

NewCentury Commerce Center



AEROready™



New Century, Kansas • Johnson County
913.489.3990 • businessmoveshere.com

Overview

New Century Commerce Center has direct access to interstate highways, rail and the third busiest towered aviation airport in the Kansas City area. New Century is served by a **1,000-acre active business aviation airport** with four full-service Fixed Base Operators (FBOs). With **90 hangars** at New Century Commerce Center, it is one of the largest and busiest airports in the state of Kansas. The airport also offers a 7,300-foot long, 150-foot wide main runway; a 5,100-foot-long crosswind runway; a non-federal control tower, an instrument landing system (ILS) approach; the Johnson County Sheriff's Office is located adjacent to New Century Commerce Center and a fire station with hazmat services is located on the property.

Within the New Century business park, slightly more than 400 acres are under long-term lease to over 60 industrial and commercial tenants such as **Amazon, Upfield, Garmin and IFF (formerly DuPont)**. The diverse tenant mix includes manufacturing, warehouse, food producers, distribution and regional office headquarters for several Fortune 500 companies occupying approximately 3 million square feet of space and employs nearly 4,500 people. Overall New Century business park tenants, aviation and public sector entities are responsible for 5,124 jobs.

There is an additional 800+ acres available for development of commercial, light industrial and light manufacturing uses on the north and east side of the park.

The New Century Commerce Center business park is adjacent to the **BNSF Railway mainline**, minutes away from **BNSF's Intermodal Facility**, and offers advanced infrastructure for manufacturing and industrial sites — all within one mile of Interstate 35. Companies at New Century also have the ability to draw employees from the talented and highly productive labor pool in the Kansas City region.

With close proximity to interstate highways, on-call rail service, access to a business aviation airport and a labor-ready community, the New Century business park is an ideal location for your development needs.



New Century Commerce Center Site Characteristics:

- Sites can be **configured in size and shape to best meet the project's specific needs.** Some sites are rail-served and have airside access to the New Century Commerce Center commercial airport.
- New Century Commerce Center's **main access point is less than a mile from Interstate 35** and sits along U.S. Highway 56. The park features multiple access points – State highway 169 is less than 5 minutes away and Interstate 70 is 20 minutes north on Interstate 35 or Interstate 435.
- Land within New Century Commerce Center is **currently zoned for medium to medium-heavy uses.**
- New Century Commerce Center is **not located in an air quality non-attainment area.**
- Many sites have been used historically for agriculture and are considered **greenfield.**
- Typically, the Johnson County Airport Commission enters into land leases with **initial terms of 20 to 30 years, with options to extend in 10-year increments** for a total of 50 years.
- **No Utility Franchise Fees.** The 5% franchise fee is waived at New Century Commerce Center.

Rail Capabilities

New Century Commerce Center sits on the BNSF mainline and has two of its own locomotives for switching. Airport Commission personnel and equipment currently handle switching at New Century Commerce Center with a normal response time for intra-plant switching requests at 20 minutes during normal business hours and as requested otherwise at a very competitive rate. On-site rail car storage is available.

The airport also owns a digital track scale for weighing requirements.

New Century Commerce Center is a BNSF Railway Certified Site.

A rail spur can be extended to a proposed site.



New Century Commerce Center offers land for lease.

Leasing can be advantageous over ownership in most instances.

Long-term lease:

At New Century, **initial terms of leases are typically 20 to 30 years**, with options to extend in multi-year increments for a total of 50 years. The Airport Commission is flexible and can tailor terms to meet your needs.

Lease payments deductible:

Normally, rental payments under a lease are **fully deductible as a business expense**, whereas with mortgage payments, only the interest portion is deductible. Larger deductions can often be used to your advantage in tax planning.

Lease rates:

Most lease adjustments are made annually, but at New Century, **lease rates are adjusted every two years based on the consumer price index**.

Capital conservation:

Land for your project does not have to be purchased, thus preserving valuable capital resources for other needs. “Up-front” costs for a development project can be reduced considerably.

Financial ratios:

The value of the land does not have to be carried on your balance sheet, allowing for more favorable return-on-assets and return-on-investment ratios.

