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# DESIGN NARRATIVE

Seamlessly fusing the East Village, Paseo West, and Kansas City's Downtown Core, Fusion is a welcoming and affordable mixed-use development, where everyone who wishes to call it home, can. Designed around two key pillars, connectivity and resilience, this LEED neighbourhood catalyzes inclusive and sustainable growth within Kansas City.

## Physical and Social Connectivity:

Fusion aims to meaningfully reconnect surrounding districts and neighbourhoods inside and outside of the Loop. Pivoting away from its car-centric past, the masterplan includes key East-West transit corridors lined with protected bike lanes, dedicated bus lanes, and enhanced streetscapes for improved site access. The development features a conversion of Holmes Street into an expansive pedestrian promenade that connects diverse uses across blocks. This intervention is grounded in the expressed needs of Downtown residents for flexible, recreational green space with connected pathways. The development thoughtfully re-establishes a welcoming gateway to the Downtown Core on the Eastern edge of the site through access to critical social infrastructure - the community center, and enhanced underpasses. The community centre iconically represents the social connectivity of the site; the upper levels include seniors housing which contribute to an inclusive, multigenerational space that brings the community together. Fusion also enables inclusivity through significant affordable housing with strong access to transit, retail amenity, and attractive public space. Each phase of the development includes a participatory consultation process to ensure alignment with community needs and improve the cohesiveness of the site with adjacent communities.

## Environmental and Economic Resilience:

This climate-positive neighbourhood reduces greenhouse gases through dense transit-oriented development, increased tree canopy, and connects into KC's district energy network. Functional habitats are created within the landscaped area, using native vegetation and rain gardens. These areas are connected through an aesthetic stormwater management system, utilizing green infrastructure and topography to absorb runoff naturally and mitigate river pollution.

The masterplan aims to enable economic resilience within Kansas City through small scale food growth and distribution, local culinary incubation, and research-driven employment opportunities. Neighbouring communities are home to strong community organizations that focus on affordable food growth and distribution. Our site looks to support this network of existing organizations through access to community and vertical gardens, and food business incubation. The incubator enables local food entrepreneurs to access low-cost kitchens and food-halls to build their businesses, share knowledge, and host public events. This creates unique food experiences for those who live and visit the neighbourhood, and positions KC as a leader in urban agriculture, rooted in community. As the need for office space evolves, the site is focused on providing research labs, which have a higher demand for in-person working space and more stable funding. Overall, the site provides collaborative space to spur investment and innovation in the local food system.

**Fusion's unique combination of diverse housing, employment opportunities, social infrastructure and an enhanced public realm will fuel inclusive, sustainable economic growth within Kansas City.**



SPRING  
Amphitheater



AUTUMN  
Farming Garden

# FINANCIAL NARRATIVE

Fusion, developed in a public-private partnership with the Kansas City government aims to create a vibrant, mixed-income, mixed-use community within the Downtown Core. The 2.3M sf development will be built in three phases over six years, with 24 months dedicated to each Phase. Each phase has a predevelopment period of 12 months and an absorption period of 24 months. The project will bring to market a strong mix of housing, office and retail. Primarily focused on increasing supply of affordable housing, the site provides 294 affordable rental units making up 30% of rental units. Our site is home to 262,486 sq. feet of shared office and incubator space, and research labs. Approximately 2,000 employment opportunities are created through retail and community infrastructure, which includes the community center and urban agriculture facilities. The return of the project is an unlevered IRR of 10.3% and levered IRR of 22.9%.

## Phase I

A variety of funding and financing sources will be utilized to achieve the site's vision in each phase. Phase I will create a high density, transit-oriented development with 364 mixed-income rental units, 286,542 sq. feet of office, retail use and an iconic 121,781 sf. community centre with 40 senior housing units. The capital stack for Phase I includes \$4.3 million in Low Income Housing Tax Credit ("LIHTC") Equity to be allocated to 109 affordable units, \$21M developer equity, \$1,800,000 regional grant, \$26 million from Tax Increment Financing ("TIF") generated through transit-oriented development, and a \$113 million senior construction loan. Significant upfront investments are made in Phase I in the community center, the pedestrian promenade, and streetscape improvements. These investments will have a catalytic effect for the site, enhancing connectivity with the rest of the city, creating a sense of place, attracting future residents, and increasing return in future phases. As the entire site falls within the Paseo Gateway/Northeast Opportunity Zone ("OZ"), the OZ fund will be secured to advance the project in phase I to achieve an unlevered IRR of 9.7%, levered IRR of 14.9% before OZ benefits and 19.3% after OZ benefit.

## Phase II and III

Phase II and III will utilize an additional \$7.3 million of LIHTC and \$1.4 million of New Markets Tax Credit Equity to support 185 affordable rental units, along with TIF Financing of \$33 million, regional grants of \$1,000,000 and senior construction loan of \$160 million. The site proposes a partnership with the Missouri Housing Development Commission to replace existing surface parking with a shared parking structure, which is in alignment with the executed agreement. The community agriculture space will be financed through a Industrial Revenue Bond (IRB), which offers low interest, long-term financing options, allowing the project to forge meaningful community partnerships and providing lower rental retail rates for the kitchen incubation space. An EPA Stormwater Grant will contribute to funding the site's stormwater system. \$77M equity will be contributed by developer and institutional investor partners.



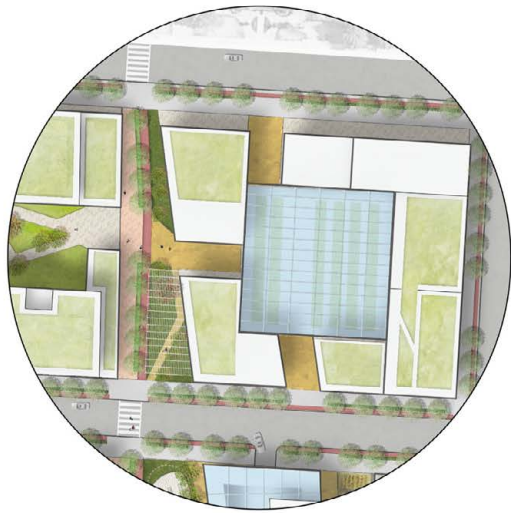
# SITE PLAN



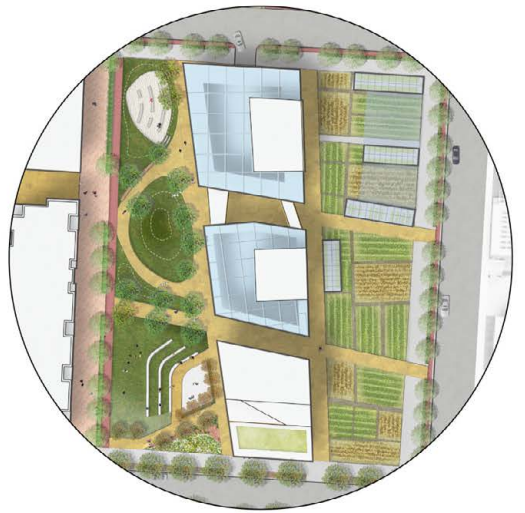
- 1 Mixed-income mixed use residential mid-rise building
- 2 Shared structured parking
- 3 Co-op structured parking
- 4 Office-residential mixed use tower
- 5 Office-commercial mixed use tower
- 6 Canopy Patio
- 7 Promenade Retail
- 8 Bus lane
- 9 Pedestrian promenade with bike lane
- 10 Community center with senior housing
- 11 Water feature plaza
- 12 Stage of performing art
- 13 Barbecue site
- 14 Local culinary incubation space with food hall
- 15 Amphitheatre
- 16 Vertical gardens, community exhibition food history space, and office space
- 17 Stormwater sunken garden/outdoor skating rink in winter
- 18 Outdoor cinema
- 19 Community gardens with site composting
- 20 Research hub with green house
- 21 Protected bike lane
- 22 Sky garden
- 23 East village transit center



