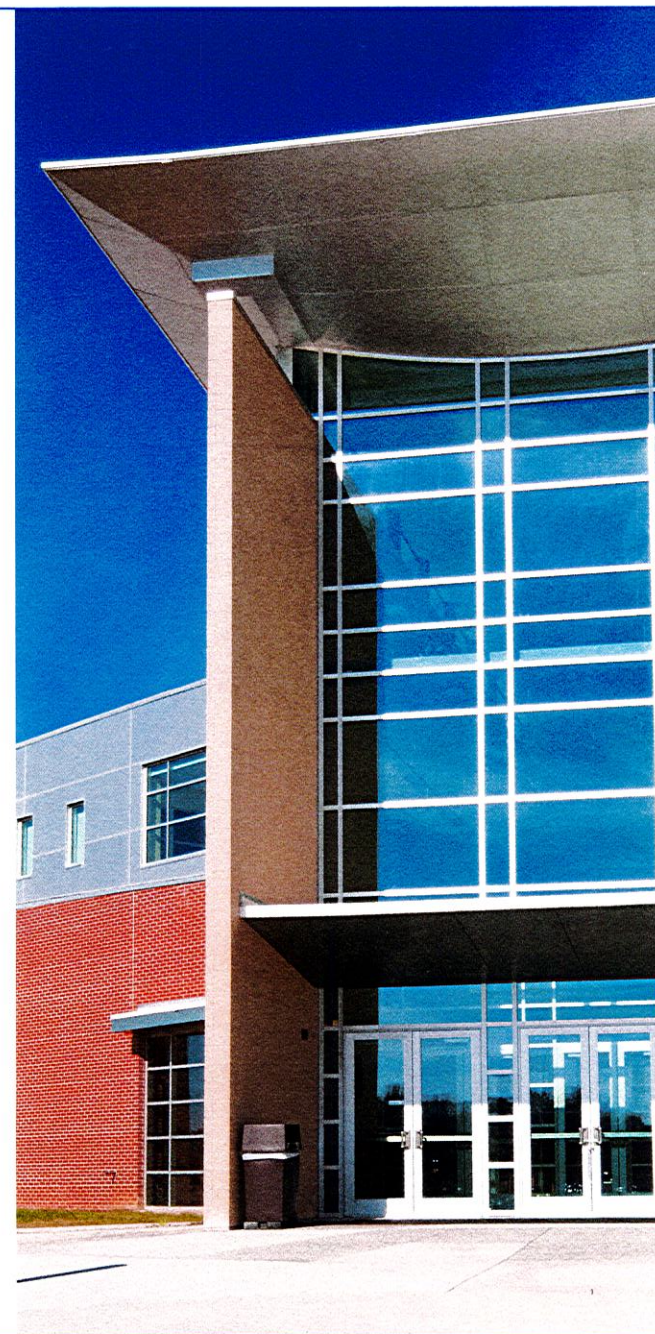

Proposal to Provide Realtor Services



NEWMARK
ZIMMER

nmrkzimmer.com
1220 Washington Street, Suite 300
Kansas City, MO 64105

Dr. Jay Harris, Superintendent
Platte County R-3 School District
998 Platte Falls Road
Platte City, MO 64079

Dear Dr. Harris:

Newmark Zimmer welcomes the opportunity to provide this proposal for Realtor Services to the Platte County R-3 School District (the "District"). We understand the District will have a several projects over the next few years that will require the services of an experienced real estate consultant. As further outlined our proposal, the Newmark Zimmer Team has successfully completed multiple projects for the District as well as other public entities throughout the metro Kansas City area. Newmark Zimmer also has extensive experience and existing relationships from working in Northland for over 75 years.

The Newmark Zimmer Team will continue to be co-led by Mike VanBuskirk and Nick Suarez with additional support from Chris Robertson and Raegen Root. Bios of key Team members are included with this proposal. This Team will be further supported by the entire Newmark Zimmer organization and additional resources will be available as needed for specific projects.

Thank you again for the opportunity to present our proposal for the realtor services assignment. We look forward to assisting the District in your Vision of Building Learners of Tomorrow...

Sincerely,



Michael VanBuskirk
SIOR, CCIM, CRE
Executive Managing Director Principal



Nick Suarez
SIOR, CCIM
Senior Managing Director Principal

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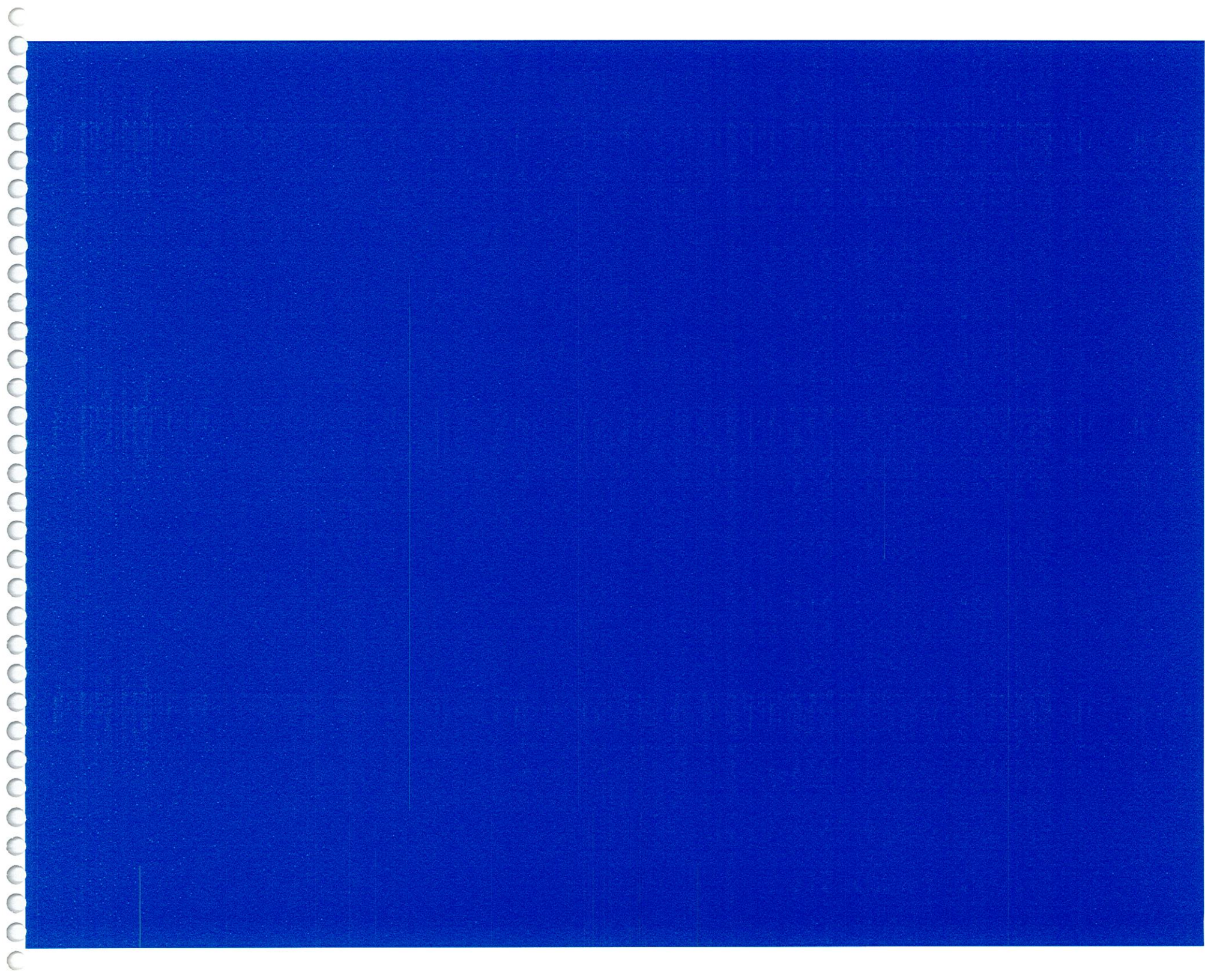
Consultant References p. 24

