

# 16380 Lone Elm Road

Olathe, Kansas



## Development Land for Sale

As exclusive agents, we are pleased to offer the following property for sale:

- ◆ 80 (±) acres for sale
- ◆ Divisible to 20 or 60 acres
- ◆ Utilities to site
- ◆ Located within fast developing industrial corridor of 159th Street and Lone Elm Interchange
- ◆ Minutes from BNSF Intermodal site
- ◆ Great I-35 and 169 Highway access
- ◆ Site situated near Garmin, Olathe Medical Center, major retail and industrial developments
- ◆ Master planned light industrial
- ◆ Priced at \$1.29/sf

***Inquire for pricing on splitting to 20 or 60 acres***

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**Newmark Grubb  
Zimmer**

1220 Washington Street, Kansas City, Missouri 64105

Independently owned and operated

Procuring broker shall only be entitled to a commission calculated in accordance with the rates approved by our principal only if such procuring broker executes a brokerage agreement acceptable to us and our principal and the conditions as set forth in the brokerage agreement are fully and unconditionally satisfied. Although all information furnished regarding property for sale, rental, or financing is from sources deemed reliable, such information has not been verified and no express representation is made nor is any to be implied as to the accuracy thereof and it is submitted subject to errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice and to any special conditions imposed by our principal.



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## Demographics

### Economic Development

| Major Employers                |                               |
|--------------------------------|-------------------------------|
| Employer                       | Full Time Employees in Olathe |
| Olathe School District         | *4,292                        |
| Farmers Insurance              | **2,995                       |
| Johnson County                 | 2,600                         |
| Olathe Medical Center          | 2,600                         |
| Garmin International           | 1,800                         |
| City of Olathe                 | 819                           |
| Honeywell                      | 800                           |
| Convergys                      | 525                           |
| FAA/Air Traffic Control Center | 480                           |
| Sysco Foods                    | 400                           |

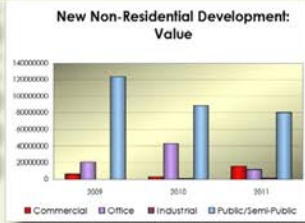
\*Includes FTE for the entire coverage area of Olathe School District  
\*\*Includes agents and contractors

**NEW NON-RESIDENTIAL DEVELOPMENT**  
There was a total of 357,501 square feet of building construction in Olathe in 2011 with a value of more than \$80 million.



| 2011 Total Non-Residential Square Footage |             |
|-------------------------------------------|-------------|
| Land Use                                  | Square Feet |
| Commercial                                | 9,406,333   |
| Office                                    | 3,778,255   |
| Industrial                                | 13,942,095  |
| Public/Semi-Public                        | 8,675,968   |

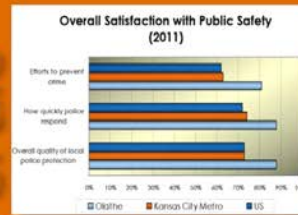
Source: Johnson County Appraiser



| Employment in Olathe                                 |                                   |                  |
|------------------------------------------------------|-----------------------------------|------------------|
| Category                                             | % Olathe-ans Employed in Industry | % Jobs in Olathe |
| Agriculture, forestry, fishing, hunting & mining     | 0.1%                              | 0.1%             |
| Construction                                         | 5.0%                              | 8.4%             |
| Manufacturing                                        | 10.2%                             | 8.4%             |
| Wholesale trade                                      | 6.5%                              | 8.3%             |
| Retail trade                                         | 11.6%                             | 17.1%            |
| Transportation, warehousing & utilities              | 3.7%                              | 4.5%             |
| Information                                          | 5.6%                              | 1.2%             |
| Finance, insurance & real estate                     | 8.5%                              | 5.7%             |
| Professional, scientific, management, administrative | 15.1%                             | 15.4%            |
| Educational services, healthcare & social assistance | 19.8%                             | 12.2%            |
| Arts, entertainment, recreation                      | 9.4%                              | 11.5%            |
| Other services                                       | 4.6%                              | 4.4%             |

Source: 2010 U.S. Census, 2011 CERI

### Quality of Life



#### PUBLIC SAFETY

In 2011, 76% of residents were satisfied with the visibility of police in their neighborhoods, down 1% from 2010. 88% of residents said that they were satisfied with the overall quality of local police protection. This compared to 91% in the previous year. In other aspects of public safety that the survey included, the City scored at least 70% in all areas and often scored in the 80 and 90 percentile for satisfaction.

