

David W. Frantze

PARTNER

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Direct: 816.691.3181

Office: Kansas City



A top-ranked real estate lawyer by *Chambers USA*, Dave is described by clients as "an exceptional mind when it comes to crafting very complex public-private partnerships."

Dave represents developers, property owners, tenants and end-user companies in large, complex real estate development projects that involve development incentives such as tax increment financing and tax abatement. He has played a key role in marquee development, renovation and redevelopment projects in both Kansas and Missouri. As outside real estate counsel to the Kansas City Royals, Dave has represented the team in negotiating its stadium leases and real estate activities.

Recognized for his creative and solution-minded approach, Dave counsels developers and businesses in public/private partnerships and other real estate-based economic development efforts. He has advised a large number of companies in successful headquarters relocations. In multiple projects, he has been involved in structuring complex financing and incentives using sources as varied as Urban Development Action Grant (UDAG) grants, Missouri Development Finance Board (MDFB) tax credits, federal and state historic tax credits, low-income housing tax credits, and Missouri Build bonds. Additionally, Dave has worked in various projects that have included the use of state supplemental tax increment financing (TIF) and the Missouri

PRACTICES & INDUSTRIES

Public/Private Partnerships, Finance & Incentives

Real Estate & Public Finance

Real Estate Development

Agribusiness

Construction

Sports & Recreation

ADMISSIONS

Missouri, 1981

Kansas, 2006

EDUCATION

University of Missouri—Kansas City, J.D.,
with distinction, 1981

Avila University, B.A., *magna cum laude*, 1976

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Downtown and Rural Economic Stimulus Act (MODESA) for funding, as well as a large number of relocation projects that have included use of High Performance Incentive Program (HPIP) and PEAK incentives in Kansas and the Missouri Works program in Missouri.

EXPERIENCE

Involved in projects for job retention/expansion and relocation activities in both Missouri and Kansas, including CBIZ, Cerner Corporation, Data Systems International, Walsworth Publishing, Argus Consulting, New Directions Behavioral Health, MarketSphere Consulting, the National Association of Insurance Commissioners, Dairy Farmers of America, Freightquote.com, Waddell & Reed Financial and Urban Outfitters

Served as counsel to Cerner Corporation in the site acquisition and development of its planned 4 million square foot office campus in Kansas City, Missouri; including zoning and development incentives such as tax increment financing (TIF, Super-TIF, and State Supplemental TIF)

Represents Burns & McDonnell, one of the nation's largest engineering and architectural firms, in obtaining zoning, entitlements and incentives (including tax abatement, TIF and job incentives under State programs) for a new 450,000 square foot campus project

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)

Served as counsel in the development of the Kansas City Live downtown retail entertainment district (the Power & Light District) in the South Loop area of Kansas City, Missouri

Counsel to ASM Global in the development and operation of T-Mobile Center in downtown Kansas City, Missouri

Counsel to Federal Reserve Bank of Kansas City in the development of its new headquarters facility consisting of over 600,000 square feet of office, administrative and processing space

Represents 21c Museum Hotels in the acquisition and redevelopment of the historic Savoy Hotel in Kansas City, Missouri; into a high end boutique hotel, including obtaining entitlements and incentives (TIF and Super-TIF)

Represented Freightquote.com, America's largest online freight shipping broker, in the relocation of its headquarters to Kansas City, MO. Freightquote.com developed a new 200,000 square foot office building for its headquarters in south Kansas City. Assisted the company in negotiations involving Missouri's strategic economic incentive package, including \$7 million in Missouri BUILD and \$26.2 million in Quality Jobs benefits, together with tax increment financing and property tax abatement.

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Represented Urban Outfitters in the development of a \$400 million, 1,500,000 square foot high-tech distribution and internet sales fulfillment center, including negotiation of tax abatement and job creation economic incentives with state and local governmental agencies

RECOGNITIONS

Named 2024 Kansas City, Mo., Real Estate Lawyer of the Year by *Best Lawyers*

Dave is a member of the American College of Real Estate Lawyers and is listed in Who's Who in America, and Missouri and Kansas *Super Lawyers* magazine

Listed among *The Best Lawyers in America*® in the areas of project finance law and real estate law for over 25 years

In *Chambers USA: America's Leading Lawyers for Business*, Dave has consistently been listed as one of the top real estate attorneys in the state of Missouri. Highly regarded by clients, Dave was most recently "praised for his creativity" and for "his ability to provide original solutions to meet the specific requirements of each deal." Dave has previously been described by clients as "an outstanding lawyer" and "an exceptional mind when it comes to crafting very complex public-private partnerships."

