



Warrensburg, Missouri

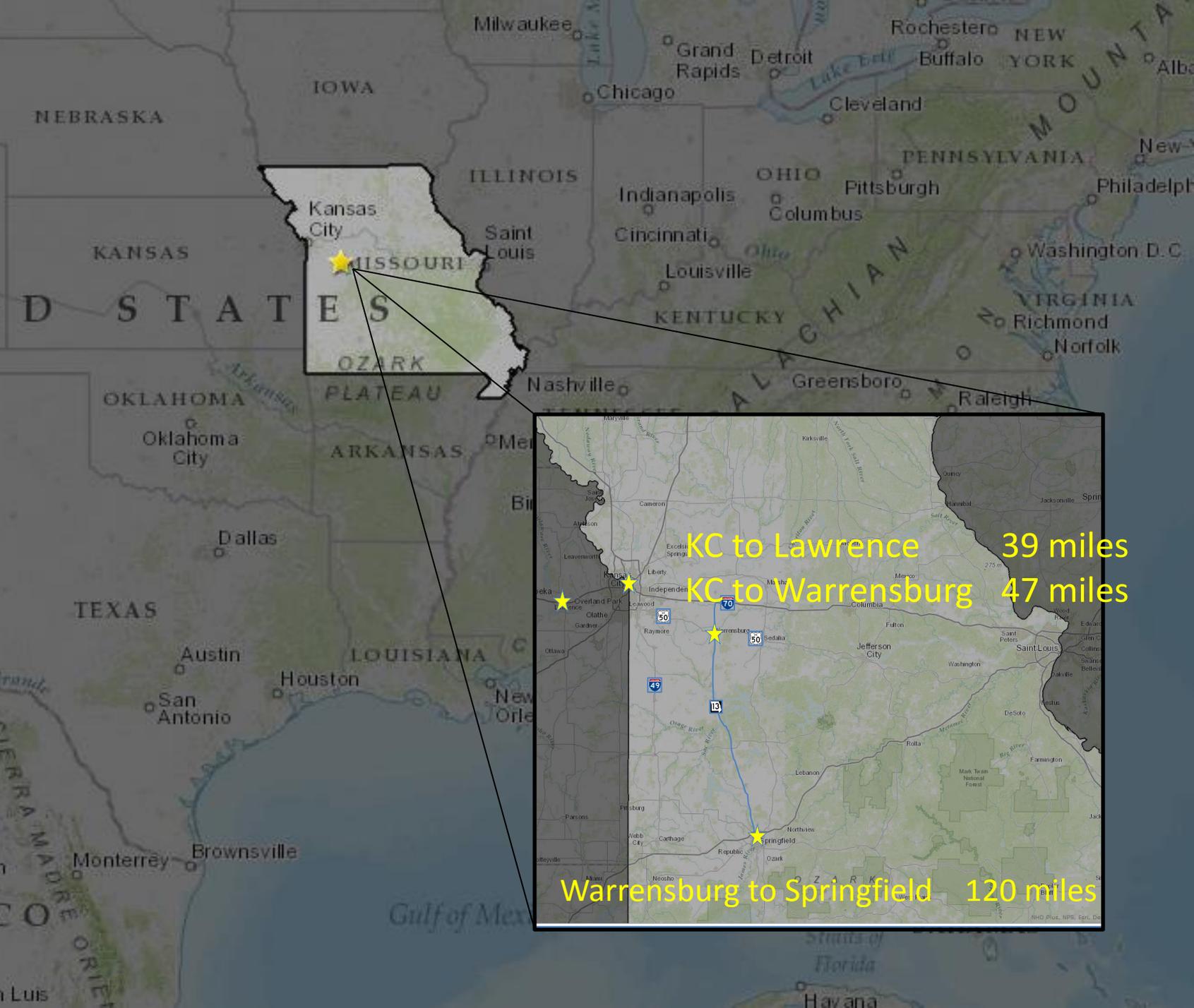
Hawthorne Development

DEVELOPMENT OPPORTUNITY

SHOVEL READY

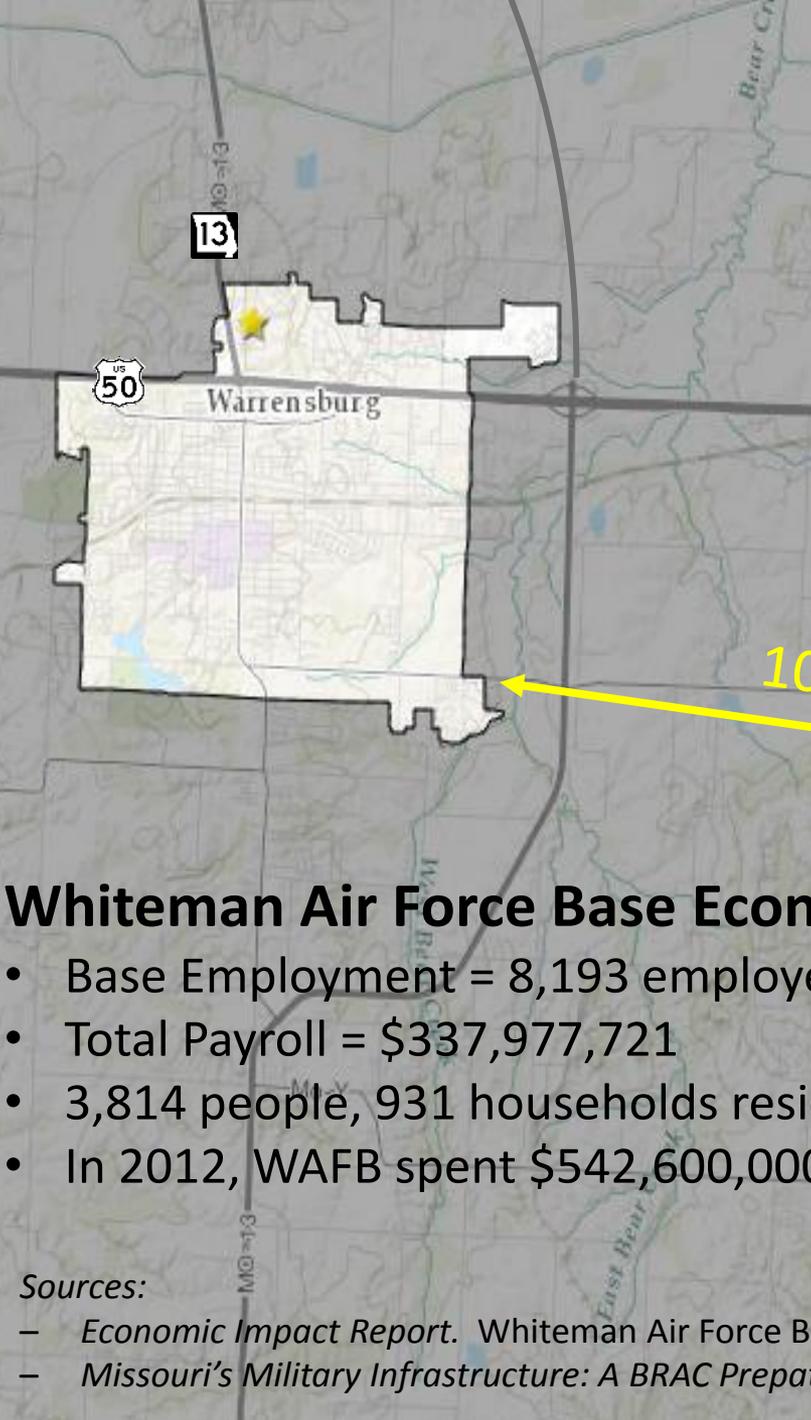


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10 Miles



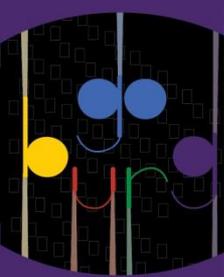
Whiteman Air Force Base Economic Impact

- Base Employment = 8,193 employees
- Total Payroll = \$337,977,721
- 3,814 people, 931 households reside on base
- In 2012, WAFB spent \$542,600,000 to support its operations

Sources:

- *Economic Impact Report*. Whiteman Air Force Base. Fiscal Year 2012
- *Missouri's Military Infrastructure: A BRAC Preparatory Assessment*. Hawthorn Foundation. February 2013





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THE MISSOURI
INNOVATION
CAMPUS



Educational and
Corporate Partners



University of Central Missouri

Established	1871
Admin. Staff	439
Students	12,494
5% annual growth rate in enrollment	



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- Center of Commerce
 - Restaurants
 - Shopping
- Center of Employment
- Center of Entertainment
- Center of Services





Demographics

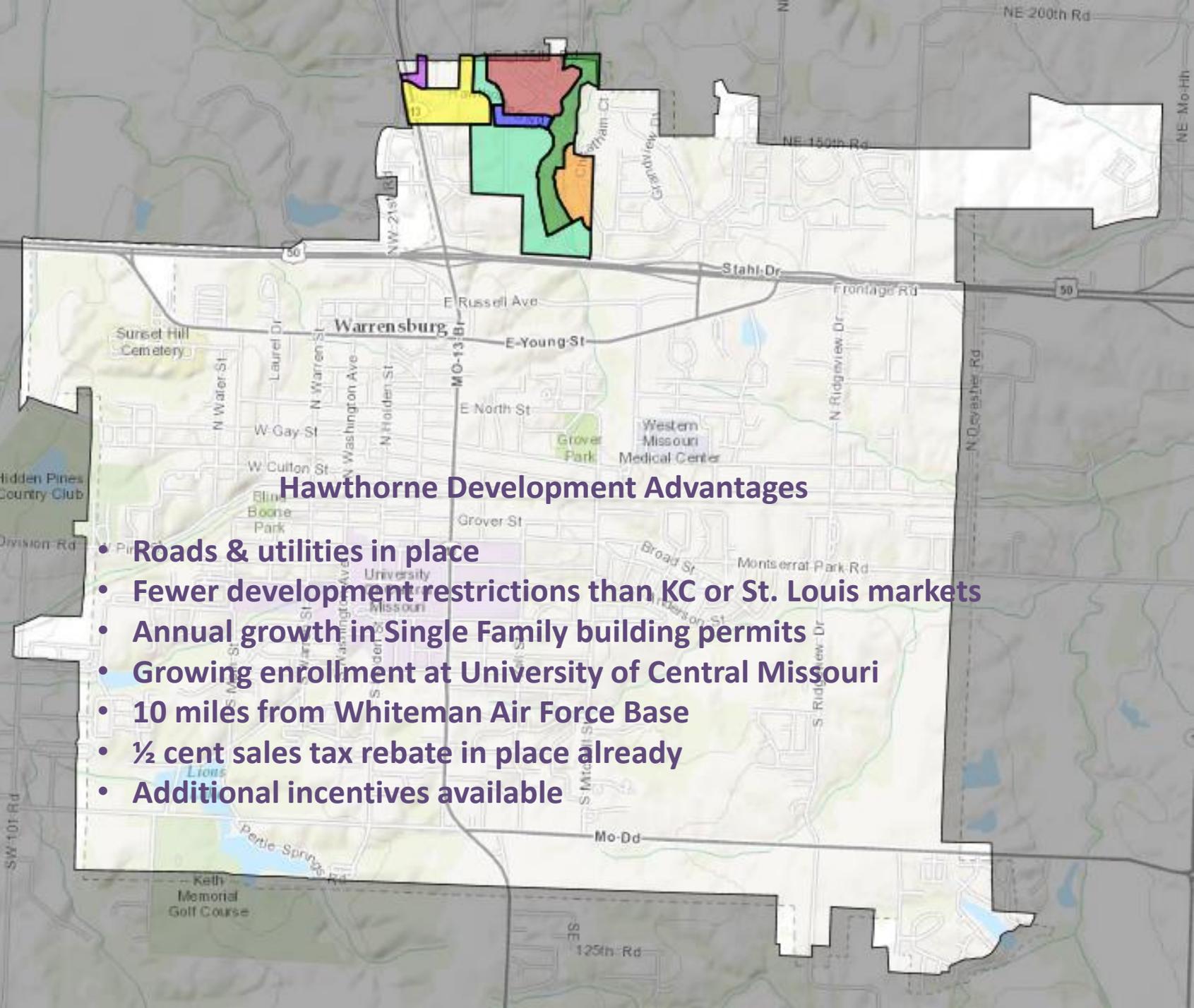
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- Warrensburg 2010 Census population = 18,838
- Average Household Income = \$39,779
- 2011 MoDOT Traffic Counts
 - Hwy 13 north of US 50 Interchange = 17,097 ADT
 - US 50 east of Hwy 13 Interchange = 14,452 ADT
- 20 Minute Drive time Retail Gap
 - Motor Vehicle & Parts Dealers \$15,600,355
 - Electronics & Appliance Stores \$4,357,108
 - Food & Beverage Stores \$16,301,945
 - Health & Personal Care Stores \$3,853,603
 - Clothing & Clothing Accessories Stores \$3,280,405



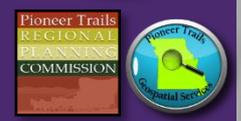


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Hawthorne Development Advantages

- **Roads & utilities in place**
- **Fewer development restrictions than KC or St. Louis markets**
- **Annual growth in Single Family building permits**
- **Growing enrollment at University of Central Missouri**
- **10 miles from Whiteman Air Force Base**
- **½ cent sales tax rebate in place already**
- **Additional incentives available**





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Legend

- City of Warrensburg
- Private Owner
- Existing Hawthorne Mall
- City of Warrensburg (Sign)
- Park
- Trail/ Sidewalk



Hawthorne Development Lot 4

- Area = 229,075 SqFt
6.38 Acres
- Currently Zoned = Multi-Family



Legend

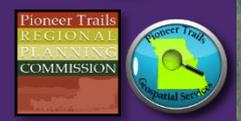
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Hawthorne Development Lot 6

- Area = 474,949 SqFt
13.51 Acres
- Currently Zoned = General Business



Legend

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- City of Warrensburg (Sign)
- Park
- - - Trail/ Sidewalk



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Hawthorne Development Lot 7

- Area = 1,277,762 SqFt
25.88 Acres
- Currently Zoned = General Business



Legend

- City of Warrensburg
- Private Owner
- Existing Hawthorne Mall
- City of Warrensburg (Sign)
- Park
- - - Trail/ Sidewalk



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**Hawthorne Development
Lot 8**

- Area = 491,049 SqFt
11.17 Acres
- Currently Zoned = Multi-Family

Legend

- City of Warrensburg
- Private Owner
- Existing Hawthorne Mall
- City of Warrensburg (Sign)
- Park
- - - Trail/ Sidewalk



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**Carmike
Cinemas**

Walmart

RibCrib

**Office
DEPOT**

Aaron's

Applebee's

Quiznos

**Pizza
Hut**

LOWE'S

Hawthorne Development Lot 9

- Area = 181,520 SqFt
4.52 Acres
- Currently Zoned = Multi-Family

Legend

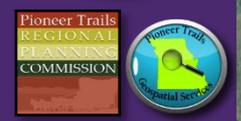
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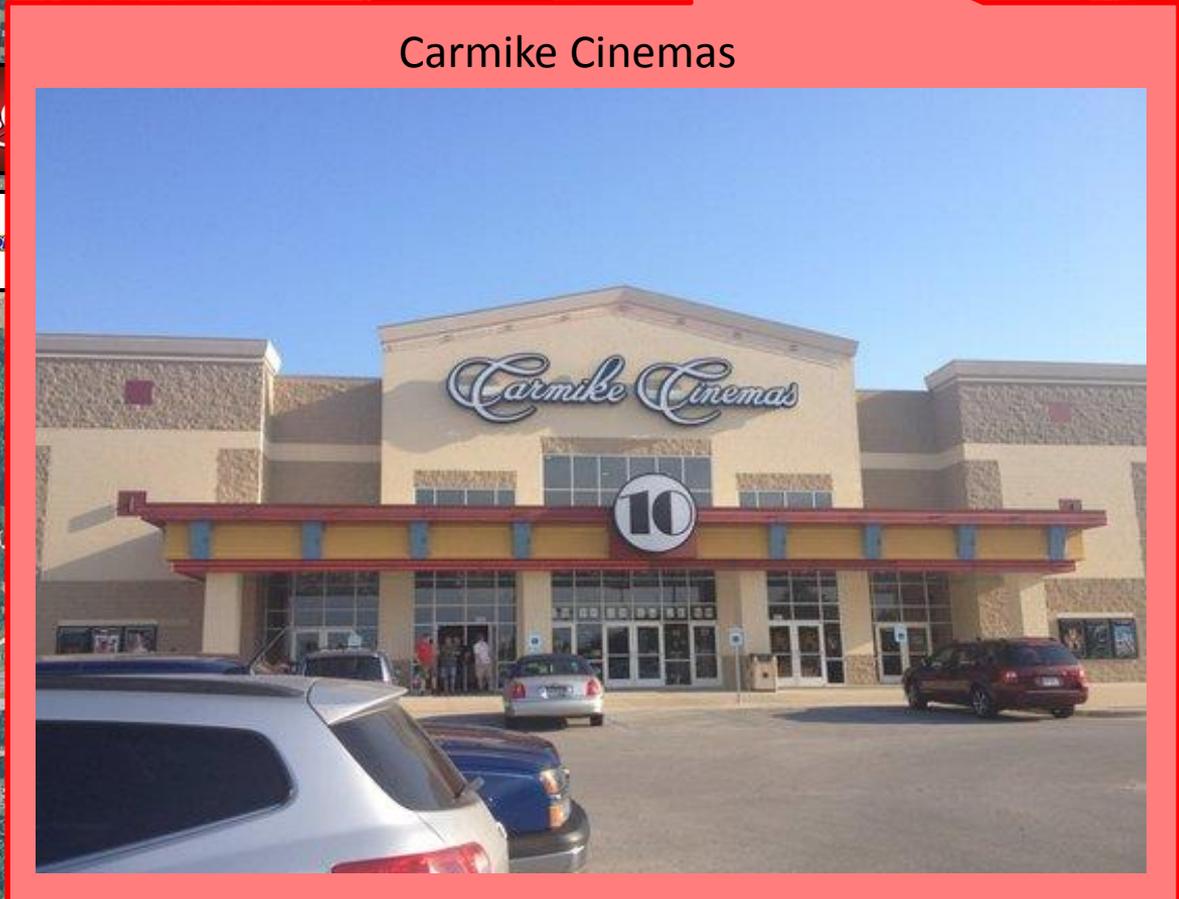


Hawthorne Plaza





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Carmike Cinemas



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Walmart

RIBCRIB

Office DEPOT

Aaron's

Applebee's

Quiznos

Pizza Hut

LOWE'S

HAWTHORNE

Carmike Cinemas
STADIUM 10

Nails & Spa
660-747-2247

8

9

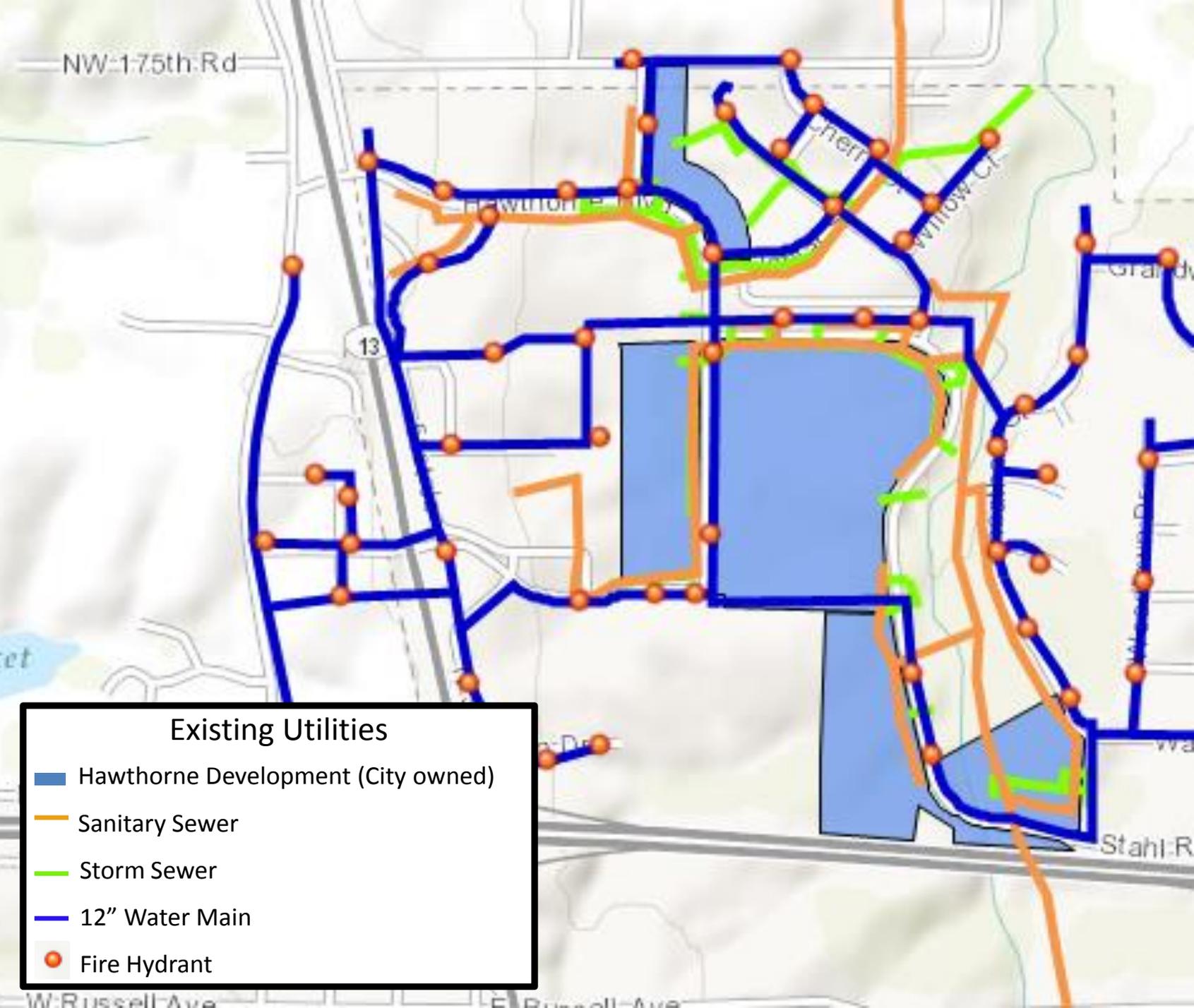
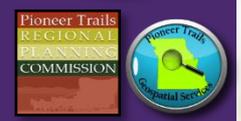


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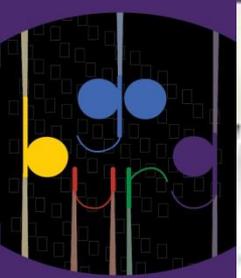


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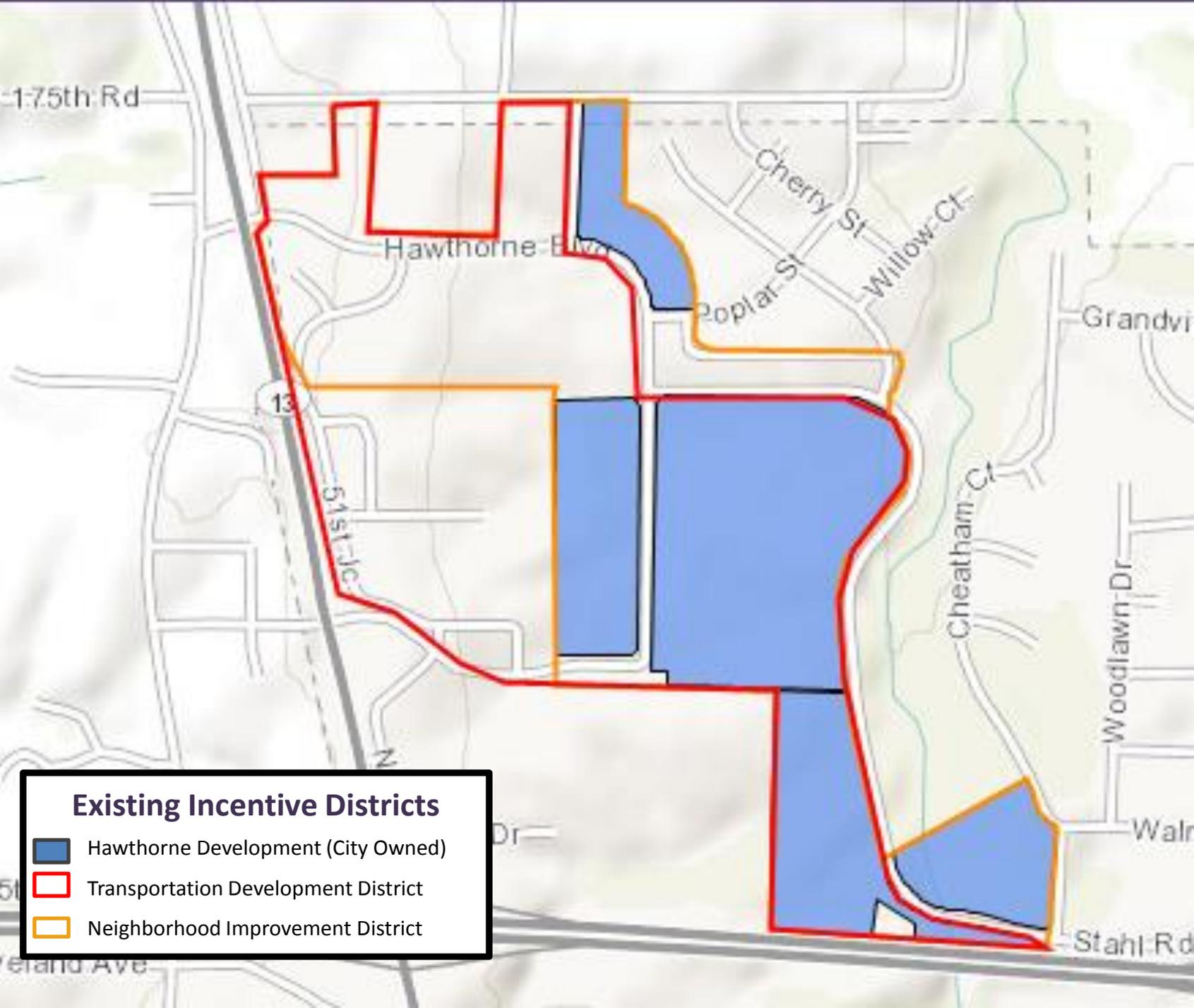


