

## SOURCES AND USES

### Sources

Company Equity	\$	2,338,938	18%
Private Bank Loan	\$	10,000,000	75%
Public Finance Incentives	\$	941,087	7%
		<b>Total</b>	<b>\$ 13,280,025</b>

### Uses

Land	\$	3,260,674	25%
Design	\$	313,500	2%
Additional Soft Costs	\$	700,251	5%
Public Site Improvements	\$	751,600	6%
Building Construction	\$	7,099,000	53%
Additional Hard Costs	\$	1,155,000	9%
		<b>Total</b>	<b>\$ 13,280,025</b>

## PROJECT BUDGET

### Land

Total	\$	3,260,674	25%
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### Design

Architectural / Civil Design	\$	306,000	
Survey / Geotechnical Report	\$	7,500	
Total	\$	313,500	2%

### Additional Soft Costs

Construction Administration	\$	142,000	
Construction Permit	\$	33,700	
Tap Fees	\$	370,192	
Performance Bond	\$	54,359	
Financing, Legal, etc.	\$	100,000	
Total	\$	700,251	5%

### Public Site Improvements

Traffic Light and Turning Lane Design	\$	30,000	
Traffic Light and Turning Lane Installation	\$	532,600	
New Shared Road	\$	189,000	
Total	\$	751,600	6%

### Building Construction

Materials (55%)	\$	3,623,079	
Labor (45%)	\$	2,964,338	
Fees and Overhead	\$	511,583	
Total	\$	7,099,000	53%

### Additional Hard Costs

Furniture, Fixtures & Equipment	\$	250,000	
Signage / Car Wash	\$	905,000	
Total	\$	1,155,000	9%

**TOTAL PROJECT BUDGET    \$ 13,280,025**

## ANNUAL CASH FLOW (YEAR 1)

### Gross Income

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Total	\$	6,321,000
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### Gross Expenses

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New Vehicle Sales Expense	\$	2,608,200
Used Vehicle Sales Expense	\$	2,024,880
Service Sales Expense	\$	561,600
Parts	\$	464,400
Fixed	\$	2,069,385
Other	\$	240,000
Total	\$	7,968,465

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### Operating Profit (Loss)

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Total	\$	(1,647,465)
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### Public Finance Incentives

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Property Tax Abatement	\$	75,816
Sales Tax Abatement (amortized)	\$	34,209
Total	\$	110,025

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### Adjusted Operating Profit (Loss)

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Total	\$	(1,537,440)
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## PROPERTY TAX ABATEMENT

Project Year	Base Appraised Value	Base Assessed Value	Base Real Estate Tax	Projected Appraised Value	Projected Assessed Value	Projected Real Estate Tax	75%		25%	
							Abated Real Estate		PILOTS	
							Tax			
0	\$ 122,100.00	\$ 23,199.00	\$ 1,675.11	\$ 122,100.00	\$ 23,199.00	\$ 1,675.11	\$ -		\$ -	
1	\$ 126,984.00	\$ 24,126.96	\$ 1,742.11	\$ 4,375,000.00	\$ 1,400,000.00	\$ 101,088.58	\$ 75,816.44		\$ 25,272.15	
2	\$ 126,984.00	\$ 24,126.96	\$ 1,742.11	\$ 4,375,000.00	\$ 1,400,000.00	\$ 101,088.58	\$ 75,816.44		\$ 25,272.15	
3	\$ 132,063.36	\$ 25,092.04	\$ 1,811.80	\$ 4,550,000.00	\$ 1,456,000.00	\$ 105,132.12	\$ 78,849.09		\$ 26,283.03	
4	\$ 132,063.36	\$ 25,092.04	\$ 1,811.80	\$ 4,550,000.00	\$ 1,456,000.00	\$ 105,132.12	\$ 78,849.09		\$ 26,283.03	
5	\$ 137,345.89	\$ 26,095.72	\$ 1,884.27	\$ 4,732,000.00	\$ 1,514,240.00	\$ 109,337.41	\$ 82,003.06		\$ 27,334.35	
6	\$ 137,345.89	\$ 26,095.72	\$ 1,884.27	\$ 4,732,000.00	\$ 1,514,240.00	\$ 109,337.41	\$ 82,003.06		\$ 27,334.35	
7	\$ 142,839.73	\$ 27,139.55	\$ 1,959.64	\$ 4,921,280.00	\$ 1,574,809.60	\$ 113,710.91	\$ 85,283.18		\$ 28,427.73	
8	\$ 142,839.73	\$ 27,139.55	\$ 1,959.64	\$ 4,921,280.00	\$ 1,574,809.60	\$ 113,710.91	\$ 85,283.18		\$ 28,427.73	
9	\$ 148,553.32	\$ 28,225.13	\$ 2,038.03	\$ 5,118,131.20	\$ 1,637,801.98	\$ 118,259.34	\$ 88,694.51		\$ 29,564.84	
10	\$ 148,553.32	\$ 28,225.13	\$ 2,038.03	\$ 5,118,131.20	\$ 1,637,801.98	\$ 118,259.34	\$ 88,694.51		\$ 29,564.84	
<b>Totals</b>						<b>\$ 1,095,056.73</b>	<b>\$ 821,292.55</b>		<b>\$ 273,764.18</b>	

**TOTAL NET PRESENT VALUE @ 6%**

**\$ 598,997.36**

District	2024 Base Real	
	Estate Tax	Levy
BOARD OF DISABLED SERVICES	\$16.98	0.0732
CITY - LEES SUMMIT	\$298.73	1.2877
JACKSON COUNTY	\$117.29	0.5056
LEES SUMMIT SCHOOL R-VII	\$1,097.52	4.7309
MENTAL HEALTH	\$22.60	0.0974
METRO JUNIOR COLLEGE	\$41.90	0.1806
MID-CONTINENT LIBRARY	\$73.12	0.3152
STATE BLIND PENSION	\$6.97	0.0300
	<b>\$ 1,675.11</b>	<b>7.2206</b>

**SALES TAX ABATEMENT**

**Estimated Construction Materials** **\$ 4,036,459**

<b>Jurisdiction</b>	<b>Rate</b>	<b>Exemption</b>
MISSOURI	4.2250%	\$ 170,540.39
JACKSON COUNTY	1.3750%	\$ 55,501.31
LEES SUMMIT	2.7500%	\$ 111,002.62
KANSAS CITY ZOOLOGICAL DISTRICT	0.1250%	\$ 5,045.57
<b>Total</b>	<b>8.4750%</b>	<b>\$ 342,089.90</b>