

City of Lawrence, Kansas

Application for Economic Development Support/Incentives



The information on this form will be used by the City to consider your request for economic development support and may also be used to prepare a cost-benefit or other analysis of the project. Information provided on this form will be available for public viewing and will be part of compliance benchmarks, if approved for economic development support. Prior to submission, applicant may wish to seek technical assistance from City Staff, the Chamber of Commerce, the Small Business Development Center, or others to address questions and ensure the application is complete.

Please provide data in the cells below. Applicant is encouraged to attach additional pages as necessary to fully explain and support the answers to each question. Note anything additional you wish the City to take into consideration for your request and provide supporting documentation.

Applicant Contact Information	
Name:	Blake Hawley
Title:	Chief Executive Officer
Organization:	Integrated Animal Health
Address 1:	Po Box 101 Noosaville QLD, Australia 4566
Address 2:	
Phone:	Outside Australia: +61 418 550 468
Email:	blake@integrated-animal-health.com
Fax:	

Application Tips:

Enter contact information for the company representative completing this application.

Economic Development Support Requested		
City Incentives	Amount	Term (in years)
Tax Increment Financing District (TIF)		
Transportation Development District (TDD)		
Neighborhood Revitalization Area (NRA)		
Tax Abatement (TA)		
Industrial Revenue Bonds (IRBs)		
Community Improvement District (CID)		
<i>Other (Please Describe):</i>		
Forgivable Loan	\$100,000	Three Years
Three Year Lease Subsidy	\$115,000	Three Years

Application Tips:

Applicable Terms:

TIF: Up to 20 years
TDD: Up to 22 years
TA: Up to 10 years
CID: Up to 22 years

IRBs: If applying for IRBs, please enter the amount that will cover all construction costs for the project. Enter "n/a" for term.

Examples: City provided water main along ABC Street from 1st Street to 2nd Street, employee training grant for 5 years at \$500/new employee, etc.

Project Information		
Name of Company Seeking Incentive(s):	Integrated Animal Health	
Project Type (check one):	Expansion:	
	New Facility:	X
Company Type (check one):	Existing Local Company:	
	Out-of-Area Company Locating Locally:	X
Current Company Address:	PO Box 101, Noosaville QLD, Australia 4566	
Location of Proposed New Facility/Expansion Project:	Bioscience & Technology Business Center 2029 Becker Drive, Lawrence, KS 66047	
Describe the Company's Plans to Develop or Expand in the Community: IAH will establish its global headquarters at the Bioscience and Technology Business Center while initially occupying 700 sq. ft. IAH will increase to 51 employees over 10 years and expand their office footprint accordingly to accommodate the growth.		
Operations Start Date at the Expansion or New Facility:	Immediate	
Industry NAICS # for the New or Expanded Facility (6-digit code):	325411	
Describe the Primary Industry the New or Expanded Facility Will Support: Animal health – Prescription medicine and neutraceuticals		

Application Tips:

Company's Plans: e.g. ABC manufacturing is the nation's largest processors of wind turbine components. The company plans to construct a new 250,000 sf manufacturing plant in Commerce Park, initially employing 150 with an average annual salary of \$35,000 each. Another 50 employees will be hired in Year 5 and 40 in year 7. The firm expects to initially invest \$5 million in land and buildings and anticipates a 50,000 sf, \$2 million expansion in Year 5 and another 50,000 sf expansion in Year 7.

Link for NAICS code lookup:

<http://www.naics.com/search.htm>

Capital Investment Information for New Facility or Expansion			
Estimated Size of New Facility (square feet):	700 square feet		
Estimated Size of Land for New Facility (acres):			
For the new or expanded facility, enter the amount the company anticipates spending for initial and subsequent investments in land, buildings and improvements (do not include machinery or equipment):			
Year	Buildings & Other Real Property Improvements	Land	Total
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
Total			
Will land be leased from the City or County (Y/N):	N		
If yes, Monthly Lease Rate for Land:			

Application Tips:

If expansion, only include information on size and values of the new facility, not existing facility.

If land is currently owned, enter current land value from Douglas County property tax records. Otherwise, enter the market value amount the company will pay for land.

