

Business Guide

THE CITY OF
SpringHill
KANSAS



The Spring Hill Advantage

Spring Hill is a city of two counties - a quality which applies to both our location and economic benefits.

Like our fellow Johnson County cities, Spring Hill is conveniently close to major highway systems and offers a comprehensive suite of economic incentives.

Our city's location on the southern edge of Johnson County along U.S. Highway 169 has been a major catalyst in our booming growth since the early 2000s. Builders and businesses flocked to Spring Hill for easy highway access to commute and transport goods. As a result, Spring Hill's assessed valuation has grown more than 500 percent in the last 20 years.

This growth has also been fueled by our city's progressive mindset toward future development. Spring Hill's leaders work closely with state officials to pair businesses with incentive packages that bring short-term advantages and long-term prosperity.

In size, we're more comparable to our neighbors to the south - a quality that brings big advantages to our businesses.

Because of our smaller population, Spring Hill is a city where large businesses become partners in growing our community. Our leaders acknowledge industry's importance in creating a better city for our residents and are dedicated to fostering an atmosphere of growth and prosperity.

We invite you to visit Spring Hill and learn more about how we can work together to succeed.

2015
\$60,155,446

Spring Hill Assessed Valuation, 1995-2015

1995
\$9,440,921

City Facts

Location: Northern Miami County and southern Johnson County along U.S.. Highway 169
Size: 8.55 Square Miles
Assessed Valuation: \$60,155,446
Population: 5,896
Electricity Providers: Westar (Johnson County) and Kansas City Power & Light (Miami County)
Natural Gas Service: Atmos Energy

Water Providers: City of Spring Hill, Rural Water Districts No. 2 and No.7, Water One
Telephone and Internet Service: Centurylink
Cable Television and Internet Service: Suddenlink
Sanitary Sewer: City of Spring Hill
Trash Service: L&K Services

Contact us

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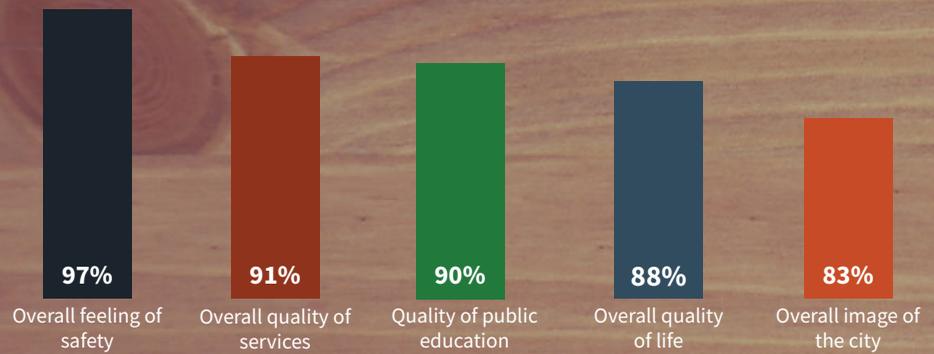
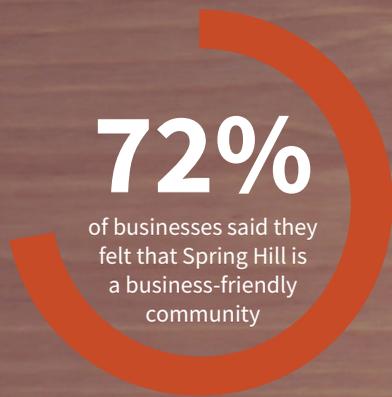
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Inside

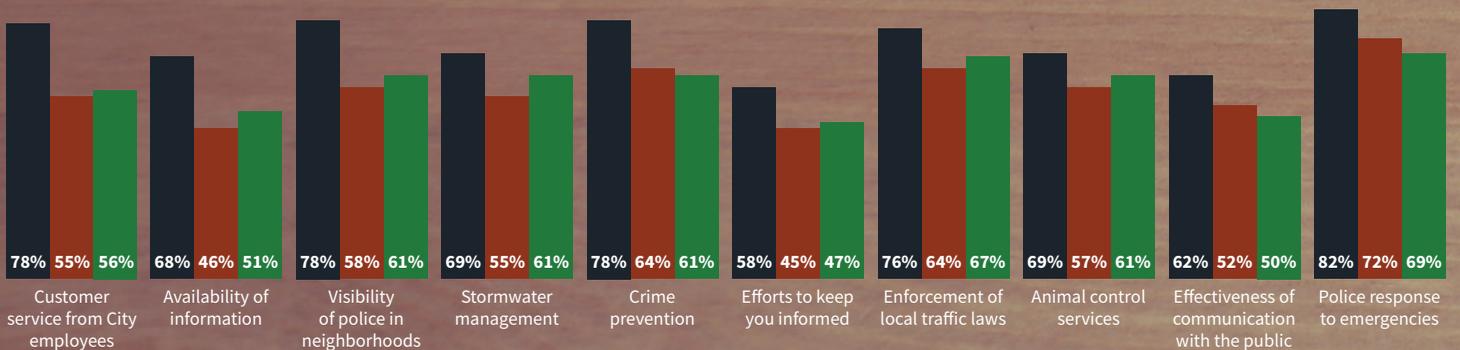
Business survey.....4-5
Economic Incentives.....6-7
Transportation.....8-9
Current businesses.....10
Market potential.....11
Firms by industry.....12
Jobs by industry.....13
Population profile.....14
Housing.....15
Other contacts.....16

High marks from Spring Hill businesses & residents

In summer of 2016, community and business surveys were administered by ETC Institute, a national leader in community-based market research. Respondents from both business leaders and residents rated Spring Hill's public services and assets positively, surpassing nearly all of the results from a 2013 survey. With business and resident satisfaction at an all-time high, city leaders are persistently seeking opportunities to create an even better place for people and industries to call home. Final reports from these surveys are available at ww.springhillks.gov.



Business community's satisfaction with items that influence perception of Spring Hill



Spring Hill tops national and regional averages in key service areas

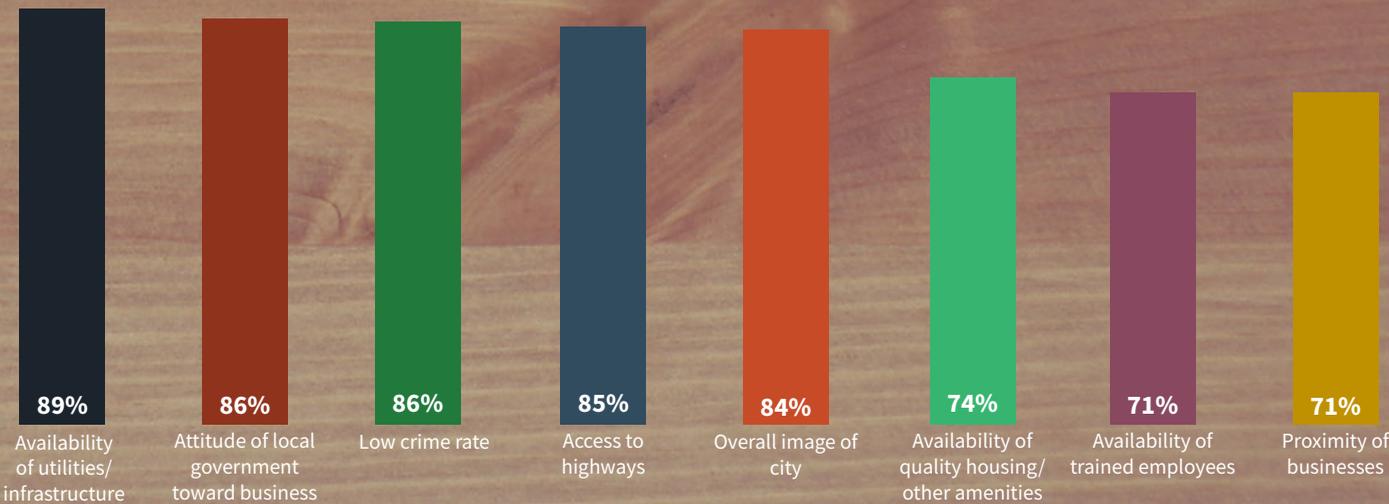
Spring Hill surpassed the average satisfaction ratings for the Kansas City Metro area and United States in a number of service areas that impact local businesses. The city scored over either the national or regional average in 20 out of 37 compared categories. The top ten are shown above.





