



SECOND UPDATED AGENDA
Economic Development and Finance
Standing Committee Meeting Agenda
Monday, March 6, 2023
5:00 PM

Location: HYBRID

We invite you to view the meeting in person in the 5th Floor Conference Room, Suite 515, Municipal Office Building, 701 N. 7th Street, Kansas City, Kansas, or virtually via a Zoom webinar.

Please click the link below to join the webinar:

<https://us02web.zoom.us/j/84362625674?pwd=V0tmdGowQjNEbytiTXkvTl1CeVV3UT09>

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Webinar ID: 843 6262 5674

International numbers available: <https://us02web.zoom.us/j/84362625674?pwd=V0tmdGowQjNEbytiTXkvTl1CeVV3UT09>

Name

Absent

Commissioner Tom Burroughs, Chair

☐

Commissioner Brian McKiernan

☐

Commissioner Chuck Stites

☐

Commissioner Gayle Townsend

☐

Commissioner Andrew Davis

☐

David Haley, BPU Member

☐

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

II. **Revisions to March 6, 2023, Agenda**

Item No. 1 - BLUE SHEET: ADDING NEW ITEM #1

Synopsis: Presentation of proposed options for a downtown apartment project at 6th and Minnesota Ave, submitted by Alley Porter, Commission Liaison/Economic Development

Project Manager.

For Information Only

This item will be heard as the first item on the agenda.

Tracking #: 212207

Item No. 2 - PINK SHEET: REMOVING ITEM #1 PRESENTATION: DOWNTOWN APARTMENT PROJECT OPTIONS

Tracking #: 212207

III. Approval of standing committee minutes from October 10, 2022.

IV. Committee Agenda

Item No. 1 - PRESENTATION: DOWNTOWN APARTMENT PROJECT OPTIONS (REMOVED PER PINK SHEET)

Tracking #: 212207

Item No. 2 - RESOLUTION: INTENT TO ISSUE INDUSTRIAL REVENUE BONDS FOR THE BENEFIT OF INFINITY WINDOWS LLC

Synopsis: Resolution of Intent to Issue Industrial Revenue Bonds in the amount not to exceed \$90,000,000 to finance the acquisition, construction, improving, and equipping of a manufacturing facility for the benefit of Infinity Windows, LLC, submitted by Patrick Waters, Deputy Chief Counsel.

Tracking #: 212299

Item No. 3 - RESOLUTION: INTENT TO ISSUE INDUSTRIAL REVENUE BONDS FOR THE BENEFIT OF VILLAGE OF THE LEGENDS, INC.

Synopsis: Resolution of Intent to issue Industrial Revenue Bonds in the amount not to exceed \$19,000,000 to finance the acquisition, construction, improving, and equipping of a senior living facility for the benefit of Village of the Legends, Inc., submitted by Patrick Waters, Deputy Chief Counsel.

Tracking #: 212300

Item No. 4 - RESOLUTION: INTENT TO AMEND PREVIOUSLY ADOPTED RESOLUTION 91-21, AND TO ISSUE INDUSTRIAL REVENUE BONDS FOR THE BENEFIT OF HUDSON APARTMENTS, LLC.

Synopsis: Resolution of Intent to amend previously adopted Resolution 91-21, and to issue Industrial Revenue Bonds in the amount not to exceed \$64,000,000 to finance the acquisition, construction, improving, and equipping of a commercial multifamily facility for the benefit of Hudson Apartments, LLC, submitted by Patrick Waters, Deputy Chief Counsel.

The Commission approved Resolution 91-21 on December 2, 2021, in the amount of \$48,000,000.

Tracking #: 212301

Item No. 5 - PRESENTATION: 4TH QUARTER 2022 INVESTMENT REPORT

Synopsis: Presentation of 4th Quarter 2022 Investment Report, submitted by Andrea Vinyard, Deputy Treasurer.

For information only

Tracking #: 212248

Item No. 6 - REVIEW: UNIFIED GOVERNMENT REVENUE SOURCES

Synopsis: Review Unified Government Revenue Sources Submitted by Debbie Jonscher, Interim Chief Financial Officer, and Reginald Lindsey, Budget, Strategy & Research Director.

For information only.

Tracking #: 212305

V. Public Agenda

VI. Adjourn

**AGENDA UPDATE
ECONOMIC DEVELOPMENT AND FINANCE
STANDING COMMITTEE MEETING
MONDAY, MARCH 6, 2023**

IV. COMMITTEE AGENDA

NEW ITEM

**Item No. 1 – PRESENTATION: DOWNTOWN APARTMENT PROJECT
OPTIONS**

Synopsis: Presentation of proposed options for a downtown apartment project at 6th and Minnesota Ave, submitted by Alley Porter, Commission Liaison/Economic Development Project Manager.

For Information Only.

This item will be heard as the first item on the agenda.

Tracking #: 212207



Staff Request for Commission Action

Tracking No. 212207

Full Commission Meeting Date:

Committee: Economic Development & Finance

Date of Standing Committee Action: 3/6/23

(If none, please explain):

Publication Required: No

<u>Date:</u> 03/01/2023	<u>Contact Name:</u> Alley Porter	<u>Contact Phone:</u> x5101	<u>Contact Email:</u> aporter@wycokck.org	<u>Department/Division:</u> Economic Development
<u>Item Description:</u> Presentation of proposed options for a downtown apartment project at 6th and Minnesota Avenue, submitted by Alley Porter, Commission Liaison/Economic Development Project Manager. This item is for information only.				
<u>Action Requested:</u> For Information Only.				
<u>Budget Impact: (if applicable)</u> Amount: Source: Included In Budget: Other (explain):				
<u>Attachments List:</u>				

**SECOND AGENDA UPDATE
ECONOMIC DEVELOPMENT AND FINANCE
STANDING COMMITTEE MEETING
MONDAY, MARCH 6, 2023**

IV. COMMITTEE AGENDA

REMOVE ITEM

**Item No. 1 – PRESENTATION: DOWNTOWN APARTMENT PROJECT
OPTIONS**

Synopsis: Presentation of proposed options for a downtown apartment project at 6th and Minnesota Ave, submitted by Alley Porter, Commission Liaison/Economic Development Project Manager.

For Information Only.

This item will be heard as the first item on the agenda.

Tracking #: 212207

**ECONOMIC DEVELOPMENT AND FINANCE
STANDING COMMITTEE MINUTES
Monday, October 10, 2022**

The meeting of the Economic Development and Finance Standing Committee was held on Monday, October 10, 2022, at 5:00 p.m. The following members were present: Commissioner Burroughs, Chairman; Commissioners Davis, Townsend, McKiernan, and BPU Board Member Haley. Commissioner Stites was absent. The following officials were also in attendance: Debbie Jonscher, Acting Chief Financial Officer; Patrick Waters, Deputy Chief Counsel; Monica Sparks, Acting UG Clerk; and Brittnie MacDonald, UG Clerk's Office.

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

The public is allowed to participate by Zoom or submit comments by email prior to the meeting. Those comments will be included in the record of this meeting. The public may also indicate their intent to provide remote public comments by contacting the Clerk's Office by 5:00 p.m. the Thursday before the meeting. The public also will have the opportunity to provide brief comments either by telephone or via Zoom from the 5th Floor Conference Room of the Municipal Office building.

Chairman Burroughs called the meeting to order. Roll call was taken and all members were present as shown above. There are no revisions to tonight's agenda.

Approval of standing committee minutes from August 8, 2022. **On motion of Commissioner Townsend, seconded by Commissioner McKiernan, the minutes were approved as submitted.** Roll call was taken and there were five "Ayes," Haley, Davis, Townsend, McKiernan, Burroughs.

COMMITTEE AGENDA

Item No. 1 – 212007...RESOLUTION: BPU KDHE LOAN AMENDMENT

Synopsis: A resolution authorizing BPU to obtain a loan from the Kansas Public Water Supply Fund administered by the KDHE, submitted by Debbie Jonscher, Acting Chief Finance Officer, & Angela Lawson, Deputy Chief Counsel.



Debbie Jonscher, Acting Chief Financial Officer, said this is a resolution for the Board of Public Utilities to amend their loan agreement with KDHE. I'm going to go ahead and just turn this over directly to Lori Austin, Chief Financial Officer for the Board of Public Utilities, for her to make introductions.

Lori Austin, Chief Financial Officer, BPU, said I'll just go ahead and make introductions of who I have with us tonight: Bill Johnson, General Manager; Angela Lawson, Legal Counsel with BPU; Phillip Brown, Senior Civil Engineer; Chris Stewart, Director of Civil Engineering; Steve Green, Executive Director of Water.

We're before you tonight to ask for an amendment to our existing KDHE water supply loan. I'd like to give you just a little bit of background on the original loan. The original loan was \$25M. Back in March 2021, our BPU Board approved the resolution to move forward the loan to the UG for approval. April 2021, the UG Commission did approve the resolution to go forward with issuance of the loan. We issued the loan in October 2021.

Where we are at today is, we've had some cost increases on these existing projects. KDHE has allowed us to amend the loan to include those increases. I'd like to ask Phillip Brown to kind of go through our short presentation on the projects associated with the loan.



Update Project Cost & Amended Loan Amount

Projects to Complete under Original \$25,000,000	Original Cost Estimate	Current Estimate	Difference
• 7 MG Argentine Reservoir - Asset Life - 100 years	\$10,000,000	\$14,500,000	\$4,500,000
• Replace 24 inch Main at 12 th Street & Kansas River - Asset Life - 75 years	\$2,500,000	\$6,500,000	\$4,000,000
• Electrical Improvements at NWTP & Pumping Stations - Asset Life - 40 years	\$1,500,000	\$2,500,000	\$1,000,000
Subtotal		\$23,500,000	
Projects with Amendment			
• T-Main 90 th and Parallel to I 435 & France Family Drive - Asset Life - 75 years	\$2,000,000	\$4,000,000	\$2,000,000
• Replace Aging Distribution Mains - 15 miles - Asset Life - 75-100 years	\$9,000,000	\$12,000,000	\$3,000,000
Total Project Cost Summary	\$25,000,000	\$39,500,000	\$14,500,000

Phillip Brown, Senior Civil Engineer, BPU, said I'm going to be very brief. Some of the projects we identified back in 2021 when we were doing the design in 2020, we have seen significant cost increases. Those projects, in particular, as are shown on the screen, is a seven million gallon Argentine reservoir, which is already under construction. You go out there now, the old reservoir is already gone. This project will be there for the next hundred years.

Another project, which is critical to supplying that reservoir, is our 24" water main across the 12th Street Kansas River. During a study from an engineering firm, as they were examining the river bottom, we discovered that our 24" water main, due to the derogation of the river, was exposed. So, this one became a necessity. We have to do it. Again, this particular water main will last for another 75 years.

Electrical improvements at our Nearman Water Treatment Plant. Every day, electronic components are reaching the end of life. This is critical to make sure we can pump water.

Those top three were in the original loan when we came before you in 2021. We also included the two at the bottom, the transmission main from 90th & Parallel to France Family Drive. That's our water tower. We need to have another route for water, redundancy. Also, replacing our aged and distribution mains. We want to hit about 15 miles. This really impacts—this is the last mile that really gets to the customer. The biggest thing on this one is a lot of times if we have leaks or breaks, when we have to cut open the street, that's really where our citizens, our ratepayers, really notice. By replacing these aged and distribution mains now in a cost effective manner, we reduce those impacts of people's lives over the next 75 – 100 years.

Back in 2021, we did this original estimate. As Ms. Austin said, it was \$25M. As you know, as I know, the last time I went to McDonald's, the price of food has increased drastically. Because of that, we're seeing the price around \$39M to actually do the same amount of work, which is why we're here before you today. We went from \$25M to \$39M. That last column all

the way to, which is my right, shows you the difference in those estimates compared to what we originally thought.



Construction Cost Index

ENR Building Cost Index Increase

Jan 2021 to Jan 2022 - 14 %

Jan 2022- Sept 2022- 8 %

22% increase in 21 months; 1 % per month on average

12 inch Ductile Iron Pipe Cost

April 2021 - \$28.75 per foot

June 2022- \$69.00 per foot

Pipe Prices have increased 2.5 times since the estimate

How did we get here? I am an engineer. I do like numbers. We look at the engineer record. As you know, this is just showing our cost increase. Again, I'm going to be quick so just bear with me here. We had a 14% increase in our building cost index from January 2021 to January 2022. We did this back in September; another 8%. So, in essence, a 22% increase over 21 months.

Just for example, we install 12" ductile iron pipes. This is a cost that I track all the time. In April, I was able to order pipes for \$28.75 a foot. Back in June we went to do a project; it was \$69.00; 2.5 times the cost. This is really impacting the amount of work we can do.



Revised KDHE Loan Parameters

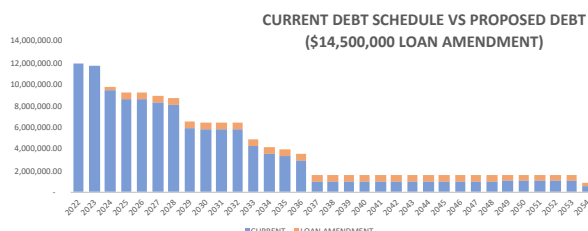
- \$39,500,000 Principal
- 30 Year Loan
- Projected Interest rate- 1.50 %
- Projected First Payment- 8/1/2024
- Number of Payments- 60 (twice per year)
- Update \$39.5 Million Loan- Annual Payment - \$1,639,910
- Original \$25 Million Loan- Annual Payment - \$1,037,917.76

How does this impact our loan? Like I said before, the principal, we're going to increase to \$39M. It's a 30-year loan. It is a projected rate. I don't know if you've had a loan recently, but we will receive this rate at 1.5%. If we went out for a new loan, for instance, just recently we contacted the state of Kansas. They're over 2% and it's only projected to continue to increase. So, doing this would not only save our ratepayers money today, but also our children in the future because it is a 30-year loan.

When is our projected first payment? That's going to be August of next year. It is a semi-annual payment so we pay it twice a year. Previously, I'll jump to the very bottom, our annual payment was about a million dollars, and now it's \$1.6M, so a \$600,000 increase. How does that really impact us? Probably just ask the financial people for this one.



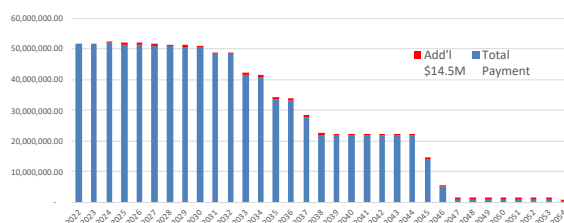
Water Debt Schedule Comparison



Ms. Austin said this looks at our water only debt. The overall debt and the impact of the \$14.5M increase is what we call the loan amendment there in the orange color. That's the impact over that time. We can take our loan out 30 years. It begins in 2024. It will carry out until 2054.



KCBPU Total Debt Service + \$14.5M



I went ahead and added a slide here as to the overall utility debt and the impact of the \$14.5M, the overall utility. Water principal and interest payments are secured under the revenue from the Water Division.

I'll ask if you have any questions.

Chairman Burroughs asked, committee, any questions?

Commissioner Davis said, Ms. Austin, if you can kind of explain, and I'm fairly new to this arrangement between the relationship between the Board of Public Utilities and the Unified Government as it relates to issuing debt. In other words, why couldn't BPU just unilaterally do this themselves?

Angela Lawson, Legal Counsel, BPU, said that's a great question. The BPU has its own governing body, as you know, but there are certain things that it cannot do on its own. It can acquire property, but it cannot dispose of real property without the Commission approval. The Commission has to approve the debt. The Board of Public Utilities approves the rate increases. That's by charter ordinance because it's an administrative agency of the Unified Government. It is secured with the water revenue. This would be secured with the water revenue. It's not secured with the Unified Government property taxes.

Commissioner Davis said okay because I was (inaudible). The next question is kind of how we can pay for the—if we can go to—just one more question chair, if we can go to the previous. As I understand this—I just want to make sure I get this correctly—the bars that we are seeing, that is the amount, that is what the BPU is expected to pay year after year for the entirety of our bond portfolio for water? **Ms. Austin** said this one is strictly on water. It is the full principal and interest payments associated with the debt that we currently have.

Commissioner Davis said go to the following slide, the one we were just on. This would be the exact same thing, but now we're including electricity. **Ms. Austin** said exactly.

Commissioner Townsend asked, are the projects that are supposed to be covered by the original loan and the amendment in progress or is it waiting funds? **Mr. Brown** said some aspects of the projects are in progress, but not all of them. Started some of the design work. For example, the reservoir is already under construction. For the 24" main, we've got some of the preliminary design and we're getting closer on those things.

Commissioner Townsend asked, so without the additional funding, you simply can't go forward with these? **Mr. Brown** said with the current funding, we'll get the top three. We will be able to finish the Argentine Reservoir, the 24" main, and electrical improvements, but we will not be able to finish the two at the bottom which are the aging distribution mains and the transmission main.

Commissioner Townsend asked, what would be the consequences not moving on right now? **Mr. Brown** said if we do not do the transmission main, that reduces our amount of redundancy for water suppling. If something was to happen to our main transmission main along Parallel, we wouldn't be able to supply water efficiently. For the aging distribution mains, if we do not replace those, we're already having significant impacts throughout the city, whether that is amount of loss water that we're paying for, that's just going down the drain, but also, it's just the impact to the service life to customers. They deserve not to have their water service interrupted for us to repair a water main.

Commissioner Townsend said so, we're already having problems. **Mr. Brown** said yes. We're definitely already having problems, but we did this before. We did this a few years ago and we noticed a huge increase just in reducing the number of problems by doing this cycle project.

Commissioner Davis asked, could we go back to the chart graph? Has there been any discussion by the Board on how this would be paid for? I guess what I'm getting at is, by us approving this, this will not mean a higher rate at which BPU customers are given to receive water. The rates will stay the same. You all have just stretched out the repayment of the loan a little bit further. Is that what the current plan is or how is the revenue going to take care of this increase?

Ms. Austin said the plan is that we would take care of it in current rates. We are undergoing a cost of service study on both our electric and water side. We'll fold this into that plan as well. Without any rate increase, we wouldn't be able to handle this increase.

Commissioner Davis said gotcha. So, there would have to be a water rate increase in order to afford this increase and loan amount? **Ms. Austin** said no, I don't believe so. We are going through that cost of service study. If we didn't approve the \$14.5M, we would also put that in our cost of service study to be able to afford it over time, which probably would be a higher interest rate.

Mr. Brown said if I can add something to that quickly. If you look at all the capital projects, no different than the Unified Government projects. A lot of what we do are paid for by cash and that cash is generated by the revenue we bring in. But, there's also things that have and make sense to finance over a period of time. So, we go out and take advantage of the low interest loan that the state offers. On some of these projects, it may have 75 to 100 year lifespan, and if we're doing

that year by year and paying cash, that would increase the need for rates even faster because here we're talking about just paying for the annual loan payments, not for the entire cost of the project year by year. That would be a huge cost increase for the utility, which would end up going directly back to our citizens, if we have to pay everything through our cash financing piece.

Unified Government goes out for bonds. Those bonds are 25, I would imagine, 30-year bonds. Utility goes out for that type of thing on the electric side. The water side, we go out for a revolving loan for the state of Kansas. A little bit the same thing, it's just here's infrastructure that's going to last for a generation, and we spread the cost out over time to help us get through having to manage our way through all of our capital improvement plans year after year after year.

Commissioner Townsend said based on what's been shared already with the Commission and the Commission has undertaken surveys of our infrastructure, not just roads as we've heard Mr. Brown talk about supplying water to the community and needs to do that, I would move to approve the loan as requested.

Action: **Commissioner Townsend made a motion, seconded by Commissioner Davis, to approve the loan as requested.**

Chairman Burroughs said thank you for the motion and the second. First and foremost, I have to ask if there's any members of the public that have sent any comments. **Ms. Sparks** said no comments received.

Chairman Burroughs said I do have one other question. I noticed that it's \$39.5M is the request, but the original construction costs were \$23.5M. I can't find my paperwork here. The numbers didn't add up to the \$30..they only added up to \$38; oh, the current estimate now is \$23.5M. I'm assuming that \$1.5M has been spent somewhere else and you're rolling that over into the refinancing.

Ms. Austin said if you look at the very bottom, all five of those projects were in our original submission. You see \$25M at the bottom there. I think the breakout of the slide was, if we didn't get the increase, these three projects at the top would be what we would be spending the majority of that \$25M. If we get the \$14.5M additional, we'll be able to complete all of these five projects.

Chairman Burroughs said so, you're saying that initially, the current estimate of \$23.5M on those is different than the original \$25M from the project? The numbers just added up differently to me.

Ms. Austin said the original cost estimate, that very first column, those five projects were \$25M. That's what we went out for the original loan. Then, after they've done the cost estimate, the additional \$14.5M would be, under the current estimate, would be the original \$25M plus the current estimate, for the \$39.5M. We're just saying if we didn't get the \$14.5M, we would only be able to do those three projects at the top, plus a little bit of the \$1.5M remaining.

Chairman Burroughs said the numbers just didn't add up. That's what I was trying to get at. You have a current estimate of \$23.5M plus \$14.5M is \$38M. So, there's a \$1.5M difference. **Ms. Austin** said oh, I see. **Chairman Burroughs** said so, I was just curious. Are you refinancing maybe contractual work, engineering work? Is there a part of the project that's already started that you're refinancing?

Mr. Brown said that additional \$1.5M that you're talking about that's missing from the \$25M, we would, for example, like those small diameter mains that we have that we want to do 15 miles, we wouldn't be able to do the full 15. We'll have \$1.5M left over that we could put toward those items, for instance. We're not refinancing that \$1.5M. It's not enough to finish those two projects at the bottom in full totality.

Chairman Burroughs said I'm still a little confused. The numbers just didn't add up. That's all it was. Debbie, maybe you can help me.

Ms. Jonscher said you're looking at the sheet and how the numbers go down. **Chairman Burroughs** said I'm looking at the sheet as presented, yes. **Ms. Jonscher** said for the top three projects, they were showing that the current estimate was \$23.5M. With the two projects at the bottom, if you'll notice the current estimate, the total is \$16M, not \$14.5M. So, your extra \$1.5M is down there. The total current estimate does add to the \$39.5M.

Chairman Burroughs said that explains it. I was just curious as to why the numbers didn't add up when you look at them across the sheet.

Chairman Burroughs said we have a motion and a second. I'd ask the Clerk to please call roll.

Roll call was taken and there were five "Ayes," Haley, Davis, Townsend, McKiernan, Burroughs.

Chairman Burroughs said congratulations for 1.5%. That's tremendous.

Item No. 2 – 212010...RESOLUTION: AMENDING BROTHERHOOD BANK MULTI-PURPOSE COMMERCIAL PROJECT INDUSTRIAL REVENUE BONDS

Synopsis: A resolution amending Resolution No. R-30-22 previously adopted determining intent to issue industrial revenue bonds in the amount not to exceed \$28,000,000 to provide sales tax exemption on the Brotherhood Bank (753 State Ave. & 736 Minnesota Ave.) multi-purpose commercial project, consisting of office uses, multi-family units, and parking facilities for the benefit of KDG LLC, submitted by Katherine Carttar, Director of Economic Development.

Patrick Waters, Deputy Chief Counsel, said this item is related to the renovation of the Brotherhood Bank building. You saw this several months ago, and it received approval from the standing committee and the full Commission.

The developer contacted us and realized that they had not included the cost of labor in their estimate. Sales tax on new construction is already excluded under Kansas law. It is not excluded for a renovation project; therefore, including it within this IRB resolution would allow the developer to receive that exemption on the cost of labor. They have requested that we amend the previous resolution, which had the industrial revenue bonds at \$12M, to \$28M to accurately reflect the full cost of their project.

I would just remind the Commission; the Unified Government is under no obligation with these bonds. These will be paid for—these will be purchased by the developer, so we're not at risk for any of this additional request.

Chairman Burroughs said if I may, I would just state that this is normal practice across the community in the metropolitan area in reference to the sales tax and IRBs. Any questions from the committee? Seeing none, I'll ask the Clerk if there were any members of the public on line?

Ms. Sparks said no comments received; no hands raised.

Chairman Burroughs asked, is there anyone in the audience that wishes to speak to this? Let the record show, no one step forward. I'd entertain a motion.

Action: Commissioner McKiernan made a motion, seconded by Commissioner Townsend, to approve as submitted.

Chairman Burroughs said we have a motion and a second. I'd ask the Clerk to please call roll.

Roll call was taken and there were five "Ayes," Haley, Davis, Townsend, McKiernan, Burroughs.

ADJOURN

Chairman Burroughs entertained a motion to adjourn.

Action: Commissioner McKiernan made a motion to adjourn.

BPU Board Member Haley said a point of information. Last meeting, there was some discussion regarding the budget, regarding the PILOT, the payment in lieu of taxes with the BPU. Several questions were asked around. I was just wondering if there was any follow-up in terms of the length of the PILOT, its inception. It was a roundtable discussion. I certainly recall that. I'm just wondering if we could still entertain, at some point, getting some more information, disseminate the inception, the length, and the way the PILOT, the payment in lieu of taxes, is collected because the BPU does dovetail with our overall budget.

It was mentioned last meeting; just wanted to bring it up again and see if we can kick the can down the road a little bit more in lieu of where we are on that, but just to bring it up again, if I might, Mr. Chair.

Chairman Burroughs said I would just state that we've worked on the budget. The budget has been approved for the year. The PILOT discussion, I think where some of the confusion may be with the PILOT is a PILOT is used in economic development and then there's a PILOT issued by the BPU. The unfortunate side of that is they're both called a PILOT. I think there's some confusion in reference to that. I would ask staff to maybe get back with us in the next handful of days and give Senator Haley some guidance; BPU Board Member also, to give him some guidance as to what we need to do in reference to the questions he may have.

Mr. Waters said we'd be happy to do that. **BPU Board Member Haley** said I appreciate that.

Action: **BPU Board Member Haley seconded the motion to adjourn that was made by Commissioner McKiernan.**

Chairman Burroughs said we do have a motion and a second for adjournment. Clerk, please call roll.

Roll call was taken and there were five “Ayes,” Haley, Davis, Townsend, McKiernan, Burroughs.

The meeting was adjourned at 5:28 p.m.

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Staff Request for Commission Action

Tracking No. 212207

Full Commission Meeting Date:

Committee: Economic Development & Finance

Date of Standing Committee Action: 3/6/23

(If none, please explain):

Publication Required: No

<u>Date:</u> 03/01/2023	<u>Contact Name:</u> Alley Porter	<u>Contact Phone:</u> x5101	<u>Contact Email:</u> aporter@wycokck.org	<u>Department/Division:</u> Economic Development
<u>Item Description:</u> Presentation of proposed options for a downtown apartment project at 6th and Minnesota Avenue, submitted by Alley Porter, Commission Liaison/Economic Development Project Manager. This item is for information only.				
<u>Action Requested:</u> For Information Only.				
<u>Budget Impact: (if applicable)</u> Amount: Source: Included In Budget: Other (explain):				
<u>Attachments List:</u>				



Staff Request for Commission Action

Tracking No. 212299

Full Commission Meeting Date: 3/30/23

Committee: Economic Development & Finance

Date of Standing Committee Action: 3/6/23

(If none, please explain):

Publication Required: No

<u>Date:</u> 02/21/2023	<u>Contact Name:</u> Patrick Waters	<u>Contact Phone:</u> x5079	<u>Contact Email:</u> patrickwaters@wycokck.org	<u>Department/Division:</u> Economic Development
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Item Description:

Resolution of Intent to Issue Industrial Revenue Bonds in the amount not to exceed \$90,000,000 to finance the acquisition, construction, improving, and equipping of a manufacturing facility for the benefit of Infinity Windows, LLC, submitted by Patrick Waters, Deputy Chief Counsel.

Action Requested:

To Adopt the Resolution

Budget Impact: (if applicable)

Amount:

Source:

Included In Budget:

Other (explain):

Attachments List:

CBA_Infiniti_02222023_With_LMW, CBA_Infiniti_02222023_without_LMW, Resolution of Intent - Infinity Windows (UG)

**A Tax Abatement Cost-Benefit Analysis of
Infiniti Windows, LLC
(With LMW)
for the Unified Government of Kansas City/Wyandotte County**

Completed by
Municipal Consulting, LLC
2/22/2023

CONTENTS:

Report Title Page	3
Community Data Inputs	4
Data Inputs of the Firm	5
Summary of Benefits, Costs and Ratios	6
City of Kansas City Benefits, Costs and Ratios	7
Wyandotte County Benefits, Costs and Ratios	8
Piper-Kansas City USD 203 Benefits, Costs and Ratios	9
Kansas City Community College Benefits, Costs and Ratios	10
Wyandotte County Library Benefits, Costs and Ratios	11
State of Kansas Benefits, Costs and Ratios	12
Economic Impact of the Project on the Community	13
Overall Cost-Benefit Summary	14

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 an 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	2.80	18%
Wyandotte County	2.69	17%
Piper-Kansas City USD 203	4.64	36%
KC Community College	2.01	10%
Wyandotte Co. Library	2.20	8.02%
State of Kansas	5.19	42%

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 65% property tax abatement for 10 years and the firm will receive a sales tax exemption on construction materials and machinery and equipment. 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. A PILOT payment which includes the existing property tax is included in this analysis.

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: 2023.02.22 09:12:53 -06'00'

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:	Infiniti Windows, LLC		(With LMW)		
DATE:			2/22/2023		
GOVERNMENTAL ENTITIES INVOLVED:					
CITY:			City of Kansas City		
COUNTY:			Wyandotte County		
SCHOOL DISTRICT:			Piper-Kansas City USD 203		
SPECIAL TAXING DISTRICT #1			KC Community College		
SPECIAL TAXING DISTRICT #2			Wyandotte Co. Library		
STATE:			State of Kansas		
INFLATION RATE:		2.60%			
DISCOUNT RATE		7.25%			

The project involves purchase of land at 9822 Leavenworth Road and construction of a 400,000 square foot manufacturing facility that will create an estimated 600 new full and part-time jobs over the next 10 years.

The assumption of the inflation rate is based on the latest 5-year moving average.

The discount rate is estimated at the current commercial loan rate.

Infiniti Windows, LLC (With LMW)

Column1	Column2	Column3	Column4	Column6	Column7	Column11
Community Data Inputs:						
	City of Kansas City	Wyandotte County	Piper-Kansas City USD 203	KC Community College	Wyandotte Co. Library	State
Mill Levy	38.476593	37.328383	63.647492	27.375176	6.122008	1.500
Sales Tax	1.625%	1.000%	n/a	n/a	n/a	6.50%
Transient Guest Tax	8.00%	0.00%	n/a	n/a	n/a	n/a
Enterprise Rev/HsHld	\$56.40	n/a	n/a	n/a	n/a	n/a
Franchise Fees/HsHld	\$0.00	n/a	n/a	n/a	n/a	n/a
Other Revenues/Res.	\$60.17	\$59.24	n/a	\$104.11	\$20.08	\$1,511.19
Marg. Cost/Res./Student	\$100.03	\$37.66	\$1,417.44	\$65.00	\$5.61	\$654.19
Other Revenues/Worker	\$57.10	\$56.21	n/a	\$98.78	\$19.05	\$1,296.05
Marginal Cost/New Worker	\$94.91	\$35.74	n/a	\$61.67	\$5.33	\$561.06
State Funding/Pupil	n/a	n/a	\$8,737.46	n/a	n/a	\$10,173
Federal Funding/Pupil	n/a	n/a	\$5,436.95	n/a	n/a	\$1,022
Visitor Daily Spending	\$50.00	\$50.00				\$75.00
Average Hotel Room Rate	\$125	\$125	Total Mill Levy:	174.449652		n/a
Retail Pull Factor	0.94	0.96				n/a
Percent of County Share	90.50%	100.00%				n/a
Ann. Local Per Capita Sales Tax	\$294	\$184				n/a
Ann. State Per Capita Sales Tax	\$1,051	\$1,075				\$1,078
Annual Per Capita Retail Sales	\$16,176	\$16,535				\$16,581
Average Household Size	2.68	2.67				2.49
Avg. Wage-All Occupations	\$55,918	\$55,918				\$49,680

Infiniti Windows, LLC (With LMW)

Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
Firm Data Inputs:														
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Investment in Land			\$10,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000,000
Investment in Building			\$44,000,000											
Investment in M & E			\$13,000,000											
Contingencies & Soft Costs			\$3,000,000											
Total Project Investment			\$70,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
City Incentive of Sales Tax Exemption			\$731,250	County Sales Tax Exemption		\$450,000	State Sales Tax Exemption		\$2,925,000			Total Sales Tax Exemption:		\$4,106,250
		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%		\$20,000,000	\$30,000,000	\$33,000,000	\$36,000,000	\$39,000,000	\$42,000,000	\$45,000,000	\$48,000,000	\$51,000,000	\$54,000,000	\$398,000,000
Purchases		0.00%		\$80,000	\$84,000	\$88,200	\$92,610	\$97,240	\$102,103	\$107,208	\$112,568	\$118,196	\$124,106	\$1,006,231
Net Enterprise Rev - Firm		2.60%	\$0	\$766	\$786	\$806	\$827	\$849	\$871	\$893	\$916	\$940	\$965	\$8,618
Net Enterprise Rev-Employees		2.60%	\$0	\$620	\$2,720	\$5,462	\$7,309	\$7,499	\$7,694	\$7,894	\$8,100	\$8,310	\$8,526	\$64,135
PILOT- City			\$0	\$71,401	\$72,708	\$74,042	\$75,402	\$76,789	\$78,204	\$79,648	\$81,120	\$82,622	\$84,153	\$776,090
PILOT - County			\$0	\$69,270	\$70,539	\$71,832	\$73,152	\$74,498	\$75,871	\$77,271	\$78,699	\$80,156	\$81,642	\$752,930
PILOT - State			\$0	\$2,784	\$2,835	\$2,887	\$2,940	\$2,994	\$3,049	\$3,105	\$3,162	\$3,221	\$3,281	\$30,256
PILOT - School			\$0	\$118,111	\$120,273	\$122,479	\$124,729	\$127,024	\$129,365	\$131,752	\$134,188	\$136,671	\$139,205	\$1,283,798
PILOT - Comm. Coll.			\$0	\$50,800	\$51,730	\$52,679	\$53,647	\$54,634	\$55,641	\$56,667	\$57,715	\$58,783	\$59,873	\$552,169
PILOT- Library			\$0	\$11,361	\$11,569	\$11,781	\$11,997	\$12,218	\$12,443	\$12,673	\$12,907	\$13,146	\$13,390	\$123,484
New Employees				55.0	180.0	225.0	140.0	0.0	0.0	0.0	0.0	0.0	0.0	600
New to the City			20%	11.0	36.0	45.0	28.0	0.0	0.0	0.0	0.0	0.0	0.0	120
New to the County			40%	22.0	72.0	90.0	56.0	0.0	0.0	0.0	0.0	0.0	0.0	240
New to the State				3.0	3.0	3.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	10
New students in K-12				5.5	18.0	22.5	14.0	0.0	0.0	0.0	0.0	0.0	0.0	60
New employee average salary				\$44,259	\$45,144	\$46,047	\$46,968	\$47,907	\$48,865	\$49,842	\$50,839	\$51,856	\$52,893	N/A
Tax Abatement-Land				65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	N/A
Tax Abatement-Bldg.				65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	N/A
Visitors		0.0%	0	100	100	100	100	100	100	100	100	100	100	1,000
				City	County	State								
Percentage of sales taxable in the				0%	0%	0%								
Percentage of purchases taxable in the				80%	80%	80%								
Assumed Inflation Rate				2.60%										

Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
COST-BENEFIT ANALYSIS PROJECT SUMMARY								
PROJECT NAME:		Infiniti Windows, LLC		(With LMW)		Ratio of		
DATE:		2/22/2023				NPV of Net		
				Net	NPV	Benefits to	Actual	Avg.
				Present	of	NPV of	Benefit to	Annual
		Total		Value	Incentives	Incentives	Actual	Rate
	Total	Costs &	Net	of Net	& Taxes	and Taxes	Cost	of
Entity	Benefits	Incentives	Benefits	Benefits	Abated	Abated	Ratio	Return
City of Kansas City	\$6,813,553	\$2,431,153	\$4,382,400	\$2,668,696	\$1,687,542	1.58	2.80	18%
Wyandotte County	\$5,461,964	\$2,026,707	\$3,435,257	\$2,141,873	\$1,377,755	1.55	2.69	17%
Piper-Kansas City USD 203	\$13,098,292	\$2,820,794	\$10,277,498	\$6,745,518	\$1,383,098	4.88	4.64	36%
KC Community College	\$2,396,340	\$1,190,501	\$1,205,840	\$823,109	\$680,379	1.21	2.01	10%
Wyandotte Co. Library	\$526,063	\$238,871	\$287,192	\$195,377	\$152,156	1.28	2.20	8%
State of Kansas	\$18,670,039	\$3,595,962	\$15,074,077	\$8,845,260	\$2,962,281	2.99	5.19	42%

SUMMARY OF COSTS AND BENEFITS FOR:

City of Kansas City

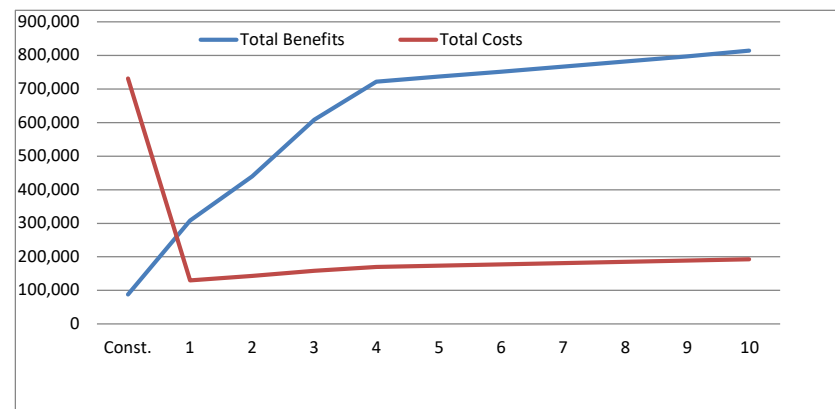
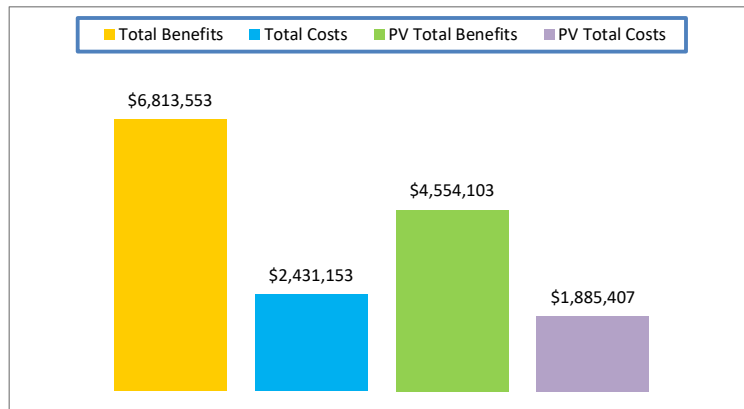
PROJECT: Infiniti Windows, LLC (With LMW)

DATE: 2/22/2023

DISCOUNT RATE: 7.25%

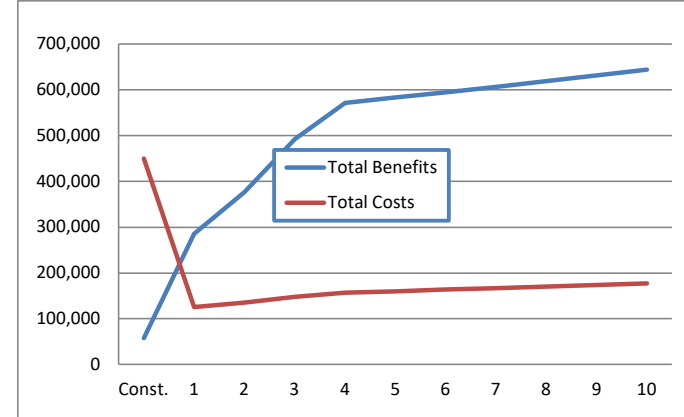
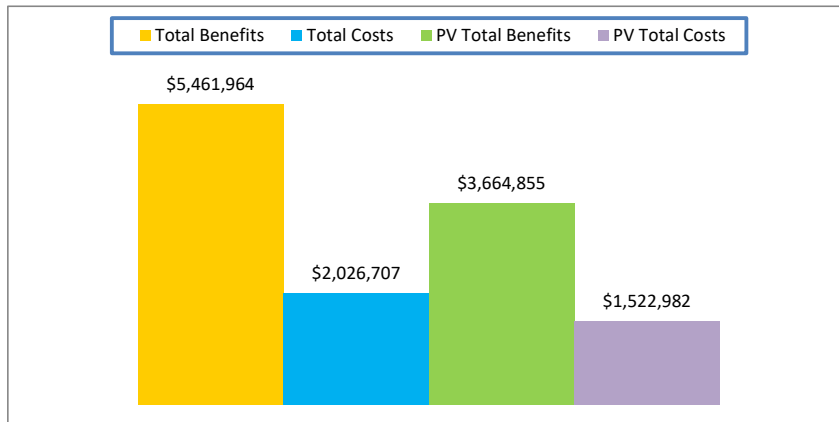
Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:	2.80
Ratio of Present Value of Total Benefits to Present Value of Total Costs:	2.42
(Typical desired ratio would be 1.3 to 1)	Average ROI
	18.03%

Year	Sales and Transient Guest Taxes	New Property Taxes	Enterprise Revenues	PILOT Payment	Other City Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various City Services	Incentives	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.	88,237	0	0	0	0	88,237	88,237	0	731,250	0	731,250	731,250	-643,012	-643,012	-643,012	731,250
1	37,603	195,730	1,386	71,401	1,785	307,906	287,092	2,968		127,225	130,193	121,392	177,713	-465,299	165,700	118,625
2	155,753	199,645	3,505	72,708	7,827	439,439	382,035	13,011		129,769	142,780	124,129	296,659	-168,640	257,907	112,818
3	308,543	203,638	6,268	74,042	15,718	608,209	493,016	26,130		132,365	158,494	128,476	449,715	281,075	364,540	107,295
4	409,725	207,711	8,136	75,402	21,035	722,009	545,700	34,968		135,012	169,980	128,472	552,029	833,104	417,227	102,043
5	417,962	211,865	8,348	76,789	21,582	736,546	519,055	35,877		137,712	173,590	122,331	562,956	1,396,060	396,724	97,048
6	426,367	216,102	8,565	78,204	22,143	751,382	493,716	36,810		140,466	177,277	116,484	574,105	1,970,165	377,231	92,297
7	434,941	220,424	8,788	79,648	22,719	766,520	469,615	37,767		143,276	181,043	110,918	585,477	2,555,642	358,698	87,779
8	443,693	224,833	9,016	81,120	23,310	781,971	446,696	38,749		146,141	184,890	105,618	597,081	3,152,723	341,079	83,482
9	452,623	229,329	9,016	82,622	23,916	797,505	424,774	39,757		149,064	188,821	100,571	608,685	3,761,408	324,203	79,396
10	461,731	233,916	9,491	84,153	24,538	813,828	404,166	40,790		152,045	192,836	95,767	620,993	4,382,400	308,399	75,509
Total	\$3,637,178	\$2,143,194	\$72,519	\$776,090	\$184,573	\$6,813,553	\$4,554,103	\$306,827	\$731,250	\$1,393,076	\$2,431,153	\$1,885,407	\$4,382,400	\$4,382,400	\$2,668,696	\$1,687,542



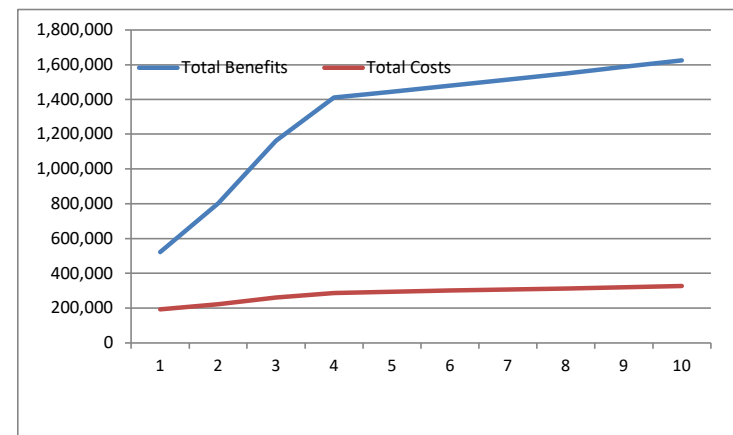
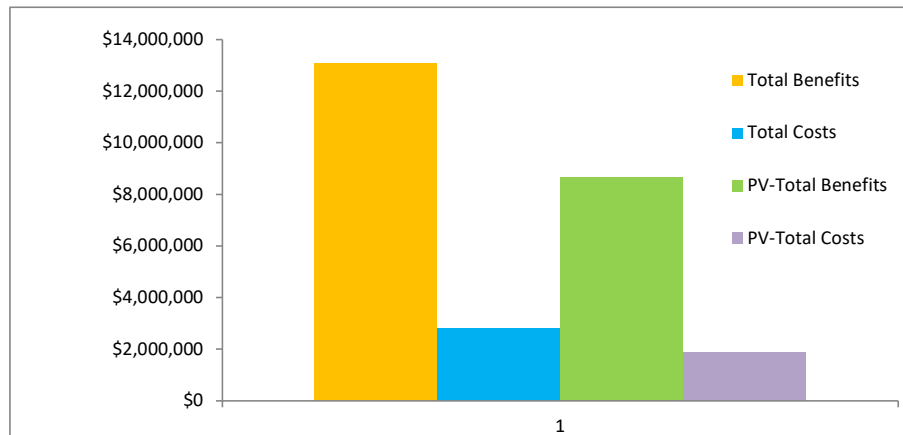
* The development agreement calls for 1% of the city's 1.625% sales tax and 7.84% of the transient guest tax on sales in the project area to be applied toward the project Star bonds.

SUMMARY OF COSTS AND BENEFITS FOR:								Wyandotte County							
PROJECT: Infiniti Windows, LLC (With LMW)								Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.69							
DATE: 2/22/2023								Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.41							
DISCOUNT RATE: 7.25%								(Typical desired ratio would be 1.3 to 1) Average ROI 16.95%							
Year	Sales Taxes	New Property Taxes	PILOT Payment	Other County Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various County Services	Incentives	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.	57,600	0	0	0	57,600	57,600	0	450,000	0	450,000	450,000	-392,400	-392,400	-392,400	450,000
1	22,934	189,889	69,270	3,426	285,520	266,219	2,178	0	123,428	125,606	117,116	159,913	-232,487	149,103	115,085
2	96,999	193,687	70,539	15,020	376,245	327,097	9,549	0	125,897	135,446	117,753	240,799	8,312	209,344	109,451
3	192,783	197,561	71,832	30,165	492,342	399,094	19,178	0	128,415	147,593	119,639	344,749	353,061	279,454	104,093
4	256,208	201,512	73,152	40,369	571,241	431,748	25,666	0	130,983	156,649	118,396	414,593	767,654	313,352	98,998
5	261,354	205,542	74,498	41,419	582,813	410,717	26,333	0	133,603	159,936	112,709	422,877	1,190,531	298,008	94,152
6	266,605	209,653	75,871	42,496	594,625	390,714	27,018	0	136,275	163,292	107,296	431,332	1,621,863	283,419	89,543
7	271,962	213,846	77,271	43,600	606,680	371,688	27,720	0	139,000	166,720	102,143	439,959	2,061,823	269,545	85,160
8	277,430	218,123	78,699	44,734	618,986	353,592	28,441	0	141,780	170,221	97,238	448,765	2,510,588	256,354	80,991
9	283,008	222,486	80,156	45,897	631,547	336,380	29,180	0	144,616	173,796	92,569	457,751	2,968,339	243,811	77,026
10	288,698	226,936	81,642	47,090	644,366	320,007	29,939	0	147,508	177,447	88,124	466,919	3,435,257	231,883	73,256
Total	\$2,275,581	\$2,079,237	\$752,930	\$354,217	\$5,461,964	\$3,664,855	\$225,203	\$450,000	\$1,351,504	\$2,026,707	\$1,522,982	\$3,435,257	\$3,435,257	\$2,141,873	\$1,377,755



* 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:								Piper-Kansas City USD 203		Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:					4.64	
PROJECT:								Infiniti Windows, LLC (With LMW)		Ratio of Present Value of Total Benefits to Present Value of Total Costs:					4.54	
DATE: 2/22/2023				DISCOUNT RATE: 7.25%				(Typical desired ratio would be 1.3 to 1)					Average ROI		36.43%	
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	283,088	118,111	40,687	79,986	521,872	486,594	7,796	184,007	191,803	178,837	330,069	330,069	307,757	171,568		
2	288,749	120,273	41,501	350,645	801,169	696,513	34,176	187,687	221,863	192,881	579,306	909,375	503,632	163,170		
3	294,524	122,479	42,331	704,214	1,163,549	943,176	68,637	191,441	260,078	210,820	903,471	1,812,846	732,356	155,182		
4	300,415	124,729	43,178	942,422	1,410,744	1,066,250	91,854	195,270	287,124	217,010	1,123,620	2,936,466	849,240	147,586		
5	306,423	127,024	44,041	966,925	1,444,413	1,017,900	94,242	199,175	293,417	206,775	1,150,996	4,087,462	811,124	140,362		
6	312,552	129,365	44,922	992,065	1,478,904	971,753	96,693	203,158	299,851	197,025	1,179,053	5,266,515	774,728	133,491		
7	318,803	131,752	45,820	1,017,859	1,514,234	927,709	99,207	207,222	306,428	187,736	1,207,806	6,474,321	739,973	126,956		
8	325,179	134,188	46,737	1,044,323	1,550,426	885,672	101,786	211,366	313,152	178,886	1,237,274	7,711,595	706,786	120,742		
9	331,682	136,671	47,672	1,071,476	1,587,501	845,548	104,432	215,593	320,026	170,455	1,267,475	8,979,071	675,093	114,831		
10	338,316	139,205	48,625	1,099,334	1,625,480	807,251	107,148	219,905	327,053	162,422	1,298,427	10,277,498	644,829	109,210		
Total	\$3,099,729	\$1,283,798	\$445,514	\$8,269,251	\$13,098,292	\$8,648,366	\$805,970	\$2,014,824	\$2,820,794	\$1,902,848	\$10,277,498	\$10,277,498	\$6,745,518	\$1,383,098		



SUMMARY OF COSTS AND BENEFITS FOR: KC Community College

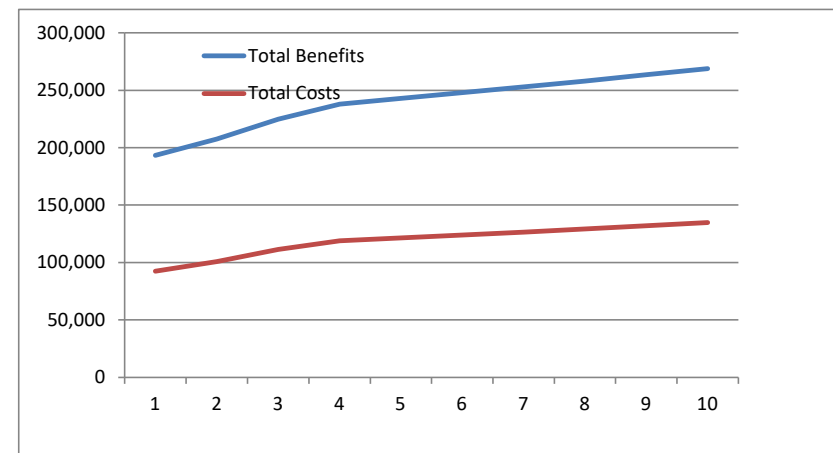
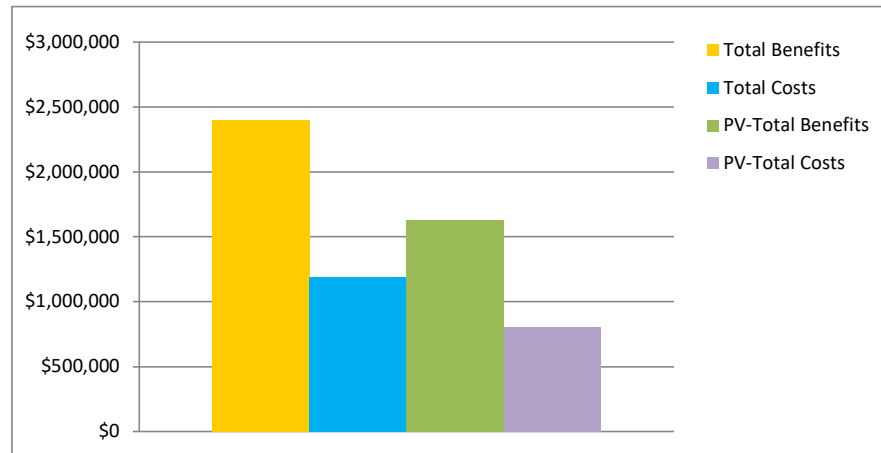
PROJECT: Infiniti Windows, LLC (With LMW)

DATE: 2/22/2023

DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:	2.01
Ratio of Present Value of Total Benefits to Present Value of Total Costs:	2.02
(Typical desired ratio would be 1.3 to 1)	Average ROI
	10.13%

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	139,258	50,800	3,089	193,147	180,090	1,928	90,517	92,446	86,197	100,701	100,701	93,894	84,398
2	142,043	51,730	13,541	207,314	180,233	8,454	92,328	100,781	87,616	106,533	207,234	92,617	80,267
3	144,884	52,679	27,195	224,758	182,189	16,978	94,174	111,152	90,100	113,606	320,840	92,089	76,338
4	147,781	53,647	36,394	237,822	179,748	22,721	96,058	118,778	89,773	119,044	439,883	89,974	72,601
5	150,737	54,634	37,341	242,711	171,042	23,311	97,979	121,290	85,475	121,421	561,304	85,567	69,047
6	153,752	55,641	38,311	247,703	162,760	23,917	99,939	123,856	81,383	123,848	685,152	81,377	65,667
7	156,827	56,667	39,307	252,801	154,881	24,539	101,937	126,477	77,487	126,325	811,477	77,394	62,453
8	159,963	57,715	40,329	258,007	147,385	25,177	103,976	129,153	73,778	128,854	940,331	73,607	59,396
9	163,162	58,783	41,378	263,324	140,254	25,832	106,056	131,887	70,247	131,436	1,071,767	70,007	56,488
10	166,426	59,873	42,454	268,753	133,469	26,503	108,177	134,680	66,885	134,072	1,205,840	66,583	53,723
Total	\$1,524,831	\$552,169	\$319,340	\$2,396,340	\$1,632,051	\$199,361	\$991,140	\$1,190,501	\$808,942	\$1,205,840	\$1,205,840	\$823,109	\$680,379



SUMMARY OF COSTS AND BENEFITS FOR:

Wyandotte Co. Library

PROJECT: Infiniti Windows, LLC (With LMW)

