

Block & Company, Inc., Realtors Quarterly Review

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YEARS

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Pictured: Skelly Building with recently finished rooftop logo

Special thanks to Whitney Kerr III and
The Hanger Gallery for painting the logo

3rd Quarter, 2018

The Block & Company, Inc., Realtors Quarterly Review

Letter from President David M. Block



The third quarter of 2018 has been incredibly exciting and a particularly unique quarter for the firm. The commercial real estate market in Greater Kansas City continues to be just as red hot as our beloved Chiefs. The amount of transactions we are seeing are fast & furious and businesses across all industry sectors are actively seeking new opportunities to expand and grow their companies. Block & Company continues to be an industry leader in assisting new clients, as well as our existing client base achieve their goals.

With such a strong economic climate, Block & Company continues to be heavily involved in new investment opportunities. The acquisition of the iconic Chappell's Sports Museum & Restaurant with one of our investment groups has been an exciting opportunity we are proud to be involved in, with such historic importance.

We are also proud to announce the grand opening of Cornbread Buffet, a southern style, comfort food concept that serves much more than food to our community. Our partnership with UMKC's Regnier Institute of Entrepreneurship & Innovation has provided us the ability to turn this new concept into a community project where students can learn the ins and outs of what it takes to start a restaurant. Through this program, we hope these students will receive the crucial experience needed to open a restaurant of their own.

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: *Don Gabriel, CCIM, Sales Director*



In this quarter's newsletter, the firm would like to recognize Don Gabriel, CCIM for his commitment to excellence and leadership with Block & Company, Inc., Realtors. Don has been a strong and intuitive professional with entrepreneurial experience in all facets of sales and marketing of commercial and institutional real estate. He has been in the sales and marketing business his entire career with over 30 years of deal making experience across several states.

Don has personally listed properties and represented buyers on investment transactions nationwide. In years 2005, 2006 and 2007, he averaged over \$36 million per year in completed sales transactions.

Don began his career with the firm over 22 years ago in 1996. He joined the firm as a Senior Vice President and Director of Sales & Marketing.

Don graduated from UCLA in 1969 with a BS in Marketing and a Minor in Management, as well as Select Law Courses at the University of Dallas Law School.

David M. Block recently stated,

"Don's experience and leadership abilities have been instrumental to the company, especially with our younger agents as they continue to advance and further their careers. Don's professionalism is unparalleled in our industry and we are grateful to have him with us for many years still to come."

Cornbread Buffet gives UMKC students hands-on experience running a restaurant



The idea for Cornbread Buffet began in 2015 when David M. Block, President of Block & Company, Inc., Realtors, Ivan Marquez, a successful Kansas City area restaurateur, and Tony Mendes, managing director of the Regnier Institute of Entrepreneurship & Innovation (RIEI) at UMKC, joined forces to create a new and unique restaurant concept the community could get behind. The restaurant concept was designed to serve as a classroom for UMKC students interested in opening up a restaurant of their own in the future. These students are now able to get first hand experience learning all facets of opening up and operating a restaurant.

"I have been trying for several years to give young entrepreneurs an opportunity to learn how to start a business of their own by structuring a program that allows them to learn with real, tangible work experience," David M. Block stated in a recent interview.

Mendes' role in securing the partnership between the RIEI and the Cornbread Buffet was a major stepping stone with the new concept coming to fruition.

"David and I were talking, over two years ago, about the need to help restaurant entrepreneurs avoid going out of business," Mendes said. *"A lot of them have great cuisine but they don't know how to run the business. (With the internship) they will learn both the front-end and back-end of the restaurant business, which is very unique."*

The Regnier Institute agreed to offer their students an internship program where they would receive college credits for participating in the program. This program educates the interns on all aspects of operating a restaurant first-hand by managing a fully functioning restaurant from Ivan Marquez, who operates several restaurants in the Kansas City area. Marquez is also bringing in several restaurant entrepreneurs from the community to teach the students how to negotiate and work with food and equipment providers, as well as give them experience in more than one type of restaurant. Students attend class a minimum of two hours per day, five days per week at the restaurant and earn 3 credit hours for the class as well as \$10 per hour. The Full Employment Council (FEC) has also partnered with UMKC, and the RIEI to fund work-based learning activities for up to ten students through the Workforce Innovation and Opportunity Act, which is funded by the Department of Labor. This innovative partnership approach is a cornerstone for the FEC, who has been commended by state and national authorities for its cutting-edge initiatives.

Victoria Chestnut is the first of five interns this semester and is earning credits as a payroll manager. Victoria has plans to eventually open up her own food truck business.

