ECONOMIC DEVELOPMENT COUNCIL MEETING

Wednesday, August 21, 2024 – 8:15 A.M.

Training Room - 210
Blue Springs City Hall
903 W Main St.
Blue Springs, Missouri

1. Call Meeting to Order
2. Confirmation of Quorum
3. Approval of June 20, 2024 Minutes
4. Updates
    a. Retail Strategies -Presentation to City Council July 15, 2024 (Included)
    b. City-owned property on Adams Dairy Parkway Request for Proposals (Included)
    c. Downtown Master Plan Implementation Task Force Presentation to City Council August 19, 2024 (Included)
    d. Economic Development Manager position update
5. Comments/Questions from EDC Members
6. Adjourn

Posted Monday, August 19, 2024 at City Hall, 903 W Main Street, Blue Springs, MO and on the City's website. A quorum of the City Council may be in attendance; however, no City Council votes will be taken.

CITY OF BLUE SPRINGS, MISSOURI
MINUTES OF ECONOMIC DEVELOPMENT COUNCIL MEETING
THURSDAY, June 20, 2024

A meeting of the Blue Springs Economic Development Council was held at 8:15 a.m. on Thursday, June 20, 2024, in the Administration Training Room of Blue Springs City Hall, 903 W. Main Street with Vice Chair Lyle Shaver presiding.

CONFIRMATION OF QUORUM

Lyle Shaver, Vice Chair
Ann Benson
Terri Gilgour
Adam Hathhorn—Absent
Kirk Lair
Kirk Sampson
Robin Terry-Revels—Absent
Lara Vermillion

STAFF & OTHER ATTENDEES

Senior City Development Director Mike Mallon, City Administrator Christine Cates, Assistant City Administrator Sheryl Morgan, Mayor Chris Lievsay, Recording Secretary Traci Breshears, Tom Degenhardt Public Works Director, Susan Culpepper District 3 Councilmember

CALL MEETING ORDER

Vice Chair Shaver called the meeting to order at 8:16 a.m.

APPROVE APRIL 17, 2024 MINUTES

Member Lair moved to approve the minutes of the April 17, 2024 meeting of the Economic Development Council. The motion was seconded by Member Vermillion and carried unanimously.

NO TAX RATE INCREASE GO BOND ELECTION

Mayor Lievsay presented the Bond Election, showing what will be included in the Bond, and what the priorities are for it.

Councilmember Culpepper stated that the Bond is in addition to our usual budget for streets. Vice Chair Shaver asked what the budget for the upcoming year is. City Administrator Cates stated that the City is currently working on the budget, but that they should have that number soon.

UPDATES:

A. RETAIL STRATEGIES

Senior Director Mallon gave the Council an update on Retail Strategies. The company will be giving their presentation on what they learned at the Las Vegas Conference. Retail Strategies will give this presentation on July 15, 2024 before the City Council. He also reminded the Council that Retail Strategies will be vague and won't be able to say which companies they spoke with.

B. REQUESTS FOR PROPOSALS

Senior Director Mallon discussed the City's property located on Adams Dairy Parkway just south of St. Luke's Medical Center. The space has previously had 2 different RFPs, but the City will release a new one this summer in hopes of getting one with service offices, mixed-use, high-end multi-family housing or retail. Member Shaver asked what the acreage was for the space. Mr. Mallon said that it was around 25 to 30 acres.

DRAFT

C. DOWNTOWN MASTER PLAN UPDATE

Mr. Mallon discussed the new Downtown Task Force, a new Council that has met twice and is formalizing their recommendations for implementing the goals and policies of the plan. Councilwoman Susan Culpepper said they have gone through the projects and prioritize them and what they should do to make the largest impact.

D. ECONOMIC DEVELOPMENT MANAGER

Mr. Mallon then discussed the update of the Economic Development position. The position has gone through many roles and titles. The position for an Economic Development Manager has been published not only on the City's site, but the International Economic Development Council website as well as Missouri's Economic Development Council website. Mr. Mallon stated that they have gotten a wide range of applicants which will allow for a diverse applicant pool so we can look for someone to fit our need.

E. COSTAR AND LOCATION ONE DATA

Mr. Mallon stated that the Costar and Location One reports help us to see quarterly how the City is doing in the market within the Eastern Jackson County area. Our industrial market vacancy rates are very low. Councilwoman Culpepper stated that it's not necessarily a good thing as it shows we don't have enough supply to meet the demand. Mr. Mallon then stated that in multi-family housing the industry standard vacancy rate is 6-7%, and that if it is lower that the city does not have enough being built. Location One uses cell phone usage as well as ESRI data to show what citizens are spending money on in the city. The largest categories are men and women's apparel, and food.

DOWNTOWN ALIVE! BOARD APPOINTMENT

Member Shaver stated he could do it since he is already on the Board. Member Vermillion made the motion to appoint Lyle Shaver as their Downtown Alive! Liaison. Member Benson seconded and carried unanimously.

NEXT MEETING

The next meeting of the Council will be Wednesday, August 14, 2024.

ADJOURNMENT

At 8:52 a.m. there was no further business to come before the Economic Development Council, Member Vermillion moved the meeting be adjourned. The motion was seconded by Member Shaver and carried unanimously.

BLUE SPRINGS ECONOMIC DEVELOPMENT COUNCIL

_____

Lyle Shaver, Vice Chair

DRAFT

retail strategies



Partnership Review

Blue Springs, MO

7/15/24

Presented by:

Kam South, Senior
Portfolio Director

www.retailstrategies.com | info@retailstrategies.com | +1 (205) 313-3676

Who you will work with

Your Team

Senior Portfolio Director



Kam South
205-413-6082
ksouth@retailstrategies.com

Retail Development Associate



Stephen Dendy
205-725-1691
sdendy@retailstrategies.com





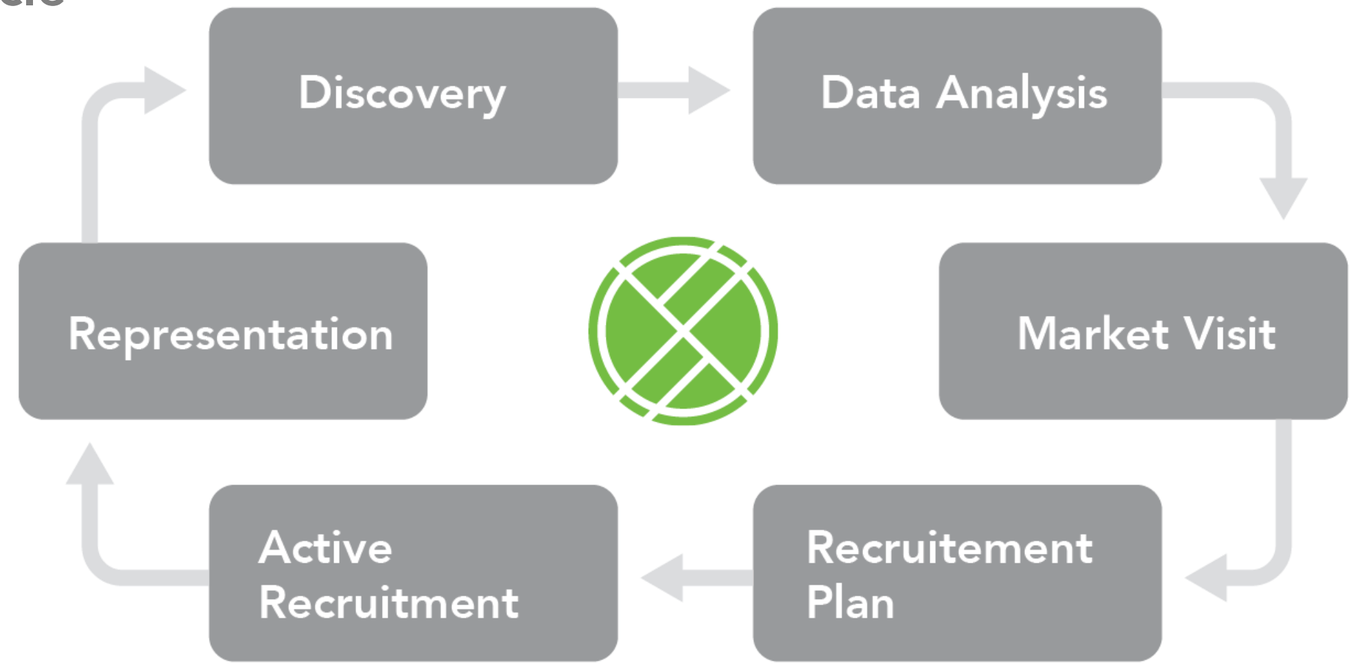
retail strategies

Blue Springs, MO

Planning for Success



Partnership Lifecycle



We are constantly leveraging our data, insights, and expertise to recruit national retail successfully.

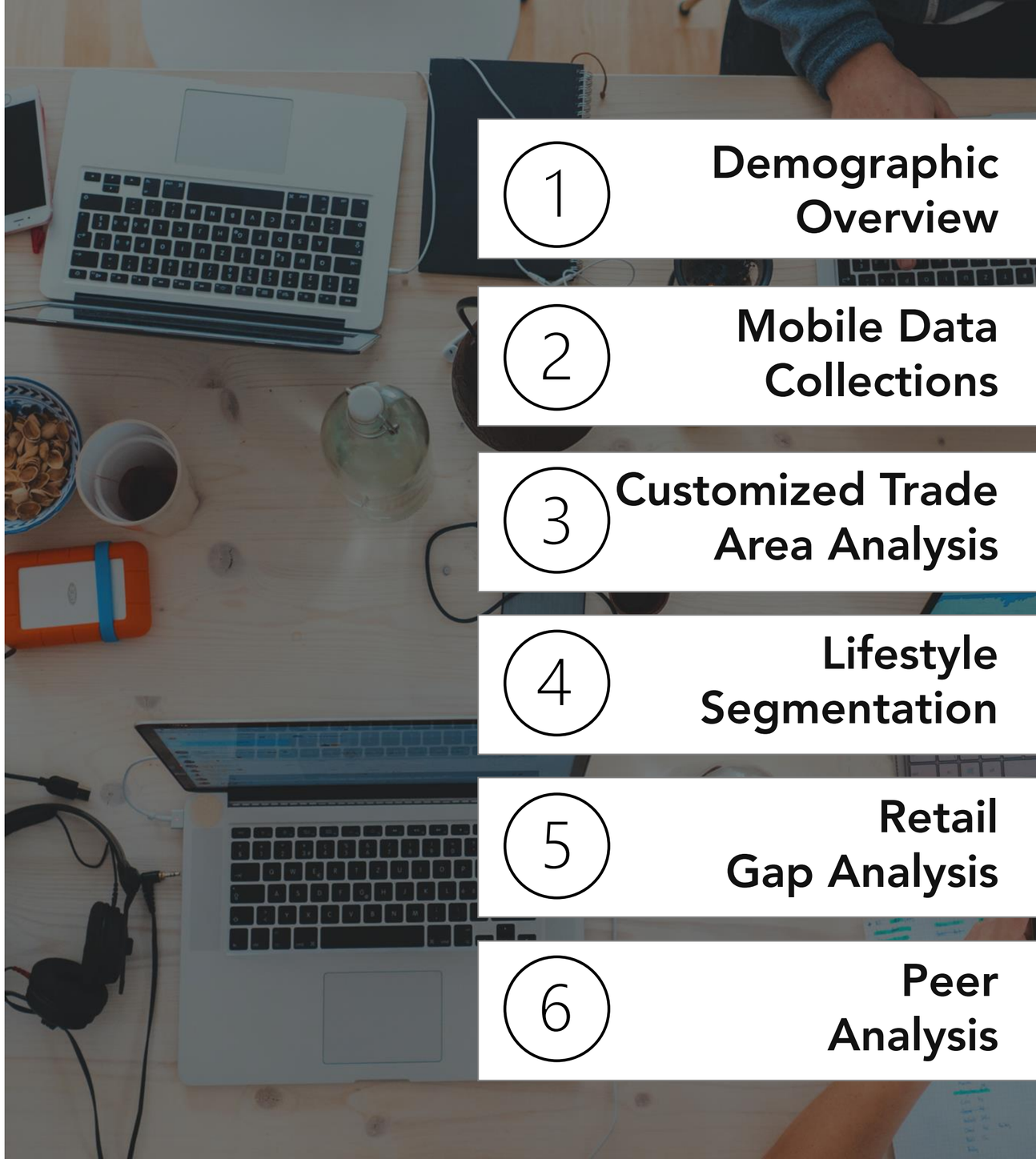
DISCOVER

Research

You have at your disposal thousands of variables from population and household incomes to spending patterns by retail category.

The information covered in this document represents the key highlights for your community. Retail Strategies has provided Blue Springs's primary point of contact an electronic copy of each of these reports from multiple geographic parameters.

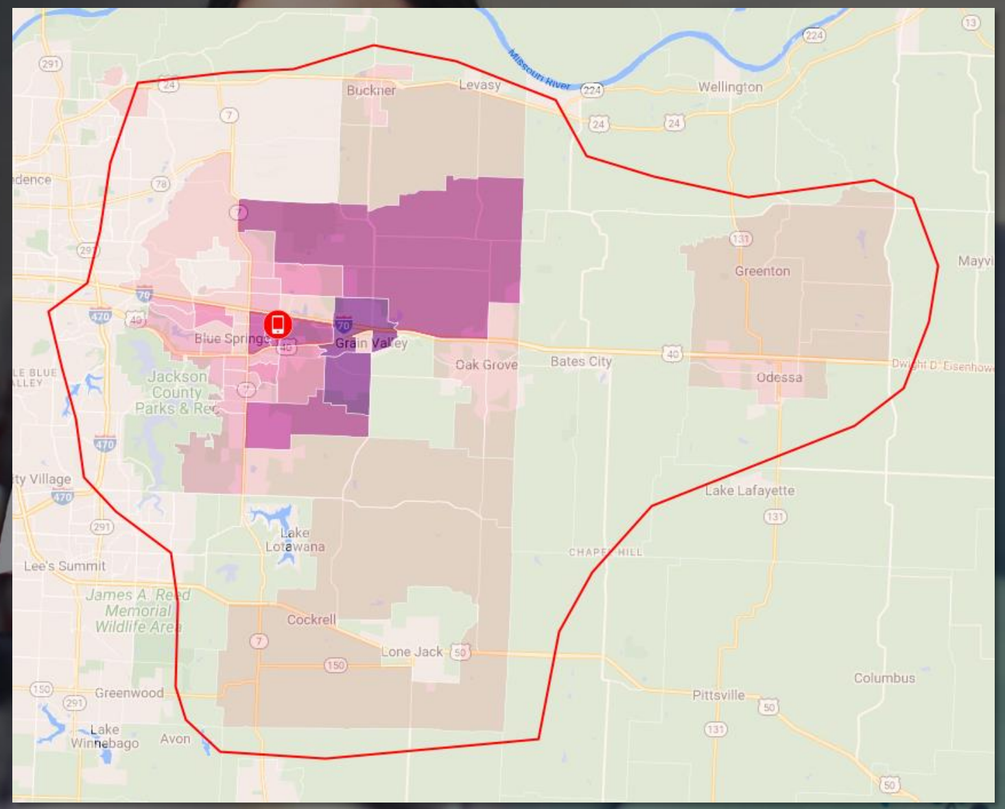
The following are the highlights from a data and analytic perspective.



DISCOVER

Mobile Data Collection

This mobile tracking service uses data collected from mobile phone users who have agreed within their apps and phone settings to enable location information. By drawing a geofence around a specific business or location, we are able to gather valuable data about the customer base that has actively used their mobile device while in the identified location. This tool allows us to see where customers are coming from to shop in your market using actual data. This information is used to optimize your trade area, analyze business locations, compare the frequency of visitors, and assist retailers in site selection. This is intended to support the trade area but does not solely define the trade area.



