



AROUND
— THE —
20 BLOCK 25
YOUR
KANSAS
CITY
RESTAURANT EXPERTS



PRESENTED BY: BLOCK & COMPANY, INC., REALTORS

KANSAS CITY | MIDWEST | NATIONWIDE

SUMMARY

Kansas City is thriving in 2025. The success of our sports teams has propelled our city into the national spotlight, attracting new restaurants, investors, and visitors, from across the country. This surge of interest extends to our restaurant scene, creating exciting opportunities for food development and investment.

At Block & Company, Inc., Realtors, we take pride in supporting and partnering with numerous outstanding restaurants in our community. My own journey in the restaurant industry began with making pizzas at Pizza Hut. Now, I have transitioned from making dough to franchising the chain. My extensive industry experience has enabled me to anticipate and meet the needs of the businesses I work with.

It's been incredibly rewarding to witness the emergence of new restaurant concepts in Kansas City, and to play a role in realizing the dreams and ideas of the restaurateurs I work with.

The foundation of our business has always been the success of our clients and the life-long relationships we've built and continue to grow upon.

When I joined my father at Block & Company, Inc., Realtors 50 years ago, I had hoped we could positively impact the Kansas City community. **More than 10,000 restaurant deals later**, the reality of our significant contribution has far exceeded my expectations.

Thank you to the Kansas City restaurant community.



David M. Block
President, Principal
Block & Company, Inc., Realtors

AFFILIATIONS | PARTIAL LIST



RETAILBROKERS
NETWORK



TABLE OF CONTENTS

Defining History..... 01

Kansas City Trends..... 05

Kansas City Restaurants 07

Stats & Habits..... 11

Future Predictions 16



The Skelly Building, located on the Country Club Plaza, was the original office space for Skelly Oil Company in the 1940s. Skelly Oil Company expanded the building in 1955, nearly tripling its size, and **Block & Company, Inc. Realtors** moved into the building in February 1974, making it their official HQ.

Photo: Block & Company, Inc., Realtors Archive, 1940s

TENANT REPRESENTATION

Choosing the right property is one of the most crucial decisions a business owner can make, as it directly influences the company's long-term success. **As an industry leader, Block & Company, Inc., Realtors has been a trusted partner in guiding businesses through strategic growth and expansion for nearly 80 years.** Block & Company's personalized approach and deep market knowledge, provide clients with the thorough due diligence when expanding or relocating their brand.

FRANCHISING

Block & Company, Inc., Realtors has been acknowledged as a **franchise expert** since the 1960s. For multiple decades, we have specialized in **expanding concepts and brands** to prime locations across the Metro and beyond. Restaurant franchising, which allows entrepreneurs to operate under an established brand using a proven business model, is the cornerstone of Block & Company's premier services. Our company has assisted in locating buyers to franchise major brands such as **Applebees, Pizza Hut, Slim Chickens, Taco Bell**, and more.

SALE-LEASEBACKS

Sale-leaseback is a service that Block & Company provides business owners as a vehicle to convert their real estate assets into capital for **business expansion**. A sale-leaseback occurs when a business sells real estate it owns to an investment group and then immediately enters into a long-term net lease.

BUILD-TO-SUIT

A build-to-suit lease is a common arrangement whereby a property owner will construct a free-standing building for a single tenant that meets their exact specifications and needs. Block & Company's investment group provides the necessary funds to construct the building in exchange for a long term lease and continued ownership of the property.



“Success in tenant representation comes from keeping the client's goals at the forefront. The true reward is seeing the long-term success of the many clients our firm has proudly represented over the years.”

*-Zach Albrecht,
Development &
Investment Specialist*

COMPLETED DEALS | SMALL PARTIAL LIST



Block & Company, Inc., Realtors has restaurants covered nationwide.

Almost 80 years ago, Block & Company, Inc., Realtors was founded by two brothers, James “Jimmy” and Allen Block. Little did they know that they would help define Kansas City’s restaurant and retail scene.

Block & Company, Inc., Realtors is a full-service commercial real estate brokerage firm in Kansas City, Missouri, that specializes in sales and leasing, tenant/buyer representation, property development, commercial investments, property management, and construction management services. Today, Block & Company prides itself on providing premier service to the Midwest Region and beyond.

