Economic Development and Finance
Standing Committee Meeting Agenda
Monday, April 4, 2022
5:00 PM

Location: Hybrid
We invite you to view the meeting in person in the lobby area of City Hall, 701 N. 7th Street, Kansas City, Kansas, or virtually via a Zoom webinar.

Join from a PC, Mac, iPad, iPhone or Android device:
Please click this URL to join.
https://us02web.zoom.us/j/81064400742?pwd=MVVZWEtHWUlaK0h4SUp1cWJZd3o1UT09
Passcode: 877464
Description: Economic Development & Finance/Neighborhood & Community Development Standing Committees

Or One tap mobile:
+12532158782,,81064400742# US (Tacoma)
+13462487799,,81064400742# US (Houston)

Or join by phone:
Dial(for higher quality, dial a number based on your current location):
US: +1 253 215 8782 or +1 346 248 7799 or +1 669 900 9128 or +1 301 715 8592 or +1 312 626 6799 or +1 646 558 8656 or 877 853 5257 (Toll Free) or 888 475 4499 (Toll Free)
Webinar ID: 810 6440 0742
International numbers available: https://us02web.zoom.us/u/kpA4asisF

Name	Absent
Commissioner Tom Burroughs, Chair	☐
Commissioner Brian McKiernan	☐
Commissioner Chuck Stites	☐
Commissioner Gayle Towsend	☐
Commissioner Andrew Davis	☐
David Haley, BPU Member	☐

I. **Call to Order/Roll Call**

II. **Revisions to April 4, 2022 Agenda**

III. **Approval of standing committee minutes from November 8, 2021**

IV. Committee Agenda

Item No. 1 - ORDINANCE: HOMEFIELD STAR BOND ISSUE

Synopsis: An ordinance authorizing the issuance of sales tax special obligation revenue bonds series 2022 not to exceed $160,000,000 for the purpose of providing funds to finance eligible costs relating to the Homefield Development in Village East Project Areas 2B, 3 and 5, submitted by Kathleen VonAchen, Chief Financial Officer; and Katherine Carttar, Director of Economic Development.
Link to view documents:
https://xfer.wycokck.org/public/folder/Dmq0xwnYzUmg7lgUqLq9zA/Homefield%20Bond%20Issue

It is requested that this item be fast-tracked to the April 7, 2022 full commission meeting.

Tracking #: 211437

Item No. 2 - RESOLUTION: HOMEFIELD SPORTS FACILITY INDUSTRIAL REVENUE BONDS

Synopsis: A resolution of intent to issue Industrial Revenue Bonds in the amount not to exceed $65,000,000 to finance the costs of acquiring, constructing, and equipping the Homefields Sports Building, a multi-use recreational and commercial facility, for the benefit of HFS KCK, LLC, submitted by Katherine Carttar, Director of Economic Development.

It is requested that this item be fast-tracked to the April 7, 2022 full commission meeting.

Tracking #: 211439

Item No. 3 - RESOLUTION: HOMEFIELD BASEBALL COMPLEX INDUSTRIAL REVENUE BONDS

Synopsis: A resolution of intent to issue Industrial Revenue Bonds in the amount not to exceed $45,000,000 to finance the costs of acquiring, constructing, and equipping the Homefield Baseball Complex for the benefit of HFS KCK, LLC, submitted by Katherine Carttar, Director of Economic Development.

It is requested that this item be fast-tracked to the April 7, 2022 full commission meeting.

Tracking #: 211440

Item No. 4 - REPORT: 4TH QUARTER 2021 CASH INVESTMENT

Synopsis: Fourth Quarter 2021 Cash Investment Report, submitted by Andrea Vinyard, Deputy Treasurer.

For information only.

Tracking #: 211433

Item No. 5 - REPORT: 4TH QUARTER 2021 BUDGET REVISIONS
Synopsis: Fourth Quarter 2021 Budget Revisions Report, submitted by Reginald Lindsey, Budget Manager.

For information only.

Tracking #: 211435

Item No. 6 - REPORT: 4TH QUARTER 2021 BUDGET VS. ACTUALS
Synopsis: Fourth Quarter 2021 financial performance compared to budget of the Unified Government, submitted by Debbie Jonscher, Deputy Chief Financial Officer; and Reginald Lindsey, Budget Manager.

For information only.

Tracking #: 211436

Item No. 7 – PRESENTATION: WYCO WORKS & SMALL BUSINESS DEVELOPMENT PROGRAMS
Synopsis: Update from representatives of Mid-America Regional Council (MARC) and Wyandotte Economic Development Council (WYEDC) regarding their WyCo Works and Small Business Development Programs, submitted by Ashley Hand, Director of Strategic Communications.

For information only.

Tracking #: 211492

V. Public Agenda

VI. Adjourn

ECONOMIC DEVELOPMENT AND FINANCE
STANDING COMMITTEE MINUTES
Monday, November 8, 2021

The meeting of the Economic Development and Finance Standing Committee was held on Monday, November 8, 2021, at 6:04 p.m., remotely via Zoom and on-site. The following members were present: McKiernan, Acting Chairman on behalf of Commissioner Burroughs; Commissioner Bynum, appearing on behalf of Chairman Burroughs; Commissioners Townsend, Johnson, Ramirez, on behalf of Walters (arrived at 5:07), and BPU Board Member Jeff Bryant. The following officials were also in attendance: Bridgette Cobbins and Alan Howze, Assistant County Administrators; Misty Brown, Chief Counsel; Alley Porter, Commission Liaison; Lynn Melton, Assistant to the Mayor's Office; Jud Knapp, Interim Land Bank Manager; Katherine Carttar, Director of Economic Development; Jeff Conway, Assistant Counsel; Wendy Green, Assistant Counsel; Debbie Jonscher, Deputy Chief Financial Officer; Carol Godsil, Deputy UG Clerk; Kathleen VonAchen, Chief Financial Officer; Ashley Hand, Director of Strategic Communications; Andrea Parra, Interim Director of Revenue/County Treasurer; and Alley Porter, Communication Liaison.

Acting Chairman McKiernan said before I read the opening for our standing committee meetings tonight two reminders. First of all, we have switched the order of standing committees on our Monday nights with Economic Development and Finance Committee going first and then Neighborhood and Community Development Standing Committee meeting going second. From now on we will lead with Economic Development and Finance. This is something, we as a Commission, just finalized at our last meeting.

The second reminder that I have is that Commissioners' Burroughs and Walters are not able to be with us this evening. We have Commissioner Bynum sitting in and I guess she's sitting in for the two. She does give us a quorum so we can proceed with our meetings, and we are very appreciative of having Commissioner Bynum with us this evening.

Acting Chairman McKiernan said before I call the meeting to order, I want to announce that due to COVID-19, some committee members, staff, and public are attending remotely via Zoom as well as those who maybe on site. All participants joining by phone or by computer are asked to mute their devices when not speaking to avoid background noise. During the meeting, we ask that everyone please make sure you announce yourself by name and title, every time you speak so that the public who is observing knows who is speaking. This is critical given the number of remote participants and is current guidance from the Kansas Attorney General.

Due to COVID-19 requirements, in person public comment has been suspended unless otherwise required by law. The public is allowed to participate by Zoom. Is allowed to submit comments by email prior to this meeting and is allowed to submit comments from the first floor of City Hall. Those comments that are submitted in advance of the meeting will be included in the record of the meeting. With that out of the way, we want to welcome everyone to the Economic Development and Finance Standing Committee.

Acting Chairman McKiernan called the meeting to order. Roll call was taken, and all members were present as shown above.

Approval of Standing Committee Minutes from September 13, 2021. BPU Board Member Bryant, seconded by Commissioner Townsend, to approve. Roll call was taken and there were five "Ayes," Bryant, Johnson, Townsend, Bynum, McKiernan.

Acting Chairman McKiernan said that takes us to our Committee Agenda. There are two items on the Committee Agenda tonight, both are for information only, and we'll start off with a report of our Third Quarter 2021 Cash Investments and I'll turn the floor over the Andrea Parra, who's our Interim Director of Revenue in the County Treasurer's Office, and our Interim County Treasurer.

Item No. 1 – 211109…REPORT: 3RD QUARTER 2021 CASH INVESTMENT REPORT
Synopsis: Third Quarter 2021 Cash Investment Report, submitted by Andrea Parra, Interim Director of Revenue/County Treasurer.

Unified Government of WyCo/KCK
Quarterly Investment Report
Third Quarter 2021
July 1, 2021 – September 30, 2021

Presented by:
Andrea Parra, Interim County Treasurer

1

Key Metrics
- Avg Yield – 0.55%
- DTM – 28 days, down from 35 in Q2-2021

Portfolio Components
- Cash – 87%
- Invested – 13%

2

Andrea Parra, Interim County Treasurer, said I will be presenting the 3rd Quarter Investment Report. A few metrics to point out. The average yield was at .55%. Days to maturity 28 days has gone down again from last quarter as maturities are continuing to happen. With little outgoing investment activity, it is down from 35 from Quarter 2. Portfolio Components we are sitting at 13% invested and 87% is cash. We do not have any federal agency securities at this time.

Key Metrics
- Avg Yield – 0.55%, down from 0.65% in Q2-2021
- Above our target T-Bill benchmark of 0.08%

Issuer Compliance
- Limits within single agency/institution has remained in compliance with the policy requirements for Q1, Q2 & Q3-2021

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Again, the yield .55% which is down from last quarter which was at .65%. We are still, of course, above the T-Bill benchmark as we always want to strive to do as part of our policy.

Another compliance, we are still in compliance of something that had been less of an issue of, in prior years, which is keeping all of these single agencies within the proper compliance of our policy based on institution. Remained strong Quarters 1, 2, and now 3 of 2021. Rick, our prior Treasurer, and myself made it a strong goal to always keep that within the proper compliance as to handle that the best we can with the options that we have. There's not much going out right now, so we don't have too much of a problem.

Types of securities in our investment portfolio?

Of the $217 M total, $27 M or 13% - CDs fully collateralized per investment policy and State Statute.
Of the $217 M total, $0 - US Agencies Securities.

Issuer Detail - Aggregate Portfolio by Issuer

Issuer	Original Cost	Market Value[1]	% of Portfolio[3]	% Permitted by Issuer	In Compliance[3]	Weighted Average Maturity Days[2]	Weighted Average Yield[2]
Property Tax Held for Entities[3]	**98,802**	**98,802**	**na**	**See note 3**	✓	**0**	**0.25%**
UMB, Wyandotte Operating	186,614,198	186,614,198	86%	25%	✓	0	0.25%
UMB, Wyandotte Health	3,063,000	3,063,000	1%	25%	✓	0	0.00%
Cash Equivalents	**189,677,198**	**189,677,198**	**87%**		✓	**0**	**0.25%**
Argentine Federal Savings	235,000	235,000	0%	25%	✓	3	0.00%
Bank Midwest	235,000	235,000	0%	25%	✓	3	0.00%
Capitol Federal Bank	9,000,000	9,000,000	4%	25%	✓	36	0.89%
Commerce Bank	4,000,000	4,000,000	2%	25%	✓	32	0.36%
Security Bank of KC	14,235,000	14,235,000	7%	25%	✓	138	0.91%
Certificates of Deposit	**27,705,000**	**27,705,000**	**13%**		✓	**218**	**2.60%**
NA	-	-	0%	*50% of total portfolio*	✓	0	0.00%
NA	-	-	0.0%		✓	0	0.00%
Federal Agency Securities	**-**	**-**	**0%**		✓	**0**	**0.00%**
Grand Total	**217,382,198**	**217,382,198**	**100%**			**28**	**0.55%**

1. Market values provided by UMB Bank, Third-Party Safekeeping Custodial Agent.
2. Averages shown are weighted averages calculated based on original cost for the respective investment categories. Average maturity is shown as days.
3. Property Tax collections temporarily held by the County on behalf of other governmental entities is not a part of the Unified Government's cash and investment value for investment reporting purposes. The cash being held in trust is presented here for informational purposes.

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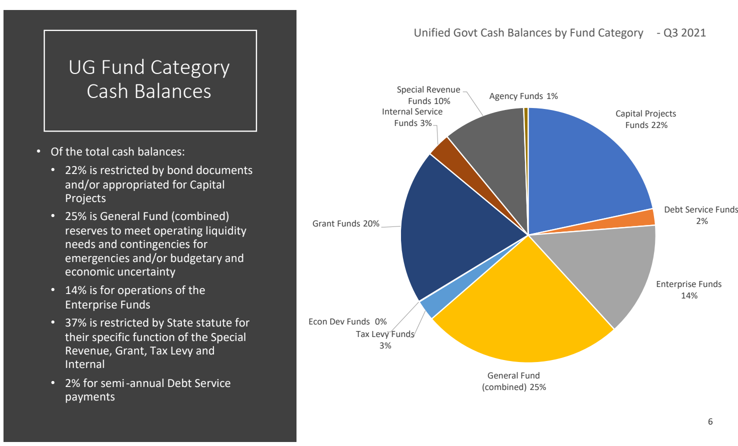
Again, you'll see there that we don't have any agencies. We do have some additional new certificates of deposits that came on. We did go through the yearly annual certification for the financial institutions here in Wyandotte County, Kansas City, Kansas. We added 10 banks or financial institutions to the, what we call the active better list, three of which we did some small investments to give them the opportunity to be involved based on their business rules. I don't have any new ones to apply that weren't already existing on our list, but we still reach out to each and every one of those institutions every year allowing them the opportunity to join and become active in the event that we go out for bids.

Of the portfolio we are at $217M, 13% is CD's. Again, the rest is going to be in cash sitting in our overnight repo accounts.

Two things that kind of happened in Quarter Three. As I mentioned in the prior slide, we added a few small banks to the local emphasis. Those small CDs under the FDIC rule and then some additional investments matured. The last two agencies that we had that I actually saw come in when I came in four years ago that have finally matured. There were some long-term investments that finally matured. Along with the Security Bank CD and then a Capital Federal CD. That makes up all of the activity that would have happened in Quarter Three.



And then last but not least, real short and sweet for you all this evening. Kind of look and see where the funds are based on the cash balances; restricted Bonds is at 22%, that will be the Capital Projects. General Fund is at 25%, the Enterprise Fund is at 14%, then there's the restricted cash such as the Special Revenue Bonds, Grant, Tax Levies, and Internal Revenue Funds at 37% leaving 2% to the semi-annual Debt Service payments. That's all I have for you all. Is there any questions for me or any comments or things that I can answer right now?

Acting Chairman McKiernan asked is there anyone on the committee who has questions or comments for Ms. Parra. What I noticed out of all this is we are tracking down just a little bit in terms of our yield, but we're still well above the T-bill build benchmark. Since the market is also tracking down, at least over the last couple of quarters, we're pretty consistent with the direction the market is going, would that be correct? **Ms. Parra** said I would agree, yes.

Kathleen VonAchen, Chief Financial Officer, said the reason we're not reinvesting, or haven't in the past is because our current operating bank gives us a really great deal on the zero-balance account that we have. I don't remember offhand. I think it's 50 basis points above the T-bill or something to that effect. We're not really incentivized to go out longer with other investments because those other investments would be less than what we're earning from the current situation that we have with UMB.

Commissioner Townsend said my question had to do with where the participants actual financial institution and I may be confusing this presentation with another that's given periodically about where we invest our money, but I do recall seeing Liberty Bank as one of the financial institutions and I don't see them listed here. I was wondering what happened. Am I looking at the wrong presentation for where Liberty Bank participates because it's always important to have local, minority banks participate if they choose to? I just didn't see them on the list. Can you help me with whether I have the right investment scenario here for their participation or they're just choosing just not to participate?

Ms. Parra said this year they did not choose to participate. You are correct, in years past they've always been a very active participate in our portfolio. Unfortunately, the last year we weren't able to get in contact and then work through that certification process with the contacts we had so they were not approved on this list we provided last quarter as part of this process back a few months ago.

Commissioner Townsend said clarify, that again for me? We could not contact them to see or what was the problem? **Ms. Parra** said we reached our both electronically and by paper and did not get confirmation or certification by any of the representatives from that bank.

Commissioner Townsend said we'll need to look into that. Thank you for clarifying.

Acting Chairman McKiernan said any other comments or questions from members of the committee? Before we move to item number 2 on the agenda, I want to welcome Commissioner Ramirez, who has joined. I had not gotten a note ahead of time, but I am very glad to welcome Commissioner Ramirez to our meetings this evening. He is sitting in for Commissioner Walters.

We will go to item number 2 on tonight's agenda, and that is a presentation of the proposed comprehensive fee schedule and for that I'm going to ask our Chief Financial Officer, Kathleen VonAchen to do the presentation. For the benefit of the commissioners the slides that Kathleen will present are roughly the last 12-13 pages of the agenda packet if you want to refer to a local copy as well.

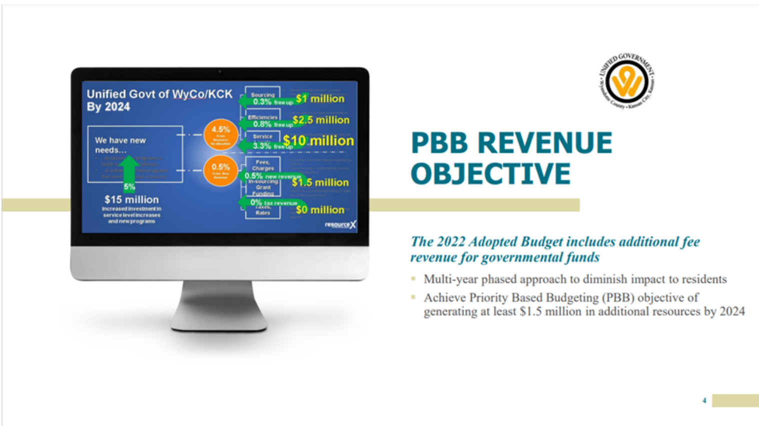
Item No. 2 – 211148…PRESENTATION: COMPREHENSIVE FEE SCHEDULE FOR 2022

Synopsis: Presentation of the Proposed Comprehensive Fee Schedule, submitted by Kathleen VonAchen, Chief Financial Officer.

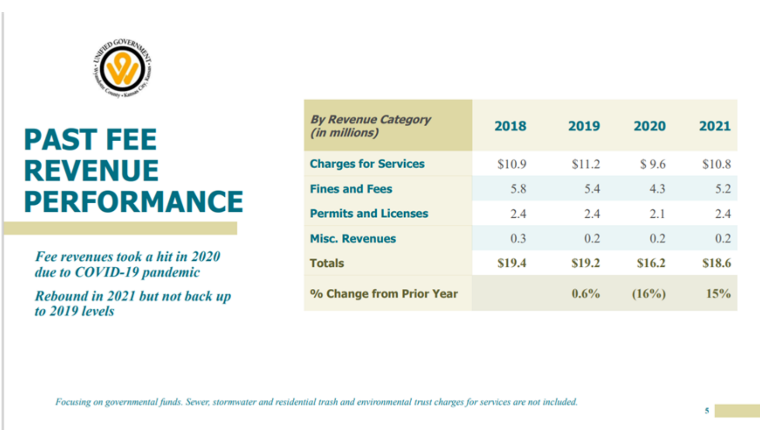
Kathleen VonAchen, Chief Financial Officer, said tonight we're going to go over, I have about 20 slides here, but I'll try and make it quick. Every year we present to you the proposed fee schedule and last year we did it back in March or April, so a little bit late, but this time we're ahead of the game. This is for 2022 beginning in January. We surveyed all of our departments and complied the fee schedule for 2022. We worked with them closely to incorporate a cost-of-living or inflationary increase in many of the fees and a lot of that is what is going to be presented here tonight.

The reason we have a fee schedule, which is on the Finance Department website, is just to improve the transparency of our fees to our residents, and we collect fees for charges for services we provide in order to recover a portion of the cost of providing the service, and by doing so we can diminish the impact on property taxpayers. Many of these services are subsidized with taxes, but the greater amount we can charge within reason and whatever the market can bear, we try to do so in order to reduce the amount of subsidy coming from taxes.

There's a solution to the problem here and that's the amount of fees that we're recovering don't always cover the total cost of the service. What we're trying to do is have a phased approach over a number of years. We started last year, and this is continuing that approach of incrementally increasing fees to cover a greater amount of the cost. By doing so we of course, are also looking at how much the cost of service is and then we're determining, based on expectations from our County Administrator and the elected body; what is a reasonable level of recovery for these services? It depends a lot on what service we're talking about. We can't use a level of recovery, a blanket level of recovery for all the services because some of the people utilizing the service may have difference economic challenges. We're also comparing fees with our neighboring cities in order to stay comparable. Of course, being mindful of socio-economics of our community. We want to continue to incorporate a cost-of-living increase in the fees because we also incur a cost-of-living or inflationary increase on the cost side. Incorporating inflation in our fees allows us to keep up with those cost-of-living increases on the spending side.



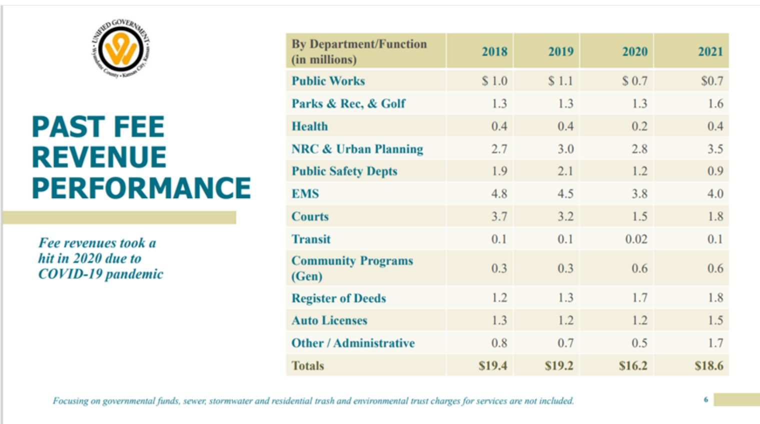
One of the objectives of the priority-based budgeting initiative that we've been talking about for several years is to achieve a revenue objective. Several years back we decided that one of the objectives was to collect $1.5M across the entire Unified Government in additional fees in order to recover those costs. That's a very small proportion compared with the total governmental services budget of roughly $300M, and $1.5M is something that we planned to hopefully achieve by 2024 and that would be done through annual fee adjustments.



By Revenue Category (in millions)	2018	2019	2020	2021
Charges for Services	$10.9	$11.2	$ 9.6	$10.8
Fines and Fees	5.8	5.4	4.3	5.2
Permits and Licenses	2.4	2.4	2.1	2.4
Misc. Revenues	0.3	0.2	0.2	0.2
Totals	$19.4	$19.2	$16.2	$18.6
% Change from Prior Year		0.6%	(16%)	15%

Giving you some idea of how much the performance over the past four years, how much we've collected in these charges for services, fines, forfeitures and permits; you can see that in 2018 and

2019, we pretty much collect $19M, but then during the pandemic it dropped quite a bit to $16M. The largest drop was in charges for services as well as $1M drop in fines and fees with the other two kind of stayed even. What you can see now in 2021 based on an estimate of year-to-date and then adding in November and December, we're expecting for that number to come back up to around $18.6M, which isn't quite at the level that we were collecting back in 2019, but it looks like things are recovering nicely.



By Department/Function (in millions)	2018	2019	2020	2021
Public Works	$ 1.0	$ 1.1	$ 0.7	$0.7
Parks & Rec, & Golf	1.3	1.3	1.3	1.6
Health	0.4	0.4	0.2	0.4
NRC & Urban Planning	2.7	3.0	2.8	3.5
Public Safety Depts	1.9	2.1	1.2	0.9
EMS	4.8	4.5	3.8	4.0
Courts	3.7	3.2	1.5	1.8
Transit	0.1	0.1	0.02	0.1
Community Programs (Gen)	0.3	0.3	0.6	0.6
Register of Deeds	1.2	1.3	1.7	1.8
Auto Licenses	1.3	1.2	1.2	1.5
Other / Administrative	0.8	0.7	0.5	1.7
Totals	$19.4	$19.2	$16.2	$18.6

Focusing on governmental funds, sewer, stormwater and residential trash and environmental trust charges for services are not included.

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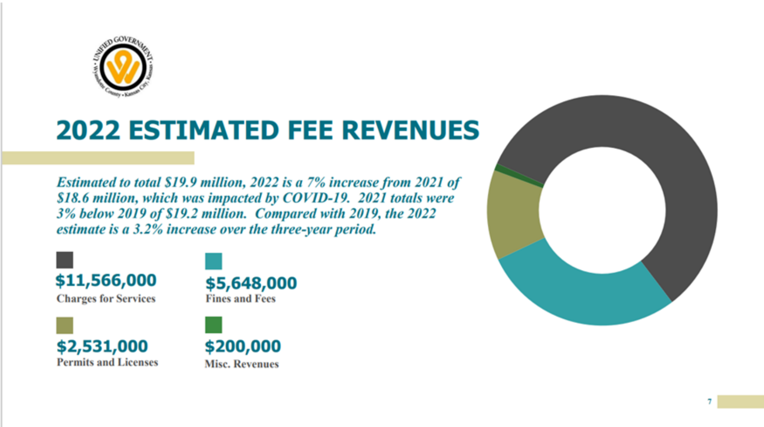
These are the same years only broken up by the departments. You can see that the largest department collecting fees is $4M amount from EMS Services, the second largest is the Neighborhood Resource Center and Urban Planning with their building inspections and occupational licenses or business tax at $3.5M. All of these figures that I'm talking about don't include sewer, stormwater, or residential trash because those are increased as part of the budget's resolution or budget documents. The fees were talking about here are largely a product of the recommendation of our County Administrator and are done administratively. We're presenting this data and compilation of all the fees as information only. These are the fees that the County Administrator is recommending. I'm going to go into more detail about how all the respective fees change from this current 2021 to 2022 to outline a little bit more specific.



The total estimate for 2022 which is that budget year that starts in January is we're expecting to get a total of $19.9M which is a 7% increase over the 2021 year, which is $18.6M, which still had the pandemic impact on it. For example, in 2021, the totals were 3% below the 2019 figure. Compared to 2019, our 2022 year is supposed to be roughly 3% over the 3-year period. You can see that the fees are anticipated to recover above the amount we collected in 2019.

2022 ESTIMATED FEE REVENUES

Total fee revenues for 2022 by department or function.

By Department/Function (in millions)	2022
Public Works	$ 0.9
Parks & Rec, & Golf	1.6
Health	0.4
NRC & Urban Planning	3.6
Public Safety Depts	1.8
EMS	4.2
Courts	2.0
Transit	0.1
Community Programs (Gen)	0.5
Register of Deeds	1.9
Auto Licenses	1.7
Other / Administrative	1.2
Totals	$19.9

Focusing on governmental funds, sewer, stormwater and residential trash charges for services are not included.

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Here's the 2022 fees based on department, where again, you can see that the largest one is charge us for services. The EMS Department is at $4.2M followed by the Neighborhood Resource Center and Urban Planning at $3.6M. The next largest is registered fees and they collect a percentage transaction fee on mortgages and deeds that are transacted in the county. The courts are mainly parking violations and other municipal court costs.

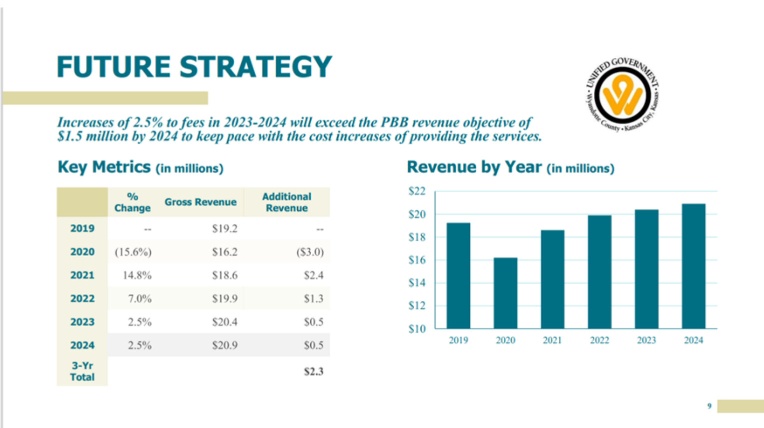
Acting Chairman McKiernan said, excuse me Kathleen, Commissioner Bynum has her hand raised and let's see if it's something she wants to deal with now or wait till you're done.

Commissioner Bynum said looking at the 'by department' dollar amounts, under Auto License, my question is when we say $1.7, are we talking about only the dollars that are kept locally with the bulk of that money going to Topeka?

Ms. VonAchen said you're absolutely right, that's part of the cost, so yes. We're not talking about actual motor vehicle registrations, which is a tax. All of this doesn't have taxes in here. This is just the auto licenses which is the fee that we collect and much of it gets passed on to Topeka.

Commissioner Bynum said in the $1.7 shown on this slide, much of that $1.7 goes to Topeka or that is the amount we keep local?

Ms. VonAchen said, no it includes the amount that goes to Topeka.



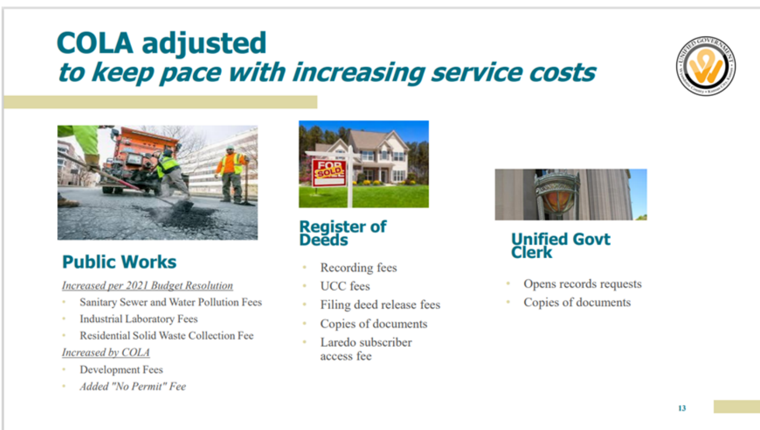
I mentioned earlier that the PBB objective was to collect $1.5M by 2024 in additional fees, well you can see the pandemic kind of stopped our plan here because we lost $3M in 2020. We were expecting to recover about $2.4M in 2021 and then in 2022, 2023 and 2024 we're anticipating a $1.3M increase in additional fees and then only $.5M in each of those years. Over this entire 5-year period we're anticipating collecting about $2.3M in additional fees, which is in excess of the $1.5M. With the $1.5M you want to net the impact to the cost-of-living. We're still keeping pace and I think this a good plan. Part of the reason for the 2022 increase being an entire 7% is because with the pandemic we're actually ending – we're anticipating more utilization or more fees or more customers paying fees. That's why it increases by 7%. It's not all cost-of-living, it's because there are more folks paying fees in that year.

Here is where I'm going to talk about all the fees and what we're anticipating. I've grouped them into three groups. One of them is all the fees that we're adjusting for cost-of-living, we have used a standard means of calculating what the CPI is going to be? It's based on what is in the ordinance for business tax. Seems like an appropriate way by taking the cost-of-living increase that's published in the U.S. Census Bureau back in August of 2020 and compare it with August of 2021. That resulted in a cost-of-living increase of 5.8% which is the cost-of-living that we're applying for the fees this year.

There's also maintaining our fees, a number of departments recommended it and the County Administrator approved not increasing the fees in a number of departments and I will go through all those. The last one is, you might remember a couple of years ago we did a cost study of the cost of all the services provided in Parks and Recreation and in golf and we figured out given these costs and given the amount of fees that are charged in other neighboring communities, we figured out a plan for how we can adjust the Park and Rec fees going forward. That plan has been in place; we presented it to the Park and Recs Board and to you all and we're not deviating from that plan for 2022, it's still in place. Frankly, many of those fees were increased all in a lump sum back about a year or two ago, no two years ago, so those are all staying pretty much level. There are some adjustments to the golf fees this year based on a recent study that was conducted. We presented that information to you in on-three meetings and those fees that were recommended are also included in this comprehensive fee schedule. Generally speaking, what we did was conduct a final review by looking and talking with each department and then each department provided their request and the CAO reviewed them and approved them.

The first batch of departments is all those departments that received cost-of-living adjustments that's what these are. There are a couple of slides for those. Included is the Appraiser and the Appraiser charges fees for research and copies and documents. The Area Agency on Aging; actually, that's not a fee, it's a suggested donation. We're suggesting a slightly higher donation, which increases it by .50 cents. The house arrest daily fee this current year, was $10 and now it's increasing to $11 per day. The District Attorney, they charge fees for diversion, application, diversion supervision as well traffic, worthless checks and other misdemeanor and felony, criminal offenses, DUI, and drugs charges. Many of the fees there are set by statutes, but there are some information request fees that we charge for folks that are asking for voting data and those were adjusted upward for cost-of-living as well.

Continuing those that were increased by cost-of-living, the Fire/EMS fees for fire reports and school inspections, EMS event fees, membership, and transportation users. The Neighborhood Resource Center collects a lot of fees, as I mentioned before, roughly $4M a year. Those are for building permits, inspections fees, certificates of occupancy, business licenses, other contractor licenses, rental licensing, and code enforcement. In the Planning Department, we're not introducing any adjustments to their fees in terms of new fees or different fees. The only increases are cost-of-living for all their many fees including to pay for the cost of reviewing plans, and processing Plat, change applications and vacation applications as well as Landmark fees. The Police Department has a number of fees, they collect fees for documents and for police records, for false alarms and for law enforcement training, and parade permits. The largest amount of fees that they collect are from our Animal Control Center. These animal adoptions and licenses, boarding fees and stray animal fines, those were all recommended to be adjusted for cost-of-living by the Director of the Animal Control Center.

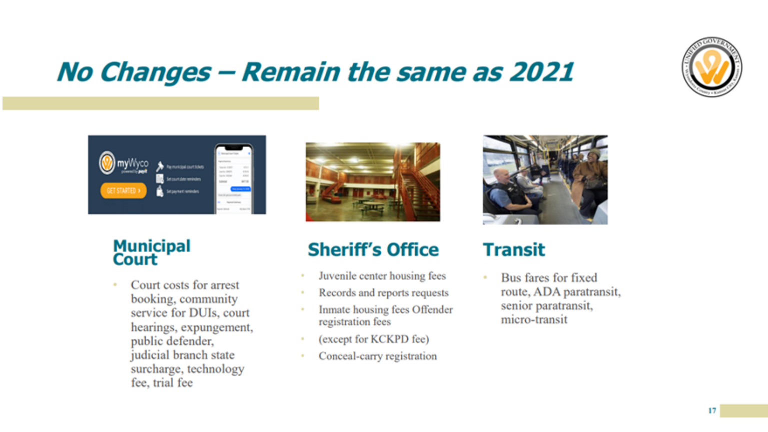


The last batch are the remaining departments that are proposed to have a cost-of-living adjustment which is for Public Works. As I mentioned before, the sanitary sewer, pollution fees, the industrial laboratory fees, and the residential solid waste collection fees, those were all increased as part of the resolution. I probably also should have included stormwater in those, the stormwater fee was part of the budget resolution as well, the amounts that were increased by cost-of-living. Those were basically increased by 5% and the residential solid waste was increased, I believe, by .25 cents per month. The ones that increased by cost-of-living were development fees and a 'no permit' fee was added. The Register of Deeds collect fees for copies and recording documents and real estate transactions and other uniformed commercial code fees. The Unified Government Clerk, they have an open records request and fee, and they also provide copies of documents. Many of those fees are set by statute, for example, it's always .25 cents per page for documents and that's set by statute. The other is, for example, researching information, those are based on the average cost of staff to provide that service, which also include a total cost of the staff time.

These are other adjustments to keep pace with increasing costs. The Parks and Recreation was kind of a special case because they are on a path for based on the cost study that we did several years ago. Overall, we have not increased the fees because they were all already adjusted upward a couple of years ago except for Sunflower Hills, those golf fees were increased based on that study. They were reorganized somewhat, so the detail of the increases are found in the Parks and Rec section of the report that's attached to this agenda item.

And then, all the fees that were not increased include all of Building and Logistics; many of those fees are for events at the Memorial Hall as well as all the parking meters and parking lot fees were all kept at the same level. Delinquent Real Estate, all of those court costs are set at $125.00 so those were not changed. The Economic Development Department, for the most part, those were all left the same although there was an adjustment for CPI for the Land Bank fees.

The Health Department, we're currently in the pandemic; we felt that it would be best to keep all the Health Department fees the same. The Health Department will be looking at their cost structure during 2022 and maybe proposing some adjustments then. The Historical Museum increased their fees last year. This year they're leaving the same. Motor Vehicle stays the same because it's all set by statutes.



The Municipal Courts has kept their fees at the same level as this current year. The Sheriff's Office as well for juvenile center housing fees and for inmate housing. Bus fares have remained the same as the prior year—for this year.

And that's it! We've gone through all the fees; I did want to mention this document is provided on the Finance Department's webpage under Financial Reports and you can see it says Comprehensive Fee Schedule and that's where you can find it. Again, this is to improve transparency to our residents, recover a portion of the cost in order to diminish the impact on property taxpayers. I'm happy to answer any questions.

Commissioner Townsend said I reviewed the detail that I don't know is really available as part of the presentation tonight that the viewers are looking at, but there was more details provided beyond that, so that's what my comments refer to. And I know in Ms. VonAchen's presentation that fee recovery was a part of it, but also there was a comment about making sure as we looked at adjusting fees that we would be, the UG would be mindful of the socio-economic impact on our community. I'm looking particularly at Parks and Rec with regards to the anticipated increase for fees for the swimming pool. I have that marked and that would be on page 52 for those of the committee members who have that detail. In speaking to other staff in Rec about this, I don't think at this time post-COVID and what we've gone through in the last couple of years with not being able due to COVID and it's impact, being able to open the pool. I don't believe that an increase in the fee for use of the pool would serve our public well at this point. Because we were not able to operate the pool, certainly we didn't incur the expenses so it's not a matter of our budget really suffering. I would ask the Administrator's Office and Parks and Rec to take another look at that fee increase. I know one might say it's only a dollar, but before this increase was anticipated, nobody had ever heard of COVID, and the pool when it's opened for the last eight years is a place that I'm at 3 or 4 times during the week in the summer, so I see the needs of the kids and family members who attend. A lot of those kids take advantage of lunches that are served, courtesy of our school district, so one dollar could make a lot of difference for some families. I would ask that we take another look at that and not implement the fee increase for the pool.

Same for the pool pass that is contemplated where you could get a pass that encompasses six visits for $10.00. If we would not increase the pool fee, then we also would need to take a look at that as well.

The other things I had were questions if staff could help me with respect to that. On page 54 of the detail, we talk about park shelter rentals. I note that the fee for Quindaro Park, the shelter out there would be $45.00 and Quindaro would not be the only one there. There are a number of parks named, but I was particularly looking at the one I was familiar with in District 1. But in comparison, they show a $60.00 fee for Parkwood and I'm curious as to that $15.00 differential when both of those parks are pretty much the same in terms of what the kind of shelter you're renting. Also with Kaw Point, the rental fee for the shelter is $80.00, so my question with regard to Kaw Point is exactly what facility is being rented, because I don't recall a shelter per se, I know there's a building may be let, so what is it exactly that we're renting at Kaw Point for $80.00?

Ms. VonAchen said about those questions regarding the park shelter, we'll need to run those down for you and get back to you on that. We're happy to do that, but I can't answer those questions real specifically at the moment. On the pool, just so you know, the pool, if we were to hire folks rather than contract, because there is some conversation about contracting out the lifeguards, but generally the cost of running the pool all summer is roughly $100K for the summer. The $1.00 swimming pool fee generates about $7K. There is a big gap subsidy between the amount of fees we collect versus how much it costs. Increasing the swimming by $1.00 basically increases the total revenue to $14K. We increased that fee last year, but the swimming pool was closed all year. The $2.00 increase never went into effect, because the swimming pool was closed.

Commissioner Townsend said, right, well aware. For the last two summers we have not had pool service there and the pool was never a money maker, so that's not the point. But I think to enforce even this dollar increase would just show, in my opinion, a level of insensitivity to the community that uses the pool has gone through as a result of COVID. Again, keep in mind, nobody had ever heard of COVID before, and that the aspect from which I'm coming from. Again, I would not like to see that go into effect. We also talked about increasing the lifeguard fees and stood ready to do that but we didn't get a chance to pay people that increased amount either.

Ms. VonAchen said as part of the ARPA immediate needs, I believe we included contracting out and paying for those with ARPA funds at least for the coming year.

Commissioner Townsend said right, but what I'm talking about is how much we're paying, so that's a conversation for another day, not necessarily the funding source, but how much was being paid. Again, that was a discussion we had before anyone knew what COVID was to try to attract people as lifeguards and be more competitive. I'll look for the update on the differentials in those park shelters.

Commissioner Johnson said I'm looking at page 6 of the presentation and I'm focusing in on courts and looking at the trends, how we started at $3.7M in 2018 and how we are looking to trend upwards. How long do you think it will take for us to recover according to this trend, our court fees and is there anything in particular that is slowing down that process or that we no longer charging; I'm just looking at the trends with the other departments and functions and it seems to me that the courts are kind of trailing in terms of recovery.

Ms. VonAchen said as you know the Municipal Court, and this is Municipal Court by the way, they were closed a good part of last year, not only that, but they had some difficulty with conducting trials and court cases throughout the pandemic. The collection level was really impacted by the pandemic and that answers for the biggest reduction. There's also been some waiving of various fees that the judge proposed, and we put that in place because the fee structure is largely recommended by the judge. There's a couple of the fees that were waived or eliminated as part of her new approach. She could talk about it in more specificity, but generally speaking, I think there seems to have been some duplication; I think it had to do with the fines that were charged for folks who didn't appear and if they had multiple; so, I'm not 100% sure, but I think if there were multiple charges, then that same fine was implied to each of the charges, and the judge felt that that was overly burdensome to those folks. Those were eliminated so that if they didn't appear, they just got charged once. I'm pretty sure that's one of the biggest reasons why those fees are anticipated to remain relatively low into 2022 because I'm estimating that in 2022 the courts will only be collecting $2M.

Commissioner Johnson said that's correct. That explanation certainly sounds reasonable, and I, if that is in fact the reason why, I would agree with that logic in terms of why those fees might be not as high as they were. I wanted to get some clarification for purposes of looking at trends and whatnot. That makes sense and for now I'm satisfied with that answer.

Commissioner Bynum said I wanted to support Commissioner Townsend's comment, specifically the Parkwood pool. In 2019 when we went over these adjustments, I had spoken then that I was not in agreement with that fee increase, long before we knew COVID was headed our way and I would just want to reiterate that was my position in 2019, it remains my position today. I also believe these are administrative decisions and you're here as an information only item. I do fully understand that the adjustment downward may not happen, but I didn't agree with it then, and I don't agree with it now.

Ms. VonAchen said the purpose of this presentation is to get feedback from all of you.

Acting Chairman McKiernan said does any other member of the committee have any comments or questions for Ms. VonAchen? I don't see anyone else; I would just ask if any one of the attending public would like to offer any comment on this item?

Ms. Godsil said there are no hands raised.

Chairman McKiernan said, Ms. VonAchen, I know you will be back privately to Commissioners Bynum and Townsend with some additional information, and we do appreciate your work. That is the last item on our Economic Development and Finance Agenda for this evening. With there being no other business, this committee is adjourned. We'll take just a couple of minutes to get resettled and then we'll begin Neighborhood and Community Development.

Action: **For information only.**

Adjourn

Commissioner McKiernan adjourned the meeting at 6:50 p.m.

am

Staff Request for Commission Action

Tracking No. 211437

Full Commission Meeting Date: 4/7/22 (fast track)
Committee: Economic Development & Finance

Date of Standing Committee Action: 4/4/22 (If none, please explain):

Publication Required: No

Date:	Contact Name:	Contact Phone:	Contact Email:	Department/Division:
03/22/2022	Katherine Carttar	x5176	kcarttar@wycokck.org	Economic Development

Item Description:
An ordinance authorizing the issuance of sales tax special obligation revenue bonds series 2022 not to exceed $160,000,000 for the purpose of providing funds to finance eligible costs relating to the Homefield Development in Village East Project Areas 2B, 3 and 5.
Link to view documents: https://xfer.wycokck.org/public/folder/Dmq0xwnYzUmg7lgUqLq9zA/Homefield%20Bond%20Issue

Action Requested:
Approve and fast track to full commission 4/7

Budget Impact: (if applicable)
Amount:
Source:
Included In Budget:
Other (explain):

Attachments List:
Indenture, Tax Compliance Agreement, Tax Distribution Agreement, UG STAR District Revenue Study Report v20220321, Bond Ordinance, Issuer_s CDA - Homefield 2022 (3-15-22), POS Wyandotte County Homefield (ED&F), Purchase Contract - Homefield 2022, UG - Homefield STAR Bonds PowerPoint-4.4.22-v2

Staff Request for Commission Action

Tracking No. 211439

Full Commission Meeting Date: 4/7 fast track
Committee: Economic Development & Finance

Date of Standing Committee Action: 4/4 (If none, please explain):

Publication Required: Yes

Date:	Contact Name:	Contact Phone:	Contact Email:	Department/Division:
03/22/2022	Katherine Carttar	x5176	kcarttar@wycokck.org	Economic Development

Item Description:
Resolution of intent to issue Industrial Revenue Bonds in the amount not to exceed $65,000,000 to finance the costs of acquiring, constructing, and equipping the Homefields Sports Building, a multi-use recreational and commercial facility, for the benefit of HFS KCK, LLC.

Action Requested:
Approve and fast track to full commission 4/7

Budget Impact: (if applicable)
Amount:
Source:
Included In Budget:
Other (explain):

Attachments List:
CBA_Homefield_Revised_03222022, IRB Application - Homefield Training Facility (March 2022) (82582148v1)-c, Resolution of Intent (Homefield Building)

A Tax Abatement Cost-Benefit Analysis of HFS KCK, LLC (Homefield) for the Unified Government of Kansas City/Wyandotte County

Completed by

Municipal Consulting, LLC

3/22/2022

CONTENTS:

ABOUT THIS REPORT:

This report uses data that was collected from the firm involved and budget reports from each of the taxing entities where the project is to be located. This data is summarized on pages 4 and 5. In addition, various calculations were applied to the data using rates and information gathered from the current economic and financial conditions.

DEFINITIONS USED:

- **Rate of Return**: Incentives and tax abatements granted by the taxing entities are equivalent to a public investment in the firm. Comparing these investments to the various benefits received over the 10-year project period by the public entity produces an average annual rate of return for the period. Generally, a rate of return that exceeds the entity's cost of capital would be considered a favorable investment.
- **Net Present Value:** This is the amount that a future series of payments is worth today, given an assumed discount rate. The only way to accurately compare payments to be made or received in the future to the dollar value at present is with Net Present Value. Generally a positive net present value represents and acceptable investment opportunity.
- **Benefit - Cost Ratio**: Typically referred to as the "Cost-Benefit Ratio," this is the ratio of the public entity benefits received over the 10-year project life to the public costs incurred over the same period. If the ratio is above 1.0, then the benefits exceed the costs, and if it is less than 1.0, the costs exceed the benefits. Generally, a public entity would like to have a Benefit-to-Cost ratio of 1.3 or better in order to grant a tax abatement and/or other incentives. However, the governing body may take into account the other economic benefits of the project in making that decision.

DISCLAIMER:

This report is prepared using a variety of assumptions regarding discount rate, inflation rate, and other economic variables. It also uses information submitted by the firm based on its best estimates of what they expect to occur in the next decade. Future business results and economic factors are not and cannot be guaranteed. Therefore, we provide no guarantee on the future performance of the firm, or that conditions within the taxing entities will remain as they are today. The governing body should make its decision on the best information presented, while fully recognizing that future performance could be substantially different.

COMMENTS SPECIFIC TO THIS PROJECT:

The overall costs and benefits for each taxing entity are:

Taxing Entity	Benefit to Cost Ratio	Average Return on Investment
City of Kansas City	7.04	60%
Wyandotte County	3.38	24%
Kansas City USD 500	11.22	102%
KC Community College	6.17	52%
State of Kansas	2.47	15%

Each of the taxing entities has a positive benefit-to-cost ratio in excess of the desired 1.3. This report assumes that the Unified Government will approve a proposed agreement regarding STAR bond issues. A PILOT payment has been considered in this analysis but no tax abatement is requested. This report assumes that the existing sales tax rates for the city, county and state will remain the same. The proposed average salary of the new jobs is below the county average wage and we adjusted retail spending estimates accordingly.

The PILOT payment schedule used in this analysis is according to the terms of the development agreement which provides for the PILOT to be in place of any property tax payment except for the school capital outlay amount.

If you have any questions or comments, you may reach me with the contact information below.

R. Steven Robb Digitally signed by R. Steven Robb
Date: 2022.03.22 11:07:56 -05'00'

R. Steven Robb
Sole Owner
Municipal Consulting, LLC
Cell: 620-704-6495 E-Mail: steverobb@ckt.net
www.municipalconsulting.biz
2207 N. Free King Hwy, Pittsburg, KS 66762-8418

Column1	Column2	Column3	Column4	Column5	Column6
COST-BENEFIT ANALYSIS PROJECT SUMMARY					
PROJECT NAME:		**HFS KCK, LLC (Homefield)**			
DATE:			3/22/2022		
GOVERNMENTAL ENTITIES INVOLVED:					
CITY:			**City of Kansas City**		
COUNTY:			**Wyandotte County**		
SCHOOL DISTRICT:			**Kansas City USD 500**		
SPECIAL TAXING DISTRICT #1			**KC Community College**		
STATE:			**State of Kansas**		
INFLATION RATE:		2.20%			

This project involves the construction of a 150,000 square foot building that will be used for sports training and associated activities, plus several outdoor artificial turf fields for various sports. It will produce about 134 new jobs.

Although the number of jobs is important, the main benefits from this project will be the visitors to the area and their associated retail spending.

The assumption of the inflation rate is based on the latest 5-year moving average. Current inflation is much higher but not likely to remain so for an extended time.

