CITY OF JOPLIN
COUNCIL AGENDA ITEM

ITEM
Council Bill 2026-610 authorizing and approving an Agreement between the City of Joplin, and Place Foundry PLLC to provide for the evaluation, planning and implementation services for the commercial and residential development and re-development of applicable land and facilities on and surrounding Missouri Southern State University, the Northpark Mall, and generally the Newman Road, Duquesne Road, and North Range Line commercial area.

MEETING DATE
June 1, 2026

ORIGINATING DEPARTMENT
City Manager Office

ATTACHMENTS
Council Bill No. 2026-610; RFP, RFP Response. Evaluation Scoring; Consulting Agreement

REVIEWED BY
Director of Planning Development and Neighborhood Services – Troy Bolander; Director of Finance - Leslie Haase; City Attorney - Peter Edwards; Assistant City Manager - Tony Robyn; City Manager - Nicholas Edwards

SUMMARY
This Council Bill authorizes the City Manager or his designee to enter into a consultant contract with Place Foundry PLLC. in the not to exceed amount of Two Hundred Seventeen Thousand Five Hundred Dollars ($217,500.00) to provide evaluation, planning and implementation services for the commercial and residential development and re-development of applicable land and facilities on and surrounding the Missouri Southern State University, the Northpark Mall, and generally the Newman Road, Duquesne Road, and North Range Line commercial area.

BACKGROUND
The City of Joplin in collaboration with the Joplin Area Chamber of Commerce and Missouri Southern State University seek to identify opportunities to develop or redevelop areas as described for the general improvement and growth of recreational, business, and residential opportunities for students, citizens, and the overall Joplin community. On February 20, 2026, the City of Joplin issued a Request for Proposals (RFP) for consultants to provide professional planning and implementation services for the City of Joplin Economic Development Program. Six proposals were received and assessed by a team of seven members. Three interviews were held and Place Foundry was selected as the lowest and best overall comprehensive analysis and response.

ITEM DESCRIPTION	ANTICIPATED COST	FUNDING SOURCE	ESTIMATED TIMELINE
Planning Assessment	$139,500	General Fund (CM Office Budget)	June 2027
Implementation	$78,000	General Fund (CM Office Budget)	June 2028
Grand Total	$217,500		

FUNDING SOURCE

The 2026 fiscal year budget includes $150,000.00 in the General Fund Budget of the City Manager's Office. This Council Bill also includes a budget amendment in the amount of $67,500.00 to include the implementation portion of this contract.

RECOMMENDATION

City Staff recommends adoption of this council bill at First Reading.

twr

REQUEST FOR PROPOSAL NO. 2026-RFP-13

Economic Development Services

RFP Due Date: 10:00 A.M., February 20, 2026

Location: City of Joplin
2nd Floor
602 South Main Street
Joplin, MO 64801

Staff: Tony Robyn, Assistant City Manager
Email: trobyn@joplinmo.org

Phone: 417-624-0820 Ext. 1203

Sealed proposals will be received by the City Manager's Office at the specified location until the time and date cited above. Only proposals received by the correct time and date will be recorded. Proposals must be submitted in an envelope with the Request for Proposal number and the Vendor's name and address clearly indicated on the envelope. All proposals must be completed in ink or typewritten and submitted by the time and date above. Consultants are strongly encouraged to carefully read the entire Request for Proposal.

NOTICE TO BIDDERS

The City of Joplin, Missouri will accept sealed bid proposals until February 20, 2026, at 10:00am. as set forth in the bid packet to PROCURE the following service:

Economic Development Services

The RFP is available from Tony Robyn, Assistant City Manager, by calling 417-624-0820 ext. 1203 or by emailing trobyn@joplinmo.org. Any bids received after the specified deadline will not be considered.

The City reserves the right to evaluate all bids, to reject any or all bids and re-bid at a later date. The City may waive any irregularities in the bid or negotiate variances from specifications and make awards that are in the best interests of the City. The City will have final decision in all matters regarding acceptance of bids and issuance of awards.

The City encourages minority and female-owned businesses to submit bids on all City purchases.

Leslie Haase, CPA, CMA
Finance Director

Publication Date: January 23, 2026

CITY OF JOPLIN, MISSOURI

Economic Development Services

Purpose

The City of Joplin and Missouri Southern State University (MSSU) desire commercial and residential development and re-development of applicable land and facilities on and surrounding the University and around the Northpark Mall. The area has considerable underutilized property offering great opportunity for new investment.

Objectives

- Identify and master plan properties suitable for development and redevelopment
- Market properties to attract private sector investment compatible with master plans
- Serve as an ombudsman to help facilitate necessary plan, permit, and incentive approvals
- Identify public/private partnerships and incentive tools to help foster continued growth at MSSU
- Obtain private development agreements
- Act as a lead for "turnkey" development by directing the design, planning, permitting process on behalf of private developers

1. Scope of Work

The selected consultant will be expected to:

I. **Data Collection and Analysis**
   a. Review current zoning and comprehensive plan
   b. Review policies and statutes for the use of incentives
   c. Review City development policies and procedures
   d. Assess local market conditions to identify commercial and residential development opportunities

II. **Master Planning**
   a. In consultation with the City, University, and Chamber of Commerce, organize and prepare a master plan incorporating targeted areas of development
      i. Project Initiation
         1. Kick off meeting with stakeholders
         2. Define goals, objectives, guiding principles
         3. Establish project schedule and communication protocols
      ii. Data Collection & Analysis
         1. Inventory of existing conditions (land use, infrastructure, transportation, utilities, parks, etc.)
         2. Provide GIS and spatial analysis
      iii. Stakeholder Engagement
         1. Coordinate stakeholder meetings, workshops, open houses
         2. Conduct stakeholder interviews and focus groups
         3. Documentation of community input
      iv. Plan Development
         1. Provide land use and zoning recommendations

2. Provide transportation and mobility recommendations in accordance with the City's Complete Streets policy
3. Coordinate infrastructure and utility planning
4. Recommend complementary economic development strategies

v. Draft & Final Master Plan
1. Prepare draft plan to review
2. Incorporate feedback from stakeholders and public
3. Deliver final master plan document (digital and print)
4. Presentation to governing bodies for adoption

III. **Marketing and Attraction**

a. Create marketing materials to attract development and redevelopment opportunities as identified in the master plan
i. Create a dedicated website marketing development opportunities
ii. Create conceptual development renderings
iii. Create real estate listings with appropriate services
iv. Develop digital media campaigns to attract interested parties

b. Real Estate Development promotion
i. Prepare property profiles and investment packages for priority sites
ii. Create interactive GIS-based property locator tools
iii. Engage with brokers, developers, and site selectors to market opportunities
iv. Develop incentive packages and communicate available programs

c. Business attraction and lead generation
i. Identify and target prospective commercial and residential development opportunities
ii. Develop prospect lists and outreach strategies

IV. **Ombudsman**

a. Facilitate or coordinate professional services necessary for plan review and permitting
b. Facilitate or coordinate legal services on behalf of private sector investors for development agreements, incentive agreements, annexation agreements, cooperative agreements, memorandums of understanding, etc.
c. Facilitate negotiations with all private sector parties subject to City and University approvals

V. Other

a. Consultant should provide regular (monthly) progress updates to city staff via virtual meetings
b. Consultant should anticipate at least ten (10) onsite, in-person, meetings to communicate with appropriate stakeholders regarding progress and final recommendations

2. Pricing Requirements

Each Proposal shall include the following:

The Proposal must detail how the Consultant will provide the Scope of Services required by this RFP and the cost of providing those services. Not-to-exceed costs should be included detailed by objectives and completion timeframes.

3. Company Profile

Provide the following information relative to your firm:

A. Firm name and business address, including telephone and facsimile numbers, and e-mail address.
B. Year established (include former firm names and year established). Identify the country and state in which the firm was incorporated or adopted.
C. Provide the Firm's type of ownership and, if applicable, parent company or subsidiaries. Include dates of any corporate mergers and/or acquisitions, including all present and former subsidiaries with dates of any and all restructuring since the founding date. Also, provide any licensure in Missouri.
D. Clarify the business address and telephone number of the office(s) at which the work is to be accomplished (if different than item #A). Also include the name, address, and telephone number of the project manager, if different than item A.

4. Organizational Structure

Describe your firm's organizational structure and discuss how you anticipate organizing your project team for this engagement.

5. Key Staff Resumes

Provide a list of key project team members and primary project point of contact to be involved. Provide resumes for the project manager and other key managerial staff and technical information, which include work experience, education, and any work-related publications. The key people proposed for the project must actually participate. If, because of extenuating circumstances, a key member must be replaced, the City must be notified and approve the new member.

6. Experience and Qualifications

Set forth your municipal knowledge, experience, and qualifications as they relate to the proposed project in terms of technical scope, tasks involved, deliverable products, and other elements of the work as they relate to the evaluation criteria and all requirements of this RFP. The Proposal should provide all information which the Consultant considers pertinent to its qualifications for performing the work called for by the RFP.

7. References

Consultant must furnish a minimum of three (3) references. References should be listed for similar type work as requested in this RFP. Each reference must identify and describe the project worked on and specify the originating and final project manager for the party providing the reference. References may or may not be reviewed or contacted, at the sole discretion of the City.

8. Timeline to Complete Study

Each Consultant must furnish a timeline to complete the scope of work outlined in this RFP, with specific objectives highlighted.

9. Cost of Proposal

Each Consultant will list a not-to-exceed cost for all of the services included in the Scope of Services. An hourly rate at which the City would be billed for any services that the City might request outside the scope of the items listed in this RFP.

10. RFP Schedule

The City anticipates that the following timetable will apply to this RFP. The dates following the January 23, 2026 RFP issue date are subject to change:

Activity	Date
RFP issued	January 23, 2026
RFP Due Date	February 20, 2026
Finalist Interviews (if required)	Week of March 2, 2026
Vendor Selection	March 2026
Complete Contract	March 2026
Present Contract to Council for Approval	April 2026
Consultant Commence Work	April 2026
Final Report Anticipated Complete	Spring 2027

Addenda to the RFP and Requests for Information:

The City may, at its sole discretion, issue Addenda to this Request for Proposals containing responses to questions and requests for information, clarifications or revisions of the RFP, or any other matters that the City deems appropriate. Addenda will be issued to those to whom the City sent the original RFP.

Any question, request for clarification, or request for additional information regarding this RFP should be submitted no later than February 9, 2026 via e-mail to trobyn@joplinmo.org (Su: Economic Development Services). No oral response by any employee or agent of the City shall be binding on the City or shall in any way be considered a commitment by the City. If a Consultant finds any inconsistency or ambiguity in the RFP, the Consultant is requested to contact the City Manager's Office, at the above email address.

11. Proposal Evaluation Process

Proposals, which the City determines in its sole discretion, which are deemed responsive to this RFP, will be reviewed and evaluated by the City. The City reserves the right to request Consultants to make one or more presentations to the City at the City's offices at the Consultant's sole cost and expense, addressing Consultants' ability to achieve the scope of work of this RFP. Proposals will be evaluated, in part, according to whether the Consultant meets the minimum qualifications and submits a proposal complying with all the requirements of this RFP.

Evaluation of vendor proposals will be based on the following criteria:

25% Methodology - that the vendor will use to conduct work outlined in RFP and evidence of ability to perform the work described herein.
25% Experience – previous experience performing related projects of complex nature, including, but not limited to, similar size and type of organization.
10% References – will be based on references submitted as part of RFP but can include clients not submitted.
30% Cost of proposal – must contain a cost for the requested scope of work in a "not to exceed" amount.
10% Staff - capability and availability of professional staff to serve the City of Joplin in a competent and timely manner.

13. Responsibility for Costs

The Consultant shall be fully responsible for all costs associated with the development, preparation, transmittal, and submission of any Proposal or material submitted in response to this RFP. The City assumes no contractual or other obligations as a result of the issuance of this RFP, the preparation or submission of a Proposal by a Consultant, the evaluation of Proposals, or the selection of any Consultant for further negotiations.

14. Contract Terms and Conditions

The City may condition award of the Contract on the Consultant's acceptance of the terms and conditions contained in the form of agreement attached hereto and made a part hereof as Exhibit A. Consultants may submit with its Proposal, written objections to the terms and conditions established in this RFP and/or agreement by identifying the specific section(s) and paragraph(s) objected to, stating the reason(s) for the objection and proposing alternative terms. Should Consultant object to any of the terms and conditions established in this RFP, including the form of agreement, the City reserves the right, in its sole discretion, to permit Consultant to rescind any or all such exceptions at any time prior to award of a contract. The City, in its sole discretion, may evaluate proposals according to whether the Consultant objects to terms and conditions and if Consultant does object, the number and type of objections. In no event shall the City's selection of a Consultant for further negotiations constitute acceptance of any objection or proposed alternative to the terms and conditions established in this RFP. The City reserves the right, however, to add, delete, revise, or negotiate terms and conditions different than those included in the RFP, if, in the sole judgment of the City, it is in the best interest of the City to do so.

15. Exhibits

The following exhibits are referenced in this RFP, incorporated into and made a part of this RFP:

A. City of Joplin Standard Professional Services Agreement example

16. Proposal Terms and Conditions

The following terms and conditions apply to submitting proposals in response to this Request for Proposal:

17. Interviews

The City reserves the right to conduct personal interviews or require presentations of any or all proposers prior to selection. The City will not be liable for any costs incurred by the proposer in connection with such interviews/presentations (i.e., video, travel, accommodations, etc.) If finalist interviews are held, the interview process shall determine the final recommendation.

18. Request for Additional Information

The proposer shall furnish such additional information as the City of Joplin may reasonably require. The City reserves the right to conduct investigations of the qualifications of the proposer as it deems appropriate.

19. Acceptance/Rejection/Modification to Proposals

The City reserves the right to negotiate modifications to proposals that it deems acceptable, reject any and all proposals, and to waive minor irregularities in the procedures.

20. Proposals Binding

All proposals submitted shall be binding for one hundred twenty (120) calendar days following the opening.

21. Proposer's Certification

By submitting a proposal, the proposer certifies that the proposal has been fully read and understood. The proposer has full knowledge of the scope and nature and quality of work to be performed. The proposer further certifies that no employee of the City has any direct or indirect financial interest in any resultant contract, and that no gratuities will be offered or provided to the City of Joplin employees or their family members.

22. Non-exclusive Contract

The agreement resulting from this RFP shall be a non-exclusive contract, and the City reserves the right to purchase same or like services from other sources the City deems necessary and appropriate.

23. Late proposals

Proposals received by the City after the time specified for receipt will not be considered. Proposers shall assume full responsibility for timely delivery of the proposals to the location designated for receipt of proposals. The City of Joplin is not responsible for the U.S. Mail or private couriers regarding mail being delivered by the specified time so that a proposal can be considered. All proposals will be received at the time and place specified and made available for public inspection when an award decision is made.

