

SCREENLAND REAL ESTATE SERVICES

SHARED VISION MAKES COMMERCIAL REAL ESTATE REDEVELOPMENT PROJECT POSSIBLE

WHAT ARE THE BIGGEST CHALLENGES YOU FACE AS A BUSINESS?

Screenland Real Estate Services has always been about looking at a building and the real estate around it and envisioning what it can become. We specialize in the preservation and redevelopment of office, retail and other commercial structures. Nearly all of our buildings are vacant upon purchase and need complete renovations, making strong financing and a significant amount of vision essential.

HOW DID ENTERPRISE HELP SOLVE THESE CHALLENGES?

We saw an opportunity to redevelop along a street with a rich history and great location. The success we were predicting along the corridor was unproven and really took some imagination. The Enterprise team worked with us to fully understand our vision and develop the financing structure to help us accomplish our goals.

With large banks, you often run into the problem that your project is lost in a loan committee somewhere with no real voice for it. This wasn't the case with Enterprise. The Enterprise leadership team came out to tour our buildings and see our vision for the street as a whole. They have been vested in the process from the day they looked at the project.

WHAT IS THE IMPACT ON YOUR BUSINESS?

Anybody who wants to do banking business with me has got to take a bit of a leap of faith, and Enterprise stepped up. The fact that the president of the bank came out to see the project meant a lot. It meant that they didn't look at a spreadsheet — they looked at a street.

Thoughtfully and with a lot of work together, we've developed a great long-term banking relationship with Enterprise. I know that Enterprise will be by my side as a partner to help me reach my revitalization goals for Kansas City over the next 10 years.



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BUSINESS SNAPSHOT:

Screenland Real Estate Services develops and manages real estate sites throughout Kansas City, Missouri. The commercial properties serve office, retail and other commercial tenants.

BUSINESS LEADER:

Butch Rigby

HEADQUARTERS:

Kansas City, Missouri