



MID-STATES

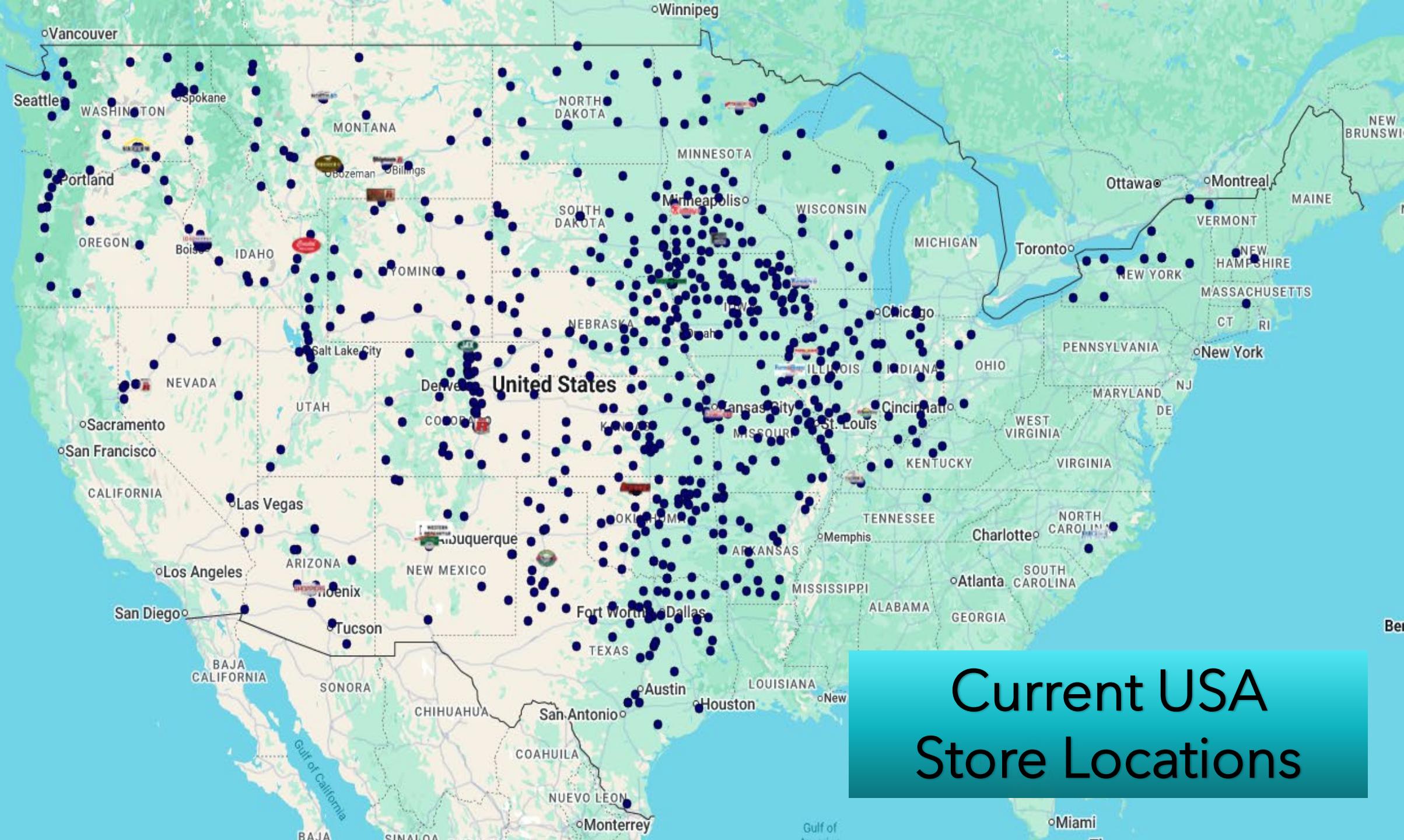
Mid-States Warehouse Expansion

2026

Who We Are

- Nations leading network of farm, ranch and home retailers
- Headquartered in Ft. Worth, TX.
- Currently owned by 29 multi-generation, family-owned businesses
- Founded in 1954
- 700+ store locations
- Serving 32 States
- 4 of 29 owners have operations in Missouri (closest being Family Center in Harrisonville)





Current USA
Store Locations

Current Warehouse Lee's Summit, Missouri

- Purchased from Toy-R-Us in 2019
- 165 employees
- 40 acres
- 650,000 sq ft
- 104 dock doors
- 3.5 miles of conveyor
- 66,000 pallet racks
- \$6 million in facility improvements
- 465,000 sq ft of additional space required immediately
- ~90 additional employees needed upon completion of new space
- Growth requires additional space or move to a different location





New Property
37.5 acres

Proposed New Addition
465,000 sq ft



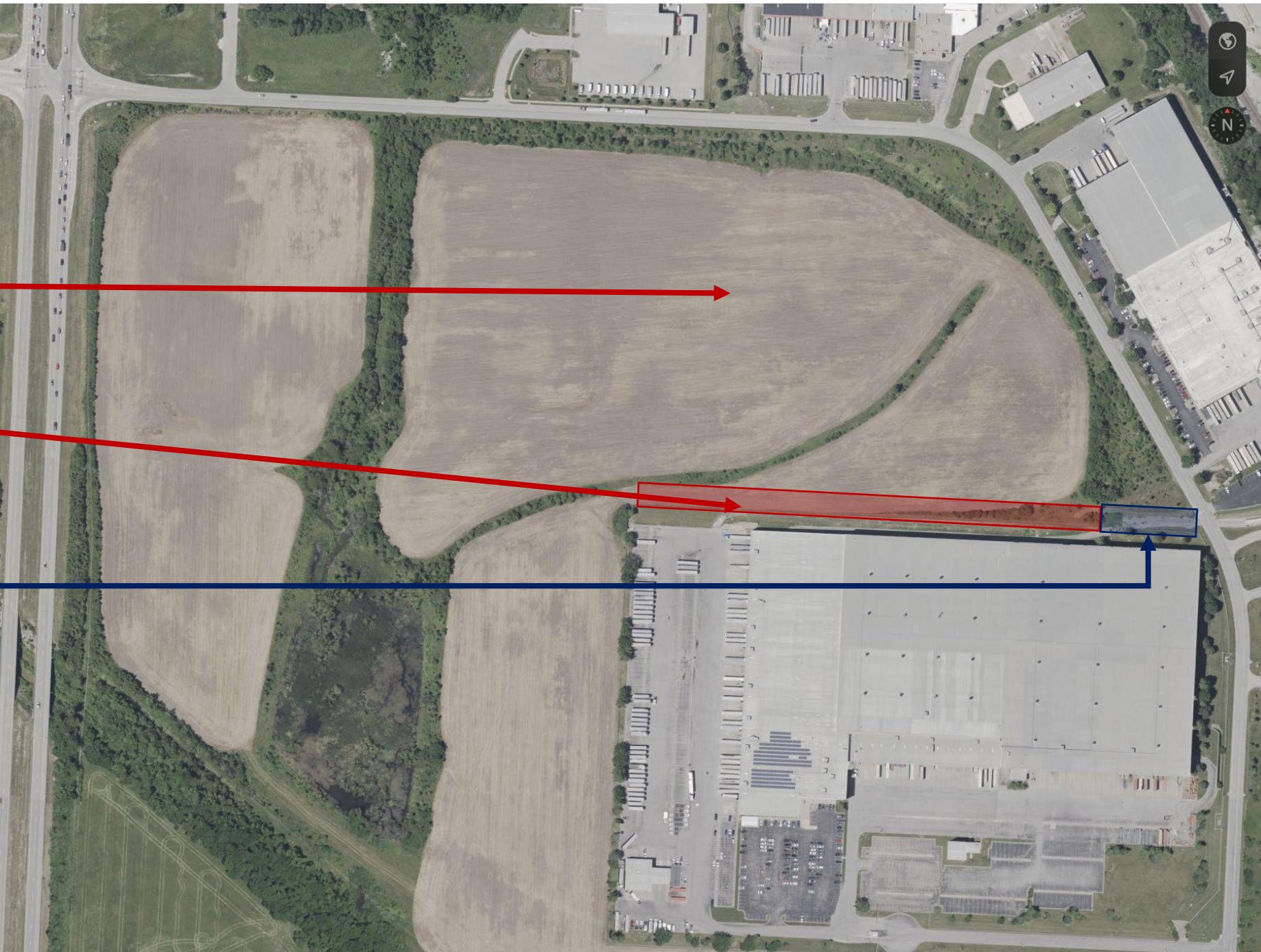
Lee's Summit, MO

Warehouse Location

Expansion location

Proposed purchase of
Lot 4A (1,234 x 50 feet)

Portion of Lot 4A to
remain with City
(existing rail spur)



Proposed Public Incentives - Chapter 100

Real Property

1. Property tax abatement

- 10 years / 75% abatement
- Applies to entire building (existing + expansion)
 - Existing building's current taxes are not abated (treated as unabated "base")

2. Sales tax exemption on construction materials

| | |
|--|-------------------|
| Estimated Construction Budget | \$ 23,600,000 |
| Estimated Materials Percentage | 40% |
| Estimated Materials Cost | \$ 9,440,000 |
| Total Sales and Use Tax Rate | 8.475% |
| Estimated Sales and Use Tax Savings | \$ 551,355 |

| | |
|---|---------------|
| City Sales and Use Tax Rate | 2.750% |
| Zoo | 0.125% |
| County Sales Tax Rate | 1.375% |
| State Sales and Use Tax Rate | 4.225% |
| TOTAL | 8.475% |
| Estimated Allocation of Material Purchases: | |
| Lee's Summit | 0.00% |
| Missouri (outside Lee's Summit) | 55.00% |
| Outside Missouri | 45.00% |

| | |
|---|-------------------|
| Total Lee's Summit Sales and Use Tax Savings | \$ 116,820 |
| County Sales Tax Savings | \$ 35,695 |
| State Sales and Use Tax Savings | \$ 398,840 |
| Lee's Summit % of Total Savings | 21.19% |

Proposed Public Incentives - Chapter 100

Personal Property

1. Property tax abatement
 - 5 years / 50% abatement
 - Applies to entire building (existing + expansion)

Value Proposition

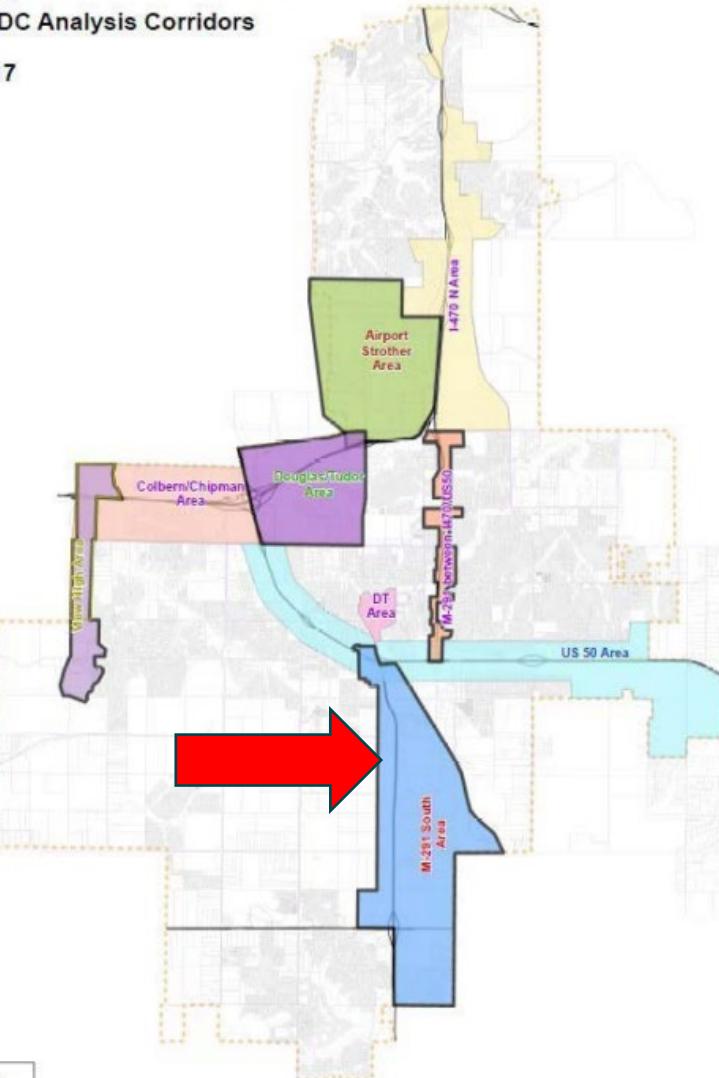
1. Targeted Planning Area

TARGETED AREAS FOR DEVELOPMENT

City of Lee's Summit

CEDC Analysis Corridors

2017



Value Proposition

2. Construction Period Spending

- \$55,000,000 Capital Investment
- Using local firms, professionals, and financing

Value Proposition

3. Job Creation

- Retain 165 jobs
- Hire ~90 new jobs (Management, Engineering, Supervisor and Warehouse)
- ~\$5MM of incremental payroll and benefits annually

