



MID-STATES

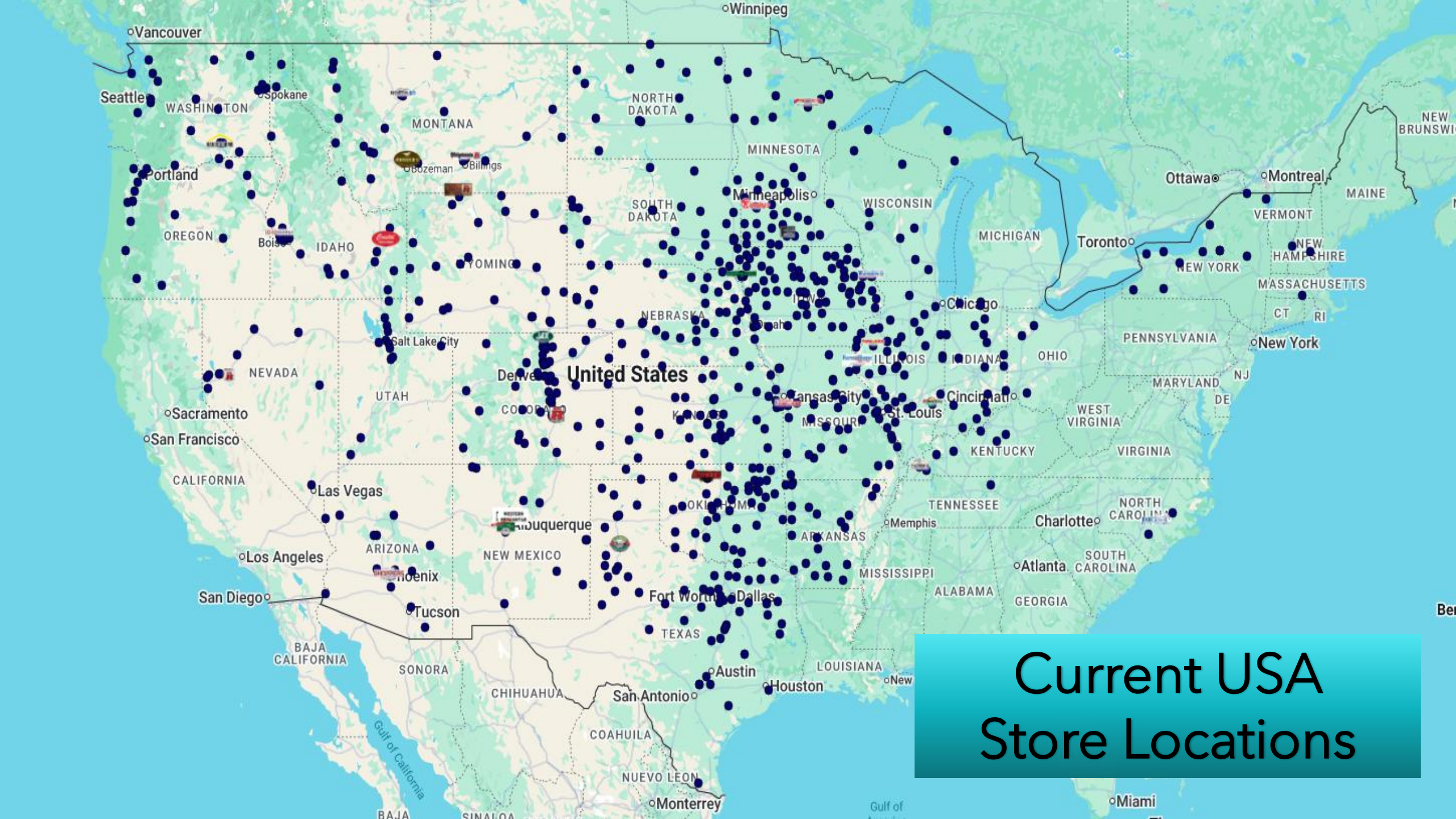
Mid-States Warehouse Expansion

July 14, 2026

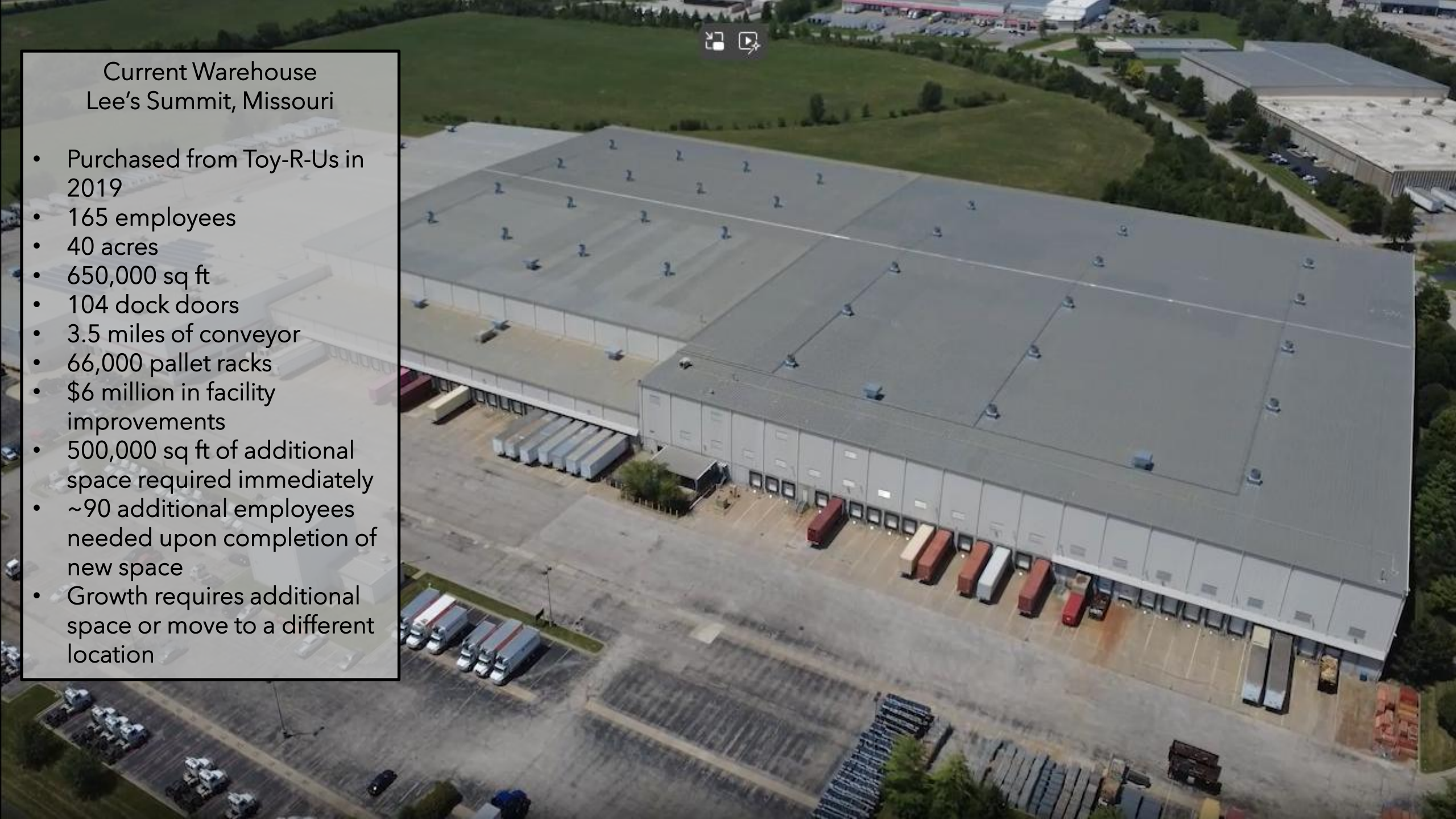
Who We Are

- 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-U's 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
- 500,000 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

Mid-States Distributing

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

Proposed Public Incentives - Chapter 100

Personal Property

1. Property tax abatement
 - 5 years / 50% abatement
 - Applies to entire building (existing + expansion)
2. Sales tax exemption on purchase of non-manufacturing equipment
 - **Requires Missouri DED Approval

Personal Property Acquisition Cost	\$ 25,000,000
Total Sales and Use Tax Rate	8.475%
Estimated Sales and Use Tax Savings	\$ 1,743,750

City Sales and Use Tax Rate	2.750%
Zoo Sales Tax Rate	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)	0.00%
Outside Missouri	100.00%

Total Lee's Summit Sales and Use Tax Savings	\$ 687,500
Zoo Sales Tax Rate	\$ -
County Sales Tax Rate	\$ -
State Sales and Use Tax Savings	\$ 1,056,250
Lee's Summit % of Total Savings	39.43%

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
If 100 new jobs are created in:	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

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: \$250,000 - \$270,000 (\$37,000 - \$40,000 to City)
- Total real property taxes: \$2,550,000 (\$380,000 to City)
- Excise taxes paid to City: Est. \$100,000
- Park impact fees paid to City: Est. \$100,000

**Years 11-20: \$11,850,000 (\$1,765,000 to City).



MID-STATES

Mid-States Warehouse Expansion