#### SCHOOLS

No new schools were added in 2011 but some existing schools were renovated to help better serve the growing population. Schools getting renovations included California Trail Middle School and Washington and Havencroft Elementary Schools.



#### DIRECTION FINDER SURVEY

The City of Olathe received the results of the annual citizen survey in February 2012. The survey, called "Direction Finder", is used by the City to identify priorities of residents and satisfaction levels in order to direct the allocation of City resources. A total of 95% of the residents surveyed rated Olathe as an excellent or good place to live. 92% were satisfied with Olathe's quality of life and 93% said that Olathe was a good or excellent place to raise children.

|                                        | 2011 Direction Finder Results |      |      |
|----------------------------------------|-------------------------------|------|------|
|                                        | % Satisfied / Very Satisfied  |      |      |
|                                        | 2009                          | 2010 | 2011 |
| Overall image of the City              | 81%                           | 92%  | 86%  |
| Overall quality of life                | 88%                           | 88%  | 92%  |
| Olathe as a place to live              | 95%                           | 94%  | 95%  |
| Olathe as a place to raise children    | 93%                           | 94%  | 93%  |
| Olathe as a place to work              | 78%                           | 87%  | 73%  |
| Quality of new residential development | 74%                           | 81%  | 77%  |
| Quality of new commercial development  | 66%                           | 75%  | 70%  |

Source: ETC Institute

|                                        | Educational Achievement (Population 25 Years and Older) |     |
|----------------------------------------|---------------------------------------------------------|-----|
|                                        | Olathe                                                  | US  |
| High School Graduate or Higher         | 93%                                                     | 86% |
| Bachelor's Degree or Higher            | 43%                                                     | 28% |
| Graduate/Professional Degree or Higher | 15%                                                     | 10% |

Source: 2010 U.S. Census

#### PARKS, TRAILS AND RECREATION

Olathe has a total of 59.5 miles of trails within the City which includes bike/pedestrian trails and bike lanes. There are 1,709 acres of usable parkland within Olathe's city limits. In addition to that number, the City has over 200 acres of acquired land for future parks.

#### Parks, Trails and Recreation Additions (2011)

| Project Name          | Project     | 2011 Status         |
|-----------------------|-------------|---------------------|
| Woodland Creek Bridge | Bridge      | Completed           |
| Manor Park            | Park        | Completed           |
| Cedar Lake (South)    | Master Plan | Completed           |
| Community Center      | Site Plan   | Design stage (left) |

Demographics Courtesy of Olathe Chamber of Commerce

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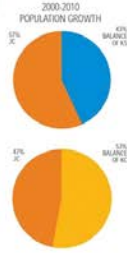
### Population Growth

Between 2000 and 2010, Johnson County's population grew by 93,093 persons (20.6%) to a total of 544,179 and became the largest county in the State of Kansas.

During that 10-year period, Johnson County accounted for 57% of the total population growth in Kansas and 47% of the increase in the Kansas City MSA.

Johnson County's population grew by an average of 9,309 persons per year or 77¢ per month between 2000 and 2010. In that 10-year period, Johnson County grew by more than twice the population of Hutchinson, Kansas. At this rate of growth, Johnson County adds the current population of:

- Springfield, Missouri ..... every 17 years;
- Topeka, Kansas ..... every 13 1/2 years;
- Lee's Summit, Missouri ..... every 10 years;
- Saint Joseph, Missouri ..... every 8 years;
- Manhattan, Kansas ..... every 5 1/2 years;
- Leavenworth, Kansas ..... every 3 1/2 years;
- Belton, Missouri ..... every 2 1/2 years;
- Coffeyville, Kansas ..... every year; or
- North Kansas City, Missouri ..... every 6 months.



