

Roxsen E. Koch

SHAREHOLDER

Kansas City, MO | 816.572.4669

rkoch@polsinelli.com



Roxsen Koch is a deal maker in public-private partnerships. She has more than 30 years of experience in real estate development and public finance, and has pioneered the use of economic development tools throughout Missouri for complex mixed-used development projects, including residential, hotels, retail and sports complexes. She understands the intricate details and economics of mixed-use projects and uses her knowledge of land use issues, municipal and real estate finance, tax law and local and state incentives to achieve results for real estate development projects. She has experience working with local officials and community leaders to garner support of projects.

Roxsen has represented developers, municipalities and taxing districts in all aspects of real estate development, including land use issues, acquisition, permitting, redevelopment and complex financings. She has negotiated many public and private financings and partnerships using various economic development tools. Roxsen has substantial experience in municipal taxable and tax-exempt financings.

Roxsen was the lead drafter of Missouri's Community Improvement District Act for the Economic Development Corporation of Kansas City, Missouri, and has represented communities and property owners in the formation of CIDs and issuance of bond financing supported by CID revenues and other special taxing districts. She has drafted and successfully lobbied for amendments to various economic development legislation in Missouri.

Education

- University of Kansas School of Law (J.D., 1989)
- University of Missouri-Columbia (B.S.B.A.)

Bar Admissions

- Kansas, 1989
- Missouri, 1990

Memberships

Capabilities

- Government Incentives
- Real Estate Development
- Real Estate
- Resort & Hospitality
- Zoning & Land Use
- Health Care Real Estate
- Sports & Entertainment
- Data Center & Infrastructure

- The Missouri Bar, 1990-present
- American Bar Association, 1990-present
- Kansas City Metropolitan Bar Association, 1990-present
- Park University Civic Advisory Council, 2016-present
- Parkville Economic Development Council, 2011-present
 - Director and Founding Member
 - Chair, 2014-2015
 - Executive Committee, 2011-2016
- Kansas City Consensus
 - Director, 1990 - 2000
- Missouri Economic Development Financing Association, Inc., 1995-present
- National Association of Bond Lawyers, 1994-present
- Centurions, 1994-present
- Union Hill Homes Association, 1995-present
 - President, 1998-2002

Pro Bono Activities:

- Drafted Missouri's Community Improvement District Act for the Economic Development Corporation of Kansas City, Missouri

Recognition

- Selected for inclusion in *Best Lawyers in America*® for Real Estate Law, 2026
- AV® Preeminent™ Rating, *Martindale-Hubbell*
- Ranked in *Chambers USA: America's Leading Lawyers for Business*, Band 3, Real Estate, Missouri: Kansas City & Surrounds, 2020-2025
- Influential Woman of the Year, Kansas City Business Magazine, 2010
- Woman of the Year, The National Association of Professional Women, 2012-2013

Matters

- Represented the developer of the tallest residential mixed-use structure in Missouri, obtaining a then unprecedented level of 100% tax abatement for 25 years in downtown Kansas City, layered with tax increment financing, historic tax credits and city-backed annual appropriate bond financing for the project's parking structure.
- Served as lead counsel for hotel developers, including a \$350 million convention center hotel layering various incentives including sales tax, personal property tax and real property tax abatement, tax increment financing, local contributions, exclusive catering agreements and others, and the Loews Kansas City Convention Center Hotel redevelopment of a downtown historic hotel using tax increment financing, local super TIF, and historic tax credits.
- Lead counsel in a \$200 million bottles manufacturing facility in Kansas City for real and personal property tax exemption.
- Represented developers in high-rise office developments, including land use and tax incentives.
- Lead counsel in strategically and successfully acquiring property for retail developer via local condemning authority using its power of eminent domain in a vigorously challenged use of the eminent domain powers.
- Handled complex development issues for local casino and negotiated complex bond

financing structure for a public-private partnership with the casino owner and the Missouri Highways and Transportation Commission for highway improvements utilizing the Missouri Transportation Development District Act.

- Represented various communities and developers regarding the use of tax increment financing and the formation of various districts, including community improvement districts, transportation development districts and neighborhood improvement districts.
- Represented owner/developers in multiple projects instrumental to the revitalization of Kansas City, Missouri and the surrounding urban core, including suburban projects. Projects obtained more than \$800 million in tax abatements.
- Negotiated tax incentives for \$80 million, 200,000 sq. ft. office tower in Kansas City, Missouri.