Selected a 2019 "Baron of the Boardroom" by the Kansas City Metropolitan Bar Association

Named 2018 Kansas City, Mo., Real Estate Lawyer of the Year by *Best Lawyers*

Named 2012 Kansas City, Mo., Project Finance Lawyer of the Year and 2012 Kansas City, Mo., Real Estate Lawyer of the Year by *Best Lawyers*®

Midwest Real Estate News Commercial Real Estate Hall of Fame selection, 2011

PROFESSIONAL & CIVIC ACTIVITIES

Greater Kansas City Chamber of Commerce

- Board of Directors, 2009–2014, 2020–present
- Executive Committee, 2009–2011
- Chair, Kansas City, Missouri Business Leadership Council, 2011–present

Civic Council of Greater Kansas City, 1995–present

- Audit Committee Chair, 2007–present
- Board of Directors, 2000–present

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- Executive Committee, 2011–2013

Economic Development Corporation of Kansas City, Missouri

- Board of Directors, 2003–2014

KC BizPAC

- Member, Disbursement Committee, 2006–present
- Board of Directors, 2008–present
- Chair, 2009–2014

The Leukemia & Lymphoma Society

- Mid-America Chapter, Board of Trustees, 1992–present
- National Board of Directors, 2004–2010; Director Emeritus, 2010–present
- National Board, Executive Committee, 2003–2010
- Chairman, National Board of Directors, 2006–2008

Avila University

- Board of Trustees, 2002–2017

Kansas City Area Development Council, 2002–present

- Board of Directors, 2015–present

Victor E. and Caroline E. Schutte Foundation

- Trustee, 2000–present

Heart of America Council, Boy Scouts of America

- Council Board of Directors, 2004–present
- Legal Counsel, 2007–2012
- Council President, 2012–2013
- Council Executive Committee, 2007–present
- Council Finance Committee, 2007–2013
- Council Properties Committee, 1997–present

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- Thunderbird District Committee, 1995–1997; 2002–2013, District Chairman, 2004–2006

Truman Medical Center Charitable Foundation

- Board of Directors, 2005–2011

KU Endowment

- Advancement Board, 2009–2012
- Cancer Funding Partners, 2009–2012, 2018–present

Greater Kansas City Community Foundation

- Board of Directors, 2015–2020
- Real Estate Foundation, 2009–2014

MRIGlobal

- Board of Trustees, 2010–present

BioNexus KC

- Board of Trustees, 2011–present

Kansas City Repertory Theatre

- Board of Directors, 2017–present

American College of Real Estate Lawyers

The Missouri Bar, Property Law Committee

Kansas City Metropolitan Bar Association, Real Property Law Committee, Chairman, 1992

Lawyers Association of Kansas City

Fellows of The American Bar Foundation

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NEWS

Frantze's Involvement with KC Current, First Stadium Built for Women's Sports Team Highlighted in *Law360*

03.13.2024

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

02.23.2024

Super Lawyers Recognizes 29 from Stinson on Missouri and Kansas Top Lists

11.14.2023

175 Stinson Attorneys Selected to the 2024 *Best Lawyers in America* List

08.17.2023

Best Lawyers in America Names 10 Stinson Attorneys as "Lawyer of the Year"

08.17.2023

Chambers USA 2023 Legal Guide Recognizes Stinson Attorneys and Practice Groups

06.05.2023

Stinson's Father-Son Duo, KC's Top Real Estate Attorneys Featured in *Kansas City Business Journal*

12.30.2022

Super Lawyers® Recognizes 26 Stinson Attorneys in Missouri and Kansas

11.14.2022

152 Stinson Attorneys Selected to the 2023 *Best Lawyers in America* List

08.18.2022

The 2022 *Chambers USA* Guide Recognizes Stinson Attorneys and Practice Groups

06.02.2022

David Frantze Discusses Role with KC NWSL Team Owners with *Kansas City Business Journal*

03.04.2022

Dave Frantze Discusses Stinson's Involvement in Kansas City's NWSL Stadium with Hackney Publications

12.07.2021

Super Lawyers Recognizes 21 Stinson Attorneys in Missouri and Kansas

11.15.2021

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Stinson Represents KC NWSL in Lease Negotiations to Build the First Stadium for a Women's Sports Team
10.29.2021

103 Stinson Attorneys Selected to the 2022 *Best Lawyers in America* List
08.19.2021

Chambers USA Recognizes Stinson Attorneys and Practice Groups Nationwide
05.25.2021

Stinson Attorneys Named to 2020 Kansas & Missouri *Super Lawyers* and Rising Stars
11.16.2020

112 Stinson Attorneys Selected to the 2021 *Best Lawyers in America* List
08.20.2020

Stinson Represents Urban Outfitters in Development of New Kansas City Area Facility
08.12.2020

Chambers USA Recognizes Stinson Attorneys and Practice Groups Nationwide
04.29.2020

SPEAKING ENGAGEMENTS

"Anatomy of a Deal," Program and Written Course Materials, Kansas City Metropolitan Bar Association, 2008, 2009, 2010

"Innovative Public Finance Solutions," Missouri Economic Development Finance Association, 2009

"Real Estate Trends & Investment Criteria – Forecast 2003," Integra Realty Resources, 2003

"Advanced Conference on Commercial Real Estate Purchase & Sale," The Seminar Group, 2001

"Insurance Issues," Advanced Conference on Commercial Real Estate Leases, Law Seminars International, 1999

"The Union Station Project – A Legal Perspective," Program and Written Course Materials, Kansas City Metropolitan Bar Association, 1998

"Insurance Issues in Real Estate," Program and Written Course Materials, Kansas City Metropolitan Bar Association, 1997

"Real Estate Practice Institute," Program and Written Course Materials, The Missouri Bar, 1996

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PUBLICATIONS

- *Missouri Methods of Practice* – Chapters on “Curing Title Defects” and “Title Insurance” (including Annual Updates), West Publishing Company, 1992-2010