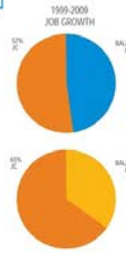
### Job Growth

The number of full and part-time jobs in Johnson County grew from 349,631 in 1999 to 400,994 in 2009 – an increase of 51,363 or 15%. During the decade, the Johnson County economy accounted for 52% of the total net job growth in the State of Kansas and, since 1995, has been the state's largest provider of employment.

During the decade, Johnson County also accounted for 65% of the job growth in the Kansas City MSA.

Johnson County's employers created an average of 5,136 new jobs per year or 428 each month. At this pace, the Johnson County economy generates the current number of jobs in:

- Wyandotte County, Kansas ..... every 18 1/2 years;
- Platte County, Missouri ..... every 10 years;
- Leavenworth County, Kansas ..... every 7 years;
- Miami County, Kansas ..... every 2 years; or
- Clinton County, Missouri ..... every 1 1/2 years.



### Business Growth

In 1999, the Johnson County economy consisted of 15,507 private sector firms with payrolls – the state's largest concentration of business establishments. By 2009, the County's economy had expanded to 17,015 firms – an increase of 1,508 new businesses. This 10-year increase amounts to more than the total number of firms currently located in Leavenworth County.

Over the 10-year period, the Johnson County economy added an average of 13 net new business establishments per month accounting for 711% of the total growth in the State of Kansas and almost 133% in the Kansas City Metropolitan Area.

At this rate of growth, Johnson County adds the total number of businesses located in:

- Wyandotte County, Kansas ..... every 20 years;
- Cass County, Missouri ..... every 12 1/2 years;
- Leavenworth County, Kansas ..... every 8 years;
- Miami County, Kansas ..... every 4 1/2 years;
- Franklin County, Kansas ..... every 3 1/2 years;
- Bates County, Missouri ..... every 2 1/2 years; or
- Caldwell County, Missouri ..... every year.

### Growth in Earnings

The annual earnings of those working in Johnson County grew from \$14 billion in 1999 to \$21.5 billion in 2009 – an increase of 53 percent. Johnson County accounted for 30% of the growth in earnings of all those holding jobs in Kansas and 37% of the increase of Kansas City MSA workers.

In 2010, Johnson County workers earned an average wage of \$49,049. The County's workers received 23% more than the Kansas average of \$39,937 and 5% more than the Kansas City metropolitan area average of \$46,574.

The total earnings of workers holding jobs in Johnson County grew by approximately \$747 million per year during the 10-year period from 1999 to 2009. This accounted for 30% of the state's average annual increase of \$2.5 billion and 37% of the Kansas City MSA's increase of \$2 billion.

### Education

Johnson County's labor force historically ranks among the most highly educated in the nation. According to the 2010 Census, the educational attainment of Johnson County's residents compares very favorably with state and national averages.

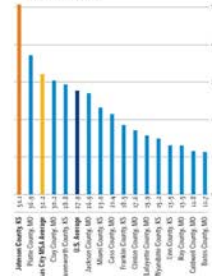
| 2010 Johnson County Ranking |                  |                                 |  |
|-----------------------------|------------------|---------------------------------|--|
| High School Graduate        | Bachelors Degree | Graduate or Professional Degree |  |
| KC Metro Rank: 1st          | 1st              | 1st                             |  |
| National Rank: 10th         | 20th             | 65th                            |  |

See text for more details.

### % of Persons 25 & Older with at Least a High School Diploma



### % of Persons 25 & Older with at Least a Bachelors Degree



### The purpose of this brochure

It is to summarize and illustrate the Johnson County story. It presents the latest available statistics from federal and state agencies about the Johnson County economy and its growth. The County's economy is put into perspective through comparisons with the State of Kansas and the Kansas City Metropolitan Statistical Area. The Kansas City MSA is composed of fifteen counties: Johnson, Franklin, Leavenworth, Linn, Miami and Wyandotte in Kansas and Bates, Caldwell, Cass, Clay, Clinton, Jackson, Lafayette, Platte and Ray in Missouri.

