

Memorandum

City of Lawrence

City Manager's Office

TO: City Commission

FROM: Diane Stoddard, Interim City Manager

Date: November 19, 2015

CC: Casey Toomay, Assistant City Manager

RE: Menard, Inc. Economic Development Application

For some time, the City of Lawrence has been working, along with its economic development partners the Chamber/EDC and Douglas County, with Menard, Inc. regarding a possible manufacturing facility at Lawrence VenturePark. It is exciting to see this potential project move to the formal steps.

New business parks are often challenged with securing the first tenant. This can particularly be true in the case of a brownfield redeveloped property. That is why the prospect of having such a large initial project and a respected and recognizable company express interest in establishing a manufacturing facility at Lawrence VenturePark is so exciting. The City of Lawrence has invested substantially in restoring the former Farmland property to a productive use- land that would generate property tax base and primary jobs for Lawrence and Douglas County. This project would do just that and immediately take almost half of the property available for industrial development. The Menard, Inc. project merits favorable consideration not only for the project's individual merits, but the forward momentum that it creates for the remaining property at VenturePark. This project receives my highest recommendation for your support and favorable consideration as it moves through the process.



The Economic Development Corporation of Lawrence and Douglas County

November 18, 2015

Mayor Mike Amyx
Vice-Mayor Leslie Soden
Commissioner Lisa Larsen
Commissioner Matthew Herbert
Commissioner Stuart Boley

Dear Commissioners,

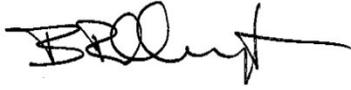
On behalf of the Economic Development Corporation of Lawrence & Douglas County and our development partners, I am submitting to you this letter of support for Midwest Manufacturing Inc., a wholly owned subsidiary of Menard Inc., also known as Project JT. Menard, Inc., the third largest home improvement store chain in the United States by sales volume will locate their product manufacturing facility in Lawrence VenturePark. Since February 2014 our community, through its partnerships with the Kansas Department of Commerce (KDOC), Kansas City Area Development Council (KCADC), Burlington-Northern Santa Fe Railroad and Menard Inc., has been engaged in a thorough and diligent process to determine the best possible location to expand Midwest Manufacturing's operations into the Kansas City metropolitan area. Other locations under consideration include two other Kansas locations and several in Missouri.

As a result of this process, Lawrence has been successfully identified as the best location for this expansion project and has moved one step closer to being awarded the project. Many facets of the development process still need to be engaged including public meetings with the Public Incentives Review Committee (PIRC). Key factors for this decision include excellent transportation infrastructure, available industrial land, attractive wage rates, available workforce and competitive local and state incentive packages. If awarded this project, the Lawrence and Douglas County community will gain over 100 jobs, significant property tax revenues as a result of Menard's multi-million dollar investment, the sale of over 90 acres of land at Lawrence VenturePark, a strong national brand, and a great corporate and community partner.

This is a very exciting opportunity for our community. Lawrence and Douglas County will potentially gain many needed jobs with good wages, additional diversification of the community's economic base, and a strong anchor tenant for our newly redeveloped business park. Throughout this process Menard representatives have proven to be professional, knowledgeable of the development process, and have built a strong relationship with our team. This has created a deep sense of confidence that our community has teamed up with the perfect partner to be the first project for Lawrence VenturePark. The Economic Development Corporation is very pleased to bring this exciting opportunity to the community and encourage your support.

We highly recommend referral to the Public Incentive Review Committee for review and eventual approval.

Sincerely,

A handwritten signature in black ink, appearing to read "Brady Pollington", with a long horizontal flourish extending to the right.

Brady Pollington, Vice President
EDC of Lawrence & Douglas County