Urban Agricultural Research Lab



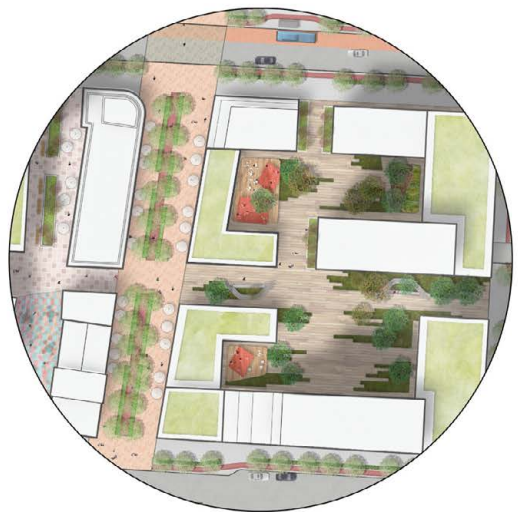
Community Food Hub

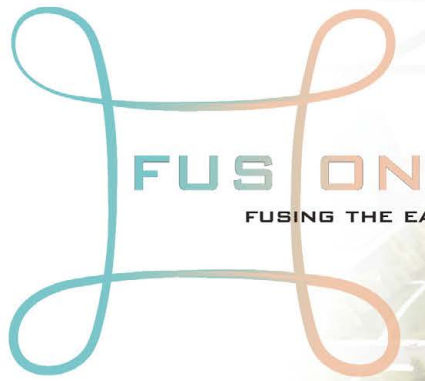


Community Centre and Seniors Housing



Transit-Oriented Development





**FUSION**

FUSING THE EAST VILLAGE AND KANSAS CITY

Kansas City, MO  
2021-2474  
April, 2021

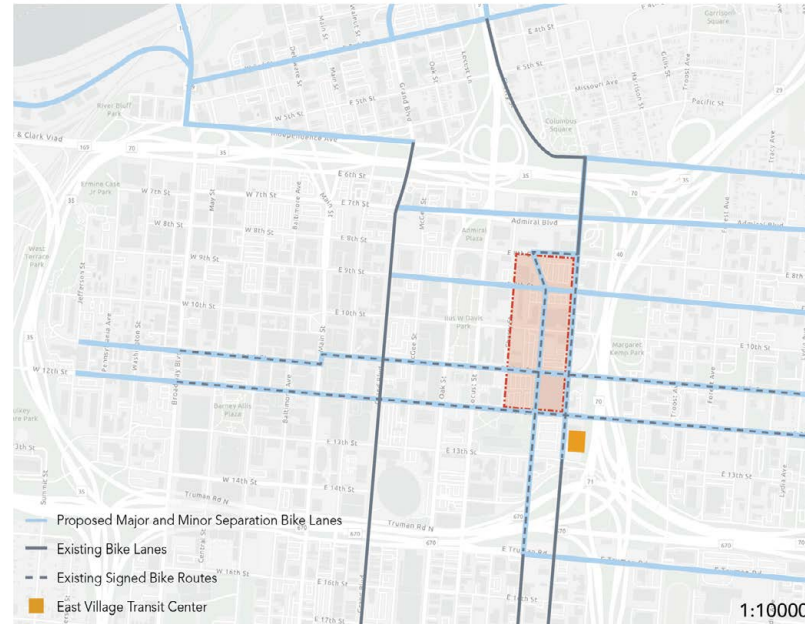


# KANSAS CITY CONTEXT | Opportunity For Strong Physical and Social Connectivity

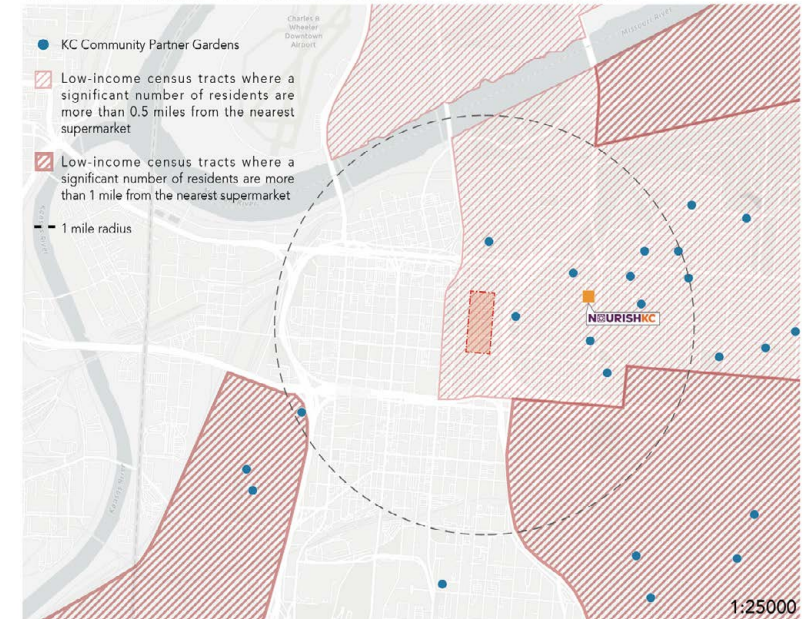
Well Connected and Serviced by KC Regional Transit



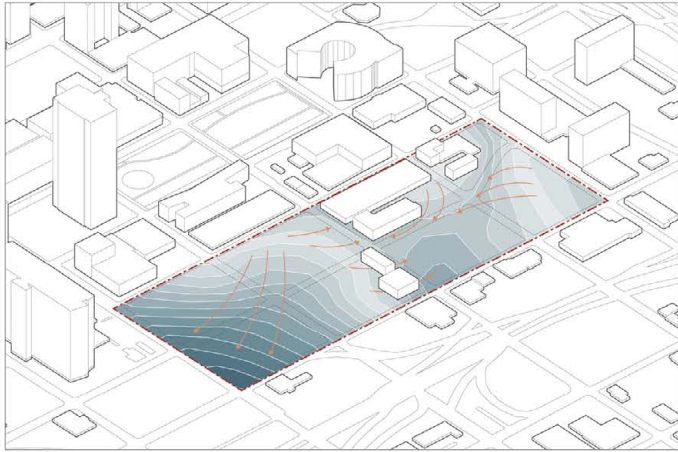
Integral to KC's Proposed Bike Network



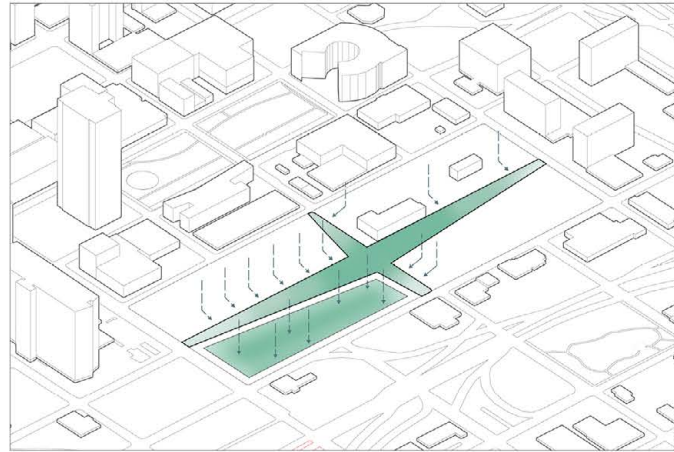
In Close Proximity to Strong Community Food Network



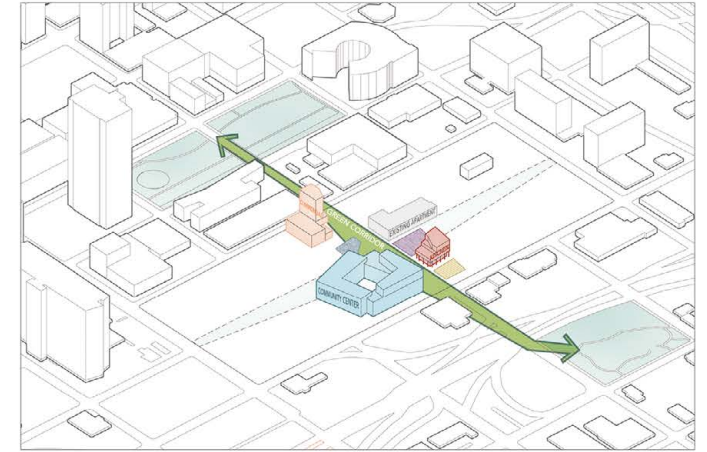
# CONCEPT DIAGRAMS | Connectivity and Resilience



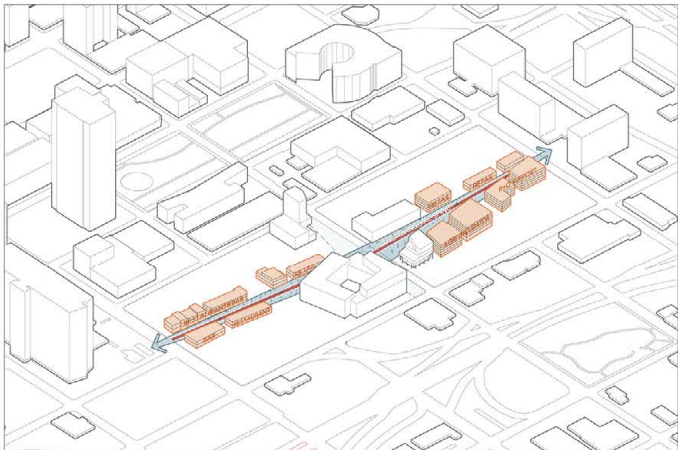
**Topography:** Influences the design of the stormwater collection system



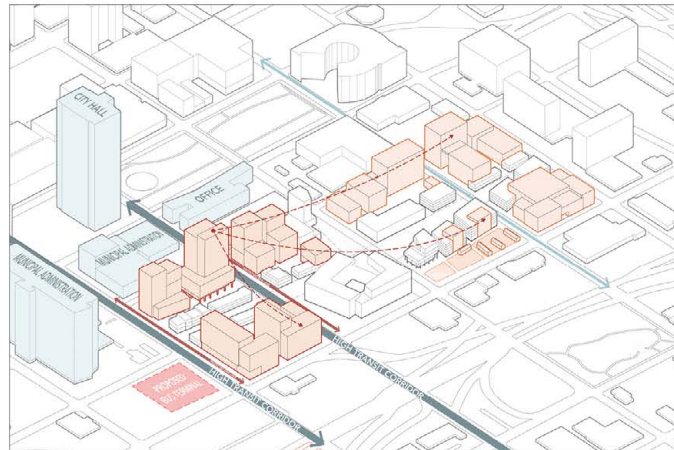
**Stormwater System:** Underlies the site, mimicking natural processes to slow and absorb runoff



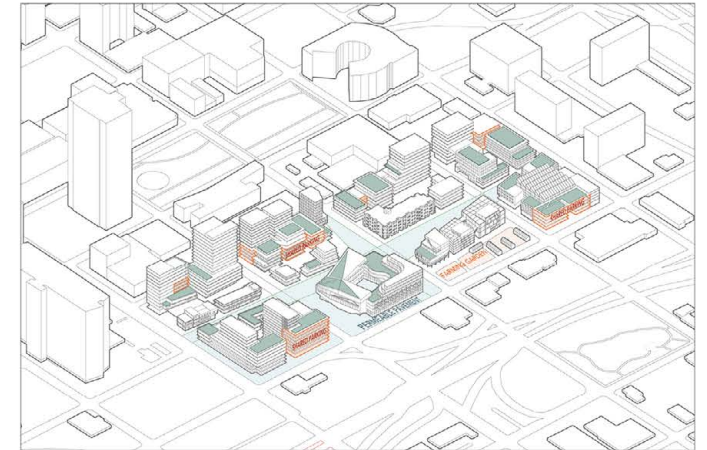
**Social Infrastructure:** Connects site to surrounding context



**Pedestrian Spine:** Creates a pedestrian only, human-scale promenade, increasing connectivity and mobility

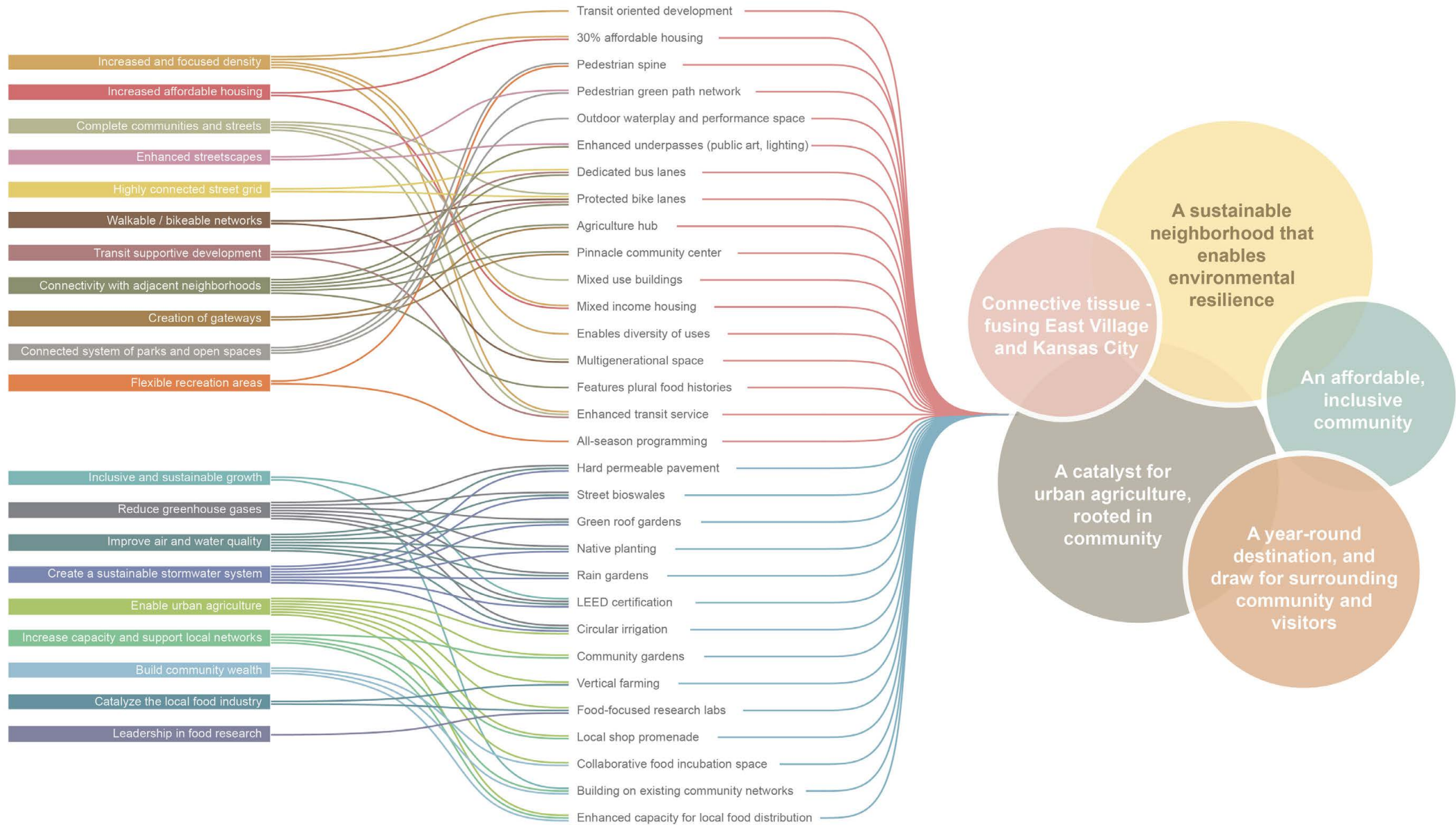


**Transit Oriented Development:** Creates high density next to major transit station and corridors



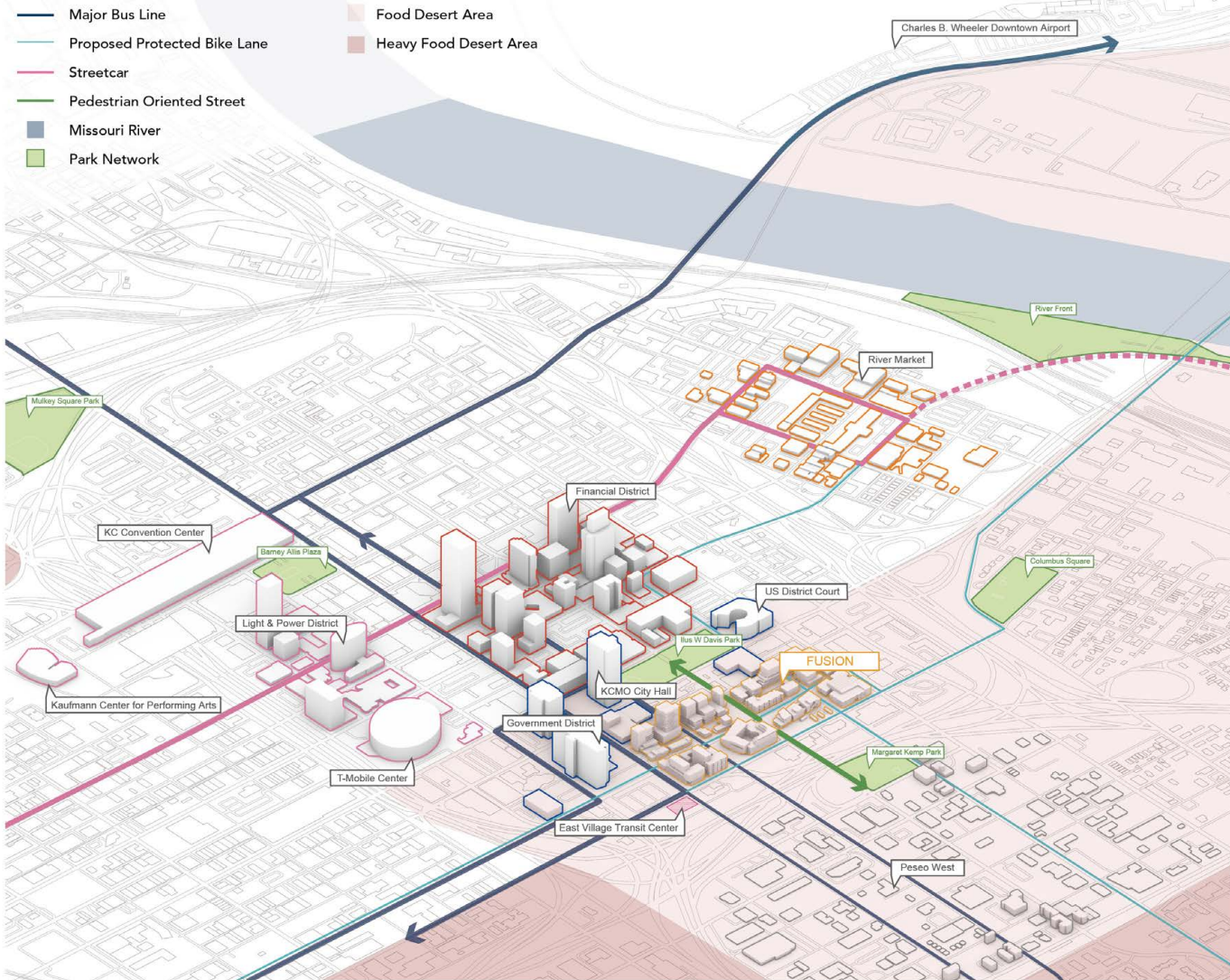
**Sustainability:** Powered by green infrastructure, LEED certification, circular systems and shared parking

# ESSENCE OF FUSION | Rooted in Community Needs

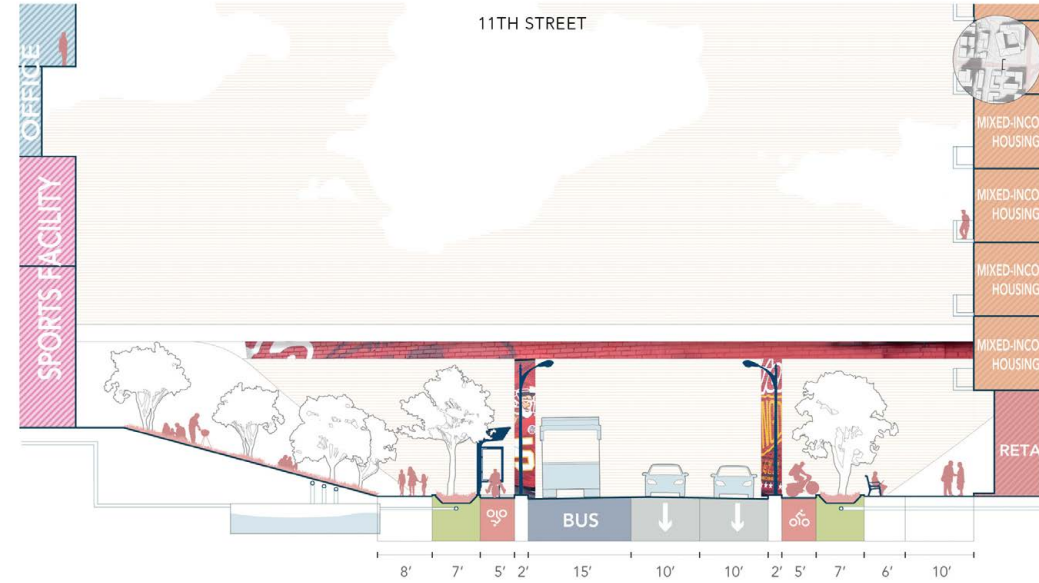




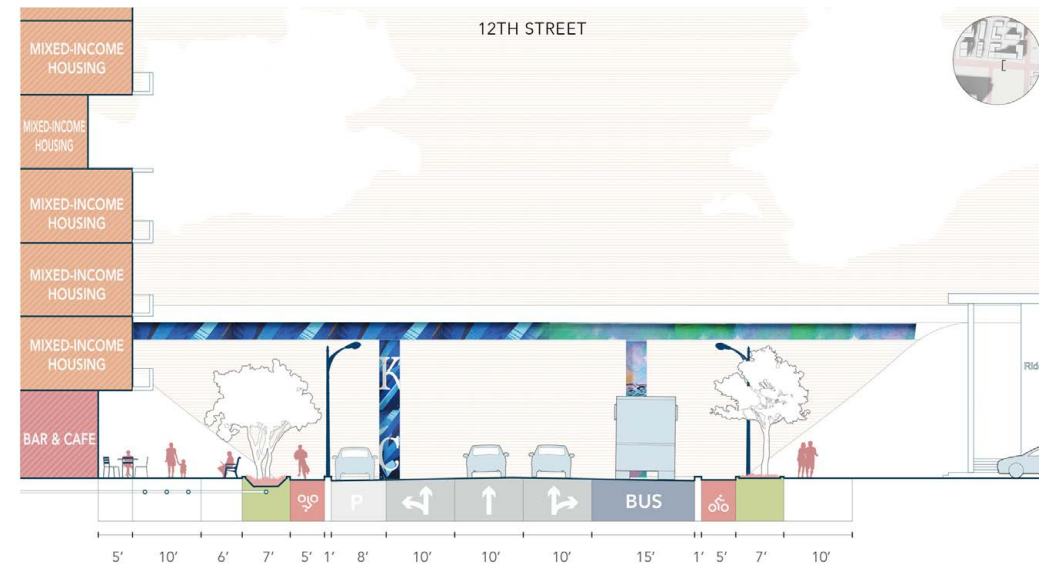
# CONNECTIVE TISSUE | Fusing the East Village and Kansas City



## Enhanced 11th Street Transit Corridor

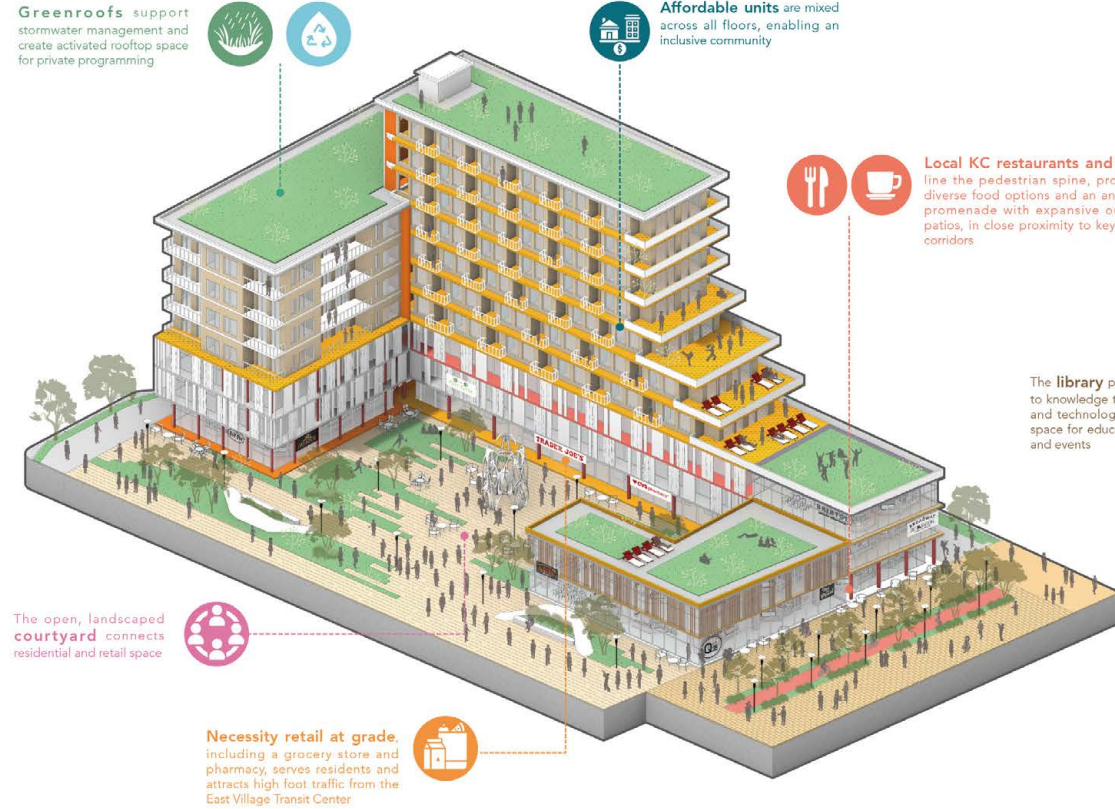


## Enhanced 12th Street Transit Corridor



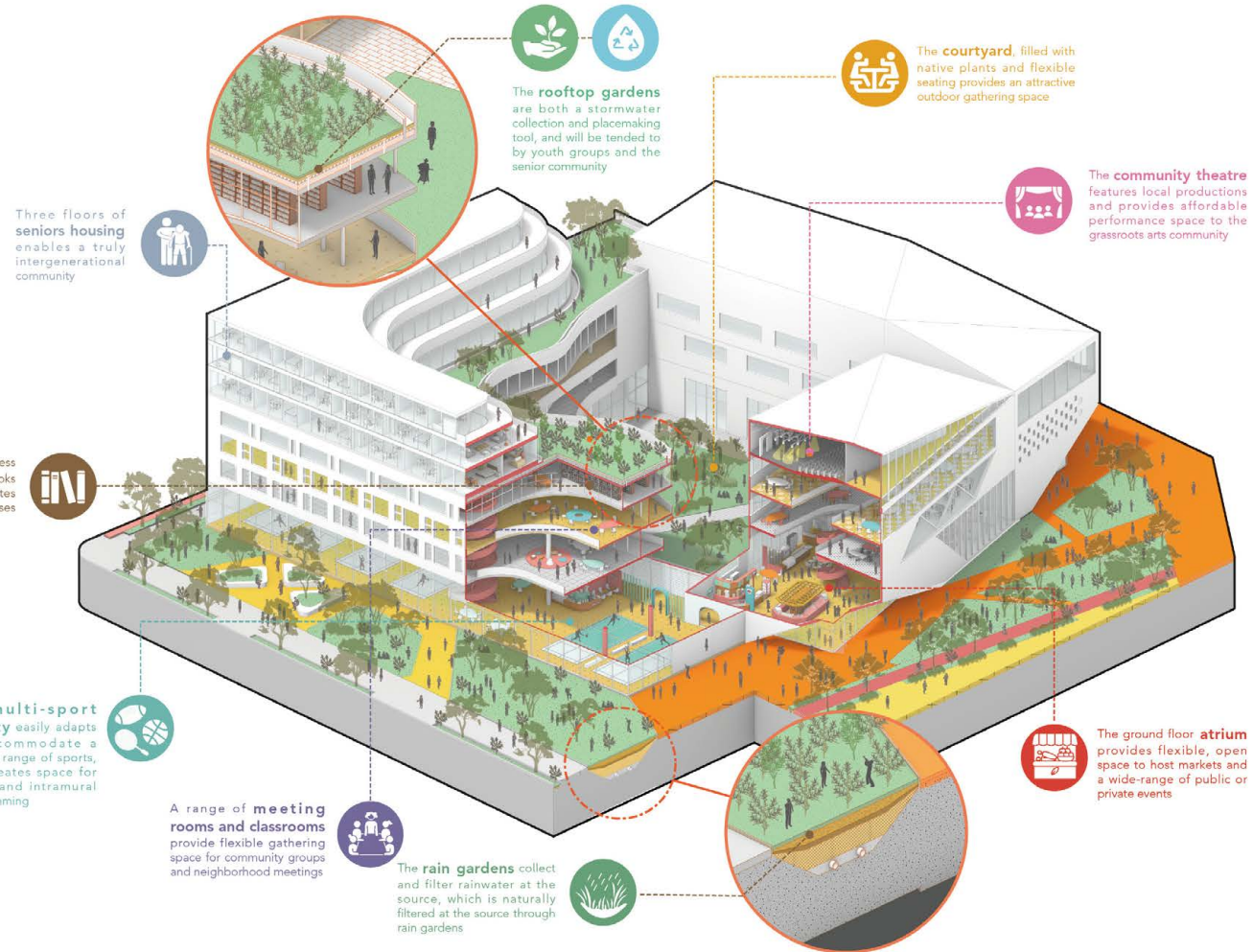
# AN AFFORDABLE, INCLUSIVE COMMUNITY | Enabling Social Connectivity

## Deep Housing Affordability With a Focus on Transit-Oriented Development



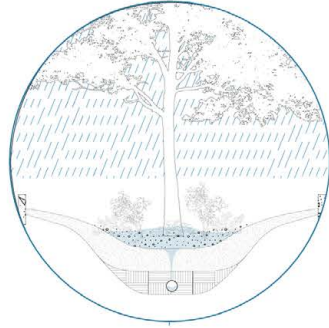
Located at 12th Street and Charlotte Street

## Community Center and Seniors Housing as Gateway



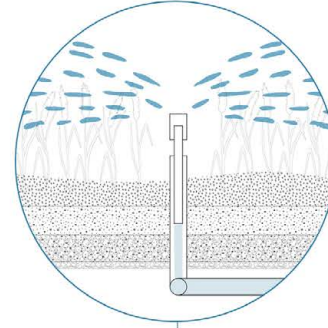
Located between 11th and 10th Street on Charlotte Street

# A SUSTAINABLE NEIGHBORHOOD | Enabling Environmental Resilience



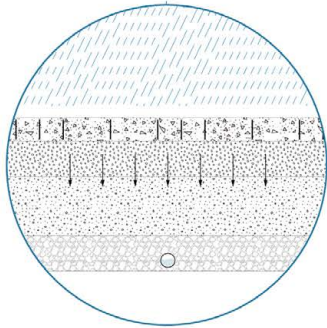
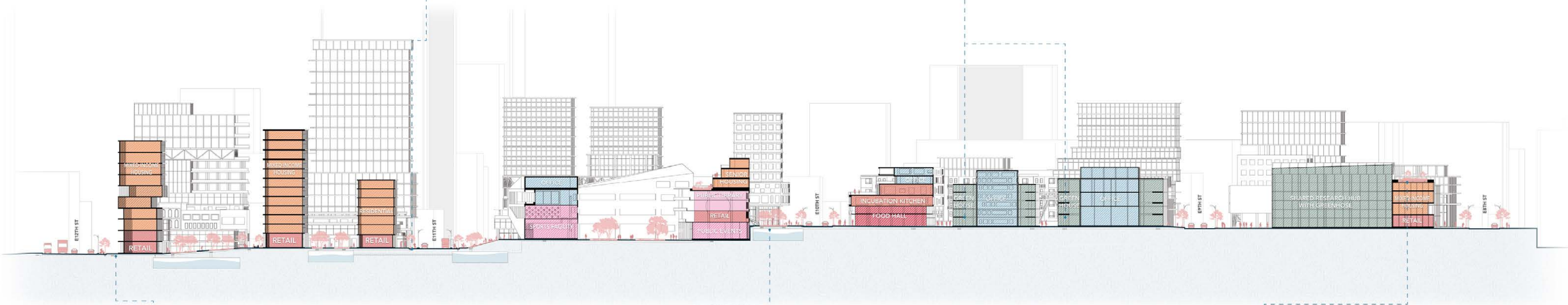
## Street Bioswale

Street bioswale allows for the collection of filtered stormwater to be reused throughout the site, minimizing combined sewer overflows.



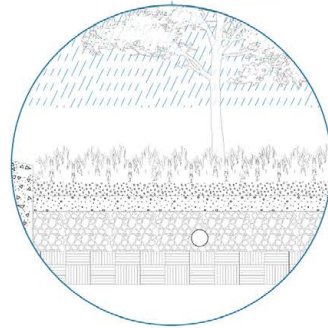
## Circular Irrigation

Circular irrigation enables the use of filtered stormwater for irrigation in greenhouses and community farming gardens.



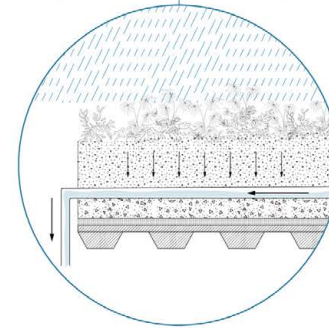
## Hard Permeable Pavement

Permeable pavement allows for the infiltration of stormwater through pores in the pavement materials, decreasing impervious area and infiltrating stormwater at the source.



## Rain Garden

Rain gardens use a mixture of trees and native plants to slow down stormwater flow and increase infiltration.



## Green roof garden

Green roofs throughout the site reduce and slow stormwater runoff, retaining a high volume of precipitation.

**STORMWATER PLACE-MAKING STRATEGY** | Water Feature Plaza at 10th and Holmes street



# CATALYST FOR URBAN AGRICULTURE | Rooted in Community

## Key Location for Sunlight



## Community and Economic Benefits of Key Social Infrastructure



**Intergenerational Programming**

Senior - Youth Garden Program  
Community Classes  
Atrium use for weekly produce market.



**Building on Community Strengths**

Low-cost shared kitchen and food hall rentals for opportunity to build up local businesses and access high-foot traffic on promenade.



**Production**

Production in community garden and vertical gardens for year-round opportunities.  
Portion for market demand to generate sustainable employment and job training opportunities.



**Knowledge Sharing**

"Food incubator" for local organizations to rent office space, host events, host meetings and job training opportunities.



**Culture and History**

Public exhibition space partnering with community associations and local organizations in adjacent communities, to express their own food and agricultural narratives.



**Distribution**

To partner with existing affordable food distribution networks in areas with low access to affordable and fresh food options.



**Research**

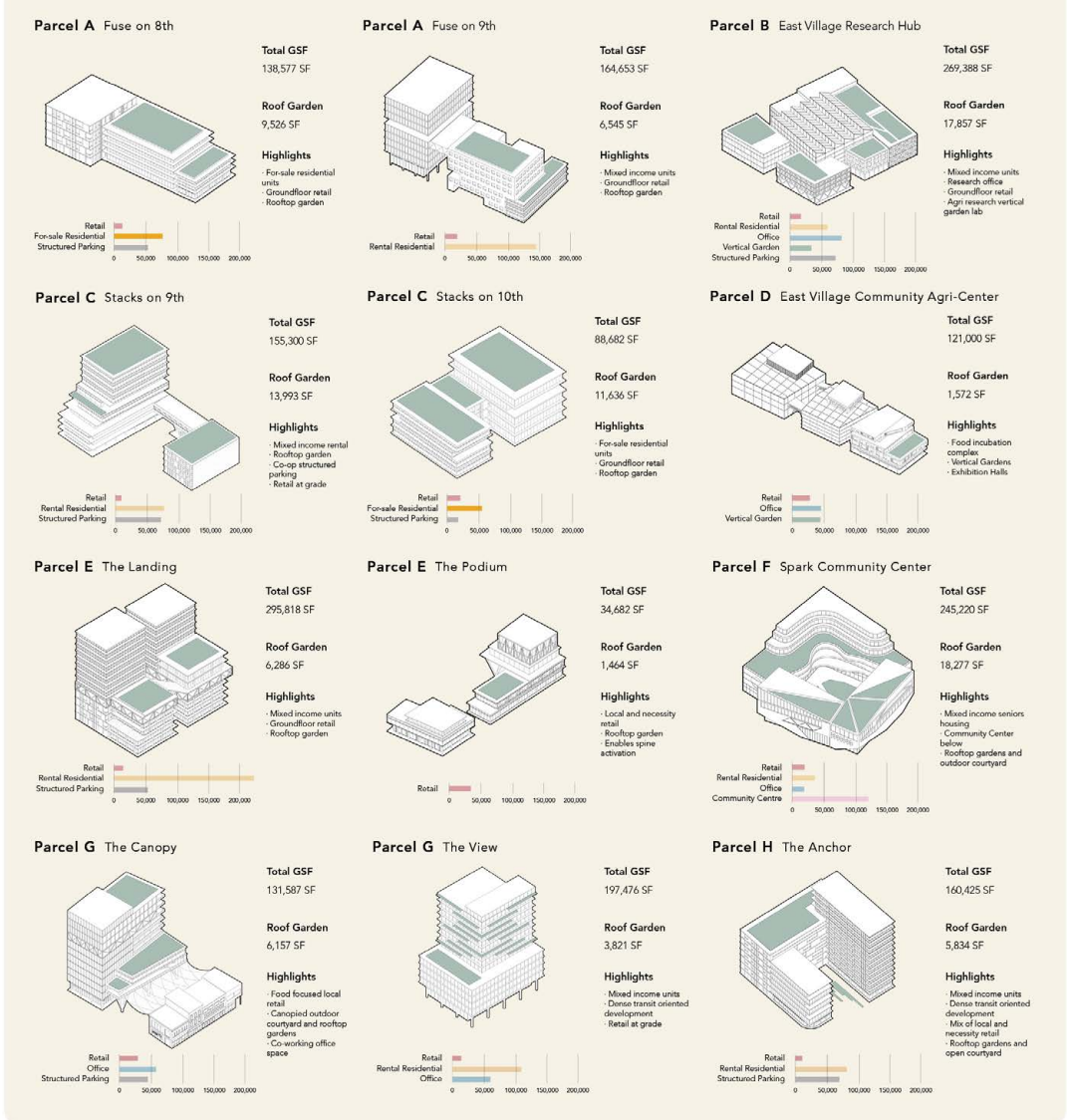
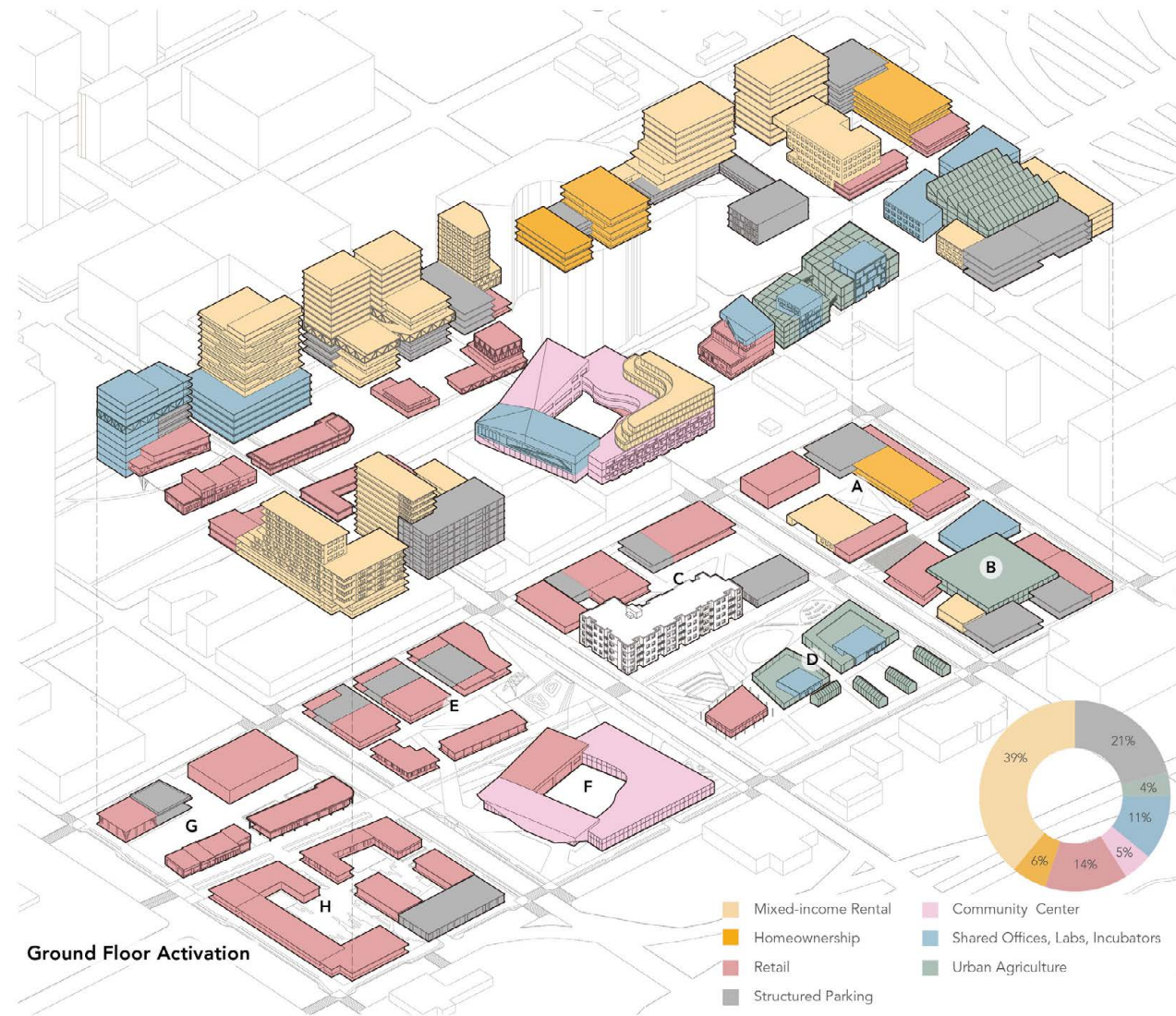
Research to strengthen local food systems, economics, waste, and innovation in vertical production.



