



**SWOPE COMMUNITY  
BUILDERS<sup>SM</sup>**

Member Swope Community Enterprises

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**New Broker, New Look Delivers Results at ‘The Shops on Blue Parkway’**

More Retail Businesses Opening in Kansas City’s Urban Core

**(Kansas City, MO)**... Two new retail stores have signed leases in recent weeks at The Shops on Blue Parkway, which is owned and operated by Swope Community Builders (SCB). This brings to five the total number of new retailers scheduled to open for business at the retail shopping center over the last five months.

SCB President Bill Jones is crediting the work of brokers Greg Patterson & Associates for the renewed commercial interest in ‘The Shops.’

Jones hired Greg Patterson & Associates last year to attract and locate businesses that would be a good fit in ‘The Shops’ and help them move into retail and office space. The newest businesses scheduled to open in April are Luxury Nails at 4201 Suite B, E. Blue Parkway and Kansas City Beauty Supply, 4203 E. Blue Parkway.

Luxury Nails will provide spa pedicures, manicures, artificial nails and nail art design.

Capital Beauty Supply will offer quality wigs and hair pieces, as well as a large selection of hair care, beauty supply products and fashion jewelry.

“We have seen a dramatic increase in the amount of traffic and inquiries from interested businesses,” Jones said.

“Greg Patterson & Associates has put together competitive offers to generate interest and excitement among prospective businesses who want to be part of what we’re building at ‘The Shops,’ Jones added. “And the new signs are helping to generate a buzz in the market.”

In October 2009, ‘The Shops’ announced the planned opening of three new businesses: **Burger King**, 4301 E. Blue Parkway. **Boost Mobile**, 4301 E. 50<sup>th</sup> Terrace opened in October and **Blue Parkway Cleaners**, 4201 E. 50<sup>th</sup> Terrace opened last month. Burger King Construction is underway, with the restaurant opening scheduled for spring 2010.

“Our goal is to carefully match the businesses in ‘The Shops’ with the needs of the local community,” said Greg Patterson, president, Greg Patterson & Associates. “Businesses are starting to recognize this as an underserved market where they can be very successful.” Patterson added that his team is currently in discussions with a number of other types of businesses to complement the current lineup at ‘The Shops,’ including restaurants, apparel, shoes, furniture rental, automotive parts and fitness stores, as well as beauty salons/barbers.

The Shops on Blue Parkway, whose anchor is Blue Parkway Sun Fresh Market, also is home to Subway Restaurant, Family Dollar, Simply Fashion Stores, New York Fashion, Foot Locker, H&R Block, and Diamonds & Diamonds.

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SCE and its member companies are dedicated to providing solutions to improve the physical, behavioral, and economic well being of individuals, families and communities.*