Reasons why local businesses said they're pleased with Spring Hill's labor pool

When asked to rate Spring Hill's labor pool, businesses reported that local workers largely performed at above-average or satisfactory levels.



Seven great reasons why current businesses chose Spring Hill

Spring Hill business leaders were asked to rate the importance of different reasons why they picked Spring Hill start or relocate their business. Their top reasons for choosing Spring Hill received high scores in other sections of the survey, including utilities, police presence, location, and city services.



A ready toolkit of economic incentives

Tax Abatements

Projects with a capital investment of \$3 million or more may be considered for tax abatement. The City's standard tax abatement is 45% for qualifying projects. Some circumstances - such as the type of business, construction requirements, or project size - may qualify the project for an additional abatement of up to 10% (55% total).

Projects over \$10 million are eligible for three tax abatement plans: 45% over ten years, 90% over five years, or a graduated plan with 90% in the first year and 5% in the tenth year.

Private Activity Conduit Financing

A wide variety of projects, including the purchasing, acquiring, constructing, improving, equipping, furnishing, repairing, enlarging, or remodeling of facilities for agricultural, commercial, hospital, industrial, natural resources, recreational development, manufacturing, and multifamily housing uses, can be funded through Private Activity Conduit Financing. This form of financing allows a project of \$3 million or more to be financed or refinanced by bonds issued by the City.

Community Improvement Districts

Designed to encourage and promote economic development, tourism, and community investment within a defined area, a Community Improvement District receives financing by levying and collecting special assessments or a CID sales tax of up to 2% on property in the district. A CID project should provide public benefit such as strengthening economic development and employment opportunities, enhancing tourism, upgrading older real estate through redevelopment or rehabilitation, or promoting sustainability.



Spring Hill works closely with state leaders to pair industries with incentives that make doing business here easy and cost-effective. Check out our incentive policies or the Kansas Department of Commerce's website - www.kansascommerce.com - to learn more.

Tax Increment Financing

Tax Increment Financing commits future increases in taxes from a project to finance current improvements that will result in those gains. TIF is considered on a case-by-case basis where, but for the availability of TIF, such development would not be economically viable.

TIF Districts may be created in blighted areas, conservation areas, and enterprise zones. Eligible redevelopment costs include acquisition of property, site preparation, utility relocation, street improvements, sidewalks, and landscaping. TIF cannot be used for the construction of buildings or structures or for personal property.

Special Benefit Districts

Collector and arterial roadways, public parking facilities, storm sewers, and other public improvements that promote economic development can be funded through Special Benefit Districts. A Special Benefit District pays for improvements by levying and collecting special assessments on the property in the improvement district. Special Benefit Districts may only be used to fund public improvements owned and maintained by the City or other utilities.

Industrial Revenue Bonds

Fixed-rate financing for land, buildings, and equipment can be provided through Industrial Revenue Bonds. They're one of the most popular financing methods for new or expanding Kansas businesses and can be used to acquire land, construct and equip new facilities, or remodel/expand existing facilities.

A great location for transportation

Spring Hill's easy access to major routes has proven to be a strong attraction for the many businesses and residents who have chosen to call our city home.

Rail

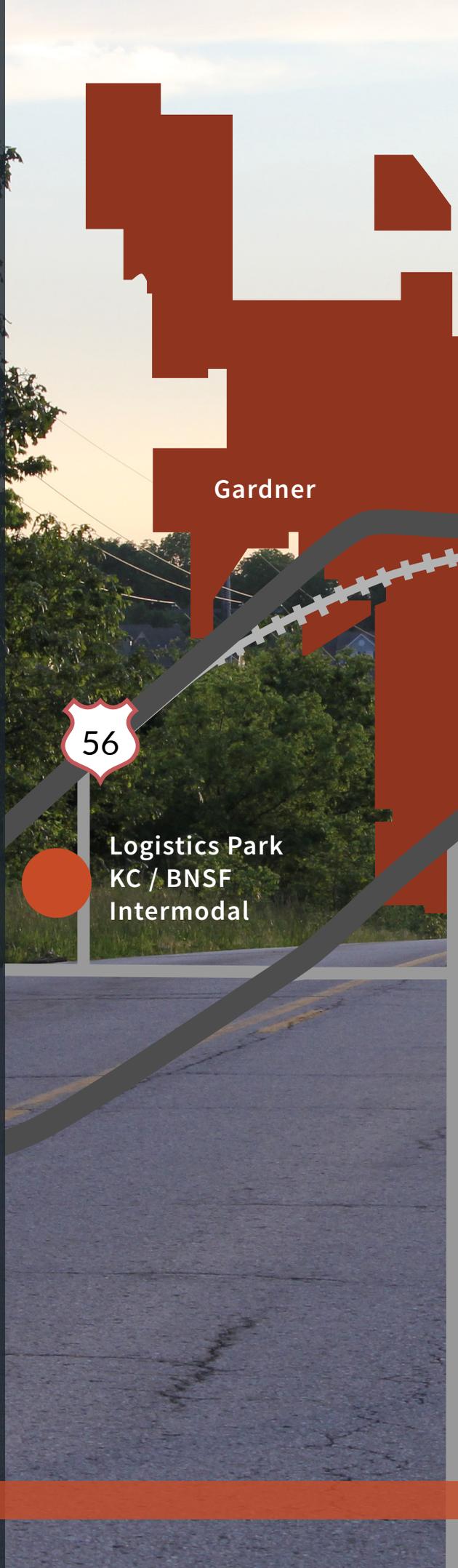
Spring Hill lies just 14 minutes to the east of Logistics Park KC, a 1,500-acre distribution and warehouse development that surrounds BNSF's newest intermodal facility. Area government entities have heavily invested in infrastructure for the new facility, and Spring Hill's leaders are anticipating substantial growth from our close proximity to this promising new development.

