



CITY OF OLATHE, KANSAS
APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS
(IRB)
New Business to Olathe

This application is submitted in conformance with the city's tax abatement policy. It is understood that the city may require in lieu payments for property which becomes tax exempt. The attached sheet(s), if any, are submitted as Exhibit A of this application. This application must be submitted within sufficient time to meet procedural requirements of the abatement policy, (refer to the tax abatement calendar).

A non-refundable \$4,000 application / filing fee must accompany this application. If bonds are issued, the City will require an issuance fee of .0025 of the first \$40 million of bonds issued plus .0020 of the amount of bonds issued in excess of \$40 million (issuance fee shall not be less than \$2,500 or more than \$250,000). For warehouse distribution or logistics-type projects the City will require an issuance fee of .0030 of the par amount of bonds being issued (which amount shall not be less than \$2,500 or more than \$250,000). Additionally, the applicant shall be responsible for bond counsel fees, trustee fees and other fees associated with the issuance of the bonds. See Section 6 of Resolution No. 22-1080 and contact Bond Counsel for a more detailed explanation of the fees.

Blue Springs Safety Storage South, LLC and assigns

Applicant's Name

luke@safetyministorage.com

816-229-8115

Applicant's Email Address

Telephone Number

1120 NW Eagle Ridge Blvd., Grain Valley, MO 64029

Applicant's Address

Luke White

See above.

Name and Title of Responsible Officer/Contact

Telephone Number

Same as above.

Address (if other than corporate address)

Curt Petersen, Polsinelli PC

Attorney for Applicant

cpetersen@polsinelli.com

913-234-7458

Attorney's Email Address

Telephone Number

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

Attorney's Address

N/A - Applicant will purchase bonds

Bond Purchaser/Underwriter for Applicant

Bond Purchaser/Underwriter's Address

Telephone Number

Same as above.

Bond Counsel for Applicant

Bond Counsel's Address

Telephone Number

I. BUSINESS INFORMATION

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

Commercial real estate development and operations.

B. Is the applicant (or its parent) a proprietorship, partnership, or corporation (LLC)?

Corporation (LLC)

C. Year and State of incorporation 2012, Missouri

If proprietorship, partnership, or close corporation, list the names of owners and the approximate amounts owned by each of its principal stockholders.

Anthony Ward - 25%

Clayton Ward - 25%

Cassandra Ward - 25%

David Ward - 25%

D. List the names and titles of the officers of the applicant firm:

Luke White - VP Development

Jeff Ganadan - CFO

Bryan Rahn - Director of Development

Anthony Ward - Member

Clayton Ward - Member

David Ward - Member

Brent Nagel - VP Operations

E. Are you pursuing an other incentives offered by another government entity? No
If yes, please indicate below what the other incentives are.

II. THE PROJECT

Briefly describe the nature of the proposed project, including information as to the structure itself (size of building, amount of land to be purchased, etc.), whether it is an expansion of an existing facility or the construction of a new facility, and what products or services are to be manufactured or provided there.

Construct business park (flex office and industrial) consisting of approximately 13 buildings totaling approximately 1,549,955 SF along with all associated site work and infrastructure.

A. Approximate amount requested for:

Land (Attach a legal description of property as <u>Exhibit A</u>)	\$ 4,616,488
Building	\$ 88,746,033
Machinery and Equipment	\$ 21,788,624
Pollution Control Facilities	\$
Other Costs*	\$ 137,714,556
Total	\$ 252,865,701

* State other costs:

Other costs include Park Infrastructure (\$65,911,540), Sitework (\$32,284,150), and Soft Costs (\$39,518,866)

B. Does the applicant, or its parent, presently have offices or industrial facilities located in Olathe, Kansas?

No _____ If yes, please describe below.

C. Will you be relocating from your existing Olathe facilities to new facilities constructed by this project?

No _____ If yes, what will you be doing with your existing facilities after relocating?

D. Where is the location of the project?

NEQ of 167th St and US 169 Highway.

E. Is the prospective location properly zoned? No

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

Pending:

F. Describe the type of buildings to be constructed and type of machinery and equipment to be financed:

Approximately 1,549,955 SF of flex office and industrial buildings and all associated site work and infrastructure.

G. Will the applicant be in direct competition with other local firms?

No

If yes, name the firms and describe the nature of the competition:

H. Are adequate public streets and utilities available to the proposed site?

Yes

I. Specify if unusual demands for water and sewer will be made:

N/A

J. Per the City IRB policy, an applicant is required to use City of Olathe solid waste service upon the start of the abatement period. Please indicate that you understand this requirement by answering yes: Yes

If you have a current existing contract with another contractor, please indicate below when that will expire. If you have any extenuating circumstances that would result in the City not being able to adequately serve your needs, please indicate those below:

K. What percentage of usable floor space will be occupied by applicant? 0%

What percentage will be occupied by other occupants? 100% If known, indicate each occupant below:

L. Name and address of construction contractor and/or architect:

Contractor: Fogel-Andgerson Construction c/o Bryan Buser, 1212 E 8th Street, Kansas City, MO 64106

Architect: Powell CWM c/o Nathan Boen, 3200 S. State Route 291, Bldg. 1, Independence, MO 64057

M. How many persons will be employed at the project? 1033

Will this project represent an increase in employment opportunities in Olathe, Kansas? Yes

*** Please complete Appendix I on page 10.**

N. Briefly describe the approximate number of persons to be employed by the project at all levels.

(e.g. - management, office, skilled and unskilled):

Management: 154

Non-management: 879

O. What dollar amount and percentage of the applicant's total projected annual sales for the next ten (10) years, is expected to be generated by the project?

Less than 5%.

P. What percentage of sales will be sold locally? _____ Is this percentage increasing, decreasing, or remaining stable from the current trend? Increasing

Q. What is the estimated annual amount of merchandise and services purchased locally by the applicant?

N/A

R. Is there likelihood for expansion of the proposed facility within three (3) years? Yes

If such expansion is contemplated, please describe below:

There will be three different phases to implement the approximately 13 flex office and industrial buildings anticipated to be constructed.

III. FINANCING

A. Have arrangements been for the marketing of the bonds? No

If yes, please proceed to answer 1 - 7.

If no, please proceed to answer 8 - 12.

1. Describe interest rate structure and term of bonds below:

2. Will the applicant pledge any assets other than the project itself to secure the bonds?
3. Will a bond and interest reserve be provided for? No If yes, state amount and source of funding.
4. Does the applicant have any major contractual arrangements that would tend to assure, or be a detriment to, the successful financing and marketing of the proposed bonds? No If yes, describe below:
5. Has a bond underwriter determined whether or not the bonds are marketable? No
If yes, describe its determination below:
6. Indicate whether bonds will be publicly or privately placed. Privately
7. Does the applicant, or its parent, intend to purchase all or any part of the proposed bond issue?
Yes, applicant will purchase all bonds.
8. What portion of the project will be financed from funds other than bond proceeds, and what is the source of such funds?
Project will be 100% privately financed, with IRBs reimbursing costs of land acquisition, construction, and FF&E.
9. What will be the applicant's equity investment? Please describe:
100%
10. Has the applicant considered conventional financing? No

11. Indicate name of primary officer, institution name, and address of trustee and/or fiscal agent.
BOKF, Wendee Peres, 2405 Grand Boulevard, Suite 840 Kansas City, Missouri 64108

12. Proposed date of issuing bonds: Issuances requested for each building as constructed.

B. List below previous participation in IRB financing:

Prior to the contractor starting construction on the project, the applicant shall notify the City Clerk whether or not to proceed with an application for a sales tax exemption from the state of Kansas. Prior to, or at completion, of the project, the applicant shall inform the City Clerk to proceed with the issuance of the industrial revenue bonds and filing with the state board of tax appeals for a tax abatement on the project.

V. TAXES

A. What is the requested tax abatement term in years? 10 Percentage requested 50 %

B. If a Fixed PILOT payment is proposed for the project, please outline proposed structure:

Applicant wishes to establish a master IRB resolution of intent that contemplates approximately 1,549,955 SF of flex office/warehousing space located in approximately thirteen buildings. With each individual issuance, Applicant would like the option to fix the PILOT at 50% of the then comparable market value.

- C. Under normal circumstances, the City will require payment in lieu of payments for property which becomes tax exempt. If tax abatement is requested, please describe special features or benefits of the project, which would justify tax abatements at the requested percentage and term. Include information about other local revenues associated with the project, such as sales taxes and franchise fees.

VI. CERTIFICATION OF APPLICANT

Applicant understands and agrees to pay all fees described on Page 1 of this application.

Applicant agrees to comply with the provisions of Chapter 2.82 of the Olathe Municipal Code (the "Code") regarding Public Art for the Project, or to pay the necessary payment to the City's Public Art Fund. Applicant agrees to comply with Section 2(D) of Policy No. F-5, Resolution 22-1080.

It is understood that a performance agreement shall be required, as set forth in the City's tax abatement policy, for applications requesting tax abatement. I hereby swear that the foregoing and attached information dated this 1st day of March 2024, is true and correct to the best of my knowledge.

Applicant understands that the City reserves the right to ask for additional financial information, including, but not limited to financial reports, credit ratings, shareholder reports, on-going litigation information and proforma statements.

Signed _____
Name

By _____
Title of Responsible Officer

APPENDIX I*
EMPLOYMENT INFORMATION
APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS

State law requires a fiscal impact analysis be performed prior to the issuance of a tax abatement. Information provided in sections below of Appendix I is essential in order for the city to meet this requirement.

Current number of employees at firm's present site. ⁰ _____

Occupational Classification	Total	Average Starting Wage	Average Maximum Wage	Number By County of Residence *
Management	154			Johnson 108
				Other 46
				Johnson
				Other 46
Non-Management	879			Johnson 615
				Other 264
				Johnson
				Other
				Johnson
				Other
				Johnson
				Other

EXHIBIT A

Insert or attach here:

All that part of the Southwest Quarter and Northwest Quarter of Section 13, Township 14 South, Range 23 East, in the City of Olathe, Johnson County, Kansas, being more particularly described as follows:

Commencing at the Southwest corner of the Southwest Quarter of said Section 13; thence N 87°52'31" E, along the South line of the Southwest Quarter of said Section 13, a distance of 66.30 feet to a point on the East right-of-way line of Burlington Northern Railroad, as now established, said point also being the Point of Beginning; thence along the East right-of-way line of said Burlington Northern Railroad, for the following seven (7) courses thence N 2°18'27" W, a distance of 2646.72 feet to a point on the South line of the Northwest Quarter of said Section 13; thence N 87°57'03" E, along the South line of the Northwest Quarter of said Section 13, a distance of 18.00 feet; thence N 2°00'36" W, a distance of 161.82 feet; thence Northerly on a curve to the right, said curve being tangent to the last described course and having a radius of 5661.58 feet, an arc distance of 1169.92 feet to a point on the South line of the Northwest Quarter of the Northwest Quarter of said Section 13; thence S 87°59'31" W, along the South line of the Northwest Quarter of the Northwest Quarter of said Section 13, a distance of 18.39 feet; thence Northerly on a curve to the right, said curve having an initial tangent bearing of N 9°47'30" E and a radius of 5679.58 feet, an arc distance of 350.11 feet; thence N 13°19'25" E, a distance of 633.09 feet; thence N 88°01'58" E, a distance of 401.80 feet; thence N 1°58'02" W, a distance of 372.34 feet to a point on the North line of the Northwest Quarter of said Section 13; thence N 88°01'58" E, along the North line of the Northwest Quarter of said Section 13, a distance of 415.86 feet; thence S 1°50'23" E, a distance of 130.51 feet; thence Southerly on a curve to the left, said curve being tangent to the last described course and having a radius of 300.00 feet, an arc distance of 134.18 feet; thence Southerly on a curve to the right, said curve being tangent to the last described course and having a radius of 300.00 feet, an arc distance of 133.85 feet; thence S 1°58'56" E, a distance of 680.56 feet; thence Southerly on a curve to the right, said curve being tangent to the last described course and having a radius of 500.00 feet, an arc distance of 135.34 feet; thence Southerly on a curve to the left, said curve being tangent to the last described course and having a radius of 500.00 feet, an arc distance of 120.23 feet to a point on the North line of the Southwest Quarter of the Northwest Quarter of said Section 13; thence N 87°59'31" E, along the North line of the Southwest Quarter of the Northwest Quarter of said Section 13, a distance of 66.44 feet to the Northeast corner of the Southwest Quarter of the Northwest Quarter of said Section 13; thence S 1°58'56" E, along the East line of the Southwest Quarter of the Northwest Quarter of said Section 13, a distance of 1322.53 feet to the Southeast corner of the Southwest Quarter of the Northwest Quarter of said Section 13; thence S 87°57'03" W, along the North line of the Southwest Quarter of said Section 13, a distance of 61.79 feet; thence Southerly on a curve to the left, said curve having an initial tangent bearing of S 11°51'37" E and a radius of 500.00 feet, an arc distance of 46.57 feet; thence S 17°11'48" E, a distance of 500.63 feet; thence Southerly on a curve to the right, said curve being tangent to the last described course and having a radius of 500.00 feet, an arc distance of 134.72 feet; thence S 1°45'34" E, a distance of 685.92 feet; thence Southerly on a curve to the right, said curve being tangent to the last described course and having a radius of 500.00 feet, an arc distance of 182.35 feet; thence S 19°08'12" W, a distance of 351.47 feet; thence Southerly on a curve to the left, said curve being tangent to the last described course and having a radius of 1000.00 feet, an arc distance of 364.71 feet; thence S 1°45'34" E, a distance of 435.21 feet to a point on the South line of the Southwest Quarter of said Section 13; thence S 87°52'31" W, along the South line of the Southwest Quarter of said Section 13, a distance of 1125.38 feet to the point of beginning, containing 6,081,192 square feet or 139.6049 acres, more or less.