an excise tax exempt status. Extra departments include a hot/cold deli; pharmacy; huge, expansive and discounted liquor/beer/wine department, and cigarettes with a walk-in cigar humidor. Red X is a unique supermarket because it also displays an assortment of antiques and collectables. Red X is supplied by AWG, Kansas City Division.

KANSAS CITY, KS
TRADE AREA/COMPETITION MAP



SITE

Save-A-Lot
State Ave

Bonito Michoacan
Mi Pueblito

Site The Merc

El Torito

Sun Fresh

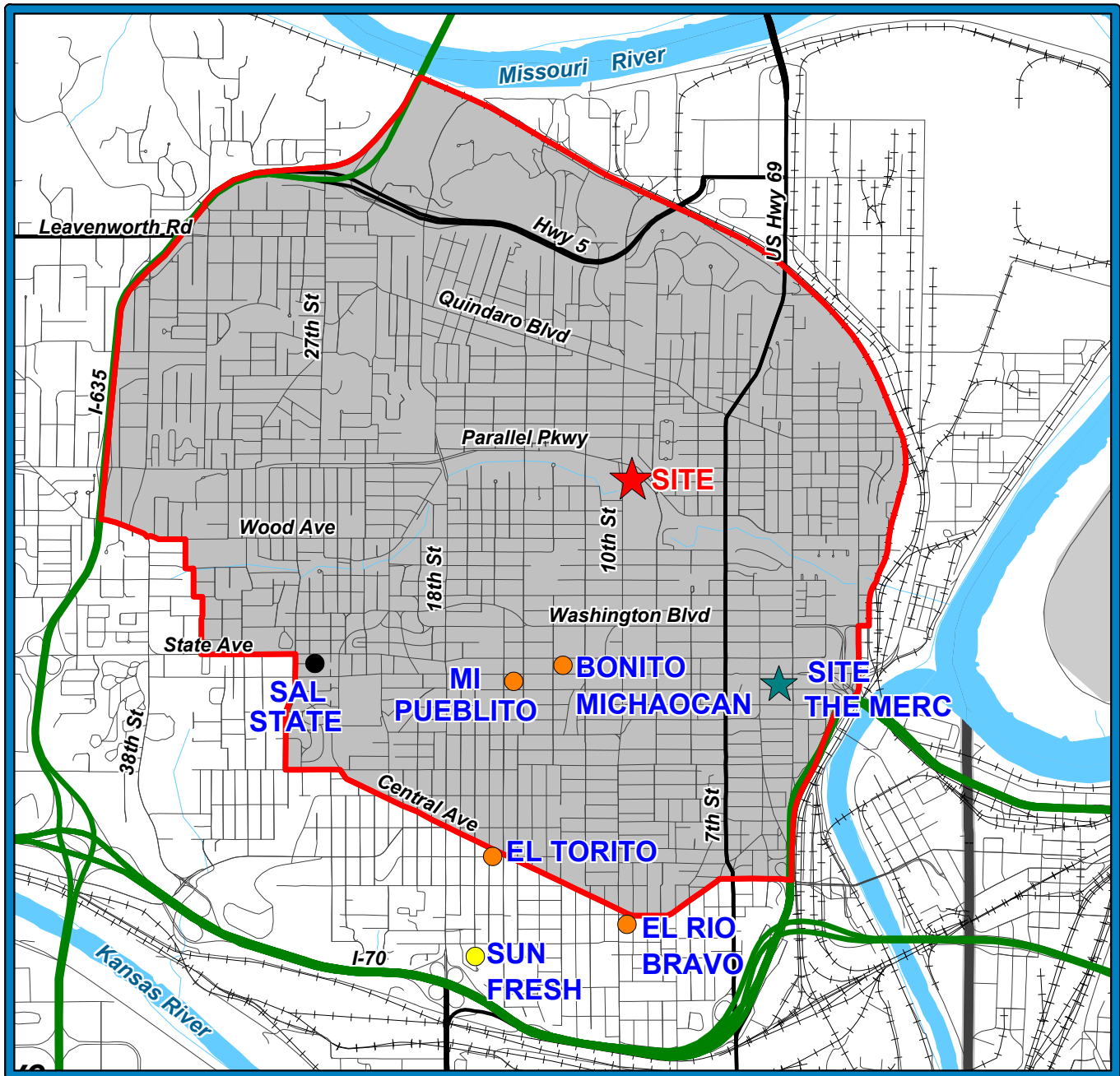
El Rio Bravo

COMPETITIVE ALIGNMENT TABLE





STORE	SIZE	VOLUME	DEPARTMENTS	MARKET SHARE
SUN FRESH	45,000	\$395,000	HOT/COLD DELI W/PREPARED MEALS (W/SEATING), EXTENSIVE BAKERY, SALAD BAR, SERVICE MEAT/SEAFOOD, TAMALES BAR, TORTILLERIA	11.4%
EL RIO BRAVO	19,100	\$210,000	HOT/COLD DELI (W/SEATING), BAKERY, SERVICE MEAT/SEAFOOD, TACQUERIA	8.7%
EL TORITO	11,900	\$185,000	HOT DELI, BAKERY, EXTENSIVE SERVICE MEAT	7.7%
SAVE-A-LOT (2 locations)				5.5%
<i>State Avenue</i>	16,900	\$110,000	NONE	5.1%
<i>Metropolitan</i>	15,000	\$60,000	NONE	0.4%
ALDI	16,500	\$210,000	NONE	5.4%
WALMART NEIGHBORHOOD MARKET	41,700	\$320,000	HOT/COLD DELI, LIMITED BAKERY, FLORAL, PHARMACY W/DRIVE-THRU	4.7%
PRICE CHOPPER	66,000	\$390,000	HOT/COLD DELI (W/SEATING), BAKERY, SALAD BAR, SERVICE MEAT/SEAFOOD, FLORAL, PHARMACY, STARBUCKS, BANK	2.5%
HAPPY FOODS	21,200	\$160,000	NONE	2.5%
MI PUEBLITO	6,000	\$32,000	BAKERY, SERVICE MEAT, RESTAURANT	1.6%
BONITA MICHOACAN	5,800	\$30,000	BAKERY, SERVICE MEAT, TACQUERIA (W/SEATING)	1.5%
RIVERSIDE RED X	34,000	\$180,000	HOT/COLD DELI; PHARMACY; HUGE, EXPANSIVE DISCOUNTED LIQUOR/BEER/WINE, CIGARETTES WITH WALK-IN CIGAR HUMIDOR	1.5%
TOTAL MARKET SHARE ACCOUNTED FOR:				53.0%

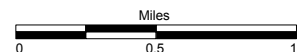
KANSAS CITY, KS

TRADE AREA / COMPETITION INSET



Legend

-  Interstate Highways
-  Major Roads
-  Lakes, Rivers and Oceans
-  Study Area Background



SALES PROJECTION

After carefully examining the Kansas City trade area from a demographic and competitive perspective, the first year, year-end weekly sales projection for a new 25,000 square foot supermarket located at the southeast corner of North 10th Street and Parallel Parkway in Kansas City is **\$121,000**.

This sales projection – which does **not** include pharmacy or fuel center sales – is based on the following assumptions:

- A penetration level of 7.0 percent, receiving 90 percent of weekly sales from within the trade area; 10 percent from outside.
- Anticipated competitive activity including a new 16,000 square foot coop supermarket (The Merc) located at the intersection of Minnesota Avenue and North 5th Street and an expansion and remodel of the Aldi located on State Avenue. No additional square footage being added to or deleted from the trade area.
- Existing sizes and sales volumes as reported by the the division.
- A favorable site plan, including good ingress/egress, parking, signage, visibility, traffic flow and parking lot lighting.
- An extended grand opening to familiarize area consumers with the new store and to establish shopping patterns.
- A comprehensive marketing program, including print and electronic media, as well as consideration of on-line ordering and home delivery.
- A strong hot foods program, potentially including daily specials. Consider marketing to nearby church and other groups.
- The new supermarket featuring:
 - A perishable driven format emphasizing service, product variety, quality and presentation;
 - A hot/cold deli (with seating) with merchandising emphasis on product quality and meal solutions merchandised toward the customer base surrounding the store.
- Pricing competitive with other area supermarket operators.

The AWG Real Estate Department staff, in accordance with the industry standards, uses a computerized gravity model to simulate the current marketplace in terms of population, potential and competitive alignment. This model is used to provide a first year, year-end weekly sales projection for the proposed 25,000 square foot supermarket to be located at the southeast corner of 10th Street and Parallel Parkway in Kansas City, Kansas. The following table depicts the impact on the existing marketplace:

FIRST YEAR SALES PROJECTION – NEW 25,000 SQ.FT. SUPERMARKET
SEC of 10th Street and Parallel Parkway

Facility Map Key	Name	Forecast		Current		T.A. Diff.	% Chg	Fcst Total Area	Draw	Image
		---Nov 2019 --- Volume	--- /SqFt	----Nov 2018 ---- Volume	---- /SqFt					
1	SAL-METROPOLITAN	58,815	3.92	60,000	4.00	-1,185	-2	15,000	10	57
2	SAL-STATE	91,185	5.40	110,000	6.51	-18,815	-17	16,900	72	83
3	EL RIO BRAVO	177,524	9.29	210,000	10.99	-32,477	-15	19,100	65	135
4	EL TORITO	156,576	13.16	185,000	15.55	-28,424	-15	11,900	65	174
5	SUN FRESH-18TH S	355,123	7.89	395,000	8.78	-39,877	-10	45,000	45	112
6	MI PUEBLITO	25,650	4.27	32,000	5.33	-6,350	-20	6,000	80	67
7	BONITA MICHOACAN	23,956	4.13	30,000	5.17	-6,044	-20	5,800	80	65
8	HAPPY FOODS	150,225	7.09	160,000	7.55	-9,775	-6	21,200	24	97
9	ALDI-STATE	221,947	12.00	210,000	11.35	4,779	6	18,500	40	185
10	PRICE CHOPPER-ST	380,634	5.77	390,000	5.91	-9,366	-2	66,000	10	75
11	WMM-METROPOLITA	303,151	7.27	320,000	7.67	-16,849	-5	41,700	23	103
12	RED X	172,965	5.09	180,000	5.29	-7,035	-4	34,000	13	67
13	SITE-THE MERC	77,865	4.87	0	0.00	62,292	0	16,000	80	100
100	SITE	121,252	4.85	0	0.00	109,127	0	25,000	90	100
Totals		2,316,866		2,282,000		0				
Averages		165,490	6.77	190,167	7.58			24,436		101

