



# Developing with a Difference.

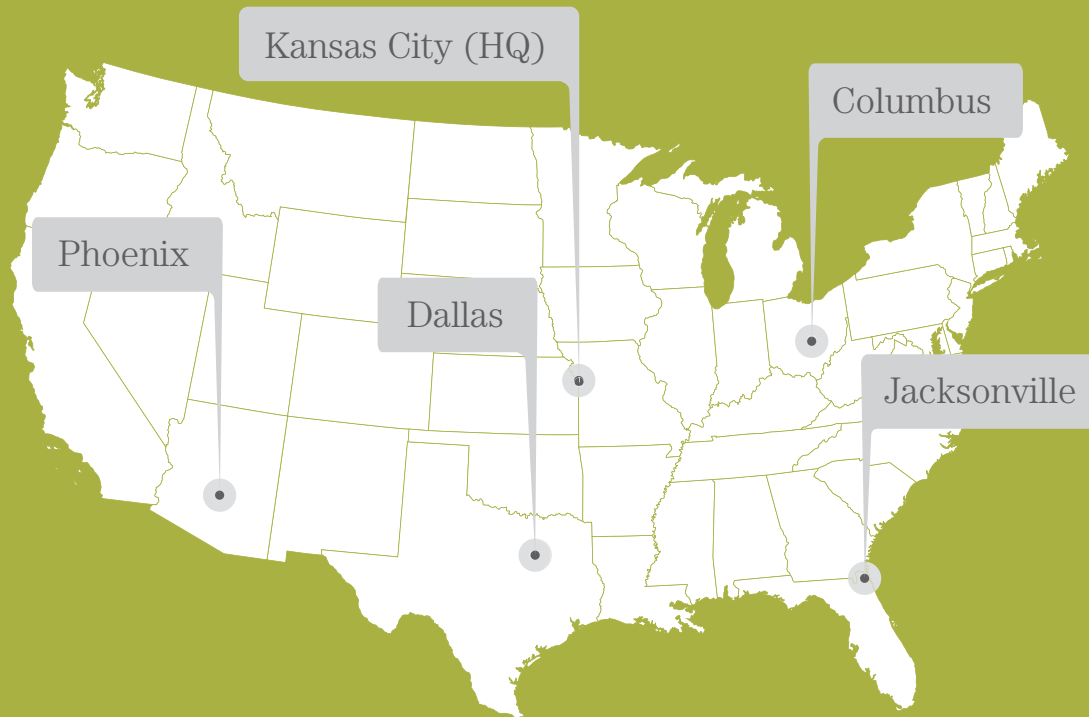
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VANTRUST OVERVIEW

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[VANTRUSTRE.COM](http://VANTRUSTRE.COM)

OFFICE LOCATIONS



COMPANY SIZE

58 employees

DEVELOPMENT SF

31.4M square feet

DEVELOPMENT VOLUME

More than \$3.59 billion in development and acquisitions

PRODUCT TYPES

Office, industrial, multifamily, retail, land and hospitality

COMPANY HISTORY

VanTrust Real Estate is a full-service real estate development firm that was formed in 2010 with regional focus and national scope; headquartered in Kansas City, Missouri with regional offices in Columbus, Dallas, Jacksonville, and Phoenix.

PRIVATELY HELD

Wholly owned by the Van Tuyl Companies

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# We're the relationship type.

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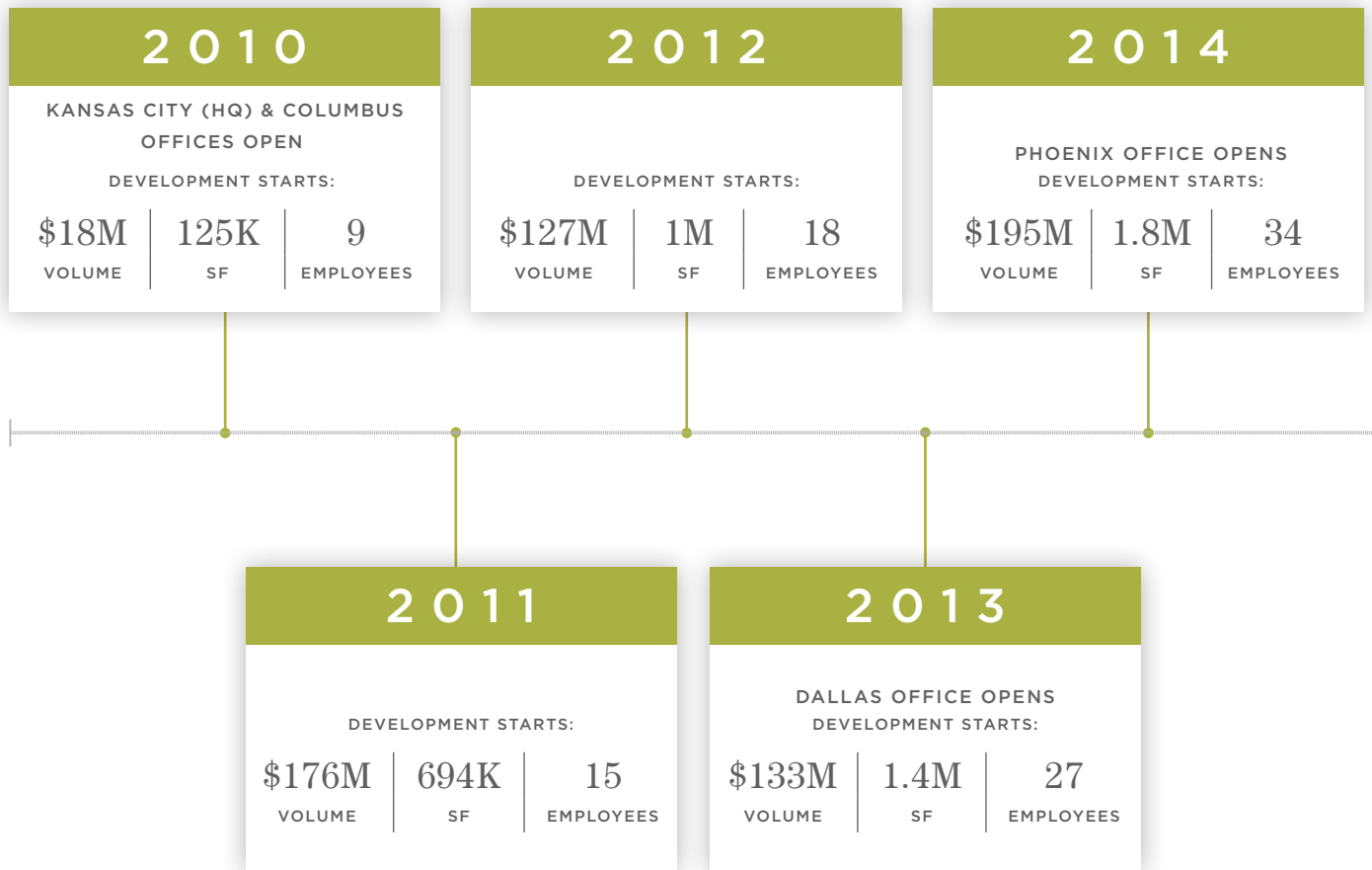
VanTrust primarily develops for the Van Tuyl family, select partnerships and clients seeking fee-based development services. Offering a full spectrum of real estate services, VanTrust's expertise includes acquisition, development, asset management, design and construction oversight, and consultation. VanTrust adapts its role to achieve each project's goals and objectives. Specializing in a variety of product types, VanTrust has extensive experience developing office, industrial, multifamily, mixed-use, institutional, governmental, hospitality, horizontal land development, and recreational projects.



