



July 27, 2022

Board of County Commissioners
Johnson County, Kansas
c/o Ms. Penny Postoak Ferguson
Johnson County Manager
Administration Building
111 S. Cherry
Olathe, Kansas 66061

Re: Proposed Issuance of City of Olathe, Kansas, Industrial Revenue Bonds on behalf of Artio Medical, Inc.

Members of the County Commission:

I have enclosed for your information a Notice of the Public Hearing and of Issuance of Revenue Bonds proposed by the City of Olathe, Kansas, pursuant to K.S.A. 12-1749c and K.S.A. 12-1749d, as amended. This letter and accompanying notice and cost-benefit analysis report should be forwarded to the governing body of Johnson County. Due to a publishing miscommunication, the public hearing has been rescheduled to August 16, 2022. No alterations to the information related to the Industrial Revenue Bonds has changed besides the public hearing date.

Public notice is hereby given that the City of Olathe, Kansas (the "Issuer"), will conduct a public hearing on August 16, 2022 at 7:00 p.m., or as soon thereafter as may be heard, at Olathe City Hall, 100 East Santa Fe, Olathe, Kansas, regarding the proposed issuance by the Issuer of its industrial revenue bonds in a principal amount of not to exceed \$30,000,000 (the "Bonds") and in regard to an exemption from ad valorem taxation for property constructed or purchased with the proceeds of such Bonds.

The Bonds are proposed to be issued under authority of K.S.A. 12 1740 et seq., as amended, to provide funds for acquiring, purchasing, constructing, installing and equipping an approximately 50,000 square foot office and manufacturing facility approximately located at the northwest corner of 107th Street and S. Valley Road in the City of Olathe, Kansas. The Issuer intends to base lease the facility and further intends to lease the facility to Artio Medical, Inc., a Delaware corporation, or its successors and assigns.

The applicant has requested a 10-year, approximately 55% property tax abatement for the property constructed or purchased with the proceeds of the Bonds. This abatement request complies with the Issuer's tax abatement policy.

Representatives of the County are invited to attend the public hearing and offer comments about the proposed issuance of industrial revenue bonds and property tax abatement.

Please call me at (913) 971-9039 or email me at jcpage@olatheks.org if you have questions about the application.

Sincerely,

John Page,
Financial Strategy Manager

Enclosures

**NOTICE OF PUBLIC HEARING FOR ISSUANCE
OF INDUSTRIAL REVENUE BONDS**

Public notice is hereby given that the City of Olathe, Kansas (the "Issuer"), will conduct a public hearing on **August 16, 2022 at 7:00 p.m.**, or as soon thereafter as may be heard, at Olathe City Hall, 100 East Santa Fe, Olathe, Kansas, regarding the proposed issuance by the Issuer of its industrial revenue bonds in a principal amount of not to exceed \$30,000,000 (the "Bonds") and in regard to an exemption from ad valorem taxation for property constructed or purchased with the proceeds of such Bonds.

The Bonds are proposed to be issued under authority of K.S.A. 12-1740 *et seq.*, as amended, to provide funds for acquiring, purchasing, constructing, installing and equipping an approximately 50,000 square foot office and manufacturing facility approximately located at the northwest corner of 107th Street and S. Valley Road in the City of Olathe, Kansas. The Issuer intends to base lease the facility and further intends to lease the facility to Artio Medical, Inc., a Delaware corporation, or its successors and assigns.

The applicant has requested a 10-year, approximately 55% property tax abatement for the property constructed or purchased with the proceeds of the Bonds. This abatement request complies with the Issuer's tax abatement policy.

A copy of this Notice, together with a copy of the resolution of intent of the Issuer to be considered for adoption, indicating the intent of the governing body of the Issuer to issue such series of Bonds, and a report analyzing the costs and benefits of such property tax exemption are on file in the office of the Clerk and available for public inspection during normal business hours.

All persons having an interest in this matter will be given an opportunity to be heard at the time and place above specified.

Dated August 3, 2022.

Brenda Long
City Clerk of the City of Olathe, Kansas
100 East Santa Fe
Olathe, Kansas 66061

A Tax Abatement Cost-Benefit Analysis of Artio Medical, Inc.

City or County where the firm is or will be located: City of Olathe

Date of Analysis: Friday, July 01, 2022

Description of the firm's location or expansion in the community:
bioscience park project

This report includes an analysis of costs and benefits from the firm for the following taxing entities, where the firm is or will be located. These taxing entities, with the exception of a neighboring school district, if shown, are considering tax abatements or incentives for the firm:

City:	Olathe
County:	Johnson
School District:	Olathe District Schools
A neighboring School District:	Gardner-Edgerton Schools
Special Taxing District:	Johnson County Community College
Special Taxing District:	School Mills 8
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Data Used in this Analysis, if included, follows the Costs and Benefits for the State of Kansas

About this Cost-Benefit Analysis Report

This cost-benefit analysis report was prepared using the Kansas Tax Abatement Cost-Benefit Model - a computer program that analyzes economic and fiscal impact. The pages that follow, in this report, show the impact that the firm included in this analysis, the firm's employees and workers in spin-off jobs will have on the community and the state.

The economic impact over the next ten years is calculated along with the accompanying public costs and benefits for the State of Kansas and the taxing entities included in this analysis.

This analysis also shows the effect of tax abatements and incentives that may be considered for the firm

Here is how the analysis was performed:

1. Data was entered for the state and community's tax and other rates; the firm and its employees; tax abatements and other incentives being considered for the firm; construction activity; and expected visitors.

2. Using the data entered, as well as some rates built into the computer program, calculations were made of the economic impact of the firm along with the related costs and benefits.

The calculations of impact include direct, indirect and induced impact. Regional economic multipliers, specific to the firm's industry group, were used by the program to calculate the direct and induced or spin-

These are the report sections:

Summary of Costs and Benefits for all Taxing Entities This report page summarizes the costs and benefits for all taxing entities resulting from the firm and from new direct, indirect and induced jobs.

The Economic Impact that the Firm will have on the Community This report page shows the number of direct, indirect and induced jobs that will be created in the community, the number of new residents and additional school children, and increases in local personal income, retail sales, economic activity and the property tax base in the first year and over the next ten years.

Costs and Benefits for Each Taxing Entity These report pages summarize the costs and benefits for the State of Kansas and for each taxing entity as a result of the firm locating or expanding in the Kansas community.

The public benefits include additional revenues from the firm and employees for your taxing entities - - - sales taxes, property taxes, utilities, utility franchise fees, other payments by new residents, payments by the firm and additional school funding. Public costs include the additional costs of public services for new residents and the firm, costs of educating new students that move to the school district, along with tax abatements and incentives provided to the firm.

In addition to a presentation of public costs and benefits, this report also computes the present value of net benefits to be received by each taxing entity; the payback period for incentives and taxes to be abated; the rate of return on investment for each entity and cost-benefit ratios.

Present Value

The present value of the expected cash flow over the next ten years - the excess of benefits over cost - for each entity was computed. Present value is a way of expressing in today's dollars, dollars to be paid or received in the future. Today's dollar and a dollar to be received or paid at differing times in the future are not comparable because of the time value of money. The time value of money is the interest rate or each taxing entity's discount rate. The analysis uses a discount rate that is entered to make the dollars comparable--by expressing them in today's dollars or in present value.

Generally, a positive present value indicates an acceptable investment.

Payback Period

The investment payback period for each taxing entity was computed. This analysis views the financial incentives, including tax abatement, that the taxing entities are considering for the firm as an investment that the public will be making in the company. The payback period, therefore, is the number of years that it will take each taxing entity to recover the cost of incentives from the net annual benefits that they will receive. This payback period also shows the point in time where the cost and benefits are equal for the level and length of tax abatements and incentives being granted.

The payback period is a basis for judging the appropriateness of providing incentives to a firm. Generally, the shorter the payback period the better the investment.

Rate of Return on Investment

The rate of return on investment for each taxing entity was also computed. As with the computation of payback, the rate of return analysis views the incentives that each taxing entity is considering as an investment that the public will be making in the company. The rate of return, therefore, is annual rate of return, over the next ten years, on each taxing entity's investment in the firm.

Generally, a rate of return in excess of the taxing entity's cost of capital is considered desirable.

Cost-Benefit Ratio

The cost-benefit ratio for each taxing entity was also computed. This ratio compares public benefits over a ten year period from the new or expanding firm to public costs during the same period. For example, a cost-benefit ratio of 1.55 (or 1.55 to 1) shows that ten year benefits are 155 percent of public costs. Conversely, a cost-benefit ratio of .75 shows that public benefits are only 75 percent of public costs -- costs exceed benefits.

Generally, a cost-benefit ratio of 1.30 to 1 is considered acceptable for a taxing entity to grant tax abatements and other financial incentives to a firm.

Data Used in this Analysis

These report pages, if included, show the data used in this cost-benefit analysis.

Summary of Costs and Benefits for all Taxing Units

Benefits:

	Sales Taxes	Property Taxes	Utilities and Utility Franchise Fees	Corporate and Personal Income Taxes	Additional School Funding	Other Revenues	Total Benefits
City: Olathe	\$504,996	\$1,358,928	\$57,100			\$416,290	\$2,337,314
County: Johnson	\$754,203	\$1,326,047				\$2,081,340	\$4,161,590
S. D: Olathe District Scho		\$3,339,519			\$11,423,169		\$14,762,689
S. D: Gardner-Edgerton		\$0			\$0		\$0
Johnson County Commu		\$514,580				\$237,212	\$751,792
School Mills 8		\$448,830				\$0	\$448,830
State of Kansas	\$4,454,146	\$83,352		\$18,342,266		\$1,143,717	\$24,023,481

Costs, Incentives and Taxes Abated:

	Costs of Services for the Firm and New Residents	Costs of Educating New Students	Taxes Abated	Incentives	Total Costs, Incentives and Taxes Abated
City: Olathe	\$454,433		\$736,473	\$0	\$1,190,906
County: Johnson	\$781,152		\$706,903	\$0	\$1,488,055
S. D: Olathe District Scho		\$11,417,789	\$1,815,195		\$13,232,985
S. D: Gardner-Edgerton		\$0			\$0
Johnson County Commu	\$108,202		\$274,318		\$382,520
School Mills 8	\$0		\$0		\$0
State of Kansas	\$1,032,426	\$6,991,884	\$45,168	\$0	\$8,069,477

Net Benefits:

	Total Benefits	Total Costs Incentives and Taxes Abated	Net Benefits
City: Olathe	\$2,337,314	\$1,190,906	\$1,146,407
County: Johnson	\$4,161,590	\$1,488,055	\$2,673,535
S. D: Olathe District Scho	\$14,762,689	\$13,232,985	\$1,529,703
S. D: Gardner-Edgerton	\$0	\$0	\$0
Johnson County Commu	\$751,792	\$382,520	\$369,272
School Mills 8	\$448,830	\$0	\$448,829
State of Kansas	\$24,023,481	\$8,069,477	\$15,954,003

Other:

	Present Value of Net Benefits to be Received Over the next 10 Years	Present Value of Incentives and Taxes Abated Over the next 10 Years	Payback Period for Incentives and Taxes Abated	Rate of Return over the next 10 years on Investment of Incentives and Taxes Abated	Cost-Benefit Ratio
City: Olathe	\$698,228	\$445,611	6 Years	156.69%	1.57
County: Johnson	\$1,506,584	\$427,719	4 Years	352.24%	3.52
S. D: Olathe District Scho	\$921,127	\$1,098,314	More than 10 years.	83.87%	0.84
S. D: Gardner-Edgerton	\$0				
Johnson County Commu	\$213,375	\$165,981	8 Years	128.55%	1.29
School Mills 8	\$270,433	\$0	N/A	0.00%	0.00
State of Kansas	\$8,394,509	\$27,324	During construction period.	30722.11%	307.22

The Economic Impact of the Firm

	<u>In the first year</u>	<u>Over the next ten years</u>
Number of jobs to be created	2	178
Number of new residents in the community	8	416
Number of additional students in the local school district	2	104
Increase in local personal income	\$117,000	\$86,036,400
Increase in local retail sales	\$52,650	\$38,716,380
Increase in the community's property tax base	\$30,004,193	\$25,204,577

Costs and Benefits for the City of: Olathe

Benefits to the city from the firm, its employees and spin-off benefits:

Year	Sales Taxes	Property Taxes	Utilities and Utility Franchise Fees	Other Municipal Revenues	Total
Construction Period	\$30,000	\$0	\$0	\$51,350	\$81,350
1	\$4,110	\$122,302	\$5,710	\$1,560	\$133,681
2	\$12,541	\$124,892	\$5,710	\$10,086	\$153,229
3	\$30,100	\$127,764	\$5,710	\$25,745	\$189,319
4	\$46,492	\$130,889	\$5,710	\$39,266	\$222,357
5	\$55,644	\$134,170	\$5,710	\$45,603	\$241,127
6	\$58,956	\$137,518	\$5,710	\$46,554	\$248,738
7	\$62,045	\$140,799	\$5,710	\$47,525	\$256,079
8	\$65,285	\$143,907	\$5,710	\$48,515	\$263,417
9	\$68,527	\$146,875	\$5,710	\$49,527	\$270,638
10	\$71,297	\$149,812	\$5,710	\$50,559	\$277,378
Total	\$504,996	\$1,358,928	\$57,100	\$416,290	\$2,337,314

The City's costs, property taxes abated and incentives provided to the firm:

Year	City Costs for the firm and Municipal Services for New Residents	Property Taxes Abated	Incentives	Total
Construction Period	\$0	\$0	\$0	\$0
1	\$881	\$67,260	\$0	\$68,140
2	\$11,772	\$68,605	\$0	\$80,377
3	\$31,865	\$69,977	\$0	\$101,842
4	\$49,099	\$71,376	\$0	\$120,476
5	\$57,198	\$72,804	\$0	\$130,002
6	\$58,342	\$74,260	\$0	\$132,602
7	\$59,509	\$75,745	\$0	\$135,254
8	\$60,699	\$77,260	\$0	\$137,960
9	\$61,913	\$78,805	\$0	\$140,719
10	\$63,152	\$80,381	\$0	\$143,533
Total	\$454,433	\$736,473	\$0	\$1,190,906

Net Costs and Benefits for the City of: Olathe

Year	Public Benefits	Public Costs, Property Taxes Abated and Incentives	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of taxes abated and incentives
Construction Period	\$81,350	\$0	\$81,350	\$81,350	\$0
1	\$133,681	\$68,140	\$65,540	\$59,581	\$61,145
2	\$153,229	\$80,377	\$72,852	\$60,208	\$56,698
3	\$189,319	\$101,842	\$87,476	\$65,722	\$52,574
4	\$222,357	\$120,476	\$101,881	\$69,586	\$48,750
5	\$241,127	\$130,002	\$111,124	\$68,999	\$45,205
6	\$248,738	\$132,602	\$116,135	\$65,555	\$41,917
7	\$256,079	\$135,254	\$120,824	\$62,001	\$38,869
8	\$263,417	\$137,960	\$125,457	\$58,526	\$36,042
9	\$270,638	\$140,719	\$129,919	\$55,098	\$33,421
10	\$277,378	\$143,533	\$133,844	\$51,602	\$30,990
Total	\$2,337,314	\$1,190,906	\$1,146,407	\$698,228	\$445,611

Discounted payback period for taxes abated and incentives 6 Years

Average annual rate of return over the next ten years on the city's investment of taxes abated and incentives for the firm 156.69%

Cost-Benefit Ratio 1.57

Costs and Benefits for Johnson County

Benefits to the county from the firm, its employees and spin-off benefits:

Year	Sales Taxes	Property Taxes	Other County Revenues	Total
Construction Period	\$59,000	\$0	\$0	\$59,000
1	\$3,262	\$117,404	\$4,404	\$125,071
2	\$16,691	\$120,048	\$55,684	\$192,423
3	\$44,691	\$123,216	\$146,780	\$314,687
4	\$70,339	\$126,848	\$224,445	\$421,632
5	\$83,704	\$130,746	\$261,572	\$476,021
6	\$87,695	\$134,722	\$266,803	\$489,221
7	\$91,497	\$138,505	\$272,139	\$502,141
8	\$95,447	\$141,872	\$277,582	\$514,901
9	\$99,399	\$144,894	\$283,134	\$527,426
10	\$102,478	\$147,792	\$288,797	\$539,066
Total	\$754,203	\$1,326,047	\$2,081,340	\$4,161,590

The County's costs, property taxes abated and incentives provided to the firm:

Year	County Costs for the firm and County Services for New Residents	Property Taxes Abated	Incentives	Total
Construction Period	\$0	\$0	\$0	\$0
1	\$1,610	\$64,559	\$0	\$66,169
2	\$20,694	\$65,850	\$0	\$86,544
3	\$54,991	\$67,167	\$0	\$122,159
4	\$84,288	\$68,511	\$0	\$152,798
5	\$98,218	\$69,881	\$0	\$168,098
6	\$100,182	\$71,278	\$0	\$171,460
7	\$102,186	\$72,704	\$0	\$174,890
8	\$104,229	\$74,158	\$0	\$178,387
9	\$106,314	\$75,641	\$0	\$181,955
10	\$108,440	\$77,154	\$0	\$185,594
Total	\$781,152	\$706,903	\$0	\$1,488,055

Net Costs and Benefits for Johnson County

Year	Public Benefits	Public Costs, Property Taxes Abated and Incentives	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of taxes abated and incentives
Construction Period	\$59,000	\$0	\$59,000	\$59,000	\$0
1	\$125,071	\$66,169	\$58,901	\$53,546	\$58,690
2	\$192,423	\$86,544	\$105,879	\$87,503	\$54,421
3	\$314,687	\$122,159	\$192,528	\$144,649	\$50,463
4	\$421,632	\$152,798	\$268,834	\$183,617	\$46,793
5	\$476,021	\$168,098	\$307,922	\$191,195	\$43,390
6	\$489,221	\$171,460	\$317,760	\$179,367	\$40,234
7	\$502,141	\$174,890	\$327,251	\$167,931	\$37,308
8	\$514,901	\$178,387	\$336,513	\$156,985	\$34,595
9	\$527,426	\$181,955	\$345,471	\$146,513	\$32,079
10	\$539,066	\$185,594	\$353,471	\$136,278	\$29,746
Total	\$4,161,590	\$1,488,055	\$2,673,535	\$1,506,584	\$427,719

Discounted payback period for taxes abated and incentives 4 Years

Average annual rate of return over the next ten years on the county's investment of taxes abated and incentives for the firm 352.24%

Cost-Benefit Ratio 3.52

Costs and Benefits for the School District where the firm is or will be located: Olathe District Sc

Benefits to the school district from the firm, its employees and spin-off benefits:

Year	Property Taxes	Additional State, Federal and Other School Funding	Total
1	\$301,433	\$25,480	\$326,913
2	\$307,746	\$311,875	\$619,621
3	\$314,638	\$808,536	\$1,123,174
4	\$322,052	\$1,230,301	\$1,552,353
5	\$329,800	\$1,434,179	\$1,763,980
6	\$337,704	\$1,462,863	\$1,800,567
7	\$345,504	\$1,492,120	\$1,837,624
8	\$352,988	\$1,521,963	\$1,874,950
9	\$360,225	\$1,552,402	\$1,912,626
10	\$367,429	\$1,583,450	\$1,950,879
Total	\$3,339,519	\$11,423,169	\$14,762,689

Total costs for the School District:

Year	Additional Costs	Property Taxes Abated	Total
1	\$25,468	\$165,776	\$191,244
2	\$311,728	\$169,091	\$480,819
3	\$808,156	\$172,473	\$980,628
4	\$1,229,721	\$175,922	\$1,405,644
5	\$1,433,504	\$179,441	\$1,612,945
6	\$1,462,174	\$183,030	\$1,645,204
7	\$1,491,417	\$186,690	\$1,678,108
8	\$1,521,246	\$190,424	\$1,711,670
9	\$1,551,671	\$194,232	\$1,745,903
10	\$1,582,704	\$198,117	\$1,780,821
Total	\$11,417,789	\$1,815,195	\$13,232,985

Net Costs and Benefits for the School District: Olathe District Schools

Year	Public Benefits	Total Costs and Property Taxes Abated	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of Taxes Abated
1	\$326,913	\$191,244	\$135,669	\$123,335	\$150,705
2	\$619,621	\$480,819	\$138,802	\$114,712	\$139,745
3	\$1,123,174	\$980,628	\$142,545	\$107,096	\$129,581
4	\$1,552,353	\$1,405,644	\$146,709	\$100,204	\$120,157
5	\$1,763,980	\$1,612,945	\$151,035	\$93,781	\$111,419
6	\$1,800,567	\$1,645,204	\$155,363	\$87,698	\$103,315
7	\$1,837,624	\$1,678,108	\$159,516	\$81,857	\$95,802
8	\$1,874,950	\$1,711,670	\$163,280	\$76,171	\$88,834
9	\$1,912,626	\$1,745,903	\$166,723	\$70,707	\$82,374
10	\$1,950,879	\$1,780,821	\$170,057	\$65,564	\$76,383
Total	14,762,689	\$13,232,985	\$1,529,703	\$921,127	\$1,098,314

Discounted payback period for taxes abated and incentives More than 10 years.

Average annual rate of return over the next ten years on the school district's investment of taxes abated and incentives for the firm 83.87%

Cost-Benefit Ratio 0.84

Costs and Benefits for a neighboring School District: Gardner-Edgerton Schools

Benefits to the school district from the firm, its employees and spin-off benefits:

Year	Property Taxes	Additional State, Federal and Other School Funding	Total
1	\$0	\$0	\$0
2	\$0	\$0	\$0
3	\$0	\$0	\$0
4	\$0	\$0	\$0
5	\$0	\$0	\$0
6	\$0	\$0	\$0
7	\$0	\$0	\$0
8	\$0	\$0	\$0
9	\$0	\$0	\$0
10	\$0	\$0	\$0
Total	\$0	\$0	\$0

Total costs for the School District:

Year	Additional Costs
1	\$0
2	\$0
3	\$0
4	\$0
5	\$0
6	\$0
7	\$0
8	\$0
9	\$0
10	\$0
Total	\$0

Net Costs and Benefits for the School District: Gardner-Edgerton Schools

Year	Public Benefits	Total Costs	Net Benefits or (Costs)	Present Value of Net Benefits
1	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0
Total	\$0	\$0	\$0	\$0

Discounted payback period for taxes abated and incentives N/A

Average annual rate of return over the next ten years on the school district's investment of taxes abated and incentives for the firm N/A

Cost-Benefit Ratio N/A

Costs and Benefits for Special Taxing District: Johnson County Community College

Benefits to the special taxing district from the firm, its employees and spin-off benefits:

Year	Property Taxes	Additional Revenues	Total
1	\$45,559	\$342	\$45,901
2	\$46,585	\$5,581	\$52,167
3	\$47,815	\$16,368	\$64,182
4	\$49,224	\$25,768	\$74,992
5	\$50,737	\$29,986	\$80,722
6	\$52,280	\$30,585	\$82,865
7	\$53,748	\$31,197	\$84,945
8	\$55,054	\$31,821	\$86,875
9	\$56,227	\$32,457	\$88,684
10	\$57,351	\$33,106	\$90,458
Total	\$514,580	\$237,212	\$751,792

Total costs for the Special Taxing District:

Year	Additional Costs	Property Taxes Abated	Total
1	\$156	\$25,053	\$25,209
2	\$2,546	\$25,554	\$28,099
3	\$7,466	\$26,065	\$33,531
4	\$11,754	\$26,586	\$38,340
5	\$13,678	\$27,118	\$40,795
6	\$13,951	\$27,660	\$41,611
7	\$14,230	\$28,213	\$42,443
8	\$14,515	\$28,777	\$43,292
9	\$14,805	\$29,353	\$44,158
10	\$15,101	\$29,940	\$45,041
Total	\$108,202	\$274,318	\$382,520

Net Costs and Benefits for Special Taxing District: Johnson County Community College

Year	Public Benefits	Total Costs and Property Taxes Abated	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of Taxes Abated
1	\$45,901	\$25,209	\$20,692	\$18,811	\$22,775
2	\$52,167	\$28,099	\$24,067	\$19,890	\$21,119
3	\$64,182	\$33,531	\$30,651	\$23,029	\$19,583
4	\$74,992	\$38,340	\$36,652	\$25,034	\$18,159
5	\$80,722	\$40,795	\$39,926	\$24,791	\$16,838
6	\$82,865	\$41,611	\$41,253	\$23,286	\$15,613
7	\$84,945	\$42,443	\$42,501	\$21,810	\$14,478
8	\$86,875	\$43,292	\$43,583	\$20,332	\$13,425
9	\$88,684	\$44,158	\$44,526	\$18,883	\$12,449
10	\$90,458	\$45,041	\$45,416	\$17,510	\$11,543
Total	\$751,792	\$382,520	\$369,272	\$213,375	\$165,981

Discounted payback period for taxes abated and incentives 8 Years

Average annual rate of return over the next ten years on the taxing district's investment of taxes abated and incentives for the firm 128.55%

Cost-Benefit Ratio 1.29

Costs and Benefits for Special Taxing District: School Mills 8

Benefits to the special taxing district from the firm, its employees and spin-off benefits:

Year	Property Taxes	Additional Revenues	Total
1	\$40,006	\$0	\$40,006
2	\$40,885	\$0	\$40,885
3	\$41,907	\$0	\$41,907
4	\$43,055	\$0	\$43,055
5	\$44,278	\$0	\$44,278
6	\$45,526	\$0	\$45,526
7	\$46,726	\$0	\$46,726
8	\$47,819	\$0	\$47,819
9	\$48,825	\$0	\$48,825
10	\$49,801	\$0	\$49,801
Total	\$448,830	\$0	\$448,830

Total costs for the Special Taxing District:

Year	Additional Costs	Property Taxes Abated	Total
1	\$0	\$0	\$0
2	\$0	\$0	\$0
3	\$0	\$0	\$0
4	\$0	\$0	\$0
5	\$0	\$0	\$0
6	\$0	\$0	\$0
7	\$0	\$0	\$0
8	\$0	\$0	\$0
9	\$0	\$0	\$0
10	\$0	\$0	\$0
Total	\$0	\$0	\$0

Net Costs and Benefits for Special Taxing District: School Mills 8

Year	Public Benefits	Total Costs and Property Taxes Abated	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of Taxes Abated
1	\$40,006	\$0	\$40,006	\$36,369	\$0
2	\$40,885	\$0	\$40,885	\$33,789	\$0
3	\$41,907	\$0	\$41,906	\$31,485	\$0
4	\$43,055	\$0	\$43,055	\$29,407	\$0
5	\$44,278	\$0	\$44,278	\$27,493	\$0
6	\$45,526	\$0	\$45,525	\$25,698	\$0
7	\$46,726	\$0	\$46,726	\$23,978	\$0
8	\$47,819	\$0	\$47,819	\$22,308	\$0
9	\$48,825	\$0	\$48,824	\$20,706	\$0
10	\$49,801	\$0	\$49,801	\$19,200	\$0
Total	\$448,830	\$0	\$448,829	\$270,433	\$0

Discounted payback period for taxes abated and incentives N/A

Average annual rate of return over the next ten years on the taxing district's investment of taxes abated and incentives for the firm 0.00%

Cost-Benefit Ratio 0.00

Costs and Benefits for the State of Kansas

Benefits to the State from the firm, its employees and spin-off benefits:

Year	Sales Taxes	Property Taxes	Corporate and Personal Income Taxes	Other State Revenues	Total
Construction Period	\$390,000	\$0	\$250,181	\$0	\$640,181
1	\$10,621	\$7,502	\$17,385	\$4,488	\$39,996
2	\$92,411	\$7,665	\$278,595	\$42,155	\$420,826
3	\$263,065	\$7,844	\$836,950	\$87,943	\$1,195,802
4	\$418,017	\$8,035	\$1,404,838	\$122,514	\$1,953,405
5	\$496,132	\$8,235	\$1,797,088	\$140,552	\$2,442,006
6	\$516,932	\$8,438	\$2,346,064	\$143,363	\$3,014,798
7	\$537,025	\$8,633	\$2,540,870	\$146,230	\$3,232,758
8	\$557,774	\$8,819	\$2,749,777	\$149,155	\$3,465,524
9	\$578,529	\$9,000	\$2,958,683	\$152,138	\$3,698,350
10	\$593,640	\$9,180	\$3,161,836	\$155,180	\$3,919,836
Total	\$4,454,146	\$83,352	\$18,342,266	\$1,143,717	\$24,023,481