WINTER PROGRAMMING | Pedestrian Promenade between 11th and 12th Street

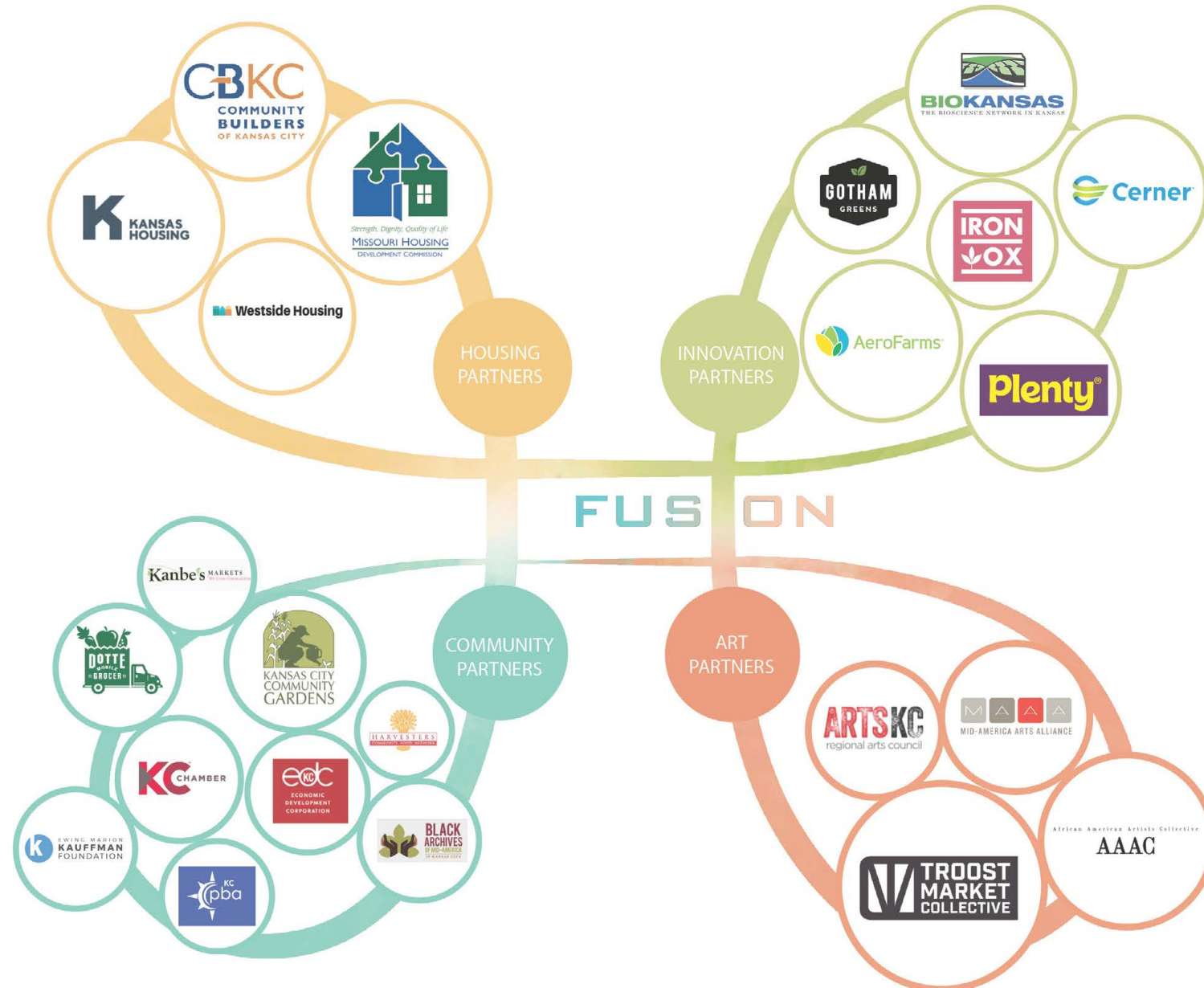


# THE BUILDING BLOCKS OF FUSION | A Diverse Mix of Uses and Typologies





# DEVELOPMENT AND COMMUNITY PARTNERS | Community Rooted Collaboration



# FINANCIAL SUMMARY | A Financially Viable Project

## Pro Forma inputs: Key assumptions

### Market Conditions

2019 Downtown KC Population	28,148
Population Growth	6%
Construction Cost Premium due to COVID & Labour Shortage	20%

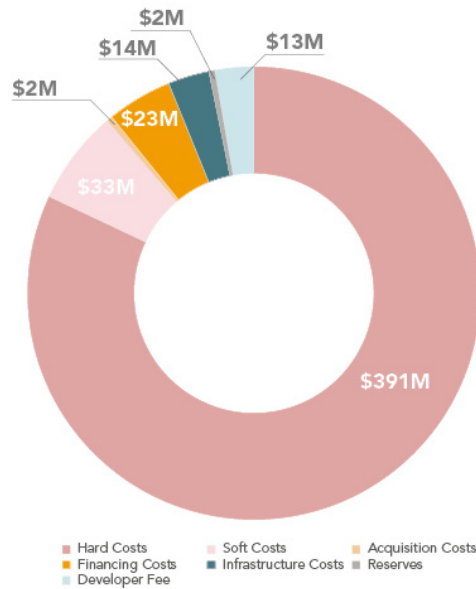
### Underwriting Assumptions

2019 RSMean City Cost Index	+2.59
Building Efficiency	85%
Vacancy Rate	5%
Residential Rent Growth	2%
Expense Inflation	2%
Residential Cap Rate	5%
Commercial Cap Rate	7-8%

