

**Exhibit A**  
**Financial Incentive Pre-Application Worksheet**

DATE: 12/29/2021                      APPLICANT: Discovery Park Lees Summit LLC

ADDRESS: 4220 Philips Farm Rd Columbia MO 65201

PHONE #: 816-391-7667                      EMAIL: wofields@bcplaw.com

CONTACT PERSON: Wesley Fields

DEVELOPMENT CENTER

PROJECT NAME: Discovery Park – Lee’s Summit

**PROJECT TYPE:**

Check all that apply and fill in the SIC/NAICS code, if known.

- Industrial, Manufacturing, Technology \_\_\_\_\_ SIC/NAICS code: \_\_\_\_\_
  - New building, no existing Missouri operations
  - New building, other Missouri operations already in existence
  - Expanding existing facility
  - Retaining existing facility
  
- Retail/Restaurant/Hotel \_\_\_\_\_ SIC/NAICS code: See Attached Sheet
  - New freestanding building
  - New multi-use tenant building
  - Remodel, addition or expansion of existing building
  
- Office
  - New freestanding building
  - New multi-use tenant building
  - Remodel, addition or expansion of existing building
  
- Residential
  - New freestanding residential units
  - New residential units in a multi-use building
  - Remodel, addition or expansion of existing building
  
- Downtown
  - Remodel, addition or expansion of existing building
  - Exterior façade improvement
  - Construction of new building
  
- Other \_\_\_\_\_

**PROPERTY FOR WHICH INCENTIVES ARE BEING SOUGHT**

Attach map and legal description of property.

ADDRESS: See Attached

CURRENT PROPERTY OWNER: Discovery Park Lees Summit LLC

WILL APPLICANT BE PURCHASING THE PROPERTY:                      YES x                      NO

TOTAL ACRES: ~265 acres                      Building Sq. Ft. \_\_\_\_\_

**INVESTMENT**

Total new investment: \$ 947,085,509 \_\_\_\_\_

Acquisition of land/existing buildings: \$ see attached  
 Annual lease of land/existing buildings: \$ \_\_\_\_\_  
 Preparation of plans, studies, surveys: \$ \_\_\_\_\_  
 Site preparation costs: \$ \_\_\_\_\_  
 Building improvements: \$ \_\_\_\_\_  
 Site improvements: \$ \_\_\_\_\_  
 Utilities/Infrastructure Costs: (streets, sewer, etc.): \$ \_\_\_\_\_

**TIMELINE**

Calendar year in which applicant plans to begin construction:  
 Approximate opening date: See Attached Schedule \_\_\_\_\_

**WAGE & BENEFITS**

	Job Category (executive, professional, clerical, general labor, etc.)	# new full-time employees	# new part-time employees	Average hourly wage/employee
<b>Year 1</b>				
	<i>See attached</i>			
<b>Year 2</b>				
	<i>See attached</i>			

% of health care premium paid for by the employer: ~avg 60% \_\_\_\_\_

**TYPE OF FINANCIAL INCENTIVE DESIRED**

TAX REDIRECTION OR ABATEMENT

- o Tax Increment Financing

Special Assessment, Property Tax, Sales Tax

Local Incentive Tools

Discovery Park Lees Summit

Financial Incentive Pre-Application Worksheet – Industry Codes

Retail/Restaurant/Hotel

- New Freestanding / New multi-use tenant buildings
  - 44-45 - Retail Trade
    - 4421 – Furniture Stores
    - 4422 – Home Furnishing Stores
    - 4431 – Electronics and Appliance Stores
    - 4441 – Building Material and Supplies
    - 4451 – Grocery Stores
    - 4452 – Specialty Food Stores
    - 4461 – Health and Personal Care Stores
    - 447110 – Gasoline Station with Convenience Store
    - 4481 – Clothing Stores
    - 4482 – Shoe Stores
    - 4483 – Jewelry, luggage and leather goods stores
    - 4511 – Sporting goods, hobby and musical instrument stores
    - 4522 – Department Stores
    - 4532 – Office supplies, stationary and gift stores
    - 453910 – Pet and pet supplies stores
    - 713940 Fitness Centers
    - 8121 Personal Care Services
    - 81211 Hair Nail and Skin Care Services
  - 53 - Real Estate Rental and Leasing
    - 531110 – Lessors of Residential buildings and dwellings
    - 531120 – Lessors of Nonresidential buildings
    - 531311 – Residential Property Managers
    - 531312 – Nonresidential Property Managers
  - 54 – Professional, Scientific and Technical Services
    - 5411 – Legal Services
    - 5412 – Accounting, tax preparation, bookkeeping and payroll services
    - 5413 – Architectural, engineering and related services
    - 541410 – Interior Design Services
    - 541611 – Administrative Management
    - 541612 – Human Resources Consulting
    - 541921 – Photography Studio
    - 541940 – Veterinary Services
  - 72 – Accommodation and Food Services
    - 7211 – Traveler Accommodation
    - 721110 – Hotels

