A true multimodal center with the right combination of location and facilities, New Century AirCenter is a 2,700-acre business park located approximately 30 minutes from downtown Kansas City along Interstate 35 in Southwest Johnson County, Kansas.
Overview

New Century AirCenter has direct access to interstate highways, rail and the third busiest towered aviation airport in the Kansas City area. New Century is served by a **1,000-acre active business aviation airport** with three full-service Fixed Base Operators (FBOs). With **86 hangars** at New Century AirCenter, it is one of the largest airports in the state of Kansas. The airport also offers a 7,300-foot long, 150-foot wide main runway; a 5,000-foot-long crosswind runway; a non-federal control tower, an instrument landing system (ILS) approach; the Johnson County Sheriff’s Office is located adjacent to New Century AirCenter and a fire station with hazmat services is located on the property.

Within the New Century business park, slightly more than 400 acres are under long-term lease to nearly 70 industrial and commercial tenants such as Amazon, Unilever, CenturyLink, Garmin and DuPont. The diverse tenant mix includes manufacturing, warehouse, distribution and regional office headquarters for several Fortune 500 companies occupying approximately 3 million square feet of space and employ nearly 5,000 people.

The New Century AirCenter business park is adjacent to the **BNSF Railway mainline**, minutes away from BNSF’s **newest Intermodal Facility**, and offers advanced infrastructure for manufacturing and industrial sites — all within one mile of Interstate 35. Companies at New Century also have the ability to draw employees from the talented and highly productive labor pool in the Kansas City region.

With close proximity to interstate highways, on-call rail service, access to a business aviation airport and a labor-ready community, the New Century business park is an ideal location for your development needs.
New Century AirCenter Site Characteristics:

• Sites can be configured in size and shape to best meet the project’s specific needs. Some sites are rail-served and are near the New Century AirCenter commercial airport.

• New Century AirCenter’s main access point is less than a mile from Interstate 35 and sits along U.S. Highway 56. The park features multiple access points – State highway 169 is less than 5 minutes away and Interstate 70 is 20 minutes north on Interstate 35 or Interstate 435.

• Land within New Century AirCenter is currently zoned for medium to medium-heavy uses and agriculture. All neighboring land is zoned for industrial development.

• New Century AirCenter is not located in an air quality non-attainment area.

• Many sites have been used for agriculture and are considered greenfield.

• Typically, the Johnson County Airport Commission enters into land leases with initial terms of 20 to 30 years, with options to extend in 10-year increments. Most of the larger developments have leases with terms in the range of 50 and possibly more years.
New Century AirCenter sits on the BNSF mainline and has its own locomotive for switching. Airport Commission personnel and equipment currently handle switching at New Century AirCenter with a normal response time for intra-plant switching requests at 20 minutes during normal business hours and as requested otherwise at a very competitive rate. On-site rail car storage is available. The airport also owns a digital track scale for weighing requirements. A rail spur can be extended to proposed sites.

The Johnson County Airport Commission also operates the Johnson County Executive Airport, located in Olathe, Kansas, which has a 4,100-foot long runway. For passenger service needs, Kansas City International Airport (MCI) is located 45 minutes to the north of the park.

Air Transportation

Rail Capabilities
New Century AirCenter offers land for lease, not for sale. Leasing can be advantageous over ownership in most instances.

**Long-term lease:**
At New Century, initial terms of leases are typically **20 to 30 years**, with options to extend in multi-year increments for a total of 50 to 75 years. The Airport Commission is flexible and can tailor terms to meet your needs.

**Lease payments deductible:**
Normally, rental payments under a lease are **fully deductible as a business expense**, whereas with mortgage payments, only the interest portion is deductible. Larger deductions can often be used to your advantage in tax planning.

**Lease rates:**
Most lease adjustments are made annually, but at New Century, **lease rates are adjusted every two years based on the consumer price index**.

**Capital conservation:**
Land for your project does not have to be purchased, thus preserving valuable capital resources for other needs. “Up-front” costs for a development project can be reduced considerably.

**Financial ratios:**
The value of the land does not have to be carried on your balance sheet, allowing for more favorable return-on-assets and return-on-investment ratios.

**Financing buildings:**
The Airport Commission customarily consents to the **mortgaging of the leasehold interest in the land**, which protects the lender’s interests and enables the lender to exercise its default rights.

**Sale of buildings:**
The building and land lease can be sold as a package at market value. The selling lessee can realize any value the lease may have due to favorable terms, location, etc. While the Airport Commission retains a right of approval of the sale, assignment or transfer of a lease, such consideration is typically provided promptly.

**Capitalized land cost:**
Using typical methods for capitalization of a long-term lease, the equivalent purchase price of land at New Century compares quite favorably to industrial and commercial land in the Kansas City metropolitan area.

**Today, New Century AirCenter has a billion-dollar annual economic impact on the Kansas City metro area.**
The infrastructure capabilities available to businesses at New Century AirCenter include:

**Electricity**

*Features:*
- 1,600 amp 480 V 4-Wire
- 7,500 KVA to proposed sites
- Dual Loop System

Kansas City Power & Light infrastructure incentive allows 85 percent of the first year’s estimated revenue to be applied toward the standard service cost for a new facility. This must be a new facility for a new customer not yet in the service territory. Standard cost excludes underground charges, rock charges, second feed charges or automatic throw-over switches.

An economic incentive is available as a five-year declining step price discount for new or expanding business, essentially providing one year of free electricity. The first year, pretax deduction is 30 percent; the second year is 25 percent; the third year is 20 percent; the fourth year is 15 percent and the fifth year is 10 percent. Customers must have at least 200 kilowatts of load to participate.

*Contact:* John Engelmann  
Manager of Economic Development  
Kansas City Power & Light  
P.O. Box 41879  
Kansas City, Missouri 64141  
816.654.1634

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**Telecommunications**

*Features:*
- Access to a T-1 Carrier
- Number 5 ESS Central Office
- Fiber Optics
- Self-Healing Network Capabilities

*Contact:* AT&T  
8900 Indian Creek Parkway, Suite 120  
Overland Park, Kansas 66210  
913.676.1519

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**Natural Gas**

*Features:*
- 4” – 6” gas main
- Available to proposed sites

*Rates:*
- Firm Transportation is $1.4660 per MCF plus monthly service fee of $86.93.
- Interruptible Transportation is $0.89 per MCF on first 2,000 MCF and $0.78 for volume over 2000 MCF.
- There is a monthly service fee of $351.36.
- All transportation accounts are required to install an Electronic Flow Meter, which is $30.00 monthly per the tariff and can be included in the original meter price.
- Customers are required to pay for the gas main and service line if needed.

*Contact:* Kevin Jones  
Commercial Sales  
Atmos Energy  
25090 W. 110th Terrace  
Olathe, Kansas 66061  
913.254.6330
Sewer and Wastewater

Features:
• 6” – 8” line
• 1.5 mgd capacity
• .45 mgd average daily flow

The sewer permit costs include the basic permit fee of $100 and a connection fee that is based upon the Equivalent Dwelling Units (EDU) rate for the applicant’s estimated strength and flow of sewage, industry type and building size. The minimum connection fee is $1,500.

Contact: Johnson County Wastewater
Johnson County Government
11811 Sunset Drive
Olathe, Kansas 66061
913.715.8542

Water

Features:
• 12” line
• 3000 gpm at 80 psi regulated flow capacity
• 1.3 mgd average daily flow
• .52 mgd average daily consumption
• 4.75 mgd storage capacity

Contact: Aaron Otto
Executive Director
Johnson County Airport Commission
New Century AirCenter
One New Century Parkway
New Century, Kansas 66030
913.715.6000

Rail

Features:
• Switching and weighing services at very competitive rates
• On-site airport staff can respond to a call for services in 20 – 30 minutes depending on scheduled moves
• Airport owned locomotive on site to serve your rail needs
• Can service up to 1,500 rail car deliveries a year
• Many rail served sites of various sizes available

Contact: Aaron Otto
Executive Director
Johnson County Airport Commission
New Century AirCenter
One New Century Parkway
New Century, Kansas 66030
913.715.6000
Location Benefits

New Century AirCenter tenants can enjoy the benefits of living in the Kansas City metro while enjoying the high quality of life and favorable business climate of Johnson County, Kansas. Kansas City’s strategic location at the crossroads of air, highway and rail traffic enhances its position in the global marketplace. Half of the Fortune 100 and one-third of the Fortune 500 have operations here. In the heart of the Midwest, New Century AirCenter is at the hub of some 66 major metropolitan areas within a 600-mile radius, accounting for 38 percent of the nation’s manufacturers and 43 percent of its wholesalers.

Business Climate

Over the last decade, Johnson County has attracted more than 120,000 jobs, 4,200 businesses and nearly 100,000 new residents. The Johnson County economy has grown at a more rapid rate than the national economy in virtually every sector. Locally, the manufacturing sector grew at an annual rate of more than 1.5 percent. Johnson County has accounted for 82 percent of the net increase in employment in the Kansas City MSA, according to the County Economic Research Institute.

Workforce

Johnson County has a high level of education attainment in the Kansas City region. More than 50% of the county’s population have at least an associates degree or above.*

According to a study of the nation’s 33 largest cities by the National Center for Health Statistics, workers in the Kansas City MSA miss the least number of days per year due to illness. Fewer missed workdays means a more productive labor force and lower health insurance rates. Nearly 585,000 residents call Johnson County home, providing you an ample workforce. (New Century AirCenter’s location is ideal to pull potential employees from both the Kansas City MSA and the more rural areas of Franklin, Johnson, Miami and Douglas counties on the Kansas side, providing in excess of 1 million potential employees.)

*www.kcworkforce.org
### Top 25 Companies Who Call New Century AirCenter Home

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Description</th>
<th>Employment</th>
</tr>
</thead>
<tbody>
<tr>
<td>CenturyLink</td>
<td>Regional Headquarters – Telecommunications</td>
<td>1,628</td>
</tr>
<tr>
<td>Amazon</td>
<td>Pantry fulfillment center</td>
<td>600</td>
</tr>
<tr>
<td>Unilever Bestfoods, Inc.</td>
<td>Food products manufacturer</td>
<td>344</td>
</tr>
<tr>
<td>DuPont</td>
<td>Manufacturer of emulsifiers, stabilizers, enzymes and flavors for bakery</td>
<td>321</td>
</tr>
<tr>
<td>Johnson County Sheriff’s Department</td>
<td>Correctional facility</td>
<td>298</td>
</tr>
<tr>
<td>Kerry Sweet Ingredients, Inc.</td>
<td>Confectionery food products manufacturer</td>
<td>200</td>
</tr>
<tr>
<td>Examinetics</td>
<td>Provider of onsite occupational health screening and data management services</td>
<td>200</td>
</tr>
<tr>
<td>C.F.S. West Foods, L.L.C.</td>
<td>Manufacturer of margarine and mayonnaise</td>
<td>179</td>
</tr>
<tr>
<td>Adult Residential Treatment Facility</td>
<td>Community corrections/work release facility</td>
<td>171</td>
</tr>
<tr>
<td>Vestcom</td>
<td>Manufacturer of bar code labels</td>
<td>150</td>
</tr>
<tr>
<td>Steel &amp; Pipe Supply Co., Inc.</td>
<td>Regional steel service and distribution center</td>
<td>100</td>
</tr>
<tr>
<td>Heartland Precision Fasteners</td>
<td>Manufacturer of airplane bolts and screws</td>
<td>74</td>
</tr>
<tr>
<td>de Elliotte Company, Inc.</td>
<td>Plastic bag printing</td>
<td>62</td>
</tr>
<tr>
<td>O’Neal Flat Rolled Metals</td>
<td>Steel and metal service center</td>
<td>44</td>
</tr>
<tr>
<td>United States Army Reserve</td>
<td>Military</td>
<td>40</td>
</tr>
<tr>
<td>KGP Logistics</td>
<td>Telecommunications products distribution center</td>
<td>40</td>
</tr>
<tr>
<td>New Century Field House</td>
<td>Johnson County's premier indoor sports and multi-use facility</td>
<td>34</td>
</tr>
<tr>
<td>Fire District No. 1-Johnson County</td>
<td>Headquarters, regional fire, rescue and EMS provider</td>
<td>32</td>
</tr>
<tr>
<td>V &amp; H Equipment</td>
<td>Custom truck equipment</td>
<td>30</td>
</tr>
<tr>
<td>United Manufacturing Company</td>
<td>Contract wood products manufacturer</td>
<td>26</td>
</tr>
<tr>
<td>Russell Hampton, Inc.</td>
<td>Maker of products for Rotary International and other fraternal organizations</td>
<td>26</td>
</tr>
<tr>
<td>Garmin International</td>
<td>Manufacturer of global positioning equipment</td>
<td>26</td>
</tr>
</tbody>
</table>
Available Sites

The following map represents development opportunities at New Century AirCenter. The map is intended to provide perspective only.

The land at New Century is not platted; therefore you have the opportunity to choose a location to best meet the company’s needs.

Topographically, New Century AirCenter is flat to gently rolling greenfield and is zoned industrial PEC-3.
CFS West Holdings, Inc. is one of the many companies that utilizes the easily accessible rail service located at New Century. Plant Manager Ron Beckman says, “CFS West Holdings has great neighbors at New Century. We are happy with our location at the AirCenter.”

“Our New Century plant helps us focus on supplying the growing intermodal development in Southwest Johnson County, Gardner,” said Cory Claxton, Director of Ready Mix Operations for Penny’s Concrete.

“The investment and expansion of our New Century spreads facility is a significant milestone in the history of Unilever US and is in line with our strategy of investing back for growth in America,” Unilever North America President Kees Kruythoff said in a release.

For more information contact:

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913.715.6000 • www.jocogov.org/airport
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