ECONOMIC DEVELOPMENT COUNCIL MEETING

Wednesday, August 20, 2025 – 8:15 A.M.

Training Room - 210
Blue Springs City Hall
903 W Main St.
Blue Springs, Missouri

1. Call Meeting to Order
2. Confirmation of Quorum
3. Approval of April 16, 2025 Minutes
4. City Council Strategic Plan update
5. Updates on Economic Development position, desired qualities and activities, and timeframe
6. MCRC extension
7. Downtown streetscape updates
8. Review of new RFP to be issued for the former Commuter Lot property on 7 Highway
9. Updates on Grifin Riley Project at Adams Dairy Parkway
10. Updates on Flaherty and Collins Project at the Lumberyard
11. Board Strategic Planning and Discussion
12. Adjournment

Posted Monday, August 18, 2025 at City Hall, 903 W Main Street, Blue Springs, MO and on the City's website. A quorum of the City Council may be in attendance; however, no City Council votes will be taken.

CITY OF BLUE SPRINGS, MISSOURI
MINUTES OF ECONOMIC DEVELOPMENT COUNCIL MEETING
WEDNESDAY, April 16, 2025

A meeting of the Blue Springs Economic Development Council was held at 8:15 a.m. on Wednesday, April 16, 2025, in the Administration Training Room of Blue Springs City Hall, 903 W. Main Street with Chairperson, Becky Nace, presiding.

CONFIRMATION OF QUORUM

Becky Nace, Chairperson-1
Lyle Shaver, Vice Chair-1
Ann Benson-1
Terri Gilgour-1
Adam Hathhorn-0
Kirk Lair-1
Kirk Sampson-1
Lara Vermillion-1
Zachary Harrell-1
Roy Boyd-1

STAFF & OTHER ATTENDEES

Economic Development Manager Josh Alexander
Senior City Development Director Mike Mallon
Recording Secretary Traci Breshears
Susan Culpepper District 3 Councilmember
Christine Cates, City Administrator

CALL MEETING ORDER

Chair Becky Nace called the meeting to order at 8:15a.m.

APPROVE February 19, 2025 MINUTES

Member Shaver moved to approve the minutes of the February 19, 2025 meeting of the Economic Development Council. The motion was seconded by Member Lair and carried unanimously.

4. Review of Downtown Incentives Book

Economic Development Manager, Josh Alexander presented the Downtown Incentives Book to Council. Member Vermillion stated that the Blue Springs Business Association is now defunct. Mr. Alexander stated that he would remove it from the booklet. Chairperson Nace asked about the Congestion Mitigation and Air Quality Improvement Program. She stated it would be a great grant for the Downtown Streetscapes sidewalks. Member Vermillion asked who to go to for the Downtown Incentives. Mr. Alexander stated that she can refer them to him.

5. Education Moment "Incentives"

Mr. Alexander presented information on how the incentives the City offers work.

6. Overview of Griffin Riley Project at Adams Dairy

Mr. Alexander presented the Griffin Riley project on Adams Dairy to the Council.

7. Overview of Flaherty and Collins Project at the Lumberyard

Mr. Alexander presented the Flaherty and Collins project at the Lumberyard to Council. Member Sampson asked about the incentives the developer is requesting. Mike Mallon, Senior Director of City Development, answered about the different incentives they have requested. Member Shaver stated

his worry with the project is the lack of downtown parking. Member Harrell asks about how the City plans to come up with the additional subsidies they are requesting. Mr. Mallon told Council that the developer stated they can find creative ways to fill in subsidies.

8. Board Strategic Planning and Discussion

Chairperson Nace thanked Councilmember Susan Culpepper for her many years of service as not only a City Councilmember, but a Planning Commission and Economic Development Member. Chairperson Nace then discussed what happened at the Strategic Planning Meeting with Boards and Commissions. Member Harrell asked if there is an initiative to add in affordable housing to even out the high-end apartment complexes coming to the City. Mr. Mallon stated that we currently do not, however, it will likely ease up the rental rates of the older apartments in the City.

NEXT MEETING The next meeting of the Council will be Wednesday, June 18, 2025.

ADJOURNMENT At 8:59 a.m. there was no further business to come before the Economic Development Council, Member Sampson moved the meeting be adjourned. The motion was seconded by Member Lair and carried unanimously.

BLUE SPRINGS ECONOMIC DEVELOPMENT COUNCIL

_____

Becky Nace, Chairperson

The City of Blue Springs Missouri

STRATEGIC PLAN 2025-2030

1

Strategic Plan 2025

- Blue Springs has had varying Strategic Plans known by many different names throughout the years.
- In 2015, The City Council adopted the Strategic Plan Framework, and the plan was updated in 2021.
- Since its adoption, there have been many changes within the community, administration, and City leadership. To ensure current needs are addressed, a new Strategic Plan process is needed.
- The City Council contracted with BerryDunn on October 21, 2024, to lead the City in a Strategic Planning process.

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Strategic Plan 2025

- The Plan presented today is the culmination of a ten-month process, working collaboratively with the Mayor and City Council, City staff, community leaders, and residents to create a framework to help guide the City's decisions, investments, and priorities for the next five years.
- This plan will help shape key decisions around city services, infrastructure investment, economic development, neighborhood vitality, and long-term sustainability. It will guide the City in setting priorities, measuring progress, and adapting to new opportunities and challenges as they arise.

3

What is a Strategic Plan

- At its core, a Strategic Plan is a living document that guides decision making.
- But it is more than just a document – a Strategic Plan is a roadmap for how City leadership can work together, stay aligned, and deliver results that matter to the people of Blue Springs.

4

What is a Strategic Plan

- A document that helps set a clear direction for its future by outlining goals and objectives
- It helps focus City efforts on the areas identified as most critical to achieving its desired outcomes and adapt its plans as circumstances change

5

Why a Strategic Plan

- The City of Blue Springs is growing and evolving and with that growth comes the need for a clear and intentional strategy to guide the future.
- This Strategic Plan ensures that progress is not only possible, but purposeful.
- This plan helps the Mayor, City Council, and City staff understand how best to direct time, energy, and resources.
- The **strategic priorities, goals, and objectives** provide a framework for focused effort and meaningful progress.

6

Mission and Vision Statements

- Mission: Why do we exist?
- Vision: Where are we headed?
- They help guide decisions, align priorities, and inspire action – for staff, residents, and external partners.
- A clear mission keeps everyone focused on what matters most, while a compelling vision provides a shared picture of our future.

7

Mission Statement

The City provides services that promote a safe and welcoming environment, support sustainable growth, and strengthen community for today and tomorrow.

8

Vision Statement

Blue Springs is a growing community with the heart of a small-town, guided by big opportunities and a commitment to a high-quality of life for all.

9

How this relates to Economic Development

- A strong mission and vision help attract the kind of investment we as a City want.
- Businesses, developers, and entrepreneurs look for communities with clear direction, a sense of identity, and leadership that supports long-term growth.
- Our mission emphasizes service, safety, and sustainability—core elements of a thriving local economy. Our vision presents Blue Springs as a modern, opportunity-driven community that balances growth with small-town values.

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How this relates to Economic Development

This clarity:

- Builds confidence in our development processes
- Helps differentiate us from neighboring cities
- Encourages strategic partnerships and reinvestment
- Sends a consistent message to site selectors and investors

11

Core Values

The Core Values serve as the foundation for how work is done, guiding decisions, shaping service delivery, and reinforcing the culture of public service.

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Core Values

- **Collaboration & Community Engagement – Working Together for Impact**
  We believe in the power of partnership—across departments, with residents, and among regional stakeholders. Through respectful engagement and teamwork, we create a stronger, more connected community.
- **Integrity & Accountability – Earning Trust Through Action**
  We act ethically, transparently and responsibly. By doing what's right and following through on our commitments, we build trust with the community and each other.

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Core Values

- **Innovation & Adaptability – Creating a Visionary Future**
  We are forward-thinking and flexible in how we approach challenges. By listening, learning and seeking out creative solutions, we adapt to changing needs and create better outcomes.
- **Service – Serving with Purpose and Compassion**
  We are committed to delivering high-quality, accessible services with empathy and responsiveness.
- **Sustainability – Protecting Our Future**
  We are dedicated to the responsible stewardship of our environment, infrastructure, and finances. Our actions today are guided by our responsibility to future generations.

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Strategic Priorities

- What are the focus areas to move toward the City's vision?
- These strategic priorities are being given focus because they were identified as being the most important areas for opportunity and improvement via the community and employee engagement

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Strategic Priorities

- Downtown Revitalization
- Balanced Growth
- Community Identity
- Infrastructure
- Community Safety and Wellbeing
- Organizational Health

16



Downtown Revitalization

Continue to develop Downtown to be a destination for the entire Blue Springs community with a variety of residential housing opportunities and diverse dining, entertainment, and retail.

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Downtown Revitalization

Objectives:

- Improve streetscapes to create a pedestrian-friendly environment.
- Develop Central Park to offer recreational gathering areas downtown.
- Encourage and support higher density residential units to attract new residents downtown.
- Foster a business-friendly environment where a mix of commercial uses is incorporated throughout downtown.
- Promote redevelopment of underutilized and incompatible properties to implement the City's Downtown Master Plan.
- Utilize grants, the Main Center Redevelopment Corporation Policy, and other funding opportunities to further incentivize different types of development.

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Downtown Revitalization

Performance Measures

- Complete a comprehensive streetscape design for downtown by December 2025.
- Begin construction of streetscape improvements that enhance walkability and appearance by December 2026.
- Approve a Central Park plan that supports recreation and community gatherings by December 2025.
- Complete construction of Central Park improvements to serve as a downtown amenity by December 2028.