The location tracked was

Blue Springs Walmart

for the time period of

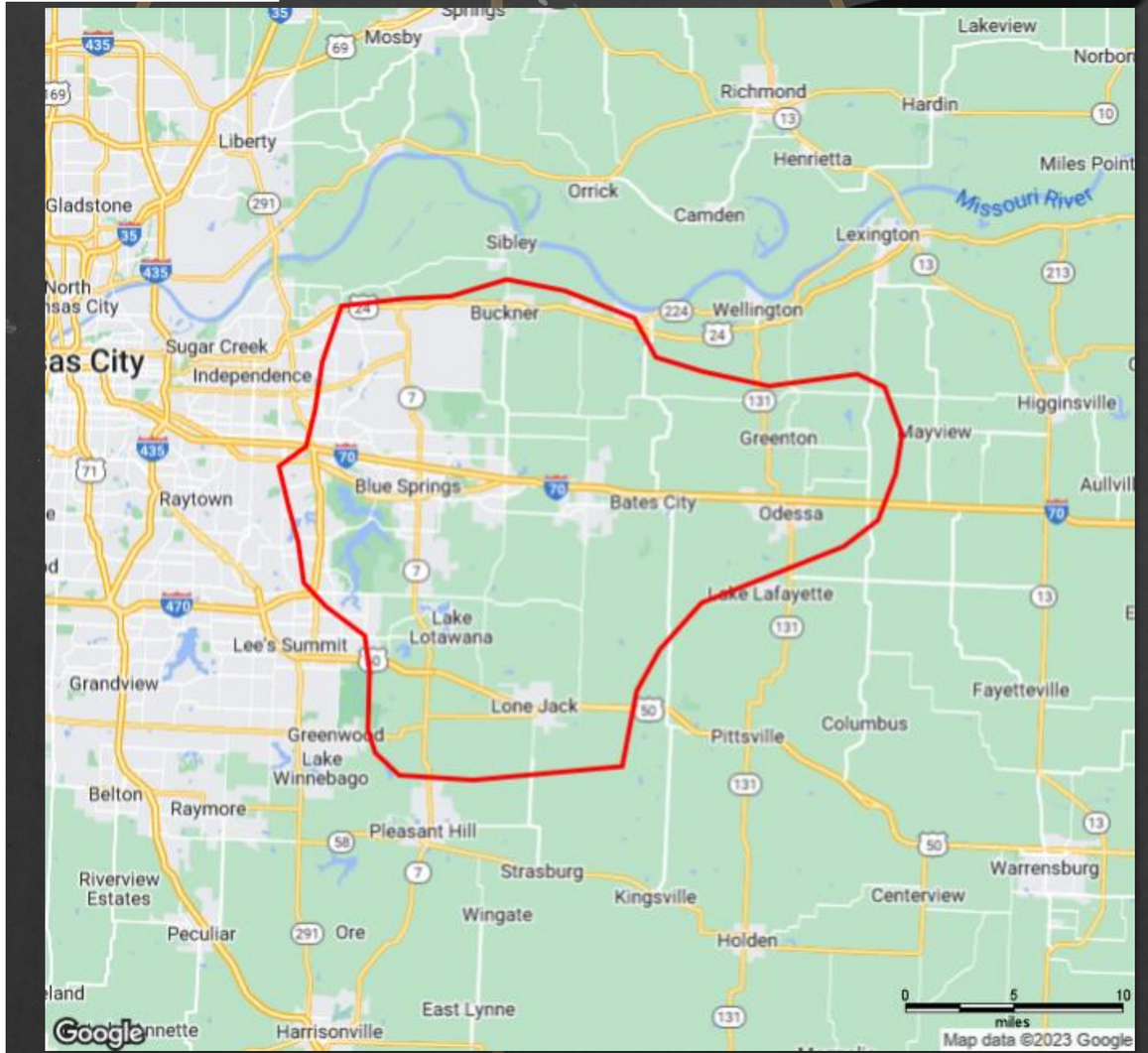
January 2022
To
January 2023

DISCOVER

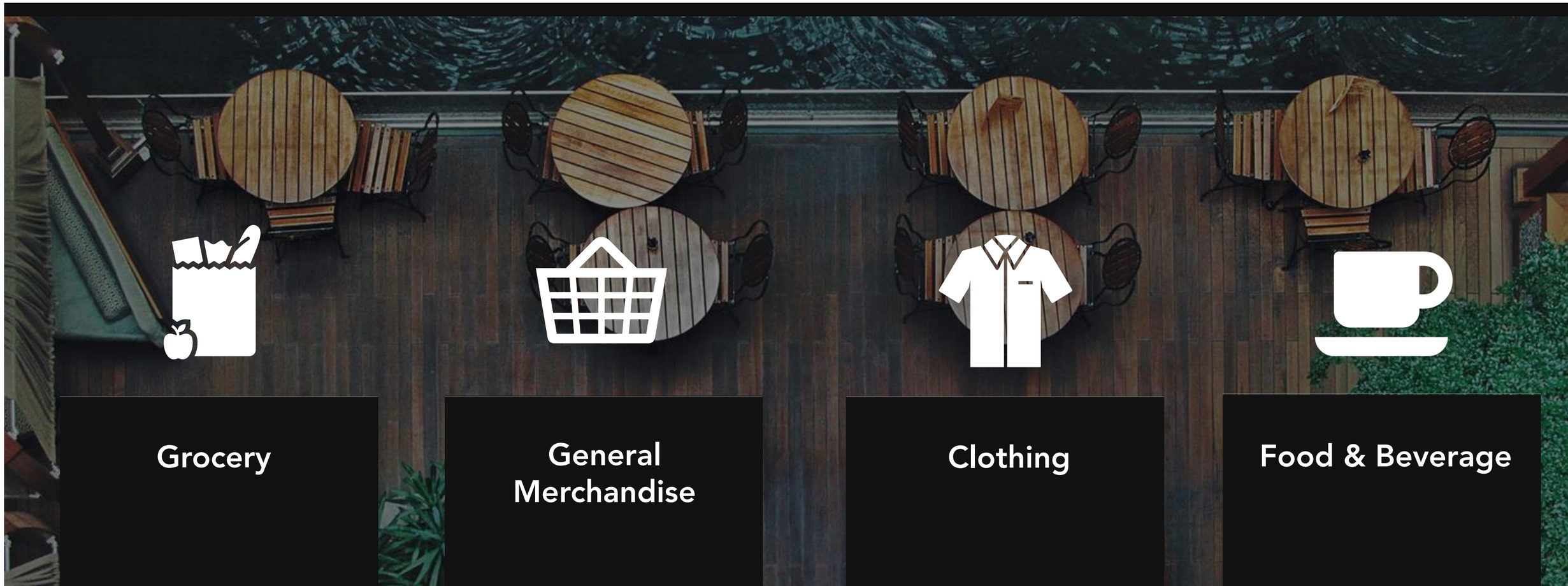
Customized Trade Area

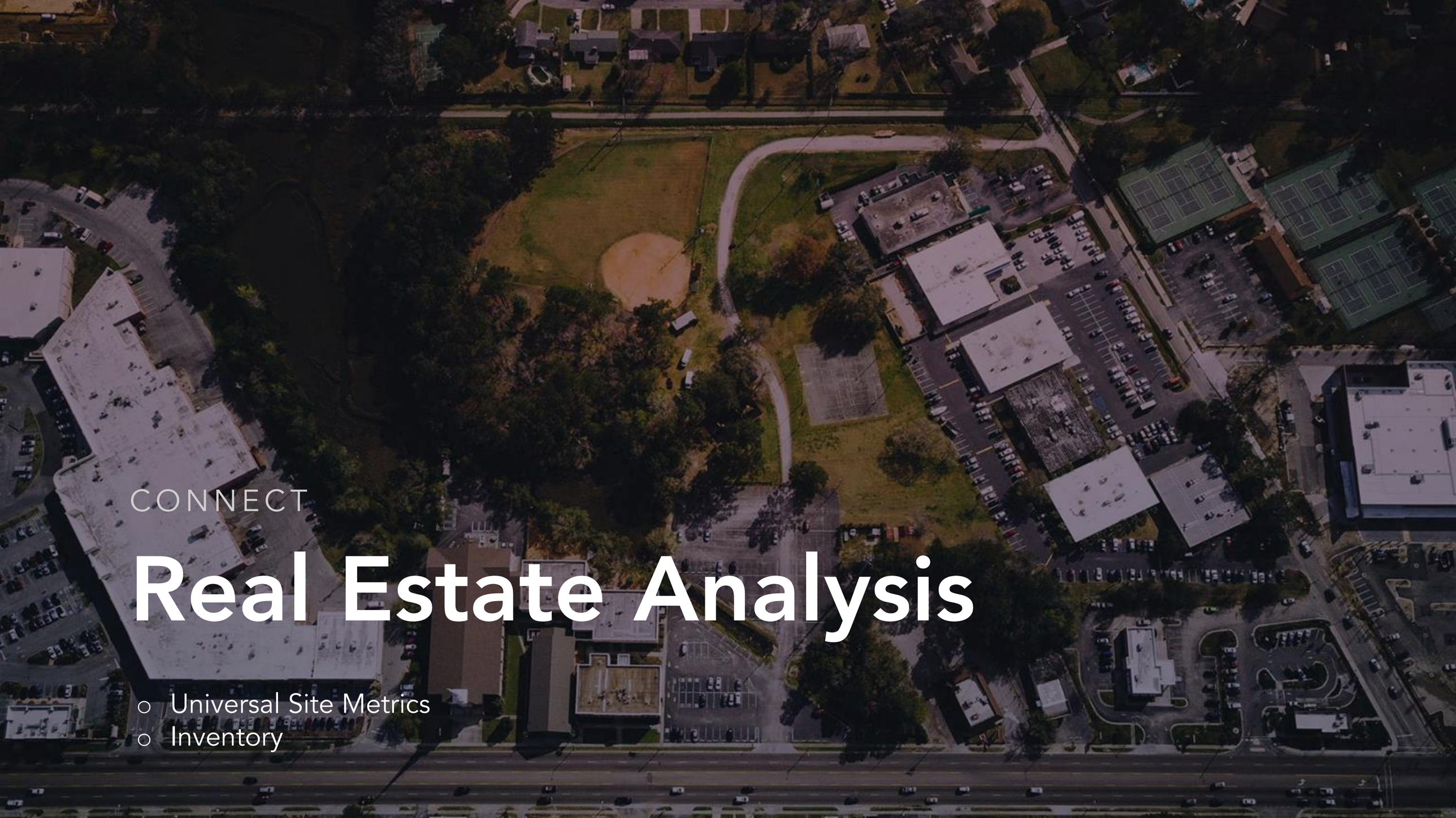
Each retailer has a specific set of site selection criteria they use to determine if they will have a profitable store. Municipal boundaries, radius rings and drive times are a start to evaluating the information sought by these decision makers. A customized trade area is the next step to analyzing a market. A trade area defines a core customer base of consumers highly likely to shop and eat in the market at least once a month. Your trade area has been created by combining the mobile tracking data with drive times, geographic boundaries, and proximity to neighboring shopping destinations. Each retailer will analyze their own trade area based on their existing stores, their competition and site selection criteria.

Retail Strategies has created the customized core trade area shown in the map here which is focused on a consumer who might travel to the market to shop or dine.



Your Top Categories for Recruitment





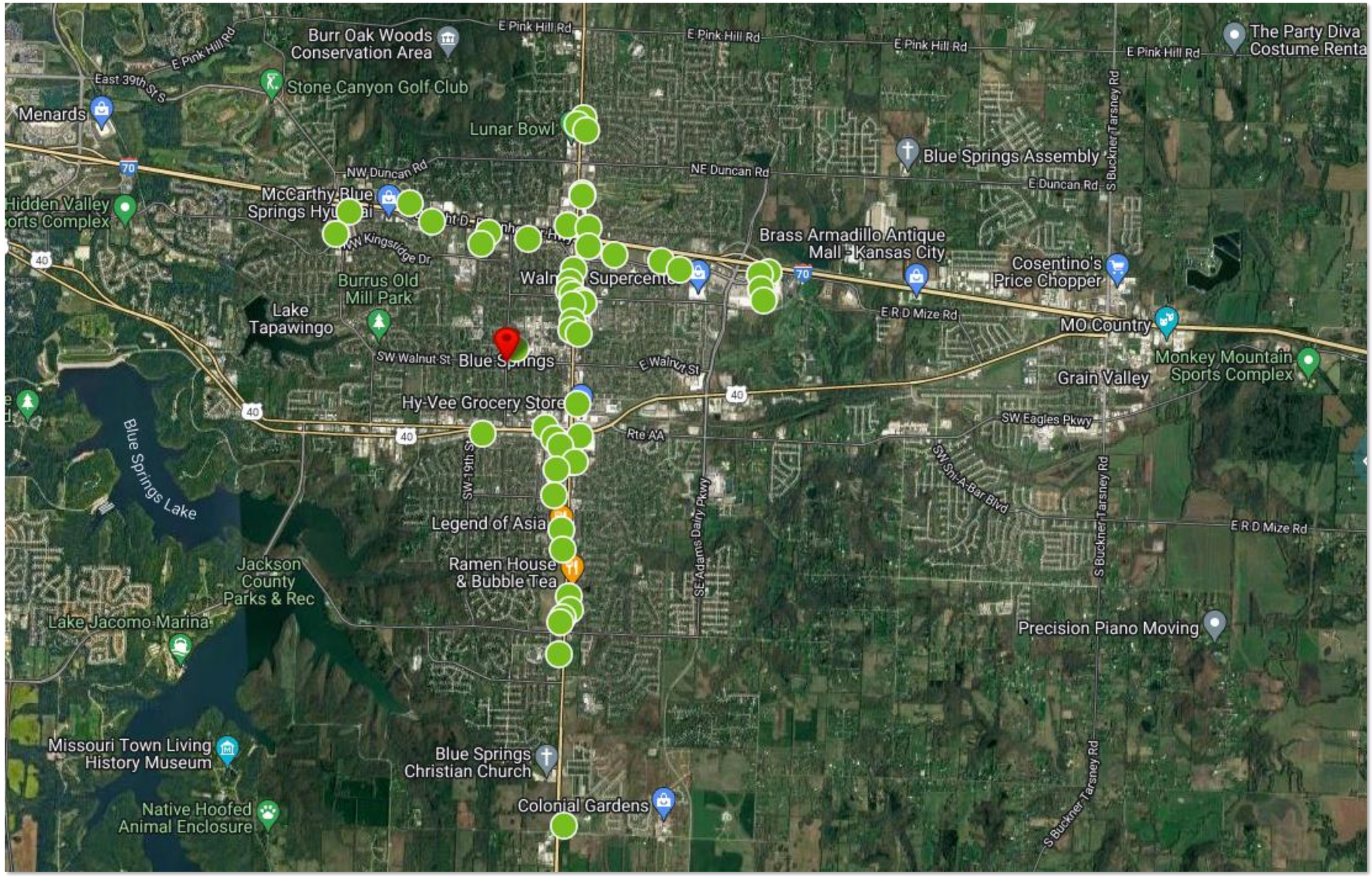
CONNECT

Real Estate Analysis

- Universal Site Metrics
- Inventory

DISCOVER

Focus Opportunities for Recruitment



Blue Springs, MO – Recruitment Focus

Retail Types:

- Grocery Stores
- Full-service Restaurants
- Fast-Casual Restaurants
- Upgraded QSR Concepts
- Clothing/Apparel Retailers
- Home Improvement Retailers
- Home Goods Retailers
- Health & Personal Care Stores
- Hobby/Craft Retailers
- High-end Regional & National Convenience Stores
- General Merchandise Stores
- Sporting Goods Stores

Big Picture Vision:

- Establish Blue Springs's unique market position with national retailers, their brokers, and developers.
- Recruit large-market and, MO-based developers to actively monitor market for opportunities. Primarily looking to attract a new grocery/soft goods anchored shopping center development in Blue Springs.

Retail Development Summary

•**Engagement with Retailers**:
- Actively connected with 47 retailers.

•**Prime Locations Identified**:
•Pinpointed 21 optimal locations for retail development.

•**Conference Participation**:
- ICSC Las Vegas
- ICSC Central
- Enhanced networking with industry professionals to benefit Blue Springs.

•**Community Analysis**:
- Identified suitable retail categories:
  - General Merchandise
  - Clothing
  - Food & Beverage
  - Grocery

Blue Springs, MO Notes – Active Recruitment Prospects

- *National Coffee Operator:* We shared potential sites with REDACTED and their real estate manager in early 2023. As of recent, they reached an agreement with the landowner and currently going through the permitting process with the city.

- *National Chicken QSR:* The real estate manager for REDACTED has reviewed potential sites in Blue Springs but has yet to find a suitable location. Their requirements are very specific, needing at least .5 to 1.25 acres on HWY 7, specifically on the south side of HWY 7. We will continue to search for sites that meet these criteria and keep them updated on any new opportunities.

- *National Hobby Retailer:* REDACTED has shown interest in the Blue Springs market but has not yet found a suitable site. They are open to considering new development opportunities. This is a positive indication of their commitment to expanding in this area, and we are actively searching for locations that meet their criteria.

- *National Grocer:* This retailer has stores in several nearby trade areas. We have shared Blue Springs market data with their real estate team and asked if the market would be of interest in 2024/2025. They are reviewing the market data. Historically they have had concerns about population density (they now prefer 55,000 people within a 3-mile radius of a prospective site).

Blue Springs, MO Notes – Active Recruitment Prospects

- *National Coffee Operator:* We shared potential sites with REDACTED and their real estate manager in early 2023. As of recent, they reached an agreement with the landowner and currently going through the permitting process with the city. We are expecting further feedback soon.

- *National Pet Supply Retailer:* This brand is looking to stay aggressive in their growth in Missouri in 2025. We shared Blue Springs market data with the real estate team, and they let us know that the market is not a priority in 2024. We believe that in time they will be a prospect for the market.

- *National Sports Bar & Grill:* REDACTED has a new real estate team and are set to grow in late 2024 in Missouri. We have shared market data with the brand's real estate team along with their development team. They are reviewing the data to see if the market is better suited for the full-service restaurant.

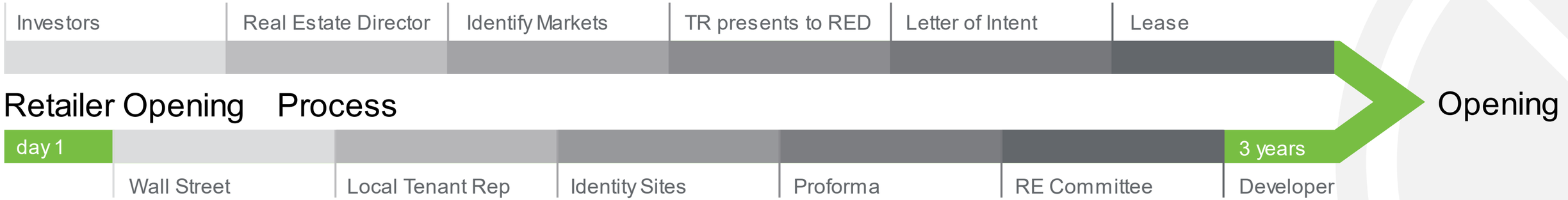
- *Regional Burger QSR:* The brand continues to build their pipeline for 2024 and beyond. We have shared with them market data in Blue Springs and some initial, redacted plans at REDACTED to see if this retail zone in Blue Springs would be of interest. We are continuing to promote the market and opportunities to keep Blue Springs on their mind.



retail strategies

Blue Springs, MO

Retail Timeline



- Retailer drives the decision
- Small percentage of proposed sites equal new openings
- Lengthy process, with many stakeholders

Who we are looking at for you

Retail Recruitment 101

The magic ingredients

Our Secret Sauce

- Relationships with national retail
- Comprehensive data
- Relationships with local brokers
- National reputation for success

Day in the life of a

Retail Recruiter

- Updating prospect lists
- Calling brokers
- Scouting sites for real estate directors
- Strategizing for the next trade show



We attend on behalf of you

Tradeshows

- ICSC Las Vegas
- ICSC Central (Chicago)

ICSC

retail strategies



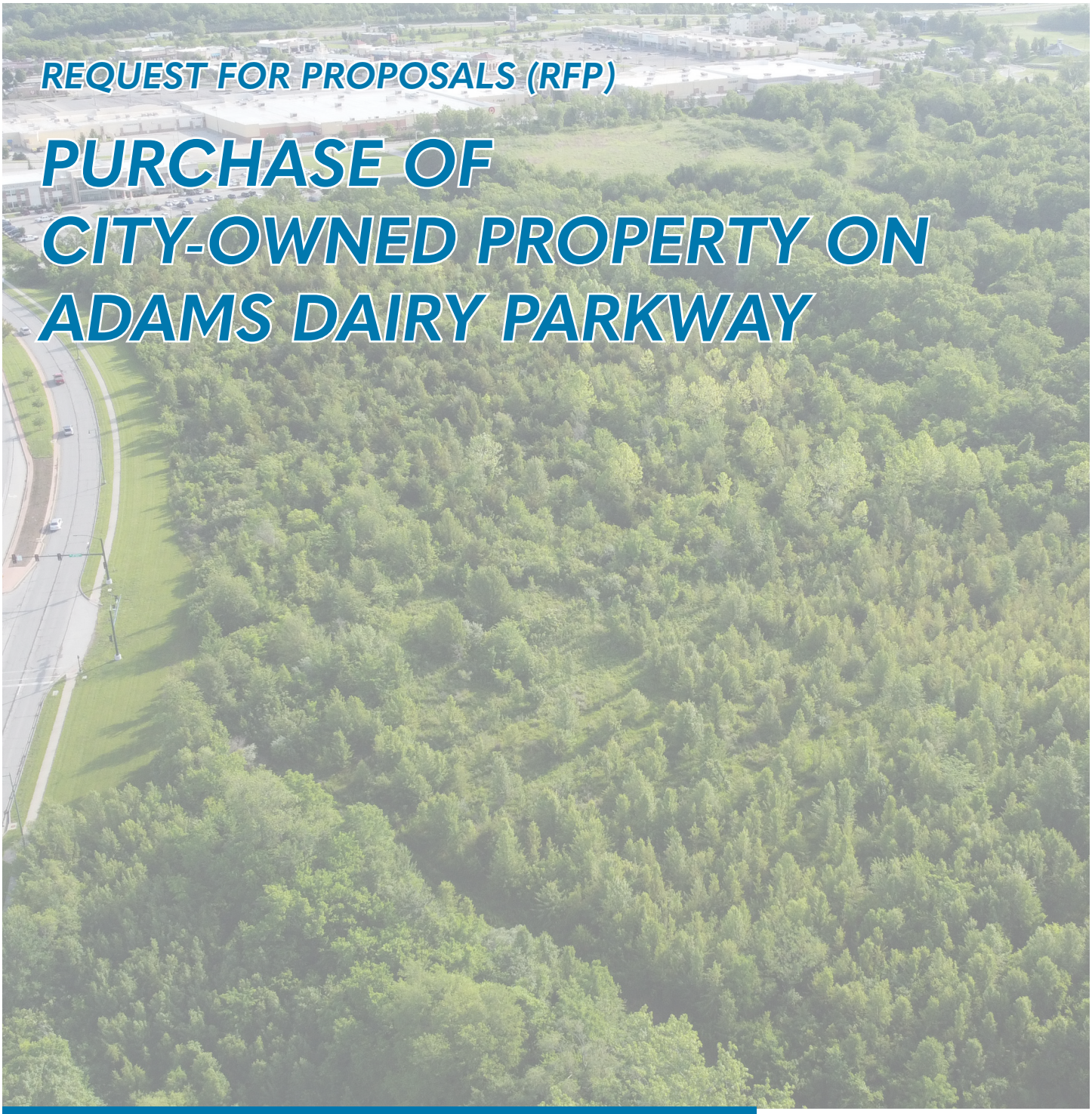
Thank you!

Any Questions?

retailstrategies.com | (205) 313-0386 | info@retailstrategies.com

2200 Magnolia Ave South, Suite 100, Birmingham, AL

EXHIBIT A



REQUEST FOR PROPOSALS (RFP)

PURCHASE OF CITY-OWNED PROPERTY ON ADAMS DAIRY PARKWAY

July 16, 2024 - RFP Issued
October 18, 2024 - Deadline for proposals

CITY OF BLUE SPRINGS, MO
City Development Department
903 W. Main St., Blue Springs, MO 64015
816-228-0124 I www.bluespringsgov.com

ABOUT BLUE SPRINGS

Blue Springs was founded by pioneers in 1827 along the cooling spring waters of the Little Blue River. In the last two decades the city has grown to more than 60,000 residents, holding the distinction of being the 10th largest city in Missouri. It offers all the excitement of metropolitan-style shopping and nightlife, with world-class sporting events, international conventions, all within a 25-minute drive, but when the day is through, the people of Blue Springs agree, there's no other place they would rather call home.





BLUE SPRINGS AMENITIES

Located on Interstate 70, less than a half hour from downtown Kansas City, there is an energized, fast-growing place that knows the meaning of community. Blue Springs enjoys the benefits of:

- High-quality housing
- Central location
- Excellent health care
- Hiking trails
- Nationally recognized schools
- Outdoor recreation opportunities
- Parks

All of these are included in the many reasons families choose to live in Blue Springs! These amenities provide the foundation of a quality lifestyle for its residents.



PROJECT OVERVIEW



The Request for Proposals ("RFP") is being issued by the City of Blue Springs, Missouri ("City").

In compliance with the City's policy on the sale of City-owned property, staff has prepared a Request for Proposals (RFP) calling for submissions on the purchase and development of the property.

The RFP has been amended in several ways from previous issued RFPs, including 1) remaining open for a longer period to give staff and the development community more time to attract proposals that align with Council's expressed intent; 2) an updated vision for development that creates a vibrant, unique destination and sense of place that offers a mix of uses, including commercial, retail, office and services; and 3) inclusion of prior attempts to develop the property that is in alignment with Council's intent.

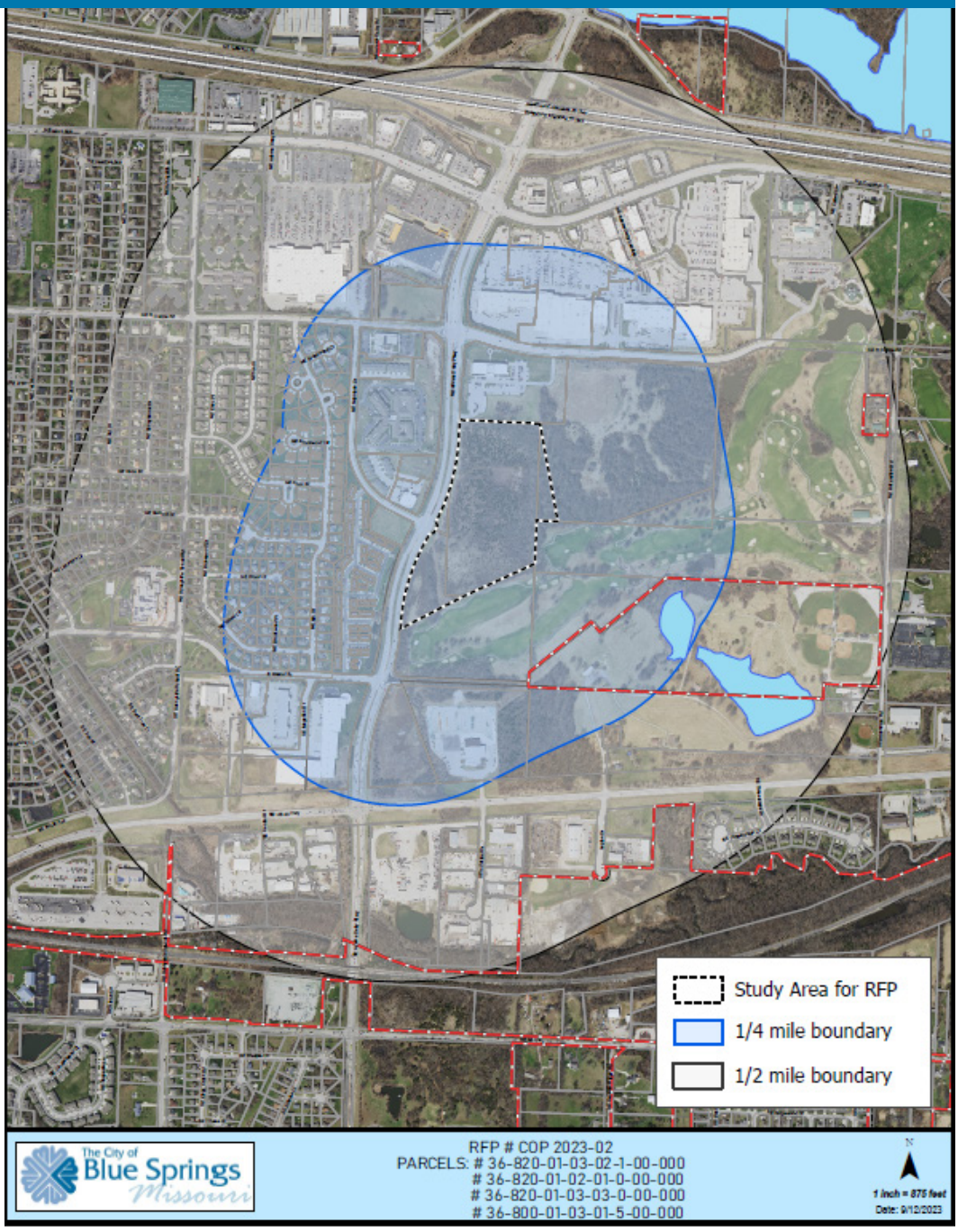
GENERAL INFORMATION AND CONDITIONS

1. The City of Blue Springs is accepting proposals from interested parties with the intention to purchase and develop city-owned property.
2. The property for consideration consists of four parcels totaling nearly 23 acres in size located on the southeast intersection of Adams Dairy Parkway and R.D. Mize Road.
3. Bids must be placed for all lots.
4. The City is seeking a qualified party with the interest, resources and experience to purchase and develop the parcel in a manner that would be a desirable addition to the Adams Dairy Corridor.
5. Preference will be given to proposals which outline a use of the parcels in the near future.
6. The City reserves the right to accept or reject any and all proposals for the best interest of the City.

PROJECT AREA BACKGROUND

This property, consisting of three parcels, was originally purchased in 2010 and 2012 for the Missouri Innovation Park.

- Adams/Frye property purchased 11/30/10 for $820,000 - 3.62 acres
- Gilkey Trust property purchased 3/22/12 for $1.5 million – 19.404 acres. The City had a "first right offer" agreement for up to 5 years. If the same purchase price had been applied to the remaining property (40.155 acres), the cost would be $3,104,128 for a total of $4,604,128 for 59.559 acres. The remaining 40.155 acres was purchased by St. Luke's.



The total cost of the property was $2,320,000.

After the discussions about the Missouri Innovation Park ended, the property has been considered for different uses.

- In 2013, the property was considered for use for a community center funded by a Parks Sales tax that was on the ballot and defeated on November 5, 2013.
- In 2014-15, city staff worked with Fike on a possible relocation to this property.

DESCRIPTION OF PROJECT AND REQUIREMENTS

I. Project Background and Goals

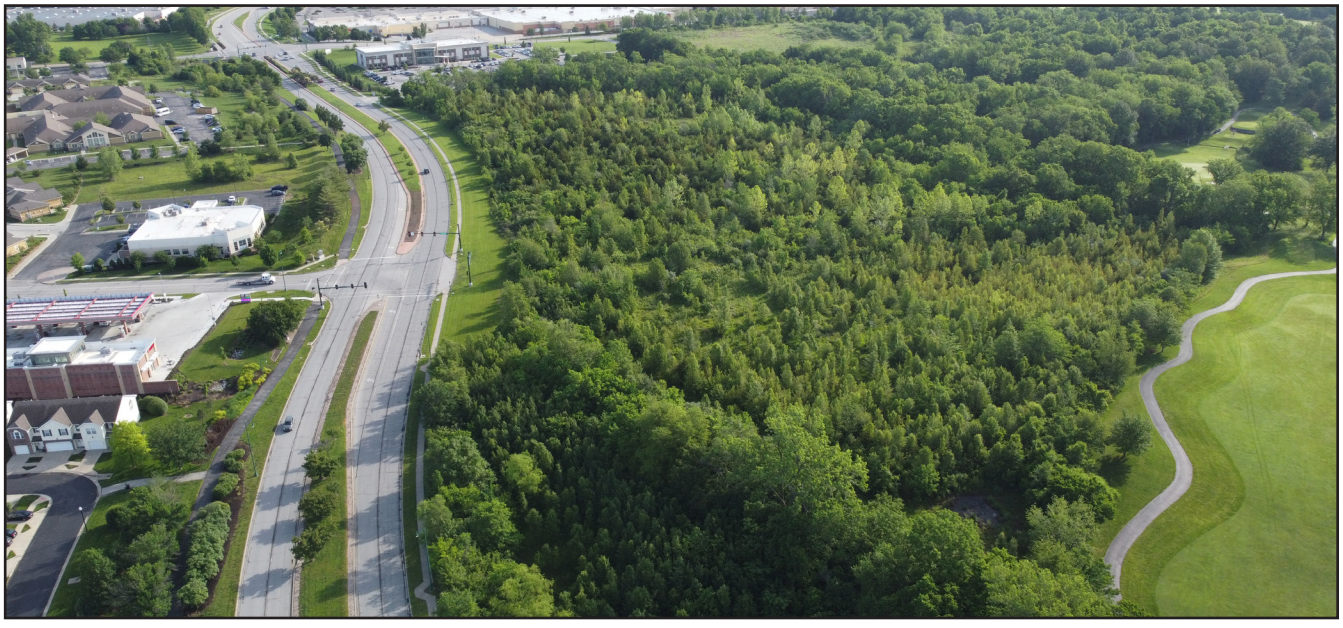
The City of Blue Springs, Missouri (City) is located in Eastern Jackson County along Interstate 70. Blue Springs is the 10th largest city in Missouri with a 2023 US Census Population more than 60,000 and continues to grow. The highest areas of growth and redevelopment have occurred around the I- 70 and Adams Dairy interchange. Preference will be given to buyers who plan to utilize the land in a manner that would stimulate the creation of a vibrant destination with a high-quality mix of land uses including commercial, retail, office, services, sit-down restaurants and the potential for upscale, Class A high-density residential to support existing development along the Adams Dairy Corridor

The Project Area is located between Adams Dairy Parkway and the Adams Pointe Golf Course (an 18-hole public course) with excellent access to I-70. The Project Area was originally part of a visionary development concept that included a satellite campus for the University of Missouri-Columbia and a business and science park totaling 117 acres with a planning area of 500 acres. This project did not ultimately move forward.

Tenants in the neighboring developments include:

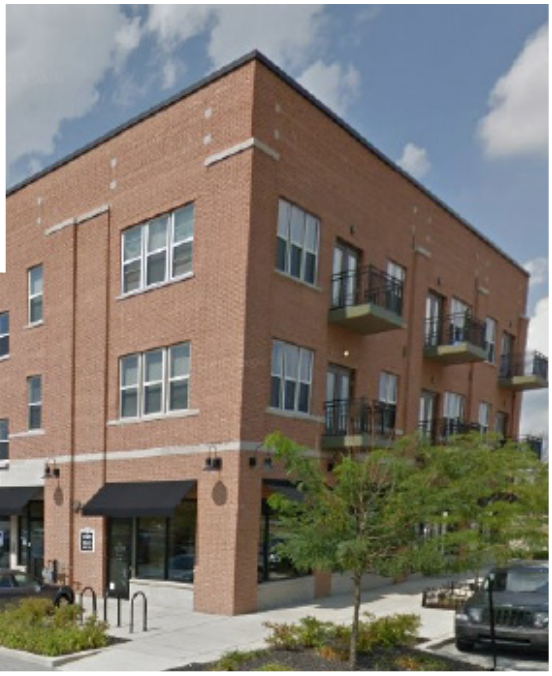
- 121 room Courtyard Marriot and Adams Pointe Conference Center.
- St. Luke's Health System.
- Durvet, an animal health product distributor
- MetrologyWorks, a measurement equipment manufacturer.
- Adams Dairy Landing is 65-acre, 552,000 square foot power center development anchored by national retailers and includes specialty shops and restaurants. Adams Dairy Landing serves the rapidly growing trade area of Eastern Kansas City as well as rural areas further east. This is the closest major retail center for thousands of homes in Jackson County.

Zoning: The project area is primarily zoned as Agricultural. A minority portion is currently zoned Residential Estate in an overlay district. The property would need to be rezoned based on the proposed land use.






VILLAGE







II. Site Information:

The property for consideration consists of four (unaddressed) parcels on located southeast of the intersection of Adams Dairy Parkway and R.D. Mize Road in Blue Springs, Missouri. Bids will only be accepted for those wishing to purchase all lots. The subject property is zoned agricultural in an overlay district.

The Jackson County parcel numbers and sizes are as follows:

- Parcel Number: 36-820-01-02-01-0-00-000 (17.82 Acres)
- Parcel Number: 36-800-01-03-01-5-00-000 (1.32 Acres)
- Parcel Number: 36-820-01-03-02-1-00-000 (3.76 Acres)
- Parcel Number: 36-820-01-03-03-0-00-000 (0.38 Acre)

Please see attached aerial map for more information regarding the location of the parcels.

III. Proposal Content:

All proposals must address the following areas:

1. Transmittal Letter: The transmittal letter should include:
   - Name, title, and contact information of the individual or individuals with the authority to bind the Developer.
   - Signature of individual or individuals representing the Developer.
   - Address and legal form of the Developer.
   - A statement that, if selected, the Developer will negotiate in good faith with the City.
   - A statement that the Developer is not in arrears in the payment of any obligation due and owing to the State of Missouri, the City of Blue Springs, of Jackson County, including tax payments and employee benefits, and that it shall not become so during the term of the agreement, if selected.
   - A statement that the proposal is valid for a minimum of 120 days from the submission deadline.
   - A statement that Developer will conform and accept responsibility for compliance with all applicable federal, state, and local laws, ordinances, and regulations.

2. Statement of Qualifications: The City seeks a Developer with extensive experience and a track record of success and delivering the objectives outlined in Section 4. Developers should include in their submissions a summary that demonstrates the Developer understands the requirements of this RFP

and a description as to how the Developer proposes to integrate the requirements of this RFP into the project.



3. Availability: A statement on the availability and commitment of Developer and assigned professional who will undertake the project.
4. Qualifications and Experience: Provide a summary of the Project Team's experience with projects similar to the proposed project. Descriptions of previous projects should include the following: total land and building area, scope, location, development value, duration of project from inception to completion; role of Project Team members during project execution, and client references, including authorization to contact references.
5. Project Plan: Submit a conceptual description of the proposed project that includes the intended uses for the proposed development for the Project Area and size of the uses. It is important the Developer describes how this project will meet the development goal outlined in Section I. An estimated timeline for project implementation and conceptual layout should be included. The City anticipates negotiating a development agreement with the preferred Developer that will require the Developer to submit additional materials and successfully complete the City's development application process.
6. Sale Price: The proposal will include the nature of ownership the Developer is requesting and include the amount the Developer is willing to pay for the Project Area. Please provide a letter of support showing proof of funds. The minimum sale price is $2,170,000.
7. Public-Private Partnership: The proposal should include a statement indicating whether the proposed development would be contingent upon any local or state government support or action other than review and approval of the development application. Any request for incentives must include a pro forma to outline the financial assumptions and projections of the proposed development, which shall outline the funding gap to be bridged with public incentives and estimated ROI with and without incentives. Preference will be given to proposals that do not rely solely on City financial incentives to make the development viable.
8. Disclosure and Non-Collusion Certification: Proposal will disclose any personal or professional interest which could be a possible conflict of interest in contracting with the City. The proposal must include a properly completed and executed Non-Collusion certification.

IV. Evaluation Criteria:

Developers interested in being considered should submit seven (7) hard copies and one electronic copy of the proposal by 5 p.m. October 18, 2024, to following address:
City Development Director
City of Blue Springs
903 West Main Street
Blue Springs, MO 64015

Proposals will be evaluated on the following criteria:

- Purchase Price
- Developer qualifications, experience, and creative vision.
- The capacity of the development proposal to create an upscale, vibrant mixed use development with retail, commercial, office, services, sit-down restaurants, and Class A high-density residential.
- Quality of conceptual development plan and compatibility with development objectives.
- Developer financial capabilities and the ability to successfully execute a project from concept to completion and ongoing operation.
- Ability of the proposal to support and/or encourage further development in the area and along Adams Dairy Corridor.

V. Proposed Process and Timeline:

- RFP Issued: July 16, 2024
- RFP Due date: October 18, 2024
- Proposal review by City Council: November/December 2024
- Notification to preferred Developer and development agreement negotiations: January/February 2025

VI. Conditions and Limitations:

By submitting a proposal in response to this RFP, the respondent expresses its intent to comply with the established timeline. In addition, the respondent accepts the evaluation process and methodology, as well as acknowledges and accepts that the determination of "the most qualified and capable" Developer will require subjective judgments. The City reserves the right to request clarification of information provided in proposals as a response to this RFP without changing the terms of this RFP. The City has the right, in its sole and absolute discretion, to reject any and all proposals received in response to this RFP and to cancel this RFP at any time, for any or no reason, prior to entering into any binding agreements. Responses to this RFP vest no legal or binding rights in the Developers nor does it or is it intended to impose any legally binding obligations upon the City, officials or employees of the City unless and until final legal binding agreements are negotiated and executed. This RFP does not commit the City to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the selected Developer and the City.

Any commitment made by the City will be subject to the appropriation of funds by the City Council to carry out any such commitments and the execution of a contract acceptable to the City. The City will not be responsible for any costs incurred by the Developers or Project Team member related to any response to this RFP and will not reimburse any costs to the Developer or Project Team member.

Before submitting a bid, bidders should carefully examine the site, and fully inform themselves to the existing conditions. To schedule a time, contact Mike Mallon at (816) 228-0124 to make arrangements.

VII. Exhibits and Resources

- Exhibit "A" Non-Collusion Certification
- General Conditions
- Map of Project Area (attachment)
- Blue Springs Comprehensive Plan - **www.bluespringsgov.com/DocumentCenter/View/11338**

GENERAL CONDITIONS GOVERNING RESPONSES AND SUBSEQUENT CONTRACTS



1. SCOPE: The following terms and conditions, unless otherwise modified by the City of Blue Springs within this document, shall govern the submission of proposals and subsequent contracts. The City of Blue Springs reserves the right to reject any proposal that takes exception to these conditions.

2. DEFINITIONS AS USED HEREIN:

a. The term "request for proposal" means a solicitation of a formal, sealed proposal.
b. The term "respondent" means the person, firm, bidder or corporation who submits a formal sealed proposal.
c. The term "City" means City of Blue Springs, MO.
d. The term "City Council" means the governing body of the City of Blue Springs, MO.
e. The term "contractor" means the respondent awarded a contract under this proposal.

3. COMPLETING PROPOSAL: All information must be legible. Any and all corrections and/or erasures must be initialed. Each proposal must be signed in ink by an authorized representative of the respondent and required information must be provided. Contents of the proposal submitted by the successful respondent of this RFP will become part of any contract award as a result of this solicitation.

4. REQUEST FOR INFORMATION: Any requests for clarification of additional information deemed necessary by any respondent to present a proper proposal shall be submitted in writing to the City of Blue Springs, 903 W. Main Street Blue Springs, MO 64015, referencing this RFP number, a minimum of five (5) calendar days prior to the proposal submission date. Any request received after the above stated deadline will not be considered. All requests received prior to the above stated deadline will be responded to in writing by the City in the form of an addendum addressed to all prospective respondents.

5. CONFIDENTIALITY OF PROPOSAL INFORMATION: Each proposal must be submitted in or under cover of a sealed envelope to provide confidentiality of the information enclosed. The envelope should be sealed and clearly marked with RFP number and the name of the project. All proposals and supporting documents will remain confidential until a final contract has been executed. Information that discloses proprietary or financial information submitted in response to qualification statements will not become public information. This is in accordance with the Missouri Sunshine Law.

6. SUBMISSION OF PROPOSAL: Proposals are to be sealed and submitted to the City of Blue Springs, 903 W. Main Street, Blue Springs, MO 64015, prior to the date and time indicated on the cover sheet. At such time, all proposals received will be formally opened. The opening will consist of only the name and address recording of respondents.

7. ADDENDA: All changes, additions and/or clarifications in connection with this proposal will be issued by the Purchasing office in the form of a WRITTEN ADDENDUM. SUBMIT EQUAL NUMBER OF SIGNED ADDENDUM WITH THE NUMBER OF PROPOSALS REQUIRED. Verbal responses and/or representations shall not be binding on the City.
8. LATE PROPOSALS AND MODIFICATION OR WITHDRAWALS: Proposals received after the date and time indicated on the cover sheet shall not be considered. Proposals may be withdrawn or modified in writing prior to the proposal submission deadline. Proposals that are resubmitted or modified must be sealed and submitted to the Purchasing Office prior to the proposal submission deadline. Each respondent may submit only one (1) response to this proposal.
9. BONDS: When a Bond is required it shall be executed with the proper sureties, through a company licensed to operate in the State of Missouri, and hold a current Certificate of Authority as an acceptable surety under 31 CFR Part 223 (and be listed on the current U.S. Department of the Treasury Circular 570 and have at least A Best's rating and a FPR9 or better financial performance rating per the current A.M. Best Company ratings.)
10. NEGOTIATION: The City reserves the right to negotiate any and all elements of this proposal.
11. TERMINATION: Subject to the provisions below, any contract derived from this Request For Proposal may be terminated by either party upon thirty (30) days advance written notice to the other party; but if any work or service hereunder is in progress, but not completed as of the date of termination, then said contract may be extended upon written approval of the City until said work or services are completed and accepted.

a. TERMINATION FOR CONVENIENCE

In the event that the contract is terminated or canceled upon request and for the convenience of the City, without the required thirty (30) days advance written notice, then the City shall negotiate reasonable termination costs, if applicable.

b. TERMINATION FOR CAUSE

Termination by the City for cause, default or negligence on the part of the contractor shall be excluded from the foregoing provision; termination costs, if any, shall not apply. The thirty (30) days advance notice requirement is waived in the event of Termination for Cause.

c. TERMINATION DUE TO UNAVAILABILITY OF FUNDS IN SUCCEEDING FISCAL YEARS.

When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year, the contract shall be canceled and the contractor shall be reimbursed for the reasonable value of any nonrecurring costs incurred but not amortized in the price of the supplies or services delivered under the contract.

12. TAX EXEMPT: The City and its Agencies are exempt from State and local sales taxes. Sites of all transactions derived from this proposal shall be deemed to have been accomplished within the State of Missouri.
13. SAFETY: All practices, materials, supplies, and equipment shall comply with the Federal Occupational Safety and Health Act, as well as any pertinent Federal, State and/or local safety or environmental codes.
14. RIGHTS RESERVED: The City reserves the right to reject any or all proposals, to waive any minor informality or irregularity in any proposal, and to make award to the response deemed to be most advantageous to the City.
15. RESPONDENT PROHIBITED: Respondents are prohibited from assigning, transferring, conveying, subletting, or otherwise disposing of this proposal or any resultant agreement or its rights, title, or



interest therein or its power to execute such agreement to any other person, company or corporation without the previous written approval of the City.

16. DISCLAIMER OF LIABILITY: The City, or any of its agencies, will not hold harmless or indemnify any respondent for any liability whatsoever.
17. HOLD HARMLESS: The contractor shall agree to protect defend, indemnify, and hold the City Council, City of Blue Springs, MO, its officers, commissions, employees and agents free and harmless from and against any and all losses, penalties, damages, settlements, costs, charges, professional fees or other expenses or liabilities of every kind and character resulting from the error, omission or negligent act of the contractor, its agents, employees or representatives, in the performance of the contractor's duties under any agreement resulting from award of this proposal.
18. LAW GOVERNING: All contractual agreements shall be subject to, governed by, and construed according to the laws of the State of Missouri.
19. ANTI-DISCRIMINATION CLAUSE: No respondent on this request shall in any way, directly or indirectly discriminate against any person because of age, race, color, handicap, sex, national origin, or religious creed.
20. DOMESTIC PRODUCTS: The City of Blue Springs follows Section 34.353, RSMo that requires each contract for the purchase or lease of manufactured goods or commodities by the City, and each contract made by the City for construction, alteration, repair, or maintenance of any public works shall contain a provision that any manufactured goods or commodities used or supplied in the performance of that contract or any subcontract thereto shall be manufactured or produced in the United States.
21. CONFLICTS: No salaried officer or employee of the City, and no member of the City Council shall have a financial interest, direct or indirect, in this contract. A violation of this provision renders the contract void. Federal conflict of interest regulations and applicable provisions of Sections 105.450 – 105.496 shall not be violated. Contractor covenants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services to be performed under this contract. The Contractor further covenants that in the performance of this contract no person having such interest shall be employed.
22. DEBARMENT: By submission of its response, the Contractor certifies that neither it nor its principals is presently debarred or suspended by any Federal Department or agency, including listing in the U.S. General Services Administrations List of Parties Excluded from Federal Procurement or Non-Procurement programs; or if the amount of this response is equal to in excess of $100,000, that neither it nor its principals nor its subcontractors receiving sub-awards equal to or in excess of $100,000 is presently disbarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by an Federal Department , agency or prevision of law. If the Contractor is unable to certify any of the statements in this certification, the responder must attach an explanation to its response.

Blue Springs, MO





Legend

- City Limits
- Lift_Stations
- Manholes
- San_Line
- Storm_Inlets
- Storm_Misc
- Storm_Manholes
- Storm_Lines
- WMisc
- Waterlines
  - Private
  - Hydrant
  - City Owned
- Fiber Optic Access
- Fiber Optic Lines
  - City of Blue Springs - Dedicated
  - City of Blue Springs - Shared
  - BSSD - Dedicated
  - BSSD - Shared
- Street_Lights
- Addresses
- City Parcels
- Streets
- County Parcels

Notes

516.7 0 258.33 516.7 Feet

This Cadastral Map is for informational purposes only. It does not purport to represent a property boundary survey of the parcels shown and shall not be used for conveyances or the establishment of property boundaries.

