

KANSAS CITY'S BUSINESS MAGAZINE INGRAM'S

OCTOBER 2009 • VOLUME 35 • NO. 10

RAINMAKERS

MEET SOME OF THE REGION'S TOP PRODUCERS,
WHO THRIVE ON GETTING THE DEAL DONE

BY DENNIS BOONE



OWEN BUCKLEY | LANE4 PROPERTY GROUP

How's this for counterintuitive wisdom from a highly successful commercial property developer: "Setbacks," says Owen Buckley, "have always been very inspirational for me, and almost always have led to better things in the long run."

We should all have such setbacks. In 2006, Buckley left the R.H. Johnson Co. after 14 years—eight of them as president—to form his own company. LANE4 was built on the belief that selecting the right site for a successful retail center is only the first step—and perhaps the easiest. What makes the difference for a truly successful development is the diligence, hard work and attention to detail in planning.

Buckley's team has experience in developing properties for more than 100 Midwestern retail operations that read like a Who's Who of American commerce, from stand-alone restaurants up to big-box retailers. Earlier this year, principals of the firm and other investors bought three Johnson County retail icons: the Corinth Square, Prairie Village and Fairway shopping centers. Recently, Buckley and LANE4 colleagues negotiated the Wizards soccer stadium at Village West in Wyandotte County. Buckley offers this thought on what it means to be in a leadership position: "I believe each of us possesses different styles and skills, and I've learned a lot by watching others. I think we are all role models, whether we want to be or not."

He cites two keys for success. First, "standing out in any field takes a lot of hard work," Buckley said. "I have found that there is a point where the hard work pays off, and that's when it gets exciting. That being said, for some reason it never gets easier." Second, simple but sterling advice from his parents: "Surround yourself with quality people." His personal circle of those people includes his wife of 28 years, Lynne, and their two grown sons, who help him strike the right balance between work and home. "Family," says Buckley, "is everything."