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Downtown Revitalization

- Approve a redevelopment plan for the former lumberyard site to support mixed-use or residential development by December 2025.
- Begin construction on the lumberyard redevelopment project by December 2026.
- Adopt a redevelopment or reuse plan for the church property to support downtown revitalization by December 2026.
- Actively engage with property owners and development partners to secure approved redevelopment plans for underutilized properties within downtown.
- Update the Main Center Redevelopment Corporation Policy to include modernized incentives for mixed-use, residential and commercial development by December 2028.

20



Balanced Growth

Expand and grow the City strategically and thoughtfully for residents and businesses to adequately prepare to accommodate growth.

21

Balanced Growth

Objectives:

- Complete the Comprehensive Plan Update to guide the City's development, infrastructure investment, housing, public services and land use to help ensure coordinated and efficient growth.
- Strategically annex properties to accommodate future residential and commercial amenities and employment opportunities.
- Complete a housing needs assessment to identify gaps or needed housing options to help ensure all residents (future and current) can move to or remain in the City throughout their lives.

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Balanced Growth

- Enhance and individualize the redevelopment process to make it easier to reuse and redevelop vacant and underutilized properties.
- Proactively identify areas that are appropriate for various types of land uses to help ensure adequate services and infrastructure are in place.
- Develop and update design guidelines and regulations for industrial, commercial and all types of residential development to achieve high-quality and long-lasting attractiveness of corridors and neighborhoods.
- Update Building Codes and Property Maintenance Codes so that safety and property values are maintained.

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Balanced Growth

- Create an Economic Development Work Plan to attract, promote, support and retain businesses and strengthen relationships with the business community.
- Complete the Parks, Recreation and Open Space Master Plan Update to guide future park improvements across the City.

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Balanced Growth

Performance Measures:

- Adopt the Comprehensive Plan update by December 2026.
- Develop and approve the Intent to Annex Plan by City Council by December 2026.
- Develop annexation incentives to attract properties by December 2026.
- Complete the Housing Needs Assessment as part of Comprehensive plan by December 2026.
- Amend the Unified Development Code (UDC) to formalize new development regulations to make development more financially feasible for specific redevelopment types and areas by December 2027.

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Balanced Growth

- Adopt design guidelines and regulations by December 2027.
- Establish annual review process for City Development, Design and Construction, Building, Property Maintenance and Licensing Codes by December 2026.
- Adopt an annual Economic Development Work Plan by December 2026.
- Adopt the Parks, Recreation and Open Space Master Plan Update by December 2026.

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Community Identity

Enhance community engagement and identity by developing a comprehensive brand that reflects the unique culture and assets of Blue Springs.

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Community Identity

Objectives:

- Develop and implement a comprehensive brand identity that clearly articulates and celebrates the unique culture of Blue Springs and highlights the assets of the community to help ensure consistency across all City operations.
- Regularly update the Resident Guide for visitors and all residents by providing helpful information on community offerings, City services, and neighborhood connections.
- Provide residents meaningful volunteer opportunities that encourage civic pride.
- Update the City's website as an effective means to communicate with and inform the community about accomplishments, roles and responsibilities and progress toward strategic initiatives.

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Community Identity

Performance Measures:

- Develop and execute staff training of brand standards by March 2026.
- Develop style guide by December 2025.
- Complete a plan that incorporates sign inventory by December 2025.
- Update resident guide at least once per year.
- Provide two-to-four volunteer opportunities per year.
- Launch a new City website and new domain name by March 2026.
- Distribute monthly newsletter to highlight City news, events, projects and successes.

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Infrastructure

Build and maintain infrastructure to provide safe and reliable services.

30

Infrastructure

Objectives:

- Prepare a 20-year preventive street maintenance plan to establish a proactive approach to pavement repair, pothole prevention, and maintenance.
- Create a Street Capital Improvement Plan to prepare for future growth and funding opportunities.
- Prepare a water system study of the City's water system to address aging infrastructure and future capacity needs.
- Prepare a sewer system study to assess current conditions, evaluate system capacity, identify needs, and support regulatory compliance.
- Design and construct Sni-A-Bar Plan improvements to meet the Environmental Protection Agency (EPA) requirements.
- Partner with Missouri Department of Transportation (MoDoT) on traffic mitigation projects to reduce congestion on 7 Highway.

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Infrastructure

- Monitor and stay current with evolving technologies to effectively provide services.
- Encourage approaches to sustainability and green energy when updating City facilities and buildings.
- Development of Southwest Park to address service gaps in Southern Blue Springs.
- Prepare a stormwater maintenance plan to improve drainage capacity, reduce flood risk and enhance water quality.
- Develop a comprehensive plan to maintain buildings to help ensure long term functionality, safety and relevance.