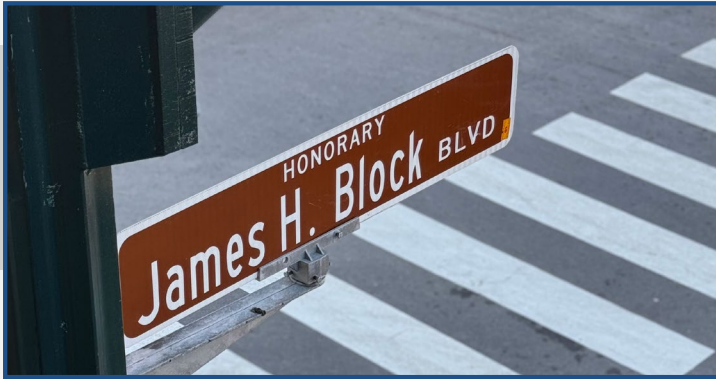


“At our core, Block & Company, is focused on the people and relationships before anything else. As restaurant brokers, developers, and operators, we fully understand what business owners need to be successful.”

-Alex Block, Executive Vice President, Principal

01

1936



James “Jimmy” & Allen Block start business with Werby Realty and Investment Co. Four years later, they purchase the business - things are put on hold to serve in WWII.

1946



The brothers return from WWII and Block & Co. is **officially founded**. *Photo of Jimmy Block*

1958

Block & Co. assists in the development of the **39th & Rainbow Blvd** Restaurant and parking lot.

1959



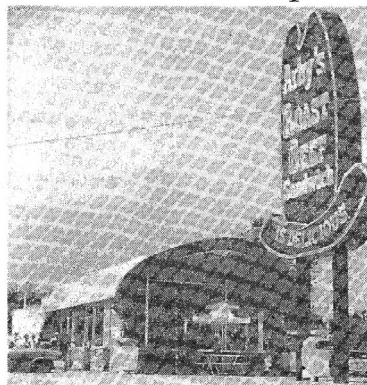
Block & Co. brings 12 **Golden Point** restaurants to the Kansas City area. *Photo Credit: City Data*

1960

Block & Co. brings the 2nd area **Mr. Burger** to Kansas City in June.

1966-69

Roast Beef Unit Opens



FIRST LOCATION in the Kansas City area for Arby's, a fast-food service carry-out restaurant is at U. S. 40 and Chrysler street in Independence.

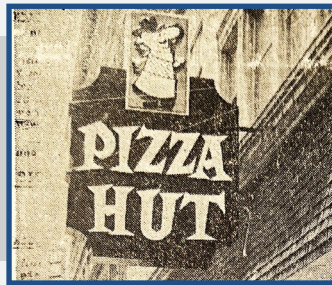
Block and Co. brings **Taco Bell**, **Pizza Hut**, and **Arby's** to their first locations in Kansas City, MO.

1967



Block & Company officially changes their name to *Block & Company, Inc., Realtors*.

1968-69



Block & Co. brings **Pizza Hut #4, #5, #6, #7 and #8** to the Kansas City area.

1968

The first area **Big Boy** opens in Independence, MO, in January, with Block & Co. handling the leasing.

1974

Block & Co. moves into the Skelly Oil Building on the Country Club Plaza, claiming it as their **official HQ**, where we still remain today.



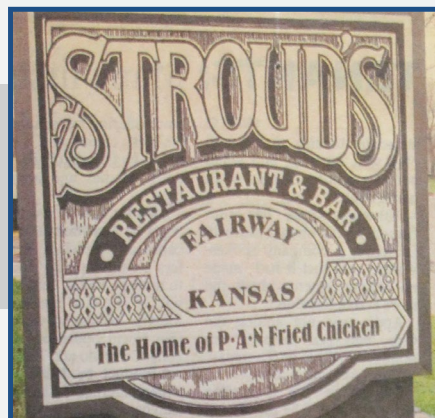
1982



A Block & Co. investment group is involved in developing **Showbiz Pizza and Perkins**, two national chains.

2008

Block & Co. brings **Stroud's** to Independence, MO and Fairway, KS.



2008-2012



Block & Co. develops the Plaza at the Speedway in KCK, bringing in numerous restaurants such as **Olive Garden, Red Lobster, Chick-Fil-A** & more.