HFS KCK, LLC (Homefield)

Column1	Column2	Column3	Column4	Column6	Column11
Community Data Inputs:					
	City of Kansas City	**Wyandotte County**	**Kansas City USD 500**	**KC Community College**	**State**
Mill Levy	38.482198	39.338122	60.830881	27.389913	1.500
Sales Tax	1.625%	1.000%	n/a	n/a	6.50%
Transient Guest Tax	8.00%	0.00%	n/a	n/a	n/a
Utility Revenue/HsHld	$499.74	n/a	n/a	n/a	n/a
Franchise Fees/HsHld	$110.38	n/a	n/a	n/a	n/a
Other Revenues/Res.	$96.34	$59.88	n/a	$107.55	$1,511.19
Marg. Cost/Res./Student	$102.86	$38.07	$1,602.43	$55.46	$654.19
Other Revenues/Worker	$91.73	$57.01	n/a	$102.40	$1,296.05
Marginal Cost/New Worker	$97.94	$36.25	n/a	$52.80	$561.06
State Funding/Pupil	n/a	n/a	$11,887.38	n/a	$10,173
Federal Funding/Pupil	n/a	n/a	$4,136.89	n/a	$1,022
Visitor Daily Spending	$50.00	$50.00			$75.00
Average Hotel Room Rate	$110	$110	Total Mill Levy:	167.541114	n/a
Retail Pull Factor	0.96	0.97			n/a
Percent of County Share	90.90%	100.00%			n/a
Ann. Local Per Capita Sales Tax	$211	$178			n/a
Ann. State Per Capita Sales Tax	$994	$1,011			$1,078
Annual Per Capita Retail Sales	$15,297	$15,561			$16,581
Average Household Size	2.68	2.67			2.49
Avg. Wage-All Occupations	$51,980	$51,980			$48,609

HFS KCK, LLC (Homefield)

Column	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
Firm Data Inputs:			First Expansion- Year 1											
			Land	Building	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Investment in Land & Building			$375,825	$60,000,000	$0	$0	$0	$0	$0	$0	$0	$0	$0	$60,375,825
Investment in Fixtures, etc.				$5,000,000	$0	$0	$0	$0	$0	$0	$0	$0	$0	$5,000,000
Unified Government Incentives			$0	State Incentives:	$0									$0
		Growth	**Const. Per.**	**Yr. 1**	**Yr. 2**	**Yr. 3**	**Yr. 4**	**Yr. 5**	**Yr. 6**	**Yr. 7**	**Yr. 8**	**Yr. 9**	**Yr. 10**	**Total**
Sales		0.00%		$15,000,000	$16,500,000	$18,000,000	$19,500,000	$21,000,000	$22,500,000	$24,000,000	$25,500,000	$27,000,000	$28,500,000	$217,500,000
Purchases		0.00%		$10,000,000	$2,500,000	$500,000	$500,000	$500,000	$50,000	$50,000	$50,000	$50,000	$50,000	$14,250,000
Net Utility Revenue-Firm		2.20%	$54,505	$96,897	$99,029	$101,207	$103,434	$105,710	$108,035	$110,412	$112,841	$115,324	$117,861	$1,125,254
Franchise Fees-Firm		2.20%	$0	$11,200	$11,446	$11,698	$11,956	$12,219	$12,487	$12,762	$13,043	$13,330	$13,623	$123,764
Net Utility Revenue-Emp.		2.20%	$0	$13,493	$22,473	$28,187	$32,274	$34,892	$37,332	$38,153	$38,992	$39,850	$40,727	$326,373
Franchise Fees-Employees		2.20%	$0	$2,980	$4,964	$6,226	$7,129	$7,707	$8,246	$8,427	$8,613	$8,802	$8,996	$72,090
PILOT- City			$0	$55,413	$55,967	$56,527	$57,092	$57,663	$58,239	$58,822	$59,410	$60,004	$60,604	$579,742
PILOT - County			$0	$56,645	$57,212	$57,784	$58,362	$58,946	$59,535	$60,130	$60,732	$61,339	$61,952	$592,637
PILOT - State			$0	$2,160	$2,182	$2,203	$2,225	$2,248	$2,270	$2,293	$2,316	$2,339	$2,362	$22,598
PILOT - School			$0	$87,594	$88,470	$89,355	$90,248	$91,151	$92,062	$92,983	$93,913	$94,852	$95,801	$916,429
PILOT - Comm. Coll.			$0	$39,440	$39,835	$40,233	$40,636	$41,042	$41,452	$41,867	$42,286	$42,708	$43,135	$412,634
New Employees				54.0	34.0	20.0	13.0	7.0	6.0	0.0	0.0	0.0	0.0	134
New to the City			50%	27.0	17.0	10.0	6.5	3.5	3.0	0.0	0.0	0.0	0.0	68
New to the County			75%	40.5	25.5	15.0	9.8	5.3	4.5	0.0	0.0	0.0	0.0	101
New to the State				22.0	14.0	8.0	5.0	3.0	3.0	0.0	0.0	0.0	0.0	55
New students in K-12			50%	27.0	17.0	10.0	6.5	3.5	3.0	0.0	0.0	0.0	0.0	68
New employee average salary				$40,000	$40,400	$40,804	$41,212	$41,624	$42,040	$42,461	$42,885	$43,314	$43,747	N/A
Tax Abatement-Land				0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	N/A
Tax Abatement-Bldg.				0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	N/A
Visitors		0.0%	0	315,000	325,000	335,000	345,000	355,000	365,000	375,000	385,000	395,000	405,000	3,600,000
				City	**County**	**State**								
Percentage of sales taxable in the				100%	100%	100%								
Percentage of purchases taxable in the				50%	50%	75%								
Assumed Inflation Rate				2.20%										

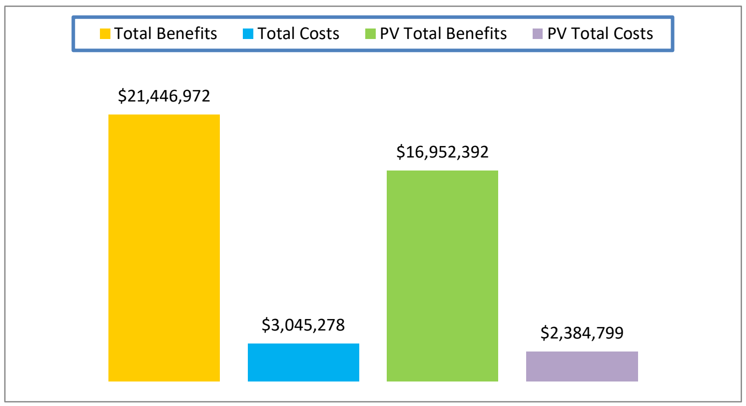
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
COST-BENEFIT ANALYSIS PROJECT SUMMARY								
PROJECT NAME:		**HFS KCK, LLC (Homefield)**						
DATE:		3/22/2022						
Entity	**Total Benefits**	**Total Costs & Incentives**	**Net Benefits**	**Net Present Value of Net Benefits**	**NPV of Incentives & Taxes Abated**	**Ratio of NPV of Net Benefits to NPV of Incentives and Taxes Abated**	**Actual Benefit to Actual Cost Ratio**	**Avg. Annual Rate of Return**
City of Kansas City	$21,446,972	$3,045,278	$18,401,694	$14,567,593	$0	0.00	7.04	60%
Wyandotte County	$7,198,268	$2,130,415	$5,067,853	$4,307,834	$0	0.00	3.38	24%
Kansas City USD 500	$11,739,119	$1,046,512	$10,692,607	$8,684,752	$0	0.00	11.22	102%
KC Community College	$601,577	$97,430	$504,148	$422,014	$0	0.00	6.17	52%
State of Kansas	$45,175,912	$18,269,191	$26,906,722	$22,038,961	$0	0.00	2.47	15%

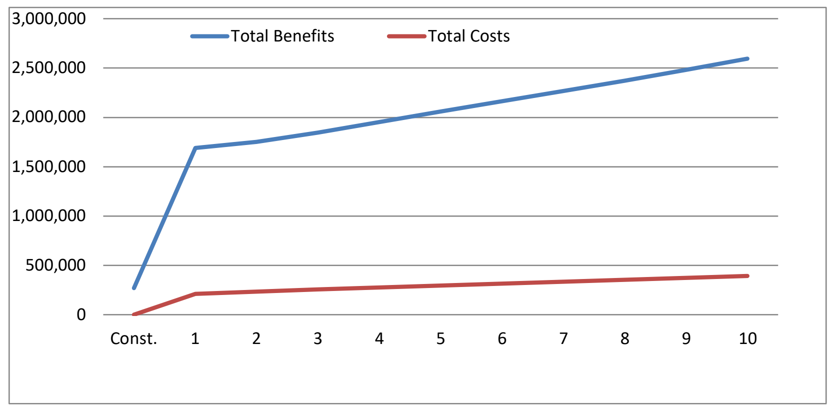
SUMMARY OF COSTS AND BENEFITS FOR: **City of Kansas City**
PROJECT: **HFS KCK, LLC (Homefield)**
DATE: 3/22/2022

DISCOUNT RATE: 4.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:	**7.04**
Ratio of Present Value of Total Benefits to Present Value of Total Costs:	**7.11**
(Typical desired ratio would be 1.3 to 1) **Average ROI**	**60.43%**

Year	Sales and Transient Guest Taxes	New Property Taxes	Utilities and Franchise Fees	PILOT Payment	Other City Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various City Services	STAR Bond Sales & Guest Tax* Collections	Property Taxes Abated	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Net Present Value of Incentives & Taxes Abated
Const.	214,922	0	54,505	0	0	269,426	269,426	0	0	0	0	0	269,426	269,426	269,426	0
1	1,502,703	0	124,571	55,413	6,998	1,689,684	1,620,783	7,471	204,331	0	211,802	203,165	1,477,882	1,747,308	1,417,617	0
2	1,544,464	0	137,911	55,967	11,654	1,749,997	1,610,186	12,443	222,289	0	234,732	215,979	1,515,265	3,262,573	1,394,208	0
3	1,627,075	0	147,318	56,527	14,618	1,845,538	1,628,850	15,607	240,351	0	255,958	225,905	1,589,580	4,852,153	1,402,945	0
4	1,725,186	0	154,793	57,092	16,738	1,953,808	1,654,091	17,870	258,520	0	276,390	233,991	1,677,418	6,529,570	1,420,100	0
5	1,822,984	0	160,528	57,663	18,095	2,059,270	1,672,285	19,320	276,799	0	296,119	240,471	1,763,151	8,292,722	1,431,814	0
6	1,919,140	0	166,100	58,239	19,360	2,162,840	1,684,771	20,670	295,192	0	315,862	246,045	1,846,978	10,139,699	1,438,726	0
7	2,018,666	0	169,754	58,822	19,786	2,267,028	1,693,920	21,125	313,701	0	334,826	250,182	1,932,202	12,071,901	1,443,738	0
8	2,120,754	0	173,489	59,410	20,222	2,373,875	1,701,426	21,590	332,331	0	353,921	253,666	2,019,954	14,091,855	1,447,760	0
9	2,225,484	0	173,489	60,004	20,666	2,479,643	1,704,763	22,065	351,085	0	373,150	256,542	2,106,493	16,198,348	1,448,221	0
10	2,332,932	0	181,206	60,604	21,121	2,595,864	1,711,891	22,550	369,967	0	392,517	258,853	2,203,346	18,401,694	1,453,038	0
Total	$19,054,307	$0	$1,643,664	$579,742	$169,259	$21,446,972	$16,952,392	$180,710	$2,864,568	$0	$3,045,278	$2,384,799	$18,401,694	$18,401,694	$14,567,593	$0





* The development agreement calls for 1% of the city's 1.625% sales tax and 7.84% of the transient guest tax on sales in the project area to be applied toward the project Star bonds.

SUMMARY OF COSTS AND BENEFITS FOR: **Wyandotte County**

PROJECT: **HFS KCK, LLC (Homefield)**

DATE: 3/22/2022

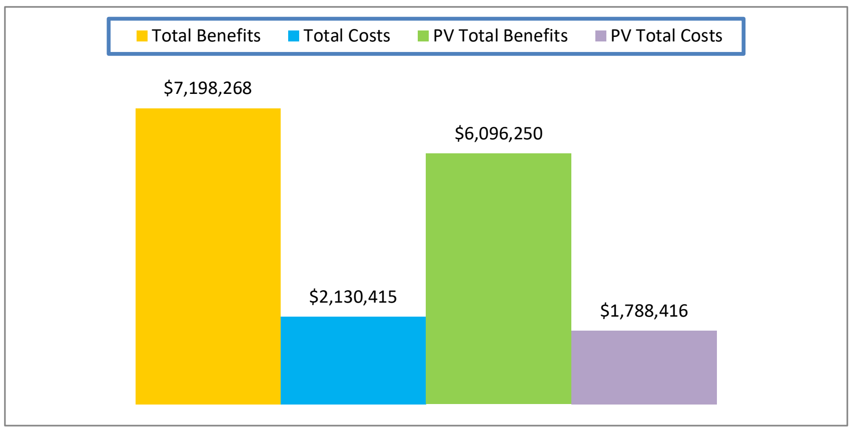
DISCOUNT RATE: 2.98%

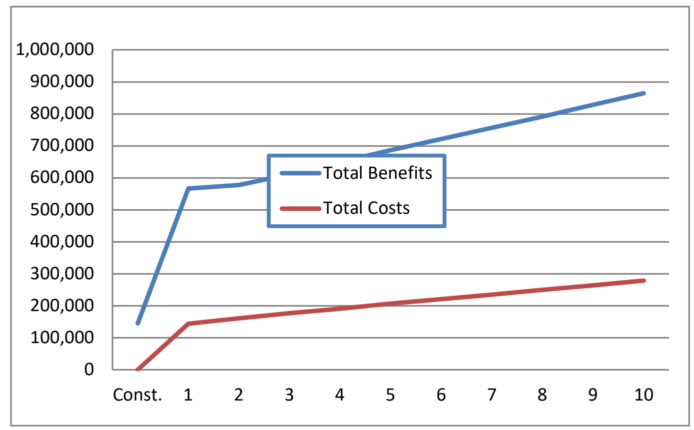
Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: **3.38**

Ratio of Present Value of Total Benefits to Present Value of Total Costs: **3.41**

(Typical desired ratio would be 1.3 to 1) **Average ROI** **23.79%**

Year	Sales Taxes	New Property Taxes	PILOT Payment	Other County Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various County Services	STAR Bond Sales Tax* Collections	Property Taxes Abated	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Net Present Value of Incentives & Taxes Abated
Const.	145,500	0	0	0	145,500	145,500	0	0	0	0	0	145,500	145,500	145,500	0
1	503,764	0	56,645	6,383	566,793	550,387	4,058	140,155	0	144,214	140,039	422,580	568,080	410,347	0
2	509,789	0	57,212	10,631	577,632	544,676	6,759	154,171	0	160,930	151,748	416,702	984,782	392,927	0
3	538,755	0	57,784	13,335	609,874	558,432	8,478	168,186	0	176,664	161,763	433,210	1,417,991	396,669	0
4	575,730	0	58,362	15,268	649,360	577,376	9,707	182,202	0	191,909	170,635	457,451	1,875,442	406,741	0
5	611,042	0	58,946	16,507	686,494	592,725	10,495	196,217	0	206,712	178,477	479,782	2,355,224	414,248	0
6	644,360	0	59,535	17,661	721,556	604,965	11,228	210,233	0	221,461	185,677	500,095	2,855,319	419,288	0
7	678,203	0	60,130	18,050	756,382	615,807	11,475	224,248	0	235,724	191,914	520,659	3,375,978	423,893	0
8	712,677	0	60,732	18,447	791,855	626,026	11,728	238,264	0	249,992	197,639	541,864	3,917,842	428,387	0
9	747,805	0	61,339	18,852	827,997	635,651	11,986	252,279	0	264,265	202,876	563,731	4,481,573	432,775	0
10	783,605	0	61,952	19,267	864,825	644,705	12,250	266,295	0	278,545	207,648	586,280	5,067,853	437,057	0
Total	$6,451,230	$0	$592,637	$154,402	$7,198,268	$6,096,250	$98,165	$2,032,250	$0	$2,130,415	$1,788,416	$5,067,853	$5,067,853	$4,307,834	$0

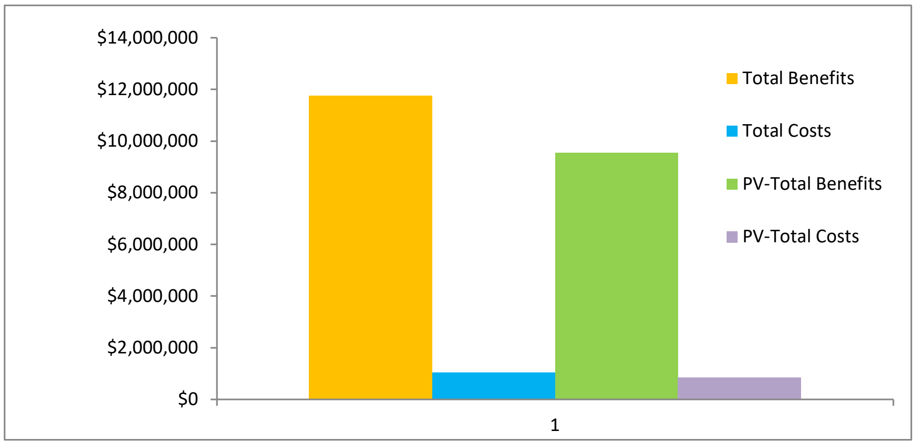


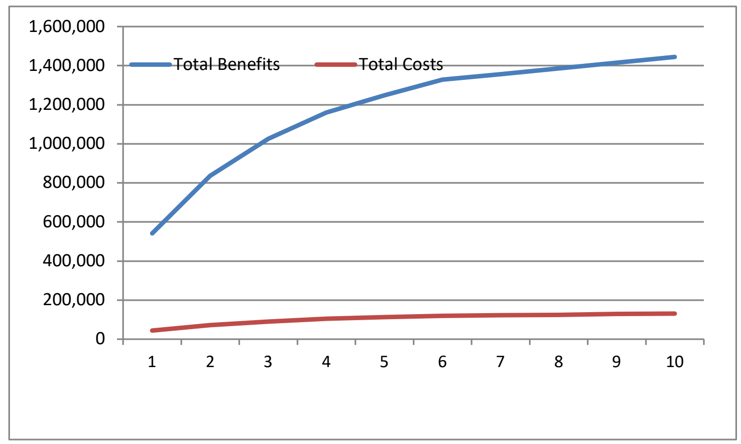


* The development agreement calls for 93.4368% of the county's 1% sales tax on sales from the project area to go toward retiring the Star bonds for the project.

SUMMARY OF COSTS AND BENEFITS FOR:					Kansas City USD 500			Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:						11.22
PROJECT:	HFS KCK, LLC (Homefield)							Ratio of Present Value of Total Benefits to Present Value of Total Costs:						11.24
DATE:	3/22/2022				DISCOUNT RATE:		3.53%	(Typical desired ratio would be 1.3 to 1)				Average ROI		102.17%

Year	New Property Taxes	PILOT Payment	District Capital Outlay Taxes	Additional State, Federal and Other Funding	Total Benefits	Net Present Value of Total Benefits	Additional Marginal Costs	Property Taxes Abated	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Net Present Value of Taxes Abated
1	0	87,594	11,523	442,174	541,291	522,827	43,266	0	43,266	41,790	498,026	498,026	481,037	0
2	0	88,470	11,777	736,432	836,679	780,572	72,058	0	72,058	67,226	764,621	1,262,647	713,347	0
3	0	89,355	12,036	923,687	1,025,077	923,715	90,380	0	90,380	81,443	934,697	2,197,343	842,272	0
4	0	90,248	12,301	1,057,638	1,160,187	1,009,803	103,487	0	103,487	90,073	1,056,700	3,254,044	919,730	0
5	0	91,151	12,571	1,143,438	1,247,160	1,048,475	111,882	0	111,882	94,058	1,135,278	4,389,321	954,416	0
6	0	92,062	12,848	1,223,372	1,328,282	1,078,582	119,704	0	119,704	97,201	1,208,578	5,597,899	981,381	0
7	0	92,983	13,130	1,250,286	1,356,399	1,063,843	122,337	0	122,337	95,951	1,234,062	6,831,961	967,892	0
8	0	93,913	13,419	1,277,792	1,385,124	1,049,315	125,029	0	125,029	94,717	1,260,096	8,092,057	954,598	0
9	0	94,852	13,714	1,305,903	1,414,470	1,034,995	127,779	0	127,779	93,498	1,286,691	9,378,747	941,496	0
10	0	95,801	14,016	1,334,633	1,444,450	1,020,879	130,590	0	130,590	92,296	1,313,860	10,692,607	928,583	0
Total	$0	$916,429	$127,335	$10,695,355	$11,739,119	$9,533,005	$1,046,512	$0	$1,046,512	$848,253	$10,692,607	$10,692,607	$8,684,752	$0





SUMMARY OF COSTS AND BENEFITS FOR: **KC Community College**

PROJECT: **HFS KCK, LLC (Homefield)**

DATE: 3/22/2022

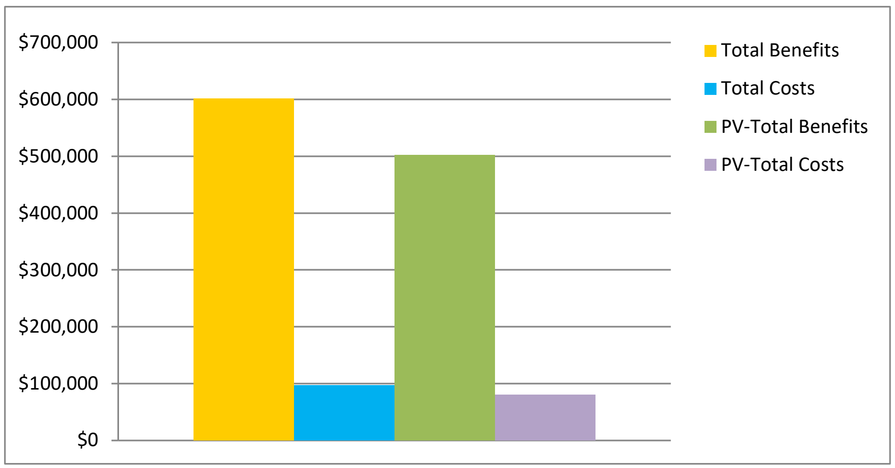
DISCOUNT RATE: 3.25%

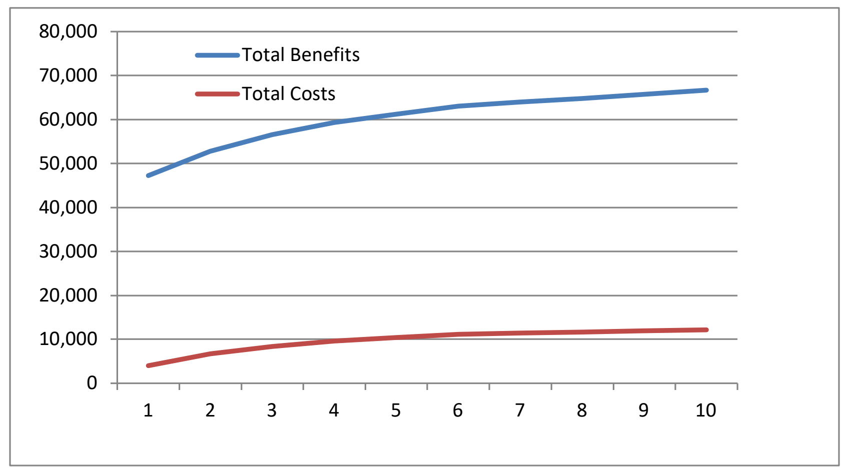
Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: **6.17**

Ratio of Present Value of Total Benefits to Present Value of Total Costs: **6.26**

(Typical desired ratio would be 1.3 to 1) **Average ROI** **51.74%**

Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	Property Taxes Abated	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Net Present Value of Taxes Abated
1	0	39,440	7,811	47,252	45,765	4,028	0	4,028	3,901	43,224	43,224	41,863	0
2	0	39,835	13,010	52,845	49,570	6,709	0	6,709	6,293	46,136	89,360	43,277	0
3	0	40,233	16,318	56,551	51,377	8,414	0	8,414	7,645	48,137	137,497	43,733	0
4	0	40,636	18,684	59,320	52,196	9,635	0	9,635	8,478	49,685	187,182	43,719	0
5	0	41,042	20,200	61,242	52,191	10,416	0	10,416	8,877	50,826	238,007	43,315	0
6	0	41,452	21,612	63,064	52,053	11,144	0	11,144	9,198	51,920	289,927	42,854	0
7	0	41,867	22,087	63,954	51,126	11,390	0	11,390	9,105	52,565	342,492	42,021	0
8	0	42,286	22,573	64,859	50,217	11,640	0	11,640	9,012	53,219	395,710	41,205	0
9	0	42,708	23,070	65,778	49,326	11,896	0	11,896	8,921	53,882	449,592	40,405	0
10	0	43,135	23,577	66,713	48,452	12,158	0	12,158	8,830	54,555	504,148	39,622	0
Total	$0	$412,634	$188,943	$601,577	$502,273	$97,430	$0	$97,430	$80,260	$504,148	$504,148	$422,014	$0



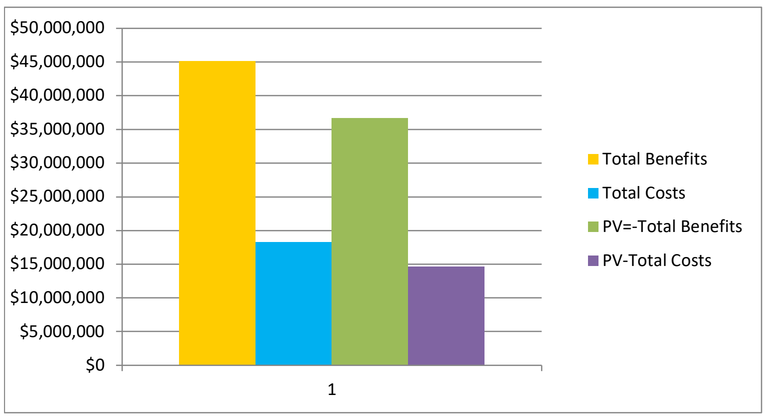


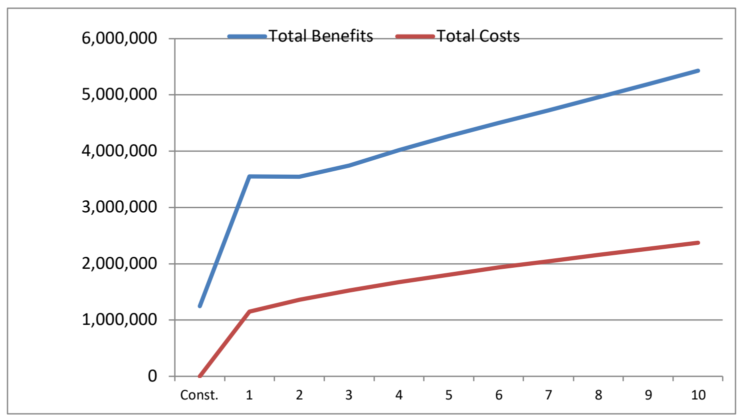
SUMMARY OF COSTS AND BENEFITS FOR: State of Kansas
PROJECT: HFS KCK, LLC (Homefield)
DATE: 3/22/2022

DISCOUNT RATE: 3.80%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:	**2.47**
Ratio of Present Value of Total Benefits to Present Value of Total Costs:	**2.51**
(Typical desired ratio would be 1.3 to 1) **Average ROI**	**14.73%**

Year	Sales Taxes	New Property Taxes	Corporate and Personal Income Taxes	PILOT Payment	Other State Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various State Services	Cost of Educating New Students	Property Taxes Abated	STAR Bond Sales Tax* Collections	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Present Value of Taxes Abated and Incentives
Const.	945,750	$0	300,000	0	0	1,245,750	1,245,750	0	$0	$0	$0	0	0	1,245,750	1,245,750	1,245,750	0
1	3,418,421	$0	45,360	2,160	85,596	3,551,536	3,421,456	36,522	133,638	$0	975,000	1,145,160	1,103,217	2,406,376	3,652,126	2,318,239	0
2	3,323,723	$0	74,659	2,182	143,147	3,543,711	3,288,878	61,079	223,491	$0	1,072,500	1,357,070	1,259,481	2,186,641	5,838,767	2,029,397	0
3	3,472,194	$0	92,543	2,203	178,806	3,745,747	3,349,058	76,294	279,165	$0	1,170,000	1,525,459	1,363,907	2,220,288	8,059,055	1,985,150	0
4	3,707,552	$0	104,720	2,225	203,506	4,018,003	3,460,901	86,833	317,728	$0	1,267,500	1,672,061	1,440,228	2,345,942	10,404,996	2,020,673	0
5	3,934,147	$0	111,885	2,248	220,717	4,268,997	3,542,415	94,177	344,599	$0	1,365,000	1,803,776	1,496,774	2,465,221	12,870,217	2,045,642	0
6	4,140,783	$0	118,301	2,270	238,587	4,499,940	3,597,287	101,801	372,498	$0	1,462,500	1,936,799	1,548,293	2,563,141	15,433,358	2,048,995	0
7	4,360,273	$0	119,485	2,293	243,835	4,725,887	3,639,540	104,041	380,693	$0	1,560,000	2,044,734	1,574,708	2,681,153	18,114,511	2,064,832	0
8	4,583,870	$0	120,678	2,316	249,200	4,956,064	3,677,010	106,330	389,069	$0	1,657,500	2,152,898	1,597,281	2,803,166	20,917,677	2,079,729	0
9	4,811,709	$0	121,886	2,339	254,682	5,190,616	3,709,979	108,669	397,628	$0	1,755,000	2,261,297	1,616,256	2,929,319	23,846,996	2,093,723	0
10	5,043,910	$0	123,104	2,362	260,285	5,429,661	3,738,695	111,060	406,376	$0	1,852,500	2,369,936	1,631,864	3,059,726	26,906,722	2,106,831	0
Total	$41,742,332	$0	$1,332,622	$22,598	$2,078,361	$45,175,912	$36,670,969	$886,805	$3,244,886	$0	$14,137,500	$18,269,191	$14,632,008	$26,906,722	$26,906,722	$22,038,961	$0





* The development agreement calls for 100% of the state's 6.5% sales tax on sales from the project area to go toward retiring the Star bonds for the project.