The State's costs, property taxes abated and incentives provided to the firm:

Year	State Costs for the firm and Services for New Residents	Cost of Educating New Students	Property Taxes Abated	Incentives	Total
Construction Period	\$0	\$0	\$0	\$0	\$0
1	\$4,104	\$33,444	\$4,125	\$0	\$41,673
2	\$38,336	\$289,959	\$4,208	\$0	\$332,503
3	\$79,553	\$556,722	\$4,292	\$0	\$640,567
4	\$110,561	\$745,312	\$4,377	\$0	\$860,250
5	\$126,800	\$850,720	\$4,465	\$0	\$981,986
6	\$129,336	\$867,735	\$4,554	\$0	\$1,001,625
7	\$131,923	\$885,089	\$4,645	\$0	\$1,021,658
8	\$134,562	\$902,791	\$4,738	\$0	\$1,042,091
9	\$137,253	\$920,847	\$4,833	\$0	\$1,062,933
10	\$139,998	\$939,264	\$4,930	\$0	\$1,084,192
Total	\$1,032,426	\$6,991,884	\$45,168	\$0	\$8,069,477

Net costs and benefits for the State of Kansas:

Year	Public Benefits	Public Costs, Property Taxes Abated and Incentives	Net Benefits or (Costs)	Present Value of Net Benefits	Present Value of taxes abated and incentives
Construction Period	\$640,181	\$0	\$640,181	\$640,181	\$0
1	\$39,996	\$41,673	(\$1,678)	(\$1,526)	\$3,750
2	\$420,826	\$332,503	\$88,323	\$72,994	\$3,477
3	\$1,195,802	\$640,567	\$555,234	\$417,155	\$3,224
4	\$1,953,405	\$860,250	\$1,093,154	\$746,638	\$2,989
5	\$2,442,006	\$981,986	\$1,460,020	\$906,557	\$2,772
6	\$3,014,798	\$1,001,625	\$2,013,172	\$1,136,383	\$2,570
7	\$3,232,758	\$1,021,658	\$2,211,100	\$1,134,643	\$2,383
8	\$3,465,524	\$1,042,091	\$2,423,432	\$1,130,548	\$2,210
9	\$3,698,350	\$1,062,933	\$2,635,416	\$1,117,673	\$2,049
10	\$3,919,836	\$1,084,192	\$2,835,644	\$1,093,263	\$1,900
Total	\$24,023,481	\$8,069,477	\$15,954,003	\$8,394,509	\$27,324

Discounted payback period for taxes abated and incentives During construction period.

Average annual rate of return over the next ten years on the state's investment of taxes abated and incentives for the firm 30722.11%

Cost-Benefit Ratio 307.22

Local rates and constants used in the Analysis of Artio Medical, Inc.

City:

Olathe	City name
24.458	City mill levy
\$349,379	Average market value of new residential property in the city
1.500%	City sales tax rate
6.000%	City transient guest tax rate
\$103	Annual net revenues per household for city owned utilities
\$236	Average annual utility franchise fees collected per household
\$103	Annual revenues per resident, in addition to property, transient guest and sales taxes, utilities and utility franchise fees
\$133	The city's annual marginal cost of providing municipal services, excluding utilities, to each new resident
\$94	Annual per worker revenues for the city from businesses -- in addition to property, transient guest and sales taxes and utilities
\$121	Annual marginal cost, per worker, of providing city services, excluding utilities, to businesses

County:

Johnson	Name of county
23.4760	County mill levy
\$447,730	Average market value of new residential property in the county
1.475%	County sales tax rate
0.000%	County transient guest tax rate
\$496	The county's annual revenues per resident, excluding property; transient guest and sales taxes
\$171	The county's annual marginal cost of providing municipal services to each new resident
1.00	Regional economic multiplier adjustment for the County
\$218	Annual per worker revenues for the county from businesses -- in addition to property, transient guest and sales taxes and utilities
\$121	The county's annual marginal cost, per worker, of providing services to businesses

School District 1 -- Where the firm is or will be located

Olathe District Schools	Name of school district
60.282	School district 1's local option mill levy
\$335,000	Average market value of new residential property in school district 1
\$12,734	School district 1's estimated marginal cost per child
\$8,361	State funding per child in school district 1
\$4,379.00	Federal and other annual funding per child in school district 1

School District 2 -- A neighboring school district where some of the firms's new employees will live

Gardner-Edgerton Schools	Name of school district
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54.995	School district 2's local option mill levy
\$208,994	Average market value of new residential property in school district 2
\$12,155	School district 2's estimated marginal cost per child
\$8,816	State funding per child in school district 2
\$3,339.00	Federal and other annual funding per child in school district 2

Special Taxing District 1 -- Where the firm is or will be located:

Johnson County Community College	Special tax district 1
9.11	Special tax district 1's mill levy
\$447,730	Average market value of new residential property in special tax district 1
\$0.00	Special tax district 1's cost per resident
\$0.00	Special tax district 1's annual addl. revenues (excl prop taxes) from each new resident
\$78	The district's annual marginal cost, per worker, of providing services to businesses
\$171	Annual per worker revenues for the district from businesses -- in addition to property sales taxes and utilities

Special Taxing District 2 -- Where the firm is or will be located:

School Mills 8	Special tax district 2
8	Special tax district 2's mill levy
\$349,379	Average market value of new residential property in special tax district 2
\$0.00	Special tax district 2's cost per resident
\$0.00	Special tax district 2's annual addl. revenues (excl prop taxes) from each new resident
\$0	The district's annual marginal cost, per worker, of providing services to businesses
\$0	Annual per worker revenues for the district from businesses -- in addition to property sales taxes and utilities

State of Kansas:

1.5	State mill levy
0.065	State sales tax rate
\$508.00	State's annual marginal revenues per new resident (excl property, income and sales taxes)
\$468.00	State's annual marginal cost of providing services to each new resident
0.115	State tax classification for residential real property
0.25	State tax classification for commercial and industrial real property
0	State tax classification for commercial and industrial machinery and equipment (7 years or more life)
0.3	State tax classification for all other tangible personal property:
7	Economic life, in years for straight line depreciation of commercial and industrial machinery & equipment
0	Minimum taxable value as a percent of retail cost of commercial and industrial machinery & equipment
\$180	The state's annual marginal cost, per worker, of providing services to businesses
\$212	Annual per worker revenues for the state from businesses, excluding property, income and sales taxes
45.00%	Percent of gross salary that a typical Kansas worker spends on taxable goods and services

Personal Income Taxes:

Income >	Over	But Not Over	=	Tax	+	Tax Rate
	\$0	\$30,000		\$0		3.50%
	\$30,000	\$60,000		\$1,050		6.25%
	\$60,000			\$2,925		6.45%
Standard Deduction >		\$6,000				
Allowance per: Exemption >		\$2,250				

Corporate Income Taxes:

Corporate Income Tax Rate >	4.00%
Surtax Rate >	3.05%
Amount Over Which Surtax Applies >	\$50,000.00

Other Rates:

2.00%	Inflation
10.00%	Discount rate for calculating the present value of costs and benefits

Comments:

UPDATED 2/21 Updated 8/17 to account for the now excluded prorated 8 mills from the general school fund at t

Market or retail value of the firm's initial new or additional investment in: 1

\$0	Land	Sum of the firm's initial new or additional investment
\$20,000,000	Building and improvements	
\$10,000,000	Furniture, Fixtures and Equipment	
<div>Projected Expansions</div> <div>0 Year of 2nd Expansion</div>		
\$0	Land	Sum of the firm's second expansion investment
\$0	Building and improvements	
\$0	Furniture, Fixtures and Equipment	
<div>0 Year of 3rd Expansion</div>		
\$0	Land	Sum of the firm's third expansion investment
\$0	Building and improvements	
\$0	Furniture, Fixtures and Equipment	
<div>0 Year of 4th Expansion</div>		
\$0	Land	Sum of the firm's fourth expansion investment
\$0	Building and improvements	
\$0	Furniture, Fixtures and Equipment	

Sales and Purchases

2

New or additional sales of the firm:		Annual operating expenditures by the firm subject to sales taxes:	
Year 1:	\$350,000	Year 1:	\$400,000
Year 2:	\$3,200,000	Year 2:	\$410,000
Year 3:	\$10,000,000	Year 3:	\$420,000
Year 4:	\$21,000,000	Year 4:	\$430,000
Year 5:	\$35,000,000	Year 5:	\$460,000
Year 6:	\$47,000,000	Year 6:	\$490,000
Year 7:	\$58,000,000	Year 7:	\$510,000
Year 8:	\$70,000,000	Year 8:	\$530,000
Year 9:	\$82,000,000	Year 9:	\$550,000
Year 10:	\$95,000,000	Year 10:	\$570,000
Total:	\$421,550,000	Total:	\$4,770,000

Percent of sales subject to sales taxes in the:		Percent of annual taxable operating expenditures in the:		% of sales on which state corporate income taxes will be computed (ie: Annual net taxable income)
City:	1.00%	City:	50.00%	
County:	1.00%	County:	30.00%	
State:	1.00%	State:	10.00%	

20.00%	
--------	--

Property taxes**3**Will the Firm be located within City property tax jurisdiction ? (Y or N): ☒ Y**Revenues from utilities and franchise fees**

Net revenues from city-owned utilities provided to the firm

Construction period	\$0
Year 1:	\$2,960
Year 2:	\$2,960
Year 3:	\$2,960
Year 4:	\$2,960
Year 5:	\$2,960
Year 6:	\$2,960
Year 7:	\$2,960
Year 8:	\$2,960
Year 9:	\$2,960
Year 10:	\$2,960
Total:	\$29,600

City utility franchise fees to be collected on the firm's utility usage

Construction period	\$0
Year 1:	\$2,750
Year 2:	\$2,750
Year 3:	\$2,750
Year 4:	\$2,750
Year 5:	\$2,750
Year 6:	\$2,750
Year 7:	\$2,750
Year 8:	\$2,750
Year 9:	\$2,750
Year 10:	\$2,750
Total:	\$27,500

Payments by the firm and the cost of providing other services to the firm 4

Extra payments that the firm will make to the city, county and state -- those payments over and above property, sales and income taxes and utilities and other on-going payments made by all firms

	City	County	State
Construction period:	\$51,350	\$0	\$0
Year 1:	\$0	\$0	\$0
Year 2:	\$0	\$0	\$0
Year 3:	\$0	\$0	\$0
Year 4:	\$0	\$0	\$0
Year 5:	\$0	\$0	\$0
Year 6:	\$0	\$0	\$0
Year 7:	\$0	\$0	\$0
Year 8:	\$0	\$0	\$0
Year 9:	\$0	\$0	\$0
Year 10:	\$0	\$0	\$0
Total:	\$0	\$0	\$0

Extra cost of providing public services to the firm -- those services that are over and above incentives, utilities and typical services provided to all firms in the city, county and

