

Adams Dairy Parkway

Client:

City of Blue Springs, Missouri
2005-Present

Project Highlights:

- Consulted with the client and developer to establish a public/private partnership creating a mutually successful outcome
- Utilized expertise in negotiating terms of the TIF Plan with the developer
- Developed strategies that promote future economic expansion opportunities in the City of Blue Springs



Adams Dairy Parkway Corridor

In 2004, the City of Blue Springs, Missouri was approached by a developer with a proposal to develop a retail shopping center at the interchange of I-70 and Adams Dairy Parkway. The developer's proposal included a request for public finance to partially offset the cost of the project and the significant public roadway improvements. Based upon their experience with IRR C&P on another project, the City of Blue Springs engaged IRR C&P to help the City review, analyze, and negotiate the proposal with the developer.

The City's goals for the project were to include: (1) high quality design with architectural and landscaping features comparable to some of the most attractive centers in the area, (2) project funding of road improvements recommended in their corridor study, and (3) assess the availability of shopping options for residents to reverse the leakage of retail sales taxes out of the City.

After two years of arduous negotiations, the City and original developer were unable to reach agreements necessary for the project to proceed. In late 2006, the original developer sold its interest in the project to RED Development, LLC. In December 2006, RED submitted a proposal to the City of Blue Springs for development of the project.

RED's proposed 65 acre development south of I-70 is a hybrid lifestyle / power center strategically positioning Blue Springs to retain sales tax revenue leakage from surrounding communities with modern retail developments such as the Summit Woods Center in Lee's Summit. Proposed stores include Target, Lowe's, and a host of other popular retailers and restaurants. When completed, the development will include more than 600,000 square feet of retail and restaurant space and is expected to have a Total Development Cost in excess of \$140 Million.

IRR C&P successfully advised the City of Blue Springs in the negotiations with respect to the TIF proposal submitted by RED Development and leveraged its public finance experience to allow the City and developer to reach a mutually beneficial agreement.



Corporate & Public Finance, LLC

On March 5, 2007, the City Council of Blue Springs approved the Adams Farm TIF Plan and a Development Agreement delineating the roles and responsibilities of the City and developer. The key benefits to the city include immediate tax revenue boosts upon project implementation, an attractive retail development to retain sales tax revenue within the city, attraction of additional retail customers to the city, and major infrastructure improvements without direct City funding that will promote additional private development in the area.

The total incremental benefit to taxing jurisdictions is expected to be in excess of \$84 Million over a period of 23 years. Additionally, the development is expected to create nearly 1,700 jobs.

The development at Adams Dairy Parkway will truly be a great benefit to the City of Blue Springs, and the project has once again demonstrated the value that IRR C&P can generate when it brings its experience and expertise to bear.

"IRR has provided creative ideas and strategically sound solutions to help Blue Springs proactively seek new development opportunities and to increase our exposure and visibility in the retail market sector... The people and expertise within your company is second to none and I could easily recommend your firm to another city or jurisdiction in need of development assistance."

- Eric Johnson
City Administrator,
Blue Springs

Client Reference:

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