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Infrastructure

Performance Measures:

- Complete Preventive Pavement Maintenance Program Plan for CIP 2025
- Complete Street Capital Improvement Plan in FY 2025-26
- Complete water system study in 2026
- Select a design firm for the sewer system study in 2025
- Complete design improvements for the sewer system in 2028
- Complete bond election for sewer system in 2026
- Hold quarterly meetings with MoDot
- Design and construct Sni-A-Bar Plan improvements by December 2030

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Infrastructure

Performance Measures:

- Create a technology equipment replacement plan by December 2026
- Design and issue bonds for Southwest Park by December 2026
- Complete Southwest Park by December 2028
- Prepare stormwater maintenance study by December 2026
- Complete Mechanical Parking Maintenance Plan by December 2026
- Complete Interior Finishes Replacement Plan by December 2028
- Conduct a Comprehensive Building Conditions Assessment every five years

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Community Safety and Wellbeing

Maintain a safe environment where people feel and are secure.

35

Community Safety and Wellbeing

Objectives:

- Use developing technologies, equipment, systems and facilities to address safety and reduce incidents of crime.
- Expand outreach programs to increase community engagement and help residents take proactive steps to protect themselves, their property, and their neighborhood.
- Create a plan for an Animal Control shelter to support the safety of people and animals.
- Increase police staffing levels and retention efforts to meet population growth and call load.
- Identify, coordinate, and create resources to provide easy access and support for vulnerable populations.

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Community Safety and Wellbeing

Performance Measures:

- Implement Drone as First Responder Technology (DFR) by December 2027.
- Report crime rates.
- Expand Flock Camera Program based on high accident and crime areas.
- Increase crime prevention initiatives.
- "Ghost car" program to increase visibility 2025.
- Increase Girls on Fire and Life Sports sessions by one per year.

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Community Safety and Wellbeing

- Complete monthly/bimonthly officer/community meetings/forums.
- Attend four recruitment fairs annually.
- Complete Officer mental health visits biannually.
- Hire two officers per 1,000 population by December 2030.
- Develop a long-term plan for Animal Control by June 2027
- Create an action plan to support vulnerable populations by September 2026.

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Organizational Health

Create an environment that encourages collaboration, teamwork, integrity and accountability to empower staff to deliver exceptional service for the Community.



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Organizational Health

Objectives:

- Leverage modern technology and system capabilities to improve operations.
- Invest in personnel, training, equipment, technology and professional education to enhance the delivery of public services and support professional growth.
- Create opportunities for cross-department collaboration to reduce silos and enhance communication.
- Strengthen continuity of operations by documenting key processes and implementing knowledge transfer practices.
- Prioritize a safe working environment by supporting a proactive Safety Committee that identifies risks, promotes safe work practices and helps to ensure all employees have the tools and training needed to help prevent injuries.
- Elevate a culture that celebrates wins, recognizes significant achievements, and promotes employee engagement and wellness.

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Organizational Health

Performance Measures:

- Number of existing processes improved annually.
- Increase use of the learning management system.
- Increase staff training hours.
- Number of dollars spent on professional education for staff.
- Number of conferences attended.
- Hold monthly Process Improvement Team meetings.
- Number of critical processes documented for all departments.
- Create an employee newsletter by October 2025.
- Hold monthly Safety Committee meetings.
- Host Wellness Fair annually.
- Number of staff engagement events.

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What's Next

- A dedicated implementation team comprised of City leadership, department directors, staff, and external partners will oversee the translation of strategic goals into action steps.
- This team will track progress, manage timelines, and adapt as needed to ensure that every initiative remains aligned with community priorities.
- The City will also host annual review sessions with the Mayor and City Council to assess the outcomes, identify emerging issues, and adjust the plan as necessary.

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What's Next

- Blue Springs residents can expect to see meaningful progress this year in areas such as infrastructure improvements, Downtown revitalization, economic development, public safety initiatives, and enhancements to quality of life.

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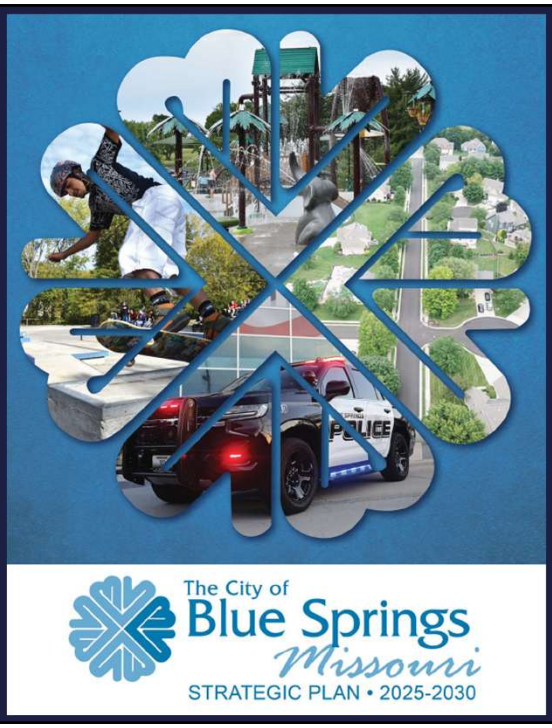
Strategic Plan Projects Underway

