



Kansas City, MO

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Related Practices

Real Estate & Development

David A. Fenley

CO-CHAIRMAN

The firm's Co-Chairman, Dave is a leading business and civic participant in commercial real estate development and economic development strategies in the Kansas City area. With more than 25 years' experience in commercial real estate development and financing incentives, he has guided developers, lending institutions and governmental agencies in the design, implementation and financing of many of Kansas City's high-profile private/public partnerships for urban core development and redevelopment.

Dave, a Missouri CPA since 1980, also is expert in negotiating financing structures that combine state and local tax incentive programs such as Tax Increment Financing (TIF) with private sector financing.

He was named Partner in the firm in 1985, Chairman in 2000, and assumed the role of Co-chairman in 2008.

Representative Experience

- Counsel for H&R Block's \$250 million corporate headquarters development in the new Kansas City Live downtown entertainment district
- Counsel for Applebee's \$45 million corporate headquarters development in Lenexa, Kan.
- Counsel for the successful rehabilitation of the New York Life Building in Kansas City, Mo., by use of the condemnation and redevelopment tools afforded through Tax Increment Financing
- Counsel for J.E. Dunn Construction Company's \$65 million headquarters redevelopment in downtown Kansas City
- Counsel for Marcus Hotels, Inc. in the redevelopment of the historic Phillips House Hotel in downtown Kansas City, Mo.
- Counsel for the \$80 million redevelopment of President Hotel Block in downtown Kansas City, Mo.
- Counsel for the \$100 million Plaza Colonnade development in the Country Club Plaza
- Counsel for Highwoods Properties' \$240 million Country Club Plaza development initiative, including the successful Tax Increment Financing application
- Successful corporate relocation of Aquila Energy Corp. from Omaha, Neb., to downtown Kansas City, Mo., including securing state and local tax incentives totaling \$15 million

Awards & Recognitions

- American College of Real Estate Lawyers, Fellow
- *The Best Lawyers in America*, Land Use & Zoning Law, Real Estate Law, 1995-2012
- *Chambers USA*, Real Estate (Missouri) 2008-2011
- *Missouri & Kansas Super Lawyers*, Real Estate Law, 2005-2011; Top 100, Real Estate Law, 2005-2006, 2008; Top 50 in Kansas City, 2006

Professional Associations & Memberships

- International Council of Shopping Centers
- Kansas City Metropolitan Bar Association
- The Missouri Bar
- Missouri Economic Development Financing Association

Civic Involvement

- Civic Council of Greater Kansas City, Mo.
- FOCUS Kansas City, Steering Committee
- Greater Kansas City Chamber of Commerce, Board of Directors; Vice Chair for Economic Growth
- Mayors' Corps of Progress for a Greater Kansas City, General Counsel
- Washburn Endowment Association, Trustee
- Washburn Law School, Alumni Board of Governors
- Washburn University School of Law Business and Transactional Law Center, Advisor

Admissions

- Missouri, 1979
- U.S. District Court, Western District of Missouri, 1979
- U.S. Tax Court, 1980

Education

- J.D., Washburn University School of Law, with honors, 1979
Washburn Law Journal, Assistant Notes Editor
- B.B.A., Washburn University, *cum laude*, 1976