

## Britt Crum-Cano

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**From:** Wufoo [no-reply@wufoo.com]  
**Sent:** Thursday, September 08, 2011 3:58 PM  
**To:** Britt Crum-Cano; Diane Stoddard  
**Subject:** Incentive Application Form [#8]

**1) Name of Company** Grandstand

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**2) Current Address \***



2920 Haskell Avenue Suite 200  
Lawrence, Kansas 66046  
United States

**3) Contact Person for Application \*** Chris Piper

**3a) Title \*** President

**3b) Phone \*** (785) 843-8888

**3c) Fax** (785) 843-3777

**3d) E-mail Address \*** [chrispiper@egrandstand.com](mailto:chrispiper@egrandstand.com)

**3e) Is the Contact's address the same as the Company's address?** Yes

**4) Please provide a brief description of the Company** Incorporated June, 1988, we are a screen printing company specializing in Glassware, Apparel, and Promotional Items. Our primary market consists of Craft Breweries. We sell nationwide to over 1000 different breweries. We also sell in Canada and Australia. Glassware is our number one product category and has experienced 85% growth in the last 3 years. Our business is very labor intensive and averages \$1 in wages for every \$5.65 in sales.

**5) What is the NAICS code for the operation that you are locating or expanding in** 32311301

Lawrence? \*

**6) Please list the Public Incentive/s that you are seeking as well as the amount of each public incentive \***

We are seeking a Property Tax abatement of 65% for 10 years. In addition we are asking for assistance with replacing the lighting in the building since it is obsolete and extremely energy inefficient.

**6a) Please tell us why you are seeking these Incentives**

This project is an investment of over \$5,000,000 for our company. We need property tax relief to be able to service the debt we are incurring, provide necessary repairs, free cash flow for inventory, and help us to be more competitive with our east and west coast business. That will allow our company to continue to grow at or higher than our current rate.

**7) Will your firm be leasing the building or the land in your expansion or newly constructed facility?**

Yes

**7a) If you are leasing the building or land, and you are seeking a tax abatement without an IRB, please list the owner and any financial relationship between you and the owner**

The property will be owned by 3840 Greenway Circle LLC which is owned by the current ownership group of Screen It Graphics dba Grandstand.

**8) Is your firm Relocating or Expanding? Note: If an Expansion, please proceed to question 10 \***

Expanding

**9) Will this Relocation involve your whole**

Whole Company

Company or part?

10) For Expansion, briefly describe the purpose and activities of the new facility

The new facility will provide us with a larger facility to screen print apparel and glassware. In addition we will look to add other products along with product fulfillment for our current customers.

11) When do you plan to begin operation of the new facility? \*

Tuesday, November 1, 2011

12) How many Employees currently work in Lawrence (0 for Relocation)? \*

51

12a) How many total employees will work in Lawrence after Expansion/Relocation \*

65

12b) Of these total Employees, how many do you anticipate hiring from *outside* the Local Labor Market? \*

0

12c) How many do you plan to hire or relocate from *outside* Kansas? \*

0

13) Current Operating Expenditures per Year (Enter 0 for

6917000

Relocation) \*

13a) Anticipated 9900000

Operating

Expenditures after  
expansion/relocation

\*

13b) Estimated % of 40

*additional* operating

expenditures made

in Lawrence \*

14) If you are seeking 0

a tax abatement or

an IRB, please

provide an estimate

of anticipated Annual

Gross Profits (\$).

Note: For

expansions, please

enter anticipated

gross annual profits

from expansion \*

15) What is the size 0

of the new facility

being constructed

(square feet)? \*

16) What is the 0

estimated Value of

the new

construction? \*

17a) Size of the 19

Parcel on which the

building will be

located (acres) \*

17b) What is the 0  
Value of the land? \*

18) About what % of 95  
new Goods produced  
in Lawrence, will be  
sold outside of  
Lawrence and/or  
Douglas County: \*

a) New Employees, 13  
Year 1 \*

a) New Employees, 11  
Year 2 \*

a) New Employees, 6  
Year 3 \*

a) New Employees, 7  
Year 4 \*

a) New Employees, 6  
Year 5 \*

a) New Employees, 8  
Year 6 \*

a) New Employees, 8  
Year 7 \*

a) New Employees, 8  
Year 8 \*

a) New Employees, 8  
Year 9 \*

a) New Employees, 8  
Year 10 \*

b) Average Salary of 12.55  
New Employees Hired

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in Year 1 \*

b) Average Salary of 12.80  
New Employees Hired  
in Year 2 \*

b) Average Salary of 13.00  
New Employees Hired  
in Year 3 \*

b) Average Salary of 13.25  
New Employees Hired  
in Year 4 \*

b) Average Salary of 13.40  
New Employees Hired  
in Year 5 \*

b) Average Salary of 13.50  
New Employees Hired  
in Year 6 \*

b) Average Salary of 13.65  
New Employees Hired  
in Year 7 \*

b) Average Salary of 13.80  
New Employees Hired  
in Year 8 \*

b) Average Salary of 14.00  
New Employees Hired  
in Year 9 \*

b) Average Salary of 14.25  
New Employees Hired  
in Year 10 \*

c) Capital Investment 4820000  
in Building, Year 1 \*

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c) Capital Investment 0  
in Building, Year 2 \*

c) Capital Investment 20000  
in Building, Year 3 \*

c) Capital Investment 0  
in Building, Year 4 \*

c) Capital Investment 50000  
in Building, Year 5 \*

c) Capital Investment 0  
in Building, Year 6 \*

c) Capital Investment 25000  
in Building, Year 7 \*

c) Capital Investment 0  
in Building, Year 8 \*

c) Capital Investment 25000  
in Building, Year 9 \*

c) Capital Investment 50000  
in Building, Year 10 \*

% of Health Care 94  
Premium Covered \*

% of Employees with 59  
Company Health Care  
\*

% of Employees with 20  
Retirement Program \*

20a) Will you provide Yes  
Job Training for  
Employees?

20b) If Yes, please describe

New employees of Grandstand spend their first week accompanying staff members of each department in their daily tasks in order to learn company processes, technical aspects of the screen print industry and the abilities and limitations of our decorating facility. This training follows a specific set of guidelines and routines Grandstand has determined are key to effectively perform any position in the facility. Department supervisors are responsible for insuring the trainees gain a coherent understanding of their particular function in the company and how it relates to the other departments.

In addition, Grandstand utilizes more intensive training programs for several specialized positions. Machine operators will be instructed on the operation and maintenance of our machines by the department supervisor and by a representative of the machine manufacturer. Artists attend one on one classes with certified instructors in the graphic design industry. Salespeople attend seminars designed to improve their basic skill set. Finally, key employees attend industry events to learn about innovations and trends in the imprinted products market.

On the job training is also employed by Grandstand in order to teach new skills to our employees. Grandstand believes in teaching each of its employees to effectively perform multiple functions in our organization. Additionally, at the core of our philosophy is contingency planning. Our on the job training program insures that in the case of an unforeseen event, we have employees on staff who can fill sudden vacancies or adjust to technical and mechanical failures. This program also contributes to the individual value of each of our staff members to the company and to their resume in general. New skills learned in OJT include, but are not limited to Customer Service, Quality Assurance, Machine Operation, Warehousing, Shipping & Receiving, Purchasing, Creative Art, Production Art and Pre-Press Preparation.

**20c) What is the lowest Hourly Wage offered to Employees associated with this Expansion or Relocation? \***

10

**20d) What percentage of your new Employees will receive this Wage? \***

.077

**21) Will you provide Additional Benefits to Employees?**

Yes

**21a) If Yes, please** Full coverage Health Plan. Simple Retirement plan. Vacation, sick and holiday pay.



briefly list the

**Additional Benefits:**

a) Gas \* 1443

b) Electricity \* 11298

c) Cable Television \* 145

d) Telephone Service 789

\*

23) Will the Building meet Energy STAR criteria? \*

Yes

24) Will the Building seek LEED Certification? \*

No

24a) If you will Seek LEED Certification, what level will you seek?

Certified

25) Please describe any environmental impacts, positive or negative, your operations have as well as any remedial actions your firm may take to address negative impacts. \*

No impact.

26) Please describe any additional benefits or costs you believe your business will bring to the City of Lawrence and Douglas County, KS.

We will be purchasing \$155,000 in equipment in December and January for the new building.

We have plans to purchase another \$400,000 in equipment over the following 4 years.

In regards to the Health and Retirement percentages of employees involved, we have had a large number of new hires over the last few months. We have waiting periods of 3 months on health, and 1 year on Retirement.

For Gross Profit, I wasn't sure if that was Net Income after everything comes out, or what I would refer to as Gross profit which is Sales–Cost of Goods. Let me know and I can provide that number to you.

Total of new employees after expansion is at the end of year 1.

Please let me know if you have any questions or need additional information.