Financing buildings:

The Airport Commission customarily consents to the **mortgaging of the leasehold interest in the land**, which protects the lender’s interests and enables the lender to exercise its default rights.

Sale of buildings:

The building and land lease can be sold as a package at market value. The selling lease can realize any value the lease may have due to favorable terms, location, etc. While the Airport Commission retains a right of approval of the sale, assignment or transfer of a lease, such consideration is typically provided promptly.

Capitalized land cost:

Using typical methods for capitalization of a long-term lease, **the equivalent purchase price of land at New Century compares quite favorably to industrial and commercial land in the Kansas City metropolitan area**.



Today, New Century Commerce Center has a nearly **\$1.3 billion-dollar** annual economic impact on the Kansas City metro area.

The infrastructure capabilities available to businesses at New Century Commerce Center include:

Electricity

Features:

- 12.47 kV/ 3-Phase Distribution
- Nearest distribution substation: 2.5 miles from site
- Nearest transmission Line: 161kV (1.25 miles from site)
- Dual Loop System

Evergy infrastructure Revenue Justification Program

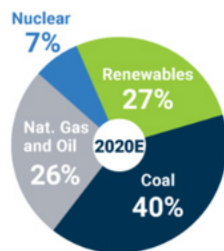
Evergy may partner with new and expanding customers by justifying the costs associated with initial Evergy-related construction costs to the point at which the customer takes service. Revenue justification may only be applied to the first distribution circuit and is based on the projected new revenue of the project.

Evergy Economic Development Tariff

Evergy offers its Economic Development Rider (EDR) tariff to qualifying new and expanding customers. The purpose of the EDR is to encourage industrial and commercial business development in the Evergy service territory. This rider provides a qualifying company savings through a stair stepped discounted rate over five years that is equal to one-years projected cost of energy.

Evergy Energy Portfolio

Evergy's diverse energy mix results in affordable, reliable electricity generation. Like many utility companies around the country, Evergy depends on coal as a price-stable way to generate the electricity needed to supply our customers 24 hours a day. They supplement with power generated from other sources, including natural gas, fuel oil, wind, solar, nuclear, biogas and hydro. The result: a balanced portfolio that is responsive to fuel prices, environmental concerns, regulatory initiatives and other factors.



Contact: John Engelmann, CECD
Lead Economic Development Manager
Evergy
816.654.1634 • john.engelmann@evergy.com
www.evergyed.com

Telecommunications

Features:

- Access to a T-1 Carrier
- Number 5 ESS Central Office
- Fiber Optics
- Self-Healing Network Capabilities

Contact: AT&T
8900 Indian Creek Parkway, Suite 120
Overland Park, Kansas 66210
913.676.1519

Andy Tuttle
Sr. Network Engineer • CenturyLink
435 E Main St • Gardner, Kansas 66030
913.856.2232 • Andy.w.tuttle@centurylink.com

New Century Commerce Center is serviced by both AT&T and CenturyLink which is determined by site selection.

Natural Gas

Features:

- 4" – 6" gas main
- Available to proposed sites

Rates:

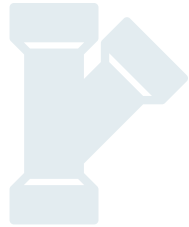
- Firm Transportation is \$1.5003 per MCF plus monthly service fee of \$50.00.
- Interruptible Transportation is \$0.91 per MCF on first 2,000 MCF and \$0.80 for volume over 2000 MCF.
- There is a monthly service fee of \$280.00.
- All transportation accounts are required to install an Electronic Flow Meter, which is \$30.00 monthly per the tariff and can be included in the original meter price.
- Customers are required to pay for the gas main and service line if needed.