The Van Tuyl Companies is the enterprise overseeing the business interests of the Van Tuyl family. It engages in a broad range of investment activities including public and private securities and real estate development. The Van Tuyl Companies' strength is its people, resulting in a culture of integrity, entrepreneurial spirit and sound business discipline.

The Van Tuyl family built the largest privately held auto dealership network in the US, dating back to 1955, and successfully exited to Warren Buffett and Berkshire Hathaway in 2015. After the sale, Larry Van Tuyl established the Van Tuyl Companies to perpetuate the legacy of the family's business enterprises.

COMPANY HISTORY TIMELINE





# We'll get you where you need to go.

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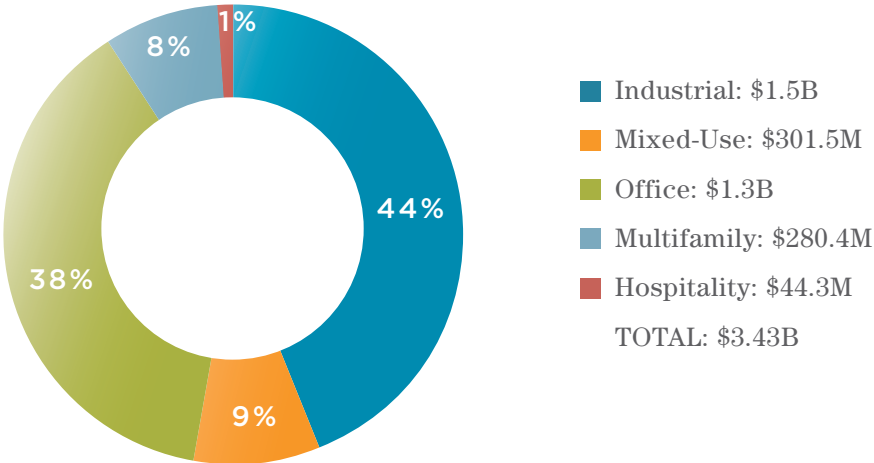
At VanTrust, we are organized and compensated on the collective success of the entire organization. Our Market Leads, with decades of build-to-suit experience, don't compete with one another to find the most profitable deal. They find the local deals and we vet them based on doing the right thing for the dirt and following our stringent criteria for development.

Nationwide, we have 16 developers who are supported by experts in construction/design management, finance, asset management, acquisition/disposition, marketing and administrative support.

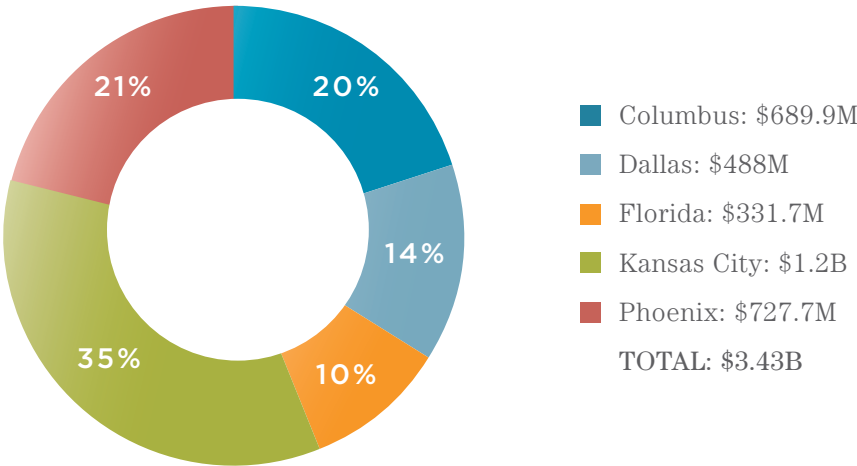
As your Design-Build Developer, we provide:

- Stability and financial strength.
- A single point of responsibility for the project's success.
- A team with extensive experience working together on office, multifamily, mixed-use, industrial and hospitality projects.
- Relevant and recent experience.
- Strong relationships within the general contractor and subcontractor markets, ensuring the best value.
- A proven process to facilitate collaboration and manage the design and construction.

PRODUCT TYPE DIVERSIFICATION BY DOLLARS



GEOGRAPHIC DIVERSIFICATION BY DOLLARS



### DEVELOPMENT SERVICES

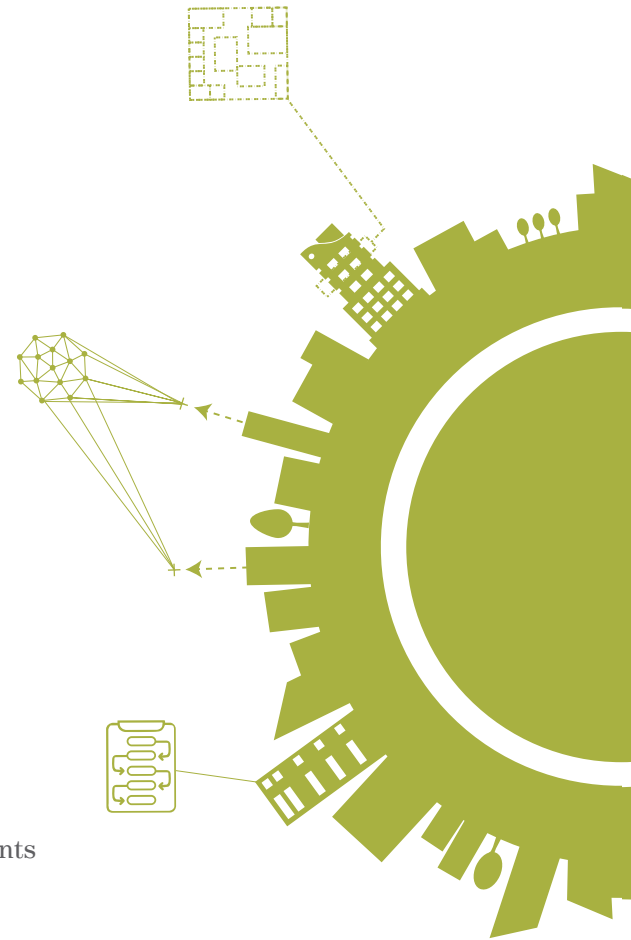
- Select and manage design and construction teams
- Site due diligence
- Determine procurement method
- Pre-construction services
- Negotiate and award contracts
- Project scheduling and budget
- Building commissioning and start up

### ENTITLEMENTS AND INCENTIVES

- Evaluate planning and zoning process
- Assess local politics
- Identify external stakeholders
- Engage in community outreach
- Obtain zoning and planning approvals
- Secure miscellaneous permits and approvals

### MASTER PLANNING AND PHASING

- Site identification and analysis
- Property tour and evaluation
- Coordinate and partner with architect/engineering consultants
- Project team definition and formation
- Coordinate site plan and test-fit plans with team
- Prepare initial property assessment report and due diligence
- Variations to schedule and corresponding budget impacts





FINANCE

- Budget tracking and analysis
- Project underwriting
- Case management
- Tax filing and strategy
- Debt origination and compliance
- Owner/partnership reporting

DESIGN AND CONSTRUCTION

- Project site visits and meetings with weekly budget and schedule updates
- Oversee and implement all project contracts
- Review change order requests and contractor pay applications
- Collaborate with construction and design partners throughout design

ASSET MANAGEMENT

- Ensure operational performance while focusing on the investment objective
- Work with external partners including third-party property managers, leasing agents, construction managers, accountants, architects and various vendors
- Focus on achieving optimal cash flow for all asset classes

ACQUISITIONS AND DISPOSITIONS

- Manage portfolio acquisition and disposition transactions
- Deploy acquisition capital in pursuit of core-plus and value-add assets
- Underwriting/evaluation of investment and development opportunities
- Repositioning of challenged and under-performing assets



# We deliver real real estate solutions.

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We listen, we process what we hear, we then present a solution that will generate the greatest value while keeping risk in check. We manage all aspects of the process necessary to meet or exceed the client's expectations.

The VanTrust development team brings a long resume of successful projects to this area of commercial real estate expertise. We regularly respond to build-to-suit, speculative, and third-party fee development opportunities in a wide spectrum of commercial real estate product types. In addition to user clients, we build for the account of our parent company, Van Tuyl Companies. Coupling decades of experience and dedication with unyielding determination, VanTrust has built a portfolio of assets and an unmatched level of commercial development spanning a wide variety of real estate product types across the nation.



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VanTrust clients benefit from a long and successful relationship between the VanTrust development team and its construction partners. This means that VanTrust clients will have reliable costs early in the design process and guaranteed project costs and delivery schedules at the time of commitment.

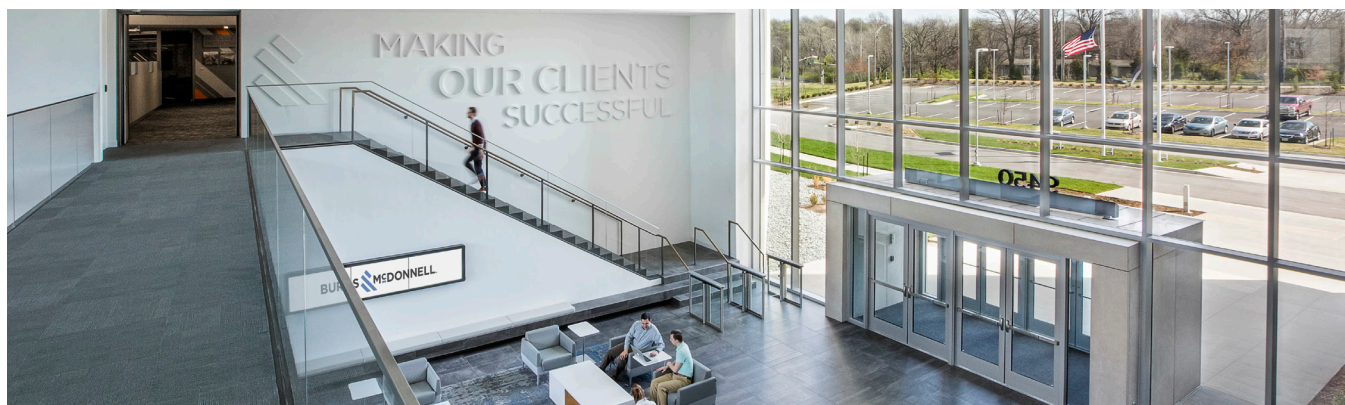
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Our team proactively manages these costs and schedules to ensure our projects are delivered on time and on budget. We bring to the table a fiduciary's conviction to collaborate with our clients to determine the best result for their objective. We have the flexibility to deliver projects in a multitude of structures and are open to adapting our role to



meet the client's needs. As the developer, we are the party responsible for delivering the required asset with certainty of outcome. Areas of functional responsibility include site due diligence, entitlement, design, construction, project oversight, municipal compliance, and assistance on securing incentives when applicable.



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# We build relationships on mutual respect.

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VanTrust pursues core-plus and value-add acquisition opportunities – representing all major commercial real estate sectors. With offices in Columbus, Dallas, Jacksonville, Kansas City, and Phoenix, our experts are able to serve any location within the United States.

Typical transactions include repositioning challenged assets, maximizing value on the initial purchase of stabilized assets and opportunistic redevelopment. We bring a collaborative approach

to underwriting by leveraging our various skill sets to establish a disciplined investment strategy for each transaction. Ultimately, we are entrepreneurial in our endeavors and have the capacity to deploy large amounts of capital in an expeditious manner.

Our experienced team has a unique analytical approach for underwriting investment opportunities, judging an asset's performance not just on its economics, but also on its ability to positively impact the community it represents.



# We only succeed if you do.



At VanTrust, our management objective is to provide clients and capital partners with the highest quality professional service while developing and executing strategies for improved asset performance.



Our seasoned professionals have the expertise necessary to identify solutions for properties in every stage of the real estate life cycle, from investment and partnership, to financing, development, design, construction, commissioning, operating, accounting methods, maintaining, repairing, leasing, and disposition. As asset manager, we systematically deploy, operate, maintain, upgrade and monitor properties to achieve the greatest return and best possible service to

the client. VanTrust fulfills the needs of clients who wish to pursue asset management services with one vehicle, under one roof. We serve as advisor to our clients and focus on one overriding goal – to substantially grow their investment and improve the economic health of the community they serve. Proficiency in asset management makes the difference between mediocre and stellar performance.



We have a reputation and it's a good one.

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VanTrust is proud to give back to the communities where we live and work. Our goal is to provide developments that are ingrained in the fabric of the community and improve quality of life.

By providing support to nonprofit organizations, VanTrust helps improve areas of community revitalization, education, infrastructure, economic impact, financial literacy, community health and human services, and the arts. At VanTrust, we understand social responsibility and have great respect for the communities we serve. We are proud to foster social and economic

change for safer and healthier communities. Community stewardship has always been at the core of everything we do, as a company and as individuals. We listen to our employees and support the organizations and foundations that they do, from promoting development of healthcare and education to increasing the vitality of neighborhoods.

# We build stronger, healthier communities.

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*Below is a partial list of organizations that have recently received our support:*

Amyotrophic Lateral Sclerosis  
Association

American Cancer Society

American Stroke Foundation

American Heart Association

Arizona State University  
Foundation

Arizona Together

Arts Kansas City

Boys and Girls Clubs

Catholic Charities Foundation

Children's Place

Columbus Foundation's Corona  
Virus Emergency Response Fund

Dallas United Way's Corona Virus  
Response & Recovery Fund

Florida's First Coast Relief Fund -  
United Way of Northeast Florida

Happy Bottoms

Jewish Community Relations  
Bureau/American Jewish  
Committee

Johnson County Community  
College Foundation

Kansas City Zoo

Kansas City Regional Covid-19  
Response & Recovery Fund

Kansas City Repertory Theatre

Lead to Read

Leukemia & Lymphoma Society

National Institute for  
Construction Excellence

National Multiple Sclerosis  
Society

National World War I Museum

Nationwide Children's  
Hospital

Nelson-Atkins Museum of  
Art

Rockhurst University  
Leadership Services

Southwest Autism Research  
& Resource Center

Starlight Theatre

Susan G. Komen Foundation

University of Florida  
Foundation

University of Kansas Health  
Systems

University of Missouri  
- Kansas City Foundation

YMCA

RECENT OFFICE DEVELOPMENT PROJECTS

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Frisco Station  
The Offices  
Three

START DATE: 2020  
LOCATION: Frisco, TX  
SIZE: 210,000 SF



Chandler  
101

START DATE: 2020  
LOCATION: Chandler, AZ  
SIZE: 192,000 SF



Overland  
Three

START DATE: 2020  
LOCATION: Overland Park, KS  
SIZE: 125,460 SF



Park Place  
One at  
Nocatee

START DATE: 2020  
LOCATION: Nocatee, FL  
SIZE: 125,000 SF





Tampa  
International  
Airport

**START DATE:** 2019  
**LOCATION:** Tampa, FL  
**SIZE:** 272,000 SF



Chandler  
Corporate  
Center 2

**START DATE:** 2019  
**LOCATION:** Chandler, AZ  
**SIZE:** 120,000 SF



Blazer  
Building 1

**START DATE:** 2019  
**LOCATION:** Dublin, OH  
**SIZE:** 60,000 SF



Burns &  
McDonnell  
Phase II

**START DATE:** 2018  
**LOCATION:** Kansas City, MO  
**SIZE:** 150,000 SF

RECENT OFFICE DEVELOPMENT PROJECTS

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Kiewit  
Power Group

START DATE: 2018  
LOCATION: Lenexa, KS  
SIZE: 414,300 SF



Frisco Station  
The Offices Two

START DATE: 2018  
LOCATION: Frisco, TX  
SIZE: 210,000 SF



Park Place  
Tortoise  
Headquarters

START DATE: 2018  
LOCATION: Leawood, KS  
SIZE: 50,000 SF



Town  
Center  
Two

START DATE: 2017  
LOCATION: Jacksonville, FL  
SIZE: 218,700 SF



Town  
Center  
One

**START DATE:** 2017  
**LOCATION:** Jacksonville, FL  
**SIZE:** 160,000 SF



Overland  
One -  
Building 1

**START DATE:** 2017  
**LOCATION:** Overland Park, KS  
**SIZE:** 121,400 SF



Chandler  
Corporate  
Center

**START DATE:** 2017  
**LOCATION:** Chandler, AZ  
**SIZE:** 118,000 SF



Overland  
One -  
Building 2

**START DATE:** 2017  
**LOCATION:** Overland Park, KS  
**SIZE:** 100,000 SF

RECENT INDUSTRIAL DEVELOPMENT PROJECTS

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Gateway  
700

START DATE: 2020  
LOCATION: Jefferson, IN  
SIZE: 702,800 SF



Congress  
Corporate  
Center 1

START DATE: 2020  
LOCATION: Kansas City, MO  
SIZE: 630,000 SF



Innovation  
Building 1

START DATE: 2020  
LOCATION: New Albany, OH  
SIZE: 253,000 SF



El Paso  
Logistics  
Park

START DATE: 2020  
LOCATION: El Paso, TX  
SIZE: 121,258 - 240,252 SF



HUB I-65  
846

START DATE: 2019  
LOCATION: Zionsville, IN  
SIZE: 846,000 SF



Imeson  
300

START DATE: 2019  
LOCATION: Jacksonville, FL  
SIZE: 300,000 SF



Exchange  
at I-85

START DATE: 2019  
LOCATION: Greenville, SC  
SIZE: 285,000 SF



HUB I-65  
219

START DATE: 2019  
LOCATION: Zionsville, IN  
SIZE: 219,000 SF

RECENT INDUSTRIAL DEVELOPMENT PROJECTS

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Imeson  
552

**START DATE:** 2019  
**LOCATION:** Jacksonville, FL  
**SIZE:** 552,720 SF



Northeast  
302

**START DATE:** 2019  
**LOCATION:** New Albany, OH  
**SIZE:** 300,000 SF



Venture  
Park  
Building 1

**START DATE:** 2019  
**LOCATION:** Lawrence, KS  
**SIZE:** 153,000 SF



Logistics III

**START DATE:** 2019  
**LOCATION:** Florence, KY  
**SIZE:** 69,000 SF



Amazon  
Mason Ave  
BTS

**START DATE:** 2019  
**LOCATION:** Daytona Beach, FL  
**SIZE:** 60,708 SF



Tropical  
Distribution  
Center 1

**START DATE:** 2018  
**LOCATION:** North Las Vegas, NV  
**SIZE:** 855,000 SF



Tropical  
Distribution  
Center 2

**START DATE:** 2018  
**LOCATION:** North Las Vegas, NV  
**SIZE:** 712,680 SF



Rick  
Central  
228

**START DATE:** 2018  
**LOCATION:** Groveport, OH  
**SIZE:** 229,000 SF



Park Place  
R3

**START DATE:** 2018  
**LOCATION:** Leawood, KS  
**SIZE:** 81 Units



The Inn at  
Meadowbrook

**START DATE:** 2018  
**LOCATION:** Prairie Village, KS  
**SIZE:** 53 Rooms



The Pointe  
at Polaris  
Phase 1

**START DATE:** 2016  
**LOCATION:** Columbus, OH  
**SIZE:** 216 Units + 69K SF  
Office + 22K SF Retail



The  
Kessler at  
Meadowbrook

**START DATE:** 2016  
**LOCATION:** Prairie Village, KS  
**SIZE:** 282 Units





Brookside  
51

**START DATE:** 2015  
**LOCATION:** Kansas City, MO  
**SIZE:** 170 Units + 40K SF  
Office + 11K SF Retail



Peak 16

**START DATE:** 2015  
**LOCATION:** Phoenix, AZ  
**SIZE:** 233 Units



Village at  
Aspen Place

**START DATE:** 2015  
**LOCATION:** Flagstaff, AZ  
**SIZE:** 222 Units



Park Place  
Residences

**START DATE:** 2014  
**LOCATION:** Leawood, KS  
**SIZE:** 177 Units

# A relationship you can build upon.

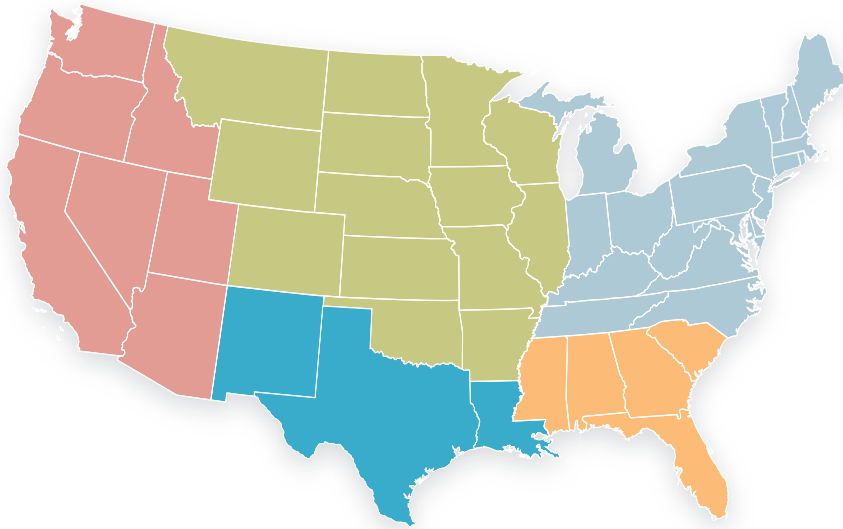
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A successful project begins with a successful team. We are proud to say we work with a talented group of people.



From accountants to architects, we have a diverse pool of perspectives to pull from for each and every project. Our team is made up of experts in development, finance, construction, architecture, engineering, asset management and marketing. This range of expertise ensures that projects are executed pursuant to all stakeholders' expectations.

We listen, process what we hear, then present a response based on our expertise that will generate the greatest value while minimizing risk. We manage all aspects of the process necessary to meet or exceed the expectations of our clients' objectives. We have seen success through working openly with our clients and trusted network of resources.



**C O L U M B U S**

900 Goodale Blvd  
Ste 100  
Columbus, OH 43212  
614.745.0610

**D A L L A S**

6160 Warren Pkwy  
Ste 200  
Frisco, TX 75034  
214.888.3030

**J A C K S O N V I L L E**

5555 Gate Pkwy  
Ste 100  
Jacksonville, FL 32256  
904.489.3655

**K A N S A S C I T Y**

4900 Main St  
Ste 400  
Kansas City, MO 64112  
816.569.1441

**P H O E N I X**

2525 E Camelback Rd  
Ste 880  
Phoenix, AZ 85016  
602.732.4210

**V A N T R U S T R E . C O M**

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**W E S H O W U P :**

- To be responsible stewards to the real estate, our communities and our investors.
- To provide our clients and customers unparalleled real estate service with the conviction of fiduciaries.
- To do this with a dedicated work ethic, sound fundamentals and a healthy appreciation for fun.
- To measure our performance based upon our collective success, among constituents that we value and respect.

