

Lee's Summit Crossing
May 14, 2024 Conceptual Presentation

Developer Request							
Phases	Source	Incentive Tool	Applicable Rate	Duration	Purpose	Estimated Financial Benefit	% Project Costs
Comm 2, 4, 6 MF 1, 5, 7, 8	Chapter 100	Sales Tax Exemption on Construction Materials*	100%	Construction Period	Reduce Development Costs	\$5,520,144	1.4%
MF 1, 5	Chapter 100	Real Property Tax Abatement	Phase 1: 15% Phases 5: 38%	10 years	Reduce Development Costs	\$3,426,450	0.8%
Commercial 2, 4, 6	TIF	TIF Reimbursement	100% PILOTs	23 years	Reimbursement for Public Improvements; Tenant Inducement	\$16,459,000	4.0%
Commercial 2, 4, 6	TIF	TIF Reimbursement	50% EATs	23 years	Reimbursement for Public Improvements; Tenant Inducement	\$18,129,000	4.4%
Commercial 2, 4, 6	CID	New Sales Tax	1%	22 years	Reimbursement for Public Improvements	\$4,367,000	1.1%
Commercial 2, 4, 6	TDD	New Sales Tax	1%	22 years	Reimbursement for Public Improvements	\$4,367,000	1.1%
Totals:						\$52,268,594	12.8%

* Sales Tax Exemption Benefit by Phase

\$ 1,244,306	TriStar, Phase 1
\$ 1,837,500	MF Phase 5
\$ 2,438,338	Commercial Phases 2, 4, 6
\$ 5,520,144	

Total Project Costs: \$407,905,000

LS Crossing Sources & Uses Summary

	Project	Incentives	Parks	Private
Land Acquisition	\$16,173,430	\$536,324	\$0	\$13,825,842
Building Costs				
Fieldhouse / Fitness	\$23,000,000	\$1,066,857	\$21,933,143	
Private Uses	\$283,217,920	\$11,644,091		\$271,573,829
Subtotal	\$306,217,920	\$12,710,948	\$21,933,143	\$271,573,829
Sitework & Infrastructure	\$22,336,229	\$19,683,499		\$2,652,730
Hard Cost Contingency	\$31,588,844	\$0	\$1,033,429	\$30,555,415
Soft Costs	\$31,588,844	\$0	\$1,033,429	\$30,555,415
Total	\$407,905,267	\$32,930,771	\$24,000,000	\$349,163,232
% Of Total Costs	100.0%	8.1%	5.9%	85.6%
		14.0%		

Lee's Summit Incentives for Residential Development

Updated May 14, 2024

* Conceptual and Pending Projects are Red

	Acres	Units	Cost (Millions)	Legal Authority				Incentive			Characteristics			
				Chapter 100	LCRA	Chapter 353	TIF	Sales & Use Tax Exemption	Real Prop. Tax Abatement	Real Prop. Tax Redirection	Blighted Area	Greenfield	Redevelopment	Unique Factors
Apartments														
Residents at New Longview (2014)	15.48	309	\$35.0	•				•						•
Summit Square #1 (2016)	15.00	310	\$36.0	•				•						•
Paragon Star (2016)	3.64	390	\$52.7				•			•			•	•
Echelon (2017)	11.15	243	\$27.0	•				•						•
Meridian (2017)	21.43	312	\$39.5	•				•						•
Summit Square #2 (2018)	12.78	326	\$48.5	•				•						•
Cityscape Downtown (2019)	3.69	273	\$51.8		•		•	•					•	•
Streets of West Pryor Phase 1 (2019)	6.17	237	\$48.0	•				•					•	•
Streets of West Pryor Phase 2 (2021)	9.25	184	\$36.5	•				••					•	•
Stag's Field (2021)	27.00	356	\$85.0	•				••					•	•
Discovery Park (2022)	200.40	2,791	\$951.0				•			•			•	•
Summit Square III (2022)	11.40	324	\$72.2	•				••	•				•	•
Cityscape at Douglas & Tudor (2022)	13.20	358	\$65.7	•				••	•				•	•
Ellis Glen (2023)	1.20	26	\$8.0		•			••	•				•	•
Greens at Woods Chapel (2023)	18.00	396	\$70.5	•				••	•				•	•
Douglas Station (2023)	6.30	150	\$24.9	•				••	•				•	•
Pryor Mixed Use (2023)	8.00	253	\$64.5	•				••	•				•	•
Colbern Ridge Apartments (2023)	41.10	136	\$44.5		•			••	•				•	•
LS Crossing (2024)	70.00	526	\$125.0	•				••	•				•	•
Oldham Village Apartments (2024)	9.70	307	\$42.6		•			••	•				•	•
Subtotal	504.89	8,207	\$1,928.9											
Townhomes														
Streets of West Pryor Villas (2021)	9.34	78	\$30.5		•			••	•				•	•
Mixed Residential (Rental)														
Griffin Riley - Blackwell (2022)	56.22	442	\$103.1	•				••	•				•	•
Senior Care														
John Knox Village (2015)	170.00	369	\$90.3			•			•				•	•
The Princeton (2019)	37.00	153	\$35.5		•			•					•	•
Scenic Development (2022)	11.86	186	\$48.4	•				••	•				•	•
Subtotal	218.86	708.00	174.20											
Grand Totals	789.3	9435	\$2,236.7	16	6	1	3	23	13	3	10	19	7	6

Lee's Summit Incentive Reimbursement Rates

Updated May 2024

Project	Year	Acres	Total Project Costs*	Total Reimbursement*	Total %	Land Uses							Reimbursement Type and %							Reimbursement as % of Total Project Costs						
						Residential	Senior Residential	Commercial	Office	Industrial	Historic Structures	Public / Civic	TIF	LCRA	CID	TDD	Chapter 353	Chapter 100	Other Gov't Funding		Total %					
Chapel Ridge	2000	258.0	\$108.7	\$31.9	29.3%			•	•								22.9%			6.4%					29.3%	29.3%
Summit Woods	2000	95.0	\$151.6	\$39.7	26.2%			•									16.3%			9.9%					26.2%	26.2%
I-470 Business & Technology	2006	17.8	\$66.2	\$6.8	10.3%			•		•							6.2%			4.1%					10.3%	10.3%
Summit Fair	2006	58.7	\$162.8	\$55.3	34.0%			•									19.7%		14.3%						34.0%	34.0%
Hartley Block	2006	1.3	\$7.7	\$2.5	32.5%	•		•									32.5%								32.5%	32.5%
East 50 Highway Corridor (Project 4)	2007	15.2	\$20.0	\$5.0	25.0%			•									19.0%		6.0%						25.0%	25.0%
Ritter Plaza	2007	7.3	\$14.5	\$4.7	32.4%			•									22.8%		9.7%						32.5%	32.5%
New Longview	2015	107.0	\$85.4	\$20.6	24.1%	•		•	•		•						24.1%								24.1%	24.1%
John Knox Village	2015	170.0	\$48.0	\$11.5	24.0%		•														24.0%				24.0%	24.0%
Pine Tree Plaza	2017	12.4	\$9.3	\$2.4	25.9%			•											25.9%						25.9%	25.9%
740 Blue Parkway Project	2017	3.5	\$12.5	\$1.3	10.6%			•											10.6%						10.6%	10.6%
Village at View High	2017	34.0	\$69.0	\$10.3	14.9%			•									11.6%		3.3%						14.9%	14.9%
The Princeton	2019	37.0	\$35.5	\$0.8	2.1%		•											2.1%							2.1%	2.1%
Cityscape Downtown Apartments	2019	3.7	\$51.8	\$9.3	18.0%	•						•					15.4%	2.6%							18.0%	18.0%
Streets of West Pryor (Commercial & Apts)	2019	73.0	\$178.6	\$36.0	20.2%	•		•									11.0%		4.5%	1.0%		3.4%	0.3%		20.2%	20.2%
Southside Plaza Shopping Center	2020	4.5	\$4.8	\$1.4	29.9%			•											29.9%						29.9%	29.9%
Cedar Creek Shopping Center	2020	5.2	\$9.4	\$1.5	15.9%			•											15.9%						15.9%	15.9%
Paragon Star	2020	332.9	\$245.1	\$74.6	30.4%	•		•	•								13.1%		2.0%	13.1%			2.0%		30.2%	30.2%
Streets of West Pryor (Townhomes)	2021	9.3	\$30.5	\$2.9	9.5%	•												9.5%							9.5%	9.5%
Chapel Ridge Shopping Center	2021	9.2	\$19.6	\$3.9	20.1%			•											20.1%						20.1%	20.1%
LS Logistics - Scannell Industrial	2022	75.8	\$50.6	\$11.1	21.9%					•													21.9%		21.9%	21.9%
LS Industrial - O'Dell	2022	49.8	\$46.5	\$9.5	20.4%					•								20.4%							20.4%	20.4%
Paragon Star Parking Garage	2022	0.7	\$10.5	\$0.2	2.1%			•										2.1%							2.1%	2.1%
Paragon Star Apartments	2022	1.8	\$59.0	\$1.3	1.7%	•												1.7%							1.7%	1.7%
Valle Vista Shopping Center	2022	4.4	\$15.0	\$3.9	26.3%			•											26.3%						26.3%	26.3%
Blackwell Mixed Residential	2022	56.0	\$103.1	\$4.0	3.9%	•																	3.9%		3.9%	3.9%
Discovery Park	2022	265.0	\$956.5	\$212.2	22.2%	•		•	•								20.2%		2.0%						22.2%	22.2%
Scenic Development - Senior Care	2022	12.6	\$48.4	\$2.7	5.6%		•																5.6%		5.6%	5.6%
Summit Square III Apartments	2022	11.4	\$72.2	\$3.6	5.0%	•																	5.0%		5.0%	5.0%
Cityscape at Douglas & Tudor	2022	13.2	\$65.7	\$3.3	5.0%	•																	5.0%		5.0%	5.0%
Town Centre Industrial - Ward Development	2022	22.0	\$17.8	\$3.4	19.3%					•													19.3%		19.3%	19.3%
Colbern Ridge	2023	41.4	\$83.7	\$6.4	7.6%																		7.6%		7.6%	7.6%
Ellis Glen	2023	1.2	\$8.0	\$2.0	24.4%	•			•									24.4%							24.4%	24.4%
Lee's Summit Crossing	2024	177.0	\$407.9	\$52.3	12.8%	•	•	•									8.4%		1.1%	1.1%		2.2%			12.8%	12.8%
Oldham Village	2024	50.0	\$205.5	\$56.7	27.6%												9.3%	4.1%	12.7%	1.5%					27.6%	27.6%
Grand Totals		2,037.3	\$3,481.4	\$695.1		13	4	20	5	4	2	3	15	8	15	7	1	9	2	Average: 18.3%	Number of Projects: 35					