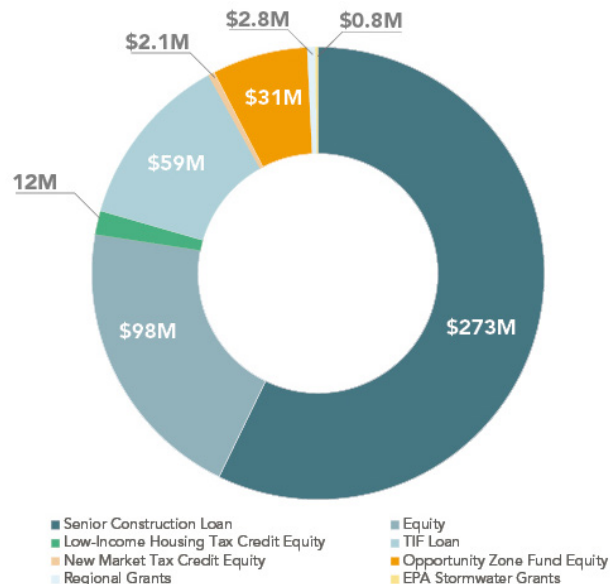
## Pro Forma outputs: Financial performance

	Total Development Costs	Unlevered IRR	Levered IRR	Equity Multiple
PHASE 1 Affordable Units 30%	\$198M	9.7%	19.3%	3.2x
PHASE 2 Affordable Units 31%	\$157M	11.2%	20.7%	2.8x
PHASE 3 Affordable Units 30%	\$123M	10.4%	26.7%	2.3x
TOTAL Affordable Units 30%	\$478M	10.3%	22.9%	2.8x

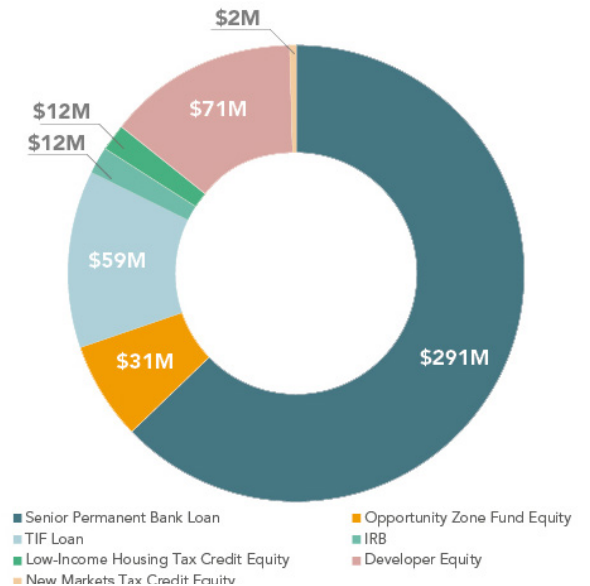
## Development Costs



## Construction sources

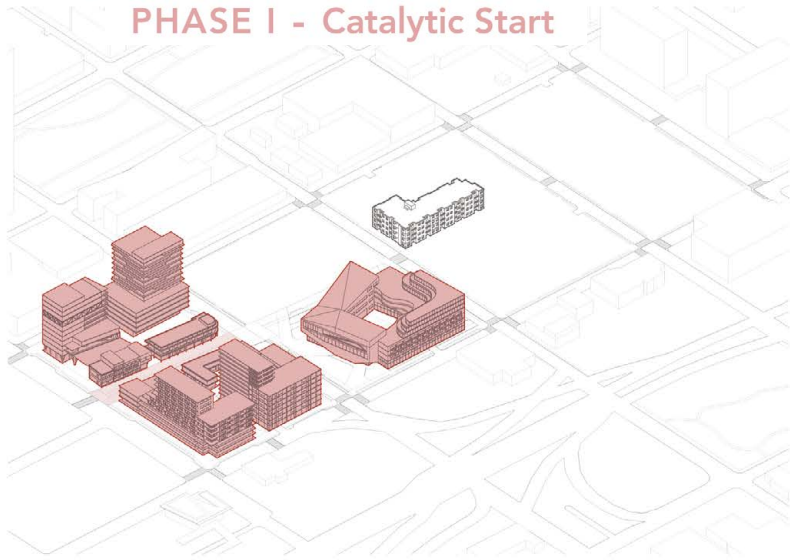


## Permanent sources



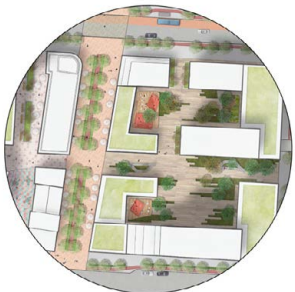
# PHASING SUMMARY | Creating Identity in Each Phase

## PHASE I - Catalytic Start



Affordable Rental Housing	119,640 SF (13%)
Market Rate Rental Housing	228,000 SF (24%)
Affordable Homeownership	0 SF (0%)
Market Rate Homeownership	0 SF (0%)
Retail	154,986 SF (16%)
Community Centre	121,781 SF (13%)
Office	131,556 SF (14%)
Urban Agriculture	0 SF (6%)
Structural Parking	189,763 SF (20%)
<b>Total GSF</b>	<b>945,726 SF</b>

**30%** Affordable Units

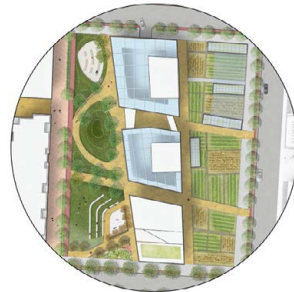


## PHASE II - Expanding to Urban Agriculture

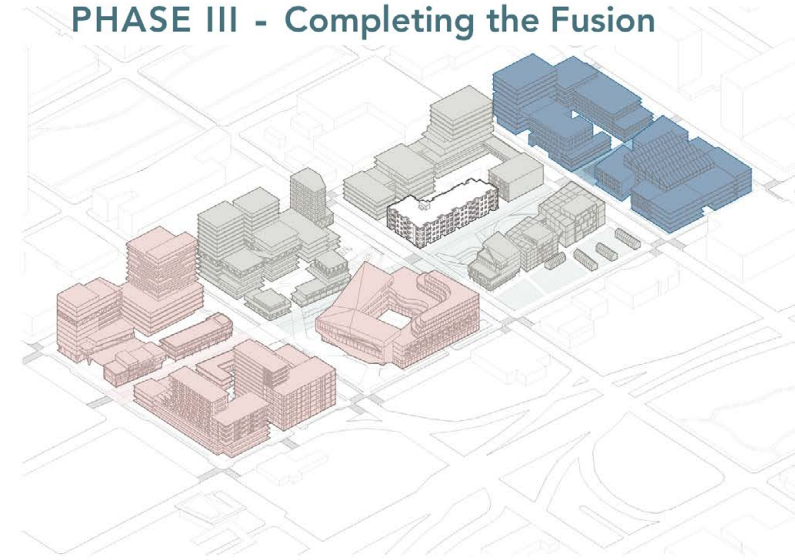


Affordable Rental Housing	123,840 SF (16%)
Market Rate Rental Housing	228,720 SF (29%)
Affordable Homeownership	13,200 SF (2%)
Market Rate Homeownership	43,440 SF (6%)
Retail	116,415 SF (15%)
Community Centre	0 SF (0%)
Office	46,953 SF (6%)
Urban Agriculture	46,861 SF (6%)
Structural Parking	166,840 SF (20%)
<b>Total GSF</b>	<b>786,270 SF</b>

**31%** Affordable Units

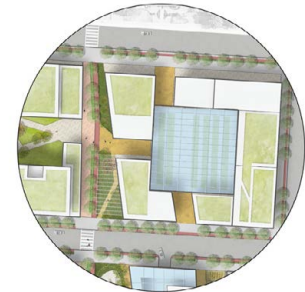


## PHASE III - Completing the Fusion



Affordable Rental Housing	70,920 SF (12%)
Market Rate Rental Housing	131,280 SF (23%)
Affordable Homeownership	15,240 SF (3%)
Market Rate Homeownership	60,000 SF (10%)
Retail	50,274 SF (9%)
Community Centre	0 SF (0%)
Office	83,977 SF (15%)
Urban Agriculture	37,758 SF (7%)
Structural Parking	123,171 SF (21%)
<b>Total GSF</b>	<b>572,620 SF</b>

**30%** Affordable Units



**COMMUNITY FOOD INCUBATOR** | at 10th Street and Holmes Street