Statistics presented in this year's Primer were taken from the most recently released County Business Patterns (2009), REIS (2009) and Census Bureau (2010) – all published by the U.S. Department of Commerce. Tax information data were obtained from the Kansas Department of Revenue.

Demographics Courtesy of Olathe Chamber of Commerce

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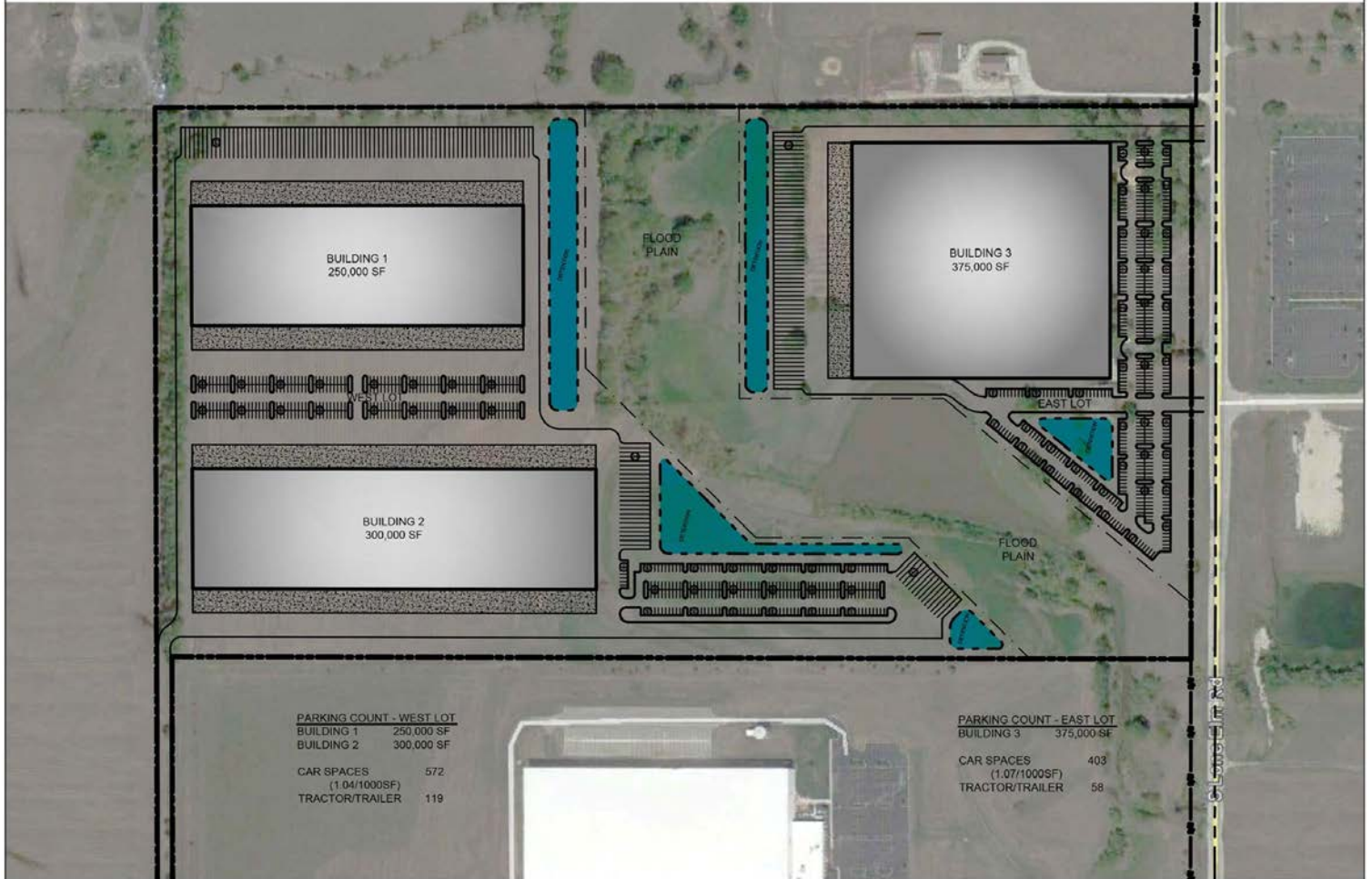