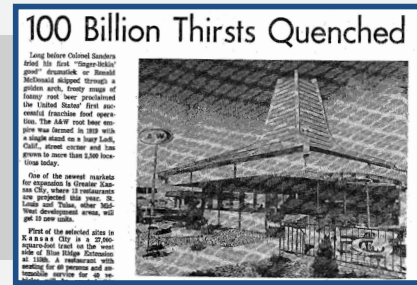
Additional restaurants at the Speedway (as of 2025) include: Zaxbys, Whataburger, Wendy's, Jack in the Box, Starbucks, Taco Bell.

1968



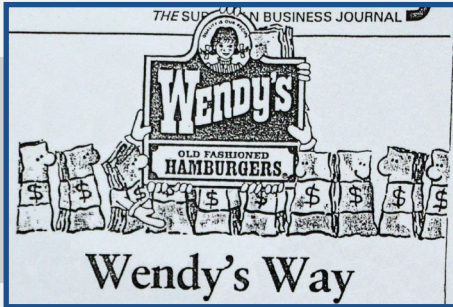
Block & Co. brings the first **Wienerschnitzel** to 8100 Prospect Avenue, Kansas City, MO, in February. | Photo Credit: RestaurantNews

1973



Block & Co. brings the first **A&W** to Kansas City in August.

1985



A Block & Co. investment group purchases 14 area **Wendy's** as long-term investment properties.

1986



KC Masterpiece opens its first restaurant in July, with Block & Co. handling the leasing and ownership group.

1990



A Block & Co. investment group secures multiple **Applebee's** locations in the Metro and franchise rights for Nevada.

2012



Block & Co. brings **Bo Lings** to their Country Club Plaza location.

2018



A Block & Co. investment group acquires **Chappell's Restaurant & Sports Museum**.

2024-2025



Block & Company, Inc., Realtors continues to be recognized by multiple publications as an **industry leader**.

In the past year, Kansas City has truly flourished. While Kansas Citians have always taken pride in their hometown, the world is finally catching on. From the debut of CPKC Stadium, the first all-women's soccer stadium, and the announcement of Kansas City as a 2026 World Cup destination to the completion of the streetcar extension and the continued rise of the Kansas City Chiefs (fueled in part by the Travis Kelce and Taylor Swift buzz), the city has earned national recognition.

Kansas City strikes a rare balance: it's big enough to offer endless opportunities and activities, yet small enough to maintain a strong sense of community. Continue reading to discover *why* this thriving city is becoming one of the nation's most exciting places to live, work, and play.



“Kansas City’s restaurant landscape has been re-energized with many new & exciting concepts entering the market.”

-Karsyn Smith, Sales Associate

2022

KANSAS CITY GROWTH CONTRIBUTIONS:

The Continued Rise of KC Sports

This includes, but is not limited to, the **KC Chiefs'** success and nationwide exposure, the Royals' comeback and postseason appearance, the inaugural season for the **KC Current** at the CPKC Stadium, and the 2026 **FIFA World Cup** host announcement.

New Community Developments

Power & Light District upgrades, **18th & Vine** renovations, and the development of the **South Link Loop**. Planning of the **Rock Island Bridge**, promising walking access to new restaurants above the Kansas River.

"[Rock Island Bridge] exemplifies Kansas City's ability to reimagine existing infrastructure and create unique experiences." - Block & Company's Garrett Cohoon, featured in REBusinessOnline

Business Stability / Environment Optimization

Small business funding and restaurant initiatives, street and sidewalk repairs, city-wide **safety improvement** measures, and an increased **Visit KC budget** for tourism attraction. Unique mix of locally owned restaurants and national chains. | Source: Visit KC

Innovations & "Best Of" Features

Margaritaville Hotel, **Mattel Adventure Park** and **Buc-ee's** coming soon. **Rabbit hole** and **CPKC Stadium** added to TIME magazine's *"World's Greatest Places"* list. KC is named *"Top Place To Travel"* by Travel + Leisure, the Wall Street Journal, and the New York Times. | Source: Visit KC

KC Streetcar Expansion



The KC Streetcar continues to revitalize the way Kansas Citians explore the city while collaborating with some of Kansas City's most popular stops along the way.

Photo Credit: Kansas City Zoo & Aquarium "X" account

Kansas City is a vibrant culinary destination, blending its historic roots in barbecue with diverse, innovative cuisines. Once known primarily for its smoky, slow-cooked meats, the city now boasts an array of global flavors, from upscale farm-to-table eateries to authentic Mexican taquerias and Asian fusion spots. The revitalization of neighborhoods like Crossroads and Westport has spurred a foodie renaissance, with chefs emphasizing local ingredients and creative menus, making Kansas City a must-visit for food enthusiasts.



“The Kansas City restaurant scene is special because it offers a variety of unique places to enjoy, varying by experience, price range, and cuisine.”

*-Madison Baddick,
Property Manager*

BEST STADIUM FOOD

- **Buck Tai BBQ** @bucktuibbq
- **Chef J BBQ** @chefbbqkc
- **Scott’s Kitchen and Catering**
@scottskitchenandcatering
- **SMOAK Craft Barbecue+**
@smoakcraftbbq
- **The Italian Sausage Company**
@italiansausageco
- **Unforked** @unforked
- **Topsy’s Popcorn** @topsyspopcorn
- **Palacana** @palacanaofficial

According to the 2024 GKCRA Influencer of the Year, Emma Ezzell (@kansascityplaces.em) in no particular order

03

NEW IN TOWN

In January 2025, *Kansas City Magazine* announced **Green Dirt on Oak** as the best new restaurant in Kansas City. The space features a Weston-based sheep's milk cheese facility, cafe, and farm-to-table restaurant. Unique dishes are born from Chef Oskar Arévalo's "waste not" mentality.

Source & Photo Credit: kansascitymag.com

HOUSEHOLD NAME

1940



The first **Winsteads** in Kansas City, Missouri, opened in 1940 at 101 Brush Creek Boulevard in the Country Club Plaza neighborhood of Rockhill, and it still stands today. Winsteads was first opened in Springfield, Illinois, in 1936 as one of the first drive-in restaurants in the U.S. To this day, Winsteads is still known to some as 'the world's best hamburgers'.

Photo Credit: Caleb Condit & Rebecca Norden, *Kansas City Magazine*

EAT LOCAL

All locations property managed by Block & Company as of Jan. 2025 (Partial list)

[Click each location for more details.](#)

BREAKFAST

- Donut King
- McLain's Market & Bakery
- The Breakfast Spot

CHINESE

- Bo Lings
- Aikou Chinese Restaurant
- Lucky Wok
- Chopstix
- Rainbow Chinese Restaurant

KOREAN

- CM Chicken

AMERICAN

- Tavern on 103rd
- Hot Rocks Pizza Kitchen
- Chappell's
- Thirsty Bull Saloon

MISC.

- OMO Japanese
- Moonlight Sushi Bar & Grill
- Red Crab Boil
- Toro Hibachi Sushi & Asian
- Pho Sai Gon
- Heritage by Bo Lings

ITALIAN

- Jasper's

MEXICAN

- Los Gallitos
- Tapatio Mexican Grill
- Rudy's Tenampa Taqueria
- Jalapeño Tacos KC

INDIAN

- Seva Cuisine of India

THAI

- Thai Orchid
- Thai Zappz

BARBECUE

JOE'S KC BBQ

What started as a humble Oklahoma catering business in the 90s has now become a KC icon. Joe's understands the power of smoke and has used it to transform not only cuts of meat but also a neighborhood corner gas station.*

Source: Joes KC

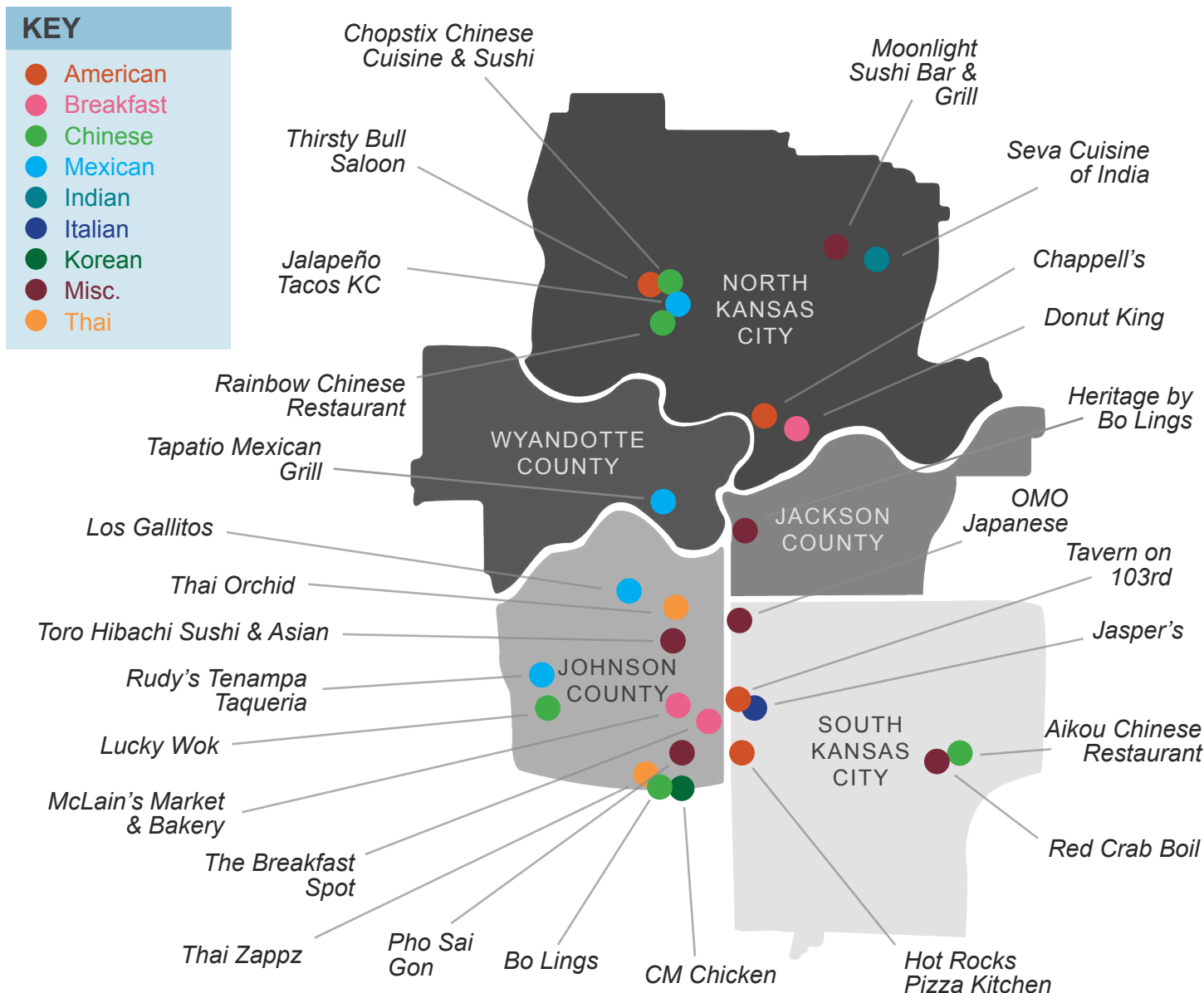
GATES

"HI, MAY I HELP YOU?"

Gates Ol' Kentucky, Gates & Son's Bar-B-Q, Gates Bar-B-Q. No matter what it's called, this 1946 family-owned company is a KC original specializing in good food and fast, personalized service.

Source: Gates BBQ

*Block & Company handled the first location.



Q39

Founded in 2014 by the late Rob Magee, Q39 prides itself on fresh ingredients and no shortcuts. Their ultimate BBQ experience draws from competition-style techniques and award-winning flavors with innovative, chef-driven concepts.

Source: Q39

JACK STACK

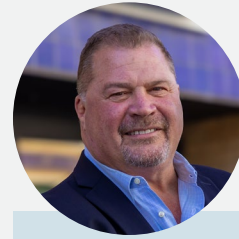
What started as a modest storefront stand in 1957 now carries the most extensive BBQ menu in the U.S. Jack Stack specializes in gourmet meats cooked over hickory wood and is now in its 4th generation of Fiorella family ownership.*

Source: Jack Stack Barbecue

*Block & Company handled multiple locations.

In Q1 2025, Kansas City's restaurant scene remains particularly vibrant, with several new establishments contributing to the market dynamics, but complicated with rising food prices and ever-changing policies.

Notable new establishments include **Chingu**, a Korean restaurant in Westport; **Le Champion**, a coffee and cocktail spot in the former ÇaVa space; and **1587 Prime**, an upscale steakhouse by Patrick Mahomes and Travis Kelce inside the Loews Kansas City Hotel. These additions have increased demand for prime retail spaces, especially in areas like the Country Club Plaza, which will undergo a \$100 million renovation to enhance security and attract unique local, regional, and national businesses. Consequently, asking rents have risen, with hotspots experiencing significant rental rate growth. These trends suggest that tight market conditions are likely to persist throughout 2025.



