



Post Office Box 419248
Kansas City, Missouri 64141-6248
816-234-2000
commercebank.com

December 2, 2021

Brett Roler
VP Planning & Development
Downtown Memphis Commission
114 N. Main Street, Memphis, TN 38103

Dear Mr. Roler:

I understand that two of our most respected Kansas City-based real estate development firms have teamed up to provide a proposal for the redevelopment of your historic 100 North Main Tower in Downtown Memphis. In that regard, I would like to express our strong support for Block Real Estate Services, LLC and Sunflower Development Group, LLC. Both firms are long-time customers of Commerce Bank and are reputable firms with long track records of quality development in our community.

Their redevelopment proposal intends to provide uses that include retail, commercial, hotel, residential, event space and restaurant. As I'm sure you learned from your initial interviews, the joint venture of Block and Sunflower provide extensive experience with each use. Further, the combination of historic rehabilitation and new construction that are involved in this project makes for a perfect fit when combining the expertise of Block and Sunflower team members.

In our community, both firms are known for their engagement with elected officials, governmental staff, civic organizations and community stakeholders. We have regular contact with principals at both firms and their projects have a solid history of local, minority and women-owned businesses utilization. I am very comfortable saying both firms have a commitment to diversity and inclusion in their development projects.

I would invite you to reach out to me for any further information as you proceed through the selection process.

Sincerely,

Stephen B. Anderson
Executive Vice President
(816) 234-2629
Stephen.Anderson@CommerceBank.com



Officers

*Richard Wetzel, DTC Chair
Centric*

*Michael J. Klamm, Vice Chair
CBRE*

*Dr. Kimberly Beatty, 2nd Vice
Chair, MCC*

*Gib Kerr, 3rd Vice Chair
Cushman Wakefield*

*Charles Miller, Secretary
Lewis Rice*

*Christopher Briggs, Treasurer
PricewaterhouseCoopers*

November 30, 2021

Brett Roler
VP Planning & Development
Downtown Memphis Commission
114 N. Main Street, Memphis, TN 38103

Dear Mr. Roler:

The Downtown Council of Kansas City, Missouri (DTC) is the primary advocate organization for Downtown. We would like to express our organizations strong support for Block Real Estate Services, LLC, Sunflower Development Group, LLC, and HOK Architects.

Downtown Kansas City is undergoing a renaissance. No other time in history has our Downtown experienced such significant redevelopment. With impressive new neighborhood amenities – from the HOK designed Power & Light District and the Creative Crossroads Arts District to the City Market and our riverfront – \$9.5 billion in investment has positioned Downtown as a thriving neighborhood for those choosing the urban lifestyle.

Three of our most respected Kansas City-based real estate design and development firms have teamed up to provide you with a proposal for the redevelopment of your historic 100 North Main Tower in Downtown Memphis. Individually they are reputable firms with long track records of quality development in our community. Together they create a joint venture capable of some very exciting results. They have successfully completed similar projects in scope and scale here in Kansas City, Missouri, and have repeatedly demonstrated the skill sets required for developing major projects. They represent the highest standard in production and are committed to national best practices. HOK has designed many of Downtown's signature projects including: H&R Block, JE Dunn and KC Southern Railways corporate headquarters. Their projects include additional signature projects like The Power and Light District, Sprint now T-Mobile Arena and a very contemporary project to yours, the redesigned Lightwell.

Their redevelopment proposal intends to provide uses that include retail, commercial, hotel, residential, event space and restaurant. As I'm sure you learned from your initial interviews, the joint venture of Block, Sunflower and HOK provides extensive experience with each use. Further, the combination of historic rehabilitation and new construction that are involved in this project makes for a perfect fit when combining the expertise of Block, Sunflower and HOK team members.

In our community, these firms are known for their positive engagement with elected officials, governmental staff, civic organizations and community stakeholders. They have been long standing supporters of our efforts to revitalize Downtown Kansas City and have served in leadership roles assisting us in advancing civic goals that have made our community resilient, sustainable, and affordable to all our citizens. We have regular contact with principals at both firms. Their projects have a solid history of local, minority and women-owned businesses utilization, and I am very comfortable saying these firms have a commitment to diversity and inclusion in their development projects.