24. Completeness

All information required by the Request for Proposal must be supplied to constitute a legitimate proposal. The City of Joplin reserves the right to use any and all information presented in any response to the Request for Proposal. Acceptance or rejection of the RFP does not affect this right.

25. Execution of Agreement

It is anticipated the City will make their selection of a firm by February, 2026. The successful proposer shall enter into a contract with the City for the performance of work awarded to them and shall simultaneously provide any required bonds, indemnities and insurance certificates prior to the commencement of work. A copy of the sample agreement is attached. Failure to comply within the established deadline for submitting required documents may be grounds for cancellation of award.

26. SUBMISSION OF PROPOSALS

In order for the City to adequately compare proposals and evaluate them uniformly and objectively, all proposals shall be submitted in accordance with this format. The proposal should be prepared simply and economically, providing straight-forward and concise information as requested.

27. Proposal Due Date

Sealed proposals with one (1) original and seven (7) complete copies, including a flash drive with a complete PDF, will be received at the City Manager Office no later than 10:00A.M., February 20, 2026. Proposals will not be accepted after this time. Proposals shall be addressed as follows:

For Mail or Hand Delivery Only
CITY OF JOPLIN
TONY ROBYN, ASSISTANT CITY MANAGER
602 SOUTH MAIN STREET, 2ND FLOOR
JOPLIN, MO 64801

Submitted envelopes should be marked: "REQUEST FOR PROPOSAL NO. 2026-RFP-13: "Economic Development Services, 10:00 A.M., Friday, February 20, 2026"

28. Amendments

If it becomes necessary to revise or amend any part of this Request for Proposal, the City will furnish the revision by written Amendment to all prospective proposers who received an original Request for Proposal.

29. Proposal Evaluation Process

The steps and activities in the proposal process will include the following:

a. The City will review and evaluate all proposals submitted in response to this Request for

Proposals (RFP). The City shall conduct a preliminary evaluation of all proposals based on the information provided and other evaluation criteria as set forth in this Request for Proposals or as reasonably determined by the City.

b. The City will first review each proposal for compliance with the minimum qualifications and mandatory requirements of the RFP. Failure to comply with any mandatory requirements may disqualify a proposal.

c. Proposals will then be evaluated and rated in accordance with the evaluation criteria. A shortlist will be developed listing the highest ranked proposals.

d. The City will confer with all responsible proposers who have been shortlisted and may arrange, if necessary, for interviews/presentations by the short-listed firms. Interview evaluations will be based on the same criteria listed in this RFP, except for cost, and will be used to pick the final bidder.

e. The City reserves the right to conduct pre-award discussions and/or pre-contract negotiations with any or all responsive and responsible proposers who submit proposals determined to be reasonably acceptable of being selected for award. Proposers shall be accorded fair and equal treatment with respect to any opportunity for discussion and revision of proposals and such revisions may be permitted after submission of proposals and prior to award of a contract.

f. The City reserves the right to reject any and all proposals and to waive minor irregularities. The City further reserves the right to seek new proposals when such a procedure is reasonable and in the best interests of the City to do so.

"NOTICE: The below Agreement is included as a sample only and should not be considered a final document. Any agreement between the City and a successful bidder may be significantly different than the agreement attached following legal review.

EXHIBIT A Example Contract

CONTRACT NO._____

ADDRESS & PHONE OF CITY
City Manager's Office
2nd Floor
602 South Main Street
Joplin, MO 64801
417-624-0820

NAME, ADDRESS & PHONE OF CONSULTANT

AGREEMENT

THIS AGREEMENT, made and entered into this _____ day of _____, 2026, by and between the City of Joplin, a municipal corporation of the State of Missouri, hereinafter referred to as the "City" with offices at 602 South Main, Joplin, Missouri and Consultant hereinafter referred to as the "Consultant."

WITNESSETH:

WHEREAS, the City of Joplin desires to engage the Consultant to render certain services hereinafter described in Request for Proposal 2026-RFP-13 which Request for Proposal is attached hereto and incorporated herein as Exhibit A; and

WHEREAS, the Consultant submitted a proposal dated February 20, 2026 which proposal is attached hereto and incorporated herein as Exhibit B; and

WHEREAS, the Consultant has become the lowest and best Offeror for performing the services listed in this RFP attached hereto and incorporated herein as Exhibit A;

NOW, THEREFORE, the parties to the contract agree to the following:

1. The City agrees to engage the Consultant and the Consultant agrees to perform, in strict accordance with Exhibit A, and within the time specified therein.

2. The services of the Consultant shall commence only as authorized in writing by City purchase order or other written notice and shall be undertaken and completed as promised by the Consultant in Exhibit B.

3. The City agrees to pay the Consultant in accordance with the prices and terms set forth in Exhibit B for work authorized by City purchase order or other written Notice by the City upon presentation of proper invoice and inspection by the City of work completed by the Consultant.

4. All information, data, and reports as are existing, available, and necessary for the carrying out of the work, shall be furnished to the Consultant without charge, and the parties shall cooperate with each

other in every way possible in carrying out the scope of services.

5. The Consultant shall fully coordinate its activities in the performance of the contract with the activities of the City.

6. The Consultant represents that Consultant will secure at Consultant's own expense; all personnel required to perform the services called for under this contract by Consultant. Such personnel shall not be employees of or have any contractual relationship with the City except as employees of the Consultant. All the services required hereunder will be performed by the Consultant or under Consultant's direct supervision and all personnel engaged in the work shall be fully qualified and shall be authorized under state and local law to perform such services. None of the work or services covered by this contract shall be subcontracted without the written approval of the City.

7. **Termination:** If, through any cause, the Consultant shall fail to fulfill in a timely and proper manner Consultant's obligations under this contract, or if the Consultant shall violate any of the covenants, agreements, or stipulations of this contract, the City shall thereupon have the right to terminate this contract by giving written notice to the Consultant of such termination and specifying the effective date thereof, at least five (5) days before the effective day of such termination. The City may, without cause, terminate this contract upon 30 day's prior written notice. **In either such event, all finished or unfinished documents, data, studies, reports, or other materials prepared by the Consultant shall, at the option of the City become its property.** The Consultant shall be entitled to receive just and equitable compensation for any satisfactory work completed. Notwithstanding the above, the Consultant shall not be relieved of liability to the City for damages sustained by the City by virtue of any such breach of the contract by the Consultant.

8. **Assignment:** The Consultant shall not assign any interest in this contract and shall not transfer any interest in the same (whether by assignment or novation), without prior written consent of the City thereto. Provided, however, that claims for money due or to become due to the Consultant from the City under this contract may be assigned to a bank, trust company, or other financial institution without such approval. Notice of such assignment or transfer shall be furnished in writing promptly to the City. Any such assignment is expressly subject to all rights and remedies of the City under this agreement, including the right to change or delete activities from the contract or to terminate the same as provided herein, and no such assignment shall require the City to give any notice to any such assignee of any actions which the City may take under this agreement, though City will attempt to so notify any such assignee.

9. Any reports, data, or similar information given to or prepared or assembled by the Consultant under this contract which the City requests to be kept as confidential shall not be made available to any individual or organization by the Consultant without prior written approval of the City.

10. **Modification of Contract:** The Scope of Work to be done under the Contract shall be subject to modification and supplementation upon the written Agreement of the duly authorized representatives of the Contracting parties. No provision in the Contract shall be changed or modified without the execution of a formal amendment to the Contract, mutually agreed to by the City and the Consultant and processed through the Division of Purchases. Upon request by the City, the Consultant shall provide an estimate of cost of any additional work or services to be incorporated by a modification to the Scope of Work and the Contract.

11. **Contract Documents:** The agreement between the City of Joplin and the Consultant shall consist of (1) The Contract form which embodies the requirements contained herein, (2) the Request for Proposal, and any amendments thereto and, (3) the proposal, as accepted, submitted in response to the Request for Proposal. In the event of a conflict in language between the documents referenced above, the provisions and requirements set forth and/or referenced in the Contract shall govern over all other documents, and the Request for Proposal and amendments thereto shall govern over the Consultant's Proposal and amendments thereto. However, the City reserves the right to clarify any Contractual relationship in writing with the concurrence of the Consultant, and such written clarification shall govern in case of conflict with the applicable requirements stated in the Request for Proposal or the Consultant's proposal. In all other matters not affected by the written clarification, if any, the Request for Proposal shall govern. The Consultant is cautioned that the proposal shall be subject to acceptance without further clarification.

12. **General Independent Consultant Clause:** This agreement does not create an employee/employer relationship between the parties. It is the party's intention that the Consultant will be an Independent Consultant and not the City's employee for all purposes, including but not limited to, the application of the Fair Labor Standards Act minimum wage and overtime payments, Federal Insurance Contributions Act, the Social Security Act, the Federal Unemployment Tax Act, the provisions of the Internal Revenue code, Missouri revenue and taxation laws, Missouri Workers' Compensation, and unemployment insurance laws. The Consultant will retain sole and absolute discretion in the judgment of the manner and means of carrying out the Consultant's activities and responsibilities hereunder. The Consultant agrees that it is a separate and independent enterprise from the public employer, that it has a full opportunity to find other business, that is has made its own investment in its business, and that it will utilize a high level of skill necessary to perform the work. This agreement shall not be construed as creating any joint employment relationship between the Consultant and the City, and the City will not be liable for any obligation incurred by the Consultant, including but not limited to unpaid minimum wages and/or overtime premiums.

13. The Consultant shall not be entitled to any of the benefits established for the employees of the City nor be covered by the Workers Compensation Program of the City.

14. **Certification of Non-Resident/Foreign Consultants:** If the Consultant is a foreign corporation or non-resident Consultant, it is agreed that the Consultant shall procure and maintain during the life of this contract:

    A. A certificate of authority to transact business in the State of Missouri from the Secretary of State, unless exempt pursuant to the provisions of Section 351.570 RSMo.

    B. A certificate from the Missouri Director of Revenue evidencing compliance with transient employer financial assurance law, unless exempt pursuant to the provisions of Section 285.230 RSMo.

15. **Nondiscrimination:** The Consultant agrees in the performance of this contract not to discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity or expression, age, disability, marital status, citizenship, national origin, genetic information, or any other characteristic protected by law, or political opinion or affiliation, against any employee of Consultant or applicant for employment and shall include a similar provision in all subcontracts let or awarded hereunder.

16. Consultant covenants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services to be performed under this contract. The Consultant further covenants that in the performance of this contract no person having such interest shall be employed.

17. **Consultant's Responsibility for Subcontractor**: It is further agreed that Consultant shall be as fully responsible to the City for the acts and omissions of its subcontractor, and of persons either directly or indirectly employed by them, as Consultant is for the acts and omissions of persons it directly employs. Consultant shall cause appropriate provisions to be inserted in all subcontracts relating to this work, to bind all subcontractor to Consultant by all the terms herein set forth, insofar as applicable to the work of subcontractor and to give Consultant the same power regarding termination of any subcontract as the City may exercise over Consultant under any provisions of this contract. Nothing contained in this contract shall create any contractual relation between any subcontractor and the City or between any subcontractors.

18. The certificates of insurance, including evidence of the required endorsements of the policies shall be filed with the City of Joplin within ten (10) days of the date of receipt of the Award of the contract to the Consultant and prior to the start of work. All insurance policies shall provide thirty (30) days written notice to be given by the insurance company in question, prior to modification or cancellation of insurance. Such notices shall be mailed, return receipt requested to:

    City Attorney
    City of Joplin
    602 South Main
    Joplin, MO 64801

19. **Liability and Indemnity:**

    A. In no event shall the City be liable to the Consultant for special, indirect, or consequential damages, except those caused by the City's gross negligence or willful or wanton misconduct arising out of or in any way connected with a breach of this contract. The maximum liability of the City shall be limited to the amount of money to be paid or received by the City under this contract.

    B. The Consultant shall defend, indemnify and hold the City harmless, its elected or appointed officials, agents and employees from and against any and all liability, suits, damages, costs (including attorney fees), losses, outlays and expenses from claims in any manner caused by, or allegedly caused by, or arising out of, or connected with, this contract, or the work or any subcontract there under (the Consultant hereby assuming full responsibility for relations with subcontractors), including, but not limited to, claims for personal injuries, death, property damage, or for damages from the award of this contract to Consultant.

    C. The Consultant shall indemnify and hold the City harmless from all wages or overtime

compensation due any employees in rendering services pursuant to this agreement or any subcontract, including payment of reasonable attorneys' fees and costs in the defense of any claim made under the Fair Labor Standards Act, the Missouri Prevailing Wage Law or any other federal or state law.

D. The indemnification obligations of Consultant hereunder shall not be limited by any limitations as to the amount or type of damages, compensation or benefits payable by or for the Consultant, under any federal or state law, to any person asserting the claim against City, its elected or appointed officials, agents and employees, for which indemnification is sought.

E. The indemnification obligations herein shall not negate, abridge, or reduce in any way any additional indemnification rights of the City, its elected or appointed officials, agents and employees, which are otherwise available under statute, or in law or equity.

F. Consultant affirms that it has had the opportunity to recover the costs of the liability insurance required in this agreement in its contract price. Consultant's obligation under this agreement to defend, indemnify and hold harmless any person from that person's own negligence or wrongdoing is limited to the coverage and limits of the applicable insurance.

20. **Conflict of Interest:** No salaried officer or employee of the City and no member of the City Council shall have a financial interest, direct or indirect, in this contract. A violation of this provision renders the contract void. Any federal regulations and applicable provisions in RSMo. Chapter 105 shall not be violated.

21. **Entire Agreement:** This agreement, including the contract documents contained or referenced herein, constitutes the entire agreement between the parties. No modification, amendment, or waiver of any of the provisions of this agreement shall be effective unless in writing specifically referring hereto and signed by both parties.

22. **Waiver:** No provision of the contract documents shall be construed, expressly or by implication, as a waiver by the City of any existing or future right or remedy available by law in the event of any claim of default or breach of contract.

23. **Jurisdiction:** This agreement and every question arising hereunder shall be construed or determined according to the laws of the State of Missouri. Should any part of this agreement be adjudicated, venue shall be proper only in the Circuit Court of Jasper County, Missouri.

24. **Notices:** All notices required or permitted hereunder and required to be in writing may be given by first class mail addressed to Division of Purchases, 602 South Main, Joplin, Missouri, 64801, and the Consultant at the address indicated. The date of delivery of any notice shall be the date falling on the second full day after the day of its mailing.

IN WITNESS WHEREOF the parties have hereunto set their hands and seal the date first above written.

CITY OF JOPLIN, MISSOURI

By: _____
City Manager

CONSULTANT

_____
Company Name

By: _____
Signature

Name: _____
Print or type

Title: _____

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Peter C. Edwards, City Attorney

CITY OF JOPLIN AND MISSOURI SOUTHERN STATE UNIVERSITY

ECONOMIC DEVELOPMENT SERVICES PROPOSAL

February 18, 2026



PLACE foundry

Submitted to:
Tony Robyn
Assistant City Manager
City of Joplin 602
South Main Street, 2nd Floor
Joplin, MO 64801

Submitted by:
David Sidney
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PLACE
foundry

Place Foundry PLLC
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February 18, 2026

Request for Proposal No. 2026-RFP-13 – Economic Development Services

Tony Robyn, Assistant City Manager
City of Joplin 602
South Main Street, 2nd Floor
Joplin, MO 64801

Dear Mr. Robyn:

Place Foundry is pleased to submit our proposal for the City of Joplin's Economic Development Services for the MSSU campus and Northpark Mall corridor.