- **Downtown Revitalization** - Downtown Streetscape Enhancements Project, Central Park, Lumberyard Redevelopment
- **Infrastructure** - Parks, Recreation, and Open Space Master Plan
- **Infrastructure** - Preventive Pavement Maintenance Program
- **Infrastructure** - Street Capital Improvement Plan
- **Community Identity** - City Website Redesign, City Style Guide
- **Organizational Health** – LinkedIn Learning Launch, Creation of Employee Newsletter, Monthly Safety Committee Meetings

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The shared vision we've built together will serve not only as a guide but as a commitment: we will grow intentionally, act collaboratively, and strive to deliver results that make residents proud to call **Blue Springs home.**

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EXHIBIT A

REQUEST FOR PROPOSALS (RFP)

Purchase of City-Owned Property at 1500 NW North Ridge Drive

August 19, 2025 - RFP Issued
September 18, 2025 - Deadline for Proposals

CITY OF BLUE SPRINGS, MO
City Development Department
903 W. Main Street, Blue Springs, MO 64015 816-228-0124 |
www.BlueSpringsGov.com

ABOUT BLUE SPRINGS

Blue Springs was founded by pioneers in 1827 along the cooling spring waters of the Little Blue River. In the last two decades the city has grown to more than 60,000 residents, holding the distinction of being the 10th largest city in Missouri. It offers all the excitement of metropolitan-style shopping and nightlife, with world-class sporting events, international conventions, all within a 25-minute drive, but when the day is through, the people of Blue Springs agree there's no other place they would rather call home.

BLUE SPRINGS AMENITIES

Located on Interstate 70, less than a half hour from downtown Kansas City, there is an energized fast-growing place that knows the meaning of community. Blue Springs enjoys the benefits of:

- High-quality housing
- Central location
- Excellent health care
- Hiking Trails
- Nationally recognized schools'
- Outdoor recreation opportunities
- Parks

All of these are included in the many reasons families choose to live in Blue Springs. These amenities provide the foundation of a quality lifestyle for its residents.

PROJECT OVERVIEW

The Request for Proposals ("RFP") is being issued by the City of Blue Springs, Missouri ("City").

In compliance with the City's policy on the sale of City-owned property, staff have prepared a Request for Proposals (RFP) calling for submissions on the purchase and development of the property.

The RFP works to convey a vision for development that creates a vibrant, unique development and sense of place that offers a mix of uses, including high density residential commercial, retail, office and services.

GENERAL INFORMATION & CONDITIONS

1. The City of Blue Springs is accepting proposals from interested parties with the intention to purchase and develop city-owned property.
2. The property for consideration consists of one (1) parcel totaling nearly 2.89 acres in size located on the south side of nw north ridge drive and west of nw highway 7.
3. The City is seeking a qualified party with the interest, resources and experience to purchase and develop the parcel in a manner that would be a desirable addition to the area.
4. Preference will be given to proposals which outline a compatible development with existing adjacent development in the area.
5. The City reserves the right to accept or reject any and all proposals for the best interest of the City.

GENERAL SITE LOCATION





Project Area Background

The property consists of one (1) lot that is approximately 125,888 square feet in the North Ridge Subdivision. The property was originally purchased as a commuter lot. As of 2025 the total market value according to the Jackson County Assessor is $755,210 and an assessed value of $241,667. The subject property has been used as a commuter parking lot and contains approximately 240 parking spaces.



1/4 mile and 1/2 mile radius buffer

Description of Project and Requirements

I. Project Background and Goals

The City of Blue Springs, Missouri, located in eastern Jackson County along Interstate 70, is the 10th largest city in the state with the 2023 U.S. Census population of more than 60,000 residents; and continues to grow steadily. The City's highest areas of growth and redevelopment are concentrated around the I-70 and Adams Dairy Parkway Interchange, and the I-70 and US 7 Highway interchange.

The property at 1500 NW North Ridge offers an excellent opportunity for high-quality development that complements the City's vision for this rapidly growing corridor. Preference will be given to buyers who plan to develop the site in a way that stimulates the creation of a vibrant destination with a high-quality mix of land uses, including commercial, retail, office, services, sit-down restaurant(s), and the potential for upscale, Class A high-density residential that supports and enhances existing development along US 7 Highway corridor.

The site is located to the west of US 7 Highway and is currently a commuter parking lot providing approximately 240 parking spaces. To the east is Blue Springs Country Club which features a private 18-hole golf course and pro shop available to the public.

Notable tenants and amenities in the surrounding area include:

- Cosentinos Price Chopper Grocery Store
- Walmart Neighborhood Market
- Lunar Bowl
- Former Miller Movie Theatre

Zoning: The subject property is currently zoned General Business (GB), with an opportunity to rezone to higher density residential in the area. A Planned Development is encouraged to ensure the proposed development is compatible and fits the characteristics of the neighborhood.