I would invite you to reach out to our office for any further information as you proceed through the selection process. Please be assured of our support for the development team and please let me know how we can be of further assistance.

Sincerely,



Richard Wetzel
Partner, Centric
Chair, Downtown Council



William Dietrich
President & CEO
Downtown Council

Downtown Council of Kansas City

1000 Walnut Street, Suite 200, Kansas City Missouri 64106

Phone: 816.421.1539 Website: www.downtownkc.org



City of Independence

Office of the Mayor, Eileen Weir

November 29, 2021

Brett Roler
VP Planning & Development
Downtown Memphis Commission
114 N. Main Street
Memphis, TN 38103

Dear Mr. Roler:

I understand that two of our most respected Kansas City-based real estate development firms have teamed up to provide a proposal for the redevelopment of your historic 100 North Main Tower in Downtown Memphis. At 579,000 gross square feet and a project budget that will likely exceed \$150 million, this is clearly a project for which few development firms across the country would even consider trying to undertake, much less have the ability to complete. In that regard, I would like to express my strong support for both Block Real Estate Services, LLC and Sunflower Development Group, LLC. Individually they are reputable firms with long track records of quality development in our community. Together they create a joint venture capable of some very exciting results.

Their redevelopment proposal intends to provide uses that include retail, commercial, hotel, residential, event space and restaurant. As I'm sure you learned from your initial interviews, the joint venture of Block and Sunflower provide extensive experience with each use. Further, the combination of historic rehabilitation and new construction that are involved in this project makes for a perfect fit when combining the expertise of Block and Sunflower team members.

In our community, both firms are known for their engagement with elected officials, governmental staff, civic organizations and community stakeholders. The City of Independence and the Independence EDC have regular contact with principals at both firms. Their projects have a solid history of local, minority and women-owned businesses utilization, and I am very comfortable saying both firms have a commitment to diversity and inclusion in their development projects.

Please be assured of my support for the development team and do not hesitate to reach out to me directly if I can be of further assistance.

Sincerely,

A handwritten signature in black ink that reads "Eileen N. Weir". The signature is written in a cursive, flowing style.

Eileen N. Weir



QUINTON D. LUCAS
Mayor

November 30, 2021

Brett Roler
VP Planning & Development
Downtown Memphis Commission
114 N Main Street
Memphis, TN 38103

Re: Supporting Kansas City Firms' Involvement in 100 North Main Tower Project

Dear Mr. Roler:

I understand that two well-respected Kansas City-based real estate development firms have teamed up to provide a proposal for the redevelopment of your historic 100 North Main Tower in Downtown Memphis. At 579,000 gross square feet and a project budget that will likely exceed \$150 million, I write to express my support for partnering with both Block Real Estate Services, LLC and Sunflower Development Group, LLC. Individually, these are reputable firms with long track records of quality development in our community; together, they create a joint venture capable of innovative results.

Their redevelopment proposal intends to provide uses that include retail, commercial, hotel, residential, event and restaurant space. Further, the combination of historic rehabilitation and new construction that are involved in this project make for a natural fit when combining the expertise of Block and Sunflower team members.

In our community, both firms are known for their engagement with elected officials, governmental staff, civic organizations and community stakeholders. Myself and my office have regular contact with principals at both firms. Their projects have a history of local, minority and women-owned business utilization, and maintain a commitment to diversity and inclusion in their development projects.

I thank you for the consideration and am happy to answer any questions you may have as you proceed through the selection process.

Sincerely,

Quinton D. Lucas



December 1, 2021

Brett Roler
VP Planning & Development
Downtown Memphis Commission
114 N. Main Street, Memphis, TN 38103

RE: Block Real Estate Services, LLC ["BRES"]

Dear Mr. Roler:

I understand that one of our most respected Kansas City-based real estate development firms is competing to provide a proposal for the redevelopment of your historic 100 North Main Tower in Downtown Memphis. At 579,000 gross square feet and a project budget that will likely exceed \$150 million, this is clearly a project for which few development firms across the country would even consider undertaking, much less be able to complete. In that regard, I would like to express my strong support for your consideration of Block Real Estate Services, LLC.

