

DEVELOPMENT SERVICES

The Development Group provides strategic planning, site acquisition, construction management, sale/lease-back and turn-key ownership programs. We specialize in serving institutional owners, such as major insurance companies, pension funds and advisors, individuals and corporate build-to-suit clients.

Our roots go back to 1879.

Our achievements are well known.

We are dedicated to growth and service for our clients.

Our future has never looked brighter.

LABONE

- ◆ 270,000 SF corporate headquarters and 54 acre campus (\$32 million).
- ◆ Labs comprise about 30% of the space and combine plentum floors and red blanket electronic surveillance security with standard lab finish to achieve the ultimate in clinical diagnostics.
- ◆ Negotiated the seventh ever tax abatement with the City of Lenexa; the first abatement in over 27 years, 50%, ten years.
- ◆ Assisted in putting Industrial Revenue Bonds (IRBs) in place for financing.



"Your role as developer was absolutely critical to the success of the LabOne project. You served as our 'experienced eyes and ears' throughout the project. In so doing, you saved LabOne a considerable sum of money (well in excess of your development fee) and ensured that project completion met our hard targets. We appreciated your ability to: aid in the selection of contractors and architects; help negotiate the purchase of the land parcel; lend common sense and expertise to the design phase; seek out cost savings opportunities; keep the focus on the timeline; work out the follow-up details. I would wholeheartedly recommend your services to anyone planning a new facility."

Robert D. Thompson, EVP, COO, CFO, LabOne, Inc.

PFS BUILDING

- ◆ 105,600± SF Total
- ◆ 3,750± SF Total Office
- ◆ Precast and Glass Construction
- ◆ 8' x 10' Dock Doors, Pallet Storage Rack above Doors, (30) Trailer Parking Spots
- ◆ Concrete Truck Court & Parking, Parking for 62 Cars, Parking for 26 Trailers
- ◆ Excellent Access to 119th & Interstate 35



MEDART, INC.

- ◆ Site selection and development services for their 54,000 SF warehouse/distribution facility in Edwardsville, Kansas.
- ◆ Negotiated a 66%, ten year tax abatement with the City of Edwardsville.



*"I want to thank you for a job well done - from the beginning of the site selection, to the scope of the project specifications, and to the completion of our biggest and best facility to date. Your efforts with the State of Kansas for tax relief were a tremendous savings for us. **If I had this project to do over, I would still choose Dan Jensen.**"*

Mike Medart - President, Medart

NAZDAR (A SUBSIDIARY OF THRALL ENTERPRISES)

- ◆ 127,000 SF corporate headquarters, lab, manufacturing, and warehouse facility.
- ◆ Negotiated 50%, ten year tax abatement with City of Shawnee.
- ◆ Assisted Nazdar in placing Industrial Revenue Bond (IRBs) financing.
- ◆ Nazdar was the first facility developed in Perimeter Park.
- ◆ Handled the disposition of two former facilities, 50,000 square feet in Lenexa and 20,000 square feet in Merriam.
- ◆ Negotiated with City code modification to allow for a larger manufacturing area.



*“Without your **expertise and devoted attention** this project would have undoubtedly been not only more expensive but also would have taken substantially longer to bring to completion.”*

*David M. Russell - Vice President/Operations,
Nazdar*

*“Your **involvement from the purchase of the land, dealing with the city,** assembling the development team, and the construction period were paramount in completing our project.”*

*J. Randall Thrall - Vice President, Real Estate,
Thrall Enterprises, Inc.*

EWING MARION KAUFFMAN FOUNDATION

- ◆ 138,000 SF corporate headquarters building
- ◆ 35 acre site east of the Country Club Plaza
- ◆ 40,000 SF conference and training center
- ◆ 3 1/2 acre lake with waterfall
- ◆ \$40,000,000 total project cost



PRAIRIE STAR MEDICAL OFFICE BUILDINGS I & II

Prairie Star I

- ◆ **25,000± SF**
- ◆ **4 Acres**
- ◆ **Shawnee Crossings**
- ◆ **Single-Story Medical Building**
- ◆ **Fully Leased**



Prairie Star II

- ◆ **25,000± SF**
- ◆ **4 Acres**
- ◆ **Shawnee Crossings**
- ◆ **Single-Story Medical Building**
- ◆ **Fully Leased**