	City	County	State
Construction period:	\$0	\$0	\$0
Year 1:	\$0	\$0	\$0
Year 2:	\$0	\$0	\$0
Year 3:	\$0	\$0	\$0
Year 4:	\$0	\$0	\$0
Year 5:	\$0	\$0	\$0
Year 6:	\$0	\$0	\$0
Year 7:	\$0	\$0	\$0
Year 8:	\$0	\$0	\$0
Year 9:	\$0	\$0	\$0
Year 10:	\$0	\$0	\$0
Total:	\$0	\$0	\$0

Employee information

5

Number of new employees to
be hired each year

Number of new employees
moving to the county each year
from out of state

Total number of new
employees moving to the
county each year

Year 1:	2
Year 2:	30
Year 3:	60
Year 4:	50
Year 5:	20
Year 6:	0
Year 7:	0
Year 8:	0
Year 9:	0
Year 10:	0
Total:	162

Year 1:	2
Year 2:	15
Year 3:	15
Year 4:	10
Year 5:	5
Year 6:	0
Year 7:	0
Year 8:	0
Year 9:	0
Year 10:	0
Total:	47

Year 1:	2
Year 2:	22
Year 3:	37
Year 4:	30
Year 5:	13
Year 6:	0
Year 7:	0
Year 8:	0
Year 9:	0
Year 10:	0
Total:	104

New indirect employees who will be moving to the county, as
a per cent of new direct employees:

From out-of-State:

Total moving to the county:

Employee salary and household information

6

Average annual
salaries of
employees

Year 1:	\$65,000
Year 2:	\$68,000
Year 3:	\$70,000
Year 4:	\$72,000
Year 5:	\$74,000
Year 6:	\$76,000
Year 7:	\$78,000
Year 8:	\$80,000
Year 9:	\$82,000
Year 10:	\$83,000
Total:	\$748,000

Where new employees moving to the county
will live

60.00%	In the City.
50.00%	In the school district where the firm is located.
0.00%	In school district 2
100.00%	In special taxing district 1.
100.00%	In special taxing district 2.

Where employees will shop, as a percent of their total shopping:

70.00%	In Kansas.
50.00%	Within the County.
30.00%	In the City.

Household size of a typical new worker at the firm.

Number of school age children in the household of
a typical new worker at the firm.

Percent of new workers who move to the community that will
(1) buy new homes or mobile homes within the first five years or
(2) require the building of new residential units.

Value of incentives being offered to the firm:

	By the City	By the County	By the State
Construction period:	\$0	\$0	\$0
Year 1:	\$0	\$0	\$0
Year 2:	\$0	\$0	\$0
Year 3:	\$0	\$0	\$0
Year 4:	\$0	\$0	\$0
Year 5:	\$0	\$0	\$0
Year 6:	\$0	\$0	\$0
Year 7:	\$0	\$0	\$0
Year 8:	\$0	\$0	\$0
Year 9:	\$0	\$0	\$0
Year 10:	\$0	\$0	\$0
Total:	\$0	\$0	\$0

Percent of property taxes to be abated on:

8

	Land	Buildings and Improvements	Furniture, Fixtures & Equipment
Year1	55.00%	55.00%	100.00%
Year2	55.00%	55.00%	100.00%
Year3	55.00%	55.00%	100.00%
Year4	55.00%	55.00%	100.00%
Year5	55.00%	55.00%	100.00%
Year6	55.00%	55.00%	100.00%
Year7	55.00%	55.00%	100.00%
Year8	55.00%	55.00%	100.00%
Year9	55.00%	55.00%	100.00%
Year10	55.00%	55.00%	100.00%

Property taxes to be abated by the following taxing entities:

☒ = Yes - Taxes to be abated

- | | |
|---|---|
| <input checked="" type="checkbox"/> City | <input checked="" type="checkbox"/> Special Taxing District 1 |
| <input checked="" type="checkbox"/> County | <input type="checkbox"/> Special Taxing District 2 |
| <input checked="" type="checkbox"/> School District | <input checked="" type="checkbox"/> The State |

Construction

9

	Initial construction or expansion	2nd Expansion	3rd Expansion	4th Expansion
Construction Cost	\$20,000,000	\$0	\$0	\$0
Construction Profit Percentage	4.00%	0.00%	0.00%	0.00%
Taxable materials purchased in:				
Kansas	\$0	\$0	\$0	\$0
The County	\$0	\$0	\$0	\$0
The City	\$0	\$0	\$0	\$0
Taxable FFE purchased in:				
Kansas	\$0	\$0	\$0	\$0
The County	\$0	\$0	\$0	\$0
The City	\$0	\$0	\$0	\$0
Total Construction Salaries:	\$10,000,000	\$0	\$0	\$0
Construction Salaries spent in:				
Kansas	\$6,000,000	\$0	\$0	\$0
The County	\$4,000,000	\$0	\$0	\$0
The City	\$2,000,000	\$0	\$0	\$0
Amt. paid to avg. cons. worker	\$27,778	\$0	\$0	\$0
HH size - avg. cons. worker:	2.79	0	0	0
Nr. cons. workers:	360	0	0	0

Visitors

10

Number of out-of-town visitors expected at the firm each year

Year 1:	250
Year 2:	270
Year 3:	290
Year 4:	330
Year 5:	340
Year 6:	350
Year 7:	360
Year 8:	370
Year 9:	380
Year 10:	390
Total:	3,330

1 Average number of days that each visitor will stay in the city

Daily retail spending by a visitor, excluding lodging:

\$90 In the City
\$90 Anywhere in the County

The number of nights that a typical visitor will stay in a local hotel or motel:

0.5 In the City
0.8 Anywhere in the County

Average daily hotel / motel room rates:

117 In the City
98 Anywhere in the County