HFS KCK, LLC (Homefield)
Other Economic Impacts of the Project

	In the First Year	Over 10 Years
Permanent jobs created	54	134
Construction jobs created	649	0
Number of New Residents in the Community	72	180
Number of Additional Students in the Local School District	27	67
Increase in Local Personal Incomes	$2,160,000	$49,172,454
Increase in Local Retail Sales	$62,654,439	$652,428,066
Increase in the Community's Property Tax Base	$60,000,000	$60,000,000

Estimated Property Tax Revenue after the abatement period ends:

City	$68,886
County	$70,418
School	$108,892
Comm. Coll.	$49,030
State	$2,685
Total	$299,911

HFS KCK, LLC (Homefield)

Overall Cost-Benefit Summary

TAXING ENTITY	DIRECT REVENUES: Sales Taxes	PILOT Payment	New Property Taxes	School Federal & State Funding	Corporate & Personal Income Taxes	City Utilities & Franchise Fees	TOTAL DIRECT REVENUES	ALL INDIRECT REVENUES	TOTAL ALL REVENUES	DIRECT COSTS: STAR Bond Collections	Cost of Educating New Students	INDIRECT COSTS: ALL INDIRECT COSTS	TOTAL COSTS	NET BENEFITS
City of Kansas City	19,054,307	579,742	0			1,643,664	21,277,713	169,259	**21,446,972**	2,864,568	0	180,710	**3,045,278**	**18,401,694**
Wyandotte County	6,451,230	592,637	0				7,043,867	154,402	**7,198,268**	2,032,250	0	98,165	**2,130,415**	**5,067,853**
Kansas City USD 500		916,429	127,335	10,695,355			11,739,119		**11,739,119**	0	1,046,512	0	**1,046,512**	**10,692,607**
KC Community College		412,634	0				412,634	188,943	**601,577**	0	0	97,430	**97,430**	**504,148**
State of Kansas	41,742,332	22,598	0	0	1,332,622		43,097,551	2,078,361	**45,175,912**	14,137,500	3,244,886	886,805	**18,269,191**	**26,906,722**
TOTALS	$67,247,869	$2,524,040	$127,335	$10,695,355	$1,332,622	$1,643,664	$83,570,885	$2,590,965	**$86,161,849**	$19,034,318	$4,291,398	$1,263,109	**$24,588,825**	**$61,573,024**

UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

(A non-refundable application fee of $1,000 must accompany this application when filed with the Unified Clerk's Office)

The undersigned hereby agrees that the submission of this Application to the Unified Government, and the Unified Government's adoption of a Resolution indicating an intent to issue the Bonds to provide funds for the Project will not give rise to an obligation by the Unified Government to fund such Project in the amount requested or in any amount. The undersigned further understands and agrees that there is no assurance that Bonds will be issued by the Unified Government or that Bond proceeds will be sufficient to fund the Project as hereby requested.

3/16/2022
Date of Application

HFS KCK, LLC (or assigns, "**Applicant**")
Applicant (Firm Name or Name of Individual)

Telephone Number (816) 739-7939
Fax Number
E-mail Address rheineman@homefieldkc.com

520 W Pennway St, Suite 300, Kansas City, MO 64108
Address

Robb Heineman
Name of Responsible Officer

Authorized Representative
Title

520 W Pennway St, Suite 300, Kansas City, MO 64108
Address

Curt Petersen
Attorney for Applicant

Telephone Number (913) 234-7458
Fax Number c
E-mail Address cpetersen@polsinelli.com

900 W. 48th Place, Suite 900, Kansas City, MO 64112
Address

Applicant or its Lender
Underwriter or Purchaser of Bonds (If known)

Telephone Number
Fax Number
E-mail Address

Address

Amount of Bonds Requested:

$ 65,000,000

Nature of Project:

- ☐ **Industrial**
- ☒ **Commercial**
- ☐ **Agricultural**
- ☐ **Pollution Control**
- ☐ **Other (please specify)** ______________________

UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

I. Corporate or Business Entity Information

A. In what line or lines of business is the applicant engaged?

Applicant is a special purpose entity formed solely for the purpose of developing the Project (as described in Section II below). Additional information can be provided upon request.

B. Is the Applicant a proprietorship, partnership, limited liability company or corporation?

LLC

C. Year and state of incorporation or formation of business entity?

2020 - KS

If proprietorship, partnership, limited liability company or closed corporation, list the names and owners and the approximate amounts owned by each of its principal stockholders:

Please see Question I(A) above.

D. If applicant is subsidiary of another business entity, state name and address of parent:

Please see Question I(A) above.

E. List the name and titles of the principal officers of the applicant firm:

Robb Heineman, Authorized Representative

F. List the name of the certified public accounting firm (or firms) which has performed audits of the applicant firm (or its parent books and records for the past five years:

N/A

If the applicant corporation or its parent is a publicly held corporation and regularly files annual and quarterly reports on Form 10-K and Form 10-Q, respectively, attach as a part of this application, copies of the most recent Form 10-K and Form 10-Q, the applicant's most recent report to shareholders, as well as any reports on Form 8-K filed within the past fiscal year.

UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

II. The Project

A. Type of project (check one)

- [X] **New business**
- [ ] **Establishment of branch plant / business**
- [ ] **Acquisition of existing business**
- [ ] **Expansion of existing business**

B. Briefly describe the nature of the proposed project, including detailed information as to the structure itself (size of building, amount of land to be purchased, etc.), and what products or services are to be manufactured or provided:

Developer will design, develop, construct and operate an at least 150,000 square-foot building as a multi-sport venue, along with food and beverage amenities, medical services, fitness and training facilities and other retail, office and entertainment spaces.

C. Will the facility engage in direct retail sales? If so, are any of the retail sales catalog or on-line sales, and if so, how much:

Yes, the Project will engage in direct retail sales.

D. What is the street address or location of the proposed project?

NEC of N. 94th Street and State Avenue, Kansas City, KS 66112

E. Legal description of the property (attach separate sheet if necessary):

Will be completed in zoning/platting process.

F. Appraised value of property to be acquired from County Appraiser:

Real Estate	**$**	375,825**
Improvements	**$**	0
Equipment	**$**	0

**The Project site is only a portion of Parcel No. 938500. The above figure assumes the Project occupies approximately 50% of such parcel (fully 2022 County appraised value is $938,500).

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

G. Will the applicant be in direct competition with other local firm(s)? If so, name the firm(s):

There are other youth sports complexes in the area; however, the Project is distinguishable based on its size/scope, superior design, location, quality of service, and unique amenities and offerings.

Describe the nature of the competition:

N/A

H. Does the applicant have a single or a multiple plant business or operation?

N/A

I. Does the applicant or its parent presently have facilities located in Kansas City, Kansas and / or Wyandotte County? If so, describe and provide location:

No.

J. Will the Kansas City Kansas / Wyandotte County facility be the main operation of the applicant? If not, where is the main operation located?

Yes

UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

III. Nature of Improvements

A. Approximate amount requested:

Land	**$**	0
Buildings	**$**	65,000,000
Machinery and Equipment	**$**	included above
Financing Costs	**$**	included above
Other (specify)	**$**	
Total	**$**	65,000,000

B. What type of machinery and equipment is proposed to be financed?

TBD

C. Name, address and telephone number of contractor, architect, engineer:

Superior Bowen, 520 W Pennway St, Suite 300, Kansas City, MO 64108

D. How many persons will be employed at the project

Approx. 143

How many new jobs will be created initially?

How many new jobs will created ultimately?

E. Briefly describe the approximate numbers of persons to be employed at the project at all levels (management, office, skilled, and unskilled, for example):

The Project is expected to create approx. 143 jobs across a variety of employment levels and positions, commensurate with other comparable training facilities.

F. What dollar amount or percentage of the applicant's total projected annual sales is expected to be generated by the project?

100%

G. What were applicant's total assets at all locations at the end of the last fiscal year?

N/A

H. Is the prospective location properly zoned?

See below

If a zoning change is pending, cite application number and present status. If application has not been make, briefly describe what change will be need and plans for submitting application:

Applicant is currently in the planning/zoning process.

I. Is there likelihood for expansion of the proposed facility within 3 years?

TBD

Is such expansion contemplated in this application for the resolution of intent?

No

J. What is the estimated date for operations to begin at the project?

2023

IV. The Financing

A. Will the applicant pledge any assets other than the project itself to secure the bonds? If so, what?

No

B. What other person, firm or corporation will guarantee the payment of the bonds?

N/A

SUBMIT AS AN ATTACHMENT, THE SAME FINANCIAL INFORMATION WITH RESPECT TO THE GUARANTOR AS IS REQUESTED FOR THE APPLICANT UNDER PART III ABOVE.

C. What portion of the project will be financed from funds other than bond proceeds?

N/A

What is the source of such funds?

N/A

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

D. Has the applicant consulted a prospective purchaser or underwriter to determine whether the bonds are marketable?

N/A. Applicant will purchase the bonds.

If so, state the name, address and principal contact of the prospective underwriter:

E. If the bonds are to be privately placed, please attach the letter of intent or commitment letter relating to such sale:

F. Has the applicant considered conventional financing?

G. Does the applicant or its parent intend to purchase all or any part of the proposed bond issue

Applicant will purchase the bonds.

V. Tax Abatement

Is the applicant requesting any tax abatement for the project in accordance with the Unified Government's policy? Describe estimated amount of tax abatement?

No abatement required. Fixed PILOT structure.

VI. Appraiser's Statement

Attach as a part of this application, a letter signed by the County Appraiser stating the estimated amount of ad valorem taxes payable for the land and improvements to be financed through the proceeds of the proposed bonds.

UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

VI. Certification of Applicant

The undersigned hereby represents and certifies that, to the best knowledge and belief of the undersigned, this application contains no information or data, contained herein or in the exhibits or attachments, that is false or incorrect and that it is truly descriptive of the property which is intended as the security for the proposed bonds.

A check in the amount of $1,000 representing the non-refundable application fee is enclosed.

The undersigned acknowledges and agrees to pay a bond origination fee calculated on the schedule set forth below (less the $1,000 application fee) to the Unified Government simultaneously with the issuance of the bonds.

APPLICANT NAME: HFS KCK, LLC, by Robb Heineman

SIGNATURE: ______________________

TITLE: Authorized Representative

Bond Origination Fee:

.400% of principal amount of bonds issued up to $10,000,000

.250% of principal amount of bonds issued $10,000,000 -- $25,000,000

.125% of principal amount of bonds issued $25,000,000 and over

Dated this 16th **day of** March 2022

HFS KCK, LLC
Applicant Name

By: Robb Heineman
Title: Authorized Representative

FIRM DATA SHEET
(To be completed by the Firm)

Firm and Its Employees

Name of Firm: HFS KCK, LLC

Description of the Firm's location or expansion in the community:

Developer will design, develop, construct and operate an at least 150,000 square-foot building as a multi-sport venue, along with food and beverage amenities, medical services, fitness and training facilities and other retail, office and entertainment spaces.

SIC ______________

Market Value of the Firm's initial new or additional investment in:

Land	$
Building and improvements	$
Furniture, fixtures and equipment	$

Projected expansions:

Expansion 2:

Year of expansion:	TBD
Additional investment in:	
Land	$
Buildings and improvements	$
Furniture, fixtures and equipment	$

Expansion 3:

Year of expansion	
Additional investment in:	
Land	$
Buildings and improvements	$
Furniture, fixtures and equipment	$

Expansion 4:

Year of expansion	
Additional investment in:	
Land	$
Buildings and improvements	$
Furniture, fixtures and equipment	$

FIRM DATA SHEET
(To be completed by the Firm)

New or additional sales of the firm

Year	
1	15,000,000
2	16,500,000
3	18,000,000
4	19,500,000
5	21,000,000
6	22,500,000
7	24,000,000
8	25,500,000
9	27,000,000
10	28,500,000

Percent of sales subject to sales taxes in the:

City	100%	%
County	100%	%
State	100%	%

Annual net taxable income, as a percent or sales, on which state corporate income taxes will be computed: 10 %

Annual purchases of the firm:

Year	
1	$ 10,000,000
2	$ 2,500,000
3	$ 500,000
4	$ 500,000
5	$ 500,000
6	$ 500,000
7	$ 500,000
8	$ 500,000
9	$ 500,000
10	$ 500,000

Percent of purchases subject to sales taxes in the:

City	50%	%
County	50%	%
State	75%	%

FIRM DATA SHEET
(To be completed by the Firm)

Annual utilities that will be used by the firm:

Water	**$**	400,000
Wastewater	**$**	(included above)
Telephone	**$**	20,000
Electricity	**$**	300,000
Gas	**$**	110,000
Garbage	**$**	100,000
Cable	**$**	150,000 (includes Internet)
Other	**$**	20,000
	$	
	$	
	$	

Year		
1	**$**	1,100,000
2	**$**	1,111,000
3	**$**	1,122,110
4	**$**	1,133,331
5	**$**	1,144,664
6	**$**	1,156,111
7	**$**	1,167,672
8	**$**	1,179,439
9	**$**	1,191,142
10	**$**	1,203,054

Number of new employees moving to the county each year:

Year	**From out-of state**	**Total**
1	22	54
2	14	34
3	8	20
4	5	13
5	3	7
6	3	6
7	0	0
8	0	0
9	0	0
10	0	0

FIRM DATA SHEET
(To be completed by the Firm)

Average Annual Salaries of employees:

Year		
1		40,000
2		40,400
3	$	40,804
4		41,212
5		41,624
6		42,040
7		42,461
8		42,885
9		43,314
10		43,747

Household size of a typical new worker: 3.5

Number of school age children in the household of a typical new worker: 1.5

Construction

Initial construction or expansion:

Cost of construction at the firm's new or expanded facility:	$	60,000,000
If construction is by an outside contractor, estimated percent profit on the cost of construction:	$	5%
Amount of taxable construction materials purchased in:		
Kansas	$	25,000,000
The County	$	12,500,000
The City	$	12,500,000
Amount of taxable furniture, fixtures and equipment purchased in:		
Kansas	$	5,000,000
The County	$	2,000,000
The City	$	2,000,000
Total construction salaries:	$	30,000,000
Amount paid to an average construction worker during the construction period	$	44,000
Household size of an average construction worker:	$	3.5
Number of construction workers:		681

FIRM DATA SHEET
(To be completed by the Firm)

Expansion 2:

Expansion construction costs:	**$**	TBD
If construction is by an outside contractor, estimated percent profit on the cost of construction:	**$**	
Amount of taxable construction materials purchased in:		
Kansas	**$**	
The County	**$**	
The City	**$**	
Amount of taxable furniture, fixtures and equipment purchase in:		
Kansas	**$**	
The County	**$**	
The City	**$**	
Total construction salaries:	**$**	
Amount paid to an average construction worker during the construction period:	**$**	
Number of construction workers:		

Expansion 3:

Expansion construction costs:	**$**	
If construction is by an outside contractor, estimated percent profit on the cost of construction:	**$**	
Amount of taxable construction materials purchased in:		
Kansas	**$**	
The County	**$**	
The City	**$**	
Amount of taxable furniture, fixtures and equipment purchase in:		
Kansas	**$**	
The County		
The City	**$**	
Total construction salaries:	**$**	
Amount paid to an average construction worker during the construction period:	**$**	
Number of construction workers:		

FIRM DATA SHEET
(To be completed by the Firm)

Expansion 4:

Expansion construction costs: $ ______

If construction is by an outside contractor, estimated percent profit on the cost of construction: $

Amount of taxable construction materials purchased in:

Kansas $ ______

The County $ ______

The City $ ______

Amount of taxable furniture, fixtures and equipment purchase in:

Kansas $ ______

The County $ ______

The City $ ______

Total construction salaries: $ ______

Amount paid to an average construction worker during the construction period: $ ______

Number of construction workers: ______

Visitors

Number of out-of –town visitors expected at the firm:

Year	
1	315,000
2	325,000
3	335,000
4	345,000
5	355,000
6	365,000
7	375,000
8	385,000
9	395,000
10	405,000
	415,000

Number of days that each visitor will stay in area: 1.5

Number of nights that a typical visitor will stay in a local hotel or motel:

In the City: 1

Anywhere in the county: 1

RESOLUTION NO. R-____-22

RESOLUTION DETERMINING THE INTENT OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS, TO ISSUE ITS INDUSTRIAL REVENUE BONDS IN THE PRINCIPAL AMOUNT NOT TO EXCEED $65,000,000 TO FINANCE THE COSTS OF ACQUIRING, CONSTRUCTING, IMPROVING AND EQUIPPING MULTI-USE RECREATIONAL AND COMMERCIAL FACILITIES FOR THE BENEFIT OF HFS KCK, LLC, AND ITS SUCCESSORS AND ASSIGNS (HOMEFIELD BUILDING)

WHEREAS, the Unified Government of Wyandotte County/Kansas City, Kansas (the "Unified Government"), desires to promote, stimulate and develop the general welfare and economic prosperity of the Unified Government and its inhabitants and thereby to further promote, stimulate and develop the general welfare and economic prosperity of the State of Kansas; and

WHEREAS, the Unified Government is authorized and empowered under the provisions of K.S.A. 12-1740 to 12-1749d, inclusive (the "Act"), to issue revenue bonds to pay the cost of certain facilities (as defined in the Act) for the purposes set forth in the Act and to lease such facilities to private persons, firms or corporations; and

WHEREAS, HFS KCK, LLC, a Kansas limited liability company (together with successors or assigns, the "Company"), has submitted to the Unified Government an Application for the Issuance of Industrial Revenue Bonds (the "Application") requesting that the Unified Government finance the cost of acquiring, constructing, improving and equipping an approximately 150,000-square foot building as a multi-sport venue, including medical services, fitness and training facilities, other commercial spaces, and all related improvements more fully described in the Application and referred to as the "Homefield Building" in the Development Agreement (defined herein), located approximately to the north of State Avenue and N. 94th Street in Kansas City, Kansas (collectively, the "Project") through the issuance of its revenue bonds in the principal amount not to exceed $65,000,000 (collectively, the "Bonds"), and to lease the Project to the Company or its successors and assigns in accordance with the Act; and

WHEREAS, it is hereby found and determined to be advisable and in the interest and for the welfare of the Unified Government and its inhabitants that the Unified Government finance the costs of the Project by the issuance of Bonds in the principal amount not to exceed $65,000,000, said Bonds to be payable solely out of rentals, revenues and receipts derived from the lease of the Project by the Unified Government to the Company or its successors and assigns.

NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS, AS FOLLOWS:

Section 1. Approval of Project. The governing body of the Unified Government hereby finds and determines that the acquiring, constructing, improving and equipping of the Project will promote the general welfare and economic prosperity of the Unified Government, and the issuance of the Unified Government's revenue bonds to pay such costs will be in furtherance of the public purposes set forth in the Act.

Section 2. Intent to Issue Bonds. The governing body of the Unified Government hereby determines and declares the intent of the Unified Government to acquire, construct, improve and equip the Project out of the proceeds of the Bonds in the principal amount of not to exceed $65,000,000 to be issued pursuant to the Act.

Section 3. Provision for the Bonds. Subject to the conditions of this Resolution, the Unified Government hereby expresses its intent to (i) issue its Bonds in one or more series to pay the costs of acquiring, constructing, improving and equipping the Project, with such maturities, interest rates, redemption terms and other provisions as may be determined by ordinance of the Unified Government; (ii) provide for the lease (with an option to purchase) of each Project to the Company; and (iii) to effect the foregoing, adopt such resolutions and ordinances and authorize the execution and delivery of such instruments and the taking of such action as may be necessary or advisable for the authorization and issuance of each series of Bonds by the Unified Government and take or cause to be taken such other action as may be required to implement the aforesaid.

Section 4. Conditions to Issuance. The issuance of each series of Bonds and the execution and delivery of any documents related to each series of Bonds are subject to (i) obtaining any necessary governmental approvals, including passage and publication of an ordinance authorizing each series of Bonds; (ii) agreement by the Unified Government, the Company and the purchaser of each series of Bonds upon (a) mutually acceptable terms for the Bonds and for the sale and delivery thereof and (b) mutually acceptable terms and conditions of any documents related to the issuance of the Bonds and the Project; (iii) the Company's compliance with the Unified Government's policies relating to the issuance of revenue bonds and ad valorem tax abatement; and (iv) Company's payment of all of the costs of issuance related to the issuance of the Bonds.

Section 5. Sale of the Bonds. The sale of each series of Bonds shall be the responsibility of the Company; provided, however, arrangements for the sale of each series of Bonds shall be acceptable to the Unified Government.

Section 6. Limited Obligations of the Unified Government. Each series of Bonds and the interest thereon shall be special, limited obligations of the Unified Government payable solely out of the amounts derived by the Unified Government under a Lease Agreement and as provided herein and are secured by a transfer, pledge and assignment of and a grant of a security interest in the Trust Estate to the Trustee and in favor of the owners of each series of Bonds, as provided in the respective Indenture. Each series of Bonds shall not constitute a general obligation of the Unified Government, the State or of any other political subdivision thereof within the meaning of any State constitutional provision or statutory limitation and shall not constitute a pledge of the full faith and credit of the Unified Government, the State or of any other political subdivision thereof and shall not be payable in any manner by taxation, but shall be payable solely from the funds provided for as provided in the respective Indenture. The issuance of each series of Bonds shall not, directly, indirectly or contingently, obligate the Unified Government, the State or any other political subdivision thereof to levy any form of taxation therefor or to make any appropriation for their payment.

Section 7. Ad Valorem Tax Abatement. Subject to the conditions in **Section 4** and the Development Agreement, in consideration of the Company's decision to acquire, construct and equip the Project, the Unified Government hereby agrees to take all appropriate action to request the Kansas Board of Tax Appeals to approve a 100% ad valorem property tax abatement (not including special assessments and taxes that may not be abated by the Unified Government under Kansas law) for all property (including real property and building improvements) financed with the proceeds of each series of Bonds.

In consideration of the City's agreement to request such 100% abatement, the Company will agree to make payments in lieu of tax for the Project as set forth below, subject to adjustment in accordance with the Development Agreement:

(1)Year	(2)PILOT
1	$241,253
2	243,666
3	246,102
4	248,563
5	251,049
6	253,559
7	256,095
8	258,656
9	261,242
10	263,855

(1) PILOTs will commence the calendar year after the Bonds are issued to finance the Project and will continue for up to 10 years thereafter; provided, such potential 10-year term shall begin on the calendar year following the first date of issuance of a series of industrial revenue bonds for either the Project or Homefield Baseball (as defined and as further set forth in the Development Agreement).
(2) Excludes the school district capital outlay mills, as provided by Kansas law.

The Project financed with the proceeds of the Bonds shall be entitled to a maximum 10-year tax abatement, with the first year of the abatement being the year beginning on the January 1 following the year such Bonds are issued by the Unified Government.

Section 8. Required Disclosure. Any disclosure document prepared in connection with the offering any series of Bonds shall contain the following disclaimer:

> NONE OF THE INFORMATION IN THIS OFFICIAL STATEMENT, OTHER THAN WITH RESPECT TO INFORMATION CONCERNING THE UNIFIED GOVERNMENT CONTAINED UNDER THE CAPTIONS "THE UNIFIED GOVERNMENT" AND "LITIGATION -- THE UNIFIED GOVERNMENT" HEREIN, HAS BEEN SUPPLIED OR VERIFIED BY THE UNIFIED GOVERNMENT, AND THE UNIFIED GOVERNMENT MAKES NO REPRESENTATION OR WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY OR COMPLETENESS OF SUCH INFORMATION.

Section 9. Termination. This Resolution shall terminate upon the earlier of (a) five years after the effective date of the Development Agreement (which is also the last date on which Bonds may be issued pursuant to this Resolution), or (b) any date when the Company's rights hereunder are earlier terminated pursuant to that certain Assignment, Assumption and Second Amended and Restated Development Agreement, dated as of the date set forth therein between the Unified Government and the Company (the "Development Agreement").

Section 10. No Reliance on Resolution. Kansas law provides that the Unified Government may only issue the Bonds by passage of an Ordinance and compliance with other state law requirements. The Unified Government has not yet passed an Ordinance for a series of Bonds. This Resolution only evidences the intent of the current governing body to issue the Bonds for the Project. The Company should not construe the adoption of this Resolution as a promise or guarantee that the Ordinance for the Bonds will be passed or that the Project will be approved.

Section 11. Benefit of Resolution. This Resolution will inure to the benefit of the Unified Government and the Company. The Unified Government may, at the request of the Company, assign all or a portion of the Company's interest in this Resolution to another entity, and such assignee will be entitled to the benefits of the portion of this Resolution assigned and the proceedings related hereto.

Section 12. Further Action. Counsel to the Unified Government and Gilmore & Bell, P.C., Bond Counsel for the Unified Government, together with the officers and employees of the Unified Government, are hereby authorized to work with the purchaser of each series of Bonds, the Company, their respective counsel and others, to prepare for submission to and final action by the Unified Government all documents necessary to effect the authorization, issuance and sale of the Bonds and other actions contemplated hereunder.

Section 13. Effective Date. This Resolution shall take effect and be in full force immediately after its adoption by the governing body of the Unified Government.

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ADOPTED BY THE COMMISSION OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS THIS 7TH DAY OF APRIL, 2022.

By: ____
Mayor/CEO

(Seal)

Attest:

By: ________________________________
Unified Government Clerk

Staff Request for Commission Action

Tracking No. 211440

Full Commission Meeting Date: 4/7 fast track
Committee: Economic Development & Finance

Date of Standing Committee Action: 4/4/22 (If none, please explain):

Publication Required: Yes

Date:	Contact Name:	Contact Phone:	Contact Email:	Department/Division:
03/22/2022	Katherine Carttar	x5176	kcarttar@wycokck.org	Economic Development

Item Description:
Resolution of intent to issue Industrial Revenue Bonds in the amount not to exceed $45,000,000 to finance the costs of acquiring, constructing, and equipping the Homefield Baseball Complex for the benefit of HFS KCK, LLC.

Action Requested:
Approve and fast track to full commission 4/7

Budget Impact: (if applicable)
Amount:
Source:
Included In Budget:
Other (explain):

Attachments List:
CBA_Homefield_Baseball_03222022, IRB Application - Homefield Baseball (March 2022) (82640821v1)-c, Resolution of Intent (Homefield Baseball)

A Tax Abatement Cost-Benefit Analysis of HFS KCK, LLC (Homefield Baseball) for the Unified Government of Kansas City/Wyandotte County

Completed by

Municipal Consulting, LLC

3/22/2022

CONTENTS:

ABOUT THIS REPORT:

This report uses data that was collected from the firm involved and budget reports from each of the taxing entities where the project is to be located. This data is summarized on pages 4 and 5. In addition, various calculations were applied to the data using rates and information gathered from the current economic and financial conditions.

DEFINITIONS USED:

- **Rate of Return**: Incentives and tax abatements granted by the taxing entities are equivalent to a public investment in the firm. Comparing these investments to the various benefits received over the 10-year project period by the public entity produces an average annual rate of return for the period. Generally, a rate of return that exceeds the entity's cost of capital would be considered a favorable investment.
- **Net Present Value:** This is the amount that a future series of payments is worth today, given an assumed discount rate. The only way to accurately compare payments to be made or received in the future to the dollar value at present is with Net Present Value. Generally a positive net present value represents and acceptable investment opportunity.
- **Benefit - Cost Ratio**: Typically referred to as the "Cost-Benefit Ratio," this is the ratio of the public entity benefits received over the 10-year project life to the public costs incurred over the same period. If the ratio is above 1.0, then the benefits exceed the costs, and if it is less than 1.0, the costs exceed the benefits. Generally, a public entity would like to have a Benefit-to-Cost ratio of 1.3 or better in order to grant a tax abatement and/or other incentives. However, the governing body may take into account the other economic benefits of the project in making that decision.

DISCLAIMER:

This report is prepared using a variety of assumptions regarding discount rate, inflation rate, and other economic variables. It also uses information submitted by the firm based on its best estimates of what they expect to occur in the next decade. Future business results and economic factors are not and cannot be guaranteed. Therefore, we provide no guarantee on the future performance of the firm, or that conditions within the taxing entities will remain as they are today. The governing body should make its decision on the best information presented, while fully recognizing that future performance could be substantially different.

COMMENTS SPECIFIC TO THIS PROJECT:

The overall costs and benefits for each taxing entity are:

Taxing Entity	Benefit to Cost Ratio	Average Return on Investment
City of Kansas City	9.97	90%
Wyandotte County	5.10	41%
Kansas City USD 500	11.19	102%
KC Community College	6.06	51%
State of Kansas	3.75	27%

Each of the taxing entities has a positive benefit-to-cost ratio in excess of the desired 1.3. This report assumes that the Unified Government will approve a proposed agreement regarding STAR bond issues. A PILOT payment has been considered in this analysis but no tax abatement is requested. This report assumes that the existing sales tax rates for the city, county and state will remain the same. The proposed average salary of the new jobs is below the county average wage and we adjusted retail spending estimates accordingly.

The PILOT payment schedule used in this analysis is according to the terms of the development agreement which provides for the PILOT to be in place of any property taxes.

If you have any questions or comments, you may reach me with the contact information below.

R. Steven Robb Digitally signed by R. Steven Robb
Date: 2022.03.22 16:19:04 -05'00'

R. Steven Robb
Sole Owner
Municipal Consulting, LLC
Cell: 620-704-6495 E-Mail: steverobb@ckt.net
2207 N. Free King Hwy, Pittsburg, KS 66762-8418

Column1	Column2	Column3	Column4	Column5	Column6
COST-BENEFIT ANALYSIS PROJECT SUMMARY					
PROJECT NAME:		**HFS KCK, LLC (Homefield Baseball)**			
DATE:			3/22/2022		
GOVERNMENTAL ENTITIES INVOLVED:					
CITY:			**City of Kansas City**		
COUNTY:			**Wyandotte County**		
SCHOOL DISTRICT:			**Kansas City USD 500**		
SPECIAL TAXING DISTRICT #1			**KC Community College**		
STATE:			**State of Kansas**		
INFLATION RATE:		2.20%			

This project is to develop and operate a youth baseball complex of at least 10 lighted fields with technology to rnhance individual and team training. The project is expected to create about 125 full and part-time jobs.

The assumed inflation rate is based on the 5-year moving average rate. The current rate is considerably higher but not likely to remain at this level.

HFS KCK, LLC (Homefield Baseball)

Column1	Column2	Column3	Column4	Column6	Column11
Community Data Inputs:					
	City of Kansas City	Wyandotte County	Kansas City USD 500	KC Community College	State
Mill Levy	38.482198	39.338122	60.830881	27.389913	1.500
Sales Tax	1.625%	1.000%	n/a	n/a	6.50%
Transient Guest Tax	8.00%	0.00%	n/a	n/a	n/a
Utility Revenue/HsHld	$499.74	n/a	n/a	n/a	n/a
Franchise Fees/HsHld	$110.38	n/a	n/a	n/a	n/a
Other Revenues/Res.	$96.34	$59.88	n/a	$107.55	$1,511.19
Marg. Cost/Res./Student	$102.86	$38.07	$1,602.43	$55.46	$654.19
Other Revenues/Worker	$91.73	$57.01	n/a	$102.40	$1,296.05
Marginal Cost/New Worker	$97.94	$36.25	n/a	$52.80	$561.06
State Funding/Pupil	n/a	n/a	$11,887.38	n/a	$10,173
Federal Funding/Pupil	n/a	n/a	$4,136.89	n/a	$1,022
Visitor Daily Spending	$50.00	$50.00			$75.00
Average Hotel Room Rate	$110	$110	Total Mill Levy:	167.541114	n/a
Retail Pull Factor	0.96	0.97			n/a
Percent of County Share	90.90%	100.00%			n/a
Ann. Local Per Capita Sales Tax	$211	$178			n/a
Ann. State Per Capita Sales Tax	$994	$1,011			$1,078
Annual Per Capita Retail Sales	$15,297	$15,561			$16,581
Average Household Size	2.68	2.67			2.49
Avg. Wage-All Occupations	$51,980	$51,980			$48,609

HFS KCK, LLC (Homefield Baseball)

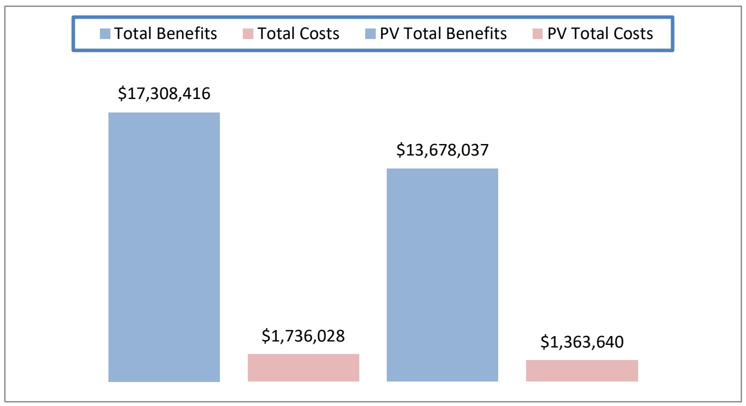
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
Firm Data Inputs:			First Expansion- Year 1											
			Land	Building	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Investment in Land & Building			$0	$40,000,000	$0	$0	$0	$0	$0	$0	$0	$0	$0	$40,000,000
Investment in Fixtures, etc.				$5,000,000	$0	$0	$0	$0	$0	$0	$0	$0	$0	$5,000,000
Unified Government Incentives			$0	State Incentives:	$0									$0
		Growth	**Const. Per.**	**Yr. 1**	**Yr. 2**	**Yr. 3**	**Yr. 4**	**Yr. 5**	**Yr. 6**	**Yr. 7**	**Yr. 8**	**Yr. 9**	**Yr. 10**	**Total**
Sales		0.00%		$7,000,000	$8,000,000	$9,000,000	$9,500,000	$10,000,000	$10,500,000	$11,000,000	$11,500,000	$12,000,000	$12,500,000	$101,000,000
Purchases		0.00%		$10,000,000	$2,500,000	$500,000	$500,000	$500,000	$50,000	$50,000	$50,000	$50,000	$50,000	$14,250,000
Net Utility Revenue-Firm		2.20%	$21,196	$78,729	$80,461	$82,231	$84,040	$85,889	$87,779	$89,710	$91,683	$93,700	$95,762	$891,180
Franchise Fees-Firm		2.20%	$0	$12,000	$12,264	$12,534	$12,810	$13,091	$13,379	$13,674	$13,975	$14,282	$14,596	$132,605
Net Utility Revenue-Emp.		2.20%	$0	$5,497	$9,704	$12,527	$14,403	$16,083	$17,273	$17,653	$18,041	$18,438	$18,844	$148,464
Franchise Fees-Employees		2.20%	$0	$1,214	$2,143	$2,767	$3,181	$3,552	$3,815	$3,899	$3,985	$4,073	$4,162	$32,793
PILOT- City			$0	$24,508	$24,753	$25,001	$25,251	$25,504	$25,759	$26,016	$26,276	$26,539	$26,804	$256,412
PILOT - County			$0	$25,054	$25,304	$25,557	$25,813	$26,071	$26,332	$26,595	$26,861	$27,129	$27,401	$262,115
PILOT - State			$0	$955	$965	$975	$984	$994	$1,004	$1,014	$1,024	$1,034	$1,045	$9,995
PILOT - School			$0	$38,742	$39,129	$39,521	$39,916	$40,315	$40,718	$41,125	$41,536	$41,952	$42,371	$405,324
PILOT - Comm. Coll.			$0	$17,444	$17,618	$17,795	$17,973	$18,152	$18,334	$18,517	$18,702	$18,889	$19,078	$182,503
New FTE Employees				22.0	16.0	10.0	6.0	5.0	3.0	0.0	0.0	0.0	0.0	62
New to the City			50%	11.0	8.0	5.0	3.0	2.5	1.5	0.0	0.0	0.0	0.0	32
New to the County			75%	16.5	12.0	7.5	4.5	3.8	2.3	0.0	0.0	0.0	0.0	47
New to the State				11.0	7.0	4.0	3.0	1.0	1.0	0.0	0.0	0.0	0.0	27
New students in K-12			50%	11.0	8.0	5.0	3.0	2.5	1.5	0.0	0.0	0.0	0.0	32
New employee average salary				$32,000	$32,400	$32,804	$33,212	$33,624	$34,040	$34,461	$34,885	$35,314	$35,747	N/A
Tax Abatement-Land				0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	N/A
Tax Abatement-Bldg.				0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	N/A
Visitors		0.0%	0	291,000	301,000	311,000	321,000	331,000	341,000	351,000	361,000	371,000	381,000	3,360,000
				City	**County**	**State**								
Percentage of sales taxable in the				100%	100%	100%								
Percentage of purchases taxable in the				50%	50%	75%								
Assumed Inflation Rate				2.20%										

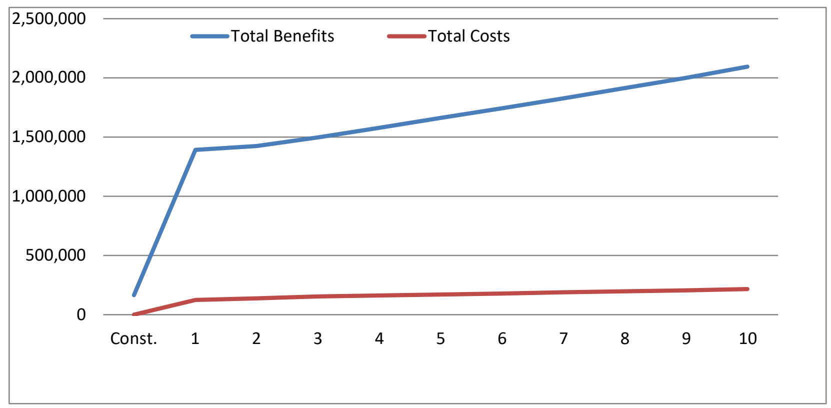
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
COST-BENEFIT ANALYSIS PROJECT SUMMARY								
PROJECT NAME:		**HFS KCK, LLC (Homefield Baseball)**						
DATE:		3/22/2022						
Entity	**Total Benefits**	**Total Costs & Incentives**	**Net Benefits**	**Net Present Value of Net Benefits**	**NPV of Incentives & Taxes Abated**	**Ratio of NPV of Net Benefits to NPV of Incentives and Taxes Abated**	**Actual Benefit to Actual Cost Ratio**	**Avg. Annual Rate of Return**
City of Kansas City	$17,308,416	$1,736,028	$15,572,388	$12,314,397	$0	0.00	9.97	90%
Wyandotte County	$5,039,909	$988,366	$4,051,543	$3,440,499	$0	0.00	5.10	41%
Kansas City USD 500	$5,326,961	$476,049	$4,850,912	$3,931,505	$0	0.00	11.19	102%
KC Community College	$268,451	$44,320	$224,131	$187,528	$0	0.00	6.06	51%
State of Kansas	$32,295,325	$8,612,445	$23,682,880	$19,347,536	$0	0.00	3.75	27%

SUMMARY OF COSTS AND BENEFITS FOR: **City of Kansas City**
PROJECT: **HFS KCK, LLC (Homefield Baseball)**
DATE: 3/22/2022
DISCOUNT RATE: 4.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: **9.97**
Ratio of Present Value of Total Benefits to Present Value of Total Costs: **10.03**
(Typical desired ratio would be 1.3 to 1) **Average ROI** **89.70%**

Year	Sales and Transient Guest Taxes	New Property Taxes	Utilities and Franchise Fees	PILOT Payment	Other City Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various City Services	STAR Bond Sales & Guest Tax* Collections	Property Taxes Abated	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Net Present Value of Incentives & Taxes Abated
Const.	143,281	0	21,196	0	0	164,477	164,477	0	0	0	0	0	164,477	164,477	164,477	0
1	1,268,615	0	97,440	24,508	2,851	1,393,414	1,336,594	3,044	120,192	0	123,235	118,210	1,270,179	1,434,656	1,218,384	0
2	1,290,667	0	104,572	24,753	5,033	1,425,025	1,311,177	5,373	133,059	0	138,432	127,372	1,286,593	2,721,250	1,183,805	0
3	1,357,525	0	110,059	25,001	6,497	1,499,083	1,323,073	6,936	146,027	0	152,964	135,004	1,346,119	4,067,369	1,188,069	0
4	1,433,353	0	114,435	25,251	7,470	1,580,508	1,338,056	7,975	154,101	0	162,076	137,214	1,418,432	5,485,801	1,200,843	0
5	1,511,160	0	118,616	25,504	8,341	1,663,621	1,350,988	8,905	162,283	0	171,188	139,018	1,492,432	6,978,233	1,211,970	0
6	1,586,968	0	122,246	25,759	8,958	1,743,930	1,358,456	9,564	170,576	0	180,140	140,322	1,563,790	8,542,023	1,218,134	0
7	1,667,751	0	124,935	26,016	9,155	1,827,857	1,365,772	9,774	178,984	0	188,759	141,040	1,639,099	10,181,122	1,224,732	0
8	1,751,046	0	127,684	26,276	9,356	1,914,363	1,372,080	9,989	187,511	0	197,500	141,554	1,716,863	11,897,984	1,230,526	0
9	1,836,930	0	127,684	26,539	9,562	2,000,716	1,375,498	10,209	196,159	0	206,368	141,879	1,794,348	13,692,332	1,233,620	0
10	1,925,481	0	133,364	26,804	9,772	2,095,421	1,381,865	10,434	204,932	0	215,366	142,027	1,880,056	15,572,388	1,239,838	0
Total	$15,772,777	$0	$1,202,233	$256,412	$76,994	$17,308,416	$13,678,037	$82,203	$1,653,825	$0	$1,736,028	$1,363,640	$15,572,388	$15,572,388	$12,314,397	$0

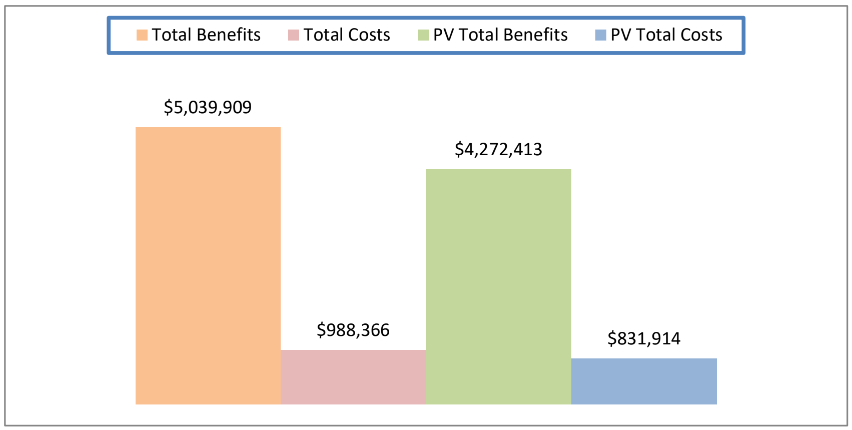


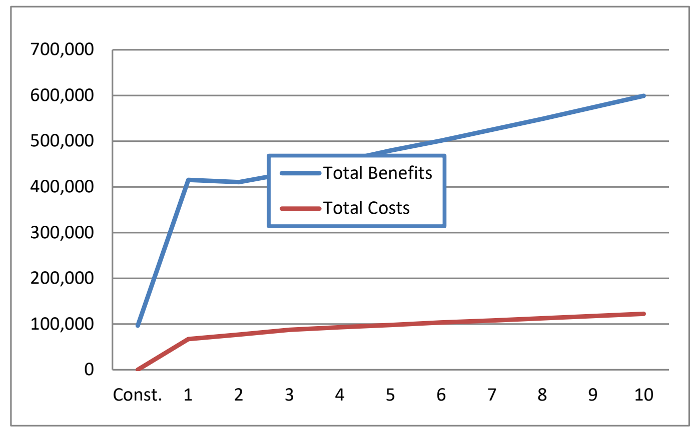


* The development agreement calls for 1% of the city's 1.625% sales tax and 7.84% of the transient guest tax on sales in the project area to be applied toward the project Star bonds.

SUMMARY OF COSTS AND BENEFITS FOR:	**Wyandotte County**	**Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:**	**5.10**
PROJECT: **HFS KCK, LLC (Homefield Baseball)**		**Ratio of Present Value of Total Benefits to Present Value of Total Costs:**	**5.14**
DATE: 3/22/2022	**DISCOUNT RATE:** 2.98%	(Typical desired ratio would be 1.3 to 1) **Average ROI**	**40.99%**

Year	Sales Taxes	New Property Taxes	PILOT Payment	Other County Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various County Services	STAR Bond Sales Tax* Collections	Property Taxes Abated	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Net Present Value of Incentives & Taxes Abated
Const.	97,000	0	0	0	97,000	97,000	0	0	0	0	0	97,000	97,000	97,000	0
1	388,505	0	25,054	2,601	416,159	404,113	1,653	65,406	0	67,059	65,118	349,100	446,100	338,995	0
2	380,910	0	25,304	4,591	410,805	387,367	2,919	74,749	0	77,668	73,237	333,137	779,237	314,130	0
3	399,623	0	25,557	5,927	431,107	394,744	3,768	84,093	0	87,861	80,450	343,246	1,122,483	314,293	0
4	422,715	0	25,813	6,814	455,342	404,866	4,332	88,765	0	93,097	82,777	362,245	1,484,728	322,089	0
5	446,104	0	26,071	7,609	479,784	414,250	4,837	93,437	0	98,274	84,851	381,510	1,866,237	329,399	0
6	467,227	0	26,332	8,172	501,730	420,659	5,195	98,109	0	103,304	86,612	398,426	2,264,664	334,047	0
7	490,255	0	26,595	8,351	525,201	427,591	5,310	102,780	0	108,090	88,001	417,111	2,681,775	339,590	0
8	513,902	0	26,861	8,535	549,298	434,265	5,426	107,452	0	112,879	89,240	436,419	3,118,194	345,025	0
9	538,187	0	27,129	8,723	574,039	440,688	5,546	112,124	0	117,670	90,335	456,369	3,574,563	350,353	0
10	563,129	0	27,401	8,915	599,444	446,871	5,668	116,796	0	122,464	91,294	476,980	4,051,543	355,577	0
Total	$4,707,558	$0	$262,115	$70,236	$5,039,909	$4,272,413	$44,654	$943,712	$0	$988,366	$831,914	$4,051,543	$4,051,543	$3,440,499	$0





* The development agreement calls for 93.4368% of the county's 1% sales tax on sales from the project area to go toward retiring the Star bonds for the project.

SUMMARY OF COSTS AND BENEFITS FOR: Kansas City USD 500

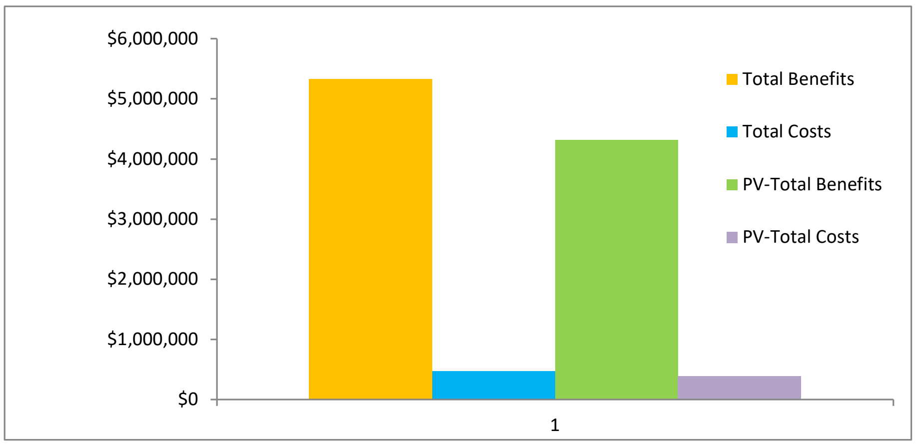
PROJECT: HFS KCK, LLC (Homefield Baseball)

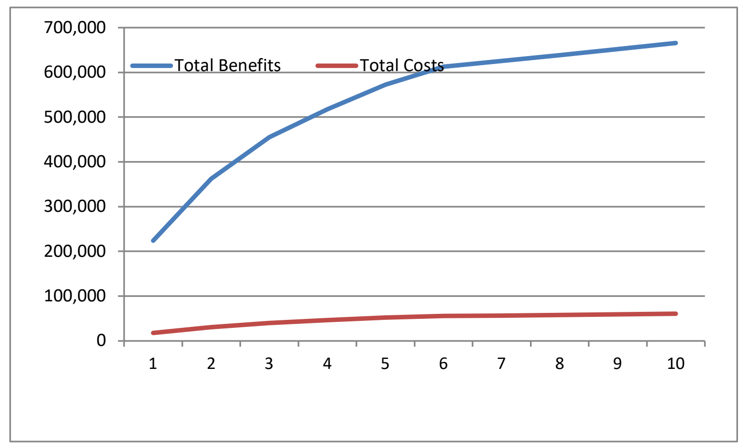
DATE: 3/22/2022

DISCOUNT RATE: 3.53%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:	**11.19**
Ratio of Present Value of Total Benefits to Present Value of Total Costs:	**11.21**
(Typical desired ratio would be 1.3 to 1) **Average ROI**	**101.90%**

Year	New Property Taxes	PILOT Payment	District Capital Outlay Taxes	Additional State, Federal and Other Funding	Total Benefits	Net Present Value of Total Benefits	Additional Marginal Costs	Property Taxes Abated	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Net Present Value of Taxes Abated
1	0	38,742	5,105	180,145	223,992	216,351	17,627	0	17,627	17,025	206,365	206,365	199,326	0
2	0	39,129	5,218	318,005	362,352	338,053	31,116	0	31,116	29,029	331,236	537,601	309,023	0
3	0	39,521	5,333	410,527	455,380	410,351	40,169	0	40,169	36,197	415,211	952,812	374,154	0
4	0	39,916	5,450	472,004	517,369	450,308	46,184	0	46,184	40,198	471,185	1,423,997	410,110	0
5	0	40,315	5,570	527,054	572,938	481,663	51,571	0	51,571	43,355	521,367	1,945,365	438,308	0
6	0	40,718	5,692	566,038	612,448	497,316	55,385	0	55,385	44,974	557,063	2,502,427	452,342	0
7	0	41,125	5,817	578,490	625,433	490,536	56,604	0	56,604	44,395	568,829	3,071,257	446,141	0
8	0	41,536	5,945	591,217	638,699	483,853	57,849	0	57,849	43,824	580,850	3,652,107	440,029	0
9	0	41,952	6,076	604,224	652,252	477,265	59,122	0	59,122	43,260	593,130	4,245,237	434,005	0
10	0	42,371	6,210	617,517	666,098	470,771	60,422	0	60,422	42,704	605,676	4,850,912	428,067	0
Total	$0	$405,324	$56,417	$4,865,220	$5,326,961	$4,316,467	$476,049	$0	$476,049	$384,962	$4,850,912	$4,850,912	$3,931,505	$0





SUMMARY OF COSTS AND BENEFITS FOR: KC Community College

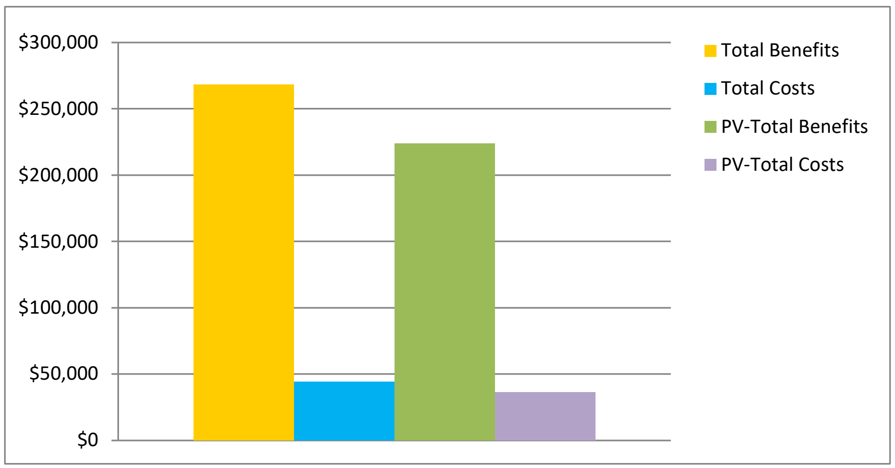
PROJECT: HFS KCK, LLC (Homefield Baseball)

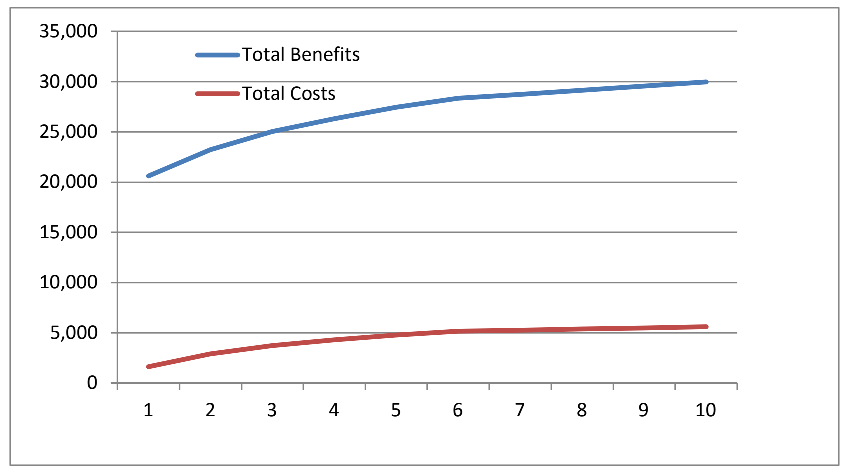
DATE: 3/22/2022

DISCOUNT RATE: 3.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:	**6.06**
Ratio of Present Value of Total Benefits to Present Value of Total Costs:	**6.15**
(Typical desired ratio would be 1.3 to 1) **Average ROI**	**50.57%**

Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	Property Taxes Abated	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Net Present Value of Taxes Abated
1	0	17,444	3,182	20,626	19,977	1,641	0	1,641	1,589	18,985	18,985	18,388	0
2	0	17,618	5,618	23,236	21,796	2,897	0	2,897	2,717	20,339	39,325	19,079	0
3	0	17,795	7,252	25,047	22,755	3,740	0	3,740	3,398	21,307	60,632	19,358	0
4	0	17,973	8,338	26,311	23,151	4,300	0	4,300	3,783	22,011	82,643	19,368	0
5	0	18,152	9,311	27,463	23,405	4,801	0	4,801	4,092	22,662	105,305	19,313	0
6	0	18,334	10,000	28,333	23,386	5,156	0	5,156	4,256	23,177	128,482	19,130	0
7	0	18,517	10,220	28,737	22,972	5,270	0	5,270	4,213	23,467	151,949	18,760	0
8	0	18,702	10,444	29,147	22,567	5,386	0	5,386	4,170	23,761	175,710	18,397	0
9	0	18,889	10,674	29,563	22,169	5,504	0	5,504	4,127	24,059	199,769	18,042	0
10	0	19,078	10,909	29,987	21,779	5,625	0	5,625	4,086	24,362	224,131	17,693	0
Total	$0	$182,503	$85,948	$268,451	$223,959	$44,320	$0	$44,320	$36,431	$224,131	$224,131	$187,528	$0

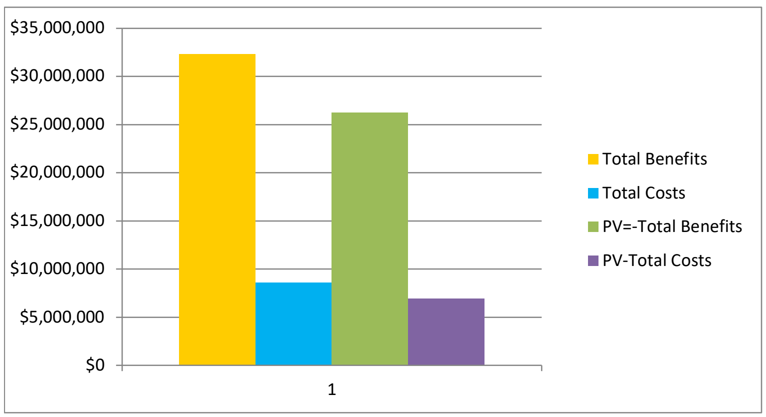


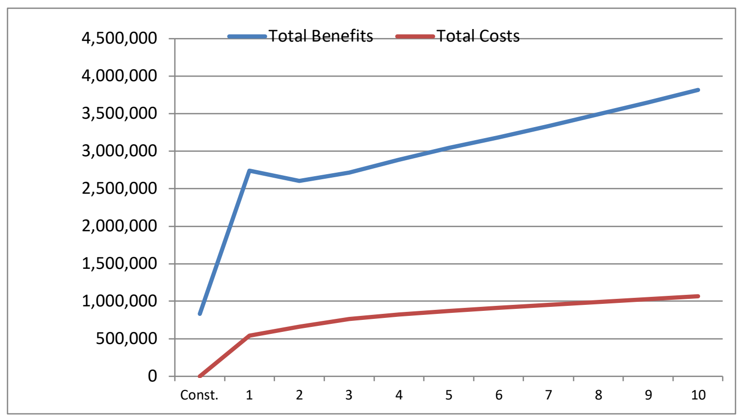


SUMMARY OF COSTS AND BENEFITS FOR: State of Kansas
PROJECT: HFS KCK, LLC (Homefield Baseball)
DATE: 3/22/2022
DISCOUNT RATE: 3.80%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:	**3.75**
Ratio of Present Value of Total Benefits to Present Value of Total Costs:	**3.80**
(Typical desired ratio would be 1.3 to 1) **Average ROI**	**27.50%**

Year	Sales Taxes	New Property Taxes	Corporate and Personal Income Taxes	PILOT Payment	Other State Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various State Services	Cost of Educating New Students	Property Taxes Abated	STAR Bond Sales Tax* Collections	Total Costs	Net Present Value of Total Costs	Net Benefits or Costs	Cumulative Net Benefits or Costs	Net Present Value of Net Benefits	Present Value of Taxes Abated and Incentives
Const.	630,500	$0	200,000	0	0	830,500	830,500	0	$0	$0	$0	0	0	830,500	830,500	830,500	0
1	2,681,735	$0	14,784	955	42,798	2,740,272	2,639,906	18,261	66,819	$0	455,000	540,080	520,299	2,200,192	3,030,692	2,119,607	0
2	2,505,971	$0	25,855	965	71,573	2,604,365	2,417,081	30,539	111,746	$0	520,000	662,285	614,659	1,942,080	4,972,772	1,802,422	0
3	2,592,156	$0	33,066	975	89,403	2,715,600	2,428,007	38,147	139,583	$0	585,000	762,730	681,954	1,952,870	6,925,642	1,746,054	0
4	2,740,375	$0	37,662	984	103,830	2,882,852	2,483,140	44,303	162,106	$0	617,500	823,909	709,673	2,058,943	8,984,585	1,773,468	0
5	2,890,770	$0	41,660	994	110,358	3,043,782	2,525,732	47,088	172,300	$0	650,000	869,388	721,418	2,174,395	11,158,980	1,804,314	0
6	3,019,667	$0	44,320	1,004	117,124	3,182,116	2,543,808	49,975	182,863	$0	682,500	915,338	731,728	2,266,778	13,425,758	1,812,080	0
7	3,169,125	$0	44,868	1,014	119,701	3,334,709	2,568,154	51,075	186,886	$0	715,000	952,960	733,902	2,381,748	15,807,506	1,834,252	0
8	3,322,603	$0	45,420	1,024	122,334	3,491,382	2,590,331	52,198	190,997	$0	747,500	990,695	735,018	2,500,686	18,308,193	1,855,313	0
9	3,480,227	$0	45,979	1,034	125,026	3,652,266	2,610,448	53,347	195,199	$0	780,000	1,028,546	735,150	2,623,720	20,931,913	1,875,297	0
10	3,642,117	$0	46,543	1,045	127,776	3,817,481	2,628,598	54,520	199,494	$0	812,500	1,066,514	734,368	2,750,967	23,682,880	1,894,230	0
Total	$30,675,247	$0	$580,158	$9,995	$1,029,925	$32,295,325	$26,265,705	$439,453	$1,607,992	$0	$6,565,000	$8,612,445	$6,918,169	$23,682,880	$23,682,880	$19,347,536	$0





* The development agreement calls for 100% of the state's 6.5% sales tax on sales from the project area to go toward retiring the Star bonds for the project.

HFS KCK, LLC (Homefield Baseball)
Other Economic Impacts of the Project

	In the First Year	Over 10 Years
Permanent jobs created	22	62
Construction jobs created	433	0
Number of New Residents in the Community	29	83
Number of Additional Students in the Local School District	11	31
Increase in Local Personal Incomes	$704,000	$18,102,770
Increase in Local Retail Sales	$47,572,286	$482,606,700
Increase in the Community's Property Tax Base	$40,000,000	$40,000,000

Estimated Property Tax Revenue after the PILOT period ends:

City	$30,520
County	$31,199
School	$48,245
Comm. Coll.	$21,723
State	$1,190
Total	$132,877

HFS KCK, LLC (Homefield Baseball)

Overall Cost-Benefit Summary

	DIRECT REVENUES						TOTAL DIRECT REVENUES	ALL INDIRECT REVENUES	TOTAL ALL REVENUES	DIRECT COSTS		INDIRECT COSTS	TOTAL COSTS	NET BENEFITS
TAXING ENTITY	Sales and Guest Taxes	PILOT Payment	New Property Taxes	School Federal & State Funding	Corporate & Personal Income Taxes	City Utilities & Franchise Fees				STAR Bond Collections	Cost of Educating New Students	ALL INDIRECT COSTS		
City of Kansas City	15,772,777	256,412	0			1,202,233	17,231,421	76,994	**17,308,416**	1,653,825	0	82,203	**1,736,028**	**15,572,388**
Wyandotte County	4,707,558	262,115	0				4,969,673	70,236	**5,039,909**	943,712	0	44,654	**988,366**	**4,051,543**
Kansas City USD 500		405,324	56,417	4,865,220			5,326,961		**5,326,961**	0	476,049	0	**476,049**	**4,850,912**
KC Community College		182,503	0				182,503	85,948	**268,451**	0	0	44,320	**44,320**	**224,131**
State of Kansas	30,675,247	9,995	0	0	580,158		31,265,400	1,029,925	**32,295,325**	6,565,000	1,607,992	439,453	**8,612,445**	**23,682,880**
TOTALS	$51,155,582	$1,116,349	$56,417	$4,865,220	$580,158	$1,202,233	$58,975,959	$1,263,103	**$60,239,062**	$9,162,536	$2,084,041	$610,630	**$11,857,207**	**$48,381,855**

UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

(A non-refundable application fee of $1,000 must accompany this application when filed with the Unified Clerk's Office)

The undersigned hereby agrees that the submission of this Application to the Unified Government, and the Unified Government's adoption of a Resolution indicating an intent to issue the Bonds to provide funds for the Project will not give rise to an obligation by the Unified Government to fund such Project in the amount requested or in any amount. The undersigned further understands and agrees that there is no assurance that Bonds will be issued by the Unified Government or that Bond proceeds will be sufficient to fund the Project as hereby requested.

3/16/2022
Date of Application

HFS KCK, LLC (or assigns, "**Applicant**")
Applicant (Firm Name or Name of Individual)

Telephone Number (816) 739-7939
Fax Number
E-mail Address rheineman@homefieldkc.com

520 W Pennway St, Suite 300, Kansas City, MO 64108
Address

Robb Heineman
Name of Responsible Officer

Authorized Representative
Title

520 W Pennway St, Suite 300, Kansas City, MO 64108
Address

Curt Petersen
Attorney for Applicant

Telephone Number (913) 234-7458
Fax Number c
E-mail Address cpetersen@polsinelli.com

900 W. 48th Place, Suite 900, Kansas City, MO 64112
Address

Applicant or its Lender
Underwriter or Purchaser of Bonds (If known)

Telephone Number
Fax Number
E-mail Address

Address

Amount of Bonds Requested:

$ 45,000,000

Nature of Project:

- ☐ **Industrial**
- ☒ **Commercial**
- ☐ **Agricultural**
- ☐ **Pollution Control**
- ☐ **Other (please specify)** ____________________

UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

I. Corporate or Business Entity Information

A. In what line or lines of business is the applicant engaged?

Applicant is a special purpose entity formed solely for the purpose of developing the Project (as described in Section II below). Additional information can be provided upon request.

B. Is the Applicant a proprietorship, partnership, limited liability company or corporation?

LLC

C. Year and state of incorporation or formation of business entity?

2020 - KS

If proprietorship, partnership, limited liability company or closed corporation, list the names and owners and the approximate amounts owned by each of its principal stockholders:

Please see Question I(A) above.

D. If applicant is subsidiary of another business entity, state name and address of parent:

Please see Question I(A) above.

E. List the name and titles of the principal officers of the applicant firm:

Robb Heineman, Authorized Representative

F. List the name of the certified public accounting firm (or firms) which has performed audits of the applicant firm (or its parent books and records for the past five years:

N/A

If the applicant corporation or its parent is a publicly held corporation and regularly files annual and quarterly reports on Form 10-K and Form 10-Q, respectively, attach as a part of this application, copies of the most recent Form 10-K and Form 10-Q, the applicant's most recent report to shareholders, as well as any reports on Form 8-K filed within the past fiscal year.

UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

II. The Project

A. Type of project (check one)

- [x] **New business**
- [ ] **Establishment of branch plant / business**
- [ ] **Acquisition of existing business**
- [ ] **Expansion of existing business**

B. Briefly describe the nature of the proposed project, including detailed information as to the structure itself (size of building, amount of land to be purchased, etc.), and what products or services are to be manufactured or provided:

Developer will design, develop, construct and operate a youth baseball complex which will include at least ten (10) lighted fields and integrate state-of-the-art technology to enhance individual and team training as well a analytics and data capture, concessions and restrooms

C. Will the facility engage in direct retail sales? If so, are any of the retail sales catalog or on-line sales, and if so, how much:

Yes, the Project will engage in direct retail sales.

D. What is the street address or location of the proposed project? NEC and NWC of N. 90th Street and State Avenue, Kansas City, KS 66112

E. Legal description of the property (attach separate sheet if necessary):

Will be completed in zoning/platting process.

F. Appraised value of property to be acquired from County Appraiser:

Real Estate	**$**	431,495**
Improvements	**$**	0
Equipment	**$**	0

**The Project site consists of Parcel No. 934523 and a portion of Parcel No. 938500. The above figure assumes the Project occupies approximately 50% of Parcel No. 938500 (fully 2022 County appraised value is $938,500).

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

G. Will the applicant be in direct competition with other local firm(s)? If so, name the firm(s): There are other baseball complexes in the area; however, the Project is distinguishable based on its size/scope, superior design, location, quality of service, and unique amenities and offerings.

Describe the nature of the competition:

N/A

H. Does the applicant have a single or a multiple plant business or operation?

N/A

I. Does the applicant or its parent presently have facilities located in Kansas City, Kansas and / or Wyandotte County? If so, describe and provide location:

No.

J. Will the Kansas City Kansas / Wyandotte County facility be the main operation of the applicant? If not, where is the main operation located?

Yes

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

III. Nature of Improvements

A. Approximate amount requested:

Land	**$**	0
Buildings	**$**	45,000,000
Machinery and Equipment	**$**	included above
Financing Costs	**$**	included above
Other (specify)	**$**	
Total	**$**	45,000,000

B. What type of machinery and equipment is proposed to be financed?

TBD

C. Name, address and telephone number of contractor, architect, engineer:

Clarkson Construction, 4133 Gardner Ave, Kansas City, MO 64120

D. How many persons will be employed at the project

Approx. 125

How many new jobs will be created initially?

How many new jobs will created ultimately?

E. Briefly describe the approximate numbers of persons to be employed at the project at all levels (management, office, skilled, and unskilled, for example):

The Project is expected to create approx. 125 jobs across a variety of employment levels and positions, commensurate with other comparable training facilities.

F. What dollar amount or percentage of the applicant's total projected annual sales is expected to be generated by the project?

100%

What were applicant's total assets at all locations at the end of the last fiscal year?

N/A

H. Is the prospective location properly zoned?

See below

If a zoning change is pending, cite application number and present status. If application has not been make, briefly describe what change will be need and plans for submitting application:

Applicant is currently in the planning/zoning process.

I. Is there likelihood for expansion of the proposed facility within 3 years?

TBD

Is such expansion contemplated in this application for the resolution of intent?

No

J. What is the estimated date for operations to begin at the project?

2023

IV. The Financing

A. Will the applicant pledge any assets other than the project itself to secure the bonds? If so, what?

No

B. What other person, firm or corporation will guarantee the payment of the bonds?

N/A

SUBMIT AS AN ATTACHMENT, THE SAME FINANCIAL INFORMATION WITH RESPECT TO THE GUARANTOR AS IS REQUESTED FOR THE APPLICANT UNDER PART III ABOVE.

C. What portion of the project will be financed from funds other than bond proceeds?

N/A

What is the source of such funds?

N/A

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

D. Has the applicant consulted a prospective purchaser or underwriter to determine whether the bonds are marketable?

N/A. Applicant will purchase the bonds.

If so, state the name, address and principal contact of the prospective underwriter:

E. If the bonds are to be privately placed, please attach the letter of intent or commitment letter relating to such sale:

F. Has the applicant considered conventional financing?

G. Does the applicant or its parent intend to purchase all or any part of the proposed bond issue

Applicant will purchase the bonds.

V. Tax Abatement

Is the applicant requesting any tax abatement for the project in accordance with the Unified Government's policy? Describe estimated amount of tax abatement?

No abatement required. Fixed PILOT structure.

VI. Appraiser's Statement

Attach as a part of this application, a letter signed by the County Appraiser stating the estimated amount of ad valorem taxes payable for the land and improvements to be financed through the proceeds of the proposed bonds.

UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS

APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

VI. Certification of Applicant

The undersigned hereby represents and certifies that, to the best knowledge and belief of the undersigned, this application contains no information or data, contained herein or in the exhibits or attachments, that is false or incorrect and that it is truly descriptive of the property which is intended as the security for the proposed bonds.

A check in the amount of $1,000 representing the non-refundable application fee is enclosed.

The undersigned acknowledges and agrees to pay a bond origination fee calculated on the schedule set forth below (less the $1,000 application fee) to the Unified Government simultaneously with the issuance of the bonds.

APPLICANT NAME: HFS KCK, LLC, by Robb Heineman

SIGNATURE: ______________________

TITLE: Authorized Representative

Bond Origination Fee: **.400% of principal amount of bonds issued up to $10,000,000**

.250% of principal amount of bonds issued $10,000,000 -- $25,000,000

.125% of principal amount of bonds issued $25,000,000 and over

Dated this 16th **day of** March 2022

HFS KCK, LLC
Applicant Name

By: Robb Heineman
Title: Authorized Representative

FIRM DATA SHEET
(To be completed by the Firm)

Firm and Its Employees

Name of Firm: HFS KCK, LLC

Description of the Firm's location or expansion in the community:

Developer will design, develop, construct and operate a youth baseball complex which will include at least ten (10) lighted fields and integrate state-of-the-art technology to enhance individual and team training as well as analytics and data capture, concessions and restrooms

SIC ____________________

Market Value of the Firm's initial new or additional investment in:

Land	**$**
Building and improvements	**$**
Furniture, fixtures and equipment	**$**

Projected expansions:

Expansion 2:

Year of expansion: TBD

Additional investment in:

Land	**$**
Buildings and improvements	**$**
Furniture, fixtures and equipment	**$**

Expansion 3:

Year of expansion ____________________

Additional investment in:

Land	**$**
Buildings and improvements	**$**
Furniture, fixtures and equipment	**$**

Expansion 4:

Year of expansion ____________________

Additional investment in:

Land	**$**
Buildings and improvements	**$**
Furniture, fixtures and equipment	**$**

FIRM DATA SHEET
(To be completed by the Firm)

New or additional sales of the firm

Year	
1	7,000,000
2	8,000,000
3	9,000,000
4	9,500,000
5	10,000,000
6	10,500,000
7	11,000,000
8	11,500,000
9	12,000,000
10	12,500,000

Percent of sales subject to sales taxes in the:

City	100%	%
County	100%	%
State	100%	%

Annual net taxable income, as a percent or sales, on which state corporate income taxes will be computed: 10 %

Annual purchases of the firm:

Year	
1	$ 10,000,000
2	$ 2,500,000
3	$ 500,000
4	$ 500,000
5	$ 500,000
6	$ 500,000
7	$ 500,000
8	$ 500,000
9	$ 500,000
10	$ 500,000

Percent of purchases subject to sales taxes in the:

City	50%	%
County	50%	%
State	75%	%

FIRM DATA SHEET
(To be completed by the Firm)

Annual utilities that will be used by the firm:

Water	**$**	250,000
Wastewater	**$**	(included above)
Telephone	**$**	20,000
Electricity	**$**	300,000
Gas	**$**	110,000
Garbage	**$**	100,000
Cable	**$**	150,000 (includes Internet)
Other	**$**	20,000
	$	
	$	
	$	

Year		
1	**$**	850,000
2	**$**	860,000
3	**$**	870,000
4	**$**	880,000
5	**$**	890,000
6	**$**	900,000
7	**$**	910,000
8	**$**	920,000
9	**$**	930,000
10	**$**	940,000

Number of new employees moving to the county each year:

Year	**From out-of state**	**Total**
1	11	22
2	7	16
3	4	10
4	3	6
5	1	5
6	1	3
7	0	0
8	0	0
9	0	0
10	0	0

FIRM DATA SHEET
(To be completed by the Firm)

Average Annual Salaries of employees:

Year	
1	32,000
2	32,400
3	32,804
4	33,212
5	33,624
6	34,040
7	34,461
8	34,885
9	35,314
10	35,747

Household size of a typical new worker: 3.5

Number of school age children in the household of a typical new worker: 1.5

Construction

Initial construction or expansion:

Cost of construction at the firm's new or expanded facility:	$	40,000,000
If construction is by an outside contractor, estimated percent profit on the cost of construction:	$	5%
Amount of taxable construction materials purchased in:		
Kansas	$	12,500,000
The County	$	7,000,000
The City	$	7,000,000
Amount of taxable furniture, fixtures and equipment purchased in:		
Kansas	$	3,000,000
The County	$	1,000,000
The City	$	1,000,000
Total construction salaries:	$	25,000,000
Amount paid to an average construction worker during the construction period	$	41,000
Household size of an average construction worker:	$	3.5
Number of construction workers:		609

FIRM DATA SHEET
(To be completed by the Firm)

Expansion 2:

Expansion construction costs:	**$**	TBD
If construction is by an outside contractor, estimated percent profit on the cost of construction:	**$**	
Amount of taxable construction materials purchased in:		
Kansas	**$**	
The County	**$**	
The City	**$**	
Amount of taxable furniture, fixtures and equipment purchase in:		
Kansas	**$**	
The County	**$**	
The City	**$**	
Total construction salaries:	**$**	
Amount paid to an average construction worker during the construction period:	**$**	
Number of construction workers:		

Expansion 3:

Expansion construction costs:	**$**	
If construction is by an outside contractor, estimated percent profit on the cost of construction:	**$**	
Amount of taxable construction materials purchased in:		
Kansas	**$**	
The County	**$**	
The City	**$**	
Amount of taxable furniture, fixtures and equipment purchase in:		
Kansas	**$**	
The County		
The City	**$**	
Total construction salaries:	**$**	
Amount paid to an average construction worker during the construction period:	**$**	
Number of construction workers:		

FIRM DATA SHEET
(To be completed by the Firm)

Expansion 4:

Expansion construction costs:	**$**	
If construction is by an outside contractor, estimated percent profit on the cost of construction:	**$**	
Amount of taxable construction materials purchased in:		
Kansas	**$**	
The County	**$**	
The City	**$**	
Amount of taxable furniture, fixtures and equipment purchase in:		
Kansas	**$**	
The County	**$**	
The City	**$**	
Total construction salaries:	**$**	
Amount paid to an average construction worker during the construction period:	**$**	
Number of construction workers:		

Visitors

Number of out-of –town visitors expected at the firm:

Year	
1	291,000
2	301,000
3	311,000
4	321,000
5	331,000
6	341,000
7	351,000
8	361,000
9	371,000
10	381,000
	391,000

Number of days that each visitor will stay in area: 1.5

Number of nights that a typical visitor will stay in a local hotel or motel:

In the City: 1

Anywhere in the county: 1

RESOLUTION NO. R-____-22

RESOLUTION DETERMINING THE INTENT OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS, TO ISSUE ITS INDUSTRIAL REVENUE BONDS IN THE PRINCIPAL AMOUNT NOT TO EXCEED $45,000,000 TO FINANCE THE COSTS OF ACQUIRING, CONSTRUCTING, IMPROVING AND EQUIPPING A MULTI-SPORT ATHLETIC COMPLEX FOR THE BENEFIT OF HFS KCK, LLC, AND ITS SUCCESSORS AND ASSIGNS (HOMEFIELD BASEBALL)

WHEREAS, the Unified Government of Wyandotte County/Kansas City, Kansas (the "Unified Government"), desires to promote, stimulate and develop the general welfare and economic prosperity of the Unified Government and its inhabitants and thereby to further promote, stimulate and develop the general welfare and economic prosperity of the State of Kansas; and

WHEREAS, the Unified Government is authorized and empowered under the provisions of K.S.A. 12-1740 to 12-1749d, inclusive (the "Act"), to issue revenue bonds to pay the cost of certain facilities (as defined in the Act) for the purposes set forth in the Act and to lease such facilities to private persons, firms or corporations; and

WHEREAS, HFS KCK, LLC, a Kansas limited liability company (together with successors or assigns, the "Company"), has submitted to the Unified Government an Application for the Issuance of Industrial Revenue Bonds (the "Application") requesting that the Unified Government finance the cost of acquiring, constructing, improving and equipping a multi-sport athletic complex, including baseball and other outdoor facilities and all related improvements more fully described in the Application and referred to as "Homefield Baseball" in the Development Agreement (defined herein), located approximately north of State Avenue and N. 94th Street in Kansas City, Kansas (collectively, the "Project") through the issuance of its revenue bonds in the principal amount not to exceed $45,000,000 (collectively, the "Bonds"), and to lease the Project to the Company or its successors and assigns in accordance with the Act; and

WHEREAS, it is hereby found and determined to be advisable and in the interest and for the welfare of the Unified Government and its inhabitants that the Unified Government finance the costs of the Project by the issuance of Bonds in the principal amount not to exceed $45,000,000, said Bonds to be payable solely out of rentals, revenues and receipts derived from the lease of the Project by the Unified Government to the Company or its successors and assigns.

NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS, AS FOLLOWS:

Section 1. Approval of Project. The governing body of the Unified Government hereby finds and determines that the acquiring, constructing, improving and equipping of the Project will promote the general welfare and economic prosperity of the Unified Government, and the issuance of the Unified Government's revenue bonds to pay such costs will be in furtherance of the public purposes set forth in the Act.

Section 2. Intent to Issue Bonds. The governing body of the Unified Government hereby determines and declares the intent of the Unified Government to acquire, construct, improve and equip the Project out of the proceeds of the Bonds in the principal amount of not to exceed $45,000,000 to be issued pursuant to the Act.

Section 3. Provision for the Bonds. Subject to the conditions of this Resolution, the Unified Government hereby expresses its intent to (i) issue its Bonds in one or more series to pay the costs of acquiring, constructing, improving and equipping the Project, with such maturities, interest rates, redemption terms and other provisions as may be determined by ordinance of the Unified Government; (ii) provide for the lease (with an option to purchase) of each Project to the Company; and (iii) to effect the foregoing, adopt such resolutions and ordinances and authorize the execution and delivery of such instruments and the taking of such action as may be necessary or advisable for the authorization and issuance of each series of Bonds by the Unified Government and take or cause to be taken such other action as may be required to implement the aforesaid.

Section 4. Conditions to Issuance. The issuance of each series of Bonds and the execution and delivery of any documents related to each series of Bonds are subject to (i) obtaining any necessary governmental approvals, including passage and publication of an ordinance authorizing each series of Bonds; (ii) agreement by the Unified Government, the Company and the purchaser of each series of Bonds upon (a) mutually acceptable terms for the Bonds and for the sale and delivery thereof and (b) mutually acceptable terms and conditions of any documents related to the issuance of the Bonds and the Project; (iii) the Company's compliance with the Unified Government's policies relating to the issuance of revenue bonds and ad valorem tax abatement; and (iv) Company's payment of all of the costs of issuance related to the issuance of the Bonds.