DATE: 2/22/2023

DISCOUNT RATE: 7.25%

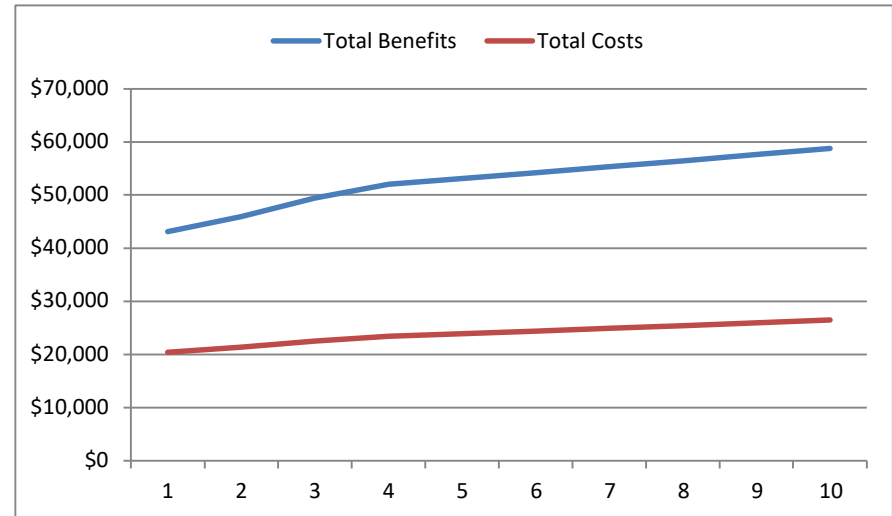
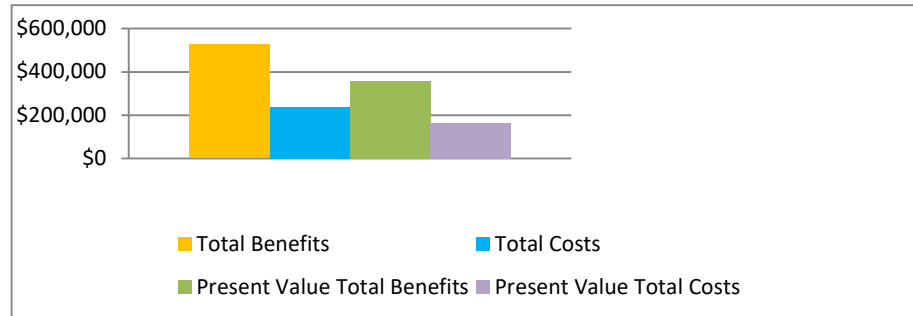
Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.20

Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.20

(Typical desired ratio would be 1.3 to 1)

Average ROI 8.02%

Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	District 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	\$31,143	\$11,361	\$596	\$43,099	\$40,185	\$167	\$20,243	\$20,409	\$19,030	\$22,690	\$22,690	\$21,156	\$18,874
2	\$31,766	\$11,569	\$2,611	\$45,945	\$39,943	\$730	\$20,648	\$21,378	\$18,585	\$24,567	\$47,257	\$21,358	\$17,950
3	\$32,401	\$11,781	\$5,244	\$49,425	\$40,064	\$1,466	\$21,061	\$22,527	\$18,260	\$26,899	\$74,156	\$21,804	\$17,072
4	\$33,049	\$11,997	\$7,018	\$52,064	\$39,350	\$1,962	\$21,482	\$23,444	\$17,719	\$28,620	\$102,775	\$21,631	\$16,236
5	\$33,710	\$12,218	\$7,200	\$53,128	\$37,440	\$2,013	\$21,911	\$23,925	\$16,860	\$29,203	\$131,978	\$20,580	\$15,441
6	\$34,384	\$12,443	\$7,387	\$54,214	\$35,623	\$2,066	\$22,350	\$24,415	\$16,043	\$29,799	\$161,777	\$19,580	\$14,685
7	\$35,072	\$12,673	\$7,579	\$55,324	\$33,895	\$2,119	\$22,797	\$24,916	\$15,265	\$30,408	\$192,185	\$18,630	\$13,967
8	\$35,773	\$12,907	\$7,776	\$56,457	\$32,250	\$2,175	\$23,253	\$25,427	\$14,525	\$31,029	\$223,214	\$17,725	\$13,283
9	\$36,489	\$13,146	\$7,979	\$57,613	\$30,686	\$2,231	\$23,718	\$25,949	\$13,821	\$31,664	\$254,879	\$16,865	\$12,633
10	\$37,218	\$13,390	\$8,186	\$58,794	\$29,198	\$2,289	\$24,192	\$26,481	\$13,151	\$32,313	\$287,192	\$16,047	\$12,014
Total	\$341,003	\$123,484	\$61,576	\$526,063	\$358,636	\$17,219	\$221,652	\$238,871	\$163,260	\$287,192	\$287,192	\$195,377	\$152,156



SUMMARY OF COSTS AND BENEFITS FOR:

PROJECT: Infiniti Windows, LLC

DATE: 2/22/2023

State of Kansas

(With LMW)

DISCOUNT RATE: 7.25%

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

5.19

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

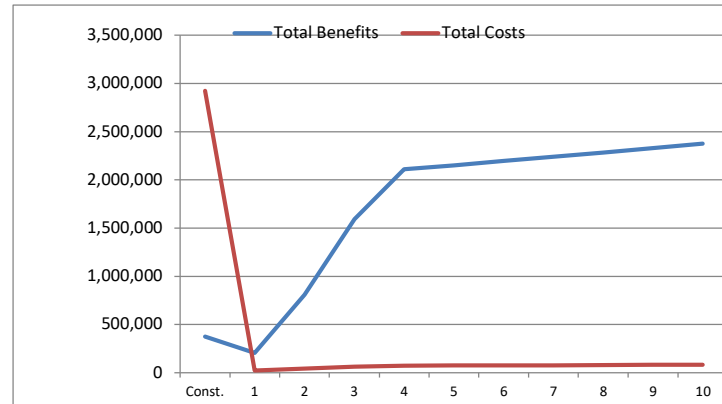
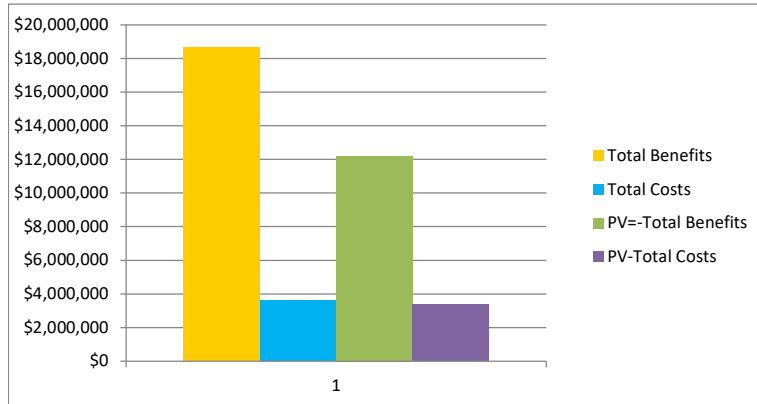
3.63

(Typical desired ratio would be 1.3 to 1)

Average ROI

41.92%

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	Incentives	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.	374,400	\$0	0	0	0	374,400	374,400	0	\$0	\$0	\$2,925,000	2,925,000	2,925,000	-2,550,600	-2,550,600	-2,550,600	2,925,000
1	131,642	\$7,631	51,119	2,784	11,703	204,878	191,028	4,980	13,447	\$4,960	0	23,387	21,806	181,491	-2,369,109	169,222	4,625
2	554,541	\$7,783	222,786	2,835	24,014	811,958	705,893	10,220	27,593	\$5,059	0	42,872	37,271	769,087	-1,600,022	668,622	4,398
3	1,101,445	\$7,939	444,814	2,887	36,957	1,594,041	1,292,134	15,728	42,466	\$5,160	0	63,354	51,355	1,530,687	-69,335	1,240,779	4,183
4	1,463,596	\$8,098	591,797	2,940	42,131	2,108,560	1,593,664	17,930	48,411	\$5,263	0	71,604	54,119	2,036,956	1,967,621	1,539,545	3,978
5	1,493,011	\$8,259	603,628	2,994	43,227	2,151,119	1,515,926	18,396	49,670	\$5,369	0	73,434	51,750	2,077,685	4,045,306	1,464,175	3,783
6	1,523,030	\$8,425	615,699	3,049	44,350	2,194,553	1,441,990	18,874	50,961	\$5,476	0	75,312	49,485	2,119,241	6,164,547	1,392,504	3,598
7	1,553,651	\$8,593	628,009	3,105	45,504	2,238,862	1,371,659	19,365	52,286	\$5,586	0	77,237	47,320	2,161,625	8,326,172	1,324,340	3,422
8	1,584,908	\$8,765	640,571	3,162	46,687	2,284,093	1,304,774	19,869	53,646	\$5,697	0	79,211	45,249	2,204,882	10,531,054	1,259,525	3,255
9	1,616,800	\$8,940	653,386	3,221	47,900	2,330,248	1,241,156	20,385	55,040	\$5,811	0	81,237	43,269	2,249,011	12,780,065	1,197,887	3,095
10	1,649,329	\$9,119	666,452	3,281	49,146	2,377,326	1,180,635	20,915	56,471	\$5,927	0	83,314	41,376	2,294,012	15,074,077	1,139,260	2,944
Total	\$13,046,353	\$83,552	\$5,118,261	\$30,256	\$391,618	\$18,670,039	\$12,213,261	\$166,662	\$449,991	\$54,309	\$2,925,000	\$3,595,962	\$3,368,001	\$15,074,077	\$15,074,077	\$8,845,260	\$2,962,281



* 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.

Infiniti Windows, LLC (With LMW)

Other Economic Impacts of the Project

	In the First Year	Over 10 Years
Permanent jobs created	55	600
Construction jobs created	260	0
Number of New Residents in the Community	29	322
Number of Additional Students in the Local School District	6	60
Increase in Local Personal Incomes	\$2,434,245	\$243,726,705
Increase in Local Retail Sales	\$52,442,763	\$643,584,367
Increase in the Community's Property Tax Base	\$44,000,000	\$44,000,000
Estimated Property Tax Revenue after the abatement period ends:		
	City	\$238,594
	County	\$231,474
	School	\$394,679
	Comm. Coll.	\$169,754
	Library	\$39,496
	State	\$9,302
	Total	\$1,083,299

Infiniti Windows, LLC (With LMW)

Overall Cost-Benefit Summary

TAXING ENTITY	DIRECT REVENUES						TOTAL DIRECT REVENUES	ALL INDIRECT REVENUES	TOTAL ALL REVENUES	DIRECT COSTS		INDIRECT COSTS	TOTAL COSTS	NET BENEFITS
	Sales Taxes	PILOT Payment	New Property Taxes	School Federal & State Funding	Corporate & Personal Income Taxes	City Utilities & Franchise Fees				Property Taxes Abated	Cost of Educating New Students	ALL INDIRECT COSTS		
City of Kansas City	3,637,178	776,090	2,143,194			72,519	6,628,980	184,573	6,813,553	1,393,076	0	306,827	1,699,903	5,113,650
Wyandotte County	2,275,581	752,930	2,079,237				5,107,748	354,217	5,461,964	1,351,504	0	225,203	1,576,707	3,885,257
Piper-Kansas City USD 203		1,283,798	3,545,244	8,269,251			13,098,292		13,098,292	2,014,824	805,970	0	2,820,794	10,277,498
KC Community College		552,169	1,524,831				2,077,000	319,340	2,396,340	991,140	0	199,361	1,190,501	1,205,840
Wyandotte Co. Library		123,484	341,003				464,487	61,576	526,063	221,652		17,219	238,871	287,192
State of Kansas	13,046,353	30,256	83,552	0	5,118,261		18,278,421	391,618	18,670,039	54,309	449,991	166,662	670,962	17,999,077
TOTALS	\$18,959,112	\$3,518,726	\$9,717,060	\$8,269,251	\$5,118,261	\$72,519	\$45,654,928	\$1,311,323	\$46,966,252	\$6,026,505	\$1,255,961	\$915,272	\$8,197,738	\$38,768,514

**A Tax Abatement Cost-Benefit Analysis of
Infiniti Windows, LLC
(Without LMW)
for the Unified Government of Kansas City/Wyandotte County**

Completed by
Municipal Consulting, LLC
2/22/2023

CONTENTS:

Report Title Page	3
Community Data Inputs	4
Data Inputs of the Firm	5
Summary of Benefits, Costs and Ratios	6
City of Kansas City Benefits, Costs and Ratios	7
Wyandotte County Benefits, Costs and Ratios	8
Piper-Kansas City USD 203 Benefits, Costs and Ratios	9
Kansas City Community College Benefits, Costs and Ratios	10
Wyandotte County Library Benefits, Costs and Ratios	11
State of Kansas Benefits, Costs and Ratios	12
Economic Impact of the Project on the Community	13
Overall Cost-Benefit Summary	14

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 an 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	2.99	20%
Wyandotte County	2.91	19%
Piper-Kansas City USD 203	5.00	40%
KC Community College	2.24	12%
Wyandotte Co. Library	2.47	9.82%
State of Kansas	5.20	42%

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 60% property tax abatement for 10 years and the firm will receive a sales tax exemption on construction materials and machinery and equipment. 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. A PILOT payment which includes the existing property tax is included in this analysis.

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: 2023.02.22 07:46:55 -06'00'

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:	Infiniti Windows, LLC			(Without LMW)	
DATE:	2/21/2023				
GOVERNMENTAL ENTITIES INVOLVED:					
CITY:	City of Kansas City				
COUNTY:	Wyandotte County				
SCHOOL DISTRICT:	Piper-Kansas City USD 203				
SPECIAL TAXING DISTRICT #1	KC Community College				
SPECIAL TAXING DISTRICT #2	Wyandotte Co. Library				
STATE:	State of Kansas				
INFLATION RATE:	2.60%				
DISCOUNT RATE	7.25%				

The project involves purchase of land at 9822 Leavenworth Road and construction of a 400,000 square foot manufacturing facility that will create an estimated 600 new full and part-time jobs over the next 10 years.

The assumption of the inflation rate is based on the latest 5-year moving average.

The discount rate is estimated at the current commercial loan rate.

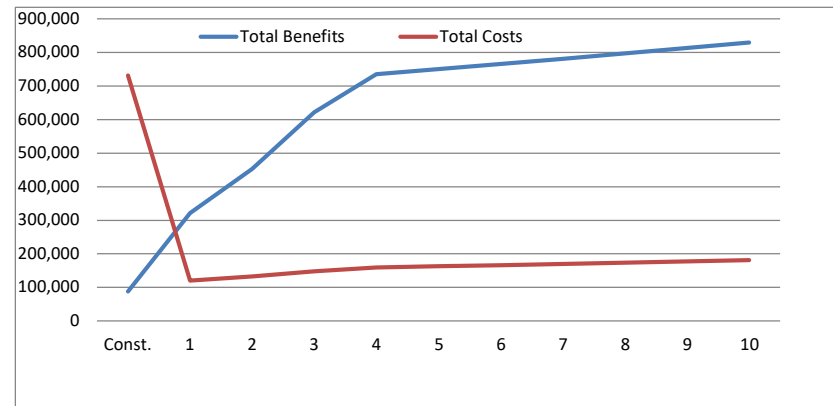
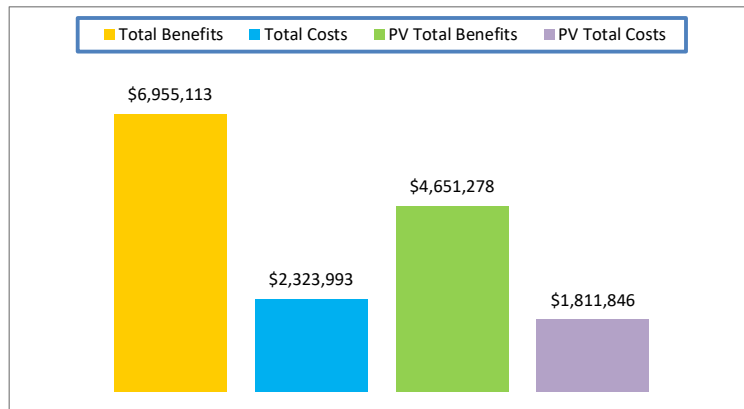
Infiniti Windows, LLC (Without LMW)

Column1	Column2	Column3	Column4	Column6	Column7	Column11
Community Data Inputs:						
	City of Kansas City	Wyandotte County	Piper-Kansas City USD 203	KC Community College	Wyandotte Co. Library	State
Mill Levy	38.476593	37.328383	63.647492	27.375176	6.122008	1.500
Sales Tax	1.625%	1.000%	n/a	n/a	n/a	6.50%
Transient Guest Tax	8.00%	0.00%	n/a	n/a	n/a	n/a
Enterprise Rev/HsHld	\$56.40	n/a	n/a	n/a	n/a	n/a
Franchise Fees/HsHld	\$0.00	n/a	n/a	n/a	n/a	n/a
Other Revenues/Res.	\$60.17	\$59.24	n/a	\$104.11	\$20.08	\$1,511.19
Marg. Cost/Res./Student	\$100.03	\$37.66	\$1,417.44	\$65.00	\$5.61	\$654.19
Other Revenues/Worker	\$57.10	\$56.21	n/a	\$98.78	\$19.05	\$1,296.05
Marginal Cost/New Worker	\$94.91	\$35.74	n/a	\$61.67	\$5.33	\$561.06
State Funding/Pupil	n/a	n/a	\$8,737.46	n/a	n/a	\$10,173
Federal Funding/Pupil	n/a	n/a	\$5,436.95	n/a	n/a	\$1,022
Visitor Daily Spending	\$50.00	\$50.00				\$75.00
Average Hotel Room Rate	\$125	\$125	Total Mill Levy:	174.449652		n/a
Retail Pull Factor	0.94	0.96				n/a
Percent of County Share	90.50%	100.00%				n/a
Ann. Local Per Capita Sales Tax	\$294	\$184				n/a
Ann. State Per Capita Sales Tax	\$1,051	\$1,075				\$1,078
Annual Per Capita Retail Sales	\$16,176	\$16,535				\$16,581
Average Household Size	2.68	2.67				2.49
Avg. Wage-All Occupations	\$55,918	\$55,918				\$49,680

Infiniti Windows, LLC			(Without LMW)											
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
Firm Data Inputs:														
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Investment in Land			\$10,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000,000
Investment in Building			\$44,000,000											
Investment in M & E			\$13,000,000											
Contingencies & Soft Costs			\$3,000,000											
Total Project Investment			\$70,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
City Incentive of Sales Tax Exemption			\$731,250	County Sales Tax Exemption		\$450,000	State Sales Tax Exemption		\$2,925,000			Total Sales Tax Exemption:		\$4,106,250
		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%	\$20,000,000	\$30,000,000	\$33,000,000	\$36,000,000	\$39,000,000	\$42,000,000	\$45,000,000	\$48,000,000	\$51,000,000	\$54,000,000	\$398,000,000
Purchases			0.00%	\$80,000	\$84,000	\$88,200	\$92,610	\$97,240	\$102,103	\$107,208	\$112,568	\$118,196	\$124,106	\$1,006,231
Net Enterprise Rev - Firm			2.60%	\$0	\$766	\$786	\$806	\$827	\$849	\$871	\$893	\$916	\$940	\$8,618
Net Enterprise Rev-Employees			2.60%	\$0	\$620	\$2,720	\$5,462	\$7,309	\$7,499	\$7,694	\$7,894	\$8,100	\$8,310	\$64,135
PILOT- City				\$0	\$84,329	\$85,895	\$87,492	\$89,121	\$90,783	\$92,478	\$94,207	\$95,970	\$97,769	\$917,649
PILOT - County				\$0	\$81,813	\$83,332	\$84,881	\$86,462	\$88,074	\$89,718	\$91,396	\$93,106	\$94,851	\$890,265
PILOT - State				\$0	\$3,288	\$3,349	\$3,411	\$3,474	\$3,539	\$3,605	\$3,673	\$3,741	\$3,811	\$35,774
PILOT - School				\$0	\$139,497	\$142,087	\$144,729	\$147,424	\$150,172	\$152,976	\$155,836	\$158,753	\$161,728	\$1,517,963
PILOT - Comm. Coll.				\$0	\$59,998	\$61,112	\$62,249	\$63,408	\$64,590	\$65,796	\$67,026	\$68,281	\$69,560	\$652,885
PILOT- Library				\$0	\$13,418	\$13,667	\$13,921	\$14,180	\$14,444	\$14,714	\$14,989	\$15,270	\$15,556	\$146,007
New Employees					55.0	180.0	225.0	140.0	0.0	0.0	0.0	0.0	0.0	600
New to the City				20%	11.0	36.0	45.0	28.0	0.0	0.0	0.0	0.0	0.0	120
New to the County				40%	22.0	72.0	90.0	56.0	0.0	0.0	0.0	0.0	0.0	240
New to the State					3.0	3.0	3.0	1.0	0.0	0.0	0.0	0.0	0.0	10
New students in K-12					5.5	18.0	22.5	14.0	0.0	0.0	0.0	0.0	0.0	60
New employee average salary					\$44,259	\$45,144	\$46,047	\$46,968	\$47,907	\$48,865	\$49,842	\$50,839	\$51,856	N/A
Tax Abatement-Land					60%	60%	60%	60%	60%	60%	60%	60%	60%	N/A
Tax Abatement-Bldg.					60%	60%	60%	60%	60%	60%	60%	60%	60%	N/A
Visitors			0.0%	0	100	100	100	100	100	100	100	100	100	1,000
				City	County	State								
Percentage of sales taxable in the				0%	0%	0%								
Percentage of purchases taxable in the				80%	80%	80%								
Assumed Inflation Rate				2.60%										

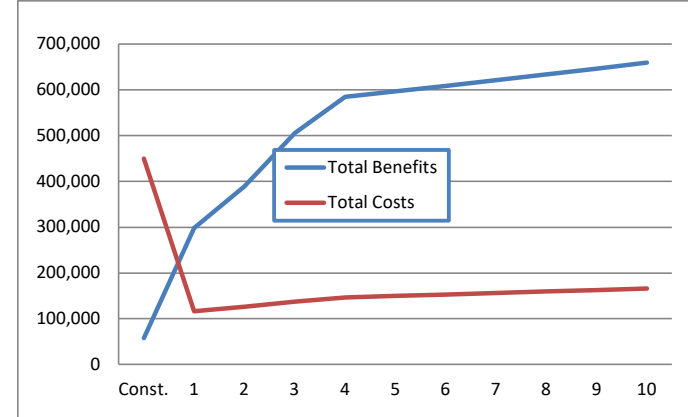
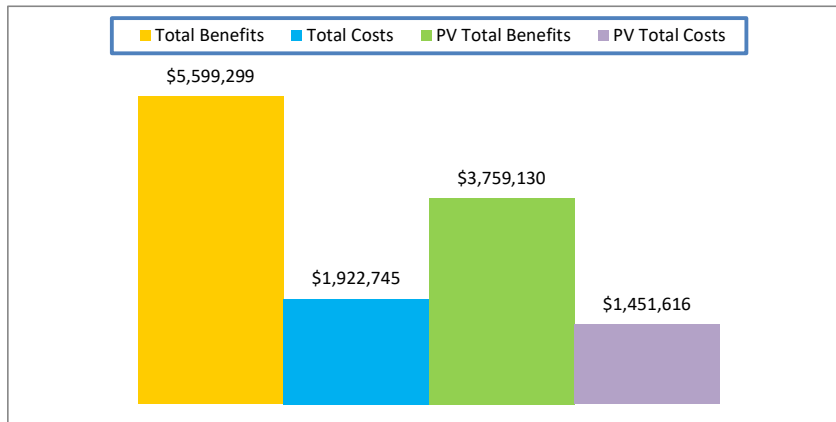
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
COST-BENEFIT ANALYSIS PROJECT SUMMARY				(Without LMW)				
PROJECT NAME:	Infiniti Windows, LLC (Without LMW)					Ratio of		
DATE:		2/21/2023				NPV of Net		
				Net	NPV	Benefits to	Actual	Avg.
				Present	of	NPV of	Benefit to	Annual
		Total		Value	Incentives	Incentives	Actual	Rate
	Total	Costs &	Net	of Net	& Taxes	and Taxes	Cost	of
Entity	Benefits	Incentives	Benefits	Benefits	Abated	Abated	Ratio	Return
City of Kansas City	\$6,955,113	\$2,323,993	\$4,631,119	\$2,839,431	\$1,613,981	1.76	2.99	20%
Wyandotte County	\$5,599,299	\$1,922,745	\$3,676,554	\$2,307,514	\$1,306,389	1.77	2.91	19%
Piper-Kansas City USD 203	\$13,332,458	\$2,665,807	\$10,666,650	\$7,012,656	\$1,276,706	5.49	5.00	40%
KC Community College	\$2,497,056	\$1,114,259	\$1,382,797	\$944,584	\$628,042	1.50	2.24	12%
Wyandotte Co. Library	\$548,586	\$221,821	\$326,765	\$222,542	\$140,451	1.58	2.47	10%
State of Kansas	\$18,675,558	\$3,591,785	\$15,083,773	\$8,851,916	\$2,959,413	2.99	5.20	42%

SUMMARY OF COSTS AND BENEFITS FOR: City of Kansas City								Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.99								
PROJECT: Infiniti Windows, LLC (Without LMW)								Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.57								
DATE: 2/21/2023					DISCOUNT RATE: 7.25%			(Typical desired ratio would be 1.3 to 1) Average ROI 19.93%								
Year	Sales and Transient Guest Taxes	New Property Taxes	Enterprise Revenues	PILOT Payment	Other City Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various City Services	Incentives	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.	88,237	0	0	0	0	88,237	88,237	0	731,250	0	731,250	731,250	-643,012	-643,012	-643,012	731,250
1	37,603	195,730	1,386	84,329	1,785	320,834	299,146	2,968		117,438	120,406	112,267	200,428	-442,585	186,879	109,500
2	155,753	199,645	3,505	85,895	7,827	452,625	393,500	13,011		119,787	132,798	115,450	319,828	-122,757	278,049	104,139
3	308,543	203,638	6,268	87,492	15,718	621,660	503,919	26,130		122,183	148,312	120,222	473,347	350,591	383,697	99,042
4	409,725	207,711	8,136	89,121	21,035	735,729	556,069	34,968		124,626	159,595	120,623	576,134	926,725	435,446	94,193
5	417,962	211,865	8,348	90,783	21,582	750,540	528,917	35,877		127,119	162,996	114,866	587,543	1,514,268	414,051	89,583
6	426,367	216,102	8,565	92,478	22,143	765,655	503,094	36,810		129,661	166,471	109,385	599,184	2,113,452	393,710	85,197
7	434,941	220,424	8,788	94,207	22,719	781,079	478,535	37,767		132,255	170,022	104,165	611,057	2,724,509	374,370	81,027
8	443,693	224,833	9,016	95,970	23,310	796,822	455,180	38,749		134,900	173,649	99,196	623,173	3,347,682	355,984	77,061
9	452,623	229,329	9,016	97,769	23,916	812,653	432,842	39,757		137,598	177,354	94,464	635,299	3,982,981	338,378	73,288
10	461,731	233,916	9,491	99,604	24,538	829,279	411,839	40,790		140,350	181,140	89,958	648,139	4,631,119	321,881	69,701
Total	\$3,637,178	\$2,143,194	\$72,519	\$917,649	\$184,573	\$6,955,113	\$4,651,278	\$306,827	\$731,250	\$1,285,916	\$2,323,993	\$1,811,846	\$4,631,119	\$4,631,119	\$2,839,431	\$1,613,981



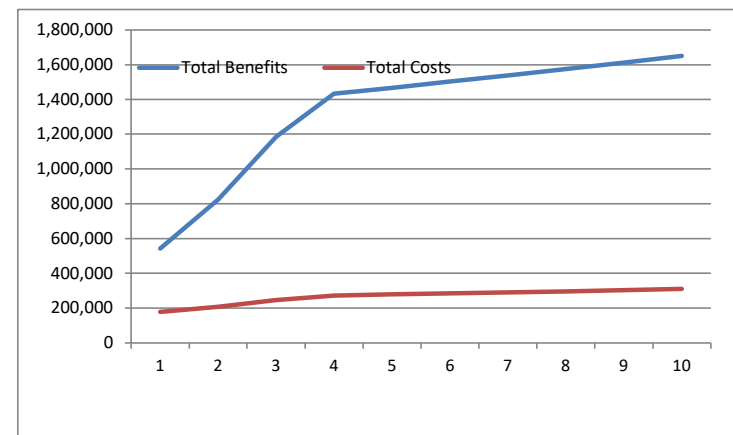
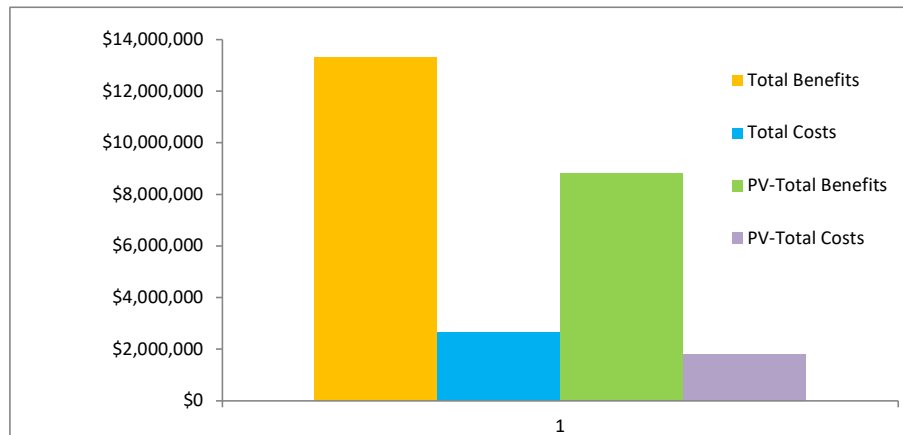
* The development agreement calls for 1% of the city's 1.625% sales tax and 7.84% of the transient guest tax on sales in the project area to be applied toward the project Star bonds.

SUMMARY OF COSTS AND BENEFITS FOR: Wyandotte County								Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.91							
PROJECT: Infiniti Windows, LLC (Without LMW)								Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.59							
DATE: 2/21/2023					DISCOUNT RATE: 7.25%			(Typical desired ratio would be 1.3 to 1) Average ROI 19.12%							
Year	Sales Taxes	New Property Taxes	PILOT Payment	Other County Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various County Services	Incentives	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.	57,600	0	0	0	57,600	57,600	0	450,000	0	450,000	450,000	-392,400	-392,400	-392,400	450,000
1	22,934	189,889	81,813	3,426	298,062	277,914	2,178	0	113,934	116,112	108,263	181,950	-210,450	169,651	106,232
2	96,999	193,687	83,332	15,020	389,038	338,219	9,549	0	116,212	125,762	109,334	263,276	52,827	228,885	101,032
3	192,783	197,561	84,881	30,165	505,391	409,671	19,178	0	118,537	137,715	111,632	367,676	420,503	298,039	96,086
4	256,208	201,512	86,462	40,369	584,551	441,808	25,666	0	120,907	146,573	110,781	437,978	858,481	331,027	91,383
5	261,354	205,542	88,074	41,419	596,389	420,284	26,333	0	123,325	149,658	105,467	446,731	1,305,211	314,818	86,909
6	266,605	209,653	89,718	42,496	608,472	399,813	27,018	0	125,792	152,810	100,408	455,663	1,760,874	299,405	82,655
7	271,962	213,846	91,396	43,600	620,804	380,341	27,720	0	128,308	156,028	95,592	464,776	2,225,651	284,749	78,609
8	277,430	218,123	93,106	44,734	633,393	361,822	28,441	0	130,874	159,315	91,008	474,078	2,699,729	270,814	74,761
9	283,008	222,486	94,851	45,897	646,242	344,207	29,180	0	133,491	162,672	86,644	483,571	3,183,300	257,563	71,101
10	288,698	226,936	96,631	47,090	659,355	327,451	29,939	0	136,161	166,100	82,489	493,255	3,676,554	244,962	67,621
Total	\$2,275,581	\$2,079,237	\$890,265	\$354,217	\$5,599,299	\$3,759,130	\$225,203	\$450,000	\$1,247,542	\$1,922,745	\$1,451,616	\$3,676,554	\$3,676,554	\$2,307,514	\$1,306,389

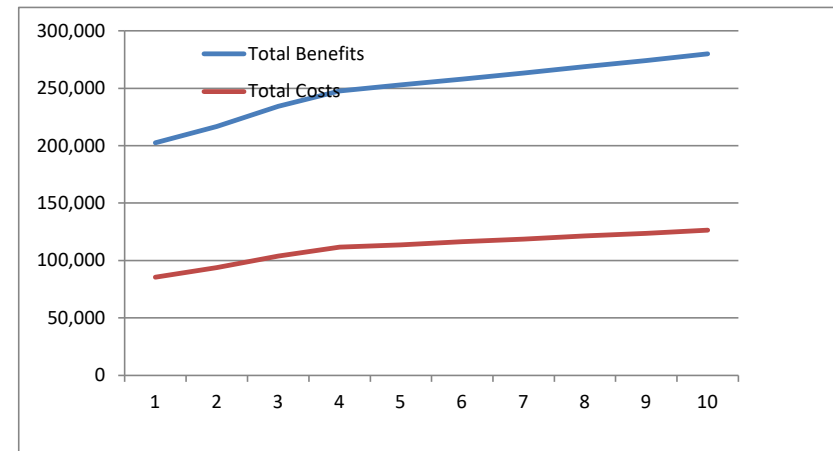
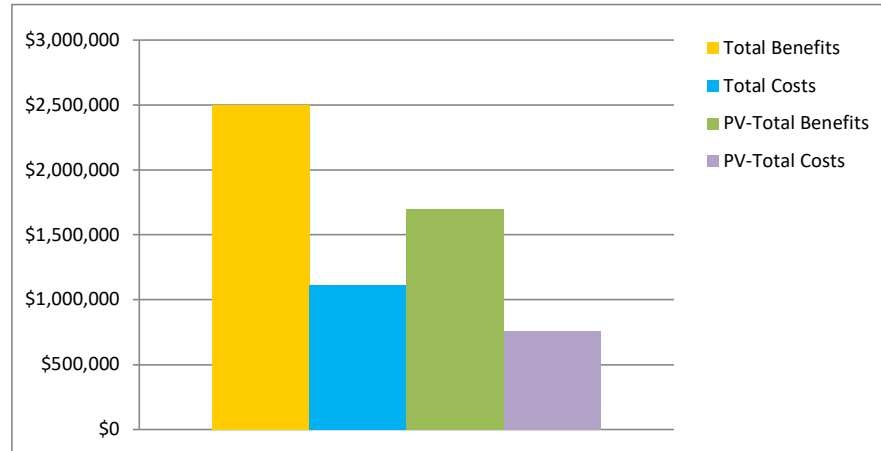


* The development agreement calls for 93.4368% of the county's 1% sales tax on sales from the project area to go toward retiring the Star bonds for the project.

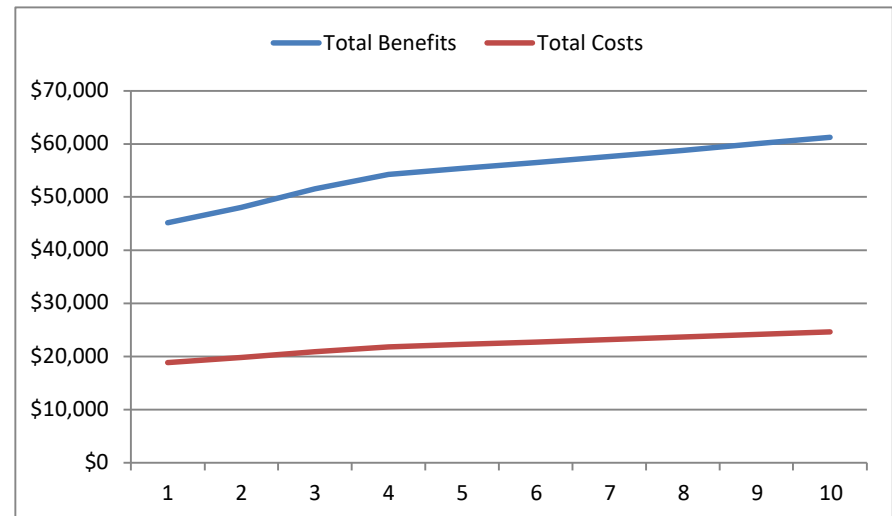
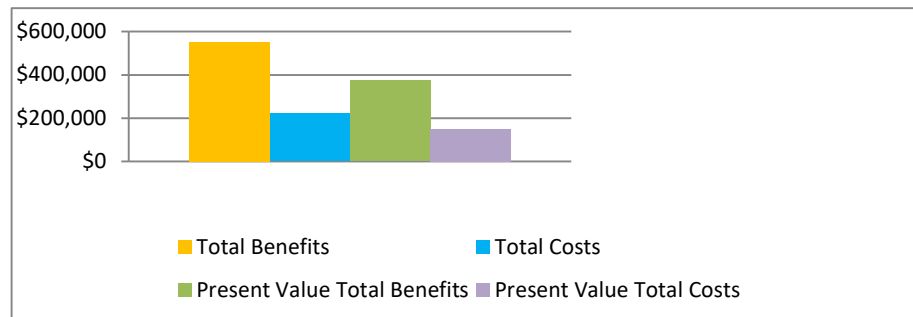
SUMMARY OF COSTS AND BENEFITS FOR: Piper-Kansas City USD 203									Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 5.00					
PROJECT: Infiniti Windows, LLC (Without LMW)									Ratio of Present Value of Total Benefits to Present Value of Total Costs: 4.90					
DATE: 2/21/2023					DISCOUNT RATE: 7.25%				(Typical desired ratio would be 1.3 to 1) Average ROI 40.01%					
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	283,088	139,497	40,687	79,986	543,257	506,534	7,796	169,853	177,648	165,640	365,609	365,609	340,894	158,371
2	288,749	142,087	41,501	350,645	822,982	715,477	34,176	173,250	207,425	180,330	615,556	981,165	535,147	150,618
3	294,524	144,729	42,331	704,214	1,185,798	961,211	68,637	176,715	245,351	198,883	940,447	1,921,612	762,329	143,245
4	300,415	147,424	43,178	942,422	1,433,438	1,083,402	91,854	180,249	272,103	205,657	1,161,335	3,082,948	877,745	136,233
5	306,423	150,172	44,041	966,925	1,467,562	1,034,213	94,242	183,854	278,096	195,978	1,189,466	4,272,413	838,234	129,565
6	312,552	152,976	44,922	992,065	1,502,515	987,268	96,693	187,531	284,223	186,757	1,218,291	5,490,705	800,511	123,222
7	318,803	155,836	45,820	1,017,859	1,538,318	942,464	99,207	191,282	290,488	177,970	1,247,830	6,738,535	764,494	117,190
8	325,179	158,753	46,737	1,044,323	1,574,992	899,704	101,786	195,107	296,893	169,598	1,278,099	8,016,633	730,106	111,454
9	331,682	161,728	47,672	1,071,476	1,612,558	858,894	104,432	199,009	303,442	161,622	1,309,116	9,325,749	697,272	105,998
10	338,316	164,763	48,625	1,099,334	1,651,038	819,944	107,148	202,989	310,137	154,021	1,340,901	10,666,650	665,922	100,809
Total	\$3,099,729	\$1,517,963	\$445,514	\$8,269,251	\$13,332,458	\$8,809,112	\$805,970	\$1,859,838	\$2,665,807	\$1,796,456	\$10,666,650	\$10,666,650	\$7,012,656	\$1,276,706



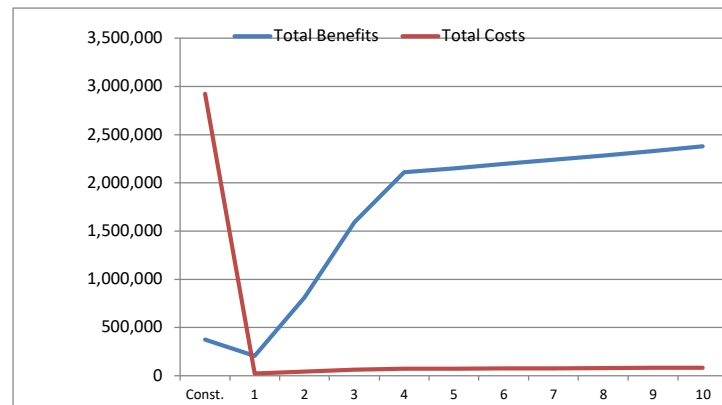
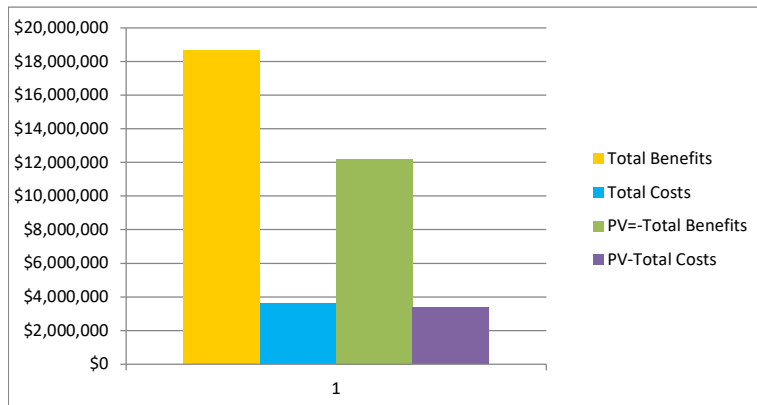
SUMMARY OF COSTS AND BENEFITS FOR: KC Community College								Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.24					
PROJECT: Infiniti Windows, LLC (Without LMW)								Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.25					
DATE: 2/21/2023				DISCOUNT RATE: 7.25%				(Typical desired ratio would be 1.3 to 1) Average ROI 12.41%					
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	139,258	59,998	3,089	202,345	188,666	1,928	83,555	85,483	79,704	116,862	116,862	108,962	77,906
2	142,043	61,112	13,541	216,696	188,389	8,454	85,226	93,679	81,442	123,017	239,879	106,947	74,093
3	144,884	62,249	27,195	234,327	189,946	16,978	86,930	103,908	84,228	130,420	370,298	105,719	70,466
4	147,781	63,408	36,394	247,583	187,125	22,721	88,669	111,389	84,189	136,194	506,492	102,936	67,016
5	150,737	64,590	37,341	252,667	178,058	23,311	90,442	113,753	80,164	138,914	645,406	97,895	63,736
6	153,752	65,796	38,311	257,859	169,433	23,917	92,251	116,168	76,332	141,691	787,097	93,102	60,616
7	156,827	67,026	39,307	263,160	161,227	24,539	94,096	118,635	72,683	144,525	931,622	88,544	57,649
8	159,963	68,281	40,329	268,573	153,421	25,177	95,978	121,155	69,209	147,418	1,079,040	84,212	54,827
9	163,162	69,560	41,378	274,101	145,994	25,832	97,897	123,729	65,902	150,371	1,229,411	80,092	52,143
10	166,426	70,866	42,454	279,745	138,928	26,503	99,855	126,359	62,753	153,386	1,382,797	76,175	49,590
Total	\$1,524,831	\$652,885	\$319,340	\$2,497,056	\$1,701,189	\$199,361	\$914,899	\$1,114,259	\$756,605	\$1,382,797	\$1,382,797	\$944,584	\$628,042



SUMMARY OF COSTS AND BENEFITS FOR: Wyandotte Co. Library							Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.47						
PROJECT: Infiniti Windows, LLC (Without LMW)							Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.47						
DATE: 2/21/2023				DISCOUNT RATE: 7.25%			(Typical desired ratio would be 1.3 to 1) Average ROI 9.82%						
Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	District 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	\$31,143	\$13,418	\$596	\$45,156	\$42,103	\$167	\$18,686	\$18,852	\$17,578	\$26,304	\$26,304	\$24,526	\$17,422
2	\$31,766	\$13,667	\$2,611	\$48,043	\$41,767	\$730	\$19,059	\$19,789	\$17,204	\$28,254	\$54,558	\$24,563	\$16,570
3	\$32,401	\$13,921	\$5,244	\$51,566	\$41,799	\$1,466	\$19,440	\$20,907	\$16,947	\$30,659	\$85,216	\$24,852	\$15,759
4	\$33,049	\$14,180	\$7,018	\$54,247	\$41,000	\$1,962	\$19,829	\$21,792	\$16,470	\$32,455	\$117,671	\$24,530	\$14,987
5	\$33,710	\$14,444	\$7,200	\$55,354	\$39,009	\$2,013	\$20,226	\$22,239	\$15,672	\$33,115	\$150,786	\$23,337	\$14,253
6	\$34,384	\$14,714	\$7,387	\$56,485	\$37,115	\$2,066	\$20,630	\$22,696	\$14,913	\$33,789	\$184,576	\$22,202	\$13,556
7	\$35,072	\$14,989	\$7,579	\$57,640	\$35,314	\$2,119	\$21,043	\$23,162	\$14,191	\$34,478	\$219,053	\$21,123	\$12,892
8	\$35,773	\$15,270	\$7,776	\$58,819	\$33,600	\$2,175	\$21,464	\$23,638	\$13,503	\$35,181	\$254,234	\$20,097	\$12,261
9	\$36,489	\$15,556	\$7,979	\$60,023	\$31,970	\$2,231	\$21,893	\$24,124	\$12,849	\$35,899	\$290,133	\$19,121	\$11,661
10	\$37,218	\$15,848	\$8,186	\$61,252	\$30,419	\$2,289	\$22,331	\$24,620	\$12,227	\$36,632	\$326,765	\$18,192	\$11,090
Total	\$341,003	\$146,007	\$61,576	\$548,586	\$374,098	\$17,219	\$204,602	\$221,821	\$151,555	\$326,765	\$326,765	\$222,542	\$140,451



SUMMARY OF COSTS AND BENEFITS FOR:										State of Kansas							
PROJECT: Infiniti Windows, LLC										(Without LMW)							
DATE: 2/21/2023										DISCOUNT RATE: 7.25%							
										Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 5.20							
										Ratio of Present Value of Total Benefits to Present Value of Total Costs: 3.63							
										(Typical desired ratio would be 1.3 to 1)							
										Average ROI 42.00%							
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	Incentives	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.	374,400	\$0	0	0	0	374,400	374,400	0	\$0	\$0	\$2,925,000	2,925,000	2,925,000	-2,550,600	-2,550,600	-2,550,600	2,925,000
1	131,642	\$7,631	51,119	3,288	11,703	205,382	191,498	4,980	13,447	\$4,578	0	23,006	21,450	182,376	-2,368,224	170,048	4,269
2	554,541	\$7,783	222,786	3,349	24,014	812,472	706,340	10,220	27,593	\$4,670	0	42,483	36,933	769,990	-1,598,234	669,407	4,060
3	1,101,445	\$7,939	444,814	3,411	36,957	1,594,566	1,292,559	15,728	42,466	\$4,763	0	62,957	51,033	1,531,609	-66,625	1,241,526	3,861
4	1,463,596	\$8,098	591,797	3,474	42,131	2,109,095	1,594,069	17,930	48,411	\$4,859	0	71,199	53,813	2,037,896	1,971,271	1,540,256	3,672
5	1,493,011	\$8,259	603,628	3,539	43,227	2,151,665	1,516,310	18,396	49,670	\$4,956	0	73,021	51,459	2,078,643	4,049,914	1,464,851	3,492
6	1,523,030	\$8,425	615,699	3,605	44,350	2,195,109	1,442,355	18,874	50,961	\$5,055	0	74,890	49,209	2,120,219	6,170,133	1,393,147	3,321
7	1,553,651	\$8,593	628,009	3,673	45,504	2,239,430	1,372,007	19,365	52,286	\$5,156	0	76,807	47,057	2,162,623	8,332,755	1,324,950	3,159
8	1,584,908	\$8,765	640,571	3,741	46,687	2,284,672	1,305,105	19,869	53,646	\$5,259	0	78,773	44,999	2,205,899	10,538,654	1,260,106	3,004
9	1,616,800	\$8,940	653,386	3,811	47,900	2,330,838	1,241,470	20,385	55,040	\$5,364	0	80,790	43,031	2,250,048	12,788,703	1,198,440	2,857
10	1,649,329	\$9,119	666,452	3,883	49,146	2,377,929	1,180,934	20,915	56,471	\$5,471	0	82,858	41,149	2,295,071	15,083,773	1,139,785	2,717
Total	\$13,046,353	\$83,552	\$5,118,261	\$35,774	\$391,618	\$18,675,558	\$12,217,050	\$166,662	\$449,991	\$50,131	\$2,925,000	\$3,591,785	\$3,365,133	\$15,083,773	\$15,083,773	\$8,851,916	\$2,959,413



* 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.

Infiniti Windows, LLC (Without LMW)

Other Economic Impacts of the Project

	In the First Year	Over 10 Years
Permanent jobs created	55	600
Construction jobs created	260	0
Number of New Residents in the Community	29	322
Number of Additional Students in the Local School District	6	60
Increase in Local Personal Incomes	\$2,434,245	\$243,726,705
Increase in Local Retail Sales	\$52,442,763	\$643,584,367
Increase in the Community's Property Tax Base	\$44,000,000	\$44,000,000
Estimated Property Tax Revenue after the abatement period ends:		
	City	\$238,594
	County	\$231,474
	School	\$394,679
	Comm. Coll.	\$169,754
	Library	\$39,496
	State	\$9,302
	Total	\$1,083,299

Infiniti Windows, LLC (Without LMW)

Overall Cost-Benefit Summary

TAXING ENTITY	DIRECT REVENUES						TOTAL DIRECT REVENUES	ALL INDIRECT REVENUES	TOTAL ALL REVENUES	DIRECT COSTS		INDIRECT COSTS	TOTAL COSTS	NET BENEFITS
	Sales Taxes	PILOT Payment	New Property Taxes	School Federal & State Funding	Corporate & Personal Income Taxes	City Utilities & Franchise Fees				Property Taxes Abated	Cost of Educating New Students	ALL INDIRECT COSTS		
City of Kansas City	3,637,178	917,649	2,143,194			72,519	6,770,540	184,573	6,955,113	1,285,916	0	306,827	1,592,743	5,362,369
Wyandotte County	2,275,581	890,265	2,079,237				5,245,082	354,217	5,599,299	1,247,542	0	225,203	1,472,745	4,126,554
Piper-Kansas City USD 203		1,517,963	3,545,244	8,269,251			13,332,458		13,332,458	1,859,838	805,970	0	2,665,807	10,666,650
KC Community College		652,885	1,524,831				2,177,716	319,340	2,497,056	914,899	0	199,361	1,114,259	1,382,797
Wyandotte Co. Library		146,007	341,003				487,010	61,576	548,586	204,602		17,219	221,821	326,765
State of Kansas	13,046,353	35,774	83,552	0	5,118,261		18,283,940	391,618	18,675,558	50,131	449,991	166,662	666,785	18,008,773
TOTALS	\$18,959,112	\$4,160,544	\$9,717,060	\$8,269,251	\$5,118,261	\$72,519	\$46,296,746	\$1,311,323	\$47,608,070	\$5,562,928	\$1,255,961	\$915,272	\$7,734,160	\$39,873,909

RESOLUTION NO. R-__-23

RESOLUTION DETERMINING THE INTENT OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS, TO ISSUE ITS INDUSTRIAL REVENUE BONDS IN THE AGGREGATE AMOUNT OF NOT TO EXCEED \$90,000,000 TO FINANCE THE COSTS OF ACQUIRING, CONSTRUCTING, IMPROVING AND EQUIPPING A MANUFACTURING FACILITY FOR THE BENEFIT OF INFINITY WINDOWS, LLC, AND ITS SUCCESSORS AND ASSIGNS

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 industrial 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, Infinity Windows, LLC, a Minnesota limited liability company (together with permitted successors and 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, purchasing, constructing, installing and equipping an approximately 400,000 square foot manufacturing facility located generally at 9822 Leavenworth Road, in the City of Kansas City, Kansas, as more fully described in the Application (collectively, the “Project”) through the issuance of its industrial revenue bonds in one or more series in the principal amount of not to exceed \$90,000,000 (the “Bonds”), and to lease the Project to the Company 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 the Bonds under the Act, in the aggregate principal amount of not to exceed \$90,000,000, 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.

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 thereby further promote, stimulate and develop the general economic welfare and prosperity of the State of Kansas, and the issuance of the Bonds to pay the costs of the Project will be in furtherance of the public purposes set forth in the Act. The Project shall be generally located at 9822 Leavenworth Road, in the corporate boundaries of the Unified Government, as further described in the Application.

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 and equip the Project out of the proceeds of the Bonds of the Unified Government in the principal amount of not to exceed \$90,000,000, to be issued pursuant to the Act.

Section 3. Ad Valorem Tax Abatement. In consideration of the Company's decision to acquire, construct, improve 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, including the school district's capital outlay levy) for all property (including real property, building improvements, machinery and equipment) financed with the proceeds of the Bonds.

In consideration of the Unified Government's agreement to request such 100% abatement, the Company will agree to make payments in lieu of tax as set forth on **Exhibit A** hereto, and such amounts shall be set forth in the performance-based agreement between the Unified Government and Company (the "Performance Agreement") and subject to adjustment as set forth therein. The Project shall be entitled to a 10-year tax abatement, with the first year of the abatement being the year beginning on the January 1 following the year the Bonds are issued.

Section 4. Provision for the Bonds. Subject to the conditions of this Resolution of Intent (this "Resolution"), the Unified Government expresses its intent to (i) issue the Bonds 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 reasonably acceptable to the Company and determined by ordinance of the Unified Government (the "Ordinance"); (ii) provide for the lease (with an option to purchase) of the 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 the Bonds by the Unified Government and take or cause to be taken such other action as may be required to implement the aforesaid.

Section 5. Conditions to Issuance. The issuance of the Bonds and the execution and delivery of any documents related to the Bonds are subject to: (i) obtaining any necessary governmental approvals; (ii) agreement by the Unified Government, the Company and the purchaser of the 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 policy relating to the issuance of industrial revenue bonds and ad valorem tax abatement; (iv) the passage and publication of an Ordinance authorizing the issuance of the Bonds; and (v) Company's payment of all of the costs of issuance related to the issuance of the Bonds.

Section 6. Sale of the Bonds. The sale of the Bonds shall be the sole responsibility of the Company; provided, however, arrangements for the sale of the Bonds shall be reasonably acceptable to the Unified Government.

Section 7. Limited Obligations of the Unified Government. The 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 with respect to the Bonds 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 for the Bonds and in favor of the owners of the Bonds, all as provided in the Trust Indenture to be entered into between the Unified Government and the trustee for the Bonds (the "Indenture"). The 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 Indenture. The issuance of the 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 8. Required Disclosure. Any disclosure document prepared in connection with the placement or offering of the Bonds shall contain substantially 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. Authorization to Proceed. The Company is hereby authorized to proceed with the acquiring, constructing and equipping of the Project, including the necessary planning and engineering for the Project and entering into of contracts and purchase orders in connection therewith, and to advance such funds as may be necessary to accomplish such purposes, and, to the extent permitted by law and upon compliance with the other requirements of this Resolution, the Unified Government will reimburse the Company for all expenditures paid or incurred therefor out of the proceeds of the Bonds.

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 the 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. Termination of Resolution. This Resolution shall terminate eighteen (18) months from the date of the adoption of this Resolution unless (i) the Bonds have been issued for the Project or (ii) a building permit has been issued by the Unified Government for the Project. The Unified Government, upon the written request of the Company, may extend this time period.

Section 12. Benefit of Resolution. This Resolution will inure to the benefit of the Unified Government and the Company. The Unified Government may, at the prior written 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 13. 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 the 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 14. Effective Date. This Resolution shall take effect and be in full force immediately after its adoption by the governing body of the Unified Government.

[Remainder of page intentionally blank.]

**ADOPTED BY THE COMMISSION OF THE UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS ON MARCH 30, 2023.**

By: _____
Mayor/CEO of the Unified
Government of Wyandotte County/
Kansas City, Kansas

[SEAL]

ATTEST:

By: _____
Unified Government Clerk

Approved as to Form:

By: _____
Office of Chief Counsel

EXHIBIT A

PAYMENT IN LIEU OF TAX SCHEDULE

Below is an approximate PILOT schedule based on a facility square footage of 406,960, which may be adjusted as set forth in the Performance Agreement. Local, Minority, and Women Business Enterprise (L/M/W) goals will be further specified in the Performance Agreement or other separate agreement. PILOT payments do not include the school district's capital outlay levy that cannot be abated under Kansas law.

Year 1 PILOT	\$323,727
Facility Square Footage	406,960
Annual Increase	2.00%
Annual Increase if LMW Failure	4.00%

Year^(a)	Annual PILOT^(b)	Annual PILOT if L/M/WBE Failure^(b)
1	\$323,727	\$336,676
2	329,654	350,143
3	335,700	364,148
4	341,867	378,714
5	348,156	393,863
6	354,572	409,617
7	361,116	426,022
8	367,791	443,062
9	374,599	460,785
10	381,544	479,216

Business Category	Participation Percentage Goal Percentage of Total Construction Cost for the Project
LBE	12%
MBE	6%
WBE	4%

^(a) Year 1 refers to calendar year beginning January 1 after issuance of Bonds.

^(b) Does not include school district capital outlay levy. PILOTs anticipate issuance of Bonds no later than December 31, 2024. A 2% annual inflator will be applied to the PILOTs for each year thereafter the Bonds are issued. E.g., if the Bonds are issued in the calendar year 2025, each annual PILOT shown above will be increased by 2%.



Staff Request for Commission Action

Tracking No. 212300

Full Commission Meeting Date: 3/30/23

Committee: Economic Development & Finance

Date of Standing Committee Action: 3/6/23

(If none, please explain):

Publication Required: No

<u>Date:</u> 02/21/2023	<u>Contact Name:</u> Patrick Waters	<u>Contact Phone:</u> x5079	<u>Contact Email:</u> patrickwaters@wycokck.org	<u>Department/Division:</u> Economic Development
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Item Description:

Resolution of Intent to issue Industrial Revenue Bonds in the amount not to exceed \$19,000,000 to finance the acquisition, construction, improving, and equipping of a senior living facility for the benefit of Village of the Legends, Inc., submitted by Patrick Waters, Deputy Chief Counsel.

Action Requested:

To Adopt the Resolution

Budget Impact: (if applicable)

Amount:

Source:

Included In Budget:

Other (explain):

Attachments List:

Resolution of Intent - Village of the Legends (UG), Performance Agreement - Village of the Legends (UG),
CBA_Village_of_the_Legends_02162023, CBA_Village_of_the_Legends_02162023_without_LMW

RESOLUTION NO. R-__-23

RESOLUTION DETERMINING THE INTENT OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS, TO ISSUE ITS INDUSTRIAL REVENUE BONDS IN THE AGGREGATE AMOUNT OF NOT TO EXCEED \$19,000,000 TO FINANCE THE COSTS OF ACQUIRING, CONSTRUCTING, IMPROVING AND EQUIPPING A COMMERCIAL SENIOR LIVING FACILITY FOR THE BENEFIT OF VILLAGE OF THE LEGENDS, INC. AND ITS SUCCESSORS AND ASSIGNS

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 industrial 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, Village of the Legends, Inc., a Kansas not-for-profit corporation (together with permitted successors and 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, purchasing, constructing, installing and equipping an approximately 58-unit commercial senior living facility located generally at the southwest corner of Delaware Parkway and 110th Street, as more fully described in the Application (collectively, the “Project”) through the issuance of its industrial revenue bonds in one or more series in the principal amount of not to exceed \$19,000,000 (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 the Bonds under the Act, in the aggregate principal amount of not to exceed \$19,000,000, 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; and

WHEREAS, to set forth certain terms of the Project and the proposed property tax abatement, the Unified Government desires to approve the Performance Agreement between the Unified Government and Company (the “Performance Agreement”) and authorize the Mayor/CEO’s execution thereof.

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 thereby further promote, stimulate and develop the general economic welfare and prosperity of the State of Kansas, and the issuance of the Bonds to pay the costs of the Project will be in furtherance of the public purposes set forth in the Act. The

Project shall be generally located at the southwest corner of Delaware Parkway and 110th Street, in the corporate boundaries of the Unified Government, as further described in the Application.

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 and equip the Project out of the proceeds of the Bonds of the Unified Government in the principal amount of not to exceed \$19,000,000, to be issued pursuant to the Act.

Section 3. Ad Valorem Tax Abatement. In consideration of the Company's decision to acquire, construct, improve 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, including the school district's capital outlay levy) for all property (including real property, building improvements, machinery and equipment) financed with the proceeds of the Bonds.

In consideration of the Unified Government's agreement to request such 100% abatement, the Company will agree to make payments in lieu of tax as set forth on **Exhibit A** hereto, and such amounts shall be set forth in the Performance Agreement and subject to adjustment as set forth therein. The Project shall be entitled to a 10-year tax abatement, with the first year of the abatement being the year beginning on the January 1 following the year the Bonds are issued.

Section 4. Performance Agreement. The Mayor/CEO is authorized and directed to execute and deliver the Performance Agreement between the Unified Government and the Company on behalf of, and as the act and deed of the Unified Government, in substantially the same form as presented to the governing body on this date with such corrections or amendments thereto as the Mayor/CEO, upon recommendation of the Chief Counsel of the Unified Government, may approve.

Section 5. Provision for the Bonds. Subject to the conditions of this Resolution of Intent (this "Resolution"), the Unified Government expresses its intent to (i) issue the Bonds 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 reasonably acceptable to the Company and determined by ordinance of the Unified Government (the "Ordinance"); (ii) provide for the lease (with an option to purchase) of the 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 the Bonds by the Unified Government and take or cause to be taken such other action as may be required to implement the aforesaid.

Section 6. Conditions to Issuance. The issuance of the Bonds and the execution and delivery of any documents related to the Bonds are subject to: (i) obtaining any necessary governmental approvals; (ii) agreement by the Unified Government, the Company and the purchaser of the 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 policy relating to the issuance of industrial revenue bonds and ad valorem tax abatement; (iv) the passage and publication of an Ordinance authorizing the issuance of the Bonds; and (v) Company's payment of all of the costs of issuance related to the issuance of the Bonds.

Section 7. Sale of the Bonds. The sale of the Bonds shall be the sole responsibility of the Company; provided, however, arrangements for the sale of the Bonds shall be reasonably acceptable to the Unified Government.

Section 8. Limited Obligations of the Unified Government. The 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 (as defined in the Performance Agreement) with respect to the Bonds 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 for the Bonds and in favor of the owners of the Bonds, all as provided in the Trust Indenture to be entered into between the Unified Government and the trustee for the Bonds (the "Indenture"). The 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 Indenture. The issuance of the 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 9. Required Disclosure. Any disclosure document prepared in connection with the placement or offering of the Bonds shall contain substantially 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 10. Authorization to Proceed. The Company is hereby authorized to proceed with the acquiring, constructing and equipping of the Project, including the necessary planning and engineering for the Project and entering into of contracts and purchase orders in connection therewith, and to advance such funds as may be necessary to accomplish such purposes, and, to the extent permitted by law and upon compliance with the other requirements of this Resolution, the Unified Government will reimburse the Company for all expenditures paid or incurred therefor out of the proceeds of the Bonds.

Section 11. 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 the 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 12. Termination of Resolution. This Resolution shall terminate eighteen (18) months from the date of the adoption of this Resolution unless (i) the Bonds have been issued for the Project or (ii) a building permit has been issued by the Unified Government for the Project, or as otherwise set forth in the Performance Agreement. The Unified Government, upon the written request of the Company, may extend this time period.

Section 13. Benefit of Resolution. This Resolution will inure to the benefit of the Unified Government and the Company. The Unified Government may, at the prior written request of the Company or as otherwise provided in the Performance Agreement, 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 14. 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 the 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 15. Effective Date. This Resolution shall take effect and be in full force immediately after its adoption by the governing body of the Unified Government.

[Remainder of page intentionally blank.]

**ADOPTED BY THE COMMISSION OF THE UNIFIED GOVERNMENT OF
WYANDOTTE COUNTY/KANSAS CITY, KANSAS ON MARCH 30, 2023.**

By: _____
Mayor/CEO of the Unified
Government of Wyandotte County/
Kansas City, Kansas

[SEAL]

ATTEST:

By: _____
Unified Government Clerk

Approved as to Form:

By: _____
Office of Chief Counsel

EXHIBIT A

PAYMENT IN LIEU OF TAX SCHEDULE

Payments in lieu of tax (“PILOTs”) shall be determined on a per-apartment-unit basis as further set forth in the Performance Agreement. Below is an approximate PILOT schedule based on 58 units, which may be adjusted as set forth in the Performance Agreement.

Local, Minority, and Women Business Enterprise (L/M/W) goals are set forth in the Performance Agreement. PILOT payments do not include the school district’s capital outlay levy that cannot be abated under Kansas law.

Number of units	58
Year 1 PILOT per unit	\$2,000
Year 1 PILOT	\$116,000
Annual Increase	2.00%
Annual Increase if LMW Failure	4.00%

Year^(a)	Annual PILOT^(b)	PILOT per Door^(b)	Annual PILOT if L/M/WBE Failure^(b)	PILOT per Door^(b)
1	\$116,000	\$2,000	\$116,000	\$2,000
2	118,320	2,040	120,640	2,080
3	120,686	2,081	125,466	2,163
4	123,100	2,122	130,484	2,250
5	125,562	2,165	135,704	2,340
6	128,073	2,208	141,132	2,433
7	130,635	2,252	146,777	2,531
8	133,248	2,297	152,648	2,632
9	135,912	2,343	158,754	2,737
10	138,631	2,390	165,104	2,847

Business Category	Participation Percentage Goal Percentage of Total Construction Cost for the Project
LBE	12%
MBE	6%
WBE	4%

^(a) Year 1 refers to calendar year beginning January 1 after issuance of Bonds.

^(b) Does not include school district capital outlay levy.

PERFORMANCE AGREEMENT

Dated as of March 30, 2023

BETWEEN THE

**UNIFIED GOVERNMENT OF WYANDOTTE
COUNTY/KANSAS CITY, KANSAS**

AND

VILLAGE OF THE LEGENDS, INC.

Prepared By:

**Gilmore & Bell, P.C.
Kansas City, Missouri**

PERFORMANCE AGREEMENT

THIS PERFORMANCE AGREEMENT, dated as of the date first set forth above (this “**Agreement**”), between the **UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS**, a municipal corporation organized and existing under the laws of the State of Kansas (the “**Issuer**”), and **VILLAGE OF THE LEGENDS, INC.** a Kansas not-for-profit corporation, or assigns (the “**Company**”);

WITNESSETH:

WHEREAS, the Issuer is authorized by K.S.A. 12-1740 to 12-1749d, inclusive, as amended (the “**Act**”), to acquire, construct and improve certain facilities for commercial, industrial and manufacturing purposes, to enter into leases and lease-purchase agreements with any person, firm or corporation for said projects, and to issue revenue bonds for the purpose of paying the cost of any such facilities;

WHEREAS, pursuant to such authorization, the governing body of the Issuer has adopted a Resolution (the “**Resolution**”) indicating the Issuer’s intent to issue one or more series of taxable industrial revenue bonds in the principal amount of not to exceed \$19,000,000 (the “**Bonds**”), for the purpose of acquiring, constructing, improving, installing, furnishing and equipping the Project and authorizing the Issuer to enter into this Agreement;

WHEREAS, the Issuer is authorized and empowered under the Act and K.S.A. 79-201a, as amended (the “**Abatement Statute**”) to exempt from ad valorem taxation all or any portion of the Project financed with the proceeds of the Bonds, subject to the limitations set forth in the Abatement Statute and this Agreement; and

WHEREAS, pursuant to the foregoing, the Issuer desires to enter into this Agreement with the Company in consideration of the Company’s desire to acquire, construct, improve, install, furnish and equip the Project as more fully described in the hereinafter defined Application upon the terms and conditions hereinafter set forth and in the Lease Agreement to be entered into between the Issuer and the Company relating to the Project (the “**Lease Agreement**”).

NOW, THEREFORE, in consideration of the premises and the mutual representations, covenants and agreements herein contained, the Issuer and the Company hereby represent, covenant and agree as follows:

ARTICLE I

DEFINITIONS

Section 1.1. Definitions of Words and Terms. The following words and terms as used herein shall have the following meanings:

“**Abatement Statute**” means K.S.A. 79-201a, as amended.

“**Ad valorem taxes**” or “**ad valorem taxation**” means all property taxes imposed on real or personal property (including fixtures) and eligible for exemption pursuant to the Abatement Statute.

“Agreement” means this Performance Agreement between the Issuer and the Company, as from time to time amended and supplemented in accordance with the provisions hereof.

“Application” means the Application for Issuance of Industrial Revenue Bonds filed with the Issuer by the Company in connection with the request for the issuance of the Bonds, a copy of which is attached hereto as **Exhibit A**.

“Board of Tax Appeals” means the State of Kansas Board of Tax Appeals.

“Bond Financed Portion of the Project” means that portion of the Project financed in whole from the proceeds of the Bonds as evidenced by the requisitions submitted by the Company to the bond trustee in accordance with **Section 2.7** hereof.

“Bonds” means the Issuer’s taxable industrial revenue bonds issued in relation to the Project in the maximum aggregate principal amount of \$19,000,000.

“Company” means Village of the Legends, Inc., a Kansas not-for-profit corporation, and its successors and assigns as set forth in this Agreement.

“Event of Default” means any Event of Default as described in **Section 5.1** hereof.

“Exempt Period” means the ten (10) calendar years beginning on the January 1 following the issuance of the Bonds.

“Exempt Property” means all Property that is exempt from taxation pursuant to K.S.A. 79-201(a) *Second* and/or *Twenty-Fourth* by reason that such property was constructed or purchased with the proceeds of the Bonds authorized by and in accordance with the Abatement Statute.

“Force Majeure” means acts of God, strikes, lockouts, failure of power or other insufficient utility service, riots, insurrection, environmental remediation required by the appropriate government authorities, discovery of cultural, archeological or paleontological resources or endangered species, any lawsuit seeking to restrain, enjoin, challenge or delay construction, failure of the Issuer to timely approve the plans or construction documents relating to the Project, war, terrorism, pandemic (including a material worsening of the conditions related to the COVID-19 pandemic existing as of the date hereof) or other reason of a like nature not the fault of the party delayed in performing work or doing acts required under the terms of this Agreement.

“Future Facility Additions” means any additions, improvements or renovations to or equipping of the Bond Financed Portion of the Project following the receipt of a final certificate of occupancy for the final building comprising the Project. As used herein, **“Future Facility Additions”** shall never include any future additions, improvements or renovations to or equipping of the Project that are exempt from ad valorem taxes.

“Issuer” means the Unified Government of Wyandotte County/Kansas City, Kansas.

“Property” means all real and personal property subject to taxation pursuant to K.S.A. 79-101.

“Project” means acquiring and constructing an approximately 58-unit Class A commercial senior living facility, as further described in **Section 3.3**, including land, buildings, structures, improvements and fixtures, that will be generally located at the southwest corner of Delaware Parkway and 110th Street.

“Project Costs” means all costs and expenses of every nature paid from proceeds of the Bonds and relating to the acquisition, construction, improvement, installation, furnishing and equipping of the Project.

“Project Site” means all of the real property described in **Exhibit B** attached hereto and by this reference made a part hereof.

“Tax Payment” means a payment-in-lieu of taxes to be paid by the Company in the amounts set forth in **Section 2.3** and **Exhibit C** hereof.

ARTICLE II

EXEMPTION; PAYMENTS IN LIEU OF TAX

Section 2.1. Exempt Property. During the Exempt Period, and so long as the Bonds are outstanding and the Company remains in compliance with this Agreement, the Issuer agrees to use its best efforts to cause the Bond Financed Portion of the Project to be and remain Exempt Property.

Section 2.2 Agreement to Make Tax Payments. The Company covenants and agrees that, for each calendar year during the Exempt Period that the Bond Financed Portion of the Project is Exempt Property, the Company will make a Tax Payment in lieu of ad valorem taxes to the Issuer (or, if the Issuer shall direct, to the County Treasurer). For each such calendar year, 50% of the Tax Payment with respect to such calendar year shall be due and payable on or before the date that the first installment of ad valorem taxes for real property are due (and in any event, not later than December 20th), and the balance of such Tax Payment with respect to such calendar year shall be due and payable on or before the date that the second installment of ad valorem taxes for real property are due (and in any event, not later than May 10th of the immediately succeeding calendar year).

Section 2.3. Amount of Tax Payment. The Tax Payments shall be in the amounts shown in **Exhibit C**. The parties acknowledge that such Tax Payments do not include special assessments, if any, and the school district’s capital outlay levy that cannot be abated under Kansas law and that the Tax Payments are subject to adjustment as set forth in **Exhibit C**.

Section 2.4. Term of Agreement. This Agreement shall become effective upon execution, and subject to earlier termination pursuant to the provisions of this Agreement (including particularly **Article V** hereof), shall terminate upon the later of (i) the expiration of the Exempt Period or (ii) the date of the final Tax Payment.

Section 2.5. No Abatement of Special Assessments and Certain Property Taxes. The Issuer and the Company hereby agree that the Abatement Statute and any tax abatement with respect to the Project shall not apply to special assessments and property taxes that cannot be abated under Kansas law. In the event special assessments are ever abated, the Company hereby agrees that 100% of the amount of such abated special assessments shall be paid to the Issuer at the times and in the manner that Tax Payments are paid to the Issuer pursuant to this Agreement.

Section 2.6. Obligation of Issuer to Effect Tax Abatement. The Issuer agrees to use its best efforts to cause the Bond Financed Portion of the Project to be Exempt Property during the Exempt Period and agrees to make all filings required by the Wyandotte County Board of Commissioners or the Board of Tax Appeals; provided, however, the Issuer shall not be liable for any failure of the Board of Tax Appeals to effect the exemption permitted by the Abatement Statute. The Issuer covenants that it will not knowingly

take any action that the Issuer has knowledge may cause the Bond Financed Portion of the Project to no longer be Exempt Property. In the event the Bond Financed Portion of the Project is determined to no longer be Exempt Property, the Issuer shall, at the Company's request, cooperate with the Company in all reasonable ways to cause the Bond Financed Portion of the Project to be Exempt Property, including cooperating with the Company in any related litigation. The Company agrees to pay to the Issuer the costs that the Issuer incurs (including legal fees and expenses) in cooperating with the Company in the manner required by this Section.

Section 2.7. Compliance. Within ten (10) business days following the request of the Issuer, the Company shall provide the Issuer with (i) copies of the requisitions submitted by the Company to the bond trustee in accordance with the Lease Agreement for the preceding calendar year, (ii) a list containing a brief description and the amount of all costs of the Bond Financed Portion of the Project, and (iii) the total costs of the Project, all in such reasonable detail as the Issuer shall request.

Section 2.8. Value of the Project Not Determined by Bonds. The Issuer and the Company acknowledge that it is not the intent of the parties that the principal amount of the Bonds be used for the purpose of determining the appraised value of the Project or any portion thereof for tax purposes.

Section 2.9. Company's Right to Protest. Nothing in this Agreement shall be construed to limit or in any way restrict the ability of the Company to utilize any provision of Kansas law to appeal, protest or otherwise contest any property tax valuation, assessment or similar action with respect to the Project Site or any portion thereof.

Section 2.10. Credits for Tax Payments; No Duplicate Tax Liability. Nothing in this Agreement shall be construed to require the Company to make duplicate tax payments. The Company shall receive as a credit against its obligations to pay the Issuer Tax Payments, the amount of any ad valorem taxes (other than special assessments and property taxes that cannot be abated under Kansas law) paid by the Company to the County to the extent that the amounts paid to the County include any taxes due with respect to the Exempt Property.

Section 2.11. No Abatement on Appraised Value of Future Facility Additions. In the event any Future Facility Additions are determined to be Exempt Property as a result of the issuance of the Bonds, this Agreement or for any other reason, so long as this Agreement remains in effect, the Company hereby agrees that 100% of the amount of such abated ad valorem taxes attributable to the Future Facility Additions shall be paid to the Issuer at the times and in the manner that Tax Payments are paid to the Issuer pursuant to this Agreement. This provision shall not be construed as restricting the Company from applying to the Issuer or to any other governmental entity for any future tax abatement in connection with the Future Facility Additions.

Section 2.12. Tax Abatement Order; Adjustment of Tax Payment. The Issuer and the Company acknowledge that, prior to the Bond Financed Portion of the Project being determined to be Exempt Property, an order from the Board of Tax Appeals approving tax abatement on the Bond Financed Portion of the Project for the Exempt Period must be obtained. In the event the Board of Tax Appeals issues an order stating that less than 100% of the Bond Financed Portion of the Project is Exempt Property, the parties agree that the Tax Payment shall be decreased by an amount necessary to result in the sum of the new Tax Payment plus the payment of ad valorem taxes by the Company with respect to the Bond Financed Portion of the Project is equal to the original Tax Payment. In the event the Board of Tax Appeals issues an order stating that none of the Bond Financed Portion of the Project is Exempt Property, then the Tax Payment shall be reduced to 0.

Notwithstanding the foregoing, if (i) the entire Bond Financed Portion of the Project is not determined to be Exempt Property, or (ii) the Board of Tax Appeals issues an order that less than 100% of the Bond

Financed Portion of the Project is Exempt Property, and such determination or order is a result of the Company's failure to comply with the terms and provisions of this Agreement (after any applicable notice and cure period), the Issuer shall be under no obligation to decrease the Tax Payment as provided in this Section. Furthermore, in no event shall the Issuer be under any obligation to make any payment to the Company as a result of the Board of Tax Appeals determining that less than 100% of the Bond Financed Portion of the Project is Exempt Property. Notwithstanding any provisions herein to the contrary, in no event shall the Company be liable for the payment of any amounts, including the Tax Payments, which are in the aggregate greater than the amount of ad valorem taxes on the Project in the event there is no abatement of the same.

Section 2.13. Determination of Appraised Value and Assessments. The Company acknowledges that the county appraiser independently determines the appraised value of Property. The Company further acknowledges that the Issuer does not have input in or in any way control the determination of the appraised value of Property or the assessment of Property, and that the Issuer cannot and is not attempting to bind the county appraiser or any other governmental authority with respect to a determination of the appraised value of the Bond Financed Portion of the Project.

ARTICLE III

COVENANTS OF THE COMPANY

Section 3.1. Construction. The Project will be constructed, equipped and operated (or caused to be operated) in a manner that is consistent with the description of the Project herein. In the event the Project is constructed in a manner that the Issuer determines, in its reasonable discretion, is materially inconsistent with the description of the Project herein, the Issuer reserves the right to declare an Event of Default in accordance with **Section 5.1** hereof.

Section 3.2. Completion Date. Subject only to Force Majeure, the Company agrees to commence construction on or before April 1, 2024, and substantially complete construction of the Project on or before July 1, 2026. "Commence construction" shall mean that the Company has entered into a contract with a licensed contractor for the construction of the Project and the Issuer has issued a building permit therefor. "Substantially complete," for purposes of this Section, shall mean that the Project can be occupied or utilized for its intended purpose as a Class A senior living facility, as evidenced by receipt by the Company of one or more temporary certificates of occupancy for the Project. The parties agree that the governing body of the Issuer will consider an ordinance authorizing the issuance of the Bonds on or about such time, but in no event will the Bonds be issued later than December 31, 2026.

Section 3.3. Development of Project. The Issuer and Company hereby agree that the Project shall be as described below. The Company covenants that the Project, including all buildings, parking facilities, and other improvements constituting the Project shall be developed, constructed, completed, and operated (or caused to be operated) on the Project Site in substantial accordance and compliance with the terms and conditions of this Agreement and the final site plan approval from the Issuer's Planning Commission, and this Agreement shall not be construed to waive such Planning Commission's discretion in approving or disapproving the same. On and subject to the terms and provisions set forth in this Agreement, Company shall have the sole right to, and shall be responsible for, design, construction, equipment and completion of the Project, and shall operate (or cause to be operated) and use the Project in the manner described herein. The parties further agree as follows:

(a) The Project shall be designed, developed, and constructed as a Class A senior living facility that shall include approximately 58 units, including site amenities and related infrastructure. Project amenities shall be suitable for a Class A senior living facility, including the items generally depicted and described in **Exhibit E** attached hereto, though the parties acknowledge the depiction in **Exhibit E** is conceptual and is subject to modification pursuant to the Issuer's planning process.

(b) Company stipulates and agrees that its signage shall be subject to all applicable laws and requirements of the Issuer and any special use permits granted by the Issuer's governing body.

(c) The Project shall include parking improvements containing at least the number of spaces required by the Issuer's applicable laws and requirements.

(d) The Company's plans for landscaping on the Project Site shall be considered in accordance with all applicable laws and requirements of the Issuer and the Issuer's approval thereof will not be unreasonably withheld.

Section 3.4. Maintenance and Use. The Company shall cause the Project and the Project Site to be maintained, preserved and kept in good repair and working order and in a safe condition, consistent at all times with a Class A senior living facility in the greater metropolitan Kansas City area, and will make all repairs, renewals, replacements and improvements necessary for the safe, efficient, and advantageous conduct of its business and operations on the Project Site. Company specifically understands and agrees that the Issuer shall not undertake or have any obligation under this Agreement for snow or ice removal on sidewalks located at or adjacent to the Project.

Section 3.5. Inspection. The Company agrees that the Issuer and its duly authorized agents shall have the right at reasonable times (during business hours), subject to at least 48 hours advance notice and to the Company's usual business proprietary, safety and security requirements, to enter upon the Project Site to examine and inspect the Project and the records of the Company which demonstrate compliance with this Agreement, including, but not limited to, inspections necessary to confirm compliance with **Section 3.3**.

Section 3.6. Compliance with Laws. The Project will comply in all material respects with all applicable building and zoning, health, environmental and safety ordinances and regulations and all other applicable laws, rules and regulations.

Section 3.7. Employment Certification. Beginning on March 1 in the calendar year following the issuance of Bonds, and on each March 1 thereafter and at any other time that the Issuer may request, for the term of this Agreement, the Company shall provide a written certification to the Issuer stating the total number of full-time employees employed at the Project.

Section 3.8. Payment of Fees and Reimbursement or Payment of Costs.

(a) The Company agrees to pay to the Issuer the standard fees charged by the Issuer in connection with tax abatement projects and the issuance of industrial revenue bonds. These fees include, but are not limited to, an initial application fee (which the Issuer agrees has been paid in full), a service fee that is due at the time of issuance of the Bonds and an annual administrative fee.

The Company acknowledges receipt of a fee schedule from the Issuer and acknowledges that the fee schedule may be adjusted or amended by the Issuer at any time.

(b) The Company agrees to promptly reimburse the Issuer, within ten (10) business days following receipt by the Company of an invoice from the Issuer and reasonable supporting documentation, for any amounts that the Issuer pays to any other party as a result of the Issuer pursuing, obtaining or maintaining the tax abatement granted to the Company pursuant to this Agreement. These costs shall include, but shall not be limited to, all fees and expenses for filings with the Board of Tax Appeals (including the application fee and annual administration fee), legal notice publication expenses, and the costs and expenses of the Issuer's legal counsel. The Company agrees that the Issuer may, in lieu of seeking reimbursement from the Company, forward any invoice received by the Issuer to the Company, which invoice is for a cost which the Issuer could seek reimbursement from the Company pursuant to this paragraph, and the Company agrees to promptly pay such invoice and to promptly provide the Issuer with evidence of such payment.

Section 3.9. Abatement of Property. The Abatement Statute provides that, with certain exceptions, any property constructed or purchased in part with the proceeds of revenue bonds issued under the authority of the Act is exempt from taxation for a period of up to ten years to the extent of the value of that portion of the property financed by the revenue bonds. The tax abatement commences in the year following the year in which the Bonds are issued.

Company understands that property will be exempt under the Abatement Statute only if such property is purchased or reimbursed with the proceeds of the Bonds. In order to be purchased or reimbursed with Bond proceeds, the trustee for the Bonds must receive a requisition request from the Company and must make a draw on the Bonds and use the money to either (a) pay, or (b) reimburse the Company for the cost of the property, which the parties acknowledge and agree may be documented via book entry.

The Abatement Statute also provides that if property purchased with proceeds of the Bonds is used in any retail enterprise identified under the NAICS sectors 44 and 45 ("**Prohibited NAICS**"), the property will not be exempt from taxation, unless the property is a facility used exclusively to house the headquarters or back office operations of a prohibited retail enterprise.

The Abatement Statute further provides that property purchased with bond proceeds is not exempt from taxation if the property is (i) a swine production facility (as described in K.S.A. 12-1749b), (ii) property located in a redevelopment project area established under the authority of K.S.A. 12-1770 or (iii) a poultry or rabbit confinement facility (as described in K.S.A. 17-5903).

Company hereby represents that the NAICS code for the Project is not included within the list of Prohibited NAICS and agrees that during the term of the tax abatement, the property purchased with the proceeds of the Bonds will not be used in any of the Prohibited NAICS. Company understands that if any property purchased with the proceeds of the Bonds is used in a Prohibited NAICS, that property will not be subject to property tax abatement under Kansas law.

Company represents that the Project is not, and will not become, a swine production facility, a poultry or rabbit confinement facility or inventory, and that the Project is not located in a redevelopment project area as defined in K.S.A. 12-1770 *et seq.*

Section 3.10. Solid Waste Services. Until termination of this Agreement, the Company agrees that it and all of its tenants, subtenants, operators and licensees shall exclusively use the solid waste services of the Unified Government for the Project. This requirement shall not apply to the Company or any user if the Company or user demonstrates that solid waste services provided by the Issuer are inadequate to serve such user's reasonable needs.

Section 3.11. LBE/MBE/WBE Employment Opportunity Goals. The Company agrees to comply with the goals set forth on **Exhibit D** in order to identify and provide employment opportunities for local businesses and contractors, women and local minority owned businesses. The Company hereby understands and agrees that if it shall fail to use Best Efforts to meet the LBE/MBE/WBE goals set forth on **Exhibit D** for the Construction (as those terms are defined therein) of the Project, then the Tax Payments shall be increased as set forth in **Exhibit C**. The parties agree that failure to use Best Efforts to meet the LBE/MBE/WBE goals set forth on **Exhibit D** shall not cause an Event of Default hereunder, and the Issuer's sole remedy will be increasing the amount of Tax Payments as set forth in **Exhibit C**.

ARTICLE IV

SALE AND ASSIGNMENT

Except as otherwise provided herein, the Company will not, without the prior written consent of the Issuer, (a) assign, sell, lease, or otherwise transfer the Project Site, the Project, or equipment that comprises the Project or any part thereof or any interest therein; (b) merge with or into another corporation or sell or transfer to another corporation substantially all of its assets; or (c) assign this Agreement. The Issuer shall have the right to grant or withhold its consent to any of the aforesaid in its reasonable discretion after inquiry and delivery of information to the Issuer as to whether the proposed assignee has sufficient financial wherewithal and experience to successfully complete and/or operate the Project according to the terms hereof. If an assignment is approved by the Issuer, the assignee shall assume and agree to pay and perform each and all of terms and provisions hereof. Notwithstanding the foregoing, the parties hereby agree that the Company may do any of the following without written consent of the Issuer:

(a) The Company may lease the Project's units and/or transfer shares in the Company to residents in the ordinary course of its business.

(b) The Company may grant a mortgage, leasehold mortgage, or other security on the Project to a lender in order to finance construction of the Project or refinance the Project, including, but not limited to, collateral assignment of all or any portion of its rights or obligations under this Agreement or any other documents entered into in connection with the Bonds.

(c) Once all occupancy permits have been issued for the Project, the Company may sell, lease, assign, transfer or mortgage the Project (and this Agreement and any other documents entered into in connection with the Bonds including without limitation the Resolution, in connection with the same) upon written request to the Issuer and the approval of the County Administrator or his/her designee; provided, if the County Administrator or his/her designee disapproves any such disposition, the Company will have the right to appeal such decision to the Issuer's governing body within a reasonable time. The consent of the Issuer to any such disposition described in this subsection shall not be unreasonably withheld or delayed.

(d) The Company may terminate this Agreement, and thereafter freely sell, assign, transfer or mortgage.

(e) The Company, upon written notice to the Issuer, may freely sell, assign, lease or transfer all or any portion of the Project or Project Site, and/or its rights or obligations under this Agreement and any other documents entered into in connection with the Bonds (including, without limitation, the Resolution), to an entity managed by or under common control of or by the Company or one or more of its principals.

Upon the sale, assignment, or transfer of the Project as set forth herein, the Company (as assignor) shall be relieved of all further liability occurring on and after the effective date of such disposition, except as may be otherwise set forth in the Lease Agreement.

ARTICLE V

DEFAULT AND REMEDIES

Section 5.1. Events of Default. If any one or more of the following events shall occur and be continuing, it is hereby defined as and declared to be and to constitute an “Event of Default” hereunder:

- (a) the Company shall fail to perform any of its obligations hereunder;
- (b) the Company shall breach any covenant contained herein or any representation of the Company contained herein or in the Application shall prove to be materially false or erroneous; or
- (c) the Company shall be in default under the Lease Agreement.

Section 5.2. Remedies on Default. Upon the occurrence of an Event of Default hereunder, the Company shall be given 60 days (or such longer period as the Issuer and the Company may agree), following written notice by the Issuer to the Company of the occurrence of such Event of Default, to cure such Event of Default; provided that, if such Event of Default is of a nature that it cannot reasonably be cured within 60 days, then such occurrence will not constitute an Event of Default so long as Company: (a) commences to cure such failure within such 60-day period; and (b) diligently pursues such cure to completion. If such Event of Default is not cured within such time, this Agreement may be terminated by written notice to the Company from the Issuer. Such termination shall be effective immediately following delivery of such written notice. Upon the termination of this Agreement, the Company shall make a payment to the Issuer (or as the Issuer may otherwise direct) in an amount equal to the sum of (i) all due but unpaid Tax Payments attributed to prior calendar years, (ii) the pro rata total Tax Payments that would be due with respect to the current calendar year, (iii) the pro rata amount of any taxes that would be due for the remaining portion of the current calendar year assuming the Bond Financed Portion of the Project was not Exempt Property, and (iv) the amount of any costs and attorneys’ fees incurred by the Issuer as a result of such Event of Default and in enforcing this Agreement.

Section 5.3. Payments on Defaulted Amounts. Any amounts due hereunder which are not paid when due shall bear interest at the interest rate imposed by Kansas law on overdue ad valorem taxes from the date such payment was first due. In addition, amounts payable hereunder in lieu of ad valorem taxes that are not paid when due shall be subject to the same penalties imposed by Kansas law on overdue ad valorem taxes.

ARTICLE VI

MISCELLANEOUS PROVISIONS

Section 6.1. Notice and Waiver of Company. The Issuer reserves the right to grant tax abatement for projects that are located adjacent to or in the proximity of the Project or for projects that are located elsewhere within the Issuer but are similar to the Project in amounts that are above or below the amounts set forth herein. The Company acknowledges and agrees that the Tax Payment, the Exempt Period and the other terms of the tax abatement granted by the Issuer with respect to such other projects may be more favorable than the terms provided for in this Agreement. As a condition to the Issuer entering into this Agreement, the Company waives any claim it may have against the Issuer as a result of the Issuer granting tax abatement to other projects with terms that are more favorable than the terms provided for in this Agreement. Additionally, the Company agrees that it will not request that the Issuer modify this Agreement because the Issuer plans to grant or has granted tax abatement to another project or projects on terms that are more favorable than the terms provided for in this Agreement. Upon the occurrence of the Company's breach of its obligations set forth in this Section to waive any claim it may have against the Issuer as described above, the Issuer shall have the right to immediately terminate this Agreement and the associated tax abatement and require that the Company pay to the Issuer the amounts specified in **clauses (i) through (iv) of Section 5.2.**

Section 6.2. Severability. If for any reason any provision of this Agreement shall be determined to be invalid or unenforceable, the validity and enforceability of the other provisions hereof shall not be affected thereby.

Section 6.3. Governing Law. This Agreement shall be construed in accordance with and governed by the laws of the State of Kansas.

Section 6.4. Execution in Counterparts. This Agreement may be executed simultaneously in several counterparts, each of which shall be deemed to be an original and all of which shall constitute but one and the same instrument.

Section 6.5. Waiver. The Issuer and the Company acknowledge and agree that the amounts payable hereunder shall constitute payments due the Issuer under the Lease Agreement. The Company shall not be entitled to any extension of payment of such amounts as a result of a filing by or against the Company in any bankruptcy court.

Section 6.6. Notices. All notices, certificates or other communications required or desired to be given hereunder shall be in writing and shall be given to or filed with the Issuer and the Company as set forth below:

The Unified Government Clerk
The Unified Government of Wyandotte County/Kansas City, Kansas
701 N. 7th Street, Suite 323
Kansas City, Kansas 66101
Telephone: 913-573-5260
Email: bdeichler@wycokck.org

with a copy to:

Chief Counsel
The Unified Government of Wyandotte County/Kansas City, Kansas
701 N. 7th Street, Suite 961
Kansas City, Kansas 66101
Telephone: 913-573-5060
Email: mbrown@wycokck.org

And a copy to:

Gilmore & Bell, P.C.
Kevin Wempe
2405 Grand Blvd., Suite 1100
Kansas City, Missouri 64108
Telephone: 816-221-1000
Email: kwempe@gilmorebell.com

and to the Company at:

Village of the Legends, Inc.
Attn: Andrew Schaefer
1303 Corporate Center Dr., Suite #400
Eagan, Minnesota 55121
Telephone: 651-760-8303
Email: aschaefer@redevelopment.com

with a copy to:

Curt Petersen
Polsinelli PC
900 W. 48th Place, Suite 900
Kansas City, Missouri 64112
Telephone: 913-234-7458
Email: cpetersen@polsinelli.com

All notices given by: (i) nationally recognized overnight delivery service, or (ii) electronic mail, followed up by regular United States mail or nationally recognized overnight delivery service in accordance with the above procedures, shall be deemed duly given one business day after they are so delivered. All notices given in person shall be deemed duly given when delivered.

Section 6.7. Further Assurances. The parties each agree to do, execute, acknowledge and deliver any and all other documents and instruments and to take all such further action as shall be reasonably necessary or reasonably required in order to fully carry out this Agreement and to fully consummate and effect the transactions contemplated hereby.

Section 6.8. Authority, etc. Each party to this Agreement represents and warrants to each other party as follows: (i) that such party has the requisite power and authority to enter into and perform this Agreement; (ii) that this Agreement has been duly authorized by all necessary action on the part of such party; (iii) that the execution and deliver and performance by each party of this Agreement will not conflict with or result in a violation of such party's organizational documents or any judgment, order or decree of any court or arbiter to which such party is bound; and (iv) that this Agreement constitutes the valid and binding obligation of such party, and is enforceable against such party in accordance with its terms, subject to applicable bankruptcy, insolvency, reorganization, creditor's rights and other similar laws.

Section 6.9. Electronic Storage and Transactions. The parties agree that the transactions described herein may be conducted and related documents may be stored by electronic means. All closing documents, certificates, and related instruments may be executed by electronic transmission. Copies, telecopies, facsimiles, electronic files, and other reproductions of original executed documents (or documents executed by electronic transmission) shall be deemed to be authentic and valid counterparts of such original documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.

[Remainder of page intentionally blank.]

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their duly authorized officers, all as of the date first above written.

**UNIFIED GOVERNMENT OF WYANDOTTE
COUNTY/KANSAS CITY, KANSAS**

(SEAL)

By: _____
Mayor/CEO

ATTEST:

By: _____
Unified Government Clerk

Approved as to Form:

By: _____
Office of Chief Counsel

VILLAGE OF THE LEGENDS, INC.
a Kansas not-for-profit corporation

By:_____

Name:_____

Title:_____

EXHIBIT A

APPLICATION FOR THE ISSUANCE OF INDUSTRIAL REVENUE BONDS

EXHIBIT B

PROJECT SITE

[Legal Description]

EXHIBIT C

TAX PAYMENT SCHEDULE

Tax Payments (or “PILOTS”) shall be determined on a per-unit basis. Below is an approximate PILOT schedule based on 58 living units, and the parties acknowledge that the Tax Payments may be adjusted in accordance with the table below depending on the ultimate number of units constructed.

Tax Payments shown below do not include the school district’s capital outlay levy that cannot be abated under Kansas law.

Number of units	58
Year 1 PILOT per unit	\$2,000
Year 1 PILOT	\$116,000
Annual Increase	2.00%
Annual Increase if LMW Failure	4.00%

Year^(a)	Annual PILOT^(b)	PILOT per Door^(b)	Annual PILOT if L/M/WBE Failure^(b)	PILOT per Door^(b)
1	\$116,000	\$2,000	\$116,000	\$2,000
2	118,320	2,040	120,640	2,080
3	120,686	2,081	125,466	2,163
4	123,100	2,122	130,484	2,250
5	125,562	2,165	135,704	2,340
6	128,073	2,208	141,132	2,433
7	130,635	2,252	146,777	2,531
8	133,248	2,297	152,648	2,632
9	135,912	2,343	158,754	2,737
10	138,631	2,390	165,104	2,847

Business Category	Participation Percentage Goal Percentage of Total Construction Cost for the Project
LBE	12%
MBE	6%
WBE	4%

^(a) Year 1 refers to calendar year beginning January 1 after issuance of Bonds.

^(b) Does not include school district capital outlay levy.

EXHIBIT D

LBE/MBE/WBE PARTICIPATION AGREEMENT

THIS LBE/MBE/WBE PARTICIPATION AGREEMENT (the “**Agreement**”), by and between the Unified Government of Wyandotte County/Kansas City, Kansas (the “**UG**”) and Village of the Legends, Inc. or assigns (the “**Developer**”), sets forth procedures and goals for the utilization of local business, minority and women enterprises in connection with the development of an approximately 58-unit Class A commercial senior living facility in Kansas City, Kansas (the “**Project**”), as defined below.

I. SCOPE

A. These procedures are applicable to the Construction (as defined below) of the Project, as further described in that certain Performance Agreement between the UG and Developer, dated March 30, 2023 (the “**Performance Agreement**”), whether performed by or on behalf of Developer, including, but not limited to, all aspects of Construction of the Project and related facilities including labor, materials and supplies, and construction related services whether undertaken by or on behalf of Developer, but not including Specialized Services.

II. DEFINITIONS

A. “**Construction**” means all aspects of the construction of the Project including labor, materials and supplies, and construction related services, whether performed or contracted for by or on behalf of Developer; provided, however, “Construction” shall not include: (i) Specialized Services; and (ii) Professional Services.

B. “**Contractor**” means the Proposer selected by the Developer for the Project.

C. “**Local Business Enterprise**” (or “**LBE**”) means a business headquartered or which maintains a Substantial Local Office that performs the significant functions of the business in Wyandotte County or a business of which at least 51% of the stock, equity, or beneficial interest is owned, held, or controlled and whose day-to-day management is under the control of an individual residing in Wyandotte County. There is no formal certification process for LBE designation and it is determined and assigned based upon the criteria referenced in this definition and payment of all applicable Wyandotte County taxes and/or licensing fees.

D. “**Minority Business Enterprise**” (or “**MBE**”) means a business of which at least 51% of the stock, equity, or beneficial interest is owned, held, or controlled and/or whose day-to-day management is under the control of a person who is a member of an American ethnic minority group including African-American, Asian-Indian, Asian-Pacific, Hispanic and Native American.

E. “**Professional Services**” means advisory or consulting activities including, but not limited to, architectural, engineering, legal, accounting, financial, marketing, environmental studies, and financial services contracted for by or on behalf of Developer for the design, development and construction of the Project.

F. “**Project**” means the Construction of a new approximately 58-unit Class A commercial senior living facility and as legally described in Exhibit 1 to this Agreement.

G. “Proposer” means a construction firm that submits a proposal in response to a solicitation for proposals issued by Developer with respect to the Construction of the Project or with respect to the annual operations of the Project.

G. “Specialized Services” means expertise, services, or products that are only available through sole source providers or national vendors or are unique to the business of the Project.

H. “Substantial Local Office” means an office operated and financially supported by a firm that has sufficient space, staff and equipment to carry on the local business of the firm and that is engaged in significant, on-going local involvement with the business community in Wyandotte County, KS. The term “Substantial Local Office” shall specifically exclude any office that has been established for the sole purpose of participating in a specific Project.

I. “Women Business Enterprise” (or “WBE”) means a business of which at least 51% of the stock, equity, or beneficial interest is owned, held, or controlled and/or whose day-to-day management is under the control of one or more women who are U.S. citizens or legal resident aliens.

III. GOALS FOR LBE/MBE/WBE PARTICIPATION.

Developer and its Contractor will use Best Efforts to meet the LBE/MBE/WBE participation percentage goals listed in the below chart based upon the total cost of the Construction of the Project. In no event shall Developer be required to incur higher costs as a result of its commitment to attempt to meet such goals. These goals are based upon a disparity study performed for the Kansas City Metropolitan Area for LBE, MBE, and WBE participation. These goals are not quotas or set asides.

Business Category	Participation Percentage Goal – Percentage of Total Construction Cost for the Project
LBE	12%
MBE	6%
WBE	4%

It is the intent of the UG to give preference to the utilization of LBEs so long as all other factors relating to the award of an individual contract are equal. If the factors relating to an award of an individual contract are equal, the Developer shall give preference to the utilization of LBEs over the utilization of MBEs and WBEs.

IV. ELIGIBILITY FOR CREDIT

A. Only LBE businesses that are qualified and/or MBE or WBE businesses that are certified or undergoing certification by the Kansas Department of Commerce, the City of Kansas City, Missouri, the State of Missouri, the Missouri Department of Transportation, the MidAmerica Minority Business Development Council, and/or the Women’s Business Enterprise National Council or any other applicable or appropriate public or private entity or other entity mutually acceptable to the UG and the Developer (each, an “approved” business) may be counted towards the participation goals in Section III above.

B. In the event that a contract has been awarded on the Project to an approved LBE, MBE, or WBE business, and such LBE, MBE or WBE business later becomes unapproved prior to the completion and acceptance of all the work to be provided under such contract, then Developer shall receive credit towards the goal for only that portion of work performed or services provided up to the point such business becomes unapproved.

V. CONSTRUCTION UTILIZATION

A. The goals set forth in Section III may be met by the expenditure of dollars with approved LBE, MBE and/or WBE businesses, contractors, labor suppliers, regular dealers, manufacturers, material suppliers, subcontractors, software vendors, consultants, other Construction-related products, suppliers, and/or services, or through joint ventures with approved LBEs, MBEs or WBEs. The participation of certified LBE, MBE and/or WBE Proposers may count toward a goal for which they qualify.

B. A joint venture involving an approved LBE, MBE, and/or WBE as a partner may be counted towards the applicable goal only to the extent of the dollar amount for which the approved LBE, MBE, and/or WBE is responsible; provided that if the LBE, MBE, and/or WBE is the majority partner in such joint venture, then the entire joint venture contract amount shall be counted, less any work subcontracted to the non LBE, MBE, and/or WBE joint venture partner. To receive credit, the approved LBE, MBE, and/or WBE must be responsible for a clearly defined portion of the work, profits, risks, assets, and liabilities of the joint venture.

C. Participation by a certified MBE owned by a minority woman may be counted as MBE participation or as WBE participation; however, this participation cannot be counted both for MBE and WBE participation. However, a certified MBE or WBE that also qualifies as an LBE may also be counted towards the LBE goal. For additional clarification purposes, a qualified LBE, which also certified as an MBE or WBE, shall be counted toward both the LBE and the MBE or WBE goals in the Developer's sole discretion.

D. The LBE, MBE, or WBE must be responsible for the execution of a distinct element of the work by actually performing, managing, or supervising its function in the work identified in the agreement with such LBE, MBE or WBE. Brokering is not credited.

VI. CONTRACT AWARD COMPLIANCE PROCEDURES

A. Solicitation Documents. The solicitation documents, for each contract for which goals are established, shall contain a description of the requirements set forth in this Agreement and the LBE, MBE, and WBE goals. Upon request by the UG, Developer shall submit the solicitation documents and the bid list to the UG.

B. Subcontractor Relations – Documentation of Subcontracting Agreements. All subcontracting services for LBE, MBE and/or WBE businesses shall be evidenced by an agreement which shall include the scope of work to be performed and the amount to be paid for performance of the work. Unit price subcontracts are acceptable if appropriate to the type of work being performed.

C. Best Efforts. For each LBE/MBE/WBE participation percentage goal that is not achieved, Developer shall be deemed to have used “**Best Efforts**” to meet such goal(s) if Developer shall have taken substantially all of the following actions:

- i. Developer is seeking or has sought timely assistance of the UG to identify qualified LBEs, MBEs, and WBEs;
- ii. Developer is advertising or has advertised contract opportunities in local, minority, and women media;
- iii. Developer is providing or has provided reasonable written notice of opportunities and/or informational meetings to approved LBEs, MBEs, and WBEs;

- iv. Developer is following up or has followed up initial solicitations of interest by contacting LBEs, MBEs, and WBEs;
- v. Developer is segmenting or has segmented portions of the work to increase the likelihood of LBE, MBE, and WBE participation, where feasible;
- vi. Developer is or has provided interested LBEs, MBEs, and WBEs with timely and accurate information about the plans, specifications, requirements, deadlines, and bidding procedures of the contracts;
- vii. Developer is negotiating or has negotiated in good faith with interested LBEs, MBEs, and WBEs, not rejecting them as unqualified without sound reasons, based on a thorough review of their capabilities and prior work history;
- viii. Developer is seeking or has sought to educate and assist LBEs, MBEs, and WBEs in obtaining bonding, lines of credit or insurance required to perform the contract; and
- ix. Developer is working or has worked with local, minority, and women contracting, professional, civic, and community organizations, government officers and any other organization or persons, as identified by the UG, that provide assistance in the recruitment of LBEs, MBEs, and WBEs.

Failure by Developer to take all of the foregoing actions shall not be determinative that Developer has not used its Best Efforts. The parties acknowledge that all of the foregoing actions may not apply to every scope of the Project.

VII. UG'S ASSISTANCE TO PROJECT

The UG shall use its best efforts to provide assistance to Developer and its agents so that Developer may fulfill its participation goals as set forth in this Agreement. The Developer assumes all responsibility for using Best Efforts to meet the goals and complying with the procedures and processes set forth herein. Examples of such assistance by the UG include but are not limited to:

- A.** providing information and technical assistance regarding this Project to the Developer and its agents including the Contractor and any other contractors, subcontractors, LBEs, MBEs, WBEs, officials and other interested persons;
- B.** developing and maintaining a registry of approved LBE, MBE and WBE businesses;
- C.** assisting with identifying potential LBEs, MBEs, and WBEs and reviewing their qualifications to participate in the Project;
- D.** updating the Developer and its agents on current or proposed affirmative action legislation enacted by the UG that may affect the Project;
- E.** frequently reviewing Developer and the Contractor and any other contractor or subcontractor performance and LBE, MBE, and/or WBE participation on the Project;
- F.** providing advice relative to utilization and compliance matters;

- G. conducting compliance reviews and audits of LBE, MBE, and WBE and participation;
- H. assisting the Developer and its agents in addressing issues related to the goals and procedures set forth in this Agreement;
- I. reviewing complaints from LBEs, MBEs, WBEs, and any other interested persons regarding these goals and procedures with Developer and its agents; and
- J. assisting in the Developer's development of forms to document compliance with these procedures.

VIII. DEVELOPER COMPLIANCE; RECORDS AND REPORTS.

A. Records. Developer shall maintain those records as may reasonably be required to demonstrate compliance (and/or its Best Efforts to comply) with the goals and procedures set forth in this Agreement. These records shall be made available to the UG at Developer's offices during business hours and upon reasonable advance notice.

B. Construction Utilization Plan Reports. Developer shall provide the UG with information sufficient to document the participation under this Agreement, which may include periodically providing the Construction Utilization Plan as set forth on Exhibit 2. Such information may include for each LBE, MBE, or WBE whose participation is utilized by Developer to be applied to the goals set forth herein: business name and address of each LBE, MBE, and/or WBE; and a brief description of the work to be performed by each such LBE, MBE and/or WBE.

C. Remedies. If, after review of the Developer's construction and related reports by the Unified Government Contract Compliance Department, the UG determines that the participation goals contained in this Agreement for the Construction of the Project have not been met, and that the Best Efforts described herein have not been met, then the UG shall have, as its sole and exclusive remedies: such remedy as set forth in Section 3.11 of the Performance Agreement; and (ii) UG shall also have the right to renegotiate LBE, MBE, and WBE goals for future construction projects undertaken by the Company in the UG.

**UNIFIED GOVERNMENT OF WYANDOTTE
COUNTY/KANSAS CITY, KANSAS**

By: _____
Cheryl Harrison-Lee
Interim County Administrator
Date: _____

VILLAGE OF THE LEGENDS, INC.

By: _____
Name: _____
Title: _____
Date: _____

EXHIBIT 1
Legal Description

[Legal Description]

EXHIBIT 2
Construction Utilization Plan

EXHIBIT E

CONCEPTUAL RENDERING AND AMENITY LIST



PROJECT AMENITY LIST

Interior Features

- Personalized interior selections and upgrades available.
- Kitchen appliances: refrigerator, microwave, dishwasher, oven, garbage disposal.
- Kitchen island or peninsula with a breakfast bar.
- Roll-out cabinet shelving in kitchen base cabinets & pantry.
- Primary Bath – oversized shower with adjacent corner seat.
- Secondary Baths – tub and shower combination.
- Full-size washer and dryer in laundry room.
- Lever-handle locksets.
- Wood trim and baseboards.
- Storage room and shelving (see home plan).
- Window blinds.
- Carpet throughout living areas.
- Luxury Vinyl Tile flooring in kitchen, baths, laundry/storage.
- Telephone and TV outlets: living room and bedrooms.

Technology & Energy Efficiency Features

- Energy-efficiency appliances throughout.
- Low-E Insulated, double pane windows.
- Low-VOC paint, carpet and flooring.
- Maintenance-free, private balcony or patio.
- High efficiency Heating and Cooling separately metered and ventilated.
- Central re-circulating, high-efficiency hot water heaters.

Garage & Exterior Features

- Secure parking areas.
- Remote control garage entry.

- Ample visitor parking spaces.
- Storage spaces available (nominal fee).
- Convenient bike racks located in garage.
- Raised garden beds and generous landscaping.
- Outdoor barbeque grill.

Safety Features

- Secured entry at all access points.
- Secure, temperature-controlled underground parking.
- Monitored fire and carbon monoxide systems.
- Sprinkler-protection system throughout (including patios).
- Security camera monitoring protection at public entrances.
- “Away from Home” services (included).

Social & Common Areas Features

- Community Room area with full-size kitchen.
- Club area.
- Reading areas and mail station.
- Artwork throughout common areas.
- Guest Suite for visitors (nominal fee).
- Fitness Room.
- Hobby Room.
- Patio or Deck area seating.

**A Tax Abatement Cost-Benefit Analysis of
Village of the Legends, Inc.
(With LMW)
for the Unified Government of Kansas City/Wyandotte County**

Completed by
Municipal Consulting, LLC
2/16/2023

CONTENTS:

Report Title Page	3
Community Data Inputs	4
Data Inputs of the Firm	5
Overall Summary of Benefits, Costs and Ratios	6
City of Kansas City Benefits, Costs and Ratios	7
Wyandotte County Benefits, Costs and Ratios	8
Piper USD 203 Benefits, Costs and Ratios	9
Kansas City Community College Benefits, Costs and Ratios	10
Wyandotte County Library Benefits, Costs and Ratios	11
State of Kansas Benefits, Costs and Ratios	12
Economic Impact of the Project on the Community	13
Detailed Cost-Benefit Summary	14

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 an 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	2.13	11%
Wyandotte County	2.50	15%
Piper-Kansas City USD 203	5.52	45%
KC Community College	2.53	15%
Wyandotte County Library	2.86	12%
State of Kansas	1.06	1%

Each of the taxing entities has a positive benefit-to-cost ratio. This report assumes that the Unified Government will approve a 55% property tax abatement for 10 years. A graduated PILOT payment has been considered in this analysis. This report assumes that the firm will obtain a sales tax exemption on construction materials and FFE and that the existing sales tax rates for the city, county and state will remain the same. We point out that the main economic benefits of this project are from new residents rather than new jobs.

We used conservative assumptions that the units would be 50% leased in Year 1, 75% in Year 2 and 95% in Year 3, and that only 50% of the new residents would come from outside the city.

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: 2023.02.16 14:30:29 -06'00'

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:	Village of the Legends, Inc.			(With LMW)	
DATE:			2/16/2023		
GOVERNMENTAL ENTITIES INVOLVED:					
CITY:			City of Kansas City		
COUNTY:			Wyandotte County		
SCHOOL DISTRICT:			Piper-Kansas City USD 203		
SPECIAL TAXING DISTRICT #1				KC Community College	
SPECIAL TAXING DISTRICT #2				Wyandotte County Library	
STATE:			State of Kansas		
INFLATION RATE:		2.60%	DISCOUNT RATE:		7.25%

This project involves construction of 58 units of senior housing at a cost of \$16 million, which will provide housing for about 55 families, of which 29 are new to Kansas City. The requested property tax abatement is 55% for 10 years with a graduated PILOT of \$2,000 per unit.

Village of the Legends, Inc.

(With LMW)

Column1	Column2	Column3	Column4	Column6	Column7	Column11
Community Data Inputs:						
	City of Kansas City	Wyandotte County	Piper-Kansas City USD 203	KC Community College	Wyandotte County Library	State
Mill Levy	38.476593	37.328383	63.647492	27.375176	6.122008	1.500
Sales Tax	1.625%	1.000%	n/a	n/a	n/a	6.50%
Transient Guest Tax	8.00%	0.00%	n/a	n/a	n/a	n/a
Utility Revenue/HsHld	\$56.40	n/a	n/a	n/a	n/a	n/a
Franchise Fees/HsHld	\$0.00	n/a	n/a	n/a	n/a	n/a
Other Revenues/Res.	\$71.32	\$59.24	n/a	\$104.11	\$20.08	\$1,511.19
Marg. Cost/Res./Student	\$100.03	\$37.66	\$1,417.44	\$65.00	\$5.61	\$654.19
Other Revenues/Worker	\$67.67	\$56.21	n/a	\$98.78	\$19.05	\$1,296.05
Marginal Cost/New Worker	\$94.91	\$35.74	n/a	\$61.67	\$5.33	\$561.06
State Funding/Pupil	n/a	n/a	\$8,737.46	n/a	n/a	\$10,173
Federal Funding/Pupil	n/a	n/a	\$5,436.95	n/a	n/a	\$1,022
Visitor Daily Spending	\$50.00	\$50.00				\$75.00
Average Hotel Room Rate	\$100	\$100		Total Mill Levy		n/a
Retail Pull Factor	0.94	0.96		174.449652		n/a
Percent of County Share	90.90%	100.00%				n/a
Ann. Local Per Capita Sales/Use Tax	\$211	\$184				n/a
Ann. State Per Capita Sales/Use Tax	\$926	\$1,075				\$1,078
Annual Per Capita Retail Sales	\$14,248	\$16,535				\$16,581
Average Household Size	2.68	2.67				2.49
Avg. Wage-All Occupations	\$55,918	\$55,918				\$48,609

Village of the Legends, Inc. (With LMW)

Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
Firm Data Inputs:			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Totals	
			\$762,300											762,300
			\$16,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	16,000,000	
			\$175,000										175,000	
			\$2,062,700										2,062,700	
			\$19,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	19,000,000	
			\$145,844	County Sales Tax Exemption:		\$89,750	State Sales Tax Exemption:		\$583,375	\$818,969				
	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%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Purchases	0.00%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Net City Util. Revenue	3.00%	\$0	\$1,043	\$1,611	\$2,083	\$2,125	\$2,167	\$2,210	\$2,255	\$2,300	\$2,346	\$2,393	\$20,532	
PILOT- City		\$0	\$25,585	\$26,097	\$26,619	\$27,151	\$27,694	\$28,248	\$28,813	\$29,389	\$29,977	\$30,576	\$280,148	
PILOT - County		\$0	\$24,821	\$25,318	\$25,824	\$26,341	\$26,868	\$27,405	\$27,953	\$28,512	\$29,082	\$29,664	\$271,788	
PILOT - State		\$0	\$997	\$1,017	\$1,038	\$1,058	\$1,080	\$1,101	\$1,123	\$1,146	\$1,169	\$1,192	\$10,921	
PILOT - School		\$0	\$42,322	\$43,169	\$44,032	\$44,913	\$45,811	\$46,727	\$47,662	\$48,615	\$49,587	\$50,579	\$463,417	
PILOT - Comm. Coll.		\$0	\$18,203	\$18,567	\$18,938	\$19,317	\$19,704	\$20,098	\$20,500	\$20,910	\$21,328	\$21,754	\$199,319	
PILOT- Library		\$0	\$4,071	\$4,152	\$4,235	\$4,320	\$4,406	\$4,495	\$4,584	\$4,676	\$4,770	\$4,865	\$44,574	
New Resident Households²	0	29	15	11	0	0	0	0	0	0	0	0	55	
Households new to the city	50%	15	8	6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	28.0	
Households new to the county	40%	12	6	4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	22.0	
Households new to the state	40.0%	12	6	4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	22.4	
New students in K-12		2	1	1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.0	
New Employees	FTE's	4	2	2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	8.0	
New employee average salary	2.60%	\$36,000	\$36,936	\$37,896	\$38,882	\$39,893	\$40,930	\$41,994	\$43,086	\$44,206	\$45,355	N/A		
Tax Abatement-Land			55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	N/A	
Tax Abatement-Bldg.			55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	N/A	
Visitors	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	
			City	County	State									
Percentage of sales taxable in the			0%	0%	0%									
Percentage of purchases taxable in the			0%	0%	0%									
Assumed Inflation Rate			2.60%											

It is assumed that occupancy will reach 50% in Year 1, 75% in Year 2 and 95% in Year 3.

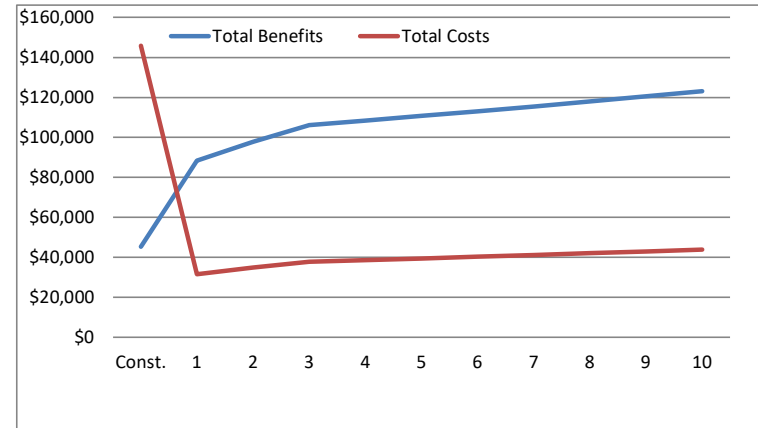
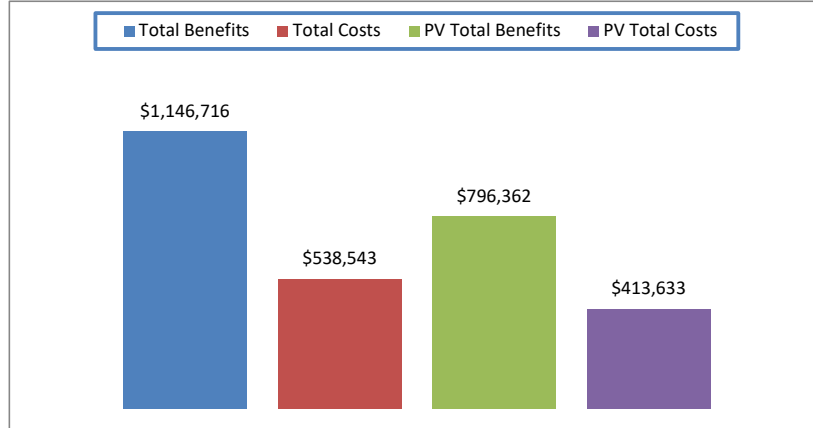
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
COST-BENEFIT ANALYSIS PROJECT SUMMARY								
PROJECT NAME:	Village of the Legends, Inc.			(With LMW)	Ratio of			
DATE:	2/16/2023				NPV of Net			
				Net	NPV	Benefits to	Actual	Avg.
				Present	of	NPV of	Benefit to	Annual
		Total		Value	Incentives	Incentives	Actual	Rate
	Total	Costs &	Net	of Net	& Taxes	and Taxes	Cost	of
Entity	Benefits	Incentives	Benefits	Benefits	Abated	Abated	Ratio	Return
City of Kansas City	\$1,146,716	\$538,543	\$608,173	\$382,729	\$344,941	1.11	2.13	11%
Wyandotte County	\$1,008,733	\$403,544	\$605,188	\$393,852	\$282,905	1.39	2.50	15%
Piper-Kansas City USD 203	\$3,450,762	\$625,624	\$2,825,138	\$1,906,889	\$287,956	6.62	5.52	45%
KC Community College	\$664,703	\$262,662	\$402,041	\$275,394	\$141,653	1.94	2.53	15%
Wyandotte County Library	\$145,871	\$51,011	\$94,860	\$64,899	\$31,678	2.05	2.86	12%
State of Kansas	\$2,251,501	\$2,132,196	\$119,305	-\$17,180	\$591,137	-0.03	1.06	1%
Totals	\$8,668,285	\$4,013,580	\$4,654,705	\$3,006,584	\$1,680,270	1.789	2.16	n/a

SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Village of the Legends, Inc.

City of Kansas City
(With LMW)

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.13
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 1.93
DISCOUNT RATE: 7.25% (Typical desired ratio would be 1.3 to 1) **Average ROI 11.29%**

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	Incentives and Cost of Various City Services	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.	\$45,377	\$0	\$0	\$0	\$0	\$45,377	\$45,377	\$145,844	\$0	\$145,844	\$145,844	-\$100,466	-\$100,466	-\$100,466	\$145,844
1	\$9,907	\$48,160	\$1,043	\$25,585	\$3,613	\$88,308	\$82,338	\$5,068	\$26,488	\$31,555	\$29,422	\$56,752	-\$43,714	\$52,916	\$24,697
2	\$15,395	\$49,123	\$1,611	\$26,097	\$5,611	\$97,836	\$85,056	\$7,869	\$27,018	\$34,887	\$30,330	\$62,949	\$19,235	\$54,726	\$23,488
3	\$19,941	\$50,105	\$2,083	\$26,619	\$7,297	\$106,045	\$85,960	\$10,235	\$27,558	\$37,793	\$30,635	\$68,252	\$87,487	\$55,326	\$22,339
4	\$20,460	\$51,107	\$2,125	\$27,151	\$7,487	\$108,329	\$81,876	\$10,501	\$28,109	\$38,610	\$29,182	\$69,719	\$157,207	\$52,694	\$21,245
5	\$20,991	\$52,130	\$2,167	\$27,694	\$7,681	\$110,663	\$77,986	\$10,774	\$28,671	\$39,445	\$27,797	\$71,218	\$228,425	\$50,189	\$20,205
6	\$21,537	\$53,172	\$2,210	\$28,248	\$7,881	\$113,049	\$74,282	\$11,054	\$29,245	\$40,299	\$26,479	\$72,750	\$301,175	\$47,802	\$19,216
7	\$22,097	\$54,236	\$2,255	\$28,813	\$8,086	\$115,486	\$70,754	\$11,341	\$29,830	\$41,171	\$25,224	\$74,315	\$375,491	\$45,530	\$18,275
8	\$22,672	\$55,320	\$2,300	\$29,389	\$8,296	\$117,977	\$67,394	\$11,636	\$30,426	\$42,062	\$24,028	\$75,915	\$451,405	\$43,366	\$17,381
9	\$23,261	\$56,427	\$2,346	\$29,977	\$8,512	\$120,522	\$64,194	\$11,939	\$31,035	\$42,973	\$22,889	\$77,549	\$528,954	\$41,305	\$16,530
10	\$23,866	\$57,555	\$2,393	\$30,576	\$8,733	\$123,123	\$61,146	\$12,249	\$31,655	\$43,904	\$21,804	\$79,219	\$608,173	\$39,342	\$15,721
Total	\$245,505	\$527,334	\$20,532	\$280,148	\$73,197	\$1,146,716	\$796,362	\$248,509	\$290,034	\$538,543	\$413,633	\$608,173	\$608,173	\$382,729	\$344,941



SUMMARY OF COSTS AND BENEFITS FOR:

PROJECT: Village of the Legends, Inc.

(With LMW)

Wyandotte County

DATE: 2/16/2023

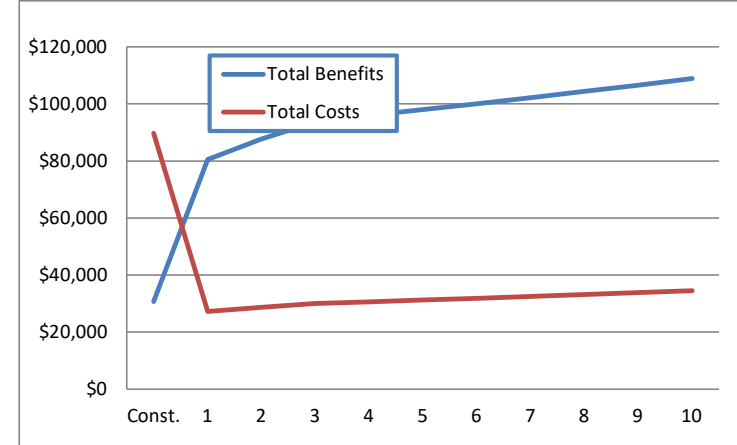
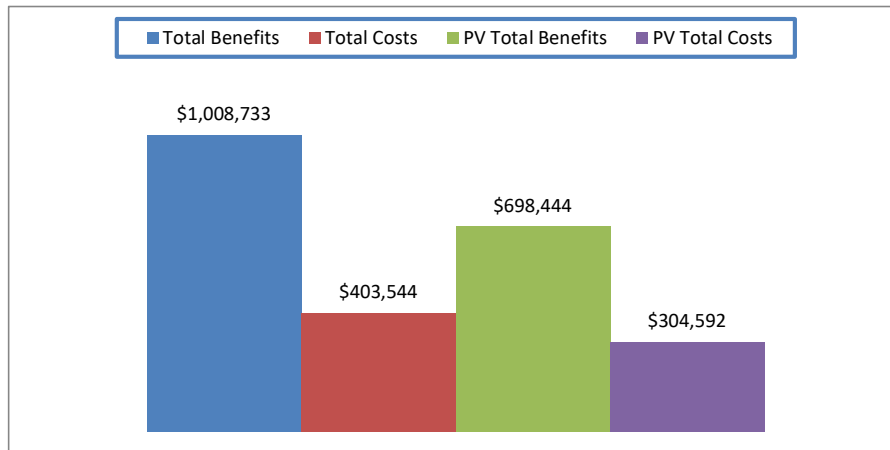
DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.50

Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.29

Average ROI 15.00%

Year	Sales and Transient Guest Taxes	New Property Taxes	PILOT Payment	Other County Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various County Services	Incentives and 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
Const.	\$30,720	\$0	\$0	\$0	\$30,720	\$30,720	\$0	\$89,750	\$89,750	\$89,750	-\$59,030	-\$59,030	-\$59,030	\$89,750
1	\$7,178	\$46,722	\$24,821	\$1,890	\$80,611	\$75,162	\$1,597	\$25,697	\$27,295	\$25,450	\$53,317	-\$5,713	\$49,713	\$23,960
2	\$11,151	\$47,657	\$25,318	\$3,564	\$87,690	\$76,235	\$2,480	\$26,211	\$28,691	\$24,943	\$58,999	\$53,286	\$51,292	\$22,787
3	\$14,473	\$48,610	\$25,824	\$4,731	\$93,638	\$75,903	\$3,232	\$26,736	\$29,968	\$24,292	\$63,670	\$116,956	\$51,611	\$21,672
4	\$14,849	\$49,582	\$26,341	\$5,182	\$95,954	\$72,523	\$3,316	\$27,270	\$30,587	\$23,118	\$65,367	\$182,323	\$49,405	\$20,611
5	\$15,235	\$50,574	\$26,868	\$5,317	\$97,993	\$69,057	\$3,403	\$27,816	\$31,218	\$22,000	\$66,775	\$249,098	\$47,057	\$19,602
6	\$15,631	\$51,585	\$27,405	\$5,455	\$100,076	\$65,758	\$3,491	\$28,372	\$31,863	\$20,936	\$68,213	\$317,312	\$44,821	\$18,643
7	\$16,037	\$52,617	\$27,953	\$5,597	\$102,204	\$62,616	\$3,582	\$28,939	\$32,521	\$19,924	\$69,683	\$386,995	\$42,692	\$17,730
8	\$16,454	\$53,669	\$28,512	\$5,742	\$104,378	\$59,625	\$3,675	\$29,518	\$33,193	\$18,961	\$71,185	\$458,180	\$40,664	\$16,862
9	\$16,882	\$54,743	\$29,082	\$5,892	\$106,599	\$56,778	\$3,771	\$30,109	\$33,879	\$18,045	\$72,720	\$530,900	\$38,733	\$16,037
10	\$17,321	\$55,838	\$29,664	\$6,045	\$108,868	\$54,066	\$3,869	\$30,711	\$34,579	\$17,173	\$74,288	\$605,188	\$36,893	\$15,252
Total	\$175,931	\$511,598	\$271,788	\$49,416	\$1,008,733	\$698,444	\$32,415	\$371,129	\$403,544	\$304,592	\$605,188	\$605,188	\$393,852	\$282,905



SUMMARY OF COSTS AND BENEFITS FOR:

PROJECT: Village of the Legends, Inc.

(With LMW)

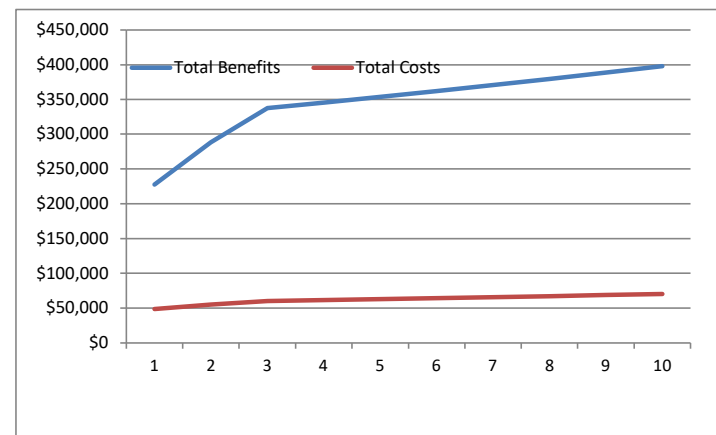
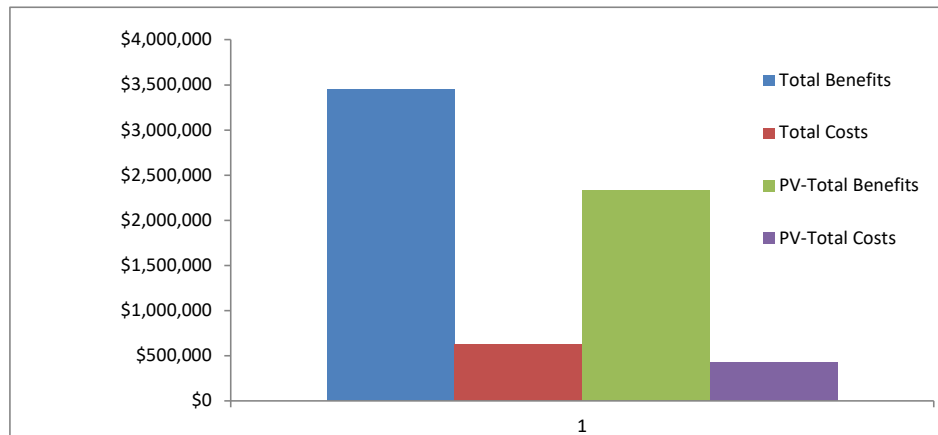
Piper-Kansas City USD 203

DATE: 2/16/2023

DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 5.52
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 5.48
(Typical desired ratio would be 1.3 to 1) **Average ROI** 45.16%

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 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	\$69,654	\$42,322	\$10,011	\$105,436	\$227,424	\$212,050	\$10,276	\$38,310	\$48,586	\$45,302	\$178,838	\$178,838	\$166,748	\$35,720
2	\$71,047	\$43,169	\$10,211	\$164,132	\$288,559	\$250,865	\$15,997	\$39,076	\$55,073	\$47,879	\$233,486	\$412,323	\$202,986	\$33,971
3	\$72,468	\$44,032	\$10,416	\$210,499	\$337,414	\$273,509	\$20,516	\$39,857	\$60,374	\$48,939	\$277,041	\$689,364	\$224,570	\$32,308
4	\$73,917	\$44,913	\$10,624	\$215,972	\$345,426	\$261,075	\$21,050	\$40,654	\$61,704	\$46,637	\$283,721	\$973,085	\$214,438	\$30,727
5	\$75,396	\$45,811	\$10,836	\$221,587	\$353,630	\$249,208	\$21,597	\$41,468	\$63,065	\$44,443	\$290,565	\$1,263,650	\$204,766	\$29,223
6	\$76,904	\$46,727	\$11,053	\$227,348	\$362,032	\$237,883	\$22,159	\$42,297	\$64,456	\$42,352	\$297,577	\$1,561,227	\$195,531	\$27,792
7	\$78,442	\$47,662	\$11,274	\$233,259	\$370,637	\$227,074	\$22,735	\$43,143	\$65,878	\$40,361	\$304,759	\$1,865,986	\$186,713	\$26,432
8	\$80,010	\$48,615	\$11,500	\$239,324	\$379,449	\$216,758	\$23,326	\$44,006	\$67,332	\$38,463	\$312,118	\$2,178,104	\$178,295	\$25,138
9	\$81,611	\$49,587	\$11,730	\$245,547	\$388,474	\$206,912	\$23,932	\$44,886	\$68,818	\$36,655	\$319,656	\$2,497,759	\$170,258	\$23,907
10	\$83,243	\$50,579	\$11,964	\$251,931	\$397,717	\$197,515	\$24,555	\$45,784	\$70,338	\$34,932	\$327,379	\$2,825,138	\$162,584	\$22,737
Total	\$762,691	\$463,417	\$109,619	\$2,115,035	\$3,450,762	\$2,332,850	\$206,144	\$419,480	\$625,624	\$425,961	\$2,825,138	\$2,825,138	\$1,906,889	\$287,956



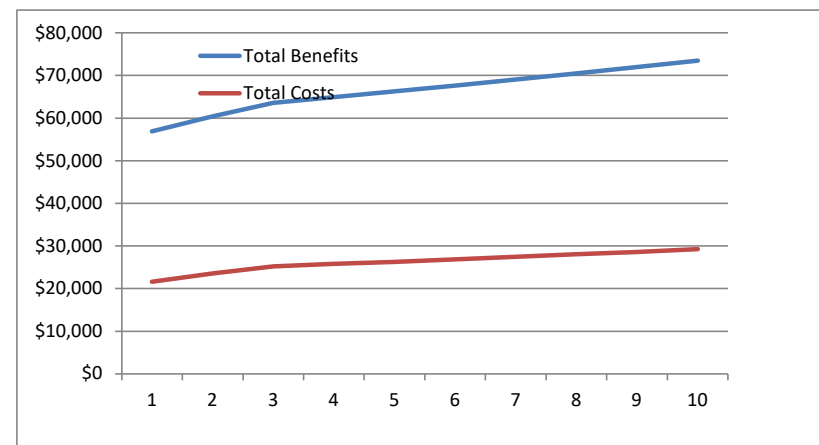
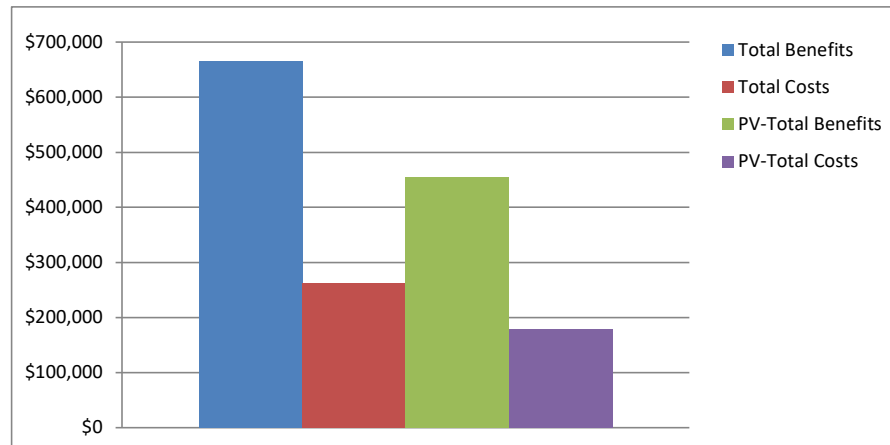
SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Village of the Legends, Inc.
DATE: 2/16/2023

KC Community College
(With LMW)

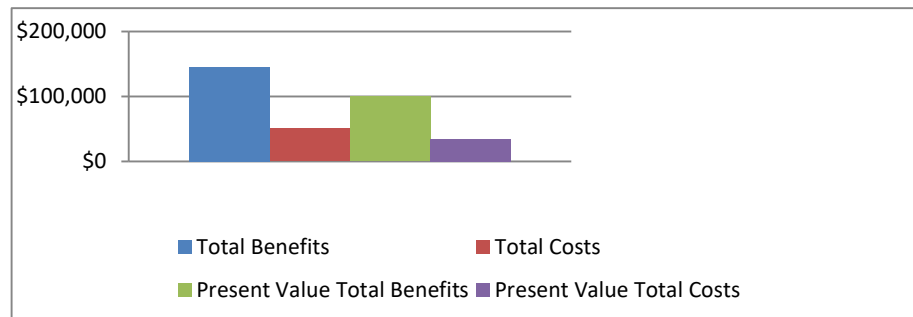
DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.53
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.54
(Typical desired ratio would be 1.3 to 1) **Average ROI** 15.31%

Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	District 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	\$34,264	\$18,203	\$4,444	\$56,911	\$53,064	\$2,774	\$18,845	\$21,620	\$20,158	\$35,292	\$35,292	\$32,906	\$17,571
2	\$34,950	\$18,567	\$6,898	\$60,415	\$52,523	\$4,306	\$19,222	\$23,529	\$20,455	\$36,886	\$72,178	\$32,068	\$16,711
3	\$35,649	\$18,938	\$8,995	\$63,582	\$51,540	\$5,615	\$19,607	\$25,222	\$20,445	\$38,360	\$110,538	\$31,095	\$15,893
4	\$36,362	\$19,317	\$9,228	\$64,907	\$49,057	\$5,761	\$19,999	\$25,760	\$19,470	\$39,147	\$149,685	\$29,588	\$15,115
5	\$37,089	\$19,704	\$9,468	\$66,261	\$46,695	\$5,911	\$20,399	\$26,310	\$18,541	\$39,951	\$189,636	\$28,154	\$14,375
6	\$37,831	\$20,098	\$9,715	\$67,643	\$44,447	\$6,065	\$20,807	\$26,872	\$17,657	\$40,771	\$230,407	\$26,790	\$13,672
7	\$38,587	\$20,500	\$9,967	\$69,054	\$42,307	\$6,222	\$21,223	\$27,445	\$16,815	\$41,609	\$272,016	\$25,492	\$13,002
8	\$39,359	\$20,910	\$10,226	\$70,495	\$40,270	\$6,384	\$21,647	\$28,032	\$16,013	\$42,463	\$314,479	\$24,257	\$12,366
9	\$40,146	\$21,328	\$10,492	\$71,966	\$38,331	\$6,550	\$22,080	\$28,631	\$15,249	\$43,336	\$357,815	\$23,082	\$11,761
10	\$40,949	\$21,754	\$10,765	\$73,468	\$36,486	\$6,720	\$22,522	\$29,242	\$14,522	\$44,226	\$402,041	\$21,964	\$11,185
Total	\$375,186	\$199,319	\$90,199	\$664,703	\$454,720	\$56,310	\$206,352	\$262,662	\$179,325	\$402,041	\$402,041	\$275,394	\$141,653



SUMMARY OF COSTS AND BENEFITS FOR:							Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.86						
PROJECT: Village of the Legends, Inc.							Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.86						
DATE: 2/16/2023							Average ROI 12.40%						
DISCOUNT RATE: 7.25%							(Typical desired ratio would be 1.3 to 1)						
Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	District 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	\$7,663	\$4,071	\$857	\$12,590	\$11,739	\$240	\$4,214	\$4,454	\$4,153	\$8,136	\$8,136	\$7,586	\$3,930
2	\$7,816	\$4,152	\$1,330	\$13,298	\$11,561	\$372	\$4,299	\$4,671	\$4,061	\$8,628	\$16,764	\$7,501	\$3,737
3	\$7,972	\$4,235	\$1,734	\$13,942	\$11,301	\$485	\$4,385	\$4,870	\$3,947	\$9,072	\$25,836	\$7,354	\$3,554
4	\$8,132	\$4,320	\$1,779	\$14,231	\$10,756	\$498	\$4,472	\$4,970	\$3,756	\$9,261	\$35,097	\$7,000	\$3,380
5	\$8,294	\$4,406	\$1,826	\$14,526	\$10,237	\$511	\$4,562	\$5,072	\$3,575	\$9,454	\$44,551	\$6,662	\$3,215
6	\$8,460	\$4,495	\$1,873	\$14,828	\$9,743	\$524	\$4,653	\$5,177	\$3,402	\$9,651	\$54,202	\$6,341	\$3,057
7	\$8,629	\$4,584	\$1,922	\$15,136	\$9,273	\$537	\$4,746	\$5,284	\$3,237	\$9,852	\$64,054	\$6,036	\$2,908
8	\$8,802	\$4,676	\$1,972	\$15,450	\$8,826	\$551	\$4,841	\$5,393	\$3,080	\$10,057	\$74,112	\$5,745	\$2,765
9	\$8,978	\$4,770	\$2,023	\$15,771	\$8,400	\$566	\$4,938	\$5,504	\$2,931	\$10,267	\$84,379	\$5,469	\$2,630
10	\$9,158	\$4,865	\$2,076	\$16,098	\$7,995	\$580	\$5,037	\$5,617	\$2,790	\$10,481	\$94,860	\$5,205	\$2,501
Total	\$83,904	\$44,574	\$17,392	\$145,871	\$99,831	\$4,864	\$46,147	\$51,011	\$34,932	\$94,860	\$94,860	\$64,899	\$31,678



SUMMARY OF COSTS AND BENEFITS FOR:

State of Kansas

PROJECT: Village of the Legends, Inc. (With LMW)

DATE: 2/16/2023

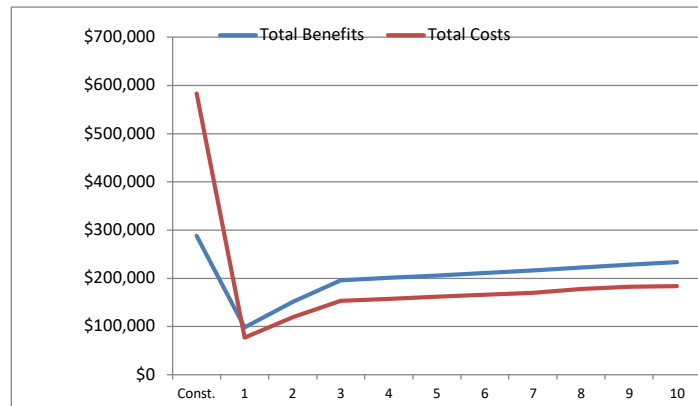
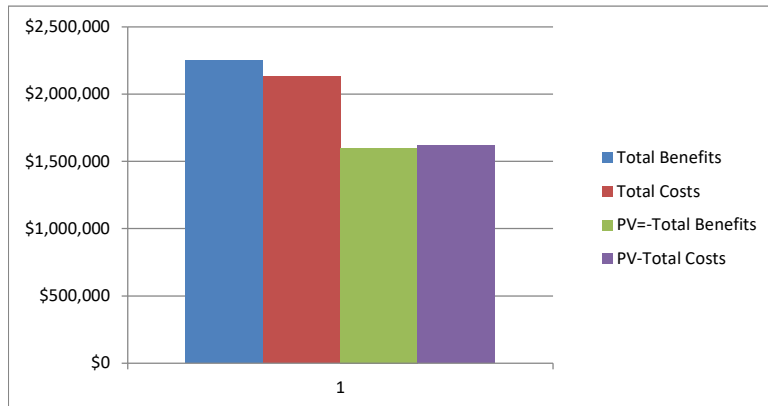
DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 1.06

Ratio of Present Value of Total Benefits to Present Value of Total Costs: 0.99

Average ROI 0.56%
(Typical desired ratio would be 1.3 to 1)

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	Other Costs & Incentives	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.	\$208,000	\$0	\$80,000	\$0	\$0	\$288,000	\$288,000	\$0	\$0	\$0	\$583,375	\$583,375	\$583,375	-\$295,375	-\$295,375	-\$295,375	\$583,375
1	\$36,098	\$1,877	\$17,396	\$997	\$42,007	\$98,376	\$91,726	\$24,187	\$51,995	\$1,033	\$0	\$77,214	\$71,994	\$21,162	-\$274,213	\$19,731	\$963
2	\$56,077	\$1,915	\$27,027	\$1,017	\$65,254	\$151,290	\$131,527	\$37,592	\$80,940	\$1,053	\$0	\$119,585	\$103,964	\$31,705	-\$242,508	\$27,563	\$916
3	\$72,782	\$1,953	\$35,060	\$1,038	\$84,714	\$195,547	\$158,511	\$48,649	\$103,805	\$1,074	\$0	\$153,529	\$124,451	\$42,019	-\$200,490	\$34,060	\$871
4	\$74,674	\$1,992	\$35,972	\$1,058	\$86,917	\$200,614	\$151,625	\$49,914	\$106,504	\$1,096	\$0	\$157,514	\$119,050	\$43,100	-\$157,390	\$32,575	\$828
5	\$76,615	\$2,032	\$36,907	\$1,080	\$89,177	\$205,811	\$145,038	\$51,212	\$109,273	\$1,118	\$0	\$161,603	\$113,884	\$44,209	-\$113,181	\$31,154	\$788
6	\$78,607	\$2,073	\$37,867	\$1,101	\$91,495	\$211,144	\$138,738	\$52,543	\$112,115	\$1,140	\$0	\$165,798	\$108,942	\$45,346	-\$67,835	\$29,796	\$749
7	\$80,651	\$2,114	\$38,851	\$1,123	\$93,874	\$216,614	\$132,711	\$53,909	\$115,029	\$1,163	\$0	\$170,102	\$104,214	\$46,513	-\$21,322	\$28,497	\$712
8	\$82,748	\$2,157	\$39,862	\$1,146	\$96,315	\$222,227	\$126,946	\$55,311	\$121,089	\$1,186	\$0	\$177,586	\$101,445	\$44,641	\$23,319	\$25,501	\$678
9	\$84,900	\$2,200	\$40,898	\$1,169	\$98,819	\$227,985	\$121,431	\$56,749	\$124,237	\$1,210	\$0	\$182,196	\$97,043	\$45,789	\$69,108	\$24,389	\$644
10	\$87,107	\$2,244	\$41,961	\$1,192	\$101,388	\$233,892	\$116,156	\$58,224	\$124,237	\$1,234	\$0	\$183,696	\$91,227	\$50,197	\$119,305	\$24,929	\$613
Total	\$938,259	\$20,558	\$431,802	\$10,921	\$849,961	\$2,251,501	\$1,602,410	\$488,290	\$1,049,225	\$11,307	\$583,375	\$2,132,196	\$1,619,589	\$119,305	\$119,305	-\$17,180	\$591,137



Village of the Legends, Inc. (With LMW)

Other Economic Impacts of the Project

	In the First Year	Over 10 Years
Permanent jobs created	4	8
Construction jobs created	85	85
Number of New Residents in the Community	39	74
Number of Additional Students in the Local School District	2	4
Increase in Local Personal Incomes	\$999,500	\$20,184,732
Increase in Local Retail Sales	\$12,436,412	\$25,281,290
Increase in the Community's Property Tax Base	\$10,884,000	\$10,884,000
Estimated new annual tax revenues after 10 years:		Property Taxes
	City	\$58,706
	County	\$56,954
	School	\$97,111
	Comm. Coll.	\$41,768
	Library	\$9,341
	State	\$2,289
	Totals	\$266,169

Village of the Legends, Inc. (With LMW)

OVERALL COST-BENEFIT SUMMARY

TAXING ENTITY	DIRECT REVENUES						TOTAL DIRECT REVENUES	ALL INDIRECT REVENUES	TOTAL ALL REVENUES	DIRECT COSTS	INDIRECT COSTS	TOTAL COSTS	NET BENEFITS
	Sales Taxes	PILOT Payment	New Property Taxes	School Federal & State Funding	Corporate & Personal Income Taxes	City Utilities & Franchise Fees				PROPERTY TAXES ABATED	ALL INDIRECT COSTS		
City of Kansas City	\$245,505	\$280,148	\$527,334			\$20,532	\$1,073,519	\$73,197	\$1,146,716	\$290,034	\$248,509	\$538,543	\$608,173
Wyandotte County	\$175,931	\$271,788	\$511,598				\$959,317	\$49,416	\$1,008,733	\$371,129	\$32,415	\$403,544	\$605,188
Piper-Kansas City USD 203		\$463,417	\$872,310	\$2,115,035			\$3,450,762	\$0	\$3,450,762	\$419,480	\$206,144	\$625,624	\$2,825,138
KC Community College		\$199,319	\$375,186				\$574,504	\$90,199	\$664,703	\$206,352	\$56,310	\$262,662	\$402,041
Wyandotte County Library		\$44,574	\$83,904				\$128,478	\$17,392	\$145,871	\$46,147	\$4,864	\$51,011	\$94,860
State of Kansas	\$938,259	\$10,921	\$20,558		\$431,802		\$1,401,540	\$849,961	\$2,251,501	\$11,307	\$1,537,514	\$1,548,821	\$702,680
TOTALS	\$1,359,694	\$1,270,168	\$2,390,890	\$2,115,035	\$431,802	\$20,532	\$7,588,121	\$1,080,164	\$8,668,285	\$1,344,449	\$2,085,756	\$3,430,205	\$5,238,080

**A Tax Abatement Cost-Benefit Analysis of
Village of the Legends, Inc.
(W/O LMW)
for the Unified Government of Kansas City/Wyandotte County**

Completed by
Municipal Consulting, LLC
2/16/2023

CONTENTS:

Report Title Page	3
Community Data Inputs	4
Data Inputs of the Firm	5
Overall Summary of Benefits, Costs and Ratios	6
City of Kansas City Benefits, Costs and Ratios	7
Wyandotte County Benefits, Costs and Ratios	8
Piper USD 203 Benefits, Costs and Ratios	9
Kansas City Community College Benefits, Costs and Ratios	10
Wyandotte County Library Benefits, Costs and Ratios	11
State of Kansas Benefits, Costs and Ratios	12
Economic Impact of the Project on the Community	13
Detailed Cost-Benefit Summary	14

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 an 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	2.24	12%
Wyandotte County	2.67	17%
Piper-Kansas City USD 203	5.87	49%
KC Community College	2.73	17%
Wyandotte County Library	3.12	14%
State of Kansas	1.06	1%

Each of the taxing entities has a positive benefit-to-cost ratio. This report assumes that the Unified Government will approve a 50% property tax abatement for 10 years. A graduated PILOT payment has been considered in this analysis. This report assumes that the firm will obtain a sales tax exemption on construction materials and FFE and that the existing sales tax rates for the city, county and state will remain the same. We point out that the main economic benefits of this project are from new residents rather than new jobs.

We used conservative assumptions that the units would be 50% leased in Year 1, 75% in Year 2 and 95% in Year 3, and that only 50% of the new residents would come from outside the city.

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: 2023.02.16 16:09:49 -06'00'

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:	Village of the Legends, Inc.			(W/O LMW)	
DATE:			2/16/2023		
GOVERNMENTAL ENTITIES INVOLVED:					
CITY:			City of Kansas City		
COUNTY:			Wyandotte County		
SCHOOL DISTRICT:			Piper-Kansas City USD 203		
SPECIAL TAXING DISTRICT #1				KC Community College	
SPECIAL TAXING DISTRICT #2				Wyandotte County Library	
STATE:			State of Kansas		
INFLATION RATE:		2.60%	DISCOUNT RATE:		7.25%

This project involves construction of 58 units of senior housing at a cost of \$16 million, which will provide housing for about 55 families, of which 29 are new to Kansas City. The requested property tax abatement is 50% for 10 years with a graduated PILOT of \$2,000 per unit.

Village of the Legends, Inc.

(W/O LMW)

Column1	Column2	Column3	Column4	Column6	Column7	Column11
Community Data Inputs:						
	City of Kansas City	Wyandotte County	Piper-Kansas City USD 203	KC Community College	Wyandotte County Library	State
Mill Levy	38.476593	37.328383	63.647492	27.375176	6.122008	1.500
Sales Tax	1.625%	1.000%	n/a	n/a	n/a	6.50%
Transient Guest Tax	8.00%	0.00%	n/a	n/a	n/a	n/a
Utility Revenue/HsHld	\$56.40	n/a	n/a	n/a	n/a	n/a
Franchise Fees/HsHld	\$0.00	n/a	n/a	n/a	n/a	n/a
Other Revenues/Res.	\$71.32	\$59.24	n/a	\$104.11	\$20.08	\$1,511.19
Marg. Cost/Res./Student	\$100.03	\$37.66	\$1,417.44	\$65.00	\$5.61	\$654.19
Other Revenues/Worker	\$67.67	\$56.21	n/a	\$98.78	\$19.05	\$1,296.05
Marginal Cost/New Worker	\$94.91	\$35.74	n/a	\$61.67	\$5.33	\$561.06
State Funding/Pupil	n/a	n/a	\$8,737.46	n/a	n/a	\$10,173
Federal Funding/Pupil	n/a	n/a	\$5,436.95	n/a	n/a	\$1,022
Visitor Daily Spending	\$50.00	\$50.00				\$75.00
Average Hotel Room Rate	\$100	\$100		Total Mill Levy		n/a
Retail Pull Factor	0.94	0.96		174.449652		n/a
Percent of County Share	90.90%	100.00%				n/a
Ann. Local Per Capita Sales/Use Tax	\$211	\$184				n/a
Ann. State Per Capita Sales/Use Tax	\$926	\$1,075				\$1,078
Annual Per Capita Retail Sales	\$14,248	\$16,535				\$16,581
Average Household Size	2.68	2.67				2.49
Avg. Wage-All Occupations	\$55,918	\$55,918				\$48,609

Village of the Legends, Inc. (W/O LMW)

Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
Firm Data Inputs:				Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Totals
Investment in Land				\$762,300										762,300
Investment in Buildings				\$16,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	16,000,000
Investment in Furn, Fixtures, Equip.				\$175,000										175,000
Soft Costs/Financing/Contingencies				\$2,062,700										2,062,700
Total Project Investment				\$19,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	19,000,000
City Incentives-Sales Tax Exemption:				\$145,844	County Sales Tax Exemption:		\$89,750	State Sales Tax Exemption:		\$583,375				\$818,969
		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%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchases		0.00%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net City Util. Revenue		3.00%	\$0	\$1,043	\$1,611	\$2,083	\$2,125	\$2,167	\$2,210	\$2,255	\$2,300	\$2,346	\$2,393	\$20,532
PILOT- City			\$0	\$25,585	\$26,097	\$26,619	\$27,151	\$27,694	\$28,248	\$28,813	\$29,389	\$29,977	\$30,576	\$280,148
PILOT - County			\$0	\$24,821	\$25,318	\$25,824	\$26,341	\$26,868	\$27,405	\$27,953	\$28,512	\$29,082	\$29,664	\$271,788
PILOT - State			\$0	\$997	\$1,017	\$1,038	\$1,058	\$1,080	\$1,101	\$1,123	\$1,146	\$1,169	\$1,192	\$10,921
PILOT - School			\$0	\$42,322	\$43,169	\$44,032	\$44,913	\$45,811	\$46,727	\$47,662	\$48,615	\$49,587	\$50,579	\$463,417
PILOT - Comm. Coll.			\$0	\$18,203	\$18,567	\$18,938	\$19,317	\$19,704	\$20,098	\$20,500	\$20,910	\$21,328	\$21,754	\$199,319
PILOT- Library			\$0	\$4,071	\$4,152	\$4,235	\$4,320	\$4,406	\$4,495	\$4,584	\$4,676	\$4,770	\$4,865	\$44,574
New Resident Households ²		0	29	15	11	0	0	0	0	0	0	0	0	55
Households new to the city		50%	15	8	6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	28.0
Households new to the county		40%	12	6	4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	22.0
Households new to the state		40.0%	12	6	4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	22.4
New students in K-12			2	1	1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.0
New Employees		FTE's	4	2	2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	8.0
New employee average salary		2.60%	\$36,000	\$36,936	\$37,896	\$38,882	\$39,893	\$40,930	\$41,994	\$43,086	\$44,206	\$45,355		N/A
Tax Abatement-Land			55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	N/A
Tax Abatement-Bldg.			55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%	N/A
Visitors		0.0%	0	0	0	0	0	0	0	0	0	0	0	0
				City	County	State								
Percentage of sales taxable in the				0%	0%	0%								
Percentage of purchases taxable in the				0%	0%	0%								
Assumed Inflation Rate				2.60%										

It is assumed that occupancy will reach 50% in Year 1, 75% in Year 2 and 95% in Year 3.

Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
COST-BENEFIT ANALYSIS PROJECT SUMMARY								
PROJECT NAME: Village of the Legends, Inc. (W/O LMW)						Ratio of		
DATE: 2/16/2023						NPV of Net		
				Net	NPV	Benefits to	Actual	Avg.
				Present	of	NPV of	Benefit to	Annual
		Total		Value	Incentives	Incentives	Actual	Rate
	Total	Costs &	Net	of Net	& Taxes	and Taxes	Cost	of
Entity	Benefits	Incentives	Benefits	Benefits	Abated	Abated	Ratio	Return
City of Kansas City	\$1,146,716	\$512,176	\$634,540	\$400,829	\$326,841	1.23	2.24	12%
Wyandotte County	\$1,008,733	\$377,964	\$630,768	\$411,412	\$265,346	1.55	2.67	17%
Piper-Kansas City USD 203	\$3,450,762	\$587,489	\$2,863,273	\$1,933,067	\$261,779	7.38	5.87	49%
KC Community College	\$664,703	\$243,903	\$420,800	\$288,272	\$128,775	2.24	2.73	17%
Wyandotte County Library	\$145,871	\$46,816	\$99,055	\$67,779	\$28,798	2.35	3.12	14%
State of Kansas	\$2,251,501	\$2,131,168	\$120,333	-\$16,474	\$590,431	-0.03	1.06	1%
Totals	\$8,668,285	\$3,899,516	\$4,768,769	\$3,084,884	\$1,601,970	1.926	2.22	n/a

SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Village of the Legends, Inc.

DATE: 2/16/2023

City of Kansas City

(W/O LMW)

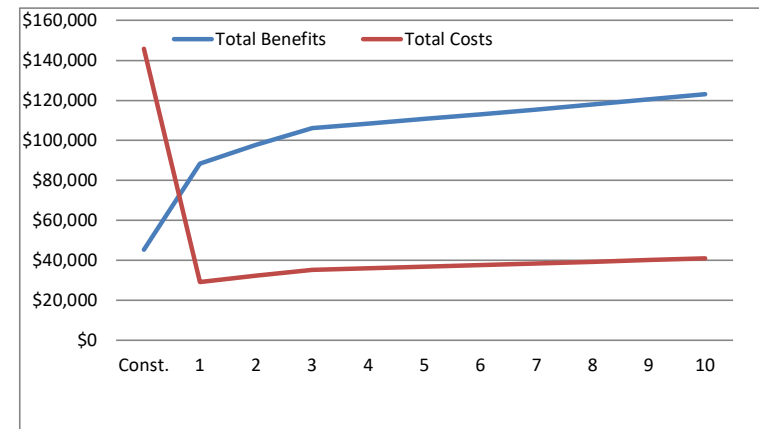
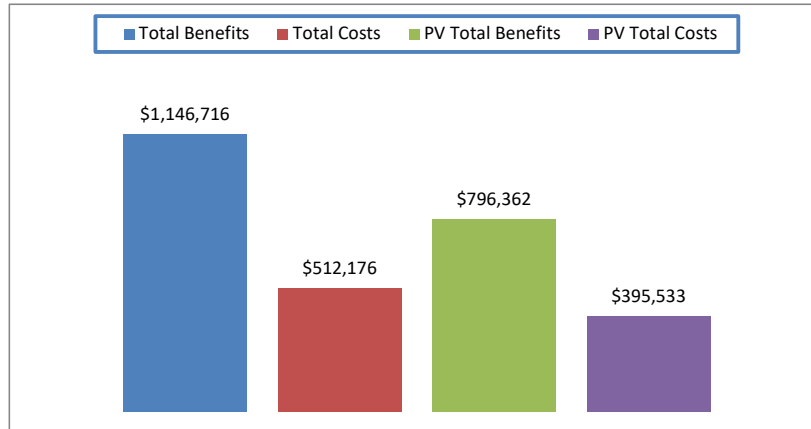
DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.24

Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.01

(Typical desired ratio would be 1.3 to 1) **Average ROI** 12.39%

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	Incentives and Cost of Various City Services	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.	\$45,377	\$0	\$0	\$0	\$0	\$45,377	\$45,377	\$145,844	\$0	\$145,844	\$145,844	-\$100,466	-\$100,466	-\$100,466	\$145,844
1	\$9,907	\$48,160	\$1,043	\$25,585	\$3,613	\$88,308	\$82,338	\$5,068	\$24,080	\$29,147	\$27,177	\$59,160	-\$41,306	\$55,161	\$22,452
2	\$15,395	\$49,123	\$1,611	\$26,097	\$5,611	\$97,836	\$85,056	\$7,869	\$24,561	\$32,431	\$28,194	\$65,405	\$24,099	\$56,861	\$21,353
3	\$19,941	\$50,105	\$2,083	\$26,619	\$7,297	\$106,045	\$85,960	\$10,235	\$25,053	\$35,287	\$28,604	\$70,758	\$94,857	\$57,356	\$20,308
4	\$20,460	\$51,107	\$2,125	\$27,151	\$7,487	\$108,329	\$81,876	\$10,501	\$25,554	\$36,054	\$27,250	\$72,275	\$167,131	\$54,626	\$19,314
5	\$20,991	\$52,130	\$2,167	\$27,694	\$7,681	\$110,663	\$77,986	\$10,774	\$26,065	\$36,839	\$25,961	\$73,825	\$240,956	\$52,026	\$18,368
6	\$21,537	\$53,172	\$2,210	\$28,248	\$7,881	\$113,049	\$74,282	\$11,054	\$26,586	\$37,640	\$24,732	\$75,409	\$316,365	\$49,549	\$17,469
7	\$22,097	\$54,236	\$2,255	\$28,813	\$8,086	\$115,486	\$70,754	\$11,341	\$27,118	\$38,459	\$23,562	\$77,027	\$393,392	\$47,191	\$16,614
8	\$22,672	\$55,320	\$2,300	\$29,389	\$8,296	\$117,977	\$67,394	\$11,636	\$27,660	\$39,296	\$22,448	\$78,681	\$472,073	\$44,946	\$15,801
9	\$23,261	\$56,427	\$2,346	\$29,977	\$8,512	\$120,522	\$64,194	\$11,939	\$28,213	\$40,152	\$21,386	\$80,370	\$552,443	\$42,808	\$15,027
10	\$23,866	\$57,555	\$2,393	\$30,576	\$8,733	\$123,123	\$61,146	\$12,249	\$28,778	\$41,027	\$20,375	\$82,097	\$634,540	\$40,771	\$14,292
Total	\$245,505	\$527,334	\$20,532	\$280,148	\$73,197	\$1,146,716	\$796,362	\$248,509	\$263,667	\$512,176	\$395,533	\$634,540	\$634,540	\$400,829	\$326,841



SUMMARY OF COSTS AND BENEFITS FOR:

PROJECT: Village of the Legends, Inc.

DATE: 2/16/2023

Wyandotte County

(W/O LMW)

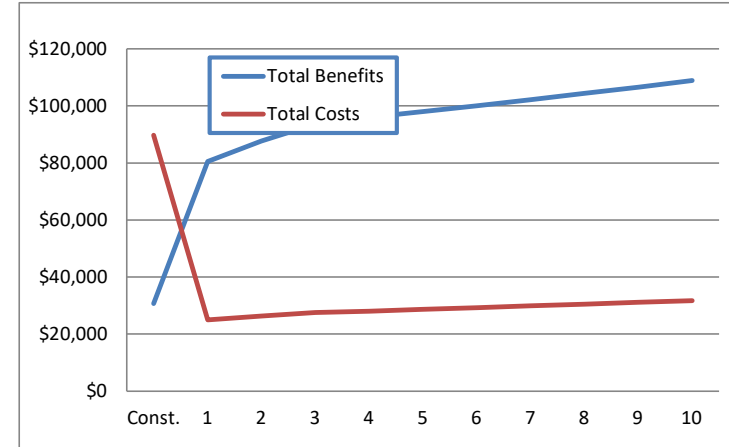
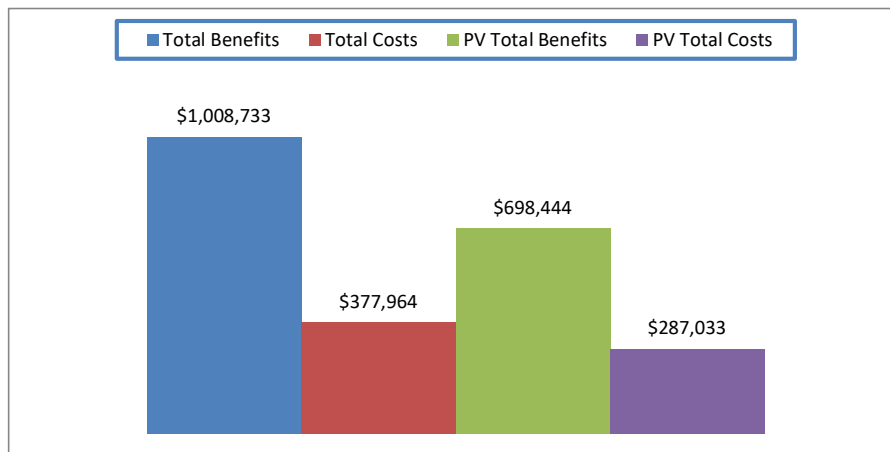
DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.67

Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.43

Average ROI 16.69%

Year	Sales and Transient Guest Taxes	New Property Taxes	PILOT Payment	Other County Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various County Services	Incentives and 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
Const.	\$30,720	\$0	\$0	\$0	\$30,720	\$30,720	\$0	\$89,750	\$89,750	\$89,750	-\$59,030	-\$59,030	-\$59,030	\$89,750
1	\$7,178	\$46,722	\$24,821	\$1,890	\$80,611	\$75,162	\$1,597	\$23,361	\$24,959	\$23,271	\$55,653	-\$3,377	\$51,891	\$21,782
2	\$11,151	\$47,657	\$25,318	\$3,564	\$87,690	\$76,235	\$2,480	\$23,828	\$26,308	\$22,872	\$61,382	\$58,005	\$53,364	\$20,716
3	\$14,473	\$48,610	\$25,824	\$4,731	\$93,638	\$75,903	\$3,232	\$24,305	\$27,537	\$22,322	\$66,101	\$124,106	\$53,581	\$19,702
4	\$14,849	\$49,582	\$26,341	\$5,182	\$95,954	\$72,523	\$3,316	\$24,791	\$28,107	\$21,244	\$67,846	\$191,952	\$51,279	\$18,737
5	\$15,235	\$50,574	\$26,868	\$5,317	\$97,993	\$69,057	\$3,403	\$25,287	\$28,690	\$20,218	\$69,304	\$261,256	\$48,839	\$17,820
6	\$15,631	\$51,585	\$27,405	\$5,455	\$100,076	\$65,758	\$3,491	\$25,793	\$29,284	\$19,242	\$70,793	\$332,048	\$46,516	\$16,948
7	\$16,037	\$52,617	\$27,953	\$5,597	\$102,204	\$62,616	\$3,582	\$26,309	\$29,890	\$18,313	\$72,314	\$404,362	\$44,304	\$16,118
8	\$16,454	\$53,669	\$28,512	\$5,742	\$104,378	\$59,625	\$3,675	\$26,835	\$30,510	\$17,428	\$73,869	\$478,231	\$42,197	\$15,329
9	\$16,882	\$54,743	\$29,082	\$5,892	\$106,599	\$56,778	\$3,771	\$27,371	\$31,142	\$16,587	\$75,457	\$553,688	\$40,191	\$14,579
10	\$17,321	\$55,838	\$29,664	\$6,045	\$108,868	\$54,066	\$3,869	\$27,919	\$31,787	\$15,786	\$77,080	\$630,768	\$38,280	\$13,865
Total	\$175,931	\$511,598	\$271,788	\$49,416	\$1,008,733	\$698,444	\$32,415	\$345,549	\$377,964	\$287,033	\$630,768	\$630,768	\$411,412	\$265,346



SUMMARY OF COSTS AND BENEFITS FOR:

PROJECT: Village of the Legends, Inc.

DATE: 2/16/2023

Piper-Kansas City USD 203

(W/O LMW)

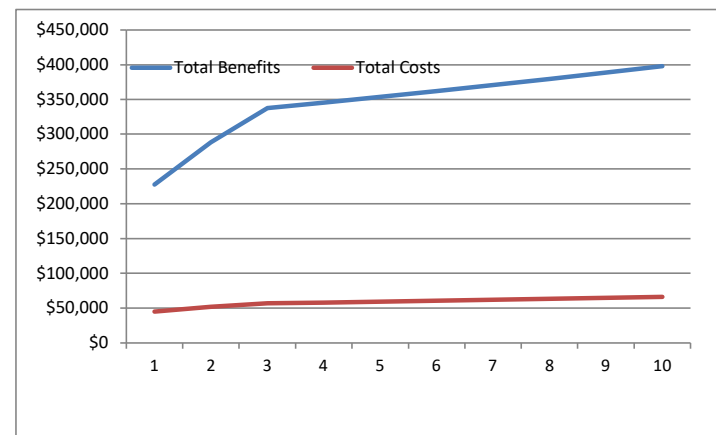
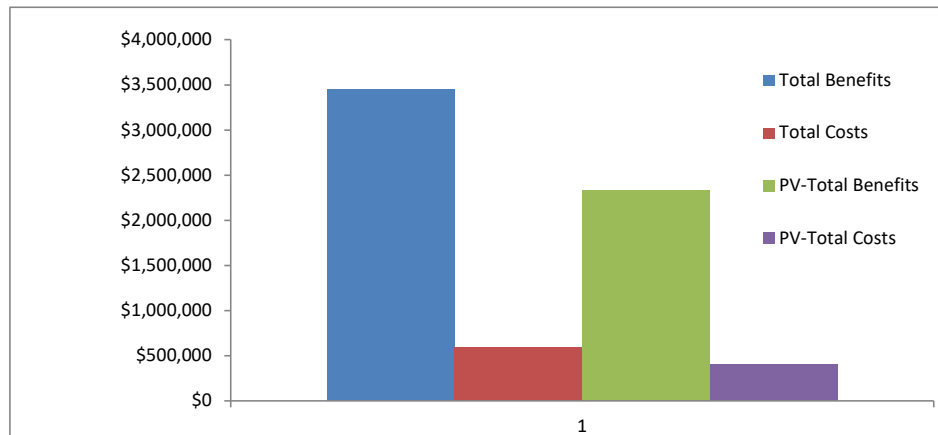
DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 5.87

Ratio of Present Value of Total Benefits to Present Value of Total Costs: 5.84

(Typical desired ratio would be 1.3 to 1) **Average ROI** 48.74%

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 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	\$69,654	\$42,322	\$10,011	\$105,436	\$227,424	\$212,050	\$10,276	\$34,827	\$45,103	\$42,054	\$182,320	\$182,320	\$169,996	\$32,473
2	\$71,047	\$43,169	\$10,211	\$164,132	\$288,559	\$250,865	\$15,997	\$35,523	\$51,521	\$44,791	\$237,038	\$419,358	\$206,074	\$30,883
3	\$72,468	\$44,032	\$10,416	\$210,499	\$337,414	\$273,509	\$20,516	\$36,234	\$56,750	\$46,002	\$280,664	\$700,022	\$227,507	\$29,371
4	\$73,917	\$44,913	\$10,624	\$215,972	\$345,426	\$261,075	\$21,050	\$36,959	\$58,009	\$43,843	\$287,417	\$987,439	\$217,232	\$27,934
5	\$75,396	\$45,811	\$10,836	\$221,587	\$353,630	\$249,208	\$21,597	\$37,698	\$59,295	\$41,786	\$294,335	\$1,281,774	\$207,422	\$26,566
6	\$76,904	\$46,727	\$11,053	\$227,348	\$362,032	\$237,883	\$22,159	\$38,452	\$60,610	\$39,826	\$301,422	\$1,583,196	\$198,057	\$25,266
7	\$78,442	\$47,662	\$11,274	\$233,259	\$370,637	\$227,074	\$22,735	\$39,221	\$61,956	\$37,958	\$308,681	\$1,891,877	\$189,116	\$24,029
8	\$80,010	\$48,615	\$11,500	\$239,324	\$379,449	\$216,758	\$23,326	\$40,005	\$63,331	\$36,178	\$316,118	\$2,207,995	\$180,581	\$22,853
9	\$81,611	\$49,587	\$11,730	\$245,547	\$388,474	\$206,912	\$23,932	\$40,805	\$64,738	\$34,481	\$323,736	\$2,531,732	\$172,431	\$21,734
10	\$83,243	\$50,579	\$11,964	\$251,931	\$397,717	\$197,515	\$24,555	\$41,621	\$66,176	\$32,865	\$331,541	\$2,863,273	\$164,651	\$20,670
Total	\$762,691	\$463,417	\$109,619	\$2,115,035	\$3,450,762	\$2,332,850	\$206,144	\$381,345	\$587,489	\$399,783	\$2,863,273	\$2,863,273	\$1,933,067	\$261,779



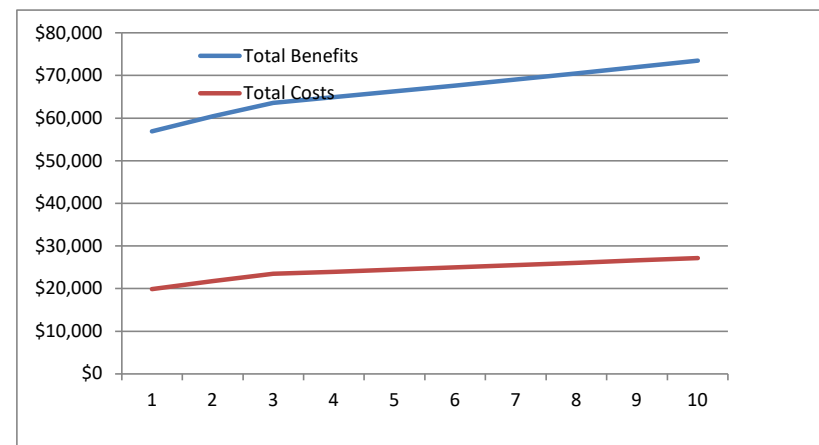
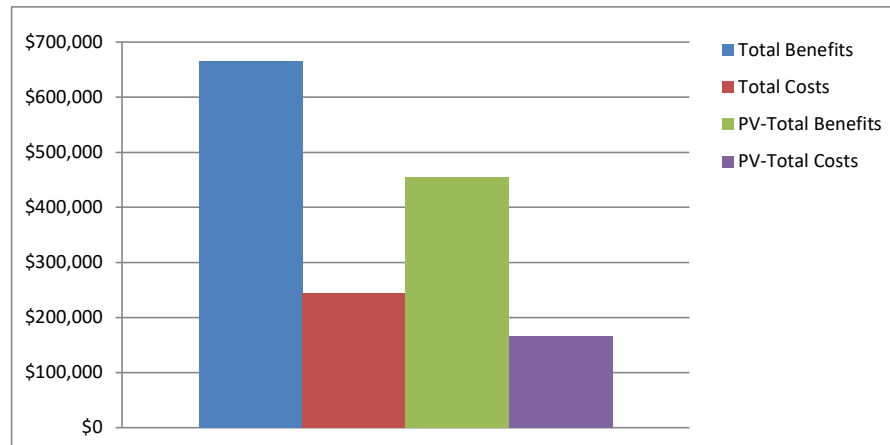
SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Village of the Legends, Inc.
DATE: 2/16/2023

KC Community College
(W/O LMW)

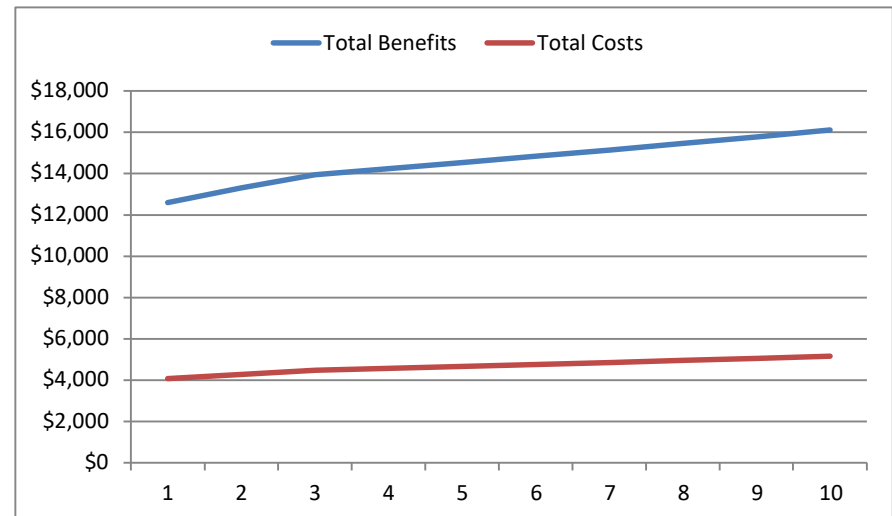
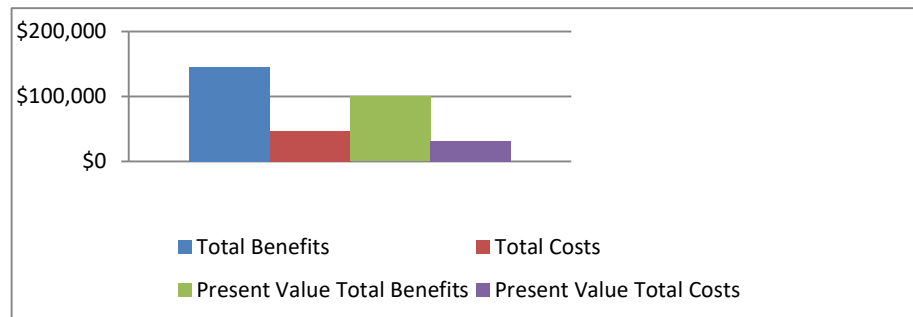
DISCOUNT RATE: 7.25%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.73
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.73
(Typical desired ratio would be 1.3 to 1) **Average ROI** 17.25%

Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	District 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	\$34,264	\$18,203	\$4,444	\$56,911	\$53,064	\$2,774	\$17,132	\$19,907	\$18,561	\$37,005	\$37,005	\$34,503	\$15,974
2	\$34,950	\$18,567	\$6,898	\$60,415	\$52,523	\$4,306	\$17,475	\$21,781	\$18,936	\$38,634	\$75,639	\$33,587	\$15,192
3	\$35,649	\$18,938	\$8,995	\$63,582	\$51,540	\$5,615	\$17,824	\$23,440	\$19,000	\$40,142	\$115,781	\$32,539	\$14,448
4	\$36,362	\$19,317	\$9,228	\$64,907	\$49,057	\$5,761	\$18,181	\$23,942	\$18,096	\$40,965	\$156,746	\$30,962	\$13,741
5	\$37,089	\$19,704	\$9,468	\$66,261	\$46,695	\$5,911	\$18,544	\$24,455	\$17,234	\$41,805	\$198,552	\$29,461	\$13,069
6	\$37,831	\$20,098	\$9,715	\$67,643	\$44,447	\$6,065	\$18,915	\$24,980	\$16,414	\$42,663	\$241,214	\$28,033	\$12,429
7	\$38,587	\$20,500	\$9,967	\$69,054	\$42,307	\$6,222	\$19,294	\$25,516	\$15,633	\$43,538	\$284,752	\$26,674	\$11,820
8	\$39,359	\$20,910	\$10,226	\$70,495	\$40,270	\$6,384	\$19,680	\$26,064	\$14,889	\$44,431	\$329,184	\$25,381	\$11,242
9	\$40,146	\$21,328	\$10,492	\$71,966	\$38,331	\$6,550	\$20,073	\$26,623	\$14,180	\$45,343	\$374,527	\$24,151	\$10,692
10	\$40,949	\$21,754	\$10,765	\$73,468	\$36,486	\$6,720	\$20,475	\$27,195	\$13,506	\$46,273	\$420,800	\$22,980	\$10,168
Total	\$375,186	\$199,319	\$90,199	\$664,703	\$454,720	\$56,310	\$187,593	\$243,903	\$166,448	\$420,800	\$420,800	\$288,272	\$128,775



SUMMARY OF COSTS AND BENEFITS FOR:							Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 3.12						
PROJECT: Village of the Legends, Inc.							Ratio of Present Value of Total Benefits to Present Value of Total Costs: 3.11						
DATE: 2/16/2023							(Typical desired ratio would be 1.3 to 1)						
DISCOUNT RATE: 7.25%							Average ROI 14.11%						
Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	District 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	\$7,663	\$4,071	\$857	\$12,590	\$11,739	\$240	\$3,831	\$4,071	\$3,796	\$8,519	\$8,519	\$7,944	\$3,572
2	\$7,816	\$4,152	\$1,330	\$13,298	\$11,561	\$372	\$3,908	\$4,280	\$3,721	\$9,018	\$17,538	\$7,840	\$3,397
3	\$7,972	\$4,235	\$1,734	\$13,942	\$11,301	\$485	\$3,986	\$4,471	\$3,624	\$9,471	\$27,009	\$7,677	\$3,231
4	\$8,132	\$4,320	\$1,779	\$14,231	\$10,756	\$498	\$4,066	\$4,563	\$3,449	\$9,668	\$36,676	\$7,307	\$3,073
5	\$8,294	\$4,406	\$1,826	\$14,526	\$10,237	\$511	\$4,147	\$4,658	\$3,282	\$9,869	\$46,545	\$6,955	\$2,923
6	\$8,460	\$4,495	\$1,873	\$14,828	\$9,743	\$524	\$4,230	\$4,754	\$3,124	\$10,074	\$56,619	\$6,619	\$2,780
7	\$8,629	\$4,584	\$1,922	\$15,136	\$9,273	\$537	\$4,315	\$4,852	\$2,973	\$10,284	\$66,903	\$6,300	\$2,643
8	\$8,802	\$4,676	\$1,972	\$15,450	\$8,826	\$551	\$4,401	\$4,952	\$2,829	\$10,498	\$77,400	\$5,997	\$2,514
9	\$8,978	\$4,770	\$2,023	\$15,771	\$8,400	\$566	\$4,489	\$5,055	\$2,692	\$10,716	\$88,116	\$5,708	\$2,391
10	\$9,158	\$4,865	\$2,076	\$16,098	\$7,995	\$580	\$4,579	\$5,159	\$2,562	\$10,939	\$99,055	\$5,433	\$2,274
Total	\$83,904	\$44,574	\$17,392	\$145,871	\$99,831	\$4,864	\$41,952	\$46,816	\$32,052	\$99,055	\$99,055	\$67,779	\$28,798



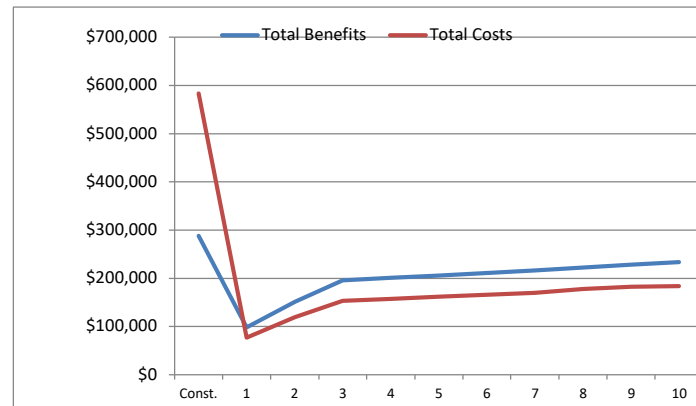
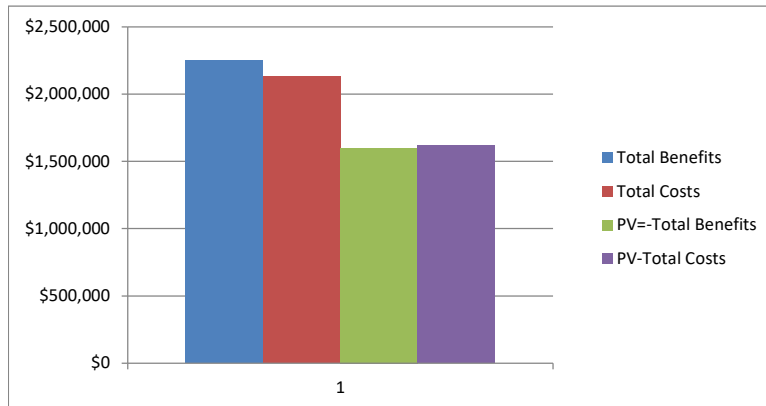
SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Village of the Legends, Inc.
DATE: 2/16/2023

State of Kansas
(W/O LMW)

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 1.06
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 0.99
Average ROI 0.56%
(Typical desired ratio would be 1.3 to 1)

DISCOUNT RATE: 7.25%

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	Other Costs & Incentives	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.	\$208,000	\$0	\$80,000	\$0	\$0	\$288,000	\$288,000	\$0	\$0	\$0	\$583,375	\$583,375	\$583,375	-\$295,375	-\$295,375	-\$295,375	\$583,375
1	\$36,098	\$1,877	\$17,396	\$997	\$42,007	\$98,376	\$91,726	\$24,187	\$51,995	\$939	\$0	\$77,120	\$71,907	\$21,256	-\$274,119	\$19,819	\$875
2	\$56,077	\$1,915	\$27,027	\$1,017	\$65,254	\$151,290	\$131,527	\$37,592	\$80,940	\$958	\$0	\$119,490	\$103,881	\$31,801	-\$242,319	\$27,647	\$832
3	\$72,782	\$1,953	\$35,060	\$1,038	\$84,714	\$195,547	\$158,511	\$48,649	\$103,805	\$977	\$0	\$153,431	\$124,372	\$42,116	-\$200,202	\$34,140	\$792
4	\$74,674	\$1,992	\$35,972	\$1,058	\$86,917	\$200,614	\$151,625	\$49,914	\$106,504	\$996	\$0	\$157,414	\$118,975	\$43,199	-\$157,003	\$32,650	\$753
5	\$76,615	\$2,032	\$36,907	\$1,080	\$89,177	\$205,811	\$145,038	\$51,212	\$109,273	\$1,016	\$0	\$161,501	\$113,812	\$44,310	-\$112,693	\$31,226	\$716
6	\$78,607	\$2,073	\$37,867	\$1,101	\$91,495	\$211,144	\$138,738	\$52,543	\$112,115	\$1,036	\$0	\$165,694	\$108,874	\$45,450	-\$67,243	\$29,864	\$681
7	\$80,651	\$2,114	\$38,851	\$1,123	\$93,874	\$216,614	\$132,711	\$53,909	\$115,029	\$1,057	\$0	\$169,996	\$104,150	\$46,619	-\$20,625	\$28,561	\$648
8	\$82,748	\$2,157	\$39,862	\$1,146	\$96,315	\$222,227	\$126,946	\$55,311	\$121,089	\$1,078	\$0	\$177,478	\$101,383	\$44,749	\$24,124	\$25,563	\$616
9	\$84,900	\$2,200	\$40,898	\$1,169	\$98,819	\$227,985	\$121,431	\$56,749	\$124,237	\$1,100	\$0	\$182,086	\$96,984	\$45,899	\$70,024	\$24,447	\$586
10	\$87,107	\$2,244	\$41,961	\$1,192	\$101,388	\$233,892	\$116,156	\$58,224	\$124,237	\$1,122	\$0	\$183,583	\$91,172	\$50,309	\$120,333	\$24,985	\$557
Total	\$938,259	\$20,558	\$431,802	\$10,921	\$849,961	\$2,251,501	\$1,602,410	\$488,290	\$1,049,225	\$10,279	\$583,375	\$2,131,168	\$1,618,884	\$120,333	\$120,333	-\$16,474	\$590,431



Village of the Legends, Inc. (W/O LMW)

Other Economic Impacts of the Project

	In the First Year	Over 10 Years
Permanent jobs created	4	8
Construction jobs created	85	85
Number of New Residents in the Community	39	74
Number of Additional Students in the Local School District	2	4
Increase in Local Personal Incomes	\$999,500	\$20,184,732
Increase in Local Retail Sales	\$12,436,412	\$25,281,290
Increase in the Community's Property Tax Base	\$10,884,000	\$10,884,000
Estimated new annual tax revenues after 10 years:		Property Taxes
	City	\$58,706
	County	\$56,954
	School	\$97,111
	Comm. Coll.	\$41,768
	Library	\$9,341
	State	\$2,289
	Totals	\$266,169

Village of the Legends, Inc.

(W/O LMW)

OVERALL COST-BENEFIT SUMMARY

TAXING ENTITY	DIRECT REVENUES						TOTAL DIRECT REVENUES	ALL INDIRECT REVENUES	TOTAL ALL REVENUES	DIRECT COSTS	INDIRECT COSTS	TOTAL COSTS	NET BENEFITS
	Sales Taxes	PILOT Payment	New Property Taxes	School Federal & State Funding	Corporate & Personal Income Taxes	City Utilities & Franchise Fees				PROPERTY TAXES ABATED	ALL INDIRECT COSTS		
City of Kansas City	\$245,505	\$280,148	\$527,334			\$20,532	\$1,073,519	\$73,197	\$1,146,716	\$263,667	\$248,509	\$512,176	\$634,540
Wyandotte County	\$175,931	\$271,788	\$511,598				\$959,317	\$49,416	\$1,008,733	\$345,549	\$32,415	\$377,964	\$630,768
Piper-Kansas City USD 203		\$463,417	\$872,310	\$2,115,035			\$3,450,762	\$0	\$3,450,762	\$381,345	\$206,144	\$587,489	\$2,863,273
KC Community College		\$199,319	\$375,186				\$574,504	\$90,199	\$664,703	\$187,593	\$56,310	\$243,903	\$420,800
Wyandotte County Library		\$44,574	\$83,904				\$128,478	\$17,392	\$145,871	\$41,952	\$4,864	\$46,816	\$99,055
State of Kansas	\$938,259	\$10,921	\$20,558		\$431,802		\$1,401,540	\$849,961	\$2,251,501	\$10,279	\$1,537,514	\$1,547,793	\$703,708
TOTALS	\$1,359,694	\$1,270,168	\$2,390,890	\$2,115,035	\$431,802	\$20,532	\$7,588,121	\$1,080,164	\$8,668,285	\$1,230,385	\$2,085,756	\$3,316,141	\$5,352,144



Staff Request for Commission Action

Tracking No. 212301

Full Commission Meeting Date: 3/30/23

Committee: Economic Development & Finance

Date of Standing Committee Action: 3/6/23

(If none, please explain):

Publication Required: No

<u>Date:</u> 02/21/2023	<u>Contact Name:</u> Patrick Waters	<u>Contact Phone:</u> x5079	<u>Contact Email:</u> patrickwaters@wycokck.org	<u>Department/Division:</u> Economic Development
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Item Description:

Resolution of Intent to amend previously adopted Resolution 91-21, and to issue Industrial Revenue Bonds in the amount not to exceed \$64,000,000 to finance the acquisition, construction, improving, and equipping of a commercial multifamily facility for the benefit of Hudson Apartments, LLC, submitted by Patrick Waters, Deputy Chief Counsel.

Action Requested:

To Adopt the Resolution

Budget Impact: (if applicable)

Amount:

Source:

Included In Budget:

Other (explain):

Attachments List:

Resolution of Intent - Amended - Hudson Apartments (UG), CBA_Hudson_Revised_02212023_with_LMW,
CBA_Hudson_Revised_02212023_Without_LMW

RESOLUTION NO. R __-23

RESOLUTION AMENDING RESOLUTION 91-21 PREVIOUSLY ADOPTED BY THE GOVERNING BODY OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS, DETERMINING ITS INTENT TO ISSUE INDUSTRIAL REVENUE BONDS TO FINANCE THE COSTS OF ACQUIRING, CONSTRUCTING, IMPROVING AND EQUIPPING A COMMERCIAL MULTIFAMILY FACILITY FOR THE BENEFIT OF HUDSON APARTMENTS, LLC, AND ITS SUCCESSORS AND ASSIGNS

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 industrial 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, the Unified Government adopted Resolution No. 91-21 on December 2, 2021 (the “Original Resolution of Intent”) determining the intent of the governing body to issue its industrial revenue bonds (the “Bonds”) in the aggregate amount not to exceed \$48,000,000, to finance the costs of acquiring, constructing, improving and equipping a commercial multifamily facility consisting of approximately 228 units located generally at 3600 Rainbow Boulevard (as further described in the Original Resolution of Intent, the “Project”) for the benefit of Hudson Apartments, LLC, a Kansas limited liability company (the “Company”); and

WHEREAS, the governing body, at the request of the Company, desires to amend the Original Resolution of Intent to increase the aggregate amount of the Bonds.

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

Section 1. Findings. The governing body of the Unified Government hereby finds that all procedural items prescribed by the Act with regard to this Resolution have been undertaken, including the public hearing held on this date (and publication and provision of notice thereof) and preparation of a cost-benefit analysis.

Section 2. Intent to Increase the Authorized Amount of Bonds. The governing body of the Unified Government hereby determines and declares the intent of the Unified Government to acquire, construct and equip the Project out of the proceeds of the Bonds of the Unified Government in the principal amount of not to exceed \$64,000,000, to be issued pursuant to the Act. All references to the authorized amount of Bonds in the Original Resolution of Intent are hereby amended to refer to \$64,000,000.

Section 3. Effectiveness of Resolution of Intent. Except as amended herein, all other provisions of the Resolution of Intent are hereby ratified and shall remain in full force and effect.

Section 4. 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 the 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 5. Effective Date. This Resolution shall take effect and be in full force immediately after its adoption by the governing body of the Unified Government.

ADOPTED BY THE COMMISSION OF THE UNIFIED GOVERNMENT OF WYANDOTTE COUNTY/KANSAS CITY, KANSAS ON MARCH 30, 2023.

By: _____
Mayor/CEO of the Unified
Government of Wyandotte County/
Kansas City, Kansas

[SEAL]

ATTEST:

By: _____
Unified Government Clerk

Approved as to form:

By: _____
Office of Chief Counsel

Resolution of Intent – Amended
Hudson Apartments, LLC

**A Tax Abatement Cost-Benefit Analysis of
Hudson Apartments, LLC
for the Unified Government of Kansas City/Wyandotte County**
Completed by
Municipal Consulting, LLC
Revised on 2/21/2023

CONTENTS:

Report Title Page	3
Community Data Inputs	4
Data Inputs of the Firm	5
Overall Summary of Benefits, Costs and Ratios	6
City of Kansas City Benefits, Costs and Ratios	7
Wyandotte County Benefits, Costs and Ratios	8
Kansas City USD 500 Benefits, Costs and Ratios	9
Kansas City Community College Benefits, Costs and Ratios	10
State of Kansas Benefits, Costs and Ratios	11
Economic Impact of the Project on the Community	12
Detailed Summary of Costs and Benefits	13

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 an 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

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	1.34	3%
Wyandotte County	1.17	2%
Kansas City USD 500	2.31	13%
KC Community College	1.19	2%
State of Kansas	2.19	12%

Each of the taxing entities has a positive benefit-to-cost ratio. This report assumes that the Unified Government will approve a 100% property tax abatement for 10 years. A graduated PILOT payment has been considered in this analysis. This report assumes that the firm will obtain a sales tax exemption on construction materials and FFE and that the existing sales tax rates for the city, county and state will remain the same. We point out that the main economic benefits of this project are from new residents rather than new jobs.

We used conservative assumptions that the apartments would be 50% leased in Year 1, 75% in Year 2 and 95% in Year 3, and that only 65% of the new residents would come from outside the city.

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: 2023.02.21 14:02:43 -06'00'

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:	Hudson Apartments, LLC				(With LMW)
DATE:			2/21/2023	(Revised)	
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:		2.60%	DISCOUNT RATE:		7.50%

Hudson Apartments, LLC

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	38.476593	37.328383	60.829259	27.375176	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	\$0.93	n/a	n/a	n/a	n/a
Franchise Fees/HsHld	\$512.25	n/a	n/a	n/a	n/a
Other Revenues/Res.	\$71.31	\$72.15	n/a	\$250.24	\$1,511.19
Marg. Cost/Res./Student	\$103.90	\$36.50	\$1,602.43	\$23.10	\$654.19
Other Revenues/Worker	\$66.73	\$67.52	n/a	\$234.17	\$1,296.05
Marginal Cost/New Worker	\$97.23	\$34.15	n/a	\$21.62	\$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		Total Mill Levy	\$75.00
Average Hotel Room Rate	\$100	\$100		165.509411	n/a
Retail Pull Factor	0.96	0.97			n/a
Percent of County Share	90.80%	100.00%			n/a
Ann. Local Per Capita Sales/Use Tax	\$211	\$155			n/a
Ann. State Per Capita Sales/Use 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	\$55,838	\$55,838			\$48,609

Hudson Apartments, LLC

Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
Firm Data Inputs:				Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Investment in Land				\$280,000										
Investment in Building				\$60,000,000										
Investment in Furniture, Fixtures & Equip.				\$1,500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500,000
Contingencies				\$2,220,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,220,000
Total Project Investment				\$64,000,000										
City sales tax exemption on materials & FFE:				\$511,875	County Sales Tax Exemption		\$315,000	State Sales Tax Exemption:		\$1,950,000				\$2,776,875
		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%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchases		0.00%		\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$1,500,000
Net City Util. Revenue		3.00%	\$0	\$2,179	\$2,279	\$2,377	\$2,448	\$2,522	\$2,597	\$2,675	\$2,756	\$2,838	\$2,923	\$25,595
Franchise Fees		3.00%	\$0	\$41,599	\$62,395	\$80,374	\$82,785	\$85,269	\$87,827	\$90,462	\$93,176	\$95,971	\$98,850	\$818,708
PILOT- City			\$0	\$48,976	\$49,955	\$50,954	\$51,973	\$53,013	\$54,073	\$55,155	\$56,258	\$57,383	\$58,531	\$536,270
PILOT - County			\$0	\$47,514	\$48,464	\$49,434	\$50,422	\$51,431	\$52,460	\$53,509	\$54,579	\$55,670	\$56,784	\$520,267
PILOT - State			\$0	\$1,909	\$1,947	\$1,986	\$2,026	\$2,067	\$2,108	\$2,150	\$2,193	\$2,237	\$2,282	\$20,906
PILOT - School			\$0	\$77,428	\$78,976	\$80,556	\$82,167	\$83,810	\$85,486	\$87,196	\$88,940	\$90,719	\$92,533	\$847,812
PILOT - Comm. Coll.			\$0	\$34,845	\$35,542	\$36,253	\$36,978	\$37,717	\$38,472	\$39,241	\$40,026	\$40,827	\$41,643	\$381,544
New Resident Households ²				0	114	57	46	0	0	0	0	0	0	217
Households new to the city				65%	74.1	37.1	29.6	0.0	0.0	0.0	0.0	0.0	0.0	141.0
Households new to the county				33%	37.1	18.5	14.8	0.0	0.0	0.0	0.0	0.0	0.0	70.0
Households new to the state				5.0%	5.7	2.9	2.3	0.0	0.0	0.0	0.0	0.0	0.0	10.9
New students in K-12				50%	37.1	18.5	14.8	0.0	0.0	0.0	0.0	0.0	0.0	70.9
New Employees					7.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	7.0
New employee average salary				2.60%	\$42,918	\$44,034	\$45,179	\$46,354	\$47,559	\$48,795	\$50,064	\$51,366	\$52,701	N/A
Tax Abatement-Land					100%	100%	100%	100%	100%	100%	100%	100%	100%	N/A
Tax Abatement-Bldg.					100%	100%	100%	100%	100%	100%	100%	100%	100%	N/A
Visitors		0.0%	0	0	0	0	0	0	0	0	0	0	0	0
				City	County	State								
Percentage of sales taxable in the				0%	0%	0%								
Percentage of purchases taxable in the				50%	50%	75%								
Assumed Inflation Rate				2.60%										

¹ Fixtures, furniture and equipment costs are exempt from sales taxes, but are included here to reflect the firm's total investments.

² Assumption is that apartments will be 50% leased in Year 1, 75% in Year 2 and 95% by Year 3 and thereafter.

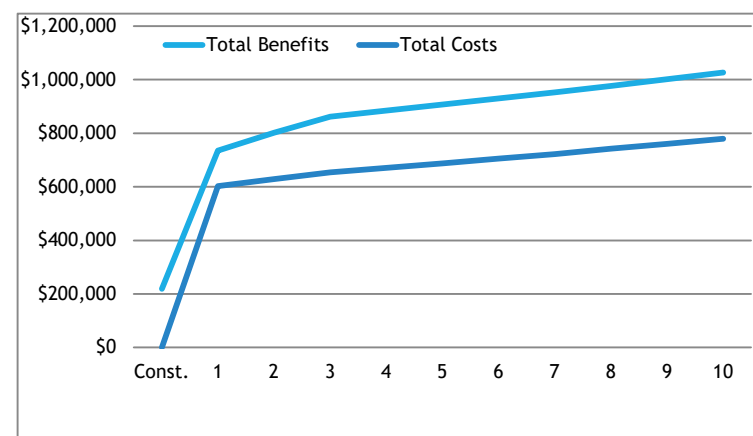
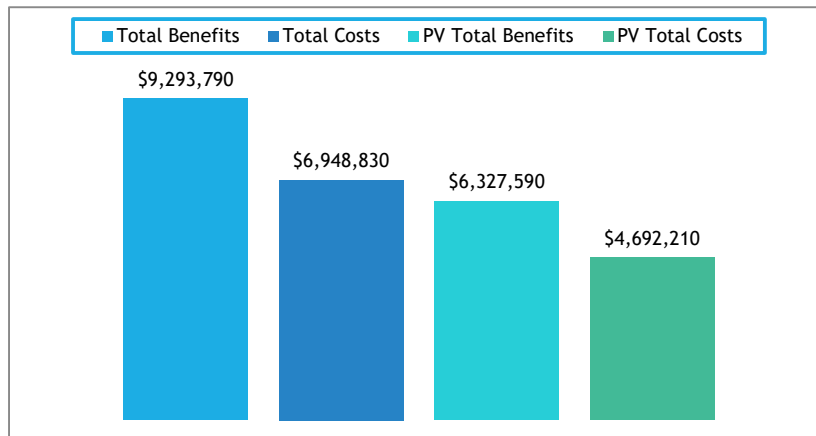
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
COST-BENEFIT ANALYSIS PROJECT SUMMARY								
PROJECT NAME:		Hudson Apartments, LLC				Ratio of		
DATE:		2/21/2023				NPV of Net		
				Net	NPV	Benefits to	Actual	Avg.
				Present	of	NPV of	Benefit to	Annual
		Total		Value	Incentives	Incentives	Actual	Rate
	Total	Costs &	Net	of Net	& Taxes	and Taxes	Cost	of
Entity	Benefits	Incentives	Benefits	Benefits	Abated	Abated	Ratio	Return
City of Kansas City	\$9,293,790	\$6,948,830	\$2,344,960	\$1,635,381	\$4,405,386	0.37	1.34	3%
Wyandotte County	\$7,472,086	\$6,401,678	\$1,070,408	\$763,387	\$4,273,921	0.18	1.17	2%
Kansas City USD 500	\$23,377,870	\$10,139,785	\$13,238,085	\$8,782,855	\$6,049,111	1.45	2.31	13%
KC Community College	\$5,564,944	\$4,686,875	\$878,069	\$588,593	\$3,134,327	0.19	1.19	2%
State of Kansas	\$2,524,257	\$1,154,713	\$1,369,544	\$1,311,929	\$171,743	7.64	2.19	12%

SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Hudson Apartments, LLC
DATE: 2/21/2023

City of Kansas City
(With LMW)
DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 1.34
Ratio of Present Value of Total Benefits to Present Value of Total Cost: 1.35
(Typical desired ratio would be 1.3 to 1) **Average ROI:** 3.37%

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	Incentives and Cost of Various City Services	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.	\$219,375	\$0	\$0	\$0	\$0	\$219,375	\$219,375	\$0	\$0	\$0	\$0	\$219,375	\$219,375	\$219,375	\$0
1	\$47,080	\$578,996	\$43,777	\$48,976	\$15,784	\$734,613	\$683,361	\$22,997	\$578,996	\$601,993	\$559,993	\$132,620	\$351,995	\$123,367	\$538,601
2	\$69,814	\$594,050	\$64,674	\$49,955	\$23,474	\$801,967	\$693,968	\$34,202	\$594,050	\$628,251	\$543,646	\$173,715	\$525,710	\$150,321	\$514,051
3	\$88,992	\$609,495	\$82,751	\$50,954	\$29,962	\$862,155	\$694,000	\$43,656	\$609,495	\$653,151	\$525,761	\$209,004	\$734,714	\$168,240	\$490,619
4	\$90,767	\$625,342	\$85,234	\$51,973	\$30,570	\$883,886	\$661,854	\$44,541	\$625,342	\$669,883	\$501,609	\$214,003	\$948,717	\$160,246	\$468,256
5	\$92,578	\$641,601	\$87,791	\$53,013	\$31,190	\$906,173	\$631,202	\$45,445	\$641,601	\$687,045	\$478,567	\$219,127	\$1,167,844	\$152,635	\$446,913
6	\$94,426	\$658,282	\$90,425	\$54,073	\$31,823	\$929,029	\$601,975	\$46,367	\$658,282	\$704,649	\$456,585	\$224,380	\$1,392,224	\$145,390	\$426,542
7	\$96,311	\$675,398	\$93,137	\$55,155	\$32,469	\$952,469	\$574,106	\$47,307	\$675,398	\$722,705	\$435,614	\$229,765	\$1,621,989	\$138,492	\$407,099
8	\$98,235	\$692,958	\$95,931	\$56,258	\$33,127	\$976,509	\$547,531	\$48,267	\$692,958	\$741,225	\$415,607	\$235,284	\$1,857,273	\$131,924	\$388,543
9	\$100,198	\$710,975	\$98,809	\$57,383	\$33,799	\$1,001,164	\$522,191	\$49,246	\$710,975	\$760,221	\$396,519	\$240,943	\$2,098,216	\$125,672	\$370,833
10	\$102,200	\$729,460	\$101,774	\$58,531	\$34,485	\$1,026,450	\$498,027	\$50,246	\$729,460	\$779,706	\$378,309	\$246,744	\$2,344,960	\$119,719	\$353,930
Total	\$1,099,977	\$6,516,556	\$844,303	\$536,270	\$296,683	\$9,293,790	\$6,327,590	\$432,274	\$6,516,556	\$6,948,830	\$4,692,210	\$2,344,960	\$2,344,960	\$1,635,381	\$4,405,386



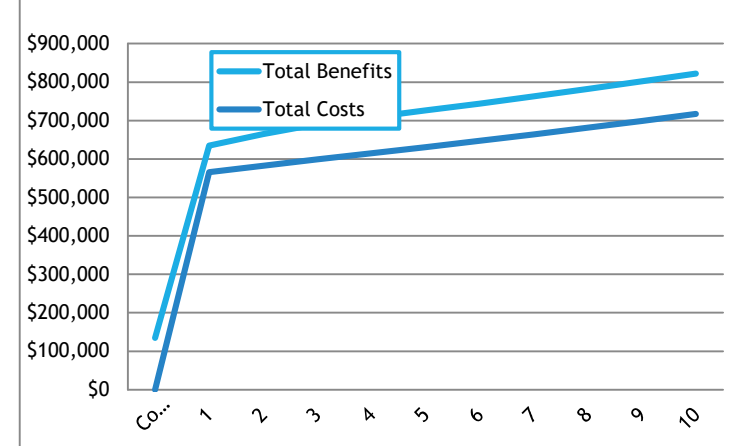
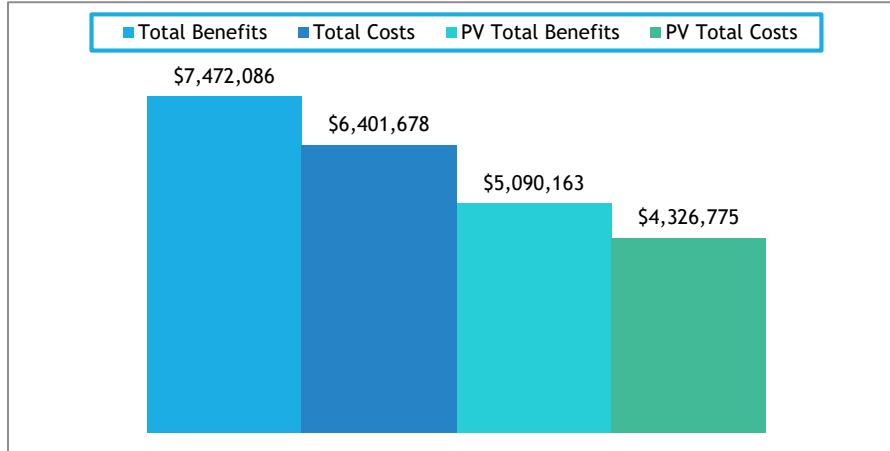
SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Hudson Apartments, LLC
DATE: 2/21/2023

Wyandotte County
(With LMW)

DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 1.17
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 1.18
Average ROI 1.67%

Year	Sales and Transient Guest Taxes	New Property Taxes	PILOT Payment	Other County Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various County Services	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
Const.	\$135,000	\$0	\$0	\$0	\$135,000	\$135,000	\$0	\$0	\$0	\$0	\$135,000	\$135,000	\$135,000	\$0
1	\$18,724	\$561,718	\$47,514	\$7,307	\$635,263	\$590,943	\$4,365	\$561,718	\$566,082	\$526,588	\$69,181	\$204,181	\$64,355	\$522,528
2	\$27,096	\$576,322	\$48,464	\$12,502	\$664,384	\$574,913	\$6,341	\$576,322	\$582,663	\$504,198	\$81,721	\$285,902	\$70,716	\$498,710
3	\$34,164	\$591,307	\$49,434	\$15,801	\$690,705	\$555,990	\$8,010	\$591,307	\$599,317	\$482,426	\$91,388	\$377,290	\$73,564	\$475,978
4	\$34,847	\$606,681	\$50,422	\$16,125	\$708,074	\$530,206	\$8,175	\$606,681	\$614,855	\$460,404	\$93,219	\$470,509	\$69,802	\$454,283
5	\$35,543	\$622,454	\$51,431	\$16,456	\$725,884	\$505,621	\$8,343	\$622,454	\$630,797	\$439,387	\$95,087	\$565,596	\$66,234	\$433,576
6	\$36,254	\$638,638	\$52,460	\$16,793	\$744,145	\$482,177	\$8,514	\$638,638	\$647,152	\$419,330	\$96,993	\$662,590	\$62,848	\$413,813
7	\$36,980	\$655,243	\$53,509	\$17,138	\$762,869	\$459,823	\$8,689	\$655,243	\$663,931	\$400,188	\$98,938	\$761,528	\$59,635	\$394,951
8	\$37,721	\$672,279	\$54,579	\$17,490	\$782,068	\$438,507	\$8,867	\$672,279	\$681,146	\$381,920	\$100,922	\$862,450	\$56,587	\$376,948
9	\$38,477	\$689,758	\$55,670	\$17,849	\$801,754	\$418,182	\$9,049	\$689,758	\$698,807	\$364,486	\$102,947	\$965,396	\$53,695	\$359,766
10	\$39,248	\$707,692	\$56,784	\$18,215	\$821,939	\$398,800	\$9,235	\$707,692	\$716,927	\$347,849	\$105,012	\$1,070,408	\$50,951	\$343,368
Total	\$474,054	\$6,322,090	\$520,267	\$155,675	\$7,472,086	\$5,090,163	\$79,587	\$6,322,090	\$6,401,678	\$4,326,775	\$1,070,408	\$1,070,408	\$763,387	\$4,273,921



SUMMARY OF COSTS AND BENEFITS FOR:

PROJECT: Hudson Apartments, LLC

DATE: 2/21/2023

Kansas City USD 500

(With LMW)

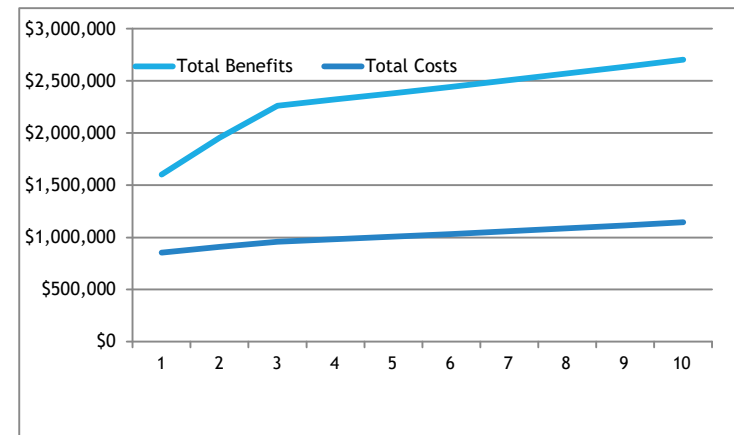
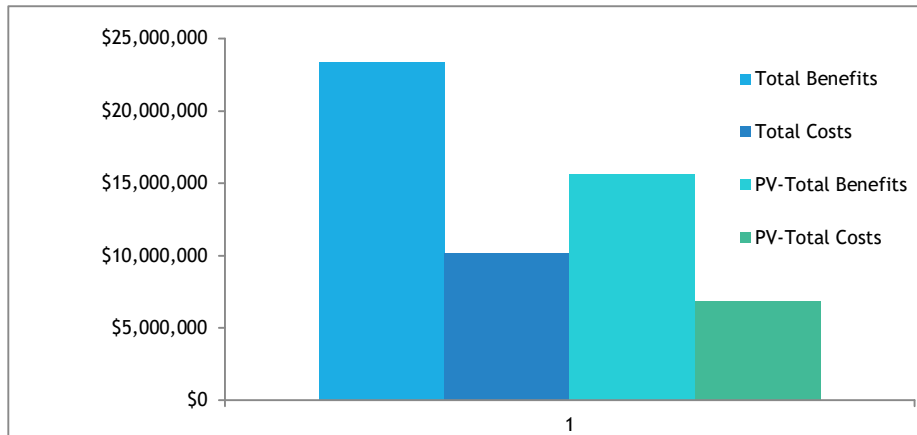
DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.31

Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.28

(Typical desired ratio would be 1.3 to 1) **Average ROI** 13.06%

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 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	\$795,029	\$77,428	\$120,330	\$609,135	\$1,601,922	\$1,490,160	\$59,370	\$795,029	\$854,399	\$794,790	\$747,523	\$747,523	\$695,370	\$739,562
2	\$815,700	\$78,976	\$123,458	\$937,459	\$1,955,594	\$1,692,239	\$91,370	\$815,700	\$907,070	\$784,917	\$1,048,523	\$1,796,046	\$907,322	\$705,852
3	\$836,908	\$80,556	\$126,668	\$1,218,322	\$2,262,454	\$1,821,186	\$118,745	\$836,908	\$955,653	\$769,263	\$1,306,801	\$3,102,847	\$1,051,923	\$673,678
4	\$858,668	\$82,167	\$129,962	\$1,249,998	\$2,320,794	\$1,737,812	\$121,832	\$858,668	\$980,500	\$734,199	\$1,340,295	\$4,443,142	\$1,003,613	\$642,971
5	\$880,993	\$83,810	\$133,341	\$1,282,498	\$2,380,642	\$1,658,257	\$125,000	\$880,993	\$1,005,993	\$700,733	\$1,374,649	\$5,817,791	\$957,524	\$613,663
6	\$903,899	\$85,486	\$136,807	\$1,315,843	\$2,442,036	\$1,582,345	\$128,250	\$903,899	\$1,032,149	\$668,793	\$1,409,887	\$7,227,679	\$913,553	\$585,692
7	\$927,400	\$87,196	\$140,364	\$1,350,055	\$2,505,016	\$1,509,911	\$131,584	\$927,400	\$1,058,984	\$638,308	\$1,446,032	\$8,673,710	\$871,603	\$558,995
8	\$951,513	\$88,940	\$144,014	\$1,385,157	\$2,569,623	\$1,440,793	\$135,006	\$951,513	\$1,086,518	\$609,213	\$1,483,105	\$10,156,816	\$831,580	\$533,515
9	\$976,252	\$90,719	\$147,758	\$1,421,171	\$2,635,900	\$1,374,842	\$138,516	\$976,252	\$1,114,768	\$581,444	\$1,521,132	\$11,677,948	\$793,397	\$509,197
10	\$1,001,634	\$92,533	\$151,600	\$1,458,121	\$2,703,889	\$1,311,910	\$142,117	\$1,001,634	\$1,143,752	\$554,941	\$1,560,137	\$13,238,085	\$756,969	\$485,987
Total	\$8,947,995	\$847,812	\$1,354,302	\$12,227,761	\$23,377,870	\$15,619,456	\$1,191,790	\$8,947,995	\$10,139,785	\$6,836,601	\$13,238,085	\$13,238,085	\$8,782,855	\$6,049,111



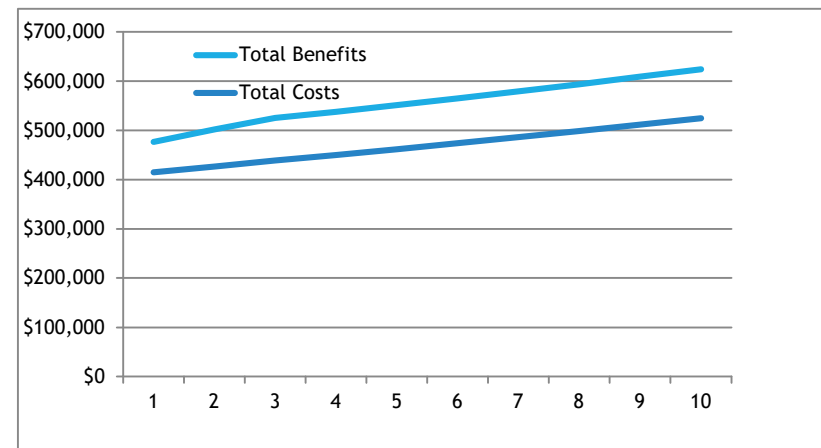
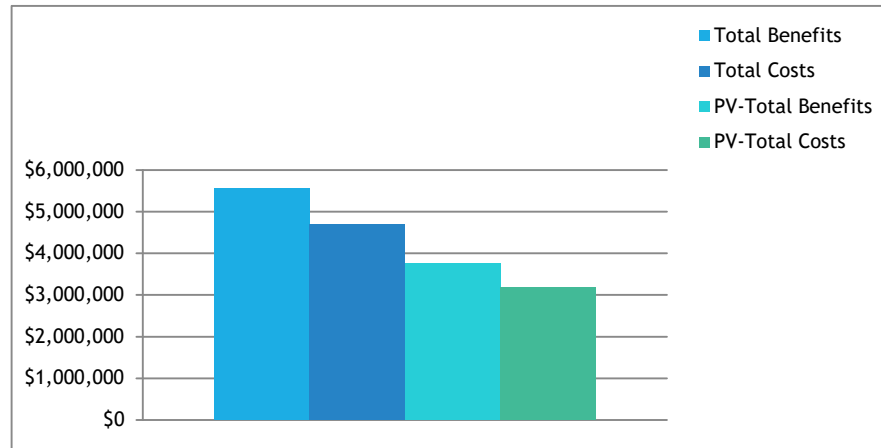
SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Hudson Apartments, LLC
DATE: 2/21/2023

KC Community College
(With LMW)

DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 1.19
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 1.19
(Typical desired ratio would be 1.3 to 1) **Average ROI** 1.87%

Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	District 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	\$411,942	\$34,845	\$30,045	\$476,832	\$443,564	\$2,774	\$411,942	\$414,715	\$385,782	\$62,116	\$62,116	\$57,783	\$383,202
2	\$422,652	\$35,542	\$43,599	\$501,794	\$434,218	\$4,025	\$422,652	\$426,677	\$369,218	\$75,116	\$137,233	\$65,001	\$365,735
3	\$433,641	\$36,253	\$55,048	\$524,941	\$422,557	\$5,082	\$433,641	\$438,723	\$353,155	\$86,218	\$223,451	\$69,402	\$349,064
4	\$444,916	\$36,978	\$56,178	\$538,072	\$402,908	\$5,186	\$444,916	\$450,102	\$337,037	\$87,970	\$311,421	\$65,872	\$333,153
5	\$456,484	\$37,717	\$57,332	\$551,533	\$384,175	\$5,293	\$456,484	\$461,776	\$321,654	\$89,757	\$401,177	\$62,521	\$317,968
6	\$468,352	\$38,472	\$58,510	\$565,334	\$366,315	\$5,402	\$468,352	\$473,754	\$306,974	\$91,580	\$492,757	\$59,340	\$303,474
7	\$480,529	\$39,241	\$59,712	\$579,483	\$349,286	\$5,513	\$480,529	\$486,042	\$292,964	\$93,441	\$586,198	\$56,322	\$289,641
8	\$493,023	\$40,026	\$60,940	\$593,989	\$333,051	\$5,626	\$493,023	\$498,649	\$279,594	\$95,340	\$681,538	\$53,457	\$276,439
9	\$505,842	\$40,827	\$62,192	\$608,860	\$317,571	\$5,742	\$505,842	\$511,583	\$266,833	\$97,277	\$778,815	\$50,738	\$263,839
10	\$518,994	\$41,643	\$63,471	\$624,107	\$302,813	\$5,860	\$518,994	\$524,853	\$254,656	\$99,254	\$878,069	\$48,157	\$251,813
Total	\$4,636,374	\$381,544	\$547,027	\$5,564,944	\$3,756,459	\$50,502	\$4,636,374	\$4,686,875	\$3,167,866	\$878,069	\$878,069	\$588,593	\$3,134,327