Contact: Eric Gant
Commercial Sales • Atmos Energy
25090 W. 110th Terrace • Olathe, Kansas 66061
913.254.6330

Sewer and Wastewater

Features:

- 8" and larger lines
- 1.65 mgd capacity
- .79 mgd average daily flow (2019)



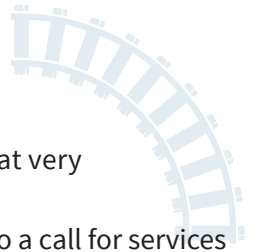
The sewer permit costs include the basic permit fee of \$220, a \$440 commercial review fee, and a connection fee that is based upon water meter size for the applicant's building. The minimum connection fee is \$4,400. Additional permit information can be found on the JCW website at www.jocogov.org/dept/wastewater/development-and-permitting/permitting/commercial

Contact: Johnson County Wastewater
Johnson County Government
11811 Sunset Drive
Olathe, Kansas 66061
913.715.8542

Rail

Features:

- Switching and weighing services at very competitive rates
- On-site airport staff can respond to a call for services in 20 – 30 minutes depending on scheduled moves
- Airport owned locomotives on site to serve your rail needs
- Many rail served sites with various sizes available from 3 to 400+ acres



Contact: Aaron Otto
Executive Director
Johnson County Airport Commission
New Century Commerce Center
One New Century Parkway
New Century, Kansas 66031
913.715.6000

Water

Features:

- Up to 12" line
- 3000 gpm at 80 psi regulated flow capacity



Contact: Aaron Otto
Executive Director
Johnson County Airport Commission
New Century Commerce Center
One New Century Parkway
New Century, Kansas 66031
913.715.6000



Location Benefits

New Century Commerce Center tenants can enjoy the benefits of living in the Kansas City metro while enjoying the high quality of life and favorable business climate of Johnson County, Kansas. Kansas City's strategic location at the crossroads of air, highway and rail traffic enhances its position in the global marketplace. Half of the Fortune 100 and one-third of the Fortune 500 have operations here. In the heart of the Midwest, New Century Commerce Center is at the hub of some 66 major metropolitan areas within a 600-mile radius, accounting for 38 percent of the nation's manufacturers and 43 percent of its wholesalers.

Business Climate

Over the last decade, Johnson County has attracted more than **120,000 jobs, 4,200 businesses and nearly 100,000 new residents**. The Johnson County economy has grown at a more rapid rate than the national economy in virtually every sector. Locally, the manufacturing sector grew at an annual rate of more than 1.5 percent. Johnson County has accounted for **82 percent** of the **net increase** in employment in the Kansas City MSA, according to the County Economic Research Institute.

Workforce

Johnson County has a high level of education attainment in the Kansas City region. More than 50% of the county's population have at least a bachelors degree or above.*

According to a study of the nation's 33 largest cities by the National Center for Health Statistics, workers in the Kansas City MSA miss the least number of days per year due to illness. Fewer missed workdays means a more productive labor force and lower health insurance rates. **Nearly 598,000 residents** call Johnson County home, providing you an ample workforce. (New Century Commerce Center's location is ideal to pull potential employees from both the Kansas City MSA and the more rural areas of Franklin, Johnson, Miami and Douglas counties on the Kansas side, providing in excess of 1 million potential employees.)

*www.kcworkforce.org

BNSF Railway Certified Site

The rail-served property at New Century is the *first* BNSF certified site in the Kansas City region and only the *second* in the state.

BNSF's industrial site certification program supports the railroad's larger initiative of developing business parks and/or rail-served sites along its network. The program identifies optimal rail-served sites and conducts in-depth reviews of 10 economic development criteria to determine if the site meets BNSF's stringent readiness standards, which are intended to minimize development risks customers may face.



AEROREady Certified Community



New Century Commerce Center Becomes First AEROREady Certified Community in Kansas

The AEROREady Certification validates New Century Commerce Center's readiness to attract aerospace companies, ensures there is ample supply of labor and quality sites, opportunities to customize labor training and utility and transportation infrastructure are in place.

Kansas City Regional Economic Highlights

Population Growth:

Current Population & 5-Year Population Growth (2013 – 2018)

Kansas City, MO-KS MSA



2,157,990 **4.3%**

United States



328,239,523 **3.5%**

Source: U.S. Census Bureau, American Community Survey, 2019 Population Estimates

10-Year Population Growth Age 25 Years and Older (2008 – 2018)

Kansas City, MO-KS MSA



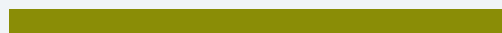
10.3%

Overall



28.2%

Highly Educated



42.1%

Highly Educated, Foreign-born

Source: U.S. Census Bureau, American Community Survey, 2018 Population Estimates

Job Growth:

Labor Force & 5-Year Job Growth (2014 – 2019)