“The last year and a half has been tough for the restaurant industry, not just in KC but nationwide. Hopefully, 2025 will see the cost of food come down, a welcome joy to these industries.”

*-Bill Maas, CCIM,
Vice President*

KANSAS CITY METRO FOODIE DATA

TRIVIA: Which fast food restaurant currently has the most locations in the world?

- A. KFC
- B. Starbucks
- C. McDonald's
- D. Subway

answer (D) Subway

Source: Brand Vision Insights

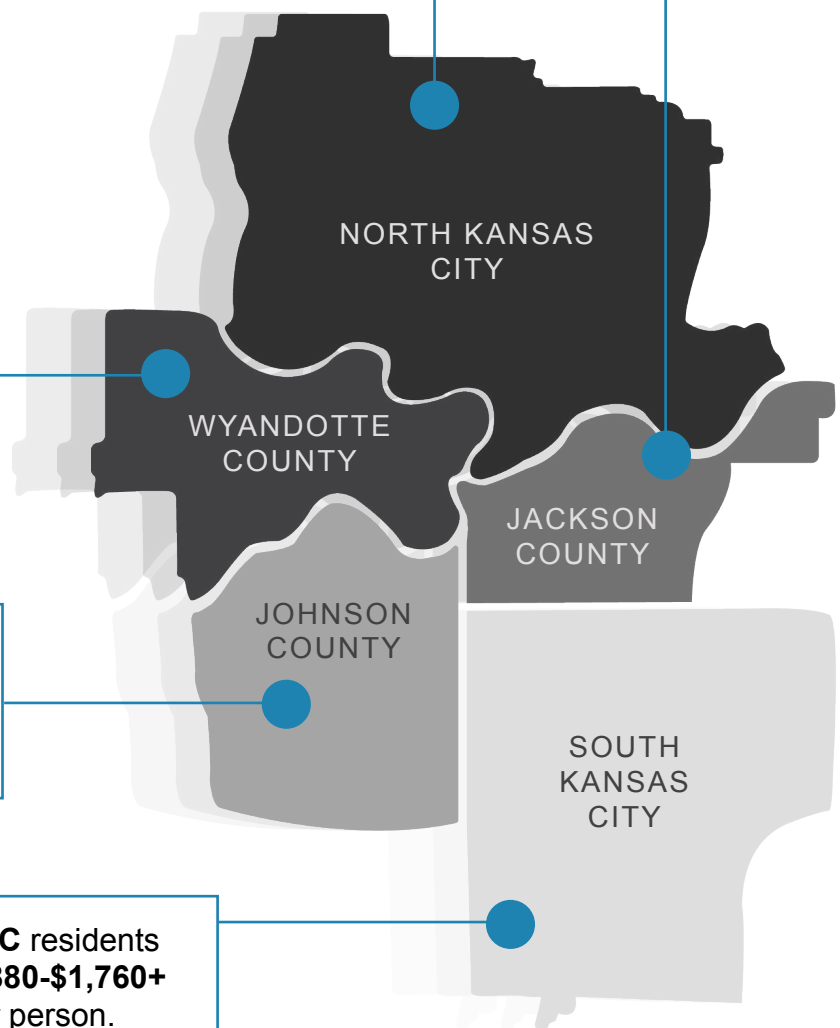
In 2024, the majority of **Wyandotte County** residents spent between **\$880-\$1,760** on eating out, per person.

In 2024, the majority of **Johnson County** residents spent over **\$1,760** on eating out, per person.

In 2024, **South KC** residents spent between **\$880-\$1,760+** on eating out, per person.

In 2024, the majority of **North KC** residents spent over **\$1,760** on eating out, per person.

In 2024, the majority of **Jackson County** residents spent between **\$1,320-\$1,760** on eating out, per person.



Source: Sites USA

TAKEOUT TAKE OVER

According to Otter, the most popular cuisines to order online in Kansas City are **American (30.1%)**, **Salads (16.1%)**, **Burgers (15.9%)**, **Pizza (10.4%)** and **Mexican (9.6%)**. | Source: Otter.com



HOW TO: BUY/SELL A RESTAURANT



Phil Peck, CCIM
ppeck@blockandco.com
816-412-7364

- 1.** Browse available businesses at **blockandco.com** and contact the agent(s) attached to the listing **OR** contact Block & Company for an agent to assist you in finding the right opportunity.
- 2.** The agent(s) will help walk you through all the **prep work** - vendor contracts, long-term growth plans, operation logistics, etc. They'll make sure you're as **prepared as you can be**.
- 3.** Your agent(s) will then **help you complete** any negotiations, contracts/lease agreements, and help transfer over any licenses or suppliers if applicable.
- 4.** The business is officially transferred over to you... **let the fun begin!**

91%

of Kansas City area residents said they are **very to somewhat likely** to opt in for dine-in vs. take-out in 2025.

78%

of Kansas City area residents said they predict they will use an online ordering service, such as DoorDash or Uber Eats, **less than once a week** in 2025.

97%

of Kansas City area residents said they are **somewhat to very likely** to try a new Kansas City restaurant in 2025.

Results from a Block & Company 2025 survey

MISSOURI RESTAURANT ASSOCIATION

The Missouri Restaurant Association is a non-profit that serves the Kansas City restaurant and hospitality scene through advocacy and education, both made possible through their allied partnership with Block & Company.



Q&A with Mike Burris

Executive Director, Missouri Restaurant Association

Q: How has Block & Co. been involved with the Missouri Restaurant Association?

A: “David Block and his team have been an invaluable resource. Through his support, we can continue the James H. Block Scholarship and create continued education programs, such as our newest, *ServSuccess*, that helps uplift and support the next generation.”

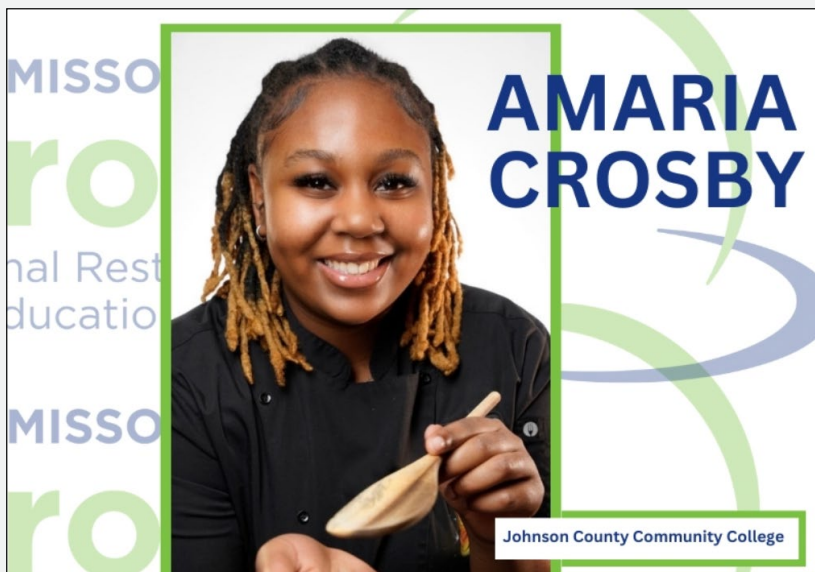
Q: Can you speak to the current Kansas City market?

A: “The current KC market couldn’t be better and the next decade looks very strong. I can’t wait to see what happens after [we host] the World Cup.”

Q: What makes the KC Restaurant Association special?

A: “Every state has a restaurant association, but the members of the MRA/GKCRA are just so engaging and there’s a lot of them...**Kansas City has always been this jewel that people look to.**”

Interested in becoming a Missouri Restaurant Association Member? Go to www.morerestaurants.org



The **James H. Block Scholarship**, in memory of James “Jimmy” H. Block, one of Block & Company’s founding members, supports the next generation of culinary leaders. It is awarded to promising students specializing in the restaurant/food service industry enrolled in the Hospitality Program at JCCC in Overland Park, KS. Amaria Crosby was the 2024 scholarship recipient.

Photo Credit: GKCRA Instagram

MISSOURI INDUSTRY AT A GLANCE

Source: Missouri Restaurant Industry Impact Report



12,417
restaurant locations



9 in 10
restaurants are small
businesses



Nation's
**most
diverse**
industry



293,900
restaurant & food service
jobs



Every dollar spent in MO
restaurants contributes
\$2.17
to the state economy



10%
of total jobs in
the state

RESTAURATEUR OF THE YEAR

In 1987, former Block & Company agent **Jerry Gaines** was presented the Restaurateur of the Year award by the Missouri Restaurant Association. This award honors a local restaurateur who continually demonstrates dedication to the industry and their community. Jerry Gaines dedicated 23 years to Block & Company, Inc., Realtors, and his son, Larry Gaines, has contributed 30 years and counting.

“For a restaurant to be successful in Kansas City, it needs to be authentic. Guests appreciate thoughtful dining, where food and hospitality are provided with intention. Restaurant teams must have a culture that values satisfying guests and the acumen to do so.”

*-Whitney Vinzant,
CEO of WVinzant
Restaurants*

WVinzant locally owned:

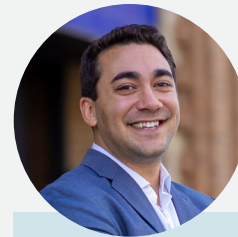


*Block & Co. is a proud
collaborator with WVinzant
on many of their restaurant
locations.*

The restaurant industry in Kansas City (and nationwide) faces a complex future shaped by high demand and economic challenges.

Despite the market conditions impacting the industry, restaurants remain dominant in retail real estate. Drive-thru spaces continue to be in high demand, reflecting their post-COVID importance, while smaller-format concepts and ghost kitchens gain traction as operators seek cost-efficient models. Tax and insurance costs on Triple Net Leases present challenges but also highlight opportunities for independent and emerging brands to manage their expenses strategically. High-profile openings and renovations signal continued investor confidence in Kansas City's dining scene.

*"Looking back at the last five years and post-COVID-19, restaurants have had to make a lot of changes and flip the script to try new things operationally and **adapt to customers' changing demands and needs**. This year, I predict we will continue to see growth from local, regional, franchise, and fast-casual restaurants that offer **unique niches and experiences**."* - Block & Company's Max Kosoglad, Vice President



"Restaurants will continue to be a hot commodity of the Retail Sector. As quickly as restaurants move out, there will be multiple operators fighting for their spot."

-Daniel Brocato, Vice President



MEET THE TEAM

YOUR KANSAS CITY RESTAURANT EXPERTS



David Block
President, Principal



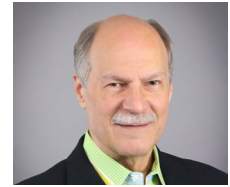
Alex Block
*Executive Vice
President, Principal*



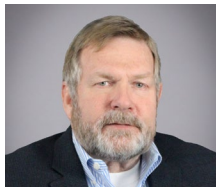
Bianca Gates
Sales Associate



Bill Maas, CCIM
Vice President



Bob Wallen
Sales Associate



Bob Jaekel
Sales Associate



Coltin Diehl
Sales Associate



Dakota Grizzle
Sales Associate



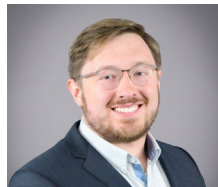
Daniel Brocato
Vice President



Darren Siegel
Retail Specialist



Garrett Cohoon
Vice President



Grant Summers
Sales Associate



Greg Roberts
*Retail Development
& Investments*



Jay Friedman
*Senior Vice
President*



Jay Barry
Sales Associate



Jody Minder
Sales Associate



Karsyn Smith
Sales Associate



Larry Gaines
Restaurant Specialist



Marshal Blount
Sales Associate



Max Kosoglad
Vice President



Megan Brown
Sales Associate



Paul Massali
Sales Associate



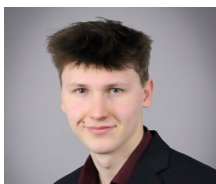
Phil Peck, CCIM
Vice President



Ryan Cline
Sales Associate



Tony DeTommaso
*Senior Sales
Specialist*



Will Sanders
Sales Associate



Zach Albrecht
*Development &
Investment Specialist*

*Click each team
member for full
bio.*



BLOCK & CO. ADDITIONAL SERVICES

RESTAURANT

RETAIL

AUTOMOTIVE

INDUSTRIAL

HOSPITALITY

OFFICE

INVESTMENT

TENANT REP.

DEVELOPMENT

ASSET MANAGEMENT

[CLICK HERE](#)

to sign up for
MYBLOCK and
receive a first
look at new-to-
market commercial
properties for sale
or lease.

***“Making your restaurant dreams come
true for nearly 80 years”***



KANSAS CITY | MIDWEST | NATIONWIDE

816-753-6000 | 605 W 47th St suite 200, Kansas City, MO



Find us at:
blockandco.com or
@blockandco on all
social platforms



DESIGN/CONTENT *REBEKAH NELSON*
CREATIVE DIRECTION *SARA ZAHNER*