OMNI 360 DEVELOPMENT

Fourth & Green — Incentive Model — Assumptions · City convention per D. Bushek (Gilmore & Bell) 7/23/26

Blue = input you can change · Yellow = key assumption to confirm/verify · Black = formula

PROJECT & VALUE	
Residential units	28
Projected County valuation = 90% × total project cost (G	$9,481,500
Commercial space (SF)	1,500
Commercial value per SF	$200
Commercial market value (carved OUT of total)	$300,000
Residential market value (total less commercial)	$9,181,500
Check: total	**$9,481,500**
ASSESSMENT (Mo. Rev. Stat. 137.115)	
Residential assessment ratio	19%
Commercial assessment ratio	32%
Residential assessed value (AV)	$1,744,485
Commercial assessed value (AV)	$96,000
Total assessed value	**$1,840,485**
ABATEMENT REQUEST & DISCOUNTING	
Abatement percentage (yrs 1–25)	75%
Abatement term (years)	25
NPV discount rate (City has used 6–7% since 2022 — (	6.0%
Growth in value WITH project (biennial reassessment)	2.0%
Growth in value WITHOUT project (annual)	1.0%
OPTIONAL aggregate abatement cap (sensitivity only –	$2,100,000
BASE YEAR (2025) — VALIDATED BY G&B 7/23/26	
County market/appraised value (3 parcels, 2025 certifie	$153,760
Current assessment ratio (residential vacant)	19%
Current assessed value	$29,214
Current property tax to ALL jurisdictions / yr	**$2,124**
Current property tax to City only / yr	$376
PROJECT COST (from application 6/26/26)	
Land / acquisition	$800,000
Hard costs	$8,300,000
Soft costs	$1,135,000
Financing & title	$300,000
Total project cost	**$10,535,000**
OPERATIONS @ STABILIZATION	
Gross income	$805,000
Operating expenses EXCL. property tax	$104,383
(derived: $215,000 total expenses less $110,617 tax est. in prior workbook)	
Target market return on cost	8.0%

UNIT MIX & INCOME BRIDGE

18 × 2BR/2BA @ ~1,250 SF — $2,375/mo · 10 × 3BR/2.5BA @ ~1,500 SF — $2,850/mo (≈$1.90/SF)

Rentable ≈37,500 SF → gross potential $855,000/yr − 5.85% vacancy/collection = EGI $805,000 (= C44)

MILL LEVY RATES — 2025 (calc chain confirmed in G&B review 7/23; refresh when 2026 rates set)

Jurisdiction	Mills	Rate
State / Blind Pension	0.0300	0.0300%
Jackson County	0.5556	0.5556%
Lee's Summit R-7 Schools	4.7391	4.7391%
City of Lee's Summit	1.2876	1.2876%
Mid-Continent Library	0.3119	0.3119%
Cnty Board of Services (HND Wkshp)	0.0728	0.0728%
Cnty Mental Health Fund	0.0969	0.0969%
Metropolitan Junior College	0.1767	0.1767%
Total levy	**7.2706**	**7.2706%**
Commercial surtax (Jackson Co., subclass 3)	1.4400	1.4400%
(applies to commercial AV only, on top of levy)		
Total levy rate (decimal)		0.072706
-> used in model		7.2706%
City share of levy	17.7%	
R-7 share of levy	65.2%	
City rate (decimal)	1.2876%	
R-7 rate (decimal)	4.7391%	

SALES TAX RATES (at site)

Jurisdiction		Rate
State of Missouri		4.225%
Jackson County		1.375%
City of Lee's Summit		2.750%
KC Zoological District		0.125%
Downtown Lee's Summit CID		1.000%
Total (in CID)		**9.475%**

Note: 400 SE Green St rate 8.475% (outside CID). Prior 2023 deck used Jackson Co. 1.125% + Children's Svcs 0.125% — confirm current DOR rate card.

OMNI 360 DEVELOPMENT

Fourth & Green — 25-Year Abatement Projection · City convention per D. Bushek (Gilmore & Bell) 7/23/26

Res AV @19% + Comm AV @32% + surtax · value steps +2% every other year (Missouri biennial reassessment)

Year	Appraised (Res)	Appraised (Comm)	AV (Res)	AV (Comm)	Levy Tax	Comm Surtax	Total Full Tax	PILOTs Paid (25%)	Taxes Abated (75%)	Cumulative Abated
1	$9,181,500	$300,000	$1,744,485	$96,000	$133,814	$1,382	$135,197	$33,799	$101,398	$101,398
2	$9,181,500	$300,000	$1,744,485	$96,000	$133,814	$1,382	$135,197	$33,799	$101,398	$202,795
3	$9,365,130	$306,000	$1,779,375	$97,920	$136,491	$1,410	$137,901	$34,475	$103,425	$306,221
4	$9,365,130	$306,000	$1,779,375	$97,920	$136,491	$1,410	$137,901	$34,475	$103,425	$409,646
5	$9,552,433	$312,120	$1,814,962	$99,878	$139,220	$1,438	$140,659	$35,165	$105,494	$515,140
6	$9,552,433	$312,120	$1,814,962	$99,878	$139,220	$1,438	$140,659	$35,165	$105,494	$620,634
7	$9,743,481	$318,362	$1,851,261	$101,876	$142,005	$1,467	$143,472	$35,868	$107,604	$728,238
8	$9,743,481	$318,362	$1,851,261	$101,876	$142,005	$1,467	$143,472	$35,868	$107,604	$835,842
9	$9,938,351	$324,730	$1,888,287	$103,913	$144,845	$1,496	$146,341	$36,585	$109,756	$945,598
10	$9,938,351	$324,730	$1,888,287	$103,913	$144,845	$1,496	$146,341	$36,585	$109,756	$1,055,354
11	$10,137,118	$331,224	$1,926,052	$105,992	$147,742	$1,526	$149,268	$37,317	$111,951	$1,167,305
12	$10,137,118	$331,224	$1,926,052	$105,992	$147,742	$1,526	$149,268	$37,317	$111,951	$1,279,256
13	$10,339,860	$337,849	$1,964,573	$108,112	$150,697	$1,557	$152,253	$38,063	$114,190	$1,393,446
14	$10,339,860	$337,849	$1,964,573	$108,112	$150,697	$1,557	$152,253	$38,063	$114,190	$1,507,636
15	$10,546,657	$344,606	$2,003,865	$110,274	$153,711	$1,588	$155,299	$38,825	$116,474	$1,624,110
16	$10,546,657	$344,606	$2,003,865	$110,274	$153,711	$1,588	$155,299	$38,825	$116,474	$1,740,584
17	$10,757,591	$351,498	$2,043,942	$112,479	$156,785	$1,620	$158,404	$39,601	$118,803	$1,859,387
18	$10,757,591	$351,498	$2,043,942	$112,479	$156,785	$1,620	$158,404	$39,601	$118,803	$1,978,190
19	$10,972,742	$358,528	$2,084,821	$114,729	$159,920	$1,652	$161,573	$40,393	$121,179	$2,099,370
20	$10,972,742	$358,528	$2,084,821	$114,729	$159,920	$1,652	$161,573	$40,393	$121,179	$2,220,549
21	$11,192,197	$365,698	$2,126,517	$117,023	$163,119	$1,685	$164,804	$41,201	$123,603	$2,344,152
22	$11,192,197	$365,698	$2,126,517	$117,023	$163,119	$1,685	$164,804	$41,201	$123,603	$2,467,755
23	$11,416,041	$373,012	$2,169,048	$119,364	$166,381	$1,719	$168,100	$42,025	$126,075	$2,593,830
24	$11,416,041	$373,012	$2,169,048	$119,364	$166,381	$1,719	$168,100	$42,025	$126,075	$2,719,905
25	$11,644,362	$380,473	$2,212,429	$121,751	$169,709	$1,753	$171,462	$42,866	$128,597	$2,848,502
Total					**$3,759,168**	**$38,835**	**$3,798,003**	**$949,501**	**$2,848,502**	
NPV	6.0%						**$1,886,180**	**$471,545**	**$1,414,635**	

Year-26 taxes (fully on rolls, no abatement): **$171,462**

INCENTIVE VALUE — CITY CONVENTION (G&B 7/23/26: STECM at actual value · abatement at NPV)

Sales tax exemption on materials (ac	$393,213
Abatement NPV @ 6.0%	$1,414,635
TOTAL PACKAGE — City conventio	**$1,807,848**
As % of total project cost	**17.2%**
Sensitivity — abatement NPV @ 7.0	$1,284,010
Package @ 7.0% as % of cost	15.9%

OMNI 360 DEVELOPMENT

Fourth & Green — Revenue to Taxing Jurisdictions — With & Without Project · City convention per D. Bushek (Gilmore & Bell) 7/23/26

Year	No-Project AV	No-Project Tax (All Jurs.)	With-Project PILOTs (All Jurs.)	Advantage vs No Project	Cumulative Advantage
1	$29,214	$2,124	$33,799	$31,675	$31,675
2	$29,507	$2,145	$33,799	$31,654	$63,329
3	$29,802	$2,167	$34,475	$32,308	$95,637
4	$30,100	$2,188	$34,475	$32,287	$127,924
5	$30,401	$2,210	$35,165	$32,954	$160,878
6	$30,705	$2,232	$35,165	$32,932	$193,811
7	$31,012	$2,255	$35,868	$33,613	$227,424
8	$31,322	$2,277	$35,868	$33,591	$261,015
9	$31,635	$2,300	$36,585	$34,285	$295,300
10	$31,951	$2,323	$36,585	$34,262	$329,562
11	$32,271	$2,346	$37,317	$34,971	$364,533
12	$32,594	$2,370	$37,317	$34,947	$399,480
13	$32,920	$2,393	$38,063	$35,670	$435,150
14	$33,249	$2,417	$38,063	$35,646	$470,796
15	$33,581	$2,442	$38,825	$36,383	$507,179
16	$33,917	$2,466	$38,825	$36,359	$543,538
17	$34,256	$2,491	$39,601	$37,110	$580,648
18	$34,599	$2,516	$39,601	$37,086	$617,734
19	$34,945	$2,541	$40,393	$37,852	$655,586
20	$35,294	$2,566	$40,393	$37,827	$693,413
21	$35,647	$2,592	$41,201	$38,609	$732,023
22	$36,004	$2,618	$41,201	$38,583	$770,606
23	$36,364	$2,644	$42,025	$39,381	$809,987
24	$36,727	$2,670	$42,025	$39,355	$849,342
25	$37,095	$2,697	$42,866	$40,169	$889,510
Total		**$59,990**	**$949,501**	**$889,510**	

BY JURISDICTION (levy-based, pro-rata by mills)

Jurisdiction	Mills	Share	Today $/yr	Yr-1 PILOT $/yr	25-Yr PILOTs	Yr-26 Full Tax
State / Blind Pension	0.0300	0.4%	$9	$138	$3,878	$700
Jackson County	0.5556	7.6%	$162	$2,556	$71,816	$12,969
Lee's Summit R-7 Schools	4.7391	65.2%	$1,384	$21,806	$612,572	$110,619
City of Lee's Summit	1.2876	17.7%	$376	$5,925	$166,434	$30,055
Mid-Continent Library	0.3119	4.3%	$91	$1,435	$40,316	$7,280
Cnty Board of Services (HND Wkshp)	0.0728	1.0%	$21	$335	$9,410	$1,699
Cnty Mental Health Fund	0.0969	1.3%	$28	$446	$12,525	$2,262
Metropolitan Junior College	0.1767	2.4%	$52	$813	$22,840	$4,124
Total (levy)	**7.2706**		**$2,124**	**$33,454**	**$939,792**	**$169,709**
Commercial surtax (distributed per county formula)				$346	$9,709	

Year-1 PILOTs vs. today's taxes: **15.9x**

OMNI 360 DEVELOPMENT

Fourth & Green — Return on Cost — Why 75% for 25 Years · City convention per D. Bushek (Gilmore & Bell) 7/23/26

Even at 100% abatement the project does not reach the 8% market return-on-cost benchmark

	No Incentives	STECM Only	STECM + 50%	STECM + 60%	STECM + 70%	STECM + 75% (Request)	STECM + 100%
Total project cost	$10,535,000	$10,535,000	$10,535,000	$10,535,000	$10,535,000	$10,535,000	$10,535,000
Less: STECM savings	-	($393,213)	($393,213)	($393,213)	($393,213)	($393,213)	($393,213)
Net project cost	**$10,535,000**	**$10,141,788**	**$10,141,788**	**$10,141,788**	**$10,141,788**	**$10,141,788**	**$10,141,788**
Gross income	$805,000	$805,000	$805,000	$805,000	$805,000	$805,000	$805,000
Opex (excl. property tax)	($104,383)	($104,383)	($104,383)	($104,383)	($104,383)	($104,383)	($104,383)
Property tax / PILOTs paid (Yr 1	($135,197)	($135,197)	($67,598)	($54,079)	($40,559)	($33,799)	-
Stabilized NOI	**$565,420**	**$565,420**	**$633,019**	**$646,538**	**$660,058**	**$666,818**	**$700,617**
Return on cost	**5.37%**	**5.58%**	**6.24%**	**6.37%**	**6.51%**	**6.57%**	**6.91%**
Market benchmark	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%
Annual NOI gap to 8% market	$277,380	$245,923	$178,324	$164,805	$151,285	$144,525	$110,726

Read: at the requested 75%/25-yr abatement the project still operates below market return — the incentive closes only part of the gap; Omni 360 absorbs the remainder as long-term owner.

OMNI 360 DEVELOPMENT

Fourth & Green — Sales Tax Exemption on Construction Materials

Est. hard costs	$8,300,000
Est. materials share of hard costs	50%
(2023 Clover Senior deck used 35% — sensitivity below)	
Materials cost	$4,150,000
Combined sales tax rate (in CID)	9.475%
Est. STECM value	**$393,213**
Sensitivity @ 35% materials	$275,249

NOTE: Sellers collect at the rate in effect at the seller's location; the local share contributed by Lee's Summit jurisdictions will be materially less than the headline figure (most materials are purchased outside the city).