



Quarterly Review

It's Red Friday,
Every Friday in the Fall at Block & Company!



Pictured:
Block & Company's Commercial Brokerage Group

3rd Quarter, 2019

The Block & Company, Inc., Realtors Quarterly Review

Letter from President David M. Block



Our business forecast is looking just as bright and sunny as the weather we had last Summer. As expected, business has been very solid with sales, leasing, and increased management assignments thanks to our hard working sales agents and staff members. The 3rd quarter of 2019 was one of the strongest timeframes of growth and activity we've ever seen. Our construction management department is expected to be the busiest it's ever been in the coming year with eight new construction projects ready to break ground in early 2020.

I am thrilled to see the direction that the company is taking and the number of employees and associates that are contributing in new and exciting ways. I am proud that they have chosen Block & Co. as the vessel to further advance their careers. Lastly, I'd like to wish everyone a happy and healthy holiday season and a great ending to the 2019 year.

Sincerely,

[David M. Block](#)

President, Block & Company, Inc., Realtors

Profile of the Quarter: John Moffitt, Director of Marketing



John Moffitt is the Marketing Director for Block & Company, Inc. Realtors. John joined Block & Company in 1991 as an intern while completing a degree at the University of Missouri. In 1994, he accepted a full-time position as Database Manager and began to develop a Marketing Department. Since 1994, John has created a Marketing Department providing all signage, publishing, demographics, competition and site mapping, mailing lists and web services for Block & Company.

John is an Alumni of the University of Missouri and a member of Sigma Chi Fraternity. He is also a licensed Real Estate Agent in Missouri and Kansas.

John resides in Mission, Kansas with his wife of 25 years, Kimberly. They are proud parents of two children: Cora, a senior at Shawnee Mission East High School and Patrick, a sophomore Engineering Major at the University of Missouri.

"John has been instrumental in the development of Block & Co.'s marketing division for many years. His dependability and positive attitude, paired with his industry knowledge has been a great asset of the firm", David M. Block stated.

Don Gabriel, a longtime great of the firm, passes away



It is with much sadness that we announce the passing of Don Gabriel, one of Block & Company's most valued leaders and charismatic personalities of the firm. Don peacefully passed away in his home on September 23rd. He was a wonderful colleague and friend to many of us here at Block & Company. Don loved being a mentor and was a natural teacher. His leadership and passion for the industry showed many younger agents at Block & Company the right way to do business. Known as an early bird, Don liked to come in extra early and have coffee with fellow co-workers nearly every morning.

"He was honest, very charitable and would do anything for you from answering a question, offering a helping hand, or giving a ride. He was simply just always there when anyone needed him for anything," Tony DeTommaso of Block & Company stated.

Don was a caring and dedicated dad to his three children, Makenzie, Laura, and Josh. Our thoughts and prayers are with the Gabriel family through this tough time. A memorial will be held for Don on November 2nd at 11:00 am at Redeemer Fellowship, located at 3921 Baltimore Ave Kansas City, Missouri.

Demand for medical marijuana is boosting activity for commercial space in Missouri

A new industry is rapidly growing in Kansas City with the recent legalization of medical marijuana in the state of Missouri. As always, Block & Company, Inc., Realtors is proud to be at ground zero when new industries emerge onto the scene.

The new demand for retail and warehousing space has presented several new and exciting opportunities for property owners within these two sectors of commercial real estate. Inevitably, several questions arose about this industry and the impact it may have on neighboring tenants of these retail centers. After receiving feedback from many tenants across several area shopping centers, Block & Company is excited to report little to no concern and for many, strong support of having these dispensaries as a new neighbor. Many tenants believe that these dispensaries will serve as an area draw. Thus, drastically increasing traffic flow through these centers, which would positively impact their small businesses.



At the same time, Block & Company remains strategic in our site selection process for locating these dispensaries and takes into consideration several factors that must meet a specific criteria beyond the legal guidelines set forth by the state. First and foremost, it includes the best interest of the people within the surrounding community. Secondly, a "green" light from the property owners and the neighboring tenants of these retail centers. And thirdly, the space itself and if it's right for our medical marijuana clients.

Missouri is granting 300 cultivation, grow, and dispensary licenses with a reported 4,000 applications already received by the state. With demand driving the market, our first main focus has been to fill the prolonged vacancies of freestanding buildings on behalf of the property owners we represent. For retail centers, we've been able to successfully lease less visible spaces (non focal points) of area shopping centers that our dispensary clients are excited to occupy. With six properties already under contract from national and local dispensaries, Block & Company is excited to see what's next for the medical marijuana industry in Missouri.

Tenant Spotlight: Chappell's completes full scale makeover, now open for business



CHAPPELL'S RESTAURANT & SPORTS MUSEUM

323 Armour Rd, North Kansas City, MO 64116

STARTERS

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

SUPREME PASTA | 10
A hearty pasta dish with a rich tomato sauce, topped with melted cheese and a side of bread.

MACARELLA STEAKS | 10
A classic steak dish with a rich tomato sauce, topped with melted cheese and a side of bread.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

SANDWICHES & WRAPS

PRIME RIB FRENCH DIP | 14
A hearty sandwich with prime rib, French dip sauce, and a side of bread.

SOUTHERN FRIED CHICKEN | 12
A classic chicken dish with a rich tomato sauce, topped with melted cheese and a side of bread.

TENDERLOIN SUPREMACY | 11
A tenderloin steak dish with a rich tomato sauce, topped with melted cheese and a side of bread.

KING CLUB | 12
A classic sandwich with a rich tomato sauce, topped with melted cheese and a side of bread.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

SUPREME PASTA | 10
A hearty pasta dish with a rich tomato sauce, topped with melted cheese and a side of bread.