- 7224 – Drinking Places
- 7225 – Restaurants and other eating places

### Office

- New Freestanding / New multi-use tenant buildings
  - 62 – Healthcare and Social Assistance
    - 6211 – Offices of Physicians
    - 6212 – Offices of Dentists
    - 6213 – Offices of other Health Practitioners
    - 6214 – Outpatient Care Centers
    - 6215 – Medical and Diagnostic Laboratories

### Residential

- New Freestanding residential units
- New Residential units in a multi-use building

Acquisition of land/existing buildings:	\$ 25,489,006.99
Parking Garages	\$ 46,177,600.00
Preparation of plans, studies, surveys:	\$ 57,673,304.00
Financing Charges/Marketing/Commissions	\$ 40,117,909.72
Building improvements:	\$ 701,541,189.00
Site improvements:	\$ 28,553,525.00
Utilities/Infrastructure Costs: (streets, sewer, etc.):	\$ 47,532,975.00
	<hr/>
	\$ 947,085,509.71

	<b>PI</b>	<b>PII</b>	<b>PIII</b>	<b>PIV</b>	<b>Total</b>
Land Acquisition	\$ 7,975,783.71	\$ 2,553,796.98	\$ 5,050,900.18	\$ 9,908,526.12	\$ 25,489,006.99
Sitework & Utilities	\$ 49,761,300.00	\$ 5,450,500	\$ 24,614,250	\$ 42,438,050	\$ 122,264,100.00
Building Construction	\$ 264,471,700	\$ 32,375,000	\$ 109,400,000	\$ 268,492,000	\$ 674,738,700.00
Professional Fees - Engineering/Architecture/Legal/Other	\$ 23,004,840	\$ 2,590,000	\$ 8,752,000	\$ 23,326,464	\$ 57,673,304.00
General Conditions/Fees	\$ 1,750,000	\$ 500,000	\$ 1,250,000	\$ 1,675,000	\$ 5,175,000.00
Financing Costs	\$ 11,451,909	\$ 1,472,981	\$ 4,939,689	\$ 11,343,331	\$ 29,207,909.72
Commissions & Marketing	\$ 1,600,000	\$ 500,000	\$ 1,000,000	\$ 1,600,000	\$ 4,700,000.00
Development Fee	\$ 2,100,000	\$ 600,000	\$ 1,500,000	\$ 2,010,000	\$ 6,210,000.00
Contingency	\$ 8,626,815	\$ 971,250	\$ 3,282,000	\$ 8,747,424	\$ 21,627,489.00
Total Development Costs	\$ 370,742,348.16	\$ 47,013,527.48	\$ 159,788,838.83	\$ 369,540,795.24	\$ 947,085,509.71

Category	Title/Position	2022 FT	2022 FT Total	2023 FT	2023 PT	2023 FT	2023 PT
Professional	Project Manager	1	\$ 150,000.00	2		\$ 300,000.00	
Professional	Superintendent	1	\$ 90,000.00	4		\$ 360,000.00	
General Labor	Lead Construction Labor			1		\$ 40,000.00	
Professional	Accounting/Admin	1	\$ 75,000.00	1		\$ 80,000.00	
Professional	Business Development	1	\$ 100,000.00	1		\$ 105,000.00	
Professional	Hotel GM			1		\$ 90,000.00	
Professional	Hotel AGM			1		\$ 65,000.00	
Professional	Hotel Sales			1		\$ 75,000.00	
Clerical	Front Desk Associates			2	2	\$ 80,000.00	\$32,640.00
General Labor	Maintenance			2		\$ 80,000.00	
General Labor	Housekeeping			2	5	\$ 75,000.00	\$71,400.00
Professional	Community Manager			1		\$ 90,000.00	
Professional	Leasing Manager			1		\$ 75,000.00	
Professional	Leasing Consultants			3		\$ 135,000.00	

	Full Time 2022 # EE	Full Time 2022 AVG	Full Time 2023 # EE	Full Time 2023 AVG	Part Time 2023 # EE	Part Time 2023 AVG
Professional	4	\$ 103,750.00	16	\$ 85,937.50	0	
Clerical	0		2	\$ 40,000.00	2	\$ 16.00
General Labor	0		5	\$ 39,000.00	5	\$ 14.00