Section 5. Sale of the Bonds. The sale of each series of Bonds shall be the responsibility of the Company; provided, however, arrangements for the sale of each series of Bonds shall be acceptable to the Unified Government.

Section 6. Limited Obligations of the Unified Government. Each series of Bonds and the interest thereon shall be special, limited obligations of the Unified Government payable solely out of the amounts derived by the Unified Government under a Lease Agreement and as provided herein and are secured by a transfer, pledge and assignment of and a grant of a security interest in the Trust Estate to the Trustee and in favor of the owners of each series of Bonds, as provided in the respective Indenture. Each series of Bonds shall not constitute a general obligation of the Unified Government, the State or of any other political subdivision thereof within the meaning of any State constitutional provision or statutory limitation and shall not constitute a pledge of the full faith and credit of the Unified Government, the State or of any other political subdivision thereof and shall not be payable in any manner by taxation, but shall be payable solely from the funds provided for as provided in the respective Indenture. The issuance of each series of Bonds shall not, directly, indirectly or contingently, obligate the Unified Government, the State or any other political subdivision thereof to levy any form of taxation therefor or to make any appropriation for their payment.

Section 7. Ad Valorem Tax Abatement. Subject to the conditions in **Section 4** and the Development Agreement, in consideration of the Company's decision to acquire, construct and equip the Project, the Unified Government hereby agrees to take all appropriate action to request the Kansas Board of Tax Appeals to approve a 100% ad valorem property tax abatement (not including special assessments and taxes that may not be abated by the Unified Government under Kansas law) for all property (including real property and building improvements) financed with the proceeds of each series of Bonds.

In consideration of the City's agreement to request such 100% abatement, the Company will agree to make payments in lieu of tax for the Project as set forth below, subject to adjustment in accordance with the Development Agreement:

(1)Year	(2)PILOT
1	$106,703
2	107,770
3	108,848
4	109,936
5	111,036
6	112,146
7	113,267
8	114,400
9	115,544
10	116,699

(1) PILOTs will commence the calendar year after the Bonds are issued to finance the Project and will continue for up to 10 years thereafter; provided, such potential 10-year term shall begin on the calendar year following the first date of issuance of a series of industrial revenue bonds for either the Project or the Homefield Building (as defined and as further set forth in the Development Agreement).
(2) Excludes the school district capital outlay mills, as provided by Kansas law.

The Project financed with the proceeds of the Bonds shall be entitled to a maximum 10-year tax abatement, with the first year of the abatement being the year beginning on the January 1 following the year such Bonds are issued by the Unified Government.

Section 8. Required Disclosure. Any disclosure document prepared in connection with the offering any series of Bonds shall contain the following disclaimer:

NONE OF THE INFORMATION IN THIS OFFICIAL STATEMENT, OTHER THAN WITH RESPECT TO INFORMATION CONCERNING THE UNIFIED GOVERNMENT CONTAINED UNDER THE CAPTIONS "THE UNIFIED GOVERNMENT" AND "LITIGATION -- THE UNIFIED GOVERNMENT" HEREIN, HAS BEEN SUPPLIED OR VERIFIED BY THE UNIFIED GOVERNMENT, AND THE UNIFIED GOVERNMENT MAKES NO REPRESENTATION OR WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY OR COMPLETENESS OF SUCH INFORMATION.

Section 9. Termination. This Resolution shall terminate upon the earlier of (a) five years after the effective date of the Development Agreement (which is also the last date on which Bonds may be issued pursuant to this Resolution), or (b) any date when the Company's rights hereunder are earlier terminated pursuant to that certain Assignment, Assumption and Second Amended and Restated Development Agreement, dated as of the date set forth therein between the Unified Government and the Company (the "Development Agreement").

Section 10. No Reliance on Resolution. Kansas law provides that the Unified Government may only issue the Bonds by passage of an Ordinance and compliance with other state law requirements. The Unified Government has not yet passed an Ordinance for a series of Bonds. This Resolution only evidences the intent of the current governing body to issue the Bonds for the Project. The Company should not construe the adoption of this Resolution as a promise or guarantee that the Ordinance for the Bonds will be passed or that the Project will be approved.

Section 11. Benefit of Resolution. This Resolution will inure to the benefit of the Unified Government and the Company. The Unified Government may, at the request of the Company, assign all or a portion of the Company's interest in this Resolution to another entity, and such assignee will be entitled to the benefits of the portion of this Resolution assigned and the proceedings related hereto.

Section 12. Further Action. Counsel to the Unified Government and Gilmore & Bell, P.C., Bond Counsel for the Unified Government, together with the officers and employees of the Unified Government, are hereby authorized to work with the purchaser of each series of Bonds, the Company, their respective counsel and others, to prepare for submission to and final action by the Unified Government all documents necessary to effect the authorization, issuance and sale of the Bonds and other actions contemplated hereunder.

Section 13. Effective Date. This Resolution shall take effect and be in full force immediately after its adoption by the governing body of the Unified Government.

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ADOPTED BY THE COMMISSION OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS THIS 7TH DAY OF APRIL, 2022.

By: ____
Mayor/CEO

(Seal)

Attest:

By: ________________________________
Unified Government Clerk

Staff Request for Commission Action

Tracking No. 211433

Full Commission Meeting Date:

Committee: Economic Development & Finance

Date of Standing Committee Action: 4/4/22 (If none, please explain): For information only.

Publication Required: No

Date:	Contact Name:	Contact Phone:	Contact Email:	Department/Division:
03/17/2022	Andrea Vinyard	x8226	avinyard@wycokck.org	Treasurer

Item Description: 4th Quarter Cash Investment Report
Action Requested: For information only.
Budget Impact: (if applicable) Amount: Source: Included In Budget: Other (explain):
Attachments List: 2021 Invstmt Report - Q4

Unified Government of Wyandotte County and Kansas City, Kansas
Investment Portfolio Compliance Report
December 31, 2021

Investment Summary - Aggregate Portfolio By Type of Investment

Security Type	Original Cost	Market Value[1]	Amortized Cost[2]	% of Portfolio	% Permitted by Policy	In Compliance	Weighted Days to Maturity[3]	Weighted Average Yield[3]
Property Tax Held for Entities[4]	**$76,736,237**	**$76,736,237**	**$76,736,237**	**na**		✓	**-**	**0.25%**
Cash Equivalents	$205,464,763	$205,464,763	$205,464,763	74%	100%	✓	-	0.25%
Total Liquidity	**$205,464,763**	**$205,464,763**	**$205,464,763**	**74%**			**-**	**0.25%**
Certificates of Deposit	$73,705,000	$73,705,000	$73,705,000	26%	100%	✓	799	1.45%
Federal Agency Securities	$0	$0	$0	0%	50%	✓	-	0.00%
Total Securities	**$73,705,000**	**$73,705,000**	**$73,705,000**	**26%**			**799**	**1.45%**
Total Portfolio	**$279,169,763**	**$279,169,763**	**$279,169,763**	**100%**			**211**	**0.57%**

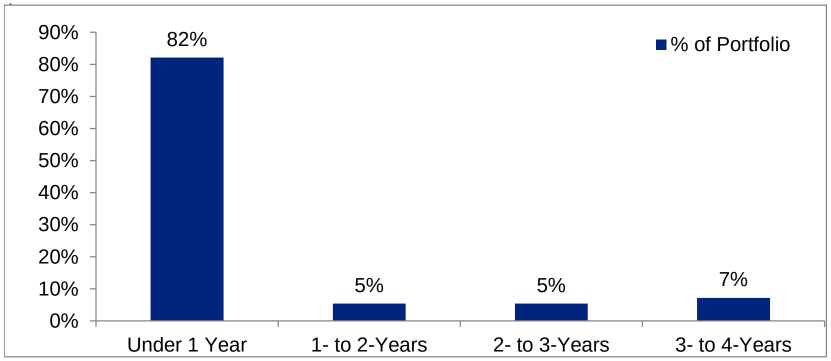
1. Market values provided by UMB Bank, Third-Party Safekeeping Custodial Agent. Recorded at time of settlement to reflect holding investments to maturity.

2. Amortized cost is the original cost of the principal of the security adjusted for the amount of the periodic reduction of any discount or premium from the purchase date until the date of the report.

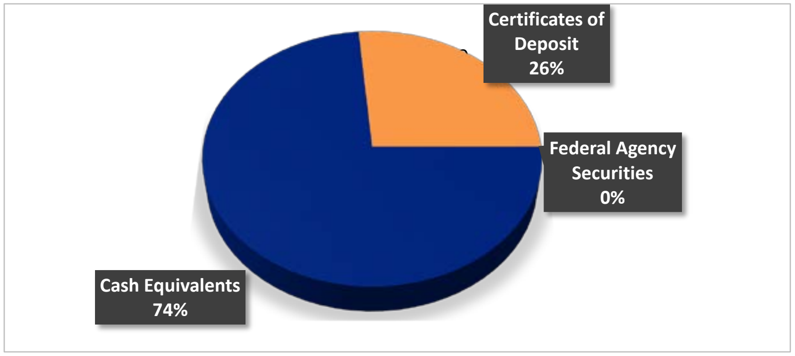
3. Averages shown are weighted averages calculated based on original cost. Average maturity is shown as days.

4. Property Tax collections temporarily held by the County on behalf of other governmental entities is not a part of the Unified Government's cash and investment value. The cash being held in trust is presented here for informational purposes.

Maturity Distribution



Sector Distribution



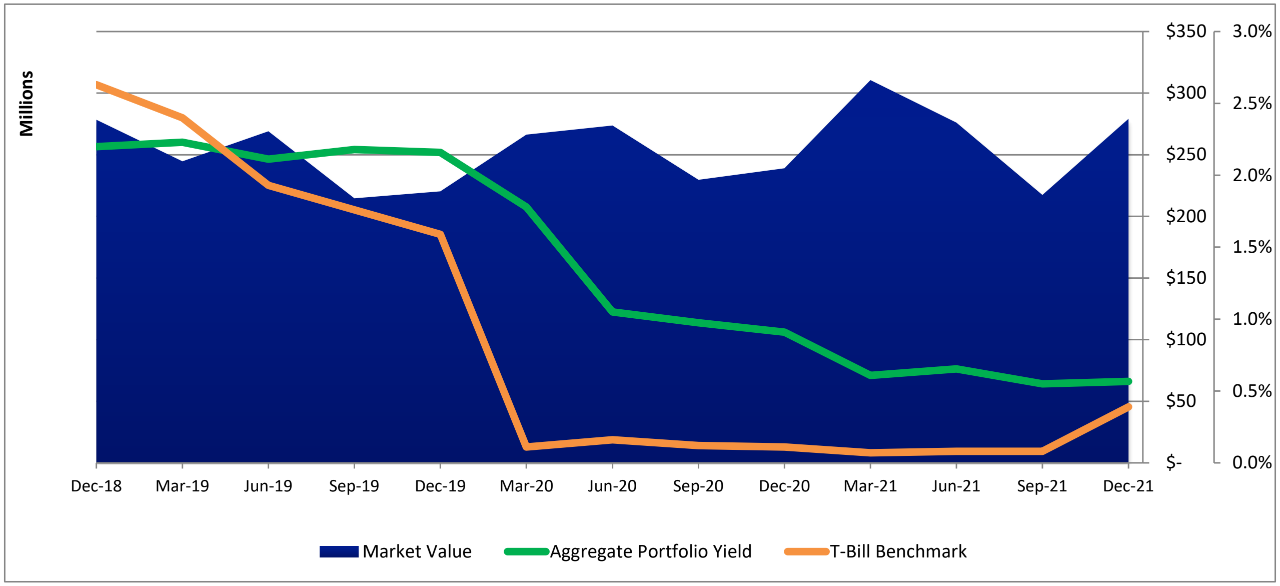
Unified Government of Wyandotte County and Kansas City, Kansas
Investment Portfolio Compliance Report
December 31, 2021

Compliance

	Yes	No
Liquidity	✓	
Permitted types of investments	✓	
Limits within investment categories	✓	
Limits within single agency/institution	✓	
Limits relating to maturity	✓	
The investment report herein shown along with ongoing income provides sufficient liquidity to meet estimated expenditures for next 6 months	✓	

Historic Portfolio Size

Aggregate Yield vs. US T-Bill Benchmark



Kathleen VonAchen

Kathleen VonAchen
Chief Financial Officer

December 31, 2021

Date

Unified Government of Wyandotte County and Kansas City, Kansas
Investment Portfolio Compliance Report
December 31, 2021

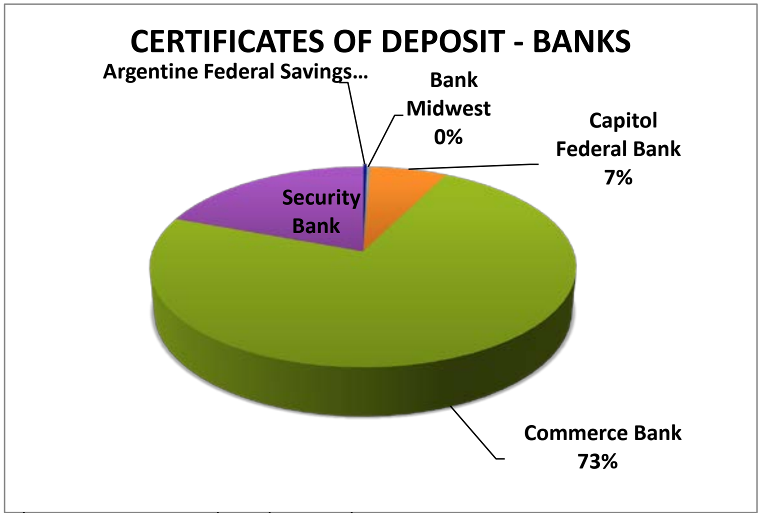
Issuer Detail - Aggregate Portfolio by Issuer

Issuer	Original Cost	Market Value[1]	% of Portfolio[3]	% Permitted by Issuer	In Compliance[3]	Weighted Average Maturity Days[2]	Weighted Average Yield[2]
Property Tax Held for Entities[3]	**76,736,237**	**76,736,237**	**na**	**See note 3**	✓	**0**	**0.25%**
UMB, Wyandotte Operating	205,326,763	205,326,763	74%	25%	✓	0	0.25%
UMB, Wyandotte Health	138,000	138,000	0%	25%	✓	0	0.00%
Cash Equivalents	**205,464,763**	**205,464,763**	**74%**		✓	**0**	**0.25%**
Argentine Federal Savings	235,000	235,000	0%	25%	✓	1	0.00%
Bank Midwest	235,000	235,000	0%	25%	✓	1	0.00%
Capitol Federal Bank	5,000,000	5,000,000	2%	25%	✓	6	0.18%
Commerce Bank	54,000,000	54,000,000	19%	25%	✓	744	0.78%
Security Bank of KC	14,235,000	14,235,000	5%	25%	✓	34	0.34%
Certificates of Deposit	**73,705,000**	**73,705,000**	**26%**		✓	**799**	**1.45%**
NA	-	-	0%	*50% of total portfolio*	✓	0	0.00%
NA	-	-	0.0%		✓	0	0.00%
Federal Agency Securities	**-**	**-**	**0%**		✓	**0**	**0.00%**
Grand Total	**279,169,763**	**279,169,763**	**100%**			**211**	**0.57%**

1. Market values provided by UMB Bank, Third-Party Safekeeping Custodial Agent.

2. Averages shown are weighted averages calculated based on original cost for the respective investment categories. Average maturity is shown as days.

3. Property Tax collections temporarily held by the County on behalf of other governmental entities is not a part of the Unified Government's cash and investment value for investment reporting purposes. The cash being held in trust is presented here for informational purposes.



Unified Government of Wyandotte County and Kansas City, Kansas
Investment Portfolio Compliance Report
4th Quarter 2021 - October 1, 2021 - December 31, 2021

Quarterly Transactions Detail - Aggregate Portfolio

Settlement Date	CUSIP	Issuer	Coupon	Maturity Date	Par	Original Cost
Thru Q4	NA	UMB, Wyandotte Operating	0.250%	12/31/2021	18,712,565	18,712,565
Thru Q4	NA	UMB, Wyandotte Health Reserve	0.250%	12/31/2021	(2,925,000)	(2,925,000)
Cash Equivalents					**15,787,565**	**15,787,565**
12/3/2021	343011501	Commerce Bank	0.649%	12/4/2023	5,000,000	5,000,000
12/3/2021	343011502	Commerce Bank	0.649%	12/4/2023	5,000,000	5,000,000
12/3/2021	343011500	Commerce Bank	0.649%	12/4/2023	5,000,000	5,000,000
12/3/2021	343011504	Commerce Bank	0.935%	12/3/2024	5,000,000	5,000,000
12/3/2021	343011505	Commerce Bank	0.935%	12/3/2024	5,000,000	5,000,000
12/3/2021	343011503	Commerce Bank	0.935%	12/3/2024	5,000,000	5,000,000
12/3/2021	343011506	Commerce Bank	1.120%	12/3/2025	5,000,000	5,000,000
12/3/2021	343011507	Commerce Bank	1.120%	12/3/2025	5,000,000	5,000,000
12/3/2021	343011508	Commerce Bank	1.120%	12/3/2025	5,000,000	5,000,000
12/3/2021	343011509	Commerce Bank	1.120%	12/3/2025	5,000,000	5,000,000
Purchases					**50,000,000**	**50,000,000**
5/11/2018	70167420	Capital Federal Bank	2.800%	11/11/2021	(4,000,000)	(4,000,000)
Calls/Maturities					**(4,000,000)**	**(4,000,000)**
Total					**61,787,565**	**61,787,565**

Staff Request for Commission Action

Tracking No. 211435

Full Commission Meeting Date: NA
Committee: Economic Development & Finance

Date of Standing Committee Action: 4/4/2022 (If none, please explain): For information only.

Publication Required: No

Date:	Contact Name:	Contact Phone:	Contact Email:	Department/Division:
03/22/2022	Reginald Lindsey	x5292	rlindsey@wycokck.org	Finance

Item Description: Budget Revisions 4th Quarter 2021, submitted by Reginald Lindsey, Budget Manager *For Information Only*
Action Requested: N/A
Budget Impact: (if applicable) Amount: Source: Included In Budget: Other (explain):
Attachments List: 4th Quarter 2021 Summary of Budget Revisions

BUDGET REVISIONS $10,000 OR GREATER - 4th QUARTER 2021 *(For information only)*

ENTRY	FUND	DEPARTMENT	CMIP/OPERATING	DESCRIPTION	FUNDING SOURCE	AMOUNT	DATE APPROVED
1	City General	Police	Operating	Ammunition Shortage	Inside Department	$26,311	October 12, 2021
2	Dedicated Sales Tax	Police	Operating	Mobile Phone Budget Shortage	Inside Department	$45,000	October 14, 2021
3	City General	Police	Operating	Technology Vacancy Solution	Inside Department	$13,150	October 14, 2021
4	County General	Sheriff	Operating	Clothing	Inside Department	$46,000	October 25, 2021
5	Dedicated Sales Tax	Police	Operating	Air Filtration System	Inside Department	$35,100	November 9, 2021
6	County General	Buildings & Logistics	Operating	Caretaker Vacancies	Inside Department	$38,000	November 22, 2021
7	Dedicated Sales Tax	Police	Operating	Promotional Testing	Inside Department	$43,240	November 22, 2021
8	Sunflower Hills	Parks & Recreation	Capital	Course & Facilities Improvements	Inside Department	$45,000	November 23, 2021
9	County General	Sheriff	Capital	Capital Improvements	Inside Department	$17,500	December 1, 2021
				GRAND TOTAL		**$309,301**	

Staff Request for Commission Action

Tracking No. 211436

Full Commission Meeting Date: N/A
Committee: Economic Development & Finance

Date of Standing Committee Action: 4/4/2022 (If none, please explain): For information only.

Publication Required: No

Date:	Contact Name:	Contact Phone:	Contact Email:	Department/Division:
03/22/2022	Kathleen VonAchen, Reginald Lindsey	x5186, x5292	kvonachen@wycokck.org, rlindsey@wycokck.org	Finance

Item Description: Fourth Quarter 2021 Financial Performance Compared to Budget of the Unified Government.
Action Requested: N/A
Budget Impact: (if applicable) Amount: Source: Included In Budget: Other (explain):
Attachments List: 2021 Quarterly Report Q4 Budget

QUARTERLY FINANCIAL REPORT

Fourth Quarter 2021 Budget to Actuals Trend Analysis

This document has been prepared by the Finance department.
Please direct any inquiries to the Budget Director, Reginald Lindsey at 913-573-5292

Contributing Staff

Kathleen VonAchen	CFO
Deborah Jonscher	Deputy CFO
Reginald Lindsey	Budget Director
Michael Peterson	Assistant Budget Manager
Judi Her	Budget Analyst
Richard Rocha	Budget Analyst
Alyse Villarreal	Debt Coordinator

UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS

Quarterly Financial Report

Fourth Quarter of 2021

The Unified Government has completed the fourth quarter of the 2021 fiscal year which began in January 2021. This report summarizes the activities of the General Funds, and is not meant to be inclusive of all financial transactions. We hope this report provides our residents with an overview of the Unified Government's financial performance.

The General Funds consist of the City General Fund, the County General Fund, and the Consolidated Parks Fund. They are the primary operating funds of the Unified Government and are used to account for a majority of operating activities. Other large funds, such as the Emergency Medical Services Fund, Dedicated Sales Tax Fund, Sewer Enterprise Fund and the Street & Highway Fund, account for a good portion of the remaining financial activities.

The total 2021 Amended Budget is $389.8M which consists of $238.1M for the General Funds, $49.7M for Other Tax Levy Supported Funds and $102M for Non-Tax Levy Supported Funds. The General Fund Budget does not include the annual appropriation for debt service contingency of $10.3M.

This report focuses on the General Funds. Financial performance of all other funds may be found on the last page.

CONSOLIDATED GENERAL FUND BALANCE

In measuring financial performance, it is recommended to review the collections and spending of resources through the current period and compare this information with the prior fiscal year for the same period. The following table is the financial overview of the Consolidated General Fund for the fourth quarter period of 2021 in comparision to the same prior year period in 2020. This data includes all three general funds.

CONSOLIDATED GENERAL FUND	FY 2020			FY 2021		
		4th Qtr YTD	% of		4th Qtr YTD	% of
numbers in 000's	Budget	Actual	budget	Budget	Actual	budget
Revenues	$ 202,109	$ 208,786	103.3%	$ 246,322	$ 245,056	99.5%
Expenditures	$ 214,869	$ 202,680	94.3%	$ 235,669	$ 225,943	95.9%
Net Alloc & Transfers	$ 1,910	$ (3,054)	-159.9%	$ (212)	$ (3,343)	1573.2%
Net Change	$ (10,850)	$ 3,051		$ 10,440	$ 15,770	
Balance, Start of Year	$ 27,963	$ 27,963		$ 31,006	$ 31,006	
Balance Year-to -Date	$ 17,113	$ 31,014		$ 41,446	$ 46,776	

Table 1: Consolidated General Fund Schedule of Revenues, Expenditures and Changes in Fund Balance

- Revenue collections are 3.8% lower than prior year as a percent of the budget. 2020 revenue budgets and actuals were reduced beginning in the second quarter due to the impact of the COVID pandemic.
- Year to date collections are up 17.4% or $36.3M from the 2020 4th quarter. Revenue includes $21M of revenue loss reimbursement to the general funds through the American Recovery Plan Act (ARPA).
- Expenditures for the 2021 budget anticipate a return of service levels after significant reductions in 2020 for COVID. Fourth quarter expenditures are in line with prior expenditures as a percent of budget. Year to date expenditures are up $23.3M from the prior year for the same period.
- The beginning fund balances are on a cash basis and the actual beginning balances are updated based on the comprehensive annual financial report for the prior year.
- The General Fund's Revenues and Expenditures do not include the annual appropriation for debt service contingency of $10.3M.

CITY GENERAL FUND REVENUES

The City General Fund is the principal operating account of Kansas City, KS. Revenue is received from taxes, fees, intergovernmental revenue, charges for services, and other sources. The General Fund is used to support general operations, including Police, Fire, Municipal Court, Public Works, general services functions and administrative programs. City General Fund revenues are also used to finance the purchase of equipment and capital projects not financed with debt.

City General Fund Revenues *numbers in 000s*	2021 Amended Budget		2021 4th Qtr YTD Actual		% Rev Collected
Property Tax	$	25,800	$	25,889	100.3%
Sales Tax	$	49,631	$	50,930	102.6%
Other Tax	$	50,171	$	49,832	99.3%
Permits/Licenses	$	1,202	$	1,384	115.2%
Intergovernmental Revenues	$	18,964	$	15,460	81.5%
Charges for Service	$	12,318	$	11,681	94.8%
Fines, Forfeits, Fees	$	2,598	$	2,377	91.5%
Misc. & Transfers-In	$	6,134	$	6,294	102.6%
Total	**$**	**166,819**	**$**	**163,848**	**98.2%**

Table 2: City General Fund YTD Revenues as a % of Budget

City General Fund revenue collected through the fourth quarter are 5.8% lower than budget targets. *Table 2* shows the actual collections by major revenue source category and the percent collected compared to the budget. *Table 3* shows that collected revenues are 12.7% above revenues collected for the same period last year with one time ARPA revenue replacement funding of $14.6M making up 79.5% of that increase in year to year revenues.

Tax Revenue collections exceeded projections by 0.8%. 100% of projected property tax revenues are collected with tax payments due. Sales and use tax revenues total $37.9M and ended 2.6% above target. Other taxes ended the quarter 0.7% under targeted collections.

Permits & Licenses collections include landlord rental licenses and right-of-way permits. Collections are 15.2% above target for the year, 21.7% above prior year collections for the year.

City General Fund Revenues *numbers in 000s*	2020 4th Qtr YTD Actual		2021 4th Qtr YTD Actual		Increase/ Decrease	
Property Tax	$	24,198	$	25,889	$	1,691
Sales Tax	$	44,321	$	50,930	$	6,609
Other Tax	$	49,301	$	49,832	$	532
Permits/Licenses	$	1,137	$	1,384	$	247
Intergovernmental Revenues	$	887	$	15,460	$	14,573
Charges for Service	$	11,607	$	11,681	$	74
Fines, Forfeits, Fees	$	2,057	$	2,377	$	320
Misc. & Transfers-In	$	11,941	$	6,294	$	(5,646)
Total	**$**	**145,448**	**$**	**163,848**	**$**	**18,400**

Table 3: City General Fund Revenues Year to Year Comparison

Intergovernmental Revenues includes $18.1M in ARPA revenue replacement and COVID FEMA reimbursements.

