

## LANE4 adds pair of brokers with development interests

Two veteran developer-brokers will join LANE4 Property Group Inc.

Rick Baier and Dan Carr will bring about 50 years of experience to the Kansas City-based firm when they become LANE4 principals on Jan. 21.

LANE4 President Owen Buckley said he didn't blink when the chance came to add Baier and Carr, who announced that they would be leaving CB Richard Ellis Group Inc. in early December. Buckley said "an obvious opportunity" quickly clicked with him at LANE4.

The nearly two-year-old firm will gain exposure in areas such as office buildings to complement its retail strength while enhancing its expertise in mixed-use development, he said. LANE4's portfolio includes the proposed Three Trails redevelopment of Bannister Mall and surrounding property in south

Kansas City.

Baier said he and Carr will focus on development at LANE4. He hopes to build more full-service hotels, such as a Marriott Renaissance the pair plan to open in Briarcliff in 2009. They've also developed medical office buildings and federal government space for the General Services Administration.

"We truly enjoy the highs and lows and risks associated with real estate development," Baier said. "For us to expand that capability, we could not stay at CB because that's not what CB does."

He said several real estate service providers approached

him and Carr. But they didn't want a lateral move.

"We were looking for a smaller shop that we could leverage off," Baier said.

Don Thompson, CB Richard Ellis' managing director in Kansas City, said he hopes the international firm's offices in other cities will continue providing brokerage and property management services to BC Development Co. LLC, which also includes Cathy Baier, Rick's wife, outside Kansas City.

With Baier and Carr, LANE4 will grow to 17 people, including 10 brokers. The firm ranks No. 20 on the Kansas City Business Journal's list of the Top Area Commercial Real Estate Companies.

Baier and Buckley worked together from 1985 to 1992 at Leo Eisenberg Co., once the nation's second-largest developer of strip shopping centers.



Baier



Carr