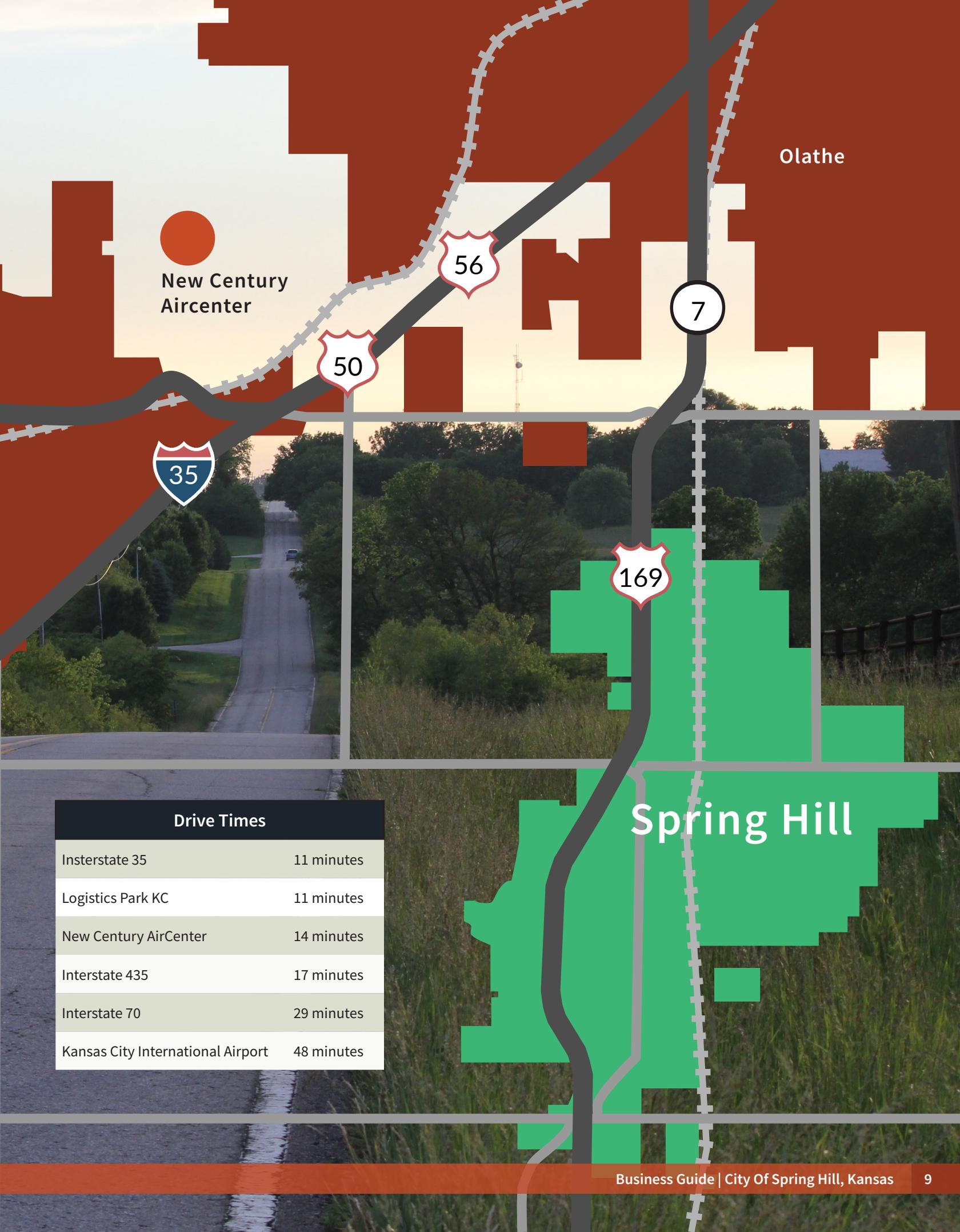
Highways

Convenient highway access is one of Spring Hill's top economic assets. The city has grown along U.S. Highway 169, and major interstates are just a short drive away. You can trust that these roads will be well-maintained - Kansas' highway system ranked fifth in the nation in a report by the Reason Foundation and is consistently honored as one of the country's top highway systems.

Air

Access to the skies is available within 15 minutes of Spring Hill via New Century AirCenter. Kansas City International Airport - which is anticipating a major expansion - is just 48 minutes north.





New Century Aircenter

Olathe



Spring Hill

Drive Times	
Interstate 35	11 minutes
Logistics Park KC	11 minutes
New Century AirCenter	14 minutes
Interstate 435	17 minutes
Interstate 70	29 minutes
Kansas City International Airport	48 minutes

A Record Of Strong Corporate Partnerships

Spring Hill's major industrial leaders are partners in our community's growth, and City leaders know that a progressive approach to economic development benefits both our industrial leaders and the many residents these businesses employ.

Companies that have found Spring Hill to be a great location for manufacturing and distribution centers include:

AGC Glass Company
The Clorox Company
Millard Lumber
Mid-Am Building Supply
Simmons Gun Specialties
Christensen Lumber



Annual Market Potential

The following market potential estimates are based on a trade area covering a five-mile radius from the intersection of 215th Street and U.S. Highway 169. The city of Spring Hill is contained in the center of the trade area.

Apparel

Men's apparel (16 and over): \$1,554,289
Boys' apparel (2 to 15): \$435,110
Women's apparel (16 and over): \$3,144,231
Girls' apparel (2 to 15): \$555,346
Children under 2: \$339,493
Footwear: \$1,397,272
Other apparel products & services: \$1,266,346

Education

Tuition, fees, textbooks, supplies: \$4,439,157
Books, newspapers, & magazines: \$629,432

Entertainment

Fees & admissions: \$2,814,243
Television, radios, & sound equipment: \$3,781,403
Pets, toys, & playground equipment: \$1,891,471
Other entertainment supplies, equipment, & services: \$2,995,594

Food & Beverages

Food consumed at home: \$14,292,169
Food consumed away from home: \$11,635,328
Alcoholic beverages (consumed at or away from home): \$2,212,876

Cash Contributions: \$6,483,766

Housing & Household Expenses

Shelter (owned & rented dwellings): \$37,753,943
Utilities, fuels, & public services: \$13,017,902
Household operations: \$3,865,363
Housekeeping & garden supplies: \$2,760,253
Household textiles: \$788,611
Furniture: \$1,976,069
Floor coverings: \$263,833
Major appliances: \$1,015,487
Small appliances, misc. housewares: \$471,238
Misc. household equipment: \$3,580,996

Transportation

Vehicle purchases: \$18,268,256
Vehicle finance charges: \$1,859,368
Gasoline & motor oil: \$7,868,457
Vehicle maintenance & repairs: \$3,320,878
Other transportation: \$2,349,238