LOCUS APPENDIX

TRADE AREA TODAY

Facility Map Key	Name	---Nov 2018 --- Volume	/SqFt	Total Area	Draw	Image
1	SAL-METROPOLITAN	60,000	4.00	15,000	10	57
2	SAL-STATE	110,000	6.51	16,900	72	83
3	EL RIO BRAVO	210,000	10.99	19,100	65	135
4	EL TORITO	185,000	15.55	11,900	65	174
5	SUN FRESH-18TH S	395,000	8.78	45,000	45	112
6	MI PUEBLITO	32,000	5.33	6,000	80	67
7	BONITA MICHOACAN	30,000	5.17	5,800	80	65
8	HAPPY FOODS	160,000	7.55	21,200	24	97
9	ALDI-STATE	210,000	12.73	16,500	40	165
10	PRICE CHOPPER-ST	390,000	5.91	66,000	10	75
11	WMNM-METROPOLITA	320,000	7.67	41,700	23	103
12	RED X	180,000	5.29	34,000	13	67
Total		2,282,000		299,100		
Average		190,167	7.63	24,925		100

TRADE AREA STATISTICS

Trade Area	Nov 2018
Population	33,665
Potential	1,561,831
Facility Volume	827,700
Float Amount	734,131
Float Percent	47.%
P.C.E.	46.39

STORE REPORT

Chain Name	# of Facs	-----Chain Volume	-----Chain Average	Total Size	----- Average	Vol/ SqFt	Avg Image	Market Share
SUN FRESH-18TH S	1	395,000	395,000	45,000	45,000	8.78	112	11.38
EL RIO BRAVO	1	210,000	210,000	19,100	19,100	10.99	135	8.74
EL TORITO	1	185,000	185,000	11,900	11,900	15.55	174	7.70
ALDI-STATE	1	210,000	210,000	16,500	16,500	12.73	165	5.38
SAL-STATE	1	110,000	110,000	16,900	16,900	6.51	83	5.07
WMNM-METROPOLITA	1	320,000	320,000	41,700	41,700	7.67	103	4.71
PRICE CHOPPER-ST	1	390,000	390,000	66,000	66,000	5.91	75	2.50
HAPPY FOODS	1	160,000	160,000	21,200	21,200	7.55	97	2.46
MI PUEBLITO	1	32,000	32,000	6,000	6,000	5.33	67	1.64
BONITA MICHOACAN	1	30,000	30,000	5,800	5,800	5.17	65	1.54
RED X	1	180,000	180,000	34,000	34,000	5.29	67	1.50
SAL-METROPOLITAN	1	60,000	60,000	15,000	15,000	4.00	57	.38
Totals	12	2,282,000		299,100				53.00
Averages			190,167		24,925	7.63		

SECTOR REPORT

Sector Map Key	-----Nov 2018-----		Potential	-----Float-----	
	Population	PCE		Percent	Amount
1	542	45.57	24,698	61.25	15,128
2	794	46.34	36,795	59.55	21,913
3	1,293	49.79	64,376	57.40	36,950
4	648	49.37	31,992	55.62	17,793
5	852	44.14	37,611	53.17	19,998
6	275	40.75	11,206	57.57	6,452
7	524	47.86	25,079	56.43	14,151
8	799	47.88	38,253	52.20	19,969
9	585	46.44	27,169	51.21	13,914
10	486	46.28	22,491	56.48	12,703
11	474	52.24	24,764	59.73	14,792
12	273	47.23	12,893	58.02	7,481
13	447	38.12	17,040	56.48	9,624
14	497	39.27	19,517	54.41	10,620
15	479	46.18	22,122	51.92	11,486
16	985	38.43	37,857	49.68	18,807
17	272	53.09	14,441	46.00	6,643
18	709	43.33	30,722	43.81	13,460
19	885	45.01	39,837	44.22	17,615
20	1,089	48.36	52,663	46.85	24,674
21	1,613	44.52	71,815	41.98	30,150
22	882	48.34	42,632	38.73	16,512
23	825	50.99	42,069	42.05	17,688
24	1,132	47.08	53,290	38.78	20,666
25	1,337	47.88	64,017	43.59	27,903
26	1,086	46.69	50,704	39.49	20,023
27	801	49.96	40,020	38.99	15,603
28	506	42.66	21,588	35.49	7,662
29	1,114	45.27	50,436	37.72	19,022
30	1,242	44.82	55,672	40.47	22,528
31	706	45.48	32,107	36.53	11,728
32	1,135	43.27	49,107	38.57	18,943
33	915	42.42	38,818	42.38	16,452
34	562	43.54	24,469	45.28	11,079
35	680	47.67	32,413	43.31	14,039
36	819	44.07	36,093	46.68	16,848
37	780	51.60	40,251	49.45	19,906
38	974	52.07	50,719	47.17	23,923
39	492	45.41	22,344	52.19	11,662
40	1,377	48.26	66,454	52.14	34,646
41	684	47.18	32,273	53.68	17,324
42	1,095	48.42	53,015	48.38	25,650
Total	33,665		1,561,831		734,131
Average		46.39		47.00	

FIRST YEAR SALES PROJECTION – NEW 25,000 SQ.FT. SUPERMARKET *SEC of 10th Street and Parallel Parkway*

Facility Map Key	Name	Forecast		Current		T.A. Diff.	% Chg	Fcst Total Area	Draw	Image
		---Nov 2019 --- Volume	/SqFt	----Nov 2018 ---- Volume	/SqFt					
1	SAL-METROPOLITAN	58,815	3.92	60,000	4.00	-1,185	-2	15,000	10	57
2	SAL-STATE	91,185	5.40	110,000	6.51	-18,815	-17	16,900	72	83
3	EL RIO BRAVO	177,524	9.29	210,000	10.99	-32,477	-15	19,100	65	135
4	EL TORITO	156,576	13.16	185,000	15.55	-28,424	-15	11,900	65	174
5	SUN FRESH-18TH S	355,123	7.89	395,000	8.78	-39,877	-10	45,000	45	112
6	MI PUEBLITO	25,650	4.27	32,000	5.33	-6,350	-20	6,000	80	67
7	BONITA MICHOACAN	23,956	4.13	30,000	5.17	-6,044	-20	5,800	80	65
8	HAPPY FOODS	150,225	7.09	160,000	7.55	-9,775	-6	21,200	24	97
9	ALDI-STATE	221,947	12.00	210,000	11.35	4,779	6	18,500	40	185
10	PRICE CHOPPER-ST	380,634	5.77	390,000	5.91	-9,366	-2	66,000	10	75
11	WMNM-METROPOLITA	303,151	7.27	320,000	7.67	-16,849	-5	41,700	23	103
12	RED X	172,965	5.09	180,000	5.29	-7,035	-4	34,000	13	67
13	SITE-THE MERC	77,865	4.87	0	0.00	62,292	0	16,000	80	100
100	SITE	121,252	4.85	0	0.00	109,127	0	25,000	90	100
Totals		2,316,866		2,282,000		0				
Averages		165,490	6.77	190,167	7.58			24,436		101

TRADE AREA STATISTICS

Trade Area	Nov 2018	Nov 2019	% Change
Population	33,665	33,665	.00
Potential	1,561,831	1,561,831	.00
Facility Volume	827,700	827,700	.00
Float Amount	734,131	734,131	.00
Float Percent	47.00	47.00	
P.C.E.	46.39	46.39	.00

STORE REPORT

Chain Name	# of Facs	-----Chain Total-----				Vol/ SqFt	Avg Image	Market Share	-----Change-----	
		Volume	Average	Size	Average				Volume	MktShr
SAL-METROPOLITAN	1	58,815	58,815	15,000	15,000	3.92	57	.31	-1,185	-.08
SAL-STATE	1	91,185	91,185	16,900	16,900	5.40	83	3.87	-18,815	-1.20
EL RIO BRAVO	1	177,523	177,523	19,100	19,100	9.29	135	6.66	-32,477	-2.08
EL TORITO	1	156,576	156,576	11,900	11,900	13.16	174	5.88	-28,424	-1.82
SUN FRESH-18TH S	1	355,123	355,123	45,000	45,000	7.89	112	8.83	-39,877	-2.55
MI PUEBLITO	1	25,650	25,650	6,000	6,000	4.27	67	1.23	-6,350	-.41
BONITA MICHOACAN	1	23,956	23,956	5,800	5,800	4.13	65	1.15	-6,044	-.39
HAPPY FOODS	1	150,225	150,225	21,200	21,200	7.09	97	1.83	-9,775	-.63
ALDI-STATE	1	221,947	221,947	18,500	18,500	12.00	185	5.68	4,779	.31
PRICE CHOPPER-ST	1	380,634	380,634	66,000	66,000	5.77	75	1.90	-9,366	-.60
WMNM-METROPOLITA	1	303,151	303,151	41,700	41,700	7.27	103	3.63	-16,849	-1.08
RED X	1	172,965	172,965	34,000	34,000	5.09	67	1.05	-7,035	-.45
SITE-THE MERC	1	77,865	77,865	16,000	16,000	4.87	100	3.99	62,292	3.99
SITE	1	121,252	121,252	25,000	25,000	4.85	100	6.99	109,127	6.99
Totals	14	2,316,866		342,100				53.00		
Averages			165,490			24,436	6.77			

