

southwest JOHNSON COUNTY

Business Moves Here

KC KANSAS



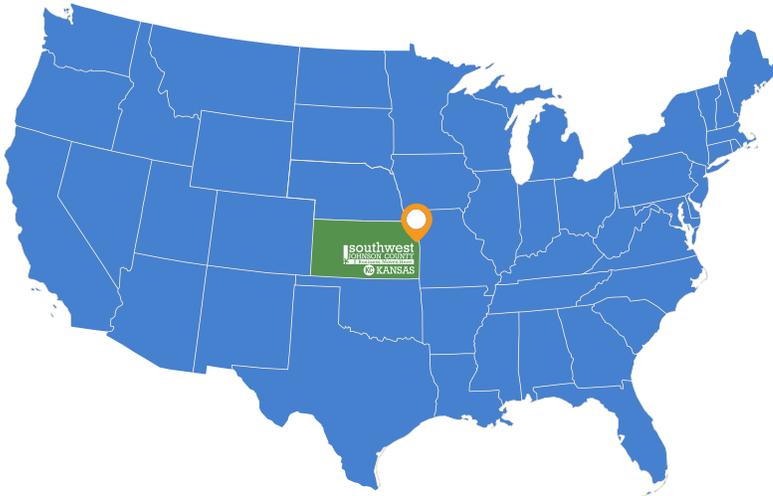
Logistically located just outside of Kansas City in Johnson County – the economic engine of Kansas – Southwest Johnson County is the crossroads of opportunity. With available and affordable land, a productive workforce and proximity to air, land and rail transportation, Southwest Johnson County is perfectly positioned as the hub of the Heartland.

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Southwest Johnson County Kansas At A Glance

Trade Area: The cities of Gardner, Edgerton and the New Century Air Center, are home to award-winning schools, and each city has a dynamic yet distinct growth story that includes affordable housing, safe neighborhoods and world-class amenities.

-  **Total population: 158,900**
-  **Total Households: 56,020**
-  **Median Age: 33**
-  **Household Growth (2000 – 2010): 41%**
-  **Average Household Income: \$90,050**
-  **Total Daytime Population (16 years old+): 332,594**



Approximately **56.3%** of the trade area’s residents are in the **“Household & Family Formation”** (ages 25 to 44) and **“Peak Earning”** (ages 45 to 64)

68% are home owners with an average home value of **\$151,424**

96.5% Owner-occupied housing units

Southwest Johnson County is Perfectly Positioned

Nestled in the southwest corner of one of the most affluent counties in the country, Johnson County (county code JO) is located in Kansas as part of the Kansas City metropolitan area, and is just 25 miles southwest of downtown Kansas City off Interstate 35. With financial and technical resources, a skilled workforce, nationally ranked pro-business environment, highway accessibility and excellent quality of life factors, Southwest Johnson County is ideal for retail, hotels and trucker lifestyle centers.

The top categories consumers spend on average per year in Southwest Johnson County include:

- 

Food: \$7,891
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Apparel and household furnishings: \$3,416



Endless Retail Potential

Because there is significant retail leakage in the trade area, there is endless potential for big box and junior box tenants to locate to this growing community.

Market retail potential categories include:

 **Food and Beverages:** \$30,362,800

 **Apparel:** \$17,390,463

 **Transportation:** \$64,924,396

Highest retail leakage:

 **Automotive dealers:** \$252,841,079

 **Department stores/Family Clothing stores:** \$70,687,688

 **Home Centers:** \$26,230,627



Gardner, Kansas: Blazing New Trails

Gardner is the retail epi-center in the Southwest Johnson County area. Located along Interstate 35, Gardner is home to nearly 21,000 residents and includes seven elementary schools, three middle schools and one high school. Gardner is committed to maintaining its traditional small-town values while focusing on providing for future growth and development.

Total Retail Sales Per Capita: \$7,955

VanTrust Real Estate LLC and Olathe developer Dan Knight have partnered for the development of a 300-acre business park that will kick off Gardner's growth to the east of Interstate 35.

The yet-to-be-named development is planned for the southeast corner of 175th Street and I-35, which is outside Gardner's current city limits.



Edgerton and Logistics Park Kansas City: Prime for Hotels and Trucker Lifestyle Centers

The City of Edgerton, Kansas is home to Logistics Park Kansas City (LPKC) and is positioned as the premier global logistics hub with endless opportunity to connect national and international companies to the supply chain.



Logistics Park Kansas City: A Smart Move

Strategically and centrally located in America's heartland, LPKC is a 1,500-acre logistics park capable of handling 17 million square feet (SF) of buildings, nearly three million of which will be direct-rail served. Served by the world's leading intermodal rail provider, BNSF Railway, LPKC is the ideal business park, perfectly positioned for the efficient shipment of goods for import and export – serving all points throughout the United States.

Advantages of direct use of BNSF's newest intermodal facility include inexpensive land costs, savings on lease and drayage rates, a strong available workforce, convenient interstate highway access and benefits of Foreign Trade Zone.



Number of lifts: *The basic activity measure of an intermodal facility is called a 'lift,' which is defined as the movement of one box through the yard.*

2013: 63,691

2014: 321,310

2015: 366,329



Each lift corresponds with 1.8 truck visits
(round trips in the yard)



Traffic Count per Day: 23,269

New Century AirCenter: Land Here. Take Off.

New Century AirCenterSM

Total number of employees: 5,000

New Century AirCenter is home to a business aviation airport that occupies approximately 1,000 acres within the facility. On the surrounding land, more than 1,000 acres remain available for long-term lease in development parcels from 1 to 160 acres to fit clients' needs. Pricing structure for land leases range between \$.12 and \$.18 per square foot per year.

Slightly more than 400 acres are under long-term lease to nearly 70 industrial and commercial businesses who occupy approximately 3 million square feet of space. Benefits of locating to New Century AirCenter are its close proximity to interstate highways, on-call rail service and a business aviation airport.