* In Millions. Some reimbursement occurs in the form of abatement value.

Summary of Data			
Date Range	2000-2024	Project Average %	18.3%
Number of Projects	35	TIF Average	16.8%
Highest Reimbursement %	34.0%	LCRA Average	8.4%
Lowest Reimbursement %	1.7%	CID Average	12.3%
% Range without outliers	2-30%	TDD Average	5.3%
		Ch 100 Average	8.2%

LS Crossing - TriStar Phase 1
Incentive Request for Cost Reductions
 May 14, 2024 Conceptual Presentation

Developer Request

Construction Period

Sales & Use Tax Exemption on Construction Materials

Years 1-10

Abatement 15% \$2,776 PILOT vs \$3,263 taxes per unit
 PILOTs 85% 226 units

Tax Benefit to Taxing Districts

	2023 Taxes	%	First Year PILOTs*	PILOTs Over 10 years
BOARD OF DISABLED SERVICES	\$3.53	1.0%	\$6,176	\$65,579
CITY - LEES SUMMIT	\$60.02	16.7%	\$104,902	\$1,113,823
JACKSON COUNTY	\$25.03	7.0%	\$43,737	\$464,387
BLUE SPRINGS SCHOOL DISTRICT	\$242.17	67.5%	\$423,226	\$4,493,729
MENTAL HEALTH	\$4.71	1.3%	\$8,223	\$87,308
METRO JUNIOR COLLEGE	\$8.57	2.4%	\$14,983	\$159,084
MID-CONTINENT LIBRARY	\$13.70	3.8%	\$23,937	\$254,158
STATE BLIND PENSION	\$1.27	0.4%	\$2,216	\$23,533
	\$359.00	100.0%	\$627,400	\$6,661,600

* First year of full build-out (226 units).

Value of Incentive Request to Developer

Total Project Costs	\$50,788,000	
Net Present Value of Tax Abatement	\$855,000	1.7%
Value of Sales & Use Tax Exemption	\$1,242,200	2.4%
Total Value of Incentive Request	\$2,097,200	4.1%

Impact to City from Abatement & Exemption

Real Property Tax Abatement	\$198,800
Sales & Use Tax Exemption	\$298,128
	<u>\$496,928</u>

LS Crossing - TriStar Phase 1
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Construction Period

Sales & Use Tax Exemption on Construction Materials

Years 1-10

Abatement	38%	\$1,800 PILOT vs \$2,904 taxes per unit
PILOTs	62%	300 units

Tax Benefit to Taxing Districts

	2023 Taxes	%	First Year PILOTs*	PILOTs Over 10 years
BOARD OF DISABLED SERVICES	\$73.48	1.0%	\$5,316	\$56,447
CITY - LEES SUMMIT	\$1,247.98	16.7%	\$90,288	\$958,728
JACKSON COUNTY	\$520.32	7.0%	\$37,644	\$399,723
BLUE SPRINGS SCHOOL DISTRICT	\$5,035.01	67.5%	\$364,269	\$3,867,996
MENTAL HEALTH	\$97.82	1.3%	\$7,077	\$75,151
METRO JUNIOR COLLEGE	\$178.25	2.4%	\$12,896	\$136,932
MID-CONTINENT LIBRARY	\$284.77	3.8%	\$20,602	\$218,767
STATE BLIND PENSION	\$26.37	0.4%	\$1,908	\$20,256
	\$7,464.00	100.0%	\$540,000	\$5,734,000

* First year of full build-out (300 units).

Value of Incentive Request to Developer

Total Project Costs	\$75,000,000	
Net Present Value of Tax Abatement	\$2,571,450	3.4%
Value of Sales & Use Tax Exemption	\$1,837,500	2.5%
Total Value of Incentive Request	\$4,408,950	5.9%

Impact to City from Abatement & Exemption

Real Property Tax Abatement	\$437,147
Sales & Use Tax Exemption	\$441,000
	<u>\$878,147</u>