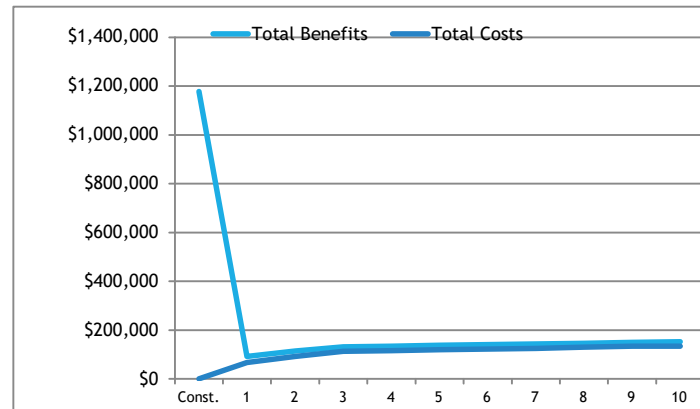
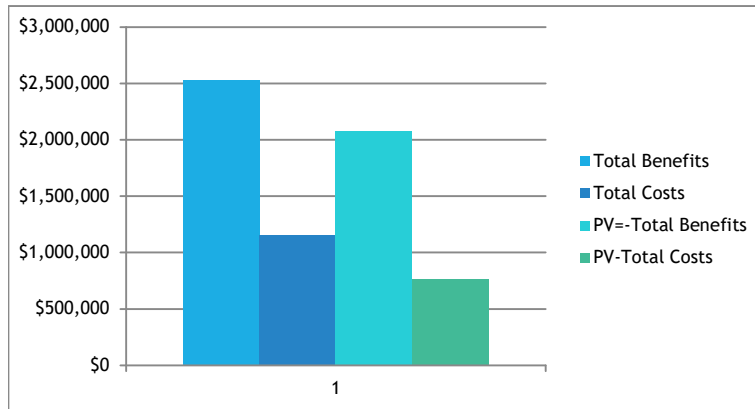


SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Hudson Apartments, LLC
DATE: 2/21/2023

State of Kansas
(With LMW)

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.19
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.71
DISCOUNT RATE: 7.50% (Typical desired ratio would be 1.3 to 1) Average ROI 11.86%

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	Other Costs & Incentives	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.	\$877,500	\$0	\$300,000	\$0	\$0	\$1,177,500	\$1,177,500	\$0	\$0	\$0	\$0	\$0	\$0	\$1,177,500	\$1,177,500	\$1,177,500	\$0
1	\$37,516	\$22,572	\$13,098	\$1,909	\$16,808	\$91,903	\$85,491	\$10,193	\$34,760	\$22,572	\$0	\$67,525	\$62,814	\$24,377	\$1,201,877	\$22,677	\$20,997
2	\$46,110	\$23,159	\$16,860	\$1,947	\$25,716	\$113,792	\$98,468	\$15,596	\$53,495	\$23,159	\$0	\$92,250	\$79,827	\$21,542	\$1,223,419	\$18,641	\$20,040
3	\$53,424	\$23,761	\$20,061	\$1,986	\$33,225	\$132,457	\$106,623	\$20,150	\$69,523	\$23,761	\$0	\$113,434	\$91,310	\$19,024	\$1,242,443	\$15,313	\$19,127
4	\$54,439	\$24,379	\$20,502	\$2,026	\$33,889	\$135,235	\$101,264	\$20,553	\$71,330	\$24,379	\$0	\$116,262	\$87,057	\$18,973	\$1,261,416	\$14,207	\$18,255
5	\$55,477	\$25,013	\$20,953	\$2,067	\$34,567	\$138,076	\$96,178	\$20,964	\$73,185	\$25,013	\$0	\$119,161	\$83,003	\$18,915	\$1,280,331	\$13,175	\$17,423
6	\$56,538	\$25,663	\$21,414	\$2,108	\$35,258	\$140,981	\$91,351	\$21,383	\$75,088	\$25,663	\$0	\$122,134	\$79,138	\$18,848	\$1,299,179	\$12,213	\$16,629
7	\$57,623	\$26,330	\$21,885	\$2,150	\$35,964	\$143,952	\$86,768	\$21,811	\$77,040	\$26,330	\$0	\$125,181	\$75,453	\$18,771	\$1,317,950	\$11,314	\$15,871
8	\$58,732	\$27,015	\$22,367	\$2,193	\$36,683	\$146,990	\$82,418	\$22,247	\$81,098	\$27,015	\$0	\$130,360	\$73,093	\$16,630	\$1,334,580	\$9,325	\$15,147
9	\$59,866	\$27,717	\$22,860	\$2,237	\$37,416	\$150,097	\$78,288	\$22,692	\$83,207	\$27,717	\$0	\$133,616	\$69,692	\$16,481	\$1,351,061	\$8,596	\$14,457
10	\$61,026	\$28,438	\$23,363	\$2,282	\$38,165	\$153,273	\$74,367	\$23,146	\$83,207	\$28,438	\$0	\$134,790	\$65,399	\$18,483	\$1,369,544	\$8,968	\$13,798
Total	\$1,418,251	\$254,046	\$503,362	\$20,906	\$327,691	\$2,524,257	\$2,078,715	\$198,734	\$701,933	\$254,046	\$0	\$1,154,713	\$766,786	\$1,369,544	\$1,369,544	\$1,311,929	\$171,743



Hudson Apartments, LLC (With LMW)

Other Economic Impacts of the Project

	In the First Year	Over 10 Years
Permanent jobs created	7	7
Construction jobs created	304	
Number of New Residents in the Community	199	377
Number of Additional Students in the Local School District	37	71
Increase in Local Personal Incomes	\$4,502,935	\$85,315,345
Increase in Local Retail Sales	\$48,399,952	\$109,459,663
Increase in the Community's Property Tax Base	\$60,280,000	\$60,280,000
		Property Taxes
Estimated new annual tax revenues after 10 years:	City	\$748,426
	County	\$726,092
	School	\$1,183,218
	Comm. Coll.	\$532,487
	State	\$29,177
	Totals	\$3,219,401

Hudson Apartments, LLC

(With LMW)

OVERALL COST-BENEFIT SUMMARY

TAXING ENTITY	DIRECT REVENUES						TOTAL DIRECT REVENUES	ALL INDIRECT REVENUES	TOTAL ALL REVENUES	DIRECT COSTS	INDIRECT COSTS	TOTAL COSTS	NET BENEFITS
	Guest & Sales Taxes	PILOT Payment	New Property Taxes	School Federal & State Funding	Corporate & Personal Income Taxes	City Utilities & Franchise Fees				PROPERTY TAXES ABATED	ALL INDIRECT COSTS		
City of Kansas City	\$1,099,977	\$536,270	\$6,516,556			\$844,303	\$8,997,106	\$296,683	\$9,293,790	\$6,516,556	\$22,997	\$6,539,553	\$2,754,237
Wyandotte County	\$474,054	\$520,267	\$6,322,090				\$7,316,411	\$155,675	\$7,472,086	\$6,322,090	\$79,587	\$6,401,678	\$1,070,408
Kansas City USD 500		\$847,812	\$10,302,297	\$12,227,761			\$23,377,870	\$0	\$23,377,870	\$8,947,995	\$1,191,790	\$10,139,785	\$13,238,085
KC Community College		\$381,544	\$4,636,374				\$5,017,917	\$547,027	\$5,564,944	\$4,636,374	\$198,734	\$4,835,108	\$729,836
State of Kansas	\$1,418,251	\$20,906	\$254,046		\$503,362		\$2,196,566	\$327,691	\$2,524,257	\$254,046	\$198,734	\$452,780	\$2,071,476
TOTALS	\$2,992,282	\$2,306,800	\$28,031,363	\$12,227,761	\$503,362	\$844,303	\$46,905,871	\$1,327,076	\$48,232,947	\$26,677,062	\$1,691,842	\$28,368,904	\$19,864,043

**A Tax Abatement Cost-Benefit Analysis of
Hudson Apartments, LLC
for the Unified Government of Kansas City/Wyandotte County**
Completed by
Municipal Consulting, LLC
Revised on 2/21/2023 (Without LMW)

CONTENTS:

Report Title Page	3
Community Data Inputs	4
Data Inputs of the Firm	5
Overall Summary of Benefits, Costs and Ratios	6
City of Kansas City Benefits, Costs and Ratios	7
Wyandotte County Benefits, Costs and Ratios	8
Kansas City USD 500 Benefits, Costs and Ratios	9
Kansas City Community College Benefits, Costs and Ratios	10
State of Kansas Benefits, Costs and Ratios	11
Economic Impact of the Project on the Community	12
Detailed Summary of Costs and Benefits	13

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 an 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

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	1.34	3%
Wyandotte County	1.18	2%
Kansas City USD 500	2.31	13%
KC Community College	1.20	2%
State of Kansas	2.19	12%

Each of the taxing entities has a positive benefit-to-cost ratio. This report assumes that the Unified Government will approve a 100% property tax abatement for 10 years. A graduated PILOT payment has been considered in this analysis. This report assumes that the firm will obtain a sales tax exemption on construction materials and FFE and that the existing sales tax rates for the city, county and state will remain the same. We point out that the main economic benefits of this project are from new residents rather than new jobs.

We used conservative assumptions that the apartments would be 50% leased in Year 1, 75% in Year 2 and 95% in Year 3, and that only 65% of the new residents would come from outside the city.

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: 2023.02.21 20:47:32 -06'00'

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:	Hudson Apartments, LLC				(Without LMW)
DATE:			2/21/2023	(Revised)	
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:		2.60%	DISCOUNT RATE:		7.50%

Hudson Apartments, LLC

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	38.476593	37.328383	60.829259	27.375176	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	\$0.93	n/a	n/a	n/a	n/a
Franchise Fees/HsHld	\$512.25	n/a	n/a	n/a	n/a
Other Revenues/Res.	\$71.31	\$72.15	n/a	\$250.24	\$1,511.19
Marg. Cost/Res./Student	\$103.90	\$36.50	\$1,602.43	\$23.10	\$654.19
Other Revenues/Worker	\$66.73	\$67.52	n/a	\$234.17	\$1,296.05
Marginal Cost/New Worker	\$97.23	\$34.15	n/a	\$21.62	\$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		Total Mill Levy	\$75.00
Average Hotel Room Rate	\$100	\$100		165.509411	n/a
Retail Pull Factor	0.96	0.97			n/a
Percent of County Share	90.80%	100.00%			n/a
Ann. Local Per Capita Sales/Use Tax	\$211	\$155			n/a
Ann. State Per Capita Sales/Use 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	\$55,838	\$55,838			\$48,609

Hudson Apartments, LLC

Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
Firm Data Inputs:				Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Investment in Land				\$280,000										
Investment in Building				\$60,000,000										
Investment in Furniture, Fixtures & Equip.				\$1,500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500,000
Contingencies				\$2,220,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,220,000
Total Project Investment				\$64,000,000										
City sales tax exemption on materials & FFE:				\$511,875	County Sales Tax Exemption		\$315,000	State Sales Tax Exemption:		\$1,950,000				\$2,776,875
		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%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchases		0.00%		\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$1,500,000
Net City Util. Revenue		3.00%	\$0	\$2,179	\$2,279	\$2,377	\$2,448	\$2,522	\$2,597	\$2,675	\$2,756	\$2,838	\$2,923	\$25,595
Franchise Fees		3.00%	\$0	\$41,599	\$62,395	\$80,374	\$82,785	\$85,269	\$87,827	\$90,462	\$93,176	\$95,971	\$98,850	\$818,708
PILOT - City			\$0	\$48,976	\$50,935	\$52,972	\$55,091	\$57,295	\$59,587	\$61,970	\$64,449	\$67,027	\$69,708	\$588,007
PILOT - County			\$0	\$47,514	\$49,415	\$51,391	\$53,447	\$55,585	\$57,808	\$60,121	\$62,525	\$65,026	\$67,628	\$570,460
PILOT - State			\$0	\$1,909	\$1,986	\$2,065	\$2,148	\$2,234	\$2,323	\$2,416	\$2,513	\$2,613	\$2,718	\$22,923
PILOT - School			\$0	\$77,428	\$80,525	\$83,746	\$87,096	\$90,579	\$94,203	\$97,971	\$101,890	\$105,965	\$110,204	\$929,606
PILOT - Comm. Coll.			\$0	\$34,845	\$36,239	\$37,688	\$39,196	\$40,764	\$42,394	\$44,090	\$45,854	\$47,688	\$49,595	\$418,353
New Resident Households ²				0	114	57	46	0	0	0	0	0	0	217
Households new to the city				65%	74.1	37.1	29.6	0.0	0.0	0.0	0.0	0.0	0.0	141.0
Households new to the county				33%	37.1	18.5	14.8	0.0	0.0	0.0	0.0	0.0	0.0	70.0
Households new to the state				5.0%	5.7	2.9	2.3	0.0	0.0	0.0	0.0	0.0	0.0	10.9
New students in K-12				50%	37.1	18.5	14.8	0.0	0.0	0.0	0.0	0.0	0.0	70.9
New Employees					7.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	7.0
New employee average salary				2.60%	\$42,918	\$44,034	\$45,179	\$46,354	\$47,559	\$48,795	\$50,064	\$51,366	\$52,701	N/A
Tax Abatement-Land					100%	100%	100%	100%	100%	100%	100%	100%	100%	N/A
Tax Abatement-Bldg.					100%	100%	100%	100%	100%	100%	100%	100%	100%	N/A
Visitors		0.0%	0	0	0	0	0	0	0	0	0	0	0	0
				City	County	State								
Percentage of sales taxable in the				0%	0%	0%								
Percentage of purchases taxable in the				50%	50%	75%								
Assumed Inflation Rate				2.60%										

¹ Fixtures, furniture and equipment costs are exempt from sales taxes, but are included here to reflect the firm's total investments.

² Assumption is that apartments will be 50% leased in Year 1, 75% in Year 2 and 95% by Year 3 and thereafter.

Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
COST-BENEFIT ANALYSIS PROJECT SUMMARY					(Without LMW)			
PROJECT NAME:		Hudson Apartments, LLC				Ratio of		
DATE:		2/21/2023				NPV of Net		
				Net	NPV	Benefits to	Actual	Avg.
				Present	of	NPV of	Benefit to	Annual
		Total		Value	Incentives	Incentives	Actual	Rate
	Total	Costs &	Net	of Net	& Taxes	and Taxes	Cost	of
Entity	Benefits	Incentives	Benefits	Benefits	Abated	Abated	Ratio	Return
City of Kansas City	\$9,345,527	\$6,948,830	\$2,396,697	\$1,665,896	\$4,405,386	0.38	1.34	3%
Wyandotte County	\$7,522,279	\$6,401,678	\$1,120,602	\$792,992	\$4,273,921	0.19	1.18	2%
Kansas City USD 500	\$23,459,663	\$10,139,785	\$13,319,879	\$8,831,097	\$6,049,111	1.46	2.31	13%
KC Community College	\$5,601,754	\$4,686,875	\$914,879	\$610,304	\$3,134,327	0.19	1.20	2%
State of Kansas	\$2,526,274	\$1,154,713	\$1,371,561	\$1,313,118	\$171,743	7.65	2.19	12%

SUMMARY OF COSTS AND BENEFITS FOR:

PROJECT: Hudson Apartments, LLC

DATE: 2/21/2023

City of Kansas City
(Without LMW)

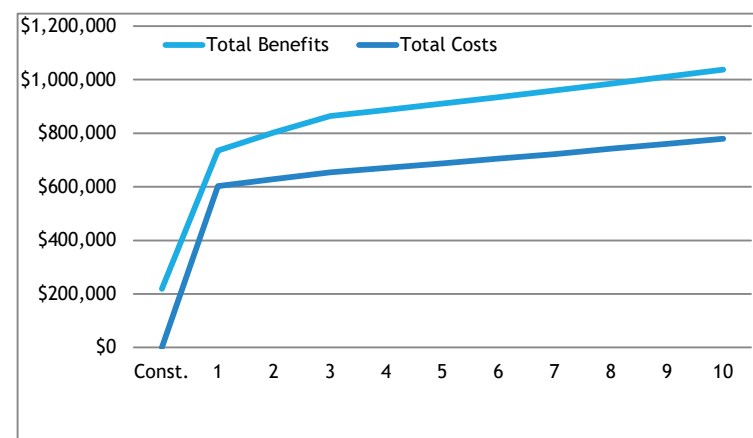
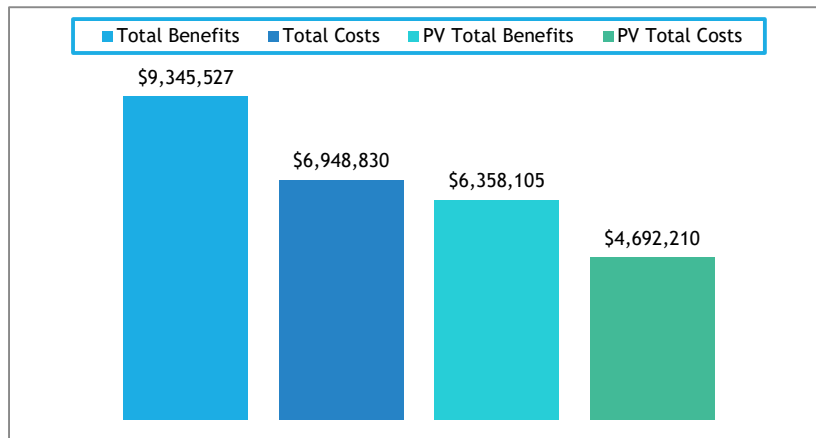
DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 1.34

Ratio of Present Value of Total Benefits to Present Value of Total Cost: 1.36

(Typical desired ratio would be 1.3 to 1) **Average ROI:** 3.45%

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	Incentives and Cost of Various City Services	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.	\$219,375	\$0	\$0	\$0	\$0	\$219,375	\$219,375	\$0	\$0	\$0	\$0	\$219,375	\$219,375	\$219,375	\$0
1	\$47,080	\$578,996	\$43,777	\$48,976	\$15,784	\$734,613	\$683,361	\$22,997	\$578,996	\$601,993	\$559,993	\$132,620	\$351,995	\$123,367	\$538,601
2	\$69,814	\$594,050	\$64,674	\$50,935	\$23,474	\$802,946	\$694,815	\$34,202	\$594,050	\$628,251	\$543,646	\$174,695	\$526,690	\$151,169	\$514,051
3	\$88,992	\$609,495	\$82,751	\$52,972	\$29,962	\$864,172	\$695,625	\$43,656	\$609,495	\$653,151	\$525,761	\$211,022	\$737,711	\$169,864	\$490,619
4	\$90,767	\$625,342	\$85,234	\$55,091	\$30,570	\$887,004	\$664,189	\$44,541	\$625,342	\$669,883	\$501,609	\$217,120	\$954,832	\$162,580	\$468,256
5	\$92,578	\$641,601	\$87,791	\$57,295	\$31,190	\$910,454	\$634,185	\$45,445	\$641,601	\$687,045	\$478,567	\$223,409	\$1,178,241	\$155,617	\$446,913
6	\$94,426	\$658,282	\$90,425	\$59,587	\$31,823	\$934,542	\$605,547	\$46,367	\$658,282	\$704,649	\$456,585	\$229,893	\$1,408,134	\$148,962	\$426,542
7	\$96,311	\$675,398	\$93,137	\$61,970	\$32,469	\$959,285	\$578,214	\$47,307	\$675,398	\$722,705	\$435,614	\$236,580	\$1,644,714	\$142,600	\$407,099
8	\$98,235	\$692,958	\$95,931	\$64,449	\$33,127	\$984,700	\$552,124	\$48,267	\$692,958	\$741,225	\$415,607	\$243,475	\$1,888,189	\$136,517	\$388,543
9	\$100,198	\$710,975	\$98,809	\$67,027	\$33,799	\$1,010,808	\$527,221	\$49,246	\$710,975	\$760,221	\$396,519	\$250,587	\$2,138,776	\$130,702	\$370,833
10	\$102,200	\$729,460	\$101,774	\$69,708	\$34,485	\$1,037,627	\$503,450	\$50,246	\$729,460	\$779,706	\$378,309	\$257,921	\$2,396,697	\$125,142	\$353,930
Total	\$1,099,977	\$6,516,556	\$844,303	\$588,007	\$296,683	\$9,345,527	\$6,358,105	\$432,274	\$6,516,556	\$6,948,830	\$4,692,210	\$2,396,697	\$2,396,697	\$1,665,896	\$4,405,386



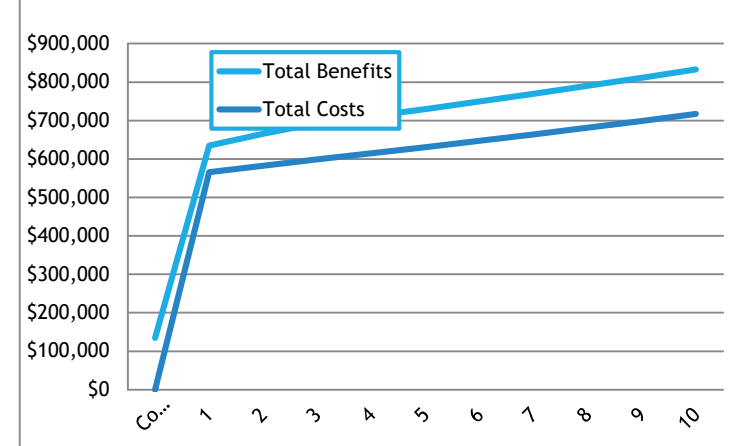
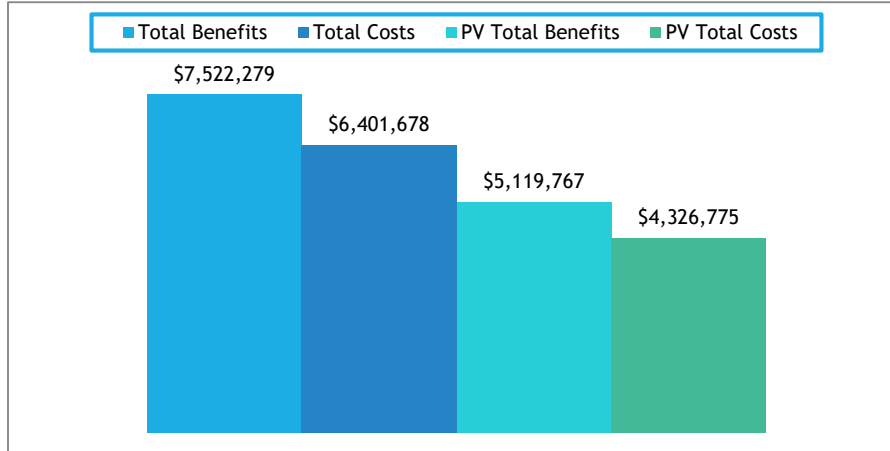
SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Hudson Apartments, LLC
DATE: 2/21/2023

Wyandotte County
(Without LMW)

DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period:	1.18
Ratio of Present Value of Total Benefits to Present Value of Total Costs:	1.18
Average ROI	1.75%

Year	Sales and Transient Guest Taxes	New Property Taxes	PILOT Payment	Other County Revenues	Total Benefits	Net Present Value of Total Benefits	Cost of Various County Services	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
Const.	\$135,000	\$0	\$0	\$0	\$135,000	\$135,000	\$0	\$0	\$0	\$0	\$135,000	\$135,000	\$135,000	\$0
1	\$18,724	\$561,718	\$47,514	\$7,307	\$635,263	\$590,943	\$4,365	\$561,718	\$566,082	\$526,588	\$69,181	\$204,181	\$64,355	\$522,528
2	\$27,096	\$576,322	\$49,415	\$12,502	\$665,335	\$575,736	\$6,341	\$576,322	\$582,663	\$504,198	\$82,671	\$286,853	\$71,538	\$498,710
3	\$34,164	\$591,307	\$51,391	\$15,801	\$692,662	\$557,566	\$8,010	\$591,307	\$599,317	\$482,426	\$93,345	\$380,198	\$75,139	\$475,978
4	\$34,847	\$606,681	\$53,447	\$16,125	\$711,099	\$532,471	\$8,175	\$606,681	\$614,855	\$460,404	\$96,243	\$476,442	\$72,067	\$454,283
5	\$35,543	\$622,454	\$55,585	\$16,456	\$730,038	\$508,514	\$8,343	\$622,454	\$630,797	\$439,387	\$99,241	\$575,683	\$69,127	\$433,576
6	\$36,254	\$638,638	\$57,808	\$16,793	\$749,494	\$485,643	\$8,514	\$638,638	\$647,152	\$419,330	\$102,342	\$678,025	\$66,314	\$413,813
7	\$36,980	\$655,243	\$60,121	\$17,138	\$769,481	\$463,809	\$8,689	\$655,243	\$663,931	\$400,188	\$105,550	\$783,575	\$63,621	\$394,951
8	\$37,721	\$672,279	\$62,525	\$17,490	\$790,015	\$442,963	\$8,867	\$672,279	\$681,146	\$381,920	\$108,869	\$892,443	\$61,043	\$376,948
9	\$38,477	\$689,758	\$65,026	\$17,849	\$811,110	\$423,062	\$9,049	\$689,758	\$698,807	\$364,486	\$112,302	\$1,004,746	\$58,575	\$359,766
10	\$39,248	\$707,692	\$67,628	\$18,215	\$832,783	\$404,061	\$9,235	\$707,692	\$716,927	\$347,849	\$115,856	\$1,120,602	\$56,212	\$343,368
Total	\$474,054	\$6,322,090	\$570,460	\$155,675	\$7,522,279	\$5,119,767	\$79,587	\$6,322,090	\$6,401,678	\$4,326,775	\$1,120,602	\$1,120,602	\$792,992	\$4,273,921



SUMMARY OF COSTS AND BENEFITS FOR:

PROJECT: Hudson Apartments, LLC

DATE: 2/21/2023

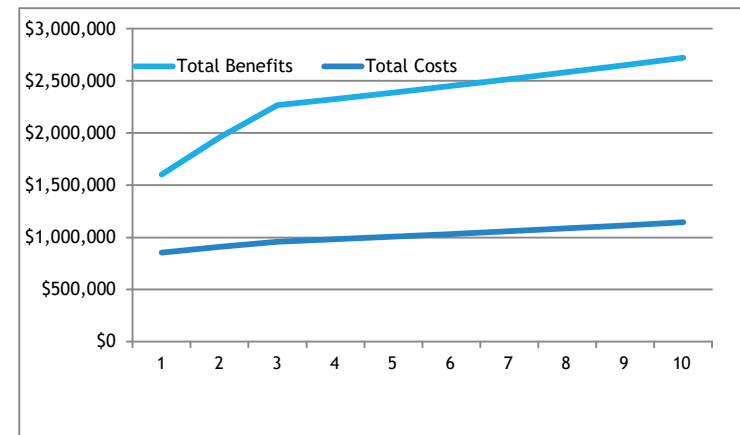
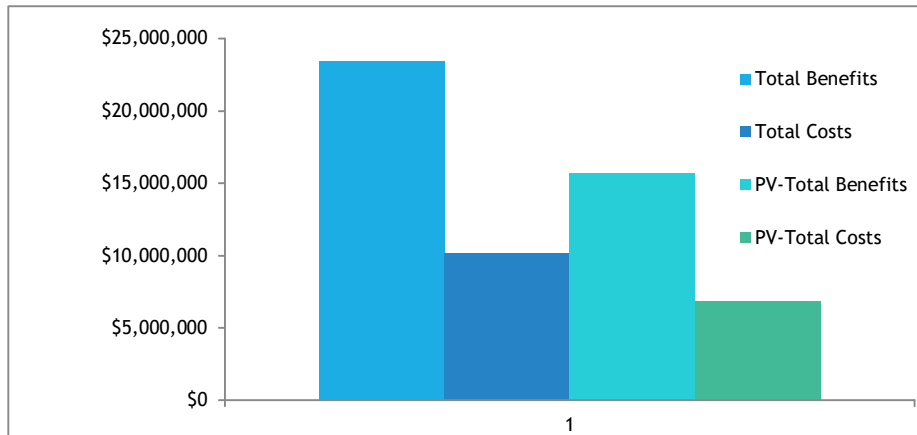
Kansas City USD 500

(Without LMW)

DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.31
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.29
(Typical desired ratio would be 1.3 to 1) **Average ROI** 13.14%

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 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	\$795,029	\$77,428	\$120,330	\$609,135	\$1,601,922	\$1,490,160	\$59,370	\$795,029	\$854,399	\$794,790	\$747,523	\$747,523	\$695,370	\$739,562
2	\$815,700	\$80,525	\$123,458	\$937,459	\$1,957,142	\$1,693,579	\$91,370	\$815,700	\$907,070	\$784,917	\$1,050,072	\$1,797,595	\$908,662	\$705,852
3	\$836,908	\$83,746	\$126,668	\$1,218,322	\$2,265,644	\$1,823,754	\$118,745	\$836,908	\$955,653	\$769,263	\$1,309,991	\$3,107,586	\$1,054,491	\$673,678
4	\$858,668	\$87,096	\$129,962	\$1,249,998	\$2,325,723	\$1,741,503	\$121,832	\$858,668	\$980,500	\$734,199	\$1,345,223	\$4,452,809	\$1,007,304	\$642,971
5	\$880,993	\$90,579	\$133,341	\$1,282,498	\$2,387,411	\$1,662,972	\$125,000	\$880,993	\$1,005,993	\$700,733	\$1,381,418	\$5,834,228	\$962,239	\$613,663
6	\$903,899	\$94,203	\$136,807	\$1,315,843	\$2,450,752	\$1,587,993	\$128,250	\$903,899	\$1,032,149	\$668,793	\$1,418,604	\$7,252,832	\$919,201	\$585,692
7	\$927,400	\$97,971	\$140,364	\$1,350,055	\$2,515,790	\$1,516,405	\$131,584	\$927,400	\$1,058,984	\$638,308	\$1,456,806	\$8,709,638	\$878,097	\$558,995
8	\$951,513	\$101,890	\$144,014	\$1,385,157	\$2,582,573	\$1,448,054	\$135,006	\$951,513	\$1,086,518	\$609,213	\$1,496,055	\$10,205,692	\$838,841	\$533,515
9	\$976,252	\$105,965	\$147,758	\$1,421,171	\$2,651,146	\$1,382,794	\$138,516	\$976,252	\$1,114,768	\$581,444	\$1,536,378	\$11,742,071	\$801,350	\$509,197
10	\$1,001,634	\$110,204	\$151,600	\$1,458,121	\$2,721,559	\$1,320,484	\$142,117	\$1,001,634	\$1,143,752	\$554,941	\$1,577,808	\$13,319,879	\$765,543	\$485,987
Total	\$8,947,995	\$929,606	\$1,354,302	\$12,227,761	\$23,459,663	\$15,667,698	\$1,191,790	\$8,947,995	\$10,139,785	\$6,836,601	\$13,319,879	\$13,319,879	\$8,831,097	\$6,049,111



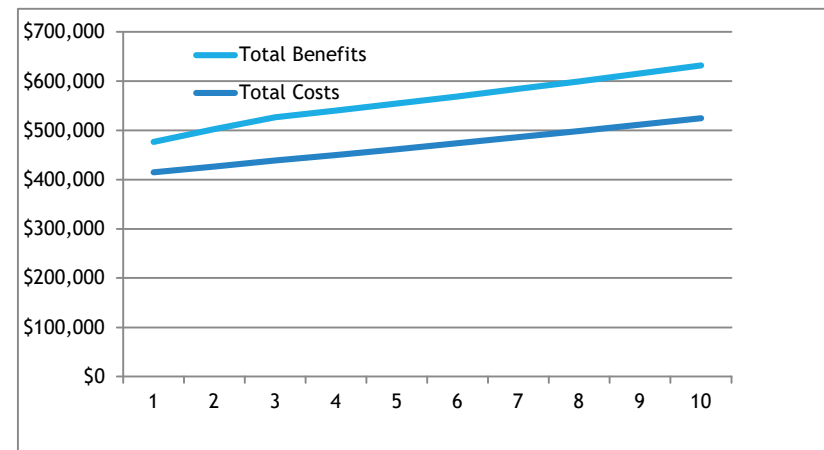
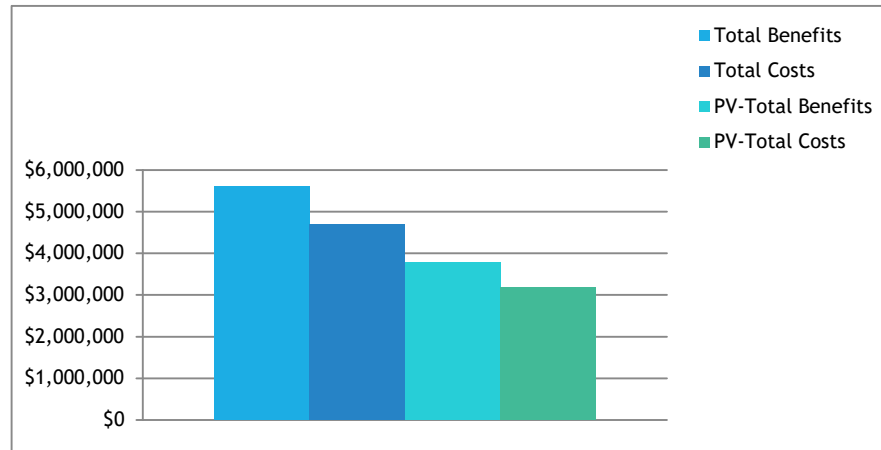
SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Hudson Apartments, LLC
DATE: 2/21/2023

KC Community College
(Without LMW)

DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 1.20
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 1.19
(Typical desired ratio would be 1.3 to 1) **Average ROI** 1.95%

Year	New District Property Taxes	PILOT Payment	Other District Revenues	Total Benefits	Net Present Value of Total Benefits	Other District Costs	District 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	\$411,942	\$34,845	\$30,045	\$476,832	\$443,564	\$2,774	\$411,942	\$414,715	\$385,782	\$62,116	\$62,116	\$57,783	\$383,202
2	\$422,652	\$36,239	\$43,599	\$502,490	\$434,821	\$4,025	\$422,652	\$426,677	\$369,218	\$75,813	\$137,930	\$65,604	\$365,735
3	\$433,641	\$37,688	\$55,048	\$526,377	\$423,713	\$5,082	\$433,641	\$438,723	\$353,155	\$87,654	\$225,583	\$70,558	\$349,064
4	\$444,916	\$39,196	\$56,178	\$540,290	\$404,569	\$5,186	\$444,916	\$450,102	\$337,037	\$90,188	\$315,771	\$67,533	\$333,153
5	\$456,484	\$40,764	\$57,332	\$554,579	\$386,297	\$5,293	\$456,484	\$461,776	\$321,654	\$92,803	\$408,574	\$64,643	\$317,968
6	\$468,352	\$42,394	\$58,510	\$569,257	\$368,856	\$5,402	\$468,352	\$473,754	\$306,974	\$95,503	\$504,077	\$61,882	\$303,474
7	\$480,529	\$44,090	\$59,712	\$584,332	\$352,209	\$5,513	\$480,529	\$486,042	\$292,964	\$98,290	\$602,367	\$59,245	\$289,641
8	\$493,023	\$45,854	\$60,940	\$599,816	\$336,318	\$5,626	\$493,023	\$498,649	\$279,594	\$101,167	\$703,534	\$56,725	\$276,439
9	\$505,842	\$47,688	\$62,192	\$615,722	\$321,150	\$5,742	\$505,842	\$511,583	\$266,833	\$104,138	\$807,672	\$54,317	\$263,839
10	\$518,994	\$49,595	\$63,471	\$632,059	\$306,671	\$5,860	\$518,994	\$524,853	\$254,656	\$107,206	\$914,879	\$52,016	\$251,813
Total	\$4,636,374	\$418,353	\$547,027	\$5,601,754	\$3,778,170	\$50,502	\$4,636,374	\$4,686,875	\$3,167,866	\$914,879	\$914,879	\$610,304	\$3,134,327



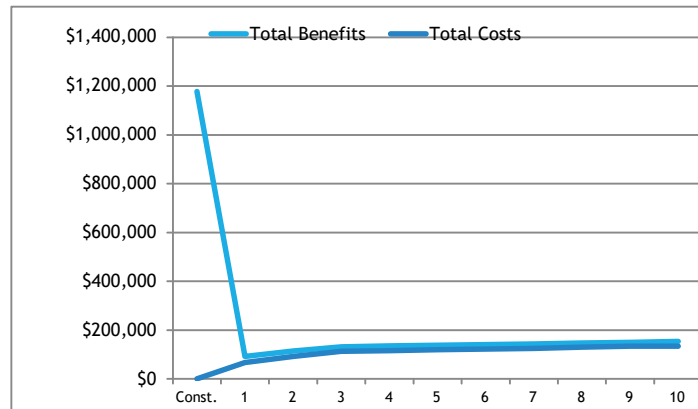
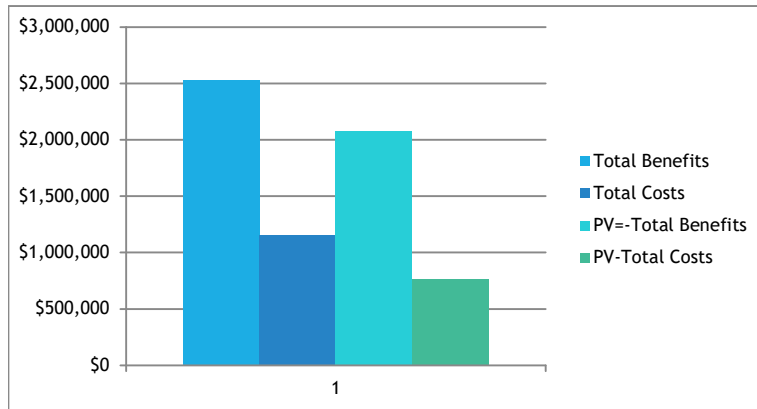
SUMMARY OF COSTS AND BENEFITS FOR:
PROJECT: Hudson Apartments, LLC
DATE: 2/21/2023

State of Kansas
(Without LMW)

DISCOUNT RATE: 7.50%

Ratio of Actual Benefits to Actual Costs Over the 10-Year Period: 2.19
Ratio of Present Value of Total Benefits to Present Value of Total Costs: 2.71
Average ROI 11.88%
(Typical desired ratio would be 1.3 to 1)

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	Other Costs & Incentives	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.	\$877,500	\$0	\$300,000	\$0	\$0	\$1,177,500	\$1,177,500	\$0	\$0	\$0	\$0	\$0	\$0	\$1,177,500	\$1,177,500	\$1,177,500	\$0
1	\$37,516	\$22,572	\$13,098	\$1,909	\$16,808	\$91,903	\$85,491	\$10,193	\$34,760	\$22,572	\$0	\$67,525	\$62,814	\$24,377	\$1,201,877	\$22,677	\$20,997
2	\$46,110	\$23,159	\$16,860	\$1,986	\$25,716	\$113,830	\$98,501	\$15,596	\$53,495	\$23,159	\$0	\$92,250	\$79,827	\$21,580	\$1,223,457	\$18,674	\$20,040
3	\$53,424	\$23,761	\$20,061	\$2,065	\$33,225	\$132,536	\$106,686	\$20,150	\$69,523	\$23,761	\$0	\$113,434	\$91,310	\$19,102	\$1,242,559	\$15,377	\$19,127
4	\$54,439	\$24,379	\$20,502	\$2,148	\$33,889	\$135,357	\$101,355	\$20,553	\$71,330	\$24,379	\$0	\$116,262	\$87,057	\$19,095	\$1,261,654	\$14,298	\$18,255
5	\$55,477	\$25,013	\$20,953	\$2,234	\$34,567	\$138,243	\$96,294	\$20,964	\$73,185	\$25,013	\$0	\$119,161	\$83,003	\$19,082	\$1,280,736	\$13,292	\$17,423
6	\$56,538	\$25,663	\$21,414	\$2,323	\$35,258	\$141,196	\$91,490	\$21,383	\$75,088	\$25,663	\$0	\$122,134	\$79,138	\$19,063	\$1,299,799	\$12,352	\$16,629
7	\$57,623	\$26,330	\$21,885	\$2,416	\$35,964	\$144,218	\$86,928	\$21,811	\$77,040	\$26,330	\$0	\$125,181	\$75,453	\$19,037	\$1,318,836	\$11,475	\$15,871
8	\$58,732	\$27,015	\$22,367	\$2,513	\$36,683	\$147,309	\$82,597	\$22,247	\$81,098	\$27,015	\$0	\$130,360	\$73,093	\$16,949	\$1,335,785	\$9,504	\$15,147
9	\$59,866	\$27,717	\$22,860	\$2,613	\$37,416	\$150,473	\$78,484	\$22,692	\$83,207	\$27,717	\$0	\$133,616	\$69,692	\$16,857	\$1,352,642	\$8,792	\$14,457
10	\$61,026	\$28,438	\$23,363	\$2,718	\$38,165	\$153,709	\$74,579	\$23,146	\$83,207	\$28,438	\$0	\$134,790	\$65,399	\$18,919	\$1,371,561	\$9,179	\$13,798
Total	\$1,418,251	\$254,046	\$503,362	\$22,923	\$327,691	\$2,526,274	\$2,079,905	\$198,734	\$701,933	\$254,046	\$0	\$1,154,713	\$766,786	\$1,371,561	\$1,371,561	\$1,313,118	\$171,743



Hudson Apartments, LLC (Without LMW)

Other Economic Impacts of the Project

	In the First Year	Over 10 Years
Permanent jobs created	7	7
Construction jobs created	304	
Number of New Residents in the Community	199	377
Number of Additional Students in the Local School District	37	71
Increase in Local Personal Incomes	\$4,502,935	\$85,315,345
Increase in Local Retail Sales	\$48,399,952	\$109,459,663
Increase in the Community's Property Tax Base	\$60,280,000	\$60,280,000
		Property Taxes
Estimated new annual tax revenues after 10 years:	City	\$748,426
	County	\$726,092
	School	\$1,183,218
	Comm. Coll.	\$532,487
	State	\$29,177
	Totals	\$3,219,401

Hudson Apartments, LLC (Without LMW)

OVERALL COST-BENEFIT SUMMARY

TAXING ENTITY	DIRECT REVENUES						TOTAL DIRECT REVENUES	ALL INDIRECT REVENUES	TOTAL ALL REVENUES	DIRECT COSTS	INDIRECT COSTS	TOTAL COSTS	NET BENEFITS
	Guest & Sales Taxes	PILOT Payment	New Property Taxes	School Federal & State Funding	Corporate & Personal Income Taxes	City Utilities & Franchise Fees				PROPERTY TAXES ABATED	ALL INDIRECT COSTS		
City of Kansas City	\$1,099,977	\$588,007	\$6,516,556			\$844,303	\$9,048,844	\$296,683	\$9,345,527	\$6,516,556	\$22,997	\$6,539,553	\$2,805,974
Wyandotte County	\$474,054	\$570,460	\$6,322,090				\$7,366,605	\$155,675	\$7,522,279	\$6,322,090	\$79,587	\$6,401,678	\$1,120,602
Kansas City USD 500		\$929,606	\$10,302,297	\$12,227,761			\$23,459,663	\$0	\$23,459,663	\$8,947,995	\$1,191,790	\$10,139,785	\$13,319,879
KC Community College		\$418,353	\$4,636,374				\$5,054,727	\$547,027	\$5,601,754	\$4,636,374	\$198,734	\$4,835,108	\$766,646
State of Kansas	\$1,418,251	\$22,923	\$254,046		\$503,362		\$2,198,583	\$327,691	\$2,526,274	\$254,046	\$198,734	\$452,780	\$2,073,493
TOTALS	\$2,992,282	\$2,529,350	\$28,031,363	\$12,227,761	\$503,362	\$844,303	\$47,128,422	\$1,327,076	\$48,455,497	\$26,677,062	\$1,691,842	\$28,368,904	\$20,086,593



Staff Request for Commission Action

Tracking No. 212248

Full Commission Meeting Date:

Committee: Economic Development & Finance

Date of Standing Committee Action:

(If none, please explain):

Publication Required: No

<u>Date:</u>	<u>Contact Name:</u>	<u>Contact Phone:</u>	<u>Contact Email:</u>	<u>Department/Division:</u>
01/30/2023	Andrea Vinyard	x8226	avinyard@wycokck.org	Treasurer

Item Description:

Presentation of 4th Quarter 2022 Investment Report, submitted by Andrea Vinyard, Deputy Treasurer.

For information only

Action Requested:

Budget Impact: (if applicable)

Amount:

Source:

Included In Budget:

Other (explain):

Attachments List:

2022 Q4 Invstmt Report Presentation

Unified Government of WyCo/KCK
Quarterly Investment Report
Fourth Quarter 2022
October 1, 2022 – December 31, 2022

Presented by:
Andrea Vinyard, Cash Manager

Key Metrics

- Avg Yield – 2.87%
- DTM – 281 days, down from 444 in Q3-2022

Portfolio Components

- Cash – 67%
- Invested – 33%

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	\$80,541,974	\$80,541,974	\$80,541,974	na		✓	(1)	3.38%
Cash Equivalents	\$198,943,026	\$198,943,026	\$198,943,026	67%	100%	✓	(1)	3.38%
Total Liquidity	\$198,943,026	\$198,943,026	\$198,943,026	67%			(1)	3.38%
Certificates of Deposit	\$70,000,000	\$70,000,000	\$70,000,000	23%	100%	✓	709	1.48%
Federal Agency Securities	\$30,000,000	\$26,981,000	\$30,000,000	10%	50%	✓	1,155	2.82%
Total Securities	\$100,000,000	\$96,981,000	\$100,000,000	33%			1,865	4.29%
Total Portfolio	\$298,943,026	\$295,924,026	\$298,943,026	100%			281	2.87%

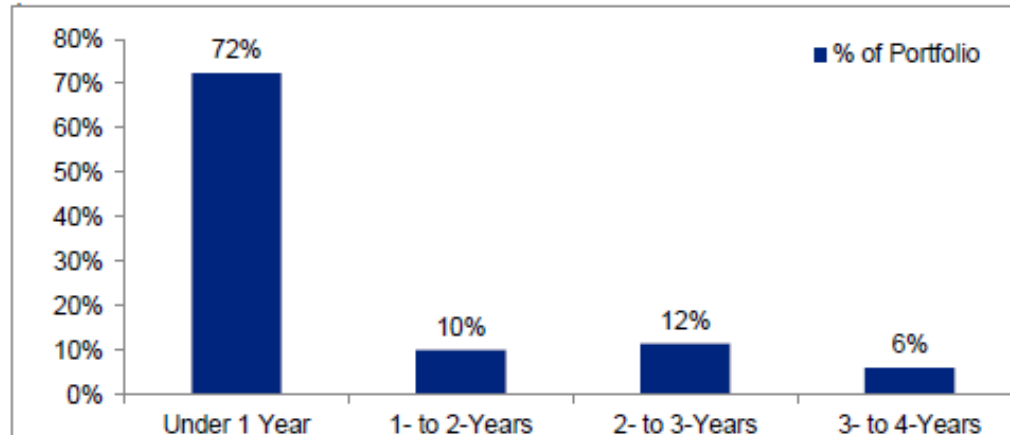
1. Market values provided by UMB Bank, Third-Party Safekeeping Custodial Agent. Recorded at time of settlement to reflect holding investments to maturity.

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.

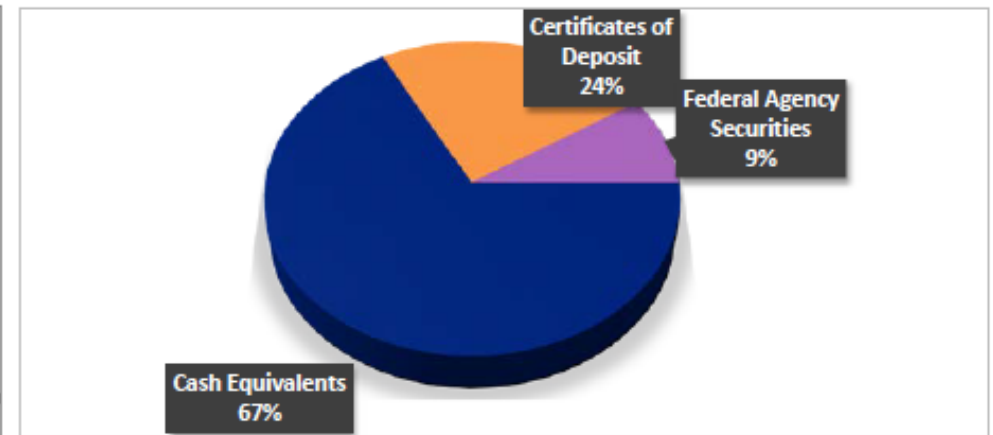
3. Averages shown are weighted averages calculated based on original cost. Average maturity is shown as days.

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



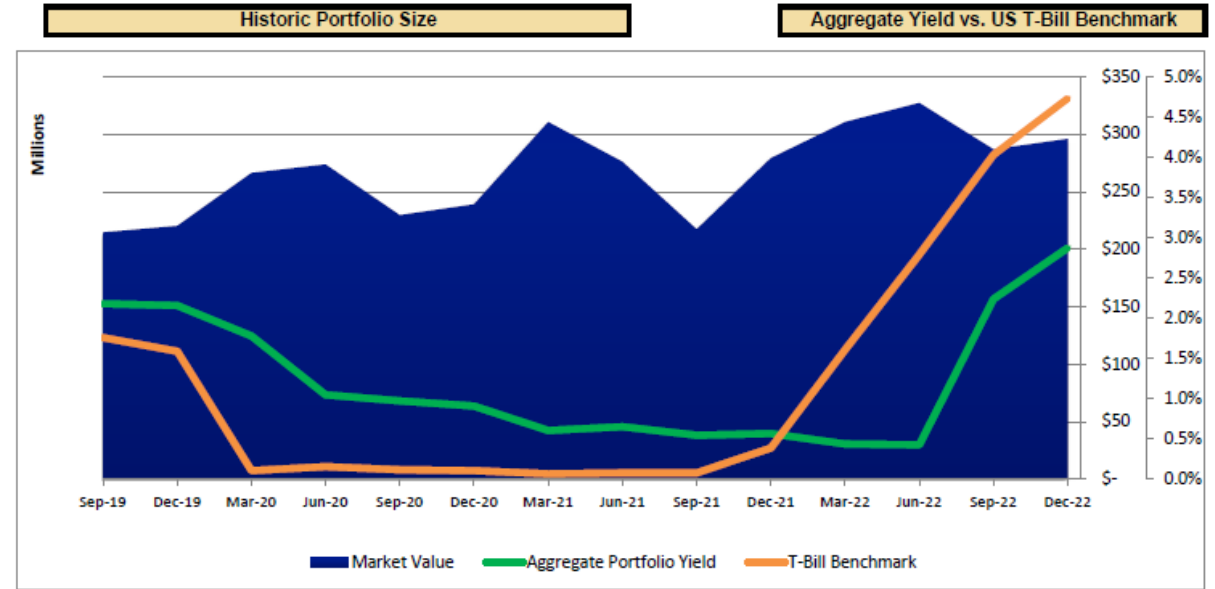
Key Metrics

- Avg Yield – 2.87%, up from 2.24% in Q3-2022
- Below our target T-Bill benchmark of 4.73%

Issuer Compliance

- Limits within single agency/institution has gone back into compliance with the policy requirements for Q4-2022.

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		☒	☐



Deborah Jonscher

Deborah Jonscher
Acting Chief Financial Officer

December 31, 2022

Date

Types of securities in our investment portfolio?

Of the \$298 M total, \$70 M or 24% - CDs fully collateralized per investment policy and State Statute & \$30 M or 9% - US Agencies Securities.



Unified Government of Wyandotte County and Kansas City, Kansas Investment Portfolio Compliance Report December 31, 2022

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 Entities³	80,541,974	80,541,974	na	See note 3	✓	-1	3.38%
UMB, Wyandotte Operating	194,282,026	194,282,026	66%	25%	✓	-1	3.30%
UMB, Wyandotte Health	4,661,000	4,661,000	2%	25%	✓	0	0.08%
Cash Equivalents	198,943,026	198,943,026	67%		✓	-1	3.38%
Commerce Bank	70,000,000	70,000,000	24%	25%	✓	709	1.48%
Certificates of Deposit	70,000,000	70,000,000	24%		✓	709	1.48%
US Treasury	30,000,000	26,981,000	9%	50% of total portfolio	✓	0	0.00%
Federal Agency Securities	30,000,000	26,981,000	9%		✓	1155	2.82%
Grand Total	298,943,026	295,924,026	100%			281	2.87%

What
transactions
occurred in
Q4 2022?



Unified Government of Wyandotte County and Kansas City, Kansas
Investment Portfolio Compliance Report
4th Quarter 2022 - October 31, 2022 - December 31, 2022

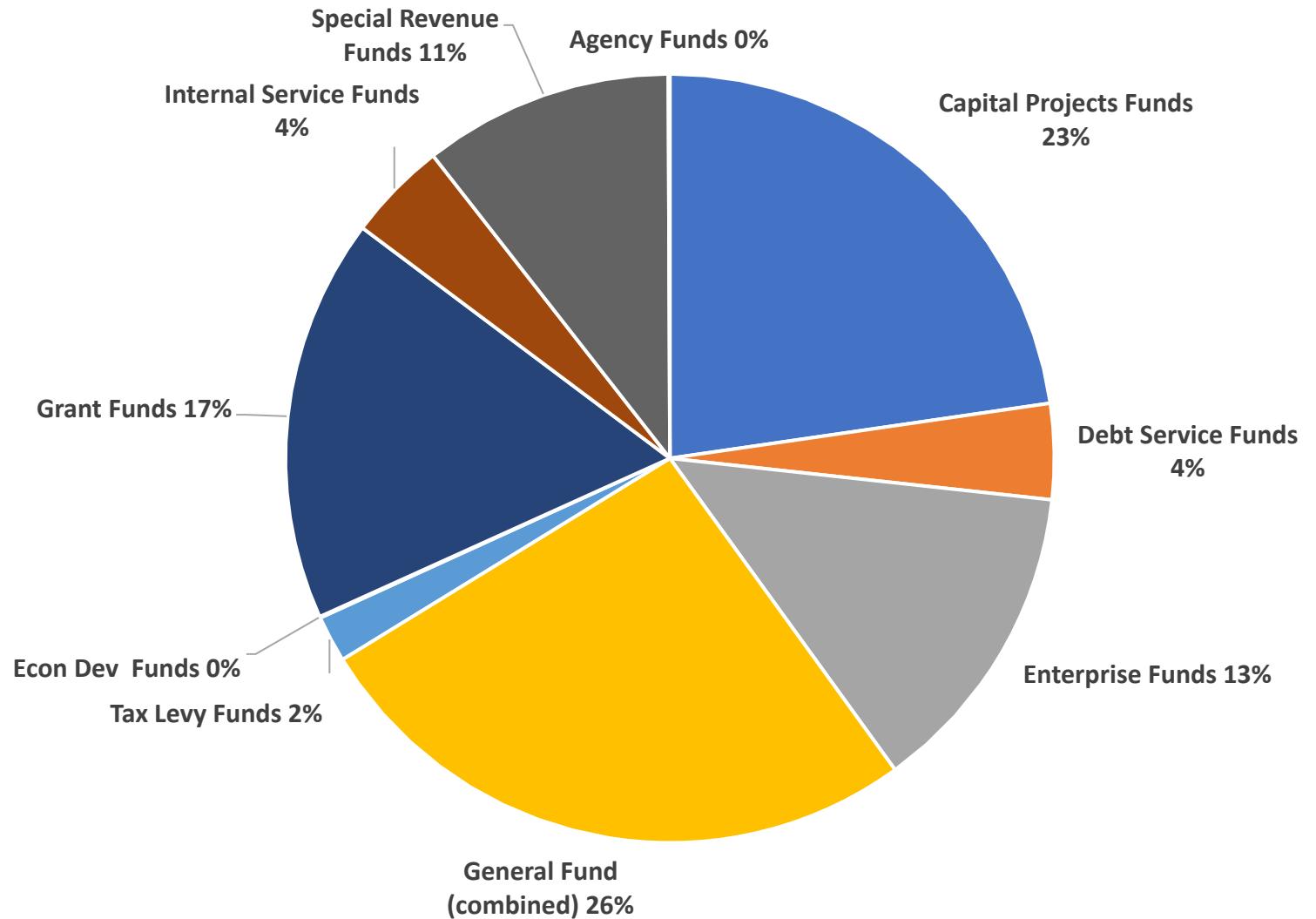
Quarterly Transactions Detail - Aggregate Portfolio

Settlement Date	CUSIP	Issuer	Coupon	Maturity Date	Par	Original Cost
Thru Q4	NA	UMB, Wyandotte Operating	3.375%	12/30/2022	87,627,026	87,627,026
Thru Q4	NA	UMB, Wyandotte Health Reserve	3.375%	12/30/2022	646,000	646,000
Cash Equivalents					88,273,026	88,273,026
Purchases					-	-
Calls/Maturities					-	-
Total					88,273,026	88,273,026

UG Fund Category Cash Balances

- Of the total cash balances:
 - 23% is restricted by bond documents and/or appropriated for Capital Projects
 - 26% is General Fund (combined) reserves to meet operating liquidity needs and contingencies for emergencies and/or budgetary and economic uncertainty
 - 13% is for operations of the Enterprise Funds
 - 34% is restricted by State statute for their specific function of the Special Revenue, Grant, Tax Levy and Internal
 - 4% for semi-annual Debt Service payments

Unified Govt Cash Balances by Fund Category - Q4 2022





Staff Request for Commission Action

Tracking No. 212305

Full Commission Meeting Date:

Committee: Economic Development & Finance

Date of Standing Committee Action: 3/6/2023

(If none, please explain):

Publication Required: No

<u>Date:</u> 02/22/2023	<u>Contact Name:</u> Debbie Jonscher, Reginald Lindsey	<u>Contact Phone:</u> x5847, x5292	<u>Contact Email:</u> djonscher@wycokck.org, rlindsey@wycokck.org	<u>Department/Division:</u> Finance
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Item Description:

Review Unified Government Revenue Sources Submitted by Debbie Jonscher, Interim Chief Financial Officer, and Reginald Lindsey, Budget, Strategy & Research Director.