Local Utility Expenses		
Utility	Current Local Monthly Expenses	Projected Local Monthly Expenses at New Facility
Gas	0	Included in rent
Electricity	0	Included in rent
Phone	0	Included in rent
Cable	0	0
Operating Expenditures		
For Expansion Projects, Current Annual Operating Expenses at Existing Facility:		0
Annual Operating Expenses after Expansion/Relocation:		0
% of Additional Operating Expenses Anticipated to be Spent Locally:		0
Revenues		
% of Revenues at the new Lawrence Facility Anticipated to Come from Non-Local Sources.		100
Anticipated Annual Gross Profits:		

Application Tips:

Current Local Monthly Expenses: Enter 0 for an out-of-area relocation or if project involves a separate, new facility.

Projected Local Monthly Expenses: Enter expense amounts anticipated at the new facility.

Existing Facility Annual Operating Expenses: Enter 0 if project is being relocated from out-of-area or if project involves a separate, new facility.

% Additional Operating Expenses Spent Locally: Enter % of operating expenses anticipated to be spent in Lawrence/Douglas County as a result of the project.

Exports: Enter % of revenues (from the sale of goods or services) anticipated to be generated from sources outside of Lawrence/Douglas County.

Anticipated Annual Gross Profits: Please provide an estimate of anticipated Annual Gross Profits (\$). Note: For expansions, please enter anticipated gross annual profits from expansion.

IRB and Tax Abatement Request Information	
If you are seeking an IRB, please list the firm that will be receiving the IRB:	
Will your firm be leasing the building or the land in your expansion or newly constructed facility? (Y/N)	
If you are leasing the building or land, and you are seeking a tax abatement <u>without</u> an IRB, please list the tenant and owner and the financial relationship between tenant and owner.	
Total Cost of <u>Initial</u> Construction for the Project:	
Estimated Cost of Construction Materials for <u>Initial</u> Construction:	

Note: Applicant may be required to provide additional financial information for the project and company.

Environmental Information		
Will the new facility meet Energy STAR criteria? (Y/N)		
Will the project seek or be designed to LEED certification standards? (Y/N)		
If yes, please indicate level:	Certification	
	Silver	
	Gold	
	Platinum	
Please describe environmentally friendly features of the project: Building is designed to be LEED certifiable with a benchmark of LEED Gold Water saving native plantings used in landscape Green roof Motion detection lighting control Automated ventilation control Low flow fume hoods in laboratories		
Please describe anticipated positive environmental impacts resulting from the project:		
Please describe anticipated negative environmental impacts and planned remediation efforts:		

Application Tips:

Environmentally Friendly Features: e.g.
 Low-energy, led lighting used throughout,
 pedestrian friendly elements including green
 space, bike paths, water saving native
 plantings used in landscapes, etc.

Additional Community Benefits

Describe Other Local Economic Benefits Resulting From Project:

The economy of Lawrence, Kansas will benefit from the creation of local jobs paying more than twice the average local wage, increasing the local tax base. The relocation of Integrated Animal Health in Lawrence will help strengthen and increase the cluster of animal health companies that call the Animal Health Corridor their home, more specifically, Lawrence, KS.

Application Tips:

Local Economic Benefits: Include additional benefits not directly related to project capital investment and direct employment (e.g. Project attracting overnight visitors that will spend on lodging, entertainment, food and beverages, shopping, etc.)

Describe Other Quality of Life Benefits Resulting From Project:

Quality of Life Benefits: Include tangible and intangible benefits; such as how company is/will be a good corporate citizen, community involvement, local philanthropy efforts, and how project /company will contribute to local well being of citizens.