Existing Utilities

-  Hawthorne Development (City owned)
-  Sanitary Sewer
-  Storm Sewer
-  12" Water Main
-  Fire Hydrant



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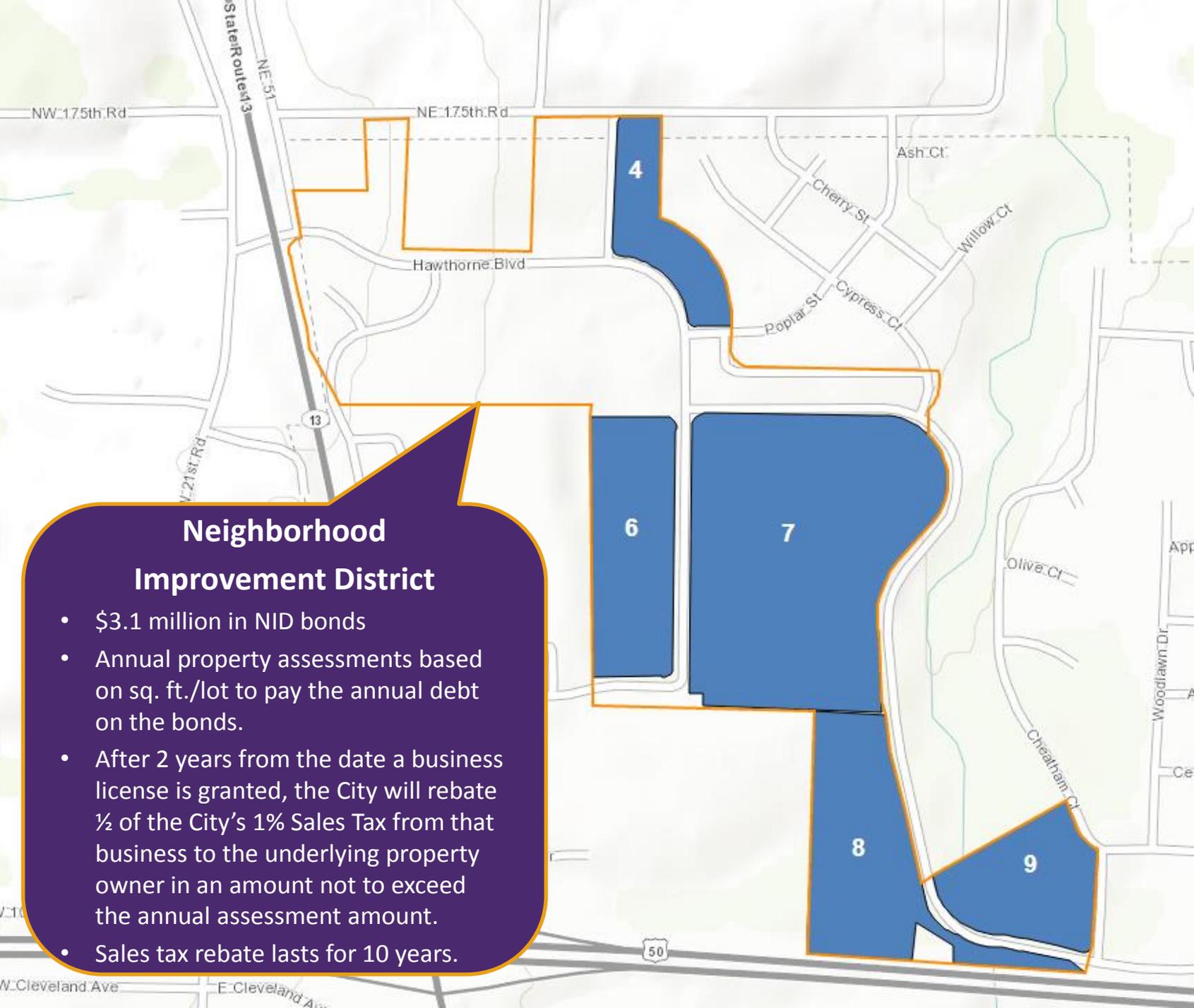
Existing Incentive Districts

-  Hawthorne Development (City Owned)
-  Transportation Development District
-  Neighborhood Improvement District





