



Block & Company, Inc., Realtors Quarterly Review



*Pictured:
Louisiana Purchase Shopping Center
Lawrence, KS*

1st Quarter, 2018

The Block & Company, Inc., Realtors Quarterly Review

Letter from President David M. Block



The start of 2018 is picking up right where 2017 left off. We've already seen dozens of new deals come to a close this quarter. The firm is excited about the significant progress being made on several of our developments, as well as many new assignments that have initiated throughout the first quarter of 2018.

For over 70 years, Block & Company, Inc., Realtors has been a driving force in full-service commercial real estate in Greater Kansas City and surrounding states. Our investor base remains confident in the present economy and the firm continues to actively pursue new investment opportunities nationwide on behalf of our clients. We've also seen an increase in the tenant representation of our clients who wish to expand their operations into neighboring markets.

Block & Company continues to be actively involved in new and existing charities throughout the community. As further outlined in this newsletter, we are proud to have started a GoFundMe campaign for the Goodwin Family, who is in desperate need of financial support for their son, Alex, who is fighting cancer. We are also excited about the recent Emilie Rosebud Diabetes Research Fundraiser that we held at the new Blue Moose location in south Kansas City.

Last but not least, I'd like to thank all of the staff at Block & Company for their hard work and efforts as the firm continues to see tremendous growth.

Sincerely,

David M. Block

President, Block & Company, Inc., Realtors

Profile of the Quarter: **Rob Epstein CPM, Vice President**



In this edition of our Quarterly Review, Block & Company would like to spotlight Rob Epstein, CPM. Rob is a Property Manager in the Asset Management Division of Block & Company. Since beginning his career in commercial real estate in 1981, he has been involved in property management, leasing and redevelopment, working with corporate real estate, private investors and Real Estate Investment Trusts.

Currently, Rob manages a large portfolio of shopping center and retail sites in the Kansas City metropolitan area for Block & Company.

Formerly, Rob is a Real Estate Manager with a communication provider company, where he was responsible for overseeing the leasing activities in a four state area. He also was a General Manager with Bradley Real Estate Investment Trust in Missouri and Kansas.

Rob is a graduate of the University of Missouri at Kansas City and is a licensed Real Estate Broker in both Kansas and Missouri.

David M. Block recently stated,

"Rob Epstein has been a long term, invaluable property manager with the firm whose knowledge, experience, and professionalism have enabled him to become one of the top property managers in the entire region. His contributions to the firm, spanning several decades, have had a profound impact on making Block & Company the premiere asset management firm in the Greater Kansas City area."

BLOCK NewsBytes: Selected Deals of the Quarter

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



Block & Company local investment group acquires Jose Pepper's net leased real estate investment in Belton, MO

A Block & Company-managed investment group recently acquired the freestanding net leased Jose Pepper's restaurant at 1100 E. North Avenue in Belton, MO as part of multi-property 1031 exchange. The 6,799 square foot restaurant building sits on a 1.68 acre pad site in front of a shopping center on the northeast quadrant of I-49 & 58 Hwy with Target, Home Depot, Kohl's, and many other national tenants. [David M. Block](#) and [Max Kosoglad](#) of the firm negotiated the sale.



Block & Co. sells another Bloomfield Portfolio shopping center in Benton Harbor, Michigan

[David M. Block](#) and [Max DiCarlo](#) of Block & Company, Inc. represented the sellers, Bloomfield 2005 LLC and Metcalf Arlington SPE LLC, in the sale of a 14,280 square foot strip center in Benton Harbor, MI. This will be Block & Company's 10th shopping center sale in the past 36 months of the original 13-center Bloomfield Portfolio assignment. Three Walmart Supercenter anchored centers currently remain for sale in two states throughout the Midwest. [Read More](#)



FFO Home now open in St. Joseph, MO after completion of lease transaction

FFO Home's newest location is officially open for business as of March 4th. The Arkansas-based furniture store is now occupying a 35,000 square foot building that was formerly a Big Bob's Outlet store. The furniture company has nearly 50 locations across seven states and [Tony DeTommaso](#) and [Mark McConahay](#) of Block & Company represented the landlord, BB St. Joe LLC, in the lease transaction. The furniture store is located at 3715 N. Belt Highway in St. Joseph, MO. [Read More](#)



Former Mid America Coach facility sells in Raytown, currently seeking new tenant

[Bill Maas](#), CCIM of the firm successfully negotiated the sale of the former Mid America Coach building on behalf of the buyer. The property boasts 5 acres of land with great visibility from Hwy 350 in Raytown, Missouri. The property facilitates a 26,000 square foot building that features a showroom, spacious garage, second floor offices, and an enormous parking lot. In addition, Maas will be representing the new ownership in their search efforts for a new tenant. [More Information](#)



