

# College Crossing Business Park

College Blvd. & Interstate 35, Lenexa, Kansas

# For Lease



## Space For Lease - Existing Offices or Built-To-Suit!

- Excellent freeway access and visibility
- High parking ratios
- Attractively landscaped business park setting
- Uses for office-warehouse/flex/showroom
- 55% Tax Abatement for 10 years at Building J
- Interchange improvements at I-35 and 119th Street will be made to help ease congestion. The overpass will become a diverging diamond, allowing for traffic flow and safety enhancements.

## For more information:

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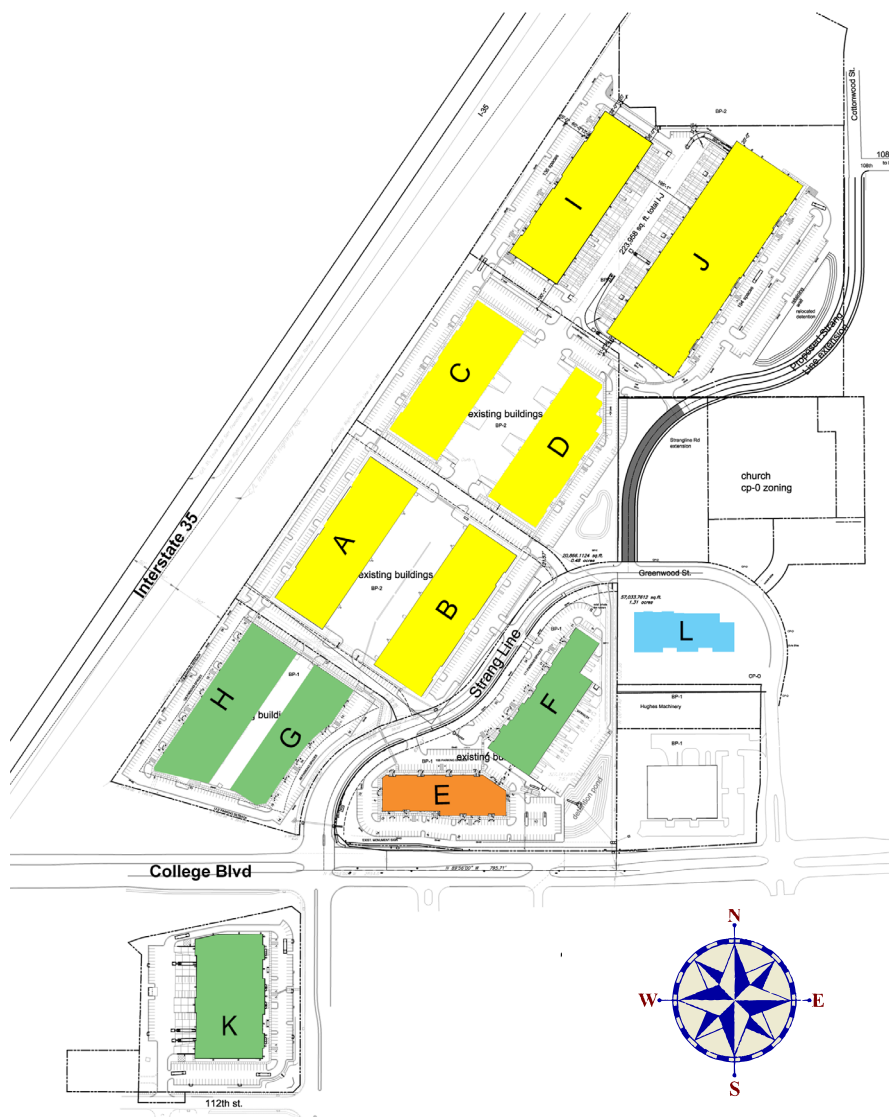
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## Park Site Plan

-  Large bay light industrial and office/warehouse/flex
-  Smaller bay light industrial and office/warehouse/flex
-  One story office with direct entry to each suite
-  New construction planned, light industrial office/warehouse/flex



Building	A	-	77,035	SF
Building	B	-	77,035	SF
Building	C	-	70,589	SF
Building	D	-	65,900	SF
Building	E	-	35,454	SF
Building	F	-	49,662	SF
Building	G	-	33,218	SF
Building	H	-	45,047	SF
Building	I	-	77,038	SF
Building	J	-	147,246	SF
Building	K	-	66,916	SF
Building	L	-	33,000	SF

Total - 778,140 SF



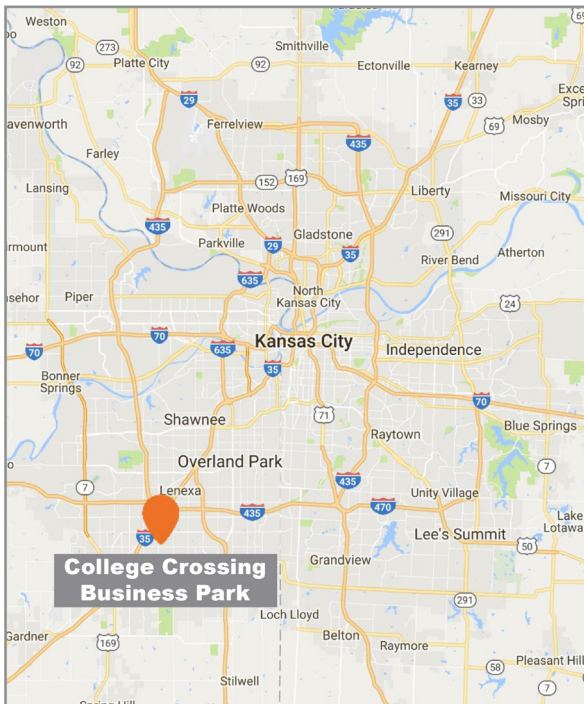
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## Business Park Features

- Consolidated Communications, Spectrum Cable (Road Runner), Comcast Cable & AT&T offer every voice, internet, data service possible including T1, T3, DSL and equivalent services. American Fiber Systems (AFS) also have supplied fiber cables to 1&1 Internet for their large computer data center.
- Buildings A/B/C/D/I/J/L are BP-2 zoning, Planned Manufacturing. Permits predominately light industrial uses include wholesaling, manufacturing and warehouse operations in addition to research and office uses.
- Buildings E/F/G/H/K are BP-1 zoning, Planned Business Park. Permits predominately office or research type facilities with lower intensity or smaller scale manufacturing, warehousing and wholesaling.
- Landscaped grounds with underground lawn irrigation system
- Excellent freeway access to I-35, I-435 and Highway K-10
- Close proximity to major services and retail amenities at 119th Street and I-35 Retail Corridor
- Security Patrol





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700 W. 47th Street, Suite 200  
Kansas City, MO 64112  
816.756.1400 | [www.BLOCKLLC.com](http://www.BLOCKLLC.com)

**BLOCK**  
REAL ESTATE SERVICES, LLC

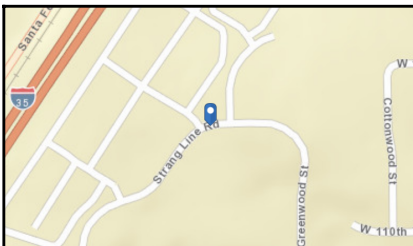


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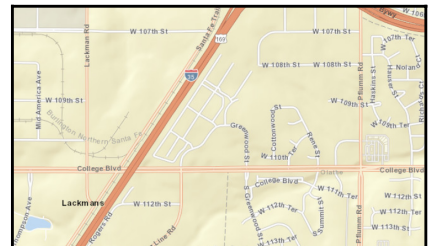
# For Lease

## Traffic Counts



**Average Daily Traffic Volume**

- ▲ Up to 6,000 vehicles per day
- ▲ 6,001 - 15,000
- ▲ 15,001 - 30,000
- ▲ 30,001 - 50,000
- ▲ 50,001 - 100,000
- ▲ More than 100,000 per day



Source: ©2019 Kalibrate Technologies (Q4 2018).



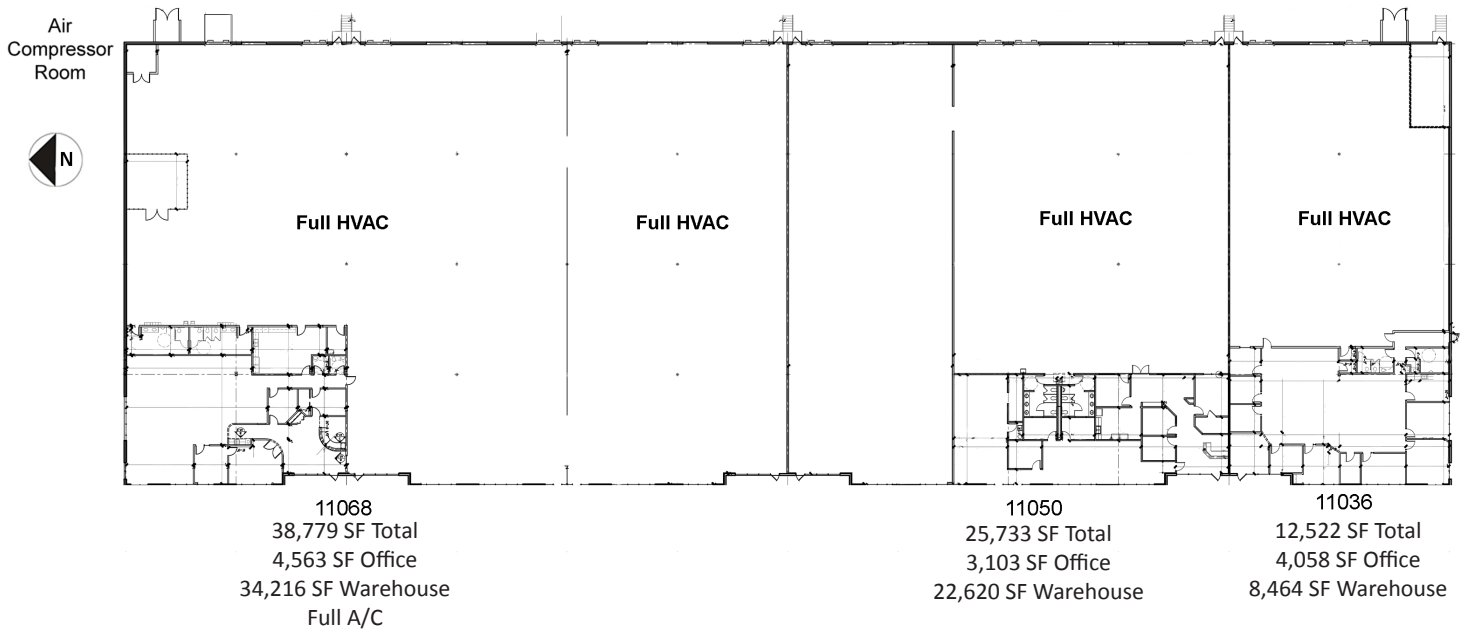
## Building A - Office/Flex

Column Spacing:	40' x 40'
Ceiling Height:	24' - 27'
Floor Thickness:	6" reinforced of 4,000 psi
Sprinkler Type:	E.S.F.R. (Early Supression Fast Response)
HVAC:	Ceiling hung forced air natural gas fired unit heaters in warehouse and combination roof top HVAC units for all offices. Warehouse heated to 49 degrees at 0 outside.
Lighting Type:	400 Watt Hi-Bay Metal Halide (Typical)
Electric Service:	400 amps, 3 Phase, 480 Volt (Typical)

Loading: 9' x 10' Dock Doors - Manually Operated

Parking: 245 cars or 3:1,000. Outside lighting for parking areas

Net Charges: (2020 Est.)	CAM:	\$1.37 PSF
	INS:	\$0.09 PSF
	<u>TAX:</u>	<u>\$2.67 PSF</u>
	Total:	\$4.13 PSF





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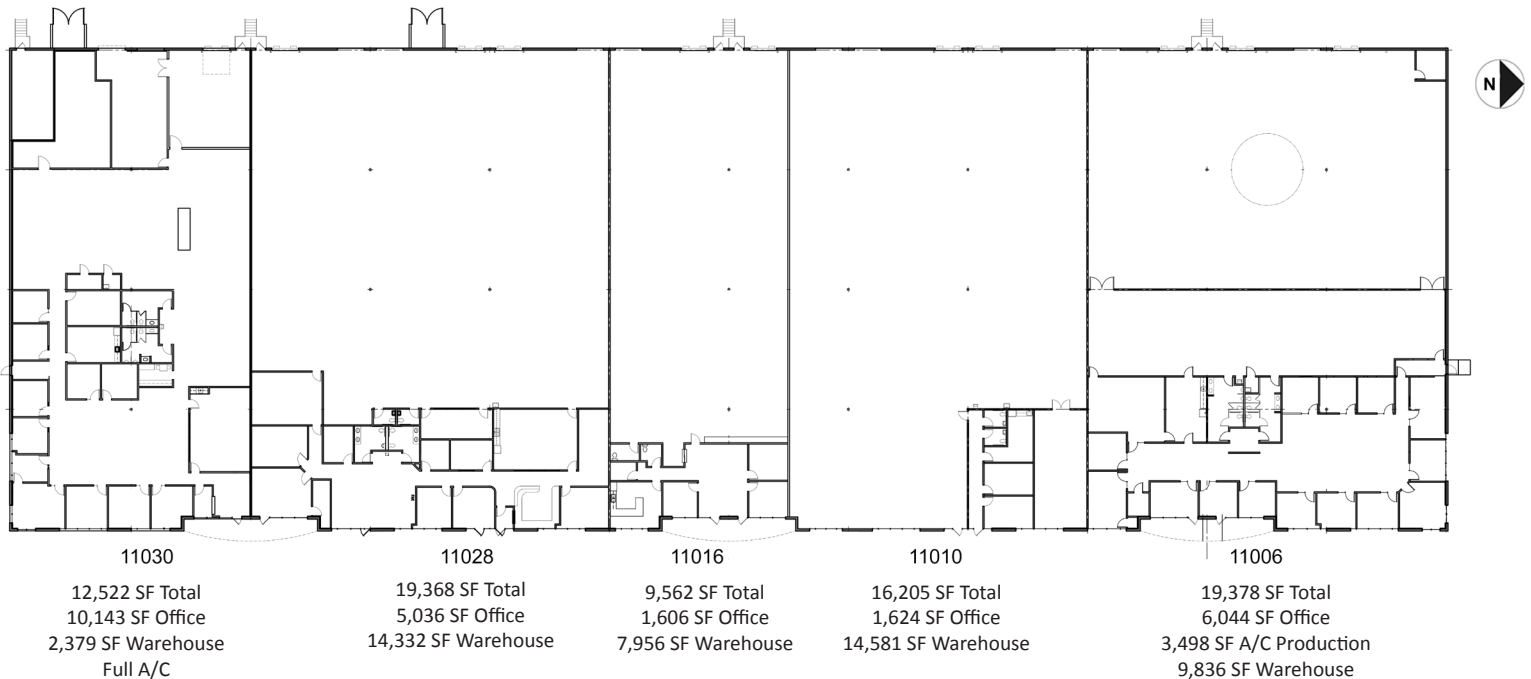
## Building B - Office/Flex

Column Spacing:	40' x 40'
Ceiling Height:	24' - 27'
Floor Thickness:	6" reinforced of 4,000 psi
Sprinkler Type:	E.S.F.R. (Early Supression Fast Response)
HVAC:	Ceiling hung forced air natural gas fired unit heaters in warehouse and combination roof top HVAC units for all offices. Warehouse heated to 49 degrees at 0 outside.
Lighting Type:	400 Watt Hi-Bay Metal Halide (Typical)
Electric Service:	400 amps, 3 Phase, 480 Volt (Typical)

Loading: 9' x 10' Dock Doors - Manually Operated

Parking: 245 cars or 3:1,000. Outside lighting for parking areas

Net Charges: (2020 Est.)	CAM:	\$1.37 PSF
	INS:	\$0.09 PSF
	<u>TAX:</u>	<u>\$2.67 PSF</u>
	Total:	\$4.13 PSF





# College Crossing Business Park

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# For Lease

## Building C - Office/Flex

Column Spacing: 40' x 40'

Ceiling Height: 24' - 27'

Floor Thickness: 6" reinforced of 4,000 psi

Sprinkler Type: E.S.F.R. (Early Supression Fast Response)

HVAC: Ceiling hung forced air natural gas fired unit heaters in warehouse and combination roof top HVAC units for all offices. Warehouse heated to 49 degrees at 0 outside.

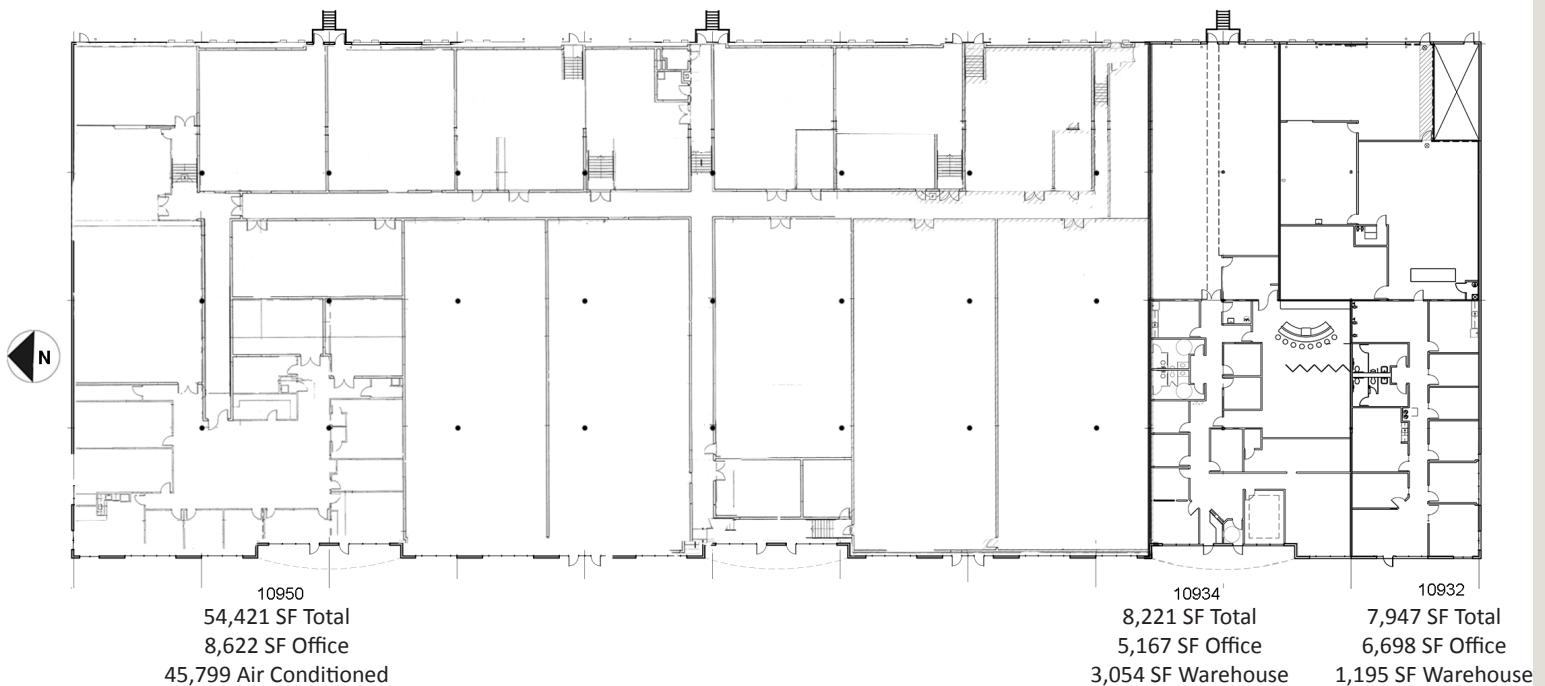
Lighting Type: 400 Watt Hi-Bay Metal Halide (Typical)

Electric Service: 400 amps, 3 Phase, 480 Volt (Typical)

Loading: 9' x 10' Dock Doors - Manually Operated and 1 12' x 14' drive-in door

Parking: 245 cars or 3:1,000. Outside lighting for parking areas

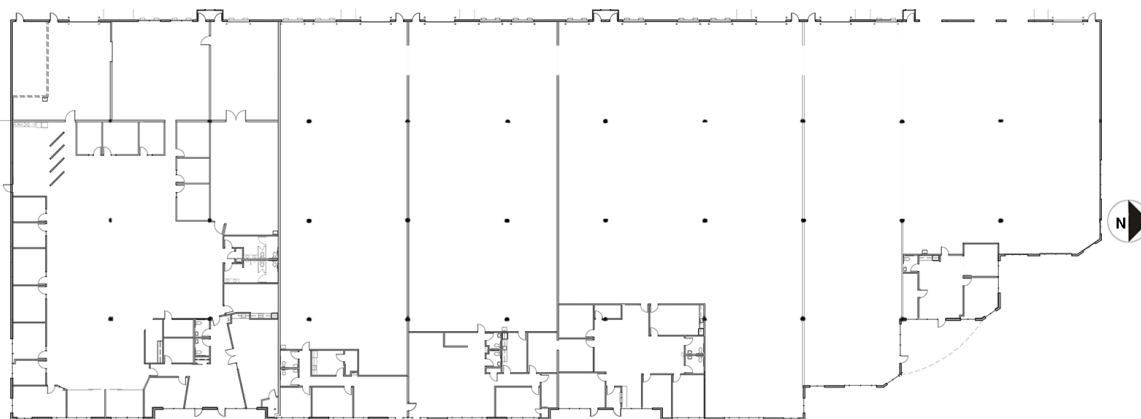
Net Charges: (2020 Est.)	CAM:	\$1.28 PSF
	INS:	\$0.09 PSF
	<u>TAX:</u>	<u>\$2.79</u> PSF
	Total:	\$4.16 PSF





## Building D - Office/Flex

Column Spacing:	40' x 40'
Ceiling Height:	24' - 27'
Floor Thickness:	6" reinforced of 4,000 psi
Sprinkler Type:	E.S.F.R. (Early Supression Fast Response)
HVAC:	Ceiling hung forced air natural gas fired unit heaters in warehouse and combination roof top HVAC units for all offices. Warehouse heated to 49 degrees at 0 outside. Space 10922 is heated warehouse, the remainder is A/C.
Lighting Type:	400 Watt Hi-Bay Metal Halide (Typical)
Electric Service:	400 amps, 3 Phase, 480 Volt (Typical)
Loading:	9' x 10' Dock Doors - Manually Operated and 1 12' x 14' drive-in door
Parking:	245 cars or 3:1,000. Outside lighting for parking areas
Photos Link:	Interior photos of suite #10916: <a href="https://photos.app.goo.gl/hCVqF1Lypkv8FV2r6">https://photos.app.goo.gl/hCVqF1Lypkv8FV2r6</a>
Utility Costs:	Unit #10916 2018 Annual Expense: Gas: \$0.37 PSF Electricity: \$1.95 PSF
Net Charges:	CAM: \$1.28 PSF
(2020 Est.)	INS: \$0.09 PSF
	<u>TAX:</u> \$2.79 PSF
	Total: \$4.16 PSF



10916	10914	10912	10908	10906	10902
16,986 SF Total	8,444 SF Total	9,841 SF Total	15,947 SF Total	5,970 SF Total	8,713 SF Total
14,637 SF Office	1,249 SF Office	2,129 SF Office	2,569 SF Office		1,193 SF Office
1,199 SF A/C Production	7,195 SF Whse.	7,643 SF Whse.	13,378 SF Whse.		7,520 SF Whse.
1,150 SF Whse. - Heated					

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## Building E- Office/Showroom

Building Size: 35,454 ± SF

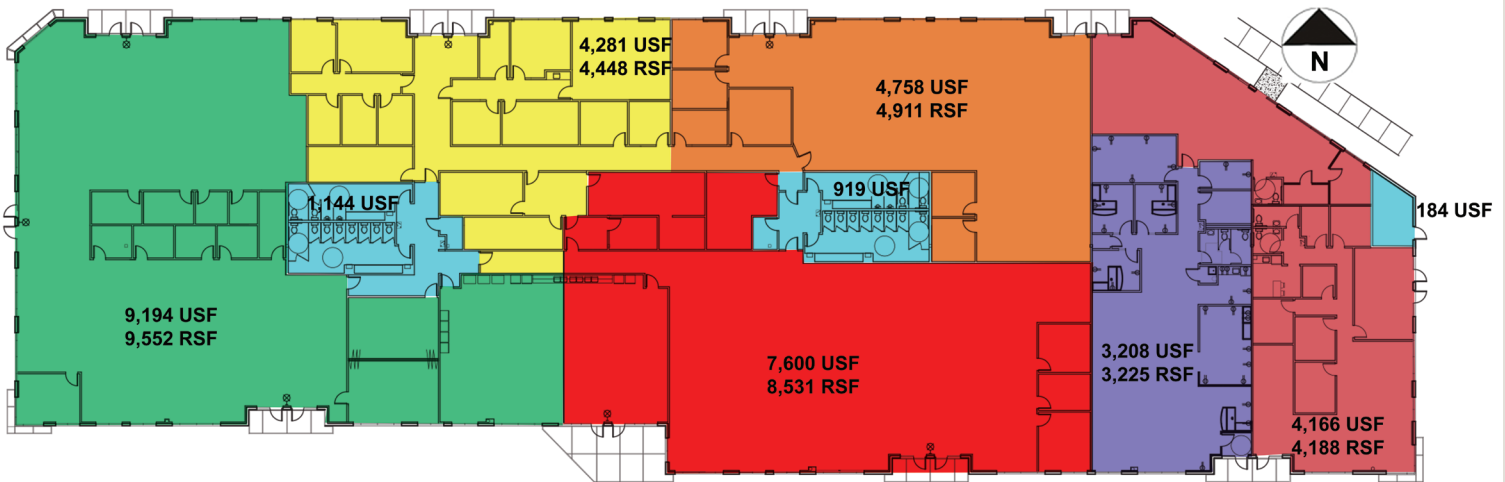
Building Description: Single story office/professional/medical/retail showroom building

Net Charges: (2020 Est.)	TAX:	\$ 3.42 PSF
	INS:	\$ 0.11 PSF
	<u>CAM:</u>	<u>\$ 5.23 PSF</u>
	TOTAL	\$ 8.76 PSF

Parking: 6 cars per 1,000

Zoning: BP-1

Usages: Sit down restaurant, fitness, day care, coffee shop, copy and mail center, professional/medical offices, and retail showroom



AVAILABLE FOR LEASE: Yellow, Orange, Red  
Up to 13,547 SF

AVAILABLE-SUBLEASE: Red

RESTROOMS/COMMON AREAS: Blue



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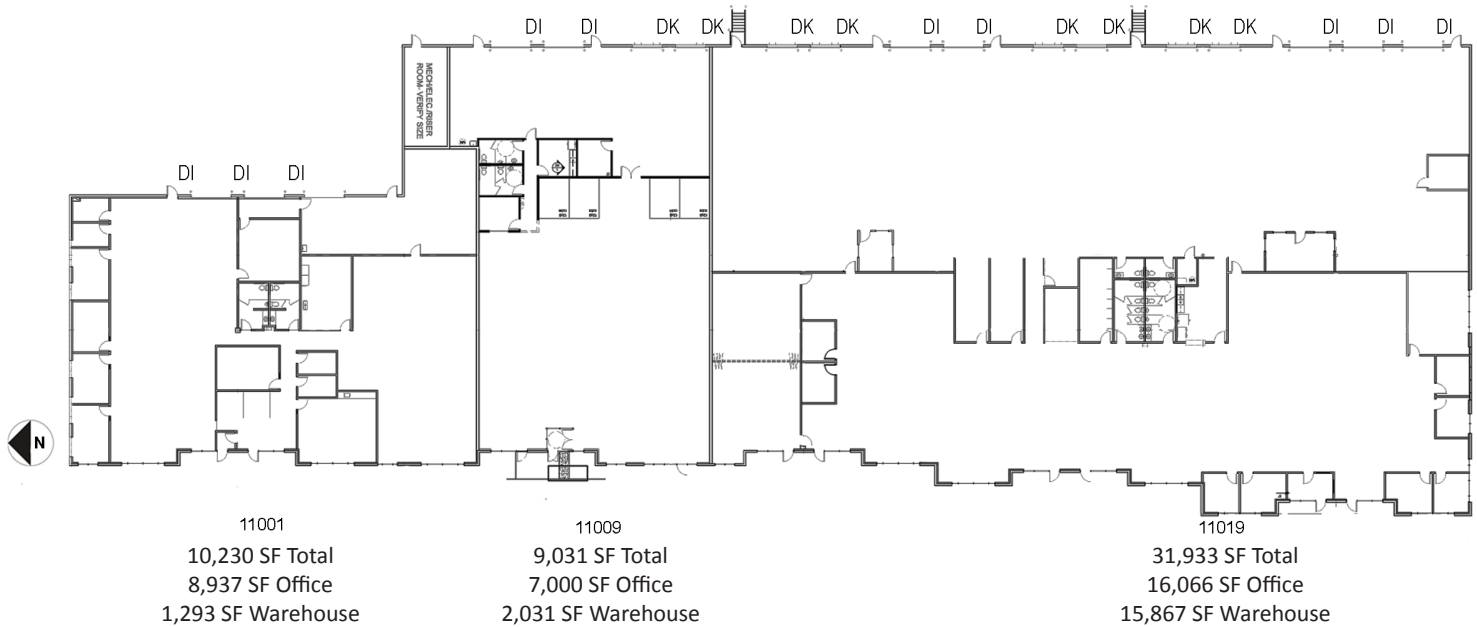
## Building F- Office/Warehouse/Flex/Showroom

Column Spacing:	40' x 40'
Ceiling Height:	22' Clear Height
Floor Thickness:	6" reinforced concrete
Sprinkler Type:	Class I
HVAC:	Warehouse typically Forced Air Gas overhead heaters designed at 50°F
Lighting Type:	400 Watt Hi-Bay Metal Halide fixtures inside at 0°F outside
Electric Service:	400 amps, 3 Phase, 480 Volt (Typical)

Loading: 2 - 9' x 10' Dock Doors; 2 - 12' x 14' Drive-In doors

Parking: 111 parking spaces

Net Charges: (2020 Est.)	CAM:	\$1.79 PSF
	INS:	\$0.09 PSF
	<u>TAX:</u>	<u>\$2.37</u> PSF
	Total:	\$4.24 PSF



# College Crossing Business Park

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## Building G- Office/Warehouse/Flex/Showroom

Building Size: 33,218 SF

Column Spacing: Varies

Ceiling Height: 18' Clear Height

Floor Thickness: 6" Reinforced concrete

Sprinkler Type: Class I

HVAC: Ceiling hung forced air natural gas fired unit heaters in warehouse and combination roof top HVAC units for all offices. Warehouse heated to 49 degrees at 0 outside.

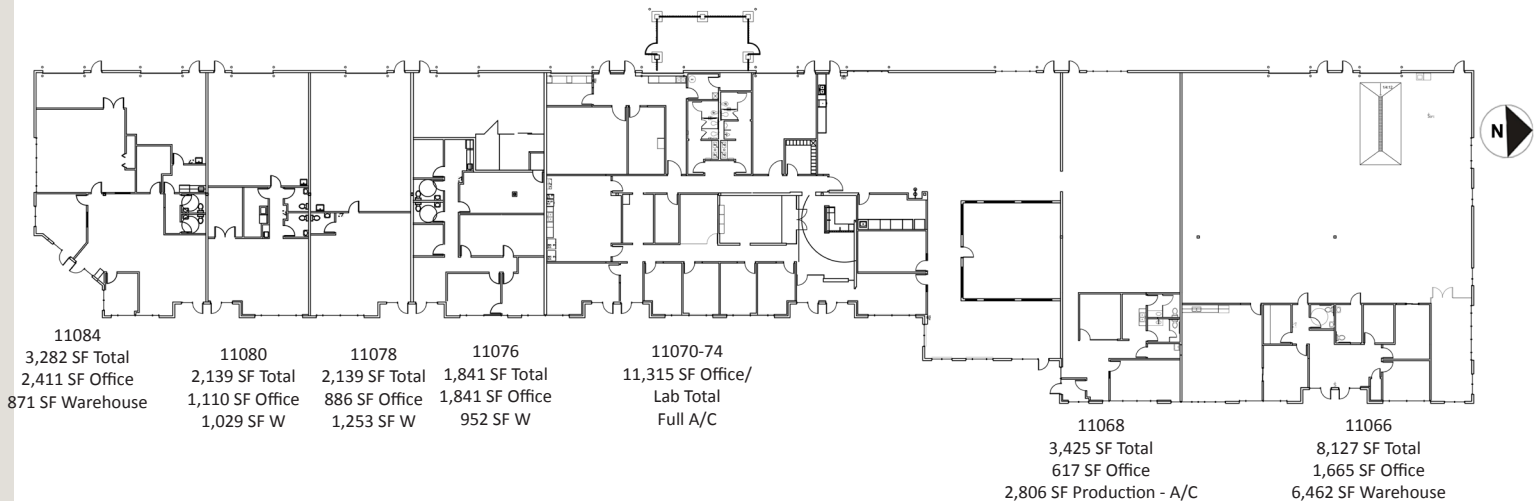
Lighting Type: 400 Watt metal halide high bay fixtures

Electric Service: 400 amps, 3 Phase, 480 Volt (Typical)

Loading: 12' x 14' Drive-In doors/dock-high loading available via hydraulic lifts

Parking: 98 parking spaces

Net Charges: (2020 Est.)	CAM:	\$1.93 PSF
	INS:	\$0.10 PSF
	<u>TAX:</u>	<u>\$3.21 PSF</u>
	Total:	\$5.24 PSF

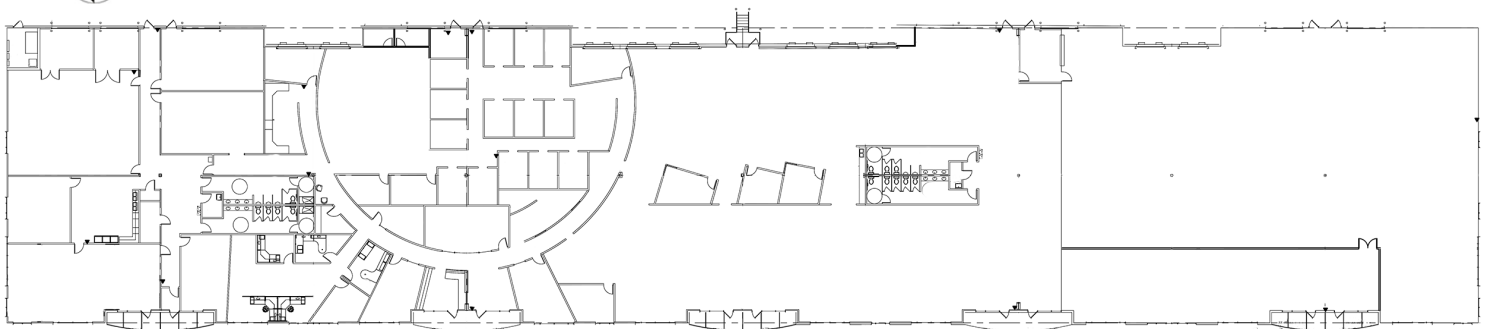




## Building H - Office/Warehouse/Flex/Showroom

Building Size:	45,047 SF
Column/Bay Spacing:	40 or 50' N/S x2) 48' bays deep E/W 4) 50' bays, 2) 40' bays, 4) 50' bays with building dimensions of 480' long by 96' deep
Ceiling Height:	18' Clear Height
Floor Thickness:	6" reinforced concrete
Sprinkler Type:	Class I
HVAC:	Ceiling hung forced air natural gas fired unit heaters in warehouse and combination roof top HVAC units for all offices. Warehouse heated to 49 degrees at 0 outside.
Lighting Type:	400 Watt metal halide high bay fixtures
Electric Service:	2000 Amp main panel with 120/208V, 3-Ph, 4-wire
Loading:	1- 12' x 14' drive-in door; dock-high loading available
Parking:	128 plus 22 future at rear loading areas, for a total of 150. 6 are ADA and perhaps more future parking based on future dock door usage at south end
Address Range:	11080 Ste A, 11080 Ste B, 11082 Ste A, 11082 Ste B, 11084 Ste A, 11084 Ste B, 11086 Ste A, 11086 Ste B, 11088 Ste A, 11088 Ste B, 11090 Mech/Fire room at NEC

Net Charges: (2020 Est.)	CAM:	\$1.93 PSF
	INS:	\$0.10 PSF
	TAX:	<u>\$3.21</u> PSF
	Total:	\$5.24 PSF



11086  
45,047 SF Total  
30,480 SF Office  
13,082 SF Warehouse  
1,476 SF Accessory to Warehouse

Building H - Continued

The previous Tenant incurred the following during its occupancy. These are averages for their costs on a per square foot basis for the entire Building H square footage that they occupied as a single tenant.

Building Operating Costs:	Custodial/Janitorial:	\$0.41
	HVAC/PM Contract*:	\$0.08
	Floor Mats – Bi-Weekly:	\$0.05
	Pest Control – Quarterly:	\$0.01
	Electricity – Meter 1**:	\$0.51
	Electricity – Meter 2**:	\$0.71
	Gas:	\$0.38

\*(11 combination rooftop units serve the building, tonnage/BTU and condition reports available)

\*\*Portion of the square footage of the building – Meter #2 is likely the north end and Meter #1 likely the south end



## Building I - Office-Warehouse/Flex/Showroom

Building Size: 77,038 Square Feet

Column Spacing: 40' x 40'

Ceiling Height: 24' Clear Height

Floor Thickness: 6" Reinforced concrete

Sprinkler Type: E.S.F.R. (Early Suppression Fast Response)

HVAC: Warehouse typically Forced Air Gas overhead heaters designed at 50°F inside at 0°F outside

Lighting Type: T-5 Fluorescent

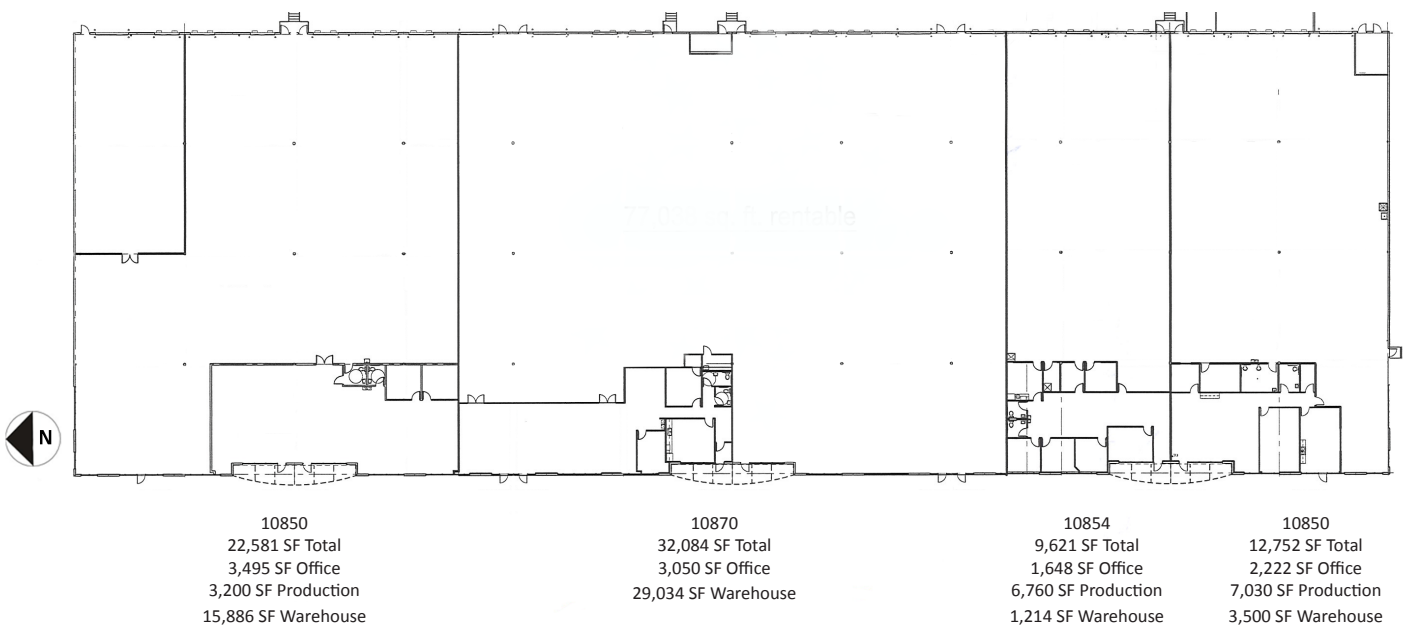
Electric Service: 1600 AMP, 277/408 service planned to building

Loading: 17 - 9' x 10' Dock Doors  
6 - 12' x 14' Drive-In Doors

Parking: 2.5 cars per 1,000 SF

Net Charges:  
(2020 Est.)

CAM:	\$0.91 PSF
RE Taxes:	\$1.64 PSF
<u>Insurance:</u>	<u>\$0.09 PSF</u>
Total:	\$2.64 PSF



## Building J - Office-Warehouse/Flex/Showroom

**Address Range:** 10800 -10836 Strang Line Road

**Column Spacing:** 55' x 52'

**Ceiling Height:** 30' Clear Height

**Floor Thickness:** 6" Reinforced concrete

**Sprinkler Type:** E.S.F.R. (Early Suppression Fast Response)

**HVAC:** Warehouse Forced Air Gas overhead heaters designed at 50°F inside at 0°F outside

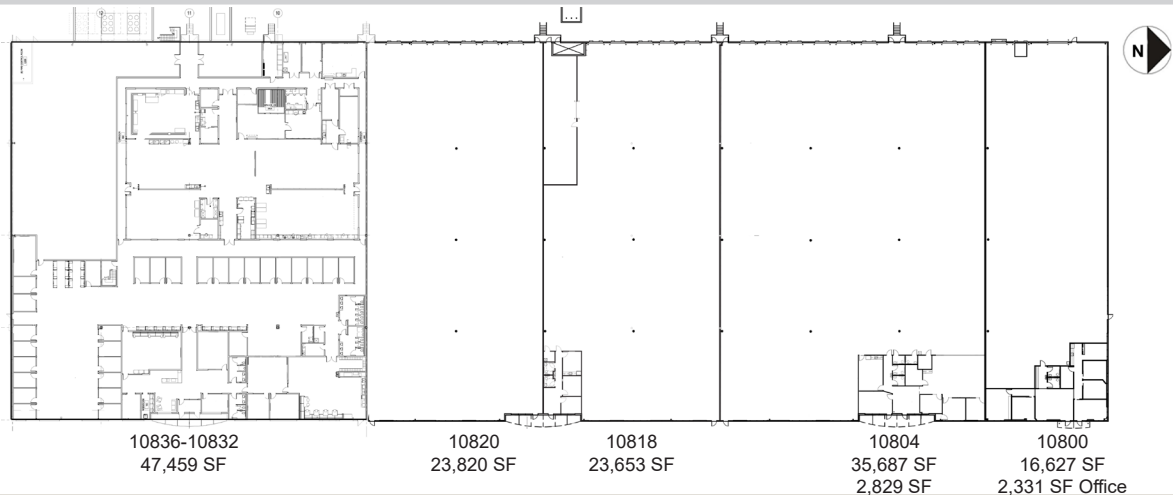
**Lighting Type:** LED

**Electrical Service:** Initial design was with 2,400 amps of 480 volt 3-phase 4 wire service. The house panel is designed for 200 amps of 480 volt power to operate exterior lights, fire pump & house panel, lawn sprinkler, etc.  
Suite 10800 - 200 amps, 480 volt panel  
Suite 10804 - 400 amps, 480 volt panel  
Suite 10828-36 – complete separate service of 1,000 amps, 480 volt panel  
Suite 10816 - 400 amps, 480 volt panel  
Available – 1,200 amps, 480 volt panel  
750 Kva Transformer On Site

**Loading:** 32 - 9' x 10' Docks (can add ramps for drive-in access)  
1 - 12' x 14' Drive-In Door

**Parking:** 2.5 cars per 1,000 SF

**Net Charges:** CAM: \$0.91 PSF  
(2020 Est.) RE Taxes: \$1.64 PSF (after 55% abatement for 10 years)  
Insurance: \$0.09 PSF  
Total: \$2.64 PSF



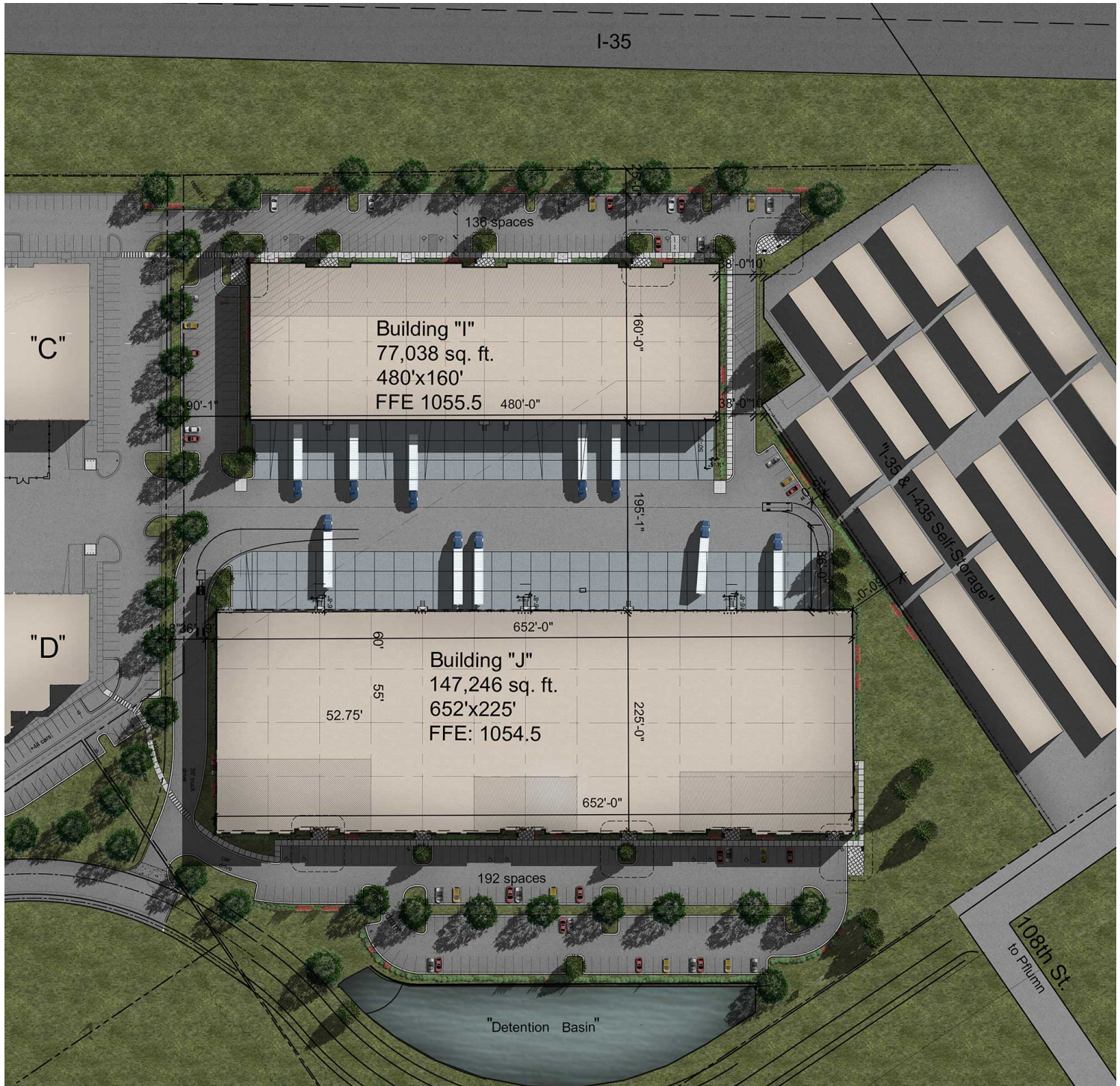


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## Site Plan - Buildings I & J



# College Crossing Business Park

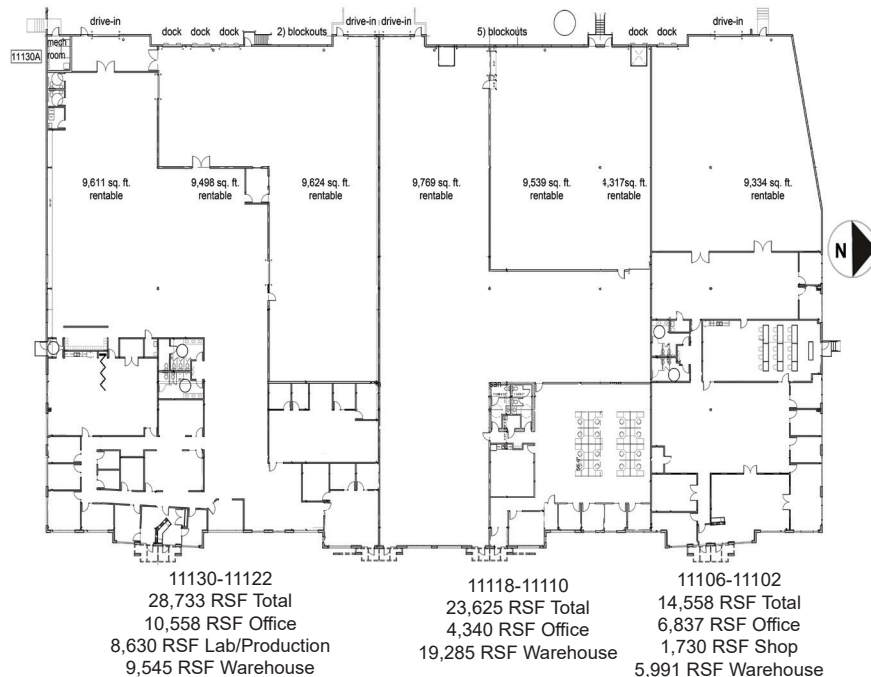
College Blvd. & Interstate 35, Lenexa, Kansas

# For Lease

## Building K - Office/Warehouse/Flex/Showroom

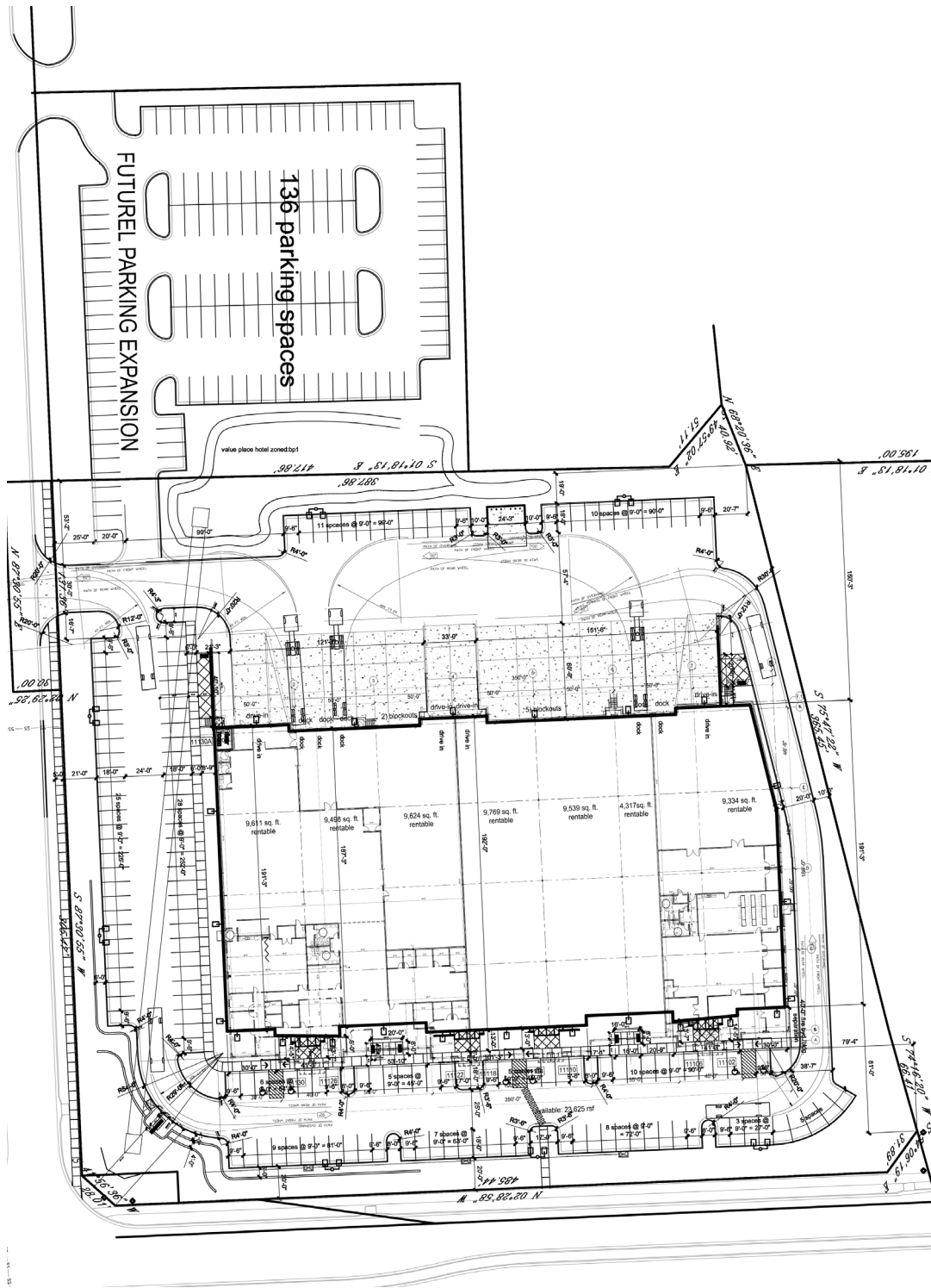
Building Size:	66,916 Square Feet
Column Spacing:	46' x 50'
Clear Height:	22' 6" - 25"
Floor Thickness:	6" Reinforced concrete
Sprinkler Type:	E.S.F.R. (Early Suppression Fast Response)
HVAC:	Warehouse typically Forced Air Gas overhead heaters designed at 50°F inside at 0°F outside
Lighting Type:	T-8 Fluorescent
Electrical System:	1600 amps 480v/277a
Loading:	5- 9' x 10' Docks and 4 12' x 14' Drive-In Doors (7 blockouts for dock-doors)
Parking:	2.5 cars per 1,000 SF

Net Charges: (2020 Est.)	CAM:	\$1.53 PSF
	Taxes:	\$1.80 PSF
	<u>Insurance:</u>	<u>\$0.09 PSF</u>
	Total:	\$3.42 PSF





## Site Plan with Parking - Building K





## Building L - Office/Warehouse/Flex/Showroom

Building Size: Up to 33,000± SF - varies based on usage, loading, office percentage, etc.

Land Size: 115,272± SF, 2.65± acres

Column Spacing: 40.6' x 50' - varies based on usage, loading, office percentage, etc.

Ceiling Height: 24' clear height - varies based on usage, loading, office percentage, etc.

Floor Thickness: 6" reinforced concrete - varies based on usage, loading, office percentage, etc.

Sprinkler Type: E.S.F.R. (Early Suppression Fast Response)

Electric Service: 1600 amp, 277/408 service planned to the building

Loading: Dock and drive-in are available

Parking: Up to 170± cars - varies based on usage, loading, office percentage, etc., but can be at up to 6:1,000 ratio

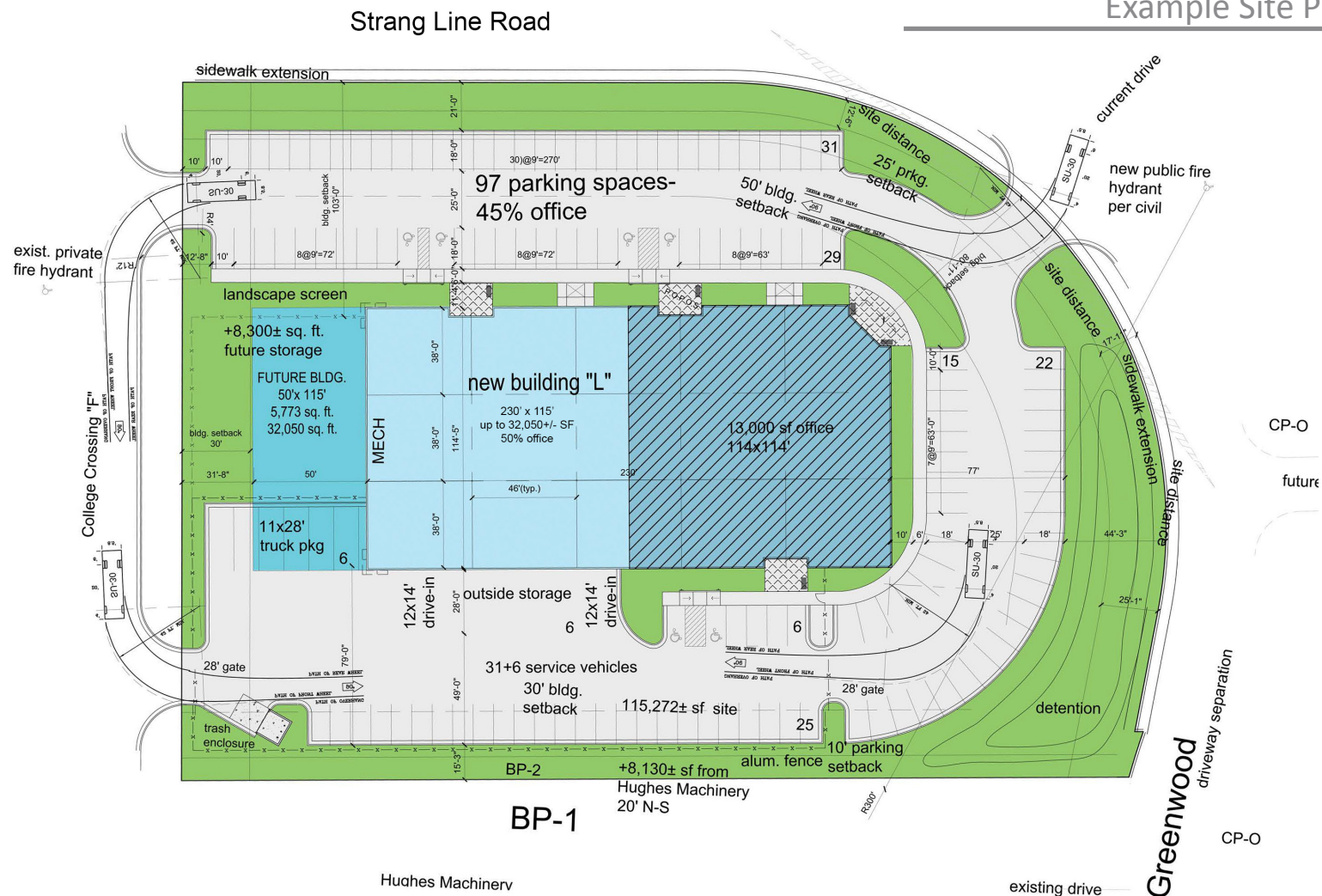
Net Charges: (2019 Est.)	CAM:	\$0.55
	Taxes:	\$0.63 (after 55% abatement for 10 years)
	<u>Insurance:</u>	<u>\$0.09</u>
	Total:	\$1.27

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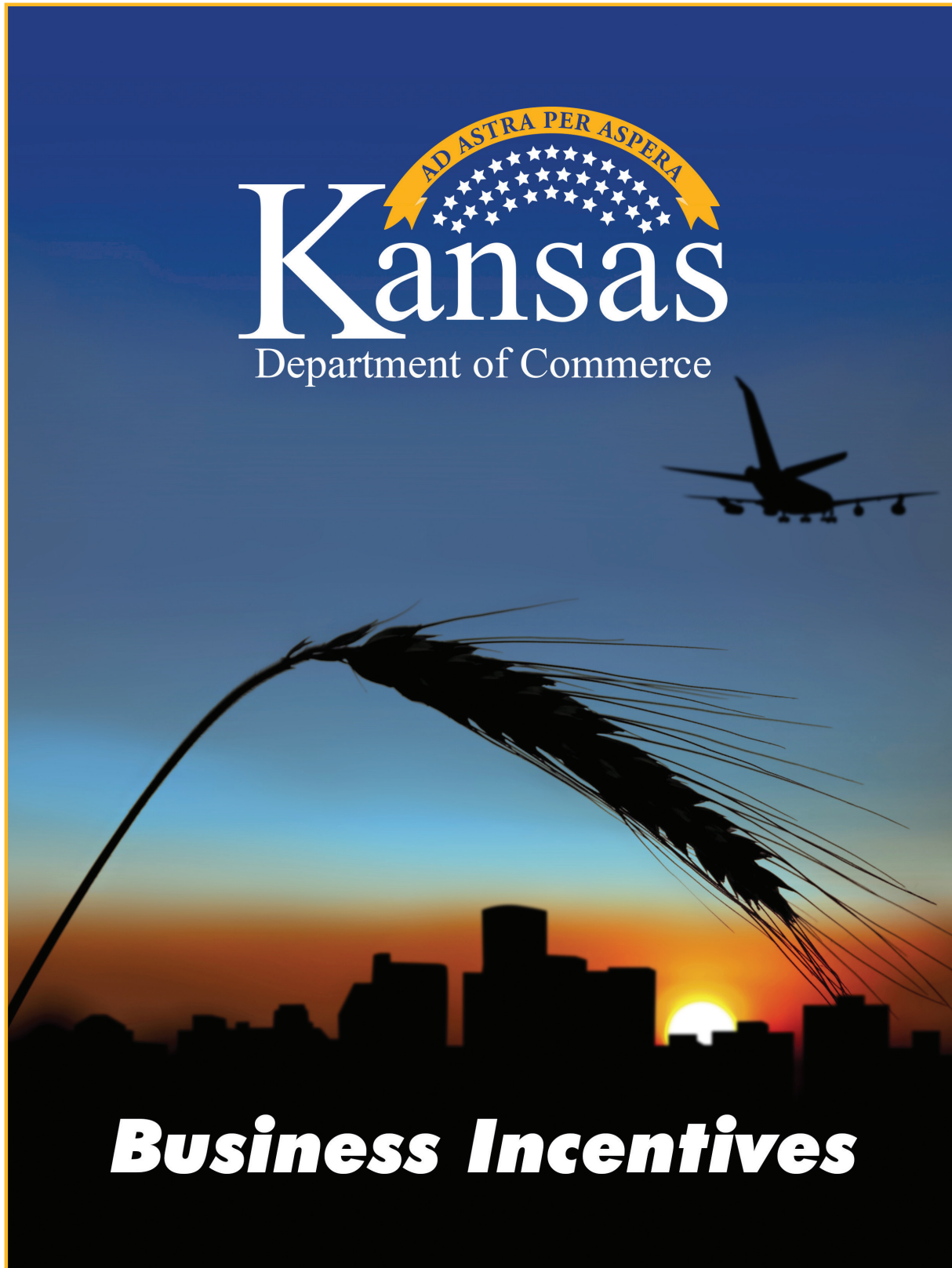
Example Site Plan



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**BLOCK**  
REAL ESTATE SERVICES, LLC



## SITE LOCATION ASSISTANCE

The Business Recruitment Team for the Kansas Department of Commerce can assist with various site location needs. Whether you're seeking buildings or sites, our team has the resources and information to help you make an informed decision. Our Business Recruitment Team creates customized incentive proposals for clients based on capital investment, job creation, employee salaries and each company's unique needs. We also coordinate with community economic development professionals for local incentives such as discounted building and land purchases, reduced property taxes, build-to-suit agreements and finance packages. All types of assistance offered for new company locations are also available for subsequent expansions.

## NEW TAX REFORM!

In Tax Year 2013, Kansas implemented a new tax reform plan where certain Kansas businesses saw significant tax relief. Kansas put in place a business income tax exemption which eliminates certain non-wage business income on lines 12, 17 and 18 of IRS Form 1040 for Partnerships, Limited Liability Corporations, Limited Liability Partnerships, Sole Proprietorships and Subchapter-S Corporations that have elected at the federal level to be taxed as a pass-through entity.

In addition, in tax year 2013, Kansas collapsed the current three-bracket structure for individual state income taxes (3.5, 6.25 and 6.45 percent respectively) into a two-bracket system using rates of 3.0 and 4.9 percent. A new series of individual income tax rate cuts began in tax year 2014, as the current bottom bracket of 3.0 percent was reduced to 2.7 percent, and the current top bracket of 4.9 percent was reduced to 4.8 percent. Further reductions planned for individual income tax rates through 2018 are shown below.

The reform also increases the standard deduction amount for single head-of-household filers from \$4,500 to \$5,500 and for married taxpayers filing jointly from \$6,000 to \$7,500.

Married Filing Joint:	TY2013	TY2014	TY2015	TY2016	TY2017	TY2018
\$0-\$30,000	3.0%	2.7%	2.7%	2.4%	2.3%	2.3%
\$30,001 and over	4.9%	4.8%	4.6%	4.6%	4.6%	3.9%
Single, Head of Household or Married Filing Separate:	TY2013	TY2014	TY2015	TY2016	TY2017	TY2018
\$0-\$15,000	3.0%	2.7%	2.7%	2.4%	2.3%	2.3%
\$15,001 and over	4.9%	4.8%	4.6%	4.6%	4.6%	3.9%

## FINANCE PROGRAMS

### Promoting Employment Across Kansas (PEAK)

This program offers qualified companies the ability to retain 95 percent of their payroll withholding tax for up to five to seven years. PEAK is available for new operations in Kansas as well as relocated operations to the state. It is also available for qualifying business retention projects which has been extended through 2018. Companies need to create at least 10 new jobs within two years in metropolitan areas or five new jobs within two years in all other counties of the state. High-impact projects that create 100 new jobs within two years can retain 95 percent of payroll withholding tax for a period of 10 years. The number of years that the withholding tax can be retained depends on how much the annual median wage of the jobs in the project will exceed the current county median wage and the discretion of the Secretary of the Kansas Department of Commerce. If the aggregate median wage of the new jobs does not qualify the project for PEAK, the annual average wage of the new jobs can be used. Qualifying through the use of the average wage limits the benefits received. Effective July 1, 2014, companies in the bioscience industry may also be considered for PEAK if funding under the Kansas Bioscience Authority is not an option. A PEAK application **must** be submitted before locating or creating PEAK-eligible jobs in Kansas.

### Industrial Revenue Bonds (IRBs)

Industrial Revenue Bonds are a popular method of financing up to 100 percent of a growing business' land, building and equipment. IRBs are securities issued by cities and counties to provide funds for creditworthy companies to acquire land, construct and equip new facilities or remodel and expand existing facilities. IRBs allow fixed-rate financing for the life of the bond for the project.

### Community Development Block Grant (CDBG)

Eligible small city and county governments may apply for Community Development Block Grant economic development funds to assist an expanding or new business in Kansas. There are two parts to the program: business finance and infrastructure. Under business finance, funds are available for working capital, machinery and equipment and real property. The interest rate is currently set at 3 percent below prime or 4 percent, whichever is greater. The term of the loan is based on the asset being financed - working capital loan is 6.5 years, machinery and equipment is 10

years and real property is 15 years. For business loans, a match is required of \$.50 to every \$1 of CDBG funds. For infrastructure, funding is available for water lines, sewer lines, roads, rail spurs and pre-treatment facilities. Infrastructure funding requires that a quarter of the funds be paid back over a 10-year period at a rate of 0 percent. Funding requires the creation or retention of one full-time job per \$35,000 of CDBG assistance up to the maximum of \$750,000. At least 51 percent of the jobs created or retained must be held by individuals, who at the time of hire, meet HUD's low- and-moderate income test, which is based on median family income in the county in which the project is located.

### Partnership Fund

Commerce provides low-interest state funds to cities and counties for infrastructure improvements that support Kansas basic enterprises such as manufacturing and distribution. Eligible projects may include construction, rehabilitation or expansion of public facilities, including roads, streets, highways, water supply and treatment facilities, water distribution lines, wastewater collection lines and related improvements.

### Kansas Bioscience Authority (KBA)

Commerce works in partnership with the Kansas Bioscience Authority to assist in the expansion and recruitment of bioscience companies. The KBA has direct financing programs and other resources that can be used to help with funding for new bioscience companies and world-class scholars, equipment and lab space for research and facilitate the commercialization of bioscience discoveries.

### WORKFORCE DEVELOPMENT PROGRAMS

The Department of Commerce has two workforce training programs to offset a company's training costs. Companies creating new jobs may qualify for **Kansas Industrial Training (KIT)** assistance. Eligibility for the program depends on the number of jobs created and the corresponding wages. We also have the **Kansas Industrial Retraining (KIR)** program to retrain a Kansas company's existing workforce on new technology or production activities. Projects involving a Kansas Basic Industry – which includes manufacturing, distribution or regional/national service facilities – may qualify for these programs. Both of these programs offer direct financial assistance to pay a negotiated portion of the costs to train a company's employees. Companies may apply the assistance toward items such as instructors' salaries; video development; textbooks and training manuals; supplies and materials; curriculum planning and development and minor training equipment.

### INCOME TAX INCENTIVES

#### High Performance Incentive Program (HPIP)

This program provides a 10 percent corporate income tax credit on the qualified capital investment of an eligible company. Qualified capital investment can include such items as the purchase or lease of a facility or equipment, remodeling or build-out costs, fixtures, furniture and computers. Equipment transferred to Kansas from out-of-state is also credited at the original acquisition cost. The 10 percent tax credit is awarded to companies that operate an eligible business, pay above-average wages and invest in employee training. The credits can be used to significantly reduce a company's corporate income tax liability in a given year. Credits must be used within a consecutive 16-year period. The minimum investment threshold to qualify for HPIP is \$1 million for the urban counties of Douglas, Johnson, Sedgwick, Shawnee and Wyandotte. For all other counties, the minimum investment threshold is \$50,000. A key component of HPIP is the completion of the Project Description form, which **must** be submitted to the Department of Commerce prior to the company signing any document, such as a lease or purchase agreement, which commits the company to locating or expanding in Kansas.

#### Machinery & Equipment Expensing Deduction

Eligible Kansas taxpayers are allowed to claim an expense deduction for business machinery and equipment placed into service in Kansas. This is a one-time deduction for each qualified purchase of machinery and equipment in the year that it is placed in service. Unused expense deduction is treated as a Kansas net operating loss that may be carried forward for 10 years. Eligible investment is machinery and equipment depreciable under the Modified Accelerated Cost Recovery System in section 168 of the Internal Revenue Code, or canned software as defined in section 197 of the Internal Revenue Code. Examples of eligible equipment include manufacturing equipment, office furniture, computers, software and racking.

### PROPERTY TAX INCENTIVES

#### Machinery and Equipment Property Tax Exemption

Commercial and industrial machinery and equipment acquired by qualified purchase or lease or transferred into the state is exempt from state and local property tax. The exemption pertains to machinery and equipment used in the expansion of an existing facility or the establishment of a new facility. The exemption covers machinery and equipment used in manufacturing or warehousing/distribution, commercial equipment, computers, desks and chairs, copiers and fax machines.

## Property Tax Abatement

Cities or counties may exempt real property from ad valorem taxation. The tax abatement can include all or any portion of the appraised buildings, land and improvements. A total or partial tax abatement may be in effect for up to 10 years after the calendar year in which the business commences its operations. Any property tax abatement is the decision of the city or county.

## SALES TAX EXEMPTIONS

The Kansas state sales and use tax rate is 6.15 percent. However, there are several sales tax exemptions available which include:

- Labor services related to original construction
- Remodeling costs, furnishings, furniture, machinery and equipment for qualified projects
- New machinery and equipment for manufacturing and distribution. This also includes pre- and post-production machinery and equipment, including raw material handling, waste storage, water purification and oil cleaning, as well as ancillary property such as gas pipes, electrical wiring and pollution control equipment
- Tangible personal property that becomes an ingredient or component part of a finished product
- Tangible personal property that is immediately consumed in the production process, including electric power, natural gas and water
- Incoming and outgoing interstate telephone or transmission services (WATTS)
- Real and personal property financed with an Industrial Revenue Bond

## WORKFORCE DEVELOPMENT ASSISTANCE

A wide variety of services are available through the Kansas Workforce Centers located throughout the state. Services can include: statewide and national job listings; applicant pre-screening and application acceptance; space to conduct interviews as well as staff to assist in scheduling; space for job fairs; applicant assessment services and testing; Veteran services; and current labor market information. These services are available to all Kansas employers at no cost and may be accessed through **KANSASWORKS.com** or by contacting the local Kansas Workforce Center.

To learn more about the benefits of doing business in Kansas, please contact Steve Kelly at (785) 296-5298, [skelly@kansascommerce.com](mailto:skelly@kansascommerce.com) or [KansasCommerce.com/KBIZ](http://KansasCommerce.com/KBIZ).

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## RURAL OPPORTUNITY ZONES

Rural Opportunity Zones (ROZ) are designed to spur economic development in and expand job growth in 77 key counties around the state. The program has two main incentives:

- A state income tax exemption for up to five years to individuals who move to a ROZ county from outside the state. Individuals must not have lived in Kansas for the past five years, nor have Kansas source income of more than \$10,000 per year over the past five years.
- Student loan forgiveness of up to \$3,000 per year (\$15,000 maximum benefit) for individuals who graduate from an accredited post-secondary institution and move to a ROZ county. The student loan forgiveness portion of the program is a county-state partnership, and counties must opt in to participate.

## OTHER TAX INCENTIVES AND BUSINESS INITIATIVES

**Right-to-Work State** – Union membership in Kansas is 7.5 percent, well below the national average.

**Inventory Tax Exemption** – All merchant and manufacturers' inventories are exempt from property taxes by state law.

**Research Tax Credit** – Kansas offers an income tax credit equal to 6.5 percent of a company's investment in research and development above the average expenditure of the previous three-year period. Twenty-five percent of the allowable annual credit may be claimed in any one year.

**No Local Income Taxes** – Kansas cities and counties do not impose an earnings tax on personal or corporate income.

**No Kansas Franchise Tax** – Kansas eliminated its franchise tax in 2011.

**Workers' Compensation** – Kansas ranks 9th lowest in the U.S. for worker compensation rates.



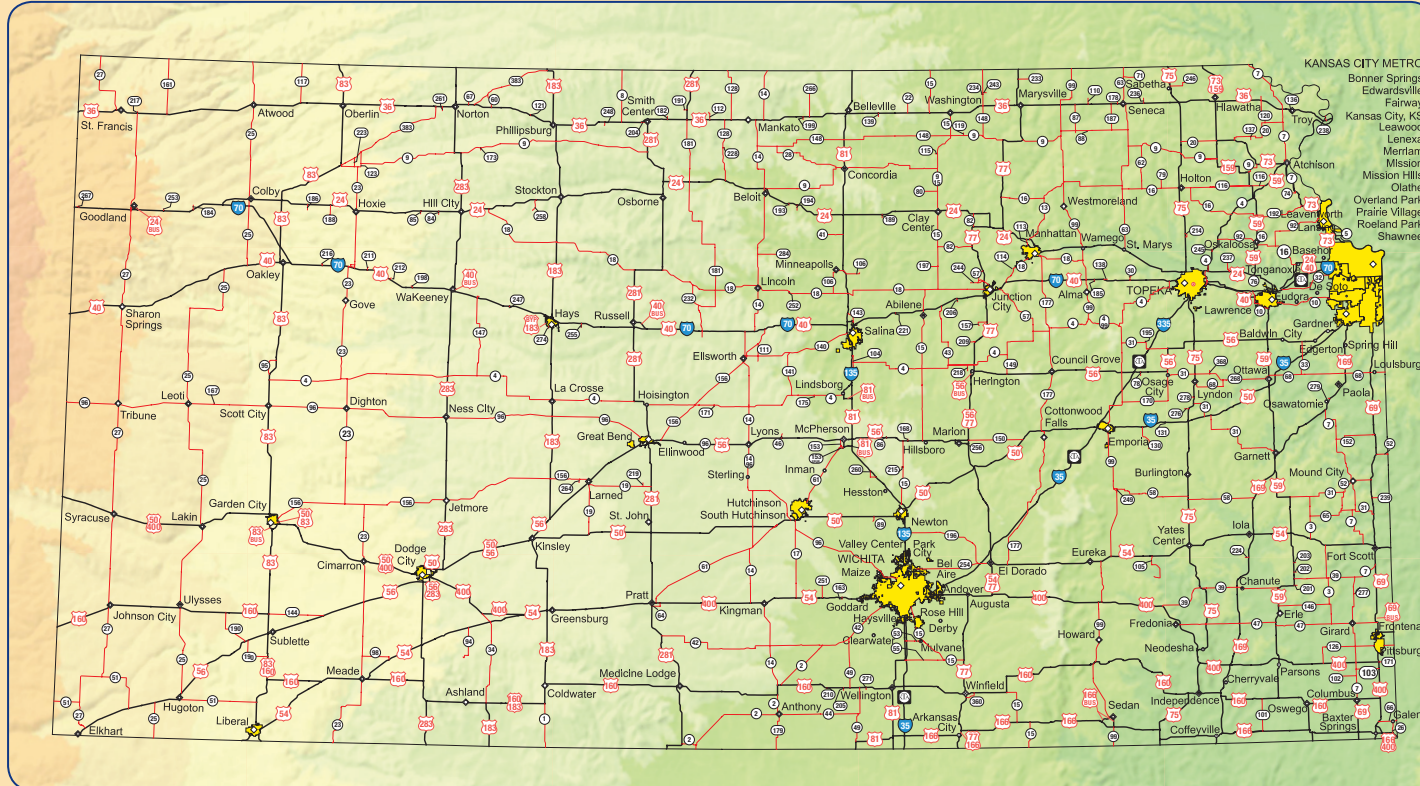


# College Crossing Business Park

College Blvd. & Interstate 35, Lenexa, Kansas

# For Lease

## KANSAS



### AFFORDABLE LIVING

Kansas ranks in the top 10 for a cost of living. Our cost of living is 8.7% below the national average and our housing costs are 16.7% below the national average.

**STATE POPULATION** ..... 2.9 million

**AREA** ..... 82,282 sq. miles

### DIVERSIFIED ECONOMY

U.S. Dept. of Commerce Bureau of Economic Analysis, 2013

Services	45.46%
Manufacturing	15.93%
Finance, insurance and real estate	15.19%
Transportation and wholesale trade	10.55%
Agriculture and mining	6.48%
Retail trade	6.40%

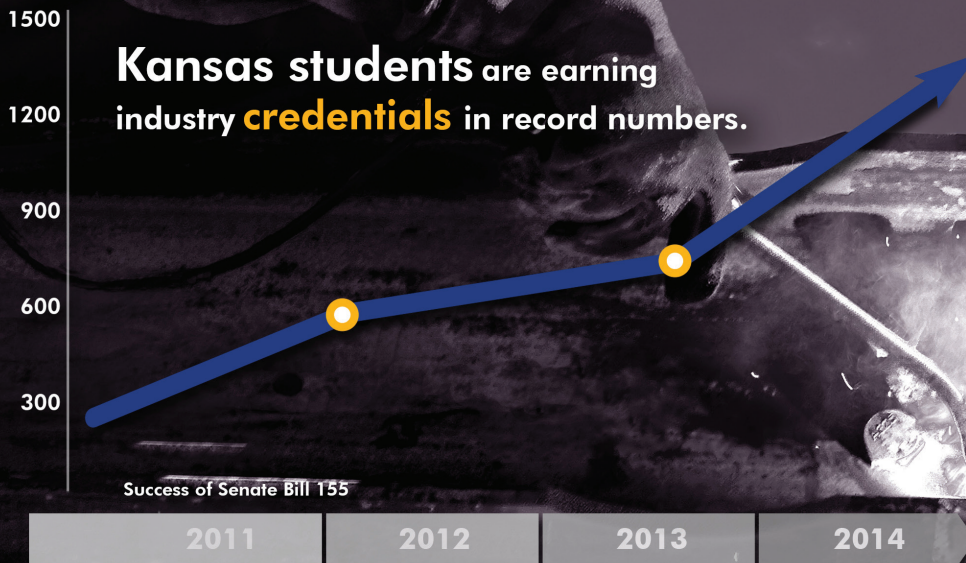
### LARGEST CITIES

Wichita	385,577	MSA - 625,526
Overland Park	178,919	MSA - 2 million
Kansas City, KS	147,268	MSA - 2 million
Topeka	127,939	MSA - 234,647



**Kansas has made a \$32 million investment  
in your future workforce**

**Kansas students** are earning  
industry **credentials** in record numbers.



**Kansas' one of a kind**  
initiative allows high school students  
to earn **free** tuition at  
Kansas community & technical colleges.

## Why Businesses Thrive in Kansas

Source: <http://www.kansascommerce.com/index.aspx?NID=172>

Looking for a great place to grow your business? A place with low operating costs, talented workers and business-friendly policies? A place where innovation is the norm, not the exception? If this sounds like the perfect place for your business, then Kansas is where you need to be.

For years, companies have benefited from the state's central location and access to major transportation corridors. Kansas companies recruit from some of the nation's best universities and technical schools, and benefit from pro-business legislation and low taxes. Most importantly, Kansas encourages business leaders to grow, innovate and think big.

## Kansas at a Glance

Source: <http://www.kansascommerce.com/index.aspx?NID=172>

With a population of just over 2.9 million, Kansas packs a heavy economic punch. A proactive legislative and regulatory environment and major advantages in costs, taxes, skilled workforce and major transportation assets have combined to make the Sunflower State a haven for investment and innovation. The state has built a diverse industry base that includes bioscience, animal health, energy technology, aviation, advanced manufacturing and agriculture.

Wichita is the aviation capital of the world, with 43 percent of domestic and 30 percent of global general aviation produced in the city. Northeast Kansas is home to a burgeoning animal health corridor, with 40 percent of global animal health and veterinary science interests converged in the region.

### **What are the economic drivers of Kansas State and why? What are the major industries in Kansas state (related to economic drivers)?**

- Agriculture – crops and cattle / beef production (particularly in western Kansas)
- Oil & Gas (particularly in western Kansas)
- Wind Energy (particularly in southwest Kansas)
- Aerospace and advanced manufacturing (particularly in the Greater Wichita area)
- Distribution (particularly in the Greater Kansas City area)
- Professional and Financial Services (particularly in the Greater Kansas City area)
- Bioscience – notably related to animal health (focused on the I-70 corridor from Kansas City to Manhattan in northeast Kansas)



## **What is Kansas State competitive advantage vs other competing states?**

- Central location with excellent highway and rail transportation infrastructure (the KC region is recognized as an outstanding distribution point and has seen great success with several major distribution facility announcements in southwest Johnson County recently (especially at LPKC) and a fair amount of spec building development)
- Right-to-work state with very low rate of union representation in the workforce (7.5% of wage and salary workers)
- Favorable tax climate with no state or local property taxes and personal property (machinery & equipment) or inventory, no franchise tax, no local earnings tax, and tax reforms enacted in 2012 that are driving down personal income tax rates while also offering favorable tax treatment to S-corps, LLC's, and LLP's.
- Highly educated workforce (Kansas invests greatly in educating the work force which ranks 17th in the nation for percent of adults, 25 and over, with a high school education and 17th for percent of adults with a college degree.)
- Productive workforce with agrarian work ethic
- Relatively low cost of labor with a statewide average manufacturing wage (\$18.58 Oct 2014) well below the national average (\$19.63 Oct 2014) and workers compensation rates ranked 9th lowest in the U.S.
- Incentives focused on industry needs including PEAK (provides direct financial rebate based on payroll taxes withheld), HPIP (provides income tax credit based on capital investment), and KIT / KIR (provides direct financial). Other assistance may also be available at both the state and local level. Communities, at local discretion, can offer to abate real property taxes on new investment for up to 10 years.

## **If I am looking to relocate my company or open an office/factory, why would I go to Kansas State? Who would go to Kansas State? Who wouldn't? Related to the first two questions.**

- As far as why Kansas, see above advantages.
- As far as what types of businesses and industries would most likely consider Kansas, refer to the list of those included in the economic drivers. Among these, sectors of note include the aerospace industry and suppliers, bioscience including pet food manufacturing, railcar maintenance and repair facilities, alternative energy facilities (wind, solar, ethanol), food processing, agribusiness, distribution centers, and professional / financial services. Please see our target industry brochures for other information: <http://www.kansascommerce.com/index.aspx?nid=451>
- As far as what types of business and industries would be unlikely to consider Kansas.... Virtually every type of business you can imagine has considered Kansas as a location. However, those less likely to consider the state include basic industries where raw materials not readily accessible (e.g., steel, aluminum), and pulp & paper related business (not proximate to natural resources).

**Some major private sector employers throughout the state include:**

- Armour Eckrich Manufacturing
- Beechcraft
- Berry Plastics
- Big Heart Pet Brands
- Bimbo / Allen Foods
- Blue Cross / Blue Shield
- Bombadier
- Cargill Meat Solutions
- Cessna Aircraft
- Exide Technologies Automotive
- Footlocker DC
- Frito Lay
- General Dynamics
- Goodyear Tire
- Great Plains Manufacturing
- Hallmark Cards
- Hills Pet Nutrition
- Inovia Films
- John Deere Coffeyville Works
- Koch Industries
- Mars Candy North America
- National Beef
- Phillips Lighting
- Royal Caribbean
- Russell Stover
- Schwan Global Supply Chain
- Siemens
- Simmons Pet Food
- Spirit Aero Systems
- Starwood
- Tyson Fresh Meats
- Tysons Prepared Foods

**Some major recent project announcements include:**

- Kubota Tractor DC
- Flexsteel DC
- Mervis Railcar
- AIG
- Inclusion Technologies
- Alliance Data
- BATS Global
- Quest Diagnostics
- Hospira
- Advanced Call Center Technologies