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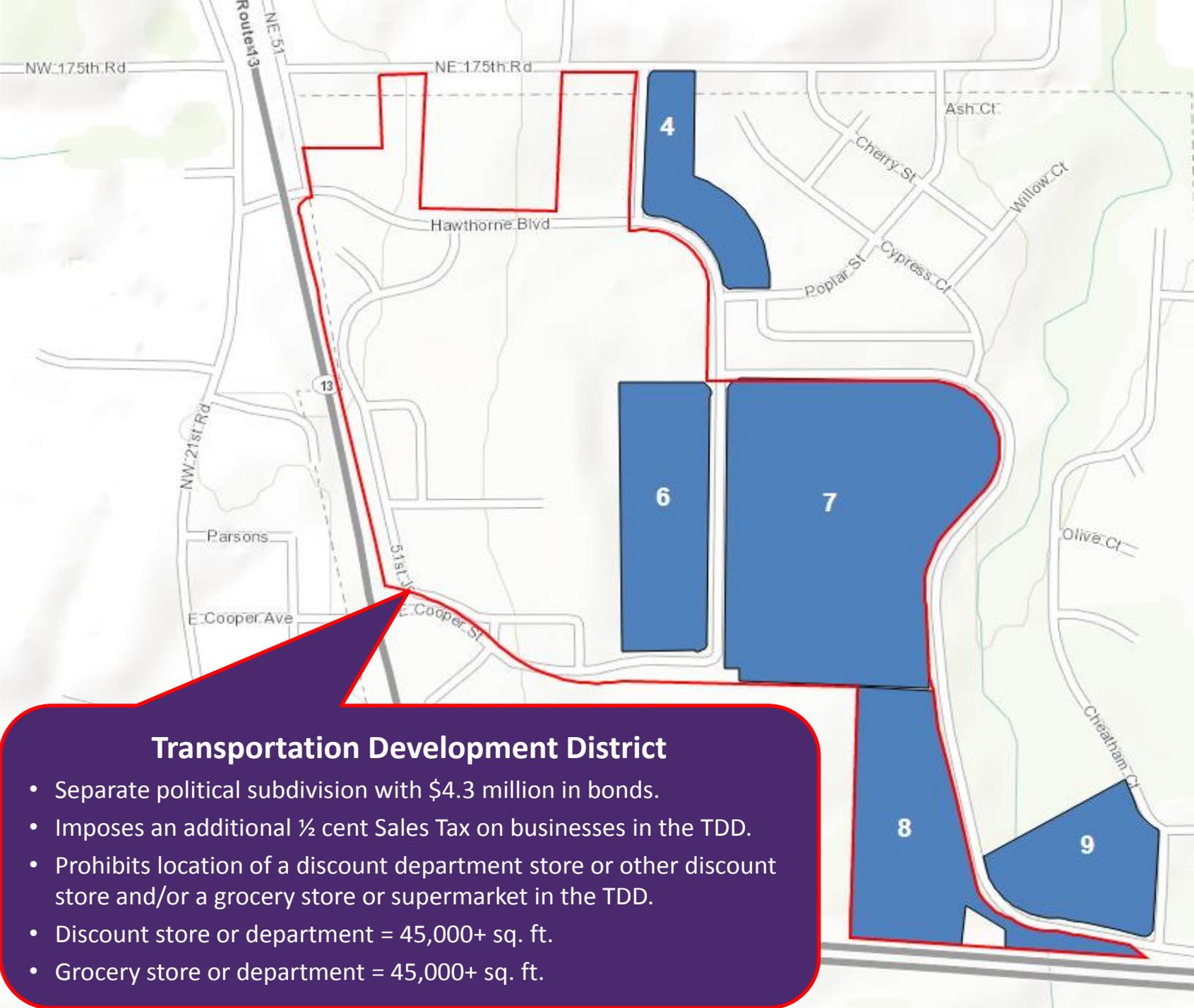
Neighborhood Improvement District

- \$3.1 million in NID bonds
- Annual property assessments based on sq. ft./lot to pay the annual debt on the bonds.
- After 2 years from the date a business license is granted, the City will rebate ½ of the City's 1% Sales Tax from that business to the underlying property owner in an amount not to exceed the annual assessment amount.
- Sales tax rebate lasts for 10 years.





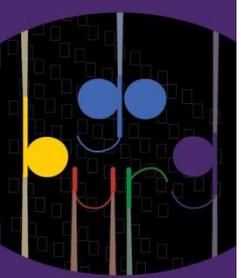
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Transportation Development District

