



# Memorandum of Understanding (MOU)

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Between Arkansas City, Kansas and Lange Real Estate

## I. Purpose

This Memorandum of Understanding ("MOU") establishes a collaborative framework between Arkansas City, Kansas ("City") and Lange Real Estate ("LRE") for the purpose of planning and implementing a multi-phased residential development project on approximately 100 acres ("Property") within city limits. The parties intend to work together to plan, entitle, and deliver diverse housing types to meet the community's long-term residential growth needs.

This MOU sets forth a shared understanding of the roles, responsibilities, and intentions of each party through planning, pre-development, infrastructure coordination, and execution of the residential project.

## II. Master Planning Commitment (Developer-Funded)

LRE will lead and fund the creation of a comprehensive Master Plan for the Property, including housing mix, infrastructure layout, development phasing strategy, and market alignment.

### Scope includes:

- Land planning, site engineering, and utility coordination
- Conceptual layouts for residential product types
- Coordination with City staff and local stakeholders
- Estimated value of planning services: \$40,000 - \$50,000
- LRE assumes all costs for this scope and will deliver the plan within an agreed-upon timeframe (estimated 90–120 days)

## III. Development

LRE will act as the exclusive master developer and residential broker for the Property. Property will be developed and constructed in phases based on market conditions. LRE will communicate regularly with City to provide status reports of development progress and sales. Projections and milestones may be adjusted accordingly.

### Development will include:

- Single-family homes
- Townhomes
- Duplexes
- Apartments
- Other residential product types aligned with market demand and zoning



#### **LRE Rights and Commitments:**

- Maintain exclusive development and brokerage discretion over the project for a term of 15–20 years, ensuring long-term delivery commitment to the City and project
- Take ownership of land on a per-phase basis in alignment with market timing and builder engagement
- Market, negotiate, and execute residential land sales, homebuilder agreements, and site-level development plans
- Coordinate with capital and builder partners for vertical development
- Provide ongoing reporting and coordination with the City to support transparency and alignment.

#### **IV. Incentives and Land Use Flexibility**

The City agrees to work with LRE in good faith to support the development through appropriate public incentives and regulatory tools, recognizing the economic development and housing benefit of the project.

This includes:

- Transfer title of project property at agreed upon milestones established for phased development
- Support for housing types across the spectrum (townhome, duplex, SFH, apartments, etc.)
- Willingness to consider housing-related incentives, including gap financing, utility offsets, or infrastructure participation
- Flexibility in zoning or design standards, as permitted by local code, to support creative or market-driven site plans
- Provide financing assistance for infrastructure through the use of Special Assessments, or other acceptable public financing tool

Arkansas City, Kansas

By: \_\_\_\_\_

Name:

Title:

Date:

Lange Real Estate

By: \_\_\_\_\_

Name:

Title:

Date: