

April 1, 2025

Single-Series Bond Request under a Master Resolution
Blue Springs Safety Storage South, LLC and assigns
(Ward Development)
Industrial Revenue Bond & Tax Phase-In Project
Executive Summary



Located on a total of 6% the following parcel:
DF231413-1001

Introduction

The City has received a \$21,475,000 industrial revenue bond application from Blue Springs Safety Storage South, LLC and assigns ("Applicant") for the construction of an industrial and warehouse facility on approximately 3.5 acres of a 59 acre parcel in the Park 169 Commerce Center at the southeast quadrant of 169 Highway and 159th Streets. This project is applying under the master resolution for Blue Springs Safety Storage South, LLC approved in 2024. The Applicant seeks a single-series resolution for this project to receive an approximate 10-year, 50% property tax phase-in in conjunction with the issuance of the City's industrial revenue bonds. This project is applying for and falls under the City's tax abatement policy for a business under a master resolution, Resolution 24-1075 and Policy F-5 with an investment of over \$3 million.

Bonds for this project are expected to be issued a single series. The bonds to be issued would allow the Applicant to construct a 62,000 square foot industrial facility on a 3.5-acre parcel and to complete site and infrastructure work associated with the overall project. The Applicant requests issuance of an amount not to exceed \$21,475,000 of industrial revenue bonds for construction of the building. The proceeds from the bonds would be divided as follows: \$177,507 of the bonds would cover costs to acquire the land and \$9,424,000 of the bonds would cover costs to construct the building and \$11,873,493 of the bonds would cover associated development costs including site work and soft costs.

The following information about this request relates to the projected impacts of the project planned for construction and was derived from the attached application materials.

Employment

The project is expected to create 50 new jobs over the next 10 years. The average salaries are expected to be \$48,000 in the first year, growing to \$62,629 in year 10. These jobs would create approximately \$25 million in new wages to the Olathe economy over the life of the abatement.

Machinery & Equipment

This application does not include any bond proceeds to purchase furniture, fixtures and equipment in this request. However, it is expected that the tenant will incur these costs and will include additional sales tax revenue for the City.

IRB Request

This series request is to issue industrial revenue bonds in a single series not to exceed \$21,475,000 for the construction of 62,000 square feet of space. It is anticipated that the bonds will be taxable industrial revenue bonds backed by the revenue generated from the facility. The applicant plans to purchase the bonds.

Tax Abatement Request

The Applicant is requesting an approximate 10-year, 50% property tax-phase in for its project, under the City's Tax Abatement Resolution 24-1075 and Policy F-5. The abatement would be for the new investment in improvements associated with the request to issue bonds for the project. The level of capital investment meets the criteria for a 10-year property tax abatement for a new business in a master resolution under the City's tax abatement policy as the industrial facility will result in a total investment of over \$3 million.

Taxes

Current estimated property taxes generated for this property (6% of parcel) (all jurisdictions): \$70 (city portion of taxes - \$14) based on a 2024 appraised value of \$1,961 and an assessed value of \$593). The future property taxes generated by this project have been computed using a targeted level of real property estimated appraised value at build out that is \$7,068,000 (75% of investment in the building only – excludes other costs). This investment will result in approximately \$205,763 in annual property taxes at full value for all taxing jurisdictions, and \$42,833 in property taxes to the City. With a 50% property tax abatement, the tax revenue will be approximately \$1,028,816 for all jurisdictions over the 10-year abatement period, and \$214,165 to the City over the 10-year abatement period.

Sales

The project will increase new annual sales throughout the duration of the project for the tenant and are projected to be \$93,000 each year of the 10-year abatement. A total of \$930,000 in additional sales is attributed to this project.

Special Assessments

There are currently no special assessments associated with this property.

Franchise Fees

It is expected that the project will generate \$4,869 in new franchise fees each year of the 10-year period.

Wastewater & Garbage

The applicant anticipates generating an additional \$3,080 in revenue from increased trash and sewer service during the 10-year abatement period.

Local Competition

The applicant will be in competition with other local development projects of similar nature.

Annual Purchases

The applicant has projected that the project would generate approximately \$229,984 in new operating expenditures over the life of the tax phase-in.

Cost-Benefit Analysis

As required by Kansas law, staff completed a cost-benefit analysis of the project on the City of Olathe. The Kansas, Inc. model reflects the impact upon the city, county, school districts, and state. A variety of information concerning the firm, the construction, and the community was input into the model.

The cost-benefit model shows that the facility will have a benefit to cost ratio of 1.33 to 1 for the City of Olathe, which translates into an annual rate of return on the City's investment of taxes abated of 133.59%. The payback period for incentives and taxes abated will be approximately 7 years.

County & School District Impact

It is expected that the project will bring approximately 65 total new jobs (direct and in-direct) to the City, with 78 new residents moving into Johnson County over the next 10 years. This project will be located in both the Olathe School District. Of the new residents, 50% are expected to move into the Olathe School District. The impact on the school district would be about 12 new students over the next 10 years. Per Kansas law, the City will provide written information to the County and the School District pertaining to this request.

Performance Agreement

The applicant has been informed that a performance agreement will be required as part of a tax abatement for the project which is locating on approximately 6% of parcel: DF231413-1001. The minimum targeted expenditures would be approximately 80% of the projected bond issuance for this project, or \$17,180,000.