



KANSAS CITY REAL ESTATE, UNCATEGORIZED

JERRY COLLINS ON MAKING THE JUMP INTO KC'S MULTIFAMILY MARKET

FEBRUARY 20, 2015 | AUTUMN MORNINGSKY

Jerry Collins, president and principal of **Flaherty & Collins**, has learned a thing or two since entering the real estate business in 1978. Since then, he and a partner co-founded Flaherty & Collins, an Indianapolis-based development company that's making its first foray into the Kansas City metro with two exciting projects.



Jerry Collins is president and principal at Indianapolis-based Flaherty & Collins.

The **City of Gladstone** gets credit for luring Flaherty & Collins to the Northland with a high profile project called The Heights at Linden Square, a **222-unit luxury apartment project** with 10,000 square feet of retail nestled in the heart of the city's brand new downtown.



The Heights at Linden Square is a 222-unit luxury apartment project in downtown Gladstone, Mo.

"We really liked Kansas City once we got there, so we started looking around for more opportunities," Collins said. "We cold-called the **Downtown Council** and said we've got this deal in Gladstone, but are you aware of anything else? They put us in touch with the **Port Authority** who had this great site on the Missouri River with views of the river in one direction and the skyline in the other."

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By April, the firm will launch **that riverfront project** in Columbus Park: a massive 398-unit luxury apartment with 12,000 square feet of retail dubbed "Union." It's loaded with amenities, including a pool with sundeck, sky boxes with skyline views, a gaming lounge, fitness club, indoor/outdoor yoga studio, a pet walk, pet wash and a bicycle bar.



The courtyard area of Flaherty & Collins' Gladstone, Mo. project, The Heights at Linden Square.

Urban infill development is Flaherty & Collins' niche these days, but it hasn't always been.

"We used to do cornfield development, where you'd go find a good piece of ground in Olathe or another hot Kansas City suburb and build 300 units with surface parking, maybe 10 buildings, and a clubhouse. That's not our niche anymore," Collins said. "Now we want to be as close to downtown as we can get. We want people to ride their bike or walk to work – or in the case of Kansas City, take the streetcar."



"Union" is Flaherty & Collins' newest riverfront multifamily development in Columbus Park.

And while they're not "retail guys," Collins said retail components to multifamily developments are in hot demand, so he's come up with creative ways to work around the demand for it, including leasing it back to the city. The allure of a grocery store like Whole Foods on the first floor of an apartment building is game changing.

"Retail is generally what gets the city excited," he said. "They like the look, the feel, the critical mass in getting a lot of people in a small area."



The project team hopes to break ground on the Port Authority project in April.

Today, Collins says the key to a successful multifamily development is the standard of service to

residents.

"Rents aren't cheap, so we have to provide great service to our residents," Collins said. "When we unveil details of the Port Authority deal, you'll see we really take a hospitality approach. When you walk into the leasing center, it feels like you're walking into a really nice hotel that's very high-tech."

Interested in hearing more from Jerry? Make plans to attend our 2015 Multifamily Summit, where he'll serve on a panel with the sector's biggest local players. Find more details [here](#).

NorthPoint's Chad Meyer takes icy dip for Special Olympics



Chad Meyer with son Brooks, 3; Jack, 6; and Andrew, 8. Meyer took home the Polar Plunge trophy this year for raising the most money of any participating this year: \$87,455.

NorthPoint Development President and Chief Operating Officer **Chad Meyer** doesn't have a lot of free time throughout the year. So for the past six years every January, he spends a full 24

hours taking an icy dip into freezing cold water every hour in support of **Special Olympics Missouri**. It's called the Polar Plunge, and this year, with support from family, friends and colleagues, Meyer raised a whopping \$87,455.

Meyer began getting involved with Special Olympics Missouri 15 years ago as a volunteer swim coach. In the past 6 years, Meyer also started helping with fundraising, "mostly to help an honorable organization, and to help me clear St. Peter at the pearly gates," he says.



Meyer and son Andrew, 8, participate in this year's Polar Plunge, a fundraiser for Special Olympics Missouri where participants plunge into icy water every hour for 24 hours.

But the Special Olympics soon held a closer place to Meyer's heart when his third son Brooks was born with Down syndrome.

"The Special Olympics has (now) taken on a much greater meaning to my wife and I," Meyer said.



Chad Meyer with wife Lori and sons Jack, Brooks, and Andrew.

So what's it like to take an icy dip 24 consecutive times for a full 24 hours?

"No brain – no pain," he says. "Actually it's a great social event, but 24 plunges in 24 hours hurts and gets pretty dismal by 2am. The people that call themselves your friends and family head home to their warm beds by about 10 p.m. – so the 'dark hours' really make you question your sanity. But at the end of the day, it's a great event that support an even greater cause."

Meyer said he's been fortunate to have the support of his friends, family, and work associates "that have their priorities and hearts in the right place." Next year, he's sure he'll break the \$100,000 mark.

Online fundraising for Special Olympics Missouri is still ongoing. Make a donation by clicking [here](#).

VanTrust's Meadowbrook redevelopment team plans

extensive public outreach



Rich Muller, vice president of development at VanTrust Real Estate, explains the team's first draft of a redevelopment plan for Meadowbrook Golf & Country Club.

VanTrust Real Estate has come forward with the first version of its plan to redevelop **Meadowbrook Golf & Country Club** in Prairie Village. But the team knows there's a lot at stake in revamping a massive chunk of greenspace in the heart of the city, so it's taking a unique approach to its community outreach efforts.

On March 10 and 11 at the Meadowbrook clubhouse, VanTrust will invite concerned area residents to an open house set up with stations staffed with experts on a range of topics, from architecture, finance, parks, sewer and more to address any questions or concerns to experts on the subject.



Muller says VanTrust came up with a redevelopment plan that Dave Harrison stressed the importance of “doing what’s right by the land.” That’s why the team is turning 94 acres of the 136-acre site into public park land.

Rich Muller, vice president of development for VanTrust, says the version put forth is by no means final, and that experts will not only address concerns but listen for project feedback.

But in the meantime, the project looks like this: the 136-acre site will be comprised of 94 acres of public park area with an extensive three-mile trail system and enhanced water features. Two patches of 21-acre private development sites would flank the park lakes on either side and will feature a range of residential products of varying densities: single-family, town homes, patio homes, apartments – even a new-to-market senior living component, as well as Prairie Village’s first hotel, a small 35-room Inn in the center of the park.



VanTrust's redevelopment plan features the range of housing options at varying densities, as well as Prairie Village's first hotel: a small 25-room inn. Follow updates [here](#).

"We don't mean to give the impression that things are done, final that the cake is cooked. What's important to us here at Van Trust is transparency, public process, and community outreach," Muller said. "Those are all things that are critically important and we insist on those. We're big fans of having as many eyes on a project as we can get. There are a lot of smart people in the world and I've never seen a meta project that was successful that was created in a vacuum, so that's not something we're going to be doing."

See Muller's full presentation [here](#) and keep up to date on the redevelopment [here](#).

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