



MISSOURI STATE PENITENTIARY REDEVELOPMENT 12.09.2019



MISSOURI STATE
PENITENTIARY
COMMUNITY
PARTNERS





December 9, 2019

Redevelopment: Missouri State Penitentiary (MSP)

Dear Jefferson City Council and Missouri State Penitentiary Community Partners:

Thank you for your consideration of our proposal as part of your process to identify the correct developer to partner with for the redevelopment of the Missouri State Penitentiary. We appreciate the countless hours of work that you have given to this process. Your work will improve our community for many decades to come.

Our family is proud to have lived in Jefferson City for 6 generations. We are also proud citizens of the state of Missouri, where we have started and operated businesses across our great state since the 1950's. We are a privately held company that has been headquartered in Jefferson City since our first day of operation. Our people are our strongest asset, we employ over 1,000 people in Missouri, 400 members of our team are in the Jefferson City area.

Over the past 15 years, we have developed or redeveloped more than 2,000,000 square feet of commercial real estate and affordable multi-family apartments nationwide at a cost of over \$150,000,000. This includes developing buildings for tenants, including but not limited to, Kohls, Menards, Sam's Club, Dicks Sporting Goods, Dunham's Sports, Walgreen's, Ross Dress For Less, Hobby Lobby, Planet Fitness, Panera Bread, Red Robin, Discount Tire, Starbuck's, PetSmart, Buffalo Wild Wings, GameStop, Aspen Dental, Federal Express, Shoe Department, Deseret Book, Freddy's, Firehouse Subs, Papa Johns, Pizza Hut. In addition to these completed projects we are currently building a Courtyard Marriott hotel, over 400,000 square feet of industrial distribution space and multiple new national, regional and local restaurants.

We are proud of the teams we have been on and the work those teams have done to improve the communities we live in and do business in. We believe that hard work paired with open, honest and collaborative communication gives a team the best chance for success. If selected our team will apply this formula to complete the project.

Our development team includes historic consultants, architects, civil engineers, structural engineers, construction managers, financial analysts and legal experts. These disciplines will be needed to finalize the MSP redevelopment plan and will continue to be vital when construction begins. Building the correct team is necessary to form and execute the most optimal plan, it is also paramount when facing the unpredictable and/or unforeseen challenges that arise during every development. Without the correct team challenges can be debilitating, with collaboration by the optimal team challenges are opportunities!

Thank you again for the opportunity, we wish you all the best through this exciting process and beyond!

Rob Kingsbury
Farmer Companies
Jefferson City, Missouri

TABLE OF CONTENTS

OUR TEAM

OPTION A

VETERANS MEMORIAL ATHLETIC COMPLEX

Overview

Site Plan

3D views

JEFFERSON CITY CONVENTION CENTER (25,000SF)

Overview

Site Plan

3D views

SOURCES & USES

CONSTRUCTION TIMELINE

OPTION B

VETERANS MEMORIAL PARK

Overview

Site Plan

3D views

JEFFERSON CITY CONVENTION CENTER (50,000SF)

Overview

Site Plan

3D views

SOURCES & USES

CONSTRUCTION TIMELINE



DEVELOPER

Since our first project in 1973 F&F Development, a wholly owned subsidiary of Farmer Companies, has completed over 4 million square feet of office, industrial, multi-family and retail projects. We provide value through capital contribution, development services, construction management and asset management. Our greatest resource is our people who pursue every opportunity with the goal of excellence.



