

Salt Lake City capital fuels KC apartment projects

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Representatives of a Utah-based commercial real estate firm launched 96 years ago by a friend of Kansas City development legend [J.C. Nichols](#) were in town Monday to help kick off a couple of new projects the firm is investing in.

[Jeff Woodbury](#), vice president of development and acquisitions for [Woodbury Corp.](#) in Salt Lake City, spoke at the [groundbreaking ceremonies for Savannah West Apartments](#), a \$35 million project in the Northland, and Avenue 80, a \$40 million mixed-use project in Overland Park.

Woodbury's private equity arm has partnered with EPC Real Estate Group LLC on both those projects as well as EPC's 200-unit [Domain at Lenexa City Center project](#).

[Mike McKeen](#), who recently joined EPC as a principal, first connected with the Utah investors while he was working for [Briarcliff Development Co.](#), which partnered with Woodbury on the 340-unit [Landing at Briarcliff apartment project](#).

But according to [Jeff Woodbury](#), his firm's connections with Kansas City go back much further.

Woodbury's grandfather, [F. Orin Woodbury](#), founded Woodbury Corp. in 1919. During World War II, the founder was called to Washington, D.C., to help direct an effort to decentralize 31 government agencies, which were transferred to cities as far west as Kansas City.

It was in Washington, however, that [F. Orin Woodbury](#) met [J.C. Nichols](#), who had been called on to serve the federal government as a consultant to its public buildings commissioner and assist with the decentralization effort.

[Jeff Woodbury](#) recalled his grandfather taking him to Kansas City a couple of decades later to experience his old friend's signature development, the [Country Club Plaza](#).

Like Nichols, Woodbury said, the principals behind EPC Real Estate Group have proved to be creative placemakers. Thus, it wouldn't be surprising for EPC and Woodbury to team on more projects in the future, the parties said.

Through its private equity initiatives, which were launched in 2010, Woodbury has overseen the investment of more than \$500 million in commercial real estate assets in nine states.