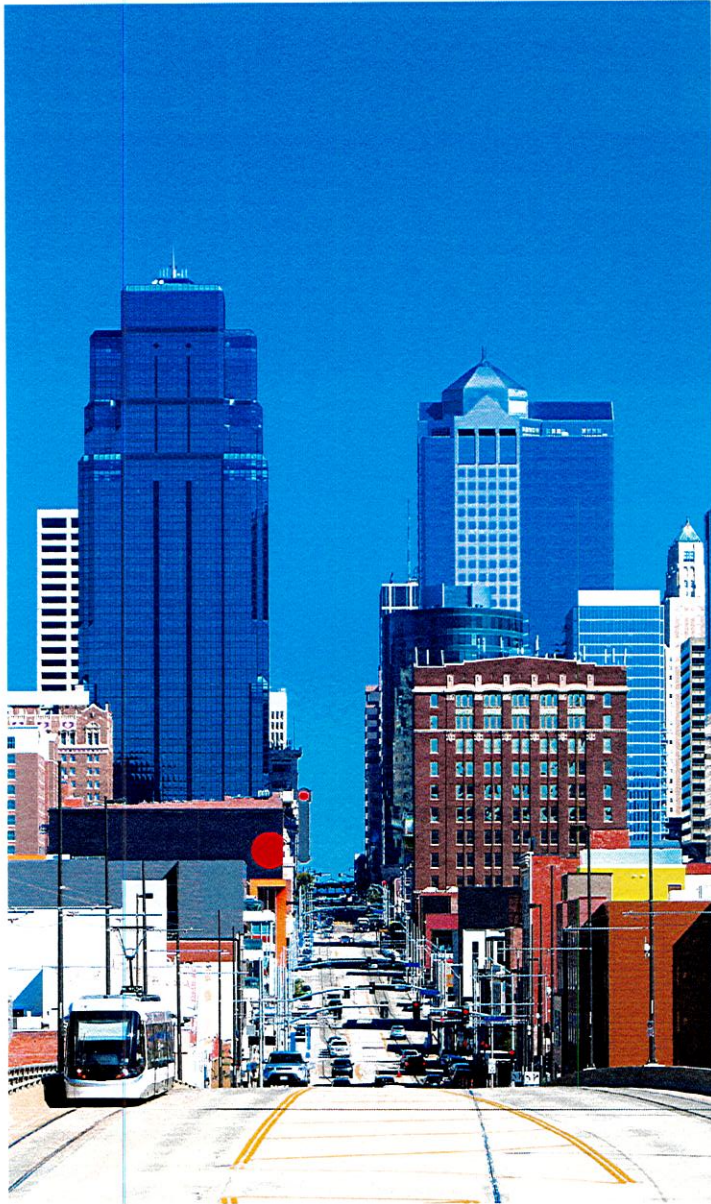


Executive Summary

As is the case with every assignment during its over 75 years of business, Newmark Zimmer pledges to offer the highest levels of service and integrity to the Platte County R-3 School District (the "District"). The Newmark Zimmer has a long successful history of working with the District and throughout the Northland. Our firm believes that when acting as its fiduciary in real estate matters, the students and constituents of the District should be the primary beneficiaries of any and all projects.

Newmark Zimmer has vast real estate brokerage, development and consulting experience. In addition to successfully completing projects for the District, we have experience working for and partnering with public-sector entities for site selection/evaluations, property donations, property acquisitions/dispositions and development of a variety of education-oriented facilities. This experience ranges from K-12 public schools to private and charter schools and institutions of higher learning. In short, the Newmark Zimmer Team has the experience, local market knowledge and tools necessary to offer the District the best real estate services possible.





Firm Overview

Mission and Values

Building upon its legacy for service excellence, Newmark Zimmer shall provide innovative, timely and value-added solutions for the benefit of our clients and the communities in which we operate.

What Drives Us

Join Forces

Where others divide and conquer, we put our heads together. We collaborate to compete, solving problems creatively.

Stay Nimble

When things change, we're ready to pivot and adapt. We make smart, sound decisions, and we make them fast.

Be Human

Every choice we make is by people and about people. We arm ourselves with the best information, and we act in the best interests of our clients and our team.

Face Forward

We're more concerned with what's next than what's now. Never content to rest on our laurels, we're always thinking about fresh challenges and future opportunities.

The Midwest's Real Estate Powerhouse

Newmark Zimmer, a full-service commercial real estate company, provides a range of services including sales and leasing, property and facilities management, global corporate services, investment sales and capital markets, owner's representative services for public and private development projects, and public sector consulting, as well as various real estate consulting services.

Newmark Zimmer is regularly recognized as one of the top brokerage firms in the region, negotiating more than 500 transactions per year. The firm currently manages more than 13.5 million square feet of office, medical, industrial, retail and educational property and serves as corporate real estate advisor for an assortment of local, regional, national and international companies.

Newmark Zimmer has been responsible for some of the most iconic developments in the Midwest region, including the National Nuclear Security Administration campus, SprintWorld Headquarters campus and the Village West tourism, entertainment and retail district — each valued at \$1 billion or more.

Newmark Group, Inc. (NASDAQ: NMRK), together with its subsidiaries ("Newmark"), is a world leader in commercial real estate services, with a comprehensive suite of investor/owner and occupier services and products. Our integrated platform seamlessly powers every phase of owning or occupying a property. Our services are tailored to every type of client, from owners to occupiers, investors to founders, growing startups to leading companies.

Harnessing the power of data, technology, and industry expertise, we bring ingenuity to every exchange, and imagination to every space. Our 18,800 professionals operate from approximately 500 offices around the world, delivering a global perspective and a nimble approach. In 2020, Newmark generated revenues in excess of \$1.9 billion.

Our Services



SALES &
LEASING



DEVELOPMENT
MANAGEMENT



PUBLIC SECTOR
CONSULTING



GLOBAL
CORPORATE
SERVICES



PROPERTY &
FACILITIES
MANAGEMENT



INVESTMENT
SALES & CAPITAL
MARKETS

How We Stack Up

Newmark Zimmer provides an integrated platform that offers clients a single source for all their real estate needs, with an emphasis on anticipating the future.



75+
YEARS IN BUSINESS



KC
HEADQUARTERED



3
MISSOURI OFFICES



50
STATES WITH ACTIVITY



30M
SF DEVELOPED



100
NUMBER OF ASSOCIATES



230+
LAND TRANSACTIONS IN
THE PAST 10 YEARS



6,000+
LAND ACRES IN THE PAST
10 YEARS



500+
TRANSACTIONS PER YEAR



Competitive Advantages



Experience with complicated real estate projects of all types and sizes across the country.



A commitment to the Kansas City community for nearly 75 years.



Unparalleled firm-wide collaboration and communication within a team environment



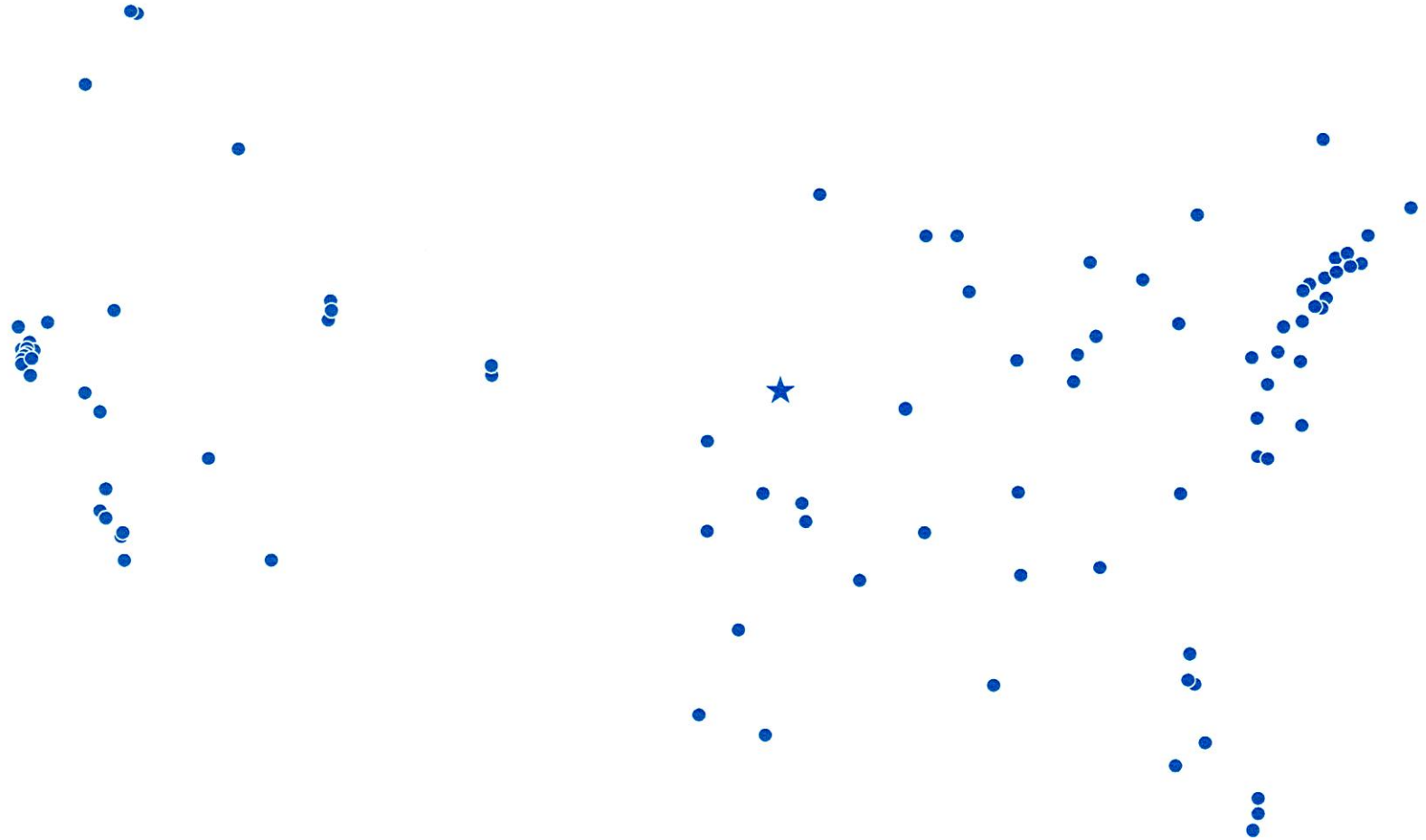
Unique combination of national resources and local market knowledge.

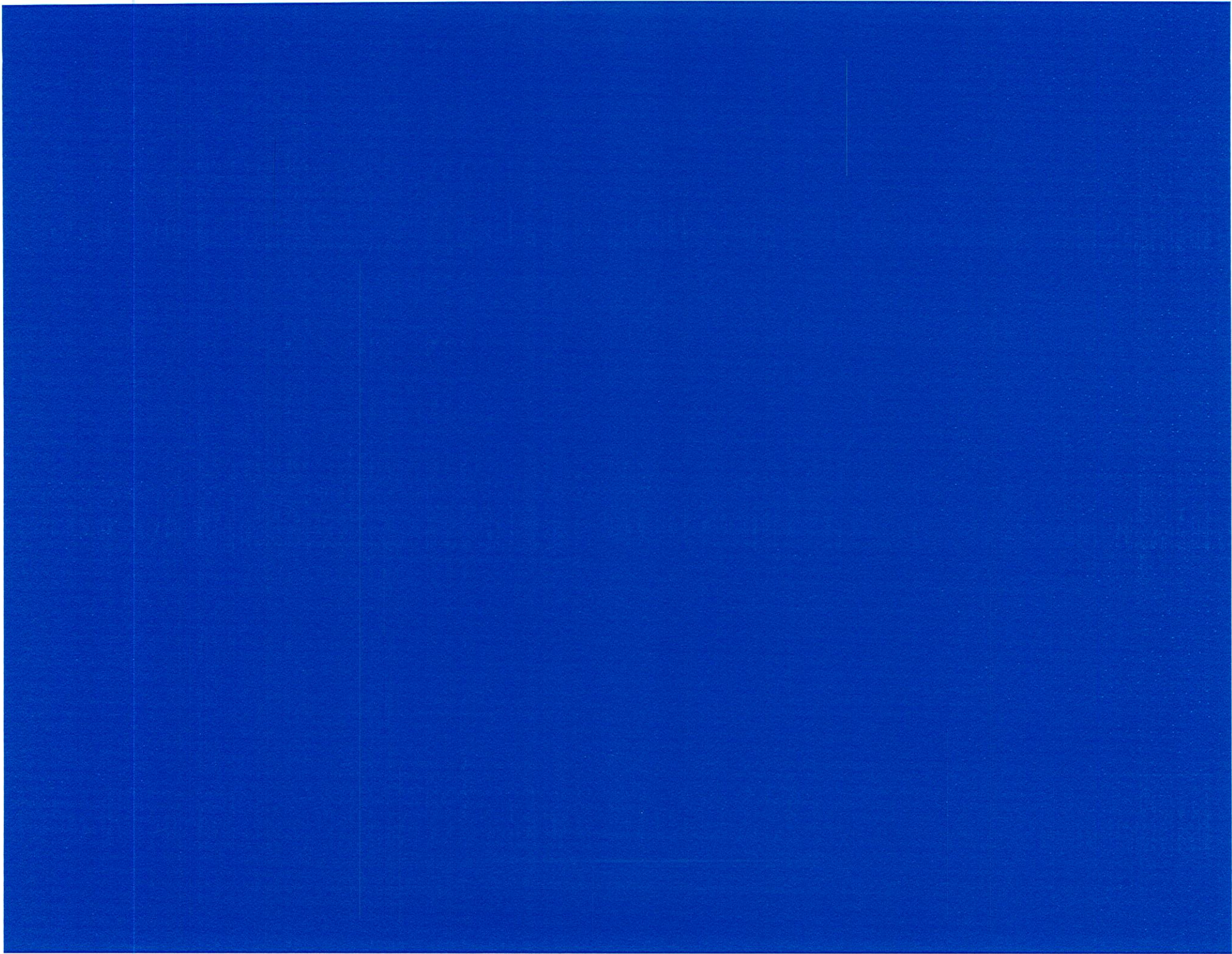


Proven track record of doing business the right way.

National Reach

Newmark Offices Nationwide





Project Team

Team Co-Leader



Michael Van Buskirk
SIOR, CCIM, CRE
Executive Managing Director - Principal

Team Co-Leader



Nick S. Suarez
SIOR, CCIM
Senior Managing Director - Principal



Chris Robertson
Senior Managing Director - Principal



Raegen Root
Financial Analyst/Transaction Manager





Michael VanBuskirk

SIOR, CCIM, CRE

Executive Managing Director – Principal

t 816-512-1010

mvanbuskirk@nzimmer.com

YEAR OF EXPERIENCE

28+

AREAS OF SPECIALTY

Real Estate Consulting
National Tenant Advisory
Corporate Services
Tenant Representation
Investment Brokerage
Capital Markets
Owner Representation
Development
Real Estate Owned (REO)

As Executive Managing Director of investment sales and capital markets, Mike VanBuskirk, SIOR, CCIM, CRE, is responsible for the acquisition and disposition of investment properties throughout the Midwest for individual investors, regional investment groups and institutional clients. In this capacity, he has extensive experience in all investment property types, including office, medical office, industrial, retail, multifamily, hospitality and development land.

Since joining the firm in 1994, Michael has been involved in the completion of more than 1,000 transactions with a combined value in excess of \$1.5 billion. These transactions include over 23 million square feet of commercial properties and over 2,500 acres of land. He was made a principal of the firm in 2006, is a member of the firm's board of directors and serves on the executive management team.

Michael has an active consulting practice and assists corporate and public entities clients in managing all aspects of their commercial real estate portfolio analysis, lease evaluation and negotiations, property acquisitions/dispositions and structuring sale/lease back transactions. He has successfully completed projects in over 20 states.

A partial list of his clients includes BKD, Hallmark Cards, the University of Kansas Hospital Authority and Westlake ACE Hardware. He has extensive experience in assisting nonprofit clients with maximizing the value of their real estate assets including the Arbor Day Foundation, the Community of Christ, John Knox Village, the Menninger Foundation and the Unity School of Christianity.

Michael is active in development activities, including build-to-suits and land development. In this capacity, he has been involved with the development of more than 2 million square feet of commercial buildings with a combined value of more than \$212 million and more than 1,700 acres of land. He has also been involved with the placement of more than \$150 million of commercial mortgages, completed multiple loan sales and has served as a court appointed receiver.

Public & Non-Profit Experience

- Platte County R-3 School District
- Spring Hill Unified School District No. 230
- Unity School of Christianity
- University of Kansas Hospital Authority
- Community of Christ
- John Knox Village
- Menninger Foundation

Professional Achievements

- Top Producer, Newmark Zimmer, 2006, 2008, 2009, 2013, 2015, 2016, 2018, 2019 and 2020
- Commercial Real Estate Hall of Fame, Midwest Real Estate News, 2018
- Heavy Hitters in Commercial Real Estate, Kansas City Business Journal, 2016- 2020
- Commercial Broker of the Year, 2015, Kansas City Regional Association of REALTORS® (KCRAR)
- Largest Total Volume Award, KCRAR, 2008
- Home Run Award, KCRAR, 2008
- Home Run Award, CCIM Institute, 2008
- Broker of the Year, The Opus Group, 2008
- 40 Under Forty, Ingram's Magazine, 2006
- Commercial Realtor Salesperson of the Year, KCRAR, 2003
- CoStar Power Broker, multiple years

Professional Affiliations

- Member, Society of Industrial and Office Realtors (SIOR), 2000- present
- Certified Commercial Investment Member (CCIM), 2002- present
- Member, The Counselors of Real Estate® (CRE®), 2004- present
- Member, Urban Land Institute (ULI), 2019- present
- Member Commercial Division, Kansas City Regional Association of REALTORS® (KCRAR), 1994- present
- Board of directors, 2019- present, Member, Advisory Committee, 1999- present, Lee's Summit Economic Development Council
- Chairman, 2006- 2015; vice chairman, 2001 – 2005, Tax Increment Financing Commission, City of Lee's Summit, Missouri.
- Member, Economic Development Planning Committee, City of Lee's Summit, Missouri, 2019- 2020
- Member, City Hall Task Force, City of Lee's Summit, Missouri, 1999- 2000
- Member, Advisory Board, University of Missouri-Kansas City Lewis White Real Estate Center, 2007 – present
- President, 2015; vice president, 2014; treasurer, 2007, chairman of Development Day, 2004, Society of Industrial and Office Realtors (SIOR) Western Missouri/Kansas Chapter
- Member, Board of Directors, Platte County Economic Development Council, 1998 – 2000, 2013 – 2014
- Centurions Leadership Development Program, Greater Kansas City Chamber of Commerce, 1999- 2000
- Leadership Northland Program, Northland Regional Chamber of Commerce, 1996
- Licensed real estate broker/salesperson, states of Kansas and Missouri

Education

Mr. VanBuskirk holds a Master of Science degree in real estate from the College of Business at the University of Texas at Arlington and a Bachelor of Business Administration degree with an emphasis in finance from the Henry W. Bloch School of Management at the University of Missouri-Kansas City.



Nick S. Suarez

SIOR, CCIM

Senior Managing Director – Principal

t 816-512-1012

nsuarez@nzimmer.com

YEAR OF EXPERIENCE

12+

AREAS OF SPECIALTY

Tenant Representation

Owner Representation

Project Management

Nick Suarez joined Newmark Zimmer in 2008 and currently serves as senior managing director, principal at the company's headquarters in Kansas City, Missouri, where he leads the office division. His primary responsibilities include sales and leasing of office properties and tenant representation. Mr. Suarez has expertise representing tenants throughout the Kansas City metropolitan area as well as nationwide.

Professional Achievements

- Kansas City's 40 Under 40, Ingram's Magazine, 2021
- Rockhurst University Faber Young Alumni of the Year Award, 2018
- CoStar Power Broker
- Kansas City's 20 in Their Twenties, Ingram's Magazine, 2015
- Rising Star Award, Newmark Grubb Zimmer, 2012
- Society of Industrial and Office Realtors (SIOR) scholarship recipient, 2010

Professional Affiliations

- Executive board member, Kansas City Kansas Chamber of Commerce
- Member, Society of Industrial and Office Realtors (SIOR)
- Certified Commercial Investment Member (CCIM), CCIM Institute
- Licensed real estate salesperson, states of Missouri and Kansas

Partial List of Transactions:

As a tenant representative:

- Truman Medical Center: 75,000 SF
- PGI: 62,000 SF
- Housing Authority of Kansas City, MO: 60,000 SF
- J.E. Dunn Construction: 34,000 SF
- USA 800, Inc.: 33,000 SF
- EMC Insurance: 30,000 SF
- International Brotherhood of Boilermakers: 21,000 SF
- K & Company, LLC: 20,100 SF
- Dollar, Burns & Becker, L.C., 20,000 SF
- RBC Wealth Management: 17,000 SF
- Catholic Charities: 14,400 SF
- Griner & Schmitz: 13,000 SF
- Livestock Marketing Association: 12,700 SF
- TrueAccord: 11,800 SF
- Water.org: 11,200 SF
- MOCSA: 11,000 SF
- Transaction Network Services: 10,400 SF
- Case & Roberts, P.C.: 10,400 SF
- First Consulting & Administration: 9,000 SF
- Maxam Equipment: 7,700 SF
- Bartlett & West Engineers: 6,800 SF
- Northwestern Mutual: 6,700 SF
- Novak Birks, P.C.: 6,000 SF

Public & Non-Profit Exeprience

- Platte County R-3 School District
- Spring Hill Unified School District No. 230
- Lee’s Summit R-7 School District

Personal Affiliations

- Kansas City Tomorrow Leadership Program Class of 2021
- Centurions Leadership Program Class of 2017

Education

Mr. Suarez holds a bachelor’s degree in finance and economics from Rockhurst University.



Chris Robertson

CCIM

Senior Managing Director – Principal

t 816-512-1014

crobertson@nzimmer.com

YEAR OF EXPERIENCE

8+

AREAS OF SPECIALTY

Investment Sales &
Acquisitions

Acquisitions &
Dispositions

Capital Markets

Investment Brokerage

Real Estate Valuation

Real Estate Owned (REO)

Financial Analysis

Market Research

As Senior Managing Director- Investment Sales and Capital Markets at Newmark Zimmer, Chris Robertson, CCIM, is responsible for the acquisition and disposition of investment properties for individual investors, regional investment groups and institutional clients. His services include the identification, evaluation, marketing, and negotiation of investment property types including office, medical office, industrial, retail, multi-family, hospitality and land. Since joining Newmark Zimmer, Chris has handled the acquisition and disposition of more than 8.45 million square feet of investment properties and loan sales valued in excess of \$543 million.

Adept in the principles of real estate investment, Chris takes a quantitative approach to the business. He is proficient in several software programs including Argus, ProCalc and Excel-based financial modeling. He also utilizes CoStar, Xceligent, LoopNet and Real Estate Applications.

Chris joined Newmark Zimmer in 2014 as a financial analyst for the Investments Services Group, where he was responsible for investment financial analysis of all commercial property types. In 2016, 2018 and 2019, Chris was named one of the Kansas City Business Journal's Heavy Hitters. In 2019, he was named one of Ingram Magazine's 20 in Their Twenties.

Prior to joining Newmark Zimmer, Chris worked as an analyst for Integra Realty Resources. In this position, he provided valuation analysis of retail, land, multi-family, industrial and office properties. Valuation assignments were prepared on proposed, partially completed and existing structures.

Partial List of Investment Sale Transactions:

- Lenexa Industrial Portfolio- 589,391 SF
- Epic Center Office Tower- 314,644 SF
- Front Business Center – 275,162 SF
- Mark Twain Tower- 273,968 SF
- Mission Towers Office Tower- 186,010 SF
- Corporate Circle Office Portfolio – 187,000 SF
- Northpointe Office Tower- 109,193 SF
- Crash Champions Portfolio – 115,271 SF
- Kohl’s Lenexa- 105,000 SF
- Southwest Plaza Shopping Center- 100,396 SF
- Gladstone Plaza Shopping Center- 94,494 SF
- General Electric Industrial Building – 84,200 SF
- West Des Moines Office – 47,559 SF
- Westlake Springfield Shopping Center- 42,936 SF
- Douglas Station Shopping Center- 41,088 SF
- Google Fiber Office Building- 32,624 SF
- Waterloo Apartments – 181 units
- Westfield Manor Apartments – 84 units
- Greystone Fourplexes – 72 units
- Colonial Highlands – 66 units
- Team Industrial – 65,000 SF
- 8300 College Boulevard – 56,994 SF
- Westgate Village – 97 units
- Ash Street Place Apartments – 185 units
- Fairfax Bluffs – 254 units

Professional Affiliations

- Mentorship program, Urban Land Institute (ULI)
- Board member, Northland Young Professionals, 2017 and 2018
- Certified Commercial Investment Member (CCIM)
- Programs chair, Education chair, board of directors, CCIM (2019 – Present)
- Chris currently holds a trainee real property appraiser license for the state of Missouri. He has also completed several courses offered by the Appraisal Institute, including:
 - Basic Appraisal Principles
 - Basic Appraisal Procedures
 - Supervisory Appraiser/Trainee Appraiser
 - Real Estate Finance
 - Statistics and Valuation Modeling 15-Hour National USPAP

Education

Chris holds a Bachelor of Science in business administration degree with an emphasis in finance and real estate from the University of Missouri-Columbia.



Raegen Root

Financial Analyst / Transaction Manager I

t 816-512-1005
rroot@nzimmer.com

YEAR OF EXPERIENCE

1+

AREAS OF SPECIALTY

Investment Sales &
Acquisitions

Financial Analysis

Valuation

Market Research

Transaction Management

Raegen Root joined Newmark Zimmer in 2021 as a financial analyst and transaction manager for the investment sales and capital markets group. She assists in the identification, evaluation, marketing and negotiation of investment property types including office, medical office, industrial, retail, multi-family, hospitality and development land.

As a vital member of the capital markets team, Raegen focuses primarily on assisting in financial analysis, valuations, research, preparation of offering packages, client reporting, transaction management and general real estate consulting activities. Raegen is proficient in several software programs including Argus, ProCalc, customized Excel-based financial modeling and CoStar. Since joining Newmark Zimmer, Raegen has assisted in the underwriting and preparation of financial models for over \$350 million of commercial properties.

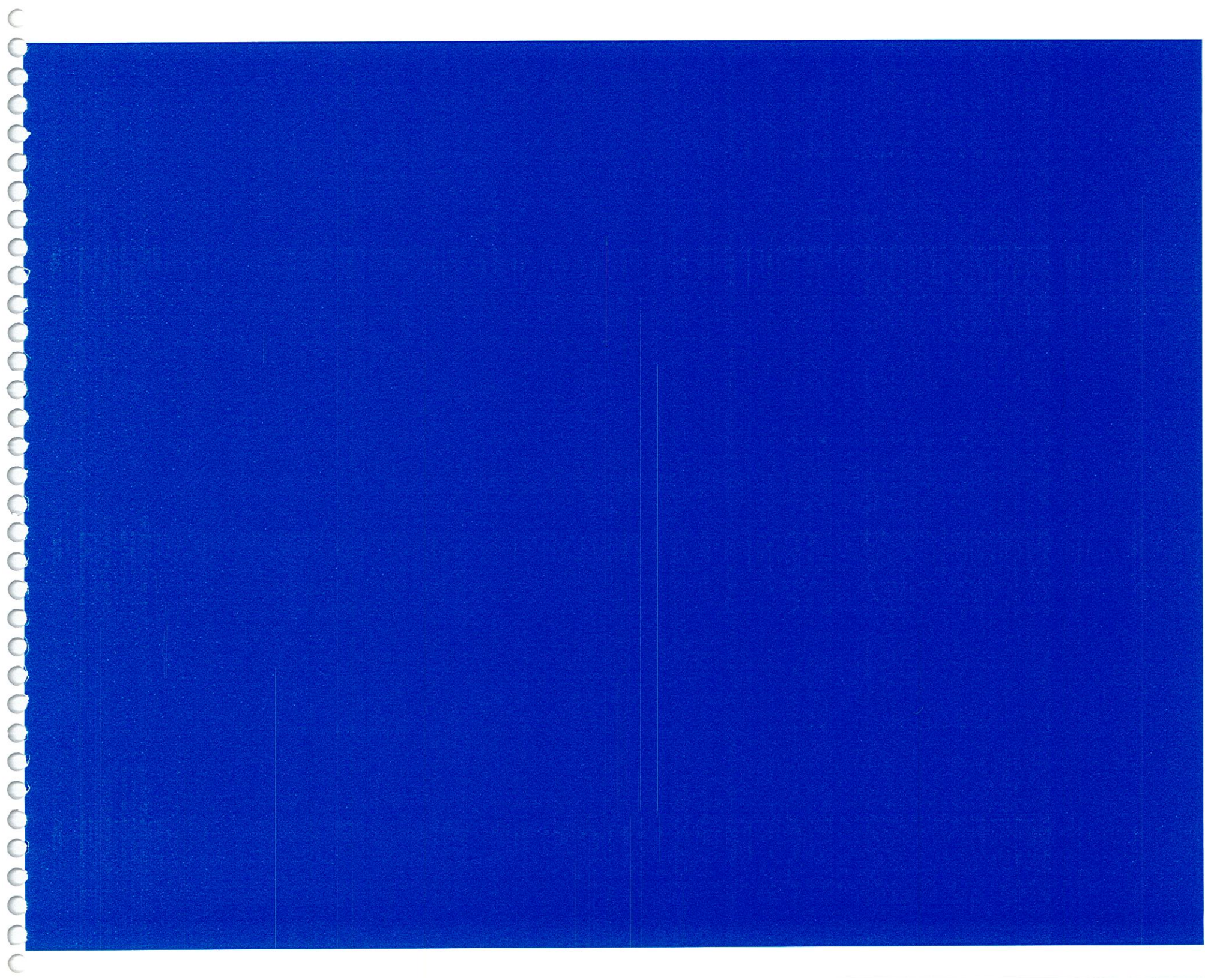
Prior to joining Newmark Zimmer, Raegen worked for MMO Services LLC, where she developed and maintained contract labor projects for the US Coast Guard.

Professional Affiliations

- Licensed real estate salesperson, State of Kansas & Missouri
- Member of CREW Kansas City (Commercial Real Estate Women)

Education

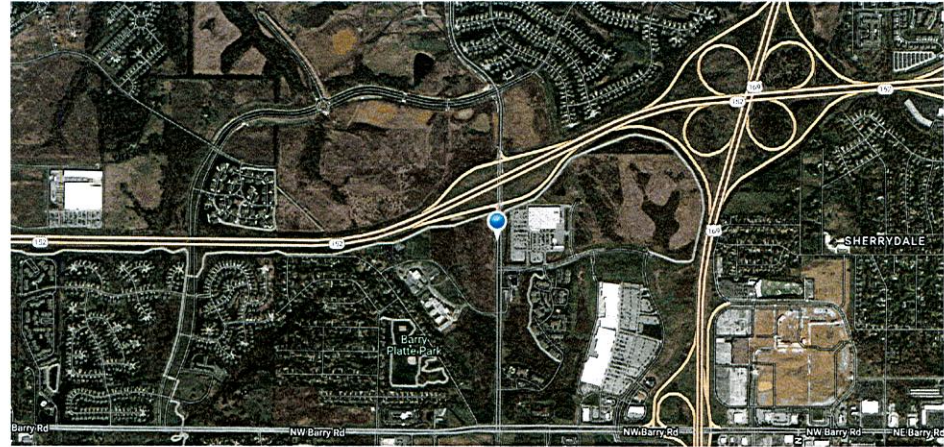
Raegen graduated from the University of Kansas with a Bachelor of Science degree in finance.



Experience with Similar Projects

Platte County R-3 School District

Newmark Zimmer represented the Platte County R-3 School District in the site selection, negotiation, and donation of 80 acres at approximately Hwy 152 and N. Platte Purchase Road in Kansas City, Missouri. (2017)



Newmark Zimmer represented the Platte County R-3 School District in the disposition of a former elementary school at 12220 NW Skyview Avenue. (2018)

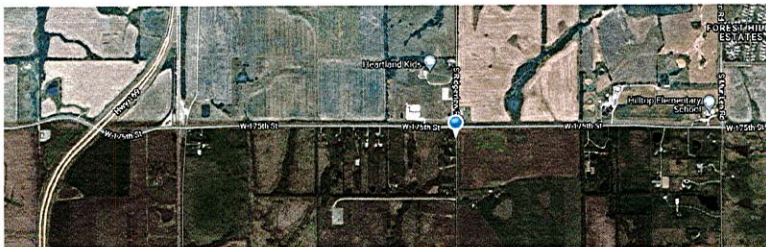


Spring Hill Unified School District No. 230

Newmark Zimmer represented Spring Hill School District in the site selection, negotiation, and acquisition of a 32.7 acre site at 191st and Ridgeview Avenue in Spring Hill, KS for the future home of a Middle School. (2021)



Newmark Zimmer represented the Spring Hill School District in the acquisition of 130.9 acres at approximately 175th and Ridgeview Avenue in Overland Park, Kansas for the future use of a multi-school development. (2020)



Newmark Zimmer represented Spring Hill School District in the site selection, negotiation, and acquisition of 19.3 acres for the future home of Dayton Creek Elementary at 191st and Lone Elm in Spring Hill, Kansas. (2019)

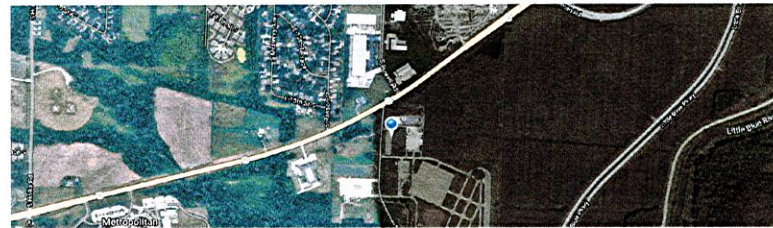


Metropolitan Community College

Represented Metropolitan Community College in the sale of a 72,000 square foot multi-purpose building at 3100 NE 83rd Street in Kansas City, Missouri. (2021)



Represented Metropolitan Community College in the sale of 2.01 acres of land at 21101 W. 78 Hwy in Independence, Missouri. (2020)



St. Paul's Episcopal Day School

Over a multi-year period, Newmark Zimmer assisted in acquiring individual neighboring properties to expand their campus in Kansas City, Missouri. Newmark Zimmer continues providing facility management and real estate consulting services as needed as part of this ongoing relationship.



Projected Budget

Building/Site Acquisition:

In the event of a building or site acquisition, NZ will be contractually obligated to seek compensation from the Seller Seller's Agent. The commission paid by the Seller is typically six percent (6%) of the sale price, which NZ would then ask to share that fee equally with the Seller's Agent. In the event that the property is not listed by a Seller's Agent, NZ will ask to be paid a commission in the amount of three percent (3%) of the sale price. Such fee would be paid directly by the Seller at the closing of the transaction. In the event NZ is able to negotiate a transaction where the property is donated to the District, NZ will be paid a commission by the District equal to 3% of the appraised value of the property.

Building Disposition:

In the event that NZ is hired to assist in the sale of a property, NZ will be paid a commission in the amount of six percent (6%) of the sale price. In the event there is a co-operating Agent, NZ will split that fee equally with the cooperating Agent.

Litigation History

Neither Newmark Zimmer; nor any officer, principal or employee of the firm; has been involved with any litigation related to providing real estate brokerage services.

Consultant References

Spring Hill Unified School District No. 230

Phil Elliot
Director of Technology
913-592-7268

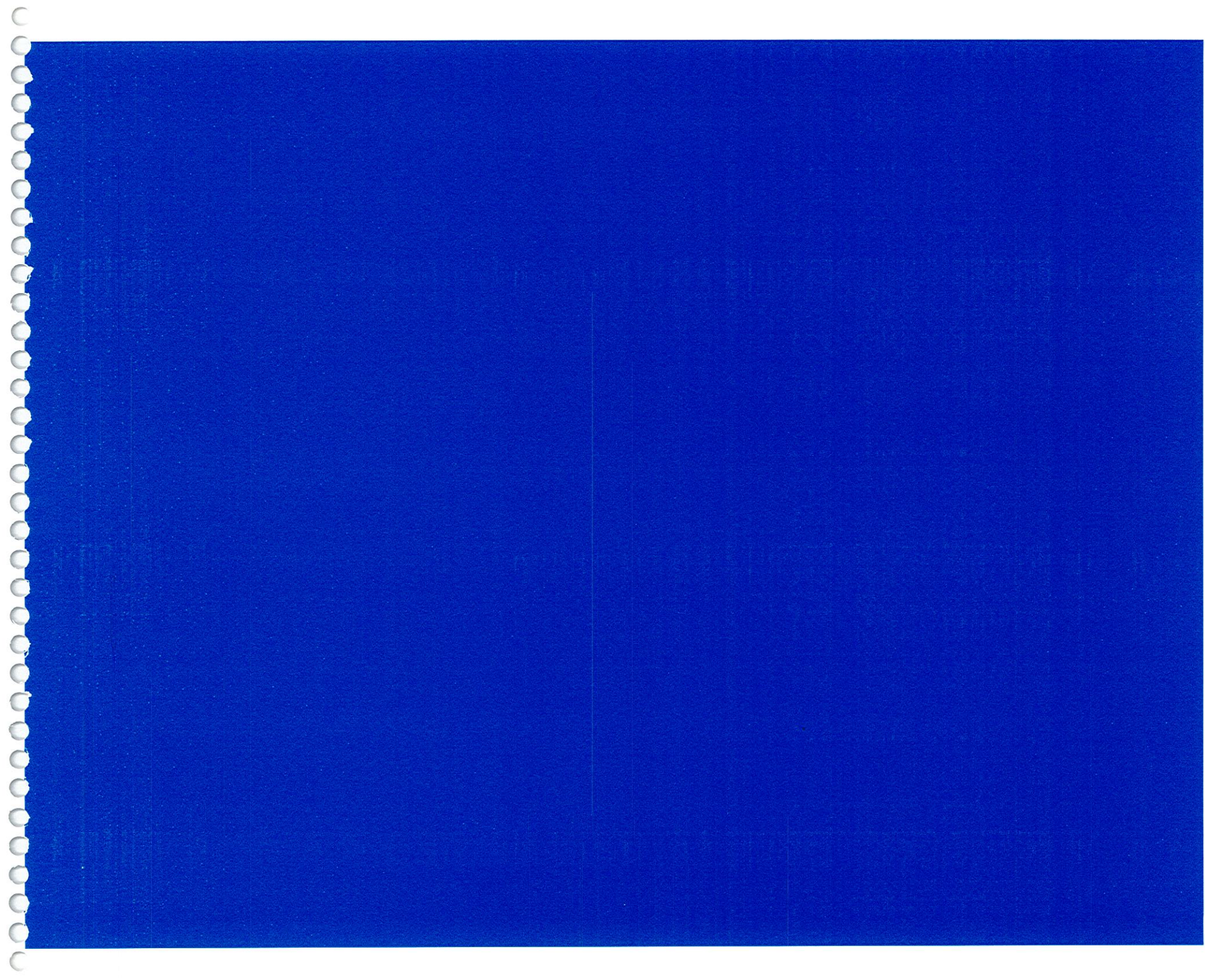
Dr. Wayne Burke
Superintendent (Retired)
913-592-7270

Platte County R-3 School District

Dr. Mike Reik
Superintendent (Retired, now with Raymond James Financial)
913-374-3348

Lee's Summit R-7 School District

Dr. Emily Miller
Former Assistant Superintendent (now Superintendent of Kearney Public Schools)
816-628-4116



NEWMARK ZIMMER

1220 Washington Street
Suite 300
Kansas City, MO 64105
t 816-474-2000

nmrkzimmer.com



FOR MORE INFORMATION

Michael VanBuskirk, SIOR, CCIM, CRE

*Executive Managing Director – Principal
Investment Sales and Capital Markets*

t 816-512-1010
mvanbuskirk@nzimmer.com

Nick S. Suarez, SIOR, CCIM

*Senior Managing Director – Principal
Director of Office Brokerage*

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nsuarez@nzimmer.com

NEWMARK
ZIMMER