Having reviewed the RFP requirements in detail, we confirm our agreement with all conditions and terms stated therein. We understand the MSSU/Northpark corridor presents both opportunities—a university generating daily activity and regional visibility—and challenges around connectivity, stakeholder coordination, and developer attraction that require focused execution.

Our team brings relevant experience in:
IMPLEMENTATION-FOCUSED PLANNING: Cherry Valley Crossings, a super-regional mall reactivation project, has several active developer prospects through systematic outreach. Loves Park's Riverside Commons Phase 1 opened in 2024—the Indoor Box Market is operating while we support recruitment for subsequent phases.

INTEGRATED SERVICE DELIVERY: Our team combines planning, civil engineering, market analysis, and marketing disciplines working collaboratively throughout project phases.

PROFESSIONAL MARKETING DEVELOPMENT: We create materials including websites, investment prospectuses, developer pitch decks, project videos, and conceptual renderings to support development recruitment efforts.

DEVELOPER ENGAGEMENT: We identify and engage developers through systematic outreach, coordinate site tours, and provide process navigation support.

REALISTIC PROJECT EXPECTATIONS: We acknowledge that developer commitments typically require extended timelines beyond initial plan completion. Our Phase 3 initiates outreach and establishes systems; we recommend considering continuation support for ongoing implementation.

Not-to-exceed investment: $139,500 for the 13-month engagement including all professional services, deliverables, and travel expenses.

By submitting this proposal, Place Foundry certifies that we have fully read and understood the RFP requirements, have full knowledge of the scope and nature of work to be performed, and certify that no employee of the City has any direct or indirect financial interest in this contract. We further certify that no gratuities will be offered or provided to City of Joplin employees or their family members.

We are prepared to begin work immediately upon selection and will maintain coordination with City staff, MSSU administration, and Chamber partners throughout the engagement. Thank you for considering our proposal.
Sincerely,



David A. Sidney | Managing Principal

Enclosure: Complete Proposal Response to RFP 2026-RFP-13

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SECTION 1

Work Plan

1.1: Understanding The Joplin Opportunity

The MSSU campus and Northpark Mall area represent one of Joplin's most significant untapped economic development opportunities. These assets—anchored by a thriving university and positioned at one of the city's most visible locations—have tremendous potential to become a vibrant, integrated district that serves students, attracts quality development, and strengthens Joplin's regional competitiveness.

The Assets in Place
Missouri Southern State University is far more than an educational institution—it is an economic engine that generates daily activity, attracts thousands of students, and creates consistent demand for housing, dining, retail, and services.



Visit metrics for MSSU over the last full academic year, August 2024 - July 2025.

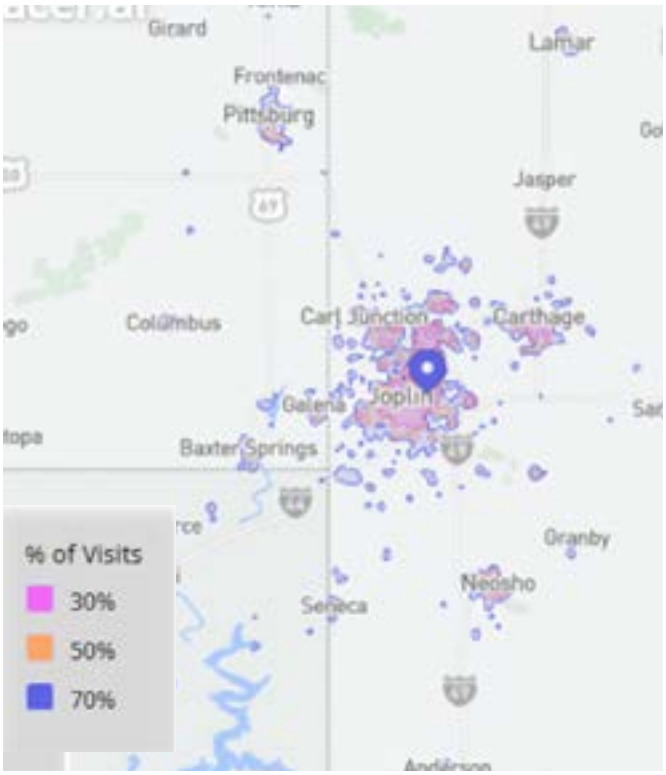
MSSU generates consistent daily foot traffic throughout the academic year, creating a stable foundation for surrounding development. For both commuter and resident students at the campus, additional amenities could be a valuable addition.



Visit metrics over the last 12 months for Northpark Mal (10 minutes or longer)

The Northpark Mall area, despite retail headwinds affecting shopping centers nationwide, occupies exceptional real estate with high visibility, direct interstate access, established infrastructure, and significant developable acreage. Northpark Mall continues to generate substantial visitor traffic, demonstrating ongoing market draw and redevelopment potential.

Several of the tenants on the mall property rank in the top 25% of their respective chains in the state of Missouri, providing insight into what could be an improved visitor and shopping experience.



Trade area map for Northpark Mall over the last 12 months.

Northpark Mall's trade area demonstrates significant regional reach into neighboring states of Kansas and Oklahoma, positioning development opportunities to serve markets beyond Joplin city limits. Joplin's unique role in the tri-state area creates an advantage for redevelopment efforts in the Northpark Mall area, given its existing visit metrics, its accessibility to the interstate, and the lack of a true super-regional mall within at least 50 miles.

Together, the Northpark Mall and MSSU assets form a unique opportunity: a university-adjacent location with regional visibility, established infrastructure, and significant developable land that can accommodate mixed-use development at a meaningful scale.



Aerial view of Northpark Mall and MSSU with existing assets, current challenges, and connectivity opportunities.

READING THE SITE: CHALLENGES AND OPPORTUNITIES

Market Size: Joplin's strategic location at the intersection of Interstate 44 and major routes connecting Kansas, Oklahoma, and Arkansas gives it a significant market advantage. The city serves as a regional commercial hub for a four-state area, with retail sales and healthcare services that reach far beyond its population base. This positions the Missouri Southern State University campus and Northpark Mall corridor to capture expenditures from interstate visitors who already view Joplin as their primary destination for shopping, dining, and services. It is estimated that over 100,000 people from surrounding communities come to Joplin every day to work or seek services.

The Connectivity Challenge: Currently, MSSU and Northpark function as separate "islands," despite a modest trail connection linking the southwestern portion of campus to the Regal movie theater parking lot. Successful development requires intentionally designing connectivity—walkable routes, safe crossings, attractive destinations—that make movement between campus and commercial areas natural and appealing.

The Existing Mall Structure: The current building presents both constraints and opportunities. The strategy is not "tear it down and start over," but rather "build around and evolve," using the existing assets while creating new development that transforms the district's character over time.

Existing Visitor Traffic: While Northpark Mall faces the typical challenges of a regional mall in transition, Placer.ai visit data shows the property maintains consistent foot traffic, providing a foundation for redevelopment. This existing visitor activity, driven by the mall's regional draw and operational anchors like JCPenney, represents a critical mass that strategic redevelopment can leverage and amplify rather than needing to create from scratch.

Developable Land Opportunities: Significant surface parking areas and underutilized parcels represent immediate development opportunities requiring minimal disruption. These sites can accommodate student housing, mixed-use buildings, entertainment venues, and restaurants that begin transforming the area's character while existing uses continue operating.

What Joplin Needs: A Strategic Partner Beyond Planning

Traditional consulting delivers master plans. Joplin needs a strategic partner who delivers implementation. This distinction matters because the gap between vision and reality is not filled by better planning, but by active execution.

Implementation Expertise: The City of Joplin needs a team that measures success by projects built, not plans produced. Our role extends beyond recommendations into active implementation, identifying developers, facilitating negotiations, coordinating approvals, and serving as an extension of the City's economic development capacity.

Multi-Stakeholder Coordination: This project requires aligning three distinct entities with different objectives. The City seeks economic development and tax base growth. MSSU prioritizes student experience and institutional mission. Private property owners need financial returns and risk management. Successfully coordinating these interests requires intentional discussion, relationship-building, and identification of win-win scenarios that serve multiple objectives simultaneously.

Professional Market Positioning: Joplin competes for development investment with communities across Missouri, Kansas, Oklahoma, and Arkansas. To attract quality developers, the City needs marketing materials that match those of competing markets: a professional website, a compelling video, a comprehensive investment prospectus, a pitch deck, and property profiles. These are not luxuries—they are competitive necessities.

Active Developer Recruitment: Developers respond to systematic, professional outreach from communities that understand market realities. We bring established industry relationships, credibility, and a network across student housing, mixed-use, retail, hospitality, and residential sectors.

Ombudsman Services: Once you engage serious developers, they need help navigating approval processes, coordinating professional services, structuring development agreements, and facilitating negotiations among stakeholders. An experienced third party managing this complexity protects the City's interests while respecting developer timelines.

WHY THIS PARTNERSHIP DELIVERS RESULTS

Place Foundry has been part of and is currently hard at work on projects mirroring that of Joplin's Northpark Mall and the MSSU development area. Cherry Valley Crossings, a development plan the firm put together, currently in implementation mode, is the reactivation of a super-regional mall. This project has several developer prospects, not because Place Foundry wrote an excellent plan, but because the team systematically identified and engaged qualified developers with professional materials and persistent outreach.

Another project, Riverside Commons, opened its first phase last year - an Indoor Box Market and Restaurant. Phase 1 is now operating and serving customers. Place Foundry is now recruiting developers, retailers, and hoteliers for subsequent phases. The progression from planning to activation to operating businesses demonstrates implementation capability, not just planning competence.

The MSSU/Northpark opportunity is clear. The assets exist. What is required is a strategic partnership that moves from vision to construction—the work we do.

1.2: OUR APPROACH

The Place Foundry Difference

Place Foundry uses a place development strategy to plan, design, and deliver magnetic destinations that attract commerce, housing, learning, and healthy living. Unlike traditional consulting, which treats planning, marketing, and implementation as separate, sequential activities, place development integrates physical planning, economic strategy, professional marketing, and active implementation support into a unified approach from day one.

WHAT IS PLACE DEVELOPMENT?

Place development recognizes that successful communities require active cultivation, not just careful planning. The difference between a plan that gathers dust and one that attracts real investment comes down to execution: addressing market realities with recommendations based on actual developer economics, creating actionable tools that translate vision into concrete next steps, positioning opportunities through professional marketing that competes effectively for investment capital, and facilitating active implementation by connecting stakeholders and navigating the path from concept to construction.

Place development focuses on three core elements that make destinations magnetic: **community amenities** (walkability, gathering spaces, connectivity, services), **existing assets** (in Joplin's case, MSSU's institutional strength, corridor visibility, existing infrastructure), and **local identity** (authentic character that differentiates from generic development).

FOUR CORE PRINCIPLES GUIDE EVERY PROJECT

1. Data-Informed Decision-Making

Every recommendation rests on a solid analytical foundation. We research market conditions systematically rather than relying on assumptions. We engage developers directly to understand their requirements and constraints. We verify proposed land uses against demographic data, competitive analysis, and development economics rather than relying solely on wishful thinking.

For Joplin, this means a comprehensive market assessment of student housing demand, retail potential, and competitive positioning. It means GIS analysis of development constraints and opportunities. It means financial modeling that tests whether proposed scenarios are economically feasible. Moreover, it means a transparent presentation of findings so stakeholders understand both opportunities and challenges.

FOUR CORE PRINCIPLES GUIDE EVERY PROJECT CONTINUED

2. Stakeholder Engagement

Complex projects require ongoing communication with diverse stakeholders who bring different perspectives, priorities, and decision-making authority. Successful engagement means building genuine relationships, earning trust through consistent follow-through, and creating forums where productive dialogue occurs even when interests diverge.

For Joplin, this means regular coordination with City leadership, MSSU administration, and Chamber partners. It means property-owner conversations that balance individual business interests with collective vision. It means creating accessible public engagement opportunities and keeping all parties informed. Additionally, , it means facilitating difficult conversations with professionalism and diplomatic skill.

3. Adaptive Strategy

Market conditions change. Stakeholder priorities shift. New opportunities emerge unexpectedly. Rigid adherence to predetermined approaches leads to missed opportunities and irrelevant plans.

For Joplin, this means monitoring developer interest and adjusting our approach based on feedback. It means staying alert to infrastructure funding opportunities that could accelerate implementation. It means pivoting quickly when serious development prospects require an immediate response. Moreover, it means designing frameworks flexible enough to accommodate multiple development scenarios.

4. Implementation Focus

Planning is valuable only to the extent it drives action. We measure success not by the beauty of the plan document, but by whether real development occurs—whether developers invest, whether businesses open, whether the vision becomes tangible.

For Joplin, this means every planning decision considers: "Can this actually be built? Will developers invest in this? How do we make this happen?" It means creating marketing materials during the planning process, not after. It means beginning developer conversations before plan adoption. It means structuring implementation tools such as development agreement templates, incentive packages, and Year 1 action plans that make the path forward executable.

HOW THIS TRANSLATES TO RESULTS

These principles drive measurable outcomes. Cherry Valley Crossings has 8-10 active developer prospects because Place Foundry combined professional marketing with systematic outreach. Loves Park's Riverside Commons successfully opened their Indoor Box Market and Restaurant—Phase 1 complete and operating—with active recruitment underway for subsequent phases.

This is the approach we bring to Joplin: strategic thinking grounded in market realities, professional execution that competes for investment, and relentless focus on implementation that delivers results. We do not just plan places—we help build them.

1.3 Our Proven Three-Phase Methodology

Our approach organizes the 13-month engagement into three integrated phases that systematically address all five components of the RFP Scope of Work. Each phase builds toward implementation, with tasks and deliverables designed to create momentum, attract investment, and position Joplin for development success.

This methodology differentiates Place Foundry from traditional planning firms. We do not just create a master plan—we actively market opportunities, recruit developers, coordinate approvals, and facilitate agreements that move projects from concept to construction. Our engagement combines strategic planning expertise with hands-on implementation support, ensuring Joplin receives both a visionary roadmap and the practical tools to achieve it.

PHASE 1: DISCOVERY & FOUNDATION (MONTHS 1-4)

Phase 1 builds the analytical and strategic foundation through data collection, stakeholder engagement, and market assessment.

Task 1.1: Project Initiation & Governance
Establish project parameters, governance structures, and communication protocols to ensure effective coordination among City, MSSU, and Chamber partners.