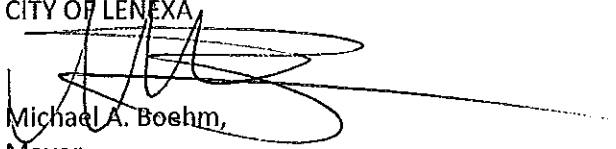
The redevelopment proposal to provide a vertical, mixed-use plan including retail, commercial office, hotel, residential, event space and restaurant draws on the proven strength that BRES has exhibited in several Greater Kansas City area projects, including a 40+ year history of office/commercial/multi-family residential development in Lenexa. While the city of Lenexa has no direct development experience with Sunflower Development, I am personally familiar with the ownership group and am aware of their experience in redevelopment of historic properties in Kansas City and believe the proposed partnership will bring a strong team to your city.

As noted, BRES has maintained a strong relationship with our elected officials, city staff, civic organizations, and community stakeholders over a 40-year period; directly with me the past 19-years as mayor and the past 31 years of my various appointed and elected positions in Lenexa.

I welcome a conversation with you and offer you the opportunity to visit with the Lenexa City Manager and Community Development Director, as may helpful.

Sincerely,

CITY OF LENEXA


Michael A. Boehm,
Mayor

913-477-7567



ABOVE AND BEYOND. BY DESIGN.

City Hall
8500 Santa Fe Drive
Overland Park, Kansas 66212
www.opkansas.org

Office of the Mayor

November 29, 2021

Brett Roler
VP Planning & Development
Downtown Memphis Commission
114 N. Main Street, Memphis, TN 38103

Dear Mr. Roler:

I understand that two of our most respected Kansas City-based real estate development firms have teamed up to provide a proposal for the redevelopment of your historic 100 North Main Tower in Downtown Memphis. At 579,000 gross square feet and a project budget that will likely exceed \$150 million, this is clearly is a unique project. I would like to express my support and recommendation for both Block Real Estate Services, LLC and Sunflower Development Group, LLC. Individually they are reputable firms with long track records of quality development in our community. Together they create a joint venture capable of some very exciting outcomes.

Their redevelopment proposal intends to provide uses that include retail, commercial, hotel, residential, event space and restaurant. The joint venture of Block Real Estate Services and Sunflower Development Group provide extensive experience with all of these uses. Further, the combination of historic rehabilitation and new construction that are involved in this project makes the expertise of Block Real Estate Services and Sunflower Development Group a great team to achieve your vision. In our community, both firms are known for their engagement with elected officials, municipal staff, civic organizations, and community stakeholders. Block Real Estate Services has completed several key development projects for us over the past ten years and our partnerships has always been professional and collaborative in nature.

I would invite you to reach out to the City Manager, Bill Ebel, for any further information as you proceed through the selection process. I wish you all the best in your future project and let me know how I can be of further assistance.

Sincerely,

A handwritten signature in black ink that reads "Carl Gerlach". The signature is written in a cursive, flowing style.

Carl Gerlach
Mayor

CC:

Bill Ebel, City Manager

Kristy Stallings, Deputy City Manager

Beth Johnson, VP for Economic Development, OP Chamber



December 1, 2021

Brett Roler
VP Planning & Development
Downtown Memphis Commission
114 N. Main Street, Memphis, TN 38103

RE: Block Real Estate Services, LLC ["BRES"]

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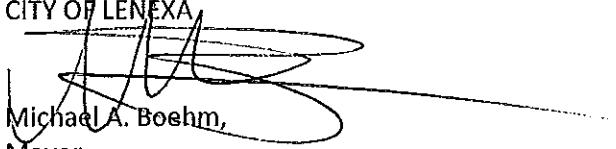
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I welcome a conversation with you and offer you the opportunity to visit with the Lenexa City Manager and Community Development Director, as may helpful.

Sincerely,

CITY OF LENEXA


Michael A. Boehm,
Mayor

913-477-7567