Pathways at Kensington Farms Incentive Request

Staff Presentation to City Council November 18, 2025



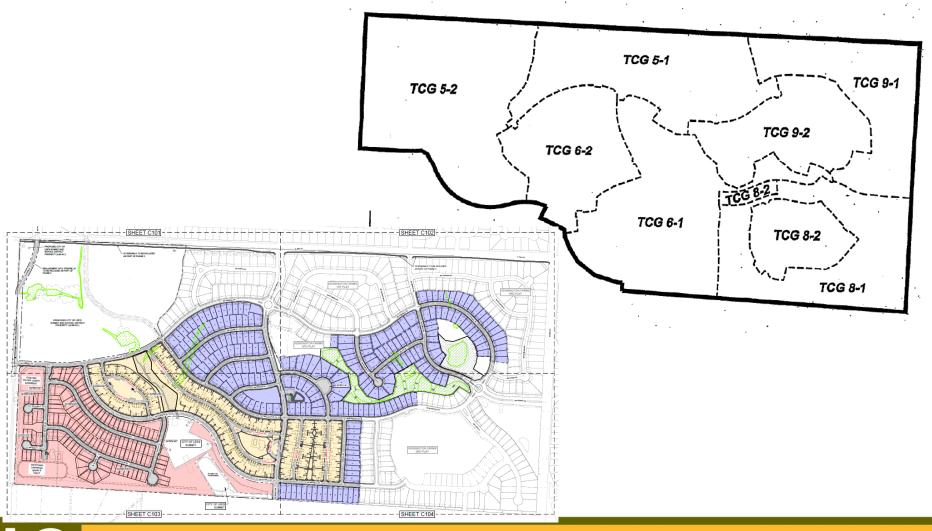


NID History

SITE PLAN DEPICTING BOUNDARY OF DISTRICT TCG 5-1 TCG 9-1 TCG 5-2 TCG 9-2 TCG 6-2 TCG 6-1 TCG 8-2 TCG 8-1 BOUNDARY OF KENSINGTON FARMS NID BOUNDARY OF TCG PHASE'S



NID compared to PDP





NID History



EXHIBIT A

DESCRIPTION OF PUBLIC IMPROVEMENTS

The Public Improvements proposed to be constructed as part of the Kensington Farms Improvement Project are generally described as follows:

- Improvements to and along existing County Line Road generally between Ward Road and Prairie Lanc/Pryor Road, including, without limitation, westbound left-turn lanes into the Kensington Farms development and an eastbound right-turn lane into the Kensington Farms development.
- Improvements to and along Existing Ward Road, including, without limitation:
 - a. Improvement of Ward Road to interim standards from County Line Road to the southerly boundary of the Kensington Farms development.
 - Improvement of Ward Road to partial divided arterial standards from M-150 South to County Line Road, including sidewalk and trail and right-of-way acquisition.
 - c. Northbound left turn lanes and southbound right-turn lanes along Ward Road at each of the entrances leading into the Kensington Farms development.
 - d. Separate eastbound left-turn and right-turn lanes along Ward Road at each of the entrances to the Kensington Farms development.
 - Northbound and southbound left-turn lanes along Ward Road at the intersections
 of Georgetown Drive and County Line Road, and a southbound left-turn lane at
 Drake Drive.
 - f. Eastbound and westbound left-turn lanes on County Line Road at Ward Road.
- New construction of Rupard Road to residential collector standards (one of the primary north south streets through the Kensington Farms development) including, without limitation, curb and gutter, sidewalk, and landscaping.
- New construction of Cornwall Road to residential collector standards (one of the primary east/west streets through the Kensington Farms development) including, without limitation, curb and gutter, and landscaping.
- Construction of new Blackpool Road to residential collector standards (one of the primary east/west streets through the Kensington Farms development) including, without limitation, curb and gutter, and landscaping.



Pathways at Kensington Farms Incentive Request

November 18, 2025 Conceptual Presentation

Developer Request - Timeline Summary

Construction Period

Sales & Use Tax Exemption on

Construction Materials 100%

Years 1-10:

Ch 100 Real Property Tax Abatement 55% **Fixed PILOT:** \$1600 / unit

Projected Taxes: \$3,557 / unit

Property Tax Benefit to Taxing Districts

Real Property Taxes			First Year	Taxes & PILOTs
	2025 Taxes	%	Taxes & PILOTs	Over 10 Years
SHELTERED WORKSHOP	\$2	0.6%	\$2,870	\$28,703
CITY - LEES SUMMIT	\$71	18.6%	\$90,806	\$908,058
CASS COUNTY	\$0	0.0%	\$0	\$0
RAY-PEC R-2 SCHOOL DISTRICT	\$278	72.7%	\$354,746	\$3,547,462
HOSPITAL MAINTENANCE	\$6	1.6%	\$7,849	\$78,492
CASS COUNTY ROAD & BRIDGE	\$11	2.8%	\$13,526	\$135,264
CASS COUNTY LIBRARY	\$13	3.3%	\$16,086	\$160,864
M&M INVENTORY REPLACEMENT TAX	\$0	0.0%	\$0	\$0
STATE BLIND PENSION	\$2	0.4%	\$2,116	\$21,157
	\$382	100.0%	\$488,000	\$4,880,000

Value of Incentive Request to Developer

Total Project Costs

Value of Sales Tax Exemption

NPV of Real Prop Tax Abatement @7%

Total Value of Incentive Request

Entire Proje	ct	Without Phase 1 Single-Family								
\$228,279,793		\$151,904,793								
\$3,935,674	1.7%	\$3,935,674	2.59%							
\$3,942,626	1.7%	\$3,942,626	2.60%							
\$7,878,300	3.5%	\$7,878,300	5.2%							

Impact to City

Impact of Abated Taxes

Sales & Use Tax Exemption \$2,268,016
Real Property Tax Abatement \$733,634

\$3,001,650 38.1% City portion of incentive request

Pathways at Kensington Farms Incentive Request

November 18, 2025 Conceptual Presentation

Developer Request

Source	Incentive Tool	Applicable Rate	Purpose	Estimated Financial Benefit	% Project Costs
Chapter 100	Sales Tax Exemption on Construction Materials	100%	Reduce Project Costs	\$3,935,674	1.7%
Chapter 100	Real Property Tax Abatement	75% on Incremental Increase in Value	Reduce Project Costs	\$3,942,626	1.7%
	Total Project Costs	\$228,279,793		\$7,878,300	3.5%

Pathways at Ke	nsingt	on Farms Project B	Budget	
			<u>Units</u>	Cost / Unit
Land Acquisition	\$	7,825,000		
Existing Infrastructure Removal	\$	450,000		
Wetlands Remediation	\$	500,000		
Utilities	\$	5,186,922		
Site Improvements	\$	4,912,636		
Earthwork	\$	2,427,828		
Prairie Land & Pryor Road Extn	\$	530,000		
Walking Trail	\$	455,000		
Vertical Construction Phase 1	\$	76,375,000	235 \$	325,000
Vertical Construction Phase 2	\$	58,263,460	177 \$	329,172
Vertical Construction Phase 3	\$	38,763,963	128 \$	302,843
Soft Costs	\$	32,589,984		
	\$	228,279,793		

Incentivized Apartment Projects Taxes vs PILOTS Comparison

Updated November 2025

		Marke	t Value		2025 Taxes		
		2021	2025	Assessed Value	Tax Bill*	Units	Tax / Unit
Residences @ New Longview	2014	\$41,453,200	\$53,902,700	\$10,241,513	\$869,730	309	\$2,815
Summit Square Apartments	2016	\$41,872,000	\$46,400,700	\$8,816,133	\$748,684	310	\$2,415
Residences @ Echelon	2017	\$28,281,000	\$37,401,620	\$7,106,308	\$603,482	243	\$2,483
Meridian @ View High	2017	\$37,750,000	\$48,949,900	\$9,300,481	\$789,815	312	\$2,531
The Donovan	2018	\$37,490,000	\$49,580,520	\$9,420,299	\$799,991	326	\$2,454
Streets of West Pryor Phase 1	2019	\$43,744,000	\$50,305,600	\$9,558,064	\$811,690	237	\$3,425
Blackwell Mixed-Use Residential*	2022	-	-				
Streets of West Pryor Phase 2*	2022	\$0	\$34,406,600	\$6,537,254	\$565,969	184	\$3,076
Northpoint Phase III*	2023	-	\$3,027,385	\$968,763			
	'				Average	274	\$2,743

All Incentivized Apartments				
- with PILOTs or Tax Data				
		PILOT per unit	Taxes per unit	<u>Notes</u>
Residences @ New Longview		\$935	\$2,815	
Summit Square Apartments		\$935	\$2,415	
Residences @ Echelon		\$993	\$2,483	
Meridian @ View High		\$1,051	\$2,531	
The Donovan		\$1,350	\$2,454	
Streets of West Pryor Phase I		\$1,350	\$3,425	
Streets of West Pryor Phase II		\$1,350		
Elevate 114 Downtown		-	\$3,239	TIF Plan
Blackwell Mixed-Use Residential		\$1,400		Construction
Northpoint Phase III		\$1,800		Construction
Cityscape at Tudor Road		\$1,800		Plan approved
Greens at Woods Chapel		\$1,600		Plan approved
Douglas Station		\$1,600		Plan approved
Pryor Mixed Use		\$1,600		Plan Approved
Clover Senior Apartments		\$1,800		Abandoned
Montage / LS Crossing		\$2,776		Plan approved
Oldham Village West Apts*	_	\$426	-	Plan approved
	Average	\$1,423	\$2,766	
Pathways at Kensington		\$1,600		Conceptual

^{* 75%} abatement / 25% PILOTs

Lee's Summit Incentive Reimbursement Rates

Updated June 2025

								La	nd Use	es			Reimbursement Type and %					Reimbursement Type and %								
	Year	Acres	Total Project Costs*	Total Reimbursement*	Total %	Residential	Senior Residential	Commercial	Office	Industrial	Historic Structures	Public / Civic	#	LCRA**	95	гор	Chapter 353	Chapter 100	Other Gov't Funding	Total %						
<u>Project</u>			- a	- E			0,										<u> </u>	<u> </u>	Ū		Reimbursement as % of Total Project Costs					
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%				21.570		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%					
	2022	4.4	\$15.0	\$3.9	26.3%	_								1.770	26.3%					26.3%	26.3%					
Valle Vista Shopping Center								_							20.5%			2.00/								
Blackwell Mixed Residential	2022	56.0	\$103.1	\$4.0	3.9%	•							20.20/		2.00/			3.9%		3.9%	3.9%					
Discovery Park	2022	265.0	\$956.5	\$212.2	22.2%	•		•	•				20.2%		2.0%			5.50/		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%					
Greens at Woods Chapel	2023	18.0	\$70.5	\$4.4	6.2%	•												6.2%		6.2%	6.2%					
Douglas Station	2023	6.3	\$26.1	\$1.6	6.1%										2.22/			6.1%		6.1%	6.1%					
Griffin Riley Mixed-Use	2023	20.9	\$65.0	\$4.5	6.9%	•		•							2.3%			4.7%		7.0%	7.0%					
Ellis Glen	2023	1.2	\$8.0	\$2.0	24.4%	•			•					24.4%						24.4%	24.4%					
Bayberry Crossing	2023	5.2	\$10.7	\$1.5	14.0%										14.0%					14.0%	14.0%					
Tristar (Montage)	2024	9+	\$60.0	\$4.6	7.7%	•		•										7.7%		7.7%	7.7%					
K & R Wholesale Building Materials	2024	1.9	\$1.5	\$33.0	12.8%					•				12.8%						12.8%	12.8%					
Oldham Village	2024	50.0	\$206.0	\$56.7	24.1%	•	•						8.3%	4.1%	10.2%	1.5%				24.1%	24.1%					
T&W Steel	2025	28.5	\$5.5	\$0.56	8.0%					•				8.0%						8.0%	8.0%					
Victory Hyundai	2025	7.5	\$13.2	\$1.0	7.2%			•										7.3%		7.3%	7.3%					
			40.555.5	Acces													_				_					
Grand Totals		1,948.6	\$3,326.5	\$693.9		16	4	22	5	6	2	2	14	10	16	6	1	13	2							
* In Millions - Some reimbursement occurs in the form of abater	ment value																NI.	A umber of l								

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

** LCRA does not incelue Certificates of Qualification

Number of Projects: 42

Sum Date Range 2000-202 Number of Projects 42 Highest Reimbursement % 7.3% Lowest Reimbursement % 1.7% % Range without outliers 2-34% Project Average % TIF Average LCRA Average CID Average TDD Average Ch 100 Average 8.8% 12.3% 6.0% 8.0%