



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). 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). 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. 20-1069 and contact Bond Council for a more detailed explanation of the fees.

Integrus BioServices LLC

Applicant's Name

john.bucksath@kcasbio.com

(913) 248-3003

Applicant's Email Address

Telephone Number

12400 Shawnee Mission Parkway, Shawnee, KS 66216

Applicant's Address

John Bucksath, CEO

(913) 248-3003

Name and Title of Responsible Officer/Contact

Telephone Number

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?

Laboratory services that provide analytical testing support focused on bioanalytical development for the Pharmaceutical, Biotech and Animal Health industries.

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

Other

C. Year and State of incorporation 2018 - Kansas

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

N/A - limited liability company

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

John Bucksath – CEO

Maria Nelson – VP

Amy Mize – SR. VP

Lawrence Goodwin - VP

E. Are you pursuing an other incentives offered by another government entity? Yes
If yes, please indicate below what the other incentives are.

State of Kansas - PEAK; HPIP; KIT; Job Creation Fund

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 approximately 70,000 SF building and associated site work for a laboratory services business that provides analytical testing support focused on bioanalytical development for the Pharmaceutical, Biotech and Animal Health industries.

A. Approximate amount requested for:

Land (Attach a legal description of property as <u>Exhibit A</u>)	\$ 25,000
Building	\$ 16,000,000
Machinery and Equipment	\$ 2,500,000
Pollution Control Facilities	\$
Other Costs*	\$
Total	\$ 18,525,000

* State other costs:

- 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?
N/A If yes, what will you be doing with your existing facilities after relocating?

D. Where is the location of the project?

Kansas Bioscience Park, Olathe, KS

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:

Approximately 70,000 SF building and associated site work for a laboratory services business that provides analytical testing support focused on bioanalytical development for the Pharmaceutical, Biotech and Animal Health industries. FF&E includes laboratory equipment (e.g., fume hoods, lab benches, etc.) and typical office furnishings.

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? 100%

What percentage will be occupied by other occupants? 0% If known, indicate each occupant below:

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

ARCO, 5015 NW Canal St Ste 110, Riverside, MO 64150

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

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):

Total KS-Site Employees: 160; Management- 15; Office- 30; Skilled- 113; Unskilled- 2

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?

100%

P. What percentage of sales will be sold locally? Up to \$200K 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?

Most supplies must be sourced from out of state, however, company pays use tax per state rules. 2020 use tax paid was approximately \$673,000.

R. Is there likelihood for expansion of the proposed facility within three (3) years? No

If such expansion is contemplated, please describe below: _____

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? Yes 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? Yes If yes, describe below:
5. Has a bond underwriter determined whether or not the bonds are marketable? Yes
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?
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:
TBD - Any amount not covered by the construction loan.
10. Has the applicant considered conventional financing? Yes

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

BOKF, Ken Dotson, 1044 Main St, Kansas City, MO 64105

12. Proposed date of issuing bonds: 10/1/2021

B. List below previous participation in IRB financing:

N/A

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 55 %

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

- 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.

This project will bring high quality, high paying jobs in an industry with significant growth potential. The project will also serve as an important stimulus for development of the Bioscience Park.

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 No. 20-1069.

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 23rd day of February 2021, 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 *
See below				Johnson
				Other
				Johnson
				Other
				Johnson
				Other
				Johnson
				Other
				Johnson
				Other
				Johnson
				Other

Expected growth:
2022 - 16
2023 - 34
2024 - 38
2025 - 40

Average wage: \$36/hour

EXHIBIT A

Insert or attach here:

Final Plat of KCAS-Olathe, a subdivision in the City of Olathe, Johnson County, Kansas.