

January 25, 2024

Jefferson City Council  
320 E. McCarty Street  
Jefferson City, MO 65101

Subject: Developer Recommendation

Dear Council Members:

The Jefferson City Regional Economic Partnership was recently tasked with recommending a development team to partner with the City of Jefferson to transform the Madison Street parking garage and News Tribune properties into a state-of-the-art conference center, hotel, and parking structure.

The process began with issuing a detailed RFQ to over 70 firms in the national development community. The RFQ outlined the scope of the project and the requirements of the development teams. The RFQ was crafted to attract qualified development partners with proven track records of success delivering similar projects.

To ensure a thorough and well-rounded evaluation, we assembled a review team comprising individuals with varying areas of expertise in different aspects of the project. We believe that this diversity allowed us to assess the submissions from various perspectives, ensuring a holistic evaluation process.

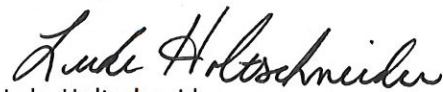
The review team meticulously scrutinized each submission, considering factors such as technical expertise, past project successes, innovation, and approach. Ultimately, all factors were based upon the goal of identifying the development team who instills the most confidence in their ability to make this long-discussed project a reality and maximize the project's development potential.

After individual review, group discussions, and development team interviews, the review team unanimously agree that the team lead by Garfield Public/Private is the most suitable choice to spearhead our project. Their commitment to excellence and history of completing projects of similar scope and complexity provided a level of unmatched confidence within the review team.

Once selected, I wholeheartedly believe that you and the members of our community will be as impressed by Garfield's professionalism, expertise, and commitment to delivering high-quality results as we were.

Thank you for considering our recommendation and your support of this monumental economic development opportunity for the City of Jefferson.

Sincerely,



Luke Holtschneider  
President/CEO  
Jefferson City Regional Economic Partnership

*Facilitating economic opportunities for the Jefferson City region*

