



Lenexa Public Market

Tenant Initiative

REQUEST FOR INTEREST AND INFORMATION (RFI)

Objective

This request is meant to solicit interest in becoming a tenant in the Lenexa Public Market, and to collect information specific to business concept, mission, objectives and operation.

We are seeking a diverse range of **local** food and non-food tenants for the market, and are especially interested in unique, inventive and/or interactive concepts within the following general categories:

Food

Craft beer or a local tap room

Wine and/or spirits

Bakery

Creamery

Deli or lunch counter

Ethnic cuisine

Dessert bar – ice cream, sodas, and/or sweet pastries

A farm-to-table concept

A pantry with a small selection of fresh and prepared foods

Non-Food

Ceramics

Candles

Textiles and soft goods

Letterpress printer and/or paper goods

Flower stand

This is not an exclusive list. If you want to be a part of the market and have a business concept that doesn't fit neatly into one of these categories, we want to hear about it.

Vision

Born out of a community-driven planning process known as Vision 2020, Lenexa City Center will serve as the community's new downtown combining a mix of shopping, restaurants, entertainment, office, residential, hotels and public gathering areas; including a new recreation center and city hall.

This civic campus will become a central gathering point for the citizens of Lenexa and provide opportunities for the greater community to engage in education, recreation, and civic life. The 200,000 ft.² facility – **opening in mid-2017** – includes a new city hall, recreation center, community auditorium, parking structure and public market.

As a fully indoor, year-round marketplace, the Public Market will be:

- A dynamic and interactive environment where the community can gather, connect, learn and celebrate.
- A destination for fresh foods and locally sourced products offered by a diverse range of makers, artisans and food purveyors.
- A creative and collaborative space where entrepreneurs can build, develop and expand their business.

Location

Lenexa City Center is a robust 3.5 million ft.² mixed-use development under construction at 87th Street Parkway and Renner Boulevard that will ultimately feature a mix of housing, shops, offices and entertainment venues on more than 200 acres.

The Public Market, currently under construction, is located on the ground floor of a 70,000 ft.² mixed-use building also housing Lenexa's City Hall and a university tenant, at 87th Street Parkway and Penrose Lane. A rendering of City Center development, both planned and in-progress, is attached as addendum A. Highlights include a new Johnson County library branch, a Shawnee Mission School District aquatic facility, and hotels, along with additional residential, retail, and office space.

The City of Lenexa provides all of the necessary ingredients that business owners and entrepreneurs seek for success, including a critical mass of people, an ideal location, and consumer demand and buying power. The City of Lenexa has:

- A population of over 50,000 and growing
- An additional 50,000 people travelling in and out of Lenexa every day for work
- A population of approximately 90,000 within a 10-minute drive of City Center
- A median age of 37.3
- A median household income of \$75,652 and an average of \$89,235
- An outstanding transportation system and easy access to major highways

Demographics specific to the area surrounding the Public Market is included below for your reference. Additional information is available upon request.

	Distance from City Center		
	1 Mile	3 Mile	5 Mile
Population	9,056	46,296	159,361
Median Age	32.6	39	36.8
Households	3,888	18,839	64,673
Average HH Size	2.33	2.44	2.44
Median HH Income	\$75,463	\$78,123	\$69,213
Median HH Disposable Income	\$60,059	\$62,769	\$55,816

The Lenexa Public Market Opportunity

A full-time market manager and 2 part-time concierges/porters will be responsible for assisting Market tenants and vendors in developing and coordinating programs to drive traffic to the market, as well as overseeing the day-to-day operation of the market. They will communicate with tenants and be on-hand to support them in a variety of ways, for example: social media promotion, marketing, event planning and execution.

The Public Market facility and amenities include:

- Furnished common area and outdoor seating.
- Free parking on the street or in a 500-stall garage.
- 15-minute on-street parking.
- Public restrooms maintained by the City.
- A loading dock and stock/storage space.
- An events space with test/demo kitchen with seating for up to 50 people.
- The opportunity to cater city and market events.
- Access to a 40-person conference room.
- An outdoor public plaza area with stage.
- A companion outdoor seasonal farmers’ market opening in 2018.

Layout and Leasing Options

A rendering of the Public Market floor plan and mezzanine level, including the demonstration kitchen, is attached to this request as addendum B. At this point, the space can easily accommodate a number of alternate layouts, and the city is willing to consider a variety of options/proposals based on space availability, as well as, tenant need and desire.

There will be three different categories of space in the Public Market – small (<250 ft.²), medium (<500 ft.²), and large (>500 ft.²). Depending on the final layout the City and prospective tenant agree upon,

tenants will pay rent for their dedicated square footage plus a pro rata share of the common area (bathrooms, seating, etc.).

To cover anticipated operating expenses of the Market, the starting point for an all-inclusive lease rate is set at \$35.00/ft.², however, leases may be structured in one of the following ways:

- 1.) All-Inclusive Lease – Tenant makes one payment that covers the base rent for their leased space and a pro-rata share of the common area expenses.
- 2.) Percentage Lease – Tenant’s monthly payment is based on a percentage of their gross sales.
- 3.) Hybrid Lease – Tenant’s monthly lease payment includes a lower lease rate per square foot plus a percentage of sales.

For all but the three spaces equipped to handle commercial kitchens, there are no other charges above and beyond the lease rate. The larger spaces will incur an additional utility cost due to the power draw of commercial kitchen hoods and equipment. Also, since most space is dedicated to common area, this significantly reduces the amount of area a tenant would need to furnish and maintain as they would in a traditional retail setting. Additionally, tenants will have access to the amenities listed and described above.

An additional factor to consider is the finishing costs of leased space by each tenant. The city will not pay to furnish space, but may amortize the cost of tenant improvements into the lease. Either way, tenants will be responsible for finishing out their leasable space.

Request

Submissions should include:

- A brief description of your business, including its history, current ownership and roles within ownership structure, mission, current operation and existing locations;
- A general section containing a letter of interest with a description of your vision and business concept for the Public Market location;
- A summary of any special physical space requirements, including storage, seating, and equipment that might be necessary or are preferred, as well as reflections on the sample layout, lease terms and pricing; and
- A list of complementary/companion businesses, whether existing or in concept. Please include contact names and information, as well as a brief description of the business.

Tours of the market are being offered to potential tenants. If you are interested in touring the space before you submit a response, please contact Carmen Chopp (information below).

Submissions should be sent to:

Carmen Chopp
Public Market Manager
City of Lenexa
12350 W. 87th Street Parkway
Lenexa, KS 66215

Alternatively, all information can be emailed directly to: cchopp@lenexa.com. If you have any questions, please contact Carmen at 913.477.7516 (office) or 913.563.9595 (cell).

Process

This Request for Interest and Information (RFI) is an invitation by the City of Lenexa, Kansas, for vendors to submit information, which may be subject to subsequent discussions and negotiations. It is not a request for a competitive bid. One or more proposals may be accepted. Indication of interest does not create any right or expectation of a contract with the city.

This RFI represents the initial step in the selection of tenants to locate at the Lenexa Public Market within the City Center development. Each respondent to the RFI agrees that the preparation of all materials for the submittal and all presentations are at the proposer's sole cost and expense, and the city shall not, under any circumstances, be responsible for any costs or expenses incurred by a respondent. In addition, each respondent agrees that all documentation and materials submitted with a proposal shall remain the property of the city.

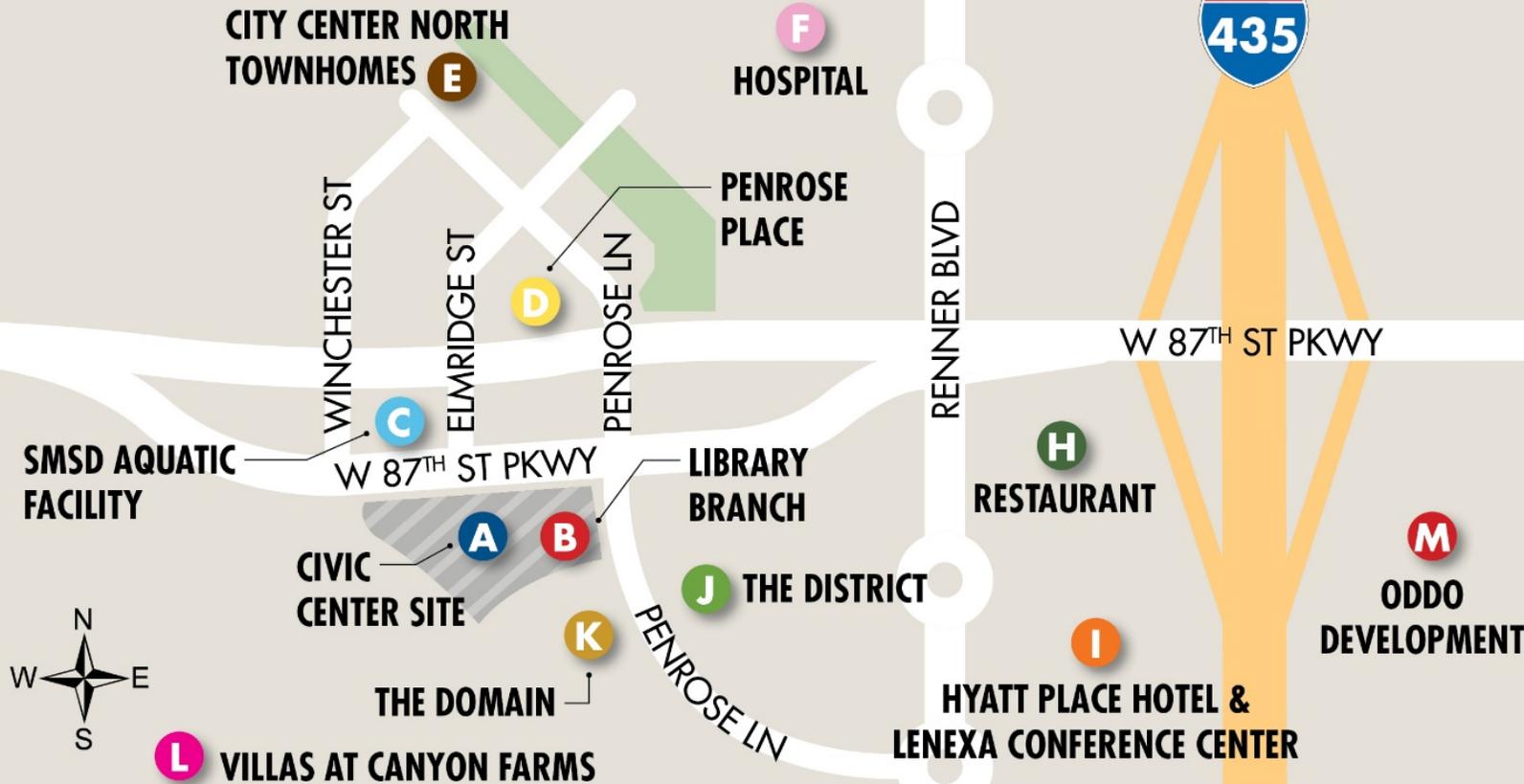
Submittal of a response indicates acceptance by the respondent of these terms and conditions.

Timeline

Schedule	
Activity	Date
RFI Issued	September 12, 2016
Public Market Tours	Ongoing
Responses Due	Ongoing through December 16, 2016
First Submission Review	October 14, 2016
Second Submission Review	November 18, 2016
Third Submission Review	December 16, 2016
Final Submission Review	January 13, 2017
Respondent Interviews Begin	October 17, 2016 and ongoing
Selection Made and Vendor(s) Notified	November 1, 2016 and ongoing



LENEXA CITY CENTER



• Lenexa City Center is a 3.5 million-square-foot mixed-use development that is becoming the city's new gathering space, as conceived in Vision 2020 and 2030. City Center will include a mix of housing, shops, offices and entertainment venues on more than 200 acres on all four corners of 87th Street Parkway and Renner Boulevard. Here's a look at City Center development news from 2015:

- **A** – Lenexa Civic Center Project campus
- **B** – Future Johnson County Lackman Library
- **C** – Shawnee Mission School District aquatic facility
- **D** – Penrose Place including Springhill Suites by Marriott Hotel and 5,200 s.f. retail space
- **E** – City Center North townhomes (61 units)
- **F** – Physician owned hospital and residential units project
- **G** – EdgeWater Apartments (276 units)
- **H** – New sit-down restaurant
- **I** – Hyatt Place Hotel and Lenexa Conference Center
- **J** – The District mixed-used development with residential, office & retail space
- **K** – The Domain at City Center (200 units)
- **L** – The Villas at Canyon Farms
- **M** – Oddo Development

Department Legend

- City Offices - Circulation
- City Offices - Mech
- City Offices - Restrooms
- City Offices - Vertical Circ
- Civic Components - Building Support
- Civic Components - Public Market Retail
- Civic Components - Vertical Circ

