HILLSDALE WRAPS EFFORTS

- TMDL (Updated 2014)
- 9-Element Plan (Updated 2017)
- WRAPS KDHE 319 (Grant 2020-2022)
 - Grant: \$300,000
 - Match: \$190,000 (HAWC, Cities/Counties, Project Participants)

HILLSDALE WRAPS BUDGET

	Y1 GRANT	Y1 MATCH	Y2 GRANT	Y2 MATCH	Y 3 G R A N T	Y3 MATCH
COORD	44,000	11,712	44,000	11,712	44,000	11,712
BMPS	56,000	31,621	56,000	31,621	56,000	31,621
I&E	0	20,000	0	20,000	0	20,000
TOTAL	\$100,000	\$63,333	\$100,000	\$63,333	\$100,000	\$63,333
TOTAL GRANT	\$300,000					
TOTAL MATCH	\$189,999					

MATCH SOURCES - PROPOSED

YEAR 1 GRANT						
ΜΙΑΜΙ COUNTY	\$15,000.00					
JOHNSON COUNTY	\$15,000.00					
CITIES (GARDNER, EDGERTON, SPRING HILL)	\$12,000.00					
CITIES (PAOLA, LOUISBURG)	\$5,000.00					
HAWC	\$15,000.00					
OTHER	\$1,333.00					
TOTAL MATCH	\$63,333.00					

LONG-TERM GOALS (2014 TMDL)

Phosphorus (lbs): 67% Reduction Needed

36,177	24,266	11,911
CURRENT	REDUCTION	ALLOWED

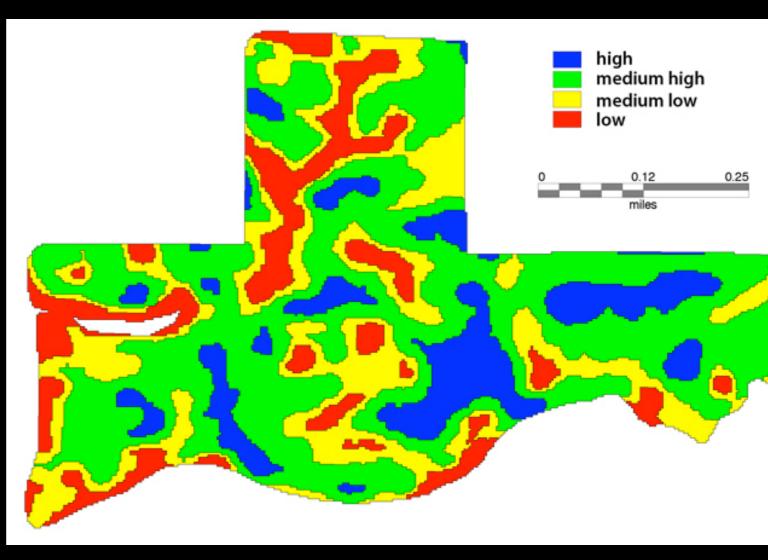
Nitrogen (lbs): 57% Reduction Needed

370,993	212,131	158,862
CURRENT	REDUCTION	ALLOWED



NEW Strategies

- Treatment Wetlands
- Nutrient Management
- Streambank Stabilization
- Urban Green Infrastructure
- Ag BMP Demos



help us ELEVATE OUR WORK.



Lesley Rigney, Coordinator 913-294-3751 Ext. 3 <u>hillsdalewater.org</u>



Partnership for Economic Advancement

To: Edgerton City Council

From: James Oltman – President, ElevateEdgerton!

Re: 2020 Funding Request

Date: 5/15/2019

Overview

ElevateEdgerton! has been operating as a public-private organization since the very beginning of 2017. During this time most of the focus of the organization has been completing the necessary start up requirements for a non-profit organization, implementing a Board of Directors and hiring full time staff.

On June 20th, 2019 the ElevateEdgerton! Board of Directors will hold their second strategic planning session to evaluate the focused priorities set forth for ElevateEdgerton! last year. During this process they will evaluate the progress of the organization and refine as needed.

The purpose/mission of ElevateEdgerton!(EE!) is to promote/facilitate organized growth of the Edgerton, KS and Logistics Park Kansas City(LPKC) community by taking advantage of opportunities available because of the Burlington Northern Santa Fe Intermodal Facility.

2018/2019 ElevateEdgerton! Priorities

Housing Retail/Hotel/Service Industry Recruitment Workforce Investor Retention/Growth





Partnership for Economic Advancement

2019/2020 ElevateEdgerton! Deliverables

- Housing development efforts
 - Maintain and update inventory of properties well positioned for residential development
 - Meet with potential housing developers about new residential construction in Edgerton
- Retail/commercial recruitment efforts
 - Continue to assess the needs of LPKC tenants and proceed accordingly
 - Create marketing material specifically geared towards commercial recruitment
 - Attend events and meetings geared towards active recruitment of retail/commercial
 - Hotel developer meeting
 - Commercial Developer meetings
 - ICSC Recon: Global Retail Convention
- Workforce
 - Host monthly HR roundtable for all LPKC tenants
 - Coordinate LPKC exclusive career fairs
 - Regional marketing for LPKC employment opportunities
 - Continue to enhance and expand LPKC Career Connect
- Investor Retention/Growth
 - Continued effort on adding new strategic partnerships to ElevateEdgerton!
 - Representing Edgerton within the region
 - Attend Planning Commission and City Council meetings when economic development opportunities are being discussed
 - Attend and report at Gardner Edgerton Chamber of Commerce Board meetings
 - o Represent Edgerton at regional economic development events
 - Kansas City Area Development Council
 - KC Smartport
 - Kansas Economic Development Alliance
 - Southern Economic Development Council
 - Council of Supply Chain Management Professionals

Requested funding amount:

\$55,000.00 cash contributions

\$10,000 in-kind contributions from City of Edgerton Marketing and Communications employee

\$10,000 special grant – Edgerton/LPKC marketing campaign to include print/digital content in industry publication



2019 ElevateEdgerton! Deliverables

- Housing development efforts
 - Compile an inventory of properties well positioned for residential development
 Completed
 - Meet with potential housing developers about new residential construction in Edgerton
 - In progress
- Retail/commercial recruitment efforts
 - Survey current LPKC tenants for information regarding business operation needs
 Ongoing
 - Hotel feasibility study
 - Completed
 - o Create marketing material specifically geared towards commercial recruitment
 - Completed
 - o Attend events and meetings geared towards active recruitment of retail/commercial
 - Hotel developer meeting
 - Ongoing
 - ICSC Recon: Global Retail Convention
 - Estimated May 2019
- Workforce
 - Host monthly HR roundtable for all LPKC tenants
 - Ongoing
 - \circ $\;$ Host Supply Chain career luncheon for high school guidance and career counselors
 - Completed August 2018
 - Work with LPKC tenants and regional high school to create a work release program for high school seniors
 - In progress estimated roll out fall 2020 LPKC Career Connect
- Investor Retention/Growth
 - Continued effort on adding new strategic partnerships to ElevateEdgerton!
 - Ongoing
- Representing Edgerton within the region
 - Attend Planning Commission and City Council meetings when economic development opportunities are being discussed
 - Ongoing
 - Attend and report at Gardner Edgerton Chamber of Commerce Board meetings
 - Ongoing
 - Represent Edgerton at regional economic development events (Ongoing)
 - Kansas City Area Development Council
 - KC Smartport
 - Kansas Economic Development Alliance
 - Southern Economic Development Council
 - Council of Supply Chain Management Professionals

EDGERT®N

Partnership for Economic Advancement

ElevateEdgerton.com



James Oltman, President



The industrial sector has grown so fast in such a short amount of time that it has created an incredible opportunity for commercial/retail development. The 4,200 employees at Logistics Park Kansas City have created a demand that is currently not being serviced and the first group to take advantage is going to reap the rewards.

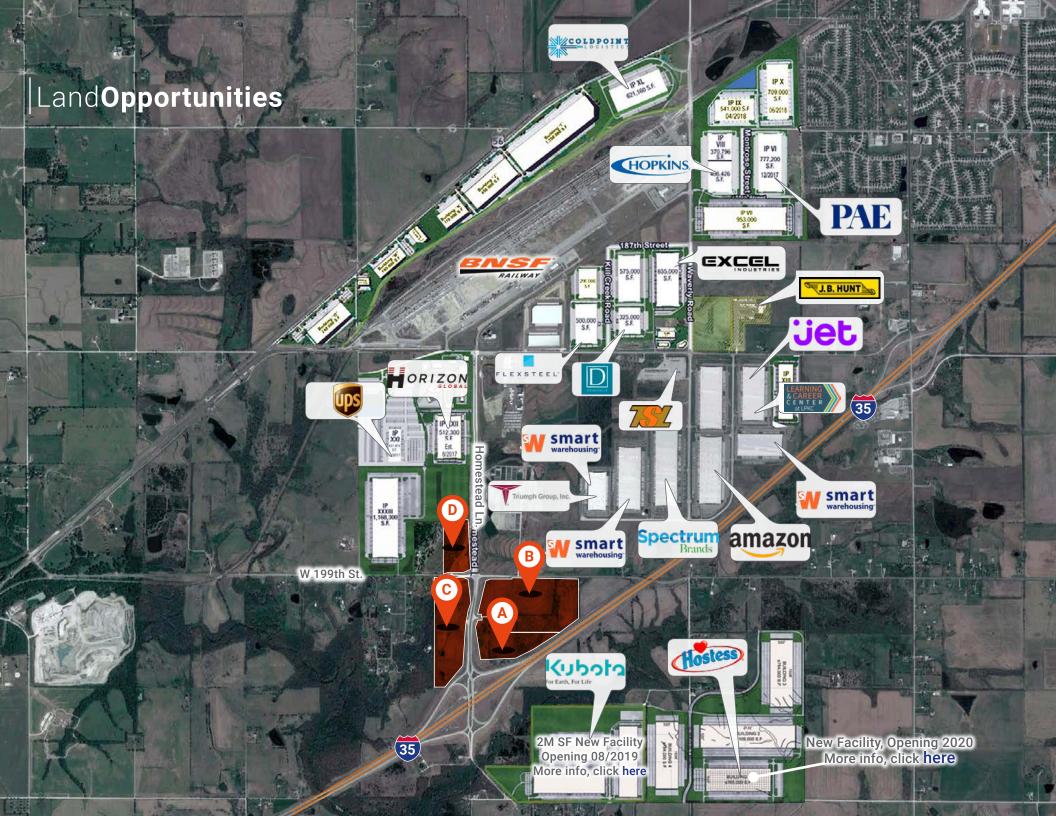
-James Oltman, President

Edgerton, Kansas approaches economic development uniquely through ElevateEdgerton!, a public-private economic development partnership that serves as the proactive advocate for economic advancement.

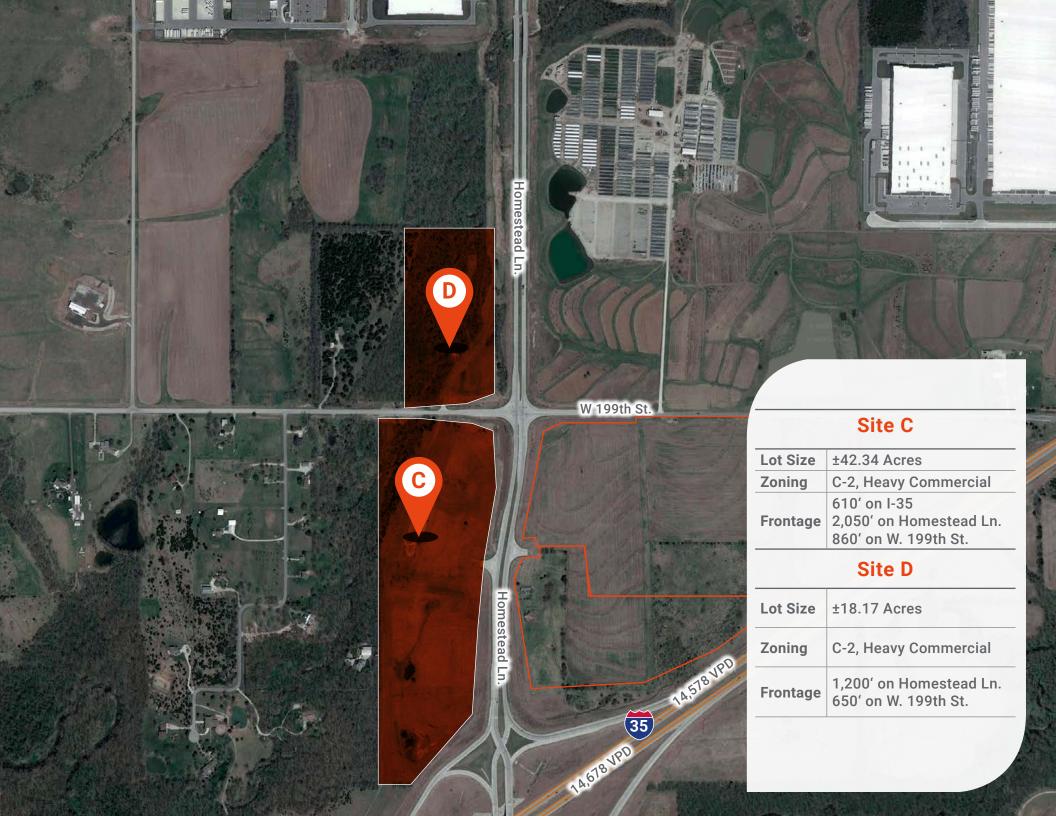
Unlike other communities, ElevateEdgerton! can assist in eliminating the challenges often found during the development process. By assessing and reviewing project plans, providing a realistic timeline and outline any fees that will incur as a result of the development process, we can help to ensure there are no surprises.

Thoughtful land use plans that maximize underdeveloped properties, future-focused infrastructure improvements and a development process supported by progressive staff and elected officials, make doing business in Edgerton simple.

ElevateEdgerton! also initiates programs and services to attract and retain business and encourages diverse development by partnering with allies to execute a four-fold strategic direction.









Logistics**inEdgerton**

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"Our projects went extremely fast. The amount of traffic and number of employees we are seeing here and the desire to have amenities and housing options nearby just continues to increase.

-Don Roberts, Mayor of Edgerton







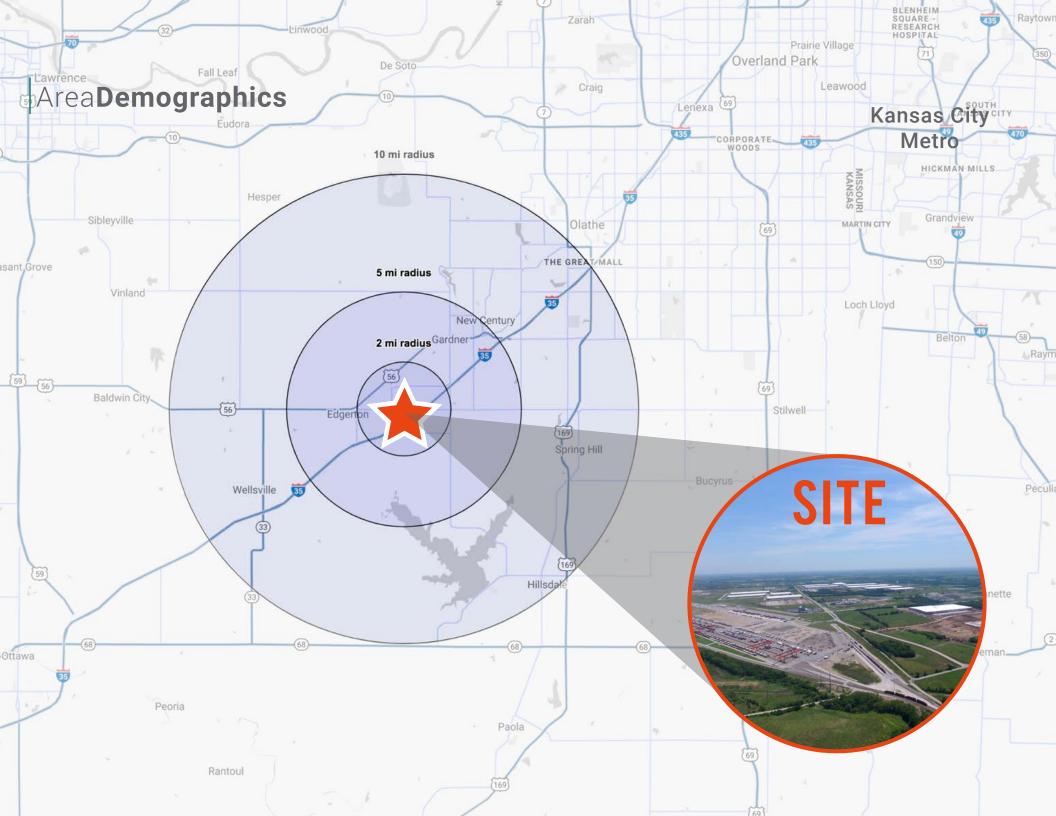


Edgerton is home to Logistics Park Kansas City (LPKC).

Because the City of Edgerton has a growing economy, is centrally located, offers a business-friendly environment, has competitive tax rates with a developed and evolving infrastructure, contributes to the reason LPKC is in our backyard.

BNSF Railway's \$250 million state-of-the-art intermodal facility located to Edgerton in 2013. As the anchor of the 1,700-acre masterplanned industrial complex, the 443-acre intermodal facility is spurring economic development and creating thousands of new jobs.





324 27,499 61,435 2024 Project 39.5 32.3 34.8 2019 Est. M 51.3% 50.9% 50.9% 2019 Est. M	ale Population Population Population Population Population
1219,82622,0552024 Project1169,46121,4472019 Est. T23.3%71.4%76.6%2019 Est. C24.0%25.9%20.7%2019 Est. F	ated Households ted Households otal Housing Units wner-Occupied enter-Occupied n Home Value n Rent
1,4096,31722,4752019 Est. T0,022\$83,923\$86,3872019 Est. A'4.7%68.0%67.6%2019 White	otal Businesses otal Employees verage Household Income Collar Workers ollar Workers
5.19 K \$20.24 M \$46.85 M 2019 Est. A 9.69 K \$32.46 M \$75.61 M 2019 Est. E 1.4 M \$88.77 M \$204.22 M 2019 Est. F 5.55 K \$20.21 M \$47.05 M 2019 Est. F .74 K \$52.73 M \$122.03 M 2019 Est. F .95 M \$185.4 M \$427.57 M 2019 Est. F	otal Household Expenditure oparel ntertainment ood, Beverages, Tobacco urnishings, Equipment ealth Care, Insurance ousehold Operations, Shelter, iscellaneous Expenses



6330 Lamar Suite 200 Overland Park, Kansas 66202 Jeff White, Managing Member 913.312.8077 jwhite@columbiacapital.com

May 5, 2019

Ms. Beth Linn City Administrator City of Edgerton 404 East Nelson Edgerton, Kansas 66021

RE: Cost-Benefit Analysis for ELHC XL Phase 4 (ColdPoint Logistics Real Estate)

Dear Beth:

Please find attached the results of our cost-benefit analysis related to the projected property tax abatement to be granted by the City to applicant ColdPoint Logistics Real Estate, LLC which plans to construct a 147,820 square foot warehouse and distribution facility expansion in Phase 1 of Logistics Park Kansas City (**LPKC**). The purpose of this analysis is to satisfy the City's requirement pursuant to KSA 12-1749d or KSA 79-251(a)(1) to undertake a cost-benefit analysis before granting a property tax abatement. Consistent with City policy for development within LPKC, this analysis assumes the City will grant a 100% property tax abatement for 10 years with the applicant paying an annual payment-in-lieu-of-taxes equal to \$0.21 per square foot on the project.

BACKGROUND

As part of negotiations with the original master developer on the potential location of LPKC in Edgerton, the Edgerton City Council approved an incentives program that provides ten-year property tax abatements for projects locating in LPKC. The purpose of these abatements was to ensure that rents paid by the eventual users of buildings constructed master developer would be competitive bv the against warehouse/distribution developments in Olathe, south Kansas City, Riverside and those located in other cities, including Dallas, Chicago, Memphis and Indianapolis. Like Edgerton, these communities also have incentives programs in place for warehouse and distribution facilities.

The original master developer reported—and its successor, NorthPoint Development/Edgerton Land Holding Company (**ELHC**)—continues to make the argument that, without the abatement incentives, large-scale warehouse and distribution facilities would not materialize in LPKC and certainly not at the pace of development LPKC has seen in recent years: the presence of the abatements was and is a necessary condition to the development of the project.

ABATEMENT MECHANICS

Under Kansas law, every ad valorem tax abatement is a 100% abatement. Cities granting an abatement have the right to negotiate payments-in-lieu-of-tax (**PILOT**)

payments from the abatement beneficiary to reduce the effective value of the abatement to that party. PILOT payments are distributed by Kansas counties to all taxing jurisdictions affected by the abatement in the same proportion as regular property taxes.

Property tax abatements effectively defer a portion of the tax benefit on new development for a period of up to 10 years. Although property tax abatements can create a loss of status quo ante tax revenues for taxing jurisdictions, abatements at LPKC have a very limited impact on existing tax revenues. Because the vast majority of undeveloped land within the boundaries of LPKC is classified for property tax purposes as "farming or ranch operations," status quo ante property taxes in the aggregate within LPKC tend to total less than \$50 per acre per year.

ECONOMICS

The subject property is approximately 48.1 acres in size and will house a 631,000 square foot warehouse and distribution facility when this expansion is completed. Pursuant to the City's agreement with the master developer, this analysis assumes the City will provide the applicant with a 100% property tax abatement for 10 years. We have further assumed that, consistent with its agreement with the master developer, the City will impose a \$0.21 per square foot per year PILOT.

EXISTING TAXES **NEW PILOTs** ANNUAL NET TAX ENTITY LEVY % of TOTAL LOST PAID GAIN/(LOSS) State of KS \$(25) \$ 328 \$ 303 1.500 1.06% Johnson Co. 19.024 13.42% (323)4,165 3,842 JCCC 9.266 6.53% (157)2.028 1.871 JCPRD 3.088 2.18% 676 624 (52) 6,042 Edgerton 29.919 21.10% (507)6,550 USD 231 Uniform 20.000 14.10% (339)4,378 4,039 USD 231 Capital † 8.000 0.00% 51,200 51,200 USD 231 Other 17,969 12.67% (305)3.934 3.629 USD 231 Bond 20.000 4,378 14.10% (339)4,039 Fire Dist #1 17.137 12.08% (291)3,751 3.461 Librarv 3.901 2.75% (66) 854 788 149,804 100.00% \$(2,405) \$ 82.242 \$ 79,837 † The USD 231 Capital Levy will not be abated. "New PILOTs Paid," in this case, reflect projected property taxes paid.

The table below reflects the immediate impact on property tax/PILOT receipts from the expansion on the subject property, assuming a status quo ante tax burden of \$50 per acre per year and based upon November 2018 levy rates published by Johnson County.

COST-BENEFIT ANALYSIS DETAILS AND ASSUMPTIONS

KSA 12-1749d(2) requires notification of anticipated abatements only to counties or school districts affected. As a result, our analysis focuses on financial impacts to the City, Johnson County and USD 231 Gardner/Edgerton Schools (the **District**). We have not calculated the cost-benefit impacts for other taxing jurisdictions. State law also requires the analysis to include "the effect of the exemption on state revenues." Our modeling includes such an estimate.

Our cost-benefit modeling relies on a number of key assumptions in the calculation of net present value benefit to the City, Johnson County and USD 231. Most of our

assumptions are derived from public information. Some of these key assumptions include:

- An evaluation of the direct costs and benefits of the project. Columbia's model does not include indirect or "spin-off" effects as a result of input-output multipliers.
- A ten-year analysis timeframe, matching the maximum permitted term of the abatement.
- Direct costs to affected taxing jurisdictions as estimated by Columbia based upon annual audits, proposed and adopted budgets, published tax rates and other publically available information for the taxing jurisdictions affected.
- Where applicable, reliance upon statistical data as reported by the United States Census Bureau and Kansas Department of Revenue.
- The use of a discount rate comprised of two components: a risk-free rate of return (the current yield of the on-the-run 10-year US Treasury) plus a risk premium of two (2) percent. The value of the discount rate is a proxy for the opportunity cost of the City (and other agencies) of foregoing the future property and/or sales tax revenues that would be generated by the development. Thought of another way, if the City had those revenues in hand and placed them in an alternative investment with the same risk characteristics, what would be its expected rate of return?

RECENT STATUTORY CHANGE

Reflecting a change adopted during the 2017 legislative session, this analysis assumes the District's capital levy (eight mills) will not be abated.

USING THE COST-BENEFIT MODELING RESULTS

The output of the model is presented as the net present value benefit/(cost) of the project for the City, County and school district over the 10-year life of the abatement on each project. The net benefit (or, if negative, cost) of the incentive package is presented in today's dollars. The estimated impact on State revenues is presented in nominal (future value) terms. We also provide an estimated future value project contribution to the City's Public Infrastructure Fund (**PIF**). While the modeling shows a significant net present value benefit to the City, it is important to note that the vast majority of this net benefit is reinvested in Phase 1 of LPKC through the Public Infrastructure Fund which is the funding source for the majority of public infrastructure to be developed to serve Phase 1 of LPKC.

In the preparation of this cost-benefit analysis, Columbia has relied upon the information provided to it by applicant and has not independently verified or validated these data. The City must draw its own conclusions as to the reliability of these data.

Finally, the intent of this analysis and of the applicable statutes is to inform the governing body's policy debate about the value of the abatement incentive it is providing to the applicant. The project's generation of a net present value benefit to the agencies affected should be but one of the many factors in the governing body's decision about whether and how much incentive to provide to any applicant.

Thank you in advance for your thoughtful consideration of the analysis attached. Please let me know if you have any questions.

Respectfully submitted, COLUMBIA CAPITAL MANAGEMENT, LLC Jeff White Managing Member

SUMMARY OF COSTS AND BENEFITS City of Edgerton, Kansas

APPLICANT INFORMATION:									
Application Date: Firm Name: Firm Address:	4/26/19 ColdPoint Logistics Real Estate, LLC 4825 NW 41st St, Suite 500 Riverside, Missouri 64150	Summary of Incentives Provided:	LPKC Phase 1: 100% real property tax abatement for a 10 year period, as well as a construction sales tax exemption for materials, with a PILOT payment of \$0.21/s.f. per year.						
Firm Contact:	Aaron Burks 913-208-0818	Building Size (sf):	147,820						

SUMMARY OF INCENTIVE PACKAGE (LOCAL GOVERNMENT IMPACTS ONLY):

	Property Ta	x Abatement	Construction S	ales Tax Abatement	D	irect Incentives	
Year	(%)	(\$)	(%)	(\$)	City	County	School
2	100	514,838	100	0	0	0	0
3	100	514,838	100	0	0	0	0
4	100	514,838	100	0	0	0	0
5	100	514,838	100	0	0	0	0
6	100	514,838	100	0	0	0	0
7	100	514,838	100	0	0	0	0
8	100	514,838	100	0	0	0	0
9	100	514,838	100	0	0	0	0
10	100	514,838	100	0	0	0	0
11	100	514,838	100	0	0	0	0

PAYMENT IN LIEU OF TAXES RECEIPTS:

City	County	School
(\$)	(\$)	(\$)
6,200	3,942	13,670
6,200	3,942	13,670
6,200	3,942	13,670
6,200	3,942	13,670
6,200	3,942	13,670
6,200	3,942	13,670
6,200	3,942	13,670
6,200	3,942	13,670
6,200	3,942	13,670
6,200	3,942	13,670

SUMMARY OF PRESENT VALUE BENEFITS:

City Summary					County Summary			School District Summary				
	Total	Total	Net	Net PV	Total	Total	Net	Net PV	Total	Total	Net	Net PV
Year	Benefits	Costs	Benefit	Benefit	Benefits	Costs	Benefit	Benefit	Benefits	Costs	Benefit	Benefit
2	224,902	161,765	63,136	57,782	94,472	103,689	(9,217)	(8,435)	342,032	293,542	48,490	44,378
3	223,985	161,765	62,219	54,476	93,384	103,689	(10,305)	(9,022)	342,032	293,542	48,490	42,455
4	224,030	161,765	62,264	52,153	93,477	103,689	(10,212)	(8,554)	342,032	293,542	48,490	40,615
5	224,078	161,765	62,312	49,931	93,574	103,689	(10,115)	(8,105)	342,032	293,542	48,490	38,855
6	224,127	161,765	62,362	47,805	93,675	103,689	(10,014)	(7,676)	342,032	293,542	48,490	37,171
7	224,180	161,765	62,414	45,772	93,782	103,689	(9,907)	(7,265)	342,032	293,542	48,490	35,560
8	224,235	161,765	62,469	43,827	93,895	103,689	(9,794)	(6,871)	342,032	293,542	48,490	34,019
9	224,293	161,765	62,527	41,966	94,013	103,689	(9,676)	(6,494)	342,032	293,542	48,490	32,545
10	224,353	161,765	62,588	40,186	94,136	103,689	(9,552)	(6,133)	342,032	293,542	48,490	31,134
11	224,417	161,765	62,651	38,484	94,266	103,689	(9,422)	(5,788)	342,032	293,542	48,490	29,785
	2,242,598	1,617,655	624,944	472,382	938,675	1,036,890	(98,215)	(74,345)	3,420,322	2,935,424	484,898	366,518

SUMMARY OF ECONOMIC IMPACT (over 10-year period):

Number of jobs to be created :	30	
Number of new residents: City County School District		6 10 10
Expected 10-Year Contribution to PIF:	\$	673,024
Impact of exemption on state revenues:	\$	(67,204)