Applicable projects for this proposal include:

St. Mary's Redevelopment, Jefferson City

Courtyard Marriott Hotel, 37,000 SF of office space, 7 restaurants

Capital Mall, Jefferson City

+/- 450,000 SF retail development, less than 70% occupied when we purchased, today occupancy is 95%

Stoneridge Village, Jefferson City

Converted former limestone quarry into a mixed-use development that includes Sam's Club, Menard's, Kohl's, Dick's Sporting Goods, PetSmart, 5 Below, Buffalo Wild Wings, GameStop

CONVENTION CENTER OPERATOR

Premier Management's expertise in the operational management of hospitality buildings enables their clients to drive long-term growth and profitability through their vertically integrated management model. A custom, client and patron focused, plan drives revenue while also helping solve common challenges like food and beverage management, sales maximization, accounting, budgeting, bank relations, human resources and marketing. Premier believes that success through all disciplines of a hospitality property is the only way to maximize a patron's experience while also maximizing financial performance for their clients. Premier has worked with all major hotel brands including, but not limited to, Marriott, Hilton, Hyatt and IHG.

**PREMIER
MANAGEMENT**



CIVIL ENGINEER

Central Missouri Professional Services, Inc. (CMPS), a Jefferson City headquartered business, was founded in 1969 and employs forty people to meet their clients' engineering design and drafting services, surveying, geospatial services, and material testing needs. Over the past 50 years CMPS has assisted clients in Jefferson City to complete a majority of the development projects that have taken place.

ARCHITECT

Founded in 1958, CASCO (now CASCO + R|5) has a rich history of Architecture and Engineering services. Their defining strength then and now is a commitment to quality and service provided by exceptional talent and dedicated account and project managers. CASCO + R|5's core competencies provide nationwide leadership in design and engineering.



Today over 100 strong, CASCO + R|5's team offers a high level of vertical integration as they grow into new markets. The 2015 launch of their creative design team R|5 provides a holistic approach to design solutions in hospitality, restaurant, and specialty retail surroundings. Their award-winning work and collaboration is sought by some of the country's top chefs and luxury retailers.



ENVIRONMENTAL ENGINEER

ATON's foundation is helping clients navigate through all environmental situations. They are a multi-disciplined group of scientists, engineers, and project managers with deep roots in the industries and communities they serve. Clients' highly variable and complex needs demand an ever-increasing understanding of both natural and built environments and how they intersect with technology and society. This is why ATON's mission is to "Create value at the intersection of business and the environment".



FINANTIAL CONSULTANT

Stifel is a full-service investment firm with a distinguished history of providing securities brokerage, investment banking, trading, investment advisory and related services to individual investors, institutions, corporations and municipalities. Established in 1890 and headquartered in St. Louis, Missouri, Stifel is one of the nation's leading financial firms (NYSE: SF).



LEGAL

Polsinelli is an Am Law 100 firm with 900 attorneys in 21 offices nationwide. Recognized by legal research firm BTI Consulting as one of the top firms for excellent client service and client relationships. The firm's attorneys provide value through practical legal counsel infused with business insight, and focus on real estate, health care, financial services, intellectual property, middle-market corporate, labor and employment and business litigation.

They strive to align their services to their clients' business goals and in doing so has allowed them to attract experienced attorneys across the country seeking a platform best suited to their clients' priorities. With their firm's concentration of presence in lower-overhead markets, they can offer more comprehensive services than local or regional firms and more competitive overall cost than national firms concentrated in higher cost markets.

CONSTRUCTION MANAGEMENT



Horizon Company, a Construction Management Firm, works to identify the best general contractor for an individual project. This entails project planning, coordination and focus on execution to make sure the general contractor and all sub contractors operate in a safe, secure and quality manner so that a construction project can be completed ON TIME and ON BUDGET.

When Horizon is involved it allows a client to work with a SINGLE POINT OF CONTACT who takes responsibility for programming, design concepts, space planning, costing, contracting and completion.



**OPTION A /
VETERANS MEMORIAL ATHLETIC COMPLEX**

NAMED IN HONOR OF MILITARY VETERANS FROM THE STATE OF MISSOURI

5-10 artificial turf athletic fields (soccer & flag)

All athletic fields will be lit

Number of artificial turf fields will depend on size of field and availability of state-owned ground at the corner of East Capitol Avenue and Lafayette Street

5-7 fields on Chestnut Street (depending on size of fields selected by the Missouri State Penitentiary Community Partners)

3 fields at the corner of East Capitol Avenue and Lafayette Street

HISTORIC REMINDER

Small portion of prison walls to remain, majority of walls to be removed to maximize views

Prison towers to remain and be restored on the four corners of the property

Gas chamber relocated inside MSP tour area

VEHICULAR ACCESS

Chestnut Street and Lafayette Street

PARKING

Chestnut Street Parking Lot: 133 Spaces

Lafayette Street Parking Lot: 50 Spaces

Street Parking

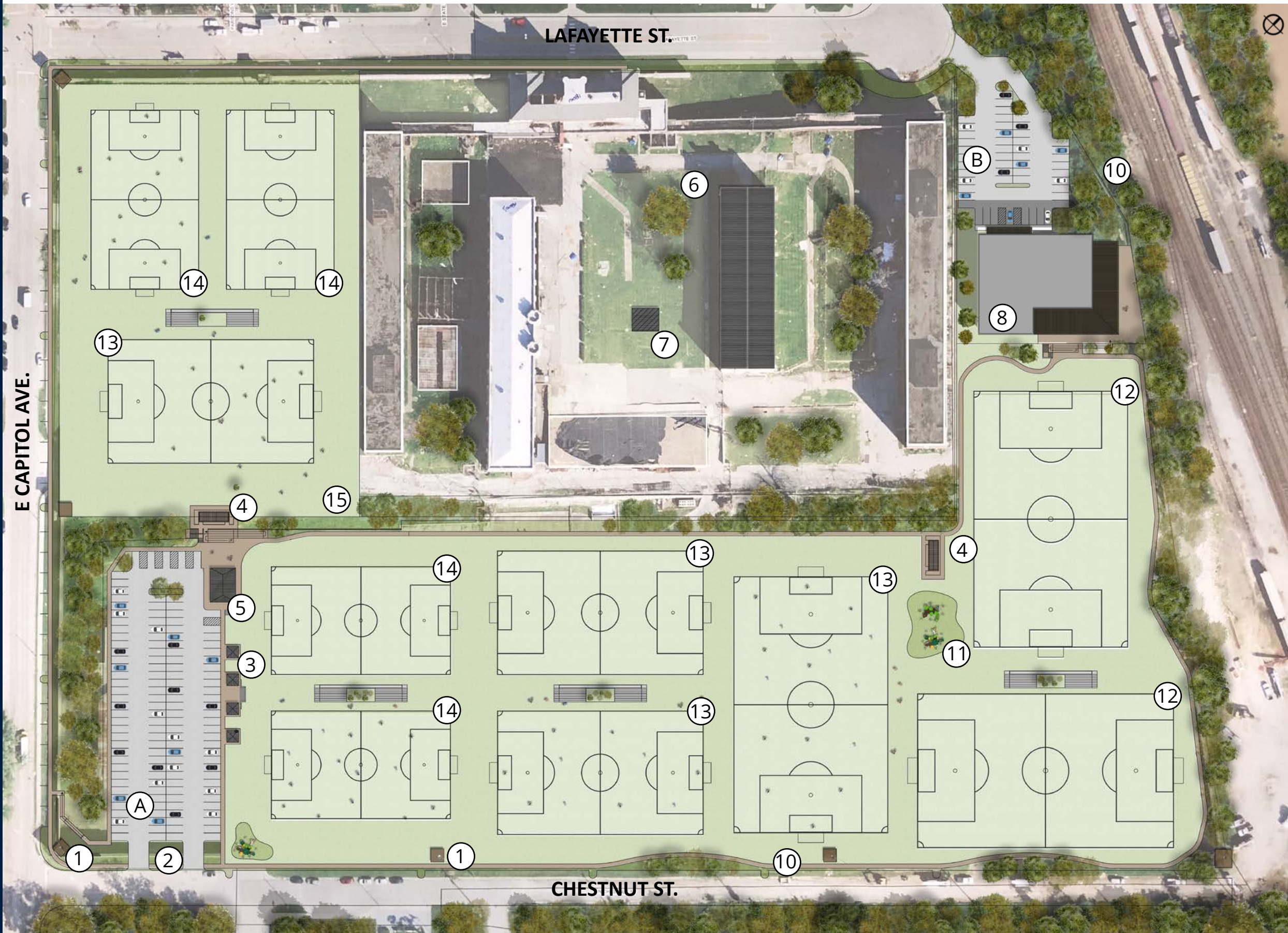
OTHER IMPROVEMENTS

Shoe factory will be removed

Snack bar, picnic pavilion, walking trails with benches, playgrounds and restrooms

Restaurant (build to suit) with river views accessible off Lafayette Street within close proximity to MSP tours, Federal Courthouse and Veterans Memorial Athletic Complex

SITE PLAN



LEGEND

1. GUARD TOWER
2. ENTRANCE SIGN
3. PICNIC PAVILLION
4. RESTROOMS
5. SNACK BAR
6. HISTORICAL SITE- STATE OF MISSOURI
7. RELOCATED GAS CHAMBER
8. RESTAURANT
9. RETAINING WALL
10. WALKING TRAIL
11. PLAYGROUND
12. LARGE FIELD
13. MEDIUM FIELD
14. SMALL FIELDS
15. FUTURE DEVELOPMENT - OWNED BY THE STATE

PARKING

- A. 133 SPACES
 B. 50 SPACES













**OPTION A /
JEFFERSON CITY CONVENTION CENTER (25,000 SF)**

PROXIMITY MAP



JEFFERSON CITY CONVENTION CENTER OPTION A OVERVIEW

SIZE: 25,000 SQUARE FEET

Versatile building to accommodate national, regional, state and local conferences, conventions, exhibits, expo events and ballroom activities

Inclusive of a prep kitchen, large vehicle access, large exhibit access and moveable demising walls to accommodate smaller meetings

Building Exterior: Brick and masonry

Building interior: Class A commercial finishes

SURROUNDINGS:

Close proximity to the Capitol and downtown Jefferson City

Directly adjacent to the latest Courtyard Marriott proto type with unique design features to memorialize the former St. Mary's hospital.
(Scheduled completion 8/2020)

Many dining options and overflow hotel rooms close to the site:

On Site: Starbuck's (completed), Burger King (under construction), Courtyard Marriott Bistro (under construction), in discussions national, regional and local restaurant operators to complete the restaurant portion of the development prior to the end of 2021

Walking Distance: Big Whiskeys, Theo's Midtown and the Capital Plaza hotel

Close proximity to the Doubletree hotel and Baymont hotel

LOCATION:

Highly visible at the front door of the Jefferson City Community

+/- 90,000 cars/day pass the property

PARKING:

+/- 400 structured parking (garages)

+/- 200 surface parking

SITE PLAN



LEGEND

1. JEFFERSON CITY CONVENTION CENTER
2. COURTYARD BY MARRIOTT
3. FUTURE RESTAURANT
4. STARBUCKS
5. BURGER KING
6. OFFICE BUILDING

PARKING

- A. GARAGE 100 SPACES
- B. GARAGE 300 SPACES









SOURCES AND USES

SOURCE	
Lodging Tax Funds	\$ 12,901,790.19
Developer Equity and Developer Tools (TIF/CID)	\$ 3,763,362.12
TOTAL SOURCES	\$ 16,665,152.31
USE	
VETERANS MEMORIAL ATHLETIC COMPLEX	
Artificial turf fields	\$ 3,052,021
Demolition of prison wall and structures	\$ 1,180,384
Site work	\$ 1,670,494
Retainin Walls	\$ 2,135,678
Site Utilities	\$ 189,970
Site Lighting	\$ 552,727
Concession structure with bathrooms	\$ 405,638
Parking lots/sidewalks	\$ 433,382
Fencing	\$ 101,688
Convention Center (25,000 SF)	
25,000 SF Convention Center	\$ 4,408,250
Cost of Land	\$ 1,032,372
Subtotal	\$ 15,162,604
Contingency (5%)	\$ 758,130
Subtotal + Contingency (5%)	\$ 15,920,734
Subtotal + Contingency (5%) - Cost of Land	\$ 14,888,362
Developer Fee (5%) = Subtotal + Contingency (5%) - Cost of Land	\$ 744,418
TOTAL USES	\$ 16,665,152



VETERANS MEMORIAL ATHLETIC COMPLEX

- Development Area: 19 acres
 - City Controlled Area: 15.5 acres
 - Athletic Fields: 5-7
 - State Controlled Area: 3.5 acres
 - Athletic Fields: 2-3

Green Space: 17.5 acres

Athletic fields, amenities and misc. green space

Parking Area: 1.5 acres

Parking: 183 Spaces

JEFFERSON CITY CONVENTION CENTER

Development Area: 0.79 acres

Building Area: 25,000 SF

Parking Required by City Code: 125 spaces

Parking Provided According to City Code: 125 spaces

- +/- 600 Spaces available at Highland

Village (former St. Mary's Hospital property)



**OPTION B /
VETERANS MEMORIAL PARK**

NAMED IN HONOR OF MILITARY VETERANS FROM THE STATE OF MISSOURI

HISTORIC REMINDER

Fully lit park

Small portion of prison walls to remain, majority of walls to be removed to maximize views

Prison towers to remain and be restored on the corners of the property

Gas chamber relocated inside MSP tour area

VEHICULAR ACCESS

Chestnut Street and Lafayette Street

PARKING

Chestnut Street Parking Lot: 66 Spaces

Lafayette Street Parking Lot: 50 Spaces

Street Parking

OTHER IMPROVEMENTS

Shoe factory will be removed

Picnic pavilion and restrooms

Restaurant (build to suit) with river views accessible off Lafayette Street within close proximity to MSP tours, Federal Courthouse and Veterans Memorial Park

Walking trail with benches around the entire property

Two playgrounds

Exercise stations

SITE PLAN



LEGEND

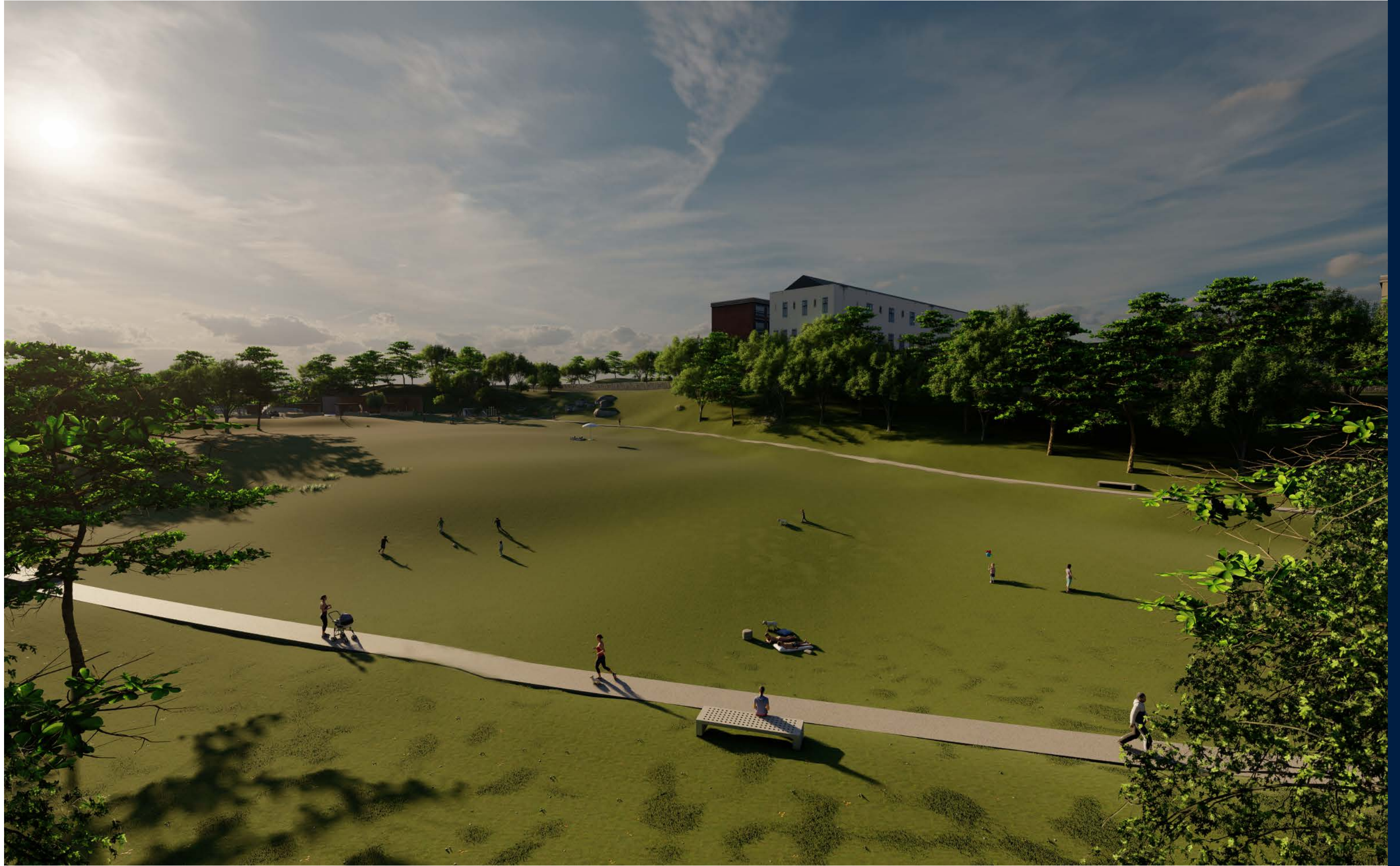
1. GUARD TOWER
2. ENTRANCE SIGN
3. PICNIC PAVILLION
4. RESTROOMS
5. PAVILLION
6. HISTORICAL SITE- STATE OF MISSOURI
7. RELOCATED GAS CHAMBER
8. RESTAURANT
9. RETAINING WALL
10. WALKING TRAIL WITH BENCHES
11. PLAYGROUND
12. EXERCISE STATIONS
13. FUTURE DEVELOPMENT - OWNED BY THE STATE

PARKING

- A. 66 SPACES
 B. 50 SPACES













**OPTION B /
JEFFERSON CITY CONVENTION CENTER (50,000SF)**

PROXIMITY MAP



TOTAL SQUARE FOOTAGE: 50,000 SQUARE FEET

First Floor: 25,000 square feet

Versatile expo hall designed to accommodate national, regional and local expo events

Large vehicle access

Large exhibit access

Second Floor: 25,000 square feet

Versatile convention center with meeting space to accommodate conventions business meetings and ballroom activities

Prep Kitchen

Moveable demising walls to accommodate smaller meetings

SITE PLAN



LEGEND

1. JEFFERSON CITY CONVENTION CENTER
2. COURTYARD BY MARRIOTT
3. FUTURE RESTAURANT
4. STARBUCKS
5. BURGER KING
6. OFFICE BUILDING

PARKING

- A. GARAGE 100 SPACES
- B. GARAGE 300 SPACES









INTERIOR COMMON AREA (1ST FLOOR)



INTERIOR OF CONVENTION CENTER (2ND FLOOR)



INTERIOR OF EXPO CENTER (1ST FLOOR)