MACARELLA STEAKS | 10
A classic steak dish with a rich tomato sauce, topped with melted cheese and a side of bread.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

BEST BURGERS IN TOWN!

CHAPPELL BURGER | 12
A hearty burger with a rich tomato sauce, topped with melted cheese and a side of bread.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

SUPREME PASTA | 10
A hearty pasta dish with a rich tomato sauce, topped with melted cheese and a side of bread.

MACARELLA STEAKS | 10
A classic steak dish with a rich tomato sauce, topped with melted cheese and a side of bread.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

WINGS | 10
Buffalo wings, tossed in our signature buffalo sauce, served with a side of ranch dressing.

CHICKEN TENDERS | 8
Tender pieces of chicken, breaded and fried to perfection. Served with a side of honey mustard or your favorite dipping sauce.

The iconic Chappell's Restaurant & Sports Museum in North Kansas City recently underwent an extensive makeover that included everything from building upgrades all the way down to the menu. A restaurant management group, Cowbell LLC, was also brought in to oversee all restaurant upgrades and handle the future operations of the restaurant. Founder Jim Chappell also played an intricate role throughout the improvement process to ensure the restaurant & sports museum maintained its charm.

Building Upgrades:

Starting outside, the building's exterior was coated with a beautiful red and black paint, as well as new signage to the restaurant's front facade. The interior has brand new floors, new booths installed for an increased seating capacity, a beautiful granite-top bar, equipment upgrades in the kitchen and much more.

Menu & Website:

Cowbell LLC put together a new menu design that focused on local favorites and the recipes from years past. Jim Chappell, as well as longtime employees of the restaurant, played an important role in pinpointing fan favorites. The website also received a complete overhaul for an enhanced customer experience.

Come out and experience the new & improved Chappell's today!

- Hours: **Mon-Sat, 11am - 10pm**
- Address: 323 Armour Rd, North Kansas City, MO 64116
- Phone: (816) 421-0002
- Website: chappellskc.com | [New Menu](#)
- Follow Chappells on Facebook, Twitter, and Instagram

BROKERAGE: Selected Deals of the Quarter

A look into a few of Block & Company's most noteworthy sales & transactions



OFFICE | Former Commerce Bank building sells in Downtown Independence, MO

Block & Company, Inc., Realtors is excited to announce the sale of the formerly owned Commerce Bank office building located at 300 N. Osage Street in Independence, Missouri. The 25,490 square foot building sold for an undisclosed amount and [Bill Maas, CCIM](#), Vice President of Block & Company, successfully negotiated the investment sale on behalf of the buyer. In addition, Maas will be handling the leasing of the building's 5,000 square foot first floor vacancy that was occupied by a Commerce Bank branch location. Current occupants of the multi-tenant building include Habitat For Humanity on the third floor and the Heritage Physicians Group on the second floor. [Read More](#)



INVESTMENT | K-7 Marketplace sells in Lenexa, KS

Block & Company is excited to announce the sale of K-7 Marketplace, a neighborhood retail center that recently sold. [David M. Block](#), [Phil Peck, CCIM](#), and [Greg Roberts](#) of the firm handled the investment sale transaction. Located at 22903 - 22917 W 83rd Street in Lenexa, KS, the 11,172 square foot shopping center is in excellent condition with great signage and visibility on the SE corner of K-7 Highway & 83rd Street. The property is primely situated in a rapidly expanding area of Johnson County. Major office and warehouse employers surround the site and the 3 & 2 Baseball Complex, a regional draw for tournament sports, is within a mile of the shopping center. Block & Company will continue to handle the leasing and management of the property. [Read More](#)



OFFICE | Sterling Bank signs long term lease on the Country Club Plaza in Kansas City, MO

Sterling Bank will open their first Kansas City area location in the heart of the Country Club Plaza in Kansas City. Retail and Investment Specialist [Daniel Brocato](#) of Block & Company, Inc., Realtors successfully negotiated the long term lease transaction on behalf of Sterling Bank. Located at 300 Ward Parkway in Kansas City, Missouri, the bank will occupy a 6,000 square foot space (corner of Central Street and Ward Parkway). The building was last occupied by Zoom Toy Store. The bank plans to be open for business by the end of 2019.



RESTAURANT | Wingstop signs 3 new leases in KC metro area, more locations to come in 2020

Wingstop, a popular international restaurant franchise, has recently signed three leases in the Kansas City metropolitan area. [Phil Peck, CCIM](#) of Block & Company represents Wingstop and he expects a second round of deals will be completed in 2020. The three leases, located in Olathe, KS, Shawnee, KS, and Raytown, MO, are expected to be open next year. Today, there are more than 1,250 Wingstop locations in the US, UK, Mexico, Columbia, Panama, Singapore, Indonesia, Malaysia, and United Arab Emirates.

Assignment Update: Funding secured for Gateway Sports Village in Grandview; project to break ground in near future



Gateway Sports Village, a one of a kind mixed-use development centered around an athletic sports complex, has secured the funding necessary to break ground on the 240 acre development. The complex will facilitate 12 synthetic turf sports fields, multifamily living, restaurants, retail, two hotels, and several other attractions that include a 100,000 square foot state-of-the-art field house and The Piazza, an outdoor pavilion that will host concerts and community events year round. Power Brokers [David M. Block](#) and [Bill Maas, CCIM](#) of Block & Company, Inc., Realtors are under assignment to handle the leasing of the nearly 400,000 square feet of retail space the that development will construct. Construction of Gateway Sports Village is expected to break ground in 2020. The development is not only one of the most exciting projects to happen in southern Jackson and Cass Counties in decades, but also looks to be a major Midwest draw for tournament sports that are expected to have a profound impact on the local economies of surrounding cities.