- ❖ Multiplier Effect
- ❖ Sales Tax



| Scenario | Industry | Additional Jobs Created | Total Economic Output Generated |
|----------|--|-------------------------|---------------------------------|
| | Mining, Quarrying, and Oil and Gas Extraction | 61 | \$30,942,048 |
| | Utilities | 66 | \$33,225,027 |
| | Construction | 61 | \$32,747,794 |
| | Manufacturing | 73 | \$42,552,458 |
| | Wholesale Trade | 59 | \$33,845,791 |
| | Retail Trade | 29 | \$13,974,281 |
| | Transportation and Warehousing | 47 | \$21,028,653 |
| | Information | 113 | \$52,017,563 |
| | Finance and Insurance | 74 | \$40,921,393 |
| | Real Estate and Rental and Leasing | 296 | \$111,369,716 |
| | Professional, Scientific, and Technical Services | 58 | \$28,137,328 |

Value Proposition

4. Real Property Taxes / Fee Generation

Today

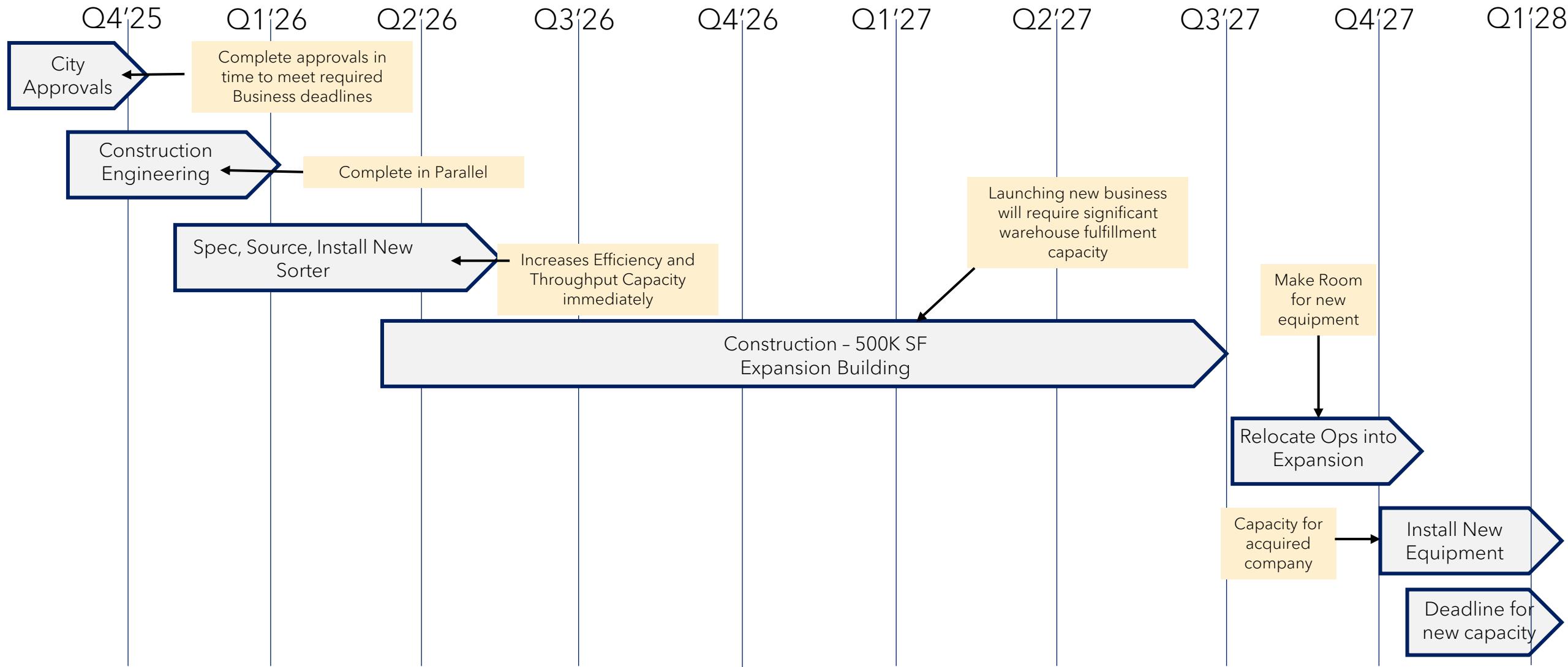
- Annual real property taxes (expansion land): ~\$252 (~\$38 to City)

During Ch. 100 (10 years)

- Annual real property taxes: \$150,000 - \$165,000 (\$22,000 - \$25,000 to City)
- Total real property taxes: \$1,586,000 (\$236,000 to City)
- Excise taxes paid to City: Est. \$100,000
- Park impact fees paid to City: Est. \$100,000

**Years 11-20: \$7,243,000 (\$1,077,000 to City).

Project Timeline





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