

**Model: Bliss Sports: 100% TA over 10 years (w sales tax exemption)**

**Project Summary**

Capital Investment in Plant:	\$50,000,000
Annual Local Expenditures by Firm:	\$2,000,000
Retained Jobs:	17
Average Wage per Retained Job:	\$50,882
Indirect Jobs Created:	5
Average Wage of Indirect Jobs:	\$146,269
Total New Households:	10
Discount Rate:	5.87%
Cost and Revenue Escalation:	1.00%
Number of Years Evaluated:	15

**Incentives**

IRB Offered	No
Value of IRB Construction Sales Tax:	\$0
Tax Rebate:	100% annually over 10 years
Length of Tax Abatement/s:	10 Years
Value of Tax Abatements, Total:	\$17,031,609
Other Incentives	
Site Infrastructure:	\$885,000
Facility Construction:	\$0
Loans/Grants:	\$0

**Value of All Incentives Offered: \$17,916,609**

Value of All Incentives per Job per Year:	\$70,261
Value of Incentives in Hourly Pay:	\$33.78
Value of Incentives per Dollar Invested:	\$0.36

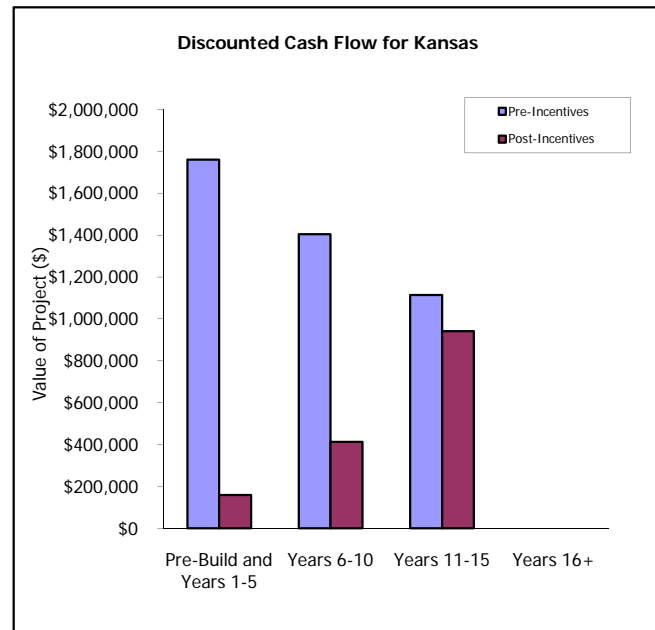
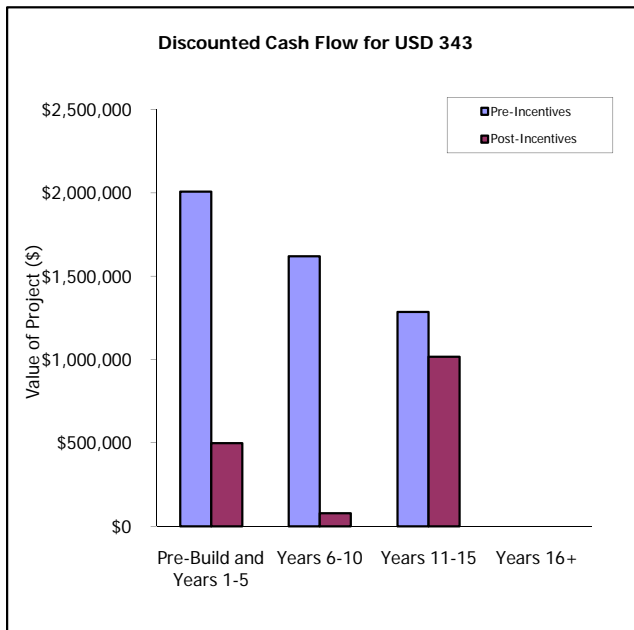
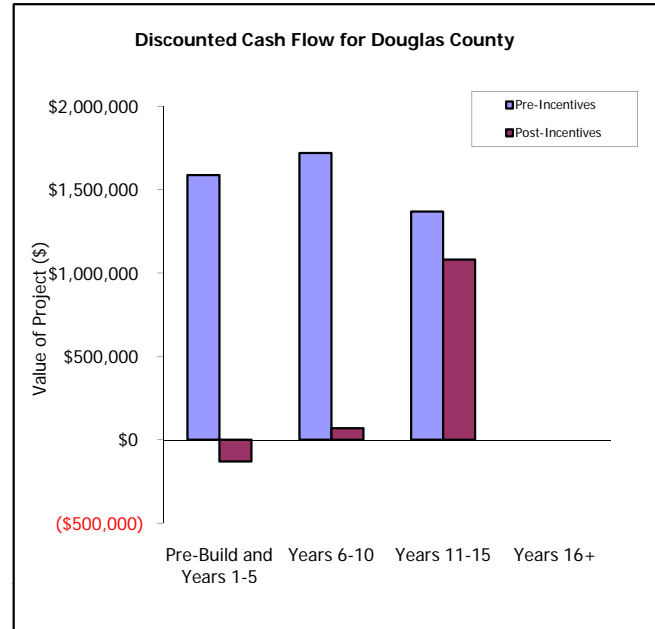
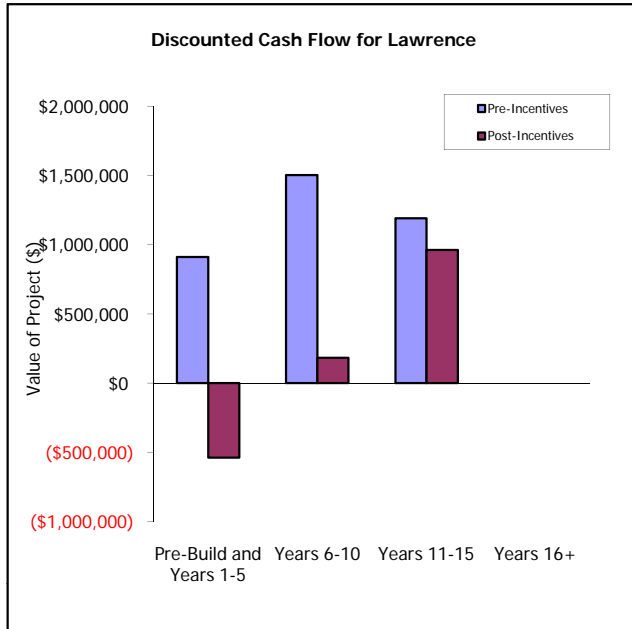
**Summary of Results**

Returns for Jurisdictions	Lawrence	Douglas County	USD 343	State of Kansas
Revenues	\$7,489,958	\$8,280,485	\$7,695,199	\$6,629,299
Costs	\$1,423,077	\$756,270	\$77,293	\$0
<i>Revenue Stream, Pre-Incentives</i>	<i>\$6,066,881</i>	<i>\$7,524,215</i>	<i>\$7,617,905</i>	<i>\$6,629,299</i>
Value of Incentives Offered	\$4,240,140	\$5,207,617	\$4,769,085	\$3,699,768
<b>Revenue Stream with Incentives</b>	<b>\$1,826,741</b>	<b>\$2,316,597</b>	<b>\$2,848,821</b>	<b>\$2,929,531</b>

Returns for Jurisdictions, Discounted	Lawrence	Douglas County	USD 343	State of Kansas
Discount Rate	5.87%			
Discounted Cash Flow, Without Incentives	\$3,606,584	\$4,676,255	\$4,911,482	\$4,279,094
<i>Benefit/Cost Ratio, Without Incentives</i>	<i>3.93</i>	<i>8.05</i>	<i>100.17</i>	<i>N/A</i>
Discounted Cash Flow, With Incentives	\$608,986	\$1,022,162	\$1,592,956	\$1,513,014
<b>Benefit/Cost Ratio, With Incentives</b>	<b>1.49</b>	<b>2.54</b>	<b>33.16</b>	<b>N/A</b>