THIS MAP IS NOT TO BE USED FOR NAVIGATION

Recommendations of the Downtown Blue Springs Implementation Task Force
July 2024

At the May 7, 2024, meeting of the Blue Springs City Council, the Downtown Blue Springs Implementation Task Force was established (see attached). Mayor Chris Lievsay subsequently provided a charge to the Task Force to guide the work to be done (see attached). The Task Force was asked to consider two questions and provide recommendations on the next steps in implementing the recently adopted Downtown Master Plan. The Task Force met on June 11, June 18, July 9 and July 23. This report provides the results of the work of the Task Force. The accompanying spreadsheet offers a visual representation of our work.

Question 1: What project(s) will have the biggest impact in improving downtown?

After review of the Downtown Master Plan, robust discussion and debate, we identified the following projects as the most impactful in our downtown. These are the projects, without regard to cost or timeline, which will have the most significant positive impact on the future or our downtown.

- Reuse of Church, Church Annex, Church Sanctuary (Railside)
- New Main Street Mixed Use (Yard)
- Gathering Concept (Central Park)
- New Main Street Streetscape (Core)
- District Parking and Signage (Mobility)
- 800 Block Redevelopment (East Main)
- New Multifamily Housing (Yard)
- New Townhomes or Multifamily (Railside)
- Gateway Improvements (East Main)
- Linkage to Central Park (Mobility)

Question 2: What are some easy wins that provide immediate opportunity for success in the short term (i.e. the proverbial “low hanging fruit”)?

After review of the Downtown Master Plan, robust discussion and debate, and consideration of the work done to address question 1, we identified the following projects as “quick wins” in our downtown. These are the projects that appear to be the easiest to address quickly and continue the momentum of the Master Plan project. We recommend implementation of these projects within 3 years, with a few projects implemented within a year.

- New Main Street Mixed Use (Yard)
- Gathering Concept (Central Park)
- New Main Street Streetscape (Core)
- District Parking and Signage (Mobility)
- Gateway Improvements (East Main)
- Main Street Reuse - Main & 11th (Core)

You will note that 5 of the 6 projects identified in question #2 fall into both categories: “most impactful” and “quick wins”. These are the projects upon which we recommend the city focus now to advance and improve our downtown.

Funding

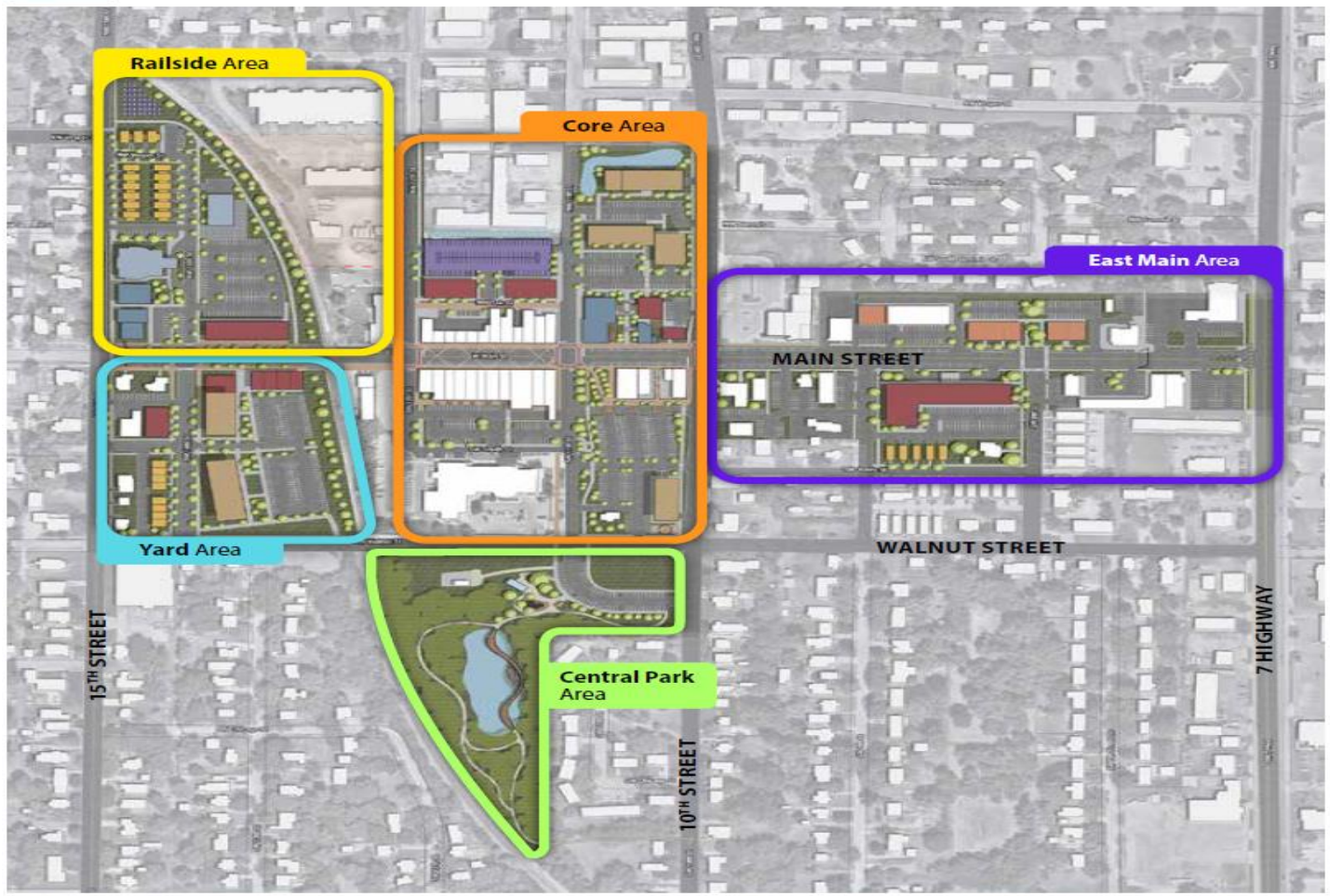
While the Task Force did not identify specific sources of funding for specific projects, we did discuss some potential funding sources that should be considered where appropriate. These include:

- Bond funding for streets
- CDBG
- CID
- Grants (including Tree City USA, Urban and Community Forestry Program, Historical Preservation)
- MARC
- City funds
- Public/Private partnerships
- Charitable support

Area	Description	Priority/ High Impact	Schedule				Funding Options	Notes
			<1 year	1-3 years	3-5 years	5-10 years		
Railside	Reuse of Church, Church Annex, Church Sanctuary	1			x		Private/Public/ Non-Profit	City to initiate reuse study for church, annex, sanctuary. Assume $125k for study.
Yard	New Main Street Mixed Use	2	x				Private/Public	City to release RFP
Central Park	Gathering Concept	3		x			City	Assume $75K for design, $4M for construction
Core	New Main Street Streetscape	4		x			Public	Potential bond issue. Assume $100k for schematic design. Assume $1.35M per block for construction
Mobility	District Parking and Signage	5	x				Public	Assume $35K for citywide design of signage and ~$1K per sign installation
East Main	800 Block Redevelopment	6		x			Private	Market-driven project. Project will likely need development incentives
Yard	New Multi Family Housing	7		x			Private/Public	City to release RFP
Railside	New Townhomes or Multifamily	7				x	Private	Market-driven project that is master planned. Flexible scenarios to allow multi-family. Project will likely need development incentives.
Mobility	Linkage to Central Park	7			x		Public	Assume $40 linear foot for wide walkway
East Main	Gateway Improvements	7	x				Public	Schematic design during streetscape redesign. Assume $300K
Core	Main Street Reuse (Main & 11th)			x			Private	Possible TIF
Key								
1-7 = High Impact Priorities								
x = timeline recommendations								
Task Force immediate focus recommendations								

DOWNTOWN BLUE SPRINGS MASTER PLAN

Map 1: Areas



DOWNTOWN BLUE SPRINGS MASTER PLAN

Area Concepts-5 main areas were investigated and assessed for challenges, possible solutions and next steps for implementation. Those included:

- **Railside Area**
- **Yard Area**
- **Core Area**
- **East Main Area**
- **Central Park Area**

DOWNTOWN BLUE SPRINGS MASTER PLAN

Railside Area

Map 2: Railside Area



DOWNTOWN BLUE SPRINGS MASTER PLAN

Yard Area

Map 3: Yard Area



New commercial on existing city maintenance site

Neighborhood street upgrade, including trees, sidewalks and thematic lighting

Townhomes

Mixed Use: 2 to 3 levels of mixed use over retail along Main Street

Smaller commercial building with 1 or 2 residential levels along Main Street

Multi-family housing (3-5 stories)

Parking adjacent to railroad tracks

Existing
Proposed Reuse
Proposed Mixed-Use
Proposed Multi-family
Proposed Townhomes

DOWNTOWN BLUE SPRINGS MASTER PLAN

Core Area

Map 4: Core Area



New parking deck with at-grade entrances from Oak and side streets

New Oak Street Development

Oak Street Improvements, converting into an intimate commercial environment

Facade improvements and walkway

Redesign rear parking lot to improve efficiency and circulation

New Multi-family Development

New Multi-family Development Plan on former post office site

Possible development project and parking.

Main Street Development

Re-purpose and activate adjacent open space.

Connecting pathway Upgrade gap between buildings

Connecting pathway Landscaped walkway

Redesign parking lot to orient users to Main and 11th Street.

- Existing
- Proposed Reuse
- Proposed Mixed-Use
- Proposed Multi-family

DOWNTOWN BLUE SPRINGS MASTER PLAN

East Main Area