KEY ACTIVITIES: Project kickoff meeting with City, MSSU, Chamber leadership; establish goals, objectives, guiding principles, governance; define communication protocols and schedules; develop stakeholder database

DELIVERABLES:
- → Project Work Plan
- → Communication Protocols
- → Stakeholder Database

Task 1.2: Policy, Regulatory & Incentive Analysis
Comprehensively review policy frameworks, regulatory structures, and incentive programs, identifying opportunities and constraints.

KEY ACTIVITIES: Review zoning and comprehensive plan; analyze incentive programs (TIF, Chapter 353, NMTC, HTC, Opportunity Zones, CDBG); review City development procedures; assess MSSU policies; benchmark against competitors

DELIVERABLES:
- → Policy & Regulatory Analysis Report
- → Incentive Programs Matrix
- → Development Process Flowchart

Task 1.3: Market Conditions Assessment
Conduct a comprehensive market analysis to identify viable development opportunities grounded in economic realities.

KEY ACTIVITIES: Commercial/residential market assessment; demographic and spending analysis; competitive analysis; developer/broker interviews; MSSU economic impact analysis; target market identification

DELIVERABLES:
- → Market Opportunity Analysis Report
- → Target Market Profiles
- → Developer Interview Summary

Task 1.4: GIS-Based Existing Conditions Inventory
Create a comprehensive GIS database documenting existing conditions, development constraints, and infrastructure capacity.

KEY ACTIVITIES: Site reconnaissance and photography; GIS database development; infrastructure mapping (water, sewer, stormwater, utilities); transportation/connectivity analysis; building conditions inventory

DELIVERABLES:
- → Existing Conditions GIS Database
- → Existing Conditions Maps
- → Photographic Inventory
- → Infrastructure Capacity Assessment

Task 1.5: Stakeholder Engagement Phase 1
Engage diverse stakeholders through multiple formats to build ownership, identify concerns, and gather input, shaping planning recommendations.

KEY ACTIVITIES: Stakeholder meetings/workshops with MSSU, property owners, Chamber, business community, healthcare, brokers, utilities, MOKAN stakeholder session; Property Owner & Business working session; early developer conversations; documentation synthesis

DELIVERABLES:
- → Stakeholder Interview Summaries
- → Focus Group Documentation
- → Stakeholder Engagement Report

Task 1.6: Development Opportunity Sites Inventory
Systematically identify and prioritize specific sites for development, assessing readiness, and creating preliminary scenarios.

KEY ACTIVITIES: Identify/prioritize 8-12 development sites; assess readiness (ownership, environmental, access, utilities, zoning); create preliminary development programs; classify into implementation tiers

DELIVERABLES:
- → Development Opportunity Sites Inventory
- → Site Assessment Matrix
- → Preliminary Development Concepts

Task 1.7: Strategic Framework Development
Synthesize Phase 1 findings into a cohesive strategic framework that guides master planning and establishes shared direction.

KEY ACTIVITIES: Synthesize data, market analysis, stakeholder input, site assessments; develop vision statement; define planning goals; establish guiding principles; outline preliminary land use strategy

DELIVERABLES:
- → Strategic Framework Document
- → Phase 1 Findings Presentation

PHASE 2: MASTER PLANNING & STRATEGY DEVELOPMENT (MONTHS 5-10)

Phase 2 develops the master plan while simultaneously creating professional marketing materials positioning Joplin competitively.

Task 2.1: Master Plan Development
Create a comprehensive master plan that addresses land use, transportation, infrastructure, economic development, and design quality.

KEY ACTIVITIES: Future Land Use Plan and zoning recommendations; Complete Streets transportation planning (street network, pedestrian/bicycle infrastructure, Safe Routes to Campus, transit, parking); infrastructure/utility coordination (water, sewer, stormwater, financing); economic development strategies; design guidelines; public workshop (Month 6); online engagement platform

DELIVERABLES:
- → Future Land Use Map
- → Land Use & Zoning Recommendations Report
- → Transportation & Complete Streets Recommendations
- → Infrastructure Coordination Plan
- → Design Guidelines & Development Standards
- → Economic Development Strategy Framework
- → Public Workshop Summary
- → Online Engagement Platform with Input Summary

Task 2.2: Draft & Final Master Plan Production
Produce a professionally designed master plan document that clearly communicates the vision with actionable implementation guidance.

KEY ACTIVITIES: Draft plan with professional design, illustrative site plans, renderings (4-6 sites); staff review and revision; Planning Commission presentation (Month 10); refinement; final plan (digital PDF, print-ready PDF, editable files); executive summary (10-15 pages); adoption presentations

DELIVERABLES:
- → Draft Master Plan Document
- → Draft Plan Review Meeting Materials
- → Final Master Plan Document (digital and print-ready PDF)
- → Executive Summary
- → Adoption Presentation Materials

Task 2.3: Dedicated Development Website

Create a professional project website serving as the primary marketing platform for development opportunities.

KEY ACTIVITIES: Design/develop dedicated website (e.g., JoplinOpportunities.com); interactive GIS property locator tool with filtering; comprehensive property profiles (6-8 priority sites) including parcel data, images, capacity analysis, utilities, incentives, demographics; mobile-responsive design; SEO optimization; analytics dashboard

DELIVERABLES:
- → Dedicated Project Website
- → Interactive GIS Property Locator Tool
- → Property Profiles
- → Website Analytics Dashboard

Task 2.4: Visual Marketing Materials
Produce professional marketing materials that

communicate opportunities compellingly and compete effectively for developer attention.

KEY ACTIVITIES: Professional project 3D model/ video; conceptual renderings (4-6 sites) illustrating character, massing, streetscape; Investment Prospectus with market analysis, MSSU impact, sites, infrastructure, incentives; Developer Pitch Deck; site tour materials package

DELIVERABLES:

- → Professional Project Video
- → Conceptual Development Renderings
- → Investment Prospectus
- → Developer Pitch Deck
- → Site Tour Materials Package

Task 2.5: Digital Marketing Campaign
Execute a comprehensive digital marketing campaign positioning Joplin's opportunity in front of qualified developers, brokers, and investors.

KEY ACTIVITIES: CoStar/LoopNet/Commercial Search listings; LinkedIn campaigns targeting developers/investors; industry publications placement; quarterly email campaigns; targeted advertising; social media (weekly content); quarterly broker meetings/tours; MOKAN coordination

DELIVERABLES:

- → Digital Marketing Strategy & Campaign Plan
- → Social Media Content Calendar
- → Quarterly Email Campaigns
- → Campaign Analytics Reports
- → Broker Engagement Strategy & Materials

Task 2.6: Economic Impact Analysis
Quantify the economic and fiscal impacts of development scenarios that demonstrate a return on public investment.
KEY ACTIVITIES: Estimate development potential by land use type; project job creation; calculate fiscal impacts (property/sales tax); model investment leverage ratios; analyze economic multipliers

DELIVERABLES:

- → Economic Impact Analysis Report
- → Development Buildout Scenarios with Fiscal Projections
- → ROI Analysis for Public Improvements

PHASE 3: IMPLEMENTATION LAUNCH & POSITIONING (MONTHS 11-12)

Phase 3 launches developer outreach and establishes implementation systems. Development deals typically require 6-12+ months from initial contact to commitment—Phase 3 establishes the foundation for results materializing post-engagement.

Task 3.1: Master Plan Adoption & Launch
Successful implementation begins with formal plan adoption and coordinated public launch signaling Joplin's readiness.

KEY ACTIVITIES: Prepare presentation materials; present to Planning Commission with adoption recommendation; present to City Council for formal adoption; coordinate MSSU Board briefing; develop Year 1 Implementation Action Plan with responsibilities/timelines; launch public campaign; coordinate media engagement

DELIVERABLES:

- → Final Master Plan Presentation to Planning Commission
- → Final Master Plan Presentation to City Council
- → MSSU Board Briefing Materials
- → Year 1 Implementation Action Plan
- → Public Launch Campaign Materials

Task 3.2: Developer Recruitment Infrastructure & Launch
Establish systems, materials, and initial outreach to drive developer recruitment over 6-12 months following adoption.

KEY ACTIVITIES: Develop qualification criteria and target lists (15-30 candidates across retail, restaurant, hotel, multifamily, student housing, master developers); prepare outreach materials; launch initial systematic outreach; coordinate 2-3 site tours; establish pipeline tracking system; initiate broker engagement (10-15 contacts); present at industry events if timing aligns

IMPORTANT: Developer recruitment takes 6-12+ months. Projects require 18-24 months from first conversation to commitment. Phase 3 launches outreach; meaningful traction (due diligence, LOI discussions) occurs months 14-24. Continued support beyond Month 12 is necessary to convert interest into commitments.

DELIVERABLES:

- → Developer Qualification Criteria & Target List
- → Developer Outreach Materials
- → Initial Developer Contact Log
- → Developer Pipeline Report
- → Site Tour Coordination Materials
- → Broker Target List & Initial Contact Summary

Task 3.3: Incentive Framework & Deal Structure Support
Establish standardized incentive tools and financial models to facilitate development as prospects advance.

KEY ACTIVITIES: Develop incentive package templates by development type; create financial pro forma models; prepare developer-friendly program guides (TIF, Chapter 353, NMTC, HTC, Opportunity Zones, CDBG); conduct project-specific analyses (3-5 scenarios); coordinate with City staff/legal counsel

DELIVERABLES:
- → Incentive Package Templates by Development Type
- → Financial Pro Forma Models
- → Developer-Friendly Incentive Program Guides
- → Project-Specific Incentive Analyses

Task 3.4: Ombudsman Services - Plan Review & Permitting
Serve as a single point of contact, helping developers navigate approvals, coordinate services, and troubleshoot obstacles.

KEY ACTIVITIES: Single point of contact for City processes; coordinate pre-application meetings (developers, City, MSSU); facilitate expedited review for priority projects; coordinate technical studies; connect developers with local consultants; troubleshoot issues; monitor status

DELIVERABLES:
- → Developer Process Navigation Support (ongoing)
- → Pre-Application Meeting Coordination
- → Permit Tracking & Status Reports
- → Process Improvement Recommendations

Task 3.5: Ombudsman Services - Development Agreements & Legal Coordination
Facilitate complex negotiations and coordinate legal services for agreements, incentive structures, and multi-party partnerships.

KEY ACTIVITIES: Coordinate legal services (development agreements, incentive agreements, annexation agreements, City-MSSU cooperatives, MOUs, easements); facilitate term sheets, due diligence, drafting with City Attorney; connect developers to local attorneys; coordinate between all counsel; mediate negotiations on terms, costs, incentives, phasing; support advocacy at governing bodies; provide deal structuring (modeling, pro formas, ROI, risk allocation, timelines)

DELIVERABLES:
- → Development Agreement Templates
- → Negotiation Support & Facilitation
- → Partnership Agreement Coordination
- → Deal Structure Recommendations

Task 3.6: Implementation Transition & Continuation Planning
Position City to sustain implementation momentum beyond the 12-month engagement.

KEY ACTIVITIES: Document all contacts/ conversations/status; transfer systems to City staff; identify months 14-18 priorities; assess continued Place Foundry support needs; provide continuation agreement recommendations

DELIVERABLES:
- → Developer Pipeline Status Report
- → Implementation Transition Documentation
- → Months 13-18 Priority Action Plan
- → Optional Continuation Agreement Proposal

Realistic Phase 3 Outcomes:
- → Master plan adopted, MSSU endorsed
- → Marketing was deployed and promoted
- → Outreach completed (25-30 candidates)
- → 2-3 site tours conducted
- → 3-5 developers expressing preliminary interest
- → Broker network engaged
- → Systems operational
- → Foundation for a 6-12 month push

Phase 3 Does NOT Guarantee:
- → Signed agreements (take 12-18+ months)
- → Active due diligence (builds months 14-24)
- → Financing commitments (premature at month 12)

Continuation Recommended: 6-12 months continuation focusing on developer cultivation, ombudsperson services, marketing, and deal facilitation—delivering ribbon-cuttings. Proposal provided in Month 12.

CONTINUOUS: PROJECT MANAGEMENT & COMMUNICATION

Task 4.1: Project Management
Provide comprehensive project management, ensuring coordination, quality control, and accountability throughout 13 months.

KEY ACTIVITIES: Overall project coordination and team leadership; quality control and deliverable review; schedule management and milestone tracking; budget monitoring; issue identification and resolution.

DELIVERABLES:

→ Ongoing Project Coordination Throughout 13 Months

Task 4.2: Regular Communication & Progress Updates
Maintain transparent, consistent communication to ensure all stakeholders remain informed and engaged.

KEY ACTIVITIES: Monthly virtual progress meetings (12 meetings) with comprehensive reports, milestone reviews, issue resolution; minimum 10 in-person meetings strategically distributed—Phase 1 (3 meetings), Phase 2 (4 meetings), Phase 3 (3 meetings) for kickoff, workshops, presentations, tours, governing bodies; same-day response for time-sensitive opportunities; 24-hour response for routine questions; quarterly leadership presentations to City Manager, MSSU President, Chamber

DELIVERABLES:

→ Monthly Progress Reports
→ Monthly Virtual Update Meetings (12 meetings)
→ In-Person Stakeholder Meetings (minimum 10)
→ Quarterly Summary Presentations

SECTION 2

Qualifications



2.1: Company Profile

Firm Information
Place Foundry PLLC
1700 N. Alpine Road, Suite 101
Rockford, Illinois 61107
Phone: (779) 901-0244
Email: dsidney@theplacefoundry.com
Website: theplacefoundry.com

Year Established and Incorporation
Place Foundry was founded by David Sidney in 2021 and operates as a Professional Limited Liability Company (PLLC) incorporated in the State of Illinois, United States. The firm has operated continuously under the Place Foundry name since its founding, with no prior firm names, mergers, acquisitions, or restructuring.

Ownership Structure
Place Foundry is comprised of two operating entities: Place Foundry PLLC and Place Foundry Design PLLC. Place Foundry is led by two Managing Principals: David A. Sidney (Place Foundry PLLC) and Joe Anderson (Place Foundry Design PLLC). Place Foundry maintains no corporate affiliations that would create conflicts of interest or divided loyalties in serving municipal clients.

Place Foundry PLLC does not currently hold specific licensure in Missouri. However, our team includes licensed professionals (Professional Engineers, Certified Floodplain Managers) whose credentials are recognized across state lines, and our work complies with all applicable Missouri statutes and regulations governing planning and economic development consulting services.

Project Office and Project Manager
All work for the City of Joplin will be performed from our Rockford, Illinois office located at 1700 N. Alpine Road, Suite 101, Rockford, IL 61107.

Project Manager Contact Information:
Mark Schaer, Project Manager
Place Foundry PLLC
1700 N. Alpine Road, Suite 101
Rockford, Illinois 61107
Phone: 815-494-8799
Email: mschaer@theplacefoundry.com

Mark will serve as the primary day-to-day contact for the City of Joplin throughout the engagement, managing project coordination, schedule adherence, deliverable production, and responsive communication with City staff, MSSU representatives, and project stakeholders.

About Place Foundry
Place Foundry is a professional planning and economic development consulting firm specializing in vertically integrated place development—the simultaneous coordination of planning, civil engineering, architecture, and development strategy from day one. Unlike traditional, fragmented consulting, where planners, engineers, and architects work sequentially with costly handoffs and surprises, we bring all disciplines together throughout every project phase.

Our Vertically Integrated Model
Place Foundry operates through two integrated studios that work collaboratively from project inception:

PLANNING & DEVELOPMENT STUDIO provides comprehensive planning, economic development strategy, civil engineering, market analysis, developer recruitment, and implementation facilitation. This studio combines three practice areas: Planning + Urban Design (comprehensive plans, corridor studies, master plans), Development Strategy (market analysis, developer recruitment, implementation), and Civil Engineering (infrastructure feasibility, Complete Streets, site engineering). The Planning & Development Studio leads the Joplin engagement.

DESIGN & ARCHITECTURE STUDIO provides architecture, landscape design, and design feasibility services. This studio ensures development concepts are architecturally sound, financially feasible, and constructible.

SHARED SERVICES provides branding, marketing, operations, and finance support across both studios, ensuring consistent quality and professional presentation.

Why Integration Matters for Joplin
Traditional fragmented consulting creates predictable problems: planners create visions that engineers later discover won't work, infrastructure surprises blow budgets, and development scenarios prove financially infeasible only after months of planning—the result: 10-20% implementation rates and shelf plans.

Our integrated approach eliminates these problems. When Place Foundry creates the Joplin master plan, our civil engineer confirms infrastructure capacity, our development strategist validates market feasibility, and our planner ensures regulatory compliance—all simultaneously. No handoffs. No surprises. No late-stage failures.

This integration delivers 90%+ implementation rates, 30% cost savings compared to fragmented approaches, and an average 14-month timeline from plan adoption to groundbreaking. For Joplin, this means the MSSU/Northpark master plan will be feasible, fundable, and implementable—not aspirational.

Our Practice Focus
We work primarily with municipalities, property owners, and developers on mixed-use development, downtown revitalization, corridor planning, and economic development strategy. Our current portfolio demonstrates implementation success: Cherry Valley Crossings (8-10 active developer prospects through systematic recruitment), Loves Park Riverside Commons (Phase 1 operating—Indoor Box Market and Restaurant serving customers), Village of Roscoe (I-90 corridor planning), City of Danville (comprehensive plan), and Marquette County, Wisconsin (comprehensive plan refresh underway).

This work demonstrates our capability across the full spectrum of services required for Joplin: master planning, market analysis, GIS mapping, professional marketing, developer recruitment, ombudsperson services, infrastructure coordination, and implementation facilitation—all delivered through our integrated model that eliminates fragmentation and drives results.

2.2: Organizational Structure

FIRM ORGANIZATIONAL STRUCTURE

Place Foundry operates through a two-studio integrated model designed to eliminate the fragmentation typical of traditional consulting.

The **Planning & Development Studio** (led by David A. Sidney, Managing Principal) provides comprehensive planning, economic development strategy, civil engineering, market analysis, and implementation facilitation. The **Design & Architecture Studio** (led by Joe Anderson, Managing Principal) provides architecture, landscape design, and design feasibility services.

Shared Services provides branding, marketing, operations, and finance support across both studios.

This structure enables vertically integrated service delivery—where all disciplines work simultaneously from project inception—eliminating the sequential handoffs that cause delays, cost overruns, and implementation failures in traditional consulting models.

PROJECT TEAM ORGANIZATION FOR JOPLIN

The Planning & Development Studio will lead the Joplin engagement with support from Shared Services. Our structure follows Place Foundry's project leadership model: projects are led by the team member with the most relevant expertise, with all members collaborating throughout every phase.

David A. Sidney, Managing Principal, provides strategic oversight, quality assurance, and client success leadership. David coordinates with City and MSSU leadership, facilitates key stakeholder engagement, and provides final review of all deliverables.

Mark Schaer, Place Strategist, serves as Project Manager and leads the Joplin engagement. This project falls directly within Mark's practice area: district/corridor plans, development feasibility, economic development, and implementation strategies. Mark manages day-to-day coordination, serves as the primary City contact, leads master planning work, coordinates developer recruitment, and ensures deliverables meet schedule and quality standards.

Jeff Macke, PE, CFM, Director of Civil Engineering, provides infrastructure and technical coordination, confirming infrastructure capacity, providing input on Complete Streets planning, coordinating utility planning with City departments, and ensuring master plan recommendations are technically feasible.

Shawn Ager, Place Analyst, delivers data analysis and GIS work, conducting market analysis, creating all mapping and spatial analysis, developing data visualizations, and supporting stakeholder engagement with data-driven insights.

Michelle Sidney, Creative Director, leads all visual design and marketing deliverables, including creating the project website, producing marketing materials (video, renderings, prospectus), and designing the master plan document layout.

Integrated Collaboration: Mark leads planning and strategy, coordinating with Jeff on infrastructure and with Shawn on market analysis. All team members contribute specialized expertise simultaneously throughout every phase—not sequentially. When we develop land-use recommendations, Jeff confirms the infrastructure capacity. When we create development scenarios, Shawn validates market feasibility. No handoffs. No surprises.

COMMUNICATION AND QUALITY CONTROL

Mark Schaer serves as the primary contact for day-to-day coordination, managing monthly virtual updates, a minimum of 10 in-person meetings, and providing 24-hour response times. David Sidney provides executive-level coordination with City leadership and quarterly presentations to governing bodies.

David provides a final review of all deliverables before City submission, ensuring quality standards and alignment with objectives. Mark manages multi-stage review processes with tracked revisions and complete documentation.

Team Commitment: All proposed team members are committed to the full 13-month engagement. If personnel changes become necessary, the City will be notified and must approve replacements. David Sidney and Mark Schaer guarantee their personal involvement throughout the project.

2.3 Key Staff Resumes





DAVID A. SIDNEY

MANAGING PRINCIPAL | PLANNING & DEVELOPMENT STUDIO

David brings over 18 years of experience transforming downtown visions into reality through his work in urban planning and community development. His proven track record includes successful downtown initiatives in communities like Roscoe and Cherry Valley, where he helped preserve historic character while fostering economic growth. David's background in private sector consulting, municipal planning, and non-profit leadership ensures recommendations balance ambition with achievability.

AREAS OF EXPERTISE

Strategic Planning

- Innovation Ecosystem Mapping
- Outcomes and Goal Setting
- Benefit/Cost Analysis
- Comprehensive Plan Updates

Community Engagement

- Public participation process
- Broad engagement through in-person and online events

Development/ Redevelopment

- Development Pro forma Creation and Analysis
- Development strategic planning
- Development coordination
- Market Analysis
- Retail Analysis
- Project Management

RELEVANT PROJECT EXPERIENCE

- Downtown Roscoe Master Plan, Village of Roscoe, IL
- Downtown Rockford Strategic Action Plan, Rockford, IL, City of Rockford*
- Danville 2050 Comprehensive Plan, Danville, IL, City of Danville
- City of Rockford 2020 Implementation Plan, Rockford, IL, City of Rockford*
- Cherry Valley Crossings, Cherry Valley, IL, Village of Cherry Valley
- Riverside Commons Placemaking Blueprint, Loves Park & Machesney Park, IL, The Parks Chamber of Commerce
- South Avon Development, Rockford, IL, Rockford Housing Development Corporation
- Prairie Hill Development, Rockford, IL, CMM Associates
- Brewhouse District, Rockford, IL, K&K Associates
- Prairie Street Brewhouse Development Plan, Rockford, IL, K&K Associates*
- Miracle Mile Mixed Use Infill Development Plan, Rockford, IL, Miracle Mile Business District Association*
- Winnebago County Unified Development Plan and Ordinance, Winnebago County, IL, County of Winnebago*
- Adaptive Reuse Study, Sterling, IL, City of Sterling*

**Projects completed before working with Place Foundry*

EDUCATION

- Bachelor of Urban & Regional Planning, University of Illinois at Urbana-Champaign (2005)
- Master of Urban Planning, University of Illinois at Urbana-Champaign (2006)



MARK SCHAER

PLACE STRATEGIST

Mark is a Place Strategist for Place Foundry. He plays a crucial role in moving our client visions forward to ground-breaking and ribbon cutting ceremonies. With a background in housing development and site selection, Mark ensures our market analysis, master plans, and design become a reality. Mark is currently assisting our private property owners/developers and municipal clients in retail recruitment, housing developer engagement, and funding strategies.

AREAS OF EXPERTISE

Real Estate Analysis & Financial Modeling

- Market research and demographic trend analysis
- Development underwriting and pro forma creation
- Rent setting, tax analysis, and cap rate evaluation

Development Strategy & Site Selection

- Strategic planning for multifamily and mixed-use projects
- Site feasibility studies and acquisition sourcing
- Coordination of market strategy across multiple states

Project Coordination & Due Diligence

- Managing documentation for large-scale transactions
- Pipeline reporting and investment committee presentations
- Collaboration with cross-functional teams for project execution

RELEVANT PROJECT EXPERIENCE

- Cherry Valley Crossings District Plan | Market Analysis, Retailer Recruitment, and Developer Engagement Strategy
- Riverside Commons | Market Analysis, Retailer Recruitment, and Developer Engagement Strategy
- I-90 & Rockton Road Corridor | Market Analysis and Developer Engagement Strategy

EDUCATION

- MBA, Real Estate Specialization – University of Wisconsin-Madison
- BS, Marketing; Minor in Public Relations – University of Illinois at Urbana-Champaign

TECHNICAL SKILLS

Financial Modeling & Research: Microsoft Excel, LandVision, CoStar, LoopNet, Crexi, Placer.ai, ArcGIS

Visualization: Adobe Creative Suite, Sketchup

Office Applications: Microsoft Office 365 Suite



SHAWN AGER

PLACE ANALYST

Shawn is a Place Analyst who plays a crucial role at Place Foundry focusing on data-informed analysis and research that enhances growth, urban form, accessibility, and livability. Since 2024, Shawn has practiced geographical information systems (GIS), market analysis, and community engagement support. He brings fresh analytical perspectives combined with practical experience in municipal planning, having worked with the City of Janesville on water and forestry planning studies, and currently helping the Village of Roscoe, Illinois economic development strategy for I-90 and Rockton Road.

AREAS OF EXPERTISE

Geographical Information Systems (GIS)

- Collecting, managing, analyzing, and modeling geographic/ spatial data
- Maps and graphs creation using ArcGIS Pro and ArcGIS Online
- Build, analyze, and update databases for municipal planning

Market Analysis & Economic Geography

- Demographic and economic data analysis
- Market research methodologies and trend identification
- Economic development opportunity assessment

Community Engagement Support

- Public workshop facilitation and coordination
- Educational outreach and presentation development
- Visual communication and graphic design for public engagement

RELEVANT PROJECT EXPERIENCE

- City of Danville, Illinos 2050 Comprehensive Plan | Market Analysis and Data Visualization
- Rockford Park District Sports Facilities | Market Analysis and Master Planning
- University of Wisconsin Whitewater Housing and Campus Planning Support*

**Projects completed before working with Place Foundry*

EDUCATION

- Bachelor's Degree in Geography with Emphasis in Geology, University of Wisconsin Whitewater (2025)
- Spanish Minor and GIS Certificate

TECHNICAL SKILLS

GIS Software: ArcGIS Pro, ArcGIS Online, Story Maps, Sketchup
Programming: R Statistical Programming
Office Applications: Microsoft Office Suite
Languages: Spanish (conversational)
Specialized: Topology management, database development, demographic analysis, market research tools



JEFF MACKE, PE, CFM

DIRECTOR OF CIVIL ENGINEERING

As Director of Civil Engineering with Place Foundry, Jeff leads infrastructure planning and technical analysis for urban development initiatives. He brings 14 years of engineering and project management expertise to Place Foundry's planning and development portfolio. His current projects include the City of Danville Comprehensive Plan and Roscoe Economic Development Strategy. Previously, he led significant regional initiatives like the Rockford Stormwater Master Plan and Cedar Rapids Flood Control System.

AREAS OF EXPERTISE

Infrastructure Planning

- → Stormwater Management
- → Flood Mitigation Analysis
- → Green Infrastructure Design
- → Municipal Infrastructure Planning
- → Development Impact Studies

Technical Analysis

- → Hydrologic/Hydraulic Modeling
- → Infrastructure Assessment
- → Cost-Benefit Analysis

Technical Analysis Cont

- → Grant Application Development
- → Regulatory Compliance

Project Management

- → Client Relations
- → Public Engagement
- → Municipal Coordination
- → Construction Administration
- → Project Documentation

RELEVANT PROJECT EXPERIENCE

- → Danville 2050 Comprehensive Plan, City of Danville
- → I-90 & Rockton Road Corridor Development Feasibility Study Village of Roscoe, IL
- → Cedar Rapids E Ave Basin, Cedar Rapids IA, Lead design of 40 acre-foot flood mitigation basin*
- → Rockford Park District Levings Lake Stormwater Wetland Design, Rockford IL, Rockford Park District*
- → Washington Stormwater Master Plan, City of Washington, IL*
- → Freeport Stormwater Master Plan, Freeport IL, City of Freeport*
- → Nevada IA Green Infrastructure Design, Nevada IA, City of Nevada*
- → Keith Creek Flood Study, Rockford IL, City of Rockford*
- → Rockford Stormwater Master Plan, Rockford IL, City of Rockford*

**Projects completed before working with Place Foundry*

EDUCATION

- → Bachelor of Science in Civil Engineering, Valparaiso University (2009)

PROFESSIONAL REGISTRATIONS

- → Professional Engineer (PE)
- → Certified Floodplain Manager (CFM)



MICHELLE SIDNEY

CREATIVE DIRECTOR

Michelle will develop engagement and communication materials that make technical concepts accessible to community members. Her expertise in visual storytelling will ensure the plan's identity elements resonate with corridor communities. Michelle will create materials that build understanding and support throughout the planning process.

AREAS OF EXPERTISE

Design

- Adobe Creative Suite Expert
- Web Design
- Print Design & Production
- Photography & Visual Documentation
- Typography & Brand Standards
- Presentation Design (PowerPoint, branded templates)
- Marketing Collateral Development

Marketing

- Social Media Strategy & Content Creation
- Newsletter Development & Distribution
- Email Marketing & Campaigns

Visual Storytelling

- Place Identity & Branding
- Signage & Wayfinding Design
- Infographic Design & Data Visualization

RELEVANT PROJECT EXPERIENCE

- Downtown Roscoe Master Plan, Village of Roscoe IL
- Cherry Valley Crossings, Village of Cherry Valley, IL
- Riverside Commons Blueprint, Rockford IL, The Parks Chamber of Commerce
- South Avon Development, Rockford, IL, Rockford Housing Development Corporation
- Prairie Hill Development, Rockford, IL, CMM Associates
- Fairchild and Vermilion Corridor Development Feasibility Study, City of Danville, IL
- Lynch Road Corridor Development Feasibility Study, City of Danville IL

EDUCATION

- Bachelor of Science (Fine Arts, Graphic Design, Marketing), Bradley University

2.4 Experience & Qualifications

Place Foundry brings nearly two decades of comprehensive planning experience, established developer networks across multiple real estate sectors, and a track record of turning communities' visions into operating businesses. Our current portfolio demonstrates capability across the full spectrum of services required for the Joplin engagement.