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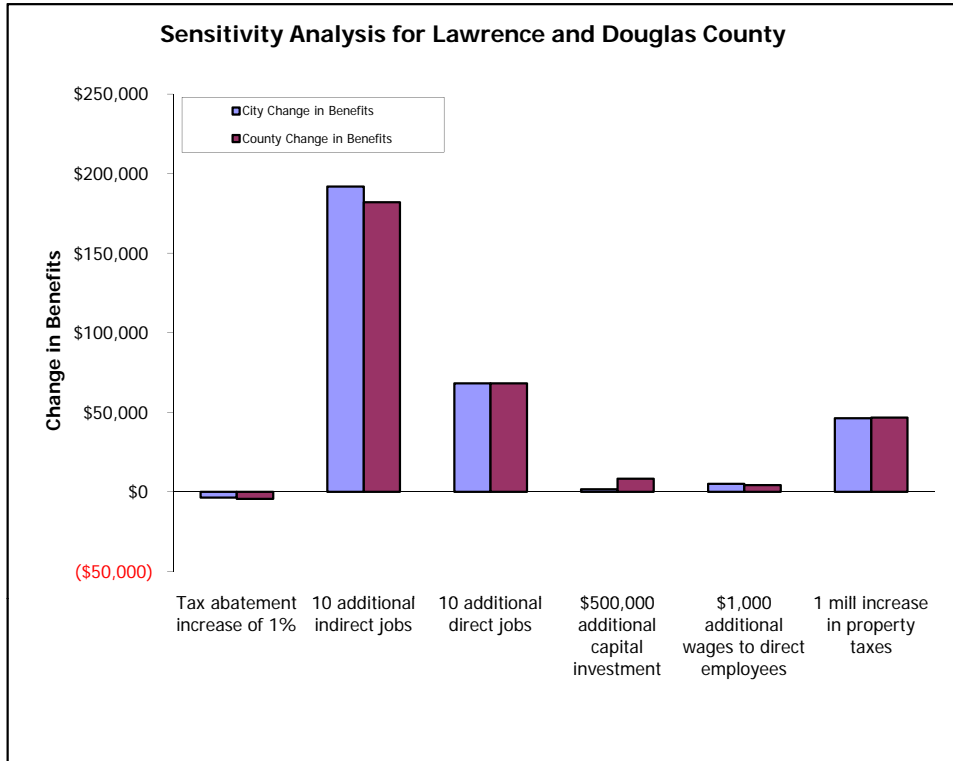
**Graphs of Benefits and Costs by Time Period, with and Without Abatement**



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**Sensitivity Analysis**

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**Model: Bliss Sports: 100% TA over 10 years (w sales tax exemption)**

**APPENDIX 1: Annual Results (not Discounted)**

<i>Lawrence</i>					
Year	Revenues	Costs	Incentives	Net	Cumulative
Pre-Operation	\$0	\$0	(\$154,964)	(\$154,964)	(\$154,964)
1	\$456,259	(\$1,071,371)	\$0	(\$615,112)	(\$770,076)
2	\$468,422	(\$25,970)	(\$387,235)	\$55,217	(\$714,859)
3	\$473,920	(\$20,807)	(\$391,837)	\$61,276	(\$653,583)
4	\$479,482	(\$21,015)	(\$396,492)	\$61,974	(\$591,609)
5	\$487,322	(\$21,226)	(\$401,201)	\$64,895	(\$526,713)
6	\$499,532	(\$31,189)	(\$405,965)	\$62,378	(\$464,335)
7	\$494,856	(\$25,858)	(\$410,784)	\$58,214	(\$406,121)
8	\$497,101	(\$26,116)	(\$415,659)	\$55,325	(\$350,795)
9	\$502,917	(\$26,378)	(\$420,590)	\$55,949	(\$294,846)
10	\$508,800	(\$26,641)	(\$425,578)	\$56,580	(\$238,265)
11	\$513,888	(\$24,800)	(\$429,834)	\$59,254	(\$179,011)
12	\$519,027	(\$25,048)	\$0	\$493,979	\$314,967
13	\$524,217	(\$25,299)	\$0	\$498,919	\$813,886
14	\$529,460	(\$25,552)	\$0	\$503,908	\$1,317,794
15	\$534,754	(\$25,807)	\$0	\$508,947	\$1,826,741