II. Site Information:

The property for consideration consists of one (1) parcel located at 1500 NW North Ridge Drive located approximately 220' to the west of Northwest Highway 7 in Blue Springs, Missouri. Bids will only be accepted for those wishing to purchase the lot "as is" in its current condition.

The Jackson County Parcel Number and Size are as follows:

- Parcel Number: 36-420-04-14-00-0-00-000 (2.894 Acres)

Please see attached aerial map for more information regarding the location of the parcel.




VILLAGE





III. Proposal Content:

All proposals must include the following:

- Transmittal Letter: The transmittal letter should include:
  a. Name, title, and contact information of the individual(s) with the authority to bind the Developer.
  b. Signature of individual(s) representing the Developer.
  c. Address and legal form of the Developer
  d. A statement that if selected, the Developer will negotiate in good faith with the City.
  e. A statement that the Developer is not in arrears in the payment of any obligation due and owing to the State of Missouri, the City of Blue Springs, of Jackson County, including tax payments and employee benefits, and that it shall not become so during the term of the agreement, if selected.
  f. A statement that the proposal is valid for a minimum of 120 days from the submission deadline.
  g. A statement that Developer will conform and accept responsibility for compliance with all applicable federal, state, and local laws, ordinances and regulations.

- Statement of Qualifications: The City seeks a Developer with extensive experience and a track record of success and delivering the objectives outlined in Section 4. Developers should include in their submission a summary that demonstrates the Developer understands the requirements of this RFP and a description as to how the Developer proposes to integrate the requirements of this RFP into the project.

- Availability: A statement on the availability and commitment of the Developer and assigned professional who will undertake the project.

- Qualifications and Experience: Provide a summary of the Project Team's experience with projects similar to the proposed project. Descriptions of previous projects should include the following: total land and building area, scope, location, development value, duration of project from inception to completion; role of Project Team members during project execution, and client references, including authorization to contact references.

- Project Plan: Submit a conceptual description of the proposed project that includes the intended uses for the proposed development of the Project Area and size of uses. It is important the Developer describes how this project will meet the development goal outlined in Section I. An estimated timeline for project implementation and conceptual layout should be included. The City anticipates negotiating a development agreement with the preferred Developer that will require the Developer to submit additional materials and successfully complete the City's development application process.

- Sale Price: The proposal must include the nature of ownership being requested and the amount the Developer is willing to pay for the project site. While the City has not yet established a formal appraisal, one will be conducted and used as a reference point during the proposal review process. It is the City's intent to sell the property for an amount consistent with fair market value. Therefore, Developers should identify what they perceive to be the fair market value of the property and include that amount in their offer. A letter of support demonstrating proof of funds is required.

- Public-Private Partnership: The proposal should include a statement indicating whether the proposed development would be contingent upon any local or state government support or action other than review and approval of the development application. Any request for incentives must include a proforma to outline the financial assumptions and projections of the proposed development, which shall outline the funding gap to bridge with public incentives and estimated ROI with and without incentives. Preference will be given to proposals that do not rely solely on City financial incentives to make the development viable.

- Disclosure and Non-Collusion Certification: Proposal will disclose any personal or professional interest which could be a possible conflict of interest in contracting with the City. The proposal must include a properly completed and executed non-collusion certification.

IV. Evaluation Criteria:

Developers interested in being considered should submit seven (7) hard copies and one electronic copy of the proposal by 5:00 PM September 18th, 2025, to the following address:

Community Development Director
City of Blue Springs, Missouri
903 West Main Street
Blue Springs, Missouri 64015

Proposals will be evaluated on the following criteria:

- Purchase Price
- Developer Qualifications, experience, and creative vision.
- The capacity of the development proposal to create an upscale, vibrant mixed-use development with retail, commercial, services, Class-A sit-down restaurant and high-density residential.
- Quality of conceptual development plan and compatibility with development objectives.
- Developer financial capabilities and the ability to successfully execute a project from concept to completion and ongoing operation.
- The ability of the proposal to support and/or encourage further development in the area and along Highway 7 Corridor.

V. Timeline:

- RFP Issued: August 19, 2025
- RFP Due Date: September 18, 2025
- Proposal review by City Council: October/November 2025
- Notification to preferred Developer and development agreement negotiations: November/December 2025

VI. Conditions and Limitations

By submitting a proposal in response to this RFP, the respondent expresses its intent to comply with the established timeline. In addition, the respondent accepts the evaluation process and methodology, as well as acknowledges and accepts that the determination of "the most qualified and capable" Developer will require subjective judgements. The city reserves the right to request clarification information provided in proposals as a response to this RFP without changing the terms of this RFP. The City has the right, in its sole and absolute discretion, to reject any and all proposals received in response to this RFP and to cancel this RFP at any time, for any or no reason, prior to entering into any binding agreements. Responses to this RFP vest no legal or binding rights in the Developers nor does it or is it intended to impose any legally binding obligations upon the City, officials or employees of the City unless and until final legal binding agreements are negotiated and executed. This RFP does not commit to the City to pay for costs incurred in the negotiation or other work in preparation of, or related to, a final agreement between the selected Developer and the City.

Any commitment made by the City will be subject to the appropriation of funds by the City Council to carry out any such commitments and the execution of a contract acceptable to the City. The City will not be responsible for any costs incurred by the Developers or Project Team members related to any response to this RFP and will not reimburse any costs to the Developer or Project Team member.

Before submitting a bid, bidders should carefully examine the site and fully inform themselves of the existing conditions. To schedule a time, contact Mike Mallon (816) 228-0124 to make arrangements.

VII. Conditions and Limitations

- Exhibit "A" Non-Collusion Certification
- General Conditions
- Map of Project Area (Attachment)
- Blue Springs Comprehensive Plan
  www.bluespringsgov.com/DocumentCenter/View/11338

General Conditions Governing Responses and Subsequent Contracts

- SCOPE: The following terms and conditions, unless otherwise modified by the City of Blue Springs within this document, shall govern the submission of proposals and subsequent contracts. The City of Blue Springs reserves the right to reject any proposal that takes exception to these conditions.

- DEFINITIONS AS USED HEREIN:
  a. The term “request for proposal” means a solicitation of a formal, sealed proposal.
  b. The term “respondent” means the person, firm, bidder or corporation who submits a formal sealed proposal.
  c. The term “City” means City of Blue Springs, Missouri.
  d. The term “City Council” means the governing body of the City of Blue Springs, Missouri.
  e. The term “Contractor” means the respondent awarded a contract under this proposal.

- COMPLETING PROPOSAL: All information must be legible. Any and all corrections and/or erasures must be initialed. Each proposal must be signed in ink by an authorized representative of the respondent and required information must be provided. Contents of the proposal submitted by the successful respondent of this RFP will become part of any contract as a result of this solicitation.

- REQUEST FOR INFORMATION: Any requests for clarification of additional information deemed necessary by any respondent to present a proper proposal shall be submitted in writing to the City of Blue Springs, 903 W. Main Street, Blue Springs, Missouri 64015, referencing this RFP number, a minimum of five (5) calendar days prior to the proposal submission date. Any request received after the above-mentioned deadline will not be considered. All requests received prior to the above stated deadline will be responded to in writing by the city in the form of an addendum addressed to all prospective respondents.

- CONFIDENTIALITY OF PROPOSAL INFORMATION: Each proposal must be submitted in or under the cover of a sealed envelope to provide confidentiality of the information enclosed. The envelope should be sealed and clearly marked with RFP number and the name of the project. All proposals and supporting documents will remain confidential until a final contract has been executed. Information that discloses proprietary or financial information submitted in response to qualification statements will not become public information. This is in accordance with the Missouri Sunshine Law.

- SUBMISSION OF PROPOSAL: Proposals are to be sealed and submitted to the City of Blue Springs, 903 W. Main Street, Blue Springs, MO 64015, prior to the date and time indicated on the coversheet. At such times, all proposals received will be formally opened. The opening will consist of only the name and address recording of respondents.

General Conditions Governing Responses and Subsequent Contracts

- ADDENDA: All changes, additions and/or clarifications in connection with this proposal will be issued by the Community Development Department in the form of a WRITTEN ADDENDUM. SUBMIT EQUAL NUMBER OF SIGNED ADDENDUM WITH THE NUMBER OF PROPOSALS REQUIRED.
  Verbal responses and/or representations shall not be binding on the City.

- LATE PROPOSALS AND MODIFICATION OR WITHDRAWALS: Proposals received after the date and time indicated on the cover sheet shall not be considered. Proposals may be withdrawn or modified in writing prior to the proposal submission deadline. Proposals that are resubmitted or modified must be sealed and submitted to the Purchasing Office prior to the proposal submission deadline. Each respondent may submit only one (1) response to this proposal.

- BONDS: When a Bond is required, it shall be executed with the proper sureties, through a company licensed to operate in the State of Missouri, and hold a current Certificate of Authority as an acceptable surety under 31 CFR Part 223 (and be listed on the current U.S. Department of the Treasury Circular 570 and have at least A Best's rating and a FPR9 or better financial performance rating per the current A.M. Best Company ratings.)

- NEGOTIATION: The City reserves the right to negotiate any and all elements of this proposal.

- TERMINATION: Subject to the provisions below, any contract derived from this Request For Proposal may be terminated by either party upon thirty (30) days advance written notice to the other party; but if any work or service hereunder is in progress, but not completed as of the date of termination, then said contract maybe extended upon written approval of the City until said work or services are completed and accepted.

- TERMINATION FOR CAUSE: In the event that the contract is terminated or canceled upon request and for the convenience of the City, without the required thirty (30) days' advance notice, then the City shall negotiate reasonable termination costs, if applicable.

- TERMINATION FORCAUSE: Termination by the City for cause, default or negligence on the part of the contractor shall be excluded from the foregoing provision; termination costs, if any, shall not apply. The thirty (30) days advance notice requirement is waived in the event of Termination for Cause.