Medical Care

Medical services (hospital & medical professional): \$18,268,256
Medicine (prescription & nonprescription drugs): \$1,838,188
Medical supplies: \$533,489

Insurance

Health insurance: \$5,912,019
Vehicle insurance: \$4,749,885
Life & other personal insurance: \$2,017,962

Personal Care Products & Services: \$2,745,272

Data compiled by the County Economic Research Institute (CERI, Inc.), 2015

Firms by Industry

Half of the jobs available in the Spring Hill area come from the educational services, construction and manufacturing industries. Award-winning Spring Hill U.S.D. 230, tenants of the local industrial parks, and home builders are major employers in Spring Hill.

Data includes all firms within a five-mile radius of the center of Spring Hill at 215th St. and U.S. Highway 169.

Industry	Percent firms	Total firms
Construction	24%	82
Retail Trade	11.2%	38
Other Services	15.2%	51
Professional, Scientific, and Technical	8.2%	28
Administrative, Support, Waste Management, Remediation Services	7.9%	27
Health Care and Social Assistance	7.2%	24
Accommodation and Food Services	5.8%	20
Transportation and Warehousing	5.2%	18
Finance and Insurance	5%	17
Wholesale Trade	3.8%	13
Educational Services	3.3%	11
Manufacturing	3.2%	11

Jobs by Industry

Construction and retail trade make up about 35% of the businesses in the Spring Hill area. Demand for these services continues to soar as the city's population grows at record levels.

Data includes all jobs within a five-mile radius of the center of Spring Hill at 215th St. and U.S. Highway 169.

Industry	Percent jobs	Total jobs
Educational Services	20.8%	888
Construction	16.3%	695
Manufacturing	12.5%	535
Retail Trade	9.3%	397
Other Services	8.8%	377
Health Care and Social Assistance	7.1%	304
Accommodation and Food Services	6.8%	291
Wholesale Trade	5.6%	238
Professional, Scientific, and Technical Services	4.4%	189
Transportation and Warehousing	3.3%	142
Administration, Support, Waste Management, Remediation Services	3.1%	132
Finance and Insurance	2%	86

Data compiled by the County Economic Research Institute (CERI, Inc.), 2015



Household Income
 Mean: \$78,067 | Median: \$64,974

Education

Age
 Median Age: 30.5

Meet our Residents

Spring Hill continues to attract a young, well-educated, high-earning population. The third fastest-growing city in the Kansas City metro area, Spring Hill's population is projected to increase 7.12% through 2020 (Kansas City Business Journal, March 14, 2016). Spring Hill's excellent location, great schools, diverse recreational opportunities, small-town spirit, affordable home prices, and beautiful natural areas have proven to be alluring qualities for potential homebuyers.

Income, education, and age data source: U.S. Census Bureau, 2011-2015 American Community Survey 5-Year Estimates



Quality Affordable Housing

Average home sale prices in Johnson and Miami Counties (pictured above) have consistently shown that Spring Hill is one of the most affordable communities in the area. Here, your employees don't have to sacrifice quality or convenience when looking for a moderately priced place to call home.

Average Sale Price (Johnson County): \$220,559
Average Sale Price (Miami County): \$190,038

Owner-Occupied Units: 77.3%
Renter-Occupied Units: 22.7%

Source: Johnson County CAMA (2005-2016), Miami County Appraiser's Office, U.S. Census



Learn More Online

Interested in doing business in Spring Hill? These online resources provide information on incentives, our workforce, and more

Kansas Department Of Commerce

www.kansascommerce.com | An excellent guide to business incentives, the Kansas economy, new statewide initiatives, and training opportunities.

Kansas Chamber Of Commerce

www.kansaschamber.org | Learn how businesses in Kansas are working together to provide education, advocacy, and direction.

Kansas Department Of Labor

www.dol.ks.gov | Here, you'll find detailed information on state labor regulations and workforce reports.

Spring Hill Chamber Of Commerce

www.springhillks.org | Check out other businesses that have decided to call home and see how local business leaders are working together to create a better Spring Hill.

Miami County Economic Development

www.miamicountyks.org/182/Economic-Development | Access quarterly economic climate reports, details on building sites, information on the local workforce, and more.