"They've been teaching me how to do everything," Chestnut told FOX 4 [in an interview](#). *"Hopefully you'll see my restaurant in about two years."*

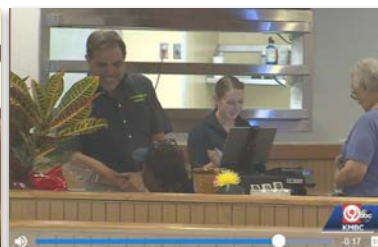
Cornbread Buffet serves a breakfast and lunch buffet seven days a week, featuring items such as scrambled eggs, omelets, fruit salads, pancakes, biscuits and gravy, fried chicken, pork chops, meatloaf and sides such as mashed potatoes, green beans and cabbage. The space is also available for private events in the evenings. The restaurant is at the Landing Shopping Center, where Block & Company is responsible for leasing and property management. The firm also negotiated the Cornbread Buffet transaction.

[Link: KC Star Story](#)

[Link: FOX 4 Story](#)

[Link: KMBC 9 Story](#)

[Link: KSHB 41 Story](#)



BLOCK NewsBytes: Construction Management

A look into Block & Co.'s Construction Management Division

Project Update: Infrastructure improvements for future luxury auto dealership in Merriam



Photo: 1/11/17



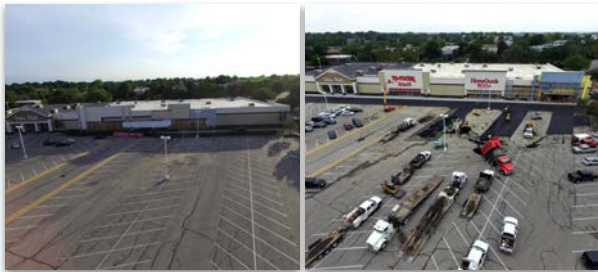
Photo: 6/29/18



Photo: 10/1/18

Infrastructure improvements for the conversion of a former drainage way in the City of Merriam, KS into a buildable site is well underway. Block & Company's Construction Management Division released the contractor to begin the site work in May. When complete, the property will be marketed as an available lot to build a luxury car dealership.

Construction of the 600 foot long 14' X 14' reinforced concrete box culvert (RCB) is nearing completion, which will allow the contractor to resume import of fill material on the site that lies South of the RCB. Before the fill operation can resume on the North end of the project, KCP&L and Johnson County Water One must relocate utilities that are obstructing the replacement of an active 24" sewer main that extends across the entire length of the property. Once the utility relocations are complete, the contractor will install a temporary bypass pumping system so that the existing sewer main can be replaced. The project is currently on track to be completed as planned, which will allow for building construction in 2019.



Project Update:

TJ Maxx/HomeGoods set for grand opening in Orchard Corners

The completion of the TJ Maxx/HomeGoods building is right on schedule. The grand opening is set for October 11th in the Orchard Corners Shopping Center in Lenexa, KS. Block & Company, Inc.'s Construction Management Department handled the execution of the new structural framing and storefront facade, new sidewalks, parking lot improvements, new landscaping & irrigation system, and lighting. Both tenants will occupy a shared portion of an existing 42,000 square foot building that was formerly Gordmans.



Project Update:

Former auto repair shop to become Spectrum Paint

Construction of Spectrum Paint in Merriam is nearly complete. Formerly an auto repair shop, the property underwent significant changes, as well as new upgrades during the transformation to become a retail facility. Improvements of the facility included a brand new storefront, bulkhead, new utilities, and interior tenant finish. New signage is the last item on the agenda and is currently in progress. Spectrum Paint has officially opened their doors for business and they are located at 5380 Johnson Drive in Merriam, KS.

Meet The Team

Block & Company Construction Management

**Reuben Pate**

Senior VP of Construction & Development
33 Years of Service

rpate@blockandco.com
816-412-7322

**Rick Weiser**

Executive VP of Construction
10 Years of Service

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816-412-7344

**Mitch DiCarlo**

Director, Construction & Development
4 Years of Service

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816-412-7320

BLOCK NewsBytes: Selected Deals of the Quarter

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



The Gateway Sports Village mega development selects Block & Company as their sales & leasing firm

The developers of Gateway Sports Village in Grandview, MO are pleased to announce the selection of Block & Company, Inc., Realtors as their exclusive leasing and sales firm for the 240 acre sports development. Gateway Sports Village is a planned \$400 million, mixed-use sporting complex with over 1 million square feet of retail, hotel, dining, office, entertainment, and residential. The complex will feature 12 turf soccer fields making it the largest turf complex in the world with a scheduled completion date of Fall 2019. Once completed, the complex will draw an estimated 1.6 million visitors to the soccer fields alone. [Bill Maas](#) and [David M. Block](#) will represent the developers.