Employment Information									
Construction Employment for New Facility or Expansion									
# Full-Time, Construction Jobs:									
Average Annual Salary for Full-Time, Construction Workers (during construction period):									
Construction Period (months):									
For Expansion, # of Full-Time Employees Currently Working in Lawrence:0									
New Employment Resulting from Project									
Net New Jobs (full-time, permanent)	Year	# Jobs	Avg Annual Salary	# Jobs	Avg Annual Salary	# Jobs	Avg Annual Salary	# Jobs	Avg Annual Salary
	1	1	280000	1	88000				
	2	1	150000	1	88000	1	110000		
	3	1	32500	1	90000	2	90000		
	4	1	85000	2	65000	2	88000		
	5	1	120000	2	88000	2	75000		
	6	1	85000	2	88000	3	75000		
	7	2	85000	3	65000	2	55000		
	8	2	88000	1	130000	2	55000		
	9	2	45000	2	88000	2	90000		
	10	2	45000	3	88000	2	60000		
Total	14		18		18				
Anticipated # of Employees to Be Relocated Locally as a Result of the Project									
# of Net New Full-Time Employees Anticipated to be Relocated From Outside of Kansas:								10	
# of Net New Full-Time Employees Anticipated to be Relocated from Outside of Lawrence/Douglas County:								5	
# of Local, Full-Time Jobs Anticipated At End of Incentives Period:9									

Application Tips:

Enter 0 if project is new or relocation.

Enter information by major job category (e.g. administrative, support, professional, executive, production, etc.)

For a local expansion, Net New Jobs = number of additional employees to be hired each year, excluding employees that are already employed in Lawrence.)

Average Annual Salary: Only provide wage information. Do not include the value of non-wage benefits such as insurance and time off.

Jobs at End of Incentives Period:
Enter total number of full-time employees (existing & new) anticipated to be employed at the new facility over the term of incentives (e.g. If applying for a 10-year tax abatement, this would be the total number of local Existing (if expanding) + Net New full-time jobs anticipated at the end of that 10-year period.)

Employee Benefits	
Description	After Expansion or Relocation
% of Employees with Company Provided Health Care Insurance	100%
% of Health Care Premium Covered by Company	50%
% of Employees with Company Provided Retirement Program	100%
Will You Provide Job Training for Employees? (Y/N)	y
If Yes, Please Describe: Training for continuous education credit focused on the animal health industry, livestock and companion pet medicine, leadership training and business training	
What is the Lowest Hourly Wage Offered to New Employees?	15.63
What Percentage of Your New Employees Will Receive this Wage?	2%
Will You Provide Additional Benefits to Employees? (Y/N)	y
If Yes, Please Describe: Paid sick leave, paid vacation, general business expenses (phone reimbursement, & mileage)	

NRA Eligibility Statement

If applying for an NRA, please describe how your project meets one of the following state statute requirements for eligibility:

(1) Project is in an area in which there is a predominance of buildings or improvements which by reason of dilapidation, deterioration, obsolescence, inadequate provision for ventilation, light, air, sanitation, or open spaces, high density of population and overcrowding, the existence of conditions which endanger life or property by fire and other causes or a combination of such factors, is conducive to ill health, transmission of disease, infant mortality, juvenile delinquency or crime and which is detrimental to the public health, safety or welfare:

(2) Project is in an area which by reason of the presence of a substantial number of deteriorated or deteriorating structures, defective or inadequate streets, incompatible land use relationships, faulty lot layout in relation to size, adequacy, accessibility or usefulness, unsanitary or unsafe conditions, deterioration of site or other improvements, diversity of ownership, tax or special assessment delinquency exceeding the actual value of the land, defective or unusual conditions of title, or the existence of conditions which endanger life or property by fire and other causes, or a combination of such factors, substantially impairs or arrests the sound growth of a municipality, retards the provision of housing accommodations or constitutes an economic or social liability and is detrimental to the public health, safety or welfare in its present condition and use:

(3) Project is in an area in which there is a predominance of buildings or improvements which by reason of age, history, architecture or significance should be preserved or restored to productive use:

When you have completed this form to your satisfaction, please sign and send, along with applicable application fee(s) to:

City of Lawrence
Attn: Economic Development Coordinator
6 East 6th Street
Lawrence, KS 66044
Fax: 785-832-3405
Email: bcano@lawrenceks.org

Application Fees	
Tax Abatement	\$500
Industrial Revenue Bonds (IRB)	\$1,000
Community improvement District (CID)	\$2,500
Neighborhood Revitalization Area (NRA)	n/a
Transportation Development District (TDD)	n/a
Tax Increment Financing (TIF)	n/a
Other	n/a

I hereby certify that the foregoing and attached information contained is true and correct, to the best of my knowledge:

Applicant/Representative: Blake Hawley _____
(Please Print)

Signature:  Date: 13 April 2015