



Village West

Kansas City, KS

Expertise Involved:

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

In 1999, CBC Real Estate Group* acted as the Master Developer providing Real Estate Services to the Unified Government of Wyandotte County/Kansas City, Kan., for Village West, a 400-acre tourism, retail and entertainment district. The Master Developer represented the Unified Government's interests throughout the planning, development, contract negotiations and management of the District. For Village West alone, total project investment was in excess of \$600 million, of which approximately 50 percent was provided by the issuance of STAR Bonds.

In five years, through the combined efforts of the entire development team, this 1,500-acre greenfield development was created, including the 1,100-acre, 1.5 mile, tri-oval, 75,000-seat Kansas Speedway racetrack and 400-acre Village West. The primary development partners included Cabela's, Great Wolf Lodge, Nebraska Furniture Mart, Legends Theater, Legends at Village West Shopping Center, Community America Ballpark and Chateau Avalon.

Village West and the Kansas Speedway attract eight to 10 million visitors from throughout the Midwest and beyond each year, increasing destination travel and stimulating economic activity in the State of Kansas. Village West was created to take full advantage of special state legislation including STAR Bonds, a form of Tax Increment Financing.

** CBC Managing Principal, Bill Crandall, performed this role while under the employ of another firm.*