MUNICIPAL KNOWLEDGE AND EXPERIENCE

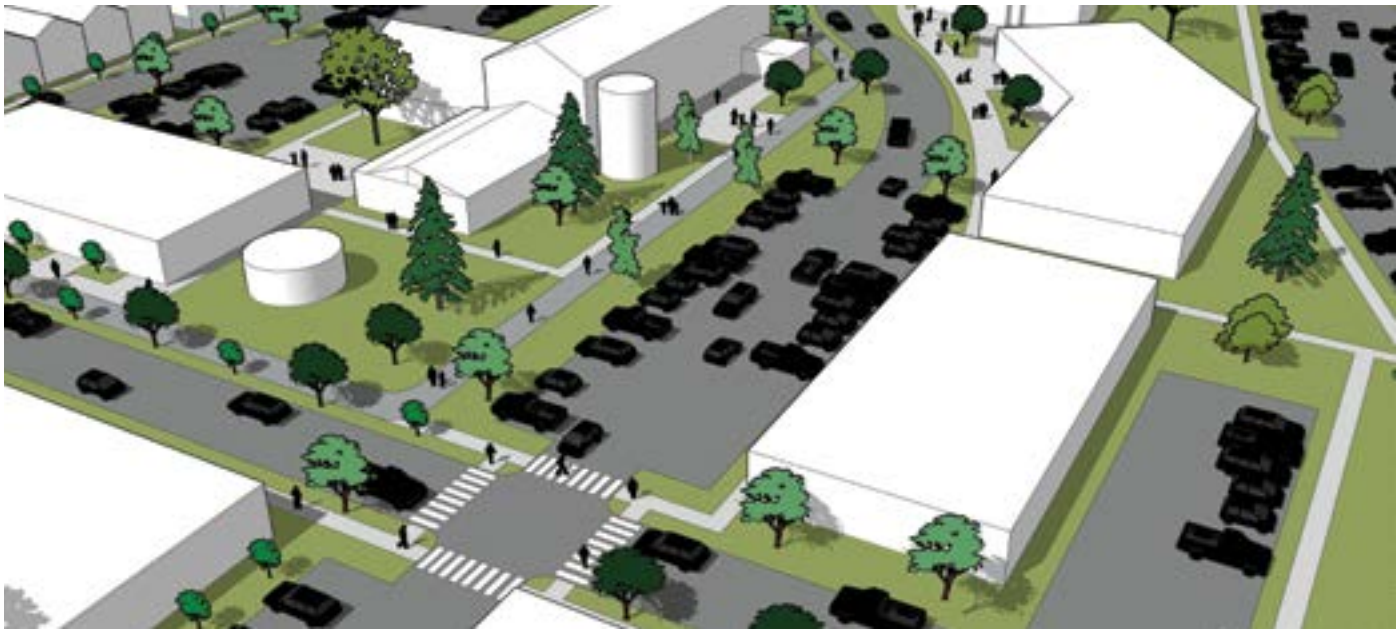
We specialize in working with small and mid-sized municipalities, university partners, and regional organizations on mixed-use development, downtown revitalization, corridor planning, and economic development strategy. Our approach emphasizes integration—combining planning, civil engineering, market analysis, professional marketing, and active implementation support into unified service delivery.

This integrated model distinguishes us from traditional, fragmented consulting, where planners, engineers, and architects work sequentially, with costly handoffs and surprises. When Place Foundry creates a master plan, our civil engineer confirms infrastructure capacity, our development strategist validates market feasibility, and our planner ensures regulatory compliance—all simultaneously.

RELEVANT PROJECT EXPERIENCE

The following five projects demonstrate our qualifications for the Joplin engagement:

Cherry Valley Crossings



Cherry Valley, Illinois
Timeline: 2023-2024
Status: Completed

Client Reference
Jim E. Claeyssen
Village Administrator
Village of Cherry Valley
806 E State St A
Cherry Valley, IL 61016

PROJECT OVERVIEW

Developed a transformative vision plan for Cherry Valley's I-39/CherryVale Mall corridor, focusing on two key areas: The District and Swanson Farms. The plan reimagines the corridor as a regional hub for commerce, entrepreneurship, and outdoor recreation while building upon existing retail strengths.

CHALLENGE & APPROACH

The project aimed to create a comprehensive vision for introducing new mixed-use development, recreational amenities, and housing options to transform the area into a vibrant 24/7 neighborhood. Our approach included thorough market analysis, design guidelines, and implementation strategies tailored to the corridor's unique characteristics.

KEY SERVICES PROVIDED

- → Comprehensive market and demographic analysis
- → Development of detailed phasing strategies
- → Creation of implementation frameworks
- → Design guidelines and standards
- → Public space and connectivity planning
- → Economic development strategy
- → Detailed cost/ benefit analysis



Riverside Commons



Loves Park, Illinois
Timeline: August 2022 - Present
Status: Phase 1 Planning Completed, Phase 2 Implementation Ongoing

Client Reference
Nathan Bruck
City of Loves Park, Illinois
100 Heart Boulevard
Loves Park, Illinois 61111
Phone: 815-654-5033

PROJECT OVERVIEW

Providing placemaking consulting services to The Parks Chamber of Commerce, the joint chamber for Loves Park and Machesney Park, IL. The project is part of "Placemaking in the Parks," a five-year strategy focused on creating magnetic destinations across six distinct districts in these communities.

CHALLENGE & APPROACH

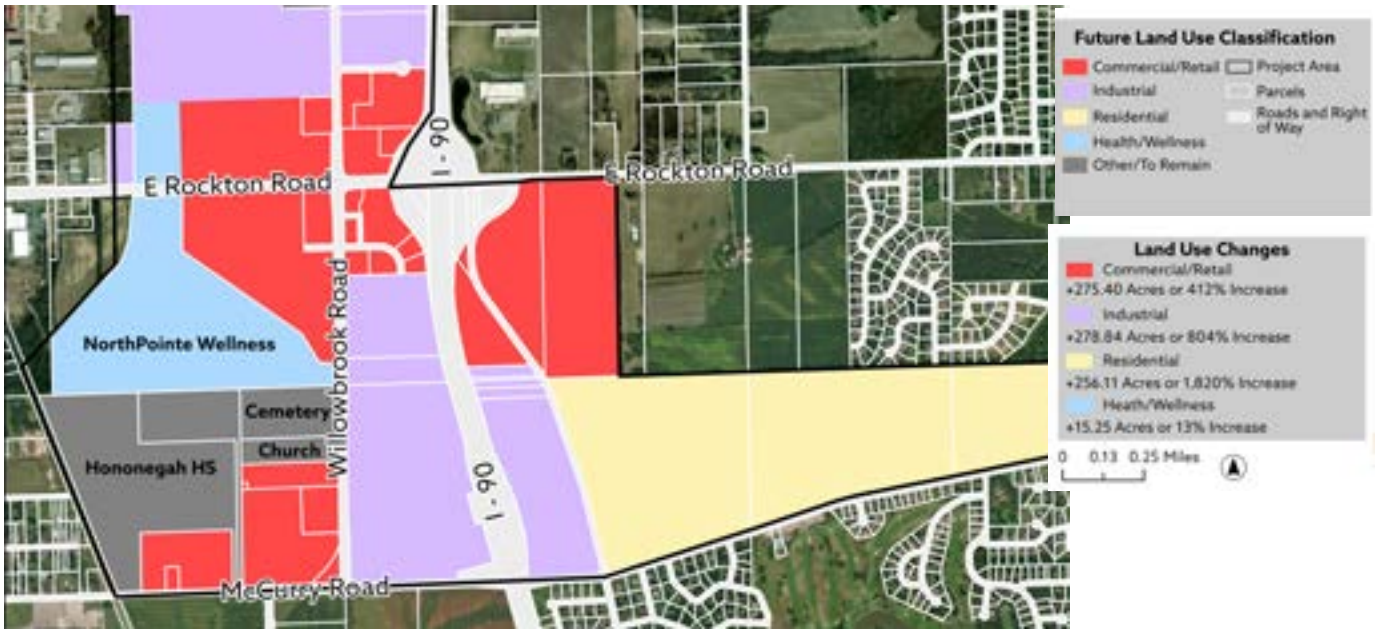
The project focuses on challenging prevailing trends of single-use development and enhancing pedestrian and transit-oriented experiences in these suburban, automobile-oriented communities. The Riverside Commons Blueprint, completed in April 2023, serves as the first district plan within the broader five-year strategy.

KEY SERVICES PROVIDED

- → Marketplace research to identify key consumer trends and demand for future retail attraction
- → Integration of marketplace findings with demographic and policy conditions
- → Development of multiple land use scenarios with visualizations
- → Cost estimates and potential funding strategies
- → Stakeholder engagement with property owners, business leaders, and officials
- → Convening of the Box Market Implementation Work Group for plan execution



I-90 & Rockton Road Corridor



Village of Roscoe, Illinois
Timeline: 2024-2025
Status:

Client Reference
Carol Gustafson,
Village President
Village of Roscoe
10631 Main Street
Roscoe, IL 61073

PROJECT OVERVIEW

The Village of Roscoe seeks to transform the Rockton Road corridor from a pass-through stop into a regional destination. Positioned at the I-90 interchange, the corridor offers exceptional accessibility and untapped economic potential. This initiative leverages strong demographics, high traffic volumes, and recent infrastructure improvements to attract investment and create a vibrant mixed-use environment.

CHALLENGE & APPROACH

The corridor currently functions as a brief stop for interstate travelers, missing opportunities to capture visitor spending and provide local employment. Apply a placemaking strategy that integrates market analysis, land use planning, and community engagement to create a destination that serves travelers, residents, and regional visitors. Recommendations focus on mixed-use development, infrastructure readiness, and strategic partnerships

KEY SERVICES PROVIDED

- → Marketplace research to identify key consumer trends and demand for future retail attraction
- → Integration of marketplace findings with demographic and policy conditions
- → Development of multiple land use scenarios with visualizations
- → Land Use Development Strategy
- → Economic Development Strategy
- → Cost estimates and potential funding strategies
- → Stakeholder engagement with property owners, business leaders, and officials

Lynch Road Corridor

Danville, Illinois
Timeline: December 2023 to April 2024
Status: Completed

Client Reference
Logan Cronk
Community Development Administrator
City of Danville, Illinois
217-431-2286
lcronk@cityofdanville.org



PROJECT OVERVIEW

In December 2023, the City of Danville engaged Place Foundry to develop a comprehensive Place Map report for the 21.3-acre Lynch Road Site along I-74. This strategic planning initiative established a clear vision for transforming primarily agricultural land into a distinctive commercial destination. Through rigorous market analysis, urban design best practices, and placemaking principles, the report identified the site's significant potential to become a commercial anchor that enhances quality of life and stimulates economic growth.

CHALLENGE & APPROACH

The Lynch Road Site presented both opportunity and complexity—while its strategic corridor location attracted over 650,000 visits in 2023, the project required careful consideration of environmental vulnerabilities including flood and heat risks, local socioeconomic factors, and the need to create meaningful community connections. Place Foundry conducted extensive demographic research, environmental risk assessment, and market analysis to inform a resilient development strategy that balanced commercial viability with community benefit through a thoughtful mix of attractions, lodging, and green spaces.

KEY SERVICES PROVIDED

- → Market and demographic analysis to establish the site's commercial potential and target audience
- → Urban design and placemaking recommendations emphasizing human-scale design, accessibility, and open space amenities
- → Economic feasibility studies examining multiple redevelopment scenarios with projected 11-13% internal rates of return
- → Infrastructure improvement and entitlement strategies identifying implementation pathways for both municipal investment and private development

Avon Development



Rockford, Illinois
Timeline:
Phase 1 Development Analysis, Planning and Entitlements:
April 2022 - August 2023

Phase 2 Development Coordination:
September 2023 - Present

Status: Phase 2 In Progress

Client Reference
Jerry Lumpkins, Board President
Rockford Housing Development Corporation
3400 North Rockton Avenue
Rockford, Illinois 61103
Phone: 312-371-5039

PROJECT OVERVIEW

Beginning in 2022, Place Foundry partnered with the Rockford Housing Development Corporation (RHDC) on the South Avon Development — a 15-acre mixed-use project in southwest Rockford featuring affordable housing, an early education center, urban agriculture facilities, and commercial space. The development stems from the One Rockford Initiative, a community-driven effort to spur reinvestment in the area, and secured a Planned Unit Development zoning approval from the City of Rockford in August 2023.

CHALLENGE & APPROACH

The central challenge was translating a community-informed vision into a financially viable, implementable development plan. Place Foundry conducted marketplace research to identify retail demand trends, performed infrastructure and policy due diligence, and integrated those findings with demographic analysis to produce multiple development scenarios for RHDC's consideration. Robust community engagement — convening residents, business leaders, and elected officials — ensured the plan reflected stakeholder input. The result is a comprehensive development plan with schematic design and cost analyses positioned to guide municipal approval and construction.

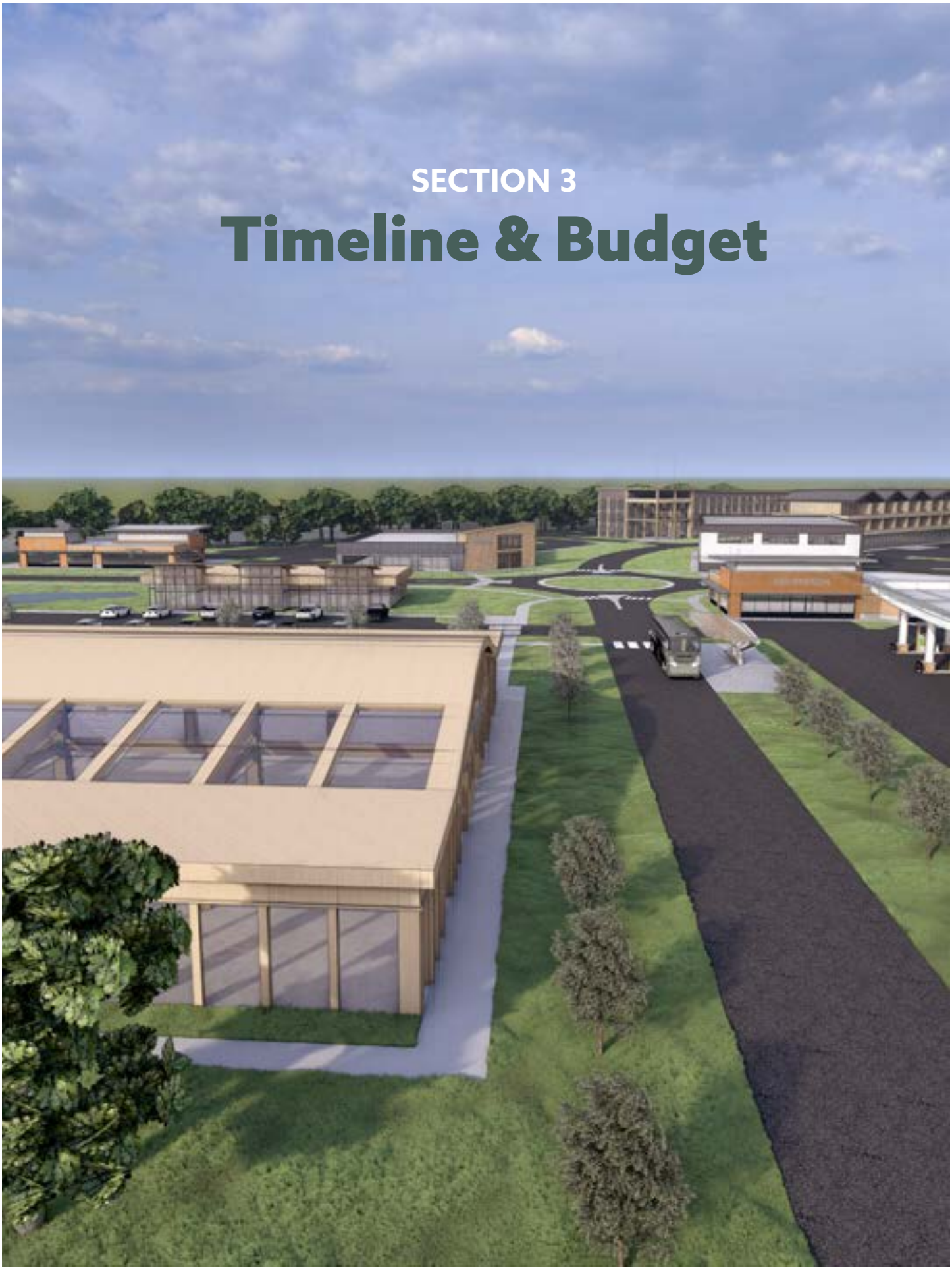


KEY SERVICES PROVIDED

- → Highest and Best Use Development Analysis
- → Land-use, zoning, and pro forma analysis
- → 2D and 3D schematic design
- → Stakeholder engagement, public participation, and website creation
- → Energy efficiency and sustainable development
- → LIHTC and CPACE financing

SECTION 3

Timeline & Budget



3.1: Timeline to Complete Study

PROJECT DURATION: APRIL 2026 - APRIL 2027

The timeline below provides an overall framework to complete each phase outlined in our proposed methodology. We are committed to the City's Spring 2027 completion target and ready to devote the proposed personnel and resources for the entire engagement. Should the City favor our approach, we will refine this schedule during contract finalization to ensure optimal coordination with City, MSSU, and Chamber calendars.

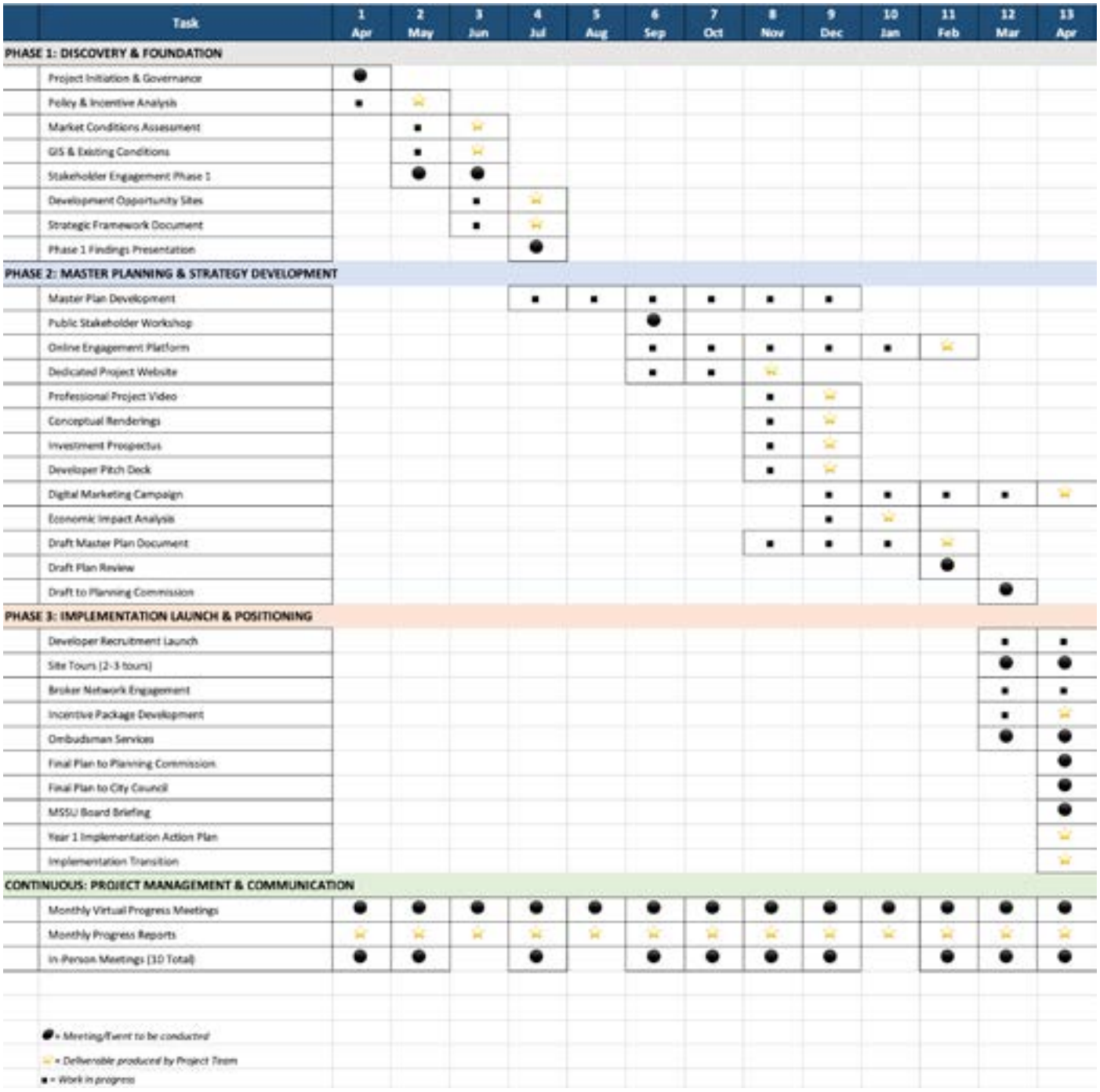
Overall Schedule:

- → **Phase 1: Discovery & Foundation** (Months 1-4: April-July 2026)
- → **Phase 2: Master Planning & Strategy Development** (Months 5-10: August 2026-January 2027)
- → **Phase 3: Activation & Implementation Support** (Months 11-13: February-April 2027)

Stakeholder Touchpoints

Throughout the 12-month engagement, Place Foundry will maintain regular communication through multiple channels:

- → **In-Person Meetings:** Minimum 10 meetings strategically scheduled for key milestones, stakeholder workshops, and governing body presentations
- → **Virtual Meetings:** 12 monthly progress update meetings (one per month)
- → **Ongoing Communication:** Same-day response for time-sensitive opportunities, 24-hour response for routine questions, unlimited coordination calls



3.2: Cost of Proposal

We propose a not-to-exceed amount of **$139,500** for the City of Joplin Economic Development Services assignment, including all professional fees and project expenses. If the City favors our basic approach, we are willing to work with City staff to amend our Scope of Work as necessary to meet budgetary constraints.

Phase	Cost
Phase 1: Discovery & Foundation	$33,700
Phase 2: Master Planning & Strategy Development	$54,000
Phase 3: Implementation Launch & Positioning	$24,975
Project Management & Communication (All Phases)	$12,150
Subtotal - Professional Fees	$124,800
Travel & Direct Expenses	$14,700
Total Not-to-Exceed Amount	**$139,500**

What's Not Included

- → Specialized traffic engineering studies requiring engineering subconsultants (intersection analysis, capacity modeling, traffic counts)
- → environmental field surveys or Phase I/II environmental assessments
- → utility infrastructure capacity engineering requiring detailed hydraulic modeling
- → additional in-person meetings beyond the 10 included
- → printing costs for large-format plan documents (we provide print-ready PDFs),
- → additional grant applications beyond the initial scope
- → major plan rewrites if City direction changes substantially post-adoption, requiring new analysis.

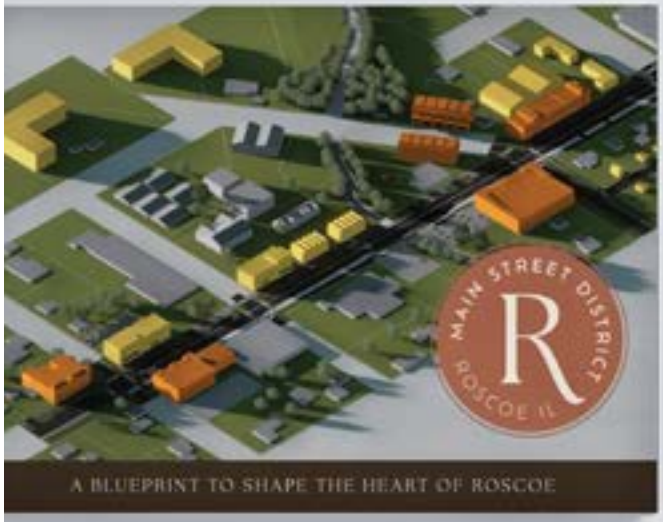
Average Hourly Rate

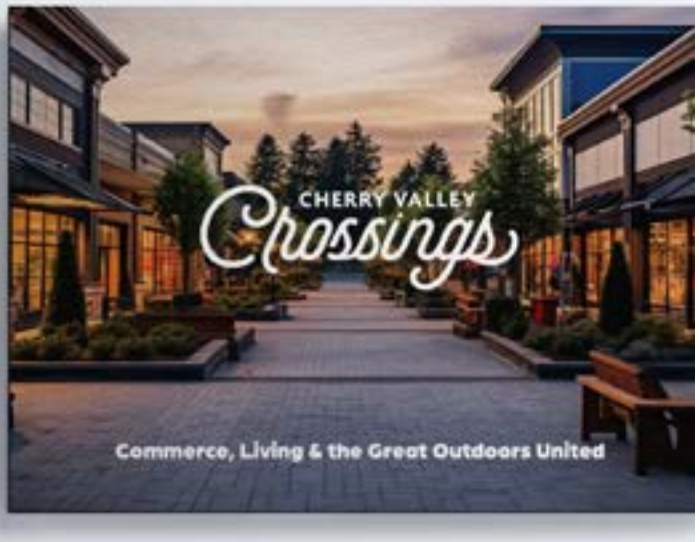
Place Foundry's blended average hourly rate for this engagement is $135/hour, reflecting our team's combined expertise across planning, engineering, market analysis, and marketing disciplines.
Total estimated professional hours: 925 hours over 13 months.

Hourly Rates for Additional Services

Should the City request services outside the defined scope, Place Foundry will provide those services at the following hourly rates:

Position	Hourly Rate
Managing Principal	$145
Project Manager / Place Strategist	$135
Director of Civil Engineering	$135
Place Analyst	$115
Creative Director	$115


MAIN STREET DISTRICT
R
ROSCOE IL
A BLUEPRINT TO SHAPE THE HEART OF ROSCOE


CHERRY VALLEY
Crossings
Commerce, Living & the Great Outdoors United


Main Street Core District
Long Term Plan


RIVERSIDE
COMMONS
live. linger. play. innovate.

APPENDIX

Work Samples

Visit **www.theplacefoundry.com/work-samples** to view our Work Samples or click on the project links below.

MAIN STREET DISTRICT

CHERRY VALLEY CROSSINGS DISTRICT

RIVERSIDE COMMONS DISTRICT

PLACE
foundry

Place Foundry PLLC
1700 N Alpine Rd.,
Suite 101
Rockford, IL 61107

HOW WE STRUCTURE IMPLEMENTATION CONTRACTS

For clients transitioning from a planning engagement to active implementation, we use a Comprehensive Implementation Partnership — a fixed-price, monthly structure organized around four core work areas:

1. **Developer Recruitment & Pipeline Cultivation** — Systematic outreach to qualified developers across retail, restaurant, hotel, multifamily, student housing, and master developer categories; site tour coordination; broker network engagement; and monthly pipeline reporting from initial contact through advanced discussions.

2. **Stakeholder Coordination** — Ongoing engagement with City staff, MSSU administration, property owners, and the Chamber to sustain alignment and advance individual project conversations as they mature.

3. **Marketing & Visibility** — Maintaining and updating the project website, executing the digital marketing campaign, refreshing materials for active developer conversations, and managing inbound inquiries generated by the Year 1 marketing platform.

4. **Ombudsman & Deal Support** — This is structured in two parts in our engagements: first, serving as a single point of contact for developers navigating plan review, permits, and approvals; and second, facilitating development agreement and legal coordination — including term sheets, incentive agreement structuring, negotiations on terms and phasing, and deal structuring support (pro formas, ROI analysis, risk allocation). Both are included in the monthly fee.

The structure is a fixed monthly fee with a 12-month term. This approach ensures predictable costs, unlimited access to our team, and the continuity that developer relationships require.

YEAR 2 IMPLEMENTATION SCOPE & FEE

For Joplin, a Year 2 engagement would build directly on the foundation established in Year 1 — the adopted master plan, the live marketing platform, the active developer pipeline, and the CBL relationship. The focus shifts from building systems to advancing conversations toward commitments.

Proposed Year 2 Scope (12 months):

- **Developer pipeline cultivation** — advance the 3–5 prospects showing preliminary interest toward due diligence and LOI discussions; continue outreach to fill the pipeline as early prospects progress; provide support to the City with its RFI/Q process, if applicable.

- **Ongoing CBL engagement** — leverage existing C-Suite relationships to advance Northpark Mall redevelopment conversations.

- **Broker/Developer network engagement** — quarterly outreach and updated materials to 10–15 commercial broker contacts; developer site tours coordinated throughout the year; website

updates, digital campaign execution, quarterly email campaigns to the developer and broker database.

- **Development pro forma analysis** — independent financial analysis for up to 3 active development prospects, including pro forma review, revenue/expense validation, financing structure assessment, gap financing recommendations, and incentive 'But For' analysis.

- **Grant strategy & application** — identification and pursuit of one grant opportunity aligned with Joplin's infrastructure and economic development priorities (CDBG, EDA, Missouri DED programs, and others); the adopted master plan provides the planning foundation most programs require.

- **Infrastructure coordination** — ongoing coordination with City engineering staff on development-readiness, monitoring alignment between infrastructure delivery and development phasing, and tracking grant-funded projects.

- **Ombudsman services (plan review & permitting)** — active process navigation support as prospects advance toward applications.

- **Ombudsman services (development agreements)** — support role to City staff in deal structuring, incentive agreement facilitation, and legal agreements for 2–3 active prospects.

- Monthly progress reports and quarterly presentations to City leadership, MSSU, and Chamber.

Proposed Year 2 Investment: **$6,500/month ($78,000/year)** — fixed price for all professional services.

Year 2 will be delivered primarily through virtual meetings and calls, which reflects the nature of the work as the engagement shifts from planning and relationship-building to ongoing pipeline management and deal facilitation.

We anticipate 3–4 strategic in-person visits over the course of the year for key moments — developer site tours, governing body presentations, and active negotiation sessions. Travel for those visits will be billed at cost with prior written approval. The team estimates an average cost of $1,600 per trip for two Place Foundry employees traveling to Joplin (flights, rental car, meal allowance, and lodging).

I am happy to discuss further or answer any additional questions.

CITY OF JOPLIN
Economic Development Services
OVERALL SCORE
5/18/2026

VENDOR NAME	STAFF 1 SCORE	STAFF 2 SCORE	STAFF 3 SCORE	OVERALL SCORE	COST
Place Foundry	49	49	47	145	$217,500
Development Strategies	36	43	45	124	$450,000
Willdan	25	36	40	101	$146,000

AGREEMENT FOR CONSULTING SERVICES

THIS AGREEMENT, made and entered into this 16th day of June 2026, ("effective date"), by and between the City of Joplin, a municipal corporation of the State of Missouri, hereinafter referred to as the "City" with principal offices located at 602 South Main, Joplin, Missouri, and Place Foundry LLC, with principal place of business located at 1700 N. Alpine Rd., Suite 101, Rockford, IL 61107, hereinafter referred to as the "Consultant;" together City and Consultant being referred to as the "Parties."

WITNESSETH:

WHEREAS, the City of Joplin desires to engage the Consultant to render certain services hereinafter described in Request for Proposal No. 2026-RFP-13, Economic Development Services, which Request for Proposal is attached hereto and incorporated herein as Exhibit A; and

WHEREAS, the Consultant submitted an Economic Development Services Proposal dated February 18, 2026, and a supplemental Implementation Costs Proposal attached hereto and incorporated herein as Exhibit B and Exhibit C; and

WHEREAS, the City has selected Consultant as the lowest and best Offeror for performing the services listed in this RFP attached hereto and incorporated herein as Exhibit A, based on full consideration of all factors, preferences, and conditions deemed applicable by City.

NOW, THEREFORE, the Parties to the contract agree to the following:

1. **Scope of Work and Payment.**

    a. The City agrees to engage the Consultant and the Consultant agrees to perform, in strict accordance with Exhibit A, the same, and within the time specified therein.

    b. The services of the Consultant shall commence only as authorized in writing by City purchase order or other written notice and shall be undertaken and completed as promised by the Consultant in Exhibit B.

    c. The City agrees to pay the Consultant in accordance with the prices and terms set forth in Exhibit B and Exhibit C for work authorized by City purchase order or other written Notice by the City upon presentation of proper invoice and inspection by the City of work completed by the Consultant. Specifically, City agrees to pay consultant an amount not-to-exceed amount of Two Hundred and Seventeen Thousand, Five Hundred dollars and Zero Cents ($217,500.00).

    d. All information, data, and reports as are existing, available, and necessary for the carrying out of the work, shall be furnished to the Consultant without charge, and the parties shall cooperate with each other in every way possible in carrying out the scope of services.

    e. The Consultant shall fully coordinate its activities in the performance of the

contract with the activities of the City.

f. The Consultant represents that Consultant will secure at Consultant's own expense; all personnel required to perform the services called for under this contract by Consultant. Such personnel shall not be employees of or have any contractual relationship with the City except as employees of the Consultant. All the services required hereunder will be performed by the Consultant or under Consultant's direct supervision and all personnel engaged in the work shall be fully qualified and shall be authorized under state and local law to perform such services. None of the work or services covered by this contract shall be subcontracted without the written approval of the City.

2. **Termination.** If, through any cause, the Consultant shall fail to fulfill in a timely and proper manner Consultant's obligations under this contract, or if the Consultant shall violate any of the covenants, agreements, or stipulations of this contract, the City shall thereupon have the right to terminate this contract by giving written notice to the Consultant of such termination and specifying the effective date thereof, at least five (5) days before the effective day of such termination. The City may, without cause, terminate this contract upon 30 day's prior written notice. In either such event, all finished or unfinished documents, data, studies, reports, or other materials prepared by the Consultant shall, at the option of the City become its property. The Consultant shall be entitled to receive just and equitable compensation for any satisfactory work completed. Notwithstanding the above, the Consultant shall not be relieved of liability to the City for damages sustained by the City by virtue of any such breach of the contract by the Consultant.

3. **Assignment.** The Consultant shall not assign any interest in this contract and shall not transfer any interest in the same (whether by assignment or novation), without prior written consent of the City thereto. Provided, however, that claims for money due or to become due to the Consultant from the City under this contract may be assigned to a bank, trust company, or other financial institution without such approval. Notice of such assignment or transfer shall be furnished in writing promptly to the City. Any such assignment is expressly subject to all rights and remedies of the City under this agreement, including the right to change or delete activities from the contract or to terminate the same as provided herein, and no such assignment shall require the City to give any notice to any such assignee of any actions which the City may take under this agreement, though City will attempt to so notify any such assignee.

4. **Confidentiality**. Any reports, data, or similar information given to or prepared or assembled by the Consultant under this contract which the City requests to be kept as confidential shall not be made available to any individual or organization by the Consultant without prior written approval of the City.

5. **Amendments.** The covenants and obligations herein contained are the full and complete terms of this Agreement, and no alteration, amendments, or changes to such terms shall be binding unless first reduced to writing and executed with the same formality as this Agreement.

6. **Contract Documents.** The agreement between the City of Joplin and the Consultant shall

consist of (1) The Contract form which embodies the requirements contained herein, (2) the Request for Proposal, and any amendments thereto and, (3) the proposal, as accepted, submitted in response to the Request for Proposal, and supplemental Proposal. In the event of a conflict in language between the documents referenced above, the provisions and requirements set forth and/or referenced in the Contract shall govern over all other documents, and the Request for Proposal and amendments thereto shall govern over the Consultant's Proposal and amendments thereto. However, the City reserves the right to clarify any Contractual relationship in writing with the concurrence of the Consultant, and such written clarification shall govern in case of conflict with the applicable requirements stated in the Request for Proposal or the Consultant's proposal. In all other matters not affected by the written clarification, if any, the Request for Proposal shall govern. The Consultant is cautioned that the proposal shall be subject to acceptance without further clarification.

7. **Independent Contractor.** This agreement does not create an employee/employer relationship between the parties. It is the party's intention that the Consultant will be an Independent Consultant and not the City's employee for all purposes, including but not limited to, the application of the Fair Labor Standards Act minimum wage and overtime payments, Federal Insurance Contributions Act, the Social Security Act, the Federal Unemployment Tax Act, the provisions of the Internal Revenue code, Missouri revenue and taxation laws, Missouri Workers' Compensation, and unemployment insurance laws. The Consultant will retain sole and absolute discretion in the judgment of the manner and means of carrying out the Consultant's activities and responsibilities hereunder. The Consultant agrees that it is a separate and independent enterprise from the public employer, that it has a full opportunity to find other business, that is has made its own investment in its business, and that it will utilize a high level of skill necessary to perform the work. This agreement shall not be construed as creating any joint employment relationship between the Consultant and the City, and the City will not be liable for any obligation incurred by the Consultant, including but not limited to unpaid minimum wages and/or overtime premiums. The Consultant shall not be entitled to any of the benefits established for the employees of the City nor be covered by the Workers Compensation Program of the City.

8. **Consultant's Responsibility for Subcontractor**. It is further agreed that Consultant shall be as fully responsible to the City for the acts and omissions of its subcontractor, and of persons either directly or indirectly employed by them, as Consultant is for the acts and omissions of persons it directly employs. Consultant shall cause appropriate provisions to be inserted in all subcontracts relating to this work, to bind all subcontractor to Consultant by all the terms herein set forth, insofar as applicable to the work of subcontractor and to give Consultant the same power regarding termination of any subcontract as the City may exercise over Consultant under any provisions of this contract. Nothing contained in this contract shall create any contractual relation between any subcontractor and the City or between any subcontractors.

9. **Insurance.** Consultant shall maintain for itself general liability, automobile liability, workers' compensation, fidelity bond, and errors and omissions insurance coverage, as may be customary in the industry, but in no event, less than the limits required by law. The certificates of insurance, including evidence of the required endorsements of the policies shall be filed with the City of Joplin within ten (10) days of the date of receipt of the Award of the

contract to the Consultant and prior to the start of work. All insurance policies shall provide thirty (30) days written notice to be given by the insurance company in question, prior to modification or cancellation of insurance. Such notices shall be mailed, return receipt requested to:

City of Joplin
602 South Main
Joplin, MO 64801

10. **Indemnification.** Consultant hereby assumes all risk of, and responsibility for, and agrees to indemnify and save harmless City, from and against any and all claims, demands, suits, actions, recoveries, judgments, costs, and expenses, including reasonable attorney's fees and expenses, therewith made, brought or obtained on account of the loss of life or property or injury or damage to the person or property of any person or persons whomsoever, whether such person or persons be Consultant, its agents or employees, or City, its agents or employees, or any third-person in any way connected with the parties hereto, which loss of life or property, or injury or damage to persons or property, shall be due to, or arise out of, result from, or be in any way connected with, this Agreement, except to the extent arising from or caused by the sole or gross negligence or willful misconduct of City, its agents or employees.

11. **Entire Agreement.** This agreement, including the contract documents contained or referenced herein, constitutes the entire agreement between the parties. No modification, amendment, or waiver of any of the provisions of this agreement shall be effective unless in writing specifically referring hereto and signed by both parties.

12. **Waiver.** No provision of the contract documents shall be construed, expressly or by implication, as a waiver by the City of any existing or future right or remedy available by law in the event of any claim of default or breach of contract.

13. **Choice of Law and Venue.** This Agreement has been made, and its validity, performance and effect shall be determined, in accordance with the laws of the State of Missouri and venue for litigation between the parties shall be solely and exclusively in Jasper County, Missouri. This agreement and every question arising hereunder shall be construed or determined according to the laws of the State of Missouri.

14. **Attorney's Fees and Expenses.** If City files suit in order to enforce any term of this Agreement and is the prevailing party, Consultant shall be liable for City's reasonable attorney's fees and expenses. In no event shall City be liable for Consultant's reasonable attorney's fees and expenses.

15. **Compliance with Laws.** Consultant shall observe and comply with all Federal, State, and local laws and ordinances that affect those employed or engaged by it on the project, or the material or equipment used, or the conduct of the work, and shall procure all necessary licenses, permits, and insurance.

16. **Counterparts.** This Agreement may be signed in counterparts, each of which shall be deemed an original, but all of which shall constitute one and the same instrument.

Facsimile signatures shall be given the same force and effect as original signatures.

17. **Ethics.** Consultant represents that it has not employed or retained any company or person, other than a bona fide employee working solely for Consultant, to solicit or secure this Agreement, and that it has not paid or agreed to pay any company or person, other than a bona fide employee working solely for Consultant, any fee, commission, gift, or contingent fee.

18. **Fiduciary Duty.** Consultant owes a fiduciary duty to City, including the duty of care and the duty of loyalty. Consultant shall act in the best interest of City.

19. **Headings.** The headings of paragraphs in this Agreement are for convenience only. The headings form no part of this Agreement and shall not affect its interpretation.

20. **Notices.** All notices required or permitted hereunder and required to be in writing may be given by first class mail addressed to Division of Purchases, 602 South Main, Joplin, Missouri, 64801, and the Consultant at the address indicated. The date of delivery of any notice shall be the date falling on the second full day after the day of its mailing

21. **Representations.** The signatories hereto represent that they have read this Agreement, that they are fully authorized in the capacities shown, that they understand the terms of this Agreement, and that they are executing the same voluntarily and solely for the consideration described herein.

22. **Severability**. If any of the provisions of this Agreement shall be construed to be invalid or illegal, the legality or validity of the other provisions of this Agreement shall not be effected thereby. Any illegal or invalid provision of this Agreement shall be severable and any other provisions shall remain in full force and effect.

IN WITNESS WHEREOF the parties have hereunto set their hands and seal the date first above written.

CITY OF JOPLIN, MISSOURI

By: _____ Nicholas Edwards, City Manager

CONSULTANT, Place Foundry

By: _____
David A. Sidney, Managing Principal

APPROVED AS TO FORM:

_____
Peter C. Edwards, City Attorney

_____
Holly Nagy, City Clerk

COUNCIL BILL NO. 2026-610 **ORDINANCE NO**

AN ORDINANCE approving a consulting agreement with Place Foundry PLLC. in the not to exceed amount of Two Hundred Seventeen Thousand Five Hundred Dollars ($217,500.00) to provide for the evaluation, planning and implementation services for the commercial and residential development and re-development of applicable land and facilities on and surrounding Missouri Southern State University, the Northpark Mall, and generally the Newman Road, Duquesne, and North Range Line area, authorizing the City Manager or his designee to execute the same by and on behalf of the City of Joplin; and, amending the Annual Budget of the City of Joplin for the Fiscal Year 2025-2026 as adopted by Ordinance 2025-143 on October 20, 2025; and, setting a date when this Ordinance shall become effective.

BE IT ORDAINED BY THE COUNCIL OF THE CITY OF JOPLIN, as follows:

Section 1. That the said consultation agreement by and between the City of Joplin and Place Foundry PLLC Consulting in the not to exceed amount of Two Hundred Seventeen Thousand Five Hundred Dollars ($217,500.00), for the planning and implementation services associated with the Economic Development Services Project on behalf of the City of Joplin; a true and accurate copy of said consulting agreement being attached hereto; be and the same is hereby approved.

Section 2. That the City Manager of the City of Joplin, Missouri, or his designee, is hereby authorized and directed to execute said consulting agreement, or consulting agreement in substantially similar form, by and on behalf of the City of Joplin.

Section 3. That fiscal year 2025-2026 budgeted appropriations as adopted by Ordinance 2025-143 be amended by increasing appropriations by the total amount of Sixty-Seven Thousand Five Hundred Dollars and No Cents ($67,500.00).

Section 4. That the Director of Finance is hereby directed to make all necessary entries on the City records to show the increase in appropriations.

Section 5. That this Ordinance shall become effective on June 16, 2026.

Passed by the Council of the City of Joplin, Missouri, this _____day of

_____, 2026.

_____
Brian “Rob” O’Brian, III, Mayor

ATTEST:

_____
Holly Nagy, City Clerk

APPROVED AS TO FORM:

_____
Peter C. Edwards, City Attorney