- TERMINATION DUE TO UNAVAILABILITY OF FUNDS IN SUCCEEDING FISCAL YEARS: When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year, the contract shall be canceled, and the contractor shall be reimbursed for the reasonable value of any non-recurring costs incurred but not amortized in the price of the supplies or services delivered under the contract.

General Conditions Governing Responses and Subsequent Contracts

- TAX EXEMPT: The City and its Agencies are exempt from State and local sales taxes. Sites of all transactions derived from this proposal shall be deemed to have been accomplished within the State of Missouri.

- SAFETY: All practices, materials, supplies, and equipment shall comply with the Federal Occupational Safety and Health Act, as well as any pertinent Federal, State and/or local safety or environmental codes.

- RIGHTS RESERVED: The City reserves the right to reject any or all proposals, to waive any minor informality or irregularity in any proposal, and to make an award to the response deemed to be most advantageous to the City.

- RESPONDENT PROHIBITED: Respondents are prohibited from assigning, transferring, conveying, subletting, or otherwise disposing of this proposal or any resultant agreement or its rights, title, or interest therein or its power to execute such agreement to any other person, company or corporation without the previous written approval of the City

- DISCLAIMER OF LIABILITY: The City, or any of its agencies, will not hold harmless or indemnify any respondent for any liability whatsoever.

- HOLD HARMLESS: The contractor shall agree to protect defend, indemnify, and hold the City Council, City of Blue Springs, MO, its officers, commissions, employees and agents free and harmless from and against any and all losses, penalties, damages, settlements, costs, charges, professional fees or other expenses or liabilities of every kind and character resulting from the error, omission or negligent act of the contractor, its agents, employees or representatives, in the performance of the contractor's duties under any agreement resulting from award of this proposal.

- LAW GOVERNING: All contractual agreements shall be subject to, governed by, and construed according to the laws of the State of Missouri.

- ANTI-DISCRIMINATION CLAUSE: No respondent on this request shall in anyway, directly or indirectly discriminate against any person because of age, race, color, handicap, sex, national origin, or religious creed.

- DOMESTIC PRODUCTS: The City of Blue Springs follows Section 34.353,RSMo that requires each contract for the purchase or lease of manufactured goods or commodities by the City, and each contract made by the City for construction, alteration, repair, or maintenance of any public works shall contain a provision that any manufactured goods or commodities used or supplied in the performance of that contract or any subcontract thereto shall be manufactured or produced in the United States.

General Conditions Governing Responses and Subsequent Contracts

- CONFLICTS: No salaried officer or employee of the City, and no member of the City Council shall have a financial interest, direct or indirect, in this contract. A violation of this provision renders the contract void. Federal conflict of interest regulations and applicable provisions of Sections 105.450 – 105.496 shall not be violated. Contractor covenants that presently have no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services to be performed under this contract. The Contractor further covenants that in the performance of this contract no person having such interest shall be employed.

- DEBARMENT: By submission of its response, the Contractor certifies that neither it nor its principal(s) is/are presently debarred or suspended by any Federal Department or agency, including listing in the U.S. General Services Administration's List of Parties Excluded from Federal Procurement or Non-Procurement programs; or if the amount of this response is equal to in excess of $100,000, that neither it nor its principals nor its subcontractors receiving sub-awards equal to or in excess of $100,000 is presently disbarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by any Federal Department, agency or provision of law. If the Contractor is unable to certify any of the statements in this certification, the Contractor must attach an explanation to its response.

VIII. Submission Requirements

Submittal Requirements Summary

- Transmittal Letter
- Statement of Qualifications
- Availability
- Qualifications & Experience
- Project Plan
- Sale Price
- Public-Private Partnership
- Disclosure & Non-Collusion Certification

IX. Evaluation Criteria

- Purchase Price
- Developer Qualifications, experience, and creative vision.
- The capacity of the development proposal to create an upscale, vibrant mixed-use development with retail, commercial, services, sit-down restaurant, and class-A high-density residential.
- Quality of conceptual development plan and compatibility with development objectives.
- Developer financial capabilities and the ability to successfully execute a project from concept to completion and ongoing operation.
- The ability of the proposal to support and/or encourage further development in the area and along Highway 7 Corridor.

X. Timeline

- RFP Issued: August 19, 2025
- RFP Due Date: September 18, 2025
- Proposal review by City Council: October/November 2025
- Notification to preferred Developer and Development Agreement negotiations: November/December 2025

XI. Submittal & Contact

Submit proposals via email or digital portal to:

Mike Mallon
Senior Director of City Development
City of Blue Springs
Email: Mmallon@bluespringsgov.com
Phone: (816) 228-0124

XII. Terms & Conditions

- The City reserves the right to accept or reject any or all proposals.
- All materials submitted may become public records.
- The City is not responsible for the costs incurred during proposal development.
- Firms must comply with applicable federal, state, and local laws and regulations.

XIII. Site & Local Utilities

