



April 21, 2022

Jon Stephens
President & CEO
Port KC
110 Berkley Plaza
Kansas City, Missouri 64120

Re: NorthPoint Development Partnership

To Whom It May Concern,

I am writing to share feedback regarding NorthPoint Development, and how they operate as a developer. By way of background, Port KC has partnered with NorthPoint Development on several major projects throughout Kansas City, Missouri, totaling several hundred million dollars. I know that projects of this scale require a tremendous level of trust between an agency and a real estate developer to make them a success for all stakeholders. Simply put, NorthPoint has operated with unparalleled professionalism and excellence on every project to date.

NorthPoint Development has been a trusted partner – they do what they say they will do, they are accessible, they communicate well, and they deliver what they promise, and more. The projects we have partnered with them on have been game-changing projects for our community bringing quality jobs and new industry to leading-edge Class A facilities.

As you can imagine, these types of projects come with challenges and complexities. NorthPoint Development has responded with creative solutions developed in close coordination with our team, and both Port KC and NorthPoint have provided honest feedback as part of the process.

We are proud of the work and the long-term benefits and are thankful that NorthPoint Development has become a lasting and beneficial partner to our community.

Sincerely,

A handwritten signature in black ink, appearing to read "Jon D. Stephens", with a long horizontal line extending to the right.

Jon D. Stephens
President & CEO