Block & Company local investment group purchases former Runza restaurant property in Mission, KS

A Block & Company-managed investment group recently acquired the former Runza restaurant building, located at 6751 Johnson Drive in Mission, KS. The 2,515 square foot freestanding building was purchased as part of 1031 exchange. [David M. Block](#), [Alex Block](#), and [Max Kosoglad](#) of the firm negotiated the transaction on behalf of the buyer. Block & Company is handling the leasing and property management of the former Runza space and is seeking a new restaurant user for the site. [Read More](#)

BLOCK NewsBytes: Selected Deals of the Quarter

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



Block & Co. brings the nation's largest cooperative food wholesaler to Grain Valley, MO

[William Glasgow](#) of Block & Company successfully negotiated a long term lease for a 60,000 square foot building on a 7.27 acre parcel of land in Grain Valley, MO. Following the completion of construction in early 2018, the property will be leased to Price Chopper, who is the premier supermarket concept of the nation's largest cooperative food wholesaler: Associated Whole Grocers. Glasgow represented the property owner, Star Development, in the build-to-suit transaction. The property is located at 1191 NE McQuerry Road in Grain Valley, MO.



Block & Company donates former Office Max space in Village of Seville to Furnish Out

The firm is proud to announce a temporary lease of the former Leawood Office Max space to [Furnish Out](#), a handmade furniture and home accessory store. Furnish Out donates 100% of their profits to the China Hope Foundation, which cares for orphaned children in China. Block & Company is excited about the new addition to the Village of Seville Shopping Center and their first Kansas City area location.

[View Property Listing & Brochure](#)



Six acres of prime development land sold in Parkville, MO

[Tony DeTommaso](#) successfully negotiated the sale transaction of 4 acres of prime development ground on behalf of the seller. The buyer, CBC Parkville LLC, also purchased an additional two acres of land to the east for development. The future development is located across the street from Parkville Commons, a Price Chopper-anchored shopping center. The National Golf Club, as well as a newly planned 300+ unit apartment complex are located just to the east of the property. [Read More](#)



Dogtopia opens their first Kansas City Metro location in Corbin Park Shopping Center

Block & Company, Inc., Realtors is proud to announce the opening of Dogtopia in the Corbin Park Shopping Center. Dogtopia has over 60 locations in the United States and Canada and they provide exceptional care for dogs. Their modern facilities provide a healthy, safe and fun environment for dogs to socialize and play in, supervised by a highly trained and loving staff. [Max DiCarlo](#) of the firm represented the franchisee with the selection of their first location in the Kansas City metro area. [Read More](#)



Block & Company staff excited about the news of Panera's long term lease extension in the Skelly Building

Block & Company is excited to announce that Panera Bread has agreed to a long term lease extension in the Skelly Building on the world renown Country Club Plaza in Kansas City, MO. David M. Block, Alex Block, and Max Kosoglad of the firm handled the lease transaction and the rest of our staff is excited about the news of the long term commitment to their continued business on the plaza.

[View Property Listing & Brochure](#)

10-year-old Alexander Goodwin beats cancer, Block & Co. sets up GoFundMe page to help family pay for remission costs

Alexander Goodwin, a 10-year-old boy who has beat Ewing sarcoma, an extremely rare form of cancer, is now in remission! Alexander, his mother, and father came to Kansas City in December of 2016 from the UK to find better treatment after hearing a bad prognosis from their local doctors.

Jeff and Maria Goodwin, Alexander's parents, are ecstatic about the promising outlook for their son but are now faced with their next obstacle: paying for Alexander's physiotherapy (remission) treatment costs. This treatment is extremely crucial in making sure the cancer does not come back and his family needs our help.

Maria, Jeff, and their son Alex commute to Kansas City from the UK every three months to KU Medical Center for treatment. They are looking for financial help with Alexander's treatment cost. Jeff has estimated that treatment costs for February, May, and August will cost \$27,000.

So far, the campaign has raised \$11,000 with the help of the GoFundMe page's local media coverage, as well as Alexander's announcement of the campaign on Twitter to his nearly 28,000 followers.

[Click Here](#) to Visit Alexander's GoFundMe page

Text Version Link: gofundme.com/alexandergoodwinsjourney

[Click Here](#) to read an article about Alexander's Journey in Block & Company's Spring 2017 newsletter.



Block Happenings:

A look into the firm's new staff members & notable events

Emilie Rosebud Diabetes Research Foundation (ERDRF) holds fundraiser at Blue Moose in South KC

The ERDRF's latest event at the Blue Moose was a success! Guests enjoyed food and beverages at half price during the popular restaurant's soft opening. A portion of the proceeds raised that night will go towards diabetes research. If you were unable to attend, you can still donate by [clicking here](#).



New Staff on the Block

Jordan Allison, Intern
March, 2018



Collin Myers, Executive Assistant
March, 2018



BLOCK Spotlight: Press & Publicity

A quick glance at a few of the firm's activities covered by the media in 2018



POWER BROKER™ AWARD

For the fifth consecutive year, Block & Company, Inc., Realtors has been named to both CoStar's Top 10 Leasing Firms and Top 10 Sales Firms in Kansas City. Since the start of CoStar's awards in 2005, the firm has received these honors nine of the past twelve years in leasing and ten of the past twelve years in sales. Congratulations to the firm on their tradition of excellence in serving Greater Kansas City!

2017 Kansas City, MO Winners

Winners presented alphabetically.

Top Leasing Firms

Block & Company, Inc.

Top Sales Firms

Block & Company, Inc.

Top Retail Leasing Brokers

David M. Block

Block & Company, Inc.

William R. Glasgow

Block & Company, Inc.



We are proud to announce that David M. Block and William Glasgow of Block & Company were named to CoStar's Top 10 Retail Leasing Brokers in Kansas City. This is David's sixth year since 2005 to receive this award. Congratulations to both William Glasgow and David M. Block on these great achievement.



Bill Maas, CCIM guest speaks at the Independence Economic Development Committee's Quarterly Breakfast

Block & Company's Bill Maas, CCIM, along with Suzanne Dimmel from Cushman Wakefield and Jim Harpool from Evergreen Real Estate Services were invited to speak at the Independence EDC Quarterly Breakfast. The group spoke on several key items involving the present and future state of commercial real estate in Kansas City with a specific emphasis in Eastern Jackson County. Visit the [Independence EDC website](#) for more information.



Phil Peck, CCIM guest-writes an informative article in regional magazine

Phil Peck, CCIM of Block & Company recently contributed an article to Heartland Real Estate Business Magazine that received great reception from their readers. The article was entitled "Mixed-use projects breathe new life into Kansas City retail market" and it discussed Greater Kansas City's responsive adaptation to the challenges developers are facing with the e-commerce revolution we are seeing nationwide. Great read, Phil!

[Click here](#) to read Phil's article

Block Sports:

A look into the firm's sports-related activities

Blockers Survival Pool Champion: Phil Peck, CCIM



officefootballpool.com

BLOCKERS SURVIVOR POOL (108980)

SURVIVOR STANDINGS

No	Entry Name	Show/Real	Wk1	Wk2	Wk3	Wk4	Wk5	Wk6	Wk7	Wk8	Wk9	Wk10	Wk11	Wk12	Wk13	Wk14	Wk15	Wk16	Wk17	Wk1
1	QUIT P...TERSON		PIT	OAK	GB	SEA	PHI	HOU	DAL	MIN	KG	DET	JAC	NE	LAC	BUF	BAL	CAR	Bye	JAC
2	ANDY R...STACHE		PIT	BAL	PHI	AZ	IND	HOU	DAL	KC	NOR	DET	JAC	WAS	LAC	CIN	MIN	CAR	Bye	KG
3	PIERSPENER		BUF	TB	BAL	SEA	Bye	WAS	NOR	PHI	AZ	DET	JAC	PIT	LAC	DAL	MIN	KC	NE	KG
4	MLEVINKC		ATL	KC	PIT	GB	PHI	WAS	DAL	MIN	NOR	LAR	NE	SEA	LAC	TEN				
5	JLAMPONE		BUF	BAL	MIA	SEA	PHI	HOU	Bye	MIN	NOR	PIT	KG							

Congratulations to Phil Peck for his 1st place finish in the "Blocker's Survival Pool", an NFL weekly pick'em competition that went down to the wire this year. Thirty-four people participated in last year's competition and Peck earned a nice cash payout and most importantly, bragging rights around the office.

2018 Block's KC March Madness 27 Members

Standings

Rank	Owner	Bracket	Correct Picks	Points	Possible Pts
1	mark	Pass the Cash	38	115	115
2	Pener	My Notable Bracket	36	110	110
3	Sara	SaraZ #1	35	101	101
4	KSU Lampone	KSU 2018 Nat Champs - Lampone	32	97	97
5	Daniel	Daniel's Dank Bracket	39	91	91

Mark McConahay showcased his college basketball knowledge with a first place finish in this year's March Madness bracket competition. Block's March Madness competition had 25 participants this year and McConahay also earned a nice cash payout and bragging rights around the office. Congrats Mark!