For information only.

Action Requested:

Budget Impact: (if applicable)

Amount:

Source:

Included In Budget:

Other (explain):

Attachments List:

Revenue Detail By Fund, Revenue Sources by Fund

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
110 - City - General Fund						
Real Est Prop - Ad Valorem Tax	25,888,844	26,609,201	26,326,072	30,022,509	3,696,437	14.041%
Personal Property-Rec Vehicle	9,865	8,224	11,254	8,542	(2,712)	-24.098%
Personal Prop - Motor Vehicle	3,031,083	2,687,423	3,457,797	2,399,667	(1,058,130)	-30.601%
IRB PILOT/Tax Abatement Tax	396,926	400,870	400,870	400,870	0	0.00%
Special Assessment Tax	341,945	357,000	357,000	357,000	0	0.00%
Motor Vehicle Rent Excise Tax	17,598	18,000	18,000	18,000	0	0.00%
Motor Vehicle Taxes-16/20M	6,898	8,008	7,852	6,860	(993)	-12.642%
Commercial MV Taxes	119,165	116,581	135,940	96,645	(39,296)	-28.906%
Personal Property-Watercraft	0	7,960	0	6,442	6,442	100.00%
Sales Tax - County	13,965,748	14,480,529	15,000,037	15,511,037	511,000	3.407%
Sales Tax - City	17,189,838	17,409,944	18,328,629	18,948,129	619,500	3.38%
Compensating Use Tax-County	4,779,382	4,403,250	4,728,710	4,917,858	189,148	4.00%
Compensating Use Tax-City	6,111,694	5,798,900	6,263,017	6,513,538	250,521	4.00%
Annual Appropriation Revenue	0	10,530,171	9,600,920	9,841,596	240,676	2.507%
Sales Tax - Tourism	193,953	310,694	310,694	320,015	9,321	3.00%
TDD Revenue	169,831	120,000	177,473	185,460	7,986	4.50%
CID Revenue	18,575	13,000	19,410	20,284	873	4.50%
Stadium Ticket Tax Revenue	390,539	780,000	780,000	815,100	35,100	4.50%
STAR Sales Tax County	3,703,038	3,267,957	3,267,957	3,267,957	0	0.00%
STAR Sales Tax City	4,827,654	4,794,658	4,794,658	4,794,658	0	0.00%
STAR Comp Use Tax County	68,268	64,918	64,918	64,918	0	0.00%
STAR Comp Use Tax City	90,443	93,141	93,141	93,141	0	0.00%
Franchise Tax-Video Service	324,713	383,800	269,606	242,646	(26,961)	-10.00%
Franchise Tax-Gas	2,350,888	2,500,000	2,500,000	2,575,000	75,000	3.00%
Franchise Tax-Electricity	26,227,720	27,040,000	29,000,000	29,290,000	290,000	1.00%
Franchise Tax-Sewer	5,484,352	5,523,000	5,970,000	5,970,000	0	0.00%
Franchise Tax-Water	5,389,256	5,514,600	5,443,149	5,497,580	54,431	1.00%
Franchise Tax-Cable Television	661,000	676,700	676,700	676,700	0	0.00%
Franchise Tax-Telephone	210,319	232,300	184,131	173,084	(11,048)	-6.00%
Johnson Co Water Dist PILOT	55,000	53,025	55,000	55,000	0	0.00%
Liquor Tax-Alcohol Liquor Tax	475,980	553,748	553,748	547,089	(6,658)	-1.202%
Occupation Business Tax	1,704,316	2,000,000	1,850,000	1,942,500	92,500	5.00%
Billboard Occupation Tax	132,776	130,000	135,000	135,000	0	0.00%
Other Taxes	1,045,966	1,275,000	1,150,000	1,173,000	23,000	2.00%
Delinquent-Ad Valorem Prop Tax	1,016,869	935,900	950,000	1,900,000	950,000	100.00%
Delinquent-Spec Assessment Tax	250,701	107,100	255,715	280,000	24,285	9.497%
Cereal Malt Beverag	12,250	13,000	13,000	13,500	500	3.846%
Animal License	12,325	16,000	16,000	18,000	2,000	12.50%
Misc Business Permits	11,200	20,000	20,000	20,000	0	0.00%
Amusement Devices	2,250	30,000	3,000	3,500	500	16.667%
Security Guard Permits	40,842	48,000	48,000	48,000	0	0.00%
Contractor's License	20,774	57,000	57,000	65,000	8,000	14.035%
Other Regulatory License Fees	34,339	57,000	57,000	57,000	0	0.00%
Taxi Certification Permits	350	1,100	1,100	1,500	400	36.364%
Landlord Rental License	591,566	650,000	650,000	680,000	30,000	4.615%
Rental License Misc Fees	100	1,600	1,600	1,600	0	0.00%
Vacant Prop Registration Fee	68,620	77,000	77,000	77,000	0	0.00%
Land Disturbance Fees	22,079	16,500	25,000	30,000	5,000	20.00%
Right-of-Way Permits	511,176	215,000	300,000	300,000	0	0.00%
Blasting Permits	0	100	100	100	0	0.00%
Driveway Permits	11,530	16,250	16,250	16,250	0	0.00%
Hauling Permits	450	6,500	6,500	6,500	0	0.00%
Overweight Vehicle Permits	226	1,250	1,250	1,500	250	20.00%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Garage Sale Permits	2,710	5,500	5,500	5,500	0	0.00%
Street Closing Permits	1,250	4,000	4,000	4,000	0	0.00%
Fireworks Permits	39,945	50,000	50,000	50,000	0	0.00%
Federal - Other Grants	12,912,238	9,781,533	3,655,802	10,000	(3,645,802)	-99.726%
Fed-Health Grants	2,000,000	0	0	0	0	0.00%
State-Other State Grants	210	0	0	0	0	0.00%
State-KDOT	56,413	55,000	55,000	55,000	0	0.00%
Highway Connecting Links	313,714	280,000	280,000	280,000	0	0.00%
Gaming Revenue Allocation	480,000	480,000	480,000	480,000	0	0.00%
TaxAbatement IRB/NRA Appl Fees	65,892	360,000	360,000	360,000	0	0.00%
Court Costs	117,012	122,400	122,400	122,400	0	0.00%
Reproduction And Copying Fees	11,253	4,800	10,300	10,300	0	0.00%
Garnishment Fees	52,640	10,000	10,000	10,000	0	0.00%
Vending/Telephone Commissions	12,078	0	0	0	0	0.00%
Sale Of Books	0	100	100	100	0	0.00%
False Alarm Fee	39,927	40,000	40,000	40,000	0	0.00%
Sale of Reports/Photos/Prints	30,144	26,000	26,000	26,000	0	0.00%
Record Checks	90	300	300	300	0	0.00%
Jail Fee	11,243	22,000	22,000	22,000	0	0.00%
Animal Control - Vet Fees	1,696	2,000	2,000	2,000	0	0.00%
Animal Control-Boarding Fees	13,909	14,000	14,000	14,000	0	0.00%
Animal Control - Adoption Fees	66,621	58,000	68,000	68,000	0	0.00%
Parking - Lot Stamps	1,660	10,000	10,000	10,000	0	0.00%
Parking Meter Collections	93,906	100,000	100,000	100,000	0	0.00%
Parking - Lot Receipts	32,830	65,000	65,000	65,000	0	0.00%
Parking - Monthly Permits	264,902	305,000	170,000	150,000	(20,000)	-11.765%
Rent - Miscellaneous	22,500	0	22,500	22,500	0	0.00%
Bus Fares - Senior Groups	0	300	300	300	0	0.00%
Bus Fares - Bus/ATA	8,382	55,000	15,000	55,000	40,000	266.667%
Bus Fares - Dial-A-Ride	0	45,000	12,000	40,000	28,000	233.333%
DUI Video & Reports	102	100	100	100	0	0.00%
Residential Trash Fees	8,599,575	8,816,125	8,750,500	0	(8,750,500)	-100.00%
Special Facility Bldg Use Fees	0	32,000	32,000	32,000	0	0.00%
Memorial Hall Bldg Use Evt Fee	68,700	100,000	100,000	100,000	0	0.00%
Memorial Hall Utility Fee	0	20,000	20,000	20,000	0	0.00%
Planning Fees	87,139	77,000	95,000	100,000	5,000	5.263%
Planning-Planning Review Fee	268,231	650,000	350,000	380,000	30,000	8.571%
Inspection-Bldg Inspection Fee	1,810,879	1,500,000	1,850,000	1,974,482	124,482	6.729%
Fines - Municipal Court	1,515,743	1,700,000	1,700,000	1,800,000	100,000	5.882%
Fines - Parking Violations	64,119	100,000	100,400	130,400	30,000	29.88%
Fines-Animal Control Stray Ani	0	500	500	500	0	0.00%
Fines-NRC Citations	78,762	90,000	91,650	101,650	10,000	10.911%
Penalty Fee Rental License	12,873	20,000	15,000	20,000	5,000	33.333%
Penalty Fee Occupation Tax	11,458	66,300	50,000	50,000	0	0.00%
Penalty-Development Agreement	666,399	375,000	750,000	375,000	(375,000)	-50.00%
Law Enforcement Training Fee	2,606	65,000	156,000	156,000	0	0.00%
Code Enforcement Fees	1,026	2,500	25,000	25,000	0	0.00%
Appeal Filing Fees	0	200	200	200	0	0.00%
Tax Abatement Monitoring Fees	24,000	25,500	25,500	25,500	0	0.00%
Interest - Investments	647,747	460,000	700,000	800,000	100,000	14.286%
Market Value Adjustment	(20,602)	0	0	0	0	0.00%
Ground Leases	18,000	18,000	18,000	18,000	0	0.00%
Sale Scrap/Residual Materials	2,812	0	0	0	(2,812)	-100.00%
Asset Disposition	1,074	0	0	0	(2,812)	-100.00%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Contributions and Donations	1,394,621	1,500,000	1,543,226	1,574,091	30,865	2.00%
Miscellaneous Receipts	367,471	12,355	12,355	16,400	4,045	32.74%
Reim Expense-Indirect Costs	975,001	975,000	975,000	975,000	0	0.00%
Reim Expense-Computer Charges	0	120	120	120	0	0.00%
Reim Expense-BPU	131,340	180,000	180,000	180,000	0	0.00%
Reim Expense-Insurance	171	200	200	400	200	100.00%
Reim Expense-Other	77,693	192,470	192,470	192,050	(420)	-0.218%
Reim Expense-Economic Develop	153,569	130,000	130,000	130,000	0	0.00%
Reim Expense-Racetrack	0	40,000	40,000	40,000	0	0.00%
Reim Expense-Overtime	58,083	10,000	60,000	60,000	0	0.00%
Reim Expense-Garage	1,428	26,000	20,000	20,000	0	0.00%
Reim Expense-Restitution	0	400	400	400	0	0.00%
Reim Exp-Police Fed Task Force	203,827	220,000	220,000	220,000	0	0.00%
Reim Expense- Office Supplies	11,528	0	0	0	0	0.00%
Other Financing Sources	0	0	0	800,000	800,000	100.00%
Sale Of Fixed Assets	282,345	30,000	30,000	30,000	0	0.00%
Sale of Land	92,884	50,000	50,000	50,000	0	0.00%
Operating Transfers-In	2,256,000	2,256,000	2,256,000	2,256,000	0	0.00%
Cancelled Prior Year PO's	117,767	0	0	0	0	0.00%
110 - City - General Fund Sub-Total	164,628,754	172,068,605	170,570,023	165,062,966	(5,507,057)	-3.229%
Expenditures	157,967,838	172,437,709	180,121,708	170,229,417	(9,892,290)	-5.492%
Fund Balance Change	6,660,916	(369,104)	(9,551,685)	5,166,451	14,718,136	-154.089%
113 - Consolidated Parks-General						
Real Est Prop - Ad Valorem Tax	1,913,826	1,969,582	1,948,626	2,613,919	665,293	34.142%
Personal Property-Rec Vehicle	797	643	905	975	70	7.725%
Personal Prop - Motor Vehicle	218,018	194,070	247,506	273,931	26,424	10.676%
IRB PILOT/Tax Abatement Tax	38,911	37,450	37,450	37,450	0	0.00%
Motor Vehicle Rent Excise Tax	1,171	1,012	1,012	1,012	0	0.00%
Motor Vehicle Taxes-16/20M	535	601	607	661	54	8.97%
Commercial MV Taxes	8,674	8,274	9,848	11,030	1,183	12.011%
Personal Property-Watercraft	0	650	0	660	660	100.00%
Delinquent-Ad Valorem Prop Tax	68,626	61,200	69,998	78,398	8,400	12.00%
Federal - Other Grants	203,409	0	0	0	0	0.00%
Annual Appropriation City Gen	3,270,000	4,150,000	4,250,000	4,460,000	210,000	4.941%
Sale of Chemicals	8,679	10,000	10,000	10,000	0	0.00%
Rent - Miscellaneous	85,595	107,000	110,000	120,000	10,000	9.091%
Special Event Fees	4,230	5,000	5,000	5,000	0	0.00%
Class Fees	9,582	10,000	10,000	10,000	0	0.00%
League - Softball	16,400	15,000	25,000	25,000	0	0.00%
League - Volleyball	2,180	6,500	3,000	3,000	0	0.00%
Lesson and League Fees	28,508	25,000	25,000	25,000	0	0.00%
Pre-School Fees	108,875	125,100	125,100	125,100	0	0.00%
Summer Playground Fees	19,448	20,100	20,100	20,100	0	0.00%
League - Soccer	23,510	35,000	35,000	35,000	0	0.00%
Youth Activity Fees	30,175	25,000	35,000	35,000	0	0.00%
Recreation Center Rentals	153,849	105,000	155,000	155,000	0	0.00%
County Park Shelter Rentals	71,155	0	70,000	80,000	10,000	14.286%
Park Shelter Rentals	106,193	200,000	100,000	110,000	10,000	10.00%
Renaissance Festival	96,262	100,000	100,000	100,000	0	0.00%
Contributions and Donations	100,000	100,000	100,000	100,000	0	0.00%
Miscellaneous Receipts	11,593	100	12,000	12,000	0	0.00%
Reim Expense-Insurance	0	300	300	300	0	0.00%
Reim Expense-Other	600	450	450	1,050	600	133.333%
113 - Consolidated Parks-General Sub-Total	6,600,801	7,313,032	7,506,902	8,449,587	942,684	12.558%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Expenditures	6,242,773	8,372,709	7,643,655	8,716,222	1,072,567	14.032%
Fund Balance Change	358,028	(1,059,677)	(136,753)	266,636	403,388	-294.977%
160 - County - General						
Real Est Prop - Ad Valorem Tax	42,870,792	44,157,624	43,687,797	46,180,288	2,492,492	5.705%
Personal Property-Rec Vehicle	17,877	14,420	20,295	17,228	(3,067)	-15.112%
Personal Prop - Motor Vehicle	4,887,919	4,351,018	5,549,036	4,839,550	(709,487)	-12.786%
IRB PILOT/Tax Abatement Tax	872,371	839,720	839,720	839,720	0	0.00%
Motor Vehicle Rent Excise Tax	26,244	22,700	22,700	22,700	0	0.00%
Motor Vehicle Taxes-16/20M	11,986	13,471	13,607	11,685	(1,923)	-14.13%
Commercial MV Taxes	194,479	185,495	220,783	194,876	(25,907)	-11.734%
Personal Property-Watercraft	0	14,570	0	11,657	11,657	100.00%
Sales Tax - County	5,084,350	5,269,273	5,514,296	5,703,296	189,000	3.427%
Compensating Use Tax-County	1,751,046	1,619,160	1,775,712	1,846,740	71,028	4.00%
Sales Tax - Tourism	0	30,206	30,206	31,112	906	3.00%
STAR Sales Tax County	1,356,617	1,137,962	1,137,962	1,137,962	0	0.00%
STAR Comp Use Tax County	25,006	22,606	22,606	22,606	0	0.00%
Liquor Tax-Alcohol Liquor Tax	15,231	21,644	21,644	19,431	(2,213)	-10.225%
Other Taxes	2,091,931	2,346,000	2,300,000	2,346,000	46,000	2.00%
Delinquent-Ad Valorem Prop Tax	1,525,880	1,373,200	1,550,000	2,500,000	950,000	61.29%
Antique Vehicle License	6,557	6,000	6,000	6,000	0	0.00%
Auto Licenses	1,007,793	1,160,000	1,150,000	1,184,500	34,500	3.00%
Federal - Other Grants	6,134,294	4,126,751	2,561,218	0	(2,561,218)	-100.00%
Other State Shared Revenues	599	15,000	10,000	10,000	0	0.00%
Special City/County Highway	648	650	650	650	0	0.00%
Annual Appropriation City Gen	50,000	50,000	50,000	50,000	0	0.00%
Reproduction And Copying Fees	11,413	5,750	8,750	8,800	50	0.571%
Computer Services	358,463	306,500	380,500	380,500	0	0.00%
Vending/Telephone Commissions	98,794	50,000	100,000	100,000	0	0.00%
Jail Fee	750,435	1,385,000	985,000	1,105,000	120,000	12.183%
Parking - Lot Receipts	0	100	100	100	0	0.00%
Parking - Monthly Permits	77,272	90,000	90,000	90,000	0	0.00%
Sandstone Facility Use Fee	50,000	50,000	50,000	50,000	0	0.00%
Fines-Pre-Trial Services	26,763	36,924	36,924	39,000	2,076	5.622%
Penalty Fee-Bad Check Collect	5,713	7,290	7,290	70,200	62,910	862.963%
Penalty-Development Agreement	666,399	375,000	750,000	375,000	(375,000)	-50.00%
Officer Fee	1,838,119	1,700,000	2,000,000	2,200,000	200,000	10.00%
Treasurer Fees	236,578	200,100	230,100	230,200	100	0.043%
Sheriff Officer Fees	60,619	75,000	75,000	75,000	0	0.00%
District Court Office Fees	132,714	170,000	190,000	200,000	10,000	5.263%
Clerk Licensing Fees	72,493	0	60,000	60,000	0	0.00%
Auto License Fees	26,519	35,000	35,000	35,000	0	0.00%
Document/Preparation/Atty Fees	0	10,200	0	0	0	0.00%
Annex Usage Fees	12,576	200,000	0	0	0	0.00%
Diversions Application Fee	132,386	140,000	140,000	160,000	20,000	14.286%
Heritage Trust Fees	145,326	60,000	100,000	100,000	0	0.00%
Interest - Investments	1,089,547	1,050,000	1,400,000	1,600,000	200,000	14.286%
Interest on Delinquent Taxes	1,878,781	1,100,000	2,300,000	2,700,000	400,000	17.391%
Market Value Adjustment	(46,543)	0	0	0	0	0.00%
Sand Royalties	1,568	0	1,500	1,500	0	0.00%
Landbank Sales	0	10,000	10,000	10,000	0	0.00%
Miscellaneous Receipts	35,098	147,225	147,225	148,000	775	0.526%
Reim Expense-Indirect Costs	420,000	420,000	420,000	420,000	0	0.00%
Reim Expense-District Court	3,804	8,480	8,480	8,480	0	0.00%
Reim Expense-BPU	113,362	125,000	125,000	125,000	0	0.00%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Reim Expense-Other	58,889	66,545	66,545	65,000	(1,545)	-2.322%
Reim Expense-Overtime	3,201	2,000	2,000	3,000	1,000	50.00%
Reim Expense-Postage	0	0	49,300	49,300	0	0.00%
Reim Expense-Restitution	675	1,770	1,770	2,000	230	12.994%
Reim Expense-District Coroner	55,454	25,500	25,500	25,500	0	0.00%
Reimb-Juvenile Crt/Limited Act	9,357	13,760	13,760	14,000	240	1.744%
Reimb - NRA Fee	261,208	185,000	225,000	225,000	0	0.00%
Reimb Exp - Abstract Fees	118,225	121,525	121,525	125,000	3,475	2.859%
Cancelled Prior Year PO's	94,540	50,000	50,000	50,000	0	0.00%
Sale Of Fixed Assets	15,862	1,000	1,000	1,000	0	0.00%
Sale of Land	0	200	200	200	0	0.00%
Operating Transfers-In	170	0	0	84,000	84,000	100.00%
160 - County - General Sub-Total	76,747,398	75,002,339	76,691,702	77,911,782	1,220,080	1.591%
Expenditures	68,175,990	77,094,069	78,201,077	80,263,439	2,062,362	2.637%
Fund Balance Change	8,571,408	(2,091,730)	(1,509,376)	2,351,657	3,861,032	-255.803%
162 - County - Elections						
Real Est Prop - Ad Valorem Tax	1,201,672	1,236,680	1,223,523	1,392,989	169,466	13.851%
Personal Property-Rec Vehicle	501	404	568	520	(49)	-8.57%
Personal Prop - Motor Vehicle	136,891	121,855	155,407	145,981	(9,426)	-6.065%
IRB PILOT/Tax Abatement Tax	24,432	23,520	23,520	23,520	0	0.00%
Motor Vehicle Rent Excise Tax	735	700	700	700	0	0.00%
Motor Vehicle Taxes-16/20M	336	377	381	352	(29)	-7.513%
Commercial MV Taxes	5,447	5,195	6,183	5,878	(305)	-4.933%
Personal Property-Watercraft	0	408	0	352	352	100.00%
Delinquent-Ad Valorem Prop Tax	42,883	38,500	43,741	48,990	5,249	12.00%
Federal - Other Grants	37,857	6,817	37,009	0	(37,009)	-100.00%
Reproduction And Copying Fees	1,605	1,500	1,700	1,700	0	0.00%
Reim Expense-Other	1,500	50,000	50,000	50,000	0	0.00%
Cancelled Prior Year PO's	99	0	0	0	0	0.00%
162 - County - Elections Sub-Total	1,453,957	1,485,956	1,542,732	1,670,982	128,250	8.313%
Expenditures	1,483,878	1,640,720	1,646,220	1,777,878	131,658	7.998%
Fund Balance Change	(29,921)	(154,764)	(103,488)	106,897	210,384	-203.294%
165 - County - Aging						
Real Est Prop - Ad Valorem Tax	1,413,245	1,454,417	1,438,942	1,638,245	199,303	13.851%
Personal Property-Rec Vehicle	589	475	668	611	(57)	-8.569%
Personal Prop - Motor Vehicle	160,993	143,309	182,768	171,683	(11,085)	-6.065%
IRB PILOT/Tax Abatement Tax	28,733	27,660	27,660	27,660	0	0.00%
Motor Vehicle Rent Excise Tax	864	800	800	800	0	0.00%
Motor Vehicle Taxes-16/20M	395	444	448	415	(34)	-7.515%
Commercial MV Taxes	6,405	6,110	7,272	6,913	(359)	-4.933%
Personal Property-Watercraft	0	480	0	414	414	100.00%
Delinquent-Ad Valorem Prop Tax	50,339	45,200	51,345	57,507	6,161	12.00%
Federal - Other Grants	69,097	45,914	51,006	0	(51,006)	-100.00%
Reim Expense-Other	15	600	600	600	0	0.00%
Reimb-SPE	0	30,000	30,000	30,000	0	0.00%
Operating Transfers-In	416,800	416,800	266,800	116,800	(150,000)	-56.222%
165 - County - Aging Sub-Total	2,147,476	2,172,209	2,058,310	2,051,647	(6,663)	-0.324%
Expenditures	1,853,472	2,231,492	2,069,125	2,152,283	83,157	4.019%
Fund Balance Change	294,004	(59,283)	(10,816)	100,636	111,451	-1,030.477%
170 - Mental Health						
Real Est Prop - Ad Valorem Tax	584,934	601,974	595,570	678,060	82,490	13.851%
Personal Property-Rec Vehicle	244	197	277	253	(24)	-8.57%
Personal Prop - Motor Vehicle	66,634	59,315	75,647	71,059	(4,588)	-6.065%
IRB PILOT/Tax Abatement Tax	11,893	11,450	11,450	11,450	0	0.00%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Motor Vehicle Rent Excise Tax	358	400	400	400	0	0.00%
Motor Vehicle Taxes-16/20M	163	184	186	172	(14)	-7.509%
Commercial MV Taxes	2,651	2,529	3,010	2,861	(148)	-4.932%
Personal Property-Watercraft	0	199	0	171	171	100.00%
Delinquent-Ad Valorem Prop Tax	20,924	18,700	21,342	23,903	2,561	12.00%
Federal - Other Grants	0	23,543	0	0	0	0.00%
Operating Transfers-In	22,576	0	0	0	0	0.00%
170 - County - Mental Health Sub-Total	710,377	718,491	707,881	788,329	80,448	11.365%
Expenditures	664,000	718,491	718,491	844,148	125,657	17.489%
Fund Balance Change	46,377	0	(10,610)	55,819	66,429	-626.076%
171 - County-Developmental Disability						
Real Est Prop - Ad Valorem Tax	281,863	487,954	482,762	549,628	66,866	13.851%
Personal Property-Rec Vehicle	132	159	224	205	(19)	-8.57%
Personal Prop - Motor Vehicle	36,212	48,080	61,318	57,599	(3,719)	-6.065%
IRB PILOT/Tax Abatement Tax	5,755	5,540	5,540	5,540	0	0.00%
Motor Vehicle Rent Excise Tax	219	300	300	300	0	0.00%
Motor Vehicle Taxes-16/20M	133	149	150	139	(11)	-7.515%
Commercial MV Taxes	1,283	2,050	2,440	2,319	(120)	-4.933%
Personal Property-Watercraft	0	161	0	139	139	100.00%
Delinquent-Ad Valorem Prop Tax	12,573	9,100	12,824	14,363	1,539	12.00%
Federal - Other Grants	14,462	21,825	40,211	0	(40,211)	-100.00%
Reim Expense-Other	49,500	40,000	50,000	50,000	0	0.00%
171 - County-Developmental Disability Sub-Total	402,133	615,318	655,770	680,233	24,462	3.73%
Expenditures	434,237	598,108	589,409	594,387	4,978	0.845%
Fund Balance Change	(32,104)	17,210	66,361	(85,846)	(152,207)	-229.361%
172 - County - Health Department						
Real Est Prop - Ad Valorem Tax	2,338,585	2,208,835	2,185,334	2,488,017	302,683	13.851%
Personal Property-Rec Vehicle	960	721	1,015	928	(87)	-8.57%
Personal Prop - Motor Vehicle	262,303	217,645	277,572	260,736	(16,835)	-6.065%
IRB PILOT/Tax Abatement Tax	47,522	45,740	45,740	45,740	0	0.00%
Motor Vehicle Rent Excise Tax	1,383	1,400	1,400	1,400	0	0.00%
Motor Vehicle Taxes-16/20M	599	674	681	630	(51)	-7.513%
Commercial MV Taxes	10,594	9,279	11,044	10,499	(545)	-4.932%
Personal Property-Watercraft	0	729	0	628	628	100.00%
Delinquent-Ad Valorem Prop Tax	81,033	74,800	82,654	92,572	9,918	12.00%
Retail Grocery License	11,590	23,000	20,000	20,000	0	0.00%
Child Care License	20,925	15,000	20,000	20,000	0	0.00%
Swimming Pool Permit	18,350	15,000	17,000	17,000	0	0.00%
Hauling Permits	9,850	11,000	11,000	11,000	0	0.00%
Septic Tank Inspection Permit	17,940	15,000	15,000	15,000	0	0.00%
Federal - Other Grants	136,380	106,489	0	0	0	0.00%
State-KDHE	5,750	13,000	13,000	15,000	2,000	15.385%
General Clinic	123,112	225,200	225,200	225,200	0	0.00%
Laboratory Fees	583,488	20,000	455,000	20,000	(435,000)	-95.604%
Immunizations	12,109	35,000	35,000	35,000	0	0.00%
Home Loan Insp Fee	0	500	500	500	0	0.00%
Water Analysis	0	100	100	100	0	0.00%
Refugee Screening	0	2,000	2,000	2,000	0	0.00%
Other Inspection Fees	0	2,400	2,400	2,400	0	0.00%
Contributions and Donations	76	0	0	100	100	100.00%
Miscellaneous Receipts	10,873	45,000	30,000	30,000	0	0.00%
Reim Expense-Indirect Costs	358,040	400,000	400,000	350,000	(50,000)	-12.50%
Cancelled Prior Year PO's	14,346	0	0	0	0	0.00%
172 - County - Health Department Sub-Total	4,065,807	3,488,512	3,851,639	3,664,451	(187,188)	-4.86%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Expenditures	3,413,736	3,767,386	4,450,661	4,847,376	396,715	8.914%
Fund Balance Change	652,071	(278,874)	(599,022)	1,182,926	1,781,947	-297.476%
175 - County - Library						
Real Est Prop - Ad Valorem Tax	3,022,389	3,121,428	3,121,428	3,690,384	568,957	18.227%
Personal Property-Rec Vehicle	1,400	1,178	1,178	1,178	0	0.00%
Personal Prop - Motor Vehicle	289,853	265,925	265,925	265,925	0	0.00%
IRB PILOT/Tax Abatement Tax	119,683	105,570	111,500	111,500	0	0.00%
Motor Vehicle Rent Excise Tax	186	250	250	250	0	0.00%
Motor Vehicle Taxes-16/20M	846	1,058	1,058	1,058	0	0.00%
Commercial MV Taxes	13,231	8,498	8,498	8,498	0	0.00%
Personal Property-Watercraft	0	1,427	0	1,427	1,427	0.00%
Delinquent-Ad Valorem Prop Tax	60,419	51,000	61,627	69,023	7,395	12.00%
Federal - Other Grants	1,134	0	0	0	0	0.00%
Interest - Investments	21,288	16,000	20,000	20,000	0	0.00%
Operating Transfers-In	7,239	0	0	0	0	0.00%
175 - County - Library Sub-Total	3,537,668	3,572,334	3,591,464	4,169,243	577,779	16.088%
Expenditures	3,316,614	3,925,662	3,925,662	4,293,281	367,619	9.365%
Fund Balance Change	221,054	(353,328)	(334,198)	124,038	458,236	-137.115%
181 - County - Jail Commissary Fund						
Federal - Other Grants	17,337	12,154	0	0	0	0.00%
Jail Commissary	65,450	50,000	60,000	60,000	0	0.00%
Operating Transfers-In	0	0	0	0	0	0.00%
181 - County - Jail Commissary Fund Sub-Total	82,787	62,154	60,000	60,000	0	0.00%
Expenditures	26,530	100,000	100,000	100,000	0	0.00%
Fund Balance Change	56,257	(37,846)	(40,000)	40,000	80,000	-200.00%
206 - Register of Deeds Tech Fund						
Officer Fee	247,636	220,000	250,000	250,000	0	0.00%
206 - Register of Deeds Tech Fund Sub-Total	247,636	220,000	250,000	250,000	0	0.00%
Expenditures	398,936	160,170	160,170	160,170	0	0.00%
Fund Balance Change	(151,300)	59,830	89,830	(89,830)	(179,660)	-200.00%
207 - Clerk's Technology Fund						
Officer Fee	61,909	60,000	60,000	60,000	0	0.00%
Cancelled Prior Year PO's	63,000	0	0	0	0	0.00%
207 - Clerk's Technology Fund Sub-Total	124,909	60,000	60,000	60,000	0	0.00%
Expenditures	106,106	83,000	83,000	83,000	0	0.00%
Fund Balance Change	18,803	(23,000)	(23,000)	23,000	46,000	-200.00%
208 - Treasurer's Technology Fund						
Officer Fee	61,909	60,000	60,000	60,000	0	0.00%
Cancelled Prior Year PO's	16,530	0	0	0	0	0.00%
208 - Treasurer's Technology Fund Sub-Total	78,439	60,000	60,000	60,000	0	0.00%
Expenditures	76,645	85,000	95,500	95,500	0	0.00%
Fund Balance Change	1,794	(25,000)	(35,500)	35,500	71,000	-200.00%
209 - Wyandotte County 911 Fund						
911 Tax Fees	913,516	935,000	935,000	953,700	18,700	2.00%
Federal - Other Grants	0	19,694	26,178	0	(26,178)	-100.00%
209 - Wyandotte County 911 Fund Sub-Total	913,516	954,694	961,178	953,700	(7,478)	-0.778%
Expenditures	853,371	959,400	864,138	1,054,664	190,526	22.048%
Fund Balance Change	60,145	(4,706)	97,040	100,964	3,924	4.044%
211 - Special 911 Tax Fund						
Expenditures	0	0	0	0	0	0.00%
Fund Balance Change	0	0	0	0	0	0.00%
212 - Dedicated Sales Tax						
Sales Tax - City	9,614,160	9,782,248	9,800,000	10,143,000	343,000	3.50%
Compensating Use Tax-City	2,343,251	2,163,000	2,359,537	2,453,918	94,381	4.00%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Federal - Other Grants	475,518	0	0	0	0	0.00%
Law Enforcement Training Fee	48,401	153,000	0	0	0	0.00%
Reim Expense-Other	0	10,000	10,000	10,000	0	0.00%
Reimbursed expense-Refunds	0	0	0	500	500	100.00%
Cancelled Prior Year PO's	131,589	0	0	0	0	0.00%
212 - Dedicated Sales Tax Sub-Total	12,612,920	12,108,248	12,169,537	12,607,418	437,881	3.598%
Expenditures	10,274,536	15,997,569	16,313,751	13,338,536	(2,975,215)	-18.237%
Fund Balance Change	2,338,384	(3,889,321)	(4,144,214)	731,118	4,875,332	-117.642%
220 - Special Street & Highway-City						
Federal - Other Grants	601,097	565,443	524,164	0	(524,164)	-100.00%
State-KDOT	0	1,800,000	0	900,000	900,000	100.00%
Special City/County Highway	7,459,279	5,622,670	7,700,000	7,212,210	(487,790)	-6.335%
Reim Expense-Other	0	160,000	50,000	50,000	0	0.00%
Cancelled Prior Year PO's	50,704	0	0	0	0	0.00%
220 - Special Street & Highway-City Sub-Total	8,111,080	8,148,113	8,274,164	8,162,210	(111,954)	-1.353%
Expenditures	6,542,370	9,605,994	8,798,526	8,890,285	91,759	1.043%
Fund Balance Change	1,568,710	(1,457,881)	(524,362)	728,075	1,252,437	-238.85%
221 - Special Parks and Recreation						
Liquor Tax-Alcohol Liquor Tax	499,237	575,392	553,748	547,089	(6,658)	-1.202%
Federal - Other Grants	191,940	120,528	144,118	19,431	(124,687)	-86.517%
Operating Transfers-In	1,739	0	0	0	0	0.00%
221 - Special Parks and Recreation Sub-Total	692,916	695,920	697,866	566,520	(131,345)	-18.821%
Expenditures	625,315	821,812	848,262	628,221	(220,040)	-25.94%
Fund Balance Change	67,601	(125,892)	(150,396)	61,701	212,097	-141.026%
222 - Special Alcohol						
Liquor Tax-Alcohol Liquor Tax	492,943	575,392	575,392	566,520	(8,871)	-1.542%
Federal - Other Grants	161,844	120,201	0	0	0	0.00%
Fines-Alcohol Substance Abuse	(20)	100	100	100	0	0.00%
Operating Transfers-In	33,025	0	0	0	0	0.00%
222 - Special Alcohol Sub-Total	687,792	695,693	575,492	566,620	(8,871)	-1.542%
Expenditures	546,153	945,638	966,845	946,998	(19,846)	-2.053%
Fund Balance Change	141,639	(249,945)	(391,353)	380,378	771,731	-197.196%
223 - Tourism & Convention						
Transient Guest Hotel Tax	3,304,298	3,854,304	3,763,566	4,000,000	236,434	6.282%
Special Event Fee	801	0	0	0	0	0.00%
Cancelled Prior Year PO's	30	0	0	0	0	0.00%
223 - Tourism & Convention Sub-Total	3,305,129	3,854,304	3,763,566	4,000,000	236,434	6.282%
Expenditures	5,259,006	5,081,200	5,294,987	4,584,020	(710,967)	-13.427%
Fund Balance Change	(1,953,877)	(1,226,896)	(1,531,421)	584,020	2,115,441	-138.136%
226 - Special Assets						
Expenditures	301,637	850,000	850,000	850,000	0	0.00%
Fund Balance Change	(301,637)	(850,000)	(850,000)	850,000	1,700,000	-200.00%
410 - Bond and Interest						
Real Est Prop - Ad Valorem Tax	20,626,892	21,164,365	20,939,171	23,879,235	2,940,064	14.041%
Personal Property-Rec Vehicle	7,847	6,541	8,951	6,794	(2,157)	-24.098%
Personal Prop - Motor Vehicle	2,410,855	2,137,516	2,750,254	1,908,642	(841,613)	-30.601%
IRB PILOT/Tax Abatement Tax	315,706	318,840	349,840	350,000	160	0.046%
Special Assessment Tax	0	25,000	25,000	25,000	0	0.00%
Motor Vehicle Rent Excise Tax	13,997	12,500	20,000	20,000	0	0.00%
Motor Vehicle Taxes-16/20M	5,460	6,370	6,246	5,456	(790)	-12.642%
Commercial MV Taxes	94,781	92,726	108,124	76,869	(31,255)	-28.906%
Personal Property-Watercraft	0	6,331	0	5,124	5,124	100.00%
Delinquent-Ad Valorem Prop Tax	780,478	600,000	800,000	950,000	150,000	18.75%
Delinquent-Spec Assessment Tax	0	500	500	500	0	0.00%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Federal - Other Grants	0	193,722	0	0	0	0.00%
Interest - Investments	160,241	80,000	160,000	170,000	10,000	6.25%
Reim Expense-BPU	103,728	120,000	104,000	104,000	0	0.00%
Reim Exp - Fed Interest Credit	277,334	0	97,228	97,228	0	0.00%
Operating Transfers-In	8,604,376	10,538,492	10,538,492	12,860,645	2,322,153	22.035%
Residual Equity Transfer-IN	1,708,932	0	0	253,880	253,880	100.00%
Tax Increment Finance Dist Tax	1,524,273	1,597,072	1,581,170	1,802,468	221,298	13.996%
Delinquent-Tax Inc Fin Dst Tax	33,120	7,000	7,000	7,000	0	0.00%
Sales Tax - County	216,153	321,700	228,889	236,900	8,011	3.50%
Sales Tax - City	285,854	421,550	290,332	300,493	10,162	3.50%
Compensating Use Tax-County	818	5,356	3,206	3,302	96	3.00%
Compensating Use Tax-City	1,077	5,871	4,206	4,332	126	3.00%
Incremental Sales Tax	577,095	509,850	551,996	457,015	(94,981)	-17.207%
Debt Premium	0	0	0	0	0	0.00%
LISC Loan-Special Asset Fund Transfer	0	58,919	0	0	0	0.00%
410 - Bond and Interest Sub-Total	37,749,017	38,230,221	38,574,606	43,524,883	4,950,277	12.833%
Expenditures	33,105,047	39,774,858	39,774,858	43,496,756	3,721,898	9.357%
Fund Balance Change	4,643,970	(1,544,637)	(1,200,252)	(28,127)	1,172,125	-97.657%
460 - County Bond and Interest Fund						
Real Est Prop - Ad Valorem Tax	3,029,781	3,118,030	3,084,855	3,512,127	427,273	13.851%
Personal Property-Rec Vehicle	1,262	1,018	1,433	1,310	(123)	-8.57%
Personal Prop - Motor Vehicle	345,142	307,231	391,825	368,060	(23,765)	-6.065%
IRB PILOT/Tax Abatement Tax	61,599	59,290	59,290	62,000	2,710	4.571%
Motor Vehicle Rent Excise Tax	1,853	1,700	1,900	2,000	100	5.263%
Motor Vehicle Taxes-16/20M	846	951	961	889	(72)	-7.513%
Commercial MV Taxes	13,732	13,098	15,590	14,821	(769)	-4.933%
Personal Property-Watercraft	0	1,029	0	887	887	100.00%
Stadium Ticket Tax Revenue	106,089	100,000	100,000	104,500	4,500	4.50%
Delinquent-Ad Valorem Prop Tax	106,355	97,000	108,000	158,000	50,000	46.296%
Interest - Investments	39,286	60,000	60,000	60,000	0	0.00%
Reim Expense-BPU	387,372	390,000	390,000	390,000	0	0.00%
Operating Transfers-In	1,250,000	1,500,000	1,500,000	1,500,000	0	0.00%
460 - County Bond and Interest Fund Sub-Total	5,343,318	5,649,347	5,713,853	6,174,594	460,740	8.064%
Expenditures	5,678,074	6,107,241	6,107,241	6,112,175	4,934	0.081%
Fund Balance Change	(334,756)	(457,894)	(393,388)	(62,419)	330,969	-84.133%
560 - Sewer System						
Special Assessment Tax	11,428	13,000	13,000	13,000	0	0.00%
Delinquent-Spec Assessment Tax	364	500	500	500	0	0.00%
Excavation Permits	75	1,000	1,000	1,000	0	0.00%
Sewer Discharge Permits	45,510	35,000	35,000	35,000	0	0.00%
Sewer Tapping Fee	8,562	85,000	85,000	85,000	0	0.00%
Sewer Connection Fee	732,804	200,000	200,000	200,000	0	0.00%
Federal - Other Grants	702,712	225,149	0	0	0	0.00%
Sewer-Class 1A Abatement Fees	24,370,616	26,023,000	25,600,000	26,880,000	1,280,000	5.00%
Sewer-Class II Abatement Fees	10,125,682	10,598,000	10,700,000	11,235,000	535,000	5.00%
Sewer-Class III Abatement Fees	10,708,614	8,400,000	11,300,000	11,865,000	565,000	5.00%
Sewer - Septic Dumping Fees	37,312	200,700	150,000	150,000	0	0.00%
Sewer - Low Pressure Fund	0	20,000	20,000	20,000	0	0.00%
Inspection-Billing Serv Fees	80	500	500	500	0	0.00%
Interest - Investments	398,483	900,000	369,500	375,000	5,500	1.488%
Market Value Adjustment	(16,992)	0	0	0	0	0.00%
Miscellaneous Receipts	4,074	5,000	5,000	5,000	0	0.00%
Reim Expense-Insurance	0	25,000	25,000	25,000	0	0.00%
Reim Expense-Other	365,814	15,000	15,000	15,000	0	0.00%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Cancelled Prior Year PO's	277,132	25,000	25,000	25,000	0	0.00%
Sale Of Fixed Assets	49,430	0	0	0	0	0.00%
Operating Transfers-In	430,000	430,000	1,070,000	0	(1,070,000)	-100.00%
560 - Sewer System Sub-Total	48,251,700	47,201,849	49,614,500	50,930,000	1,315,500	2.651%
Expenditures	46,003,482	48,216,276	48,564,910	51,336,920	2,772,010	5.708%
Fund Balance Change	2,248,218	(1,014,427)	1,049,590	406,920	(642,670)	-61.231%
562 - Public Levee						
Federal - Other Grants	0	33,995	0	0	0	0.00%
Interest - Investments	6,180	8,000	8,000	8,000	0	0.00%
Ground Leases	215,001	215,000	215,000	215,000	0	0.00%
Public Levee-Grain Elev Lease	117,113	118,675	118,675	119,862	1,187	1.00%
562 - Public Levee Sub-Total	338,295	375,670	341,675	342,862	1,187	0.347%
Expenditures	326,237	393,640	428,220	389,480	(38,740)	-9.047%
Fund Balance Change	12,058	(17,970)	(86,545)	46,618	133,163	-153.866%
563 - Stormwater Utility						
Federal - Other Grants	169,079	374,157	288,896	0	(288,896)	-100.00%
Stormwater Use Fees	3,547,659	5,300,000	5,150,000	5,300,000	150,000	2.913%
Interest - Investments	27,392	90,000	30,000	30,000	0	0.00%
Reim Expense-Other	11,416	0	0	0	0	0.00%
Cancelled Prior Year PO's	1,695	0	0	0	0	0.00%
563 - Stormwater Utility Sub-Total	3,757,241	5,764,157	5,468,896	5,330,000	(138,896)	-2.54%
Expenditures	4,180,365	6,100,256	5,841,593	5,368,786	(472,807)	-8.094%
Fund Balance Change	(423,124)	(336,099)	(372,697)	38,786	411,483	-110.407%
564 - Emergency Medical Services						
Sales Tax - City	6,409,438	6,521,498	6,500,000	6,727,500	227,500	3.50%
Compensating Use Tax-City	1,562,151	1,442,000	1,573,024	1,635,945	62,921	4.00%
Federal - Other Grants	1,309,241	773,988	315,482	0	(315,482)	-100.00%
EMS Event Fees	5,704	40,000	40,000	40,000	0	0.00%
EMS Memberships	12,853	14,000	14,000	15,000	1,000	7.143%
EMS Use Charges	3,996,920	4,000,000	3,824,000	3,824,800	800	0.021%
Collection Agency Revenue	0	2,000	18,200	67,400	49,200	270.33%
Setoff Program Revenue	24,341	120,000	120,000	120,000	0	0.00%
Interest - Investments	25,319	5,000	5,000	5,000	0	0.00%
Reim Expense-Other	0	10,000	10,000	10,000	0	0.00%
Cancelled Prior Year PO's	6,494	0	0	0	0	0.00%
564 - Emergency Medical Services Sub-Total	13,352,462	12,928,486	12,419,706	12,445,645	25,939	0.209%
Expenditures	12,440,398	14,376,387	14,194,290	12,362,440	(1,831,849)	-12.906%
Fund Balance Change	912,064	(1,447,901)	(1,774,584)	(83,204)	1,691,379	-95.311%
565 - Sunflower Hills Golf						
Sunflower Hills-Snack Bar Fees	16,371	11,000	15,750	16,000	250	1.587%
Sunflower Hills Golf-Green Fee	570,148	515,000	689,700	700,000	10,300	1.493%
Sunflower Hills-Cart Rental Fe	385,685	353,000	466,000	475,000	9,000	1.931%
Youth Sports Fees	3,587	2,800	3,800	3,800	0	0.00%
Interest - Investments	3,216	0	5,000	5,000	0	0.00%
Operating Transfers-In	15,000	15,000	15,000	15,000	0	0.00%
565 - Sunflower Hills Golf Sub-Total	994,007	896,800	1,195,250	1,214,800	19,550	1.636%
Expenditures	881,861	931,564	1,179,505	1,336,246	156,741	13.289%
Fund Balance Change	112,146	(34,764)	15,745	121,446	105,700	671.311%
566 - Legends Stadium						
Federal - Other Grants	192,316	94,867	107,370	0	(107,370)	-100.00%
Interest - Investments	5,900	0	15,000	15,000	0	0.00%
Other Rents	72,407	100,000	0	0	0	0.00%
Operating Transfers-In	500,000	500,000	250,000	125,000	(125,000)	-50.00%
566 - Stadium Sub-Total	770,623	694,867	372,370	140,000	(232,370)	-62.403%

Unified Government of Wyandotte County/Kansas City, Kansas
2022 Amended – 2023 Budget



Revenue Detail by Fund

Revenue	2021 Actual	2022 Original	2022 Amended	2023 Budget	2023 Variance	% Change
Expenditures	694,427	859,600	883,600	858,600	(25,000)	-2.829%
Fund Balance Change	76,196	(164,733)	(511,230)	718,600	1,229,830	-240.563%
567 - Solid Waste						
Residential Trash Fees	0	0	0	10,392,000	10,392,000	100.00%
Miscellaneous Receipts	0	0	0	3,000	3,000	100.00%
Reim Expense-Other	0	0	0	15,000	15,000	100.00%
567 - Solid Waste Sub-Total	0	0	0	10,410,000	10,410,000	100.00%
Expenditures	0	0	0	10,260,464	10,260,464	100.00%
Fund Balance Change	0	0	0	10,260,464	10,260,464	100.00%
570 - Court Trustee						
Federal - Other Grants	51,729	28,113	0	0	0	0.00%
District Court Trustee Fees	477,009	450,000	450,000	450,000	0	0.00%
570 - Court Trustee Sub-Total	528,738	478,113	450,000	450,000	0	0.00%
Expenditures	467,781	677,553	694,013	700,285	6,272	0.904%
Fund Balance Change	60,957	(199,440)	(244,013)	250,285	494,297	-202.57%
701 - Environment Trust						
Federal - Other Grants	15,170	9,987	39,734	0	(39,734)	-100.00%
Environmental Waste Fee	1,124,468	1,184,500	1,184,500	0	(1,184,500)	-100.00%
Miscellaneous Receipts	1,870	3,000	3,000	0	(3,000)	-100.00%
Reim Expense-Other	0	15,000	15,000	0	(15,000)	-100.00%
Operating Transfers-In	0	0	0	250,000	250,000	100.00%
Cancelled Prior Year PO's	26,963	0	0	0	0	0.00%
701 - Environment Trust Sub-Total	1,168,471	1,212,487	1,242,234	250,000	(992,234)	-79.875%
Expenditures	1,496,955	1,244,520	1,254,520	550,000	(704,520)	-56.159%
Fund Balance Change	(328,484)	(32,033)	(12,286)	300,000	312,286	-2,541.804%

REVENUE SOURCES

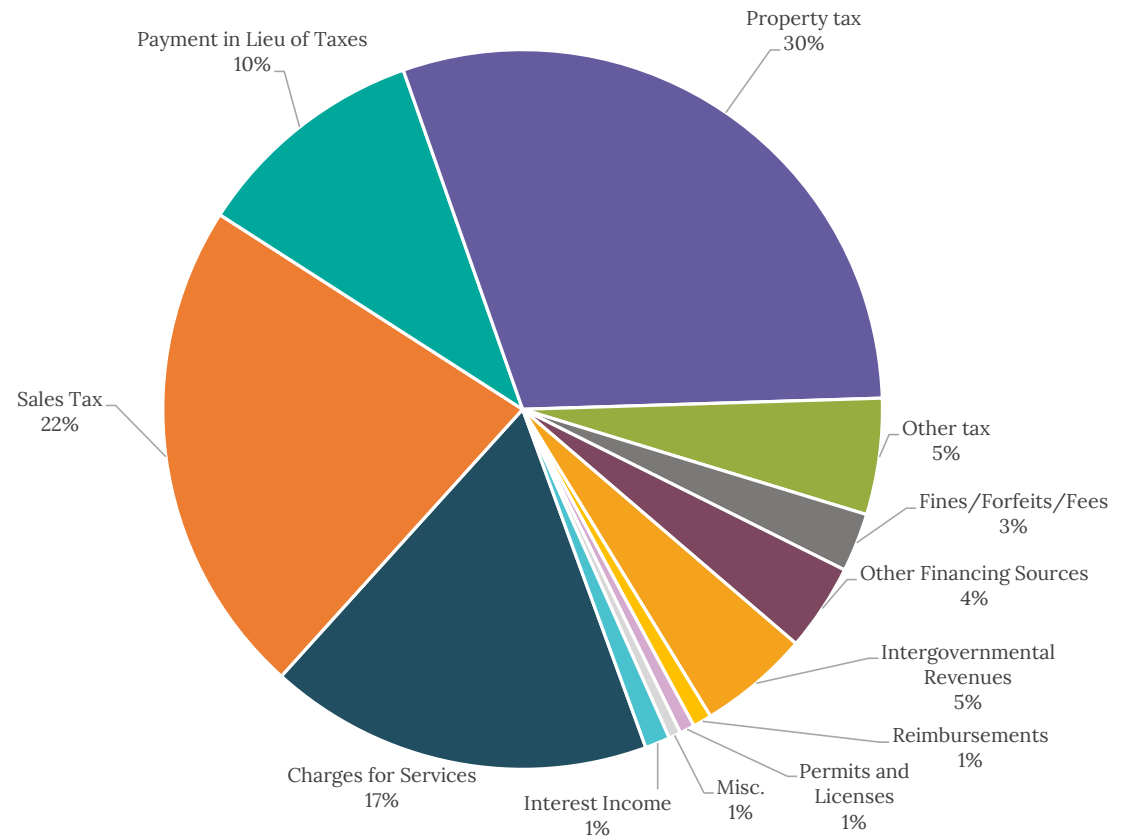
**Finance/Budget, Strategy, & Research
2023**



UG-Wide 2022 Revenue Sources

Major Revenues:

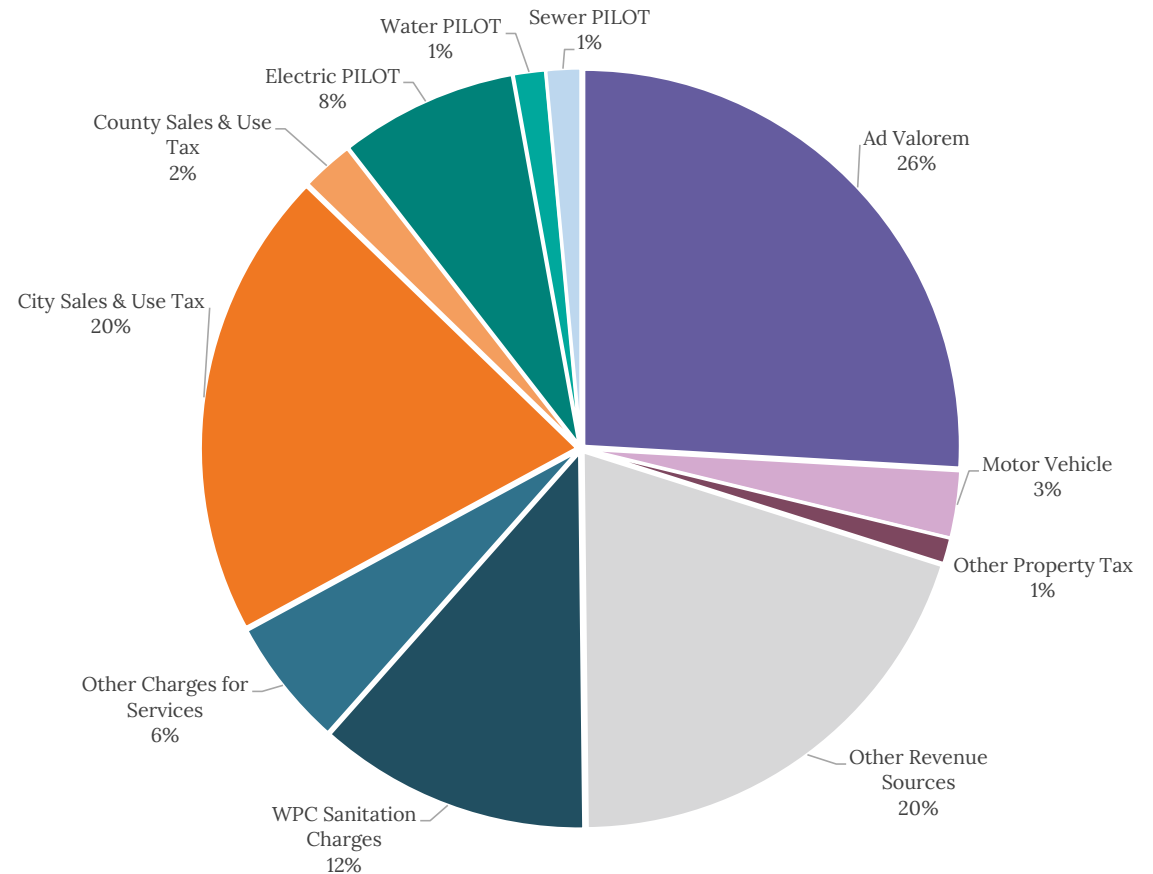
- **Property Tax**
 - Ad Valorem \$103.9M
 - Motor Vehicle \$11.4M
- **Sales Tax**
 - City Sales & Use taxes \$80.9M
 - County Sales & Use taxes \$9M
- **Charges for Services**
 - WPC Sanitation Charges \$47M
- **Payments in Lieu of Taxes**
 - Electric \$30.7M
 - Sewer \$5.9M
 - Water \$5.5M



UG-Wide 2022 Revenue Sources

Major Revenues:

- **Property Tax**
 - Ad Valorem \$103.9M
 - Motor Vehicle \$11.4M
- **Sales Tax**
 - City Sales & Use taxes \$80.9M
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 - WPC Sanitation Charges \$47M
- **Payments in Lieu of Taxes**
 - Electric \$30.7M
 - Sewer \$5.9M
 - Water \$5.5M



CITY Funds Revenue Sources

City Funds Include:

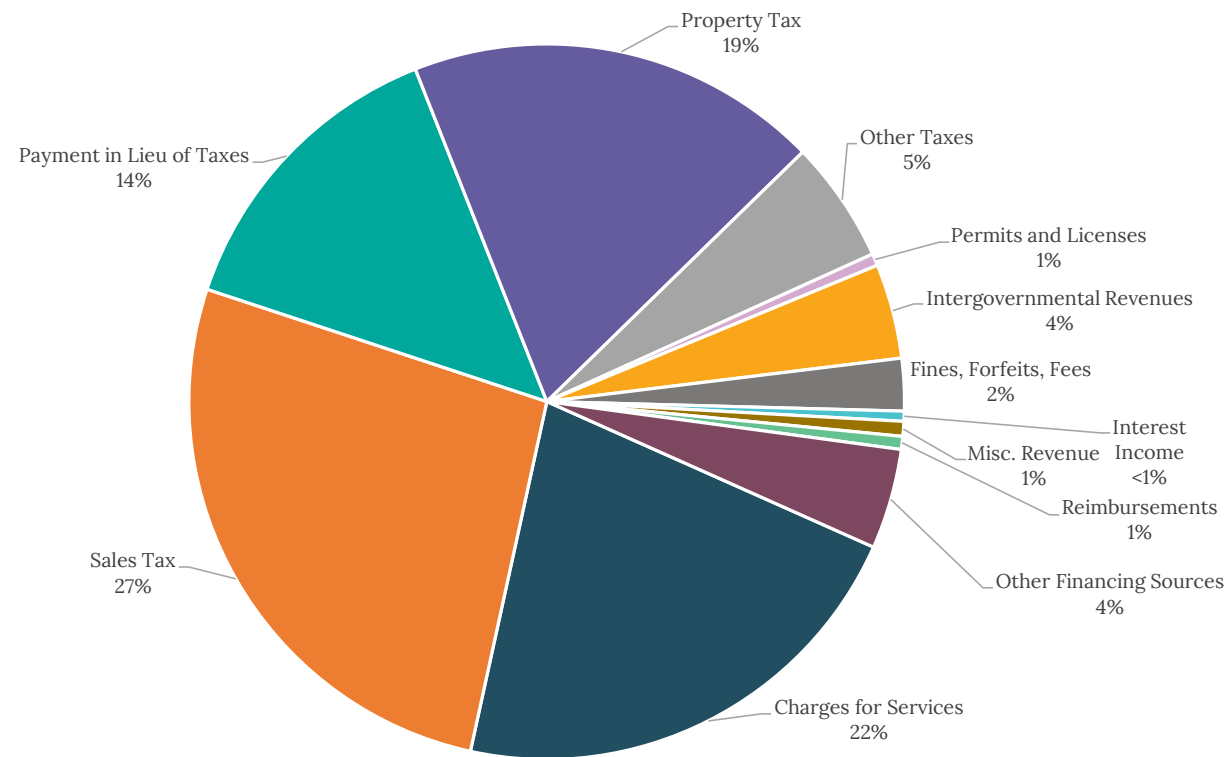
- **Consolidated General Funds**
 - City General Fund
- **Other Tax Levy Funds**
 - City Bond and Interest
- **Special Revenue Funds**
 - Special Alcohol
 - Dedicated Sales Tax
 - Special Parks and Recreation
 - Special Street and Highway
 - Tourism
 - Special Assets
 - Wyandotte County 911
- **Enterprise Funds**
 - Emergency Medical Services
 - Public Levee
 - Sewer System
 - Stadium
 - Stormwater Enterprise
 - Sunflower Hills Golf
- **Fiduciary**
 - Environmental Trust



CITY Funds 2022 Revenue Sources

Major Revenues:

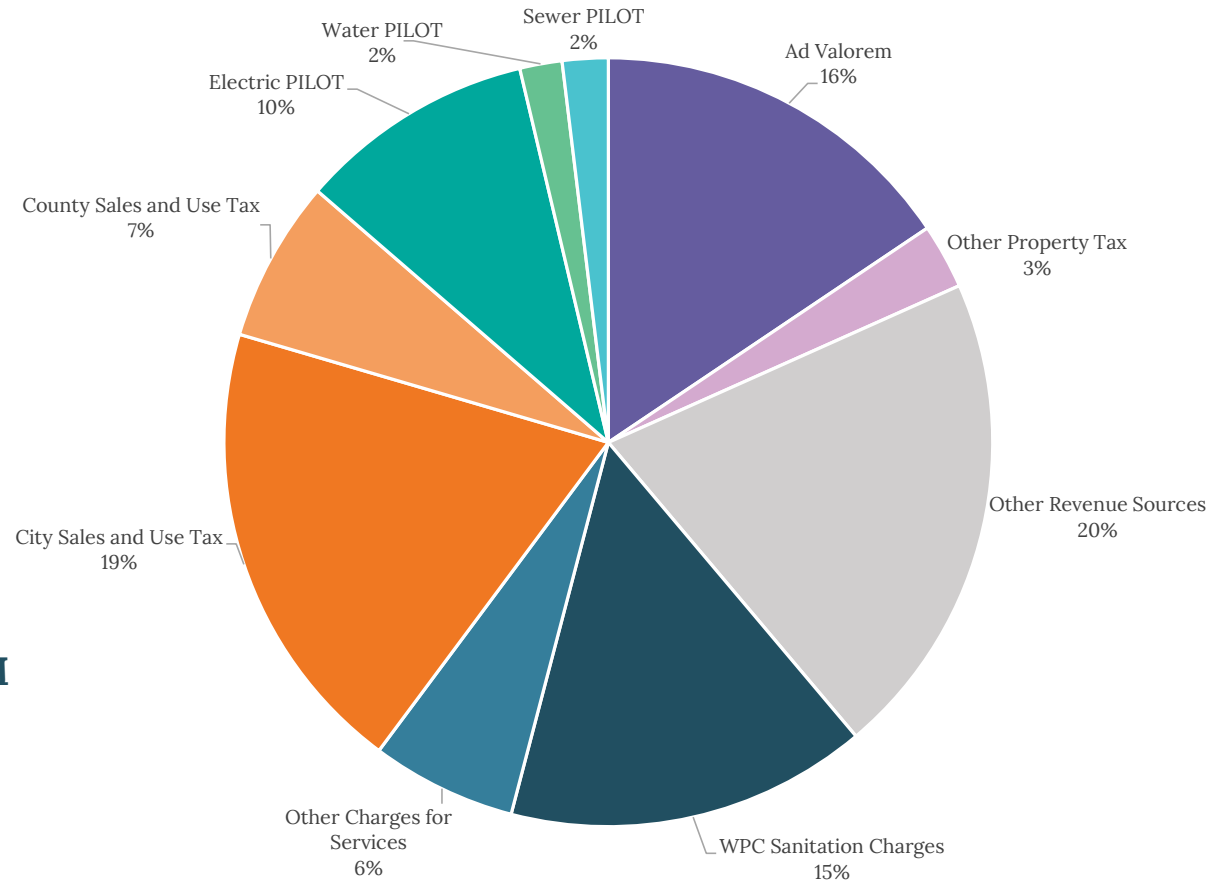
- **Sales Tax**
 - City Sales & Use Taxes \$59.7M
 - County Sales & Use Taxes \$21M
- **Property Tax**
 - Ad Valorem \$48.1M
- **Payments in Lieu of Taxes**
 - Electric PILOT \$30.7M
 - Sewer PILOT \$5.9M
 - Water PILOT \$5.5M
- **Charges For Services**
 - WPC Sanitation Charges \$46.9M



CITY Funds 2022 Revenue Sources

Major Revenues:

- **Sales Tax**
 - City Sales & Use Taxes \$59.7M
 - County Sales & Use Taxes \$21M
- **Property Tax**
 - Ad Valorem \$48.1M
- **Payments in Lieu of Taxes**
 - Electric PILOT \$30.7M
 - Sewer PILOT \$5.9M
 - Water PILOT \$5.5M
- **Charges For Services**
 - WPC Sanitation Charges \$46.9M



COUNTY Funds Revenue Sources

County Funds Include:

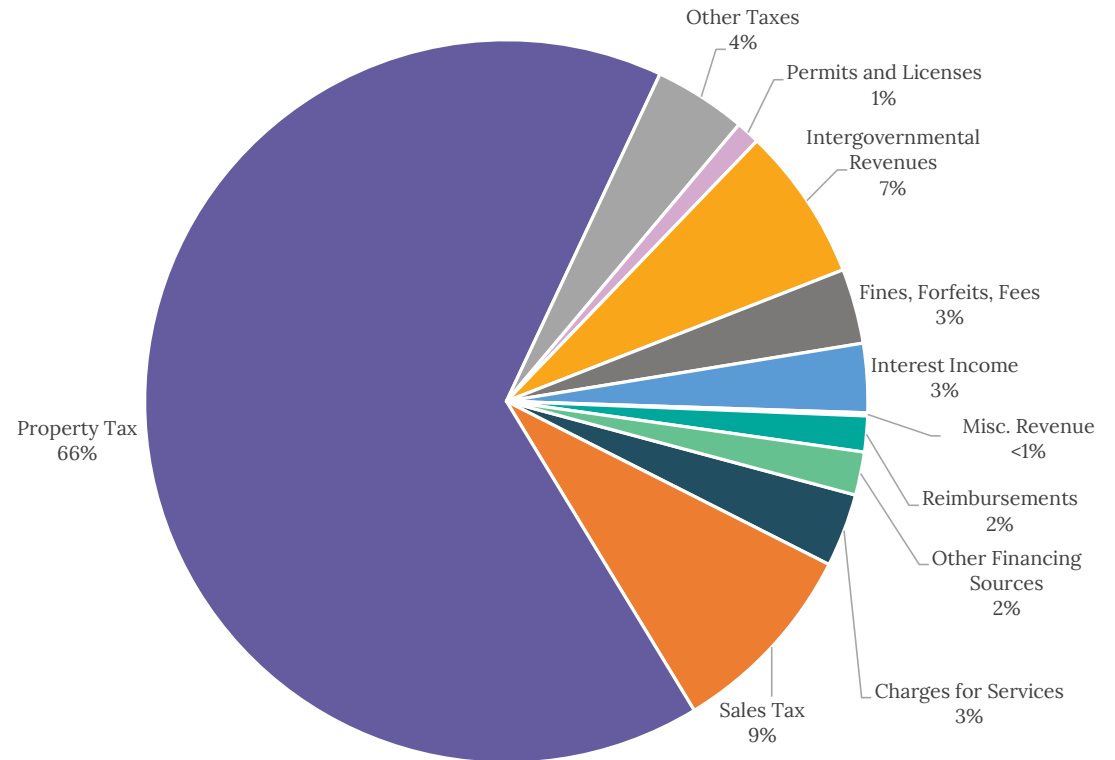
- **Consolidated General Funds**
 - County General Fund
 - Parks and Recreation Fund
- **Other Tax Levy**
 - Aging
 - Elections
 - Developmental Disability
 - Health Department
 - Mental Health
 - County Bond and Interest
- **Special Revenue**
 - Special Parks & Recreation
 - Special Alcohol – County
 - Court Trustee
 - Register of Deeds Tech Fund
 - Clerk’s Tech Fund
 - Treasurer’s Tech Fund
 - County Jail Commissary



COUNTY Funds 2022 Revenue Sources

Major Revenues:

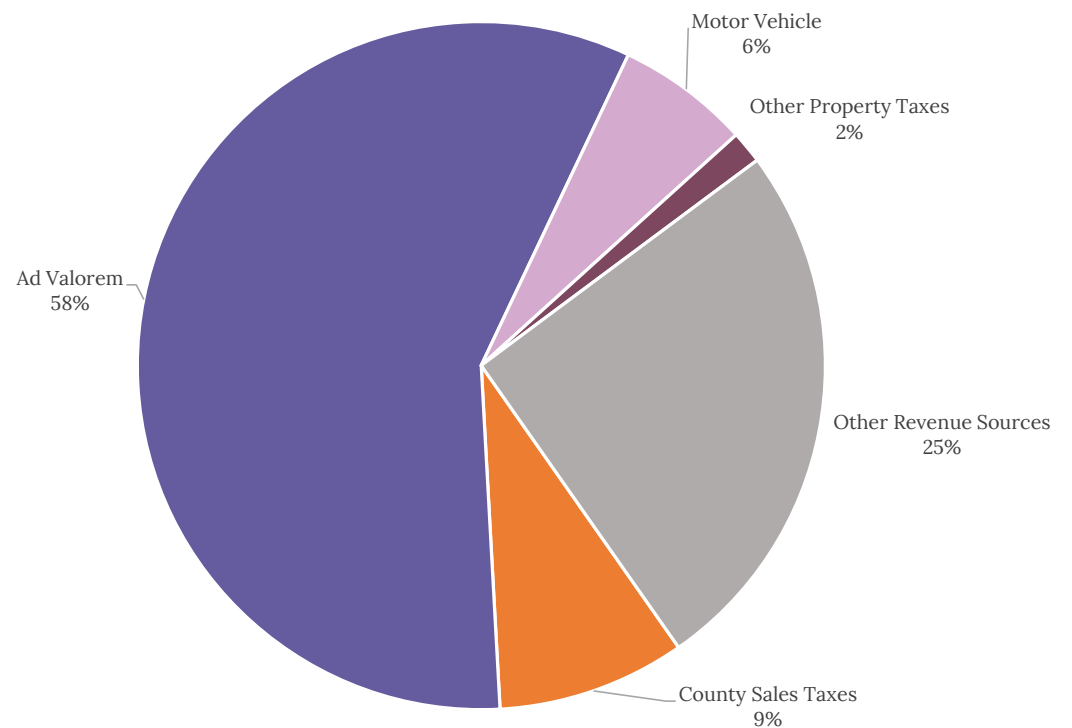
- **Property Tax**
 - Ad Valorem \$58.9M
 - Motor Vehicle \$6.4M
- **Sales Tax**
 - County Sales and Use Taxes \$9M



COUNTY Funds 2022 Revenue Sources

Major Revenues:

- **Property Tax**
 - Ad Valorem \$58.9M
 - Motor Vehicle \$6.4M
- **Sales Tax**
 - County Sales & Use Taxes \$9M



PROPERTY TAXES



PROPERTY TAX BURDEN

Awareness and Understanding

REAL ESTATE PROPERTY TAX EQUATION

Value Per Mill* x Mills = Collected Tax Revenue

*Value Per Mill = Assessed Value / 1,000

- Low City Population Density revenues are in line with per capita tax levies but generate significantly less revenue to support city services for our land area
- High County Population Density allows for a lower tax burden and additional revenue to support county services for our land area

CITY	1 MILL REVENUE	POP PER SQUARE MILE	TAX PER CAPITA	TAX PER SQUARE MILE
Wichita	\$3,938,087.85	2,459	\$318.48	\$783,217
Overland Park	\$3,778,438.96	2,619	\$279.10	\$730,923
Olathe	\$2,137,039.32	2,375	\$366.42	\$870,075
Kansas City, KS	\$1,329,255.09	1,224	\$334.91	\$409,821
Topeka	\$1,169,618.83	2,070	\$375.04	\$776,377
Lawrence	\$1,138,458.49	2,933	\$384.97	\$1,129,299

COUNTY	1 MILL REVENUE	POP PER SQUARE MILE	TAX PER CAPITA	TAX PER SQUARE MILE
Johnson	\$11,387,996.91	1,250	\$490.63	\$613,291
Sedgwick	\$5,311,195.88	525	\$297.79	\$156,459
Shawnee	\$3,532,284.46	328	\$478.13	\$156,680
Douglas	\$1,523,321.45	262	\$592.54	\$155,446
Wyandotte	\$1,445,590.48	1,058	\$344.55	\$364,431
Leavenworth	\$762,689.33	178	\$342.72	\$60,966



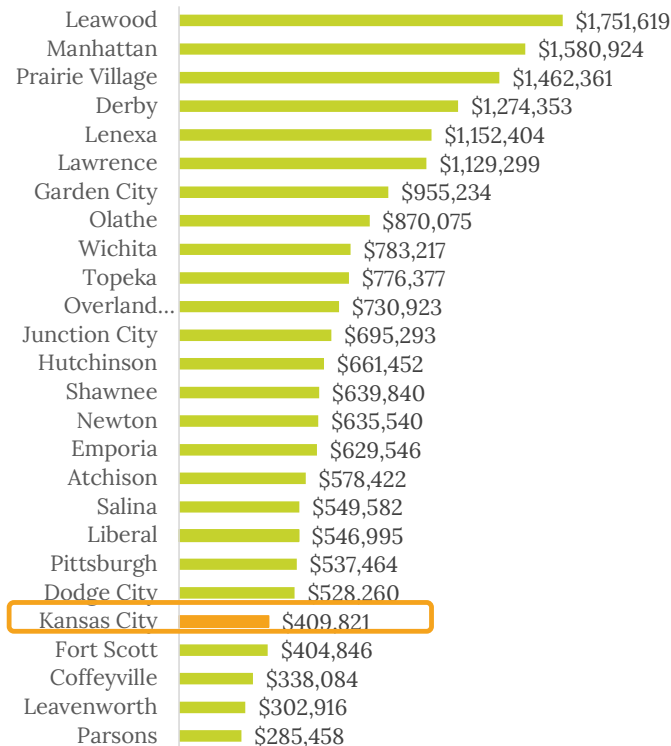
2023 Unified Government PROPOSED Budget

**UG
FWD**

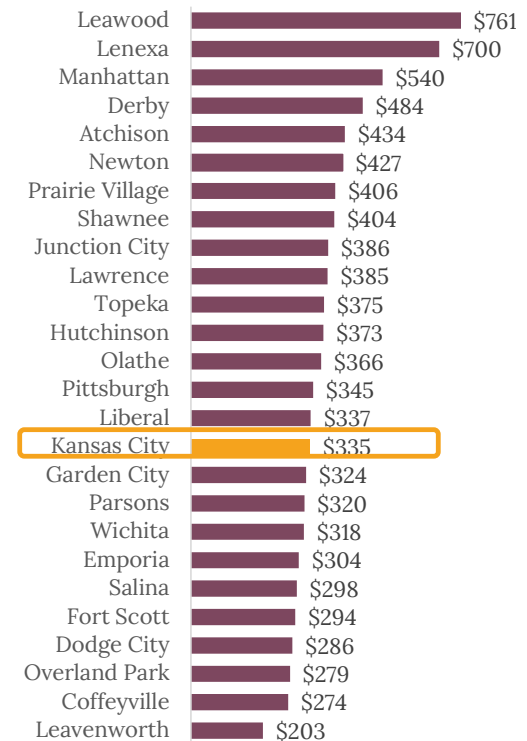
2022 Property Tax Burden: City

- Kansas City, KS levies among the low end of property taxes per land area to support the services that are provided to the community.
 - Large geography and low population density make it difficult to fund and provide services that are geography based with lower funding levels available for urban services.
 - Street Preservation on more lane miles
 - Public Safety response times
 - Community Services accessibility
- Kansas City, KS is aligned with or lower than other Kansas cities on the amount of taxes that are levied per population to support the services that are provided to the community.

**CITY PROPERTY TAXES
BY LAND AREA**
COMMUNITY COMPARISONS, 2022



**CITY PROPERTY TAXES
PER CAPITA**
COMMUNITY COMPARISONS, 2022



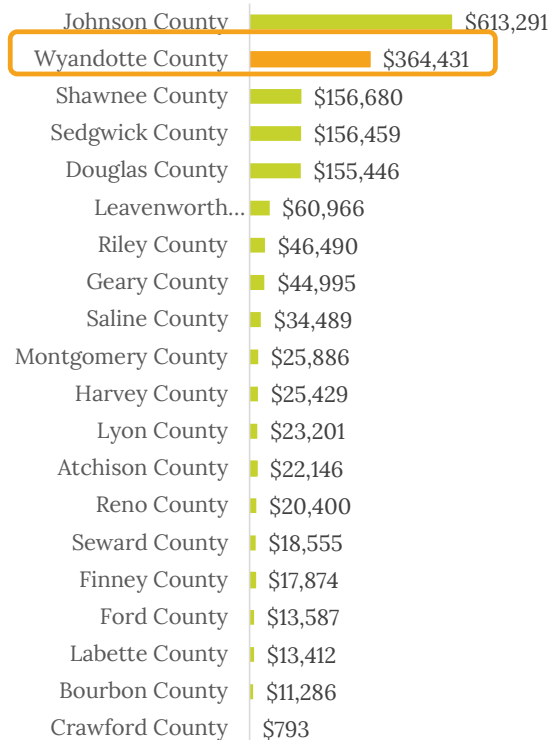
KCK Population for Comparison ~ 156,600 people
KCK Land Area for Comparison ~ 134 square miles



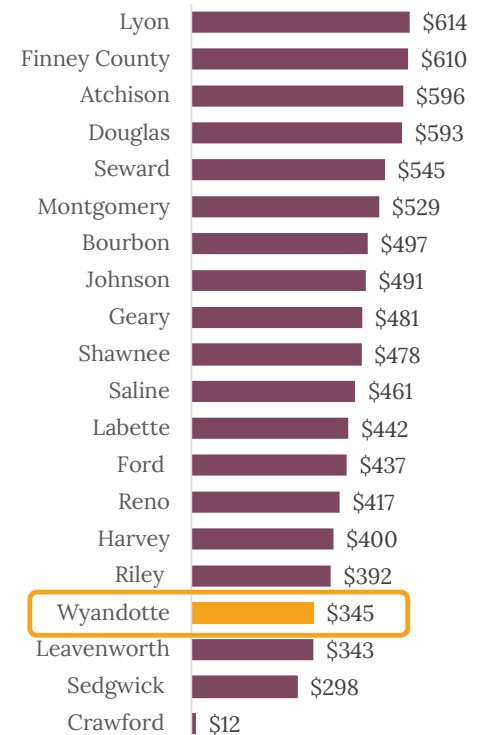
2022 Property Tax Burden: County

- With one of the lowest Mill Rates in the state Wyandotte County collects more revenue for its land area than other Kansas counties to better provide and support county services
 - With a larger urban composition than other counties in Kansas and higher population density additional resources are available at a lower rate to support county level services.
- Higher assessed valuation and property density allow the county to maintain a lower burden across the population than other counties for county services.

**COUNTY PROPERTY TAXES
BY LAND AREA**
COMMUNITY COMPARISONS, 2022



**COUNTY PROPERTY TAXES
PER CAPITA**
COMMUNITY COMPARISONS, 2022



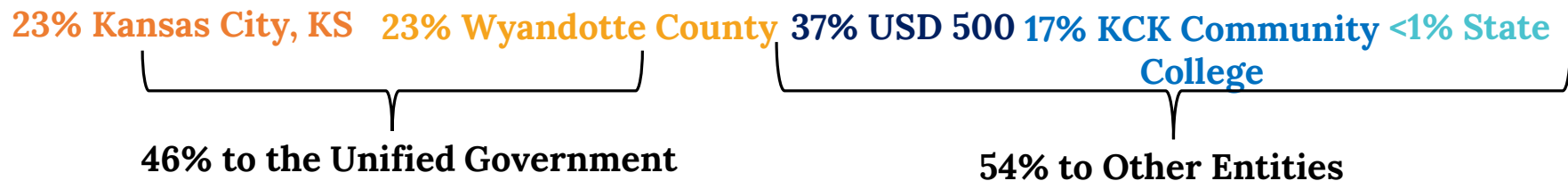
WYCO Population for Comparison ~ 164,300 people
WYCO Land Area for Comparison ~ 152 square miles



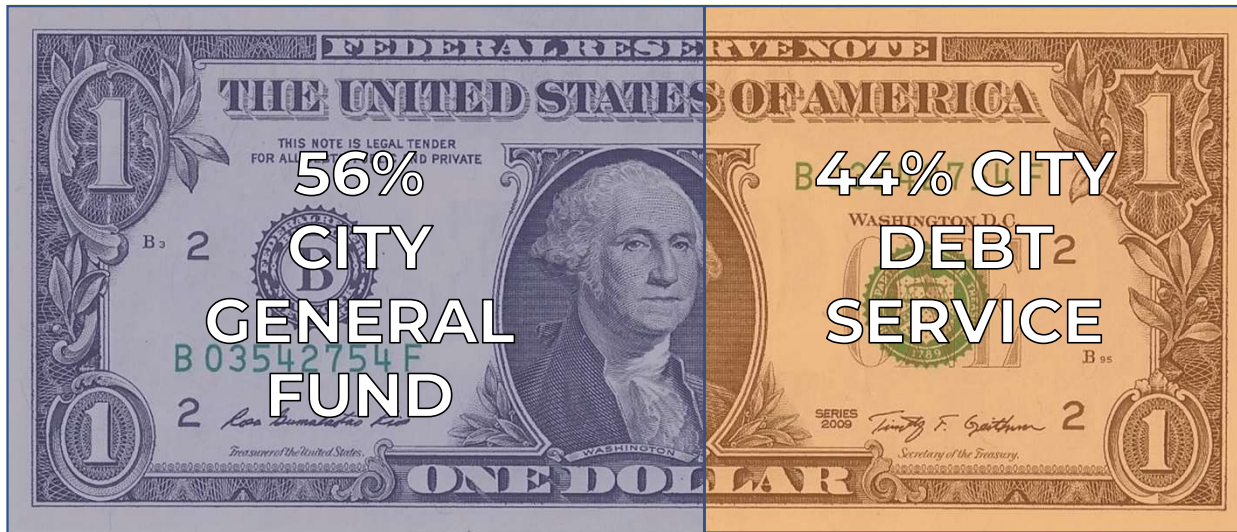
Where does your property tax dollar go?

For a resident of Kansas City, KS in the USD 500 School District in 2023

2022 Mill
Levy for the
City: 38.477



City Property Tax Dollar Fund Breakdown



56% of every city property tax dollar goes to the CITY GENERAL FUND

44% of every city property tax dollar goes to the CITY BOND & INTEREST FUND

City Bond & Interest Mill Rates are determined by the level of revenues that are needed to support projected costs of UG City Debt Service Principal and Interest payments

Debt service is a fixed cost upon issuing debt and cannot be easily adjusted in the short term.

Mill support is dictated by the amount of debt issued, the length of time and interest rates of the debt issuance and any issuances that are paying off any given year.

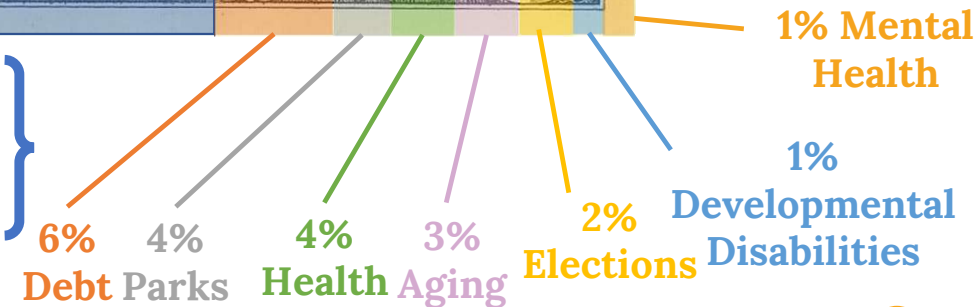


County Property Tax Dollar Fund Breakdown

2022 Mill Levy
for the
County:
37.328



79% of every county property tax dollar goes to the COUNTY GENERAL FUND



Ad Valorem History 2015-2022

WyCo & Cities General Funds

	KANSAS CITY	BONNER SPRINGS	EDWARDSVILLE	WYANDOTTE COUNTY
Change in Mills	-5.66	6.13	-4.97	-1.80
% Change in Mills	-21%	26%	-14%	-6%
% Change in Valuation	48%	52%	79%	50%
Levied Revenues	17%	91%	55%	41%

Other Taxing Districts

	KCKCC	Turner USD 202	Piper USD 203	Bonner USD 204	USD 500
Change in Mills	0.05	-7.49	-1.90	-5.64	0.49
% Change in Mills	0%	-12%	-3%	-9%	1%
Change in Valuation	50%	54%	62%	51%	36%
Levied Revenues	50%	39%	75%	27%	42%

The Kansas City, KS General Fund has seen the greatest decrease as a percentage of Mills and smallest growth in additional Levied Revenues



Average annual increase in levied revenues for KCK is 2%

Value of a Mill for the City and County Since 2005

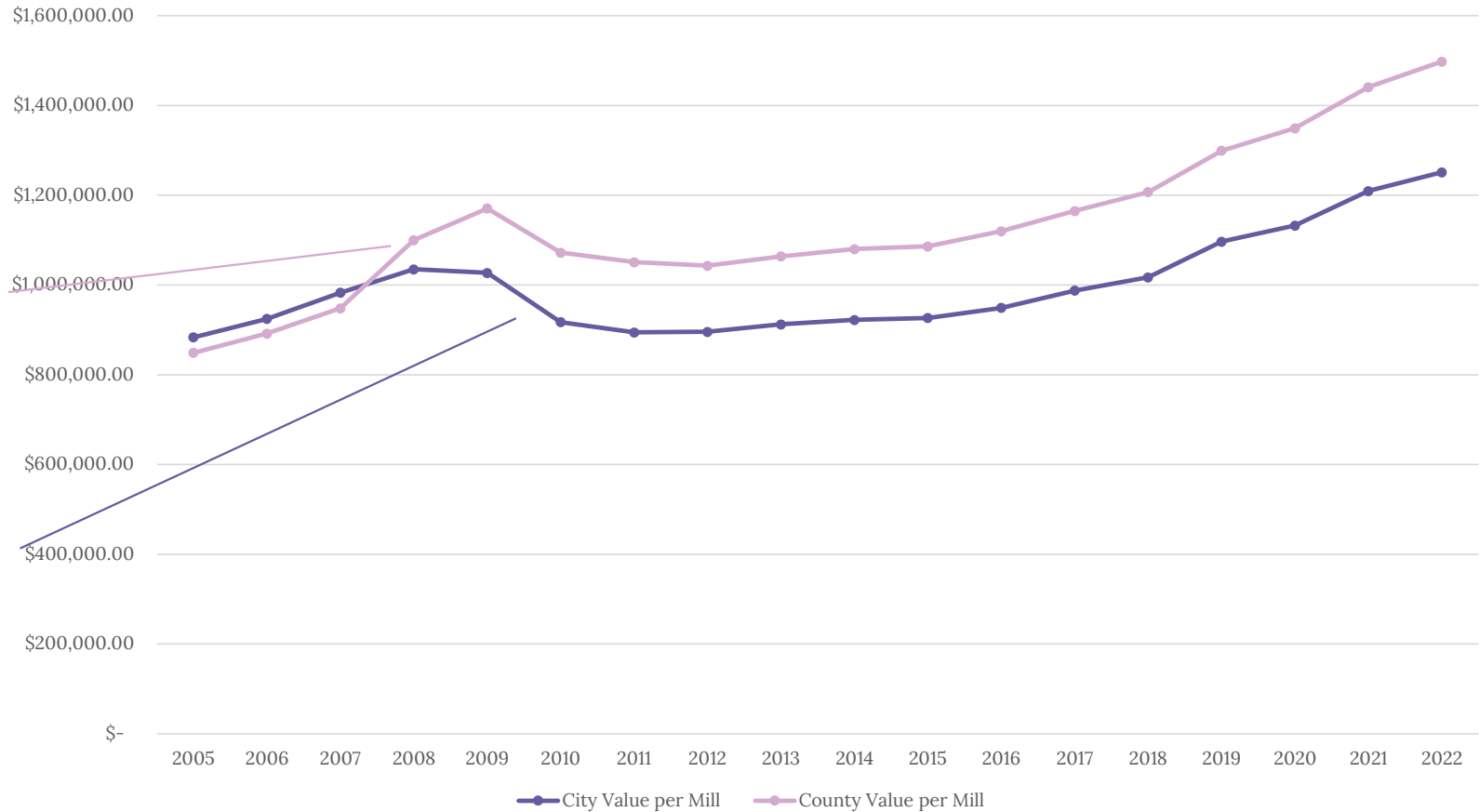
Mill rate changed over the years, so standardized to the value of one mill

County

- Average growth rate per year 4%
- Standard Deviation of avg growth per year 5%

City

- Average growth rate per year 2%
- Standard Deviation of avg growth per year 4%



Revenue Neutral Rate

- Defined (KSA 79-2988)

“Revenue neutral rate means the tax rate for the current tax year that would generate the same property tax revenue as levied the previous tax year using the **current tax year's total assessed valuation**”.
- Examples of when assessed value may be added to current year's total assessed value
 - The construction of any new structures or improvements or the remodeling of existing structures
 - Expiration of property tax abatements or TIFs
- Summary: Total assessed valuation, which is defined as total taxable value, is used as input in calculation of RNR



Revenue Neutral Rate, cont.

Example: Estimated impact on COUNTY mill levy fund mill rate and taxes levied

Property Taxes Levied and Mill Rate	Prior Year	Current Year At Constant Rate	At Revenue Neutral Rate
Existing Property Taxes Levied	\$63,816,000	\$67,645,000	\$62,290,000
New Constr., Improvements, Remodels Taxes Levied	---	\$1,601,000	\$1,475,000
Expiring Abatement Taxes Levied	---	\$56,000	\$52,000
Total Taxes Levied	\$63,816,000	\$69,302,000	\$63,817,000
Mill Rate	37.328	37.328	34.373

Note: Assume a 6% growth in existing valuation from prior to current year.

Going revenue neutral would save a homeowner \$59 annually on Wyandotte County portion of tax bill (assume home valued at \$175,000)



Revenue Neutral Rate, cont.

Example: Estimated impact on CITY/KANSAS CITY, KS mill levy fund mill rate and taxes levied

Property Taxes Levied and Mill Rate	Prior Year	Current Year At Constant Rate	At Revenue Neutral Rate
Existing Property Taxes Levied	\$58,286,000	\$61,783,000	\$56,762,000
New Constr., Improvements, Remodels Taxes Levied	---	\$1,601,000	\$1,471,000
Expiring Abatement Taxes Levied	---	\$58,000	\$53,000
Total Taxes Levied	\$58,286,000	\$63,442,000	\$58,286,000
Mill Rate	38.477	38.477	35.350
Note: Assume a 6% growth in existing valuation from prior to current year.			

Going revenue neutral would save a homeowner \$63 annually on a Kansas City, KS portion of a tax bill (assume home valued at \$175,000)



CONSUMPTION TAXES

- Sales Tax
- Tourism Tax
- Earnings Tax
- Soda Tax



Sales/Use Tax Rates, Kansas Cities of the First Class



Sales/Use Tax Rates, WyCo. Cities & Kansas City, MO



City	Total Tax Rate Non Food ¹	Total Tax Rate Food (beginning 1/1/23) ¹	Rank Among Listed Cities in Group
Wyandotte County Cities			
Bonner Springs (Wyan. Co)	9.250%	6.750%	1
Kansas City	9.125%	6.625%	2
Edwardsville	9.000%	6.500%	3
Lake Quivira (Wyan. County)	7.500%	5.000%	4
Kansas City Missouri			
Kansas City (Jackson & Platte Co.)	9.250%	6.750%	1
Kansas City (Clay Co.)	9.125%	6.625%	2
Kansas City (Cass Co.)	9.000%	6.500%	3

City	Total Tax Rate Non Food ¹	Total Tax Rate Food (beginning 1/1/23) ¹	Rank Among Listed Cities in Group
Junction City	9.750%	7.250%	1
Shawnee	9.600%	7.100%	2
Coffeyville	9.500%	7.000%	3
Leavenworth	9.500%	7.000%	3
Olathe	9.475%	6.975%	5
Fort Scott	9.400%	6.900%	6
Lenexa	9.350%	6.850%	7
Lawrence	9.300%	6.800%	8
Manhattan	9.300%	6.800%	8
Liberal	9.250%	6.750%	10
Parsons	9.250%	6.750%	10
Salina	9.250%	6.750%	10
Topeka	9.150%	6.650%	13
Kansas City	9.125%	6.625%	14
Leawood	9.100%	6.600%	15
Overland Park	9.100%	6.600%	15
Pittsburg	9.000%	6.500%	17
Prairie Village	8.975%	6.475%	18
Garden City	8.950%	6.450%	19
Atchison	8.750%	6.250%	20
Hutchinson	8.600%	6.100%	21
Dodge City	8.500%	6.000%	22
Emporia	8.500%	6.000%	22
Newton	8.500%	6.000%	22
Derby	8.000%	5.500%	25
Wichita	7.500%	5.000%	26



Sales/Use Tax Rates in Special Economic Development Areas* – Highest Rate in Each City

City	Total Sales Tax Rate, Includes Special Districts (Total City Rate + Special Eco. Devo. Rate)	Rank Among Listed Cities	City Sales Tax Rate	Special Sales Tax Rate (added to total city rate)
Leavenworth	11.500%	1	9.500%	2.000%
Olathe	11.475%	2	9.475%	2.000%
Topeka	11.150%	3	9.150%	2.000%
Kansas City	11.125%	4	9.125%	2.000%
Shawnee	11.100%	5	9.600%	1.500%
Overland Park	11.100%	5	9.100%	2.000%
Lenexa	10.350%	7	9.350%	1.000%
Lawrence	10.300%	8	9.300%	1.000%
Bonner Springs (Wyan. Cnty pt.)	10.250%	9	9.250%	1.000%
Leawood	10.100%	10	9.100%	1.000%
Edwardsville	10.000%	11	9.000%	1.000%
Wichita	9.500%	12	7.500%	2.000%
Kansas City, Missouri (Jackson Co.)	11.850%	---	8.850%	3.000%

*Special economic development areas may be relatively small geographic areas and generally do not apply to a majority of residents shopping in a community. (e.g. a special economic development area may be a shopping area or a stand alone hotel).



Sales Tax Rate Detail for Select Kansas Counties, Cities

WYANDOTTE COUNTY

KANSAS CITY, KS	Current Rates	Bonner Springs (Wyan. Co. pt.)	Current Rates	Edwardsville	Current Rates
State of Kansas	6.500%	State of Kansas	6.500%	State of Kansas	6.500%
Wyandotte County	1.000%	Wyandotte County	1.000%	Wyandotte County	1.000%
Kansas City, KS, City		Bonner Springs, City		Edwardsville, City	
General Fund	1.000%	General Fund	1.250%	General Fund	1.000%
EMS	0.250%	General Capital Improvements	0.250%	Roads, Park, Fire/EMS	0.500%
Public Safety/Infrastructure	0.375%	Public Safety & Emergency Services Capital	0.250%	Total City Rate	1.500%
Total City Rate	1.625%	Total City Rate	1.750%	Total Current Sales Tax Rate	9.000%
Total Current Sales Tax Rate	9.125%	Total Current Sales Tax Rate	9.250%		

JOHNSON COUNTY

Olathe	Current Rates	Overland Park	Current Rates	Lenexa	Current Rates	Shawnee	Current Rates
State of Kansas	6.500%	State of Kansas	6.500%	State of Kansas	6.500%	State of Kansas	6.500%
Johnson County		Johnson County		Johnson County		Johnson County	
General	0.500%	General	0.500%	General	0.500%	General	0.500%
Public Safety	0.250%	Public safety I	0.250%	Public safety I	0.250%	Law Enforcement	0.250%
Public Safety Capital & Operations Tax	0.250%	Public safety II	0.250%	Public safety II	0.250%	Public Safety	0.250%
Courthouse	0.250%	Courthouse	0.250%	Public safety III	0.250%	Courthouse	0.250%
Storm Sewers	0.100%	Stormwater	0.100%	Stormwater	0.100%	Stormwater	0.100%
Education Triangle Tax	0.125%	Research triangle	0.125%	Research triangle	0.125%	Research triangle	0.125%
Total County Rate	1.475%	Total County Rate	1.475%	Total County Rate	1.475%	Total County Rate	1.475%
Olathe, City		Overland Park, City		Lenexa, City		Shawnee, City	
General	1.000%	General	1.000%	General	1.000%	General	1.000%
Street Maintenance Sales Tax	0.375%	Street Improvements	0.125%	Parks, roads, civic center project	0.375%	Parks, Trails, Stormwater	0.125%
Parks	0.125%	Total City Rate	1.125%	Total City Rate	1.375%	Public Safety	0.125%
Total City Rate	1.500%	Total Current Sales Tax Rate	9.100%	Total Current Sales Tax Rate	9.350%	Streets, Curbs, Sidewalks	0.375%
Total Current Sales Tax Rate	9.475%					Total City Rate	1.625%
						Total Current Sales Tax Rate	9.600%



Sales Tax Rate Detail for Select Kansas Counties, Cities

Other Communities											
Lawrence		Current Rates	Leavenworth		Current Rates	Topeka		Current Rates	Wichita		Current Rates
State of Kansas		6.500%	State of Kansas		6.500%	State of Kansas		6.500%	State of Kansas		6.500%
Douglas County			Leavenworth County		1.000%	Shawnee County			Sedgwick County		1.000%
Jail & Health Buildings		1.000%	Leavenworth, City			General		0.500%	Wichita, City - No city sales tax rate		0.000%
Mental Health		0.250%	General		0.500%	Washburn University		0.650%	Total Current Sales Tax Rate		7.500%
Total County Rate		1.250%	Community Center & Capital Improvements		0.500%	Total County Rate		1.150%			
Lawrence, City			Property Tax Reduction		1.000%	Topeka, City					
General		1.000%	Total City Rate		2.000%	General		1.000%			
Streets & Infrastructure		0.300%	Total Current Sales Tax Rate		9.500%	Street, curb, gutter, sidewalks		0.500%			
Public Transit		0.200%				Total City Rate		1.500%			
Affordable Housing		0.050%				Total Current Sales Tax Rate		9.150%			
Total City Rate		1.550%									
Total Current Sales Tax Rate		9.300%									



Sales Tax Rate Detail for Select Kansas Counties, Cities

KANSAS CITY, MISSOURI	Jackson Co.	Clay Co.	Platte Co.	Cass Co.
State of Missouri	4.225%	4.225%	4.225%	4.225%
General	3.000%	3.000%	3.000%	3.000%
Education	1.000%	1.000%	1.000%	1.000%
Conservation	0.125%	0.125%	0.125%	0.125%
Parks & Soil	0.100%	0.100%	0.100%	0.100%
County Rates	1.375%	1.250%	1.375%	1.625%
County	0.500%	0.500%	0.500%	0.500%
County Law Enforcement	n/a	0.125%	0.500%	0.250%
General County, Misc.	0.250%	0.250%	n/a	0.500%
Children's Services Board	0.125%	0.250%	n/a	n/a
Transportation	n/a	n/a	0.375%	n/a
Stadium	0.375%	n/a	n/a	n/a
Zoo	0.125%	0.125%	n/a	n/a
Emergency Services	n/a	n/a	n/a	0.125%
Law Enforcement	n/a	n/a	n/a	0.250%
Kansas City, Missouri - City Rates	3.250%	3.250%	3.250%	3.250%
Capital Improvement	1.000%	1.000%	1.000%	1.000%
Public Mass Transit	0.500%	0.500%	0.500%	0.500%
KCATA	0.375%	0.375%	0.375%	0.375%
Firefighters	0.500%	0.500%	0.500%	0.500%
Public Safety	0.250%	0.250%	0.250%	0.250%
Parks	0.500%	0.500%	0.500%	0.500%
Central City Economic Development	0.125%	0.125%	0.125%	0.125%
Total Kansas City, Missouri Sales Tax Rates	8.850%	8.725%	8.850%	9.100%



Sales/Use Tax Revenue Example



\$9.13
Sales
Tax

Entity	Sales Tax
State of KS	\$6.50
WyCo	\$1.00
KCK	\$1.625
Total	\$9.125

Breakdown by
Taxing Entity



Sales/Use Tax Revenue Example

How is a dollar of
city sales tax
distributed?

City General
Fund \$0.62

Public Safety and
Infrastructure
Sales Tax \$0.23

Emergency Medical
Services Fund \$0.15



How is a dollar of
county sales
tax distributed?

City General
Fund
\$0.68

County General
Fund
\$0.25

Bonner Springs \$0.04

Edwardsville \$0.03

Lake Quivira \$0.0003



*KSA 12-192 defines the procedure for apportioning County sales tax revenues. The distribution is based on a two-part formula. The County government and the cities within the County share in the distribution.

- One-half based on city's respective share of the population of the county
- One-half based on "proportion of the total tangible property tax levies made in the preceding year".

Increasing Sales Taxes (KSA 12-189)

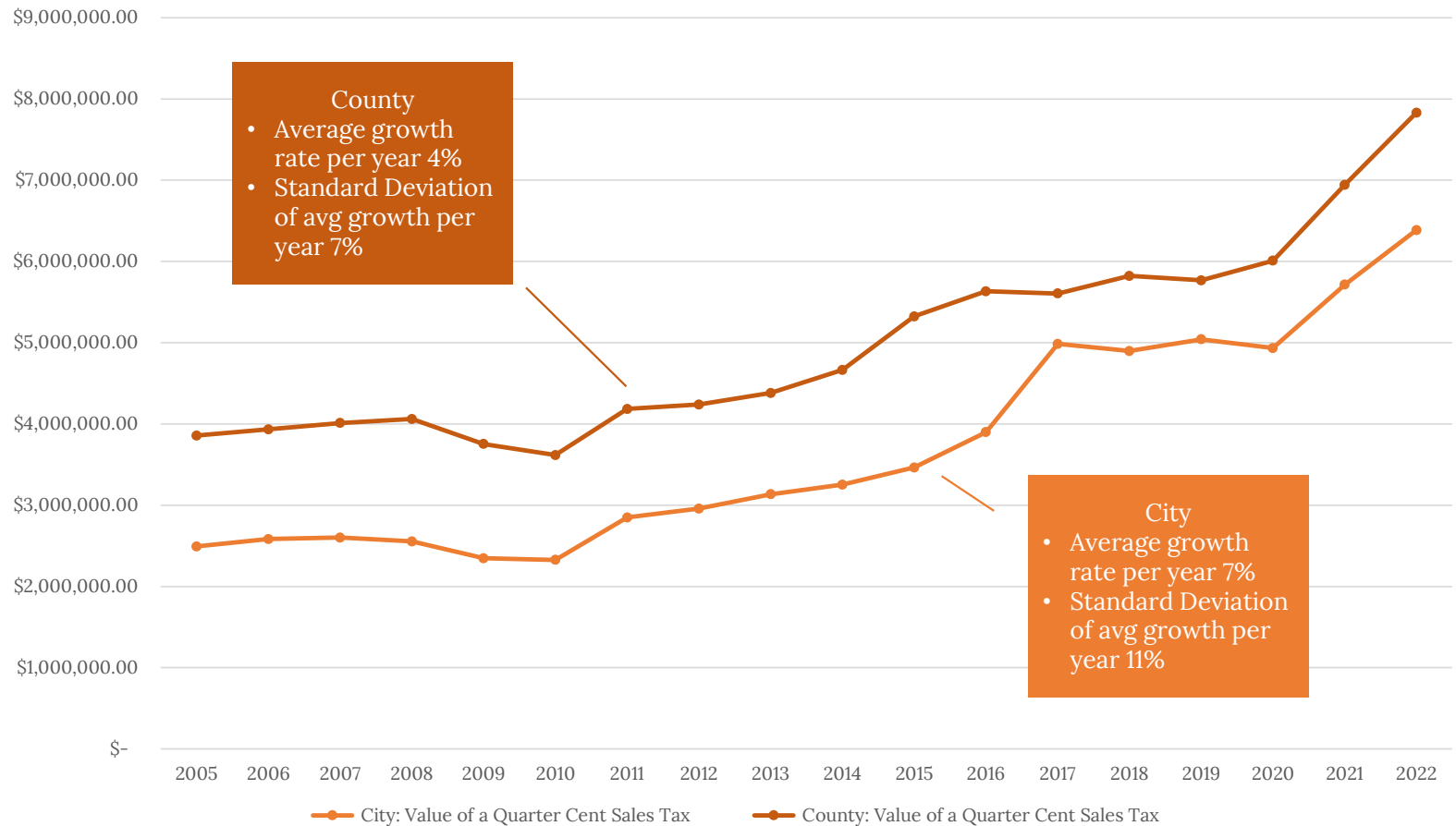
- CITIES may levy a local sales tax in five-hundredth percent increments (0.05%)
 - maximum city sales tax rate is 3% (2% general and 1% special)
 - Kansas City, KS has potential to increase general rate 1.0%; specials by 0.375%
- COUNTIES may levy a local tax in one-fourth increments (0.25%, 0.50%, 0.75% and 1.0%)
 - maximum county sales tax rate is 1.0% (legislative action required for more than 1.0%; these exemptions may include certain county related public safety and health care facilities)
 - Wyandotte Co. has no potential to increase general sales tax

APPROX. \$6.5 MILLION INCREASE IN REVENUES PER EACH 0.25% SALES TAX RATE (KCK/city only)



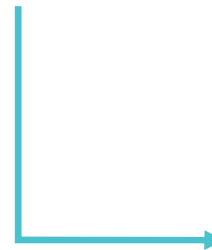
Value of a Quarter Cent Sales Tax for the City and County Since 2005

- Sales tax rate changed over the years, so standardized to the value of a quarter cent sales tax
- STAR not reflected here – after 2017, STAR adds about \$8M per year for the city and \$1M per year for the county



Transient Guest Tax

- A tax imposed on hotel stays (includes vacation rental businesses)
- Tax is imposed by city or a county if no city has imposed such tax
- Transient guest city rate is currently 8% in Kansas City, KS
- Range from 2% to 9% across Kansas



<u>CITY</u>	<u>RATE</u>
BONNER SPRINGS	6.00%
EDWARDSVILLE	6.00%
LAWRENCE	6.00%
OLATHE	6.00%
WICHITA	6.00%
LANSING	7.00%
TOPEKA	7.00%
KANSAS CITY	8.00%
LEAWOOD	8.00%
LENEXA	8.00%
MERRIAM	8.00%
ROELAND PARK	8.00%
SHAWNEE	8.00%
MISSION	9.00%
OVERLAND PARK	9.00%
KANSAS CITY, MO	7.50%



Transient Guest Tax, cont.

- In 2022, transient guest revenues were \$4.2 million (after pledged amount to special projects per development agreements)
- \$1.4 million to Visit Kansas City Kansas (per contract)
Note: contract is 2022 thru 2026; contract amount adjusts annually with changes to CPI/inflation
- Increasing transient guest tax by 1% would generate approx. \$550,000 annually



Transient Guest Tax 1% Increase Chart

	2021 Actual	2022 Amended	2023 Forecast	2024 Forecast	2025 Forecast
Gross Revenue	\$41,303,725	\$52,244,375	\$54,856,594	\$57,599,423	\$60,479,395
Current Tax Rate (8%)	\$3,304,298	\$4,179,550	\$4,388,528	\$4,607,954	\$4,838,352
Increased Tax Rate to 9%			\$4,937,093	\$5,183,948	\$5,443,146
Increase in Revenue			\$548,565	\$575,994	\$604,794
Total Forecast Increase			\$548,565	\$1,124,560	\$1,729,354



UG Revenue Detail Supplement Example

The **Emergency Medical Services** fund revenue is budgeted over \$12.4 million in 2023, making up less than 3% of UG revenues.

- Primary funding sources driving the EMS fund are Sales and Use Taxes (67%) and EMS Use Charges (30.7%) making up 97.7% of budgeted revenues.

The **Sunflower Hills Golf** fund revenue is budgeted over \$1.2 million in 2023 and makes up about 1/4% of UG revenues.

- Primary funding sources driving the Sunflower Hills Golf Fund are Greens Fees (57.6%) and Cart Rental Fees (39.1%) making up 96.7% of budgeted revenues.

		Revenue Detail	2023 Budget	% of Fund Revenue	% of Certified Funds
564 - Emergency Medical Services					
	41 - Tax Revenue	Sales Tax - City	\$ 6,727,500.00	54.06%	1.59%
		Compensating Use Tax-City	\$ 1,635,944.96	13.14%	0.39%
		Federal - Other Grants	\$ -	0.00%	0.00%
	44 - Charges for Services	EMS Event Fees	\$ 40,000.00	0.32%	0.01%
		EMS Memberships	\$ 15,000.00	0.12%	0.00%
		EMS Use Charges	\$ 3,824,800.00	30.73%	0.90%
		Collection Agency Revenue	\$ 67,400.00	0.54%	0.02%
		Setoff Program Revenue	\$ 120,000.00	0.96%	0.03%
	46 - Interest Income	Interest - Investments	\$ 5,000.00	0.04%	0.00%
	48 - Reimbursements	Reim Expense-Other	\$ 10,000.00	0.08%	0.00%
		Cancelled Prior Year PO's	\$ -	0.00%	0.00%
	564 - Emergency Medical Services Sub-Total		\$ 12,445,644.96	100.00%	2.94%
565 - Sunflower Hills Golf					0.00%
	44 - Charges for Services	Sunflower Hills-Snack Bar Fees	\$ 16,000.00	1.32%	0.00%
		Sunflower Hills Golf-Green Fee	\$ 700,000.00	57.62%	0.17%
		Sunflower Hills-Cart Rental Fe	\$ 475,000.00	39.10%	0.11%
		Youth Sports Fees	\$ 3,800.00	0.31%	0.00%
	46 - Interest Income	Interest - Investments	\$ 5,000.00	0.41%	0.00%
	49 - Other Financing Sources	Operating Transfers-In	\$ 15,000.00	1.23%	0.00%
	565 - Sunflower Hills Golf Sub-Total		\$ 1,214,800.00	100.00%	0.29%