SOURCES AND USES

SOURCE	
Lodging Tax Funds	\$ 12,901,790.19
Developer Equity and Developer Tools (TIF/CID)	\$ 1,272,736
TOTAL SOURCES	\$ 14,174,527
USE	
VETERANS MEMORIAL PARK	
Demolition of prison wall and structures	\$ 1,180,384
Site work/Landscaping	\$ 750,000
Site Utilities	\$ 105,366
Site Lighting	\$ 255,678
Pavilion structure with bathrooms	\$ 329,851
Parking lots/sidewalks	\$ 433,382
JEFFERSON CITY CONVENTION CENTER (50,000 SF)	
50,000 SF Convention Center	\$ 8,816,500
Cost of Land	\$ 1,032,372
Subtotal	\$ 12,903,533
Contingency (5%)	\$ 645,177
Subtotal + Contingency (5%)	\$ 13,548,710
Subtotal + Contingency (5%) - Cost of Land	\$ 12,516,338
Developer Fee (5%) = Subtotal + Contingency (5%) - Cost of Land	\$ 625,816.88
TOTAL USES	\$ 14,174,526.53

CONSTRUCTION TIMELINE / DEVELOPMENT AREA SUMMARY



VETERANS MEMORIAL PARK

Development Area: 19 acres

City Controlled Area: 15.5 acres

State Controlled Area: 3.5 acres

Green Space: 18 acres

Park, walking trails, pavilion, play area, exercise stations

Parking Area: 1 acre

Parking: 116 Spaces

JEFFERSON CITY CONVENTION CENTER

Development Area: 0.79 acres

Building Area: 50,000 SF

Parking Required By City Code: 250 spaces

Parking Provided According to City Code: 250 spaces
+/- 600 Spaces available at Highland Village
(former St. Mary's Hospital property)

JOB CREATION

OPTION A: 32-40 full time jobs, +/- 100 part time jobs
OPTION B: 45-55 full time jobs, +/- 150 part time jobs

TAX REVENUE ESTIMATES

OPTION A

Veterans Memorial Athletic Complex: \$3 million of sales revenue eligible for taxation
Jefferson City Convention Center: \$4 million of sales revenue eligible for taxation
Veteran Memorial Athletic Complex and Jefferson City Convention Center: combined project cost of \$16,527,629 eligible for property taxation

OPTION B

Jefferson City Convention Center: \$8 million of sales revenue eligible for taxation
Veterans Memorial Park and Jefferson City Convention Center: combined project cost of \$14,174,526.53 eligible for property taxation

FUTURE DEVELOPER

Developer has interest in future development of the remaining site if and when future development opportunities are available

COMPLETION

F&F Development will own and operate Veterans Memorial Athletic Complex upon completion of the project
F&F Development will own and operate Convention Center
Operator: Premier Management Inc.
Operator of neighboring Courtyard Marriott
Own/Operates 26 hotels in 7 states
Developer will fund operating expenses through operations (taxes, insurance, common area maintenance, building maintenance and repair, utilities)

LODGING TAX

Lodging tax will be bonded and used for the development of Veterans Memorial Athletic Complex and Jefferson City Convention Center
Estimate of available funds after bonding = \$12,901,790.19

DEVELOPER TOOLS:

Developer tools such as TIF and CID will be pursued at MSP site to help fill the funding gap between project cost and lodging tax funds

THANK YOU!

Thank you again for your consideration of our plan that provides two functionally and financially viable options to (1) Redevelop the Missouri State Penitentiary and (2) Deliver Jefferson City the convention center that our community has been pursuing for decades.

It is important to us that our plan preserve and benefit the existing MSP tours that attract large numbers of people to Jefferson City each year. Our proposal will result in the beautification of the MSP property and will increase foot traffic to the entire area. This beautification and increased foot traffic will kick off a wave of new development across the surrounding neighborhood.

When completed the Veterans Memorial Athletic Complex or Veterans Memorial Park and the Jefferson City Convention Center proposed in this book will be best in class. They will be a regional destination for people and businesses that will allow Jefferson City to attract new people and earn new dollars that currently travel to St. Louis, Kansas City, Springfield, Columbia and Lake of the Ozarks to meet athletic and convention center needs.

We wish you the best during the remainder of this process, we hope to have the opportunity to work together.