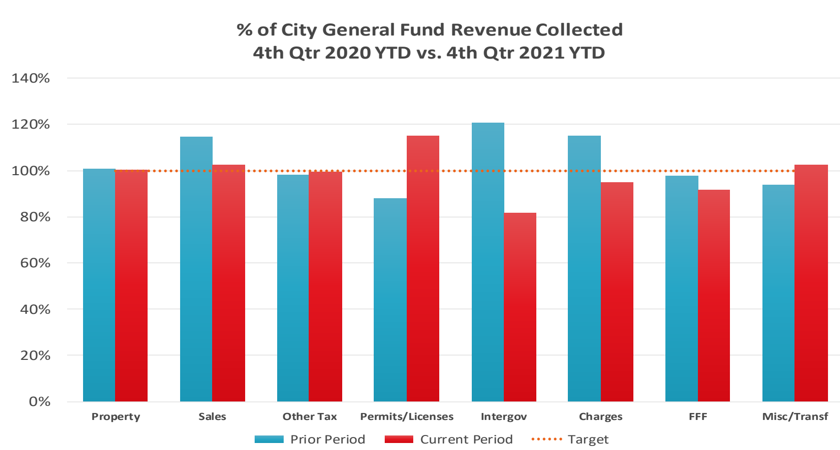


Figure 1: City General Fund Prior Year vs. Current Year

Charges for Service including residential trash fees and building inspection fees ended the year 5.2% below target in line with prior year levels. Building inspection charges make up 13.8% of revenues and are 44.3% above prior year levels.

Fines, Forfeits, Fees include Municipal Court revenue and are 8.5% below the projections for the year. Penalties for Development Agreements make up 28.8% of this category and are 11.15% below target.

Misc. & Transfers-In ended 2.6% above projected revenues with anticipated levels of transfers and miscellaneous revenues being collected.

CITY GENERAL FUND EXPENDITURES

City General Fund Expenditures *numbers in 000s*		2021 Amended Budget		2021 4th Qtr YTD Actual	% of Budget
Personnel	$	114,213	$	115,123	100.8%
Services	$	30,754	$	29,481	95.9%
Supplies	$	4,224	$	3,601	85.2%
Grants, Claims	$	5,386	$	4,120	76.5%
Misc. & Transfers-Out	$	1,399	$	3,156	225.7%
Capital Outlay	$	3,105	$	1,667	53.7%
Total	**$**	**159,080**	**$**	**157,148**	**98.8%**

Table 4: City General Fund YTD Expenditures as a % of Budget

Personnel expenditures ended 2021 0.8% above target. Year end personnel reflects higher than anticipated vacancy rates offset by higher employee payout, overtime and in progress union contractual obligations.

Services expenses ended 4.1% lower than projected. Significant increases in 2021 include $4.8M built in for the Health Dept to continue COVID efforts from prior year savings and $1.4M built in for the Fleet Internal Service Fund.

Supplies ended the year 14.8% below target, with the most notable savings being in clothing expenses ending the year at 48.9% under budget. 2021 savings in Natural Gas were offset by higher than anticipated Fuel costs.

Grants, Claims ended the quarter 23.5% below projections. This is due to additional funding built in for the year in legal claims/judgements. The largest item in this category is the parks annual allocation of $3.27M, 60.7% of the budget allocation.

City General Fund Expenditures *numbers in 000s*		2020 4th Qtr YTD Actual		2021 4th Qtr YTD Actual		Increase/ Decrease
Personnel	$	105,395	$	115,123	$	9,728
Services	$	20,468	$	29,481	$	9,013
Supplies	$	4,087	$	3,601	$	(487)
Grants, Claims	$	4,511	$	4,120	$	(391)
Misc. & Transfers-Out	$	3,691	$	3,156	$	(535)
Capital Outlay	$	1,343	$	1,667	$	324
Total	**$**	**139,496**	**$**	**157,148**	**$**	**17,652**

Table 5: City General Fund Expenditures Year to Year Comparison

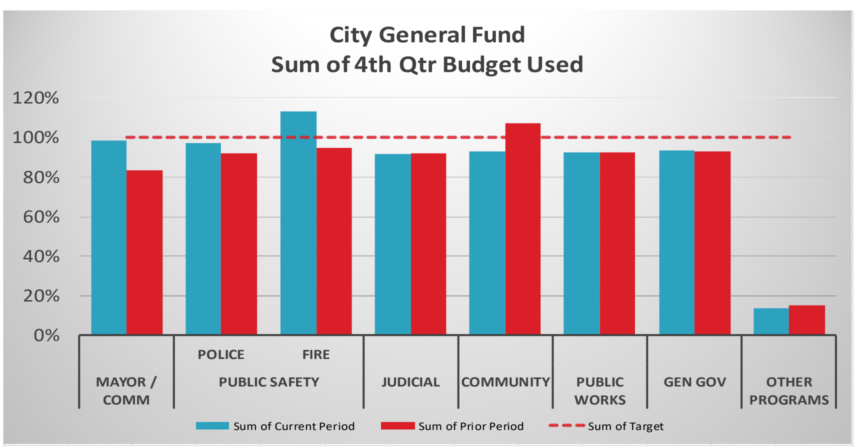


Figure 2: City General Fund Dept. Expenditures as a % of Budget

Misc & Transfers-Out ended the quarter at 225.7% of budget expended. 47% of this budget is contingencies and reserves that would be transfered to other categories if needed. Year end transfers are made to allow for approved cash projects to be carried into a future year.

Capital Outlay spend rate ended the year below target at 53.7% of budget. $1.7M in additional CMIP was built into the amended budget for 2021 due to fund performance in 2020 and American Recovery Plan Act (ARPA) revenue replacement funds that could be used in the city and was carried into future years.

City departments are overall in line with budgeted expenditures. The Other Programs category includes Reserves and Personnel Adjustments Departments that are budgeted at the fund level and make up 44% of the budget for this grouping. These budgets include anticipated employee payouts amounts and reserves and contingencies funding that would be expended out of department budgets if needed during the year. Fire exceeded budget for 2021 due to higher than normal levels of overtime and payouts as well as expensing anticipated contractual obligations that will be needed in 2022.

COUNTY GENERAL FUND REVENUES

The County General Fund is the principal operation account of Wyandotte County. Revenue is received from taxes, fees, intergovernmental revenue, charges for services, and other sources. The County General Fund is used to support general operations including Emergency Management, Sheriff, Emergency Dispatch, Court programs, Public Works, general services functions, and administrative programs. County General Fund revenues are also used to finance the purchase of capital equipment and capital projects which are not debt financed.

County General Fund Revenues *numbers in 000s*	2021 Amended Budget	2021 4th Qtr YTD Actual	% Rev Collected
Property Tax	$ 42,730	$ 42,871	100.3%
Sales Tax	$ 7,884	$ 8,217	104.2%
Other Tax	$ 9,399	$ 9,644	102.6%
Permits/Licenses	$ 1,116	$ 1,014	90.9%
Intergovernmental Revenues	$ 6,200	$ 6,186	99.8%
Charges for Service	$ 1,185	$ 1,350	113.9%
Fines, Forfeits, Fees	$ 3,160	$ 3,356	106.2%
Misc. & Transfers-In	$ 3,528	$ 4,226	119.8%
Total	**$ 75,201**	**$ 76,864**	**102.2%**

Table 6: County General Fund YTD Revenues as a % of Budget

County General Fund revenue ended the year of 2021 2.2% above budgeted revenue targets and 21% higher than prior year levels. *Table 6* shows the actual collections by major revenue source category and the percent collected compared to the budget. *Table 7* shows where revenues are trending in comparison to the same period last year.

Tax Revenue collections are 1.2% above the 2021 target budget, 9.8% above revenue received in the same quarter of the prior year due with both property tax payments due. Sales Tax ended the quarter 4.2% above target. Other Tax revenue, including motor vehicle and delinquent tax, ended 2.6% above projections. Casino revenues ended 7.4% below the annual target.

Permits & Licenses ended 9.1% below target for the year. This category consists of Auto Licenses, Auto License Fees and Antique Vehicle Licensing.

County General Fund Revenues *numbers in 000s*	2020 4th Qtr YTD Actual	2021 4th Qtr YTD Actual	Increase/ Decrease
Property Tax	$ 40,066	$ 42,871	$ 2,805
Sales Tax	$ 7,037	$ 8,217	$ 1,180
Other Tax	$ 8,214	$ 9,644	$ 1,430
Permits/Licenses	$ 914	$ 1,014	$ 101
Intergovernmental Revenues	$ 58	$ 6,186	$ 6,127
Charges for Service	$ 1,220	$ 1,350	$ 130
Fines, Forfeits, Fees	$ 2,563	$ 3,356	$ 794
Misc. & Transfers-In	$ 3,472	$ 4,226	$ 754
Total	**$ 63,543**	**$ 76,864**	**$ 13,320**

Table 7: County General Fund Revenues Year to Year Comparison

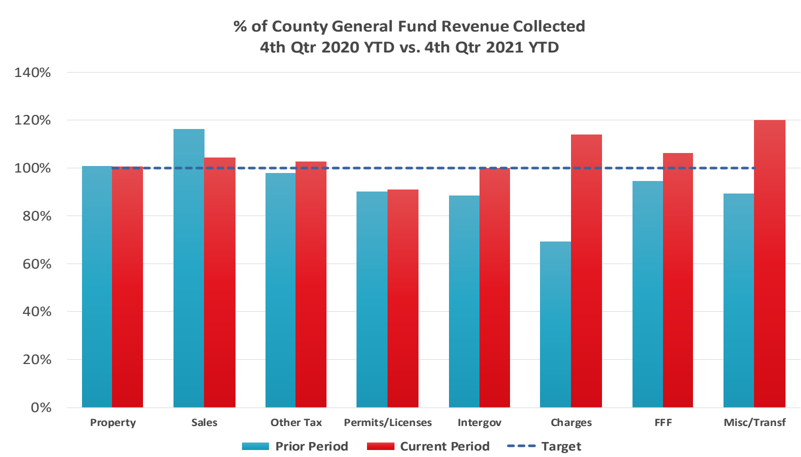


Figure 3: County General Fund Prior Year vs. Current Year

Charges for Service collections ended 13.9% above target for the year. Digital services constitute 25.8% of this revenue and have exceeded targets by 17% with 38.9% growth from prior year.

Fines, Forfeits, Fees include officer fees, treasurer fees, and development agreement penalties; collections ended 6.2% above targets.

Intergovernmental Revenues consist primarily of $6.1M in ARPA revenue replacement due to COVID shortfalls.

Miscellaneous Revenue ended 2021 in 19.8% above target with interest revenue on delinquent taxes exceeding projections by 56.6% and interest revenues exceeding projected targets by 10.1%.

COUNTY GENERAL FUND EXPENDITURES

County General Fund Expenditures *numbers in 000s*	2021 Amended Budget		2021 4th Qtr YTD Actual		% of Budget
Personnel	$	48,631	$	47,672	98.0%
Services	$	16,343	$	14,191	86.8%
Supplies	$	2,038	$	1,730	84.9%
Grants, Claims	$	1,177	$	843	71.7%
Misc. & Transfers-Out	$	1,993	$	2,395	120.2%
Capital Outlay	$	2,314	$	1,323	57.2%
Total	**$**	**72,497**	**$**	**68,155**	**94.0%**

Table 9: County General Fund YTD Expenditures as a % of Budget

Personnel expenditures ended the year 2% below target with overtime above target by 67%, offsetting vacancy savings in personnel.

Services are 13.2% below target for the year. External prisoner housing and prisoner medical contracts make up 32% of the contractual budget for the county general fund. Areas of savings include legal and judicial services, prisoner housing, radio system and software maintenance.

Supplies ended the year 15.1% below budget targets. Major expenses paid in this category are natural gas, fuel and office supplies/equipment. Fuel ended the quarter 11% below target and misc. supplies spending is 18.3% below target for the year.

Grants, Claims ended the quarter 28.3% below target. Significant items in this category include Legal Claims and Judgements, with 5.9% spending, Grants, 101.8% of budget expended, and Tax Rebates, paid out at the end of the year.

County General Fund Expenditures *numbers in 000s*	2020 4th Qtr YTD Actual		2021 4th Qtr YTD Actual		Increase/ Decrease	
Personnel	$	44,590	$	47,672	$	3,082
Services	$	13,660	$	14,191	$	531
Supplies	$	1,317	$	1,730	$	413
Grants, Claims	$	1,089	$	843	$	(246)
Misc. & Transfers-Out	$	5,794	$	2,395	$	(3,399)
Capital Outlay	$	864	$	1,323	$	459
Total	**$**	**67,315**	**$**	**68,155**	**$**	**840**

Table 10: County General Fund Expenditures Year to Year Comparison

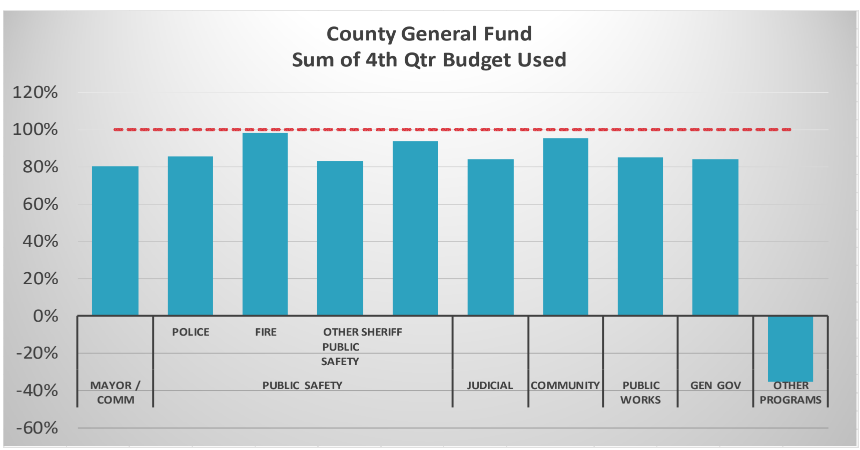


Figure 4: County General Fund Dept. Expenditures as a % of Budget

Misc. & Transfers-Out ended the year 20.2% above target. Scheduled fund transfers are processed for the year. Additional transfers for remaining project balances are made at year end. Reserves and contingencies are transferred if needed to other categories for use.

Capital Outlay has expended 57.2% of budgeted expenditures for the year. Capital equipment makes up 80% of the amended capital outlay budget and expended 55.6% of budget with projects expending 63.5% of budgets.

County departments are in line with spending targets for the year. The Other Programs category includes Reserves and Personnel Adjustments Departments that are budgeted at the fund level and make up 80% of the budget for this grouping. These budgets include anticipated vacancy savings amounts and reserves and contingencies funding that would be expended out of department budgets if needed during the year. The county general fund has $4.4M of vacancy savings anticipated impacting the funded personnel budget for 2021.

CONSOLIDATED PARKS GENERAL FUND REVENUES

The Consolidated Parks General Fund combines the former City and County Park's Department budget into one operating fund. This fund is used for the operation of parks, parkways, recreational areas and facilities under the supervision of the Director of Parks and Recreation. The three divisions of this fund include: Administration, Parks, and Recreation.

All parks and recreation user fees, rentals, contracts and lease revenues are allocated to this fund. In addition to a county tax levy, this fund receives an annual appropriation from the city general fund shown under Intergovernmental Revenues.

Parks General Fund Revenues *numbers in 000s*	2021 Amended Budget	2021 4th Qtr YTD Actual	% Rev Collected
Property Tax	$ 1,907	$ 1,914	100.4%
Other Tax	$ 310	$ 337	108.7%
Intergovernmental Revenues	$ 3,473	$ 3,473	100.0%
Charges for Service	$ 758	$ 765	100.9%
Misc. & Transfers-In	$ 110	$ 112	102.2%
Total	**$ 6,558**	**$ 6,601**	**100.7%**

Table 10: Consolidated Parks General Fund YTD Revenues as a % of Budget

Consolidated Parks General Fund revenue ended the fourth quarter 0.7% above the budgeted target. *Table 10* shows the actual collections for the major revenue sources and the percent collected compared to the budget. *Table 11* shows that revenues are up 8.7% from the prior year.

Tax Revenue collections are at 101.5% of the 2021 budget. Property tax collections are due for both halves of the tax bill and at budgeted collections for the year, with delinquent and motor vehicle tax also exceeding second quarter targets.

Intergovernmental Revenues are at the target for the fourth quarter with the quarterly annual city appropriation being processed. This category includes 203k in ARPA revenue replacement.

Parks General Fund Revenues *numbers in 000s*	2020 4th Qtr YTD Actual	2021 4th Qtr YTD Actual	Increase/ Decrease
Property Tax	$ 1,789	$ 1,914	$ 125
Other Tax	$ 297	$ 337	$ 40
Intergovernmental Revenues	$ 3,400	$ 3,473	$ 73
Charges for Service	$ 483	$ 765	$ 282
Misc. & Transfers-In	$ 101	$ 112	$ 11
Total	**$ 6,070**	**$ 6,601**	**$ 531**

Table 11: Consolidated Parks General Fund Revenues Year to Year Comparison

Charges for Service ended the quarter 0.9% over target and 58.4% above prior year collections. These revenues include shelter and center rental charges and rec programming charges. 2020 revenues for the year were significantly lower than normal due to reduction in operations through 2020.

Miscellaneous Revenue ended the quarter collecting 102.2% of its revenue with the annual casino payment of 100k having been received and additional collections coming in for convenience fees on new electronic payments through civicrec.

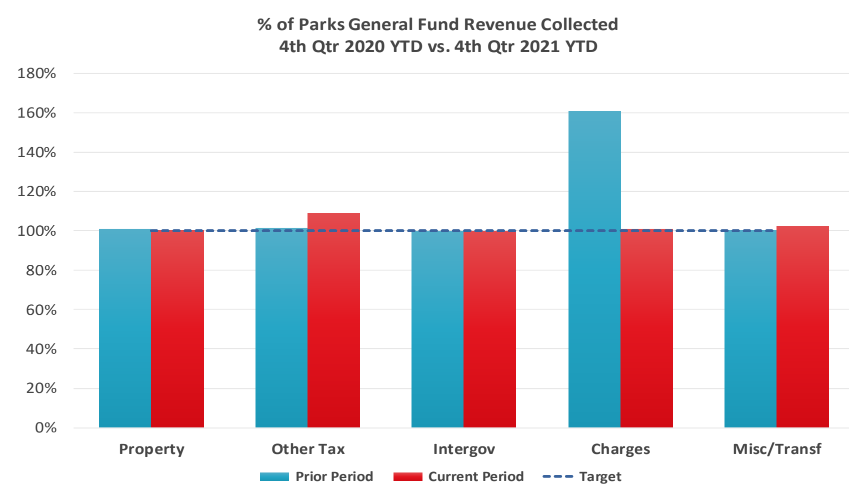


Figure 5: Consolidated Parks General Fund Prior Year vs. Current Year

CONS. PARKS GENERAL FUND EXPENDITURES

Parks General Fund Expenditures *numbers in 000s*	2021 Amended Budget		2021 4th Qtr YTD Actual		% of Budget
Personnel	$	4,409	$	4,040	91.6%
Services	$	1,314	$	1,219	92.7%
Supplies	$	545	$	550	100.9%
Grants, Claims	$	10	$	8	79.1%
Misc. & Transfers-Out	$	178	$	152	85.6%
Capital Outlay	$	105	$	270	256.7%
Total	**$**	**6,561**	**$**	**6,239**	**95.1%**

Table 12: Consildated Parks General Fund YTD Expenditures as a % of Budget

Personnel expenditures for the fourth quarter of 2021 ended 8.4% below target for the year, with savings resulting from being unable to hire seasonal staffing and above normal vacancy rates on full time staffing.

Services ended the quarter 7.3% below target. Major categories in this budget include mowing and spraying, contract positions and maintenance of parks and facilities. Savings resulted from inability to fully run programs in 2021.

Supplies are 0.9% above target for the quarter. Larger items in this category include fuel, fish stocking, landscaping and custodial supplies. Fish stocking is done in the first quarter. Fuel costs exceeded the 2021 budget by 6.5%.

Misc. & Transfers-Out ended the year with 85.6% expenditures. These expenses are transfers that are being made to assist with ERP funding and Sunflower Hills operations.

Parks General Fund Expenditures *numbers in 000s*	2020 4th Qtr YTD Actual		2021 4th Qtr YTD Actual		Increase/ Decrease	
Personnel	$	4,087	$	4,040	$	(46)
Services	$	606	$	1,219	$	613
Supplies	$	494	$	550	$	56
Grants, Claims	$	-	$	8	$	8
Misc. & Transfers-Out	$	-	$	152	$	152
Capital Outlay	$	13	$	270	$	257
Total	**$**	**5,200**	**$**	**6,239**	**$**	**1,040**

Table 13: Consolidated Parks Expenditures Year to Year Comparison

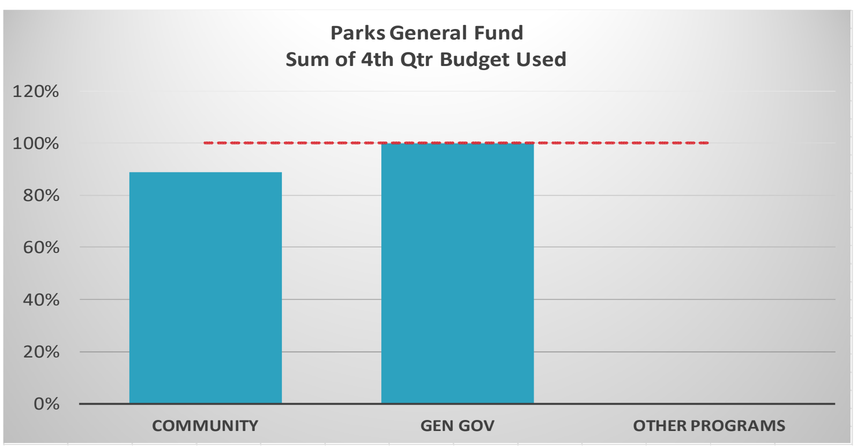


Figure 6: Parks General Fund Dept. Expenditures as a % of Budget

Capital Outlay for the Parks & Recreation Department were reduced in 2021 in anticipation of revenue shortfalls due to COVID-19. The CMIP that was budgeted for 2021 within the Parks fund is the West Shop (WYCO Lake) Replacement. This project, along with funding reallocated from year end savings to proceed with early procurement and installation of the WYCO Lake Dock project funded in 2022 prior to the 2022 boating season, were completed.

Parks and Recreation, or Community Services, is a majority of the Consolidated Parks Fund making up 99.9% of the fund. Spending for Parks and Recreation is in line with spending targets for the year.

Budget to Actual through December 31st 2021
Fourth Quarter

Tax Levy Funds	REVENUES numbers in 000's 2021 Amended Budget	2021 YTD Actual	% of Budget	EXPENDITURES numbers in 000's 2021 Amended Budget	2021 YTD Actual	% of Budget
City General Fund	$ 166,819	$ 163,848	98.2%	$ 159,080	$ 157,148	98.8%
City Bond & Interest	$ 36,187	$ 37,682	104.1%	$ 34,125	$ 33,105	97.0%
County General Fund	$ 75,201	$ 76,864	102.2%	$ 72,497	$ 68,155	94.0%
Cons. Parks General Fund	$ 6,558	$ 6,601	100.7%	$ 6,561	$ 6,239	95.1%
County Bond & Interest	$ 5,309	$ 5,339	100.6%	$ 5,982	$ 5,678	94.9%
Aging	$ 2,153	$ 2,147	99.8%	$ 2,238	$ 1,853	82.8%
Developmental Disabilities	$ 382	$ 402	105.2%	$ 588	$ 434	73.9%
Elections	$ 1,484	$ 1,454	98.0%	$ 1,601	$ 1,484	92.7%
Health	$ 4,117	$ 4,051	98.4%	$ 4,499	$ 3,414	75.9%
Mental Health	$ 695	$ 710	102.3%	$ 695	$ 664	95.6%
Total UG Tax Levy Funds	**$ 298,904**	**$ 299,098**	**100.1%**	**$ 287,865**	**$ 278,174**	**96.6%**

Other Funds	2021 Amended Budget	2021 YTD Actual	% of Budget	2021 Amended Budget	2021 YTD Actual	% of Budget
Alcohol	$ 694	$ 688	99.1%	$ 885	$ 546	61.7%
Clerk Technology	$ 55	$ 62	112.6%	$ 83	$ 106	127.8%
Court Trustee	$ 487	$ 529	108.6%	$ 661	$ 468	70.8%
Dedicated Sales Tax	$ 12,236	$ 12,587	102.9%	$ 10,989	$ 10,264	93.4%
Emergency Medical Services	$ 13,122	$ 13,341	101.7%	$ 12,422	$ 12,422	100.0%
Environmental Trust	$ 1,175	$ 1,142	97.1%	$ 1,745	$ 1,497	85.8%
Jail Commissary	$ 62	$ 83	132.8%	$ 100	$ 27	26.5%
Parks & Recreation	$ 693	$ 693	100.0%	$ 684	$ 625	91.4%
Public Levee	$ 362	$ 359	99.2%	$ 423	$ 326	77.2%
Register of Deeds Technology	$ 220	$ 248	112.6%	$ 450	$ 399	88.6%
Sewer System	$ 45,534	$ 47,872	105.1%	$ 50,321	$ 45,944	91.3%
Special Assets	$ -	$ -		$ 1,050	$ 150	14.3%
Stadium	$ 792	$ 771	97.3%	$ 860	$ 694	80.8%
Stormwater	$ 4,374	$ 3,753	85.8%	$ 5,153	$ 4,180	81.1%
Street & Highway	$ 8,019	$ 8,060	100.5%	$ 7,441	$ 6,542	87.9%
Sunflower Hills Golf Course	$ 896	$ 994	110.9%	$ 915	$ 882	96.3%
Travel & Tourism	$ 3,108	$ 3,305	106.4%	$ 6,731	$ 5,259	78.1%
Treasury Technology	$ 55	$ 62	112.6%	$ 101	$ 77	75.9%
Wyandotte County 911	$ 920	$ 914	99.3%	$ 955	$ 853	89.4%
Total Other Funds	**$ 92,804**	**$ 95,461**	**102.9%**	**$ 101,969**	**$ 91,263**	**89.5%**
Total Funds	**$ 391,708**	**$ 394,559**	**100.7%**	**$ 389,834**	**$ 369,437**	**94.8%**
County Library	$ 3,507	$ 3,534	100.8%	$ 3,635	$ 3,317	91.2%
Total ALL Funds	**$ 395,215**	**$ 398,093**	**100.7%**	**$ 393,469**	**$ 372,754**	**94.7%**

Staff Request for Commission Action

Tracking No. 211492

Full Commission Meeting Date:
Committee: Economic Development & Finance

Date of Standing Committee Action: 4/4/22 (If none, please explain): For information only.

Publication Required: No

Date:	Contact Name:	Contact Phone:	Contact Email:	Department/Division:
03/25/2022	Ashley Hand	x5544	azhand@wycokck.org	Media Relations

Item Description: Update from representatives of Mid-America Regional Council (MARC) and Wyandotte Economic Development Council (WYEDC) regarding their WyCo Works and Small Business Development Programs, submitted by Ashley Hand, Director of Strategic Communications.
Action Requested: For information only.
Budget Impact: (if applicable) Amount: Source: Included In Budget: Other (explain):
Attachments List: