AGENDA

1. Call to order by Chairperson.

2. **MINUTES:** Consider approval of the minutes from the regular meeting held on December 26, 2019. *(PAGE 1)*

3. **RECOGNITION OF OUTGOING COMMISSIONERS**

4. **SWEARING IN CEREMONY:** The City Clerk will administer the oath of office to Commissioners-elect.

5. **REORGANIZATION OF GOVERNING BODY:**
   A. Nomination and election of Mayor
   B. Nomination and election of Vice-Mayor
   C. Recognition of outgoing Mayor

6. **CITIZEN COMMENTS:** (non-agenda items).

7. **CONSENT AGENDA:** (Items to be approved by the Commission in one motion, unless objections are raised).

   *City Commission Rules of Procedure:* Resolution No. 2020-001 *(PAGE 9)*

8. **UNFINISHED BUSINESS**

   (No business to review)

9. **NEW BUSINESS**

8. **RESOLUTION SETTING PUBLIC HEARING FOR THE ESTABLISHMENT OF A TIF DISTRICT (D & J LAND DEVELOPMENT LLC):** Approve Resolution No. 2020-002 setting a public hearing for the establishment of a TIF District. *(PAGE 23)*

9. **COMMISSION INQUIRIES AND COMMENTS**

10. **EXECUTIVE SESSION (IF REQUIRED)**

11. **ADJOURNMENT**

ANY PERSON WITH A DISABILITY NEEDING SPECIAL ACCOMMODATIONS TO ATTEND THIS MEETING SHOULD CONTACT THE CITY MANAGER'S OFFICE 48 HOURS PRIOR TO THE SCHEDULED MEETING TIME. EVERY ATTEMPT WILL BE MADE TO ACCOMMODATE ANY REQUESTS FOR ASSISTANCE.
MINUTES OF A MEETING
OF THE GOVERNING BODY OF
THE CITY OF HAYS, KANSAS
HELD ON DECEMBER 26, 2019

1. CALL TO ORDER BY CHAIRMAN: The Governing Body of the City of Hays, Kansas met in regular session on Thursday, December 26, 2019 at 6:30 p.m.
   Roll Call: Present: Shaun Musil
   Sandy Jacobs
   Ron Mellick
   Eber Phelps
   Absent: Henry Schwaller, IV
   Vice-Mayor Musil declared a quorum was present and called the meeting to order.

2. MINUTES: There were no corrections or additions to the minutes of the regular meeting held on December 12, 2019; the minutes stand approved as presented.

3. FINANCIAL STATEMENT: Finance Director, Kim Rupp, reviewed the financial summaries of the revenue and expenditure activities of the City of Hays for the month ended November 30, 2019.
   Month-to-date general fund sales tax collections were at $661,760 which was an increase of $79,503 or 13.7% as compared to last year. Year-to-date general fund sales tax collections are at $6,746,685 up $190,657 or 2.91%. The six month average is at 3.39% which is an increase of 2.09% when compared to a year ago.
   The report of top ten quarter-to-date sales tax collections by classification was up $124,984 or 6.46% when compared to the same time last year. The largest increase among them being in new/used car dealers. Upon further review, it was three major dealerships in town making the largest contributions to that increase. These top ten now represent 75.5% of the total sales tax collections for November.
The portfolio of certificates of deposit on November 30, 2019 totaled $58,050,000 with a weighted average interest rate of 2.32% up .14% from a year ago. We purchased another treasury note this month with a par value of $989,000 and a yield to maturity of 1.58%. The total of US Treasuries at par value is now $1,477,000 with a weighted average yield to maturity of 1.59%. The total balance of the Money Market account on November 30, 2019 was $2,500,000 with a current yield of .90%. Total investments are up $6,470,000 when compared to this time last year.

Ron Mellick moved, Sandy Jacobs seconded, to approve the Financial Statement for the month of November, 2019 as presented.

Vote: Ayes: Shaun Musil
Sandy Jacobs
Ron Mellick
Eber Phelps

4. CITIZEN COMMENTS: There were no comments.

5. CONSENT AGENDA: The following appointments were recommended by Mayor Schwaller at the December 12, 2019 City Commission meeting and are now being presented for approval.

Care Council
Kim Thomason – term to expire March 1, 2020 (3rd term)

Hays Convention and Visitors Bureau Advisory Committee
Elinda Mages (Best Western Plus Butterfield Inn) – three-year term to expire December 1, 2022 (3rd term – nonconsecutive)
Emmy VanDerWege (Fairfield by Marriott) – three-year term to expire December 1, 2022 (2nd term)

Sandy Jacobs moved, Ron Mellick seconded, to approve the Consent Agenda as presented.

Vote: Ayes: Shaun Musil
Sandy Jacobs
Ron Mellick
Eber Phelps
NEW BUSINESS

6. 2019 MANHOLE REHABILITATION - AWARD OF BID: Jeff Crispin, Director of Water Resources, reported that the Department of Water Resources has initiated a manhole rehabilitation program to lengthen the lifespan of manholes in need of repair. Staff received three bids for the 2019 program. The low bid was submitted by Mayer Specialty Services of Wichita, Kansas. Mayer Specialty Services has done sewer cleaning, camera work, and storm sewer work for the City in the past. References were checked and were all favorable.

Manholes are a critical part of the wastewater collection system. Manholes need rehabilitation due to various reasons including acidic environments, low pH, erosion, age, and storm water infiltration. The sewer inspection video program that began in 2013 has assisted in strategically identifying key manholes for rehabilitation. This program and staff inspections have allowed the creation of a priority list of repairs to be carried out. This year's project includes up to 50 manholes and last year they completed 30 manhole rehabilitations.

Mr. Crispin stated on September 13, 2018 when he presented the project to the Commission they had budgeted $60,000 and completed 30 manholes. The 2019 budget had already been completed and that line item still had $60,000 budgeted in CIP. Due to the request by then Vice-Mayor Schwaller to accelerate this program, the Department of Water Resources is requesting to spend up to $100,000 this year. The 2020 CIP Budget and future budgets include $100,000 for manhole rehabilitation. He added that completing 50 manholes per year would allow for a 50 year cycle and not 76 years.

Sandy Jacobs moved, Ron Mellick seconded, to authorize the City Manager to enter into a contract with Mayer Specialty Services to complete the 2019 Manhole Rehabilitation Program at a budget not to exceed $100,000 to be funded from the Repairs and Maintenance line item in the Water Reclamation & Reuse Budget.

Commissioner Jacobs asked how many manholes are in the City of Hays. Mr. Crispin stated we have approximately 2,300 manholes.
Vice-Mayor Musil added that this is something that people don’t see, but it is one of the most important projects we do.

Vote: Ayes: Shaun Musil
Sandy Jacobs
Ron Mellick
Eber Phelps

7. VINE STREET RECONSTRUCTION, 13TH STREET TO BYPASS – KDOT AGREEMENT: John Braun, Project Manager, stated in July, the City of Hays received a $1M Kansas Department of Transportation (KDOT) City Connecting Link Improvement Program (CCLIP) Grant for the reconstruction of Vine Street south of 13th Street to the intersection of the US-183 By-Pass. The project is estimated to cost nearly $4M and is scheduled for construction during the 2022 construction season.

The project includes the replacement of the concrete pavement, select areas of curb and gutter, sidewalk ramps, pedestrian signals at 8th Street, storm sewer inlet tops, and pavement markings. The project begins at the south City limit, which includes the intersection of Vine Street and the US-183 By-Pass, and proceeds north to approximately 350 feet south of the intersection of 13th and Vine Street.

To formalize the responsibilities of both the City of Hays and the Department of Transportation, KDOT has provided an agreement to be executed by the Mayor and the Secretary of Transportation. Mr. Braun reviewed the key elements of the agreement. Currently the City share of the project is estimated to be just under $3M. The CIP includes $3M out of Commission Capital Reserve to fund the City share.

Ron Mellick moved, Eber Phelps seconded, to authorize the Mayor to enter Agreement No. 206-19, with the Kansas Department of Transportation for the rehabilitation of Vine Street south of 13th Street.

Commissioner Mellick asked to confirm that in the last 15 years this will be the last section in replacing all of the concrete on Vine Street from 27th Street to
the By-Pass. Mr. Braun stated that is correct; over the last 15 to 20 years we have replaced all of the pavement on Vine Street north of this section.

Commissioner Jacobs stated she appreciates the addition of the pedestrian signals on 8th Street, especially with the rehabilitation that Mr. Ottley is doing on apartments in that area.

Vote: Ayes: Shaun Musil
      Sandy Jacobs
      Ron Mellick
      Eber Phelps

8. NORTH VINE STREET CORRIDOR PROJECT – DESIGN SUPPLEMENT

#3: John Braun, Project Manager, reported that in May 2018, the City Commission approved a contract with WSP for Professional Engineering Services related to the design of improvements to the North Vine Street Corridor. In April 2019, Supplement #1 in the amount of $49,904.65 was approved for right-of-way acquisition services. In October 2019, Supplement #2 in the amount of $24,976.41 was approved under the City Manager's approval authority for additional survey along Skyline and 41st Street as well as services in support of the February Public Open House.

Supplemental Agreement #3 submitted to the City by WSP USA, Inc. on December 4, 2019 defines the scope of services and fee for professional services related to several changes and additions to the project not covered by the original agreement or subsequent supplements. A summary of the additional services is listed below.

- Federal project designation due to the BUILD Grant
- Eastbound I-70 Ramp Roundabout - concept development, simulation and design
- West frontage road reconstruction - widening and parallel multi-use path
- 37th Street extension - bridge over Skyline Draw and drainage analysis
- Waterline design along 37th Street west of Vine Street
- Side road design change between 24/7 and former Ambassador Motel
- Parking lot design
• Additional right-of-way and easement tracts

Ron Mellick moved, Sandy Jacobs seconded, to authorize the City Manager to enter Supplement #3 with WSP USA, Inc. in the amount of $200,982.29 for engineering services related to additions and changes to the North Vine Street Corridor project to be funded from Capital Projects.

Vice-Mayor Musil stated he is not a fan of the last design, but he is in favor of the project.

Vote: Ayes: Sandy Jacobs
Ron Mellick
Eber Phelps
No: Shaun Musil

9. NORTH VINE STREET CORRIDOR PROJECT – RIGHT-OF-WAY ACQUISITION AUTHORIZATION:  John Braun, Project Manager, stated now that the City has successfully negotiated settlements with all of the property owners along the Vine Street Corridor, additional funding to make the final payments is necessary. At the September 26, 2019 Commission Meeting, the City Commission approved the expenditure of $390,020 toward the purchase of right-of-way, easements, and costs to cure for takings associated with the North Vine Street Corridor Project. The current values of offers for settlement total $729,702.50. The City Commission is asked to authorize the additional expenditure of $339,682.50 to complete the acquisition of right-of-way purchases associated with the project.

Sandy Jacobs moved, Ron Mellick seconded, to authorize the City Manager to purchase right-of-way and easements associated with the North Vine Street Corridor Project in the additional amount of $339,682.50 to be funded out of Capital Projects.

Commissioner Jacobs thanked Mr. Braun for his effort in the negotiation process. She added that being able to go through this entire project with no condemnation is a huge win, not only for the City, but for the property owners as well.
Vice-Mayor Musil agreed thanking Mr. Braun and the property owners for coming to an agreement.

Vote: Ayes: Shaun Musil
Sandy Jacobs
Ron Mellick
Eber Phelps

10. 2019 BOUNDARY RESOLUTION: Kim Rupp, Director of Finance, stated Kansas statutes require cities to pass a resolution re-defining the entire boundary line of the City whenever property is annexed into the city limits during a calendar year. A certified copy of the resolution is filed with the county clerk, the register of deeds, and the state transportation engineer.

Eight properties have been annexed into the City since the last boundary resolution was passed on December 13, 2018.
• Ordinance No. 3960 - 23.310 acres of land west of 183 Bypass and West 33rd Street
• Ordinance No. 3969 - 4890 and 4940 General Hays Road
• Ordinance No. 3970 - 700 West 48th Street
• Ordinance No. 3975 and 3976 - five properties and or portions of those properties, north of I-70 Exit 157 and west of 230th Avenue, totaling 44.997 acres.

Sandy Jacobs moved, Ron Mellick seconded, to approve Resolution 2019-019 redefining the boundaries, or corporate limits, of the City of Hays, Kansas.

Vote: Ayes: Shaun Musil
Sandy Jacobs
Ron Mellick
Eber Phelps

11. PROGRESS REPORT: City Manager, Toby Dougherty, presented a monthly report of city-related activities, services, and programs.

12. COMMISSION INQUIRIES AND COMMENTS: Commissioner Jacobs thanked Commissioner Phelps for stepping in when Commissioner Meier moved
to Wichita. She added that she is proud to be part of the Commission and it has been an exciting 2019 with more exciting things coming in the future.

Vice-Mayor Musil thanked the fellow Commissioners he has served with, both past and present, for what they taught him and he appreciates everything they have done for this community. He added that there are two open seats on the Board of Zoning Appeal and encouraged anyone interested to contact City Hall.

Vice-Mayor Musil asked for more information regarding a program that First Call for Help has called First Step Housing Campaign which provides transitional housing assistance.

The meeting was adjourned at 7:21 p.m.

Submitted by: ________________________________________________

Brenda Kitchen – City Clerk
TOPIC:
City Commission Rules of Procedure

ACTION REQUESTED:
Consider approving Resolution No. 2020-001 adopting the City of Hays City Commission Rules of Procedure and repealing all previous resolutions, motions, or actions in conflict therewith.

NARRATIVE:
The 2019 Rules of Procedure document was reviewed at the January 2, 2020 Work Session.

PERSON/STAFF MEMBER(S) MAKING PRESENTATION:
City Commission
Toby Dougherty, City Manager

ADMINISTRATION RECOMMENDATION:
None

COMMITTEE RECOMMENDATION(S):
None

ATTACHMENTS:
Resolution No. 2020-001
City Commission Rules of Procedure
RESOLUTION NO. 2020-001

A RESOLUTION ADOPTING BY REFERENCE THE CITY OF HAYS CITY COMMISSION RULES OF PROCEDURE AND REPEALING ALL PREVIOUS RESOLUTIONS, MOTIONS OR ACTIONS IN CONFLICT THERewith.

WHEREAS, the City of Hays City Commission Rules of Procedure contains a full and complete set of rules, regulations, standards, and procedures which govern the proceedings of the Commission; and,

WHEREAS, it is the desire of the governing body of the City of Hays to adopt the provisions of the City of Hays City Commission Rules of Procedure, to apply in all of its affairs;

NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE CITY OF HAYS, KANSAS:

A. That the City of Hays City Commission Rules of Procedure, as attached hereto and as may be amended from time to time, is hereby adopted by the City of Hays, Kansas.

B. That it shall be the policy of the City of Hays, Kansas, to abide by and conform to in all respects the provisions of the aforesaid City of Hays City Commission Rules of Procedure.

C. That the City Clerk of the City of Hays, Kansas, shall maintain a copy of the City of Hays City Commission Rules of Procedure, and of this Resolution in the Office of the City Clerk, and shall make same available to any interested citizen.

D. That all previous resolutions, motions or actions in conflict with the City of Hays City Commission Rules of Procedure are hereby repealed.

This resolution shall be effective upon its approval by the City Commission of the City of Hays, Kansas.

Adopted by the Commission on the 9th day of January, 2020.

____________________________________
Mayor

ATTEST:

____________________________________
Brenda Kitchen
City Clerk

(SEAL)
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Adopted this 9th day of January, 2020, by the City Commission at a regular meeting, by a majority vote of the members attending.
1. **Rules of Procedure - Generally**

   1.1. **Authority:** The Code of Ordinances of the City of Hays provides that the City Commission shall determine its own rules of procedure.

   1.2. **Adoption of Rules:** The following set of Rules of Procedure shall be in effect upon their adoption by the Commission.

   1.3. **Rules - New Commission:** At a special meeting called on the second Monday in January of each year, or at the first regular meeting in January of each year, the Commission shall immediately, following the election of the Chairperson and Vice-Chairperson of Commission, as provided in Sec. 4.1, adopt Rules of Procedure, either by adopting the prior Commission's Rules (with or without amendments) or by adopting new rules.

   1.4. **Rules of Order:** These Rules of Procedure shall govern the proceedings of the Commission, and "Robert's Rules of Order Revised" shall govern those matters that these Rules of Procedure do not govern.

2. **Meetings, Quorum, Attendance, Rules of Order:**

   2.1. **Meetings to be Public:** All meetings of the Commission shall be open to the public as per the Kansas Open Records Act, subject to the exemptions therein.

   2.2. **Quorum:** A majority of the members of Commission, three (3), shall constitute a quorum. If a quorum is not present, those in attendance shall be listed and they shall adjourn to a later time.

   2.3. **Business Vote:** All ordinances shall require the affirmative vote of the majority of the five (5) commission members.
2.4. **Compelling Attendance:** The Commission may adjourn from day to day to compel the attendance of absent members.

2.5. **Right of Floor:** Any member desiring to speak shall be recognized by the chair, and shall confine his/her remarks to one subject under consideration or to be considered.

3. **Types of Meetings**

3.1. **Regular Meetings:** The Commission shall meet in the Commission Chambers of City Hall on the second and fourth Thursdays of each month at a time specified by resolution. Should the regular meeting date be a holiday, the Board of Commissioners shall meet on the Tuesday preceding the holiday at the regular hour. Calls for regular meetings other than as provided above herein shall be in accord with Hays City Code Sec. 2.04.120.

3.2. **Special Meetings:** Special meetings shall be called and held pursuant to Hays City Code Sec. 2.04.130.

3.3. **Work Sessions:** The Commission may meet informally in work sessions (open to the public), generally to be held on the first and third Thursday at a time to be announced at the meeting preceding each meeting in the Commission Chambers to review forthcoming programs of the City, receive progress reports on current programs or projects, or receive other similar information from the City Manager and staff, provided that all discussions thereon shall be informal and no formal action shall be taken at any such session.

3.4. **Regular and Special Meetings and Work Sessions:** Notices of all meetings and work sessions shall be posted at City Hall, showing place, date and time of meeting or session, as well as an agenda for such meeting or session, and
further disseminated according to the requirements of the Kansas Open Meetings Act.

3.5. **Executive Sessions**: Executive Sessions or closed meetings may be held in accordance with the provisions of the Kansas Open Meetings Act.

3.6. **Adjourned Meetings**: Any meeting of the Commission may be adjourned to a later date and time, provided that no adjournment shall be for a longer period than until the next regular meeting.

3.7. **Emergency Meetings**: Emergency meetings, necessitated by national, statewide or local catastrophe, riot, or insurrection, requiring immediate action for which the Commission may need to act immediately, shall be called by available Commission members, who may act by emergency declaration, with or without a quorum, and by the majority of as many Commission members as are present, to take only such actions as are necessary to restore the public welfare and peace to its more normal state. This rule shall prevail only until such time as Commission passes an ordinance to deal with such extraordinary circumstances. As a part of the emergency declaration, such Commission members as are present may by majority vote of those present suspend all or any portion of the within rules for such emergency meeting.

4. **Mayor and Duties**

4.1. **Election of Mayor and Mayor Pro Tem**: At a special meeting called on the second Monday in January of each year, or at the first regular meeting in January of each year, a Chairperson and Vice-Chairperson shall be elected. The Chairperson shall have the title of Mayor. The Vice-Chairperson shall have the title of Vice-Mayor. The meeting shall be called to order by the Mayor who shall accept
nominations for the offices of Mayor and Vice-Mayor. The election shall be by roll call vote or by open ballot in a contested election and it shall require a majority vote by the members of the Commission.

4.2. **Chairperson / Mayor:** The Chairperson shall preside at all meetings of the Commission. In the absence of the Chairperson, the Vice-Chairperson shall preside. In the absence of both the Chairperson and Vice-Chairperson, the City Manager shall call the Commission to order, whereupon the members of the Commission present shall elect a temporary chairman.

4.3. **Call to Order:** The person presiding shall take the chair precisely at the hour appointed for the meeting and shall immediately call the Commission to order. A temporary chairman shall serve as presiding officer of the Commission until the arrival of the Chairperson or Vice-Chairperson, at which time the temporary chairman shall immediately relinquish the chair upon the conclusion of the business immediately before the Commission.

4.4. **Preservation of Order:** While the Commission is in session, the members must preserve order and decorum. A member shall neither, by conversation or otherwise, delay or interrupt the proceedings or the peace of the Commission nor disturb any member while speaking or refuse to obey the orders of the Commission or its presiding officer. Media coverage may be provided so long as said coverage does not interfere with the orderly conduct of Commission meetings. Any person making personal, impertinent or slanderous remarks, or who shall become boisterous, while addressing the Commission may be requested to leave the meeting and may be forthwith, by the presiding officer, barred from further audience before the Commission.
4.5. **Points of Order:** The person presiding shall determine all points of order, subject to the right of any member to appeal to the Commission. If any appeal is taken, the question shall be, "Shall the decision of the presiding officer be sustained?"

4.6. **Questions to be Stated:** The person presiding shall cause all questions to be stated, submitted to vote and announce all results. A roll call vote shall be taken upon the request of any member in the manner provided in these rules.

4.7. **Appointment of Board, Commission, Committee and Authority Positions:** Prior to appointment of any board member, commission or committee member or authority member, the term for which or vacancy of which will occur before the expiration of the then-Mayor’s term, copies of any applications, letters of intent, or other indication of interest shall be provided to the Commission for review. At the regular meeting of the Commission preceding the meeting at which the appointment will be made, the Mayor shall make a recommendation for the Commission’s consideration. At the next regular meeting, the Mayor shall make the appointment, subject to formal approval by the Commission. If the appointee does not receive a majority vote of Commission, then any member of Commission may make a nomination for the position, subject to formal approval by the Commission. Such nomination shall be made from the applications, letters of intent or other indication of interest previously provided to the Commission. The Commission by unanimous consent may waive the time limits for this procedure.
5. **Order of Business and Agenda:**

5.1. **Order of Business:** All meetings of Commission, except executive sessions as outlined, shall be open to the public. At the hour appointed for meeting, the Commission shall be called together by the Chairperson, and in his/her absence by the Vice-chairperson. It shall be determined whether a quorum is present. Upon the appearance of a quorum the board of commissioners shall proceed to business, which shall be conducted in the following order:

1. Reading of the minutes of the last regular meeting and intervening special meetings, which, if no corrections are offered, shall stand approved;

2. Presentation of financial statements;

3. Citizen comments;

4. Consent agenda;

5. Unfinished business;

6. New business;

7. Report of city manager;

8. Commission inquiries and comments;

9. Executive session (if required);

10. Adjournment.

The foregoing order of business shall not, however, prohibit the introduction of any germane material or resolution by any member of the Commission under any appropriate heading of business hereinabove stated. For good reason, the person presiding may alter the order of the agenda unless decided otherwise by majority vote of Commission quorum present.
5.2. **Presentation by Members of Commission:** The agenda shall provide a time when the Chairperson or any Commission member may bring before the Commission any business that he/she feels should be deliberated upon by the Commission. These matters need not be specifically listed on the agenda, but formal action on such matters shall be deferred until a subsequent Commission meeting, when they can appear on the agenda, except that immediate action may be taken upon a vote of two-thirds of all members of the Commission.

5.3. **Reading of Minutes:** Unless a reading of the minutes of a Commission meeting is requested by a member of the Commission, such minutes may be approved without reading, if each member has been previously furnished with a copy of the minutes.

5.4. **Rules of Debate:**

(a) **Presiding officer.** The person presiding may move, second and debate from the chair, subject only to such limitations of debate as are by these rules imposed on all members, and shall not be deprived of any of the rights and privileges of a Commission member by reason of his/her acting as the person presiding.

(b) **Getting the floor.** Every member desiring to speak shall address the chair, and upon recognition by the presiding officer, shall confine himself/herself to the question under debate, avoiding all personalities and indecorous language.

(c) **Interruptions.** A member, once recognized, shall not be interrupted when speaking unless it be to call him/her to order, or as herein otherwise provided. If a member, while speaking, be called to order, he/she shall cease speaking until the question of order be determined, and if in order, he/she shall be permitted to proceed.
(d) Introduction of ordinances and resolutions. Each ordinance or resolution shall be introduced and moved to be adopted as follows: "I move the introduction and adoption of Ordinance No. ____ (or Resolution No. _____)."

(e) Debate. The Commission member moving the adoption of an ordinance or resolution shall have the privilege of opening debate after the motion for adoption of the ordinance or resolution, but shall not speak against same. Such Commission member shall have the privilege of closing debate, by being invited by the presiding officer to speak last before vote is taken.

(f) Remarks entered in minutes. A Commission member may request, through the presiding officer, the privilege of having an abstract of his/her statement on any subject under consideration by the Commission entered in the minutes.

6. Ordinances, Resolutions, and Motions

6.1. Form: Ordinances and resolutions shall be presented to the Commission only in printed or typewritten form.

6.2. Voting: Voting decides all questions ultimately. Yes or no vote shall be taken from each Commission member upon the consideration of passage of all motions, ordinances and resolutions and shall be entered upon the official record of the Commission.

6.3. Tie Vote: In the event of a tie in votes on any motion, the motion shall be considered failed.
7. **Citizens' Rights**

7.1. **Addressing the Commission:** Any person desiring to address the Commission by oral communication shall first secure the permission of the presiding officer, provided, however, that preference will be given to those persons who have notified the City Manager by noon of the Friday immediately preceding the Thursday Commission meeting of their desire to speak in order that their name may be placed on the agenda and they will be recognized by the presiding officer without further action.

7.2. **Manner of Addressing the Commission:** Each person addressing the Commission shall step up to the microphone, shall give his/her name and address in an audible tone of voice for the record and, by prior determination, and, on a case-by-case basis, time limits may be imposed by the presiding officer. All remarks shall be addressed to the Commission as a body, and not to any member thereof. No person, other than members of the Commission and the person having the floor, shall be permitted to enter into any discussion, except by the authority of the presiding officer.

7.3. **Courtesy Requirements:** As a courtesy to all who use the City Commission Chambers, the City Commission shall require that everyone:

1. Remove hats, caps and sunglasses.
2. Refrain from chewing gum or tobacco and eating.
3. Refrain from smoking.
4. Turn off all cell phones and pagers.
8. Suspension and Amendment of these Rules

8.1. Suspension of these Rules: Any provision of these rules not governed by the City Code of Ordinances, City Code, state statutes or general state law may be temporarily suspended by a vote of a majority of the Commission. The vote on any such suspension shall be taken by a roll call vote and entered upon the record.

8.2. Amendment of these Rules: These rules may be amended, or new rules adopted, by a majority vote of all members of the Commission, provided that the proposed amendments or new rules shall have been placed on the agenda and provided to all Commission members prior to the Commission meeting at which action is taken on the amended or new rules.
TOPIC:
Resolution Setting a Public Hearing for the Establishment of a TIF District (D & J Land Development LLC)

ACTION REQUESTED:
Approve Resolution 2020-002 setting a public hearing for the establishment of a TIF District.

NARRATIVE:
D&J Land Development LLC, a Kansas limited liability company (the “Developer”) submitted an Application for Economic Incentives and the required application fee relating to a multi-use commercial project discussed below. The Developer is requesting tax increment financing (“TIF”), a community improvement district (“CID”), assignment of a grant made by the Kansas Department of Transportation (“KDOT”) to Ellis County, and the conveyance to Developer of an approximately 4.611-acre tract currently owned by the City at no cost to the Developer. The attached Term Sheet has been prepared per the City’s Economic Development Policy.

Adopting this Resolution to call a public hearing on the establishment of a TIF district would be the initial step in the statutory process for TIF financing (see attached calendar). The public hearing and subsequent consideration of an Ordinance establishing the TIF district would be scheduled for February 13, 2020.

PERSON/STAFF MEMBER(S) MAKING PRESENTATION:
Kim Rupp, Director of Finance

ADMINISTRATION RECOMMENDATION:
Approve the Resolution.

COMMITTEE RECOMMENDATION(S):
N/A

ATTACHMENTS:
Staff Memo
Resolution No. 2020-002
Term Sheet
Calendar
Application Package
Memo

From: Kim Rupp, Director of Finance

Work Session: January 2, 2020

Subject: Resolution Setting a Public Hearing for the Establishment of a TIF District

Person(s) Responsible: Kim Rupp, Director of Finance

Summary

D&J Land Development LLC, a Kansas limited liability company (the “Developer”) submitted an Application for Economic Incentives and the required application fee relating to a multi-use commercial project discussed below. The Developer is requesting tax increment financing (“TIF”), a community improvement district (“CID”), assignment of a grant made by the Kansas Department of Transportation (“KDOT”) to Ellis County, and the conveyance to Developer of an approximately 4.611-acre tract currently owned by the City at no cost to the Developer. The attached Term Sheet has been prepared per the City’s Economic Development Policy.

Adopting this Resolution to call a public hearing on the establishment of a TIF district would be the initial step in the statutory process for TIF financing (see attached calendar). The public hearing and subsequent consideration of an Ordinance establishing the TIF district would be scheduled for February 13, 2020.

Developer’s plans contemplate a TIF district consisting of one project area, primarily located at the northwest corner of 230th Avenue and 55th Street. Developer estimates that the proposed TIF district will generate approximately $14.9M of revenue over the maximum 20-year term which would be made available to reimburse Developer for TIF-eligible project costs.

All materials have been reviewed by the City’s special legal counsel, Gilmore & Bell, P.C., and are found to meet all the requirements of Kansas law and the City’s Economic Development Policy. Staff recommends the Commission adopt the Resolution setting a public hearing to establish the TIF district.

The Commission may refer to Section 1 of the City’s Economic Development Policy for guidance on the types of projects the Policy seeks to encourage. A copy of the policy is attached.
**Background**

The Developer seeks to develop the project site for various commercial uses, including a travel plaza, truck wash, hotel(s), restaurant(s), and other commercial uses, and also install all infrastructure necessary to serve such development.

**Discussion**

The Developer seeks incentives to develop an approximately 55-acre site located at the northwest corner of 230th Avenue and 55th Street.

The project is expected to consist of approximately 11 lots and include construction of all infrastructure necessary to serve the TIF district, including streets, waterlines, sanitary sewers, surface parking, and other related improvements.

Developer will construct or cause to be constructed a travel plaza and truck wash on two of the lots. The travel plaza will consist of an approximately 10,000 square foot full-service travel plaza and convenience store, including approximately 14 fuel pumps, scales, restaurants inside the travel plaza, and personal hygiene amenities. The truck wash will consist of an approximately 6,000 square foot building that will house approximately 2 bays for washing semitrailer trucks.

Developer anticipates the remaining lots will be sold or leased to other end users for potential development of hotels, restaurants, or other commercial uses.

Developer may subsequently approach the City regarding annexation of and incentives for a second phase of the project on an approximately 15-acre site located immediately north of the project. This potential “Phase II” is briefly discussed in the attached Term Sheet but is not being considered at this time. Any request(s) relating to Phase II would be subject to City Commission review and approval, as well as all statutory requirements relating to notice, protest periods, publications, public hearings, etc.

The Developer has submitted an Application for Economic Incentives, a Supplemental Questionnaire, and related project and financial information. The Developer requests: (a) TIF financing on a pay-as-you-go basis for 20 years; (b) a 2.0% CID sales tax reimbursed on a pay-as-you-go basis for 22 years; (c) assignment of a $1,500,000 KDOT Grant to reimburse the Developer for hard construction costs related to the improvements at the intersection of 230th Avenue and 55th Street; and (d) conveyance to Developer of an approximately 4.611-acre tract currently owned by the City at no cost to the Developer.

A table summarizing the request is shown below:
Further discussion of the requested incentives and conditions thereon are recited in the attached Term Sheet.

If the Commission approves the Resolution setting the public hearing for creation of the TIF district, such public hearing will be set for February 13, 2020. Following the public hearing, the Commission would consider an Ordinance establishing the TIF district.

If a TIF district is established, Developer would then submit a project plan for the City’s consideration, and the City and Developer would begin negotiation of a development agreement to set forth the terms and conditions of the development and related incentives. Further City Commission action would be required to approve such items (see attached calendar).

### Legal Consideration

Special legal counsel, Gilmore & Bell P.C., has reviewed the submitted documentation. The requested incentives as set forth in the attached Term Sheet comply with Kansas law and the City’s Economic Development Policy.

The City Attorney has reviewed the attached documentation, and based upon the fact that special legal counsel has reviewed all documents, there are no known legal obstacles to proceeding as recommended by City Staff.

### Financial Consideration

If a TIF project plan is ultimately adopted by the Commission, the TIF fund would collect incremental property tax revenues for up to 20 years. Per the City’s Economic Development Policy, no sales taxes would be captured by the TIF. The Developer estimates that the TIF would generate approximately $14.9M in revenues over this term, assuming full buildout of the project pursuant to the Developer’s expected schedule.

The Developer will advance all costs of the project, and no bonds will be issued by the City.

The Developer has paid the application fee of $1,000 and the deposit of $5,000. The $5,000 is retained to pay for the City’s out of pocket costs associated with the City’s review of the application including costs of legal counsel, all as further set forth in the Funding

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tax Increment Financing (ad valorem tax only; no sales tax)(^{(5)})</td>
<td>$13,929,355(^{(6)})</td>
</tr>
<tr>
<td>Community Improvement District (2.00% sales tax)(^{(6)})</td>
<td>2,920,000</td>
</tr>
<tr>
<td>KDOT Grant(^{(6)})</td>
<td>1,500,000</td>
</tr>
<tr>
<td>Donation of City Land (4.611 acres)</td>
<td>--</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$16,849,355 (max)</strong></td>
</tr>
</tbody>
</table>

\(^{(5)}\) TIF and CID will be reimbursed to Developer for certain eligible costs on a pay-as-you-go basis.

\(^{(6)}\) The KDOT Grant is currently assigned to the County and restricted for hard construction costs at the intersection of 230th Avenue and 35th Street. The City and Developer understand, pursuant to discussions with KDOT, that the KDOT Grant may be reassigned to the City and made available to reimburse Developer for such hard construction costs as part of this request. In no event will TIF funds be used to reimburse costs previously reimbursed by the KDOT Grant, and KDOT Grant funds used to reimburse Developer’s costs would reduce eligible TIF expenses on a dollar for dollar basis.

\(^{(6)}\) This amount is the total estimate of eligible TIF expenses, but is offset and reduced to the extent of the KDOT Grant paid to Developer.
Agreement executed by the Developer. The Policy and Funding Agreement provide that if the costs incurred exceed the fee collected, the applicant will reimburse the City for the additional costs.

**Options**
The City Commission has the following options regarding the Resolution setting a public hearing date for the establishment of the TIF district:

- Adopt the Resolution setting a hearing date on the establishment of the TIF district
- Decline to adopt the Resolution
- Provide other direction to City staff

**Recommendation**
Move the project forward by adopting the Resolution.

**Action Requested**
Adopt a Resolution setting a public hearing for the establishment of a TIF district.

**Supporting Documentation**
Map
Visual
Calendar
Resolution
Term Sheet
Application package from D&J Land Development LLC
RESOLUTION NO. 2020-002

A RESOLUTION OF THE GOVERNING BODY OF THE CITY OF HAYS, KANSAS ESTABLISHING THE DATE AND TIME OF A PUBLIC HEARING REGARDING THE ESTABLISHMENT OF A REDEVELOPMENT DISTRICT PURSUANT TO K.S.A. 12-1770 ET SEQ.

BE IT RESOLVED BY THE GOVERNING BODY OF THE CITY OF HAYS, KANSAS:

Section 1. The City of Hays, Kansas (the “City”) is considering the establishment of a redevelopment district pursuant to K.S.A. 12-1770 et seq., as amended (the “Act”).

Section 2. Notice is hereby given that a public hearing will be held by the City to consider establishment of a redevelopment district on February 13, 2020, in the City Commission Chambers located in Hays City Hall, 1507 Main Street, Hays, Kansas, commencing at 6:30 p.m., or as soon thereafter as may be heard.

Section 3. A map of the proposed redevelopment district is attached hereto as Exhibit A. The boundaries of the proposed redevelopment district are legally described as shown on Exhibit B hereto.

Section 4. The proposed district plan for the proposed redevelopment district is described in a general manner as follows:

A commercial development consisting of some or all of the following uses and improvements, without limitation: construction of a travel plaza and truck wash; retail uses; hotel uses; restaurant uses; other general commercial development; associated public and private infrastructure; site work; utilities; storm water and drainage; landscaping; parking facilities; and other items allowable under K.S.A. 12-1770 et seq.

Section 5. A description and map of the proposed redevelopment district are available for inspection and copying in the offices of the City Clerk, Hays City Hall, 1507 Main Street, Hays, Kansas, Monday through Friday (other than holidays) between 8:00 a.m. and 5:00 p.m.

Section 6. The City Commission will consider the findings necessary for the establishment of a redevelopment district after conclusion of the public hearing.

Section 7. The City Clerk is hereby authorized and directed to publish this resolution once in the official city newspaper not less than one week or more than two weeks preceding the date set for the public hearing. The City Clerk is also authorized and directed to mail a copy of this resolution via certified mail, return receipt requested to the board of county commissioners, the board of education of any school district levying taxes on property within the proposed redevelopment district, and to each owner and occupant of land within the proposed redevelopment project area, not more than 10 days following the date of the adoption of this Resolution.

Section 8. This Resolution shall become effective upon its adoption by the City Commission.
ADOPTED this 9th day of January, 2020.

[SEAL]

Mayor

Attest:

Brenda Kitchen
City Clerk
REVISED TIF BOUNDARY EXHIBIT
in the Southwest Quarter of Section 17, the Southeast Quarter of Section 18, the Northeast Quarter of Section 19 and the Northwest Quarter of Section 20
Township 13 South, Range 18 West, Ellis County, Kansas

LEGAL DESCRIPTION: TIF Boundary Revised 01-02-20
A tract of land in the Southwest Quarter of Section 17, the Southeast Quarter of Section 18, the Northeast Quarter of Section 19 and the Northwest Quarter of Section 20, Township 13 South, Range 18 West of the 6th Principal Meridian, Ellis County, Kansas, described as follows:

Comencing at the Southeast corner of the Southwest Quarter of Section 18, Township 13 South, Range 18 West; Thence South 89 degrees 31 minutes 56 seconds East, along the South line of the Southwest Quarter of Section 17, a distance of 550.89 feet to the Point of Beginning; Thence North 50 degrees 28 minutes 54 seconds East, a distance of 60.00 feet to the current North line of 56th Street; Thence North 85 degrees 22 minutes 35 seconds West, a distance of 93.50 feet; Thence North 87 degrees 10 minutes 46 seconds West, a distance of 485.73 feet; Thence North 39 degrees 16 minutes 48 seconds West, a distance of 38.43 feet; Thence North 01 degrees 29 minutes 37 seconds East, parallel with the West line of the Southwest Quarter of Section 17, a distance of 1047.97 feet; Thence North 89 degrees 28 minutes 41 seconds West, a distance of 50.01 feet to the East line of the Southwest Quarter of Section 18; Thence North 61 degrees 29 minutes 37 seconds East, along the East line of the Southeast Quarter of Section 18, a distance 57.93 feet; Thence North 89 degrees 35 minutes 50 seconds West, a distance of 996.37 feet; Thence on a curve to the Northwest corner of the Southeast Quarter of Section 18, a distance of 1132.43 feet, an arc length of 30.10 feet, a chord bearing of North 88 degrees 40 minutes 18 seconds West and a chord length of 36.10 feet; Thence South 00 degrees 31 minutes 49 seconds West, a distance of 621.35 feet; Thence South 58 degrees 23 minutes 02 seconds West, a distance of 845.93 feet to the North line of the South Quarter of Section 17; Thence South 54 degrees 46 minutes 20 seconds East, along the North line of the South Quarter of Section 17, a distance of 669.01 feet; Thence South 72 degrees 32 minutes 52 seconds East, along the North line of Interstate 70, a distance of 1068.01 feet; Thence South 70 degrees 35 minutes 22 seconds East, along the North line of Interstate 70, a distance of 1132.07 feet to the East line of the Northeast Quarter of Section 19; Thence continuing South 70 degrees 35 minutes 22 seconds East, along the North line of Interstate 70, a distance of 124.16 feet; Thence South 52 degrees 31 minutes 38 seconds East, along the North line of Interstate 70, a distance of 37.27 feet; Thence North 10 degrees 49 minutes 09 seconds West, a distance of 320.06 feet; Thence North 25 degrees 16 minutes 19 seconds East, a distance of 38.07 feet; Thence South 69 degrees 50 minutes 58 seconds East, a distance of 45.99 feet; Thence South 85 degrees 45 minutes 40 seconds East, a distance of 446.77 feet; Thence North 85 degrees 50 minutes 27 seconds East, a distance of 206.93 feet to the current South line of 56th Street; Thence North 00 degrees 29 minutes 54 seconds East, a distance of 100.00 feet to the South line of the Southwest Quarter of Section 17; Thence North 89 degrees 31 minutes 56 seconds West, along the South line of the Southwest Quarter of Section 17, a distance of 139.11 feet to the Point of Beginning. Said tract contains 44,998 acres more or less.

DRIGGS DESIGN GROUP, PA
Surveying Engineering Planning
James Mele, PLS 1335
1917 Downing Avenue, Hays, Kansas 67601
jmele@driggsdesign.com (785) 650-9864
LEGAL DESCRIPTION: TIF Boundary Revised 01-02-20
A tract of land in the Southwest Quarter of Section 17, the Southeast Quarter of Section 18, the Northeast Quarter of Section 19 and the Northwest Quarter of Section 20, Township 13 South, Range 18 West of the 6th Principal Meridian, Ellis County, Kansas, described as follows:

Commencing at the Southeast corner of the Southeast Quarter of Section 18, Township 13 South, Range 18 West; Thence South 89 degrees 31 minutes 06 seconds East, along the South line of the Southwest Quarter of Section 17, a distance of 658.89 feet to the Point of Beginning; Thence North 00 degrees 28 minutes 54 seconds East, a distance of 50.00 feet to the current North line of 55th Street; Thence North 83 degrees 22 minutes 35 seconds West, a distance of 93.60 feet; Thence North 87 degrees 10 minutes 46 seconds West, a distance of 489.73 feet; Thence North 39 degrees 15 minutes 46 seconds West, a distance of 38.43 feet; Thence North 01 degrees 29 minutes 37 seconds East, parallel with the West line of the Southwest Quarter of Section 17, a distance of 1047.97 feet; Thence North 89 degrees 28 minutes 41 seconds West, a distance of 50.01 feet to the East line of the Southeast Quarter of Section 18; Thence North 01 degrees 29 minutes 37 seconds East, along the East line of the Southwest Quarter of Section 17, a distance of 67.93 feet; Thence North 89 degrees 35 minutes 06 seconds West, a distance of 996.37 feet; Thence on a curve to the right, having a radius of 1132.43 feet, an arc length of 36.10 feet, a chord bearing of North 88 degrees 40 minutes 18 seconds West and a chord length of 36.10 feet; Thence South 00 degrees 31 minutes 49 seconds West, a distance of 521.35 feet; Thence South 58 degrees 23 minutes 02 seconds West, a distance of 846.89 feet to the North line of Interstate 70; Thence South 46 degrees 46 minutes 20 seconds East, along the North line of Interstate 70, a distance of 669.01 feet; Thence South 72 degrees 32 minutes 52 seconds East, along the North line of Interstate 70, a distance of 1056.01 feet; Thence South 70 degrees 35 minutes 22 seconds East, along the North line of Interstate 70, a distance of 112.07 feet to the East line of the Northeast Quarter of Section 19; Thence South 70 degrees 35 minutes 22 seconds East, along the North line of Interstate 70, a distance of 124.16 feet; Thence South 52 degrees 31 minutes 38 seconds East, along the North line of Interstate 70, a distance of 37.27 feet; Thence North 09 degrees 49 seconds West, a distance of 320.58; Thence North 28 degrees 16 minutes 19 seconds East, a distance of 38.07 feet; Thence South 89 degrees 50 minutes 58 seconds East, a distance of 45.99 feet; Thence South 85 degrees 45 minutes 40 seconds East, a distance of 446.77 feet; Thence North 86 degrees 30 minutes 27 seconds East, a distance of 206.03 feet to the current South line of 55th Street; Thence North 00 degrees 28 minutes 54 seconds East, a distance of 100.00 feet to the South line of the Southwest Quarter of Section 17; Thence North 89 degrees 31 minutes 06 seconds West, along the South line of the Southwest Quarter of Section 17, a distance of 139.11 feet to the Point of Beginning. Said tract contains 44.998 acres more or less.
## CITY OF HAYS, KANSAS
### D&J Land Development LLC
#### TIF and CID Schedule

<table>
<thead>
<tr>
<th>DATE</th>
<th>Action</th>
<th>ACTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Completed</td>
<td>Circulate final Term Sheet</td>
<td>Circulate final Term Sheet</td>
</tr>
<tr>
<td>Dec. 12</td>
<td>City Commission approves annexation of real estate</td>
<td></td>
</tr>
<tr>
<td>Dec. 16</td>
<td>Publish ordinance regarding annexation</td>
<td></td>
</tr>
<tr>
<td>Jan. 2</td>
<td>Work Session: City Commission considers Resolution setting public hearing</td>
<td></td>
</tr>
<tr>
<td>Jan. 9</td>
<td>City Commission considers Resolution setting public hearing</td>
<td></td>
</tr>
<tr>
<td>Jan. 10</td>
<td>Resolution sent via certified mail to BOCC, USD, and property owners</td>
<td>Developer submits draft Project Plan to City</td>
</tr>
<tr>
<td></td>
<td>(within 10 days of adopting Resolution)</td>
<td></td>
</tr>
<tr>
<td>Feb. 5</td>
<td>Resolution published in the <em>Hays Daily News</em> (1–2 weeks before public hearing)</td>
<td></td>
</tr>
<tr>
<td>Feb. 6</td>
<td>Work Session: City Commission considers Ordinance establishing Redevelopment District</td>
<td></td>
</tr>
<tr>
<td>Feb. 13</td>
<td><strong>Public hearing</strong> (not less than 30, no more than 70 days following adoption of Resolution)</td>
<td><strong>City Commission considers Ordinance establishing Redevelopment District</strong></td>
</tr>
<tr>
<td>Feb. 19</td>
<td>Publish Ordinance in <em>Hays Daily News</em></td>
<td></td>
</tr>
<tr>
<td>Feb. 28</td>
<td>Developer files final Project Plan with City Clerk</td>
<td>Property owner files CID Petition with City Clerk</td>
</tr>
<tr>
<td></td>
<td>Project Plan delivered to BOCC and USD</td>
<td></td>
</tr>
<tr>
<td>March 14</td>
<td>BOCC and USD veto period expires (30 days following public hearing)</td>
<td></td>
</tr>
<tr>
<td>March 16</td>
<td>Planning Commission makes comprehensive plan consistency finding</td>
<td></td>
</tr>
<tr>
<td>March 19</td>
<td>Work Session: City Commission considers Resolution calling public hearing on Project Plan</td>
<td>Work Session: City Commission considers Resolution calling public hearing on CID</td>
</tr>
<tr>
<td>DATE</td>
<td>ACTION</td>
<td>ACTION</td>
</tr>
<tr>
<td>------------</td>
<td>------------------------------------------------------------------------</td>
<td>------------------------------------------------------------------------</td>
</tr>
<tr>
<td>March 26</td>
<td>City Commission considers Resolution calling public hearing on Project Plan</td>
<td>City Commission considers Resolution calling public hearing on creation of CID</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>March 27</td>
<td>Resolution sent via certified mail to BOCC, USD, and property owners (within 10 days of adopting Resolution)</td>
<td>Resolution sent certified mail to all property owners (at least 10 days before hearing)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>April 29</td>
<td></td>
<td>First publication of Resolution</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>May 6</td>
<td>Publication of Resolution calling Public Hearing (at least 1 week, no more than 2 weeks, before hearing)</td>
<td>Second publication of Resolution (at least 7 days before public hearing)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>May 7</td>
<td>Work Session: City Commission considers Ordinance approving Project Plan and Development Agreement</td>
<td>Work Session: City Commission considers Ordinance creating CID</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>May 14</td>
<td><strong>Public Hearing</strong> (not less than 30, no more than 70 days following adoption of Resolution)</td>
<td><strong>Public Hearing</strong></td>
</tr>
<tr>
<td></td>
<td>City Commission considers Ordinance approving Project Plan and Development Agreement (2/3 vote required)</td>
<td>City Commission considers Ordinance approving creation of CID</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>May 20</td>
<td>Publish Ordinance approving Project Plan</td>
<td>Publish CID Ordinance</td>
</tr>
<tr>
<td></td>
<td>Send Ordinance and Project Plan to County Clerk/Treasurer /Assessor, BOCC, and USD (by Jan. 1, 2021)</td>
<td>Certified mail notice to Kansas Department of Revenue to begin CID Sales Tax no later than /_/2021</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Submit Ordinance for recording with County</td>
</tr>
</tbody>
</table>
I. Executive Summary

The proposed project involves the development of approximately 55 acres located at the northwest corner of 230th Avenue and 55th Street, as well as certain road and improvements to the intersection of 230th Avenue and 55th Street, all within the areas shown on the map attached as Exhibit A. The property is currently outside of the City limits, but D&J Land Development, L.L.C., a Kansas limited liability company (the “Developer”) will request that the City annex the property as part of the project.

The proposed project consists of two (2) phases of development.

As part of Phase I of the project, Developer proposes to acquire Phase I of the project, and to construct (or cause to be constructed) the Public Improvements, the Travel Plaza, the Truck Wash (all as defined herein) and related parking improvements, at a total estimated cost (excluding soft costs) of $20,859,362.20, as follows:

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Improvements</td>
<td>$8,424,612.20</td>
</tr>
<tr>
<td>Land Acquisition (Phase I)</td>
<td>$3,934,750.00</td>
</tr>
<tr>
<td>Travel Plaza</td>
<td>$6,000,000.00</td>
</tr>
<tr>
<td>Truck Wash</td>
<td>$2,500,000.00</td>
</tr>
<tr>
<td>Total</td>
<td>$20,859,362.20</td>
</tr>
</tbody>
</table>

Developer will initially finance the Public Improvements, Land Acquisition, the Travel Plaza and the Truck Wash from private sources and request reimbursement for certain eligible expenses from tax increment financing ("TIF"), a community improvement district ("CID") sales tax, and a grant from the Kansas Department of Transportation ("KDOT"). Developer has identified $13,929,354.26 of TIF eligible expenses, including the Public Improvements. The CID sales tax revenue will be applied against the vertical construction cost of the Travel Plaza. The KDOT grant will be applied against intersection improvements at 230th Avenue and 55th Street.

Upon sale of all development lots and completion of the Phase I Development (defined below), the Developer estimates that the appraised value of Phase I and all improvements will be $40,800,000.00, as shown below. The Developer also estimates that the Phase I Development will, upon full completion, create $38,700,000 of annual retail sales and $3,000,000 of annual gas/diesel sales.
In exchange for construction of the Public Improvements, Travel Plaza, and Truck Wash, Developer requests the assistance listed in the table below.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tax Increment Financing (ad valorem tax only; no sales tax)</td>
<td>$13,929,355(c)</td>
</tr>
<tr>
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<td>2,920,000</td>
</tr>
<tr>
<td>KDOT Grant(b)</td>
<td>1,500,000</td>
</tr>
<tr>
<td>Donation of City Land (4.611 acres)</td>
<td>--</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$16,849,355 (max)</strong></td>
</tr>
</tbody>
</table>

(a) TIF and CID will be reimbursed to Developer for certain eligible costs on a pay-as-you-go basis.
(b) The KDOT Grant is currently assigned to the County and restricted for hard construction costs at the intersection of 230th Avenue and 55th Street. The City and Developer understand, pursuant to discussions with KDOT, that the KDOT Grant may be reassigned to the City and made available to reimburse Developer for such hard construction costs as part of this request. In no event will TIF funds be used to reimburse costs previously reimbursed by the KDOT Grant, and KDOT Grant funds used to reimburse Developer’s costs would reduce eligible TIF expenses on a dollar for dollar basis.
(c) This amount is the total estimate of eligible TIF expenses, but is offset and reduced to the extent of the KDOT Grant paid to Developer.

Preliminary plans for Phase II of the project are expected to consist of an RV park and other retail and commercial uses. Developer is not currently seeking incentives for Phase II as part of this request, but the land area is proposed to be included within the TIF District (as defined herein). Developer expects to submit an incentive request for Phase II in the future.
**PHASE I**

Phase I of the development includes the following private development and public improvements:

**A. Private Development.**

A conceptual site plan of the “Phase I Development” is attached as Exhibit B. Current plans call for an eleven (11) lot subdivision, containing the following uses:

<table>
<thead>
<tr>
<th>Lot #</th>
<th>Type of Use</th>
<th>Est. Cost</th>
<th>Est. FMV</th>
<th>Est. Taxable Sales/Year</th>
<th>Employee FTE Estimate</th>
<th>Constr. Start</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lot 1</td>
<td>Water retention</td>
<td>$</td>
<td>-</td>
<td>$</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>Lot 2</td>
<td>Retail or Restaurant (dine in)</td>
<td>$1,750,000.00</td>
<td>$1,750,000.00</td>
<td>$3,500,000.00</td>
<td>30</td>
<td>2020</td>
</tr>
<tr>
<td>Lot 3</td>
<td>Hotel - approx. 60 rooms</td>
<td>$7,200,000.00</td>
<td>$7,200,000.00</td>
<td>$2,900,000.00</td>
<td>12</td>
<td>2020</td>
</tr>
<tr>
<td>Lot 4</td>
<td>Retail or Restaurant (dine in)</td>
<td>$1,750,000.00</td>
<td>$1,750,000.00</td>
<td>$3,500,000.00</td>
<td>30</td>
<td>2019</td>
</tr>
<tr>
<td>Lot 5</td>
<td>Restaurant (quick service)</td>
<td>$1,000,000.00</td>
<td>$1,000,000.00</td>
<td>$2,200,000.00</td>
<td>25</td>
<td>2019</td>
</tr>
<tr>
<td>Lot 6</td>
<td>Restaurant (quick service)</td>
<td>$1,000,000.00</td>
<td>$1,000,000.00</td>
<td>$2,200,000.00</td>
<td>25</td>
<td>2019</td>
</tr>
<tr>
<td>Lot 7</td>
<td>Retail (Strip Center)</td>
<td>$2,000,000.00</td>
<td>$2,000,000.00</td>
<td>$6,200,000.00</td>
<td>15</td>
<td>2019</td>
</tr>
<tr>
<td>Lot 8</td>
<td>Two (2) Restaurants (dine in)</td>
<td>$4,000,000.00</td>
<td>$4,000,000.00</td>
<td>$7,000,000.00</td>
<td>40</td>
<td>2020</td>
</tr>
<tr>
<td>Lot 9</td>
<td>Hotel - approx. 80 rooms</td>
<td>$9,600,000.00</td>
<td>$9,600,000.00</td>
<td>$3,900,000.00</td>
<td>20</td>
<td>2019</td>
</tr>
<tr>
<td>Lot 10</td>
<td>Travel Plaza</td>
<td>$6,000,000.00</td>
<td>$10,000,000.00</td>
<td>$3,500,000.00</td>
<td>40</td>
<td>2019</td>
</tr>
<tr>
<td>Lot 11</td>
<td>Truck Wash</td>
<td>$2,500,000.00</td>
<td>$2,500,000.00</td>
<td>$3,800,000.00</td>
<td>26</td>
<td>2019</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td>$36,800,000.00</td>
<td>$40,800,000.00</td>
<td>$38,700,000.00</td>
<td>263</td>
<td></td>
</tr>
</tbody>
</table>

In addition, an estimated $3,000,000 in monthly sales of gasoline and diesel is expected at the Travel Plaza.

The Travel Plaza will consist of an approximately 10,000 square foot full-service travel plaza and convenience store, including approximately 14 fuel pumps, scales, restaurants in the travel plaza, personal hygiene amenities, etc., at an estimated construction cost of $6,000,000.00 (collectively, the “Travel Plaza”). The Developer estimates that the value of the travel plaza is $10,000,000, reflecting the value of land and improvements.

The Truck Wash will consist of an approximately 6,000 square foot building that will house approximately 2 bays for washing semitrailer trucks, at an estimated construction cost of $2,500,000 (collectively, the “Truck Wash”).

Developer anticipates that the Travel Plaza and Truck Wash will be complete and open for business as soon as Spring, 2020.

Developer anticipates purchasing most of the land for Phase I (shown on Exhibit B) and constructing certain infrastructure improvements to serve such land, including streets, waterlines, sanitary sewers, surface parking, and other related improvements (the Public Improvements, further described below). Developer requests that the City donate the City Property (as shown on Exhibit D) to the Developer at no cost.
Developer will either construct the Travel Plaza (Lot 10) and the Truck Wash (Lot 11), as described below, and lease the same to an operator, or Developer may sell Lot 10 and Lot 11 to an operator for development by the end user.

Developer anticipates selling or leasing the remaining nine (9) lots “pad-ready” to other end users. Lot descriptions in this term sheet are for reference purposes only, and may not be indicative of the actual plat of the project. The size and configuration of lots in the project are subject to change.

[Balance of page intentionally left blank]
B. Public Improvements.

In order to construct the Phase I Development, the following public infrastructure costs and other TIF-eligible expenses will be required (collectively, the “Public Improvements”):

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
<th>Estimated Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Waterline</td>
<td>Extend water line from existing edge of City to property and to serve Phase I improvements (includes engineering and contingency)</td>
<td>$ 752,000.00</td>
</tr>
<tr>
<td>Sanitary Sewer</td>
<td>Extend sewer to Phase I improvements (includes engineering and contingency)</td>
<td>$ 1,167,904.80</td>
</tr>
<tr>
<td>Local Streets</td>
<td>Construct interior streets</td>
<td>$ 1,474,615.44</td>
</tr>
<tr>
<td>55th Street Extension</td>
<td>Construct 55th Street extension</td>
<td>$ 648,701.03</td>
</tr>
<tr>
<td>Hess Road Extension</td>
<td>Construct Hess Road extension</td>
<td>$ 1,045,137.50</td>
</tr>
<tr>
<td>Intersection Improvements*</td>
<td>230th and 55th Street Intersection Improvements*</td>
<td>$ 1,756,637.82</td>
</tr>
<tr>
<td>Access Roads</td>
<td>Construct access roads</td>
<td>$ 1,579,615.61</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td>$ 8,424,612.20</td>
</tr>
</tbody>
</table>

*(plus interest)

*The KDOT Grant will fund $1,500,000 of such improvements. In no event will TIF funds be used to reimburse costs previously reimbursed by the KDOT Grant.*

Also see Estimated Construction Costs prepared by Driggs Design Group (enclosed as Exhibit E)

Note: The above costs are estimates only and exclude reimbursable post-construction financing costs, which are also requested for reimbursement. Cost estimates are based on prices for goods and services in 2019, and thus the actual cost incurred over multiple years may be higher. TIF reimbursements shall not be limited to the cost estimates above, but shall include all actual costs incurred directly related to the Project described above, including construction and associated design and other soft costs, plus interest as set forth in the Development Agreement to be executed between the Developer and the City. The amounts set forth for any particular line item in such column shall not represent caps on the amount of such costs with respect to such line item of work that may be reimbursed with TIF proceeds. Rather, amounts may be moved among the line items shown above.
C. Total Estimated Costs – Phase I.

The total estimated costs of the Phase I Development and related public improvements are summarized as follows:

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
<th>TIF Eligible</th>
<th>CID Eligible</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Improvements</td>
<td>$8,424,612.20</td>
<td>$8,424,612.20</td>
<td></td>
</tr>
<tr>
<td>Land Acquisition</td>
<td>$3,934,750.00</td>
<td>$3,934,750.00</td>
<td></td>
</tr>
<tr>
<td>Private Improvements</td>
<td>$36,800,000.00</td>
<td>$1,319,992.06</td>
<td>$4,300,000.00</td>
</tr>
<tr>
<td>TIF related soft costs</td>
<td>$250,000.00</td>
<td>$250,000.00</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$49,409,362.20</strong></td>
<td><strong>$13,929,354.26</strong></td>
<td></td>
</tr>
</tbody>
</table>

Developer’s expected land acquisition and construction costs for the Public Improvements, Truck Wash, and Travel Plaza total $20,859,362.20, and such costs will initially be financed by Developer’s private debt and equity, a portion of which would be reimbursed to Developer on a pay-as-you-go basis from incremental property taxes generated within the TIF District, the CID sales tax, and the KDOT Grant.

The remaining estimated costs of constructing the Phase I Development (approximately $28,550,000) are expected to be incurred by other purchasers or lessors of lots within the Phase I Development. Such other end users will not receive proceeds of the TIF District or Developer’s CID but could approach the City for separate forms of assistance in the future.

**PHASE II**

A. Private Development.

Phase II of the development will include retail and commercial uses (the “Phase II Development”), located north of the Phase I Improvements, on approximately 15 acres, as shown on Exhibit A. Phase II will be a multiple-lot subdivision in an as-yet undetermined layout. Preliminary plans for Phase II include an RV Park.

As part of this request, Developer is requesting that Phase II be included in the TIF District in order to “freeze” the base assessed valuation of Phase II as of the date the TIF District is established pursuant to K.S.A. 12-1770 et seq. (the “TIF Act”). Developer expects to approach the City with a TIF project plan for Phase II in the future. The TIF project plan and any incentives for Phase II would be subject to City Commission approval at that time.

B. Public Improvements.

Construction of the Phase II Improvements will necessitate further road and utility extensions, site grading, sidewalks, landscaping and other eligible redevelopment project costs as defined in the TIF Act.

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1 Total includes $1,500,000 attributable to improvements at the intersection of 230th Avenue and 55th Street that will be reimbursed with proceeds of the KDOT Grant. In no event will TIF funds be used to reimburse costs previously reimbursed by the KDOT Grant.

2 Parking lot on Travel Plaza & Truck Wash.

3 A portion of the vertical construction costs of Travel Plaza, see below.
C. **Total Estimated Costs – Phase II.**

The estimated total costs of Phase II have not yet been determined but would be identified in the TIF project plan for Phase II.

II. **Proposed Method of Financing/Requested Economic Development Incentives**

The Developer requests that the City Commission authorize staff to begin negotiating a Development Agreement to provide for construction of the Phase I Development and related public improvements.

Upon annexation, the Developer requests that the City commence the process of implementing the following requested economic development incentives:

1. **Tax Increment Financing District (TIF)** with boundaries as shown on Exhibit A (the “TIF District”). The TIF District is proposed to be created with two project areas – one area to encompass the property to be developed as part of the Phase I Development, and the second area to encompass the property to be developed as part of the Phase II Development. The Developer contemplates submitting a TIF project plan for the Phase I Development and related infrastructure now. No project plan would be submitted at this time for the second project area/Phase II.

The TIF District would capture all incremental property tax revenues within the TIF District, but no sales taxes within the TIF District would be captured in accordance with the City’s Economic Development Policy.

The TIF revenues generated within the TIF District would be used to reimburse Developer for TIF-eligible expenses on a pay-as-you-go basis with no bonds issued.

Based on current project cost estimates, the Developer estimates that $13,929,355 of the Phase I Development and related infrastructure costs are TIF-eligible expenses under State law and the City’s Economic Development Policy (see Public Improvements cost summarized above). This total includes $1,500,000 of costs for improvements to the intersection of 230th Avenue and 55th Street that will be reimbursed with proceeds of the KDOT Grant, and no TIF funds will be used to reimburse Developer for costs previously reimbursed by the KDOT Grant.

Based on current development plans for the Phase I Development, the Developer estimates that Phase I of the TIF District would generate $14,947,173 in incremental property tax revenues over the 20-year life of the TIF project plan for Phase I. Until a TIF project plan is approved for Phase II, all increment generated within the TIF District shall be available to reimburse Developer for TIF-eligible costs incurred in connection with Phase I. Once a project plan has been approved for Phase II, incremental property taxes generated within Phase II shall be applied as set forth in the Phase II project plan.
### Property Tax Worksheet (Upon Stabilization)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Year Valuation</td>
<td>$41,600.00</td>
</tr>
<tr>
<td>Base Year Assessed Value</td>
<td>$10,400.00</td>
</tr>
<tr>
<td>Present Tax</td>
<td>$915.16</td>
</tr>
<tr>
<td><strong>Assumed Stabilized Value</strong></td>
<td></td>
</tr>
<tr>
<td>All Private Improvements</td>
<td>$40,800,000.00</td>
</tr>
<tr>
<td>Assessed Value (25%)</td>
<td>$10,200,000.00</td>
</tr>
<tr>
<td><strong>Total Est. Ad Val Tax per Year</strong></td>
<td><strong>$1,139,595.00</strong></td>
</tr>
</tbody>
</table>

### TIF Calculation Worksheet (Upon Stabilization)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount of TIF Ad Val Tax</td>
<td>$838,715.40</td>
</tr>
<tr>
<td>(Less Base Assessed Value)</td>
<td>(855.16)</td>
</tr>
<tr>
<td>Annual TIF Increment</td>
<td>$837,860.24</td>
</tr>
<tr>
<td>Estimated Annual TIF Revenue to Developer</td>
<td>$837,860.24</td>
</tr>
<tr>
<td><strong>20 year gross TIF Value</strong></td>
<td><strong>$14,947,173.34</strong></td>
</tr>
</tbody>
</table>

*Assumes 18 years of "full" TIF net of construction and stabilization

**Total TIF Eligible Expenses:** $13,929,354.26

^This total includes $1,500,000 attributable to improvements at the intersection of 230th Ave. and 55th St. that will be reimbursed with proceeds of the KDOT Grant. In no event will TIF Funds be used to reimburse costs previously reimbursed by the KDOT Grant.

[Balance of page intentionally left blank]
2. **Community Improvement District (CID)** with boundaries as shown on Exhibit C (approximately 13.6 acres) including the Travel Plaza and Truck Wash. Within the CID, a 2.0% CID sales tax would be imposed in addition to the City’s current sales tax of 1.75%. The CID sales tax revenues would be used to reimburse the Developer on a pay-as-you-go basis for CID-eligible expenses, which primarily relate to the private construction cost of the Travel Plaza, gas pumps, and related private improvements.

Based on current project cost estimates, the Developer estimates that approximately $6,000,000 of the total costs of the Travel Plaza are CID-eligible expenses under State law, of which approximately $4,300,000 (72%) are reimbursable under the City’s Economic Development Policy, as set forth in the table below.

<table>
<thead>
<tr>
<th>Description of Expense</th>
<th>Total Est. Cost</th>
<th>Amount CID-Eligible</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land Acquisition</td>
<td>$0.00⁴</td>
<td>$0.00</td>
</tr>
<tr>
<td>Building Cost</td>
<td>$2,500,000</td>
<td>$2,500,000</td>
</tr>
<tr>
<td>Petroleum Tank Pumps</td>
<td>$1,600,000</td>
<td>$1,600,000</td>
</tr>
<tr>
<td>Parking Lot</td>
<td>$1,500,000</td>
<td>$0.00</td>
</tr>
<tr>
<td>Canopies</td>
<td>$175,000</td>
<td>$175,000</td>
</tr>
<tr>
<td>Landscaping</td>
<td>$50,000</td>
<td>$25,000</td>
</tr>
<tr>
<td>Soft Costs</td>
<td>$175,000</td>
<td>$0.00</td>
</tr>
<tr>
<td><strong>TOTAL CID ELIGIBLE EXPENSES:</strong></td>
<td></td>
<td><strong>$4,300,000</strong></td>
</tr>
</tbody>
</table>

Based on current development plans, the Developer estimates that the CID sales tax would generate approximately $2,920,000 to fund CID-eligible expenses over the 22-year life of the CID (see table below).

<table>
<thead>
<tr>
<th>Description of Expense</th>
<th>Total Est. Cost</th>
<th>Amount CID-Eligible</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Travel Plaza + Truck Wash Sales</td>
<td>$7,300,000.00</td>
<td></td>
</tr>
<tr>
<td>Annual CID Revenues (2.0%)</td>
<td>$146,000.00</td>
<td></td>
</tr>
<tr>
<td><strong>22 year gross CID value</strong></td>
<td><strong>$2,920,000.00</strong></td>
<td></td>
</tr>
</tbody>
</table>
*assumes 20 years of "full" CID net of construction and stabilization

**TOTAL CID ELIGIBLE EXPENSES:** $4,300,000.00

3. **Total Estimated TIF and CID Proceeds.** Developer currently anticipates the TIF District to generate approximately $14,947,173 and the CID sales tax to generate $2,920,000, totaling $17,867,173.

4. **Interest on TIF Reimbursable Costs.** The Developer requests reimbursement of its financing costs associated with the Phase I Development, including interest paid to its lenders and interest earned on equity.

5. **KDOT Grant for Intersection Improvements.** KDOT has approved a $1,500,000 grant to Ellis County to make certain road and intersection improvements to 230th Avenue and 55th Street (the “KDOT Grant”). In consideration of the Developer’s agreement to construct those improvements, the Developer requests that the KDOT Grant be assigned to the City and made available to reimburse Developer for hard

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⁴ None, if Developer constructs the Travel Plaza itself. If sold to an end user, there would be a land acquisition cost to the end user. Regardless, there is no request for reimbursement for land acquisition under the CID.
construction costs related to such improvements. To the extent that KDOT or Ellis County must approve or consent to this contribution, the Developer requests the City’s assistance.

6. **Conveyance of City Property.** The Phase I Development and the TIF District include a 4.611-acre (more or less) tract shown on Exhibit D (the “City Property”) presently titled in the name of the City and previously used by KDOT as a mixing strip. KDOT has vacated its easement on the City Property, and Developer requests that the City convey the City Property to the Developer for $0 upon approval of the Development Agreement and approval of the TIF project plan for Phase I.

**Benefits to the City**

1. **Public infrastructure.** The intersection of 230th Ave. and 55th Street will be rebuilt to accommodate traffic associated with the development. The actual construction and infrastructure required to tie in to the Hays water and sewer systems will enable the City to service additional new clients in the general area. Water pressure as well as the actual costs associated with providing water to the residents directly south of Interstate 70 should improve as a result of the development. The Developer will undertake to construct the improvements for the City, subject to the City’s oversight to ensure that the public infrastructure improvements are constructed according to City specifications. The Developer will conduct all preliminary design and engineering (subject to the City’s approval of the engineering firm). The City will approve design prior to construction, and the City will inspect before ownership is assumed.

2. **Tax Revenue.** The City and County would receive all new sales and transient guest taxes generated by the project. Developer estimates total annual sales of the Phase I Development upon full buildout and occupancy will be approximately $38.7 million. At the City’s current sales tax rate of 1.75%, this amount would generate approximately $677,250 in annual sales tax revenue for the City.

3. **Implementation of City Policy.** The project would develop the City’s northwest entrance in a manner consistent with the City’s comprehensive plan and would further the purposes of the City’s policies of encouraging economic activity, growing the tax base, and creating jobs.

4. **Additional Hotel Rooms.** The project includes hotel developments that help fill the City’s ongoing need for additional hotel rooms. Developer is not requesting any assistance from the City’s transient guest tax collections, which is currently levied at 7.00%.

[Balance of page intentionally left blank]
EXHIBIT C

TRAVEL PLAZA CID DISTRICT
SURVEY EXHIBIT
in the Northeast Quarter of Section 19, Township 13 South, Range 18 West.

LEGAL DESCRIPTION: Original Condemnation Plat, Case No. 12703
A tract of land described as the Northeast Quarter of Section 19, Township 13 South, Range 18 West, as follows:

1. Beginning on the north line of said section at the northeast corner of said section;
2. Thence North 18° 23' 45" East a distance of 1300.00 feet to a point;
3. Thence South 89° 37' 15" West a distance of 1300.00 feet to a point;
4. Thence South 18° 23' 45" West a distance of 1300.00 feet to a point;
5. Thence North 89° 37' 15" East a distance of 1300.00 feet to the place of beginning.

The above constitutes 56.44 acres, more or less, exclusive of the existing highway.

SURVEYOR'S CERTIFICATE:
I, James M. Miller, Professional Surveyor, MFGS, in the State of Kansas, certify that the survey shown on the plat was made
in the field under my direct supervision on January 31, 2010. This plat is true and correct to the best of my knowledge and
belief.

James M. Miller
Kansas PS 0199

DRIGGS DESIGN GROUP, PA
Surveying Engineering Planning
Project No. 12969880
Order No. 51-6-276
Scale 1" = 200'
Prepared by: J. M.

SURVEY NOTES:

A. Surveyor;
B. Measured;
C. Calculated from Property Lines;
D. Existing

EXHIBIT
CITY PROPERTY
46
EXHIBIT E

ESTIMATED CONSTRUCTION COSTS

PUBLIC IMPROVEMENTS
# Estimated Construction Costs

## I-70 Commercial Development

<table>
<thead>
<tr>
<th>Phase</th>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Phase 1 Mass Grading</td>
<td>$534,750.00</td>
</tr>
<tr>
<td>2</td>
<td>Phase 1 Waterline Improvements</td>
<td>$356,096.00</td>
</tr>
<tr>
<td>3</td>
<td>Phase 2 Waterline Improvements</td>
<td>$395,904.00</td>
</tr>
<tr>
<td>4</td>
<td>Phase 1 Sanitary Sewer Improvements</td>
<td>$845,460.00</td>
</tr>
<tr>
<td>5</td>
<td>Phase 2 Sanitary Sewer Improvements</td>
<td>$322,444.80</td>
</tr>
<tr>
<td>6</td>
<td>N/S Local Street Improvements</td>
<td>$1,474,615.44</td>
</tr>
<tr>
<td>7</td>
<td>55th Street Extension</td>
<td>$648,701.03</td>
</tr>
<tr>
<td>8</td>
<td>Hess Road Extension</td>
<td>$1,045,137.50</td>
</tr>
<tr>
<td>9</td>
<td>Semi-Truck Parking Lot</td>
<td>$1,319,992.06</td>
</tr>
<tr>
<td>10</td>
<td>230th &amp; 55th Street Improvements</td>
<td>$1,756,637.82</td>
</tr>
<tr>
<td>11</td>
<td>Private Utilities</td>
<td>TBD</td>
</tr>
<tr>
<td>12</td>
<td>South Private Access Road</td>
<td>$1,011,190.01</td>
</tr>
<tr>
<td>13</td>
<td>North Access Road</td>
<td>$568,425.60</td>
</tr>
</tbody>
</table>

**ESTIMATED CONSTRUCTION COSTS**  
$10,279,354.26
ENGINEERS ESTIMATE
City of Hays, Kansas
I-70 Commercial Development
Mass Grading
3/29/2019 - Concept Design
ENGINEERS OPINION OF PROBABLE COST

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Unit</th>
<th>Quantity</th>
<th>Description</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobilization</td>
<td></td>
<td>1.00</td>
<td>LS</td>
<td>$15,000.00</td>
</tr>
<tr>
<td>Contractor Construction Staking</td>
<td></td>
<td>1.00</td>
<td>LS</td>
<td>$5,000.00</td>
</tr>
<tr>
<td>Clearing &amp; Grubbing</td>
<td></td>
<td>2.00</td>
<td>LS</td>
<td>$20,000.00</td>
</tr>
<tr>
<td>Common Excavation</td>
<td></td>
<td>25,000.00</td>
<td>CY</td>
<td>$10,000.00</td>
</tr>
<tr>
<td>Common Excavation (Contractor Furnished)</td>
<td></td>
<td>20,000.00</td>
<td>CY</td>
<td>$100,000.00</td>
</tr>
<tr>
<td>Compaction of Earthwork (Type AA) (MR 0-5)</td>
<td></td>
<td>25,000.00</td>
<td>CY</td>
<td>$4,000.00</td>
</tr>
</tbody>
</table>

Subtotal: $465,000.00
Contingencies (15%): $69,750.00
TOTAL BASE BID: $534,750.00

Per Square Foot Cost: $0.45

Kurtz Engineers Group
Surveying Engineering Planning
# ENGINEERS ESTIMATE

City of Hays, Kansas  
I-70 Commercial Development  
Waterline Improvements  
1/29/2019 - Concept Design

## ENGINEERS OPINION OF PROBABLE COST

### ESTIMATED CONSTRUCTION COSTS - PHASE 1 (Existing Edge of City to KDOT Property & Across 55th Street Ext.)

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>Unit Cost</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobilization</td>
<td>1.0</td>
<td>LS</td>
<td>$25,000.00</td>
<td>$25,000.00</td>
</tr>
<tr>
<td>Contractor Construction Staking</td>
<td>1.0</td>
<td>LS</td>
<td>$4,500.00</td>
<td>$4,500.00</td>
</tr>
<tr>
<td>Clearing &amp; Grubbing</td>
<td>1.0</td>
<td>LS</td>
<td>$10,000.00</td>
<td>$10,000.00</td>
</tr>
<tr>
<td>8&quot; Waterline</td>
<td>2700.0</td>
<td>LF</td>
<td>$1.00</td>
<td>$2700.00</td>
</tr>
<tr>
<td>8&quot; Waterline Valves</td>
<td>4.0</td>
<td>CY</td>
<td>$180.00</td>
<td>$720.00</td>
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<tr>
<td>(8&quot;) Directional Boring w/Steel Casing</td>
<td>220.0</td>
<td>LF</td>
<td>$300.00</td>
<td>$66,000.00</td>
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<tr>
<td>Fire Hydrant Setting</td>
<td>3.0</td>
<td>EA</td>
<td>$4500.00</td>
<td>$13,500.00</td>
</tr>
<tr>
<td>Connect to Existing</td>
<td>1.0</td>
<td>CY</td>
<td>$1500.00</td>
<td>$1500.00</td>
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<tr>
<td>Repair of Existing Driveway</td>
<td>1.0</td>
<td>EA</td>
<td>$1200.00</td>
<td>$1200.00</td>
</tr>
<tr>
<td>1&quot; Service Taps</td>
<td>12.0</td>
<td>EA</td>
<td>$1000.00</td>
<td>$12,000.00</td>
</tr>
<tr>
<td>1&quot; Service Lines</td>
<td>900.0</td>
<td>LF</td>
<td>$3500.00</td>
<td>$3,500.00</td>
</tr>
<tr>
<td>Misc. Fitting</td>
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### ESTIMATED CONSTRUCTION COSTS - PHASE 2 (Internal to Development)

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### General Remarks

1. Estimates do not include any legal or admin fees.  
2. Estimate does not include construction engineering or Inspection

[Driggs Design Group Logo]
# ENGINEERS ESTIMATE

**City of Hays, Kansas**

I-70 Commercial Development
Sanitary Sewer Improvements
1/29/2019 - Concept Design

## ENGINEERS OPINION OF PROBABLE COST

### ESTIMATED CONSTRUCTION COSTS - PHASE 1 (176' N of 41st Street to KDOT Property)

<table>
<thead>
<tr>
<th>No.</th>
<th>Item Description</th>
<th>Quantity</th>
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<th>Probable Cost</th>
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<td>LS</td>
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<td>$6,500.00</td>
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<tr>
<td>3</td>
<td>Clearing &amp; Grubbing</td>
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<td>LS</td>
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<td>$10,000.00</td>
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<td>4</td>
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<td>13</td>
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Subtotal: $671,000.00

Contingencies (20%) $134,200.00
Engineering (8%) $40,260.00

**ESTIMATED COST OF CONSTRUCTION** $845,460.00

### ESTIMATED CONSTRUCTION COSTS - PHASE 2 (Within Development Limits)

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<tr>
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Subtotal: $251,910.00

Contingencies (20%) $50,382.00
Engineering (8%) $20,152.80

**TOTAL BASE BID** $322,444.80
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Subtotal $1,218,690.44

Contingencies (15%) $182,800.57

Engineering (6%) $73,121.43

TOTAL BASE BID $1,474,615.44
## ENGINEERS ESTIMATE

City of Hays, Kansas  
I-70 Commercial Development  
55th Street Extension  
3/29/2019 - Concept Design  

### ENGINEERS OPINION OF PROBABLE COST

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<th>SY</th>
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**Note:** All costs are in USD.
## ENGINEERS ESTIMATE

City of Hays, Kansas  
I-70 Commercial Development  
Hess Road Extension  
1/29/2019 - Concept Design  

**ENGINEERS OPINION OF PROBABLE COST**

### ESTIMATED CONSTRUCTION COSTS

|   | Activity Description                          | Quantity | Unit | Labor | Material | Cost  
|---|-----------------------------------------------|----------|------|--------|----------|-------
| 1 | Mobilization                                  | 1.0      | LS   |        |          | 50,000.00 | 40,000.00 |
| 2 | Contractor Construction Staking               | 1.0      | LS   |        |          | 4,500.00  | 4,500.00  |
| 3 | Clearing & Grubbling                          | 1.0      | LS   |        |          | 3,080.00  | 3,000.00  |
| 4 | Rock Excavation                               | 1000.0   | CY   |        |          | 15,000.00 | 10,000.00 |
| 5 | Common Excavation                             | 1000.0   | CY   |        |          | 10,000.00 | 10,000.00 |
| 6 | Compaction of Earthwork (Type AA) (MR-O-S)    | 1980.0   | CY   |        |          | 10,000.00 | 59,400.00 |
| 7 | Subgrade Modification                         | 6050.0   | SY   |        |          | 30,000.00 | 102,800.00|
| 8 | Concrete Pavement (8") (AE)(NRDJ)             | 5500.0   | SY   |        |          | 30,000.00 | 330,000.00|
| 9 | Combined Curb & Gutter                        | 2400.0   | LF   |        |          | 50,000.00 | 50,000.00 |
|10| Sidewalk Ramps                                | 4.0      | EA   |        |          | 1,500.00  | 6,000.00  |
|11| Sidewalk Construction (4") (AE)               | 800.0    | SY   |        |          | 50,000.00 | 40,000.00 |
|12| Storm Sewer Inlet                             | 6.0      | EA   |        |          | 5,500.00  | 33,000.00 |
|13| Storm Drain Pipe                              | 1200.0   | LF   |        |          | 120,000.00| 144,000.00|
|14| Pavement Markings                             | 1.0      | LS   |        |          | 5,000.00  | 5,000.00  |
|15| Traffic Control                               | 1.0      | LS   |        |          | 10,000.00 | 10,000.00 |
|16| Permanent Signing                             | 1.0      | LS   |        |          | 5,000.00  | 5,000.00  |
|17| Erosion Control                               | 1.0      | LS   |        |          | 2,000.00  | 2,000.00  |
|18| Permanent Seeding                             | 1.0      | LS   |        |          | 3,500.00  | 3,500.00  |

Subtotal: $483,750.00  
Contingencies (15%) $129,562.50  
Engineering (6%) $51,825.00  

TOTAL BASE BID $1,045,137.50
# ENGINEERS ESTIMATE

City of Hays, Kansas  
I-70 Commercial Development  
Large Truck Lot  
1/29/2019 - Concept Design

## ENGINEERS OPINION OF PROBABLE COST

### ESTIMATED CONSTRUCTION COSTS

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<th>Quantity</th>
<th>Unit</th>
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<th>2nd</th>
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<th>15th</th>
<th>Subtotal</th>
<th>Contingencies (10%)</th>
<th>Engineering (6%)</th>
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</tr>
<tr>
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Subtotal $1,168,134.57  
Contingencies (10%) $116,813.46  
Engineering (6%) $65,044.04  
TOTAL BASE BID $1,319,992.06
## Estimated Construction Costs

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Subtotal: $1,388,646.50

Contingency (10%): $138,864.65

Engineering Design (7%): $106,925.78

Construction Engineering (8%): $122,200.89

Other: $1,756,637.82

Total: $3,726,035.79
## ENGINEERS OPINION OF PROBABLE COST

**City of Hays, Kansas**  
1-70 Commercial Development  
South Private Access Road  
1/29/2019 - Concept Design

### ESTIMATED CONSTRUCTION COSTS

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<tr>
<th></th>
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<th>Unit</th>
<th>Quantity</th>
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<th>Probable Cost</th>
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Subtotal $835,694.22  
Contingencies (15%) $125,304.13  
Engineering (6%) $50,141.65  

**TOTAL BASE BID** $1,011,190.01
# Engineers Estimate

**City of Hays, Kansas**

**I-70 Commercial Development**

**North Private Access Road**

**1/29/2019 - Concept Design**

## Engineers Opinion of Probable Cost

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**Total Subtotal**                                     |          |      | $469,773.22     | $469,773.22 |

**Contingencies (15%)**                                 |          |      | $70,465.98      | $70,465.98  |

**Engineering (6%)**                                     |          |      | $28,186.39      | $28,186.39  |

**Total Base Bid**                                       |          |      | $568,425.60     | $568,425.60 |
# CITY OF HAYS
## APPLICATION FOR ECONOMIC INCENTIVES

### I. GENERAL INFORMATION

1. **D & J Land Development LLC**
   - Name of Applicant Firm
   - **August 14, 2019**
   - Date of Request

2. **Local Address**
   - **2670 E. 9th Street**
   - **785-625-9295**
   - Telephone Number
   - **Hays, Kansas 67601**
   - **785-625-4030**
   - Fax Number
   - **danhess@hess-services.com**
   - e-mail address

   **Headquarters Address**
   - **5841 S.W. 29th Street**
   - **785-969-3719**
   - Telephone Number
   - **Topeka, Kansas 66614**
   - **785-625-4030**
   - Fax Number
   - **Johnnyb5901@gmail.com**
   - e-mail address

3. Names and titles of the corporate principal officers and directors including local principal officers and/or management personnel, if known, of the applicant:

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
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<tbody>
<tr>
<td>John E. Brown</td>
<td>Managing Partner</td>
</tr>
<tr>
<td>Dan Hess</td>
<td>Managing Partner</td>
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</table>

4. How long has the firm been in business? The company was organized on October 29, 2018

5. Has the applicant or any principal thereof:
   - Been convicted or any crime other than a traffic violation in the past ten (10) years?
     - _____ Yes   **X** No
   - Had Federal or State tax liens filed against them?   _____ Yes   **X** No
   - Had a court judgment rendered against them that remains unpaid? _____ Yes   **X** No
   - Been declared insolvent, bankrupt or been in receivership? **X** Yes   _____ No
   - Filed an application for tax abatements or incentives in another community?
     - **X** Yes   _____ No
The name, address and telephone numbers of two banking or credit references:

1. Dennison State Bank, c/o Bill Nichols; 800-633-2423

2. Simmons Bank c/o Craig Kesner; 417-875-6870

6. Names and addresses of all persons or firms that will be listed as owner(s) of the property to receive incentives:

   D & J Land Development LLC
   Name
   Address
   Name
   Address
   Name
   Address

7. Provide a brief history of your company, including the types of developments completed (for commercial developments, please list names of retailers and service firms):

   **See Attachment A**

8. Describe in general terms the legal structure of your business. Specifically indicate how your business is organized (i.e., corporation, partnership, etc.), where the entity is domiciled, ownership, subsidiaries or affiliates and any other information necessary to understand how you are legally organized.

   The Applicant is a Kansas limited liability company.

9. Enclose a copy of your audited financial statements for the past five (5) years. Not Applicable.

10. Attach to this application the names, locations and contacts of other governments from which you have received or applied for economic incentives, including but not limited to Tax Increment Financing (TIF), Transportation Development District (TDD) bonds, STAR bonds, tax abatements and/or industrial revenue bonds if applicable. **See Attachment A**

   _____ check here if NOT applicable.

II. NATURE OF THE IMPROVEMENTS

1. Location of improvements: ** See Attachment B**
2. Land to be purchased: All real estate shown on Attachment B, except for and excluding rights
of ways, streets, and any real estate south of the north right-of-way of line of I-70

  sq. feet or acres: 35 acres, more or less, Phase I; 15 acres, more or less, Phase II
value/purchase price: $4,000,000, more or less, Phase I; Phase II TBD.

3. New construction or modification: **See Term Sheet**

   sq. feet: __________________________ Cost: $ __________________________
     Identify Construction: ______________________________________________________________________

4. New Machinery and Equipment subject to personal property taxes (include approximate
purchase dates and estimated useful life): **Not Applicable**

   Description: ________________________________________________________________________________

     Cost: $ __________________________

5. Please state the reason for the establishment of the new facility or the expansion or
replacement of the existing facility. The intersection of I-70 and Highway 183/230th Avenue is
an ideal location for a travel plaza and related amenities, and would capitalize on the large
volume of I-70's commercial and retail traffic. The City of Hays is not fully capitalizing on the
economic development potential of the I-70 corridor. This project also enables the further
expansion and development of the area by extending critical infrastructure and related road
improvements.

6. What are the approximate starting and completion dates for the project? The completion
date is defined as the date you will be ready to utilize the new or expanded facility.

   Start Date: __________________________ Completion Date: __________________________

III. PROPOSED USE AND ECONOMIC BENEFIT

1. What type of new or expanded business activity does the applicant propose?
Enclosed is a concept development plan and summary showing proposed uses in several
phases of development. These uses include a full service travel plaza, truck wash, and pad
sites for hotel, retail, restaurant and ancillary uses.

2. List the type of retail or service firm to be located in the proposed development (include
details of the nature and scope of the operation of the business):
Please see the enclosed summary of uses and concept site plan.

3. What percentage of the facility will the applicant occupy? _____ 0 _____ %

4. Do any of the proposed retailers or service firms have a product or process that may
pose or create an environmental hazard when it is sold, destroyed or discarded?
All underground storage tanks will be installed and maintained per applicable law.

5. Please list all new employees and proposed wages, excluding fringe benefits, by the job titles included in the Annual Wage Survey prepared by the Kansas Department of Human Resources, if possible. **Figures for all Travel Plaza uses (C-store, restaurant, etc.) listed below. See attached Proforma For Travel Plaza and Job Estimates for Hotels**

<table>
<thead>
<tr>
<th>Category</th>
<th>Full-time Employees</th>
<th>Job Title</th>
<th>Salary Range</th>
<th># New Employees</th>
<th># of Transfers</th>
<th>Avg. Annual Salary</th>
<th>Date Hired</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Managers</td>
<td>$60 to $75k</td>
<td>2</td>
<td>2</td>
<td>$67,500</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Professional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Technical</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Clerical</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Production/Assembly</td>
<td></td>
<td>$15-$20/hr</td>
<td>38</td>
<td>38</td>
<td>$23,500</td>
<td></td>
</tr>
</tbody>
</table>

6. What are the employer's share of fringe benefits including health insurance but excluding vacation, holidays, and sick leave, as a percentage of annual salary by employee category. Also indicate the percentage of health insurance cost paid by the employer. **See Proformas For Travel Plaza and Hotels, Attached**

<table>
<thead>
<tr>
<th>Category</th>
<th>Fringe Benefit %</th>
<th>Health Insurance (% Paid by Employer)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management</td>
<td>10</td>
<td>50</td>
</tr>
<tr>
<td>Professional</td>
<td>15</td>
<td>50</td>
</tr>
<tr>
<td>Technical</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Clerical</td>
<td>15</td>
<td>50</td>
</tr>
<tr>
<td>Production/Assembly</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: Percentage varies with salary level if all employees receive the same benefit package.

7. Briefly describe your medical, vacation, sick leave and retirement benefits. (Attach any appropriate benefit summary publications if applicable) **See Proforma For Travel Plaza, Attached**

Hotels: Assume 2 weeks vacation and 50% health insurance.

8. Provide a breakdown of your annual operating expenses. Indicate the percentage of total annual operation expenses that will be spent locally within Ellis County for each item. For firms expanding their facilities and operations in Ellis County, indicate the current annual operating expenses and provide a projection for the incremental expenses after the expansion. For firms planning to newly locate in Ellis County an accurate projection of future annual operational expenses need to be provided. **See Proforma For Travel Plaza, Attached**
<table>
<thead>
<tr>
<th>Type of Expense</th>
<th>Actual $</th>
<th>Projected Total $</th>
<th>% Spent in Ellis County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional services (legal, accounting, advertising, etc.)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business service (training, maintenance)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cleaning services</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Office supplies</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Material and goods</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other (specify)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Annual Operational Expenses**

**See Proforma For Travel Plaza, Attached**

**Actual Expenses**

Subtotal $___________

**IV. TAX ABATEMENT INFORMATION** (Not applicable to Retail Development).

A. Amount or percentage of tax abatement requested and duration: ____________________________

B. In-lieu-of-tax payments offered and duration: ____________________________

C. Why tax abatement is a critical factor in determining whether the proposed project is to be completed?

________________________________________

1 For existing facility, if applicable.
2 After construction or expansion of new facility.
3 Do not report labor costs, debt service, purchase of equipment subject to personal property tax.
V. OTHER INCENTIVE INFORMATION **See Proforma For Travel Plaza, Attached**

### Annual Operational Expenses (Hotel projects only)°

<table>
<thead>
<tr>
<th>Type of Expense</th>
<th>Estimated Total ($ amount)</th>
<th>% Local</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telephone</td>
<td>13000</td>
<td>100</td>
</tr>
<tr>
<td>Electricity</td>
<td>60000</td>
<td>100</td>
</tr>
<tr>
<td>Gas</td>
<td>25000</td>
<td>100</td>
</tr>
<tr>
<td>Water</td>
<td>16000</td>
<td>100</td>
</tr>
<tr>
<td>Waste Water</td>
<td>Included in water</td>
<td>100</td>
</tr>
<tr>
<td>Garbage</td>
<td>12000</td>
<td>100</td>
</tr>
<tr>
<td>Cable</td>
<td>18000</td>
<td>100</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Actual Expenses

Subtotal: $_________

1. State all incentives being requested within this application: The Applicant requests the formation of a TIF District for the development of two (2) Project Areas, as attached, for the purpose of reimbursing eligible project costs on a "pay as you go" basis. Pursuant to K.S.A. 12-1770 et seq., as amended (the "Act"), tax increment funds will be used to pay for certain eligible project expenses within or contiguous to the District including, without limitation, land acquisition costs, utility improvements, site preparation, landscaping, and the construction of new public streets, parking, landscaping, and access drives. A copy of the budget for construction of the project, including those costs to be paid for with tax increment revenues, is set forth in the Applicant’s proposed Term Sheet.

2. Provide reasons why economic incentives are necessary for the project: In order to develop the project area, land needs to be acquired and infrastructure needs to be developed. The cost of this infrastructure, which benefits the City at large as well as the project areas, is significant. The site presently lacks utility infrastructure to support development, but upon completion the extended utilities could service additional development north of I-70. But for the use of tax increment financing, the infrastructure costs would be too high to justify the development of the project. A map of the two proposed project areas is included in the Applicant’s proposed Term Sheet. Phase I would commence development immediately. Phase II has a 2-5 year timeframe for commencement.

3. What improvements or services will need to be provided by the City or County to accommodate this improvement? The Applicant requests the City contribute $1,500,000 of transportation grant funds towards road improvements at the intersection of I-70 and 230th Street, as more particularly described in the Applicant’s proposed Term Sheet, and any other grants available for public improvements inside the proposed TIF district.

° Do not report labor costs, debt service, purchase of equipment subject to personal property tax.
VI. GENERAL CONDITIONS

The following general conditions are understood and agreed to by the firm receiving economic incentives from the City of Hays:

1. The applicant must agree to and reimburse the City for the costs of any legal, financial, or administrative research and work done in reviewing the proposal, preparing other necessary legal documents, and researching the qualifications of the applicant.

2. The applicant must also agree to sign an agreement making a minimum payment in lieu of property taxes.

3. Prior to issuance of the economic incentives, the applicant's proposal and information may require approval from the Kansas Department of Commerce and/or other state agencies.

4. The applicant agrees to provide additional information considered necessary by the City Manager to make a recommendation to the City Commission on granting the economic incentives.

5. Each business receiving economic incentives must complete an annual report by March 1 of each year covering the previous calendar year. Any business that has received an economic incentive shall pay an annual renewal fee of $100.00.

6. Enclosed is the application fee of $1,000.00, as defined in Section 6 (Fee Schedule) of the Economic Development Policy, payable to the City of Hays, Kansas. A deposit of $5,000.00 will be retained by the City to pay for the City's out of pocket costs associated with the City's review of the application.

I (we) verify that the above information and assurances made are complete and correct to the best of my (our) knowledge.

Signature: ___________________________ (print name)  
Date: ________________________________

Title: ________________________________

Signature: ___________________________ (print name)  
Date: ________________________________

Title: ________________________________
ATTACHMENT A

Property purchased or built by John Brown or company he owned from 1997-2013

J & J Development Inc.

1. 1424 Church St, Eudora Kansas. 3-acre project
2. 215 Eage Dr., Hollister Missouri. 30 K sq ft strip center
3. 2605 SW 23rd St., Topeka Kansas. 41 K sq ft
4. 300 Terrace Parkway, Branson Missouri. 20 K sq ft office building
5. 100 N 1st St, Garland Texas. Small Travel Plaza
6. 13601 S Hwy 75, Glenpool Oklahoma. Small Travel Plaza
7. 3520 N. Woodlawn, Wichita Kansas. C-Store
8. 2900 Eagle Crest, Emporia Kansas. C-Store
9. 2929 W. Hwy 50, Emporia Kansas. C-Store
10. 501 Hwy 202, Mountainburg Arkansas. Large Travel Plaza
11. 3799 Ridgedale Rd., Ridgedale Missouri. Large strip center with Travel Plaza, 65 K sq ft
12. 3729 Ridgedale Rd, Ridgedale Missouri. 326 storage units.
13. 105 S. 42nd St, Enid Oklahoma. Large Travel Plaza
14. 845 N. Main St, Benton Kansas. Small truck stop
15. 105 S. Meriden Valley Center Kansas. Small strip center with C-Store
16. 517 4th St, Halton Kansas. C-Store
17. 224 S. 4th St, Burlington Kansas. C-Store
18. 401 N Commercial, Sedgwick. C-Store
19. 2242 SE Hwy 54, Eldorado Kansas. C-Store
20. 104 N. Baltimore, Derby Kansas. C-Store
21. 1400 N Main St., Eldorado Kansas. C-Store
22. 5830 SE 29th St., Topeka Kansas. 30 K sq ft strip center
23. 2107 E. Kansas Ave, McPherson Kansas. C-Store.
24. 7215 W. 33rd St, Wichita Kansas. C-Store
25. 1925 W. 21st St, Wichita Kansas. C-Store
26. 47998 MSH 13, West Branson Missouri. Strip center with C-Store
27. 1335 E. Pawnee, Wichita Kansas. Strip center with C-Store
28. 541 Croco Rd., Topeka Kansas. C-Store car wash
29. 545 Croco Rd., Topeka Kansas. 8 bay carwash
30. 701 N. Main St., Eldorado Kansas. C-Store car wash
31. 810 SE 15th St., Topeka Kansas. Hudson Crossing shopping center and 22 acres
32. 2841 SE 29th St, Topeka Kansas. Croco Crossing 25 K sq ft shopping center
33. 1-35 and Hwy 68, Ottawa Kansas. 36 acre development
34. Airport Drive, Joplin Missouri. B & N Investments 32-acre development
35. I-70 Investments 35-acre development, Jennings Missouri
36. West Des Moines Iowa, Hickman Center 58 K sq ft shopping center
37. Corporate View, Branson Missouri. 37 K sq ft office building

38. 3512 SW Fairlawn Rd., Topeka Kansas. 10 K sq ft office building
39. 9 acres, El Dorado Kansas. Office warehouse truck card lock
40. Flex warehousing 84 units, 500 sq ft office, 750 sq ft warehouse with overhead door, Bentonville Arkansas
41. McDonalds and C-Store, Eureka Kansas
42. McDonalds and C-Store, St. Joe Missouri
43. 10th and Wannaker, Topeka Kansas. C-Store
44. 29th and Gage, Topeka Kansas. C-Store & car wash
45. Hwy 54, Eureka Kansas. C-Store
46. I-70 and Washington Ave, Junction City Kansas. C-Store
47.us Highway Ave, Junction City Kansas. C-Store
48. Green Hills Ave, Branson Missouri. 8 bay car wash
49. Leavenworth Medical Center, Leavenworth Kansas
50. Wood River Landing, Wood River Illinois. 12 acre development
51. Owned Tri States Utility. Privately owned public regulated in Branson Missouri and West Branson Missouri water utility. Sold after seven years to American Water Systems. 8,500 meters.
PHASE I DEVELOPMENT
## City of Hays

### Application for Economic Incentives

**TRAVEL PLAZA PROFORMA**

### Pro Forma Sales

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Store less Restaurant sales $40,000 average per month</td>
<td>$480,000</td>
<td>$1,713,000</td>
<td>$1,747,023</td>
<td>$2,725,320</td>
<td>$1,810,450</td>
</tr>
<tr>
<td>Gas Gallons 150,000/ month (0.65 average net margin)</td>
<td>$180,000</td>
<td>$181,800</td>
<td>$183,801</td>
<td>$185,545</td>
<td>$187,969</td>
</tr>
<tr>
<td>Diesel Gallons 450,000 gal a month (0.65 average net margin after discounts and fees)</td>
<td>$786,000</td>
<td>$788,360</td>
<td>$799,027</td>
<td>$515,308</td>
<td>$830,208</td>
</tr>
<tr>
<td>Restaurant Sales 30,000,000 yearly</td>
<td>$2,400,000</td>
<td>$1,418,800</td>
<td>$1,485,040</td>
<td>$1,485,040</td>
<td>$1,515,040</td>
</tr>
<tr>
<td><strong>Total Pro Forma Sales</strong></td>
<td>$6,146,000</td>
<td>$5,228,522</td>
<td>$5,308,210</td>
<td>$4,891,326</td>
<td>$4,473,209</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of Food Sales Restaurant at 38% of Sales</td>
<td>$933,000</td>
<td>$942,000</td>
<td>$953,033</td>
<td>$954,500</td>
<td>$975,534</td>
</tr>
<tr>
<td>Cost of Goods Store less Restaurant (65% of sales includes Deli and hot foods)</td>
<td>$1,022,000</td>
<td>$1,113,000</td>
<td>$1,126,117</td>
<td>$1,138,398</td>
<td>$1,142,016</td>
</tr>
<tr>
<td>Employee Salaries Restaurant including Management and waitpersons comp and payroll taxes</td>
<td>$249,000</td>
<td>$285,220</td>
<td>$396,777</td>
<td>$408,650</td>
<td>$420,540</td>
</tr>
<tr>
<td>Manager Salary (including payroll taxes &amp; work comp) (assumes 3% increase in Salaries/Year)</td>
<td>$185,000</td>
<td>$190,500</td>
<td>$195,287</td>
<td>$202,154</td>
<td>$208,219</td>
</tr>
<tr>
<td>Employee Salaries Restaurant Including Management</td>
<td>$485,000</td>
<td>$495,920</td>
<td>$495,920</td>
<td>$495,920</td>
<td>$495,920</td>
</tr>
<tr>
<td>Utilities</td>
<td>$10,000</td>
<td>$12,350</td>
<td>$26,743</td>
<td>$26,743</td>
<td>$26,743</td>
</tr>
<tr>
<td>Rent</td>
<td>$9,000</td>
<td>$9,200</td>
<td>$9,200</td>
<td>$9,200</td>
<td>$9,200</td>
</tr>
<tr>
<td>Advertising</td>
<td>$16,000</td>
<td>$21,400</td>
<td>$21,400</td>
<td>$21,400</td>
<td>$21,400</td>
</tr>
<tr>
<td>Travel Expenses</td>
<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>Legal &amp; Accounting</td>
<td>$18,000</td>
<td>$18,540</td>
<td>$19,026</td>
<td>$19,569</td>
<td>$20,359</td>
</tr>
<tr>
<td>Real Estate Taxes</td>
<td>$6,000</td>
<td>$6,200</td>
<td>$6,200</td>
<td>$6,200</td>
<td>$6,200</td>
</tr>
<tr>
<td>Insurance</td>
<td>$20,000</td>
<td>$20,000</td>
<td>$20,000</td>
<td>$20,000</td>
<td>$20,000</td>
</tr>
<tr>
<td>Net of Building and Land @ cost of $500,000</td>
<td>$400,000</td>
<td>$400,000</td>
<td>$400,000</td>
<td>$400,000</td>
<td>$400,000</td>
</tr>
<tr>
<td><strong>Equipment loan of $1,500,000</strong></td>
<td>$192,000</td>
<td>$192,000</td>
<td>$192,000</td>
<td>$192,000</td>
<td>$192,000</td>
</tr>
<tr>
<td><strong>Total Pro Forma Expenses</strong></td>
<td>$5,384,000</td>
<td>$5,325,220</td>
<td>$5,401,719</td>
<td>$3,771,765</td>
<td>$3,843,311</td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>($98,000)</td>
<td>($88,222)</td>
<td>($80,765)</td>
<td>($82,326)</td>
<td>($82,326)</td>
</tr>
</tbody>
</table>
### HOTEL JOB ESTIMATES

#### Hotel #1 – 80 rooms

<table>
<thead>
<tr>
<th>Category Full-time Employees</th>
<th>Job Title</th>
<th>Salary Range</th>
<th># New Employees</th>
<th># of Transfers</th>
<th>Avg. Annual Salary</th>
<th>Date Hired</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Manager</td>
<td></td>
<td>$50,000</td>
<td>1</td>
<td></td>
<td>$50,000</td>
<td></td>
</tr>
<tr>
<td>Front Desk Manager</td>
<td></td>
<td>$30,000</td>
<td>1</td>
<td></td>
<td>$30,000</td>
<td></td>
</tr>
<tr>
<td>Maintenance Manager</td>
<td></td>
<td>$30,000</td>
<td>1</td>
<td></td>
<td>$30,000</td>
<td></td>
</tr>
<tr>
<td>Executive Housekeeper</td>
<td></td>
<td>$30,000</td>
<td>1</td>
<td></td>
<td>$30,000</td>
<td></td>
</tr>
<tr>
<td>Janitorial, Housekeeper and</td>
<td></td>
<td>$8.50 -</td>
<td>19</td>
<td></td>
<td>$265,000</td>
<td></td>
</tr>
<tr>
<td>Front Desk hourly (full and</td>
<td></td>
<td>$9.00 per</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>part time)</td>
<td></td>
<td>hour</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Hotel #2 – 60 rooms

<table>
<thead>
<tr>
<th>Category Full-time Employees</th>
<th>Job Title</th>
<th>Salary Range</th>
<th># New Employees</th>
<th># of Transfers</th>
<th>Avg. Annual Salary</th>
<th>Date Hired</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Manager</td>
<td></td>
<td>$50,000</td>
<td>1</td>
<td></td>
<td>$50,000</td>
<td></td>
</tr>
<tr>
<td>Front Desk Manager</td>
<td></td>
<td>$30,000</td>
<td>1</td>
<td></td>
<td>$30,000</td>
<td></td>
</tr>
<tr>
<td>Maintenance Manager</td>
<td></td>
<td>$30,000</td>
<td>1</td>
<td></td>
<td>$30,000</td>
<td></td>
</tr>
<tr>
<td>Executive Housekeeper</td>
<td></td>
<td>$30,000</td>
<td>1</td>
<td></td>
<td>$30,000</td>
<td></td>
</tr>
<tr>
<td>Janitorial, Housekeeper and</td>
<td></td>
<td>$8.50 -</td>
<td>14</td>
<td></td>
<td>$200,000</td>
<td></td>
</tr>
<tr>
<td>Front Desk hourly (full and</td>
<td></td>
<td>$9.00 per</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>part time)</td>
<td></td>
<td>hour</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

5 These are rough estimates only and are subject to change.
City of Hays
Supplemental Questionnaire

1. Name of Applicant Firm: D & J Land Development, L.L.C.
2. Firm's SIC Code:
3. Description and purpose of the new business or expansion:
   Development of travel plaza and related amenities, including for example, truck wash, retail, Hotel(s), restaurants, etc. and construction of public infrastructure improvements.
   See attached.

Capital Investment

Market or retail value of the new or additional investment:

<table>
<thead>
<tr>
<th></th>
<th>First Expansion</th>
<th>Second</th>
<th>Third</th>
<th>Fourth</th>
</tr>
</thead>
<tbody>
<tr>
<td>4. Land</td>
<td>See Term Sheet</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Building &amp; Improvements</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6. Furniture, Fixtures, &amp; Equipment</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Sales and Purchases

Expected sales and purchases due to the expansion:

<table>
<thead>
<tr>
<th></th>
<th>Sales</th>
<th>Purchases</th>
</tr>
</thead>
<tbody>
<tr>
<td>7. Year 1</td>
<td>2000000</td>
<td>10000000</td>
</tr>
<tr>
<td>8. Year 2</td>
<td>25300000</td>
<td>18000000</td>
</tr>
<tr>
<td>9. Year 3</td>
<td>32000000</td>
<td>8300000</td>
</tr>
<tr>
<td>10. Year 4</td>
<td>38700000</td>
<td></td>
</tr>
<tr>
<td>11. Year 5</td>
<td>38700000</td>
<td></td>
</tr>
<tr>
<td>12. Year 6</td>
<td>38700000</td>
<td></td>
</tr>
<tr>
<td>13. Year 7</td>
<td>38700000</td>
<td></td>
</tr>
<tr>
<td>14. Year 8</td>
<td>38700000</td>
<td></td>
</tr>
<tr>
<td>15. Year 9</td>
<td>38700000</td>
<td></td>
</tr>
<tr>
<td>16. Year 10</td>
<td>38700000</td>
<td></td>
</tr>
</tbody>
</table>

What percentage will be subject to sales tax: (gas/diesel sales subject to gas tax)

<table>
<thead>
<tr>
<th></th>
<th>Sales</th>
<th>Purchases</th>
</tr>
</thead>
<tbody>
<tr>
<td>17. Year 1</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>18. Year 2</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>19. Year 3</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>

100 %  20. What is the expected percentage of annual net taxable income on which state corporate income tax will be computed?
### Additional Annual Utility Expenditures due to the Expansion

<table>
<thead>
<tr>
<th>Construction Period</th>
<th>Year One of Expansion</th>
</tr>
</thead>
<tbody>
<tr>
<td>21. Telephone</td>
<td>See Proforma</td>
</tr>
<tr>
<td>22. Electricity</td>
<td></td>
</tr>
<tr>
<td>23. Gas</td>
<td></td>
</tr>
<tr>
<td>24. Water</td>
<td></td>
</tr>
<tr>
<td>25. Waste Water</td>
<td></td>
</tr>
<tr>
<td>26. Garbage</td>
<td></td>
</tr>
<tr>
<td>27. Cable</td>
<td></td>
</tr>
<tr>
<td>28. Other</td>
<td></td>
</tr>
</tbody>
</table>

29. By what percentage are utility bills expected to increase during the remaining years of the expansion?

### New Employees due to Expansion

<table>
<thead>
<tr>
<th>New Hires</th>
<th>Average Annual Salaries</th>
<th>Moving to the County</th>
<th>Moving from Out-of-state</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>40</td>
<td>$25,875</td>
<td>10</td>
</tr>
<tr>
<td>Year 2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 6.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 10</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### New Construction

<table>
<thead>
<tr>
<th>Initial Construction or Expansion</th>
<th>2nd Expansion</th>
<th>3rd Expansion</th>
<th>4th Expansion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Construction Cost</td>
<td>See term sheet</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

41. Construction Profit Percentage

| Unknown % | % | % | % |

### Construction Materials Purchased

<table>
<thead>
<tr>
<th>Initial Construction or Expansion</th>
<th>2nd Expansion</th>
<th>3rd Expansion</th>
<th>4th Expansion</th>
</tr>
</thead>
</table>
42. In the State: 15000000
43. In the County: 12000000
44. In the City: 10000000

<table>
<thead>
<tr>
<th>Costs of Furniture, Fixtures, &amp; Equipment Purchased</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial Construction or Expansion</td>
</tr>
<tr>
<td>----------------------------------</td>
</tr>
<tr>
<td>45. In the State</td>
</tr>
<tr>
<td>46. In the County</td>
</tr>
<tr>
<td>47. In the City</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Construction Workers and Salaries (Travel Plaza Only)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial Construction or Expansion</td>
</tr>
<tr>
<td>-----------------------------------------------------</td>
</tr>
<tr>
<td>48. Number of construction workers</td>
</tr>
<tr>
<td>49. Total salary paid average worker</td>
</tr>
<tr>
<td>50. Total construction salaries</td>
</tr>
<tr>
<td>51. Household size of average worker</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Visitors due to the Expansion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Out-of-town visitors expected</td>
</tr>
<tr>
<td>Year 1</td>
</tr>
<tr>
<td>Year 2</td>
</tr>
<tr>
<td>Year 3</td>
</tr>
<tr>
<td>Year 4</td>
</tr>
<tr>
<td>Year 5</td>
</tr>
<tr>
<td>Year 6</td>
</tr>
<tr>
<td>Year 7</td>
</tr>
<tr>
<td>Year 8</td>
</tr>
<tr>
<td>Year 9</td>
</tr>
<tr>
<td>Year 10</td>
</tr>
</tbody>
</table>

1. How many days will an average visitor to your firm be expected to stay in the area?
2. How many nights will a visitor to your firm be expected to stay overnight in city hotels or motels?
3. How many nights will a visitor to your firm be expected to stay overnight anywhere in the county?

---

Purchases are estimated as follows: 50% of total estimated Phase I cost of private improvements ($36,300,000/2 = $18,150,000). State estimate is $15,000,000, County = $12,000,000, City = $10,000,000.
### Economic Development Worksheet

**Firm’s Name:** D & J Land Development, L.L.C.

---

### Extraordinary Payments the Firm will Make

<table>
<thead>
<tr>
<th>Construction Period</th>
<th>To the City</th>
<th>To the County</th>
<th>To the State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 2</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 3</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 4</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 5</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 6</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 7</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 8</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 9</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 10</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
</tbody>
</table>

---

### Extra Costs to Provide Infrastructure and/or Services for this Expansion

<table>
<thead>
<tr>
<th>Construction Period</th>
<th>City Costs</th>
<th>County Costs</th>
<th>State Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 2</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 3</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 4</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 5</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 6</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 7</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 8</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 9</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
<tr>
<td>Year 10</td>
<td>$ None for all</td>
<td>$ None for all</td>
<td>$ None for all</td>
</tr>
</tbody>
</table>

---

### Where New Employees Live

<table>
<thead>
<tr>
<th>Total Number of New Employees</th>
<th>As a Percentage of the Total Number of New Employees</th>
<th>Where New Employees Live</th>
</tr>
</thead>
<tbody>
<tr>
<td>75</td>
<td>%</td>
<td>87. In the city</td>
</tr>
<tr>
<td>75</td>
<td>%</td>
<td>88. In the school district where the firm is located</td>
</tr>
<tr>
<td>75</td>
<td>%</td>
<td>89. In the county</td>
</tr>
<tr>
<td>100</td>
<td>%</td>
<td>90. In the region</td>
</tr>
</tbody>
</table>

---

"Page 4 of 5"
Where New Employees Shop

Percent of shopping
100  %  91. In Kansas
 75  %  92. In the County
 75  %  93. In the City

New Employee Housing and Schools

3  94. Household size of a typical new employee
1  95. School age children in household of a typical new employee
10  %  96. Percentage of new employees moving to the community for whom new housing will be required.

Indirect New Employees

As a Percentage of the Total Number of New Employees
25%  97. Moving to the county
 5%  98. Of those, moving from out-of-state

Construction Workers

Where are construction workers expected to spend their salaries?

70%  99. In the State of Kansas
70%  100. In the County
70%  101. In the City

Visitors Spending

102. Daily retail spending by a visitor, excluding lodging
103. Average daily hotel/motel room rates

<table>
<thead>
<tr>
<th>In the County</th>
<th>Of that, in the City</th>
</tr>
</thead>
<tbody>
<tr>
<td>$50</td>
<td>$50</td>
</tr>
<tr>
<td>$85</td>
<td>$85</td>
</tr>
</tbody>
</table>

Signature

Date: 8-13-19
## PROJECT SUMMARY (no multipliers, no substitution)

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Hays Travel Plaza</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of new jobs for 20-year period</td>
<td>263</td>
</tr>
<tr>
<td>Amount of payroll for 20-year period</td>
<td>$156,517,938</td>
</tr>
<tr>
<td>Amount of capital investment for 20-year period</td>
<td>$41,800,000</td>
</tr>
<tr>
<td>Land</td>
<td>$0</td>
</tr>
<tr>
<td>Buildings</td>
<td>$40,800,000</td>
</tr>
<tr>
<td>Machinery and Equipment</td>
<td>$1,000,000</td>
</tr>
</tbody>
</table>

## INCENTIVE SUMMARY

### City Incentives - Hays

<table>
<thead>
<tr>
<th>Incentive</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tax abatement</td>
<td>4,775,286</td>
</tr>
<tr>
<td>Sales tax exemption</td>
<td>0</td>
</tr>
<tr>
<td>Forgivable loans</td>
<td>0</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>0</td>
</tr>
<tr>
<td>Cash value all other incentives</td>
<td>0</td>
</tr>
</tbody>
</table>

### County Incentives - Ellis

<table>
<thead>
<tr>
<th>Incentive</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tax abatement</td>
<td>7,065,115</td>
</tr>
<tr>
<td>Sales tax exemption</td>
<td>0</td>
</tr>
<tr>
<td>Forgivable loans</td>
<td>0</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>0</td>
</tr>
<tr>
<td>Cash value all other incentives</td>
<td>0</td>
</tr>
</tbody>
</table>

### State Incentives

<table>
<thead>
<tr>
<th>Incentive</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tax abatement</td>
<td>0</td>
</tr>
<tr>
<td>Sales tax exemption</td>
<td>0</td>
</tr>
<tr>
<td>Forgivable loans</td>
<td>0</td>
</tr>
<tr>
<td>Training dollars</td>
<td>0</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>0</td>
</tr>
<tr>
<td>Cash value all other incentives</td>
<td>0</td>
</tr>
</tbody>
</table>

### School District Incentives - 489 Hays

<table>
<thead>
<tr>
<th>Incentive</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tax abatement</td>
<td>2,850,347</td>
</tr>
</tbody>
</table>
## Tax Abatement Parameters

<table>
<thead>
<tr>
<th>Tax Type</th>
<th>Years</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Property</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Personal Property</td>
<td>0</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

## Construction Impacts

<table>
<thead>
<tr>
<th>Impact Type</th>
<th>Multiplier</th>
<th>Jobs</th>
<th>Payroll</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jobs Multiplier</td>
<td>1.6664</td>
<td>386</td>
<td>$20,400,000</td>
</tr>
<tr>
<td>Earnings Multiplier</td>
<td>1.4898</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Impact Type</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct jobs</td>
<td>386</td>
</tr>
<tr>
<td>Direct payroll</td>
<td>$20,400,000</td>
</tr>
<tr>
<td>Total jobs</td>
<td>644</td>
</tr>
<tr>
<td>Total payroll</td>
<td>$30,391,920</td>
</tr>
</tbody>
</table>

## Substitution

<table>
<thead>
<tr>
<th>Firm NAICS Code</th>
<th>Substitution Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>4A0000 Other retail</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

## Firm Multipliers (On-going Operations)

<table>
<thead>
<tr>
<th>Impact Type</th>
<th>Multiplier</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jobs</td>
<td>1.3694</td>
</tr>
<tr>
<td>Earnings</td>
<td>1.5810</td>
</tr>
</tbody>
</table>

## Economic Impact of Firm Operations

<table>
<thead>
<tr>
<th>Impact Type</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of jobs 20-year period</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Impact Type</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payroll earnings for 20-year period</td>
<td>$0</td>
</tr>
<tr>
<td>Total</td>
<td>$0</td>
</tr>
<tr>
<td>FISCAL IMPACT</td>
<td>Discounted</td>
</tr>
<tr>
<td>--------------</td>
<td>------------</td>
</tr>
<tr>
<td><strong>City Fiscal Impacts. - Hays</strong></td>
<td>Present value of net benefits</td>
</tr>
<tr>
<td><strong>Rate of Return on Investment</strong></td>
<td>Net public benefits 20-year period</td>
</tr>
<tr>
<td></td>
<td>Public costs 20-year period</td>
</tr>
<tr>
<td></td>
<td>ROI</td>
</tr>
<tr>
<td><strong>Benefit-Cost Ratio</strong></td>
<td>Public benefits 20-year period</td>
</tr>
<tr>
<td></td>
<td>Public costs 20-year period</td>
</tr>
<tr>
<td></td>
<td>Benefit-Cost Ratio</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FISCAL IMPACT</th>
<th>Discounted</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>County Fiscal Impacts. - Ellis</strong></td>
<td>Present value of net benefits</td>
<td>$315,088</td>
</tr>
<tr>
<td><strong>Rate of Return on Investment</strong></td>
<td>Net public benefits 20-year period</td>
<td>$315,088</td>
</tr>
<tr>
<td></td>
<td>Public costs 20-year period</td>
<td>$4,906,272</td>
</tr>
<tr>
<td></td>
<td>ROI</td>
<td>6.4%</td>
</tr>
<tr>
<td><strong>Benefit-Cost Ratio</strong></td>
<td>Public benefits 20-year period</td>
<td>$5,221,361</td>
</tr>
<tr>
<td></td>
<td>Public costs 20-year period</td>
<td>$4,906,272</td>
</tr>
<tr>
<td></td>
<td>Benefit-Cost Ratio</td>
<td>1.06</td>
</tr>
</tbody>
</table>
### FISCAL IMPACT continued

<table>
<thead>
<tr>
<th>State Fiscal Impacts</th>
<th>Discounted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Present value of net benefits</td>
<td>$7,950,440</td>
</tr>
<tr>
<td><strong>Rate of Return on Investment</strong></td>
<td></td>
</tr>
<tr>
<td>Net public benefits 20-year period</td>
<td>$7,950,440</td>
</tr>
<tr>
<td>Public costs 20-year period</td>
<td>$746,177</td>
</tr>
<tr>
<td>ROI</td>
<td>1065.5%</td>
</tr>
<tr>
<td><strong>Benefit-Cost Ratio</strong></td>
<td></td>
</tr>
<tr>
<td>Public benefits 20-year period</td>
<td>$8,696,617</td>
</tr>
<tr>
<td>Public costs 20-year period</td>
<td>$746,177</td>
</tr>
<tr>
<td>Benefit-Cost Ratio</td>
<td>11.65</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>School District Fiscal Impacts. - 489 Hays</th>
<th>Discounted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Present value of net benefits</td>
<td>$1,071,322</td>
</tr>
<tr>
<td><strong>Rate of Return on Investment</strong></td>
<td></td>
</tr>
<tr>
<td>Net public benefits 20-year period</td>
<td>$1,071,322</td>
</tr>
<tr>
<td>Public costs 20-year period</td>
<td>$4,964,964</td>
</tr>
<tr>
<td>ROI</td>
<td>21.6%</td>
</tr>
<tr>
<td><strong>Benefit-Cost Ratio</strong></td>
<td></td>
</tr>
<tr>
<td>Public benefits 20-year period</td>
<td>$6,036,286</td>
</tr>
<tr>
<td>Public costs 20-year period</td>
<td>$4,964,964</td>
</tr>
<tr>
<td>Benefit-Cost Ratio</td>
<td>1.22</td>
</tr>
</tbody>
</table>

In the preparation of this report, the Center for Economic Development and Business Research assumed that all information and data provided by the applicant or others is accurate and reliable. CEDBR did not take extraordinary steps to verify or audit such information, but relied on such information and data as provided for purposes of the project.

This analysis requires CEDBR to make predictive forecasts, estimates and/or projections (hereinafter collectively referred to as “FORWARD-LOOKING STATEMENTS”). These FORWARD-LOOKING STATEMENTS are based on information and data provided by others and involve risks, uncertainties and assumptions that are difficult to predict. The FORWARD-LOOKING STATEMENTS should not be considered as guarantees or assurances that a certain level of performance will be achieved or that certain events will occur. While CEDBR believes that all FORWARD-LOOKING STATEMENTS it provides are reasonable based on the information and data available at the time of writing, actual outcomes and results are dependent on a variety of factors and may differ materially from what is expressed or forecast. CEDBR does not assume any responsibility for any and all decisions made or actions taken based upon the FORWARD-LOOKING STATEMENTS provided by CEDBR.
**Benefit-Cost Ratio**

**Present Value of Net Benefits**

<table>
<thead>
<tr>
<th>Yrs.</th>
<th>Present Value of Net Benefits</th>
</tr>
</thead>
<tbody>
<tr>
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<tr>
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<tr>
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<td>Yrs. 1-7</td>
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<td>$1,830,29</td>
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<td>Yrs. 1-16</td>
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<td>Yrs. 1-17</td>
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<td>Yrs. 1-18</td>
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<td>Yrs. 1-20</td>
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Benefit-Cost Ratio

Present Value of Net Benefits

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<th>Yrs.</th>
<th>Amount</th>
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<td>1-2</td>
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<tr>
<td>1-3</td>
<td>$87,113</td>
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<td>$116,740</td>
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<td>1-6</td>
<td>$133,379</td>
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<td>1-7</td>
<td>$149,456</td>
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<tr>
<td>1-8</td>
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<td>1-9</td>
<td>$179,996</td>
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<td>1-15</td>
<td>$259,965</td>
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<td>1-16</td>
<td>$271,761</td>
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<td>1-17</td>
<td>$283,158</td>
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<td>1-18</td>
<td>$294,170</td>
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<td>1-19</td>
<td>$304,809</td>
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<td>1-20</td>
<td>$315,088</td>
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Benefit-Cost Ratio

Present Value of Net Benefits

<table>
<thead>
<tr>
<th>Years</th>
<th>Present Value of Net Benefits</th>
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</thead>
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<td>$3,709,087</td>
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<tr>
<td>Yrs. 1-3</td>
<td>$3,979,463</td>
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<tr>
<td>Yrs. 1-4</td>
<td>$4,280,408</td>
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<tr>
<td>Yrs. 1-5</td>
<td>$4,572,878</td>
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<tr>
<td>Yrs. 1-6</td>
<td>$4,856,218</td>
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<tr>
<td>Yrs. 1-7</td>
<td>$5,129,977</td>
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<tr>
<td>Yrs. 1-8</td>
<td>$5,394,478</td>
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<tr>
<td>Yrs. 1-9</td>
<td>$5,650,034</td>
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<tr>
<td>Yrs. 1-10</td>
<td>$5,896,949</td>
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<tr>
<td>Yrs. 1-11</td>
<td>$6,135,514</td>
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<td>Yrs. 1-12</td>
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<td>Yrs. 1-13</td>
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<td>Yrs. 1-14</td>
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<td>Yrs. 1-15</td>
<td>$7,011,781</td>
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<tr>
<td>Yrs. 1-16</td>
<td>$7,212,646</td>
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<tr>
<td>Yrs. 1-17</td>
<td>$7,406,719</td>
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<tr>
<td>Yrs. 1-18</td>
<td>$7,594,229</td>
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<td>Yrs. 1-19</td>
<td>$7,775,398</td>
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<td>Yrs. 1-20</td>
<td>$7,950,440</td>
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</table>
Benefit-Cost Ratio

Present Value of Net Benefits

Yr.  1  $19,860
Yrs. 1-2  $59,662
Yrs. 1-3  $134,918
Yrs. 1-4  $207,629
Yrs. 1-5  $277,881
Yrs. 1-6  $345,021
Yrs. 1-7  $409,280
Yrs. 1-8  $471,366
Yrs. 1-9  $531,352
Yrs. 1-10  $589,310
Yrs. 1-11  $645,308
Yrs. 1-12  $699,412
Yrs. 1-13  $751,687
Yrs. 1-14  $802,194
Yrs. 1-15  $850,992
Yrs. 1-16  $898,141
Yrs. 1-17  $943,695
Yrs. 1-18  $987,709
Yrs. 1-19  $1,030,23
Yrs. 1-20  $1,071,32

Date of Analysis: 8/8/2019
Version of Analysis: V3
Project or Company Name: Hays Travel Plaza
### CEDBR-FISCAL IMPACT MODEL FIRM DATA SHEET

#### COMPANY INFORMATION

<table>
<thead>
<tr>
<th>Company name or project name</th>
<th>Hays Travel Plaza</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact name</td>
<td></td>
</tr>
<tr>
<td>Contact telephone number</td>
<td></td>
</tr>
<tr>
<td>Contact e-mail address</td>
<td></td>
</tr>
<tr>
<td>Company NAICS Code - Please select a NAICS code from the list provided. Model parameters are set based on the NAICS selected.</td>
<td>4A0000 Other retail</td>
</tr>
<tr>
<td>Substitution Override</td>
<td></td>
</tr>
<tr>
<td>Year of application</td>
<td></td>
</tr>
</tbody>
</table>

#### SITE LOCATION - If incentives are being requested for more than one physical location, and these locations are in different taxing jurisdictions, then a separate firm data sheet must be filled out for each location. If the property is located in a special taxing district or industrial zone, please contact CEDBR.

<table>
<thead>
<tr>
<th>Street Address</th>
<th>Hays</th>
</tr>
</thead>
<tbody>
<tr>
<td>City</td>
<td>Ellis</td>
</tr>
<tr>
<td>County</td>
<td></td>
</tr>
<tr>
<td>School District</td>
<td>489</td>
</tr>
</tbody>
</table>

#### REAL PROPERTY CONSTRUCTION AND IMPROVEMENTS - If construction is expected to significantly exceed 12-months allocate expenditures to multiple expansions.

**Expansion #1**

<table>
<thead>
<tr>
<th>Year of expansion</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Market value of firm's initial NEW OR ADDITIONAL investment in:</td>
<td></td>
</tr>
<tr>
<td>Land</td>
<td></td>
</tr>
<tr>
<td>Building and improvements</td>
<td>$40,800,000</td>
</tr>
<tr>
<td>Furniture, fixtures and equipment (including machinery)</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Initial construction or expansion:</td>
<td></td>
</tr>
<tr>
<td>Cost of construction at the firm's new or expanded facility</td>
<td>$40,800,000</td>
</tr>
<tr>
<td>Amount of taxable construction materials purchased in:</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td>$10,000,000</td>
</tr>
<tr>
<td>County (should include city amount)</td>
<td>$12,000,000</td>
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<tr>
<td>State (should include city and county amounts)</td>
<td>$15,000,000</td>
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<tr>
<td>Amount of taxable furniture, fixtures and equipment purchased in:</td>
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<tr>
<td>City</td>
<td>$200,000</td>
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<tr>
<td>County (should include city amount)</td>
<td>$200,000</td>
</tr>
<tr>
<td>State (should include city and county amounts)</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Total construction salaries</td>
<td>$20,400,000</td>
</tr>
</tbody>
</table>

**Expansion #2 (if applicable)**

<table>
<thead>
<tr>
<th>Year of expansion</th>
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</thead>
<tbody>
<tr>
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<tr>
<td>Land</td>
<td></td>
</tr>
<tr>
<td>Building and improvements</td>
<td></td>
</tr>
<tr>
<td>Furniture, fixtures and equipment (including machinery)</td>
<td></td>
</tr>
<tr>
<td>Initial construction or expansion:</td>
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</tr>
<tr>
<td>Cost of construction at the firm's new or expanded facility</td>
<td></td>
</tr>
<tr>
<td>Amount of taxable construction materials purchased in:</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td></td>
</tr>
<tr>
<td>County (should include city amount)</td>
<td></td>
</tr>
<tr>
<td>State (should include city and county amounts)</td>
<td></td>
</tr>
<tr>
<td>Amount of taxable furniture, fixtures and equipment purchased in:</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td></td>
</tr>
<tr>
<td>County (should include city amount)</td>
<td></td>
</tr>
<tr>
<td>State (should include city and county amounts)</td>
<td></td>
</tr>
<tr>
<td>Total construction salaries</td>
<td></td>
</tr>
<tr>
<td>Expansion #3 (if applicable)</td>
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</tr>
<tr>
<td>-----------------------------</td>
<td>---</td>
</tr>
<tr>
<td><strong>Year of expansion</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Market value of firm's initial NEW OR ADDITIONAL investment in:</strong></td>
<td></td>
</tr>
<tr>
<td>Land</td>
<td></td>
</tr>
<tr>
<td>Building and improvements</td>
<td></td>
</tr>
<tr>
<td>Furniture, fixtures and equipment (including machinery)</td>
<td></td>
</tr>
<tr>
<td><strong>Initial construction or expansion:</strong></td>
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</tr>
<tr>
<td>Cost of construction at the firm's new or expanded facility</td>
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<tr>
<td><strong>Amount of taxable construction materials purchased in:</strong></td>
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</tr>
<tr>
<td>City</td>
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<tr>
<td>County (should include city amount)</td>
<td></td>
</tr>
<tr>
<td>State (should include city and county amounts)</td>
<td></td>
</tr>
<tr>
<td><strong>Amount of taxable furniture, fixtures and equipment purchased in:</strong></td>
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</tr>
<tr>
<td>City</td>
<td></td>
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<tr>
<td>County (should include city amount)</td>
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</tr>
<tr>
<td>State (should include city and county amounts)</td>
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</tr>
<tr>
<td>Total construction salaries</td>
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</table>

<table>
<thead>
<tr>
<th>Expansion #4 (if applicable)</th>
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<tbody>
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<td><strong>Year of expansion</strong></td>
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<tr>
<td><strong>Market value of firm's initial NEW OR ADDITIONAL investment in:</strong></td>
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</tr>
<tr>
<td>Land</td>
<td></td>
</tr>
<tr>
<td>Building and improvements</td>
<td></td>
</tr>
<tr>
<td>Furniture, fixtures and equipment (including machinery)</td>
<td></td>
</tr>
<tr>
<td><strong>Initial construction or expansion:</strong></td>
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</tr>
<tr>
<td>Cost of construction at the firm's new or expanded facility</td>
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<tr>
<td><strong>Amount of taxable construction materials purchased in:</strong></td>
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</tr>
<tr>
<td>City</td>
<td></td>
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<tr>
<td>County (should include city amount)</td>
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</tr>
<tr>
<td>State (should include city and county amounts)</td>
<td></td>
</tr>
<tr>
<td><strong>Amount of taxable furniture, fixtures and equipment purchased in:</strong></td>
<td></td>
</tr>
<tr>
<td>City</td>
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<tr>
<td>County (should include city amount)</td>
<td></td>
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<tr>
<td>State (should include city and county amounts)</td>
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<tr>
<td>Total construction salaries</td>
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<table>
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<td><strong>Market value of firm's initial NEW OR ADDITIONAL investment in:</strong></td>
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<tr>
<td>Land</td>
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</tr>
<tr>
<td>Building and improvements</td>
<td></td>
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<tr>
<td>Furniture, fixtures and equipment (including machinery)</td>
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<tr>
<td><strong>Initial construction or expansion:</strong></td>
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<tr>
<td>Cost of construction at the firm's new or expanded facility</td>
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<tr>
<td><strong>Amount of taxable construction materials purchased in:</strong></td>
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<tr>
<td>City</td>
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<tr>
<td>County (should include city amount)</td>
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<tr>
<td>State (should include city and county amounts)</td>
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</tr>
<tr>
<td><strong>Amount of taxable furniture, fixtures and equipment purchased in:</strong></td>
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<tr>
<td>City</td>
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<tr>
<td>County (should include city amount)</td>
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<td>State (should include city and county amounts)</td>
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<tr>
<td>Total construction salaries</td>
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<tr>
<td>Expansion #6 (if applicable)</td>
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<td>-----------------------------</td>
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<td>Year of expansion</td>
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<td>Market value of firm's initial NEW OR ADDITIONAL investment in:</td>
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<tr>
<td>Cost of construction at the firm's new or expanded facility</td>
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<tr>
<td>State (should include city and county amounts)</td>
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<tr>
<td>Amount of taxable furniture, fixtures and equipment purchased in:</td>
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<td>City</td>
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<td>County (should include city amount)</td>
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<tr>
<td>State (should include city and county amounts)</td>
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<tr>
<td>Initial construction or expansion:</td>
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<tr>
<td>Cost of construction at the firm's new or expanded facility</td>
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<tr>
<td>Amount of taxable construction materials purchased in:</td>
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<td>City</td>
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<tr>
<td>County (should include city amount)</td>
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<td>State (should include city and county amounts)</td>
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<tr>
<td>Amount of taxable furniture, fixtures and equipment purchased in:</td>
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<td>City</td>
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<td>County (should include city amount)</td>
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<td>State (should include city and county amounts)</td>
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<td>Total construction salaries</td>
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<table>
<thead>
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<tr>
<td>Initial construction or expansion:</td>
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<tr>
<td>Cost of construction at the firm's new or expanded facility</td>
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<tr>
<td>Amount of taxable construction materials purchased in:</td>
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<tr>
<td>County (should include city amount)</td>
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</tr>
<tr>
<td>State (should include city and county amounts)</td>
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<tr>
<td>Amount of taxable furniture, fixtures and equipment purchased in:</td>
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<td>State (should include city and county amounts)</td>
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</tr>
<tr>
<td>Total construction salaries</td>
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</table>
**Expansion #9 (if applicable)**

<table>
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<tr>
<th>Market value of firm’s initial NEW OR ADDITIONAL investment in:</th>
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<tbody>
<tr>
<td>Land</td>
</tr>
<tr>
<td>Building and improvements</td>
</tr>
<tr>
<td>Furniture, fixtures and equipment (including machinery)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Initial construction or expansion:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of construction at the firm’s new or expanded facility</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Amount of taxable construction materials purchased in:</th>
</tr>
</thead>
<tbody>
<tr>
<td>City</td>
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<tr>
<td>County (should include city amount)</td>
</tr>
<tr>
<td>State (should include city and county amounts)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Amount of taxable furniture, fixtures and equipment purchased in:</th>
</tr>
</thead>
<tbody>
<tr>
<td>City</td>
</tr>
<tr>
<td>County (should include city amount)</td>
</tr>
<tr>
<td>State (should include city and county amounts)</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Total construction salaries</th>
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**OPERATIONS**

<table>
<thead>
<tr>
<th>First Year of Full Operations As a Result of This Project</th>
<th>2020</th>
</tr>
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</table>

<table>
<thead>
<tr>
<th>New or additional sales of the firm related to this project</th>
</tr>
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<tbody>
<tr>
<td>Year 1</td>
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<td>Year 2</td>
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<td>Year 20</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Percent of these sales subject to sales taxes in the:</th>
</tr>
</thead>
<tbody>
<tr>
<td>City</td>
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<tr>
<td>County</td>
</tr>
<tr>
<td>State</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual net taxable income, as a percent of sales, on which state corporate income taxes will be computed:</th>
</tr>
</thead>
<tbody>
<tr>
<td>100.0%</td>
</tr>
<tr>
<td>New or additional purchases of the firm related to this project</td>
</tr>
<tr>
<td>--------------------------------------------------------------</td>
</tr>
<tr>
<td>Year 1</td>
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<td>Year 2</td>
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<td>Year 3</td>
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<td>Year 19</td>
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<tr>
<td>Year 20</td>
</tr>
<tr>
<td><strong>Percent of these purchases subject to sales/compensating use taxes in the:</strong></td>
</tr>
<tr>
<td>City</td>
</tr>
<tr>
<td>County</td>
</tr>
<tr>
<td>State</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EMPLOYMENT</th>
<th>Number of NEW employees to be hired each year as a result of this project</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>181</td>
<td></td>
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<tr>
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<td>82</td>
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<tr>
<td>Year 3</td>
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<tr>
<td>Year 20</td>
<td>82</td>
<td></td>
</tr>
<tr>
<td>Year</td>
<td>Number of these employees moving to county each year FROM OUT-OF-STATE</td>
<td></td>
</tr>
<tr>
<td>-------</td>
<td>---------------------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>Year 1</td>
<td>8</td>
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</tr>
<tr>
<td>Year 2</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of these employees moving to county each year FROM OTHER KANSAS COUNTIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>35</td>
</tr>
<tr>
<td>Year 2</td>
<td>30</td>
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<tr>
<td>Year 20</td>
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</tr>
</tbody>
</table>
### Weighted average annual salary of all NEW employees, including all employees hired to date, related to this project

<table>
<thead>
<tr>
<th>Year</th>
<th>Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$24,960</td>
</tr>
<tr>
<td>2</td>
<td>$25,304</td>
</tr>
<tr>
<td>3</td>
<td>$25,810</td>
</tr>
<tr>
<td>4</td>
<td>$26,326</td>
</tr>
<tr>
<td>5</td>
<td>$26,852</td>
</tr>
<tr>
<td>6</td>
<td>$27,389</td>
</tr>
<tr>
<td>7</td>
<td>$27,937</td>
</tr>
<tr>
<td>8</td>
<td>$28,496</td>
</tr>
<tr>
<td>9</td>
<td>$29,066</td>
</tr>
<tr>
<td>10</td>
<td>$29,647</td>
</tr>
<tr>
<td>11</td>
<td>$30,240</td>
</tr>
<tr>
<td>12</td>
<td>$30,845</td>
</tr>
<tr>
<td>13</td>
<td>$31,462</td>
</tr>
<tr>
<td>14</td>
<td>$32,091</td>
</tr>
<tr>
<td>15</td>
<td>$32,733</td>
</tr>
<tr>
<td>16</td>
<td>$33,388</td>
</tr>
<tr>
<td>17</td>
<td>$34,055</td>
</tr>
<tr>
<td>18</td>
<td>$34,736</td>
</tr>
<tr>
<td>19</td>
<td>$35,431</td>
</tr>
<tr>
<td>20</td>
<td>$36,140</td>
</tr>
</tbody>
</table>

### VISITORS - Include customers, vendors and company employees from other locations in the count of visitors

#### Number of ADDITIONAL out-of-county visitors expected at the firm as a result of this project

<table>
<thead>
<tr>
<th>Year</th>
<th>Visitors</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>5,000</td>
</tr>
<tr>
<td>2</td>
<td>10,000</td>
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<tr>
<td>3</td>
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<tr>
<td>4</td>
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<td>20,000</td>
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<tr>
<td>20</td>
<td>20,000</td>
</tr>
</tbody>
</table>

- **Number of days that each visitor will stay in the area**: 1
- **Number of nights that a typical visitor will stay in a local hotel or motel**: 1
- **Percentage of visitors traveling on business**: 50%  
- **Percentage of visitors traveling for leisure**: 50%  
- **Percentage of visitor’s expenditures spent in the same city as firm’s location**: 100%  
- **Percentage of visitor’s expenditures spent in the same county as firm’s location**: 100%  
- **Percentage of visitor’s expenditures spent in Kansas**: 100%
<table>
<thead>
<tr>
<th>Years</th>
<th>Firm payments to the City</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td></td>
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<tr>
<td>Year 2</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Years</th>
<th>Firm payments to the County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
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<td>Year 20</td>
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</tr>
<tr>
<td>Firm payments to the State of Kansas</td>
<td></td>
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<tr>
<td>-------------------------------------</td>
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<tr>
<td>Year 1</td>
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</table>

<table>
<thead>
<tr>
<th>Firm payments to the School District</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
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<td>Year 2</td>
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<td>Year 19</td>
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<tr>
<td>Year 20</td>
</tr>
</tbody>
</table>
### CEDBR-FISCAL IMPACT MODEL INCENTIVE INFORMATION

#### CONTACT INFORMATION FOR CEDBR REGARDING INCENTIVE AMOUNTS
- Contact name
- Contact telephone number
- Contact e-mail address

#### SALES TAX EXEMPTION ON CONSTRUCTION MATERIALS
<table>
<thead>
<tr>
<th>Expansion</th>
<th>Sales tax exemption</th>
<th>Percent of construction material costs funded by IRB</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXPANSION #1</td>
<td>No</td>
<td>0.0%</td>
</tr>
<tr>
<td>EXPANSION #2</td>
<td>No</td>
<td>0.0%</td>
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<tr>
<td>EXPANSION #3</td>
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<td>EXPANSION #4</td>
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<tr>
<td>EXPANSION #9</td>
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#### SALES TAX EXEMPTION FOR OPERATIONS

<table>
<thead>
<tr>
<th>Year</th>
<th>Value of sales tax exemption for OPERATIONS -- CITY</th>
</tr>
</thead>
<tbody>
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**Forgivable loans (cash value) -- STATE**

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**STATE TRAINING DOLLARS**

Training dollars KIT/KER/IMPACT (cash value)

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**INFRASTRUCTURE IMPROVEMENTS**

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**Infrastructure improvements (cash value) -- STATE**

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</table>
TAX INCREMENT FINANCING - If this is pay-as-you-go financing, include the allowable infrastructure improvements paid for by the developer with the construction information on the firm data sheet. Infrastructure improvements paid for by the taxing jurisdictions should be included in the infrastructure improvements section above.

### Real Property Tax Increment Financing

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Base assessment value</td>
<td>$10,400</td>
</tr>
<tr>
<td>Percentage of incremental value rebated to the developer</td>
<td>100.0%</td>
</tr>
<tr>
<td>Number of years in the incremental value rebate period (maximum 20)</td>
<td>20</td>
</tr>
</tbody>
</table>

### Will any additional mill levy rates be excluded from the financing (In addition to the state 1.5 mill levy and 20.0 mill for general education that are ineligible.)

<table>
<thead>
<tr>
<th>City</th>
<th>County</th>
<th>School District</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>$2,550,000</td>
<td></td>
</tr>
<tr>
<td>Year 2</td>
<td>$5,100,000</td>
<td></td>
</tr>
<tr>
<td>Year 3</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 4</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 5</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 6</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 7</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 8</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 9</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 10</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 11</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 12</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 13</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 14</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 15</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 16</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 17</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 18</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 19</td>
<td>$10,200,000</td>
<td></td>
</tr>
<tr>
<td>Year 20</td>
<td>$10,200,000</td>
<td></td>
</tr>
</tbody>
</table>

### Sales Tax Increment Financing

<table>
<thead>
<tr>
<th>Portion of city sales tax rebated to the developer</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Portion of sales tax subject to TIF financing</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>City</th>
<th>County</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of years in the financing period (maximum 20)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>$10,200,000</td>
<td>$10,200,000</td>
<td>$10,200,000</td>
</tr>
<tr>
<td>Year 4</td>
<td>Year 5</td>
<td>Year 6</td>
</tr>
<tr>
<td>$10,200,000</td>
<td>$10,200,000</td>
<td>$10,200,000</td>
</tr>
<tr>
<td>Year 7</td>
<td>Year 8</td>
<td>Year 9</td>
</tr>
<tr>
<td>$10,200,000</td>
<td>$10,200,000</td>
<td>$10,200,000</td>
</tr>
<tr>
<td>Year 10</td>
<td>Year 11</td>
<td>Year 12</td>
</tr>
<tr>
<td>$10,200,000</td>
<td>$10,200,000</td>
<td>$10,200,000</td>
</tr>
<tr>
<td>Year 13</td>
<td>Year 14</td>
<td>Year 15</td>
</tr>
<tr>
<td>$10,200,000</td>
<td>$10,200,000</td>
<td>$10,200,000</td>
</tr>
<tr>
<td>Year 16</td>
<td>Year 17</td>
<td>Year 18</td>
</tr>
<tr>
<td>$10,200,000</td>
<td>$10,200,000</td>
<td>$10,200,000</td>
</tr>
<tr>
<td>Year 19</td>
<td>Year 20</td>
<td>Year 20</td>
</tr>
<tr>
<td>$10,200,000</td>
<td>$10,200,000</td>
<td>$10,200,000</td>
</tr>
</tbody>
</table>