[Read More](#)



Block & Company announces the sale of a 83,000 square foot, multi-tenant retail building in Lawrence, KS

Block & Company, Inc., Realtors is proud to announce the recent sale of the 83,217 square-foot multi-tenant retail building at 3311 Iowa Street in Lawrence, KS. Formerly a JC Penney, the building was recently redeveloped and is now home to new long-term tenants Hobby Lobby, Five Below, and Home Goods. [Alex Block](#) and [David M. Block](#) of the firm negotiated the sale transaction and Block Asset Management will be responsible for the property management of the property. [Read More](#)



Pride Cleaners in Waldo acquired for future redevelopment

A local investment group, headed by David M. Block of the firm, has recently acquired the Pride Cleaners property located at 7300 Wornall Road in Kansas City, MO. The 3,000 square foot building sits on .58 acres across from Sutherlands Lumber and QuikTrip in the heart of the Waldo Area. Block & Company plans to redevelop the site as a potential multi-tenant retail center or freestanding restaurant. [David M. Block](#) and [Marshal Blount](#) negotiated the sale transaction. Block Asset Management will be handling the property management for the property. [Read More](#)



Former Sweet Tomatoes property sells in Kansas City, MO, will be demolished to make way for a new school

[Max DiCarlo](#) and [Mitch DiCarlo](#) of Block & Company, Inc., Realtors successfully negotiated the sale of the former Sweet Tomatoes for \$1,400,000. The 9,600 square foot building sits on 1.84 acres of land at 1309 Meadow Lake Parkway in Kansas City, MO. The purchaser, Primrose Schools, has plans to tear the existing building down to construct a brand new school.



Block & Company agents collaborate in sale of Corporate Village Office Suites in Merriam, KS

Block & Company, Inc., Realtors' agents [Daniel Brocato](#) and [Marshal Blount](#) successfully negotiated the investment sale of a multi tenant office complex on behalf of the seller, Asbury Park Partners, LLC. [Bill Maas](#) represented the buyer, Corporate Village Suites, LLC in the sale transaction. The unique office space features affordable business spaces that are newly renovated in a neighborhood type environment. The property is primarily located at 8001-8115 Shawnee Mission Parkway in Merriam, KS.

Block & Company headed investment group acquires the iconic Chappell's Sports Museum & Restaurant



A local investment group, KC Chappell, LLC, headed by David M. Block and Alex Block of Block & Company, Inc., Realtors, has recently acquired the iconic Chappell's Restaurant & Sports Museum in North Kansas City, MO. The 7,200 square foot building, located at 323 Armour Road, has been owned and operated by Jim Chappell for over 30 years and contains one of the nation's greatest collections of sports memorabilia with more than 10,000 items on display.

"It was time to retire but I am still going to be around the restaurant connecting with customers," said Jim Chappell. "I am happy to have made a deal with these new operators and so pleased that their vision is to build on the established Chappell's tradition in the community."

Mr. Chappell will now hand over the reigns to his iconic restaurant and museum to Broseph's Restaurant Group (BRG). BRG, a California-based company formed by partners Justin Safier and Travis Lester in July 2010, has been brought in by Block & Company to operate Chappell's. BRG currently owns and operates three restaurants, two in the Los Angeles area and one in Mexico. Broseph's Restaurant Group (BRG) is represented by Phil Peck of Block & Company.

"The menu will be upgraded and we are planning on interior and exterior building renovations. But the sports museum concept will remain and all the memorabilia will stay, we are hoping to expand the collection," David M. Block, President of Block & Company, Inc., Realtors stated.

David M. Block, Alex Block, and Phil Peck, CCIM of the firm negotiated the sale transaction of the real estate and land on behalf of the buyer and Block & Company, Inc., Realtors will also be handling the property management of the Chappell's property.

For more information on the Chappell's acquisition, click on the links below:

[Link: KC Star Story](#)



[Link: FOX 4 Story](#)



[Link: KSHB 41 Story](#)



[Link: Biz Journal Story](#)



Tenant Spotlight: Two New Grand Openings



Rudy's Taqueria

The popular Mexican Restaurant off of 43rd Street in Kansas City, MO, recently opened up their highly anticipated second location to the metro area at 8710 Lackman Road in Lenexa, KS. The restaurant is located inside the Country Hill Shopping Center, which is represented and managed by Block & Company.



Bogey's Windy City Pub

The Windy City Pub recently celebrated the grand opening of their new location inside the Village of Seville shopping center, which is leased and managed by Block & Company. The pub relocated from a nearby location and their new address is at 13170 State Line Road in Leawood, KS.

Leroy Guy retires from Block & Company after decades with the firm

After 27 ½ wonderful years, Leroy Guy will retire from his role as the Sign Installation & Maintenance Specialist. Leroy will be dearly missed by the firm not only for his hard work ethic, but his genuine character and positive attitude he brought to work with him each and every day.

Some interesting stats about Leroy's career include: 1) installation of over 20,000 signs 2) over 222,000 miles driven 3) saved the firm tens of thousands of dollars in auto repair costs with his auto mechanic experience.

"Leroy's 27 years with the company reflects the family-style business we strive to maintain after 73 years of service. We are losing a very good friend and valued employee", David M. Block recently stated.



Pictured Below: Max DiCarlo recently wrote an informative piece on KC's retail & development market on REBusiness Online - [Read Article](#)

**REBUSINESS
ONLINE**
published by France Media Inc.

Home Midwest Northeast Southeast Texas Western Property Type Features Videos France Media

Grocery Stores, Restaurants Dominate Retail Development in Kansas City Market

Posted on September 13, 2018 by Kristin Hiller in Market Reports, Midwest, Midwest Market Reports, Missouri, Retail



This rendering shows the Bluhawk mixed-use development in Overland Park, Kansas.

As most that pay attention to commercial real estate know, the retail real estate market is constantly evolving. That said, with change comes opportunity and we are both recognizing and capitalizing on that opportunity in the Kansas City market.

As has been the case for the last few years, we continue to see a significant amount of "right-sizing" from big box and junior box retailers. Although e-commerce remains a prevalent means of purchasing for consumers, retail closures are not as abundant as many have predicted. Rather, many retailers are tweaking their square footage needs in search of the perfect footprint to optimize in-store sales in conjunction with e-commerce.

While e-commerce continues to gain market share, it still accounts for less than 10 percent of retail sales nationwide, as of last year. The need for brick-and-mortar stores remains imperative to the success of most retailers.

In the Kansas City metro area, retail vacancy rates remain low at 5.6 percent as of the second quarter. While that is a slight increase over 5.5 percent in the first quarter, it is a significant improvement over last year's second-quarter figure of 6.3 percent.

A few major 2018 transactions contributing to the positive net absorption over the last year in metro Kansas City include Target moving into 125,301 square feet at 5201 N. Belt Highway, Price Chopper moving into 55,000 square feet at 1191 NE McQuerry Road and Hobby Lobby moving into approximately 51,000 square feet at 3311 S. Iowa St.



Max DiCarlo, Block & Co. Inc. Realtors

New Staff on the Block

Ray Webb
Property Specialist
June, 2018



Jeff White
Skelly Building Assistant
Superintendent
September, 2018



Featured Listing Meadowland Commons | Olathe, KS | Shawn Stuckey

This quarter's featured listing is [Meadowland Commons](#), located at 1207 W. Harold Street in Olathe, KS and exclusively represented by [Shawn Stuckey](#) of Block & Company, Inc, Realtors. The shopping center currently has 1,200 - 5,900 square foot spaces available for lease.

The center is primarily located in a high growth area of Olathe with 25,000 homes and over 60,000 residents within a 3 mile radius. The center has excellent visibility from K-7 Highway, which sees over 34,000 cars/day. The average household income within a 1 mile radius is \$93,964.

BLOCK & COMPANY, INC. **MEADOWLAND COMMONS**
7 Highway - Just North of Santa Fe Street
1207-1251 W. Harold Street, Olathe, KS **RETAIL SPACE AVAILABLE FOR LEASE**



CLICK HERE TO VIEW PROPERTY VIDEO

1,200-5,917 SF FOR LEASE | \$16-\$18/SF NNN

DEMOGRAPHICS

	1 mile	3 miles	5 miles
Estimated Population	10,711	59,703	129,133
Avg. Household Income	\$93,634	\$95,995	\$100,492

- Extremely high growth area
- 17,684 Sq Ft strip center
- Join Anytime Fitness and Farmers Insurance
- Excellent visibility and 7 Highway access
- Right next to new townhomes, apartments, and subdivision
- Fantastic local landlord
- 21,500+ homes and 60,000+ residents within a 3 mile radius

CLICK HERE TO VIEW MORE LISTING INFORMATION

For More Information Contact:
SHAWN STUCKEY | 816.412.7323 | ssuckey@blockandco.com

Exclusive Agent

Block & Company, Inc., Realtors | 605 W. 47th Street, Ste. 200, Kansas City, MO 64112 | 816.753.6000 | www.blockandco.com



FOR LEASE: Meadowland Commons - Olathe, KS | Block & Company, Inc., Realtors



Online Resources:

- Watch [Property Aerial Video Here](#)
- Listing Agent: [Shawn Stuckey](#) | 816.412.7323
- ssuckey@blockandco.com

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"Albatross Drone Services has been paramount in all facets of our marketing strategy. Albatross has also played a key role in improving the service we provide in our construction mgmt. and asset mgmt. divisions. The quality of photography is simply amazing." - David M. Block, President, Block & Company, Inc., Realtors



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