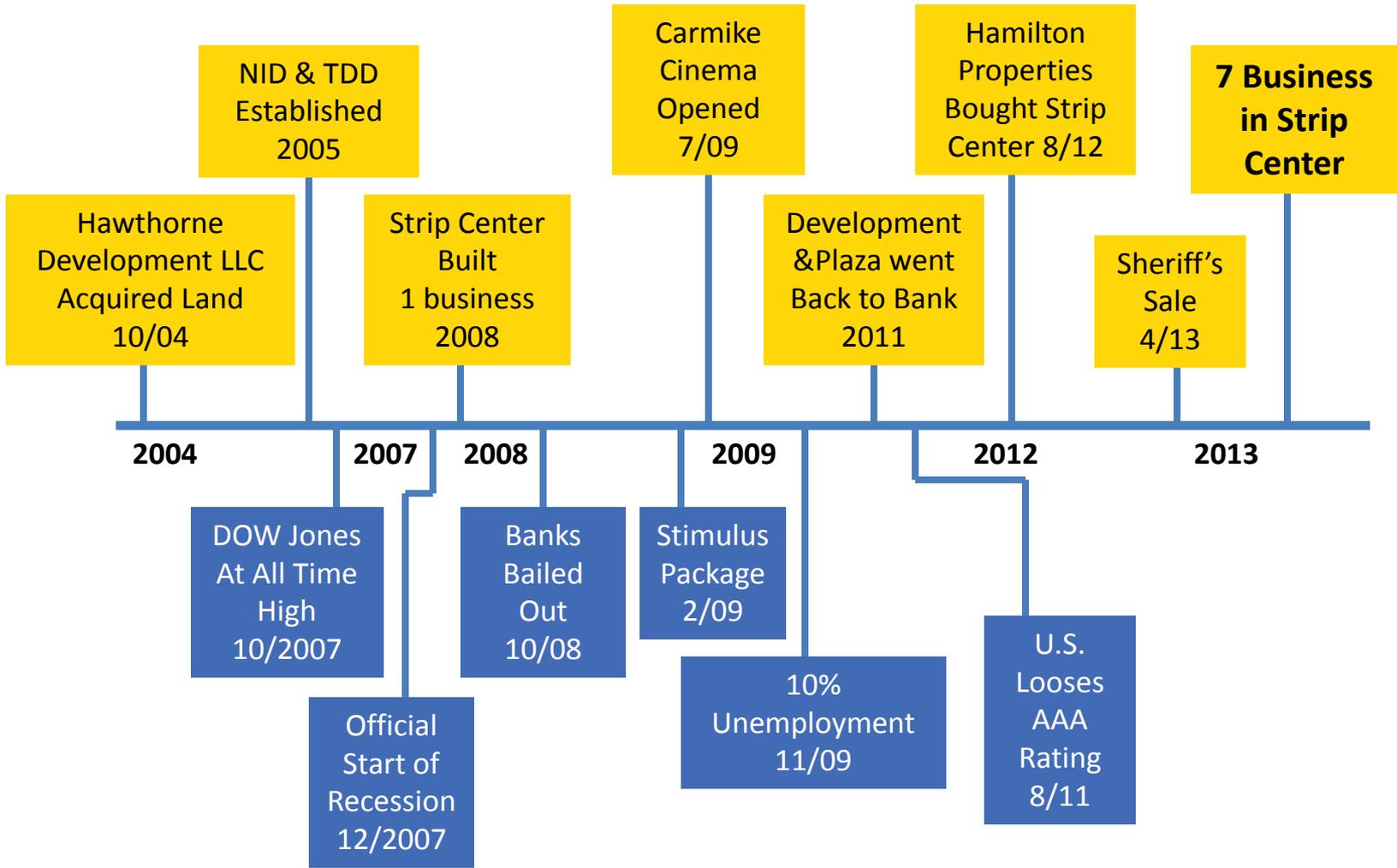
- Separate political subdivision with \$4.3 million in bonds.
- Imposes an additional ½ cent Sales Tax on businesses in the TDD.
- Prohibits location of a discount department store or other discount store and/or a grocery store or supermarket in the TDD.
- Discount store or department = 45,000+ sq. ft.
- Grocery store or department = 45,000+ sq. ft.





Project vs. Industry Timeline

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	City Acquisition Cost	Annual Assessment	Total Remaining Assessments (18 years)	Total Obligation
Lot 4	\$16,506	\$15,041	\$270,740	\$287,246
Lot 6	\$55,079	\$31,185	\$561,335	\$616,414
Lot 7	\$114,915	\$83,898	\$1,510,167	\$1,625,082
Lot 8	\$54,553	\$32,242	\$580,363	\$634,916
Lot 9	\$13,109	\$11,919	\$214,536	\$227,645
Signage Tracts	\$2,243	\$860	\$15,488	\$17,731
Remaining Tracts	\$1,870	\$482	\$8,669	\$10,539
TOTAL INVESTMENT	\$258,275	\$175,627	\$3,161,298	\$3,419,573





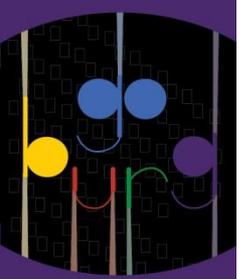
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Future Development Steps

Based on conversations at the Society of Industrial and Office Realtors (SIOR) Development Day event & the International Council of Shopping Center (ICSC) Deal Making Conference staff is ready to proceed as follows:

- Have our lots appraised
- Look at examples of Master Developer relationships and RFP's from other cities
- Develop and issue RFQ & RFP for a Master Developer
 - Proposals to include future overall concept and vision, lot layout, zoning, land use, anchors, tenants, incentives, etc.





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Future Incentive Options

- City initiate lot splits and re-platting
- Sell the land at a loss to the City
- Rebate utility gross receipts generated off the property
- City complete preliminary engineering studies and dirt work
- Layer additional financing tools on top of the NID and TDD if additional public improvements are identified
- Other possibilities?



Questions

