



## Andrews McMeel Universal *Kansas City, MO*

### Expertise Involved:

- Pre-Development Planning
- Brokerage – Leasing/Sales
- Development Agreement Negotiations
- Public Incentives Negotiations
- Financial Modeling
- Contract Negotiations
- Development Team Selection
- Environmental Sustainability
- Supplier Diversity
- Design and Construction Management
- Master Budget Development
- Master Schedule Development
- Project Accounting and Management
- Project Close Out

Andrews McMeel Universal (AMU) engaged CBC Real Estate Group as its broker to assist in the location of a new headquarters facility. In addition, CBC provided Development Management Services to oversee the design and construction of the new headquarters office.

CBC services included providing an assessment of alternative real estate solutions and seeking competitive proposals from several different development sites. Once the alternative sites were narrowed, CBC led negotiations for the procurement and/or lease of real estate.

AMU purchased the Boley Building, a 100-year-old, 60,000 square-foot historic treasure located in downtown Kansas City, Mo. In addition, AMU leased an additional 30,000 square feet in the Town Pavilion, a 1.2 million square-foot Class A office building connected directly to the Boley Building.

As the project progressed into design and construction, CBC provided Development Management Services to assist AMU in selecting its development team and the subsequent management of the architect, Helix, and the general contractor, McCownGordon.

AMU's \$22.5 million renovation of the historic Boley Building was completed in October 2008.

