

Public/Private Partnerships, Finance & Incentives

We help developers, property owners, tenants and governmental entities achieve their real estate business goals through successful private and public partnerships (PPPs). Adept at the intricacies of cooperative agreements between public and private sectors, we navigate complex business relationships, government approvals and political affairs to structure creative financing solutions.

We create public-private partnerships and counsel on the use of development incentives—such as tax increment financing and tax abatement—to complete difficult, challenging projects. Widely recognized for our work on complicated transactions, our real estate team includes highly experienced attorneys who provide legal services to cities and other public sector entities on a full range of critical issues. We blend business and market knowledge to accomplish our clients' business objectives, efficiently maximizing investment while managing risk.

We proactively counsel developers and municipalities in the formation of public/private partnerships and other real estate-based economic development efforts. No matter how challenging the project, we excel at strategically structuring economic incentive partnerships and transactions that benefit commerce, communities and industries alike.

CAPABILITIES

Our attorneys understand the full range of issues impacting public/private partnerships, finance and incentive projects, including:

- Tax increment financing (TIF) and governmental incentives
- Acquisitions and sales
- Title reversal and title issues
- Mortgage lending
- Development of office buildings, shopping centers and residential projects
- Leasing (landlord and tenant representation)
- Property management agreements
- Construction and architects agreements

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- Real estate litigation and alternative dispute resolutions

EXPERIENCE

Our significant experience in the arena of public/private finance and incentive programs includes:

- Represented Anschutz Entertainment Group, Inc., the developer of the \$276 million Sprint Center arena (known now as T-Mobile Center) located on 8.5 acres in downtown Kansas City, Missouri, in construction and operations issues under multiple contracts with the City of Kansas City.
- Represented the City of Overland Park on the development of the \$265 million Corbin Park Shopping Center, which offered a public/private financing package to attract a SCHEELS sporting goods flagship store to the region. The financing included transportation development district (TDD) financing and use of a community improvement district (CID) layered on top of the TDD.
- Served as counsel to Freightquote.com, the largest online U.S. freight broker, in the development of its 200,000-square-foot headquarters and office space in Missouri. The project included approximately \$33 million in tax credits and was expected to create more than 1,300 jobs in Missouri.
- Represented the Unified Government and its municipally owned Board of Public Utilities in their efforts to be selected by Google from more than 1,100 other municipal applicants to become the first U.S. city to have "Google Fiber"—a fiber network providing Internet connections of 1 gigabit per second to local homes and schools. We led the negotiating team and successfully completed a first-of-its-kind development agreement with Google, which commenced services to Kansas City, Kansas, in the fall of 2012. In 2013, we represented six Johnson County municipalities, Overland Park, Fairway, Lenexa, Merriam, Mission Hills and Roeland Park, in similar transactions with Google.
- Served as counsel in the renovation and redevelopment of Kansas City's Union Station, a \$250 million historic restoration/adaptive reuse, the largest such effort ever undertaken in the greater Kansas City area.
- Represented East Village, LLC, the developer of the East Village Project in the redevelopment of the eastern portion of the downtown loop of Kansas City, Missouri, into a residential/mixed use development. This transaction involved property acquisition from the City of Kansas City and the negotiation of incentives for the project development.
- Assisted the City of Wichita, Kansas, with a public-private project that converted an environmentally contaminated area into a vital business district now called "Old Town." The project was recognized as a national award winner in the Ford Foundation/Harvard-Kennedy School of Government Annual Competition.
- Served as the lead transactional counsel for the City of Overland Park on the 58-acre, \$43 million Prairiefire project. This mixed-use project features a 35,000-square-foot museum with exhibits from the American Natural History Museum in New York City, more than 450,000 square feet of retail space,

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185,000 square feet of office space, a native wetlands area as well as other attractions and amenities. Public incentives associated with Prairiefire included the issuance of STAR bonds (a unique Kansas incentive), two separate Community Improvement Districts (CIDs), and limited Economic Development Revenue Bonds (EDRBs).

- Represented Simon Properties and The Woodmont Company joint venture in the development of a more than 300,000-square-foot outlet mall in Chesterfield, Missouri, including forming Chesterfield's first community improvement district and negotiating extensive public incentives with the existing Chesterfield Valley Transportation Development District.
- Represented the Unified Government of Wyandotte County/Kansas City, Kansas, in the negotiation of agreements to develop an 18,000-seat stadium, the permanent home for Sporting Kansas City, a Major League Soccer franchise, and a 600,000-square-foot office campus for approximately 4,000 employees of the Cerner Corporation. The total project costs for the addition to Village West, a retail and entertainment destination, were more than \$400 million and were partially financed with \$147 million in STAR Bonds for the construction of the stadium.
- Served as developer's counsel for Target and Kohl's-anchored shopping center that involved a CID and TDD, as well as a sales tax rebate agreement with the local county and municipality after TIF was deemed unavailable.
- Represented the Unified Government of Kansas City, Kansas/Wyandotte County in all phases of legal work for the \$250 million International Speedway Corporation's 75,000-seat NASCAR auto race track facility constructed in Kansas City, Kansas.
- Acted as bond counsel for the Minneapolis/Saint Paul Housing Finance Board, which has issued more than \$1 billion in housing bonds.

CONTACT: David W. Frantze | 816.691.3181 | david.frantze@stinson.com

CONTACT: Todd A. LaSala | 816.691.3410 | todd.lasala@stinson.com

CONTACT: Alan Van Dellen | 612.335.1949 | alan.vandellen@stinson.com

TEAM

Richard A. Cook

Christopher B. Frantze

David W. Frantze

Donald J. Kirkpatrick

Anna Krstulic

Todd A. LaSala

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Public/Private Partnerships, Finance & Incentives

Christopher Perkowski

Thomas B. Smallwood

Judd M. Treeman

Alan Van Dellen

RELATED CAPABILITIES

Tax Credit & Impact Finance

Real Estate & Public Finance

Real Estate Development

Real Estate Investment Trusts

Real Estate Lending

NEWS

URBN Opens \$60 Million Fulfillment Center in Missouri, Stinson Attorneys Serve as Legal Counsel

02.23.2024

Stinson Recognized as a Top Real Estate Law Firm in Best of the Best Rankings

12.27.2023

Stinson Attorneys Give Behind the Scenes Look into Redevelopment of the Rock Island Bridge in *Kansas City Business Journal*

04.20.2023

Stinson Serves as Legal Counsel in Innovative Redevelopment of Historic Rock Island Bridge

02.16.2023

Stinson #3 in *Midwest Real Estate News*' Best of the Best 2022 Rankings

01.03.2023

LaSala, Treeman Serve as Legal Counsel in Development of Overland Park's Bluhawk Complex

12.07.2022

Chris Frantze Serves as Legal Counsel in Renewal of Historic Downtown KC Building

11.23.2022

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Stinson Serves as Lead Counsel to Maxus Properties in Sale of Multifamily Complexes

03.29.2022

Karl Phares Details Cooperative Ownership as an Alternative to Affordable Housing in *Law360* Article

03.02.2022

Todd LaSala Named to Commercial Real Estate Hall of Fame

02.16.2022

Stinson Represents Liberty Landing Cooperative in Securing Affordable Housing through Resident Owned Communities

01.13.2022

Midwest Real Estate News Ranks Stinson in "Best of the Best 2021"

12.03.2021

Stinson Ranks Among Top Firms in *Midwest Real Estate News*' 2020 Best of the Best Rankings

10.12.2020

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