Kansas City, MO-KS MSA



1,147,934 **8.9%**

United States



163,539,000 **9.0%**

Source: Bureau of Labor Statistics – LAUS, SAE, CES 2019

Trade Area:



Total population: 21,287*

32

Median Age: 32*



Average Gross Household Income: \$85,095*



Total Households: 7,583*



Average Increase of Number of Households: 2.09%*



Total Household Income: \$645,274,084*

*According to CERI Inc.'s "A Profile of the Trade Area within the City of Gardner, Kansas, 2017"

Educational Attainment:

Kansas City, MO-KS MSA



92.2%



88.3%
USA Avg.

HIGH SCHOOL
Graduate or higher



37%



32.6%
USA Avg.

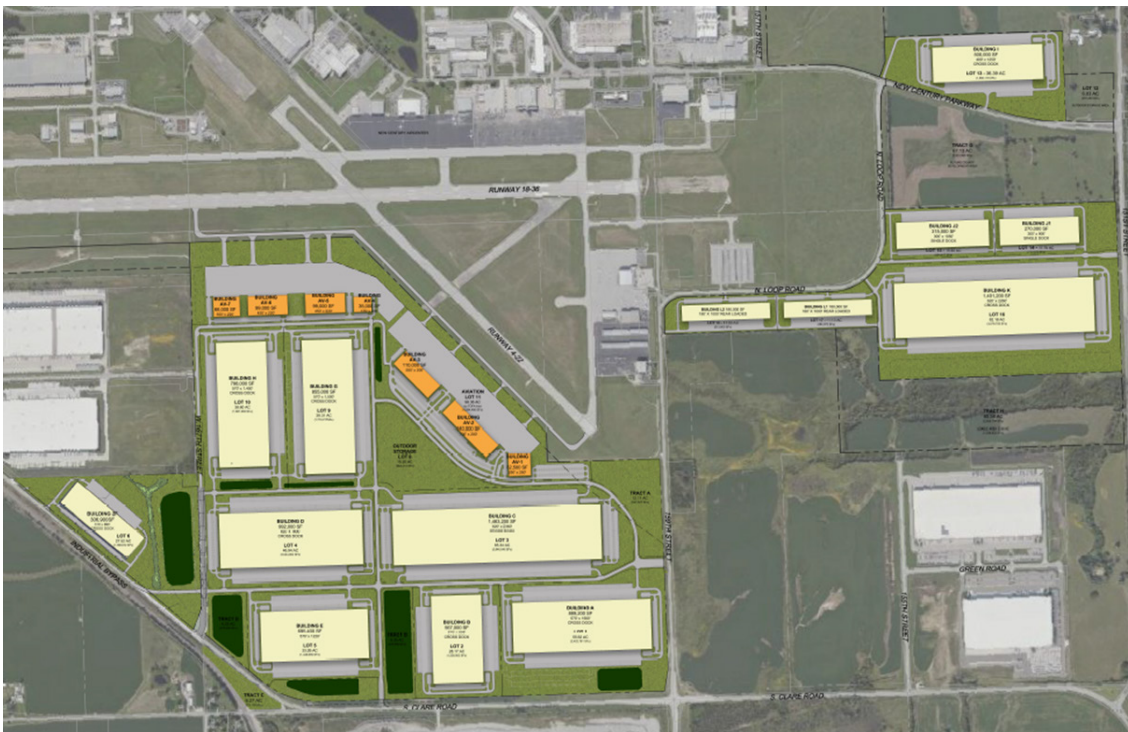
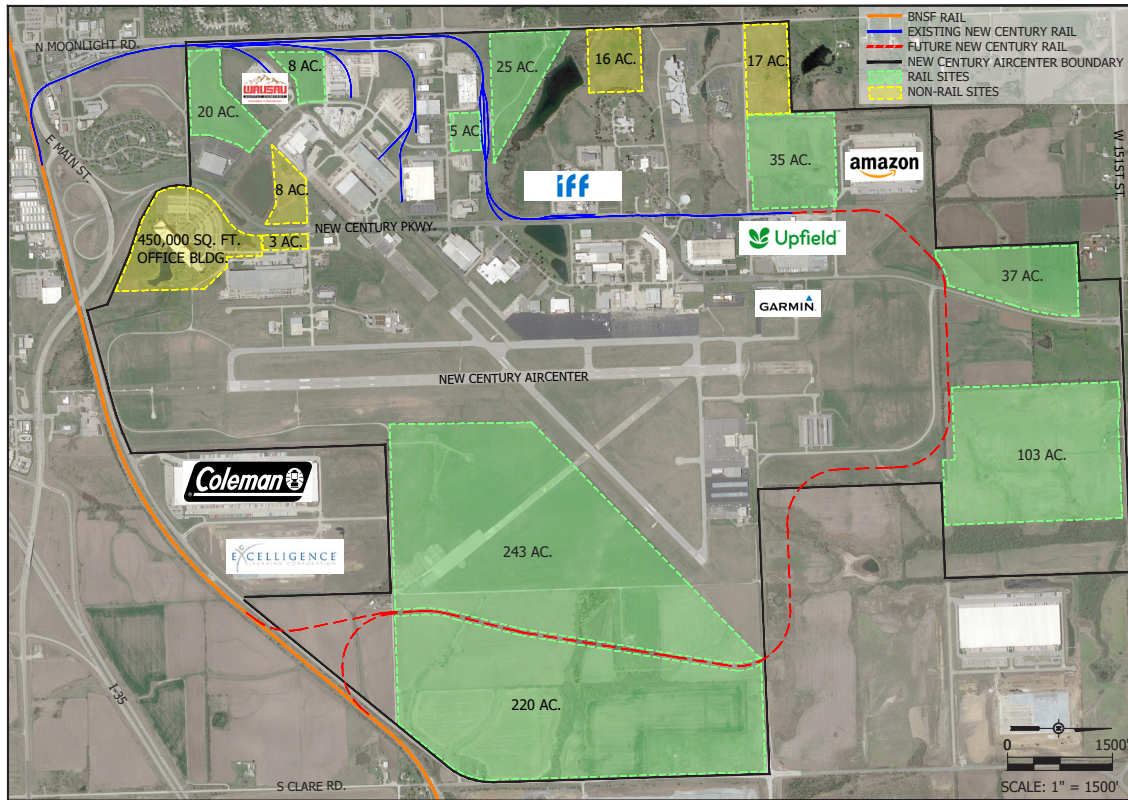
BACHELOR'S
Degree or higher

Source: U.S. Census Bureau, 2018 American Community Survey 1-Year Estimates, Population 25 years and older.



Available Sites

The following maps represents development opportunities at New Century Commerce Center. The maps are intended to provide perspective only.



The land at New Century is not platted; therefore you have the opportunity to choose a location to best meet the company's needs.

Top 20 Companies Who Call New Century Commerce Center Home

<i>Company Name</i>	<i>Description</i>	<i>Employment</i>
Johnson County Sheriff's Office	Correctional Facility	415
Stouse	Label & Decal Manufacturing	400
IFF (formerly DuPont)	Food Product Manufacturing	316
Amazon	Amazon Pantry Distribution Center	300
Upfield	Food Product Manufacturing	280
Sauer Brands, Inc.	Food Manufacturing of condiments and sauces	260
Kerry Sweet Ingredients	Confectionery food products manufacturer	150
Vestcom	Barcode Label Manufacturing	138
Adult Residential Treatment Facility	Community corrections/work release facility	115
de Elliotte Company, Inc.	Printed Plastic Bags and Plastic Packaging	80
Garmin International	Flight testing & installation certifications	75
Heartland Precision Fasteners	Aircraft Screws & Bolts Manufacturing	74
Steel and Pipe	Steel Service & Distribution	70
Metalwest	Processor & distributor of non-ferrous & carbon flat-rolled metal products	40
United Army Reserve	Military	40
United Manufacturing Company	Custom wood skids and shipping crates	37
Russell Hampton, Inc.	Distribution Center of Service Club Logo	29
Assembly Systems	Heavy truck upfitting, crane assemblies and railroad accessories	22
Johnson County Fire District # 1	Headquarters, regional fire, rescue and EMS provider	21
CAV Aerospace	Designer and Manufacturer of Ice Protection Systems	20

For more information contact:

Aaron Otto

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