

# **A Tax Abatement Cost-Benefit Analysis of K/H Jensen Speculative Warehouse BLD D**

**City or County where the firm is or will be located:** City of Olathe

**Date of Analysis:** Tuesday, November 12, 2019

**Description of the firm's location or expansion in the community:**  
600,000 sf

**This report includes an analysis of costs and benefits from the firm for the following taxing entities, where the firm is or will be located. These taxing entities, with the exception of a neighboring school district, if shown, are considering tax abatements or incentives for the firm:**

<b>City:</b>	<b>Olathe</b>
<b>County:</b>	<b>Johnson</b>
<b>School District:</b>	<b>Gardner Edgerton Schools</b>
<b>A neighboring School District:</b>	<b>Olathe School District</b>
<b>Special Taxing District:</b>	<b>Johnson County Community Colleg</b>
<b>Special Taxing District:</b>	<b>School District Excluded Mills</b>
<b>State of Kansas</b>	

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Data Used in this Analysis, if included , follows the Costs and Benefits for the State of Kansas

## **About this Cost-Benefit Analysis Report**

This cost-benefit analysis report was prepared using the Kansas Tax Abatement Cost-Benefit Model - a computer program that analyzes economic and fiscal impact. The pages that follow, in this report, show the impact that the firm included in this analysis, the firm's employees and workers in spin-off jobs will have on the community and the state.

The economic impact over the next ten years is calculated along with the accompanying public costs and benefits for the State of Kansas and the taxing entities included in this analysis.

This analysis also shows the effect of tax abatements and incentives that may be considered for the firm

Here is how the analysis was performed:

1. Data was entered for the state and community's tax and other rates; the firm and its employees; tax abatements and other incentives being considered for the firm; construction activity; and expected visitors.

2. Using the data entered, as well as some rates built into the computer program, calculations were made of the economic impact of the firm along with the related costs and benefits.

The calculations of impact include direct, indirect and induced impact. Regional economic multipliers, specific to the firm's industry group, were used by the program to calculate the direct and induced or spin-

These are the report sections:

**Summary of Costs and Benefits for all Taxing Entities** This report page summarizes the costs and benefits for all taxing entities resulting from the firm and from new direct, indirect and induced jobs.

**The Economic Impact that the Firm will have on the Community** This report page shows the number of direct, indirect and induced jobs that will be created in the community, the number of new residents and additional school children, and increases in local personal income, retail sales, economic activity and the property tax base in the first year and over the next ten years.

**Costs and Benefits for Each Taxing Entity** These report pages summarize the costs and benefits for the State of Kansas and for each taxing entity as a result of the firm locating or expanding in the Kansas community.

The public benefits include additional revenues from the firm and employees for your taxing entities - - - sales taxes, property taxes, utilities, utility franchise fees, other payments by new residents, payments by the firm and additional school funding. Public costs include the additional costs of public services for new residents and the firm, costs of educating new students that move to the school district, along with tax abatements and incentives provided to the firm.

In addition to a presentation of public costs and benefits, this report also computes the present value of net benefits to be received by each taxing entity; the payback period for incentives and taxes to be abated; the rate of return on investment for each entity and cost-benefit ratios.

### Present Value

The present value of the expected cash flow over the next ten years - the excess of benefits over cost - for each entity was computed. Present value is a way of expressing in today's dollars, dollars to be paid or received in the future. Today's dollar and a dollar to be received or paid at differing times in the future are not comparable because of the time value of money. The time value of money is the interest rate or each taxing entity's discount rate. The analysis uses a discount rate that is entered to make the dollars comparable--by expressing them in today's dollars or in present value.

Generally, a positive present value indicates an acceptable investment.

### Payback Period

The investment payback period for each taxing entity was computed. This analysis views the financial incentives, including tax abatement, that the taxing entities are considering for the firm as an investment that the public will be making in the company. The payback period, therefore, is the number of years that it will take each taxing entity to recover the cost of incentives from the net annual benefits that they will receive. This payback period also shows the point in time where the cost and benefits are equal for the level and length of tax abatements and incentives being granted.

The payback period is a basis for judging the appropriateness of providing incentives to a firm. Generally, the shorter the payback period the better the investment.

### Rate of Return on Investment

The rate of return on investment for each taxing entity was also computed. As with the computation of payback, the rate of return analysis views the incentives that each taxing entity is considering as an investment that the public will be making in the company. The rate of return, therefore, is annual rate of return, over the next ten years, on each taxing entity's investment in the firm.

Generally, a rate of return in excess of the taxing entity's cost of capital is considered desirable.

### Cost-Benefit Ratio

The cost-benefit ratio for each taxing entity was also computed. This ratio compares public benefits over a ten year period from the new or expanding firm to public costs during the same period. For example, a cost-benefit ratio of 1.55 (or 1.55 to 1) shows that ten year benefits are 155 percent of public costs. Conversely, a cost-benefit ratio of .75 shows that public benefits are only 75 percent of public costs -- costs exceed benefits.

Generally, a cost-benefit ratio of 1.30 to 1 is considered acceptable for a taxing entity to grant tax abatements and other financial incentives to a firm.

**Data Used in this Analysis** These report pages, if included, show the data used in this cost-benefit analysis.



## Summary of Costs and Benefits for all Taxing Units

### Benefits:

	Sales Taxes	Property Taxes	Utilities and Utility Franchise Fees	Corporate and Personal Income Taxes	Additional School Funding	Other Revenues	Total Benefits
City: Olathe	\$656,935	\$2,025,350	\$285,000				
County: Johnson	\$776,852	\$1,838,944				\$912,368	\$3,879,653
S. D: Gardner Edgerton		\$3,790,717				\$1,854,025	\$4,469,821
S. D: Olathe School Distri		\$0			\$3,885,116		\$7,675,833
Johnson County Commu		\$772,783			\$0		\$0
School District Excluded		\$665,498				\$394,273	\$1,167,056
State of Kansas	\$3,919,768	\$1,118,390		\$3,624,340		\$22,434,078	\$23,099,577
						\$969,677	\$9,632,175

### Costs, Incentives and Taxes Abated:

	Costs of Services for the Firm and New Residents	Costs of Educating New Students	Taxes Abated	Incentives	Total Costs, Incentives and Taxes Abated
City: Olathe	\$1,997,031		\$1,008,903		
County: Johnson	\$744,889		\$914,073	\$0	\$3,005,934
S. D: Gardner Edgerton		\$3,885,116	\$1,892,261	\$0	\$1,658,962
S. D: Olathe School Distri		\$0			\$5,777,377
Johnson County Commu	\$179,844		\$383,041		\$0
School District Excluded	\$37,122,426		\$0		\$562,885
State of Kansas	\$858,031	\$2,447,529	\$558,067	\$0	\$37,122,426
					\$3,863,627

Net Benefits:

	Total Benefits	Total Costs Incentives and Taxes Abated	Net Benefits
City: Olathe	\$3,879,653	\$3,005,934	\$873,718
County: Johnson	\$4,469,821	\$1,658,962	\$2,810,858
S. D: Gardner Edgerton	\$7,675,833	\$5,777,377	\$1,898,455
S. D: Olathe School Distri	\$0	\$0	\$0
Johnson County Commu	\$1,167,056	\$562,885	\$604,171
School District Excluded	\$23,099,577	\$37,122,426	(\$14,022,850)
State of Kansas	\$9,632,175	\$3,863,627	\$5,768,548

Other:

	Present Value of Net Benefits to be Received Over the next 10 Years	Present Value of Incentives and Taxes Abated Over the next 10 Years	Payback Period for Incentives and Taxes Abated	Rate of Return over the next 10 years on Investment of Incentives and Taxes Abated	Cost-Benefit Ratio
City: Olathe	\$714,440	\$611,853	6 Years	116.77%	1.17
County: Johnson	\$1,673,225	\$554,342	3 Years	301.84%	3.02
S. D: Gardner Edgerton	\$1,150,856	\$1,147,578	10 Years	100.29%	1.00
S. D: Olathe School Distri	\$0				
Johnson County Commu	\$360,450	\$232,298	6 Years	155.17%	1.55
School District Excluded	(\$8,091,691)	\$0	N/A	0.00%	0.00
State of Kansas	\$3,587,040	\$338,440	During construction period.	1059.87%	10.60

**The Economic Impact of the Firm**

	<u>In the first year</u>	<u>Over the next ten years</u>
Number of jobs to be created	130	306
Number of new residents in the community	102	283
Number of additional students in the local school district	12	33
Increase in local personal income	\$2,925,000	\$69,854,926
Increase in local retail sales	\$1,316,250	\$31,434,717
Increase in the community's property tax base	\$30,644,674	\$36,049,916





## Costs and Benefits for the City of: Olathe

Benefits to the city from the firm, its employees and spin-off benefits:

Year	Sales Taxes	Property Taxes	Utilities and Utility Franchise Fees	Other Municipal Revenues	Total
Construction Period	\$22,500	\$0	\$0	\$500,000	\$522,500
1	\$38,518	\$186,894	\$28,500	\$17,839	\$271,750
2	\$48,496	\$190,209	\$28,500	\$31,616	\$298,821
3	\$56,318	\$193,617	\$28,500	\$37,619	\$316,053
4	\$63,115	\$197,107	\$28,500	\$42,269	\$330,991
5	\$67,293	\$200,672	\$28,500	\$45,064	\$341,530
6	\$68,609	\$204,223	\$28,500	\$45,830	\$347,162
7	\$70,287	\$207,765	\$28,500	\$46,609	\$353,162
8	\$72,133	\$211,333	\$28,500	\$47,639	\$359,605
9	\$73,922	\$214,938	\$28,500	\$48,529	\$365,889
10	\$75,744	\$218,592	\$28,500	\$49,354	\$372,190
Total	\$656,935	\$2,025,350	\$285,000	\$912,368	\$3,879,653

The City's costs, property taxes abated and incentives provided to the firm:

Year	City Costs for the firm and Municipal Services for New Residents	Property Taxes Abated	Incentives	Total
Construction Period	\$0	\$0	\$0	\$0
1	\$170,304	\$93,411	\$0	\$263,715
2	\$187,854	\$94,999	\$0	\$282,853
3	\$195,365	\$96,614	\$0	\$291,978
4	\$201,217	\$98,256	\$0	\$299,473
5	\$204,672	\$99,926	\$0	\$304,598
6	\$205,601	\$101,625	\$0	\$307,226
7	\$206,546	\$103,353	\$0	\$309,899
8	\$207,507	\$105,110	\$0	\$312,617
9	\$208,485	\$106,897	\$0	\$315,382
10	\$209,479	\$108,714	\$0	\$318,193
Total	\$1,997,031	\$1,008,903	\$0	\$3,005,934

## Net Costs and Benefits for the City of: Olathe

Year	Public Benefits	Public Costs, Property Taxes Abated and Incentives	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of taxes abated and incentives
Construction Period	\$522,500	\$0	\$522,500	\$522,500	\$0
1	\$271,750	\$263,715	\$8,035	\$7,304	\$84,918
2	\$298,821	\$282,853	\$15,967	\$13,195	\$78,511
3	\$316,053	\$291,978	\$24,074	\$18,087	\$72,587
4	\$330,991	\$299,473	\$31,517	\$21,526	\$67,110
5	\$341,530	\$304,598	\$36,932	\$22,931	\$62,046
6	\$347,162	\$307,226	\$39,936	\$22,542	\$57,364
7	\$353,162	\$309,899	\$43,262	\$22,200	\$53,036
8	\$359,605	\$312,617	\$46,987	\$21,919	\$49,034
9	\$365,889	\$315,382	\$50,507	\$21,419	\$45,334
10	\$372,190	\$318,193	\$53,996	\$20,817	\$41,913
Total	\$3,879,653	\$3,005,934	\$873,718	\$714,440	\$611,853

Discounted payback period for taxes abated and incentives .....	6 Years
Average annual rate of return over the next ten years on the city's investment of taxes abated and incentives for the firm .....	116.77%
Cost-Benefit Ratio .....	1.17

## **Costs and Benefits for Johnson County**

Benefits to the county from the firm, its employees and spin-off benefits:

Year	Sales Taxes	Property Taxes	Other County Revenues	Total
Construction Period	\$36,875	\$0	\$0	\$36,875
1	\$53,842	\$169,365	\$72,627	\$295,834
2	\$56,029	\$172,442	\$137,208	\$365,680
3	\$64,960	\$175,623	\$168,370	\$408,953
4	\$72,731	\$178,894	\$191,544	\$443,168
5	\$77,498	\$182,241	\$205,128	\$464,866
6	\$78,997	\$185,538	\$208,615	\$473,150
7	\$80,911	\$188,793	\$212,161	\$481,866
8	\$82,963	\$192,054	\$215,768	\$490,785
9	\$84,985	\$195,337	\$219,436	\$499,758
10	\$87,062	\$198,657	\$223,167	\$508,886
Total	\$776,852	\$1,838,944	\$1,854,025	\$4,469,821

The County's costs, property taxes abated and incentives provided to the firm:

Year	County Costs for the firm and County Services for New Residents	Property Taxes Abated	Incentives	Total
Construction Period	\$0	\$0	\$0	\$0
1	\$29,623	\$84,631	\$0	\$114,254
2	\$55,696	\$86,069	\$0	\$141,765
3	\$67,767	\$87,533	\$0	\$155,300
4	\$76,886	\$89,021	\$0	\$165,906
5	\$82,244	\$90,534	\$0	\$172,778
6	\$83,642	\$92,073	\$0	\$175,715
7	\$85,064	\$93,638	\$0	\$178,702
8	\$86,510	\$95,230	\$0	\$181,740
9	\$87,981	\$96,849	\$0	\$184,830
10	\$89,476	\$98,495	\$0	\$187,972
Total	\$744,889	\$914,073	\$0	\$1,658,962

## Net Costs and Benefits for Johnson County

Year	Public Benefits	Public Costs, Property Taxes Abated and Incentives	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of taxes abated and incentives
Construction Period	\$36,875	\$0	\$36,875	\$36,875	\$0
1	\$295,834	\$114,254	\$181,580	\$165,072	\$76,936
2	\$365,680	\$141,765	\$223,914	\$185,052	\$71,131
3	\$408,953	\$155,300	\$253,653	\$190,573	\$65,764
4	\$443,168	\$165,906	\$277,261	\$189,372	\$60,802
5	\$464,866	\$172,778	\$292,088	\$181,363	\$56,214
6	\$473,150	\$175,715	\$297,434	\$167,893	\$51,972
7	\$481,866	\$178,702	\$303,163	\$155,570	\$48,051
8	\$490,785	\$181,740	\$309,044	\$144,171	\$44,425
9	\$499,758	\$184,830	\$314,927	\$133,559	\$41,073
10	\$508,886	\$187,972	\$320,913	\$123,725	\$37,974
Total	\$4,469,821	\$1,658,962	\$2,810,858	\$1,673,225	\$554,342

Discounted payback period for taxes abated and incentives ..... 3 Years

Average annual rate of return over the next ten years on the county's investment of taxes abated and incentives for the firm ..... 301.84%

Cost-Benefit Ratio ..... 3.02

**Costs and Benefits for the School District where the firm is or will be located: Gardner Edgerto**

Benefits to the school district from the firm, its employees and spin-off benefits:

Year	Property Taxes	Additional State, Federal and Other School Funding	Total
1	\$350,454	\$146,124	\$496,578
2	\$356,526	\$279,733	\$636,259
3	\$362,730	\$351,165	\$713,895
4	\$369,060	\$402,342	\$771,402
5	\$375,509	\$432,170	\$807,679
6	\$382,007	\$439,517	\$821,524
7	\$388,559	\$446,988	\$835,548
8	\$395,194	\$454,587	\$849,781
9	\$401,922	\$462,315	\$864,238
10	\$408,755	\$470,175	\$878,930
Total	\$3,790,717	\$3,885,116	\$7,675,833

Total costs for the School District:

Year	Additional Costs	Property Taxes Abated	Total
1	\$146,124	\$175,197	\$321,322
2	\$279,733	\$178,176	\$457,909
3	\$351,165	\$181,205	\$532,370
4	\$402,342	\$184,285	\$586,627
5	\$432,170	\$187,418	\$619,588
6	\$439,517	\$190,604	\$630,121
7	\$446,988	\$193,845	\$640,833
8	\$454,587	\$197,140	\$651,727
9	\$462,315	\$200,491	\$662,806
10	\$470,175	\$203,900	\$674,074
Total	\$3,885,116	\$1,892,261	\$5,777,377

# Net Costs and Benefits for the School District: Gardner Edgerton Schools

Year	Public Benefits	Total Costs and Property Taxes Abated	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of Taxes Abated
1	\$496,578	\$321,322	\$175,256	\$159,324	\$159,270
2	\$636,259	\$457,909	\$178,350	\$147,397	\$147,253
3	\$713,895	\$532,370	\$181,524	\$136,382	\$136,142
4	\$771,402	\$586,627	\$184,774	\$126,203	\$125,869
5	\$807,679	\$619,588	\$188,091	\$116,790	\$116,372
6	\$821,524	\$630,121	\$191,402	\$108,041	\$107,591
7	\$835,548	\$640,833	\$194,714	\$99,919	\$99,473
8	\$849,781	\$651,727	\$198,054	\$92,394	\$91,967
9	\$864,238	\$662,806	\$201,431	\$85,426	\$85,028
10	\$878,930	\$674,074	\$204,855	\$78,980	\$78,612
Total	\$7,675,833	\$5,777,377	\$1,898,455	\$1,150,856	\$1,147,578

Discounted payback period for taxes abated and incentives .....	10 Years
Average annual rate of return over the next ten years on the school district's investment of taxes abated and incentives for the firm .....	100.29%
Cost-Benefit Ratio .....	1.00

## **Costs and Benefits for a neighboring School District: Olathe School District**

Benefits to the school district from the firm, its employees and spin-off benefits:

Year	Property Taxes	Additional State, Federal and Other School Funding	Total
1	\$0	\$0	\$0
2	\$0	\$0	\$0
3	\$0	\$0	\$0
4	\$0	\$0	\$0
5	\$0	\$0	\$0
6	\$0	\$0	\$0
7	\$0	\$0	\$0
8	\$0	\$0	\$0
9	\$0	\$0	\$0
10	\$0	\$0	\$0
Total	\$0	\$0	\$0

Total costs for the School District:

Year	Additional Costs
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
Total	\$0

## Net Costs and Benefits for the School District: Olathe School District

Year	Public Benefits	Total Costs	Net Benefits or (Costs)	Present Value of Net Benefits
1	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$0	\$0

Discounted payback period for taxes abated and incentives ..... N/A

Average annual rate of return over the next ten years on the school district's investment of taxes abated and incentives for the firm ..... N/A

Cost-Benefit Ratio ..... N/A



# Costs and Benefits for Special Taxing District: Johnson County Community College

Benefits to the special taxing district from the firm, its employees and spin-off benefits:

Year	Property Taxes	Additional Revenues	Total
1	\$70,993	\$17,100	\$88,093
2	\$72,323	\$31,303	\$103,626
3	\$73,707	\$36,257	\$109,964
4	\$75,137	\$40,471	\$115,608
5	\$76,604	\$42,988	\$119,592
6	\$78,030	\$43,719	\$121,749
7	\$79,419	\$44,462	\$123,881
8	\$80,801	\$45,218	\$126,019
9	\$82,186	\$45,987	\$128,172
10	\$83,583	\$46,768	\$130,351
Total	\$772,783	\$394,273	\$1,167,056

Total costs for the Special Taxing District:

Year	Additional Costs	Property Taxes Abated	Total
1	\$7,800	\$35,464	\$43,264
2	\$14,279	\$36,067	\$50,346
3	\$16,538	\$36,680	\$53,219
4	\$18,460	\$37,304	\$55,764
5	\$19,609	\$37,938	\$57,547
6	\$19,942	\$38,583	\$58,525
7	\$20,281	\$39,239	\$59,520
8	\$20,626	\$39,906	\$60,532
9	\$20,976	\$40,584	\$61,561
10	\$21,333	\$41,274	\$62,607
Total	\$179,844	\$383,041	\$562,885

# **Net Costs and Benefits for Special Taxing District: Johnson County Community College**

Year	Public Benefits	Total Costs and Property Taxes Abated	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of Taxes Abated
1	\$88,093	\$43,264	\$44,828	\$40,753	\$32,240
2	\$103,626	\$50,346	\$53,280	\$44,033	\$29,808
3	\$109,964	\$53,219	\$56,745	\$42,633	\$27,559
4	\$115,608	\$55,764	\$59,843	\$40,874	\$25,479
5	\$119,592	\$57,547	\$62,045	\$38,525	\$23,557
6	\$121,749	\$58,525	\$63,223	\$35,688	\$21,779
7	\$123,881	\$59,520	\$64,361	\$33,027	\$20,136
8	\$126,019	\$60,532	\$65,487	\$30,550	\$18,616
9	\$128,172	\$61,561	\$66,611	\$28,250	\$17,212
10	\$130,351	\$62,607	\$67,743	\$26,118	\$15,913
Total	\$1,167,056	\$562,885	\$604,171	\$360,450	\$232,298

Discounted payback period for taxes abated and incentives ..... 6 Years

Average annual rate of return over the next ten years on the taxing district's investment of taxes abated and incentives for the firm ..... 155.17%

Cost-Benefit Ratio ..... 1.55

# **Costs and Benefits for Special Taxing District: School District Excluded Mills**

Benefits to the special taxing district from the firm, its employees and spin-off benefits:

Year	Property Taxes	Additional Revenues	Total
1	\$61,277	\$843,773	\$905,050
2	\$62,394	\$1,615,280	\$1,677,674
3	\$63,549	\$2,027,757	\$2,091,306
4	\$64,737	\$2,323,270	\$2,388,007
5	\$65,953	\$2,495,506	\$2,561,459
6	\$67,150	\$2,537,929	\$2,605,079
7	\$68,329	\$2,581,074	\$2,649,404
8	\$69,511	\$2,624,952	\$2,694,463
9	\$70,699	\$2,669,577	\$2,740,275
10	\$71,901	\$2,714,959	\$2,786,860
Total	\$665,498	\$22,434,078	\$23,099,577

Total costs for the Special Taxing District:

Year	Additional Costs	Property Taxes Abated	Total
1	\$1,434,998	\$0	\$1,434,998
2	\$2,722,637	\$0	\$2,722,637
3	\$3,365,980	\$0	\$3,365,980
4	\$3,838,245	\$0	\$3,838,245
5	\$4,114,545	\$0	\$4,114,545
6	\$4,184,492	\$0	\$4,184,492
7	\$4,255,628	\$0	\$4,255,628
8	\$4,327,974	\$0	\$4,327,974
9	\$4,401,550	\$0	\$4,401,550
10	\$4,476,376	\$0	\$4,476,376
Total	\$37,122,426	\$0	\$37,122,426

## Net Costs and Benefits for Special Taxing District: School District Excluded Mills

Year	Public Benefits	Total Costs and Property Taxes Abated	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of Taxes Abated
1	\$905,050	\$1,434,998	(\$529,948)	(\$481,771)	\$0
2	\$1,677,674	\$2,722,637	(\$1,044,964)	(\$863,607)	\$0
3	\$2,091,306	\$3,365,980	(\$1,274,675)	(\$957,682)	\$0
4	\$2,388,007	\$3,838,245	(\$1,450,238)	(\$990,532)	\$0
5	\$2,561,459	\$4,114,545	(\$1,553,086)	(\$964,344)	\$0
6	\$2,605,079	\$4,184,492	(\$1,579,414)	(\$891,538)	\$0
7	\$2,649,404	\$4,255,628	(\$1,606,225)	(\$824,247)	\$0
8	\$2,694,463	\$4,327,974	(\$1,633,512)	(\$762,045)	\$0
9	\$2,740,275	\$4,401,550	(\$1,661,275)	(\$704,543)	\$0
10	\$2,786,860	\$4,476,376	(\$1,689,516)	(\$651,382)	\$0
Total	23,099,577	\$37,122,426	(\$14,022,850)	(\$8,091,691)	\$0

Discounted payback period for taxes abated and incentives ..... N/A

Average annual rate of return over the next ten years on the taxing district's investment of taxes abated and incentives for the firm ..... 0.00%

Cost-Benefit Ratio ..... 0.00

## **Costs and Benefits for the State of Kansas**

Benefits to the State from the firm, its employees and spin-off benefits:

Year	Sales Taxes	Property Taxes	Corporate and Personal Income Taxes	Other State Revenues	Total
Construction Period	\$227,500	\$0	\$186,408	\$0	\$413,908
1	\$255,333	\$103,346	\$135,881	\$27,025	\$521,585
2	\$280,232	\$105,137	\$252,706	\$66,949	\$705,024
3	\$325,166	\$106,977	\$298,886	\$88,632	\$819,662
4	\$364,276	\$108,859	\$340,639	\$102,258	\$916,032
5	\$388,252	\$110,778	\$367,973	\$109,380	\$976,382
6	\$395,790	\$112,723	\$379,131	\$111,239	\$998,883
7	\$405,419	\$114,672	\$393,414	\$113,131	\$1,026,636
8	\$415,683	\$116,636	\$408,042	\$115,054	\$1,055,414
9	\$425,835	\$118,623	\$422,888	\$117,010	\$1,084,355
10	\$436,282	\$120,639	\$438,375	\$118,999	\$1,114,295
Total	\$3,919,768	\$1,118,390	\$3,624,340	\$969,677	\$9,632,175

The State's costs, property taxes abated and incentives provided to the firm:

Year	State Costs for the firm and Services for New Residents	Cost of Educating New Students	Property Taxes Abated	Incentives	Total
Construction Period	\$0	\$0	\$0	\$0	\$0
1	\$23,367	\$29,650	\$51,669	\$0	\$104,686
2	\$58,876	\$143,230	\$52,548	\$0	\$254,653
3	\$78,407	\$222,330	\$53,441	\$0	\$354,179
4	\$90,583	\$265,095	\$54,350	\$0	\$410,028
5	\$96,919	\$285,460	\$55,274	\$0	\$437,653
6	\$98,567	\$290,313	\$56,213	\$0	\$445,093
7	\$100,243	\$295,248	\$57,169	\$0	\$452,660
8	\$101,947	\$300,267	\$58,141	\$0	\$460,355
9	\$103,680	\$305,372	\$59,129	\$0	\$468,181
10	\$105,442	\$310,563	\$60,134	\$0	\$476,140
Total	\$858,031	\$2,447,529	\$558,067	\$0	\$3,863,627

# **Net costs and benefits for the State of Kansas:**

Year	Public Benefits	Public Costs, Property Taxes Abated and Incentives	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of taxes abated and incentives
Construction Period	\$413,908	\$0	\$413,907	\$413,907	\$0
1	\$521,585	\$104,686	\$416,899	\$378,999	\$46,972
2	\$705,024	\$254,653	\$450,370	\$372,206	\$43,427
3	\$819,662	\$354,179	\$465,482	\$349,723	\$40,151
4	\$916,032	\$410,028	\$506,004	\$345,607	\$37,121
5	\$976,382	\$437,653	\$538,729	\$334,508	\$34,320
6	\$998,883	\$445,093	\$553,789	\$312,599	\$31,730
7	\$1,026,636	\$452,660	\$573,976	\$294,540	\$29,336
8	\$1,055,414	\$460,355	\$595,059	\$277,599	\$27,123
9	\$1,084,355	\$468,181	\$616,174	\$261,317	\$25,076
10	\$1,114,295	\$476,140	\$638,154	\$246,035	\$23,184
Total	\$9,632,175	\$3,863,627	\$5,768,548	\$3,587,040	\$338,440

Discounted payback period for taxes abated and incentives ..... During construction period.

Average annual rate of return over the next ten years on the state's investment of taxes abated and incentives for the firm ..... 1059.87%

Cost-Benefit Ratio ..... 10.60

# Local rates and constants used in the Analysis of K/H Jensen Speculative Warehouse BLD D

## City:

Olathe	City name
24.406	City mill levy
\$296,642	Average market value of new residential property in the city
1.500%	City sales tax rate
6.000%	City transient guest tax rate
\$103	Annual net revenues per household for city owned utilities
\$236	Average annual utility franchise fees collected per household
\$103	Annual revenues per resident, in addition to property, transient guest and sales taxes, utilities and utility franchise fees
\$133	The city's annual marginal cost of providing municipal services, excluding utilities, to each new resident
\$94	Annual per worker revenues for the city from businesses -- in addition to property, transient guest and sales taxes and utilities
\$121	Annual marginal cost, per worker, of providing city services, excluding utilities, to businesses

## County:

Johnson	Name of county
22.1120	County mill levy
\$281,260	Average market value of new residential property in the county
1.475%	County sales tax rate
0.000%	County transient guest tax rate
\$496	The county's annual revenues per resident, excluding property; transient guest and sales taxes
\$171	The county's annual marginal cost of providing municipal services to each new resident
1.00	Regional economic multiplier adjustment for the County
\$218	Annual per worker revenues for the county from businesses -- in addition to property, transient guest and sales taxes and utilities
\$121	The county's annual marginal cost, per worker, of providing services to businesses

## School District 1 -- Where the firm is or will be located

Gardner Edgerton Schools	Name of school district
45.775	School district 1's local option mill levy
\$194,904	Average market value of new residential property in school district 1
\$12,155	School district 1's estimated marginal cost per child
\$8,816	State funding per child in school district 1
\$3,339.00	Federal and other annual funding per child in school district 1

## School District 2 -- A neighboring school district where some of the firms's new employees will live

Olathe School District	Name of school district
------------------------	-------------------------

50.665	School district 2's local option mill levy
\$271,734	Average market value of new residential property in school district 2
\$12,734	School district 2's estimated marginal cost per child
\$8,361	State funding per child in school district 2
\$4,373.00	Federal and other annual funding per child in school district 2

## Special Taxing District 1 -- Where the firm is or will be located:

Johnson County Community College	Special tax district 1
9.266	Special tax district 1's mill levy
\$416,511	Average market value of new residential property in special tax district 1
\$0.00	Special tax district 1's cost per resident
\$0.00	Special tax district 1's annual addl. revenues (excl prop taxes) from each new resident
\$78	The district's annual marginal cost, per worker, of providing services to businesses
\$171	Annual per worker revenues for the district from businesses -- in addition to property sales taxes and utilities

## Special Taxing District 2 -- Where the firm is or will be located:

School District Excluded Mills	Special tax district 2
8	Special tax district 2's mill levy
\$294,111	Average market value of new residential property in special tax district 2
\$11,154.00	Special tax district 2's cost per resident
\$8,234.00	Special tax district 2's annual addl. revenues (excl prop taxes) from each new resident
\$2,920	The district's annual marginal cost, per worker, of providing services to businesses
\$0	Annual per worker revenues for the district from businesses -- in addition to property sales taxes and utilities



## State of Kansas:

13.5	State mill levy
0.065	State sales tax rate
\$508.00	State's annual marginal revenues per new resident (excl property, income and sales taxes)
\$468.00	State's annual marginal cost of providing services to each new resident
0.115	State tax classification for residential real property
0.25	State tax classification for commercial and industrial real property
0	State tax classification for commercial and industrial machinery and equipment (7 years or more life)
0.3	State tax classification for all other tangible personal property:
7	Economic life, in years for straight line depreciation of commercial and industrial machinery & equipment
0	Minimum taxable value as a percent of retail cost of commercial and industrial machinery & equipment
\$180	The state's annual marginal cost, per worker, of providing services to businesses
\$212	Annual per worker revenues for the state from businesses, excluding property, income and sales taxes
45.00%	Percent of gross salary that a typical Kansas worker spends on taxable goods and services

### Personal Income Taxes:

Income >	Over	But Not Over	=	Tax	+	Tax Rate
	\$0	\$30,000		\$0		3.50%
	\$30,000	\$60,000		\$1,050		6.25%
	\$60,000			\$2,925		6.45%
Standard Deduction >		\$6,000				
Allowance per: Exemption >		\$2,250				

### Corporate Income Taxes:

Corporate Income Tax Rate >	4.00%
Surtax Rate >	3.05%
Amount Over Which Surtax Applies >	\$50,000.00

### Other Rates:

1.70%	Inflation
10.00%	Discount rate for calculating the present value of costs and benefits

### Comments:

UPDATED 5/19 Updated 8/17 to account for the now excluded prorated 8 mills from the general school fund at th

Market or retail value of the firm's initial new or additional investment in: 1

\$3,192,077	Land
\$27,426,819	Building and improvements
\$0	Furniture, Fixtures and Equipment

Sum of the firm's initial new or additional investment

\$30,618,896

**Projected Expansions**

0 Year of 2nd Expansion

\$0	Land
\$0	Building and improvements
\$0	Furniture, Fixtures and Equipment

Sum of the firm's second expansion investment

\$0

0 Year of 3rd Expansion

\$0	Land
\$0	Building and improvements
\$0	Furniture, Fixtures and Equipment

Sum of the firm's third expansion investment

\$0

0 Year of 4th Expansion

\$0	Land
\$0	Building and improvements
\$0	Furniture, Fixtures and Equipment

Sum of the firm's fourth expansion investment

\$0

**Sales and Purchases**

2

New or additional sales of the firm:

Annual operating expenditures by the firm subject to sales taxes:

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

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

Percent of sales subject to sales taxes in the:

Percent of annual taxable operating expenditures in the:

% of sales on which state corporate income taxes will be computed (ie: Annual net taxable income)

City:	0.00%
County:	0.00%
State:	0.00%

City:	15.00%
County:	30.00%
State:	30.00%

10.00%

Will the Firm be located within City property tax jurisdiction ? ( Y or N ): ☒ Y

### Revenues from utilities and franchise fees

Net revenues from city-owned utilities provided to the firm

City utility franchise fees to be collected on the firm's utility usage

Construction period	\$0
Year 1:	\$6,000
Year 2:	\$6,000
Year 3:	\$6,000
Year 4:	\$6,000
Year 5:	\$6,000
Year 6:	\$6,000
Year 7:	\$6,000
Year 8:	\$6,000
Year 9:	\$6,000
Year 10:	\$6,000
Total:	\$60,000

Construction period	\$0
Year 1:	\$22,500
Year 2:	\$22,500
Year 3:	\$22,500
Year 4:	\$22,500
Year 5:	\$22,500
Year 6:	\$22,500
Year 7:	\$22,500
Year 8:	\$22,500
Year 9:	\$22,500
Year 10:	\$22,500
Total:	\$225,000

### Payments by the firm and the cost of providing other services to the firm 4

Extra payments that the firm will make to the city, county and state -- those payments over and above property, sales and income taxes and utilities and other on-going payments made by all firms

City	County	State
Construction period: \$500,000	\$0	\$0
Year 1:	\$0	\$0
Year 2:	\$0	\$0
Year 3:	\$0	\$0
Year 4:	\$0	\$0
Year 5:	\$0	\$0
Year 6:	\$0	\$0
Year 7:	\$0	\$0
Year 8:	\$0	\$0
Year 9:	\$0	\$0
Year 10:	\$0	\$0
Total:	\$0	\$0

Extra cost of providing public services to the firm -- those services that are over and above incentives, utilities and typical services provided to all firms in the city, county and

City	County	State
Construction period: \$0	\$0	\$0
Year 1:	\$0	\$0
Year 2:	\$0	\$0
Year 3:	\$0	\$0
Year 4:	\$0	\$0
Year 5:	\$0	\$0
Year 6:	\$0	\$0
Year 7:	\$0	\$0
Year 8:	\$0	\$0
Year 9:	\$0	\$0
Year 10:	\$0	\$0
Total:	\$0	\$0

