



**CITY OF OLATHE, KANSAS**  
**APPLICATION FOR ISSUANCE OF INDUSTRIAL REVENUE BONDS**  
**(IRB)**  
**Master Park Resolution - New Business to Olathe**

This application is being submitted under a Master Resolution of Intent approved for Issuance of Industrial Revenue Bonds by the City Council on ~~6,000,000~~ August 5, 2008, amended October 21, 2014

*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 \$2,000 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.21-1074 and contact Bond Counsel for a more detailed explanation of the fees.

Scannell Properties #717, LLC

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**Applicant's Name**

cam.duff@scannellproperties.com

816-217-8181

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**Applicant's Email Address**

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**Telephone Number**

8801 River Crossing Blvd #300, Indianapolis, IN 46240

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**Applicant's Address**

Cam Duff, Director of Development

816-217-8181

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**Name and Title of Responsible Officer/Contact**

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**Telephone Number**

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**Address (if other than corporate address)**

Courtney Kanzinger

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**Attorney for Applicant**

courtneyk@scannellproperties.com

317.979.5841

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**Attorney's Email Address**

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**Telephone Number**

8801 River Crossing Blvd #300, Indianapolis, IN 46240

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**Attorney's Address**

TBD

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**Bond Purchaser/Underwriter for Applicant**

TBD

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**Bond Purchaser/Underwriter's Address**

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**Telephone Number**

TBD

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**Bond Counsel for Applicant**

TBD

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**Bond Counsel's Address**

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**Telephone Number**

## I. BUSINESS INFORMATION

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

Real Estate Development & Investment

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

Corporation (LLC)

C. Year and State of incorporation 2023, Delaware

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

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

Marc Pfleging, Manager  
David Duncan, Manager  
Ralph Shiley, Manager  
Douglas Snyder, Manager  
Robert Scannell, Manager

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.

A build-to-suit for approx. 729,120 sf warehouse on approx. 57 acres for General Mills. The facility will be used to store and distribute pet food products for General Mill's Blue Buffalo brand.

### A. Approximate amount requested for:

Land (Attach a legal description of property as <u>Exhibit A</u> )	\$ 6,000,000
Building	\$ 58,000,000
Machinery and Equipment	\$ 257889
Pollution Control Facilities	\$
Other Costs*	\$ 7,336,390
Total	\$ 71,594,289

### \* State other costs:

\*Soft costs (design, permitting, legal, financing/carry costs, etc.)

Land is \$6,000,000. There is an error in the form.

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

Yes If yes, please describe below.

We developed Building 3 within I-35 Logistics Park which was leased to Clorox. We recently finished construction on Building 4 within I-35 Logistics Park and have approx. 30% leased to GXO Logistics with the balance being marketed to other tenants. We plan to construct 3 more buildings within the park over the next few years.

### 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?

This is a new facility. The tenant is not relocating from an existing facility in Olathe.

D. Where is the location of the project?

Within the I-35 Logistics Park (NW corner of Old 56 Hwy & W 159th St)

E. Is the prospective location properly zoned? Yes

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:

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

A 40' clear height, cross-dock concrete warehouse/distribution facility. The aesthetics of the facility will match Building 1 & 2 in I-35 Logistics Park.

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:

Water/Sewer usage is anticipated to be standard for this type of building.

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:

729,120 sf - General Mills

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

Alston Construction Company, Inc., 1901 Butterfield Road, Suite 1020, Downers Grove, IL 60515  
Gray Design Group, 9 Sunnen Dr #110, St. Louis, MO 63143

M. How many persons will be employed at the project? 81

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):

See Appendix I.

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?

\$10M to \$50M of sales per year is expected to be generated out of this facility. Total sales in 2023 was \$700M.

P. What percentage of sales will be sold locally? 0% Is this percentage increasing, decreasing, or remaining stable from the current trend? Remaining stable

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

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

If such expansion is contemplated, please describe below:

The building is designed to accommodate a 300k sf expansion. Timing of the expansion is TBD.

### 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. Publicly
7. Does the applicant, or its parent, intend to purchase all or any part of the proposed bond issue?
8. What portion of the project will be financed from funds other than bond proceeds, and what is the source of such funds?  
None, N/A.
9. What will be the applicant's equity investment? Please describe:  
TBD, but atleast 15%.
10. Has the applicant considered conventional financing? Yes

11. Indicate name of primary officer, institution name, and address of trustee and/or fiscal agent.

Developer is currently considering multiple institutions for financing this project.

12. Proposed date of issuing bonds: \_\_\_\_\_

B. List below previous participation in IRB financing:

Building #3 & #4 in I-35 Logistics Park.

**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:

TBD

- 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.

The proposed project is expected to stimulate growth and development within Olathe by providing a new source of employment and additional tax and utility revenue for the community. Additionally, Developer is planning to perform public infrastructure improvements including road, sewer and utility extensions along 159th Street that will further benefit the community.



## 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 21-1074.

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 16th day of January 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 **Cam Duff**  
Digitally signed by Cam Duff  
DN: C=US,  
E=cam.duff@scannellproperties.com,  
O=Scannell Properties, CN=Cam Duff  
Date: 2024.01.16 14:33:48-06'00'  
\_\_\_\_\_  
*Name*

By Director of Development  
\_\_\_\_\_  
*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. \_\_\_\_\_

<b>Occupational Classification</b>	<b>Total</b>	<b>Average Starting Wage</b>	<b>Average Maximum Wage</b>	<b>Number By County of Residence *</b>
Management	6	\$102,491/yr		Johnson 4
				Other 3
Office/Clerical	14	\$22.30/hr		Johnson 11
				Other 3
Professional	3	\$30.11/hr		Johnson 2
				Other 1
Skilled	58	\$22.67/hr		Johnson 31
				Other 27
				Johnson
				Other
				Johnson
				Other

## **EXHIBIT A**

Insert or attach here: