Chapter 100 Industrial Development Plan
Bennett Packaging of Kansas City, Inc.
Bennett Packaging & Displays Corporate Campus Project

This Chapter 100 Industrial Development Plan (the "Plan") relates to a project for industrial development under Chapter 100 of the Missouri Revised Statutes ("Chapter 100") and provides the information required by Section 100.050 RSMo. and Committee Substitute for Resolution No. 041033. The Plan is a master Chapter 100 Plan which contemplates the issuance of one or more series of revenue bonds issued by the City of Kansas City, Missouri (the "City") for industrial development pursuant to Chapter 100. The Bonds will be used to acquire, purchase, construct and equip the real and personal property as described below (the "Project") for Bennett Packaging of Kansas City, Inc., a Kansas corporation, and its affiliates or other designated entities that enter into the requisite agreements (collectively, the "Company"). Ordinance approval of the Chapter 100 Plan also authorizes the City to issue Taxable Industrial Revenue Bonds in one or more series in an amount not to exceed $48,000,000 (the "Bonds"). The real and personal property comprising the Project will be owned by the City and leased to the Company pursuant to a Lease Agreement between the City and the Company (the "Lease"). Different components of the Project such as the real estate and personal property may be leased by separate but affiliated entities. The Bonds will be repaid solely by the Company under the terms of the Lease and do not reflect on the City's credit rating.

A. Plan requirements per Missouri Statute 100.050

1) Project Description

The Project is located on a site in Kansas City, Jackson County, Missouri, totaling approximately 37.5 acres. It will provide for the acquisition and adaptive reuse of an existing blighted retail shopping center into the Bennett Packaging & Displays Corporate Campus. The Plan provides for (1) renovation of approximately 192,000 square feet space for manufacturing and office use and (2) construction of approximately 332,300 square feet for manufacturing, office, warehouse and storage use and related improvements and provide additional space for industrial use together with related site improvements such as surface parking lots, new lighting, signage and landscaping and public infrastructure improvements, which may consist of signage, signaling, sidewalks, utility relocation, landscaping, and curbs (collectively, the "Project Improvements").

The Company has been in operation in the Kansas City area for 33 years. The new Bennett Packaging & Displays Corporate Campus will consolidate the Company's operations currently located at 220 NW Space Center Circle in Lee's Summit, Missouri with existing warehouse space currently leased at 4800 Noland Road in Kansas City, Missouri. The Company is a woman-owned, packaging and displays business providing customized corrugate solutions that protect and promote client products. The Company offers manufacturing and design services from concept to production.

It is anticipated that the Company will occupy approximately 524,300 square feet of the manufacturing and office space. The Company intends to retain 15 jobs, relocate 118 existing jobs, and create 24 new jobs with an average salary of $65,000.

Total capital investment in the site is estimated at $69,560,150, to be financed by the Company through a combination of equity, conventional debt and the Chapter 100 bond financing.

The Company has requested up to $48,000,000 from the issuance of multiple series of Bonds under Chapter 100 to fund the acquisition, construction and installation of real and personal property associated with the Project. The Bonds will provide for an abatement period of up to 25 years for real property in connection with each series of Bonds, with abatement at 75% for the first 10 years and abatement at 37.5% for the next 15 years (for a total period of real property tax abatement of 25 -years). Each increment of personal property will be abated at 75% for a 7-year period from the date of each periodic purchase.

This Plan provides for Bonds to be issued in multiple series as phases of the Project are developed, for an aggregate investment up to $48,000,000. The real property will be developed in multiple phases, and each phase will receive a full 25-year abatement term upon completion. Phase IA is the renovation of an approximately 155,000 square foot existing warehouse space to manufacturing; Phase IB is the renovation of an approximately 17,000 square foot warehouse space into manufacturing / office; Phase 2 is the construction of approximately 147,000 square feet of a new manufacturing addition; Phase 3A converts approximately 20,000 square foot of existing in-line retail shopping into manufacturing / office; Phase 3B is approximately 25,300 square foot of new addition for manufacturing / office; Phase 4 is approximately 120,000 square foot of new third-party logistics warehouse and distribution center; and Phase 5 is the construction of approximately 40,000 square foot manufacturing / office addition. The actual square footage may vary, and the order of development of each phase will be determined by the Company.

Real property tax abatement will be at 75% during the initial 10-year term (with an annual payment in lieu of taxes ("PILOT") due from the Company in the amount of 25% as set forth herein). During the subsequent 15-year term, real property tax abatement will be at 37.5% (with an annual PILOT due from the Company in the amount of 62.5% as set forth herein). The actual amount of abatement and PILOTs will depend upon the completion date of each phase. The total real property tax abatement is estimated to be $13,635,585 during the real property exemption period, of which the City's portion is estimated to be $2,029,165. This is an estimate and not a guarantee.

Similar to the phased approach for real property, each series of Bonds will provide the ability for the Company to requisition periodic investment in personal property as a draw down on the Bonds and receive a full 7 years of personal property tax abatement at 75% for each periodic investment. Estimates herein are based on the MACRS class life of the respective personal property. Personal property tax abatement will be at 75% (with an annual PILOT payment due from the Company in the amount of 25% as set forth herein) on newly acquired personal property. Personal property that is relocated will not receive Chapter 100 abatement. The actual amount of abatement and PILOTs will be dependent upon the acquisition date and cost of the personal property. The total personal property tax abatement is estimated to be $904,823during the personal property exemption period, of which the City's portion is $155.483. That is an estimate and not a guarantee.

The Company is also requesting a sales tax exemption on construction materials purchased with the proceeds of the Bonds, which is compliant with the City's Chapter 100 policy. The City will cooperate with the Company to cause all purchases of construction materials associated with the Project to be exempt from all state and local sales taxes. Total sales tax abatement for the project is estimated at $1,605,104. This City's portion of the total sales tax abatement is estimated to be approximately $559,920.

Staff estimates total real and personal property tax abatement to be $14,540,408 during the aggregate 34-year period (allowing for a 25-year and 7-year rolling period of real and personal property tax abatement, respectively, that will begin at the time of the completion of each phase of the real property and each personal property purchase). The City's portion of this tax abatement is approximately $2,184,648 ($2,029,165 in real property tax abatement and $155,483 in personal property tax abatement). Pursuant to the City's Chapter 100 policy, the Company will make annual PILOT payments equal to 25% for the first 10 years of real property tax abatement and 62.50% for the following 15 years of real property tax abatement (for a total period of real property tax abatement of 25 years) of the real property taxes to affected taxing jurisdictions that would have been payable had the real property been fully taxed. The Company will make annual PILOT payments equal to 25% for a period of 7 years of the personal property taxes to affected taxing jurisdictions that would have been payable had the personal property been fully taxed.

2) Cost Estimate

COST CATEGORIES	TOTAL AMOUNT	COSTS FINANCED WITH BOND PROCEEDS
Acquisition	$3,750,000	$3,750,000
Architectural & Engineering	$800,000	-
Site Preparation	$900,000	-
Construction Materials & Labor	$22,490,000	$22,490,000
Paving & Landscaping	$900,000	$900,000
Renovation	$3,049,000	$3,049,000
Machinery/Equipment	$28,847,500	$12,000,000

Furniture/Fixtures	$2,500,000	$2,500,000
Contingency	6,323,650	3,161,675
TOTAL PROJECT COSTS	**$69,560,150**	**$47,850,825**

See Attachment 1 for the annualized cost breakdown.

3) Sources of Funds

SOURCES	AMOUNT
Bond Proceeds	$48,000,000
Company's Funds*	$21,560,150
TOTAL	**$69,560,150**

* Company's source of funds includes a combination of equity and conventional financing.

4) Lease/Disposition Terms

The Company, as the City's contractor, will acquire and construct the Project Improvements on the project site and will purchase and install real and personal property on the project site in accordance with the Lease. The City shall be the sole owner of the real and personal property during the time such property is subject to the Lease during the Lease term. While the real and personal property is owned by the City and is subject to the Lease, the Company's leasehold interest will be exempt from all ad valorem property taxes and the Company will be entitled to a sales tax exemption on construction materials relative to the Project and financed with the proceeds of the Bonds. The Company will make PILOT payments as described in Section 1. The Company will be subject to operational/performance standards commensurate with the anticipated investment for the Project which will be incorporated into the Lease. The development is anticipated to be completed in phases and, as a consequence, portions of the real and personal property will be conveyed to the City and be subject to the Lease at different times. Each item of real property shall be conveyed by the City to the Company on the 25th anniversary of the Company's conveyance to the City (or sooner at the Company's option pursuant to the terms of the Lease). Each item of personal property shall be conveyed by the City to the Company on the 7th anniversary of the Company's conveyance to the City (or sooner at the Company's option pursuant to the terms of the Lease).

5) Affected Taxing Jurisdictions

The following taxing jurisdictions will be affected by this project: City of Kansas City, Jackson County Mental Health, Board of Disabled Services (EITAS), Blind Pension, Mid Continent Public Library, Kansas City Zoo District, Raytown School District, Metropolitan Community College, Jackson County and State of Missouri.

6) a) Equalized Assessed Valuation of Real/Personal Property in Project – Before Development

Real Property: $2,278,624
Personal Property: $0

Equalized Assessed Valuation of Real/Personal Property in Project – After Development

See Attachment 3.

7) Cost/Benefit Analysis

Taxing Authority	Public Benefits:	Public Costs & Incentives:	Net Benefits (Costs):
City of Kansas City	18,759,643	11,256,363	7,503,280
Jackson County	3,772,551	2,246,336	1,526,215
Mental Health Fund	191,321	116,416	74,905
EITAS	171,877	104,827	67,050
Blind Pension Fund	81,395	31,221	50,175
Mid Continent Public Library	602,922	435,152	167,770
Kansas City Zoo District	246,464	89,716	156,748
Raytown School District	9,612,536	5,765,642	3,846,894
Metro Community Colleges	429,996	261,139	168,857
State of Missouri	57,260,046	19,193,656	38,066,390

See Attachment 2 for the complete cost/benefit analysis.

8) Anticipated PILOTs and Disposition of Payments

See Attachment 3.

B. Community Impact Statement Requirements (Resolution No. 041033)

1) Project Integration with FOCUS

The site under consideration is located within the Little Blue Urbanizing Priority Zone.

2) Cost/Benefit of the Project

Taxing Authority	Public Benefits:	Public Costs & Incentives:	Net Benefits (Costs):
City of Kansas City	18,759,643	11,256,363	7,503,280
Jackson County	3,772,551	2,246,336	1,526,215
Mental Health Fund	191,321	116,416	74,905
EITAS	171,877	104,827	67,050
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Metro Community Colleges	429,996	261,139	168,857
State of Missouri	57,260,046	19,193,656	38,066,390

See Attachment 2 for the complete cost/benefit analysis.

3) Project Compliance with City Affirmative Action Policies

The Company will comply, and will cause its contractors to comply, with the nondiscrimination and equal employment requirement of the City of Kansas City, Missouri, and with affirmative action in employment requirements applicable to the Project.

4) Other Evaluation Criteria

a) Number of New Jobs/Retained Jobs

The proposed project will result in the generation of up to 142 new jobs in Kansas City (taking into account the relocation of 118 jobs as described herein) and the retention of 15 jobs in Kansas City in the first 10 years.

b) Total Amount of Projected Investment

Total Capital investment is approximately $69 million in real and personal property.

c) Average Wage

The average annual salary for the new employees will be $65,000.

d) Capability to Attract from Outside KCMO

As 96% of the Company's sales are to customers outside of the City, the project will result in increased sales to customers outside of KCMO.

e) Financial Strength of the Business

The Company was founded in 1987 and employs 15 employees in Kansas City and 118 employees in Lee's Summit. In 2019, the Company's annual revenues exceeded $55,000,000.

f) Additional Residents to the Area

Over the term of the Chapter 100 Bonds, up to 24 new jobs will be created, which could result in new Kansas City residents. The total projected employee headcount is 157 employees upon completion of the Project.

g) Potential for Future Expansion

The Company has phased the Project in anticipation of future growth.

h) Existing versus New Business to the City

The proposed Project will result in the generation of up to 24 new full-time jobs in Kansas City, Missouri, plus the relocation of 118 jobs from Lee's Summit

i) General Environmental Impact on the area

The Company is not aware of any detrimental environmental impact that will result from the proposed project.

j) Use of Federal and State Incentives for the Project

N/A

k) Evidence of the Need for Chapter 100 Bonds (Recruitment Projects Only)

N/A – not a recruitment project

l) Evidence of Support by Affected Taxing Jurisdictions

All taxing jurisdictions will be notified in accordance with Missouri State Statute 100.059. In addition, the Company has previously met with the school district to review the Project and the school district is supportive.

m) Estimated Impact to Proximate Businesses/Competition in KCMO

N/A

ATTACHMENT 1

ANNUALIZED COST BREAKDOWN

	Personal Property	**Real Property**
2020	**$0**	**$4,345,367**
2021	**$2,500,000**	**$620,710**
2022	**$0**	**$0**
2023	**$0**	**$495,699**
2024	**$5,500,000**	**$13,108,7227**
2025	**$2,000,000**	**$3,198,645**
2026	**$0**	
2027	**$2,000,000**	**$9,894,104**
2028	**$0**	**$0**
2029	**$0**	**$4,187,578**
Total	**$12,000,000**	**$35,850,825**

ATTACHMENT 2

COST/BENEFIT ANALYSIS

Cost-Benefit Summary

Per-capita impacts calculated at 100% of total average revenues and costs.

Benefits	**City of Kansas City**	**Jackson County**	**Mental Health Fund**	**EITAS**	**Blind Pension Fund**	**Mid Continent Public Library**	**Kansas City Zoo District**	**Raytown School District**	**Metro Community Colleges**	**State of Missouri**
Sales Taxes:	$ 3,901,732	$ 1,765,222	--	--	--	--	$ 196,136	--	--	$ 8,429,108
Property Taxes:	$ 2,698,057	$ 1,148,817	$ 189,319	$ 116,405	$ 48,499	$ 587,359	--	$ 8,927,952	$ 372,657	$ -
Income Taxes:	$ 6,794,403	--	--	--	--	--	--	--	--	$ 34,249,827
Other Revenues:	$ 5,365,451	$ 858,512	$ 2,002	$ 55,472	$ 32,896	$ 15,563	$ 50,328	$ 684,584	$ 57,340	$ 14,581,110
Total Revenues:	$ 18,759,643	$ 3,772,551	$ 191,321	$ 171,877	$ 81,395	$ 602,922	$ 246,464	$ 9,612,536	$ 429,996	$ 57,260,046
Costs										
Costs for Services:	$ 8,572,000	$ 1,576,188	$ 22,048	$ 46,804	$ 7,044	$ 142,376	$ 72,218	$ 1,270,126	$ 75,384	$ 18,523,385
Incentives:	$ 2,684,363	$ 670,148	$ 94,368	$ 58,023	$ 24,176	$ 292,776	$ 17,498	$ 4,495,516	$ 185,755	$ 670,271
Total Costs:	$ 11,256,363	$ 2,246,336	$ 116,416	$ 104,827	$ 31,221	$ 435,152	$ 89,716	$ 5,765,642	$ 261,139	$ 19,193,656
Net Cost/Benefit										
Public Benefits:	$ 18,759,643	$ 3,772,551	$ 191,321	$ 171,877	$ 81,395	$ 602,922	$ 246,464	$ 9,612,536	$ 429,996	$ 57,260,046
Public Costs & Incentives:	$ 11,256,363	$ 2,246,336	$ 116,416	$ 104,827	$ 31,221	$ 435,152	$ 89,716	$ 5,765,642	$ 261,139	$ 19,193,656
Net Benefits (Costs):	**$ 7,503,280**	**$ 1,526,215**	**$ 74,905**	**$ 67,050**	**$ 50,175**	**$ 167,770**	**$ 156,748**	**$ 3,846,894**	**$ 168,857**	**$ 38,066,390**
Present Value of Public Benefits:	$ 13,470,255	$ 2,739,615	$ 139,738	$ 124,420	$ 58,775	$ 440,172	$ 178,876	$ 7,010,121	$ 313,063	$ 40,779,612
Present Value of Incentives:	$ 2,039,465	$ 523,887	$ 71,799	$ 44,141	$ 18,402	$ 222,736	$ 15,677	$ 3,419,899	$ 141,321	$ 599,874

ATTACHMENT 3

REAL PROPERTY PILOT SCHEDULE

Period	Year	Existing Assessed Value	Assessed Value w/o Abatement	Taxes without Abatement	Assessed Value w/ Abatement	PILOT	Chapter 100 Benefit
1	2021	$2,278,624	$2,451,684	$262,938	$2,321,889	$249,018	$13,920
2	2022	$2,278,624	$2,451,684	$262,938	$2,321,889	$249,018	$13,920
3	2023	$2,324,196	$2,638,724	$282,998	$2,402,828	$257,699	$25,299
4	2024	$2,324,196	$6,287,601	$674,333	$3,315,048	$355,532	$318,800
5	2025	$2,370,680	$7,302,953	$783,227	$3,603,749	$386,495	$396,732
6	2026	$2,370,680	$7,302,953	$783,227	$3,603,749	$386,495	$396,732
7	2027	$2,418,094	$10,204,270	$1,094,388	$4,364,638	$468,099	$626,289
8	2028	$2,418,094	$10,204,270	$1,094,388	$4,364,638	$468,099	$626,289
9	2029	$2,466,456	$11,574,434	$1,241,335	$4,743,450	$508,726	$732,609
10	2030	$2,466,456	$11,574,434	$1,241,335	$4,743,450	$508,726	$732,609
11	2031	$2,515,785	$11,805,923	$1,266,162	$4,909,971	$526,585	$739,577
12	2032	$2,515,785	$11,805,923	$1,266,162	$4,909,971	$526,585	$739,577
13	2033	$2,566,101	$12,042,041	$1,291,485	$5,065,310	$543,244	$748,241
14	2034	$2,566,101	$12,042,041	$1,291,485	$6,576,055	$705,269	$586,216
15	2035	$2,617,423	$12,282,882	$1,317,315	$7,075,898	$758,876	$558,439
16	2036	$2,617,423	$12,282,882	$1,317,315	$7,075,898	$758,876	$558,439
17	2037	$2,669,771	$12,528,540	$1,343,661	$8,358,176	$896,398	$447,263
18	2038	$2,669,771	$12,528,540	$1,343,661	$8,358,176	$896,398	$447,263
19	2039	$2,723,167	$12,779,111	$1,370,534	$9,008,132	$966,104	$404,430
20	2040	$2,723,167	$12,779,111	$1,370,534	$9,008,132	$966,104	$404,430
21	2041	$2,777,630	$13,034,693	$1,397,945	$9,188,294	$985,426	$412,519
22	2042	$2,777,630	$13,034,693	$1,397,945	$9,188,294	$985,426	$412,519
23	2043	$2,833,183	$13,295,387	$1,425,904	$9,372,060	$1,005,135	$420,769
24	2044	$2,833,183	$13,295,387	$1,425,904	$9,372,060	$1,005,135	$420,769
25	2045	$2,889,846	$13,561,294	$1,454,422	$9,559,501	$1,025,237	$429,184
26	2046	$2,889,846	$13,561,294	$1,454,422	$9,641,807	$1,034,065	$420,357
27	2047	$2,947,643	$13,832,520	$1,483,510	$9,834,643	$1,054,746	$428,764
28	2048	$2,947,643	$13,832,520	$1,483,510	$9,900,278	$1,061,785	$421,725
29	2049	$3,006,596	$14,109,171	$1,513,180	$11,868,363	$1,272,858	$240,322
30	2050	$3,006,596	$14,109,171	$1,513,180	$12,291,448	$1,318,233	$194,947
31	2051	$3,066,728	$14,391,354	$1,543,444	$12,537,277	$1,344,598	$198,846
32	2052	$3,066,728	$14,391,354	$1,543,444	$13,847,652	$1,485,133	$58,311
33	2053	$3,128,062	$14,677,710	$1,574,155	$14,123,134	$1,514,678	$59,477
TOTAL (GROSS)							**$13,635,585**

The property is currently under BOE appeal and actual existing value will reflect the outcome.

PERSONAL PROPERTY PILOT SCHEDULE

Period	Year	Expansion - Market Value	Assessed Value w/o Abatement	Full Taxes	PILOT	Chapter 100 Benefit
1	2021	$2,225,000	$741,593	$70,789	$17,697	$53,092
2	2022	$1,750,000	$583,275	$55,677	$13,919	$41,757
3	2023	$1,375,000	$458,288	$43,746	$10,936	$32,809
4	2024	$5,970,000	$1,989,801	$189,936	$47,484	$142,452
5	2025	$6,405,000	$2,134,787	$203,776	$50,944	$152,832
6	2026	$4,875,000	$1,624,838	$155,099	$38,775	$116,324
7	2027	$5,495,000	$1,831,484	$174,824	$43,706	$131,118
8	2028	$4,215,000	$1,404,860	$134,101	$39,491	$94,610
9	2029	$2,960,000	$986,568	$94,173	$29,509	$64,664
10	2030	$2,020,000	$673,266	$64,267	$22,032	$42,235
11	2031	$1,620,000	$539,946	$51,541	$31,974	$19,566
12	2032	$1,360,000	$453,288	$43,269	$34,679	$8,590
13	2033	$1,200,000	$399,960	$38,178	$33,406	$4,772
14	2034	$1,200,000	$399,960	$38,178	$38,178	$0
15	2035	$1,200,000	$399,960	$38,178	$38,178	$0
16	2036	$1,200,000	$399,960	$38,178	$38,178	$0
17	2037	$1,200,000	$399,960	$38,178	$38,178	$0
18	2038	$1,200,000	$399,960	$38,178	$38,178	$0
19	2039	$1,200,000	$399,960	$38,178	$38,178	$0
20	2040	$1,200,000	$399,960	$38,178	$38,178	$0
21	2041	$1,200,000	$399,960	$38,178	$38,178	$0
22	2042	$1,200,000	$399,960	$38,178	$38,178	$0
23	2043	$1,200,000	$399,960	$38,178	$38,178	$0
24	2044	$1,200,000	$399,960	$38,178	$38,178	$0
25	2045	$1,200,000	$399,960	$38,178	$38,178	$0
TOTAL (GROSS)						**$904,823**

The actual amount of abatement and PILOTs will be dependent upon the acquisition date and cost of the personal property.

ATTACHMENT 4:

AdvanceKC Analysis (Ordinance No. 140031)

A. Jobs-Based Project Priorities:

<u>Compete for Quality Jobs</u>

1) **Retained jobs are as valuable as new jobs**
   # New Jobs = 24 # Retained Jobs = 15 #Relocated Jobs = 118
2) **Focus on AdvanceKC Target Sectors**
3) The Company is a woman-owned, packaging and displays business providing customized corrugate solutions that protect and promote client products.
4) **Focus jobs in growth sectors**
   The Company is in a targeted growth sector.
5) **Focus on companies that provide competitive wages for their industry**
   At an average of approximately $65,000 a year, the Company's wages are competitive compared to the industry average.
6) **Promote comprehensive opportunities for education, skill development and lifelong learning to preserve and enhance Kansas City's workforce**
   N/A.

B. Site-Based Project Priorities:

1) **Provide incentives for real estate projects to encourage economic, social, and environmental sustainability**
   This project involves infill development and the reuse of a blighted, underutilized space.
2) **Maintain and develop quality and workforce housing opportunities consistent with market needs of existing and prospective residents**
   N/A
3) **Support projects that benefit surrounding neighborhoods**
   The reutilization of the existing big box location will benefit the surrounding area.
4) **Support projects that are consistent with City Area Plans and the City's Consolidated Plan**
   This project is consistent with the City's Area Plan of record for the area.
5) **Support early risk takers, especially in City Council priority development areas**
   N/A
6) **Target areas of historic underinvestment**
   a. **Focus on areas of long-term declining property values**
      N/A.

b. **Encourage geographic equity of development patterns** – This facility is located within Council District 5.

7) **Support projects that increase density in the urban core with a greater emphasis within the streetcar corridors**
The Project is located near the eastern border of the city.

C. Fiscal Responsibility Policies:

1) **Promote good stewardship of the City's resources**
   2) The cost benefit analysis of the Project shows the City generating total revenues of $18,759,643 while granting incentives and incurring costs valued at $11,256,363 resulting in net benefits to the City of $7.503.280 over that period.
3) **Provide incentives for real estate projects only as necessary to fill the financial gap**
The Project was subject to a third party financial analysis provided by S.B. Friedman LLC which showed a need for the requested incentives.
4) **Support pay-as-you-go projects and discourage the use of City debt**
Ch. 100 bonds are conduit debt and do not involve any guarantees or obligations of the City.
5) **Super TIF should be used with great discretion and requires the support of a super majority (two-thirds) of the City Council, except when needed to access incentives from other public jurisdictions or to promote quality residential development**
N/A
6) **Encourage retail projects that result in capture of net new consumer spending versus substitution of spending from other markets within KCMO**
N/A
7) **Limit the use of incentives to reasonable and appropriate project expenses which have a public benefit and are essential to the successful completion of projects**
The Project will spur additional production locally.
8) **All projects should meet the "but for" test, either financially or competitively or should address the City Council's strategic priorities.**
The Project was subject to a third party financial analysis provided by S.B. Friedman LLC which showed a need for the requested incentives.
9) **Promote a positive fiscal impact on taxing jurisdictions in the use of incentives**
All the affected taxing jurisdictions show positive impact from the Project.
10) **Direct earnings tax incentives are prohibited**
Earnings taxes are not impacted by the Project.
11) **The City's incentives should be used to maximize private investment**
The incentives are being used to create a production that otherwise may be located elsewhere outside of Kansas City.

12) **Business types ineligible for incentives include: the sale of package liquor* or firearms*, pawn shops, short term loan establishments, gambling, blood/plasma centers, "adult-oriented" businesses, cigarette*/smoke shops and hookah lounges, scrap metal operations, tattoo/piercing parlors, and used car lots**

*** These business types are only ineligible when the indicated (*) product comprises more than 30% of retail sales or the sales display area (Example: A liquor store would be ineligible but a grocery store that sells liquor would be eligible)**

The Project is an allowable business type.