## Employee information

5

Number of new employees to  
be hired each year

Number of new employees  
moving to the county each year  
from out of state

Total number of new  
employees moving to the  
county each year

Year 1:	100
Year 2:	80
Year 3:	25
Year 4:	20
Year 5:	10
Year 6:	0
Year 7:	0
Year 8:	0
Year 9:	0
Year 10:	0
Total:	235

Year 1:	4
Year 2:	15
Year 3:	10
Year 4:	5
Year 5:	2
Year 6:	0
Year 7:	0
Year 8:	0
Year 9:	0
Year 10:	0
Total:	36

Year 1:	34
Year 2:	30
Year 3:	15
Year 4:	10
Year 5:	5
Year 6:	0
Year 7:	0
Year 8:	0
Year 9:	0
Year 10:	0
Total:	94

New indirect employees who will be moving to the county, as  
a per cent of new direct employees:

From out-of-State:

Total moving to the county:

## Employee salary and household information

6

Average annual  
salaries of  
employees

Year 1:	\$32,500
Year 2:	\$33,312
Year 3:	\$34,145
Year 4:	\$35,000
Year 5:	\$35,786
Year 6:	\$36,500
Year 7:	\$37,414
Year 8:	\$38,350
Year 9:	\$39,300
Year 10:	\$40,291
Total:	\$362,598

Where new employees moving to the county  
will live

<input type="text" value="60.00%"/>
<input type="text" value="40.00%"/>
<input type="text" value="0.00%"/>
<input type="text" value="100.00%"/>
<input type="text" value="100.00%"/>

In the City.

In the school district where the firm is located.

In school district 2

In special taxing district 1.

In special taxing district 2.

Where employees will shop, as a percent of their total shopping:

<input type="text" value="80.00%"/>
<input type="text" value="70.00%"/>
<input type="text" value="60.00%"/>

In Kansas.

Within the County.

In the City.

Household size of a typical new worker at the firm.

Number of school age children in the household of  
a typical new worker at the firm.

Percent of new workers who move to the community that will  
(1) buy new homes or mobile homes within the first five years or  
(2) require the building of new residential units.

## Value of incentives being offered to the firm:

Construction period:	By the City	By the County	By the State
	\$0	\$0	\$0
Year 1:	\$0	\$0	\$0
Year 2:	\$0	\$0	\$0
Year 3:	\$0	\$0	\$0
Year 4:	\$0	\$0	\$0
Year 5:	\$0	\$0	\$0
Year 6:	\$0	\$0	\$0
Year 7:	\$0	\$0	\$0
Year 8:	\$0	\$0	\$0
Year 9:	\$0	\$0	\$0
Year 10:	\$0	\$0	\$0
Total:	\$0	\$0	\$0

## Percent of property taxes to be abated on:

8

	Land	Buildings and Improvements	Furniture, Fixtures & Equipment
Year1	50.00%	50.00%	0.00%
Year2	50.00%	50.00%	0.00%
Year3	50.00%	50.00%	0.00%
Year4	50.00%	50.00%	0.00%
Year5	50.00%	50.00%	0.00%
Year6	50.00%	50.00%	0.00%
Year7	50.00%	50.00%	0.00%
Year8	50.00%	50.00%	0.00%
Year9	50.00%	50.00%	0.00%
Year10	50.00%	50.00%	0.00%

## Property taxes to be abated by the following taxing entities:

- ☒ = Yes - Taxes to be abated  
☒ City  
☒ County  
☒ School District  
☒ Special Taxing District 1  
☐ Special Taxing District 2  
☒ The State

**Construction**

	Initial construction or expansion	2nd Expansion	3rd Expansion	4th Expansion
Construction Cost	\$30,618,896	\$0	\$0	\$0
Construction Profit Percentage	4.00%	0.00%	0.00%	0.00%
Taxable materials purchased in:				
Kansas	\$0	\$0	\$0	\$0
The County	\$0	\$0	\$0	\$0
The City	\$0	\$0	\$0	\$0
Taxable FFE purchased in:				
Kansas	\$0	\$0	\$0	\$0
The County	\$0	\$0	\$0	\$0
The City	\$0	\$0	\$0	\$0
Total Construction Salaries:	\$5,000,000	\$0	\$0	\$0
Construction Salaries spent in:				
Kansas	\$3,500,000	\$0	\$0	\$0
The County	\$2,500,000	\$0	\$0	\$0
The City	\$1,500,000	\$0	\$0	\$0
Amt. paid to avg. cons. worker	\$29,441	\$0	\$0	\$0
HH size - avg. cons. worker:	2.83	0	0	0
Nr. cons. workers:	170	0	0	0

10

**Visitors**

Number of out-of-town visitors expected at the firm each year

Year 1:	300
Year 2:	320
Year 3:	340
Year 4:	350
Year 5:	360
Year 6:	360
Year 7:	360
Year 8:	390
Year 9:	400
Year 10:	400
Total:	3,580

1.5 Average number of days that each visitor will stay in the city

Daily retail spending by a visitor, excluding lodging:

\$90	In the City
\$90	Anywhere in the County

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

1	In the City
0.5	Anywhere in the County

Average daily hotel / motel room rates:

117	In the City
98	Anywhere in the County