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## Site Layout



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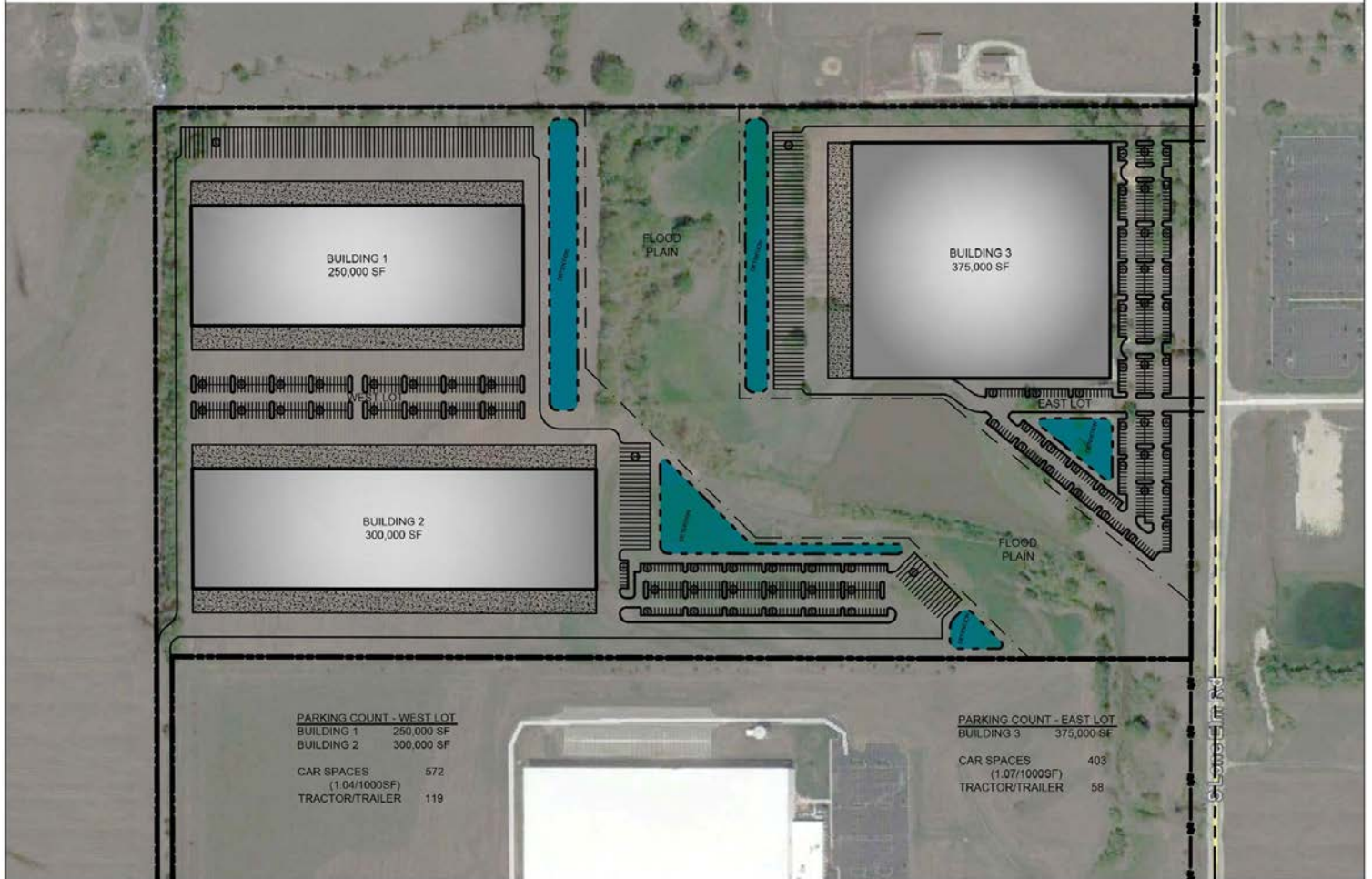
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## Rail and Interstate Routes



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