<i>Douglas County</i>					
Year	Revenues	Costs	Incentives	Net	Cumulative
Pre-Operation	\$0	\$0	(\$100,005)	(\$100,005)	(\$100,005)
1	\$501,473	(\$596,424)	\$0	(\$94,951)	(\$194,956)
2	\$511,978	(\$10,061)	(\$484,152)	\$17,765	(\$177,190)
3	\$518,023	(\$9,813)	(\$489,906)	\$18,304	(\$158,886)
4	\$524,138	(\$9,911)	(\$495,726)	\$18,501	(\$140,385)
5	\$530,991	(\$10,010)	(\$501,614)	\$19,367	(\$121,018)
6	\$541,340	(\$12,389)	(\$507,570)	\$21,380	(\$99,637)
7	\$547,716	(\$12,151)	(\$513,595)	\$21,970	(\$77,667)
8	\$554,166	(\$12,272)	(\$519,690)	\$22,204	(\$55,463)
9	\$560,690	(\$12,395)	(\$525,855)	\$22,440	(\$33,023)
10	\$567,289	(\$12,519)	(\$532,092)	\$22,678	(\$10,345)
11	\$572,962	(\$11,434)	(\$537,413)	\$24,115	\$13,770
12	\$578,691	(\$11,549)	\$0	\$567,143	\$580,913
13	\$584,478	(\$11,664)	\$0	\$572,814	\$1,153,727
14	\$590,323	(\$11,781)	\$0	\$578,543	\$1,732,269
15	\$596,226	(\$11,898)	\$0	\$584,328	\$2,316,597

**Model: Bliss Sports: 100% TA over 10 years (w sales tax exemption)**

**APPENDIX 1: Annual Results (not Discounted) (Continued)**

*USD 343*

Year	Revenues	Costs	Incentives	Net	Cumulative
Pre-Operation	\$0	\$0	\$0	\$0	\$0
1	\$464,910	(\$5,052)	\$0	\$459,858	\$459,858
2	\$475,404	(\$4,629)	(\$452,063)	\$18,712	\$478,570
3	\$481,010	(\$4,162)	(\$457,435)	\$19,413	\$497,983
4	\$486,680	(\$4,203)	(\$462,870)	\$19,607	\$517,590
5	\$492,416	(\$4,245)	(\$468,367)	\$19,803	\$537,394
6	\$503,423	(\$5,736)	(\$473,929)	\$23,758	\$561,152
7	\$509,343	(\$5,259)	(\$479,555)	\$24,530	\$585,682
8	\$515,332	(\$5,311)	(\$485,245)	\$24,775	\$610,457
9	\$521,390	(\$5,364)	(\$491,002)	\$25,023	\$635,480
10	\$527,517	(\$5,418)	(\$496,825)	\$25,273	\$660,754
11	\$532,792	(\$5,472)	(\$501,794)	\$25,526	\$686,280
12	\$538,120	(\$5,527)	\$0	\$532,593	\$1,218,873
13	\$543,501	(\$5,582)	\$0	\$537,919	\$1,756,792
14	\$548,936	(\$5,638)	\$0	\$543,298	\$2,300,090
15	\$554,425	(\$5,694)	\$0	\$548,731	\$2,848,821

*State of Kansas*

Year	Revenues	Costs	Incentives	Net	Cumulative
Pre-Operation	\$0	\$0	(\$630,032)	(\$630,032)	(\$630,032)
1	\$407,173	\$0	\$0	\$407,173	(\$222,859)
2	\$412,013	\$0	(\$290,981)	\$121,032	(\$101,827)
3	\$416,910	\$0	(\$294,439)	\$122,471	\$20,644
4	\$421,863	\$0	(\$297,937)	\$123,926	\$144,570
5	\$426,874	\$0	(\$301,476)	\$125,398	\$269,967
6	\$431,942	\$0	(\$305,056)	\$126,887	\$396,854
7	\$437,070	\$0	(\$308,677)	\$128,393	\$525,247
8	\$442,256	\$0	(\$312,340)	\$129,916	\$655,163
9	\$447,503	\$0	(\$316,045)	\$131,458	\$786,621
10	\$452,810	\$0	(\$319,794)	\$133,017	\$919,637
11	\$457,338	\$0	(\$322,992)	\$134,347	\$1,053,984
12	\$461,912	\$0	\$0	\$461,912	\$1,515,896
13	\$466,531	\$0	\$0	\$466,531	\$1,982,427
14	\$471,196	\$0	\$0	\$471,196	\$2,453,623
15	\$475,908	\$0	\$0	\$475,908	\$2,929,531

**Model: Bliss Sports: 100% TA over 10 years (w sales tax exemption)**

**APPENDIX 2: Annual Results (Discounted)**

<i>Lawrence</i>					
Year	Discounted Revenues	Discounted Costs	Discounted Incentives	Net	Cumulative
Pre-Operation	\$0	\$0	(\$154,964)	(\$154,964)	(\$154,964)
1	\$430,978	(\$1,012,008)	\$0	(\$581,030)	(\$735,993)
2	\$417,951	(\$23,172)	(\$345,511)	\$49,268	(\$686,726)
3	\$399,427	(\$17,537)	(\$330,246)	\$51,644	(\$635,081)
4	\$381,723	(\$16,731)	(\$315,654)	\$49,338	(\$585,743)
5	\$366,468	(\$15,962)	(\$301,705)	\$48,802	(\$536,941)
6	\$354,836	(\$22,154)	(\$288,372)	\$44,310	(\$492,632)
7	\$332,038	(\$17,350)	(\$275,627)	\$39,060	(\$453,571)
8	\$315,062	(\$16,553)	(\$263,445)	\$35,065	(\$418,506)
9	\$301,087	(\$15,792)	(\$251,800)	\$33,496	(\$385,010)
10	\$287,731	(\$15,066)	(\$240,669)	\$31,997	(\$353,013)
11	\$274,507	(\$13,248)	(\$229,607)	\$31,652	(\$321,361)
12	\$261,889	(\$12,639)	\$0	\$249,251	(\$72,111)
13	\$249,852	(\$12,058)	\$0	\$237,795	\$165,684
14	\$238,368	(\$11,504)	\$0	\$226,865	\$392,549
15	\$227,412	(\$10,975)	\$0	\$216,438	\$608,986

<i>Douglas County</i>					
Year	Discounted Revenues	Discounted Costs	Discounted Incentives	Net	Cumulative
Pre-Operation	\$0	\$0	(\$100,005)	(\$100,005)	(\$100,005)
1	\$473,687	(\$563,377)	\$0	(\$89,690)	(\$189,695)
2	\$456,814	(\$8,977)	(\$431,986)	\$15,851	(\$173,843)
3	\$436,597	(\$8,271)	(\$412,900)	\$15,427	(\$158,416)
4	\$417,274	(\$7,890)	(\$394,655)	\$14,729	(\$143,687)
5	\$399,308	(\$7,528)	(\$377,216)	\$14,564	(\$129,123)
6	\$384,533	(\$8,800)	(\$360,545)	\$15,187	(\$113,936)
7	\$367,505	(\$8,153)	(\$344,611)	\$14,742	(\$99,194)
8	\$351,230	(\$7,778)	(\$329,379)	\$14,073	(\$85,122)
9	\$335,675	(\$7,421)	(\$314,820)	\$13,434	(\$71,687)
10	\$320,807	(\$7,079)	(\$300,903)	\$12,825	(\$58,862)
11	\$306,062	(\$6,108)	(\$287,073)	\$12,882	(\$45,981)
12	\$291,995	(\$5,827)	\$0	\$286,168	\$240,187
13	\$278,574	(\$5,559)	\$0	\$273,015	\$513,201
14	\$265,770	(\$5,304)	\$0	\$260,466	\$773,668
15	\$253,554	(\$5,060)	\$0	\$248,494	\$1,022,162

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**APPENDIX 2: Annual Results (Discounted) (Continued)**

<i>USD 343</i>					
Year	Discounted Revenues	Discounted Costs	Discounted Incentives	Net	Cumulative
Pre-Operation	\$0	\$0	\$0	\$0	\$0
1	\$439,150	(\$4,772)	\$0	\$434,378	\$434,378
2	\$424,181	(\$4,130)	(\$403,354)	\$16,696	\$451,074
3	\$405,402	(\$3,508)	(\$385,533)	\$16,362	\$467,436
4	\$387,454	(\$3,346)	(\$368,498)	\$15,610	\$483,045
5	\$370,299	(\$3,193)	(\$352,214)	\$14,892	\$497,937
6	\$357,599	(\$4,074)	(\$336,649)	\$16,876	\$514,813
7	\$341,758	(\$3,528)	(\$321,770)	\$16,459	\$531,273
8	\$326,617	(\$3,366)	(\$307,548)	\$15,703	\$546,975
9	\$312,146	(\$3,212)	(\$293,954)	\$14,981	\$561,956
10	\$298,316	(\$3,064)	(\$280,960)	\$14,292	\$576,248
11	\$284,604	(\$2,923)	(\$268,046)	\$13,635	\$589,884
12	\$271,523	(\$2,789)	\$0	\$268,735	\$858,618
13	\$259,043	(\$2,661)	\$0	\$256,383	\$1,115,001
14	\$247,137	(\$2,538)	\$0	\$244,599	\$1,359,600
15	\$235,778	(\$2,422)	\$0	\$233,356	\$1,592,956

<i>State of Kansas</i>					
Year	Discounted Revenues	Discounted Costs	Discounted Incentives	Net	Cumulative
Pre-Operation	\$0	\$0	(\$630,032)	(\$630,032)	(\$630,032)
1	\$384,612	\$0	\$0	\$384,612	(\$245,420)
2	\$367,620	\$0	(\$259,629)	\$107,991	(\$137,428)
3	\$351,378	\$0	(\$248,158)	\$103,220	(\$34,208)
4	\$335,852	\$0	(\$237,192)	\$98,659	\$64,451
5	\$321,011	\$0	(\$226,711)	\$94,299	\$158,750
6	\$306,824	\$0	(\$216,692)	\$90,132	\$248,882
7	\$293,264	\$0	(\$207,115)	\$86,149	\$335,031
8	\$280,302	\$0	(\$197,961)	\$82,341	\$417,372
9	\$267,912	\$0	(\$189,211)	\$78,701	\$496,073
10	\$256,069	\$0	(\$180,846)	\$75,222	\$571,296
11	\$244,299	\$0	(\$172,534)	\$71,765	\$643,060
12	\$233,070	\$0	\$0	\$233,070	\$876,131
13	\$222,358	\$0	\$0	\$222,358	\$1,098,489
14	\$212,138	\$0	\$0	\$212,138	\$1,310,626
15	\$202,387	\$0	\$0	\$202,387	\$1,513,014