Town Square Center Project
CITY OF TOWN & COUNTRY
Gary Hoelzer, City Administrator
City of Town & Country
1011 Municipal Center Drive
Town & Country, MO 63131

October 12, 2016

Dear Gary,

We are prepared to purchase approximately 1.5 acres on a fee simple basis from the City for $450,000 less the City’s contribution of $200,000 towards the restaurant (120 stalls) and Town Square (20 stalls) that we will be providing as part of the restaurant development. Thus, a net payment to the City of $250,000.

As part of this transaction, the City will have the benefit of the following:

- Shared parking at Mason Woods Village Shopping Center for Town Center events.
- 20 parking stalls designated for Town Square.
- Certainty that there will not be a parking problem associated with the vibrant new restaurants.
- A maintenance / storage facility for the City’s use beneath the new Elevated Deck adjacent to Starbucks.
- Improvements at Mason Woods Village Shopping Center including the Elevated Deck.
- Expanded drive for access and delivery for Straub’s trucks

Our goal is to allow the City’s Task Force the opportunity to make timely and informed decisions from a wide variety of attractive alternatives. Using the expertise represented among our team members, Opus is able to quickly generate and evaluate a variety of alternatives for review during the design process. The Opus team and the City Task Force will have a working session to start the process for decisions on project’s goals and objectives. The project scope will be analyzed on a line by line basis in an open book format so that money is spent in the wisest possible way.

The price for the City’s portion of the Town Square project is $3,730,000. This includes the public restroom allowance of $150,000 which will be incorporated into the restaurant building, the allowance for the water feature of $150,000, and the allowance for the pavilion of $100,000.

Potential areas for project savings are:

- Simplify the Compass Rose area
- Reduce the quantity/size of the retaining walls

Areas to consider enhancements to the project are:

- Upgrades to the plaza paving
- Upgrades to the finishes of the retaining walls

The proposed pedestrian connection under Clayton Road is not included above. The engineer’s estimate for this connection is $400,000. Further due diligence is required for a full understanding of the cost and scope for the tunnel. For instance, it has been recently identified that Missouri American Water has a water main on the north side of Clayton Road that may affect or be in conflict with this pedestrian connection. Similarly, other utilities need to be located to confirm their positioning in relationship to the tunnel.

Please consider the terms of this proposal as non-binding until a mutually acceptable binding agreement is fully executed.

Lastly, we continue to be thrilled about the opportunity to create this amazing real estate with you and the City team. Please feel free to contact us with any questions or comments on our proposal. Otherwise, we will look forward to our collaborative presentation as scheduled on November 2, 2017 at 7:00pm

Sincerely,

Joseph P. Downs
Opus Development Company, L.L.C