MARKET SHARE REPORT

Facility Map Key = 100

Nov 2019

Draw = 90

Market Share Cutoff = 2

Sector Map Key	Sector Share	Expected Volume	Population	Potential	Float	Miles
1	8.72	2,153	542	24,698	61.25	1.37
2	7.11	2,618	794	36,795	59.55	1.58
3	5.75	3,703	1,293	64,376	57.40	2.33
4	9.90	3,166	648	31,992	55.62	1.24
5	11.81	4,441	852	37,611	53.17	.78
6	11.36	1,274	275	11,206	57.57	1.02
7	12.95	3,249	524	25,079	56.43	.72
8	13.84	5,296	799	38,253	52.20	.39
9	14.81	4,023	585	27,169	51.21	.23
10	13.52	3,041	486	22,491	56.48	.68
11	12.39	3,069	474	24,764	59.73	1.03
12	12.71	1,639	273	12,893	58.02	.95
13	11.60	1,977	447	17,040	56.48	2.73
14	11.96	2,334	497	19,517	54.41	2.57
15	13.42	2,970	479	22,122	51.92	2.20
16	11.56	4,376	985	37,857	49.68	2.41
17	13.85	2,000	272	14,441	46.00	1.92
18	13.54	4,161	709	30,722	43.81	.38
19	11.67	4,650	885	39,837	44.22	.70
20	9.72	5,121	1,089	52,663	46.85	2.34
21	5.95	4,271	1,613	71,815	41.98	2.01
22	6.99	2,978	882	42,632	38.73	1.89
23	7.13	3,000	825	42,069	42.05	2.10
24	2.24	1,193	1,132	53,290	38.78	2.21
25	2.19	1,399	1,337	64,017	43.59	3.04
26	2.05	1,040	1,086	50,704	39.49	2.77
27	5.18	2,073	801	40,020	38.99	3.11
28	7.54	1,628	506	21,588	35.49	1.76
29	5.97	3,011	1,114	50,436	37.72	2.14
30	2.41	1,340	1,242	55,672	40.47	3.11
31	2.18	700	706	32,107	36.53	3.10
32	2.35	1,155	1,135	49,107	38.57	3.57
33	2.51	976	915	38,818	42.38	3.55
34	2.66	651	562	24,469	45.28	3.58
35	5.92	1,919	680	32,413	43.31	2.43
36	8.35	3,015	819	36,093	46.68	2.43
37	2.99	1,204	780	40,251	49.45	2.74
38	2.62	1,327	974	50,719	47.17	2.93
39	10.06	2,248	492	22,344	52.19	1.12
40	6.42	4,270	1,377	66,454	52.14	2.72
41	4.98	1,607	684	32,273	53.68	2.78
42	5.40	2,864	1,095	53,015	48.38	2.41
Sub Total	6.99	109,127	33,665	1,561,831	47.00	
Other Sectors	.00	0	0	0	.00	
TA Total	6.99	109,127	33,665	1,561,831	47.00	
Outside TA		12,125				
Sales Forecast		121,252				

SUMMARY

- The purpose of this market study is to determine a first year, year-end weekly sales projection for a new 25,000 square foot supermarket to be located in Kansas City, Kansas. The site, located across from the Heathwood Park baseball field, is currently vacant land and a repair facility at the southeast corner of North 10th Street and Parallel Parkway.
- The delineated trade area has an estimated 2018 population of 33,665, which equates to a weekly supermarket sales potential of \$1,561,831.
- The trade area is impacted by 12 supermarkets that average 24,925 square feet in size and \$7.63 per square foot in weekly sales. The square foot per capita ratio of 8.9 is indicative of an over-stored marketplace. This ratio is skewed high due to 10 of the stores being located at the edge of or outside the trade area but included in the trade area square footage.
- The first year, year-end weekly sales projection for a new 25,000 square foot supermarket at 10th and Parallel Parkway in Kansas City is **\$121,000**.

[Note: This sales projection does **not** include pharmacy or fuel center sales. **After 12 months of this report date, forecast parameters should be reviewed prior to moving forward with this project.**]

In the use of this survey, user acknowledges that while user believes this survey will be a valuable tool in management decision-making, user also understands that an important part of said survey involves subjective judgment that is dependent upon the correctness of the information made available to Associated Wholesale Grocers, Inc. (AWG) in which the truth and accuracy of which has not been verified by AWG. Additionally, said survey is dependent upon many variables and is based on certain assumptions in the marketplace or achievements by user, and said assumptions could be set forth in this survey. The projections in the survey are based on the conditions identified in the survey. Any change within the trade area, such as the opening or closing of a competitive store, or changes in economic conditions could cause significant variation between these projections and actual sales. The possibility of this occurring increases with time; therefore, user further acknowledges an understanding that AWG, its subsidiaries, employees or agents make no express or implied warranties of any kind, including those of merchantability, durability and fitness for a particular purpose or use with respect to the survey, and expressly disclaims the same and does not guarantee, represent or warrant whatsoever, any result, including, without limitation, the projected sales volume, from the use of the survey nor shall AWG be liable for any damages or losses incurred as a result of the use of said survey, or by any incident whatsoever in connection with the survey, including without limitation, loss of profits, goodwill or special or consequential damages.

ATTACHMENT D
MARKET TRENDS REPORT
(March 2023)

Unified Government of
Wyandotte County and
Kansas City, Kansas

state of the economy

Snapshot Report for Kansas City, KS

March 22, 2023

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- 16** *Kansas City Market Snapshot*
- 21** *Competitive Advantages*

About This Snapshot

The Unified Government of Wyandotte County-Kansas City, Kansas (UG) has embarked on a multi-faceted planning process for Kansas City, Kansas, that includes an Economic Development Strategic Plan, a Citywide Comprehensive Plan, Citywide Historic Preservation Plan, and Countywide Housing Strategy. The Kansas City Economic Development Strategic Planning Process is intended to create an innovative economic development plan to align Kansas City, Kansas, and the cities of Bonner Springs, Edwardsville, to Lake Quivira to collectively reposition Wyandotte County within the broader Kansas City region.

This State of the Economy Snapshot for Kansas City, Kansas, is the benchmark report for reference throughout the Economic Development Strategic Planning Process. This snapshot, developed by Jon Stover & Associates and in partnership with Future iQ, highlights a broad overview of the existing economic conditions encompassing Kansas City, Kansas. Importantly, this snapshot is a tool to leverage while creating the Economic Development Strategic Plan and reflects insights that will be referenced and distilled in the coming months. The analysis leverages leading economic data sources, including the US Census, the US Bureau of Labor Statistics, ESRI Community Analyst, and regional economic development partners.



Purpose of the Report

- *Top-level Benchmark of the Current Economic Conditions to Frame the Context for the Economic Development Strategic Plan*
- *Concise Summary of Wyandotte County's Industry Mix, Employment Base, and Commercial Market Conditions**
- *Reference Document to Spark Conversations throughout the Economic Development Strategic Planning Process*



**This snapshot includes data for both Wyandotte County and Kansas City, Kansas, as available from key data sources. Because the overall Economic Development Strategic Plan focuses on Kansas City, Kansas, city-level data is used whenever available.*



INDUSTRY SNAPSHOT

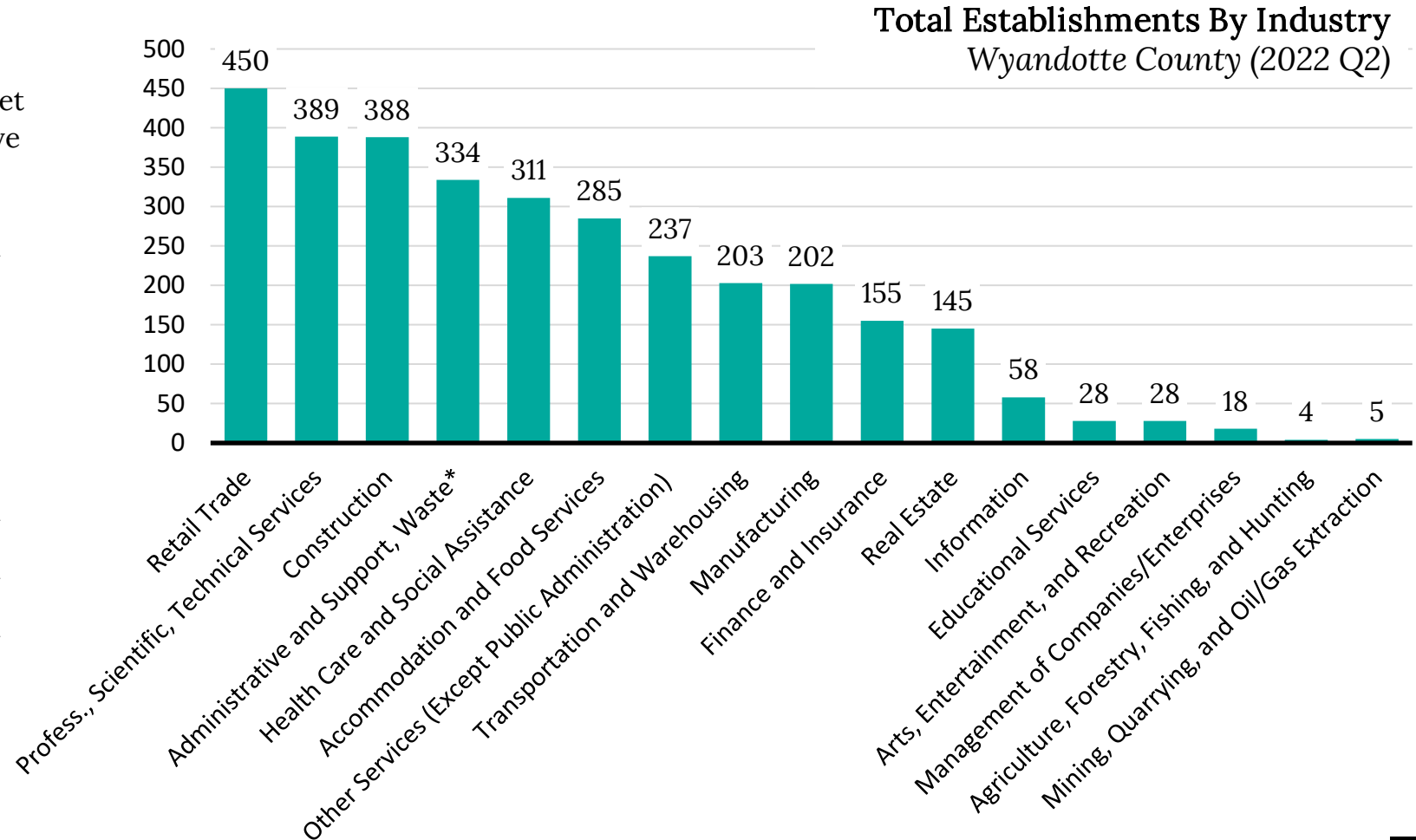


Industry Snapshot

Wyandotte County Businesses

In 2021, over 3,430 businesses were located in Wyandotte County. Between 2018 and 2021, Wyandotte County gained approximately 50 net new companies (1.4%), demonstrating collective economic stability. Comparatively, the Kansas City, MO-KS MSA experienced an increase in businesses by 7.3%, signifying there may be an opportunity to capture increased business growth in Kansas City, Kansas.

Total Businesses in Wyandotte County		Annual Change
2018	3,385 Businesses	--
2019	3,364 Businesses	-1%
2020	3,316 Businesses	-1%
2021	3,434 Businesses	4%



*Administrative and Support, Waste Management, and Remediation Services
 Note: Establishment data through BLS is only available at the county level. The above data reflects all private sector industries of all establishment sizes.
 Source: US Bureau of Labor Statistics, Quarterly Census of Employment and Wages

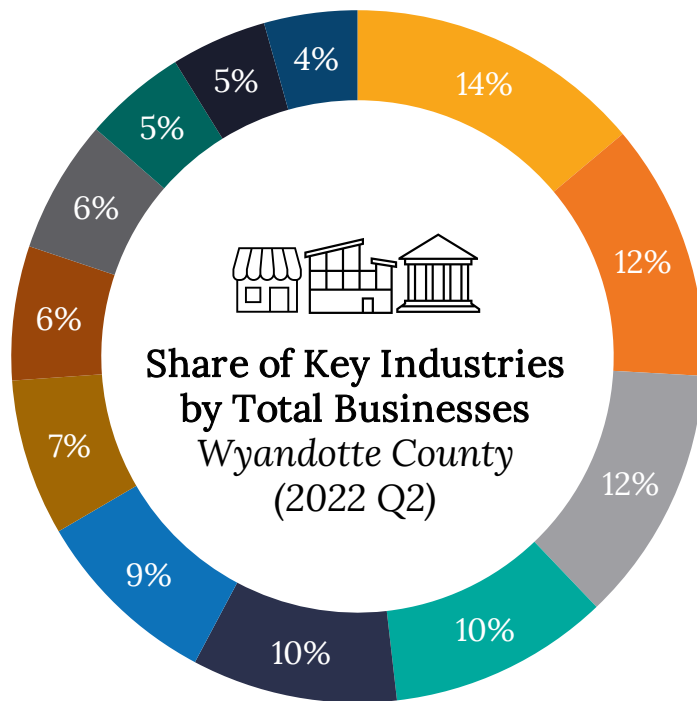


Industry Insights

Key Industry Sectors in Wyandotte County



Across all industry sectors, Wyandotte County offers a diverse mix of different business types. The county's top 5 industry sectors equate to 58% of the total businesses in the county.



Top 5 Industries by Business Count

- Retail Trade (14%)
- Professional, Scientific, and Technical Services (12%)
- Construction (12%)
- Administrative and Support, Waste Management/Remediation Services (10%)
- Health Care and Social Assistance (10%)

Additional Key Industries by Business Count

- Accommodation and Food Services (9%)
- Other Services (Except Public Administration) (7%)
- Transportation and Warehousing (6%)
- Manufacturing (6%)
- Finance and Insurance (5%)
- Real Estate (5%)
- Other Industry Sectors (4%)

Note: Establishment data through BLS is only available at the county level. The above data reflects all private sector industries of all establishment sizes.
Source: US Bureau of Labor Statistics, Quarterly Census of Employment and Wages



EMPLOYMENT BASE SNAPSHOT



Employment Base Snapshot

Wyandotte County Employment

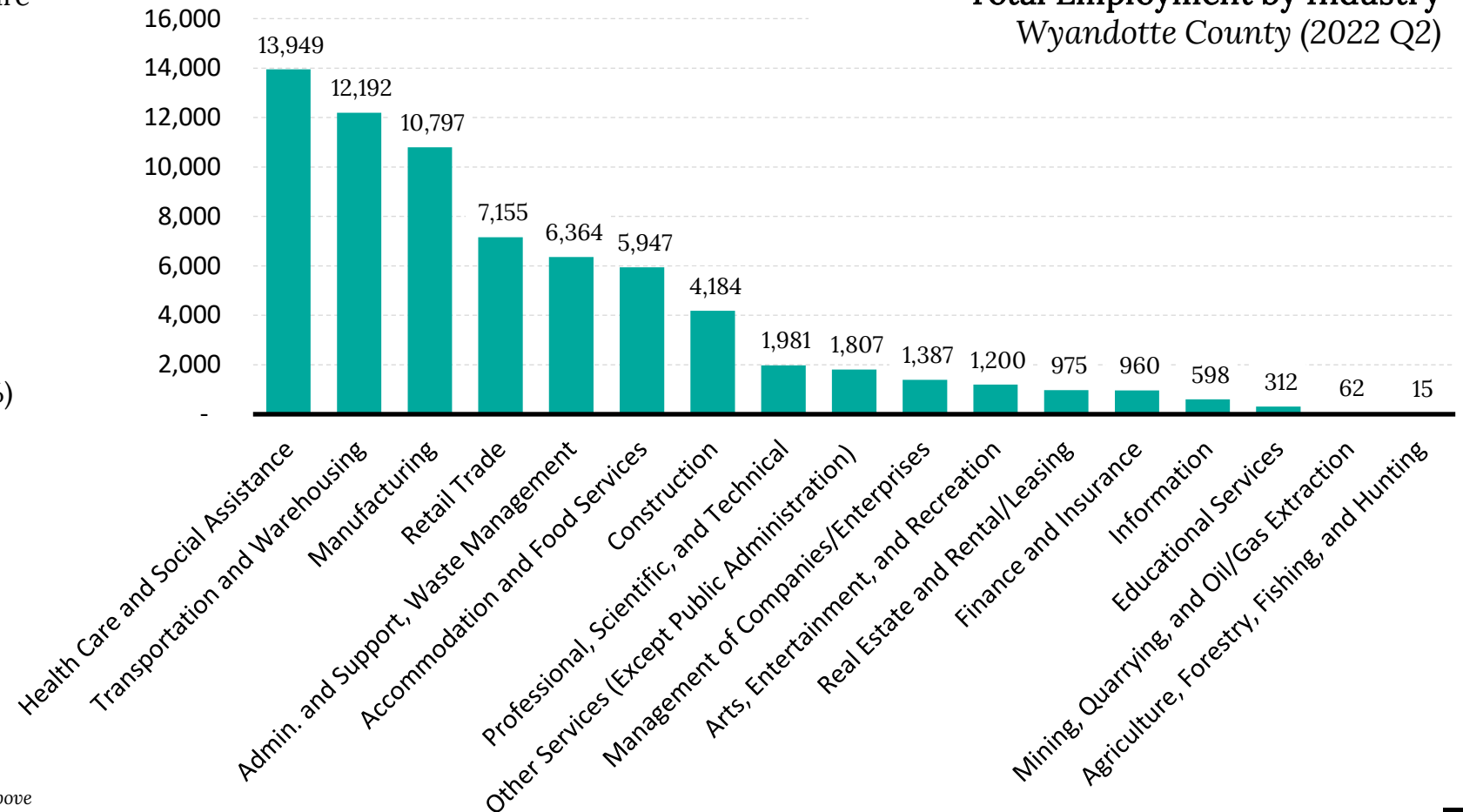
Nearly 3 out of every 4 jobs in the county are in the following industry sectors:

- Health Care and Social Assistance (20%)
- Transportation and Warehousing (17%)
- Manufacturing (15%)
- Retail (10%)
- Administrative and Support, Waste Management/Remediation Services (9%)



1 of every 3 jobs in Wyandotte County is within industries centered around industrial sectors, including manufacturing, warehousing, and transportation.

Total Employment by Industry Wyandotte County (2022 Q2)



Note: Employment data through BLS is only available at the county level. The above data reflects all private sector industries of all establishment sizes.

Source: US Bureau of Labor Statistics, Quarterly Census of Employment and Wages



Regional Insights

Employment Insights

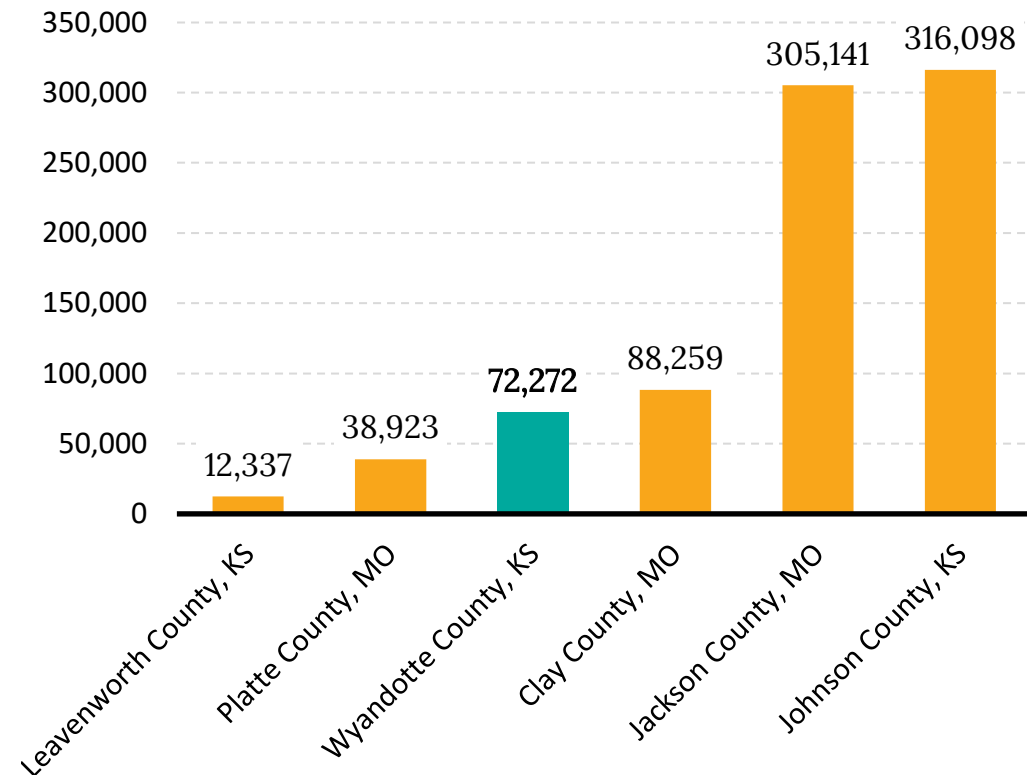


Wyandotte County is home to over 72,200 private sector jobs. Of the 5 adjacent counties, almost 1 out of every 10 private sector jobs is located in Wyandotte County.

Adjacent Jackson and Johnson Counties are considerable employment centers with substantially high levels of jobs for the region. However, Wyandotte County nearly doubles the private sector employment base of Platte County and is only 18% fewer private sector jobs than Clay County.

Wyandotte County captures a 32% share of resident-workers, meaning that about a third of the residential labor force live and work in Wyandotte County. While Jackson County and Johnson County capture a 58% and 63% share, respectively, Wyandotte County is consistent with Clay County (33%) and Leavenworth County, is higher than Platte County (24%), and is just slightly below the region's average of 40%.

2021 Total Private Sector Employment



Note: Employment data through BLS is only available at the county level. The above data reflects all private sector industries of all establishment sizes.

Source: US Bureau of Labor Statistics, Quarterly Census of Employment and Wages



Employment Base Insights

Employment Growth

Wyandotte County's employment base has remained relatively consistent since 2018, with a slight decrease in annual employment (-3.8%) between 2018 and 2021. This mirrors regional trends, with 4 out of the 5 surrounding counties experiencing a decline in employment base as well as the MSA.

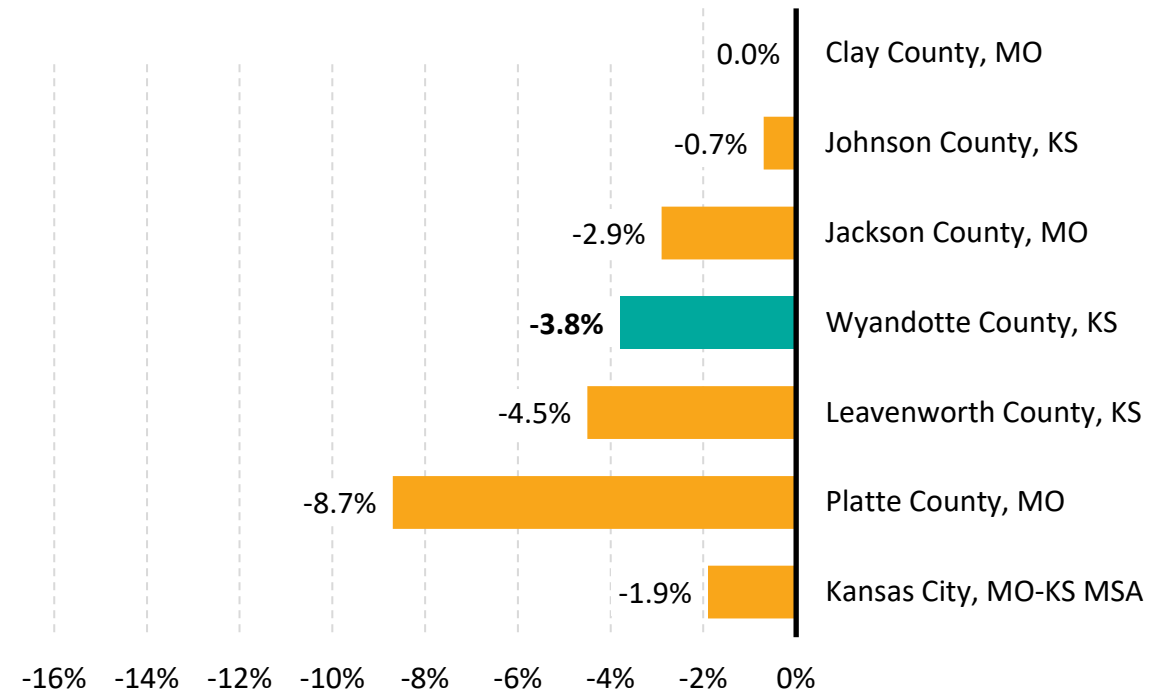


Despite the recent decrease in private sector employment, Wyandotte County's rate of employment remains high. Unemployment rates in the county averaged just 3.6% in 2022, lower than the county's 5-year average unemployment rate of 5%.

Annual Wyandotte County Employment

2018	75,151 Employees
2019	74,933 Employees
2020	72,450 Employees
2021	72,272 Employees

Employment Change Percent Change (2018 to 2021)



Note: Employment data through BLS is only available at the county level. The above data reflects all private sector industries of all establishment sizes. Figures reflect average annual employment. Unemployment rate based on MARC available data.

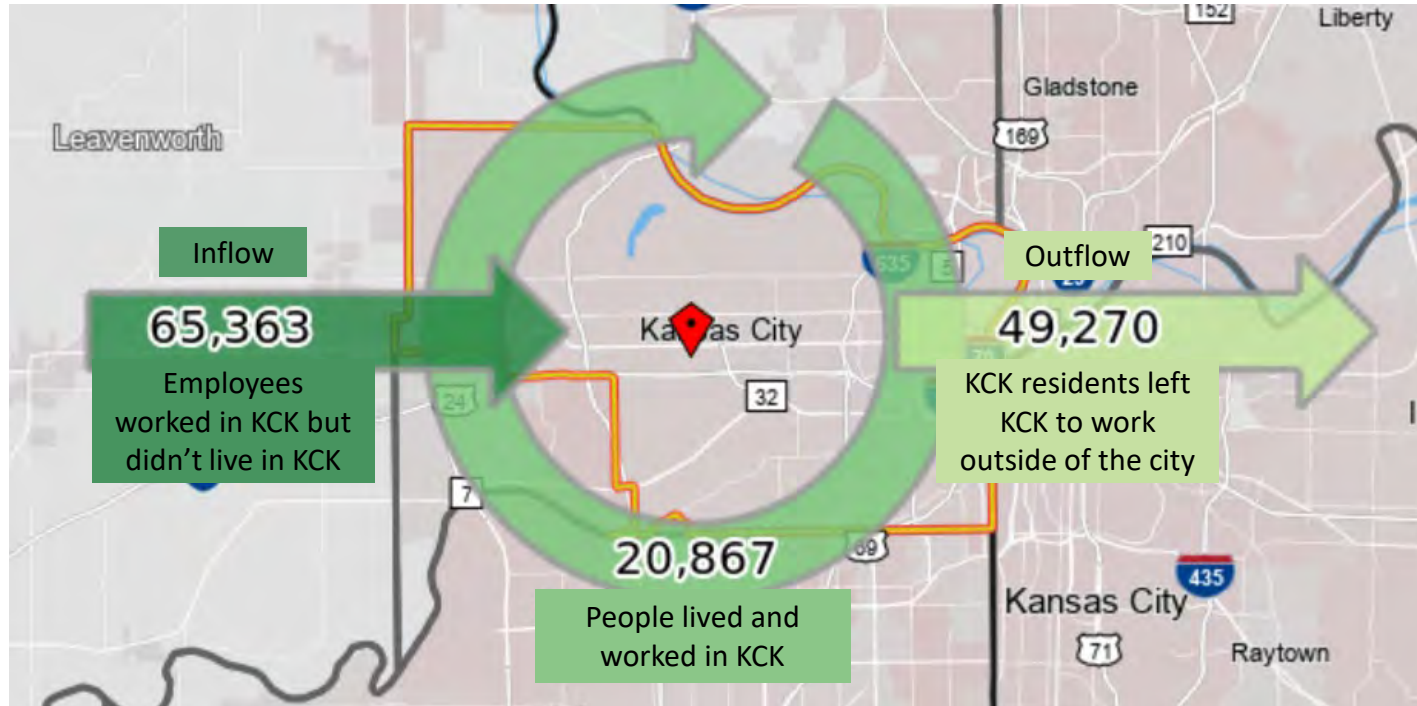
Source: US Bureau of Labor Statistics, Quarterly Census of Employment and Wages.



Employment Insights

Inflow/Outflow

All cities experience differing balances of workers who come to a place to work and residents who leave their communities for employment. Of the residential workforce of Kansas City, Kansas, about a third (30%) of residents live and work in the city.



2019 Kansas City, Kansas
Inflow/Outflow Job Counts (All Jobs)

	Count	Share
Employed in KCK	86,230	--
Employed in KCK but Lived Outside	65,363	76%
Employed and Lived in KCK	20,867	24%
Lived in KCK	70,137	--
Lived in KCK but Employed Outside	49,270	70%
Lived and Employed in KCK	20,867	30%

This diagram illustrates the inflow and outflow of employees in Kansas City, Kansas, articulated in the adjacent table.

Note: Data presented above reflect the most recently available data. Jobs reflect total jobs rather than private sector employment, as shown elsewhere in this report.
 Source: US Census, On the Map



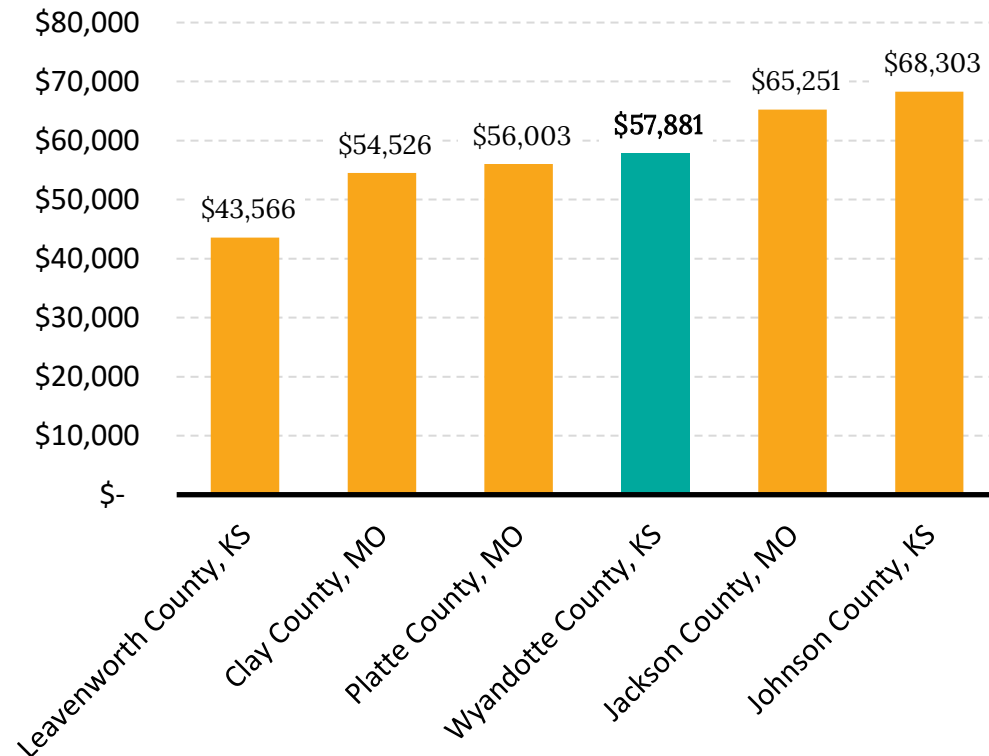
Regional Insights

Salary and Wages

In 2021, the average annual wage for an employee working in Wyandotte County was \$57,881. Average compensation is slightly below the Kansas City, MO-KS MSA average of \$62,707 but exceeds several of the surrounding counties, including Leavenworth, Clay, and Platte County. Notably, wages in Wyandotte County skew higher for employees coming into the county for work than Wyandotte County residents.

Share of Wyandotte County Workers Earning...			
	Less than \$1,250 Monthly	\$1,251 to \$3,333 Monthly	More than \$3,333 Monthly
Inflow Employees <i>(Workers in Wyandotte County but Live Outside)</i>	17%	25%	59%
Outflow Employees <i>(Wyandotte County Residents that Work Outside of the county)</i>	25%	39%	36%
Interior Employees <i>(Wyandotte County Residents that Live and Work in the County)</i>	24%	38%	38%

Average Annual Wage per Employee
2021 Annual Average



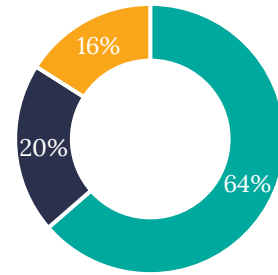
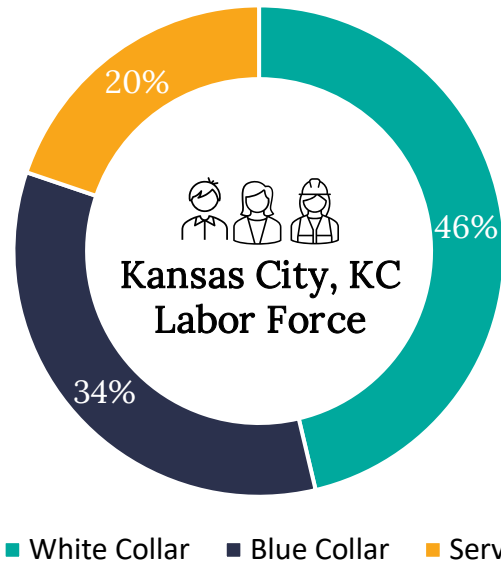
Note: Employment data through BLS is only available at the county level. The above data reflects all private sector industries of all establishment sizes. Inflow-outflow data reflects all job types and 2019 data. Source: US Bureau of Labor Statistics, Quarterly Census of Employment and Wages, US Census, On the Map



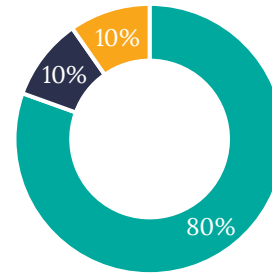
Regional Insights

Civilian Labor Force

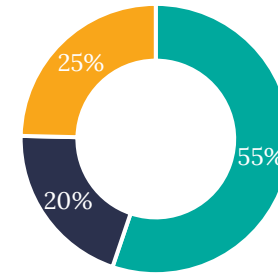
The labor force of Kansas City, Kansas, includes higher concentrations of blue collar and service-oriented occupations than in other nearby cities. This is consistent with the city's significant volume of industrial uses and employment.



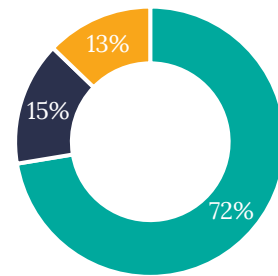
Kansas City, MO



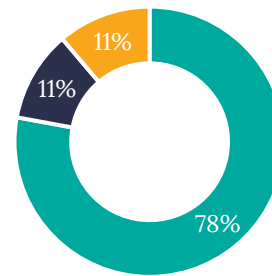
Overland Park, KS



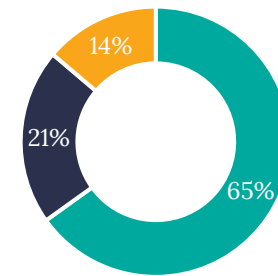
Leavenworth, KS



Shawnee, KS



Lenexa, KS



Kansas City, MO-KS MSA

Occupation Classifications

White Collar

- Business, Financial
- Computer, Mathematical
- Architecture, Engineering
- Life, Physical, Social Sciences
- Community, Social Service
- Legal
- Education, Training, Library
- Arts, Design, Entertainment
- Healthcare Practitioner
- Sales
- Office, Administrative Support

Blue Collar

- Construction, Extraction
- Installation, Maintenance, Repair
- Production
- Transportation
- Farming, Fishing, Forestry

Services

- Healthcare Support
- Protective Service
- Food Preparation, Service
- Building Maintenance
- Personal Care, Service

Note: Occupation classifications and white collar, blue collar, and service types provided by ESRI Labor Force data. Source: ESRI Community Analyst (2023)

Regional Insights

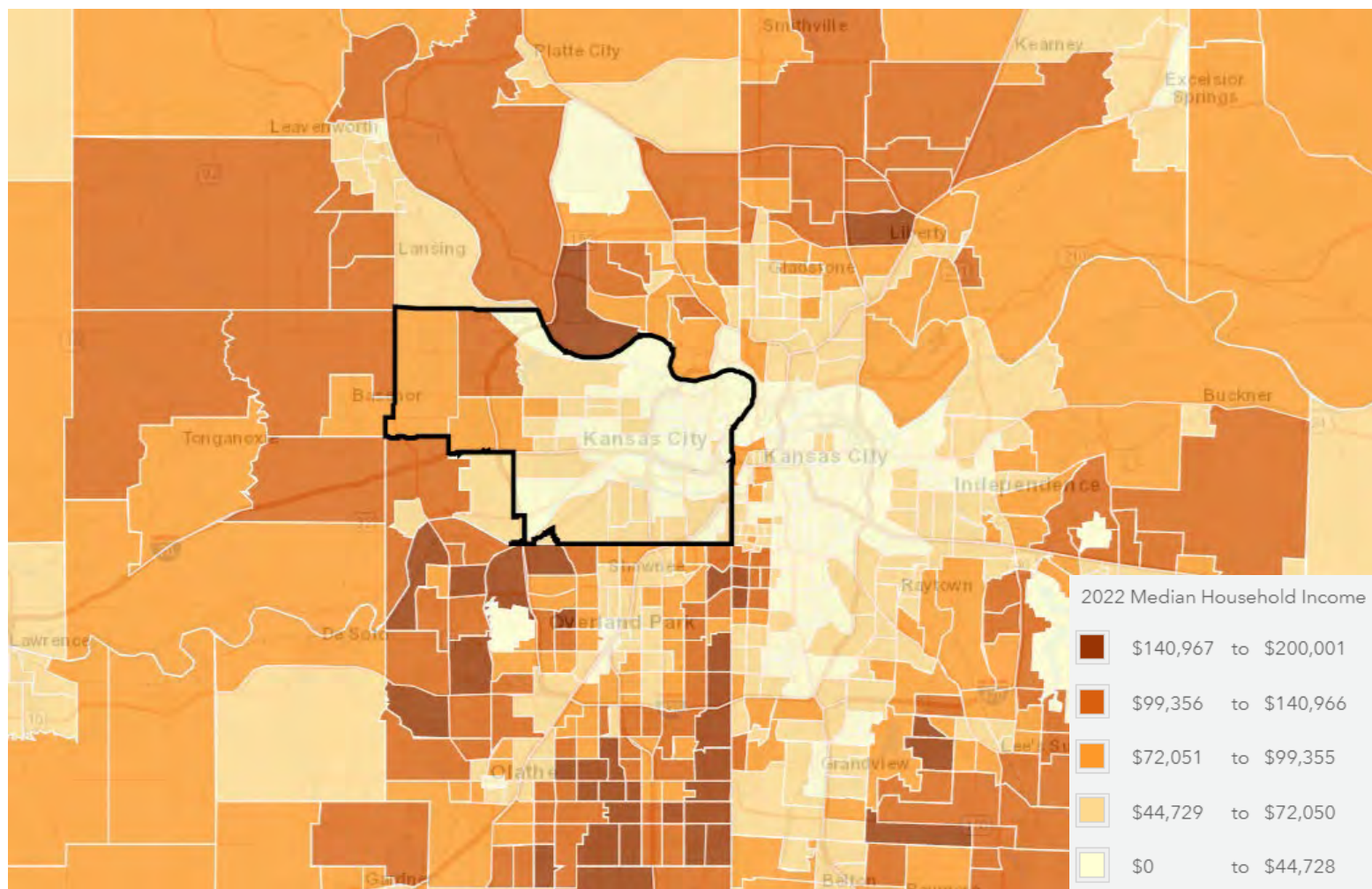
Median Household Income

While average employee wages are on-par with the surrounding areas, the median household income in Kansas City, Kansas, is \$50,554, in alignment with Wyandotte County's median household income of \$51,770.

However, median household incomes in the 5 counties adjacent to Wyandotte County exceed Kansas City, Kansas levels, ranging from \$62,091 (Jackson County, MO) to \$98,258 (Johnson County, KS). Notably, median household incomes are higher in the western portions of Kansas City, Kansas.



Increasing access to and capturing stronger local shares of higher paying jobs can help improve local household incomes.



Median household income based on ESRI's 2022 forecasts.

Note: Income classification bands provided by ESRI are based on natural breaks and 5 classifications.

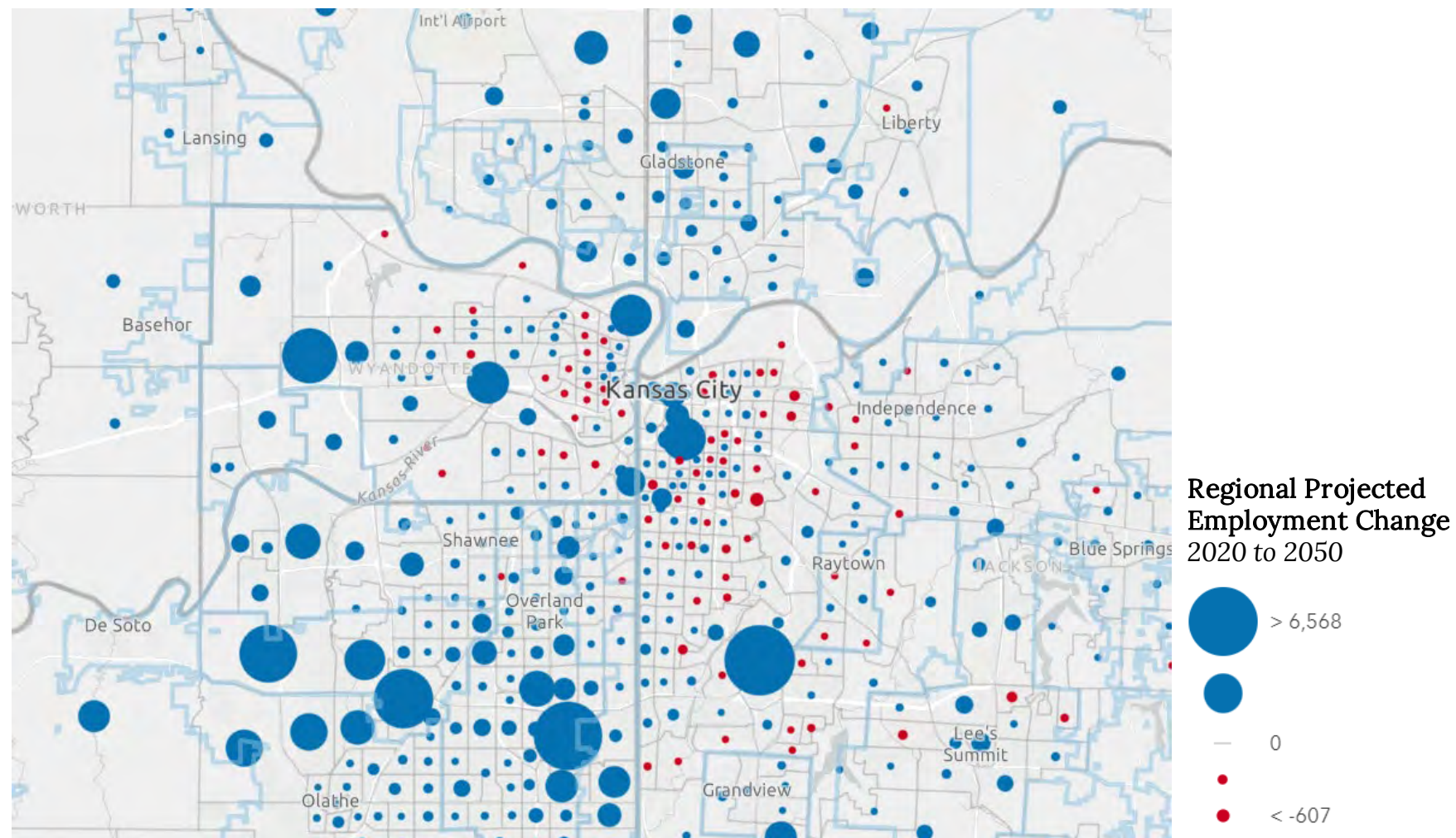
Source: ESRI Community Analyst (2023)

Regional Insights

Projected Employment

Regional employment forecast projections anticipate significant employment increases in 3 key areas of Kansas City, Kansas. These 3 areas include north of Edwardsville near the Kansas Speedway (+43%), the Fairfax Industrial District (31%), and around the industrial areas along the Kansas River (+75%).

While these projections may not translate precisely into reality, they offer insights into the areas expected to attract employment based on current economic trends without substantial interventions.





KANSAS CITY MARKET SNAPSHOT

Market Snapshot

The Kansas City, Kansas Market

This market snapshot highlights crucial metrics that help articulate commercial real estate conditions. These metrics include overall supply and inventory, rent trends, vacancy trends, and absorption.

Overall, Kansas City, Kansas, offers more affordable real estate options within the larger region, with lower office, retail, and industrial rents and typically lower vacancy rates. While office and retail development have been limited in recent years, Kansas City, Kansas' industrial market is the most active of the commercial uses, with high levels of absorption over the past 5 years.

Kansas City, Kansas Commercial Real Estate Supply:



5.0 million SF
Office



9.1 million SF
Retail



43.6 million SF
Industrial



1,370+ units
Multifamily Rental



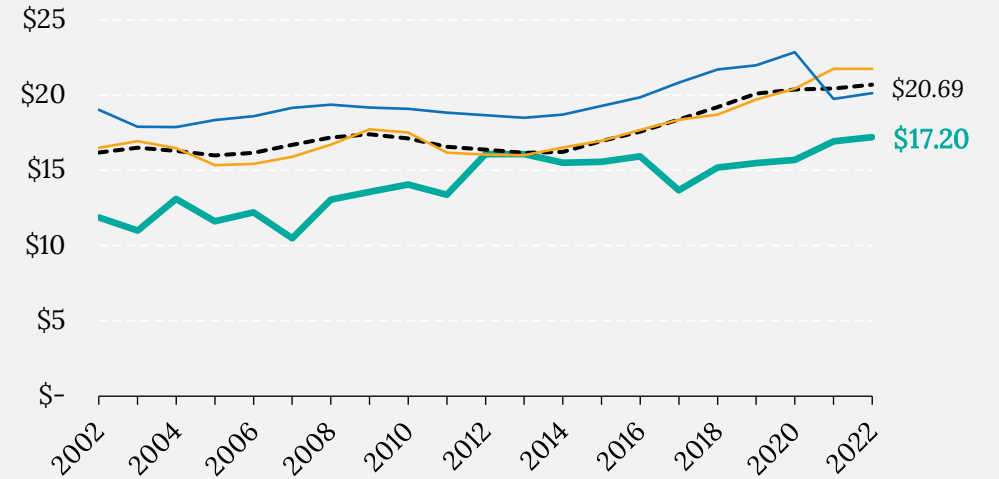
Office Market

Kansas City, Kansas' office market includes 5 million square feet or approximately 4% of the region's supply. In comparison, the office supplies of Overland Park and Kansas City comprise 20% and 47% of the regional supply, respectively.

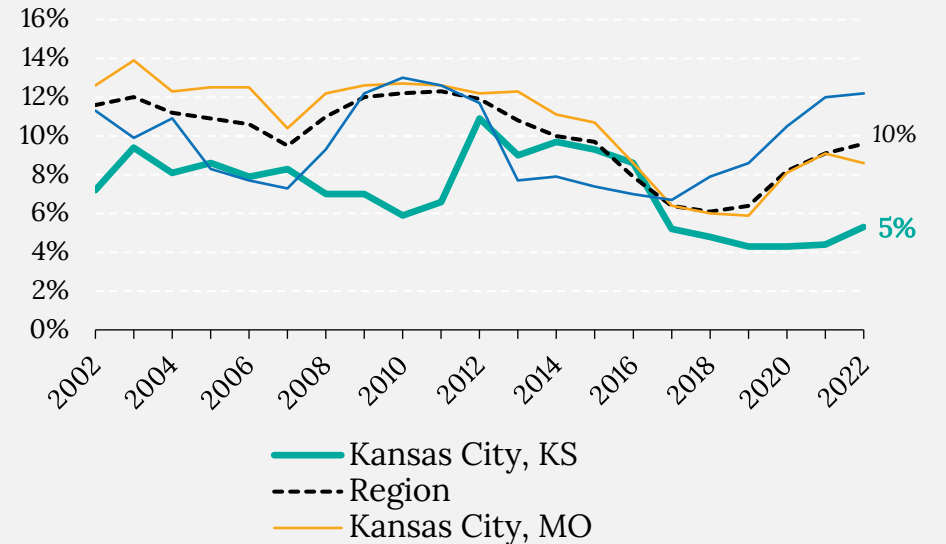
Kansas City, Kansas' office market has seen limited new construction since 2017. With a relatively limited share of Class A (high quality or new) office space, Kansas City, Kansas, is significantly more affordable than most other office submarkets in the metro area. Since 2016, office demand has seen a slight trend upwards, pushing rents upwards and pushing the citywide office vacancy rate down to a healthy 5% as of 2022.

5 Year Net Absorption	5 Year Cumulative	Average Annual
Kansas City, KC	42,842 SF	8,568 SF
Kansas City, MO	-516,453 SF	-103,291 SF
Overland Park, KS	-673,782 SF	-134,756 SF
Region	-1,188,019 SF	-237,604 SF

Office Rent Trends



Office Vacancy Rate



Note: Office rent data reflects gross rent. Vacancy rate includes both direct and sublet reported data. Data reflects all office classes. Source: Costar (2023)



Retail Market

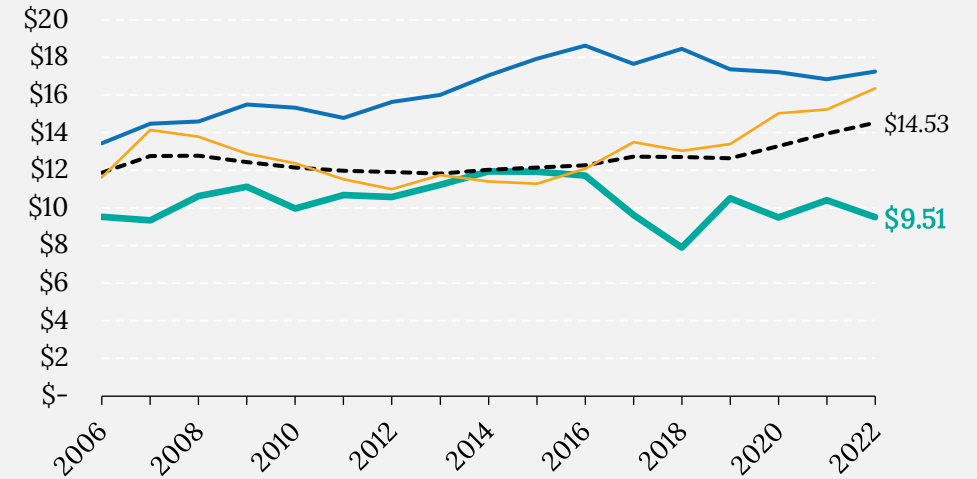
Kansas City, Kansas' retail market includes 9 million square feet or approximately 7% of the region's supply. This supply is nearly double the city's supply of office space. The city has added 256,000 SF of retail space since 2018, most of which have been free-standing retail buildings in Village West and along State Avenue between College Parkway and N 86th Street.

Overall retail vacancy has seen a noticeable decline in recent years, falling from 13% in 2015 to 4% in 2022 – on par with the regional average. Retail space has remained relatively affordable, with retail rents 35% below the regional average. Supply has matched citywide demand over the past 5 years, resulting in stable rental rates.

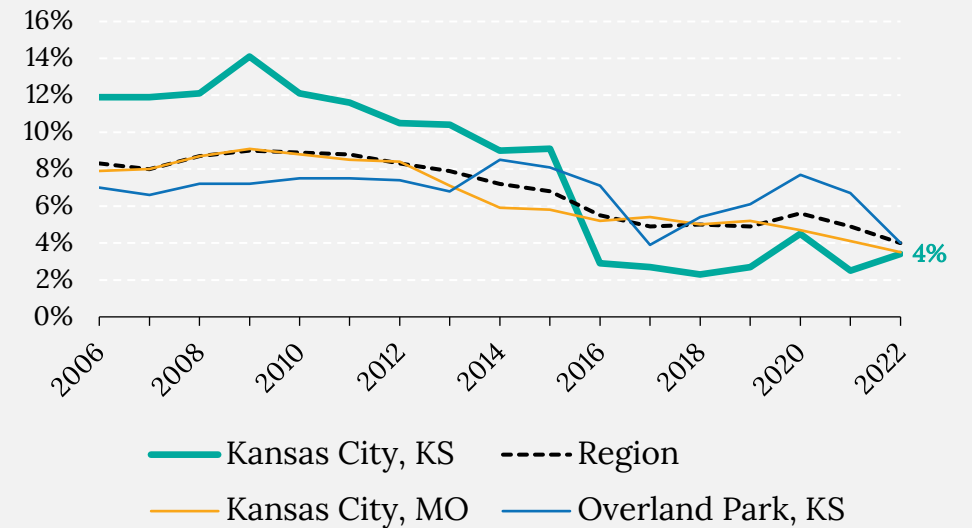
5 Year Net Absorption	5 Year Cumulative	Average Annual
Kansas City, KC	86,425 SF	17,285 SF
Kansas City, MO	1,149,785 SF	229,957 SF
Overland Park, KS	-271,141 SF	-54,228 SF
Region	3,636,571 SF	727,314 SF

Note: Retail rent reflects NNN rents including direct and sublet rents. Data reflects both direct and sublet vacancy.
Source: Costar (2023)

Retail Rent Trends



Retail Vacancy Rate





Industrial Market

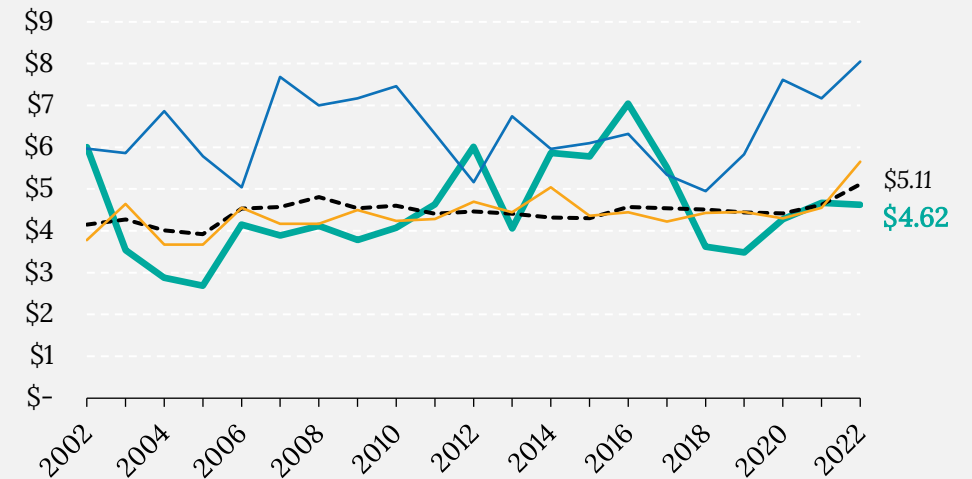
Kansas City, Kansas' industrial market is very active, with significant positive net absorption in recent years. Since 2018, the city has averaged a positive net absorption of 832,000 square feet annually. Despite this strong demand, industrial rents in the city are still affordable relative to the Kansas City region, with an average rent of around \$0.50 less per square foot than the regional average.

Over the last 20 years, Kansas City, Kansas' industrial supply has grown 17%. Despite the city's recent industrial development, this growth rate lags behind the regional industrial growth rate (29%) over the same period. The majority of industrial construction since 2018 has been concentrated near the Turner Diagonal Interchange.

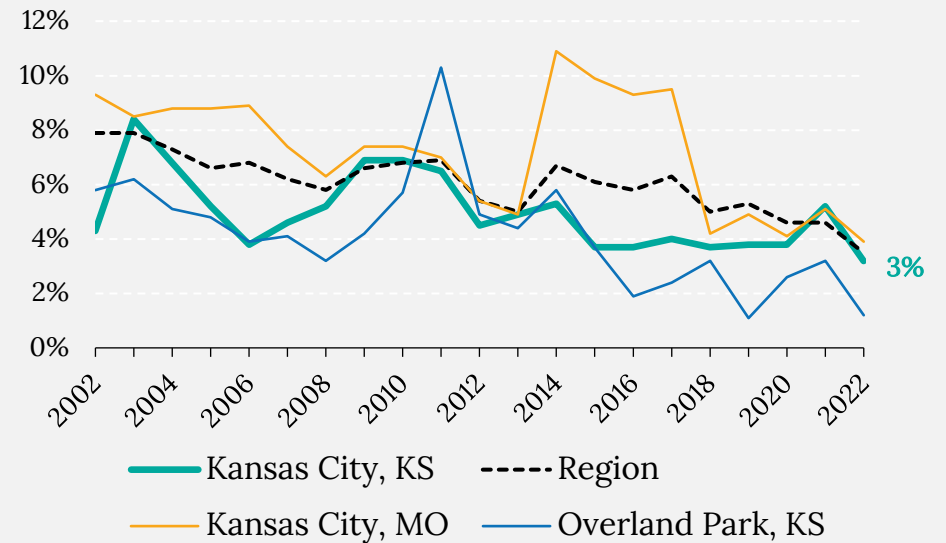
5 Year Net Absorption	5 Year Cumulative	Average Annual
Kansas City, KC	4,158,676 SF	831,735 SF
Kansas City, MO	8,809,509 SF	1,761,902 SF
Overland Park, KS	111,056 SF	22,211 SF
Region	41,675,143 SF	8,335,029 SF

Note: Industrial rent reflects NNN rents including direct and sublet rents. Data reflects both direct and sublet vacancy.
Source: Costar (2023)

Industrial Rent Trends



Industrial Vacancy Rate





COMPETITIVE ADVANTAGES



Why Kansas City, Kansas

In economic development, competitive advantages refer to the distinct conditions, characteristics, and assets specific to Kansas City, Kansas, and Wyandotte County.

Understanding and further solidifying the area's competitive advantages help inform opportunities to continue strengthening the local economy and highlight Kansas City, Kansas' valuable and unique positioning within the broader regional economy.



These competitive advantages are just a start at highlighting the many reasons why businesses and employees choose Kansas City, Kansas, and are central to conversation throughout the Economic Development Strategic Planning process.



3,430+ Businesses
in Wyandotte County



72,200+ Employees
in Wyandotte County



Competitive in the Region
With Key Economic Metrics
Competitive With Surrounding Areas



Projected Economic Growth
Throughout Kansas City, Kansas, and
the Broader Region



Affordable Commercial Market
Office, Retail, and Industrial Rents in KCK
Compared to the Region



Diverse Community
Of Residents, Workers, and
Business Owners



Stakeholder Support
Network of Economic Development
Stakeholders and Collaborative Opportunities



Workforce Development
Targeted Initiatives to Strengthen
Access to Higher Paying Jobs

For more information about the Kansas City Economic Development Strategic Plan, please visit:

<https://lab2.future-iq.com/unified-government-strategic-plan-project/>