RENNER SPECULATIVE BUILDING

- ◆ **18 Acre Site selection and Development Services**
- ◆ **240,000 SF speculative building.**
- ◆ **Largest speculative facility built in Lenexa in 20+ years**
- ◆ **30' - 34' clear state-of-the-art Warehouse**
- ◆ **Signed long-term Lease with The North Face for the entire building**



CANCER TREATMENT CENTERS (US ONCOLOGY)

- ◆ 26,851 SF full-service cancer patient care center
- ◆ 35 Chemotherapy chairs, including 3 private treatment rooms
- ◆ 6 Medical Oncologists
- ◆ 1 Radiation Oncologist
- ◆ 19 exam rooms, including 2 procedure rooms
- ◆ 1 radiation treatment room, Linear Accelerator
- ◆ 2 diagnostic imaging suites, CT and PET (Positron Emission Tomography)



Holmes Corporate Centre, Kansas City, Missouri

- ◆ 26,851 SF full-service cancer patient care center
- ◆ 35 Chemotherapy chairs, including 3 private treatment rooms
- ◆ 6 Medical Oncologists
- ◆ 1 Radiation Oncologist
- ◆ 19 exam rooms, including 2 procedure rooms
- ◆ 1 radiation treatment room, Linear Accelerator
- ◆ 2 diagnostic imaging suites, CT and PET



112th & Quivira, Overland Park, Kansas

- ◆ 20,263 SF full-service cancer patient care center
- ◆ 29 Chemotherapy chairs, including 3 private treatment rooms
- ◆ 5 Medical Oncologists
- ◆ 1 Radiation Oncologist
- ◆ 15 exam rooms, including 3 procedure rooms
- ◆ 1 radiation treatment room
- ◆ 1 diagnostic imaging suite (CT Sim)
- ◆ 1 exterior docking station for mobile PET unit



Lee's Summit, Missouri

- ◆ 22,500 SF full-service cancer patient care center
- ◆ 22 Chemotherapy chairs
- ◆ 3 Medical Oncologists
- ◆ 1 Radiation Oncologist
- ◆ 1 Nurse Practitioner
- ◆ 11 exam rooms, including 3 procedure rooms
- ◆ 1 radiation treatment room
- ◆ 1 diagnostic imaging suite



*Green Hills Road & Hwy. 152
Kansas City, Missouri*

SPECULATIVE STATE-OF-THE-ART WAREHOUSE & DISTRIBUTION CENTER

601,829± Square Feet for Lease



MULTI-TENANT CAPABLE BULK DISTRIBUTION CENTER PROPERTY AND SITE DESCRIPTION

| | |
|------------------------------|--|
| Location: | 167th & Lone Elm, Olathe, Kansas |
| Total SF: | 601,829± |
| Office SF: | Build-to-Suit |
| Acreage: | 40± |
| Zoning: | MP-2 |
| Bay: | 57' 9" E-W x 50' N-S (1,097.25± E-W x 550' N-S) |
| Ceiling Clearance: | 32' to 37' Clear |
| Fire Sprinklers: | ESFR |
| Pass-Through Loading: | 138 Dock-high doors Two Drive-in doors |
| Trailer Parking: | 98 Spaces |
| Power: | 3,000 amp, 480 volt 3-phase, 4-wire |
| Utilities | |
| Electric | Kansas City Power & Light |
| Gas | Atmos Gas |
| Water | Johnson County Water One |
| Sewer | Olathe City Sewer |

HALLBROOK OFFICE PARK



ONE HALLBROOK PLACE

- ◆ *85,000 SF general purpose office building*
- ◆ *Building was second building in development of Hallbrook Office Center*
- ◆ *Overlooks Hallbrook Country Club and has unique three-story atrium*

TWO HALLBROOK PLACE

- ◆ *110,409 SF general purpose office building*
- ◆ *Building was third building in development of Hallbrook Office Center*
- ◆ *The architectural exterior pre-cast columns support the building and provide a nearly column free interior floor plate*



COUNTRY CLUB BANK

- ◆ *13,000 SF bank/general purpose office building*
- ◆ *Building is first building in Hallbrook Office Center Hallbrook is an 850,000 SF office park set on 80 acres in Leawood, Kansas*
- ◆ *Kessinger/Hunter acted as the development consultant for a Hall Family Trust which owns the park*

