

February 2, 2021

Mayor Lucas and Members of the City Council  
City Hall, 29th Floor  
414 E. 12th Street  
Kansas City, MO 64106

Re: Ordinance No. 201080 to Continue the Barney Allis Redevelopment Project

Dear Mayor Lucas and Members of the City Council:

I represent Copaken Brooks, and I urge you to pass Ordinance No. 201080 to continue the Barney Allis Plaza and Parking Redevelopment project. As you may be aware, the Plaza is an underutilized asset and the garage is already partly closed due to end-of-life failure. While costly, temporary garage repairs have occurred over the past several months, it is clear that the best path forward is to find a long-term solution for the garage and reimagine the Plaza to be a better asset for the City.

The time is **now** to move forward with demolition and reconstruction for a myriad of reasons.

- **Purpose of Ordinance No. 201080**
  - \$1,300,000 goes a long way and includes development of total project costs, guaranteed maximum price (GMP) contract, design, schedule and identifying funding source(s); this does not include the \$65-\$75 million for project construction-related costs.
  - KC will be “shovel ready” for anticipated federal stimulus funds specifically dedicated for infrastructure projects.
- **Preserving regional economy.** Hospitality and tourism represents \$5.6 billion to our regional economy, generates 25.2 million visitors and employs over 48,000 people annually. Disinvestment in Barney Allis will result in damage to the local hotel and convention economy, if only 1 percent equates to \$56 million annually.
- **Timing is everything – take advantage of COVID.** It’s a unique opportunity to reconstruct during a period of low demand and minimize disruptions as the hotel and convention industry recovers from the pandemic.
- **Resiliency during recovery.** Let's put people back to work and jump start KC recovery. The City will create over 200 jobs and stimulate the local economy, while also preparing for potential federal funding opportunities for shovel-ready projects.

- **Park amenities = catalyst to stimulate economy.** The project is 40 percent Plaza and 60 percent Garage. Surrounding businesses and industry cannot live without the Garage. KC can use the Plaza as a community amenity to stimulate sales and visitors to the hotel and convention district.
- **Financing.** City Finance Department will develop solutions from multiple funding sources. Reinvestment will avoid \$650,000 to \$1 million spent in annual maintenance.
- **Kansas City pride in the spotlight.** Barney Allis Plaza is in the heart of downtown and we must support organizations that are working tirelessly to bring visitors and business to KC. Let's prepare for the spotlight when KC is on a national and international stage for upcoming **confirmed** events, such as the National League of Cities (2022), NFL Draft (2023), and three NCAA Championship events (2022/23 through 2025/26).

I recognize that the City Council will be wrestling with difficult budget decisions in the upcoming months, particularly due to the events of 2020. However, now more than ever, I encourage the City to prioritize the Barney Allis Redevelopment project, even during these challenging times, to prepare for brighter days ahead.

Sincerely,

COPAKEN BROOKS, LLC



Jon Copaken  
Principal